# Managing Challenges, Transforming for Sustainability

Attributable to Danamon's extensive network; complete range of products and services which synergize with Adira Finance, Adira Insurance and Adira Kredit; its prudent and efficient approach in managing the business; and its international standard corporate governance practices, Danamon closed 2014 in a strong position.

Aware of the challenges ahead, Danamon has taken an important step to transform its business model to enhance productivity and continue striving for a stronger and sustainable performance. Danamon is confident that its initiatives and approach will only strengthen the Bank's readiness to grow at the appropriate time:

This Annual Report is available in Bahasa Indonesia and English. In case of any discrepancies, the Indonesian version shall prevail.

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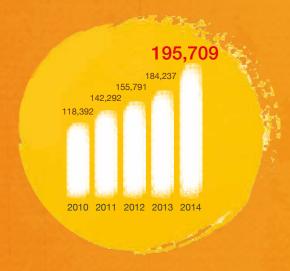
# **2014 Performance Highlights**

92.6 %

LDR was lowered significantly from 95.1% to 92.6% at the end of 2014.



**Assets** Rpbillion

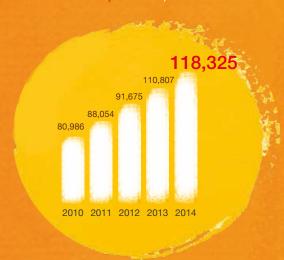


Rp 58.3 trillion

CASA growth of 10% to Rp58.3 trillion.



**Customer Deposits Rpbillion** 



CASA to Total Customer Deposits was 49% at end of 2014.

CoC and NPL have been manageable at 2.8% and 2.3%. NIM was 8.4% from 9.6% a year earlier.

# Rp 139 trillion

Total outstanding loans grew moderately at 3%.



# Rp 69 trillion

Non-mass market loans grew at 5.2%.



# Rp 1 1 trillion

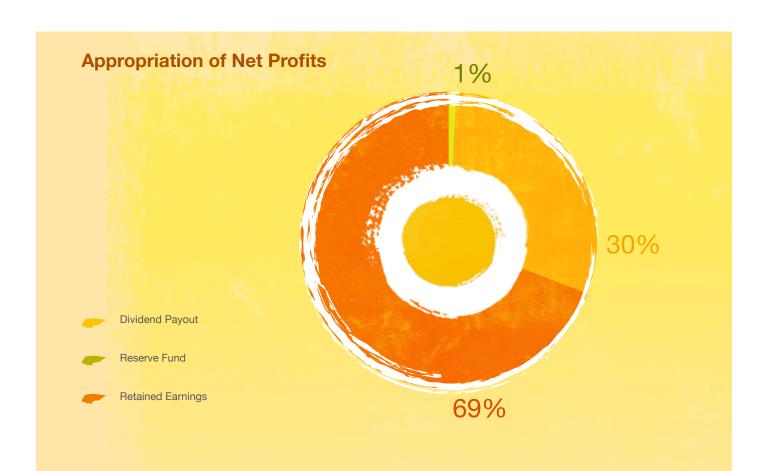
Trade finance grew annually at 11% (cash loans).



Rp 2.6 trillion

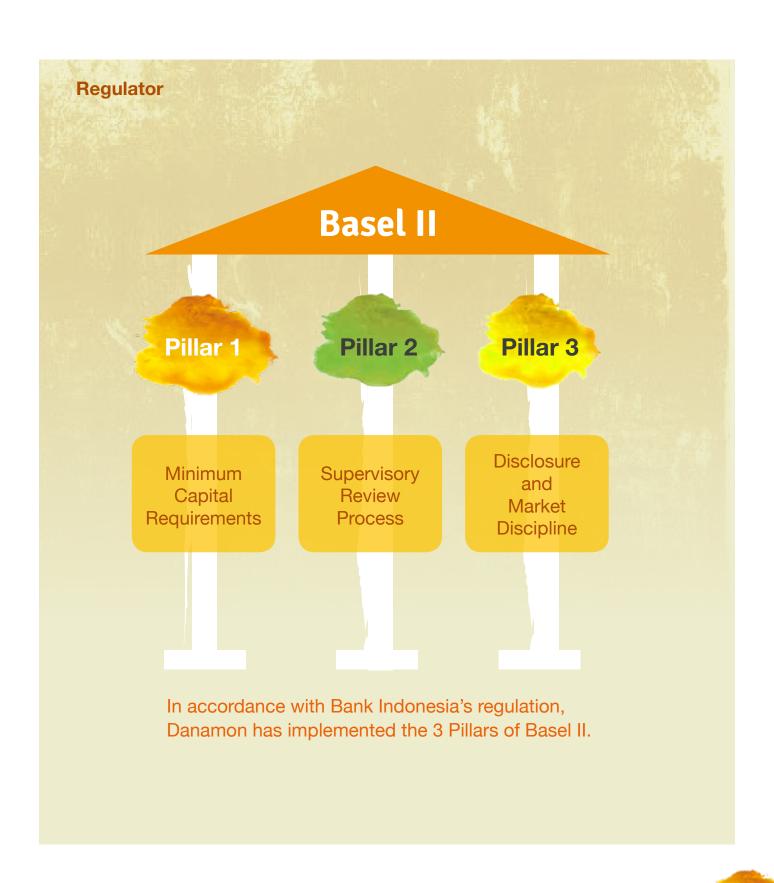
Net profit after tax.

# **2014 Performance Highlights**



Danamon maintains a 30% Payout Ratio.

Danamon's 2014 Annual General Meeting of Shareholders approved 30% allocation of Net Profit for a dividend amounting to Rp1,212 billion or equivalent to Rp126.50 per share.







**Danamon implements careful** and selective initiatives throughout its operations in order to strengthen the Bank's balance sheet and improve its credit quality, while also providing sustainable growth for all stakeholders.



# **Financial Highlights**

| (In Billions of Rupiah except Share Data)                                       | 2014          | 2013          | 2012          | 2011          | 2010          |
|---|---------------|---------------|---------------|---------------|---------------|
| CONSOLIDATED BALANCE<br>SHEET   |               |               |               |               |               |
| Assets  | 195,709       | 184,237       | 155,791       | 142,292       | 118,392       |
| Earning Assets-gross a)   | 187,409       | 176,007       | 147,743       | 135,755       | 111,260       |
| Loans-gross b)  | 139,057       | 135,383       | 116,583       | 101,859       | 82,658        |
| Non Performing Loan   | 3,235         | 2,535         | 2,659         | 2,479         | 2,484         |
| Marketable Securities-Gross   | 8,910         | 7,748         | 7,328         | 4,822         | 5,326         |
| Government Bonds  | 6,605         | 5,598         | 4,063         | 3,947         | 6,138         |
| Deposits  | 118,325       | 110,807       | 91,675        | 88,054        | 80,986        |
| Total Funding c)  | 136,728       | 126,557       | 101,698       | 97,658        | 88,190        |
| Total Liabilities   | 162,691       | 152,684       | 127,058       | 116,583       | 99,863        |
| Equity and Minority Interest  | 33,018        | 31,553        | 28,733        | 25,709        | 18,529        |
| Investments-Net   | 158           | 12            | 12            | 12            | 12            |
| Number of Shares Issues and Fully Paid (in Unit)                                | 9,584,643,365 | 9,584,643,365 | 9,584,643,365 | 9,584,643,365 | 8,417,125,466 |
| CONSOLIDATED INCOME STATI   | EMENTS        |               |               |               |               |
| Interest Income   | 22,991        | 20,131        | 18,858        | 16,882        | 14,418        |
| Interest Expense  | 9,312         | 6,600         | 5,936         | 6,033         | 4,510         |
| Net Interest and Underwriting Income  | 14,107        | 14,018        | 13,386        | 11,241        | 10,281        |
| Other Operating Income  | 4,336         | 5,156         | 4,649         | 4,213         | 3,583         |
| General and Administrative Expenses   | 3,652         | 3,689         | 3,388         | 3,080         | 2,545         |
| Salaries and Employees<br>Benefits  | 5,811         | 5,713         | 5,163         | 4,413         | 3,839         |
| Allowance for Impairment Losses   | 3,986         | 3,348         | 3,151         | 2,183         | 2,134         |
| Net Operating Income  | 4,063         | 5,605         | 5,571         | 5,174         | 4,630         |
| Non-Operating Expenses-Net  | 510           | 75            | 84            | 623           | 628           |
| Income Before Tax and<br>Minority Interest                                      | 3,553         | 5,530         | 5,487         | 4,551         | 4,002         |
| Income Tax Expense  | 870           | 1,371         | 1,370         | 1,149         | 1,018         |
| Net Income  | 2,683         | 4,159         | 4,117         | 3,402         | 2,984         |
| Net Income-attributable to parent entity  | 2,604         | 4,041         | 4,012         | 3,294         | 2,883         |
| Other Comprehensive Income/(Expense)  | 135           | (83)          | (35)          | (76)          | 400           |
| Total Comprehensive Income  | 2,818         | 4,077         | 4,082         | 3,326         | 3,384         |
| Basic Earnings Per Share  | 271.69        | 421.68        | 418.57        | 373.99        | 342.92        |
| Comprehensive income-<br>attributable to equity holders of<br>the parent entity | 2,741         | 3,961         | 3,978         | 3,260         | 3,285         |
| Comprehensive income-<br>attributable to non-controlling<br>interest            | 78            | 115           | 103           | 113           | 99            |

| (In Billions of Rupiah except Share Data)   | 2014  | 2013  | 2012  | 2011  | 2010  |
|---|-------|-------|-------|-------|-------|
| KEY FINANCIAL RATIOS (%)  |       |       |       |       |       |
| I. Capital  |       |       |       |       |       |
| Capital Adequacy Ratio     (CAR) Consolidated d)  | 17.9  | 17.9  | 18.9  | 17.6  | 16.0  |
| CAR Tier I  | 17.7  | 17.3  | 18.4  | 17.0  | 15.1  |
| CAR Tier II   | 0.2   | 0.6   | 0.5   | 0.6   | 0.99  |
| 2. Assets to Equity   | 6.6   | 6.6   | 6.3   | 6.4   | 7.6   |
|   |       |       |       |       |       |
| Il Earning Assets   |       |       |       |       |       |
| Non Performing Earning     Assets and Non Productive     Assets to Total Earnings     and Non Productive Assets | 1.5   | 1.3   | 1.6   | 2.1   | 2.6   |
| Non Performing Earning     Assets to Total Productive     Assets  | 1.9   | 1.6   | 2.0   | 2.1   | 2.6   |
| Non Performing Loans     (NPL) to Total Loans-     Gross  | 2.3   | 1.9   | 2.4   | 2.5   | 3.0   |
| Non Performing Loan     (NPL) to Total Loans-Net  | 1.3   | 1.1   | 0.2   | 0.0   | 0.0   |
| 5. Allowance for Impairment<br>Losses for Financial Assets<br>to Productive Assets e)                           | 2.3   | 2.3   | 2.2   | 2.3   | 2.9   |
| 6. Loan Loss Coverage   | 122.6 | 128.3 | 112.5 | 107.2 | 109.0 |
| III. Danashilia   |       |       |       |       |       |
| III. Rentability  |       |       |       |       |       |
| Return on Average Assets     (ROAA)   | 1.4   | 2.5   | 2.7   | 2.6   | 2.7   |
| <ol><li>Return on Average Equity (ROAE)</li></ol>   | 8.6   | 14.5  | 16.2  | 17.2  | 18.1  |
| 3. Debt to Assets   | 0.83  | 0.83  | 0.82  | 0.82  | 0.84  |
| 4. Debt to Equity   | 4.93  | 4.84  | 4.42  | 4.53  | 5.39  |
| 5. Net Interest Margin (NIM)  | 8.4   | 9.6   | 10.1  | 9.9   | 11.3  |
| 6. Cost to Income   | 55.7  | 52.6  | 50.8  | 51.8  | 50.1  |
| 7. Fee Income   | 22.4  | 26.7  | 25.7  | 27.7  | 23.9  |
| Operating Expense to     Operating Income   | 76.61 | 82.86 | 75.0  | 79.3  | 81.1  |
| 9. Cost of Funds  | 6.4   | 5,2   | 5,1   | 5,9   | 5,5   |

| (In Billions of Rupiah except Share Data)               | 2014               | 2013   | 2012   | 2011   | 2010   |
|---|--------------------|--------|--------|--------|--------|
| IV. Liquidity   |                    |        |        |        |        |
| Loan to Deposit Ratio     (LDR) f)                      | 92.6               | 95.1   | 100.7  | 98.3   | 93.8   |
| 2. CASA Ratio   | 49.2               | 48     | 47     | 41     | 40     |
| V. Compliance   |                    |        |        |        |        |
| 1. a. Percentage of Violation of Le                     | egal Lending Limit |        |        |        |        |
| a.1. Related Parties                                    | 0.0                | 0.0    | 0.0    | 0.0    | 0.0    |
| a.2. Third Parties                                      | 0.0                | 0.0    | 0.0    | 0.0    | 0.0    |
| b. Percentage of Excess of Leg                          | gal Lending Limit  |        |        |        |        |
| b.1. Related Parties                                    | 0.0                | 0.0    | 0.0    | 0.0    | 0.0    |
| b.2. Third Parties                                      | 0.0                | 0.0    | 0.0    | 0.0    | 0.0    |
| Minimum Reserve     Requirement in Rupiah g)            | 19.7               | 18.2   | 17.6   | 14.6   | 17.8   |
| Primary   | 8.1                | 8.1    | 8.1    | 8.3    | 8.3    |
| Secondary   | 11.64              | 10.1   | 9.4    | 6.3    | 9.6    |
| Minimum Reserve     Requirement in Foreign     Exchange | 8.1                | 8.5    | 8.3    | 8.2    | 1.1    |
| 4. Net Open Position                                    | 1.1                | 0.6    | 0.5    | 0.5    | 0.6    |
| VI. Others  |                    |        |        |        |        |
| 1. Total Employees h)                                   | 60,618             | 67,727 | 65,338 | 62,266 | 53,402 |
| 2. Total Branches h)                                    | 2,156              | 2,464  | 2,603  | 2,425  | 2,128  |
| 3. Total ATMs   | 1,473              | 1,483  | 1,467  | 1,258  | 1,083  |

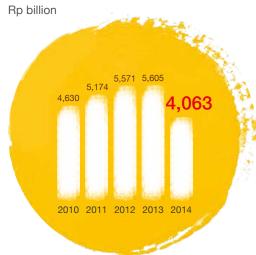
The figures are derived from consolidated financial statements 2014, 2013 and 2012 audited by Public Accounting Firm Purwantono, Suherman & Surja (a member firm of Ernst & Young Limited) and 2011 and 2010 audited by Public Accounting Firm Siddharta & Widjaja (a member firm of KPMG International).

#### Notes

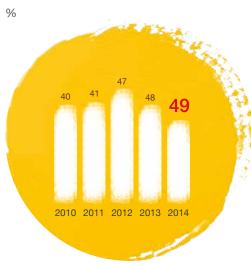
- a) Including loans, receivables from consumer financing of Adira Finance and Adira Kredit, lease receivables from Adira Finance, current account with BI and other banks, placements with BI and other banks, marketable securities, derivative receivables.
- b) Including receivables from consumer financing of Adira Finance and Adira Kredit
- c) Including customer time deposits, time deposits 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 started in 2010 following the implementation of PSAK 50 and 55 (R2006)
- f) Excluding time deposits from other banks.
- g) Based on BI regulation No. 15/15/PBI/2008 dated 24 December 2013 regarding "Minimum Statutory Reserve" (GWM) with Bank Indonesia in Rupiah and foreign currencies for conventional banks, effective 31 December 2014, primary GWM in Rupiah is set at 8% of third party funds in Rupiah and secondary GWM at 4% of third party funds in Rupiah. GWM in foreign currencies is st at 8% of third party funds in foreign currencies.
- h) Including Adira Finance, Adira Kredit and Adira Insurance.

<sup>\*)</sup> 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).

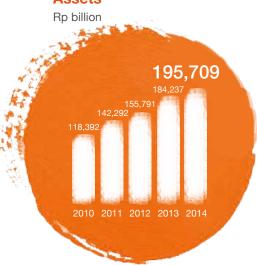




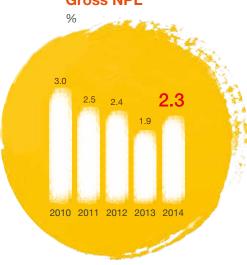
# **CASA Ratio to TPF**



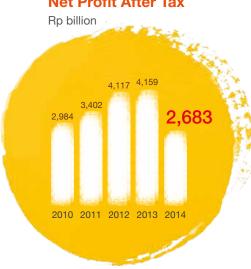
# **Assets**



# **Gross NPL**



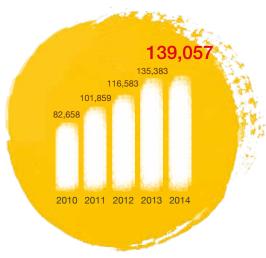
# **Net Profit After Tax**





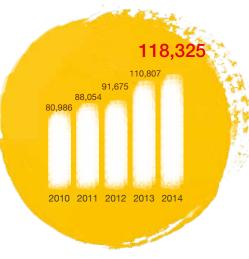
Rp billion





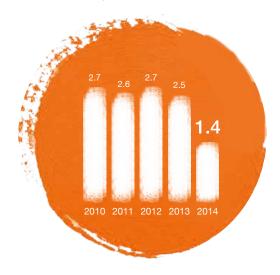


%



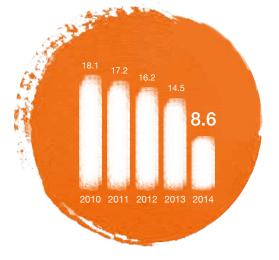
# **ROAE**

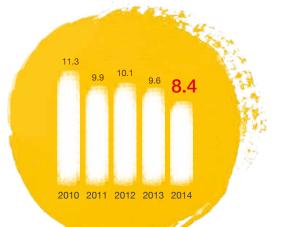
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NIM

%





# SOURCES AND UTILIZATION OF ZIS FUNDS

(In million Rupiah)

| NO. DESCRIPTION                                    | 2014  | 2013       | 2012 | 2011 | 2010 |
|--|-------|------------|------|------|------|
| 1. Source of ZIS Funds                             |       |            |      |      |      |
| a. Zakat from bank                                 | -     | -          | -    | -    | -    |
| b. Zakat from parties other bank                   | 1,845 | 222        | 194  | 282  | 278  |
| c. Infaq and Shadaqah                              | 132   | 259        | 400  | 157  | 142  |
| Total ZIS Funds                                    | 1,977 | 481        | 594  | 439  | 420  |
| 2. Utilization of ZIS Funds                        |       |            |      |      |      |
| 2.1. Distributed through other party/institution   |       |            |      |      |      |
| a. Dompet Dhuafa Republika                         | 211   | 316        | 184  | 285  | 255  |
| b. Baitul Maal Hidayatullah                        | 0     |            | -    | -    | 46   |
| c. Baitul Maal Muamalat                            | -     | -          | -    | -    | -    |
| d. Bamuis BNI                                      | -     | -          | -    | -    | -    |
| e. Dompet Peduli Ummat Daarut Tauhid               | -     | -          | -    | -    | -    |
| f. LAZIS Dewan Da'wah Islamiyah<br>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  | 503   | 3          | 2    | 215  | 9    |
| 2.2. Directly Distributed                          | -     | -          | -    | -    | -    |
| Total Utilization of ZIS Funds                     | 714   | 319        | 186  | 500  | 310  |
| 3. Increase (Decrease) on Utilization of ZIS Funds | 1,263 | 162        | 408  | (61) | 110  |
| 4. ZIS funds at the beginning of the year          | 750   | 588        | 180  | 241  | 131  |
| 5. ZIS funds at the end of the year                | 2,013 | <b>750</b> | 588  | 180  | 241  |

# SOURCES AND UTILIZATION OF QARDH FUNDS (In million Rupiah)

| (in million kupian)                         |       |       |      |      |       |
|---|-------|-------|------|------|-------|
| NO. DESCRIPTION                             | 2014  | 2013  | 2012 | 2011 | 2010  |
| 1.Source of Qardh Funds                     |       |       |      |      |       |
| a. Infaq dan Shadaqah                       | -     | -     | -    | -    | -     |
| b. Penalties                                | 1,284 | 1,119 | 370  | 373  | 294   |
| c. Donation/Grants                          | -     | -     | -    | -    | -     |
| d. Non-halal/Income                         | -     | -     | -    | -    |       |
| e. Others                                   | -     | -     | 200  | -    |       |
| Total Qardh Funds                           | 1,284 | 1,119 | 570  | 373  | 294   |
| 2. Utilization of Qardh Funds               |       |       |      |      |       |
| a. Financing                                | -     | -     | -    | -    | -     |
| b. Donation                                 | 1,232 | 621   | 221  | 414  | 433   |
| c. Others                                   | -     | -     | -    | -    | -     |
| Utilization of Qardh Funds                  | 1,232 | 621   | 221  | 414  | 433   |
| 3. Increase on Utilization of Qardh Funds   | 52    | 498   | 349  | (41) | (140) |
| 4. Qardh funds at the beginning of the year | 1,125 | 627   | 278  | 319  | 459   |
| 5. Qardh funds at the end of the year       | 1,177 | 1,125 | 627  | 278  | 319   |

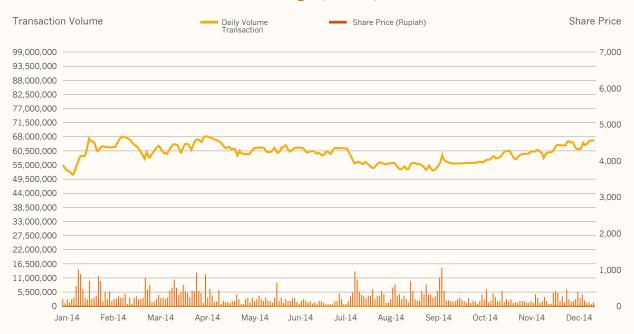
TABLE OF MARGIN DISTRIBUTION FOR THE MONTH OF DECEMBER 2014 (In million Rupiah)

| In mill | ion Rupiah)        |           |                            |               |                                       |   |                 |                            |               |                                       |   |
|---------|--------------------|-----------|----------------------------|---------------|---------------------------------------|---|-----------------|----------------------------|---------------|---------------------------------------|---|
|         |                    |           |                            | 2014          |                                       |   |                 | 2                          | 013           |                                       |   |
|         |                    |           |                            | De            | positor's po                          | rtion                                   |                 |                            | Dej           | oositor's p                           | ortion                                  |
| No.     | Type of funding    |           | Revenues to be distributed | Nisbah<br>(%) | Total<br>bonus<br>& profit<br>sharing | Rate of<br>return<br>Indications<br>(%) | Average balance | Revenues to be distributed | Nisbah<br>(%) | Total<br>bonus<br>& profit<br>sharing | Rate of<br>return<br>Indications<br>(%) |
|         |                    | Α         | В                          | C             | D                                     | E                                       | Α               | В                          | C             | D                                     | Е                                       |
| 1.      | iB deposit current | accounts  |                            |               |                                       |   |                 |                            |               |                                       |   |
|         | a.Bank             | 3,769     | 32                         | -             | -                                     | -                                       | 2,848           | 24                         | 0.00          | -                                     | -                                       |
|         | b.Non bank         | 297,121   | 2,530                      | -             | -                                     | -                                       | 224,545         | 1,912                      | 0.00          | -                                     | -                                       |
| 2.      | iB deposit savings |           |                            |               |                                       |   |                 |                            |               |                                       |   |
|         | a.Bank             | -         | -                          | -             | -                                     | -                                       | -               | -                          | 0.00          | -                                     | -                                       |
|         | b.Non bank         | 3,043     | 26                         | -             | -                                     | -                                       | 7,315           | 62                         | 0.00          | -                                     | -                                       |
| 3.      | iB savings         |           |                            |               |                                       |   |                 |                            |               |                                       |   |
|         | a.Bank             | 41,358    |                            | 13.00         | 46                                    | 1.30                                    | 23,950          | 204                        | 13.00         | 27                                    |   |
|         | b.Non bank         | 441,273   | 3,758                      | 13.00         | 489                                   | 1.30                                    | 376,448         | 3,206                      | 13.00         | 417                                   | 1.30                                    |
| 4.      | iB deposits        |           |                            |               |                                       |   |                 |                            |               |                                       |   |
|         | a.Bank             |           |                            |               |                                       |   |                 |                            |               |                                       |   |
|         | -1 month           | 203,542   | 1,733                      | 46.00         | 797                                   | 4.61                                    | 1,653           | 14                         | 46.00         | 6                                     |   |
|         | -3 months          | 67,742    | 577                        | 46.00         | 265                                   | 4.61                                    | 0               | 0                          | 46.00         | 0                                     |   |
|         | -6 months          | 84        | 1                          | 46.00         | 0                                     | 4.61                                    | 0               | 0                          | 46.00         | 0                                     |   |
|         | -12 months         | 4,245     | 36                         | 46.00         | 17                                    | 4.61                                    | 3,080           | 26                         | 46.00         | 12                                    | 4.61                                    |
|         | b.Non bank         |           | 0.500                      |               | 4 400                                 |   |                 | = = 4.0                    | 45.00         |                                       |   |
|         | -1 month           | 1,130,724 | •                          | 46.00         | 4,430                                 | 4.61                                    | 670,762         | 5,712                      | 46.00         | 2,627                                 |   |
|         | -3 months          | 67,810    |                            | 46.00         | 266                                   | 4.61                                    | 10,919          | 93                         | 46.00         | 43                                    |   |
|         | -6 months          | 52,121    | 444                        | 46.00         | 204                                   | 4.61                                    | 7,149           | 61                         | 46.00         | 28                                    |   |
|         | -12 months         | 10,717    | 91                         | 46.00         | 42                                    | 4.61                                    | 11,727          | 100                        | 46.00         | 46                                    |   |
|         | TOTAL              | 2,323,549 | 19,788                     |               | 6,556                                 |   | 1,340,396       | 11,414                     |               | 3,206                                 |   |

|                    | 2                          | 012           |                                       |   |           |                                  | 2011          |                                       |   |         |                            | 2010          |                                       |   |
|--------------------|----------------------------|---------------|---------------------------------------|---|-----------|----------------------------------|---------------|---------------------------------------|---|---------|----------------------------|---------------|---------------------------------------|---|
|                    |                            | Dep           | ositor's po                           | ortion                                  |           |                                  | Dej           | oositor's p                           | ortion                                  |         |                            | De            | positor's p                           | ortion                                  |
| Average<br>balance | Revenues to be distributed | Nisbah<br>(%) | Total<br>bonus<br>& profit<br>sharing | Rate of<br>return<br>Indications<br>(%) | halance   | Revenues to<br>be<br>distributed | Nisbah<br>(%) | Total<br>bonus<br>& profit<br>sharing | Rate of<br>return<br>Indications<br>(%) |         | Revenues to be distributed | Nisbah<br>(%) | Total<br>bonus<br>& profit<br>sharing | Rate of<br>return<br>Indications<br>(%) |
| Α                  | В                          | C             | D                                     | E                                       | Α         | В                                | C             | D                                     | E                                       | Α       | В                          | C             | D                                     | Е                                       |
|                    |                            |               |                                       |   |           |                                  |               |                                       |   |         |                            |               |                                       |   |
| 3,056              |                            |               | -                                     |   | - 3,013   | 33                               | -             | -                                     | -                                       | 1,,,,,  | 39                         | -             | -                                     | -                                       |
| 199,975            | 1,702                      | 0.00          | -                                     |   | - 223,689 | 2,421                            | -             |                                       | -                                       | 344,771 | 2.832                      | -             | -                                     | -                                       |
|                    |                            |               |                                       |   |           |                                  |               |                                       |   |         |                            |               |                                       |   |
| 7 200              | -                          | 0.00          | -                                     |   |           | -                                | -             | -                                     | -                                       | 2.007   | -                          | -             | -                                     | -                                       |
| 7,208              | 61                         | 0.00          | -                                     |   | - 2,743   | 30                               | -             |                                       | -                                       | 2,087   | 17                         | -             | -                                     | -                                       |
| 8,721              | 74                         | 13.00         | 10                                    | 1.30                                    | 4,004     | 43                               | 13.00         | 6                                     | 1.66                                    | 2,330   | 19                         | 20.00         | 4                                     | 1.97                                    |
| 329,453            | 2,804                      |               | 364                                   |   | 144,794   | 1,567                            | 13.00         | 204                                   |   | 116,436 | 956                        | 20.00         | 191                                   | 1.97                                    |
| 323,433            | 2,004                      | 13.00         | 504                                   | 1.50                                    | 144,734   | 1,507                            | 13.00         | 204                                   | 1.00                                    | 110,450 | 930                        | 20.00         | 191                                   | 1.97                                    |
|                    |                            |               |                                       |   |           |                                  |               |                                       |   |         |                            |               |                                       |   |
| 22,852             | 194                        | 50.00         | 97                                    | 5.01                                    | 25,161    | 272                              | 50.00         | 136                                   | 6.37                                    | 7,672   | 63                         | 56.00         | 35                                    | 5.52                                    |
| 0                  | 0                          | 50.00         | 0                                     | 0.00                                    | ) 0       | 0                                | 50.00         | C                                     | 0.00                                    | 0       | 0                          | 56.00         | 0                                     | 0.00                                    |
| 100                | 1                          | 50.00         | 0                                     | 5.01                                    | 0         | 0                                | 50.00         | C                                     | 0.00                                    | 400     | 3                          | 56.00         | 2                                     | 5.52                                    |
| 3,080              | 26                         | 50.00         | 13                                    | 5.01                                    | 3,080     | 33                               | 50.00         | 17                                    | 6.37                                    | 2,990   | 25                         | 56.00         | 14                                    | 5.52                                    |
|                    |                            |               |                                       |   |           |                                  |               |                                       |   |         |                            |               |                                       |   |
| 510,180            | 4,342                      | 50.00         | 2,171                                 | 5.01                                    | 180,673   | 1,955                            | 50.00         | 978                                   | 6.37                                    | 244,028 | 2,005                      | 56.00         | 1,123                                 | 5.52                                    |
| 18,690             | 159                        | 50.00         | 80                                    | 5.01                                    | 63,534    | 688                              | 50.00         | 344                                   | 6.37                                    | 9,668   | 79                         | 56.00         | 44                                    | 5.52                                    |
| 3,107              |                            | 50.00         | 13                                    |   | 2,611     | 28                               |               | 14                                    | 6.37                                    | 2,898   | 24                         | 56.00         | 13                                    | 5.52                                    |
| 8,760              |                            | 50.00         | 37                                    |   | ,         | 119                              | 50.00         | 60                                    |   | .,      | 89                         | 56.00         | 50                                    | 5.52                                    |
| 1,115,182          | 9,490                      |               | 2,785                                 |   | 664,325   | 7,189                            |               | 1,759                                 |   | 748,897 | 6,151                      |               | 1,476                                 |   |

# **Share and Bond Highlights**

# Danamon on the Indonesia Stock Exchange (BDMN) 2014



# **Volume and Share Price**

| Share             |         |        | 2014    | 2014    |                               |         |        |         | 2013    |                               |  |  |
|-------------------|---------|--------|---------|---------|-------------------------------|---------|--------|---------|---------|-------------------------------|--|--|
| Price<br>(Rp)     | Highest | Lowest | Closing | Average | Market Cap<br>(in million Rp) | Highest | Lowest | Closing | Average | Market Cap<br>(in million Rp) |  |  |
| First<br>Quarter  | 4,625   | 3,600  | 4,350   | 4,244   | 41,693,198.64                 | 4 6,550 | 5,550  | 6,450   | 6,029   | 61,820,949.70                 |  |  |
| Second<br>Quarter | 4,640   | 4,090  | 4,145   | 4,316   | 39,728,346.75                 | 6,550   | 5,500  | 5,850   | 6,010   | 56,070,163.69                 |  |  |
| Third<br>Quarter  | 4,330   | 3,700  | 3,905   | 3,939   | 37,428,032.34                 | 5,850   | 3,900  | 3,975   | 4,646   | 38,098,957.38                 |  |  |
| Fourth<br>Quarter | 4,525   | 3,895  | 4,525   | 4,172   | 43,370,511.23                 | 3 4,350 | 3,650  | 3,775   | 3,920   | 36,182,028.70                 |  |  |

| Volume<br>(in million<br>shares) | Highest    | Lowest  | Closing   | Average   | Highest    | Lowest  | Closing   | Average   |
|----------------------------------|------------|---------|-----------|-----------|------------|---------|-----------|-----------|
| First<br>Quarter                 | 14,523,100 | 385,700 | 6,077,500 | 4,809,670 | 20,884,000 | 562,000 | 9,795,500 | 3,792,950 |
| Second<br>Quarter                | 12,965,500 | 656,300 | 1,490,700 | 2,970,488 | 24,180,000 | 592,500 | 5,158,000 | 5,666,222 |
| Third<br>Quarter                 | 15,104,200 | 309,800 | 2,567,100 | 4,295,685 | 21,592,500 | 685,000 | 6,015,000 | 5,218,910 |
| Fourth<br>Quarter                | 6,985,800  | 269,800 | 1,343,800 | 2,611,303 | 31,207,500 | 492,500 | 2,184,500 | 3,724,767 |
| Source: Bloom                    | berg       |         |           |           |            |         |           |           |

Note:

There were no temporary suspensions on Danamon's shares trading during 2014.

# Danamon on the Indonesia Stock Exchange (BDMN) 2013



# **Volume and Share Price**

| Share             |         |        | 2013    | 3       |                                  | 2012    |        |         |         |                               |  |
|-------------------|---------|--------|---------|---------|----------------------------------|---------|--------|---------|---------|-------------------------------|--|
| Price<br>(Rp)     | Highest | Lowest | Closing | Average | Market Cap<br>(in million<br>Rp) | Highest | Lowest | Closing | Average | Market Cap<br>(in million Rp) |  |
| First<br>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<br>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<br>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<br>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<br>(in million<br>shares) | Highest    | Lowest  | Closing   | Average   | Highest     | Lowest    | Closing    | Average    |
|----------------------------------|------------|---------|-----------|-----------|-------------|-----------|------------|------------|
| First<br>Quarter                 | 20,884,000 | 562,000 | 9,795,500 | 3,792,950 | 30,019,500  | 942,500   | 16,609,500 | 4,758,500  |
| Second<br>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<br>Quarter                 | 21,592,500 | 685,000 | 6,015,000 | 5,218,910 | 27,625,000  | 894,000   | 6,772,000  | 4,456,811  |
| Fourth<br>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

Note:

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

# **Share and Bond Highlights**

| STOCK PERFORMANCE                   | 2014           | 2013           | 2012           | 2011           | 2010           |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|
| AUTHORIZED CAPITAL                  |                |                |                |                |                |
| Total Number of Shares              |                |                |                |                |                |
| A Share Series                      | 22,400,000     | 22,400,000     | 22,400,000     | 22,400,000     | 22,400,000     |
| B Share Series                      | 17,760,000,000 | 17,760,000,000 | 17,760,000,000 | 17,760,000,000 | 17,760,000,000 |
| Total par value (in million Rupiah) |                |                |                |                |                |
| A Share Series                      | 1,120,000      | 1,120,000      | 1,120,000      | 1,120,000      | 1,120,000      |
| B Share Series                      | 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 Share Series                      | 22,400,000     | 22,400,000     | 22,400,000     | 22,400,000     | 22,400,000     |
| B Share Series                      | 9,562,243,365  | 9,562,243,365  | 9,562,243,365  | 9,562,243,365  | 8,394,725,466  |
| Total par value (in million Rupiah) |                |                |                |                |                |
| A Share Series                      | 1,120,000      | 1,120,000      | 1,120,000      | 1,120,000      | 1,120,000      |
| B Share Series                      | 4,781,122      | 4,781,122      | 4,781,122      | 4,781,122      | 4,197,363      |
| Unissued Capital                    |                |                |                |                |                |
| <b>Total Number of Shares</b>       |                |                |                |                |                |
| A Share Series                      | 0              | 0              | 0              | 0              | 0              |
| B Share Series                      | 8,197,756,635  | 8,197,756,635  | 8,197,756,635  | 8,197,756,635  | 9,365,274,534  |
| Total Dividend (in million Rupiah)  | *              | 1,212,505      | 1,203,562      | 1,000,880      | 1,009,229      |
| Earnings per Share (Rupiah)         | 272            | 421.68         | 418.57         | 378.78         | 342.92         |
| Dividend Payout Ratio (%)           | *              | 30             | 30             | 30             | 35             |
| Dividend Growth                     | *              | 1              | 20             | (0,83)         | 31.70          |
| AGSM Date                           | April 7, 2015  | May 7, 2014    | May 10, 2013   | March 27, 2012 | March 30, 2011 |
| Dividend Payment Date               | *              | June 18, 2014  | June 19, 2013  | May 8, 2012    | May 10, 2011   |
| Price Earnings Ratio**              | 16.66          | 8.95           | 13.50          | 10.82          | 16.64          |
| Book Value of Shares (Rupiah)       | 3,420          | 3,261          | 2,973          | 2,674          | 2,192          |

<sup>\*</sup> To be determined at the upcoming AGMS 2015 or any other date in compliance with the prevailing laws and regulations

<sup>\*\*</sup> Based on year end share price

# **Securities Ratings**

| PT Bank Danamon Indo               | onesia, Tbk.   |   |
|------------------------------------|--|---|
| PEFINDO<br>November 2014           | Outlook<br>LT General Obligation   | Stable<br>idAAA                             |
| Standard & Poor's<br>December 2014 | Outlook<br>LT Issuer Credit<br>ST Issuer Credit  | Stable<br>BB<br>B                           |
| Fitch's<br>August 2014             | Outlook<br>LT Issuer Default Rating<br>ST Issuer Default Rating<br>Support Rating<br>Viability<br>National Long Term                             | Stable<br>BB+<br>B<br>3<br>bb+<br>AA+ (idn) |
| <b>Moody's</b><br>September 2014   | Outlook Long Term Rating Foreign LT Bank Deposits Local LT Bank Deposits Bank Financial Strength Foreign Currency ST Debt Local Currency ST Debt | Stable Baa3 Baa3 Baa3 D P-3                 |

# **Prime Lending Rate**

## Prime Lending Rate in Rupiah PT Bank Danamon Indonesia, Tbk. 31 December 2014

|                    | Prime Lending Rate in Rupiah Based on Business Segment |        |        |                   |              |  |  |  |
|--------------------|--|--------|--------|-------------------|--------------|--|--|--|
|                    | Corporate  | Retail | Micro  | Consumption Loans |              |  |  |  |
|                    | Loans  | Loans  | Loans  | Mortgage          | Non Mortgage |  |  |  |
| Prime Lending Rate | 12.30%   | 13.25% | 21.01% | 12.25%            | 17.50%       |  |  |  |

#### 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, the amount of which depends on Bank assessment of the risk of each or group of debitors. Hence, the rate of lending interest applied to debitors is not necessarily the same as the 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.
- e. Prime Lending Rate for consumption credit non mortgage particulary is a Prime Lending Rate for Automotive Credit (two wheeler vehicle) which is provided to customers through a joint financing scheme and does not include fund provision through credit cards and unsecured loans.
- f. If necessary, the Bank at anytime applies changes in information of Prime Lending Rate.
- g. Information of applicable Prime Lending Rate can be viewed in publications at every branch and/or the Bank's website (www.danamon. co.id)

| Name of the Bonds/Nominal<br>Amount/Rating  | Bapepam<br>Effective Date/<br>IDX Listing Date | Series | Nominal<br>Amount<br>(Rp bn) | Fixed Interest<br>Rate p.a.<br>/First Payment/<br>Last<br>Payment | Due Date | Principal<br>Installment                      | Ne<br>Fund |
|---|--|--------|------------------------------|---|----------|---|------------|
| Bank Danamon Bonds II Year 2010<br>with Fixed Rate Interest/2,800/<br>idAA+<br>a) | 29 November<br>2010/10<br>December 2010        | А      | 1,879                        | 8.75%/9 Maret<br>2011/due date                                    | 9 Des-13 | 9 Dec 2013<br>(bullet payment<br>on due date) |            |
|   |  | В      | 921                          | 9.00%/9 Maret<br>2011/due date                                    | 9-Des-15 | 9 Dec 2015<br>(bullet payment<br>on due date) |            |

| tial<br>ic<br>ng<br>p bn) | Use of Proceeds   | The Capital Market Supporting<br>Institutions and Professionals | Coupon Paid in<br>2014 | Total<br>Payment   | Description             |
|---------------------------|---|---|------------------------|--------------------|-------------------------|
|                           | The proceed of  | Custodian:  | 11-Mar-13              | 41,103,125,000,00  | Coupon 9 <sup>th</sup>  |
|                           | the bonds issuance has been fully used to extend credit in the micro (60%), SME (25%) and others segments (15%) | PT. Bank Mandiri (Persero) Tbk                                  | 10-Jun-13              | 41,103,125,000,00  | Coupon 10 <sup>th</sup> |
|                           |   | Public Accountant:  | 9-Sep-13               | 41,103,125,000,00  | Coupon 11 <sup>th</sup> |
|                           |   | Siddharta & Widjaja (a member firm of KPMG International)       | 9-Dec-13               | 41,103,125,000,00  | Coupon 12 <sup>th</sup> |
|                           |   | Legal Consultant:<br>Hadiputranto, Hadinoto & Partners          | Total                  | 164,412,500,000,00 | Fully Paid              |
| 921                       | 921   | Rating Company:   | 11-Mar-13              | 20,72,500,000,00   | Coupon 9 <sup>th</sup>  |
|                           |   | PT. Pemeringkat Efek Indonesia                                  | 10-Jun-13              | 20,722,500,000,00  | Coupon 10 <sup>th</sup> |
|                           |   | Underwriter:  | 9-Sep-13               | 20,722,500,000,00  | Coupon 11 <sup>th</sup> |
|                           |   | PT Victoria Sekuritas   | 9-Dec-13               | 20,722,500,000,00  | Coupon 12 <sup>th</sup> |
|                           |   |   | Total                  | 82,890,000,000,00  |                         |
|                           |   |   | 11-Mar-13              | 20,722,500,000,00  | Coupon 9 <sup>th</sup>  |
|                           |   |   | 10-Jun-13              | 20,722,500,000,00  | Coupon 10 <sup>th</sup> |
|                           |   |   | 9-Sep-13               | 20,722,500,000,00  | Coupon 11 <sup>th</sup> |
|                           |   |   | 9-Dec-13               | 20,722,500,000,00  | Coupon 12 <sup>th</sup> |
|                           |   |   | Total                  | 82,890,000,000,00  |                         |

| Name of the Bonds/Nominal<br>Amount/Rating  | Bapepam<br>Effective Date/<br>IDX Listing Date | Series | Nominal<br>Amount<br>(Rp bn) | Fixed Interest Rate p.a.<br>/First Payment/Last<br>Payment | Due Date      | Principal Installment                       | Net Initial<br>Public Offering<br>Fund (Rp bn) |
|---|--|--------|------------------------------|--|---------------|---|--|
| Adira Dinamika Multi Finance Bonds V<br>Year 2011/Rp2.5 Tn/ <sub>ia</sub> AA+                           | 18 May 2011/30<br>May 2011                     | С      | 567                          | 9.60%/27 August 2011/<br>on due date                       | 27-May-<br>14 | 27 May 2014 (bullet<br>payment on due date) | 2,492  |
|   |  | D      | 1,161                        | 10.00%/27 August 2011/<br>on due date                      | 27-May-<br>15 | 27 May 2015 (bullet payment on due date)    |  |
| Adira Dinamika Multi Finance<br>Sustainable Bonds I Phase I Year 2011/<br>Rp2.5 Tn/ <sub>s/</sub> AA+   | 9 Dec 2011/19 Dec<br>2011                      | В      | 665                          | 8.00%/16 March 2012/on<br>due date                         | 16-Dec-14     | 16 Dec 2014 (bullet<br>payment on due date) | 2,514  |
|   |  | С      | 1,533                        | 9.00%/16 March 2012/on<br>due date                         | 16-Dec-16     | 16 Dec 2016 (bullet payment on due date)    |  |
| Adira Dinamika Multi Finance<br>Sustainable Bonds I Phase II Year 2012/<br>Rp1.8 Tn/ <sub>id</sub> AA+  | 9 Dec 2011/7 May<br>2012                       | В      | 200                          | 7.50%/04 August 2012/<br>on due date                       | 4-May-14      | 04 May 2014 (bullet<br>payment on due date) | 1,845  |
|   |  | С      | 864                          | 7.75%/04 August 2012/<br>on due date                       | 4-May-15      | 04 May 2015 (bullet<br>payment on due date) |  |
| Adira Dinamika Multi Finance<br>Sustainable Bonds I Phase III Year 2012/<br>Rp1.6 Tn/ <sub>sd</sub> AA+ | 9 Dec 2011/28 Sep<br>2012                      | В      | 578                          | 7.75%/27 December<br>2012/on due date                      | 27-Sep-15     | 27 Sept 2015 (bullet payment on due date)   | 1,623  |
|   |  | С      | 673                          | 8.75%/27 December<br>2012/on due date                      | 27-Sep-17     | 27 Sept 2017 (bullet payment on due date)   |  |

| Use of Proceeds   | The Capital Market Supporting Institutions and Professionals   | Coupon Paid in<br>2014  | Total<br>Payment | Description |
|---|--|---|------------------|-------------|
| The proceeds have been fully used for automotive financing (Letter No. 087/ADMF/CS/     | <b>Custodian:</b><br>PT. Bank Negara Indonesia (Persero) Tbk   | Coupon<br>11 <sup>th</sup> ,12 <sup>th</sup>                                    | 27               | Fully paid  |
| VII/2011 dated 18 July 2011).   | Public Accountant:<br>Siddharta & Widjaja (a member firm of KPMG International)  |   |                  |             |
|   | <b>Legal Consultant:</b> Thamrin & Rachman   | Coupon 11 <sup>th</sup> ,12 <sup>th</sup> ,13 <sup>th</sup> ,14 <sup>th</sup>   | 116              | Fully paid  |
|   | Rating Company:<br>Pefindo   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,   |                  |             |
|   | Joint Lead Underwriters: PT Standard Chartered Securities Indonesia PT DBS Vickers securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas                              |   |                  |             |
|   | Underwriter: PT Kresna Graha Sekurindo Tbk PT NISP Sekuritas   |   |                  |             |
| The proceeds have been fully used for automotive financing (Letter No. 003/ADMF/        | <b>Custodian:</b><br>PT. Bank Negara Indonesia (Persero) Tbk   | Coupon<br>9 <sup>th</sup> ,10 <sup>th</sup> ,11 <sup>th</sup> ,12 <sup>th</sup> | 53               | Fully paid  |
| CS/V2012 dated 13 January 2012).  | <b>Public Accountant:</b> Siddharta & Widjaja (a member firm of KPMG International)  |   |                  |             |
|   | <b>Legal Consultant:</b> Thamrin & Rachman   | Coupon<br>9 <sup>th</sup> ,10 <sup>th</sup> ,11 <sup>th</sup> ,12 <sup>th</sup> | 138              | Fully paid  |
|   | Rating Company:<br>PT. Pemeringkat Efek Indonesia  |   |                  |             |
|   | Joint Lead Underwriter: PT CIMB Securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas PT Standard Chartered Securities Indonesia                                      |   |                  |             |
| The proceeds have been fully used for automotive financing (Letter No. 085/ADMF/CS/     | <b>Custodian:</b><br>PT. Bank Negara Indonesia (Persero) Tbk   | Coupon 7 <sup>th</sup> ,8 <sup>th</sup>   | 8                | Fully paid  |
| VII/12 dated 9 July 2012).  | <b>Public Accountant:</b> Siddharta & Widjaja (a member firm of KPMG International)  |   |                  |             |
|   | <b>Legal Consultant:</b> Thamrin & Rachman   | Coupon<br>7 <sup>th</sup> ,8 <sup>th</sup> ,9 <sup>th</sup> ,10 <sup>th</sup>   | 67               | Fully paid  |
|   | Rating Company:<br>Pefindo   |   |                  |             |
|   | Joint Lead Underwriter: PT CIMB Securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas PT OSK Nusadana Securities Indonesia PT Standard Chartered Securities Indonesia |   |                  |             |
| The proceeds have been fully used for automotive financing (Letter No. 155/ADMF/CS/X/12 | <b>Custodian:</b><br>PT. Bank Negara Indonesia (Persero) Tbk   | Coupon<br>6 <sup>th</sup> ,7 <sup>th</sup> ,8 <sup>th</sup> ,9 <sup>th</sup>    | 45               | Fully paid  |
| dated 15 Oct 2012) & (Letter<br>No.160/ADMF/CS/XI/12 dated<br>7 November 2012)          | Public Accountant:<br>Purwantono, Suherman & Surja (a member of Ernst & Young Global Limited)  |   |                  |             |
| 7 November 2012)  | <b>Legal Consultant:</b> Thamrin & Rachman   | Coupon<br>6 <sup>th</sup> ,7 <sup>th</sup> ,8 <sup>th</sup> ,9 <sup>th</sup>    | 59               | Fully paid  |
|   | Rating Company:<br>Pefindo   |   |                  |             |
|   | Joint Lead Underwriter: PT Danareksa Sekuritas PT CIMB Securities Indonesia PT Indo Premier Securities PT Standard Chartered Securities Indonesia                                    |   |                  |             |

| Name of the Bonds/Nominal<br>Amount/Rating  | Bapepam<br>Effective Date/<br>IDX Listing Date | Series | Nominal<br>Amount<br>(Rp bn) | Fixed Interest Rate p.a.<br>/First Payment/Last<br>Payment                                | Due Date      | Principal Installment                       | Net Initial<br>Public Offering<br>Fund (Rp bn) |
|---|--|--------|------------------------------|---|---------------|---|--|
| Adira Dinamika Multi Finance<br>Sustainable Bonds II Phase I Year 2013/<br>Rp2 Tn/and <sub>id</sub> AA+       | 21 Feb 2013/4<br>March 2013                    | А      | 439                          | 6.85%/11 June 2013/on<br>due date   | 11-Mar-14     | 11 Mar 2014 (bullet<br>payment on due date) | 1,992  |
|   |  | В      | 157                          | 7.30%/01 June 2013/on<br>due date   | 1-Mar-15      | 01 Mar 2015 (bullet<br>payment on due date) |  |
|   |  | С      | 553                          | 7.85%/01 June 2013/on<br>due date   | 1-Mar-16      | 01 Mar 2016 (bullet<br>payment on due date) |  |
|   |  | D      | 851                          | 8.90%/01 June 2013/on<br>due date   | 1-Mar-18      | 01 Mar 2018 (bullet payment on due date)    |  |
| Adira Dinamika Multi Finance Sukuk<br>Mudharabah Sustainable I Phase I<br>2013/Rp379 Bio/idAA+ <sub>(y)</sub> | 21 Feb 2013/4<br>March 2013                    | А      | 66                           | Sharing revenue ratio<br>57.083%/(equivalent to<br>6.85% p.a)/1 June 2013/<br>on due date | 11-Mar-14     | 11 Mar 2014(bullet<br>payment on due date)  | 378  |
|   |  | В      | 27                           | Sharing revenue ratio<br>60.833%/(equivalent to<br>7.30% p.a)/1 June 2013/<br>on due date | 1-Mar-15      | 11 Mar 2015 (bullet<br>payment on due date) |  |
|   |  | С      | 286                          | Sharing revenue ratio<br>65.417%/(equivalent to<br>7.85% p.a)/1 June 2013/<br>on due date | 1-Mar-16      | 11 Mar 2016 (bullet<br>payment on due date) |  |
| Adira Dinamika Multi Finance<br>Sustainable Bonds II Phase II 2013/<br>Rp2.1 Tn/and <sub>id</sub> AA+         | 21 Feb 2013/25<br>Oct 2013                     | А      | 722                          | 9.15%/24 Jan 2014/on<br>due date  | 3-Nov-14      | 03 Nov 2014 (bullet<br>payment on due date) | 2,086  |
|   |  | В      | 880                          | 10.50%/24 Oct 2016/on<br>due date   | 24 Oct 16     | 24 Oct 2016 (bullet payment on due date)    |  |
|   |  | С      | 490                          | 11.00%/24 Jan 2014/on<br>due date   | 24 Oct 18     | 24 Oct 2018 (bullet payment on due date)    |  |
| Adira Dinamika Multi Finance<br>Sustainable Bonds II Phase III 2014/<br>Rp1.5 Tn/and <sub>id</sub> AA+        | 21 Feb 2013/16<br>May 2014                     | А      | 687                          | 9.6%/18 Aug 2014/on<br>due date   | 24-May-<br>15 | 24 May 2015 (bullet<br>payment on due date) | 1,495  |
|   |  | В      | 363                          | 10.50%/18 Aug 2014/on<br>due date   | 14 May<br>17  | 14 May 2017 (bullet payment on due date)    |  |
|   |  | С      | 450                          | 10.75%/18 Aug 2014/on<br>due date   | 14 May<br>19  | 14 May 2019 (bullet<br>payment on due date) |  |

|  | Use of Proceeds  | The Capital Market Supporting Institutions and Professionals   | Coupon Paid in<br>2014   | Total<br>Payment | Description |
|--|--|--|--|------------------|-------------|
|  | The proceeds have been fully used for automotive financing   | <b>Custodian:</b><br>PT. Bank Negara Indonesia (Persero) Tbk   | Coupon 4 <sup>th</sup>   | 8                | Fully paid  |
|  | (Letter No. 032/ADMF/CS/<br>IV/13 dated 15 April 2013).  | Public Accountant: Purwanto, Suherman & Surja (a member of Ernst & Young Global Limited)  Legal Consultant: Thamrin & Rachman  | Coupon<br>4 <sup>th</sup> ,5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> | 11               | Fully paid  |
|  |  | Rating Company: Pefindo  Joint Lead Underwriter:   | Coupon<br>4 <sup>th</sup> ,5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> | 43               | Fully paid  |
|  |  | PT Danareksa Sekuritas<br>PT HSBC Securities Indonesia<br>PT Indo Premier Securities<br>PT Standard Chartered Securities Indonesia   | Coupon<br>4 <sup>th</sup> ,5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> | 76               | Fully paid  |
|  | The proceeds have been fully used for automotive financing (Letter No. 033/ADMF/CS/ IV/13 dated 15 April 2013) & (Surat No. 096/ADMF/CS/ | Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Purwanto, Suherman & Surja (a member of Ernst & Young Global Limited)   | Coupon 4 <sup>th</sup>   | 1                | Fully paid  |
|  | VIV13 dated 15 July 2013)  | Legal Consultant: Thamrin & Rachman Rating Company:  | Coupon<br>4 <sup>th</sup> ,5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> | 2                | Fully paid  |
|  |  | Pefindo  Joint Lead Underwriter: PT Danareksa Sekuritas PT HSBC Securities Indonesia PT Indo Premier Securities PT Standard Chartered Securities Indonesia   | Coupon<br>4 <sup>th</sup> ,5 <sup>th</sup> ,6 <sup>th</sup> ,7 <sup>th</sup> | 22               | Fully paid  |
|  | The proceeds have been fully used for automotive financing (Letter No. 147/ADMF/CS/XI/13 dated 22 November 2013).                        | Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Purwanto, Suherman & Surja (a member of Ernst & Young Global Limited)   | Coupon<br>1 <sup>st</sup> ,2 <sup>nd</sup> ,3 <sup>th</sup> ,4 <sup>th</sup> | 66               | Fully paid  |
|  |  | Legal Consultant: Thamrin & Rachman  Rating Company: Pefindo   | Coupon<br>1 <sup>st</sup> ,2 <sup>nd</sup> ,3 <sup>th</sup> ,4 <sup>th</sup> | 92               | Fully paid  |
|  |  | Joint Lead Underwriter: PT Danareksa Sekuritas PT DBS Vickers Securities Indonesia PT HSBC Securities Indonesia PT Indo Premier Securities PT Mandiri Sekuritas PT Standard Chartered Securities Indonesia  Underwriter: PT Samuel Sekuritas Indonesia | Coupon<br>1 <sup>st</sup> ,2 <sup>nd</sup> ,3 <sup>th</sup> ,4 <sup>th</sup> | 54               | Fully paid  |
|  | The proceeds have been fully used for automotive financing (Letter No. 077/ADMF/CS/VI/14 dated 16 June 2014).                            | Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Purwanto, Suherman & Surja (a member of Ernst & Young Global Limited)   | Coupon 1 <sup>st</sup> ,2 <sup>nd</sup>                                      | 33               | Fully paid  |
|  |  | Legal Consultant: Thamrin & Rachman  Rating Company: Pefindo   | Coupon 1st,2 <sup>nd</sup>   | 19               | Fully paid  |
|  |  | Joint Lead Underwriter: PT Danareksa Sekuritas PT DBS Vickers Securities Indonesia PT Indo Premier Securities PT Standard Chartered Securities Indonesia   | Coupon 1 <sup>st</sup> ,2 <sup>nd</sup>                                      | 24               | Fully paid  |

| Name of the Bonds/Nominal<br>Amount/Rating  | Bapepam<br>Effective Date/<br>IDX Listing Date | Series | Nominal<br>Amount<br>(Rp bn) | Fixed Interest Rate p.a.<br>/First Payment/Last<br>Payment                               | Due Date  | Principal Installment                       | Net Initial<br>Public Offering<br>Fund (Rp bn) |
|---|--|--------|------------------------------|--|-----------|---|--|
| Adira Dinamika Multi Finance<br>Sustainable Bonds II Phase IV 2014/<br>Rp1.5 Tn/and <sub>id</sub> AAA | 21 Feb 2013/13<br>Nov 2014                     | А      | 607                          | 9.6%/12 Feb 2015/on<br>due date  | 22-Nov-15 | 22 Nov 2015 (bullet<br>payment on due date) | 1,498  |
|   |  | В      | 808                          | 10.50%/12 Feb 2015/on<br>due date  | 12 Nov 17 | 12 Nov 2017 (bullet payment on due date)    |  |
|   |  | С      | 88                           | 10.75%/12 Feb 2015/on<br>due date  | 12 Nov 19 | 12 Nov 2019 (bullet<br>payment on due date) |  |
| Adira Dinamika Multi Finance Sukuk<br>Mudharabah Phase II 2014/Rp133<br>Bio/ <sub>id</sub> AAA        | 21 Feb 2013/13<br>Nov 2014                     | А      | 88                           | Sharing revenue ratio<br>80%(equivalent to 9.6%<br>p.a)/12 Feb 2015/on due<br>date       | 22-Nov-15 | 22 Nov 2015 (bullet<br>payment on due date) | 132  |
|   |  | В      | 45                           | Sharing revenue ratio<br>87.50%(equivalent to<br>10.50% p.a)/12 Feb 2015/<br>on due date | 12 Nov 17 | 12 Nov 2017 (bullet payment on due date)    |  |

|  | Use of Proceeds   | The Capital Market Supporting Institutions and Professionals   | Coupon Paid in<br>2014 | Total<br>Payment | Description |
|--|---|--|------------------------|------------------|-------------|
|  | The proceeds have been fully used for automotive financing (Letter No. 159/ADMF/CS/                           | <b>Custodian:</b><br>PT. Bank Negara Indonesia (Persero) Tbk   | -                      | -                | -           |
|  | VII/14 dated 15 Dec 2014).  | Public Accountant:<br>Purwanto, Suherman & Surja (a member of Ernst & Young Global Limited)  |                        |                  |             |
|  |   | <b>Legal Consultant:</b><br>Thamrin & Rachman  | -                      | -                | -           |
|  |   | Rating Company:<br>Pefindo   |                        |                  |             |
|  |   | Joint Lead Underwriter: PT Danareksa Sekuritas PT DBS Vickers Securities Indonesia PT Indo Premier Securities PT Standard Chartered Securities Indonesia |                        | -                | -           |
|  | The proceeds have been fully used for automotive financing (Letter No. 160/ADMF/CS/VII/14 dated 15 Dec 2014). | Custodian: PT. Bank Negara Indonesia (Persero) Tbk  Public Accountant: Purwanto, Suherman & Surja (a member of Ernst & Young Global Limited)             | -                      | -                | -           |
|  |   | <b>Legal Consultant:</b> Thamrin & Rachman   | -                      | -                | -           |
|  |   | Rating Company:<br>Pefindo   |                        |                  |             |
|  |   | Joint Lead Underwriter: PT Danareksa Sekuritas PT DBS Vickers Securities Indonesia PT Indo Premier Securities PT Standard Chartered Securities Indonesia | -                      | -                | -           |

# Significant Events



#### **Sustainability Report Workshop**

Danamon held a Sustainability Report Workshop based on the Global Reporting Initiative 4.0 standard to provide understanding to employees on the importance of reporting the Bank's sustainability performance and as a preparation for 2013 Sustainability Report. Danamon held another workshop on December 12, 2014 complete with Carbon Footprint socialization for the 2014 Sustainability Report.



# 6th National Clean Market Day and Pasar Sejahtera National Seminar

Yayasan Danamon Peduli with the Sragen District Government organized the 6th National Clean Market Day (Hari Pasar Bersih Nasional/HPBN) and Pasar Sejahtera National Seminar, as part of the Pasar Sejahtera program, to raise public participation to support the revitalization of traditional markets through the development of a pilot market.



## Danamon Privilege Fengshui Talkshow 2014

In celebrating the Chinese New Year of 2565 and as a form of appreciation for the loyal customers of Danamon Privilege throughout Indonesia, Danamon organized a series of Danamon Privilege Fengshui Talkshow Series events in 7 major cities across Indonesia. A Feng shui expert, Yohan Suyangga, presented "How to succeed given the Business and Investment Opportunities in 2014" in the Wood Horse year or 2565 according to the science of feng shui.



#### **Danamon Announced Performance Results of 2013**

Danamon announced its financial results of 2013 during Danamon's Public Expose on February 2014 in Jakarta.



#### **Chinese New Year Customer Gathering 2014**

This event was held in the Four Seasons, Jakarta, attended by Danamon's customers and management.



#### **Red Match Winners Visits Old Trafford**

Danamon, the sole license holder of Manchester United cards in Indonesia, took the winners of the December 20, 2013 Red Match program to watch the Big Match of Manchester United against Liverpool on March 16, 2014 at Old Trafford Stadium, Manchester, England.



## **Strategic Cooperation with Indosat**

The strategic cooperation to create an integrated services program (bundling) between banking products and telecommunication services aims to support the cashless society movement and specifically Danamon's vision as a comprehensive financial services provider.



#### iB Vaganza, "Exciting Syariah Banking".

Danamon Syariah participated in the Expo iB Vaganza, for the 4th time. The expo was held in Tang City Mal, Tangerang on April 10-13, 2014 with the theme "Exciting Syariah Banking".

# **Significant Events**



#### Danamon's 2014 first quarter results announced

The first quarter of 2014 Danamon was announced during Danamon's Public Expose in Jakarta.



# **Indonesia Trade & Commodity Finance Conference**

Danamon acted as the main sponsor in the Indonesia Trade & Commodity Finance Conference organized by Global Trade Review, an international trade finance industry media. Danamon is one of the most active banks in the trade finance business in Indonesia.



# Launching on the Socialization of SiMOLEK

Danamon and the Financial Services Authority (OJK) initiated a series of socialization events for the Mobile Financial Literacy (SiMOLEK) at Pasar Juanda, Bekasi, West Java. SiMOLEK activities which took place in 14 cities in Indonesia within the period of May 5-11, 2014 is implemented under the collaboration of OJK and Danamon to encourage people to get better acquainted with the bank and to become wiser in managing their own finances (SIKAPI Program).



# Annual General Meeting of Shareholder (AGMS) of Danamon

The AGMS of Danamon among others approved the Annual Report and Financial Statements for the fiscal year of 2013 and the dividend payment for the fiscal year of 2013.



#### **Danamon and Adira Fast Breaking Together with Media**

Danamon, Adira Finance and Adira Insurance held a fast breaking event with the media and presented the latest information on the performance and development of the Danamon's syariah business unit. Social funds were also presented to a number of institutions during this events.



# Danamon Announced the Financial Results of First Semester 2014

Danamon announced its first half results during its Public Expose on July 17, 2014.



## 4th Bulan Kepedulian Lingkunganku Main Event

The Danamon Peduli Foundation together with Danamon and its subsidiaries, held the Bulan Kepedulian Lingkunganku main event in 2014. This event promotes awareness, preservation of the environment and social investment activities of Danamon and Adira. Cascading the message of environmental conservation, this activity is carried out in every element of the corporation under the partnership of Danamon and Adira throughout Indonesia.



#### Indonesia Banking Expo (IBEX) 2014

Danamon as a member of PERBANAS, took part as a sponsor and participant in the Indonesia Banking Expo (IBEX) 2014 which was held in Jakarta Convention Center on 28th to 30th of August 2014.

# **Significant Events**



#### Launching of Tabungan BISA iB dan Tabungan BISA Qurban iB

Danamon Syariah launched its two new products Tabungan BISA iB and Tabungan BISA Qurban iB. Tabungan BISA iB is a savings product based on the principle of Mudaraba (profit sharing) which features a variety of advantages to the customers such as free, easy, safe and convenient banking transactions through various channels. Tabungan BISA Qurban iB applies the Syariah Mudaraba principles to help customers prepare their funding needs for the qurban of Eid al-Adha.



# Danamon Announced the Financial Results of Third Quarter

Danamon held a public expose in Jakarta to announce the Bank's third quarter 2014 results.



# The 8th Danamon Social Entrepreneur Awards (DSEA) and Bisa! Award 2014 Awarding Night

DSEA is a tribute and a token of appreciation of Danamon to those actively promoting social welfare and creating sustainable entrepreneurship in addressing social issues in their respective community. Bisa! Award 2014 was presented to the employees of Danamon and its subsidiaries, Adira Finance, Adira Insurance and Adira Kredit who have demonstrated the Bisa! Spirit and cultural values of the Bank.



# Danamon's Participation in the Indonesian Bankers Association (IBA)

This event is hoped to generate qualified bankers in the future who will provide the excellent services and financial solutions to its customers.



#### D'Mobile (Danamon Mobile Banking) Launch

D-Mobile provides convenient means to conduct banking transactions through smartphones that are connected to a data network GPRS/3G, EVDO-CDMA, WiFi. In addition to performing banking transactions such as fund transfer, voucher reload, and bill payment, D-Mobile also presents innovative features including SosMed D-Cash, which allows users to provide funds to their Facebook friends, and augmented reality, which gives users an interactive tool to find the nearest Danamon promo within 5KM radius through this application.



#### Media Workshop of Danamon and Adira

Danamon and its subsidiaries, Adira Finance, Adira Insurance and Adira Kredit, organized a media workshop "Indonesia Financial Industry Performance-Review of 2014 and Predictions for 2015". Media Workshop is held every year to provide financial and banking education as well as on the development of the Danamon's business, and to strengthen relationships with journalists and media institutions.



## **People's Financial Market 2014**

Danamon participated in the 2014 People's Financial Market organized by the Financial Services Authority "Towards Smart Indonesia Finance" Jakarta International Expo-Arena PRJ Kemayoran Jakarta.