

## GROUP PROFIT AND LOSS

(billion rupiah)	2012	2013	2014
Revenue	9,963	11,014	11,027
Profit Attributable to Shareholders	420	307	253
EBITDA	732	621	577
<b>FINANCIAL RATIOS</b>			
Average ROE Attributable to Shareholders	26.0%	16.4%	12.2%
Average ROA	14.3%	9.1%	6.8%
EPS (Rp)	75	55	45
Dividend per Share			
Interim (Rp)	9.0	6.0	4.0
Final (Rp)	14.0	10.0	10.0

## GROUP FINANCIAL POSITION

(billion rupiah)	2012	2013	2014
Current Assets	1,800	1,671	1,756
Fixed Assets - Net	1,177	1,367	1,655
Total Assets	3,312	3,465	3,963
Current Liabilities	1,237	1,113	1,250
Non-Current Liabilities	308	365	559
Equity Attributable to Shareholders	1,768	1,985	2,151

### 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.

### 1995

PT Tunas Ridean listed on JSX with Jardine Motors (held by Jardine Cycle & Carriage taking a 25% stake).

### 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

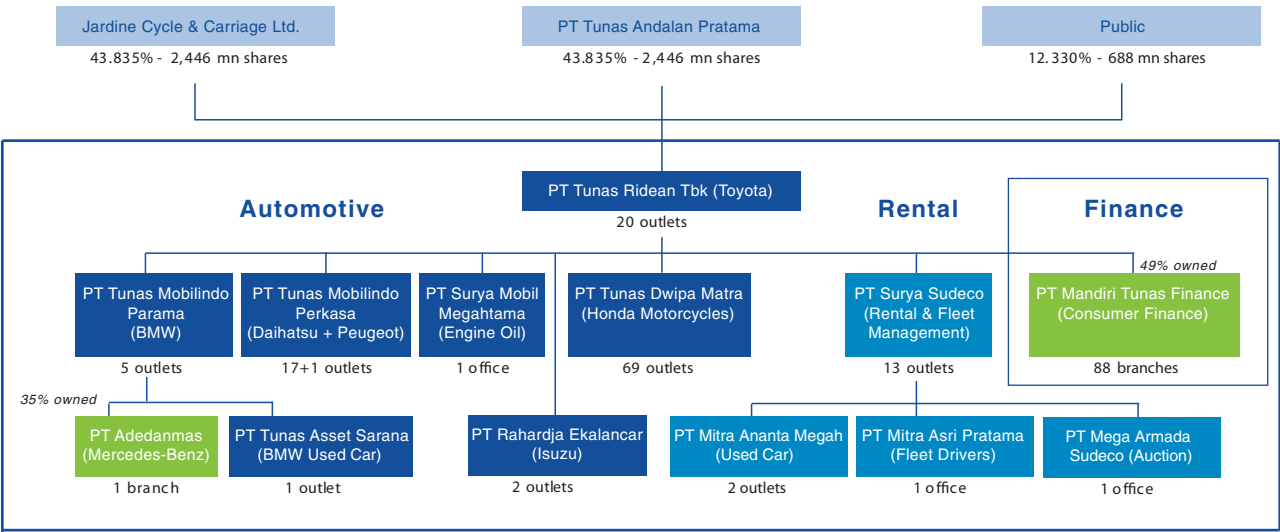
- Tunas Daihatsu won national Best Dealer Outlet award for third year in a row.
- Won overall second out of 29 main dealers in national Honda motorcycle frontline service contest.
- Established PT Mitra Asri Pratama (Driver Services).
- Achieved record high revenue with 10-year CAGR of 15% for revenue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

### 2014

- Won national contest in After-Sales categories from Toyota and Front Liner People from Honda Motor.
- Won 1<sup>st</sup> place in Honda National Service Advisor Contest.
- Won The Best Outlet National from Tunas Daihatsu.

*Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 132 outlets.*

GROUP STRUCTURE



NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	PEUGEOT	HONDA**	RENTAL***	ISUZU
DKI Jakarta	10	5	7	1	1	3	2
West Java/Banten	9	1	7	-	4	5	-
Lampung	1	-	1	-	25	-	-
Other Sumatera	-	-	2	-	18	3	-
Kalimantan	-	-	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	6	3	-
TOTAL	20	6	17	1	69	17	2
						TOTAL :	132

\* Including Used Car    \*\* Including Major Outlets  
\*\*\* Including Service Points, Used Car, Fleet Drivers & Auction

MARKET SHARE

	Full Year 2013				Full Year 2014			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	434,232	7%	33,891	17%	399,119	-8%	30,780	-9%
Daihatsu	185,942	14%	18,806	8%	185,226	0%	20,861	11%
BMW	2,460	12%	931	15%	2,547	4%	1,130	21%
Peugeot	270	-19%	18	-14%	65	-76%	2	-89%
Isuzu	31,527	-5%	886	28%	28,278	-10%	888	0%
TOTAL NEW CARS	1,229,901	10%	54,532	15%	1,208,019	-2%	53,661	-2%
Honda Motorcycles	4,700,871	15%	177,344	1%	5,055,510	8%	209,228	18%
TOTAL NEW MOTORCYCLES	7,771,014	9%	177,344	1%	7,908,641	2%	209,228	18%

Note : GAIKINDO and AISI ( Distribution Units )

AUTOMOTIVE

(billion rupiah)	2012	2013	2014
NET REVENUE*	9,601	10,579	10,544
Toyota	5,125	5,675	5,005
Daihatsu	1,942	2,005	2,160
BMW	560	665	792
Peugeot	9	8	2
Isuzu**	49	150	173
Honda Motorcycles	1,878	2,016	2,375
Used Cars	38	60	38
NET PROFIT	334	195	123

\* Include showrooms and workshops

\*\* From 28 June 2012

TUNAS RENTAL

(billion rupiah, except for units)	2012	2013	2014
Rental Units	5,322	5,927	7,461
Revenue	362	435	482
Operations	265	307	374
Disposals	97	128	108
EBITDA	208	234	257
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	29	26	16

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2012	2013	2014
MANDIRI TUNAS FINANCE @100%			
Revenue	841	1,166	1,514
Net Profit	117	176	234
49% TUNAS SHARE OF NET PROFIT	57	86	115
New Lending	8,351	11,590	14,775
New Cars	6,457	10,069	13,886
Used Cars	1,656	1,239	627
Motorcycle and other	237	282	262
Consumer Financing Receivables	3,718	4,512	5,893
Net Investment in Finance Leases	328	612	767