



# INVESTOR SHEET

## 3<sup>rd</sup> quarter 2013

### ABOUT THE GROUP

#### 1967

Established by Anton Setiawan in Jakarta.

#### 1967-1974

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

#### 1974

Authorised dealer for Toyota, Daihatsu, BMW, Peugeot & Honda motorcycle.

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

#### 2008

- Awarded Best Listed Company in Trade Sector by Investor Magazine for the 3<sup>rd</sup> time.
- Tunas Finance awarded "Very Good" category by Infobank Magazine.
- Awarded Best Sales & After Sales categories 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.
- Awarded 1<sup>st</sup> 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 1<sup>st</sup> 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 1<sup>st</sup> 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 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.
- 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

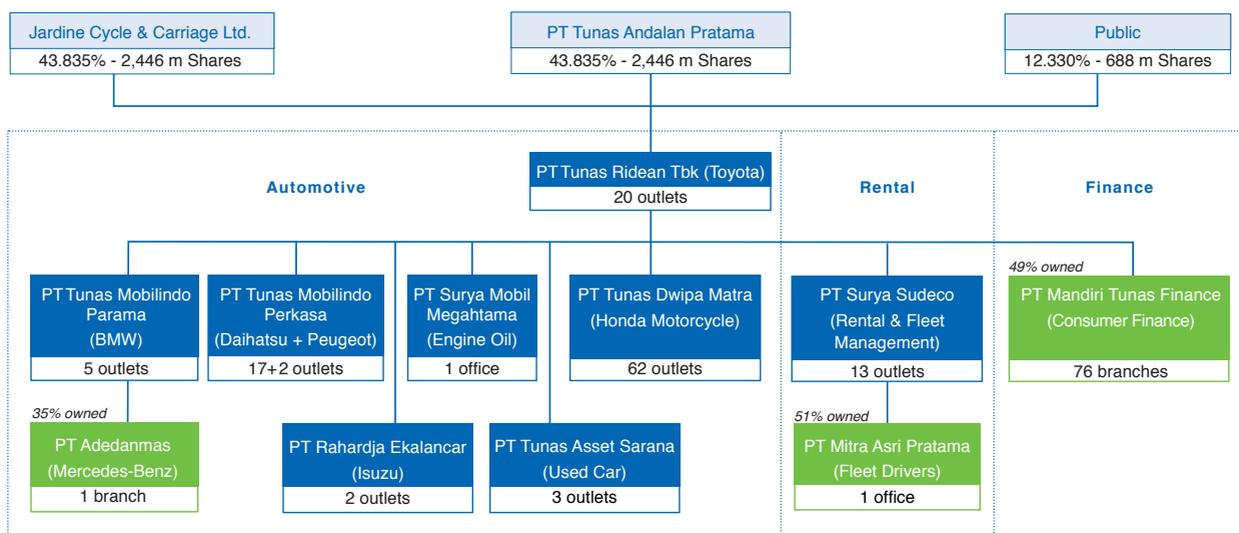
- Achieved record high revenue and net profit, with 10-year CAGR of 15% for revenues and 19% for net profit.
- Awarded Best Sales, After Sales and Frontline for Toyota, Daihatsu and Honda motorcycle.
- Acquired PT Rahardja EkaLancar (Isuzu Dealer) on June 2012.

#### 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 125 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	-	-	-	-	6	3	-	-	-
<b>TOTAL</b>	<b>20</b>	<b>5</b>	<b>17</b>	<b>2</b>	<b>62</b>	<b>13</b>	<b>3</b>	<b>1</b>	<b>2</b>
								<b>TOTAL :</b>	<b>125</b>

\* Including major outlets

\*\* Including service points

## MARKET SHARE

	Full Year 2012			Year To September 30, 2013		
	NATIONAL		TUNAS	NATIONAL		TUNAS
	Unit	% YoY	Market Share	Unit	% YoY	Market Share
TOYOTA	405,414	30%	7.2%	319,387	7%	7.9%
DAIHATSU	162,742	17%	10.7%	133,711	11%	10.3%
BMW	2,188	41%	37.0%	1,716	7%	39.8%
PEUGEOT	333	77%	6.3%	245	-5%	6.1%
ISUZU*	33,165	15%	2.1%	23,301	-9%	2.9%
<b>TOTAL NEW CARS</b>	<b>1,116,230</b>	<b>25%</b>	<b>4.3%</b>	<b>908,279</b>	<b>11%</b>	<b>4.5%</b>
HONDA MOTOR	4,092,693	-4%	4.3%	3,494,442	13%	3.7%
<b>TOTAL NEW MOTORCYCLES</b>	<b>7,141,586</b>	<b>-11%</b>	<b>2.5%</b>	<b>5,812,807</b>	<b>8%</b>	<b>2.2%</b>

\* Market share includes pre-acquisition sales

Note: GAKINDO and AISI (distribution units)

## AUTOMOTIVE

(in billion)	2011	2012	Q3 12 YTD*	Q3 13 YTD*
<b>NET REVENUE**</b>	<b>Rp 7,984</b>	<b>Rp 9,601</b>	<b>Rp 7,398</b>	<b>Rp 8,122</b>
Toyota	Rp 3,909	Rp 5,125	Rp 3,954	Rp 4,494
Daihatsu	Rp 1,446	Rp 1,942	Rp 1,508	Rp 1,532
BMW	Rp 486	Rp 560	Rp 406	Rp 479
Peugeot	Rp 9	Rp 9	Rp 6	Rp 6
Isuzu***	N/A	Rp 49	Rp 26	Rp 121
Honda Motorcycles	Rp 2,114	Rp 1,878	Rp 1,471	Rp 1,443
Used Cars & Motorcycles	Rp 20	Rp 38	Rp 27	Rp 47
<b>Net Profit</b>	<b>Rp 273</b>	<b>Rp 334</b>	<b>Rp 243</b>	<b>Rp 125</b>

\* Unaudited

\*\* Includes showrooms &amp; workshops

\*\*\* From 28 June 2012

## MANDIRI TUNAS FINANCE (49% OWNED)

(in billion)	2011	2012	Q3 12 YTD*	Q3 13 YTD*
<b>MANDIRI TUNAS FINANCE @100%</b>				
Revenue	Rp 678	Rp 841	Rp 606	Rp 849
Net Profit	Rp 66	Rp 117	Rp 82	Rp 135
<b>49% share in Mandiri Tunas Finance Net Profit</b>	<b>Rp 32</b>	<b>Rp 57</b>	<b>Rp 40</b>	<b>Rp 66</b>
New Lending	Rp 7,138	Rp 8,351	Rp 5,819	Rp 8,611
Car	Rp 6,759	Rp 8,114	Rp 5,638	Rp 8,398
Motorcycle	Rp 379	Rp 237	Rp 181	Rp 212
Consumer financing receivables	Rp 3,185	Rp 3,828	Rp 3,531	Rp 4,980
Net investment in finance leases	Rp 39	Rp 329	Rp 204	Rp 608

\* Unaudited

## TUNAS RENTAL

(in billion, except for units)	2011	2012	Q3 12 YTD*	Q3 13 YTD*
Units Rented (Long Term)	3,773	4,351	4,478	4,890
Revenue	Rp 313	Rp 362	Rp 274	Rp 329
Net Profit	Rp 17	Rp 29	Rp 29	Rp 32

\* Unaudited

## GROUP PROFIT AND LOSS

(in billion)	2011	2012	Q3 12 YTD*	Q3 13 YTD*
Revenue	Rp 8,298	Rp 9,963	Rp 7,673	Rp 8,450
Profit Attributable to Owners of the Parent	Rp 322	Rp 420	Rp 312	Rp 223
EBITDA	Rp 595	Rp 732	Rp 550	Rp 445
<b>FINANCIAL RATIOS</b>				
Average ROE**	24.0%	26.0%	25.9%	16.1%
Average ROA**	13.9%	14.3%	14.5%	8.9%
Net Debt / Equity***	10%	28%	31%	33%
EPS (Rp)	58	75	56	40
Dividend per Share				
Interim (Rp)	7.0	9.0	9.0	6.0****
Final (Rp)	7.0	14.0	-	-

\* Unaudited \*\* Annualised \*\*\* Excluding restricted time deposits \*\*\*\* To be paid in December 2013

## GROUP FINANCIAL POSITION

(in billion)	2011	2012	Q3 12*	Q3 13*
Current assets	Rp 1,350	Rp 1,800	Rp 1,800	Rp 1,673
Fixed assets - net	Rp 937	Rp 1,177	Rp 1,091	Rp 1,314
Total assets	Rp 2,545	Rp 3,312	Rp 3,209	Rp 3,392
Current liabilities	Rp 858	Rp 1,237	Rp 1,191	Rp 1,088
Loans payable	Rp 513	Rp 814	Rp 840	Rp 817
Equity Attributable to Owners of the Parent	Rp 1,468	Rp 1,768	Rp 1,741	Rp 1,915

\* Unaudited

### 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