

GROUP PROFIT AND LOSS

(billion Rupiah)	2012	2013	3Q 13 YTD*	3Q 14 YTD*
Revenue	9,963	11,014	8,450	8,364
Profit Attributable to Shareholders	420	307	223	187
EBITDA	732	621	445	416
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders**	26.0%	16.4%	16.1%	12.2%
Average ROA**	14.3%	9.1%	8.9%	6.7%
Net Debt / Equity***	28%	35%	33%	53%
EPS (Rp)	75	55	40	33
Dividend per Share				
Interim (Rp)	9.0	6.0	6.0	-
Final (Rp)	14.0	10.0	10.00	-

*Unaudited

**Annualised

***Excluding Restricted Time Deposits

GROUP FINANCIAL POSITION

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	(billion Rupiah)	2012	2013	3Q 13 YTD*	3Q 14 YTD*	
	Current Assets	1,800	1,671	1,673	1,954	
	Fixed Assets - Net	1,177	1,367	1,314	1,531	
	Total Assets	3,312	3,465	3,392	4,001	
	Current Liabilities	1,237	1,113	1,088	1,422	
	Non Current Liabilities	308	365	389	461	
	Equity Attributable to Shareholders	1,768	1,985	1,915	2,115	

*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



ABOUT THE GROUP

1967

Established by Anton Setiawan in Jakarta.

1967-1974

Importer & Retailer of Fiat, Holder & 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 1st and 3rd 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 3rd time.
- Awarded Best Sales & After Sales category by Toyota and Daihatsu.
- Tunas Finance awarded 1st Best Multifinance Company 2008 by Investor Magazine in the Rp 2 - 4 trillion assets category.
- Tunas Rental achieved ISO 9001:2000 certification.

INVESTOR SHEET 3rd QUARTER 2014

2009

- Sold 51% interest of PT Mandiri Tunas Finance (previously PT Tunas Financindo Sarana) to PT Bank Mandiri (Persero) Tbk.
- Ranked 1st among The Best Public Companies Based on RWAtm (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 1st Best Mechanic General Repair 2009 by AUTO2000.

2010

- Named in SWA 100: Indonesia Best Public Companies 2010 based on WAItm (Wealth Added Index) by Stern Stewart & Co by SWA Magazine.
- Named 60th Biggest Company and 40th 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

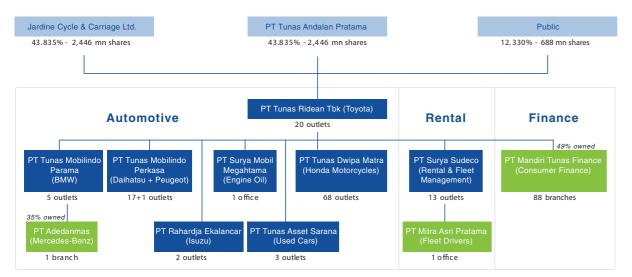
- Acquired PT Rahardja Ekalancar (Isuzu dealer).

2013 & 2014

- 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.
- Won national contest in After-Sales categories from Toyota and Front Liner People from Honda Motor.
- -Won 1st place on Honda National Service Advisor Contest.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 130 outlets.

GROUP STRUCTURE



NUMBER OF BRANCHES BY GEOGRAPHY

	τογοτα	BMW	DAIHATSU	PEUGEOT	HONDA*	RENTAL**	TAS	SMM	ISUZU
DKI Jakarta	10	4	7	1	1	1	2	1	2
West Java/Banten	9	1	7	-	3	3	1	-	-
Lampung	1	-	1	-	25	-	-	-	-
Other Sumatera	-	-	2	-	18	3	-	-	-
Kalimantan	-	-	-	-	6	2	-	-	-
Sulawesi	-	-	-	-	9	1	-	-	-
Other	-	-	-	-	6	3	-	-	-
TOTAL	20	5	17	1	68	13	3	1	2
* Including major outlets	** Includir	ng service point	s					TOTAL :	130

MARKET SHARE

		Full Ye	ar 2013		Y	ear to Septer	mber 30, 201	4
	NATION	IAL	TUN	IAS	NATIO	NAL	TUN	AS
	Units							
Toyota	434,232	7%	33,891	17%	311,626	-2%	23,390	-12%
Daihatsu	185,942	14%	18,806	8%	141,915	6%	15,684	11%
BMW	2,460	12%	931	15%	1,881	10%	865	26%
Peugeot	270	-19%	18	-14%	53	-78%	2	-87%
Isuzu	31,527	-5%	886	28%	21,276	-9%	667	-7%
TOTAL NEW CARS	1,229,901	10%	54,532	15%	932,943	3%	40,608	-3%
Honda Motorcycles	4,700,871	15%	177,344	1%	3,800,952	9%	155,821	20%
TOTAL NEW MOTORCYCLES	7,771,014	9%	177,344	1%	6,079,615	5%	155,821	20%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion Rupiah)	2012	2013	3Q 13 YTD*	3Q 14 YTD*
NET REVENUE	9,601	10,579	8,122	8,014
Toyota	5,125	5,675	4,494	3,874
Daihatsu	1,942	2,005	1,532	1,628
BMW	560	665	479	576
Peugeot	9	8	6	1
lsuzu**	49	150	121	130
Honda Motorcycles	1,878	2,016	1,443	1,772
Used Cars	38	60	47	34
NET PROFIT	334	195	125	89

* Unaudited ** From 28 June 2012

TUNAS RENTAL

(billion Rupiah, except for units)	2012	2013	3Q 13 YTD*	3Q 14 YTD*	
Rental Units	5,322	5,927	5,739	6,925	
Revenue	362	435	329	350	
-Operations	265	307	231	274	
-Disposals	97	128	98	75	
EBITDA	208	234	186	186	
Profit Attributable to Shareholders	29	26	32	12	

* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion Rupiah)	2012	2013	3Q 13 YTD*	3Q 14 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	841	1,166	849	1,099
Net Profit	117	176	135	175
49% TUNAS SHARE of NET PROFIT	57	86	66	86
New Lending	8,351	11,590	8,611	10,784
New Cars	6,457	10,069	7,392	10,062
Used Cars	1,656	1,239	1,007	519
Motorcycle and other	237	282	212	202
Consumer Financing Receivables	3,718	4,512	4,980	5,219
Net Investment in Finance Leases	328	612	608	744

* Unaudited