# **GROUP PROFIT AND LOSS**

(in billion)	2011	2012	2013
Revenue	Rp 8,298	Rp 9,963	Rp 11,014
Profit Attributable to Shareholders	Rp 322	Rp 420	Rp 307
EBITDA	Rp 595	Rp 732	Rp 621
FINANCIAL RATIOS			
Average ROE Attributable to Shareholders	24.0%	26.0%	16.4%
Average ROA	13.9%	14.3%	9.1%
Net Debt / Equity*	10%	28%	35%
EPS (Rp) Dividend per Share	58	75	55
Simona por Griaro			
Interim (Rp)	7.0	9.0	6.0
Final (Rp)	7.0	14.0	N/A

<sup>\*</sup>Excluding Restricted Time Deposits

# **GROUP FINANCIAL POSITION**

(in billion)	2011	2012	2013	
Current Assets	Rp 1,350	Rp 1,800	Rp 1,671	
Fixed Assets - Net	Rp 937	Rp 1,177	Rp 1,367	
Total Assets	Rp 2,545	Rp 3,312	Rp 3,465	
Current Liabilities	Rp 858	Rp 1,237	Rp 1,113	
Loans Payable	Rp 513	Rp 814	Rp 858	
Equity Attributable to Shareholders	Rp 1,468	Rp 1,768	Rp 1,985	

### 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 PT TUNAS RIDEAN Tbk

Your Automotive | Finance | Rental | Services



### **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 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>tm</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>tm</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).

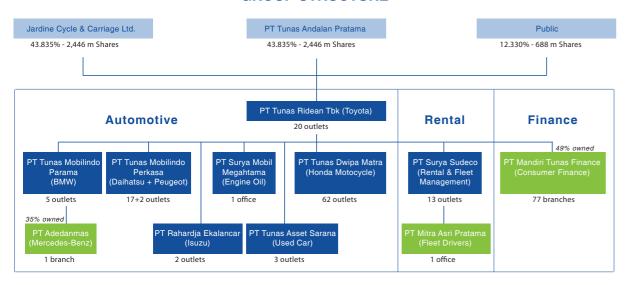
#### 2013

- 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.

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

INVESTOR SHEET FULL YEAR 2013 INVESTOR SHEET FULL YEAR 2013

# **GROUP STRUCTURE**



# NUMBER OF BRANCHES BY GEOGRAPHY

TOMBETT OF	D11/11101		aroun.						
	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**

	Full Ye	ear 2012	Full Yea	ır 2013
	NATIONAL	TUNAS	NATIONAL	TUNAS
	Unit % YoY			
TOYOTA	405,414 30%	7.2%	434,232 7%	7.8%
DAIHATSU	162,742 17%	10.7%	185,942 14%	10.1%
BMW	2,188 41%	37.0%	2,460 12%	37.8%
PEUGEOT	333 77%	6.3%	270 -19%	6.7%
ISUZU*	33,165 15%	2.1%	31,527 -5%	2.8%
TOTAL NEW CARS	1,116,230 25%	4.3%	1.229,901 10%	4.4%
HONDA MOTOR	4,092,693 -4%	4.3%	4,700,871 15%	3.8%
TOTAL NEW MOTORCYCLES	7,141,586 -11%	2.5%	7,771,014 9%	2.3%

<sup>\* 2012</sup> Market Share Includes Pre-acquisition Sales Note: GAIKINDO and AISI (Distribution Units)

# **AUTOMOTIVE**

(in billion)	2011	2012	2013
NET REVENUE*	Rp 7,984	Rp 9,601	Rp 10,579
Toyota	Rp 3,909	Rp 5,125	Rp 5,675
Daihatsu	Rp 1,446	Rp 1,942	Rp 2,005
BMW	Rp 486	Rp 560	Rp 665
Peugeot	Rp 9	Rp 9	Rp 8
lsuzu**	N/A	Rp 49	Rp 150
Honda Motocycles	Rp 2,114	Rp 1,878	Rp 2,016
Used Cars & Motorcycles	Rp 20	Rp 38	Rp 60
NET PROFIT	Rp 273	Rp 334	Rp 195

<sup>\*</sup> Includes Showrooms & Workshops

# **MANDIRI TUNAS FINANCE (49% OWNED)**

(in billion)	2011	2012	2013
MANDIRI TUNAS FINANCE @100%			
Revenue	Rp 678	Rp 841	Rp 1,166
Net Profit	Rp 66	Rp 117	Rp 176
49% SHARE IN MANDIRI TUNAS FINANCE NET PROFIT	32	57	86
New Lending	Rp 7,138	Rp 8,351	Rp 11,590
Car	Rp 6,759	Rp 8,114	Rp 11,308
Motorcycle	Rp 379	Rp 237	Rp 282
Consumer Financing Receivables	Rp 3,054	Rp 3,718	Rp 4,512
Net Investment in Finance Leases	Rp 39	Rp 328	Rp 612

# **TUNAS RENTAL**

(in billion, except for units)	2011	2012	2013
Rental Units	4,663	5,322	5,927
Revenue	Rp 313	Rp 362	Rp 435
Net Profit	Rp 17	Rp 29	Rp 26

<sup>\*\*</sup> From 28 June 2012