



INVESTOR SHEET

1st HALF 2013

Automotive - Finance - Rental - Services

ABOUT THE GROUP

1967

Established by Anton Setiawan in Jakarta.

1967-1974

Importer and Retailer of Fiat, Holden and Mercedes-Benz.

1974

Authorised Dealer for Toyota, Daihatsu, BMW, Peugeot and Honda motorcycles.

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%).

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.
- Tunas Toyota awarded 2007 Best Check Point Sheet (CPS) National Award.

2008

- Awarded Best Listed Company in Trade Sector by Investor Magazine for the 3rd time.
- Tunas Finance awarded "Very Good" category by Infobank Magazine.
- Awarded Best Sales & After Sales categories by Toyota and Daihatsu.
- Tunas Finance awarded 1st Best Multifinance Company 2008 by investor Magazine in the Rp 2-4 trillion assets category.
- Awarded 1st Best Peugeot Mechanic in Indonesia.
- 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

- Awarded Best Sales & After Sales categories by Toyota, Daihatsu and Honda Motorcycle.
- Named in SWA 100: Indonesia Best Public Companies 2011 based on WAI™ (Wealth Added Index) by Stern Stewart & Co by SWA Magazine.
- Ten branches of Tunas Toyota achieved Toyota Customer Service Workshop Management Certificate (TSM) Kodawari 2011.

2012

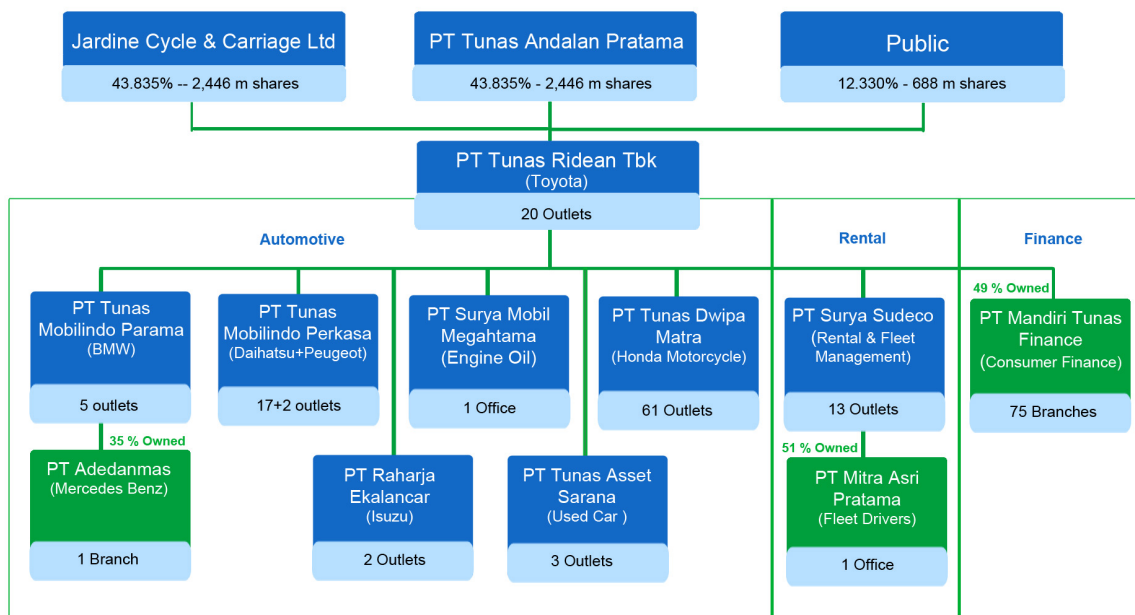
- Achieved record high revenue and net profit, with 10-year CAGR of 15% for revenue and 19% for net profit.
- Awarded national Sales, After Sales and Frontline awards for Toyota, Daihatsu and Honda motorcycles.
- Acquired PT Rahardja Eka Lancar (Isuzu Dealer).

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.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 124 outlets.

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	-	-	-	-	5	3	-	-	-
TOTAL	20	5	17	2	61	13	3	1	2
Total : 124									

*Including Major Outlets

**Including Service Points

MARKET SHARE

	FULL YEAR 2012			YEAR TO JUNE 30, 2013		
	National		Tunas	National		Tunas
	Units	%YoY		Units	%YoY	
TOYOTA	405,414	30%	7.2%	215,004	6%	8.2%
DAIHATSU	162,742	17%	10.7%	88,446	10%	10.0%
BMW	2,188	41%	37.0%	1,314	24%	34.6%
PEUGEOT	333	77%	6.3%	166	4%	7.8%
ISUZU*	33,165	15%	2.1%	16,227	-3%	3.2%
TOTAL NEW CARS	1,116,230	25%	4.3%	601,952	12%	4.6%
HONDA MOTOR	4,092,693	- 4%	4.3%	2,366,417	13%	3.4%
TOTAL NEW MOTORCYCLES	7,141,586	-11%	2.5%	3,939,825	5%	2.1%

*Market share includes pre-acquisition sales

Note: GAKINDO and Aisi (distribution units)

AUTOMOTIVE

(in billion)	2011	2012	H1 2012*	H1 2013*
Net Revenue**	Rp 7,984	Rp 9,601	Rp 4,991	Rp 5,526
Toyota	Rp 3,909	Rp 5,125	Rp 2,689	Rp 3,169
Daihatsu	Rp 1,446	Rp 1,942	Rp 1,044	Rp 1,009
BMW	Rp 486	Rp 560	Rp 270	Rp 320
Peugeot	Rp 9	Rp 9	Rp 4	Rp 5
Isuzu***	N/A	Rp 49	N/A	Rp 90
Honda Motorcycles	Rp 2,114	Rp 1,878	Rp 967	Rp 898
Used Car & Motorcycles	Rp 20	Rp 38	Rp 17	Rp 36
Net Profit	Rp 273	Rp 334	Rp 172	Rp 97

*Unaudited

**Includes Showrooms & Workshops

***From 28 June 2012

MANDIRI TUNAS FINANCE (49% owned)

(in billion)	2011	2012	H1 2012*	H1 2013*
MANDIRI TUNAS FINANCE @100%				
Revenue	Rp 678	Rp 841	Rp 393	Rp 532
Net Profit	Rp 66	Rp 117	Rp 50	Rp 85
49% Share in Mandiri Tunas Finance Net Profit				
	Rp 32	Rp 57	Rp 25	Rp 42
New Lending	Rp 7,138	Rp 8,351	Rp 3,954	Rp 5,370
Car	Rp 6,759	Rp 8,114	Rp 3,822	Rp 5,238
Motorcycle	Rp 379	Rp 237	Rp 132	Rp 132
Consumer Financing Receivables	Rp 3,185	Rp 3,828	Rp 3,138	Rp 4,788
Net Investment in Finance Leases	Rp 39	Rp 329	Rp 91	Rp 544

*Unaudited

TUNAS RENTAL

(in billion, except for units)	2011	2012	H1 2012*	H1 2013*
Units Rented (Long Term)	3,773	4,351	4,438	4,938
Revenue	Rp 313	Rp 362	Rp 187	Rp 209
Net Profit	Rp 17	Rp 29	Rp 24	Rp 21

*Unaudited

GROUP PROFIT AND LOSS

(in billion)	2011	2012	H1 2012*	H1 2013*
Revenue	Rp 8,298	Rp 9,963	Rp 5,178	Rp 5,735
Net Profit	Rp 322	Rp 420	Rp 220	Rp 160
EBITDA	Rp 595	Rp 732	Rp 379	Rp 314
Financial Ratios				
Average ROE**	24.0%	26.0%	28.3%	17.7%
Average ROA**	13.9%	14.3%	16.1%	9.5%
Net Debt / Equity***	10%	28%	25%	39%
EPS (Rp)	58	75	39	29
Dividend per Share				
Interim (Rp)	7.0	9.0	-	-
Final (Rp)	7.0	14.0	-	-

*Unaudited

**Annualised

***Excluding restricted time deposits

GROUP FINANCIAL POSITION

(in billion)	2011	2012	H1 2012*	H1 2013*
Current Assets	Rp 1,350	Rp 1,800	Rp 1,554	Rp 1,790
Fixed Assets - net	Rp 937	Rp 1,177	Rp 1,064	Rp 1,264
Total Assets	Rp 2,545	Rp 3,312	Rp 2,912	Rp 3,428
Current Liabilities	Rp 858	Rp 1,237	Rp 1,037	Rp 1,226
Loans Payable	Rp 513	Rp 814	Rp 658	Rp 884
Total Equity	Rp 1,468	Rp 1,768	Rp 1,649	Rp 1,851

*Unaudited

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