

## 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
<b>FINANCIAL RATIOS</b>			
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)	58	75	55
Dividend per Share			
Interim (Rp)	7.0	9.0	6.0
Final (Rp)	7.0	14.0	N/A

\*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
--	---	---



## 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 1<sup>st</sup> and 3<sup>rd</sup> 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.*

GROUP STRUCTURE

