

**GROUP PROFIT AND LOSS**

(billion rupiah)	2013	2014	2015
Revenue	11,014	11,027	10,157
Profit Attributable to Shareholders	307	253	291
EBITDA	621	577	702
<b>FINANCIAL RATIOS</b>			
Average ROE Attributable to Shareholders	16.4%	12.2%	12.9%
Average ROA	9.1%	6.8%	7.0%
EPS (Rp)	55	45	52
Dividend per Share			
Interim (Rp)	6.0	4.0	4.0
Final (Rp)	10.0	10.0	-

**GROUP FINANCIAL POSITION**

(billion rupiah)	2013	2014*	2015
Current Assets	1,671	1,790	1,897
Fixed Assets - Net	1,367	1,655	1,784
Total Assets	3,465	3,967	4,362
Current Liabilities	1,113	1,261	1,374
Non-Current Liabilities	365	553	607
Equity Attributable to Shareholders	1,985	2,151	2,372

\* 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 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**

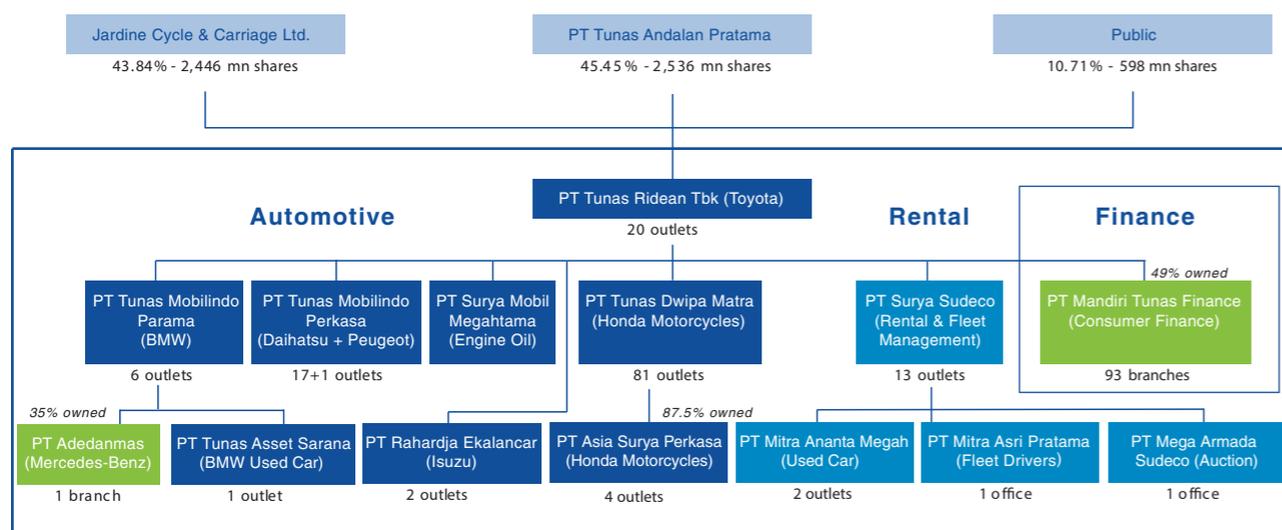
- Won national contest in After-Sales categories from Toyota and Front Liner People from Honda Motor.
- Won 1<sup>st</sup> place in Honda National Service Advisor Contest.
- Won The Best Outlet National from Tunas Daihatsu.

**2015**

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

*Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 149 outlets.*

GROUP STRUCTURE



AUTOMOTIVE

(billion rupiah)	2013	2014	2015
<b>NET REVENUE*</b>	<b>10,579</b>	<b>10,544</b>	<b>9,541</b>
Toyota	5,675	5,005	4,385
Daihatsu	2,005	2,160	1,772
BMW	665	792	776
Peugeot	8	2	1
Isuzu	150	173	114
Honda Motorcycles	2,016	2,375	2,470
Used Cars	60	38	23
<b>PROFIT ATTRIBUTABLE TO SHAREHOLDERS</b>	<b>195</b>	<b>123</b>	<b>138</b>

\* Include showrooms and workshops

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	PEUGEOT	HONDA**	RENTAL***	ISUZU
DKI Jakarta	10	5	7	1	1	3	2
West Java/Banten	9	1	7	-	8	5	-
Lampung	1	-	1	-	30	-	-
Other Sumatera	-	-	2	-	24	3	-
Kalimantan	-	1	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	7	3	-
<b>TOTAL</b>	<b>20</b>	<b>7</b>	<b>17</b>	<b>1</b>	<b>85</b>	<b>17</b>	<b>2</b>
						<b>TOTAL :</b>	<b>149</b>

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

TUNAS RENTAL

(billion rupiah, except for units)	2013	2014	2015
Rental Units	5,927	7,461	7,637
Revenue	435	482	616
Operations	307	374	475
Disposals	128	108	141
EBITDA	234	257	315
<b>PROFIT ATTRIBUTABLE TO SHAREHOLDERS</b>	<b>26</b>	<b>16</b>	<b>9</b>

MARKET SHARE

	Full Year 2014				Full Year 2015			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	399,119	-8%	30,780	-9%	321,818	-19%	25,108	-18%
Daihatsu	185,226	0%	20,861	11%	167,808	-9%	16,766	-20%
BMW	2,547	4%	1,130	21%	2,700	6%	1,022	-10%
Peugeot	65	-76%	2	-89%	40	-38%	-	-100%
Isuzu	28,278	-10%	888	0%	19,350	-32%	524	-41%
<b>TOTAL NEW CARS</b>	<b>1,208,019</b>	<b>-2%</b>	<b>53,661</b>	<b>-2%</b>	<b>1,013,291</b>	<b>-16%</b>	<b>43,420</b>	<b>-19%</b>
Honda Motorcycles	5,051,100	8%	209,228	18%	4,453,888	-12%	206,328	-1%
<b>TOTAL NEW MOTORCYCLES</b>	<b>7,867,195</b>	<b>2%</b>	<b>209,228</b>	<b>18%</b>	<b>6,480,155</b>	<b>-18%</b>	<b>206,328</b>	<b>-1%</b>

Note: GAIKINDO and AISI (Distribution Units)

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2013	2014	2015
<b>MANDIRI TUNAS FINANCE @100%</b>			
Revenue	1,166	1,514	1,988
Net Profit	176	234	307
<b>TUNAS SHARE OF NET PROFIT</b>	<b>86</b>	<b>115</b>	<b>144</b>
New Lending	11,590	14,775	17,142
New Cars	10,069	13,886	16,593
Used Cars	1,239	627	335
Motorcycle and other	282	262	214
Consumer Financing Receivables	4,512	5,893	7,883
Net Investment in Finance Leases	612	767	598