

MARKET SHARE

	Full Year 2019				Year to March 31, 2020			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	331,797	-6%	27,479	-2%	75,363	-2%	6,369	-17%
Daihatsu	177,284	-13%	14,958	-20%	48,113	-5%	4,068	-16%
BMW	2,500	6%	707	-25%	623	13%	227	10%
Isuzu	25,270	-3%	560	11%	5,700	-4%	94	-31%
TOTAL NEW CARS	1,030,126	-11%	43,704	-10%	236,825	-7%	10,758	-16%
Honda Motorcycles	4,910,688	3%	240,597	-3%	N/A	N/A	48,843	-14%
TOTAL NEW MOTORCYCLES	6,487,460	2%	240,597	-3%	1,570,464	-7%	48,843	-14%

Note: GAIKINDO and AISI (Distribution Units)

PT TUNAS RIDEAN TBK

AUTOMOTIVE

(billion rupiah)	2018	2019	1Q 19 YTD*	1Q 20 YTD*
Net Revenue**	12,581	12,102	3,345	2,942
Toyota	5,822	5,754	1,713	1,457
Daihatsu	2,254	1,840	589	514
BMW	793	693	174	197
Isuzu	157	186	47	27
Honda Motorcycles	3,543	3,574	813	731
Used Cars	12	55	9	16
Profit Attributable to Shareholders	297	313	96	79

* Unaudited

** Includes showrooms & workshops

PT TUNAS RIDEAN TBK

TUNAS RENT

(billion rupiah, except for units)	2018	2019	1Q 19 YTD*	1Q 20 YTD*
Rental Units	8,634	8,299	8,224	8,066
Revenue	822	898	222	226
Operations	636	664	164	160
Disposals	186	234	58	66
EBITDA	364	370	93	89
Profit Attributable to Shareholders	66	52	14	9

* Unaudited

PT TUNAS RIDEAN TBK

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2018	2019	1Q 19 YTD*	1Q 20 YTD*
Mandiri Tunas Finance @ 100%				
Revenue	3,120	3,440	815	839
Net Profit	403	445	102	74
Tunas Share of Net Profit	198	218	50	36
New Lending	26,991	28,780	6,963	7,288
New Cars	22,113	21,339	5,749	5,214
Used Cars	1,207	1,968	328	392
Motorcycle and other	3,672	5,473	887	1,683
Consumer Financing Receivables	12,629	13,549	14,544	13,053
Finance Lease Receivables	3,319	3,047	3,324	3,221
Factoring Receivables	11	115	37	181

* Unaudited

PT TUNAS RIDEAN TBK

GROUP PROFIT AND LOSS

(billion rupiah)	2018	2019	1Q 19 YTD*	1Q 20 YTD*
Revenue	13,404	13,000	3,567	3,168
Profit Attributable to Shareholders	560	583	160	125
EBITDA	1,009	1,088	285	240
Financial Ratios				
Average ROE Attributable to Shareholders	16.8%	15.6%	17.7%	12.5%
Average ROA	9.7%	9.5%	10.5%	7.9%
EPS (Rp)	100	104	29	22
Dividend per Share				
Interim (Rp)	8.0	8.0	-	-
Final (Rp)	22.0	18.0	-	-

* Unaudited

PT TUNAS RIDEAN TBK

GROUP FINANCIAL POSITION

(billion rupiah)	2018	2019	1Q 19 YTD*	1Q 20 YTD*
Current Assets	2,381	2,416	2,510	2,457
Fixed Assets - Net	2,321	2,415	2,384	2,414
Total Assets	6,036	6,293	6,203	6,346
Current Liabilities	1,642	1,644	1,654	1,572
Non-Current Liabilities	839	699	834	697
Equity Attributable to Shareholders	3,545	3,939	3,705	4,067

* Unaudited

PT TUNAS RIDEAN TBK

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	HONDA**	RENT***	ISUZU
DKI Jakarta	10	4	7	1	3	2
West Java/Banten	12	3	9	8	4	-
Lampung	1	-	1	30	-	-
Other Sumatera	-	-	3	30	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
Total	23	7	20	91	16	2

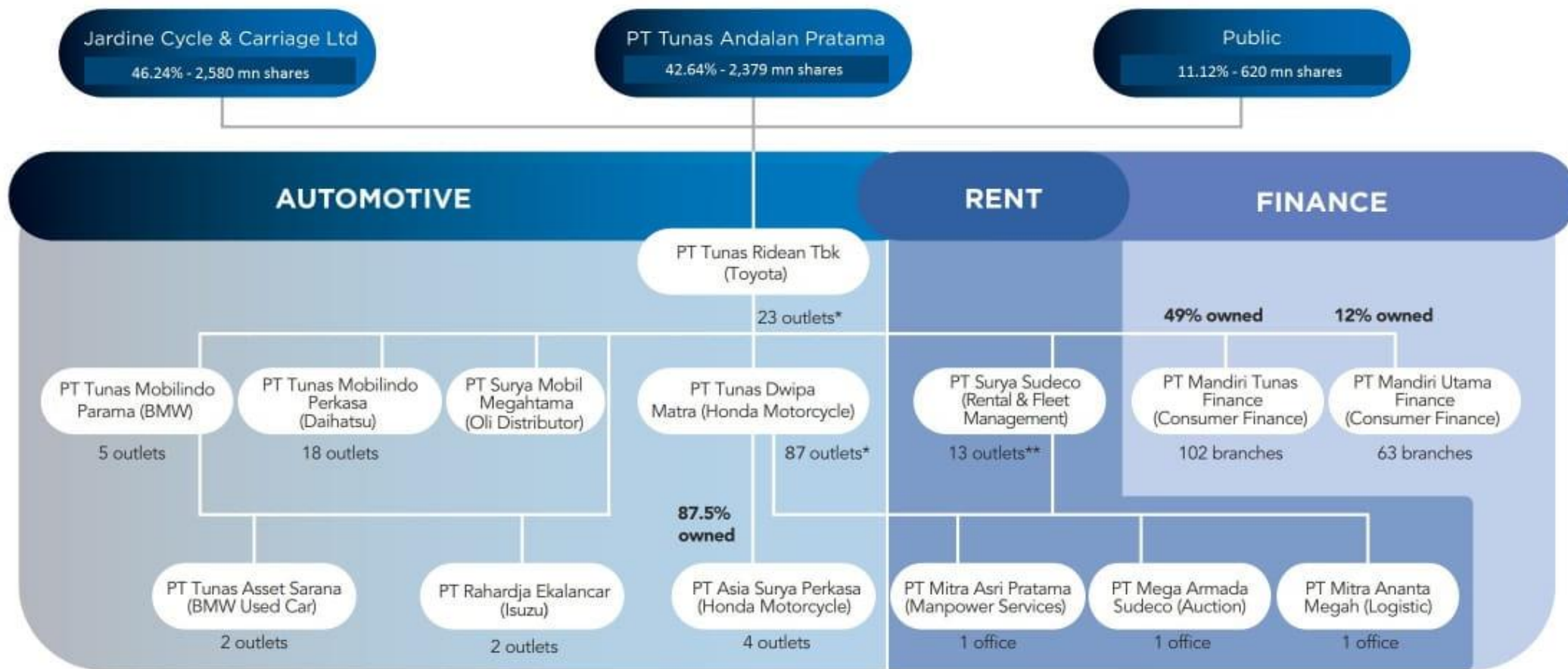
*Including Used Car

**Including Major Outlets

***Including Service Points

Total : 159

GROUP STRUCTURE



as of 31 March 2020

*Including Sales Points

**Including Service Points, Fleet Drivers & Auction