

Commercial Banking and SME Banking

Considering the challenging market conditions, loan growth rates of 18% for Commercial and 11% in the SME business were satisfactory, while deposits for the combined Commercial and SME segment increased by 30%.

Small and Medium Enterprises (SME)

For the majority of our SME customers we were predominantly the sole bank offering a complete range of services and developing new products in 2006, such as combined savings and current accounts with additional features. Two new products, Dana Quick Cash and Dana Oto were launched, designed specifically to support new customer acquisition and for additional business from existing relationships.

Commercial

During 2006 this business expanded in several different locations including greater Jakarta and Surabaya in Java with success also in Sumatra and Kalimantan. We continued to maintain our "Sahabat" positioning as 'reliable partners' to our commercial customers and delivered several new innovative products including foreign exchange hedging structures.

Asset Based Finance

As a product support group for SME and Commercial, Asset Based Finance grew significantly gaining strong market share. The focus of this business has been firstly the financing of heavy equipment and other asset classes, and secondly, to offer a one-stop solution for customer needs.





Investing in specialist skills

Our first 12 month dedicated management trainee development programme was launched during the year, tailored to the needs of Commercial and SME segments, and an investment in people for the future. The first batch of management trainees completed their intensive training program and were absorbed into full time roles in the business.

