

GROUP PROFIT AND LOSS

(billion rupiah)	2014	2015	1H 15 YTD*	1H 16 YTD*
Revenue	11,027	10,157	5,242	6,255
Profit Attributable to Shareholders	253	291	126	290
EBITDA	577	702	317	536
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders**	12.2%	12.9%	11.5%	23.4%
Average ROA**	6.8%	7.0%	6.1%	13.1%
EPS (Rp)	45	52	23	52
Dividend per Share				
Interim (Rp)	4.0	4.0	-	-
Final (Rp)	10.0	12.0	-	-

\* Unaudited  
\*\* Annualised

GROUP FINANCIAL POSITION

(billion rupiah)	2014**	2015	1H 15 YTD*	1H 16 YTD*
Current Assets	1,790	1,897	1,841	2,019
Fixed Assets - Net	1,655	1,784	1,788	1,751
Total Assets	3,967	4,362	4,279	4,530
Current Liabilities	1,261	1,374	1,395	1,337
Non-Current Liabilities	553	607	631	588
Equity Attributable to Shareholders	2,151	2,372	2,221	2,597

\* Unaudited  
\*\* Reclassified

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
--	---	---



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 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.

2008

- Awarded Best Listed Company in Trade Sector by Investor Magazine for the 3<sup>rd</sup> time.
- Awarded Best Sales & After Sales category 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.
- 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<sup>tm</sup> (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<sup>tm</sup> (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.
- 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).
- Achieved record high revenue with 10-year CAGR of 15% for revenue and 14% for net profit.

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

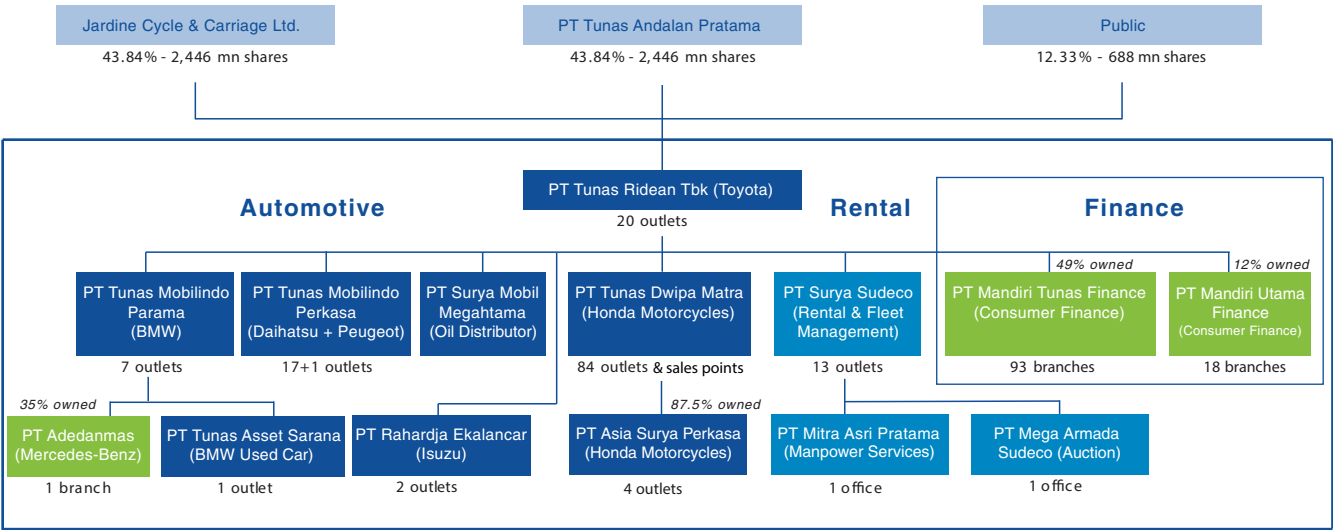
- Won 1<sup>st</sup> place in the Best Service Advisor in Honda Technical Skill Contest.
- Won 1<sup>st</sup> place in the Best Sales Supervisor in Toyota Dealer People Award.
- Won 1<sup>st</sup> place in the Best Customer Service Dealer Outlet in Daihatsu National Conference.

2016

- Won 1<sup>st</sup> place in the Front Line People from Honda.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 151 outlets.

GROUP STRUCTURE



NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	PEUGEOT	HONDA**	RENTAL***	ISUZU
DKI Jakarta	10	5	7	1	1	2	2
West Java/Banten	9	2	7	-	8	4	-
Lampung	1	-	1	-	30	-	-
Other Sumatera	-	-	2	-	27	3	-
Kalimantan	-	1	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	7	3	-
TOTAL	20	8	17	1	88	15	2
						TOTAL :	151

\* Including Used Car    \*\* Including Sales Points  
\*\*\* Including Service Points, Fleet Drivers & Auction

MARKET SHARE

	Full Year 2015				Year to June 30, 2016			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	321,818	-19%	25,108	-18%	174,550	7%	15,004	6%
Daihatsu	167,808	-9%	16,766	-20%	89,510	1%	9,387	9%
BMW	2,700	6%	1,022	-10%	1,129	-7%	426	-17%
Peugeot	40	-38%	-	-100%	19	-27%	-	N/M
Isuzu	19,350	-32%	524	-41%	8,064	-24%	271	-21%
TOTAL NEW CARS	1,013,291	-16%	43,420	-19%	531,929	1%	25,088	6%
Honda Motorcycles	4,453,888	-12%	206,328	-1%	2,158,388	1%	100,663	0%
TOTAL NEW MOTORCYCLES	6,480,155	-18%	206,328	-1%	2,962,888	-7%	100,663	0%

Note : GAIKINDO and AISI ( Distribution Units )

AUTOMOTIVE

(billion rupiah)	2014	2015	1H 15 YTD*	1H 16 YTD*
NET REVENUE**	10,544	9,541	4,957	5,938
Toyota	5,005	4,385	2,426	3,136
Daihatsu	2,160	1,772	902	1,077
BMW	792	776	396	359
Peugeot	2	1	0	0
Isuzu	173	114	72	65
Honda Motorcycles	2,375	2,470	1,147	1,287
Used Cars	38	23	14	14
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	123	138	49	196

\* Unaudited

\*\* Include showrooms and workshops

TUNAS RENTAL

(billion rupiah, except for units)	2014	2015	1H 15 YTD*	1H 16 YTD*
Rental Units	7,461	7,637	7,901	7,574
Revenue	482	616	285	316
Operations	374	475	229	234
Disposals	108	141	56	82
EBITDA	257	315	149	166
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	16	9	1	12

\* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2014	2015	1H 15 YTD*	1H 16 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	1,514	1,988	919	1,215
Net Profit	234	307	154	167
TUNAS SHARE OF NET PROFIT	115	144	75	82
New Lending	14,775	17,142	7,836	9,686
New Cars	13,886	16,593	7,556	9,494
Used Cars	627	335	179	132
Motorcycle and other	262	214	101	60
Consumer Financing Receivables	5,893	7,883	6,663	9,248
Net Investment in Finance Leases	767	598	754	622

\* Unaudited