

# INVESTOR SHEET

## 1<sup>st</sup> quarter 2013

Automotive | Finance | Rental | Services

### ABOUT THE GROUP

#### 1967

Established by Anton Setiawan in Jakarta.

#### 1967-1974

Importer & Retailer of Fiat, Holden & Mercedes-Benz.

#### 1974

Authorised dealer for Toyota, Daihatsu, BMW, Peugeot & Honda motorcycle.

#### 1995

PT Tunas Ridean listed on JSX with Jardine Motors (now held by JC&C) taking a 25% stake (which has increased to 43.835%).

#### 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 and Daihatsu.
- Tunas Finance awarded Golden Award for Service Quality by Marketing Magazine and Carre.
- Tunas Toyota awarded 2007 Best Check Point Sheet (CPS) National Award.

#### 2008

- Awarded Best Listed Company in Trade Sector by Investor Magazine for the 3<sup>rd</sup> time.
- Tunas Finance awarded "Very Good" category by Infobank Magazine.
- Awarded Best Sales & After Sales categories by Toyota and Daihatsu.
- Tunas Finance awarded 1<sup>st</sup> Best Multifinance Company 2008 by Investor Magazine in the Rp 2-4 trillion assets category.
- Awarded 1<sup>st</sup> Best Peugeot Mechanic in Indonesia.
- 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™ (Relative Wealth Added) for Retailing category by SWA Magazine.
- Awarded Best Small-Cap in Asia's Best Companies Poll by FinanceAsia 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™ (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

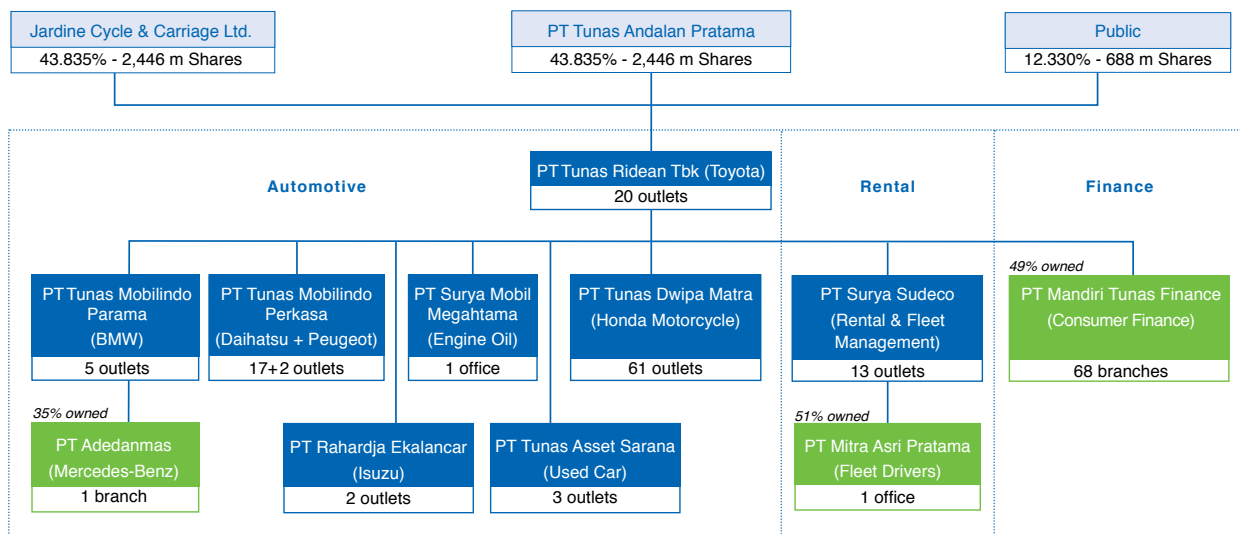
- Won national awards in Sales and After-Sales categories from Toyota, Daihatsu and Honda Motor.
- Named in SWA 100: Indonesia Best Public Companies 2011 based on WAI™ (Wealth Added Index) by Stern Stewart & Co by SWA magazine.
- Ten branches of Tunas Toyota achieved Toyota Customer Service Workshop Management Certificate (TSM) Kodawari 2011.

#### 2012

- Achieved record high revenue and net profit, with 10-year CAGR of 15% for revenues and 19% for net profit.
- Awarded Best Sales, After Sales and Frontline for Toyota, Daihatsu and Honda motorcycle.
- Acquired PT Rahardja EkaLancar (Isuzu Dealer) on June 2012.

*Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 124 outlets.*

## GROUP STRUCTURE



## NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW	DAIHATSU	PEUGEOT	HONDA*	RENTAL**	TAS	SMM	ISUZU
DKI Jakarta	10	4	7	2	1	1	2	1	2
West Java/Banten	9	1	7	-	2	3	1	-	-
Lampung	1	-	1	-	23	-	-	-	-
Other Sumatera	-	-	2	-	17	3	-	-	-
Kalimantan	-	-	-	-	6	2	-	-	-
Sulawesi	-	-	-	-	7	1	-	-	-
Other	-	-	-	-	5	3	-	-	-
<b>TOTAL</b>	<b>20</b>	<b>5</b>	<b>17</b>	<b>2</b>	<b>61</b>	<b>13</b>	<b>3</b>	<b>1</b>	<b>2</b>
								<b>TOTAL :</b>	<b>124</b>

\* Including major outlets      \*\* Including service points

## MARKET SHARE

	Full Year 2012			Year To March 31, 2013		
	NATIONAL		TUNAS	NATIONAL		TUNAS
	Unit	% YoY	Market Share	Unit	% YoY	Market Share
TOYOTA	405,414	30%	7.2%	103,967	8%	7.8%
DAIHATSU	162,742	17%	10.7%	42,197	5%	9.0%
BMW	2,188	41%	37.0%	646	31%	37.0%
PEUGEOT	333	77%	6.3%	67	-18%	10.4%
ISUZU*	33,165	15%	2.1%	8,037	0%	2.8%
<b>TOTAL NEW CARS</b>	<b>1,116,230</b>	<b>25%</b>	<b>4.3%</b>	<b>295,909</b>	<b>18%</b>	<b>4.2%</b>
HONDA MOTOR	4,092,693	-4%	4.3%	1,210,302	14%	3.1%
<b>TOTAL NEW MOTORCYCLES</b>	<b>7,141,586</b>	<b>-11%</b>	<b>2.5%</b>	<b>1,970,823</b>	<b>1%</b>	<b>1.9%</b>

\* Market share includes pre-acquisition sales

Note: GAKINDO and AISI (distribution units)

## AUTOMOTIVE

(in billion)	2011	2012	Q1 12 YTD*	Q1 13 YTD*
<b>NET REVENUE**</b>	<b>Rp 7,984</b>	<b>Rp 9,601</b>	<b>Rp 2,489</b>	<b>Rp 2,703</b>
Toyota	Rp 3,909	Rp 5,125	Rp 1,354	Rp 1,600
Daihatsu	Rp 1,446	Rp 1,942	Rp 528	Rp 461
BMW	Rp 486	Rp 560	Rp 127	Rp 167
Peugeot	Rp 9	Rp 9	Rp 2	Rp 3
Isuzu***	N/A	Rp 49	N/A	Rp 40
Honda Motorcycles	Rp 2,114	Rp 1,878	Rp 473	Rp 414
Used Cars & Motorcycles	Rp 20	Rp 38	Rp 6	Rp 19
<b>Net Profit</b>	<b>Rp 273</b>	<b>Rp 334</b>	<b>Rp 80</b>	<b>Rp 65</b>

\* Unaudited

\*\* Includes showrooms &amp; workshops

\*\*\* From 28 June 2012

## MANDIRI TUNAS FINANCE (49% OWNED)

(in billion)	2011	2012	Q1 12 YTD*	Q1 13 YTD*
<b>MANDIRI TUNAS FINANCE @100%</b>				
Revenue	Rp 678	Rp 841	Rp 189	Rp 252
Net Profit	Rp 66	Rp 117	Rp 20	Rp 39
<b>49% share in Mandiri Tunas Finance Net Profit</b>	<b>Rp 32</b>	<b>Rp 57</b>	<b>Rp 10</b>	<b>Rp 19</b>
New Lending	Rp 7,138	Rp 8,351	Rp 1,787	Rp 2,533
Car	Rp 6,759	Rp 8,114	Rp 1,727	Rp 2,477
Motorcycle	Rp 379	Rp 237	Rp 60	Rp 56
Consumer financing receivables	Rp 3,185	Rp 3,828	Rp 3,070	Rp 4,304
Net investment in financial leases	Rp 39	Rp 329	Rp 50	Rp 426

\* Unaudited

## TUNAS RENTAL

(in billion, except for units)	2011	2012	Q1 12 YTD*	Q1 13 YTD*
Units Rented - long term portfolio	3,773	4,351	4,009	4,539
Revenue	Rp 313	Rp 362	Rp 99	Rp 121
Net Profit	Rp 17	Rp 29	Rp 18	Rp 16

\* Unaudited

## GROUP PROFIT AND LOSS

(in billion)	2011	2012	Q1 12 YTD*	Q1 13 YTD*
Revenue	Rp 8,298	Rp 9,963	Rp 2,588	Rp 2,823
Net Profit	Rp 322	Rp 420	Rp 107	Rp 100
EBITDA	Rp 595	Rp 732	Rp 185	Rp 178
<b>FINANCIAL RATIOS</b>				
Average ROE**	24.0%	26.0%	28.2%	22.1%
Average ROA**	13.9%	14.3%	16.2%	11.8%
Net Debt / Equity***	10%	28%	20%	35%
EPS (Rp)	58	75	19	18
Dividend per Share				
Interim (Rp)	7.0	9.0	-	-
Final (Rp)	7.0	14.0	-	-

\* Unaudited

\*\* Annualised

\*\*\* Excluding restricted time deposits

## GROUP FINANCIAL POSITION

(in billion)	2011	2012	Q1 12*	Q1 13*
Current assets	Rp 1,350	Rp 1,800	Rp 1,482	Rp 1,900
Fixed assets - net	Rp 937	Rp 1,177	Rp 987	Rp 1,220
Total assets	Rp 2,545	Rp 3,312	Rp 2,739	Rp 3,482
Current liabilities	Rp 858	Rp 1,237	Rp 948	Rp 1,285
Loans payable	Rp 513	Rp 814	Rp 617	Rp 878
Total equity	Rp 1,468	Rp 1,768	Rp 1,575	Rp 1,869

\* Unaudited

## Operational Office

Jl. Raya Pasar Minggu No. 7  
 Jakarta 12740 Indonesia  
 Tel. (62 21) 794 4788  
 Fax. (62 21) 799 5621

Hotline (62 21) 798 7070  
 SMS (62) 8189 88627

Info@TunasGroup.com  
 www.TunasGroup.com