

GROUP PROFIT AND LOSS

(billion rupiah)	2016	2017	2018
Revenue	12,454	12,917	13,404
Profit Attributable to Shareholders	552	475	560
EBITDA	1,031	886	1,009
Financial Ratios			
Average ROE Attributable to Shareholders	21.3%	16.0%	16.8%
Average ROA	11.8%	9.1%	9.7%
EPS (Rp)	99	85	100
Dividend per Share			
Interim (Rp)	10.0	5.0	8.0
Final (Rp)	20.0	20.0	22.0

GROUP FINANCIAL POSTION

(billion rupiah)	2016*	2017	2018
Current Assets	2,129	2,262	2,381
Fixed Assets - Net	1,885	2,109	2,321
Total Assets	4,978	5,465	6,036
Current Liabilities	1,636	1,608	1,642
Non-Current Liabilities	519	719	839
Equity Attributable to Shareholders	2,814	3,128	3,545

* Reclassified

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About The Group

1967

Established by Anton Setiawan in Jakarta.

1967-1974

Importer & Retailer of Fiat, Holden & Mercedes Benz, Peugeot & Honda motorcycles.

1974

Authorised dealer for Toyota, Daihatsu, BMW, Peugeot & Honda motorcycles.

1985

Tunas Finance established.

1995

PT Tunas Ridean listed on JSX with Jardine Motors (held by Jardine Cycle & Carriage taking a 25% stake).

1999

Tunas Rental established.

2001 & 2003

Awarded Best Listed Company in Trade Sector by Investor Magazine.

2004

Awarded National Best Toyota Dealer for Customer Satisfaction.

2005

- Awarded Toyota Best Mechanic, Best Branch Manager & Best After Sales Service for Customer Satisfaction in Indonesia.

2006

- Awarded 1st and 3rd Best Daihatsu Mechanic.

- Anton Setiawan awarded Ernst & Young Entrepreneurship Lifetime Achievement Award.

2007

- Awarded Best Sales & After Sales categories by BMW, Toyota & Daihatsu.

- Tunas Finance awarded Golden Award for Services Quality by Marketing Magazine and Carre.

2008

- Awarded Best Listed Company in Trade Sector by Investor Magazine for the 3rd time.

- Awarded Best Sales & After Sales categories by Toyota & Daihatsu.

- Tunas Finance awarded 1st Best Multifinance Company 2008 by Investor Magazine in the Rp 2-4 trillion assets category.

- Tunas Rent achieved ISO 9001:2000 certification.

2009

- Sold 51% interest of PT Mandiri Tunas Finance (previously PT Tunas Finacindo Sarana) to PT Bank Mandiri (Persero) Tbk.

- Ranked 1st among The Best Public Companies Based on RWAtm (Relative Wealth Added) for Retailing category by SWA Magazine.

- Awarded Best Small-Cap in Asia's Best Companies Poll by Finance Asia Magazine.

- Awarded Best Sales & After Sales categories by BMW,Toyota and Daihatsu.

- Tunas Toyota awarded 1st Best Mechanic General Repair 2009 by Auto2000.

2010

- Named in SWA 100: Indonesia Best Public Companies 2010. based on WAItm (Wealth Added Index) by Stern Stewart & Co by SWA Magazine.

- Named 60th Biggest Company and 40th Fastest-Growing Company in Indonesia by Fortune Indonesia Magazine.

- Awarded Best Sales & After Sales categories by Toyota Daihatsu, BMW and Honda Motorcycle.

2011

- Won national awards in Sales and After Sales categories from Toyota, Daihatsu and Honda Motorcycle.

- Numerous industry awards follow annually.

2012

Acquired PT Rahardja Ekalancar (Isuzu Dealer).

2013

- Tunas Daihatsu won national Best Dealer Outlet award for third year in a row.

- Won overall second out of 29 main dealers in National Honda Motorcycle frontline service contest.

- Established PT Mitra Asri Pratama (Driver Services).

2014

- Won National Awards in Sales and After-Sales categories from Toyota, Daihatsu and Honda Motor.

- Won The Best Outlet National from Tunas Daihatsu.

- Established PT Asia Surya Perkasa (Main Dealer Honda in Bangka Belitung).

2015

- Won National Awards in Sales, After-sales service and Front Line categories from Toyota, Honda and Daihatsu.

- Invested in a minority stake (12%) in PT Mandiri Utama Finance.

2016

- Won 1st place in the Front Line People from Honda.

- Awarded Best Sales, After-Sales, and Front Line categories by Toyota, Daihatsu, BMW, Isuzu and Honda Motor.

- Tunas Daihatsu won Bronze medal on ASEAN Skills Competition category Automobile Technology (Mechanic).

- Tunas Dwipa Matra won Platinum Medal Best of the Best Manager based on Indonesia Contact Centre Association (ICCA).

2017

- TOP 50 Emiten Midcap - The IICD CG Appreciation by Indonesia Institute For Corporate Directorship (IICD).

- Brand Finance TOP 100 Most Valuable Indonesian Brands 2017 based on valuation by Brand Finance Asia Pasific & SWA Magazine.

- Best of the Best Awards-The Top 50 Companies for 2017 by Forbes Indonesia.

- Won National Awards in Sales and After-Sales categories from Toyota, Daihatsu, Isuzu and Honda Motor.

2018

- 3rd winner The Best LPD Technical Service

- Daihatsu National Technical Skill Contest 2018.

- Best Public Company Award 2018 by Warta Ekonomi

- Brand Finance TOP 100 Most Valuable Indonesian Brands 2018 based on valuation by Brand Finance Asia Pasific & SWA Magazine.

- 100 Excellent Growth Company Ranks 2018 by Bisnis Indonesia

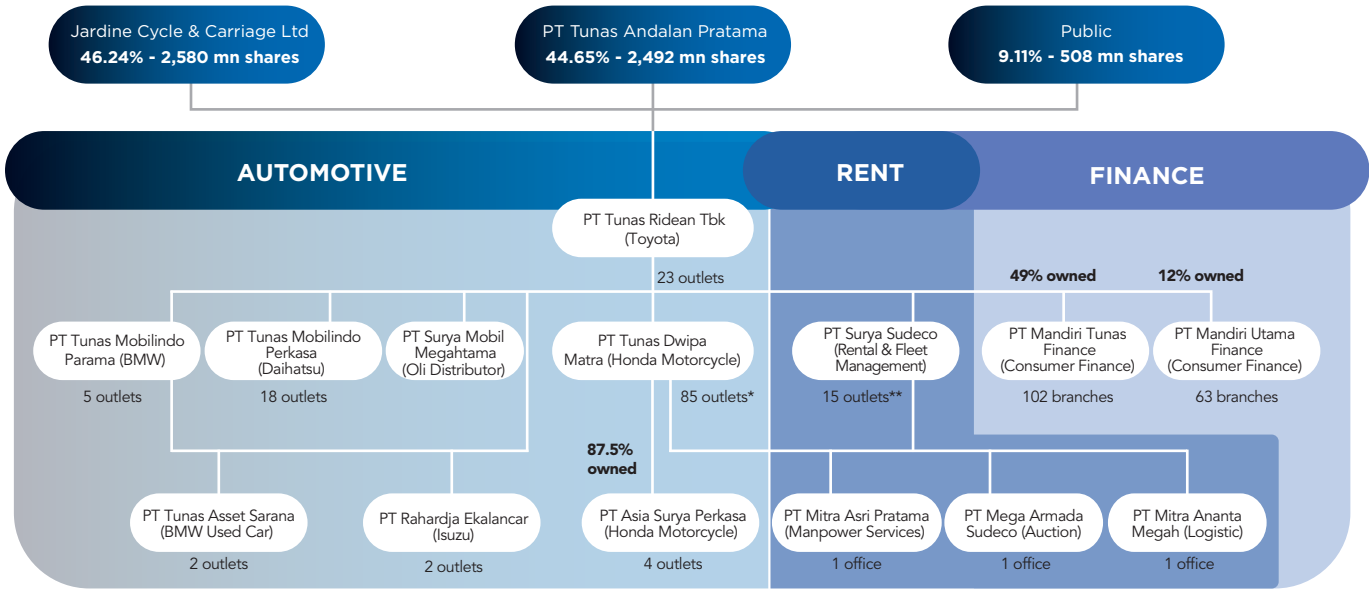
- Infobank 100 Fastest Growing Companies 2018

-Awarded Best Sales, After-Sales, and Front Line categories from Toyota.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 157 outlets.



GROUP STRUCTURE



As of 31 December 2018
*Including Sales Points
**Including Service Points, Fleet Drivers & Auction

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	HONDA*	RENT**	ISUZU
DKI Jakarta	10	4	7	1	3	2
West Java/Banten	12	3	8	8	6	-
Lampung	1	-	1	31	-	-
Others Sumatera	-	-	2	27	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
TOTAL	23	7	18	89	18	2

* Including Major Outlets
** Including Service Points

TOTAL : 157

MARKET SHARE

	Full Year 2017				Full Year 2018			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	371,332	-3%	31,105	-1%	352,161	-5%	28,116	-10%
Daihatsu	186,381	-2%	18,934	3%	202,738	9%	18,762	-1%
BMW	2,800	12%	1,094	31%	2,360	-16%	942	-14%
Peugeot	34	-17%	-	N/M	139	309%	2	N/M
Isuzu	20,085	20%	371	-7%	26,098	30%	504	36%
Total New Cars	1,079,886	2%	51,504	1%	1,151,291	7%	48,326	-6%
Honda Motorcycles	4,385,888	0%	223,276	8%	4,759,199	9%	248,857	11%
Total New Motorcycles	5,886,103	-1%	223,276	8%	6,383,108	8%	248,857	11%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2016	2017	2018
Net Revenue*	11,806	12,227	12,581
Toyota	6,196	6,041	5,822
Daihatsu	2,125	2,175	2,254
BMW	692	855	793
Peugeot	1	0	0
Isuzu	100	111	157
Honda Motorcycles	2,674	3,037	3,543
Used Cars	18	8	12
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	363	241	297

* Include showrooms and workshops

TUNAS RENT

(billion rupiah, except for units)	2016	2017	2018
Rental Units	7,730	8,350	8,634
Revenue	647	690	822
Operations	493	556	636
Disposals	154	135	186
EBITDA	336	317	364
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	25	62	66

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2016	2017	2018
Mandiri Tunas Finance @100%			
Revenue	2,449	2,738	3,120
Net Profit	335	350	403
Tunas Share Of Net Profit	164	172	198
New Lending	18,630	22,204	26,991
New Cars*	17,849	19,940	22,113
Used Cars*	215	455	1,207
Motorcycle and other*	566	1,810	3,672
Consumer Financing Receivables	9,669	11,181	12,629
Net Investment in Finance Leases	830	2,357	3,319

* Reclassified