

GROUP PROFIT AND LOSS

(billion Rupiah)	2012	2013	1H 13*	1H 14*
Revenue	9,963	11,014	5,735	5,840
Profit Attributable to Shareholders	420	307	160	143
EBITDA	732	621	314	297
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders**	26.0%	16.4%	17.7%	14.1%
Average ROA**	14.3%	9.1%	9.5%	7.5%
Net Debt / Equity***	28%	35%	39%	53 %
EPS (Rp)	75	55	29	26
Dividend per Share				
Interim (Rp)	9.0	6.0	-	-
Final (Rp)	14.0	10.0	-	-

*Unaudited
**Annualised
***Excluding Restricted Time Deposits

GROUP FINANCIAL POSITION

(billion Rupiah)	2012	2013	1H 13*	1H 14*
Current Assets	1,800	1,671	1,790	2,220
Fixed Assets - Net	1,177	1,367	1,264	1,417
Total Assets	3,312	3,465	3,428	4,126
Current Liabilities	1,237	1,113	1,226	1,643
Non Current Liabilities	308	365	351	408
Equity Attributable to Shareholders	1,768	1,985	1,851	2,072

*Unaudited

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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.

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.

2012 & 2013

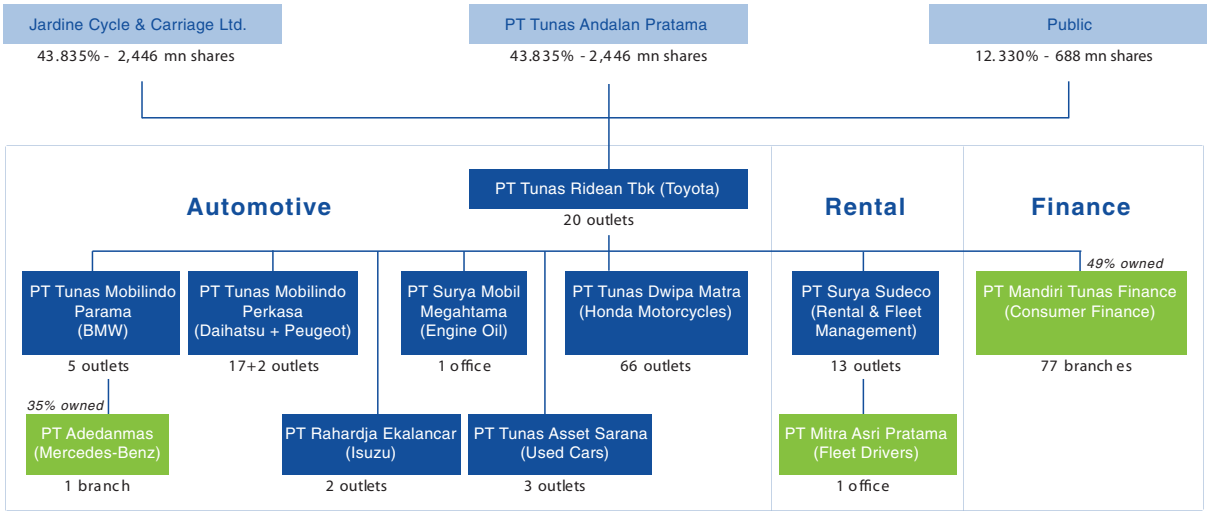
- Acquired PT Rahardja Ekalancar (Isuzu dealer).
- Tunas Daihatsu won national Best Dealer Outlet award for third year in a row.
- Won overall second out of 29 main dealers in national Honda motorcycle frontline service contest.
- Established PT Mitra Asri Pratama (Driver Services).
- Achieved record high revenue with 10-year CAGR of 15% for revenue and 14% for net profit.

2014

- Won national After-Sales contest categories Mechanic & Foreman from Toyota.
- Won national Honda Service contest categories Front Liner People from Honda Motor.
- Awarded Best of The Best Sales from BMW.
- Won national Technical Contest 2014 from Daihatsu.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 129 outlets.

GROUP STRUCTURE



AUTOMOTIVE

(billion Rupiah)	2012	2013	1H 13*	1H 14*
NET REVENUE	9,601	10,579	5,526	5,610
Toyota	5,125	5,675	3,169	2,816
Daihatsu	1,942	2,005	1,009	1,111
BMW	560	665	320	405
Peugeot	9	8	5	1
Isuzu**	49	150	90	87
Honda Motorcycles	1,878	2,016	898	1,164
Used Cars	38	60	36	26
NET PROFIT	334	195	97	77

* Unaudited

** From 28 June 2012

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	-	3	3	1	-	-
Lampung	1	-	1	-	25	-	-	-	-
Other Sumatera	-	-	2	-	17	3	-	-	-
Kalimantan	-	-	-	-	6	2	-	-	-
Sulawesi	-	-	-	-	8	1	-	-	-
Other	-	-	-	-	6	3	-	-	-
TOTAL	20	5	17	2	66	13	3	1	2

* Including major outlets

** Including service points

TOTAL :**129**

TUNAS RENTAL

(billion Rupiah, except for units)	2012	2013	1H 13*	1H 14*
Rental Units	5,322	5,927	5,716	6,275
Revenue	362	435	209	230
-Operations	265	307	148	172
-Disposals	97	128	61	58
Profit Attributable to Shareholders	29	26	21	10

* Unaudited

MARKET SHARE

	Full Year 2013				Year to June 30, 2014			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	434,232	7%	33,981	17%	223,563	4%	16,835	-10%
Daihatsu	185,942	14%	18,806	8%	95,323	8%	10,580	14%
BMW	2,460	12%	931	15%	1,395	6%	617	35%
Peugeot	270	-19%	18	-14%	31	-81%	2	-85%
Isuzu	31,527	-5%	886	28%	14,490	-11%	433	-23%
TOTAL NEW CARS	1,229,901	10%	54,532	15%	642,323	7%	28,467	-2%
Honda Motorcycles	4,700,871	15%	177,344	1%	2,625,128	11%	101,893	26%
TOTAL NEW MOTORCYCLES	7,771,014	9%	177,344	1%	4,216,173	7%	101,893	26%

Note : GAIKINDO and AISI (Distribution Units)

MANDIRI TUNAS FINANCE (49% OWNED)

(billion Rupiah)	2012	2013	1H 13*	1H 14*
MANDIRI TUNAS FINANCE @100%				
Revenue	841	1,166	532	712
Net Profit	117	176	85	113
49% TUNAS SHARE OF NET PROFIT	57	86	42	55
New Lending	8,351	11,590	5,370	7,169
New Cars	6,457	10,069	4,521	6,664
Used Cars	1,656	1,239	718	371
Motorcycle and Other	237	282	132	134
Consumer Financing Receivables	3,718	4,512	4,788	5,398
Net Investment in Finance Leases	328	612	544	708

* Unaudited