



GROUP PROFIT AND LOSS

(billion rupiah)	2017	2018	1H 18 YTD*	1H 19 YTD*
Revenue	12,917	13,404	6,894	6,783
Profit Attributable to Shareholders	475	560	280	309
EBITDA	886	1,009	492	558
Financial Ratios				
Average ROE Attributable to Shareholders	16.0%	16.8%	17.4%	17.0%
Average ROA	9.1%	9.7%	10.1%	10.0%
EPS (Rp)	85	100	50	55
Dividend per Share				
Interim (Rp)	5.0	8.0	-	-
Final (Rp)	20.0	22.0	-	-

* Unaudited

GROUP FINANCIAL POSTION

(billion rupiah)	2017	2018	1H 18 YTD*	1H 19 YTD*
Current Assets	2,262	2,381	2,248	2,571
Fixed Assets - Net	2,109	2,321	2,214	2,316
Total Assets	5,465	6,036	5,647	6,298
Current Liabilities	1,608	1,642	1,578	1,770
Non-Current Liabilities	719	839	754	792
Equity Attributable to Shareholders	3,128	3,545	3,304	3,725

* Unaudited

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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 Financindo 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.

About The Group

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 IIICD CG Appreciation by Indonesia Institute For Corporate Directorship (IIICD).

- 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.

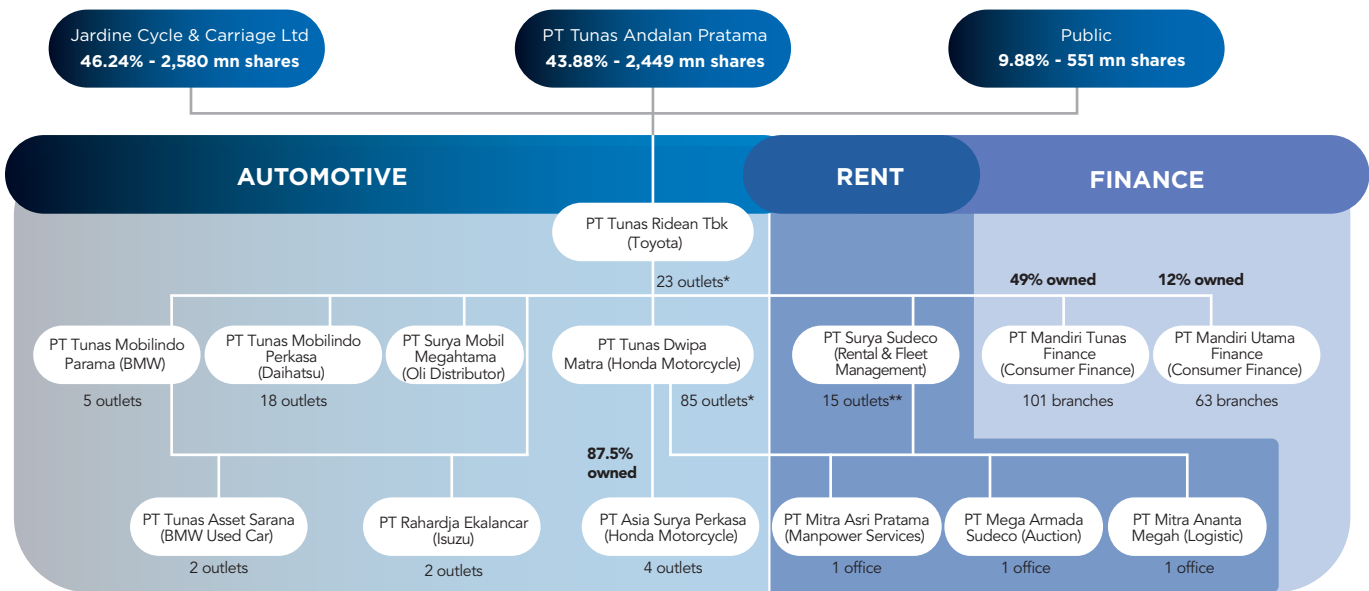
2019

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

- Brand Finance TOP 100 Most Valuable Indonesian Brands 2019 based on valuation by Brand Finance Asia Pasific & SWA Magazine.

- Won 1st place Deliveryman on Honda Service Contest 2019

GROUP STRUCTURE



As of 31 March 2019
*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	5	-
Lampung	1	-	1	30	1	-
Others Sumatera	-	-	2	28	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
TOTAL	23	7	18	89	18	2

* Including Used car
** Including Major Outlets
*** Including Service Points

TOTAL : 157

MARKET SHARE

	Full Year 2018				Year to June 30, 2019			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	352,161	-5%	28,116	-10%	154,360	-4%	14,353	-4%
Daihatsu	202,738	9%	18,762	-1%	87,023	-8%	8,317	-16%
BMW	2,360	-16%	942	-14%	1,039	-23%	358	-34%
Peugeot	139	309%	2	N/M	45	-15%	-	N/M
Isuzu	26,098	30%	504	36%	11,282	0%	287	27%
Total New Cars	1,151,291	7%	48,326	-6%	481,577	-13%	23,315	-9%
Honda Motorcycles	4,759,199	9%	248,857	11%	2,425,198	8%	122,572	4%
Total New Motorcycles	6,383,108	8%	248,857	11%	3,226,619	7%	122,572	4%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2017	2018	1H 18 YTD*	1H 19 YTD*
Net Revenue**	12,227	12,581	6,489	6,333
Toyota	6,041	5,822	3,134	3,104
Daihatsu	2,175	2,254	1,186	1,007
BMW	855	793	451	315
Isuzu	111	157	63	97
Honda Motorcycles	3,037	3,543	1,653	1,787
Used Cars	8	12	2	23
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	241	297	148	180

* Unaudited
** Include showrooms and workshops

TUNAS RENT

(billion rupiah, except for units)	2017	2018	1H 18 YTD*	1H 19 YTD*
Rental Units	8,350	8,634	8,353	8,036
Revenue	690	822	405	450
Operations	556	636	312	332
Disposals	135	186	93	117
EBITDA	317	364	179	190
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	62	66	34	30

* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2017	2018	1H 18 YTD*	1H 19 YTD*
Mandiri Tunas Finance @100%				
Revenue	2,738	3,120	1,530	1,644
Net Profit	350	403	201	201
Tunas Share Of Net Profit	172	198	98	98
New Lending	22,204	26,991	13,408	13,543
New Cars	19,940	22,113	11,078	10,235
Used Cars	455	1,207	518	915
Motorcycle and other	1,810	3,672	1,812	2,393
Consumer Financing Receivables	11,181	12,629	11,529	15,208
Net Investment in Finance Leases	2,357	3,319	3,249	2,937
Factoring Receivables	-	11	-	82

* Unaudited