

GROUP PROFIT AND LOSS

(billion rupiah)	2015	2016	1Q 16 YTD*	1Q 17 YTD*
Revenue	10,157	12,454	2,833	3,508
Profit Attributable to Shareholders	291	552	104	105
EBITDA	702	1,031	213	198
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders	12.9%	21.3%	17.2%	14.7%
Average ROA	7.0%	11.8%	9.3%	8.1%
EPS (Rp)	52	99	19	19
Dividend per Share				
Interim (Rp)	4.0	10.0	-	-
Final (Rp)	12.0	20.0	-	-

* Unaudited

GROUP FINANCIAL POSITION

(billion rupiah)	2015**	2016	1Q 16 YTD*	1Q 17 YTD*
Current Assets	1,896	2,180	2,149	2,656
Fixed Assets - Net	1,784	1,885	1,773	1,925
Total Assets	4,362	4,978	4,638	5,467
Current Liabilities	1,374	1,669	1,567	2,053
Non-Current Liabilities	607	486	584	481
Equity Attributable to Shareholders	2,372	2,814	2,478	2,923

* Unaudited

** Reclassified

Operational Office

Jl. Raya Pasar Minggu No. 7 Jakarta 12740 Indonesia Tel. (62 21) 794 4788 Fax. (62 21) 799 5621	Hotline (62 21) 798 7070 SMS (62) 8189 88627	info@TunasGroup.com www.TunasGroup.com
--	---	---



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 Rental achieved ISO 9001:2000 certification.

2009

- Sold 51% interest of PT Mandiri Tunas Finance (previously PT Tunas Financindo Sarana) to PT Bank Mandiri (Persero) Tbk.
- Ranked 1st among The Best Public Companies Based on RWA[™] (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 WAI[™] (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

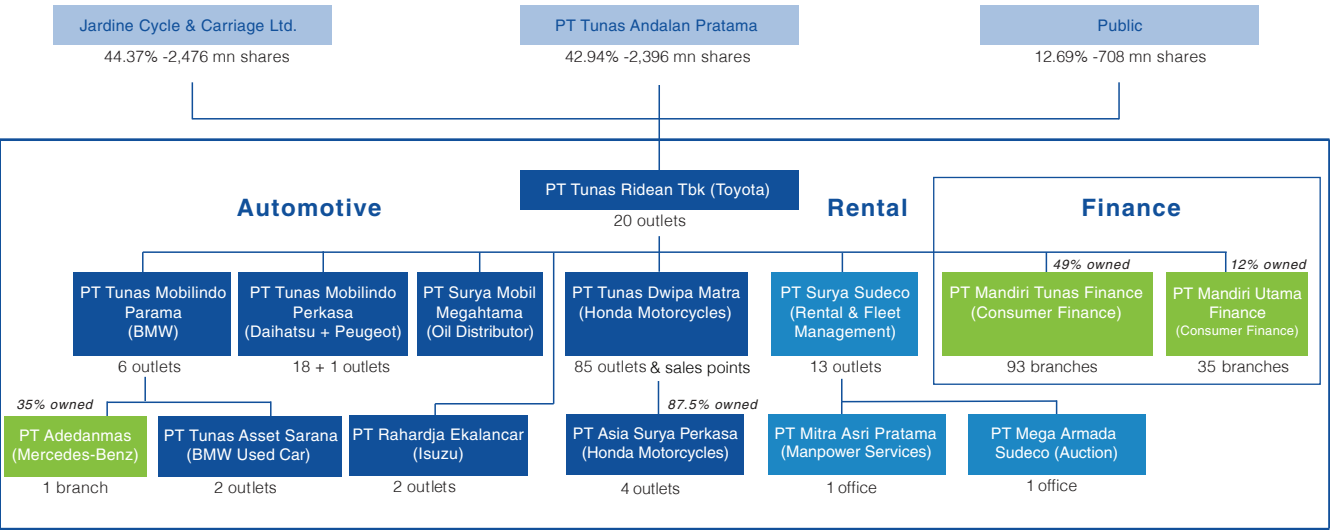
- Won 1st place in the Best Service Advisor in Honda Technical Skill Contest.
- Won 1st place in the Best Sales Supervisor in Toyota Dealer People Award.
- Won 1st place in the Best Customer Service Dealer Outlet in Daihatsu National Conference.
- Invested in a minority stake (12%) in PT Mandiri Utama 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).

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 153 outlets.

GROUP STRUCTURE



NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	PEUGEOT	HONDA*	RENTAL**	ISUZU
DKI Jakarta	10	5	7	1	1	2	2
West Java/Banten	9	3	8	-	8	4	-
Lampung	1	-	1	-	31	-	-
Other Sumatera	-	-	2	-	27	3	-
Kalimantan	-	-	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	7	3	-
TOTAL	20	8	18	1	89	15	2
TOTAL :						153	

* Including Major Outlets
** Including Service Points

MARKET SHARE

	Full Year 2016				Year to March 31, 2017			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	381,570	19%	31,379	25%	107,180	33%	9,783	47%
Daihatsu	189,683	13%	18,375	10%	49,730	17%	4,698	1%
BMW	2,506	-7%	838	-18%	380	-34%	237	26%
Peugeot	41	2%	-	N/M	7	-22%	-	N/M
Isuzu	16,724	-14%	398	-24%	4,005	3%	110	-40%
TOTAL NEW CARS	1,061,735	5%	50,990	17%	283,245	6%	14,828	27%
Honda Motorcycles	4,380,888	-2%	206,343	0%	1,073,184	-2%	45,898	9%
TOTAL NEW MOTORCYCLES	5,931,285	-8%	206,343	0%	1,401,538	-7%	45,898	9%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2015	2016	1Q 16 YTD*	1Q 17 YTD*
NET REVENUE**	9,541	11,806	2,656	3,353
Toyota	4,385	6,196	1,389	1,958
Daihatsu	1,772	2,125	517	545
BMW	776	692	164	200
Peugeot	1	1	0	0
Isuzu	114	100	43	30
Honda Motorcycles	2,470	2,674	538	617
Used Cars	23	18	5	3
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	138	363	51	61

* Unaudited
** Include showrooms and workshops

TUNAS RENTAL

(billion rupiah, except for units)	2015	2016	1Q 16 YTD*	1Q 17 YTD*
Rental Units	7,637	7,730	7,646	7,700
Revenue	616	647	176	155
Operations	475	493	136	125
Disposals	141	154	40	30
EBITDA	315	336	86	77
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	9	25	9	19

* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2015	2016	1Q 16 YTD*	1Q 17 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	1,988	2,449	603	615
Net Profit	307	335	90	53
TUNAS SHARE OF NET PROFIT	144	164	44	26
New Lending	17,142	18,630	4,870	4,572
New Cars	16,593	18,342	4,762	4,502
Used Cars	335	215	67	64
Motorcycle and other	214	73	41	6
Consumer Financing Receivables	7,883	9,669	8,847	9,574
Net Investment in Finance Leases	598	830	615	1,100

* Unaudited