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) Dividend per Share	75	55	18	14
Dividona por onaro				
Interim (Rp)	9.0	6.0	-	-
Final (Rp)	14.0	10.0	-	-

^{*}Unaudited

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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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.

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
- 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
- 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.

- 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.

- Acquired PT Rahardja Ekalancar (Isuzu dealer).

2013

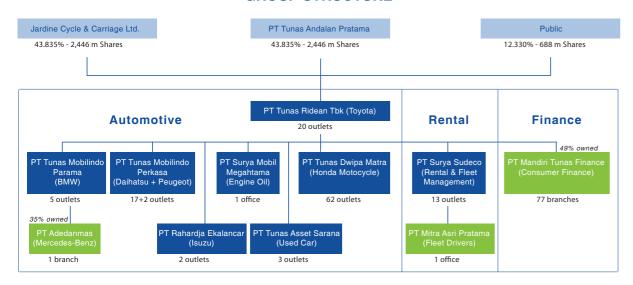
- Tunas Daihatsu won national Best Dealer Outlet award for third year in a row
- Won overall second out of 29 main dealers in national Honda motorcycle frontline service contest.
- Established PT Mitra Asri Pratama (Driver Services).
- Achieved record high revenue with 10-year CAGR of 15% for revenue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

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

^{***}Annualised
****Excluding Restricted Time Deposits

INVESTOR SHEET Q1 2014 INVESTOR SHEET Q1 2014

GROUP STRUCTURE



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	-	2	3	1	-	-
Lampung	1	-	1	-	23	-	-	-	-
Other Sumatera	-	-	2	-	17	3	-	-	-
Kalimantan	-	-	-	-	6	2	-	-	-
Sulawesi	-	-	-	-	7	1	-	-	-
Other	-	-	-	-	6	3	-	-	-
TOTAL	20	5	17	2	62	13	3	1	2
* Including Major Outlets	** Includir	ng Service Point	S					TOTAL:	125

MARKET SHARE

		ar 2013	Year to March 31, 2014			
	NATION	IAL	TUNAS	NATIO	NAL	TUNAS
	Unit					
ТОУОТА	434,232	7%	7.8%	113,481	9%	5.9%
DAIHATSU	185,942	14%	10.1%	51,448	22%	9.2%
BMW	2,460	12%	37.8%	663	3%	48.4%
PEUGEOT	270	-19%	6.7%	14	-79%	0.0%
ISUZU*	31,527	-5%	2.8%	7,920	-1%	2.5%
TOTAL NEW CARS	1,229,901	10%	4.4%	328,554	11%	3.7%
HONDA MOTOR	4,700,871	15%	3.8%	1,254,662	4%	3.5%
TOTAL NEW MOTORCYCLES	7,771,014	9%	2.3%	1,990,375	1%	2.2%

Note: GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(in billion)	2012	2013	Q1 13 YTD*	Q1 14 YTD*	
NET REVENUE**	Rp 9,601	Rp 10,579	Rp 2,703	Rp 2,721	
Toyota	Rp 5,125	Rp 5,675	Rp 1,600	Rp 1,382	
Daihatsu	Rp 1,942	Rp 2,005	Rp 461	Rp 566	
BMW	Rp 560	Rp 665	Rp 167	Rp 202	
Peugeot	Rp 9	Rp 8	Rp 3	Rp 1	
Isuzu***	Rp49	Rp 150	Rp 40	Rp 46	
Honda Motocycles	Rp 1,878	Rp 2,016	Rp 414	Rp 512	
Used Cars & Motorcycles	Rp 38	Rp 60	Rp 19	Rp 12	
NET PROFIT	Rp 334	Rp 195	Rp 65	Rp 47	

^{*} Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(in billion)	2012	2013	Q1 13 YTD*	Q1 14 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	Rp 841	Rp 1,166	Rp 252	Rp 357
Net Profit	Rp 117	Rp 176	Rp 39	Rp 56
49% SHARE IN MANDIRI TUNAS FINANCE NET PROFIT	Rp 57	Rp 86	Rp 19	Rp 27
New Lending	Rp 8,351	Rp 11,590	Rp 2,533	Rp 3,562
Car	Rp 8,114	Rp 11,308	Rp 2,477	Rp 3,498
Motorcycle	Rp 237	Rp 282	Rp 56	Rp 64
Consumer Financing Receivables	Rp 3,718	Rp 4,512	Rp 4,304	Rp 5,260
Net Investment in Finance Leases	Rp 328	Rp 612	Rp 426	Rp 665

^{*} Unaudited

TUNAS RENTAL

(in billion, except for units)	2012	2013	Q1 13 YTD*	Q1 14 YTD*
Rental Units	5,322	5,927	5,390	5,951
Revenue	Rp 362	Rp 435	Rp 121	Rp 105
Profit Attributable to Shareholders	Rp 29	Rp 26	Rp 16	Rp 3

^{*} Unaudited

^{**} Includes Showrooms & Workshops *** From 28 June 2012