

GROUP PROFIT AND LOSS

(billion rupiah)	2016	2017	3Q 17 YTD*	3Q 18 YTD*
Revenue	12,454	12,917	9,828	10,463
Profit Attributable to Shareholders	552	475	332	407
EBITDA	1,031	886	630	731
Financial Ratios				
Average ROE Attributable to Shareholders	21.3%	16.0%	15.1%	16.5%
Average ROA	11.8%	9.1%	8.6%	9.5%
EPS (Rp)	99	85	59	73
Dividend per Share				
Interim (Rp)	10.0	5.0	-	-
Final (Rp)	20.0	20.0	-	-

* Unaudited

GROUP FINANCIAL POSITION

(billion rupiah)	2016**	2017	3Q 17 YTD*	3Q 18 YTD*
Current Assets	2,129	2,262	2,299	2,418
Fixed Assets - Net	1,885	2,109	2,076	2,275
Total Assets	4,978	5,465	5,332	5,976
Current Liabilities	1,636	1,608	1,779	1,731
Non-Current Liabilities	519	719	506	801
Equity Attributable to Shareholders	2,814	3,128	3,037	3,434

* Unaudited

** 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 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 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

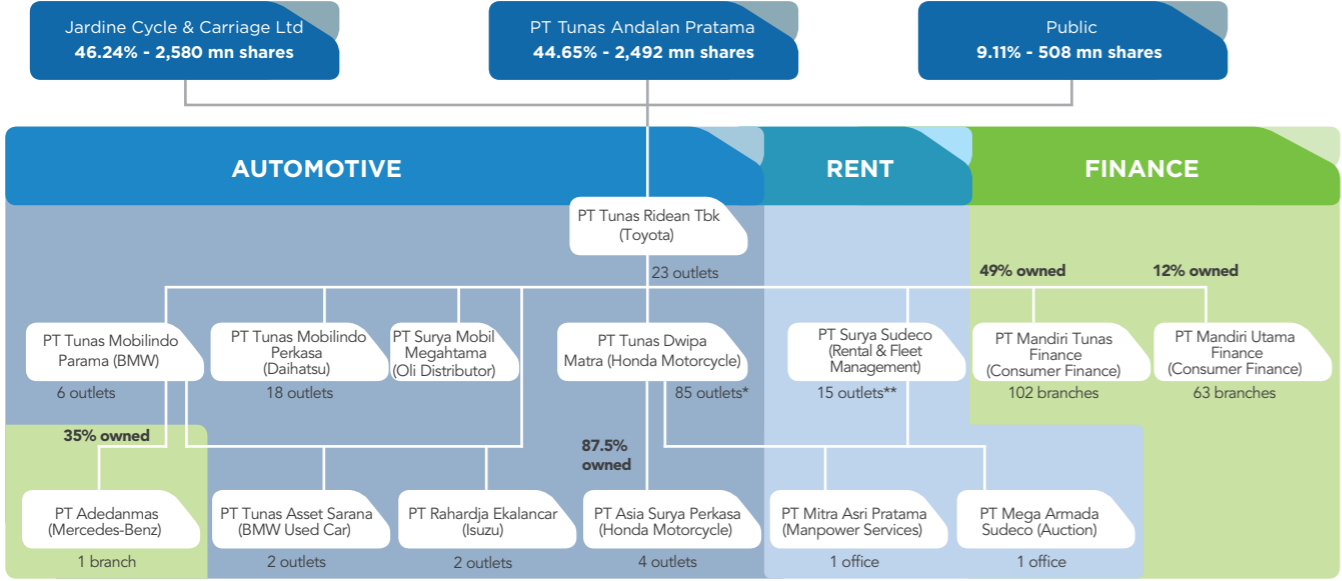
- 3rd winner The Best LPD Technical Service

- Daihatsu National Technical Skill Contest 2018.

- 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

GROUP STRUCTURE



As of 30 September 2018 *Including Sales Points
**Including Service Points, Fleet Drivers & Auction

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	HONDA*	RENT**	ISUZU
DKI Jakarta	10	5	7	1	2	2
West Java/Banten	12	3	8	8	5	-
Lampung	1	-	1	31	-	-
Others Sumatera	-	-	2	27	3	-
Kalimantan	-	-	-	6	3	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
TOTAL	23	8	18	89	17	2

TOTAL : 157

* Including Major Outlets
** Including Service Points

MARKET SHARE

	Full Year 2017				Year to Sep 30, 2018			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	371,332	-3%	31,105	-1%	257,400	-11%	22,368	-8%
Daihatsu	186,381	-2%	18,934	3%	147,513	5%	14,523	4%
BMW	2,800	12%	1,094	31%	1,851	-5%	776	-9%
Peugeot	34	-17%	-	N/M	88	203%	-	N/M
Isuzu	20,085	20%	371	-7%	18,480	35%	390	38%
Total New Cars	1,079,886	2%	51,504	1%	856,439	7%	38,057	-3%
Honda Motorcycles ⁽²⁾	4,385,888	0%	223,276	8%	N/A	N/A	181,473	12%
Total New Motorcycles ⁽²⁾	5,886,103	-1%	223,276	8%	N/A	N/A	181,473	12%

Note : 1. GAIKINDO and AISI (Distribution Units)
2. Starting July 2018 onwards AISI no longer provide market share data

AUTOMOTIVE

(billion rupiah)	2016	2017	3Q 17 YTD*	3Q 18 YTD*
Net Revenue**	11,806	12,227	9,347	9,851
Toyota	6,196	6,041	4,769	4,778
Daihatsu	2,125	2,175	1,619	1,746
BMW	692	855	666	642
Peugeot	1	0	0	0
Isuzu	100	111	84	114
Honda Motorcycles	2,674	3,037	2,202	2,566
Used Cars	18	8	7	5
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	363	241	190	210

* Unaudited
** Include showrooms and workshops

TUNAS RENT

(billion rupiah, except for units)	2016	2017	3Q 17 YTD*	3Q 18 YTD*
Rental Units	7,730	8,350	8,288	8,357
Revenue	647	690	491	612
Operations	493	556	395	474
Disposals	154	135	96	138
EBITDA	336	317	232	271
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	25	62	42	51

* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2016	2017	3Q 17 YTD*	3Q 18 YTD*
Mandiri Tunas Finance @100%				
Revenue	2,449	2,738	1,945	2,302
Net Profit	335	350	202	299
Tunas Share Of Net Profit	164	172	99	146
New Lending	18,630	22,204	15,572	20,067
New Cars**	17,849	19,940	14,189	16,449
Used Cars**	215	455	294	836
Motorcycle and other**	566	1,810	1,090	2,781
Consumer Financing Receivables	9,669	11,181	10,937	12,166
Net Investment in Finance Leases	830	2,357	1,780	3,052

* Unaudited
** Reclassified