

GROUP PROFIT AND LOSS

(in billion)	2012	2013	Q1 13 YTD*	Q1 14 YTD*
Revenue	Rp 9,963	Rp 11,014	Rp 2,823	Rp 2,827
Profit Attributable to Shareholders	Rp 420	Rp 307	Rp 100	Rp 78
EBITDA	Rp 732	Rp 621	Rp 178	Rp 155
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders**	26.0%	16.4%	22.1%	15.4%
Average ROA**	14.3%	9.1%	11.8%	8.5%
Net Debt / Equity***	28%	35%	35%	49%
EPS (Rp)	75	55	18	14
Dividend per Share				
Interim (Rp)	9.0	6.0	-	-
Final (Rp)	14.0	10.0	-	-

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

GROUP FINANCIAL POSITION

(in billion)	2012	2013	Q1 13*	Q1 14*
Current Assets	Rp 1,800	Rp 1,671	Rp 1,900	Rp 2,030
Fixed Assets - Net	Rp 1,177	Rp 1,367	Rp 1,220	Rp 1,374
Total Assets	Rp 3,312	Rp 3,465	Rp 3,482	Rp 3,869
Current Liabilities	Rp 1,237	Rp 1,113	Rp 1,285	Rp 1,429
Loans Payable	Rp 814	Rp 858	Rp 878	Rp 1,133
Equity Attributable to Shareholders	Rp 1,768	Rp 1,985	Rp 1,869	Rp 2,063

*Unaudited

Operational Office

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INVESTOR SHEET

Q1 2014

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 (now held by JC&C) taking a 25% stake (which has increased to 43.835%).

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 RWA[™] (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 WAI[™] (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

- 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.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 125 outlets.

GROUP STRUCTURE

