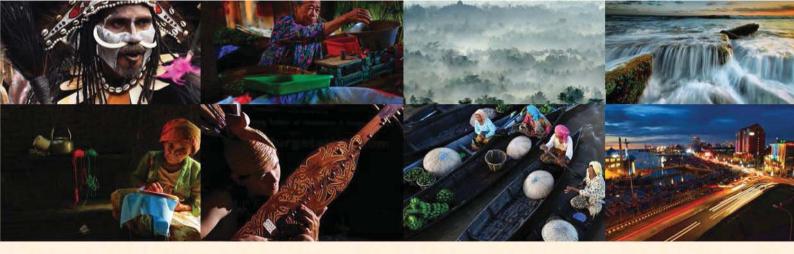


Enhancing Our Capability to Reach Out and Serve



Danamon is strongly committed to consistently serve our customers and demonstrate continuous improvement. As reflected in this year accomplishments, prudent business implementation and steps taken in addressing the challenges of 2013 have yielded robust capital standing and created strong balance sheet, allowing Danamon to take confident strides in the face of macro-economic uncertainty that is predicted to continue onto 2014. With strengthened synergy, we will be able to deliver better values for our stakeholders, opening the market with high quality products for our customers across the region, including providing them with financial access to support their business expansions.

In line with its Vision and Mission, Danamon strives to improve its service quality, maintaining customers' loyalty and therefore ensure sustainable, long-term growth.

Invariably, it is the Bank's purpose to enable millions to prosper.

















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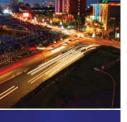
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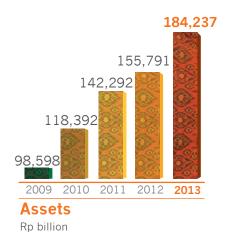
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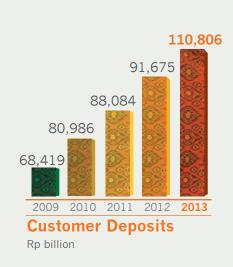
LDR was lowered significantly over the past 6 months from 105.4% to at

Total funding increased by 21% to

trillion

Robust CASA growth of 23% to

trillion



CASA to total customers' deposits was

As of December 2013

CoC and NPL have been manageable at 2.6% and 1.9% (2012: 2.8% and 2.3%). NIM was 9.6% from 10.0% a year earlier due to rise in cost of fund and shift in asset mix.

Total outstanding loans grew 16% reaching

# 135trillion

Non-mass market loans grew strongly at 30% to

# 55trillion

Trade finance grew at 45% (cash loans)

**O**trillion

**NPAT** reached

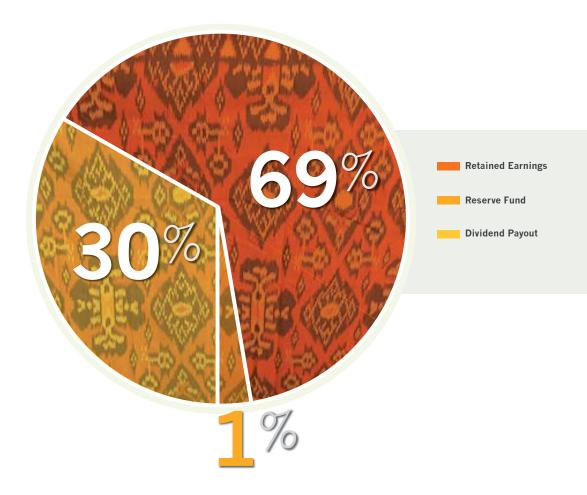
11 trillion

driven by 5% rise in net interest income and 11% increment of fee income.

Strong capital with Tier 1 capital

17.3% 17.9%

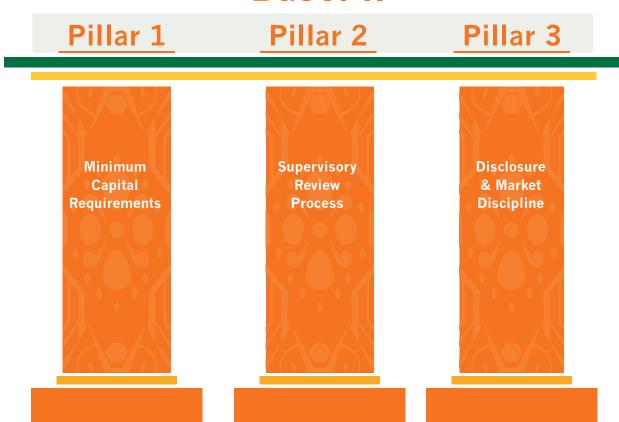
# **Appropriation of Net Profits**



Danamon maintain 30% payout ratio.

Danamon's 2013 annual general meeting of shareholders approved the use of 30% net profit for dividend ratio amounted to Rp1,204 billion, or equal to Rp125.58 per share.

# Basel II



**46**%

Micro outstanding loans grew 6% to Rp19.9 trillion

**\30**%

Contribution of Micro and SME loans by 30% from total loans

**18**%

SME outstanding loans grew 18% to Rp21 trillion

# Driving Growth In Lending

Danamon supported the business growth of micro and SMEs segments and at the same time strives to improve the national economic condition, through the realization of programs particularly by increasing the portfolio of this business segment.





# Strong Focus on Funding

Danamon understands the variety of customer needs to save their deposits. Danamon also understands the importance in maintaining the composition of funding sources and funding resources towards competitive loans extension and tenure of loans. To that end, Danamon consistently developed savings products and financial management with excellent service as well as competitive cost of funds, in accordance with the prevailing regulations.

Current accounts grew 33% to Rp21.1 trillion

**^21**%

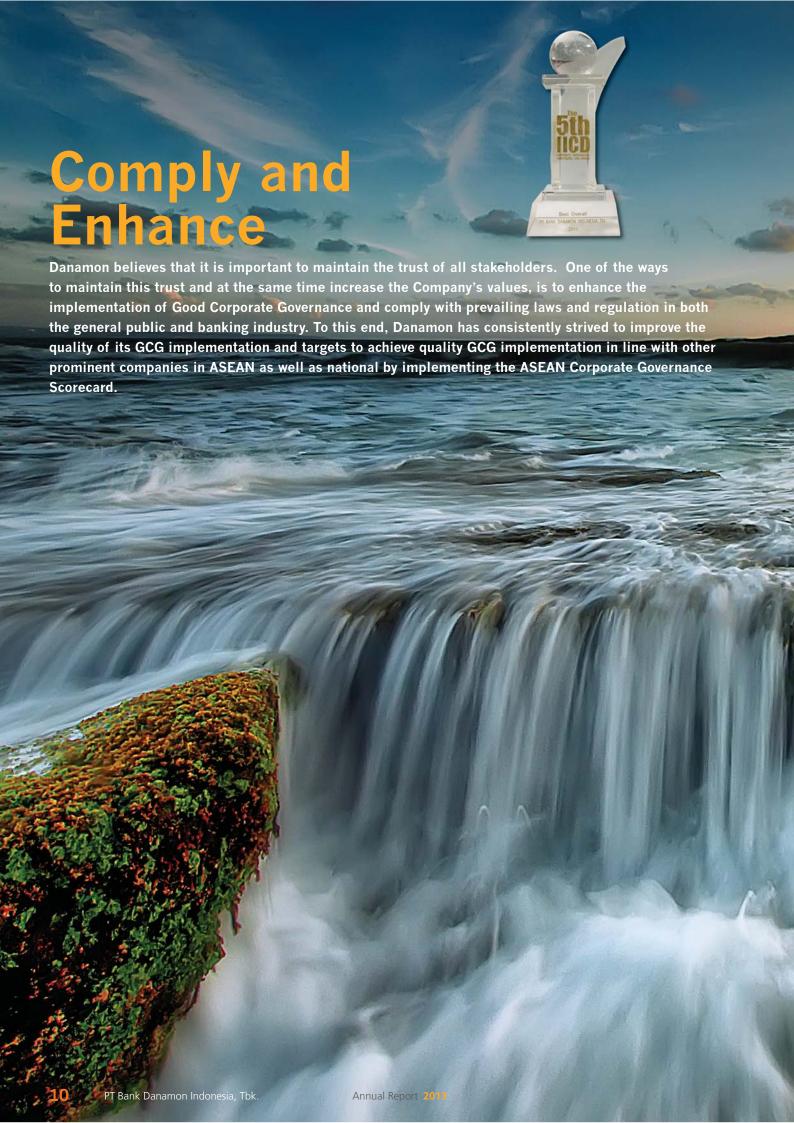
Total third party funds grew 21% to Rp139.8 trillion

Rp57.6trillion

Deposits grew 19% to Rp 57.6 trillion

Rp32trillion

Savings account grew 18% to Rp32 trillion





# Financial Highlights

(In Billions of Rupiah except S	hare Data)				
CONSOLIDATED BALANCE SHEET	2013	2012	2011*)	2010*)	2009
Assets	184,237	155,791	142,292	118,392	98,598
Earning Assets-gross a)	176,007	147,743	135,755	111,260	90,172
Loans-gross b)	135,383	116,583	101,859	82,658	63,278
Non Performing Loan	2,535	2,659	2,479	2,484	2,802
Marketable Securities -gross	7,748	7,328	4,820	5,326	4,438
Government Bonds	5,598	4,063	3,947	6,138	11,011
Deposits	110,806	91,675	88,084	80,986	68,419
Total Funding c)	126,556	101,697	97,688	88,190	72,014
Total Liabilities	152,684	127,058	116,583	99,863	82,665
Equity and Minority Interest	31,553	28,733	25,709	18,529	15,933
Investments - Net	12	12	12	12	64
Number of Shares Issues and Fully					
Paid (in Unit)	9,584,643,365	9,584,643,365	9,584,643,365	8,417,125,466	8,390,383,116
CONSOLIDATED INCOME STA	TEMENTS				
Interest Income	20,131	18,858	16,882	14,418	15,683
Interest Expense	6,600	5,936	6,033	4,510	6,221
Net Interest and Underwriting Income	14,018	13,386	11,241	10,281	9,758
Other Operating Income	5,156	4,649	4,213	3,583	2,883
General and Administrative Expenses	3,689	3,388	3,080	2,545	2,466
Salaries and Employees Benefits	5,713	5,163	4,413	3,839	3,003
Allowance for Impairment Losses	3,348	3,151	2,183	2,134	2,842
Net Operating Income	5,605	5,571	5,174	4,630	2,849
Non-Operating Expenses-Net	75	84	623	628	478
Income Before Tax and Minority Interest	5,530	5,487	4,551	4,002	2,371
Income Tax Expense	1,371	1,370	1,149	1,018	757
Net Income	4,159	4,117	3,402	2,984	1,614
Net Income-attributable to parent entity	4,042	4,012	3,294	2,883	1,532
Other Comprehensive Income/(Expense)	(83)	(35)	(76)	400	500
Total Comprehensive Income	4,077	4,082	3,326	3,384	2,114
Basic Earnings Per Share	421.68	418.57	373.99	342.92	186.36
Comprehensive income attributable to equity holders of the parent entity	3,961	3,978	3,260	3,285	-
Comprehensive income attributable to non-controlling interest	115	103	113	99	-

#### (In Billions of Rupiah except Share Data)

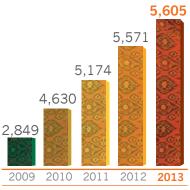
KEY FINANCIAL RATIOS (%)	2013	2012	2011*)	2010*)	2009
I. Capital					
Capital Adequacy Ratio     (CAR) Consolidated d)	17.9	18.9	17.6	16.0	20.7
CAR Tier I	17.3	18.4	17.0	15.1	19.7
CAR Tier II	0.6	0.5	0.6	0.99	1.0
2. Assets to Equity	6.6	6.3	6.4	7.6	6.2
II. Earning Assets					
Non-performing earning assets and non productive assets to total earnings and non productive assets	1.3	1.6	2.1	2.6	3.7
2. Non-performing earning assets to total productive assets	1.6	2.0	2.1	2.6	3.8
3. Non Performing Loan (NPL) to Total Loans - Gross	1.9	2.3	2.5	3.0	4.5
4. Non Performing Loan (NPL) to Total Loans - Nett	0.0	0.2	0.0	0.0	2.4
5. Allowance for impairment losses for financial assets to productive assets e)	2.3	2.2	2.3	2.9	3.6
6. Loan Loss Coverage	128.3	112.5	107.2	109.0	80.4
III. Rentability					
1. Return on Average Assets (ROAA)	2.5	2.7	2.6	2.7	1.5
2. Return on Average Equity (ROAE)	14.52	16.2	17.2	18.1	11.2
3. Debt to Assets	0.9	0.8	8.0	0.8	0.8
4. Debt to Equity	4.9X	4.5X	4.6X	5.4X	5.2X
5. Net Interest Margin (NIM)	9.6	10.1	9.9	11.3	11.2
6. Cost to income	52.6	50.8	51.8	50.1	49.7
7. Fee Income ratio	26.7	25.7	27.7	23.9	16.4
8. Operating Expense to Operating Income	82.9	75.0	79.3	81.1	85.8
IV. Liquiditty					
1. Loan to Deposit Ratio (LDR) f)	95.1	100.7	98.3	93.8	88.8
2. CASA Ratio	48.0	47	41	40	33

2012	2012	2011*\	2010*\	2009
2013	2012	2011")	2010")	2009
Legal Lending Lir	mit			
0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0
gal Lending Limit				
0.0	0.0	0.0	0.0	0.0
0.0	0.0	0.0	0.0	0.0
18.2	17.6	14.6	17.8	20.7
8.1	8.1	8.3	8.3	5.1
10.1	9.4	6.3	9.6	15.6
8.5	8.3	8.2	1.1	11.8
0.6	0.5	0.5	0.6	4.2
67,729 2,464 1,483	65,248 2,603 1 467	62,266 2,425 1,258	53,402 2,128 1083	41,615 1,896 846
	0.0 0.0 0.0 gal Lending Limit 0.0 0.0 18.2 8.1 10.1 8.5 0.6	Legal Lending Limit  0.0 0.0 0.0 0.0 gal Lending Limit  0.0 0.0 0.0 0.0 18.2 17.6 8.1 8.1 10.1 9.4 8.5 8.3 0.6 0.5  67,729 65,248 2,464 2,603	Legal Lending Limit  0.0 0.0 0.0 0.0  0.0 0.0 0.0  gal Lending Limit  0.0 0.0 0.0 0.0  0.0 0.0 0.0  18.2 17.6 14.6  8.1 8.1 8.1 8.3  10.1 9.4 6.3  8.5 8.3 8.2  0.6 0.5 0.5  67,729 65,248 62,266  2,464 2,603 2,425	Legal Lending Limit  0.0 0.0 0.0 0.0 0.0 0.0  0.0 0.0 0.0 0

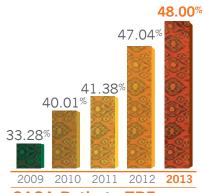
The figures are derived from consolidated financial statements 2013 and 2012 which have been audited by Public Accounting Firm Purwantono, Suherman & Surja (a member firm of Ernst & Young Limited) and 2011 which have been audited by Public Accounting Firm Siddharta & Widjaja (a member firm of KPMG International).

\*) The consolidated financial statements as of December 31, 2011 and 2010 and for the years then ended had been restated in relation to the first time adoption of SFAS 62, SFAS 28 (R2012), and SFAS 36 (2012).

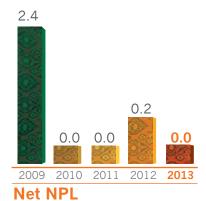
- a) Including loans, receivables from consumer financing of Adira Finance and Adira Kredit, lease receivable from Adira Finance, current account with BI and other banks, placement with BI and other banks, marketable securities, derivative receivable, acceptance receivables.
- b) Including receivables from consumer financing of Adira Finance and Adira Kredit
- c) Including customers time deposit, time deposit from other banks and long term funding (>1 year maturity).
- d) Minimum consolidated Capital Adequacy after credit risk, market risk and amortization of subordinate payables in 2008 and 2009. Minimum consolidated Capital Adequacy after credit risk, market risk and amortization of subordinate payables in 2010. Minimum consolidated Capital Adequacy after credit risk, market risk and amortization of subordinate payables in 2011 and 2012.
- e) Loan Loss Provision of financial assets against productive assets has started in 2010 following the impementtion of PSAK 50 and 55 (R2006)
- f) Excluding time deposit from other banks. g) Based on BI regulation No. 10/25/PBI/2008 dated 23 October 2008 regarding "Changes on BI regulation No. 10/19/PBI/2008 regarding Statutory Reserve Requirements (SRR) of commercial bank in Bank Indonesia in Rupiah and Foreign Currency", the Banks must fulfill SRR II for currency in Rupiah as 2.5% from average amount of third party fund through SBI, SUN and/or Excess Reserve. Based on BI regulation No. 12/19/PBI/2010 dated 4 October 2010 regarding "SRR from commercial bank in Bank Indonesia in Rupiah and Foreign Currency" which started from 1 November 2010, the main SRR dari Rupiah is at 8% from the amount of third party fund in Rupiah and started from 1 March 2011, the Bank must fulfill SRR Borrowing from time deposit ratio in Rupiah. Based on BI regulation No. 13/10/PBI/2011 dated 19 February 2011 regarding Changes in BI Regulation No. 12/19/PBI/2010 regarding SRR from commercial banks in Bank Indonesia in Rupiah and Foreign Currency", started from 1 March 2011 up to 31 May 2011, SRR in foreign currency is at 5% from the amount of third party fund in foreign currency and started from June 2011, and started from 1 June 2011, SRR in foreign currency is at 8% from the amount of third party fund in foreign currency
- h) Including Adira Finance, Adira Kredit and Adira Insurance.



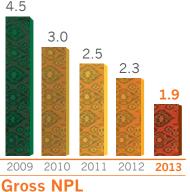
**Net Operating Income** Rp billion



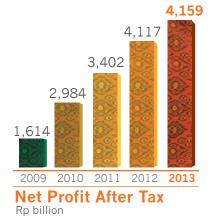
**CASA Ratio to TPF** 



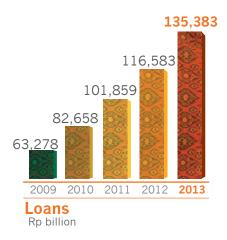
4.5

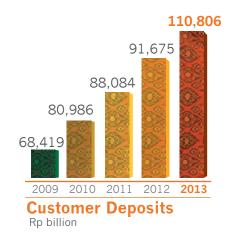


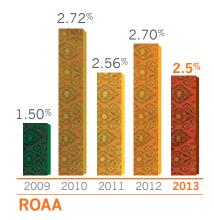
184,237 155,791 142,292 118,392 98,598 2009 2010 2011 2012 2013 Assets Rp billion

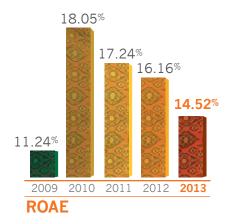


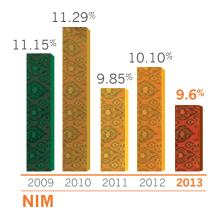
#### **Financial Highlights**











#### SOURCES AND UTILIZATION OF ZIS FUNDS FOR THE YEARS ENDED 31 DECEMBER 2013 AND 2012 (In million Rupiah)

(iii iiiiiioii rapiaii)					
NO. DESCRIPTION	2013	2012	2011	2010	2009
1. Source of ZIS Funds					
a. Zakat from bank	-	-			
b. Zakat from parties other bank	222	194	282	278	1,717
c. Infaq and Shadaqah	259	400	157	142	40
Total Dana ZIS	481	594	439	420	1,757
2. Utilization of ZIS Funds					
2.1. Distributed through other party/institution					
a. Dompet Dhuafa Republika	316	184	285	255	287
b. Baitul Maal Hidayatullah				46	1,569
c. Baitul Maal Muamalat	-	-			
d. Bamuis BNI	-	-	-	-	
e. Dompet Peduli Ummat Daarut Tauhid	-	-	-	-	-
f. LAZIS Dewan Da'wah Islamiyah Indonesia		-	-	-	-
g. LAZIS Muhammadiyah	-	-	-	-	-
h. LAZNAS BMT	-	-	-	-	-
i. LAZNAS BSM Ummat		-	-	-	
j. LAZNAS Persis		-	-	-	
k. Pos Keadilan Peduli Ummat	-	-	-	-	-
I. Rumah Zakat Indonesia		-	-	-	
m. Amanah Takaful Institution	-	-	-	-	-
n. Baitul Maal BRI Institution		-	-	-	-
o. Dana Sosial Al Falah Institution		-			-
p. Others	3	2	215	9	19
2.2. Directly Distributed	-	-	-	-	-
Total Utilization of ZIS Funds	319	186	500	310	1,875
3. Increase (Decrease) on Utilization of ZIS Funds	162	408	(61)	110	(118)
4. ZIS funds at the beginning of the year	588	180	241	131	249
5. ZIS funds at the end of the year	750	588	180	241	131

#### SOURCES AND UTILIZATION OF QARDH FUNDS FOR THE YEARS ENDED 31 DECEMBER 2013 AND 2012 (In million Rupiah)

NO. DESCRIPTION	2013	2012	2011	2010	2009
1. Source of Qardh Funds					
a. Infaq and Shadaqah	-	-			-
b. Penalties	1.119	370	373	294	272
c. Donation/grants	-	-	-		102
d. Non-halal income	-	-	-		
e. Others	-	200	-		-
Total Qardh Funds	1.119	570	373	294	374
2. Utilization of Qardh Funds					
a. Financing					
b. Donation	621	221	414	433	167
c. Others					-
Total Utilization of Qardh Funds	621	221	414	433	167
3. Increase on Utilization of Qardh Funds	498	349	(41)	(140)	207
4. Qardh Funds at the beginning of the year	627	278	319	459	252
5. Qardh Funds at the end of the year	1.125	627	278	319	459

#### TABLE OF MARGIN DISTRIBUTION FOR THE MONTH OF DECEMBER 2013 (In million Rupiah)

			_ 20	)13				2	012		
				Dep	ositor's p	ortion			Dep	oositor's p	ortion
No.	Type of funding	Average balance	Revenues to be distributed	Nisbah (%)	Total bonus & profit sharing	Rate of return Indication (%)	Average balance	Revenues to be distributed	Nisbah (%)	Total bonus & profit sharing	Rate of return Indication (%)
		Α	В	C	D	E	Α	В	C	D	E
1.	iB deposit current a	ccounts									
ć	a.Bank	2,848	3 24	0.00	-	-	3,056	26	0.00	-	-
k	o.Non bank	224,545	1,912	0.00	-	-	199,975	1,702	0.00	-	-
2.	iB deposit savings										
	a.Bank			0.00	-	-	-	-	0.00	-	-
	o.Non bank	7,315	62	0.00	-	-	7,208	61	0.00	-	-
3.	iB savings										
	a.Bank	23,950		13.00			8,721		13.00	10	
	o.Non bank	376,448	3 3,206	13.00	417	1.30	329,453	2.804	13.00	364	1.30
4.	iB deposits										
ć	a.Bank				_						
	- 1 month	1,653		46.00	6		22,852		50.00	97	
	- 3 months	(	_	46.00	0		0	_	50.00	C	
	- 6 months	(		46.00	0		100		50.00	C	
	- 12 months	3,080	) 26	46.00	12	4.61	3,080	26	50.00	13	5.01
k	o.Non bank						=10.1		=0.5-		
	- 1 months	670,762	•	46.00	2,627		510,180		50.00	2.171	
	- 3 months	10,919		46.00	43		18,690		50.00	80	
	- 6 months	7,149		46.00	28		3,107		50.00	13	
	- 12 months	11,727		46.00	46		8,760		50.00	37	
	TOTAL	1,340,396	5 11,414		3,206		1,115,182	9,490		2,785	

Financial Highlights

		2011					010					2000 -		
		2011		aution.		4	2010	a alta ula va	audiau			2009	altavla va	udia u
Average balance	Revenues to be distributed	Nisbah (%)	positor's po Total bonus & profit sharing	Rate of return Indication (%)		Revenues to be distributed	Nisbah (%)	ositor's positor's positor's bonus & profit sharing	Rate of return Indication (%)	Average balance	Revenues to be distributed	Nisbah (%)	ositor's po Total bonus & profit sharing	Rate of return
Α	В	C	D	E	Α	В	C	D	E	Α	В	C	D	E
3,013	33	-	-	-	4,777	' 39	-			3,697	31	4.22	1	0.42
223,689	2,421	-	-	-	344,771	2,832	-			146,215	1,221	4.22	52	0.42
-			-	-	-		-			-	-	-	-	
2,743	30	) -	-	-	2,087	' 17	-			1,435	12	-	-	
4,004	43	3 13.00	6	1.66	2,330	) 19	20.00	4	1.97	1,550	13	20.00	3	2.00
144,794			204		,					•	902	20.00	180	
144,734	1,507	15.00	204	1.00	110,450	) 930	20.00	19	1 1.37	107,300	302	20.00	100	2.00
25,161	272	50.00	136	6.37	7,672	. 63	56.00	3!	5.52	76,523	639	60.79	389	6.09
C	) (	50.00	0	0.00	C	0	56.00	(	0.00	1,823	15	59.94	9	6.0
C	) C	50.00	0	0.00	400	) 3	56.00	2	2 5.52	0	-	57.82	-	
3,080	) 33	50.00	17	6.37	2,990	) 25	56.00	14	5.52	5,412	45	56.97	26	5.7
180,673	•		978		244,028	*				,	2,006	60.79	1,220	
63,534			344		9,668					,	464	59.94	278	
2,611			14		2,898					,	60	57.82	35	
11,023			60		10,840			50		,	243	56.97	138	5.7
664,325	7,189	)	1,759		748,897	6,151		1,476	5	676,691	5,651		2,331	

#### Danamon on the Indonesia Stock Exchange (BDMN) 2013



#### **Volume and Share Price**

**Table 1. Share Price & Volume** 

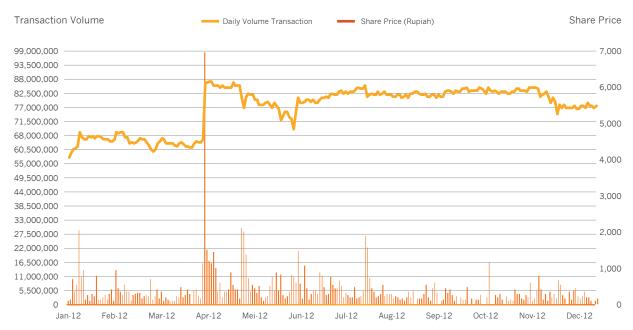
Share			2013					2012		
Price (Rp)	Highest	Lowest	Closing	Average	Market Cap (in million Rp)	Highest	Lowest	Closing	Average	Market Cap (in million Rp)
First Quarter	6,550	5,550	6,450	6,029	61,820,949.70	4,825	4,150	4,600	4,514	44,089,359.48
Second Quarter	6,550	5,500	5,850	6,010	56,070,163.69	6,450	4,900	6,000	5,893	57,507,860.19
Third Quarter	5,850	3,900	3,975	4,646	38,098,957.38	6,300	5,900	6,250	6,057	59,904,021.03
Fourth Quarter	4,350	3,650	3,775	3,920	36,182,028.70	6,250	5,400	5,650	5,953	54,153,235.01

Volume (in million shares)	Highest	Lowest	Closing	Average	Highest	Lowest	Closing	Average
First Quarter	20,884,000	562,000	9,795,500	3,792,950	30,019,500	942,500	16,609,500	4,758,500
Second Quarter	24,180,000	592,500	5,158,000	5,666,222	102,428,500	1,088,500	6,216,000	10,234,992
Third Quarter	21,592,500	685,000	6,015,000	5,218,910	27,625,000	894,000	6,772,000	4,456,811
Fourth Quarter	31,207,500	492,500	2,184,500	3,724,767	16,821,500	324,000	2,208,000	3,220,692

Source: Bloomberg

There were no temporary suspension on Danamon's shares trading during 2013.

#### Danamon on the Indonesia Stock Exchange (BDMN) 2012



#### **Volume and Share Price**

**Table 1. Share Price & Volume** 

Share Brice (Rp)		2	2012		2011				
Share Price (Rp)	Highest	Lowest	Closing	Average	Highest	Lowest	Closing	Average	
First Quarter	4,825	4,150	4,600	4,514	6,457	4,952	6,360	5,956	
Second Quarter	6,450	4,900	6,000	5,893	6,360	5,680	5,826	5,967	
Third Quarter	6,300	5,900	6,250	6,057	5,875	4,450	4,600	5,225	
Fourth Quarter	6,250	5,400	5,650	5,953	5,150	3,975	4,100	4,565	

Volume (in million shares)	Highest	Lowest	Closing	Average	Highest	Lowest	Closing	Average
First Quarter	30,019,500	942,500	16,609,500	4,758,500	68,342,216	1,886,666	4,132,746	12,483,890
Second Quarter	102,428,500	1,088,500	6,216,000	10,234,992	32,604,207	766,201	9,402,950	6,518,285
Third Quarter	27,625,000	894,000	6,772,000	4,456,811	33,530,500	1,420,500	8,623,000	8,463,172
Fourth Quarter	16,821,500	324,000	2,208,000	3,220,692	14,584,500	739,000	2,954,000	3,641,477

#### Source: Bloomberg

In 2012 there was a temporary suspension for 1 (one) day related to the plan of stock selling by Fullerton Financial Holdings Pte. Ltd. to the DBS Group Holdings (DBS).

STOCK PERFORMANCE	2013	2012	2011	2010	2009
AUTHORIZED CAPITAL					
Total Number of Shares					
A Series Shares	22,400,000	22,400,000	22,400,000	22,400,000	22,400,000
B Series Shares	17,760,000,000	17,760,000,000	17,760,000,000	17,760,000,000	17,760,000,000
Total par value (in Rupiah million)					
A Series Shares	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
B Series Shares	8,880,000	8,880,000	8,880,000	8,880,000	8,880,000
Issued and fully paid Capital					
<b>Total Number of Shares</b>					
A Series Shares	22,400,000	22,400,000	22,400,000	22,400,000	22,400,000
B Series Shares	9,562,243,365	9,562,243,365	9,562,243,365	8,394,725,466	8,367,983,116
Total par value (in Rupiah million)					
A Series Shares	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
B Series Shares	4,781,122	4,781,122	4,781,122	4,197,363	4,183,992
Unissued Capital					
Total Number of Shares					
A Series Shares	0	0	0	0	0
B Series Shares	8,197,756,635	8,197,756,635	8,197,756,635	9,365,274,534	9,392,016,884
Total Dividend (in Rupiah million)	*	1,203,562	1,000,880	1,009,229	766,300
Earnings per Share (Rupiah)	421.68	418.57	378.78	342.92	186.36
Dividend Payout Ratio (%)	*	30	30	35	50
Dividend Growth	*	20	(0.83)	31.70	0.17
AGSM Date	7-May-14	10-May-13	27-Mar-12	30-Mar-11	29-Apr-10
Dividend Payment Date	*	19-Jun-13	8-May-12	10-May-11	10-Jun-10
Price Earnings Ratio**	8.95	13.50	10.82	16.64	24.91
Book Value of Shares (Rupiah)	3,261	2,973	2,674	2,192	1,884

 $<sup>\</sup>star$  Will be decided in AGMS on 7 May 2014 or any other date as stipulated in the prevailing laws and regulations  $\star\star$  Based on closing price at the end of the year

# **Share Ownership Composition** As of 31 December 2013

SHAREHOLDERS	Number of Shares Issued and Fully Paid	Ownership Percentage	Total Nominal (in million Rupiah)
Series A Shares (Nominal Value Rp 50,000	(full value) per share)		
Public (Ownership below 5% respectively)	22,400,000	0.23%	1,120,000
Series B Shares (Nominal Value Rp 500 (fo	ull value) per share)		
Asia Financial (Indonesia) Pte. Ltd.	6,457,558,472	67.37%	3,228,779
JPMCB - Franklin Templeton Invesment Funds	613,019,888	6.40%	306,509
Public (Ownership below 5% respectively)	2,465,794,733	25.73%	1,232,899
Board of Commissioners and Board of Directors			
Ng Kee Choe	94,275	0.00%	47
Henry Ho Hon Cheong	2,161,500	0.02%	1,081
Muliadi Rahardja	6,405,515	0.07%	3,203
Ali Rukmijah/Ali Yong	5,720,726	0.06%	2,860
Herry Hykmanto	502,256	0.01%	251
Vera Eve Lim	5,020,500	0.05%	2,510
Satinder Pal Singh Ahluwalia	814,000	0.01%	407
Kanchan Keshav Nijasure	1,187,866	0.01%	594
Fransiska Oei Lan Siem	1,234,730	0.01%	617
Pradip Chhadva	1,096,500	0.01%	548
Michellina Laksmi Triwardhany	617,000	0.01%	309
Khoe Minhari Handikusuma	1,015,404	0.01%	508
Total Shares of A Series and B Series	9,584,643,365	100%	5,901,122

#### Stocks, Bonds and Sukuk Highlights

Name of the bonds/ nominal amount/ rating	Effective statement date / IDX listing date	Series	Nominal amount (Rp bn)	Quarterly fixed interest rate p.a. / first payment / last	Due date	Principal installment	Net Initial Public Offering Fund (Rp bn)	Coupon paid in 2013	Total Coupon Payment (Rp)	Description
				payment			(RP DII)			
								11-Mar-13	41,103,125,000.00	Coupon 9
				8.75%/9		9 Dec 2013		10-Jun-13	41,103,125,000.00	Coupon 10
		Α	1,879	March 2011/	9-Dec-13	(bullet payment on	2,786	9-Sep-13	41,103,125,000.00	Coupon 11
Bank Danamon Bonds II Year 2010 with Fixed				on due date		due date)		9-Dec-13	41,103,125,000.00	Coupon 12
Rate Interest/2,800/	29-Nov-10/							Total	164,412,500,000.00	Fully paid
idAA+	10-Dec-10							11-Mar-13	20,722,500,000.00	Coupon 9
a)				9.00%/9		9 Dec 2015		10-Jun-13	20,722,500,000.00	Coupon 10
		В	921	March 2011/	9-Dec-15	(bullet payment on		9-Sep-13	20,722,500,000.00	Coupon 11
				on due date		due date)		9-Dec-13	20,722,500,000.00	Coupon 12
								Total	82,890,000,000.00	

Name of the Bonds/Nominal Amount/Rating	Bapepam Effective Date / IDX Listing Date	Series	Nominal Amount (Rp bn)	Fixed Interest Rate p.a. /First Payment/Last Payment	Due Date	Principal Installment	Net Initial Public Offering Fund (Rp bn)
		С	577	8.70%/ 29 January 2011/ on due date	29-Apr-13	29 April 2013 (bullet payment on due date)	
Adira Dinamika Multi Finance Bonds IV Year 2010/Rp2 Trv <sub>id</sub> AA	21 Oct 2010 / 29 October 2010	D	284	9.00%/ 29 January 2011/ on due date	29-Oct-13	29 October 2013 (bullet payment on due date)	1,992
		Е	672	9.25%/ 29 January 2011/ on due date	29-Oct-14	29 October 2014 (bullet payment on due date)	
		В	160	8.80%/ 27 August 2011/ on due date	27-May-13	27 May 2013 (bullet payment on due date)	
Adira Dinamika Multi Finance Bonds V Year 2011/Rp 2.5 Tn/ <sub>kg</sub> AA+	18 May 2011 / 30 May 2011	С	567	9.60%/ 27 August 2011/ on due date	27-May-14	27 May 2014 (bullet payment on due date)	2,492
		D	1,161	10.00%/ 27 August 2011/ on due date	27-May-15	27 May 2015 (bullet payment on due date)	
		А	325	7.75%/16 March 2012/on due date	16-Dec-13	16 Dec 2013 (bullet payment on due date)	
Adira Dinamika Multi Finance Sustainable Bond I Phase I Year 2011/ Rp2.5 Tn/ <sub>sd</sub> AA+	9 Dec 2011 / 19 Dec 2011	В	665	8.00%/16 March 2012/on due date	16-Dec-14	16 Dec 2014 (bullet payment on due date)	2,514
		С	1,533	9.00%/16 March 2012/on due date	16-Dec-16	16 Dec 2016 (bullet payment on due date)	
		А	786	6.50%/04 August 2012/ on due date	14-May-13	14 May 2013 (bullet payment on due date)	
Adira Dinamika Multi Finance Sustainable Bonds I Phase II 2012/Rp1.8 Tn/ <sub>id</sub> AA+	9 Dec 2011/ 7 May 2012	В	200	7.50%/04 August 2012/ on due date	4-May-14	04 May 2014 (bullet payment on due date)	1,845
		С	864	7.75%/04 August 2012/ on due date	4-May-15	04 May 2015 (bullet payment on due date)	

Use of proceeds	The Capital Market Supporting Institutions and Professionals	Coupon Paid in 2013	Total Payment	Description
	Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Siddharta & Widjaja (a member firm of KPMG International)	Coupon 9 <sup>th</sup> ,10 <sup>th</sup>	25	Fully paid
The proceed have been fully	Legal Consultant: Thamrin & Rachman Rating Company:	Coupon	26	Fully paid
used for automotive financing (Letter No. 177/ADMF/CS/ XII/10 dated 22 December 2010).	Pefindo  Joint Lead Underwriters: PT Danareksa Sekuritas PT HSBC Securities Indonesia PT Indo Premier Securities	9 <sup>th</sup> ,10 <sup>th</sup> ,11 <sup>th</sup> ,12 <sup>th</sup>	20	Tany para
	Underwriter: PT Victoria Sekuritas PT Bumiputera Capital Indonesia PT Mega Capital Indonesia PT Mega Capital Securities	Coupon 9 <sup>th</sup> ,10 <sup>th</sup> ,11 <sup>th</sup> ,12 <sup>th</sup>	62	Fully paid
	Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Siddharta & Widjaja (a member firm of KPMG International)	Coupon 7 <sup>th</sup> ,8 <sup>th</sup>	7	Fully paid
The proceeds have been fully used for automotive financing (Letter No. 087/ADMF/CS/VII/2011 dated 18 July 2011).	Legal Consultant: Thamrin & Rachman  Rating Company: Pefindo	Coupon 7 <sup>th</sup> ,8 <sup>th</sup> ,9 <sup>th</sup> ,10 <sup>th</sup>	54	Fully paid
- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	Joint Lead Underwriters: PT Standard Chartered Securities Indonesia PT DBS Vickers securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas  Underwriters: PT Kresna Graha Sekurindo Tbk PT NISP Sekuritas	Coupon 7 <sup>th</sup> ,8 <sup>th</sup> ,9 <sup>th</sup> ,10 <sup>th</sup>	116	Fully paid
	Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Siddharta & Widjaja (a member firm of KPMG International)	Coupon 5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> ,8 <sup>th</sup>	25	Fully paid
The proceeds have been fully used for automotive financing (Letter No. 003/ADMF/C5/V2012 dated 13 January 2012).	Legal Consultant: Thamrin & Rachman  Rating Company: PT. Pemeringkat Efek Indonesia	Coupon 5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> ,8 <sup>th</sup>	53	Fully paid
	Joint Lead Underwriter: PT CIMB Securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas PT Standard Chartered Securities Indonesia	Coupon 5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> ,8 <sup>th</sup>	138	Fully paid
	Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Siddharta & Widjaja (a member firm of KPMG International)	Coupon 1 <sup>st</sup> ,2 <sup>nd</sup>	26	Fully paid
The proceeds have been fully used for automotive financing (Letter No. 085/ADMF/CS/VII/12 dated 9 July 2012).	Legal Consultant: Thamrin & Rachman  Rating Company: Pefindo	Coupon 1 <sup>st</sup> ,2 <sup>nd</sup>	8	Fully paid
	Joint Lead Underwriter: PT CIMB Securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas PT OSK Nusadana Securities Indonesia PT Standard Chartered Securities Indonesia	Coupon 1 <sup>st</sup> ,2 <sup>nd</sup>	33	Fully paid

Name of the Bonds/Nominal Amount/Rating	Bapepam Effective Date / IDX Listing Date	Series	Nominal Amount (Rp bn)	Fixed Interest Rate p.a. /First Payment/Last Payment	Due Date	Principal Installment	Net Initial Public Offering Fund (Rp bn)
		А	376	6.50%/27 December 2012/on due date	7-Oct-13	07 Oct 2013 (bullet payment on due date)	
Adira Dinamika Multi Finance Sustainable Bonds I Phase III 2012/ Rp1,6 Tn/ <sub>id</sub> AA+	9 Dec 2011/28 September 2012	В	578	7.75%/27 December 2012/on due date	27-Sep-15	27 Sept 2015 (bullet payment on due date)	1,623
		С	673	8.75%/27 December 2012/on due date	27-Sep-17	27 Sept 2017 (bullet payment on due date)	
		А	439	6.85%/11 March 2014/on due date	11-Mar-14	11 Mar 2014 (bullet payment on due date)	
Adira Dinamika Multi Finance Sustainable Bonds II Phase I 2013/Rp2	21 Feb 2013/ 4	В	157	7.30%/01 March 2015/on due date	1-Mar-15	01 Mar 2015 (bullet payment on due date)	1,992
Tn/and <sub>id</sub> AA+	March 2013	С	553	7.85%/01 March 2016/on due date	1-Mar-16	01 Mar 2016 (bullet payment on due date)	1,552
		D	851	8.90%/01 March 2018/on due date	1-Mar-18	01 Mar 2018 (bullet payment on due date)	
		А	66	Revenue sharing ratio 57.083%/(equivalent to 6.85% p.a)/11 March 2014/on due date	11-Mar-14	11 Mar 2014(bullet payment on due date)	
Adira Dinamika Multi Finance Sukuk Mudharabah Sustainable I Phase I 2013/Rp379 Bio/idAA+ <sub>(sy)</sub>	21 Feb 2013/ 4 March 2013	В	27	Revenue sharing ratio 60.833%/(equivalent to7.30% p.a)/01 March 2015/on due date	1-Mar-15	11 Mar 2015 (bullet payment on due date)	378
		С	286	Revenue sharing ratio 65.417%/(equivalent to 7.85% p.a)/11 March 2016/on due date	1-Mar-16	11 Mar 2016 (bullet payment on due date)	
		А	722	9.15%/03 Nov 2014/on due date	3-Nov-14	03 Nov 2014 (bullet payment on due date)	
Adira Dinamika Multi Finance Sustainable Bonds II Phase II 2013/ Rp2.1 Tn/and <sub>id</sub> AA+	21 Feb 2013/25 Oct 2013	В	880	10.50%/24 Oct 2016/on due date	24 Oct 16	24 Oct 2016 (bullet payment on due date)	2,086
		С	490	11.00%/24 Oct 2018/on due date	24 Oct 18	24 Oct 2018 (bullet payment on due date)	

PT Samuel Sekuritas Indonesia

PT Bank Danamon Indonesia,	Tbk.	
PEFINDO	Outlook	Stable
August 2013	LT General Obligation	idAA+
Standard & Poor's	Outlook	Stable
December 2013	LT Foreign Issuer Credit	ВВ
	ST Foreign Issuer Credit	В
	LT Local Issuer Credit	BB
	ST Local Issuer Credit	В
	Outlook	Stable
Fitch's August 2013	LT Issuer Default Rating	BB+
August 2013	ST Issuer Default Rating	В
	Individual Rating	WB
	Support Rating	3
	Viability	bb+
	National Long Term	AA+(idn)
	Outlook	Stable
Moody's April 2014	Long Term Rating	Baa3
April 2014	Foreign LT Bank Deposits	Baa3
	Local LT Bank Deposits	Baa3
	Bank Financial Strength	Aaa-c
	Foreign Currency ST Dept	P-3
	Local Currency ST Debt	P-3

# **Prime Lending Rate**

Prime Lending Rate in Rupiah PT Bank Danamon Indonesia, Tbk. 31 December 2013

	Prime Lending Rate in Rupiah Based on Business Segment				
	Corporate Loans Retail Loans Micro Loans Mortgage	Consump	tion Loans		
		Retail Loans	MICIO LOGIIS	Mortgage	Non Mortgage
Prime Lending Rate	11.00%	12.00%	20.51%	12.00%	12.49%

#### Description:

- a. Prime Lending Rate is used as basic calculation of credit interest the Bank will apply to the customers. Prime Lending Rate has not included calculation of estimated risk premium which amount depends on Bank assesment against the risk of each or group of debitors. Hence, the rate of lending interest applied to debitors is not necessarily same with Prime Lending Rate.
- b. Prime Lending Rate does not include credit secured with cash.
- c. Corporate Credit includes credit disbursement to corporate and commercial customers.
  d. Prime Lending Rate for micro credit is Prime Lending Rate for credit secured with collateral binded accordingly to law and regulation.
- Prime Lending Rate for consumption credit non mortgage particulary is a Prime Lending Rate for Otomotive Credit (two wheeler vehicle) which is provided to customers through a joint financing scheme and does not include fund provision through credit card and unsecured loan.
- If necessary, the Bank at anytime applies changes in information of Prime Lending Rate.
- Information of applicable Prime Lending Rate can be viewed in publication in every branches and/or the Bank's website (www.danamon.co.id)

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# **Significant Events**



#### 22 January 2013

#### **Sustainability Report Workshop**

Danamon management held a sustainability report workshop attended by employees to provide understanding and awareness regarding the importance of reporting the Bank's sustainability performance clearly, comprehensively, and transparently. The scope of the sustainability report covers various activities, policies, programs, and performance of the Bank's management in economic, social, and environmental aspects of its operations. Danamon's Sustainability Report, which is certified with Global Reporting Initiative 3.1 standard, was published for the first time in 2012.



#### **18 February 2013**

#### **Full Year 2012 Result Announcement**

Danamon's announced a consolidated net profit after tax of Rp 4.01 trillion in 2012, a 22% growth compared to 2011 net profit after tax, which was Rp 3.29 trillion. This growth is supported by strong lending growth in the mass market, small and medium enterprises and commercial segments. Current and savings accounts (CASA) booked an 18% growth and cost of funds declined to 4.7% at the end of 2012. Additionally, cost-to-income ratio decreased to 50.8% from 51.8% in 2011.



#### 22 February 2013

#### **Chinese New Year Celebration**

Danamon celebrated Chinese New Year by inviting customers to an annual gala dinner. The dinner brought the Bank's management closer to customers, fostering tighter relations.





#### 7 March 2013



#### **Danamon Signed Loan Agreement with Wells Fargo**

Danamon signed a loan agreement valued at USD 50 million with Wells Fargo. The loan, which is disbursed through Wells Fargo, has a three year term with an option to extend another two years and will be used to fund lending to Danamon's micro, small, and medium enterprises (MSME) customers.



#### 18 April 2013



#### **Danamon Announced First Quarter 2013 Results**

Danamon announced a consolidated net profit after tax (NPAT) of Rp1 trillion in the first quarter of 2013, an increase of 12% from Rp900 billion in the same period a year ago. At the end of the first quarter 2013, Danamon's total loans reached Rp117 trillion, an increase of 11% compared to the Rp106 trillion posted in the first quarter of 2012. This strong loan growth was driven by growth in mass market lending, which booked an 8% year-on-year growth in the first quarter of 2013, amounting to Rp66 trillion.



#### 6 May 2013



#### Launch of Primajaga 100

Danamon and Manulife Indonesia launched an initiative to broaden access towards life insurance by providing affordable insurance solutions through Danamon's micro finance unit, Danamon Simpan Pinjam by making Primajaga100 available through its network. Primajaga100 is a term life insurance product that requires a monthly premium, starting from Rp10,000 and progressing up to Rp1,000,000.

#### 10 May 2013

#### **Annual General Meeting of Shareholders**

Danamon's held its Annual General Meeting of Shareholders (AGMS) today, which, among others, approved dividend payment for the 2012 financial year of Rp1,203,561,900,000 or approximately Rp125.58 per share, or around 30% of the Bank's consolidated net profit after tax (NPAT) for 2012. Meanwhile, 1% of the profit or Rp40,118,730,000 will be set aside as a general reserve in accordance to Indonesian Limited Company Law. The remaining profit will be recorded as retained earnings adding to the Bank's capital.



#### 12 May 2013

#### **Launch MU Card Legend**

Danamon launched the Manchester United Debit/ATM Card -Legend Edition, concurrently in three cities, which are South Tangerang, Medan, and Makassar. The launch of the special edition card is in celebration of Manchester United's success in winning its 20th English Premier League title in April 2013. The card featured images of three popular legendary players, which are Peter Schmeichel, David Beckham, and Eric Cantona. The card is produced in limited amount, making it a collectible item for MU fans.



#### 27 May 2013

#### **Business Card Launch**

Danamon launched the Business Card, which is a credit card that is specially designed for entrepreneurs, to support their business development and activities. The Business Card credit card provides ease of access towards readily available funds of up to Rp500 million, which can be used whenever there is a pressing need. In addition, the Business Card also features cash advance in branches for up to 60% of the Business Card's limit, lengthy payment period, which is up to 51 days, and many more features. These varied features can be enjoyed by premium customers of Danamon's FlexiMax savings products who are also entrepreneurs.





#### 26 June 2013

## Launch of ISBP 2013 and Seminar

Danamon, as one of the most active banks in the trade finance business in Indonesia, supports the launch of the latest version of the International Standard Banking Practice (ISBP) by the International Chamber of Commerce, which strives to encourage trade and investment between countries. The newest version is now available in Bahasa Indonesia, allowing a better guidance and understanding for Indonesian exporters and importers in international trade, especially in using letters of credit.



#### 4 July 2013

#### **Regional Icon Preservation**

Danamon Peduli, in cooperation with the Jakarta Provincial Government, North Jakarta Municipal Administration, held an event to inaugurate the Marunda Community Empowerment Society and Community Service Facility in 'Rumah si Pitung', Kampung Marunda, North Jakarta. This is a form of public-private partnership between Danamon and the local government, with a total budget from sides amounting to Rp1.17 billion.



#### 16 July 2013

#### Danamon Celebrates 57th Anniversary and Held Fast **Breaking**

Danamon celebrated its 57th anniversary, and in light of this achievement, announces a number of initiatives, including launching the Danamon Social Entrepreneur Awards 2013, an award for Indonesia's social empowerment heroes. Danamon also announces the winner of its photography competition and launches Bisa Award 2013. At the same occasion, Danamon Syariah announces its partnership with Rumah Zakat to provide customers with a convenient facility to conduct their charitable donations, such as zakat, infaq, and shadaqah. Danamon Syariah also donates funds from its Qordhul Hasan fund to Rumah Zakat. The celebration is held during a fast breaking event with customers, business partners, regulators, members of the press, and Danamon employees.

**Significant Events** 

#### 18 July 2013

#### **Danamon Announced Second Quarter 2013 Results**

Danamon announced a 12% loan growth Rp124 trillion in the first semester of 2013 compared to Rp110 trillion in the same period a year ago. Danamon's consolidated net profit after tax (NPAT) reached Rp1.985 trillion in the first semester of 2013, as net interest income rose 6% to Rp6.7 trillion in the first half of 2013 compared to a year ago, while fee income grew by 9% to Rp2.4 trillion. Non-automotive loans, including micro, small and medium enterprises loans as well as loans to the commercial and corporate sector grew by 18%.



#### 27 August 2013

#### Launch of Danamon SMS Banking

Danamon launched its SMS Banking service in Jakarta and Medan by inviting journalists to experience the innovative features offered by the service. Through a number of innovative features, transactions through mobile phones have become more secured and faster, enabling universal banking access, which supports the financial inclusion movement.



#### 18 September 2013

#### **Danamon Privilege Investment Talkshow**

As a form of Danamon's appreciation to its privilege customers and to provide insights into 2013's global and local economic condition as well as 2014 outlook, including investment strategies, Danamon Wealth Management Services held a customer gathering and Danamon Privilege Talkshow. The event used "Moving Ahead Amidst Uncertainty" on 18 September 2013 in Mandarin Hotel, Jakarta. The talkshow featured economic and investment expert from the Indonesian Stock Exchange and Batavia Prosperindo Asset Management as well as Danamon Chief Economist.





#### 1 October 2013



#### Danamon Builds New Headquarter with Green Building Concept

Danamon appointed Total Bangun Persada as the main contractor in the construction of Menara Danamon, which will be Danamon's new headquarter and located in the strategic Kuningan area. With this new building as headquarter, Danamon's operational activities will be integrated in one place, allowing for better synergies among Danamon's work units, which will in turn benefit our customers and other stakeholders. Menara Danamon will use the 'green building' concept through the implementation of environmentally-friendly and energy-efficient features.



#### 8-9 October 2013



#### Media Workshop

Danamon held a media workshop with "Understanding the Benefits of Syariah-Based Financial Products as a Means to Stimulate the National Economy and as a Profitable Choice" as a theme to support the Syariah Economy Movement (GRES!), which was launched by the Syariah Economy Communication Center (PKES). The workshop covers various Syariah based products and services, including cash management, trade finance, Syariah insurance, Syariah banking products, and Syariah gold pawning. Through this workshop, journalists will have better and more comprehensive understanding of Syariah based financial products.



#### 17 October 2013



#### **Third Quarter 2013 Results**

Danamon announced a consolidated net profit after tax (NPAT) of Rp3 trillion for the first nine months of 2013 and recorded a 14% loan growth to Rp129 trillion in the third quarter of 2013. The positive loan growth was driven by a 14% growth in the micro, small and medium enterprises segments.



#### 28 October 2013



#### **Danamon Social Entrepreneur Award**

Danamon held the Danamon Social Entrepreneur Awards 2013 awarding night, which is a form of Danamon's appreciation to Indonesia's empowerment heroes, who, in addition to operating successful businesses, also provide positive impacts towards their surrounding communities through social activities. The achievements of these social entrepreneurs would inspire the public and in line with Danamon's vision, which is to care and enable millions to prosper.



#### 31 October 2013



Danamon and Manulife Indonesia launched a partnership that provides insurance solutions to small and medium enterprises (SME). These insurance solutions are part of the Solusi Usahaku program which is an integrated solutions program specifically designed by Danamon to support the growth of SMEs in Indonesia. Through the Solusi Usahaku program, SME owners gain access to savings, loan, banking services, and insurance products all in one place.



#### **13 November 2013**

#### **Economic Outlook 2014**

Danamon held the 2014 Economic Outlook Dinner, which was participated by customers and provided insights into 2014 economic outlook. The dinner served to give information on economic indicators and their development, enabling customers to make informed decisions on their business endeavors.



#### November 2013

#### **Customers Watch Football Match in Old Trafford**

Danamon provided a chance for 48 Manchester United Debit/ATM and Credit Card holders to watch a Manchester United match live in Old Trafford, twice annually. Through the Red Match program, Danamon is committed to bring fans closer to their favorite club and provide a money can't buy experience for the customers.



#### 2 December 2013

#### **Danamon Forms Partnership with Blue Bird**

Danamon and Silver Bird formed a partnership to provide convenience for customers to pay for taxi fares by using debit and credit card through electronic data capture (EDC) machines in 1,000 Silver Bird executive taxi fleet. Silver Bird executive taxies exclusively use Danamon's EDC for all credit card payments as well as payment through its call center.

