

MARKET SHARE

	Full Year 2019				Full Year 2020			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	331,797	-6%	27,479	-2%	161,256	-51%	14,102	-49%
Daihatsu	177,284	-13%	14,958	-20%	90,724	-49%	9,097	-39%
BMW	2,500	6%	707	-25%	1,983	-21%	630	-11%
Isuzu	25,270	-3%	560	11%	16,422	-35%	228	-59%
TOTAL NEW CARS	1,030,126	-11%	43,704	-10%	532,407	-48%	24,057	-45%
Honda Motorcycles	4,910,688	3%	240,597	-3%	2,892,168	-41%	138,328	-43%
TOTAL NEW MOTORCYCLES*	6,487,460	2%	240,597	-3%	3,660,616	-44%	138,328	-43%

Note:

GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE**(billion rupiah)****Net Revenue***

Toyota

Daihatsu

BMW

Isuzu

Honda Motorcycles

Used Cars

Profit Attributable to Shareholders

2018	2019	2020
12,581	12,102	7,540
5,822	5,754	3,394
2,254	1,840	1,178
793	693	657
157	186	64
3,543	3,574	2,197
12	55	50
297	313	167

*** Includes showrooms & workshops**

TUNAS RENT**(billion rupiah, except for units)**

Rental Units

Revenue

Operations

Disposals

EBITDA

Profit Attributable to Shareholders

2018	2019	2020
8,634	8,299	7,189
822	898	780
636	664	557
186	234	224
364	370	330
66	52	22

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)

Mandiri Tunas Finance @ 100%

Revenue

Net Profit

Tunas Share of Net Profit

New Lending

New Cars

Used Cars

Motorcycle and other

Consumer Financing Receivables

Finance Lease Receivables

Factoring Receivables

2018	2019	2020
3,120	3,440	2,518
403	445	(300)
198	218	(147)
26,991	28,780	16,740
22,113	21,339	12,368
1,207	1,968	1,353
3,672	5,473	3,018
12,629	13,549	13,812
3,319	3,047	3,488
11	115	165

GROUP PROFIT AND LOSS**(billion rupiah)**

Revenue

Profit Attributable to Shareholders

EBITDA

2018	2019	2020
13,404	13,000	8,321
560	583	43
1,009	1,088	472

Financial Ratios

Average ROE Attributable to Shareholders

Average ROA

EPS (Rp)

Dividend per Share

Interim (Rp)

Final (Rp)

16.8%	15.6%	1.1%
9.7%	9.5%	0.7%
100	104	8
8.0	8.0	-
22.0	18.0	TBA

GROUP FINANCIAL POSITION**(billion rupiah)**

Current Assets

Fixed Assets - Net

Total Assets

Current Liabilities

Non-Current Liabilities

Equity Attributable to Shareholders

2018	2019	2020
2,381	2,416	2,176
2,321	2,415	2,305
6,036	6,293	5,765
1,642	1,644	1,285
839	699	609
3,545	3,939	3,860

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

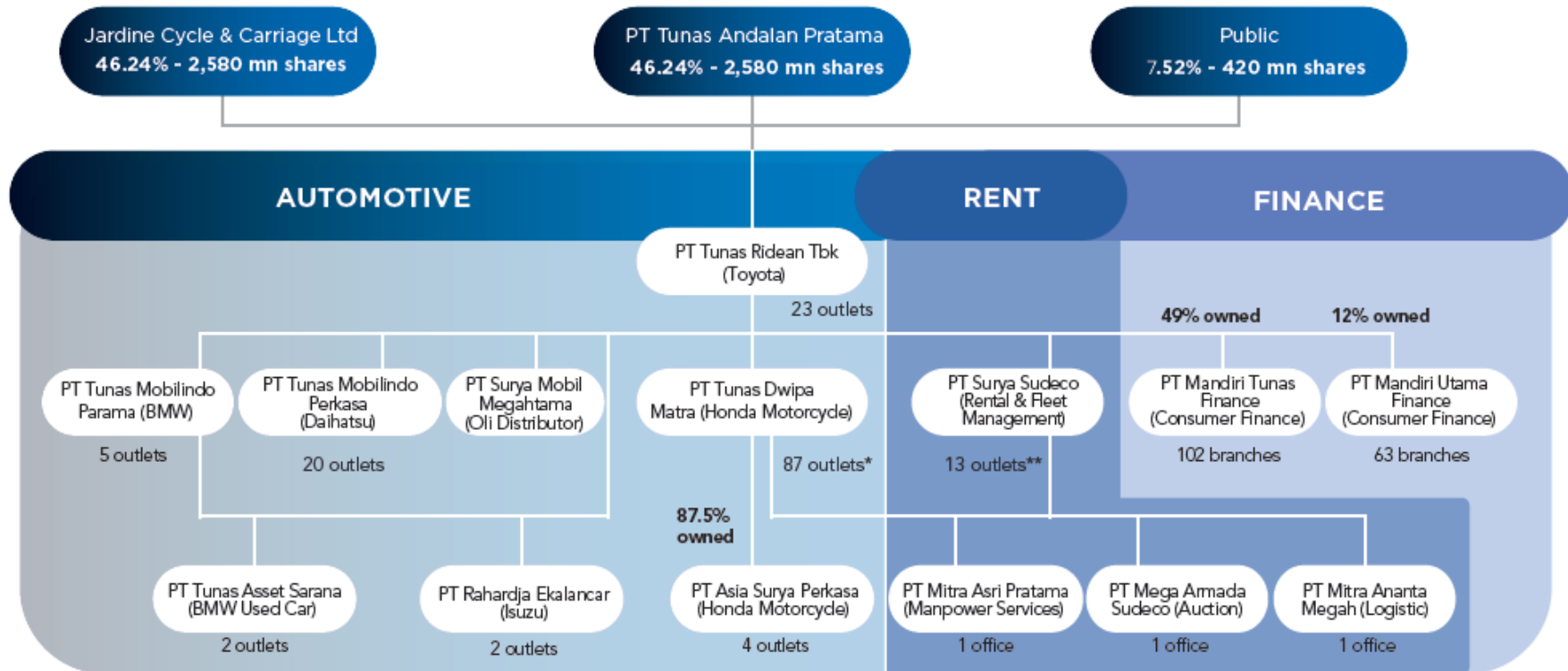
*Including Used Car

**Including Major Outlets

***Including Service Points

Total : 159

GROUP STRUCTURE



as of 31 December 2020

*Including Sales Points

**Including Service Points, Fleet Drivers & Auction