

GROUP PROFIT AND LOSS

(billion rupiah)	2015	2016	3Q 16 YTD*	3Q 17 YTD*
Revenue	10,157	12,454	9,355	9,838
Profit Attributable to Shareholders	291	552	423	332
EBITDA	702	1,031	783	630
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders	12.9%	21.3%	22.0%	15.1%
Average ROA	7.0%	11.8%	12.0%	8.6%
EPS (Rp)	52	99	76	59
Dividend per Share				
Interim (Rp)	4.0	10.0	-	-
Final (Rp)	12.0	20.0	-	-

\* Unaudited

GROUP FINANCIAL POSTION

(billion rupiah)	2015**	2016	3Q 16 YTD*	3Q 17 YTD*
Current Assets	1,896	2,180	2,383	2,299
Fixed Assets - Net	1,784	1,885	1,810	2,076
Total Assets	4,362	4,978	5,006	5,332
Current Liabilities	1,374	1,669	1,725	1,779
Non-Current Liabilities	607	486	529	506
Equity Attributable to Shareholders	2,372	2,814	2,743	3,037

\* Unaudited

\*\* Reclassified

Operational Office

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INVESTOR SHEET  
3<sup>rd</sup> QUARTER 2017

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 1<sup>st</sup> and 3<sup>rd</sup> 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 3<sup>rd</sup> time.  
- Awarded Best Sales & After Sales categories by Toyota & Daihatsu.  
- Tunas Finance awarded 1<sup>st</sup> 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 1<sup>st</sup> among The Best Public Companies Based on RWA<sup>tm</sup> (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 1<sup>st</sup> Best Mechanic General Repair 2009 by Auto2000.

2010

- Named in SWA 100: Indonesia Best Public Companies 2010. based on WAI<sup>tm</sup> (Wealth Added Index) by Stern Stewart & Co by SWA Magazine.  
- Named 60<sup>th</sup> Biggest Company and 40<sup>th</sup> 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 1<sup>st</sup> place in the Best Service Advisor in Honda Technical Skill Contest.  
- Won 1<sup>st</sup> place in the Best Sales Supervisor in Toyota Dealer People Award.  
- Won 1<sup>st</sup> place in the Best Customer Service Dealer Outlet in Daihatsu National Conference.  
- Invested in a minority stake (12%) in PT Mandiri Utama Finance.

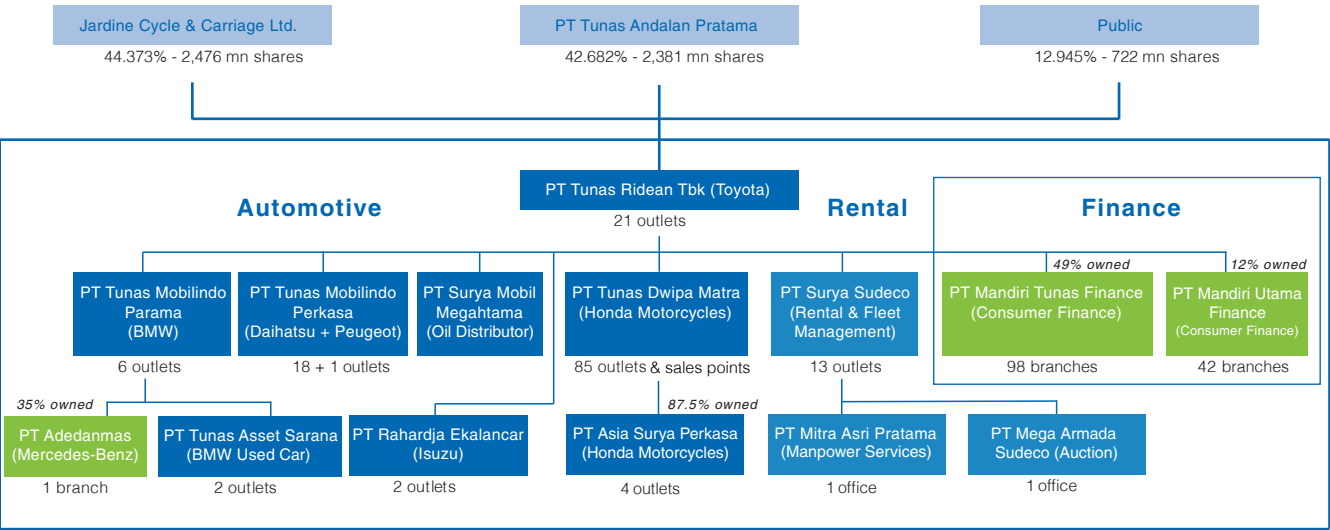
2016

- Won 1<sup>st</sup> 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 Emiten Midcap - The IICD CG Appreciation by Indonesia Institute For Corporate Directorship (IICD).  
- Indonesia TOP 100 Most Valuable Brand 2017 base on valuation by Brand Finance Asia Pasific & SWA Magazine.  
- Best of the Best Awards. The Top 50 Companies for 2017 by Forbes Indonesia.

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	10	3	8	-	8	4	-
Lampung	1	-	1	-	31	-	-
Other Sumatera	-	-	2	-	27	3	-
Kalimantan	-	-	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	7	3	-
TOTAL	21	8	18	1	89	15	2
						TOTAL :	154

\* Including Major Outlets  
\*\* Including Service Points

MARKET SHARE

	Full Year 2016				Year to Sep 30, 2017			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	381,570	19%	31,379	25%	289,905	5%	24,251	7%
Daihatsu	189,683	13%	18,375	10%	140,233	5%	14,026	2%
BMW	2,506	-7%	838	-18%	2,012	15%	852	32%
Peugeot	41	2%	-	N/M	4	-86%	-	N/M
Isuzu	16,724	-14%	398	-24%	13,723	17%	282	-19%
TOTAL NEW CARS	1,061,735	5%	50,990	17%	804,167	3%	39,411	5%
Honda Motorcycles	4,380,888	-2%	206,343	0%	3,236,478	2%	162,094	9%
TOTAL NEW MOTORCYCLES	5,931,285	-8%	206,343	0%	4,340,252	0%	162,094	9%

Note : GAIKINDO and AISI ( Distribution Units )

AUTOMOTIVE

(billion rupiah)	2015	2016	3Q 16 YTD*	3Q 17 YTD*
NET REVENUE**	9,541	11,806	8,871	9,347
Toyota	4,385	6,196	4,732	4,769
Daihatsu	1,772	2,125	1,583	1,619
BMW	776	692	533	666
Peugeot	1	1	0	0
Isuzu	114	100	86	84
Honda Motorcycles	2,470	2,674	1,922	2,202
Used Cars	23	18	15	7
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	138	363	287	190

\* Unaudited  
\*\* Include showrooms and workshops

TUNAS RENTAL

(billion rupiah, except for units)	2015	2016	3Q 16 YTD*	3Q 17 YTD*
Rental Units	7,637	7,730	7,730	8,288
Revenue	616	647	484	491
Operations	475	493	368	395
Disposals	141	154	116	96
EBITDA	315	336	251	232
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	9	25	18	42

\* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2015	2016	3Q 16 YTD*	3Q 17 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	1,988	2,449	1,803	1,945
Net Profit	307	335	240	202
TUNAS SHARE OF NET PROFIT	144	164	118	99
New Lending	17,142	18,630	13,363	15,572
New Cars	16,593	18,342	13,125	15,302
Used Cars	335	215	173	245
Motorcycle and other	214	73	65	24
Consumer Financing Receivables	7,883	9,669	8,684	10,937
Net Investment in Finance Leases	598	830	720	1,780

\* Unaudited