

GROUP PROFIT AND LOSS

(billion rupiah)	2013	2014	3Q 14 YTD*	3Q 15 YTD*
Revenue	11,014	11,027	8,364	7,523
Profit Attributable to Shareholders	307	253	187	199
EBITDA	621	577	416	489
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders**	16.4%	12.2%	12.2%	11.9%
Average ROA**	9.1%	6.8%	6.7%	6.3%
EPS (Rp)	55	45	33	36
Dividend per Share				
Interim (Rp)	6.0	4.0	-	-
Final (Rp)	10.0	10.0	-	-

\* Unaudited    \*\* Annualised

GROUP FINANCIAL POSITION

(billion rupiah)	2013	2014	3Q 14 YTD*	3Q 15 YTD*
Current Assets	1,671	1,756	1,954	2,011
Fixed Assets - Net	1,367	1,655	1,531	1,799
Total Assets	3,465	3,963	4,001	4,488
Current Liabilities	1,113	1,250	1,422	1,531
Non-Current Liabilities	365	559	461	652
Equity Attributable to Shareholders	1,985	2,151	2,115	2,295

\* Unaudited

Operational Office

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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>™</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>™</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

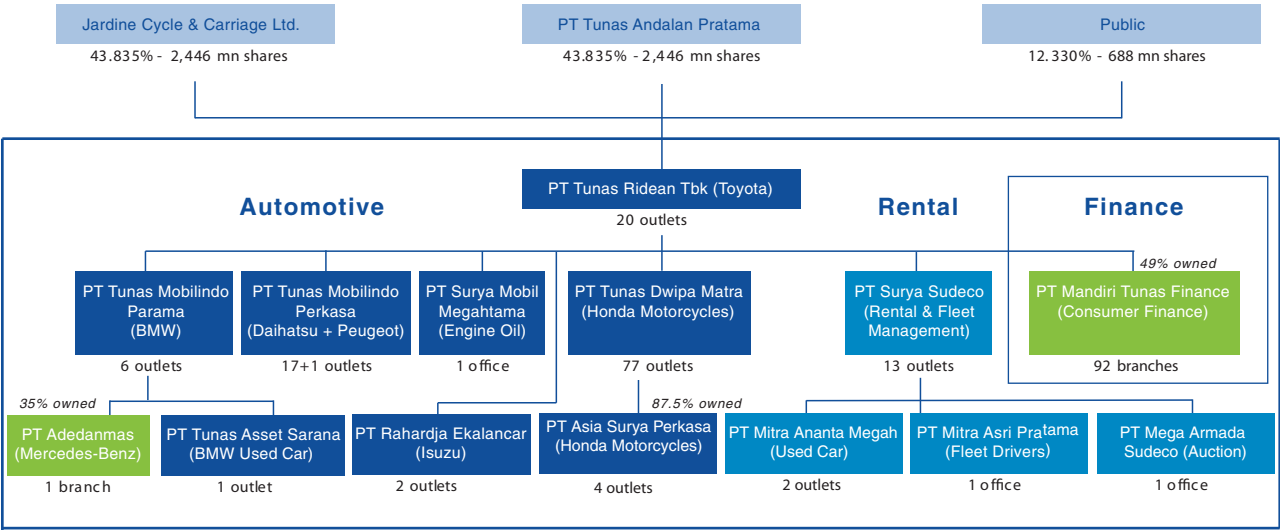
- Tunas Daihatsu won national Best Dealer Outlet award for third year in a row.
- Won overall second out of 29 main dealers in national Honda motorcycle frontline service contest.
- Established PT Mitra Asri Pratama (Driver Services).
- Achieved record high revenue with 10-year CAGR of 15% for revenue 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.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 145 outlets.

GROUP STRUCTURE



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	-	6	5	-
Lampung	1	-	1	-	28	-	-
Other Sumatera	-	-	2	-	24	3	-
Kalimantan	-	1	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	7	3	-
TOTAL	20	7	17	1	81	17	2
						TOTAL :	145

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

MARKET SHARE

	Full Year 2014				Year to Sep 30, 2015			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	399,119	-8%	30,780	-9%	240,844	-23%	18,774	-20%
Daihatsu	185,226	0%	20,861	11%	126,724	-11%	12,345	-21%
BMW	2,547	4%	1,130	21%	1,976	5%	750	-13%
Peugeot	65	-76%	2	-89%	33	-38%	-	-100%
Isuzu	28,278	-10%	888	0%	14,184	-33%	449	-33%
TOTAL NEW CARS	1,208,019	-2%	53,661	-2%	764,683	-18%	32,318	-20%
Honda Motorcycles	5,055,510	8%	209,228	18%	3,277,680	-14%	154,634	-1%
TOTAL NEW MOTORCYCLES	7,908,641	2%	209,228	18%	4,974,106	-18%	154,634	-1%

Note : GAIKINDO and AISI ( Distribution Units )

AUTOMOTIVE

(billion rupiah)	2013	2014	3Q 14 YTD*	3Q 15 YTD*
NET REVENUE**	10,579	10,544	8,014	7,078
Toyota	5,675	5,005	3,874	3,315
Daihatsu	2,005	2,160	1,628	1,295
BMW	665	792	576	576
Peugeot	8	2	1	1
Isuzu	150	173	130	88
Honda Motorcycles	2,016	2,375	1,772	1,784
Used Cars	60	38	34	19
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	195	123	89	84

\* Unaudited

\*\* Include showrooms and workshops

TUNAS RENTAL

(billion rupiah, except for units)	2013	2014	3Q 14 YTD*	3Q 15 YTD*
Rental Units	5,927	7,461	6,925	7,961
Revenue	435	482	350	445
Operations	307	374	276	347
Disposals	128	108	75	98
EBITDA	234	257	186	231
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	26	16	12	4

\* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2013	2014	3Q 14 YTD*	3Q 15 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	1,166	1,514	1,099	1,420
Net Profit	176	234	175	226
49% TUNAS SHARE OF NET PROFIT	86	115	86	111
New Lending	11,590	14,775	10,784	11,950
New Cars	10,069	13,886	10,062	11,530
Used Cars	1,239	627	519	262
Motorcycle and other	282	262	202	158
Consumer Financing Receivables	4,512	5,893	5,219	7,046
Net Investment in Finance Leases	612	767	744	666

\* Unaudited