

#### **INVESTOR NEWSLETTER**

**March 2016** 

Menara Bank Danamon, 6<sup>th</sup> floor Jl. Prof. Dr. Satrio Kav. E IV no. 6 Jakarta 12950

Tel. + 62 21 5799 1001-03 Fax. + 62 21 5799 1445

Email: investor.relation@danamon.co.id

Reza Sardjono, CFA reza.sardjono@danamon.co.id

Indah Hermawan

Indah.hermawan@danamon.co.id

Ridy Sudarma

ridy.sudarma@danamon.co.id

#### Implemented initiatives resulted in better efficiency

- ✓ Total loans stood at Rp 129.4 trillion. While SME loan rose 5% yoy to Rp 22.4 trillion, Corporate and Commercial loans were relatively flat at Rp 17.7 trillion and Rp 16.0 trillion, respectively. The growth in SME was offset by the 13% decline in Mass Market loans to Rp 61.2 trillion.
- ✓ CASA decreased by 15%, mainly in the expensive CASA segment, to Rp 49.8 trillion. CASA ratio stood at 42.6%.
- Quarterly NIM increased 30bps to 8.6% driven by lower CoF. Full year 2015 NIM declined by 20bps to 8.2% due to change in asset mix.
- ✓ Efficiency continued to improve. Full year CIR was 51.7% as compared to 55.7% in the prior year. CIR for 4Q15 ended up at 48.0%.
- ✓ Pre-Provision Operating Profit ("PPOP") grew by 8% yoy to Rp 8.4 trillion.
- ✓ NPL climbed to 3.0% from 2.3% last year. However, Special Mention ("SM") loans ratio improved 80bps from prior quarter to 10.1% of loans in 4Q15.
- ✓ Full year NPAT was Rp 2.4 trillion (decreased by 8% yoy), after restructuring cost of Rp 182 billion. ROA and ROE stood at 1.2% and 7.4%, respectively.

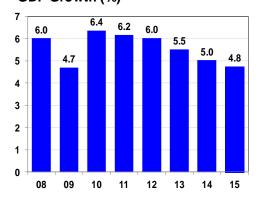
#### **Macroeconomic environment**

# Despite a still soft overall economy, some positive sentiments emerged in the 4Q15

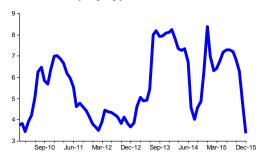
GDP growth in FY15 was 4.79% yoy as compared to 5.02% in FY14. Despite the overall decline, economy in 4Q15 had shown some positive sentiments. In 4Q15, GDP grew at 5.04%, a significant improvement compared to 2Q15 and 3Q15 growth of 4.67% and 4.74%, respectively. Increase in government spending in the second half of 2015 allowed government to reach 90% of its initial spending target. Many infrastructure projects were also making headways. These trends bode well for the economy in 2016.

Inflation in 2015 ended up at 3.35%, a significant decline from prior year's 8.36%. In fact, the country experienced two consecutive months of deflation in September (-0.05% mom) and October (-0.08% mom). Starting from January 2016, the Indonesian government planned to cut electric subsidies for 450 VA and 900 VA households. Now seems to be an appropriate time to raise the electricity tariff as inflation is low and relief on the fiscal spending pressure is needed. However the government still needs to be very carefully in deciding the adjustment of the administered price since consumer's purchasing power remains weak.

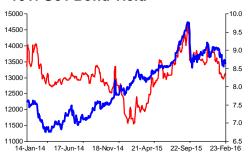
#### **GDP Growth (%)**



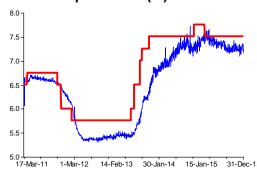
#### Inflation (% yoy)



## Exc Rate (Rp/USD) and 10Yr Gov Bond Yield



#### BI Rate and 3 Mon Deposit Rate (%)



In December 2015, the Fed raised interest rate for the first time in almost a decade. Despite the initial fear that such a move would weaken local currency, Rupiah remained steady at IDR 13,800 level by the end of the year. The stability of the Rupiah along with low inflation opened the door for BI to cut interest rate in order to stimulate economic growth. Central Bank eventually cut BI rates from 7.5% in 2015 to 7.25% in January 2016 and then again to 7.0% in February 2016.

Balance of payment in 4Q15 also showed improvements from prior quarters. Positive sentiments are evidenced in the improvement of capital account and financial account surplus to cover current account deficit. In 2015, current account deficit was only -2.4% of GDP, lower compared to -3.1% in 2014.

In 2015, the trade balance recorded a surplus of USD 7.5 billion, after three years of consecutive deficit. However the trade surplus was caused by import dropping more than export, instead of by growth in export. Imports dropped by 19.9%, while exports declined by 14.6%.

Slow global recovery, especially declining China's economy (Indonesia's main trading partner) and declining commodity prices caused exports to drop sharply. Palm oil exports, the biggest contributor to Indonesia's non-oil and gas exports, decreased by 11.4%. The slide in primary commodity exports was followed by the same trend in manufacturing exports. Electrical appliance and mechanical instrument exports went down by 12.3% and 12.7%, respectively. The improvement prospect for export in 2016 remains unclear.

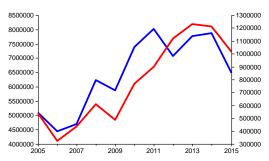
# Lower loan growth came with tighter liquidity; some signs of slowing deterioration of asset quality

Overall banking loans grew 10.4% in 2015 to Rp 4,092 trillion, slowing down from last year's 11.6% growth. On the other hand, third party funds grew by only 7.3% to Rp 4,413 trillion. Liquidity was tighter with Loan to Deposit ratio of 92.11% compared to 89.42% in 2014. Despite the tightening liquidity, banks were able to improve net interest margin (NIM) throughout 2015. In December 2015, NIM reached 5.39% compared to 4.23% in December 2014.

NPL ratio in December 2015 was 2.5%, a 30 bps increase from the same period last year. Similarly, SM loans ratio worsened to 4.9% as compared to 4.1% in December 2014. However, asset quality had improved from its peak NPL of 2.8% in August. SM ratio at the end of the year was also significantly lower than the 5.9% peak in October and November 2015.

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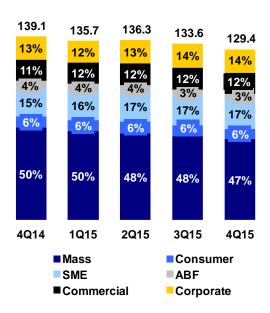
#### Motorcycle and Car Sales (unit)



These trends gave hope that the current credit cycle has reached its bottom.

The soft economy impacted demands for auto sales. The FY15 sales for 2W and 4W plunged by 17.6% and 16.2% yoy to 6.5 million units and 1.0 million units, respectively. Demand for 4Q15 marginally improved (0.7% for 2W and 3.3% for 4W) from 3Q15. In line with our expectation of economic improvement, the auto industry is also expected to rebound in 2016.

#### Loan Composition & Size (Rp trillion)



#### **Bank Danamon's Performance**

# The growth in SME loans was offset by decline in the Mass Market segment

Total outstanding loans provided by PT Bank Danamon Indonesia, Tbk. (Bank or Danamon) declined by 7% to Rp 129.4 trillion at the end of 2015 from Rp 139.1 trillion a year before. Loans to Commercial and Corporate banking segments were relatively flat. Growth in SME loans was offset by declines in the micro financing and auto loans segments.

SME grew at 5.1% yoy to Rp 22.4 trillion, backed by increased in sharia products, and loans to the construction industry. At the same time, Commercial loans portfolio was flat at Rp 16.0 trillion. Sharia segment, a subset of our mid-size (SME and Commercial) loans above remained a bright spot. Sharia loans increased 27% yoy to Rp 2.9 trillion.

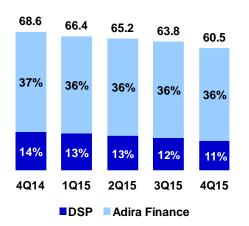
Corporate loans increased marginally yoy to Rp 17.7 trillion, mainly driven by non-trade finance loans. On the contrary, demand for trade finance decreased due to the weak economy and depreciating Rupiah.

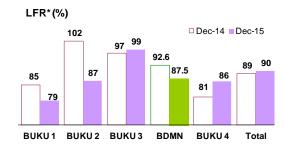
Retail loans decreased 3.0% to Rp 8.2 trillion yoy. The 10.5% growth in credit card loans was overshadowed by 7.4% decline in the unsecured personal loans and mortgages.

In line with the auto industry trend, Adira Finance loans declined by 6.4% yoy from Rp 49.6 trillion to Rp 46.4 trillion. The decrease in new auto loans was partially offset by the increase in used auto loans. Loan mix continued to shift towards 4W; from 50% at the end of 2014 to 51% at the end of 2015. This trend in asset mix shift will reduce NIM but improve asset quality over time.

Micro loans contracted 23.0% yoy, from Rp 19.0 trillion to Rp 14.6 trillion. Management continues their effort to right size the micro-financing business with focus on asset quality and efficiency.

# Mass Market Loan Composition & Size (Rp trillion)





\*LDR information was used before August 2015 as comparative

#### **Adequate liquidity**

As per BI regulation No. 17/11/PBI/2015 dated 25 June 2015, the Regulator has changed the indicator used to monitor liquidity in banks. Loan to Deposit Ratio (LDR) has been replaced by Loan to Funding Ratio (LFR) starting in August 2015.

In addition to third party funds used in LDR calculation, the denominators in LFR includes issued marketable securities if they are owned by non-banks. Since most of Danamon's marketable securities are owned by banks, the change from LDR to LFR didn't significantly impact Danamon's ratio in the current period.

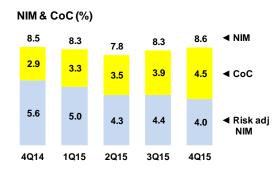
As of the end of 2015, Bank's LFR stood at 87.5%. The average LFR throughout 2015 was 90.1%. These numbers were well within the 94.0% requirement set by the regulator and better than the average LFR of BUKU 3 banks. It's also worth to note that despite tighter liquidity in the overall banking system, Danamon managed to improve its LFR.

The Bank manages liquidity risk through Maximum Cumulative Outflow (MCO) and other liquidity indicators including Liquidity Stress Test. Liquidity risk is measured and monitored on a daily basis to meet both regulatory and internal requirements. As per the end of 2015, the Bank has positive MCO and positive Liquidity Stress Test result.

By the end of 2015, CASA ratio was 42.6%. Time deposits grew 12% to IDR 67.0 trillion while CASA balance decreased by 15% to Rp 49.8 trillion from Rp 58.3 trillion a year ago. Despite the decrease in CASA ratio, the quality of CASA in 2015 was better as indicated by lower CoF. FY15 CoF was 50 bps better than that of prior year.

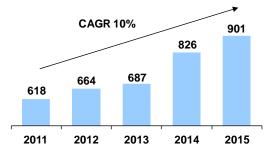
#### NIM improved 24 bps on a quarterly basis

NIM improved from 8.3% in 3Q15 to 8.6% in 4Q15. Both cost of fund and yield improved in 4Q15. As mentioned earlier, less reliance on high-cost deposits impacted CoF positively. Management's focus on pursuing quality CASA and limiting high-cost deposits resulted in 90 bps of CoF improvement in the last quarter of 2015 from a year ago. Management's plan to increase Danamon's transaction banking presence should help to attract low-cost CASA in the long run.



At 8.2%, NIM for FY15 remained 20 bps below the FY14 level. The decrease was due to a shift in asset mix towards non mass market. Mass market loans composition declined from 50% to 47% of the total portfolio over the past year. Hence, the blended yield came down from 14.2% in FY14 to 13.6% in FY15. SME and Commercial segments are expected to play an increasingly important role for the Bank's future growth both from the lending and the funding perspective.

#### General Insurance (Rp bn)



Note: General insurance including investment fees

# Lower credit-related fee income; non-credit related fee income increased by 8%

Non-interest income declined 3% yoy from Rp 4.0 trillion in 2014 to Rp 3.8 trillion in 2015. The lower loan disbursement also resulted in lower credit related fee.

On the other hand, non-credit related fee income for 2015 increased 8% yoy to Rp 1.9 trillion. The growth was mostly driven by general insurance business (increasing by 9% to Rp 901 billion) and treasury fee (increased 31% to Rp 207 billion). Fee from bancassurance and cash management was relatively flat.

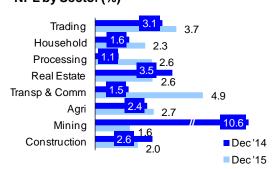
#### Asset quality continued to be impacted by the economy

In line with industry NPL trend in this challenging economic environment, asset quality worsened compared to the previous year. NPL (gross) stood at 3.0% at the end of 2015, a 70 bps increase from prior year's NPL of 2.3%, but flat from 3Q15 level. Cost of Credit (CoC) also increased by 100 bps yoy to 3.8% for FY2015.

This increase in NPL occurred across the majority of sectors. Increase of NPL in the transportation & communication sector by 340 bps was due to loan to entities providing transportation service for commodities such as coal, CPO as well as steel and nickel. While the increase in the processing sector by 150 bps was primarily due to oil and gas, cement, and petrochemical and plastics related borrowers. NPL in the trading industry also rose by 60 bps to 3.7%, mainly from automotive related debtor. On the other hand, NPL in the mining sector decreased by 900 bps due to loan write-off.

SM loans also worsened to 10.2% as compared to 9.3% in December 2014. However this was 80 bps lower than the 3Q15 SM ratio of 11.0%. As a leading indicator of asset quality, the quarterly trend in SM provided a signal that the current credit cycle had reached its bottom.

#### NPL by Sector (%)



We continuously strive to improve asset quality through strict risk assessment, disciplined collection and recoveries effort.

#### Improvements in operating efficiency

As a bank serving mass market with coverage across Indonesia, Danamon is one of the largest employers in the financial sector. Manpower and facilities costs represented about two third of total operating expenses.

In the past year, management have focused on controlling operating expenses and improving efficiency. Re-alignment of network and resources were performed to improve productivity. At the same time, Shared Services initiative had reduced redundancies in support and back office functions. As a result, 2015 operating expense ended up at Rp 9.0 trillion, 8% lower compared to that of 2014. FY15 CIR also improved by 4000 bps yoy to 51.7%. CIR for 4Q15 reached 47.8%.

PPOP (excluding restructuring cost) grew 8% yoy to Rp 8.4 trillion and 9% goq to Rp 2.3 trillion.

# 1.7 Q-q Growth (1.6) (4.4) (4.8) 2,411 2,342 Opex (Rp bn)

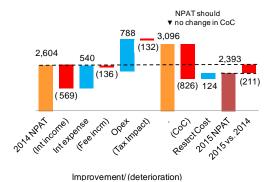
2Q15

2,304

1Q15

4Q14

#### 2015 vs. 2014 NPAT



#### **NPAT**

Y-y -8% ▼

2,155

4Q15

2,231

3Q15

In the last quarter of 2015, The Bank booked Rp 182 billion restructuring cost. Excluding the restructuring cost, NPAT increased 6% qoq to Rp 681 trillion. The restructuring cost brought 4Q15 NPAT to Rp 498 billion and FY15 NPAT to Rp 2.4 trillion.

Compared to prior year's result, decrease in interest income was compensated by the decrease in interest expense. Further, the improvement in operating expense, as discussed earlier had improved PPOP. Yet the significant increase in CoC had brought down NPAT. The FY15 NPAT represented an 8% yoy decline. Return on Asset (RoA) and Return on Equity (RoE) for FY15 were 1.2% and 7.4%, respectively.

This quarter we saw results from management's efficiency initiatives that were started in late 2014. Management is also currently in the early stage of implementing the Bank's 3 year strategic priorities. Despite stiff competition and macroeconomic challenges, we are confident that these strategic priorities will improve Danamon's long-term performance.

#### **Regulatory Updates**

# New regulations related to Mandatory Minimum Capital Requirements for Commercial Banks

On 23 December 2015, Bank Indonesia (the Indonesian Central Bank/ BI) issued BI Regulation No. 17/22/PBI/2015 on Mandatory Countercyclical Buffers. The Regulation made conform that Countercyclical buffers are additional injected funds which function to buffer possible losses due to excessive credit supply/bank financing that may end up disrupting the overall stability of the financial system.

Effective from 1 January 2016, the initial countercyclical buffer is set at 0%. This amount can be adjusted by BI based on developments in macroeconomic conditions, the Indonesian financial system, and/ or the global economic outlook. The regulation also reveals that should BI increase the countercyclical buffer, it will be effective within 6 to 12 months. On the contrary, should the countercyclical buffer decrease, it will be effective immediately.

Still related to the Mandatory Minimum Capital Requirements, at the end of 2015, the Financial Service Authority (OJK) issued Financial Service Authority Regulation (POJK) No. 46/POJK.03/2015 on the Determination of Systemically Important Bank and Capital Surcharges. This regulation has become effective from 1 January 2016.

Under the regulation, Systemically Important Bank ("SIB") is defined as a bank in possession of significant assets, network area or complex transactions within the banking sector that could potentially drag down the entire banking industry and other financial sectors if the bank were to fail (both operationally and financially). Further the same regulation defined Capital Surcharges as additional injections of capital which serve to reduce any negative impacts on the financial system and economy should an SIB fail.

For the purpose of determining capital surcharge, Banks are classified into 5 buckets. At the first implementation, none of the banks is classified in Bucket 5. This regulation determined the capital surcharge for each Bucket, but Bucket 5.

As the two mentioned earlier regulation become effective, the Mandatory Minimum Capital Requirement is as follow:

	2016	2017	2018	2019		
Minimum Capital Adequacy Ratio (CAR) based on Risk Profile Rating:						
<ul> <li>Rating 1</li> </ul>		8	3%			
<ul> <li>Rating 2</li> </ul>	9 – <10%					
Rating 3	10 – <11%					
<ul> <li>Rating 4 &amp; 5</li> </ul>		11 –	<14%			
Conservation Buffer	0.625%	1.25%	1.875%	2.5%		
Countercyclical Buffer	0 – 2.5%	0 – 2.5%	0 – 2.5%	0 – 2.5%		
Surcharge D-SIB	0.25 - 0.625%	0.5 – 1.25%	0.75 – 1.875%	1 – 2.5%		

Our internal assessment revealed that Bank Danamon will be able to meet such requirements.

#### **Minimum Integrated Capital for Financial Conglomerates**

OJK Regulation on the Mandatory Allocation of Minimum Integrated Capital for Financial Conglomerates was issued under POJK Regulation No. 26/POJK.03/2015 in December 2015.

Under this regulation, any financial conglomerates must set aside an amount of integrated minimum capital equal to at least 100% of a financial conglomerate's aggregate regulatory capital requirement. Applying the regulation to BDI, the integrated minimum capital is the total of Bank Danamon's consolidated capital and Adira Insurance' capital. As per end of 2015, the number exceeded the minimum amount.

# Requirement to maintain liquidity by means of Liquidity Coverage Ratio

Following a consultative paper that was issued back in 2014, on 23 December 2015, the OJK issued regulation No. 42/POJK.03/2015 on Commercial-Bank Mandatory Liquidity Coverage Ratios

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BUKU 3 and BUKU 4 banks, as well as foreign banks must comply with the minimum of 100% Liquidity Coverage Ratio ("LCR") in a sustainable manner. The LCR is calculated using the following formula:

$$\frac{\textit{High Quality Liquid Assets (HQLA)}}{\textit{Total net cash outflows over the next 30 calendar days}} \geq 100\%$$

HQLA itself is defined as cash and/ or other financial assets that could be easily converted to cash to meet bank's liquidity needs over the next 30 days period under a stressed scenario.

OJK set different timeline for BUKU 3 and foreign banks from that of the BUKU 4. BUKU 3 and foreign banks should meet the LCR requirement gradually:

Minimum LCR	Starting from
70%	30 June 2016
80%	30 June 2017
90%	31 December 2017
100%	31 December 2018

Based on our internal assessment, Bank will be able to meet the liquidity requirement set by the regulators.

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#### **Key Figures and Ratios**

	2014	2015	yoy	1Q15	2Q15	3Q15	4Q15	qoq
INCOME STATEMENTS (Rp billion)								
Net Interest Income	13,680	13,648	0%	3,430	3,310	3,453	3,455	0%
Fee Income	3,956	3,822	-3%	891	980	919	1,032	12%
Operating Income	17,636	17,470	-1%	4,321	4,290	4,372	4,487	3%
Operating Expenses	9,821	9,033	-8%	2,304	2,342	2,232	2,155	-3%
Pre-Provision Op. Profit ("PPOP")	7,814	8,438	8%	2,017	1,948	2,140	2,333	9%
Cost of Credit	3,798	4,925	30%	1,091	1,146	1,263	1,425	13%
Risk Adjusted Op. Profit	4,016	3,513	-13%	926	802	877	908	4%
Restructuring Cost	306	182	-40%				182	
Net Profit after taxes	2,604	2,393	-8%	687	565	643	498	-23%
BALANCE SHEETS (Rp billion)								
Total Assets	195,821	188,057	-4%	193,811	200,091	195,012	188,057	-4%
Loans (gross)	139,057	129,367	-7%	135,694	136,275	133,615	129,367	-3%
Government Bonds	6,605	6,916	5%	7,014	6,382	6,016	6,916	15%
Total Funding	145,705	139,782	-4%	143,309	147,448	141,827	139,782	-1%
Current Account	23,157	16,778	-28%	22,406	23,396	19,899	16,778	-16%
Savings	35,100	33,007	-6%	31,531	31,764	32,679	33,007	1%
Time Deposit	60,068	66,991	12%	62,567	65,884	63,215	66,991	6%
Borrowings and LT. Funding	27,381	23,006	-16%	26,805	26,404	26,033	23,006	-12%
Equity	32,409	33,932	5%	33,505	33,056	33,668	33,932	0%
KEY RATIOS (%)								
Net Interest Margin	8.4	8.2	-0.2	8.3	7.8	8.3	8.6	0.3
Cost of Credit	2.8	3.8	0.9	3.3	3.5	3.9	4.5	0.6
Cost to Income	55.7	51.7	-4.0	53.3	54.6	51.0	48.0	-3.0
BOPO – bank only	76.6	85.8	9.2	85.3	83.0	88.3	88.3	0.0
ROAA	1.4	1.2	-0.2	1.4	1.1	1.3	1.1	-0.2
ROAE	8.6	7.4	-1.2	8.6	7.1	8.0	6.1	-1.9
Assets to Capital (x)	6.6	6.0	-0.6	6.2	6.4	6.2	6.0	-0.2
Regulatory LFR*	92.6	87.5	-5.1	92.7	89.6	91.1	87.5	-3.6
Bank only Loan to Funding**	85.1	80.6	-4.6	84.7	82.2	83.2	80.6	-2.6
Consolidated Loan to Funding **	85.9	81.9	-4.0	85.4	83.4	84.0	81.9	-2.0
Bank only CAR	18.1	20.8	2.8	19.8	19.6	20.1	20.8	0.7
Consolidated CAR	17.8	19.7	1.9	18.7	18.5	19.1	19.7	0.6
NPL – Gross	2.3	3.0	0.7	2.5	2.9	3.0	3.0	0.0
Loan Loss Coverage (LLP/NPL)	122.6	112.0	-10.6	115.3	107.8	105.1	112.0	6.9

<sup>\*)</sup> Loan to Funding Ratio ("LFR") calculation is as stipulated in BI regulation No. 17 / 11 / PBI / 2015 dated 25 June 2015.Effective

since August 2015, it replaced the LDR.

\*\*) Loan to funding ("LTF") is defined as (Loans + Reserves with BI + Cash in Vault + HTM bonds) / (Third Party Deposits + net borrowing and LTF + net capital). This ratio is different from the LFR as stipulated in BI Regulation in No. 17/11/PBI/2015

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#### **Credit Ratings**

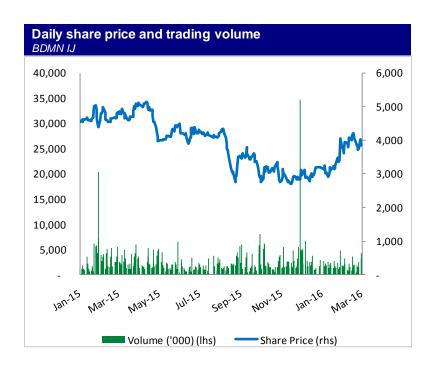
Danamon		
PEFINDO	Outlook	Stable
August 2015	LT General Obligation	$_{id}AAA$
Fitch's	Outlook	Stable
February 2016	LT Issuer Default Rating	BB+
	ST Issuer Default Rating	В
	National Long Term	AA+(idn)
	National Short Term	F1+(idn)
	Viability Rating	bb+
	Support Rating	3
	Support Rating Floor	ВВ
Moody's	Outlook	Stable
January 2016	Bank Deposits	Baa3/P-3
	Baseline Credit Assessment	ba1
	Adjusted Baseline Credit Assessment	baa3

#### **Ownership Structure**

Ownership Structure As of 31 December 2015	Number of Shares	Ownership (%)
Asia Financial (Indonesia) Pte, Ltd.	6,457,558,472	67.4%
JPMCB - Franklin Templeton Inv. Funds	652,800,388	6.8%
Public < 5%	2,474,284,505	25.8%
Total	9,584,643,365	100.00%

The ultimate shareholder of Asia Financial (Indonesia) Pte, Ltd. is Temasek Holding Pte, Ltd. an investment holding company based in Singapore.

#### **BDI's Daily Share Price and Trading Volume**



#### **Statements of Financial Positions**

#### As at 31 December 2015 and 2014

NO	ACCOUNTE	BA	NK	CONSOLIDATED		
NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014*)	31 Dec 2015	31 Dec 2014*)	
	ASSETS					
1.	Cash	2,569,362	2,728,140	2,727,817	2,856,242	
2.	Placements with Bank Indonesia	21,748,171	13,384,832	21,748,171	13,384,832	
3.	Placements with other banks	7,484,053	8,976,765	9,659,194	11,473,141	
4.	Spot and derivative receivables	335,088	242,267	992,722	461,291	
5.	Marketable securities					
	a. Designated at fair value through profit/loss	1,190,317	702,775	1,190,317	702,775	
	b. Available for sale	10,934,425	12,920,272	11,900,872	13,589,338	
	c. Held to maturity	156,580	210,346	216,580	289,346	
	d. Loans and receivables	-	-	-	-	
	Securities sold under repurchase agreements (repo)	-	933,094	-	933,094	
7.	Securities purchased under resale agreements (reverse repo)	-	540,541	-	540,541	
8.	Acceptance receivables	5,069,609	7,567,043	5,069,609	7,567,043	
9.	Loans					
	a. Designated at fair value through profit/loss	-	-	-	-	
	b. Available for sale	-	-	-	-	
	c. Held to maturity	-	-	-	-	
	d. Loans and receivables	99,651,820	107,088,814	99,651,820	107,088,814	
	Sharia financing	3,191,167	2,486,315	3,191,167	2,486,315	
11.	Consumer financing receivables	-	-	24,966,870	27,536,299	
	Allowance for impairment losses on consumer					
	financing receivables -/-	-	-	(1,080,784)		
	Premium receivables	-	-	284,838	366,554	
	Reinsurance Assets	-	-	792,535	670,216	
	Investments	2,802,796	2,802,796	157,589	157,581	
15.	Allowance for impairment losses on financial assets -/-	(500)	(21.442)	(500)	(21.442)	
	a. Marketable securities b. Loans	(500)	(21,442)	(500)	(21,442)	
	b. Loans c. Others	(3,359,932)	(2,800,918)			
16		(8,580)	(7,663)	` ' '	` ' '	
10.	Intangible assets	1,062,447	1,022,520	3,192,946	3,117,093	
17	Accumulated amortisation on intangible assets -/-	(796,310)	(799,660)			
17.	Fixed assets and equipment  Accumulated depreciation of fixed assets and equipment -/-	4,237,374 (2,121,756)	4,135,606 (2,165,411)	5,218,978 (2,659,835)	5,137,287	
10	Non earning asset	(2,121,730)	(2,103,411)	(2,039,833)	(2,647,430)	
10.	a. Idle properties	16,397	16,397	16,397	16,397	
	b. Foreclosed assets	499	499	499	499	
	c. Suspense accounts	1,722	671	1,722	671	
	d. Interbranch assets	1,722	0/1	1,722	0/1	
	i. Conducting operational activities in Indonesia	_	_	_	146	
	ii. Conducting operational activities outside Indonesia		_	_	-	
19.	Allowance for impairment losses on non financial assets -/-		_	_	_	
	Leased receivables	_	_	1,557,057	1,945,602	
	Deferred tax assets	1,401,227	1,185,210	1,552,979	1,292,936	
	Other assets	2,294,212	2,206,829	2,877,319	2,580,497	
	TOTAL ASSETS	157,860,188	163,356,638	188,057,412	195,820,856	

**March 2016** 

		BA	NK	CONSOLIDATED			
NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014*)	31 Dec 2015	31 Dec 2014*)		
	LIABILITIES AND EQUITY				,		
1.	Current accounts	16,332,699	22,028,801	15,565,369	21,436,762		
2.	Savings	32,565,480	34,624,640	32,565,480	34,624,640		
3.	Time deposits	64,670,116	58,347,110	64,573,240	58,325,110		
4. 5.	Revenue sharing investment funds Deferred premium income	2,465,240	2,165,150	2,437,439	2,108,712		
5. 6.	Unearned premium reserve	_	_	1,248,136 1,014,460	1,235,633 976,255		
7.	Loans from Bank Indonesia	-	_	-	-		
	Borrowings from other banks	1,827,201	2,428,794	1,827,201	2,428,794		
9.	Spot and derivative liabilities	123,991	101,438	123,991	129,261		
	Securities sold under repurchase agreements (repo)	-	750,000	-	750,000		
	Acceptance payables	5,112,899	7,554,464	5,112,899	7,554,464		
12.	Marketable securities issued	1 704 994	919,985	9,714,134	11,892,943		
13.	Borrowings	1,704,884	2,042,731	13,086,240	14,496,842		
14.	Security deposits	22,134	11,907	22,134	11,907		
	Interbranch liabilities						
	Conducting operational activities in Indonesia	-	-	104	-		
	b. Conducting operational activities outside Indonesia	-	-	-	-		
	Deferred tax liabilities	- 226 500	-	-	143,641		
	Other liabilities Profit sharing investment funds	3,326,509	3,647,556	6,551,737	7,059,052		
10.	TOTAL LIABILITIES	128,151,153	134,622,576	153,842,564	163,174,016		
	EQUITY	,	,,	,	,		
19.	Issued and fully paid capital						
	a. Authorized capital	12,238,589	12,238,589	12,238,589	12,238,589		
	b. Unpaid capital -/-	(6,337,467)	(6,337,467)	(6,337,467)	(6,337,467)		
20	c. Treasury stock -/- Additional paid-up capital	-	-	-	-		
20.	a. Agio	7,236,756	7,391,756	7,236,756	7,391,756		
	b. Disagio -/-	-	-	-	-		
	c. Donated capital	-	-	-	-		
	d. Capital paid in advance	-	-	-	-		
	e. Others	-	-	-	-		
21.	Other comprehensive income						
	a. Adjustment in foreign currencies translation     b. Gains (losses) from changes in the value of	-	-	-	-		
	financial assets as available for sale	80,856	112,076	30,602	80,544		
	c. Effective portion on fair value for cash flow hedge	(1,072)	8,657	24,814	(85,766)		
	d. Gain on revaluation of fixed asset	-	-	-	-		
	e. Part of other comprehensive income of associates	-	-	-	-		
	f. Actuarial gain (loss) from defined benefit program	(248,583)	(315,775)	(327,600)	(363,271)		
	g. Income tax related to components of	70 550	05 111	01 242	121 512		
	other comprehensive income h. Others	78,550	85,111	91,342	121,512		
22.	Difference in quasi- reorganisation	_			_		
	Difference in restructuring value of transaction of						
	entities under common control	-	-	-	-		
24.	Others Equity	-	-	-	-		
25.	Reserves	***		***	<b></b>		
	a. General reserves     b. Specific reserves	302,807	276,767	302,807	276,767		
26	b. Specific reserves Retained earnings	-	-	-	-		
20.	a. Previous years *)	14,467,159	10,915,781	18,278,990	16,482,161		
	b. Current year	1,891,440	4,358,567	2,393,305	2,604,017		
	TOTAL EQUITY ATTRIBUTABLE TO						
	EQUITY HOLDERS OF THE PARENT EQUITY	29,709,035	28,734,062	33,932,138	32,408,842		
27.	Non-controlling interests TOTAL EQUITY	29,709,035	28,734,062	282,710 <b>34,214,848</b>	237,998 <b>32,646,840</b>		
	TOTAL HARII ITIES AND FOIDTV	157,860,188	163,356,638	188,057,412	195,820,856		
	TOTAL LIABILITIES AND EQUITY	137,000,100	103,330,038	100,057,412	173,040,030		

<sup>\*)</sup> Restated

#### **Statements of Comprehensive Income**

#### For the Years Ended 31 December 2015 and 2014

(in million Rupiah, except earnings per share)

		CONSO	LIDATED		
NO.	ACCOUNTS	31 Dec 2015	NK 31 Dec 2014	31 Dec 2015	31 Dec 2014
		51 Dec 2015	51 Dec 2014	51 Dec 2015	31 Dec 2014
	INCOME AND EXPENSES FROM OPERATIONS				
Δ	Interest Income and Expenses				
	Interest Income				
1.	a. Rupiah	15.492.978	15,763,494	21,730,853	22,288,182
	b. Foreign currencies	689,804	703,298	689,805	703,302
2	Interest Expense	002,004	703,270	007,003	703,302
۷.	a. Rupiah	5,834,088	6,242,569	7,393,110	7,968,273
	b. Foreign currencies	488,310	588,714	1,140,555	1,112,349
	Net Interest Income	9,860,384	9,635,509	13,886,993	13,910,862
	Net interest income	9,000,304	9,033,309	13,000,993	13,910,002
3.	Underwriting income				
٥.	3.1. Premium income			1,760,947	1,491,543
	3.2. Underwriting expense	_	_	1,700,947	1,064,261
	Net Underwriting Income	_	_		427,282
	Net Interest and underwriting income	9,860,384	9,635,509	526,633 14,413,626	14,338,144
	Net interest and underwriting income	9,000,304	9,035,509	14,415,020	14,336,144
В.	Other Operating Income and Expense				
1.	Other Operating Income Other Operating Income	2,923,842	5,752,623	4,224,200	5,113,821
1.	a. Increase in fair value of financial assets	2,723,042	3,132,023	4,224,200	3,113,621
	i. Marketable securities		3,851		3,851
	ii. Loans	_	3,631	-	3,631
	iii. Spot and derivatives	216,079	569,171	216.079	569,171
	iv. Other financial assets	210,079	309,171	210,079	309,171
	b. Decrease in fair value of financial liabilities	_	_	-	-
	c. Gain from sale of financial assets	_	-	_	-
	i. Marketable securities	20,498	37,995	38,627	41,000
	ii. Loans	20,496		36,027	41,000
	ii. Other financial assets	-	-	-	-
		122 000	91.012	122 000	91.012
	d. Gain from spot and derivative transaction (realised)	133,888	81,913	133,888	81,913
	e. Gain from investment under equity method	510.052	2 700 700	1 247	803
	f. Dividend	518,053 1,418,878	2,798,788 1,581,175	1,347 2,138,008	2,276,411
	g. Fees/commissions and administrative	1,410,070	1,361,173	2,136,006	2,270,411
	h. Recovery of impairment loss reserves i. Other income	616,446	679,730	1 606 251	2,140,672
	1. Other income	010,440	079,730	1,696,251	2,140,072
2.	Other Operating Expenses	10,024,504	10,190,193	14,694,234	15,388,603
۷.	a. Decrease in fair value of financial assets	10,024,304	10,190,193	14,094,234	13,366,003
	i. Marketable securities	2,478		2,478	
	ii. Loans	2,476	_	2,476	-
	ii. Spot and derivatives	48,745	311,271	48,745	311,271
	iv. Other financial assets	40,743	311,271	40,743	311,271
	b. Increase in fair value of financial liabilities	_	_	-	-
	c. Losses from sale of financial assets	_	_	-	_
	i. Marketable securities	5,453	2 426	5,453	2,426
	ii. Loans	3,433	2,426	3,433	2,420
		_	_	-	-
	iii. Other financial assets	85,820	464,217	85,820	464,217
	d. Losses from spot and derivative transaction (realised) e. Impairment losses on financial assets	05,020	+04,21/	05,020	+04,217
	i. Marketable securities		320		320
Ī	ii. Loans	3,399,069	2,320,543	4,947,646	3,907,078
	ii. Sharia financing	50,397	14,696	50,397	14,696
	iv. Other financial assets	7,732	(14,209)	83,786	64,040
	f. Losses related to operational risk	8,098	10,820	9,082	12,018
Ī	g. Losses from investment in shares under equity method	0,078	10,620	9,062	12,010
	h. Fees/commissions and administrative	270.269	315 106	270.460	246 527
	i. Losses from decrease in value of non financial assets	270,268	345,486	279,469	346,537
		2 120 204	2 562 427	47	5 625 250
	j. Salaries and employee benefits	3,130,294 114,833	3,563,427	4,681,411	5,635,359
Ī	k. Promotion expenses		171,577	141,869	216,774
	1. Other expenses	2,901,317	2,999,619	4,358,031	4,413,867
	Net Other Operating Expenses	(7,100,662)	(4,437,570) 5 197 939	(10,470,034)	(10,274,782) 4,063,362
Щ_	OPERATING INCOME	2,759,722	5,197,939	3,943,592	+,005,502

		l RA	NK	CONSOLIDATED		
NO.	ACCOUNTS		31 Dec 2014*)	31 Dec 2015   31 Dec 2014*)		
	INCOME AND EXPENSES FROM OPERATIONS					
	Interest Income and Expenses					
1.	Interest Income	15 402 070	15.762.404	21 720 052	22 200 102	
	a. Rupiah     b. Foreign currencies	15,492,978 689,804	15,763,494 703,298	21,730,853 689,805	22,288,182 703,302	
2.	Interest Expense	009,004	703,298	009,003	703,302	
۷.	a. Rupiah	5,834,088	6,242,569	7,393,110	7,968,273	
	b. Foreign currencies	488,310	588,714	1,140,555	1,112,349	
	Net Interest Income	9,860,384	9,635,509	13,886,993	13,910,862	
3.	Underwriting income					
	3.1. Premium income	-	-	1,760,947	1,491,543	
	3.2. Underwriting expense	-	-	1,234,314	1,064,261	
	Net Underwriting Income	-	-	526,633	427,282	
	Net Interest and underwriting income	9,860,384	9,635,509	14,413,626	14,338,144	
B.	Other Operating Income and Expense					
1.	Other Operating Income	2,923,842	5,752,623	4,224,200	5,113,821	
	a. Increase in fair value of financial assets					
	i. Marketable securities	-	3,851	-	3,851	
	ii. Loans	216.070		216.070	5.00 171	
	iii. Spot and derivatives iv. Other financial assets	216,079	569,171	216,079	569,171	
	b. Decrease in fair value of financial liabilities		_	_	_	
	c. Gain from sale of financial assets		_			
	i. Marketable securities	20,498	37,995	38,627	41,000	
	ii. Loans		-	-	-	
	iii. Other financial assets	-	-	-	-	
	d. Gain from spot and derivative transaction (realised)	133,888	81,913	133,888	81,913	
	e. Gain from investment under equity method	-	-	-	-	
	f. Dividend	518,053	2,798,788	1,347	803	
	g. Fees/commissions and administrative	1,418,878	1,581,175	2,138,008	2,276,411	
	h. Recovery of impairment loss reserves	-	-	-		
	i. Other income	616,446	679,730	1,696,251	2,140,672	
2.	Other Operating Expenses	10,024,504	10,190,193	14,694,234	15,388,603	
	a. Decrease in fair value of financial assets	2.470		2.470		
	i. Marketable securities ii. Loans	2,478	-	2,478	-	
	ii. Spot and derivatives	48,745	311,271	48,745	311,271	
	iv. Other financial assets	40,743	311,271	40,743	311,271	
	b. Increase in fair value of financial liabilities	_	_	-	_	
	c. Losses from sale of financial assets					
	i. Marketable securities	5,453	2,426	5,453	2,426	
	ii. Loans	-	-	-	-	
	iii. Other financial assets	-	-	-	-	
	d. Losses from spot and derivative transaction (realised)	85,820	464,217	85,820	464,217	
	e. Impairment losses on financial assets     i. Marketable securities		220		220	
	ii. Loans	3,399,069	320 2,320,543	4,947,646	320 3,907,078	
	iii. Sharia financing	50,397	14,696	50,397	14,696	
	iv. Other financial assets	7,732	(14,209)	83,786	64,040	
	f. Losses related to operational risk	8,098	10,820	9,082	12,018	
	g. Losses from investment in shares under equity method	-	-	-	-	
	h. Fees/commissions and administrative	270,268	345,486	279,469	346,537	
	i. Losses from decrease in value of non financial assets	-	-	47	-	
	j. Salaries and employee benefits	3,130,294	3,563,427	4,681,411	5,635,359	
	k. Promotion expenses	114,833	171,577	141,869	216,774	
	1. Other expenses	2,901,317	2,999,619	4,358,031	4,413,867	
	Net Other Operating Expenses	(7,100,662)	(4,437,570)	(10,470,034)		
	OPERATING INCOME	2,759,722	5,197,939	3,943,592	4,063,362	

March 2016

		BA	NK	CONSOL	LIDATED
NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014	31 Dec 2015	31 Dec 2014
	NON OPERATING INCOME				
1.	Gain/(loss) from sale of premisses and equipment	623	2,852	4,851	3,051
2.	Gain (loss) on foreign currencies translation	416	(70)	9,362	2,381
3.	Income(expenses) non operating expenses	(380,393)	(279,573)	(676,271)	(515,260)
	NON OPERATING LOSS	(379,354)	(276,791)	(662,058)	(509,828)
	INCOME BEFORE INCOME TAX	2,380,368	4,921,148	3,281,534	3,553,534
1	Income tax				
	a. Income tax expenses	711,504	707,458	1,246,231	1,223,944
	b. Deferred tax expenses (income)	(222,576)	(144,877)	(433,854)	(353,072)
	NET INCOME	1,891,440	4,358,567	2,469,157	2,682,662
	OTHER COMPREHENSIF INCOME NET OF TAX				
	Items that not reclassified to profit or loss				
	a. Gain fixed asset revalutioan	-	-	-	-
	b. Actuarial gain (loss) from defined benefit program	67,191	(45,096)	35,670	(76,112)
	c. Part of other comprehensive income of associates	-	-	-	-
	d. Others	-	-	-	-
	e. Income tax relating to components that not reclassified to profit or loss	(16,798)	11,274	(8,919)	19,028
	Items that may reclassified to profit or loss				
	Adjustment from translation of financial statements	-	-	-	-
	<ul> <li>Gains from change financial assets available for sale</li> </ul>	(31,219)	206,956	(52,020)	222,483
	c. The effective portion of cash flow hedges	(9,729)	(22,616)	115,270	(84,723)
	d. Others	-	-	-	-
	e. Income tax relating to items that may reclassified to profit or loss	10,237	(17,552)	(21,252)	(2,025)
	Other comprehensive income, net of tax	19,682	132,966	68,749	78,651
	TOTAL COMPREHENSIVE INCOME (LOSS)	1,911,122	4,491,533	2,537,906	2,761,313
	Income attributable to :				
	EQUITY HOLDERS OF THE PARENT ENTITY	1,891,440	4,358,567	2,393,305	2,604,017
	NON-CONTROLLING INTERESTS	-	-	75,852	78,645
	TOTAL INCOME FOR THE CURRENT YEAR	1,891,440	4,358,567	2,469,157	2,682,662
	Total other comprehensive income attributable to:				
	EQUITY HOLDERS OF THE PARENT ENTITY	1,911,122	4,491,533	2,459,446	2,683,427
	NON-CONTROLLING INTERESTS	-	-	78,460	77,887
	TOTAL OTHER COMPREHENSIVE INCOME FOR THE CURRENT	1,911,122	4,491,533	2,537,906	2,761,313
	PROFIT (LOSS) TRANSFERRED TO HEAD OFFICE				
	DIVIDEND	(781,149)	(1,212,457)	(781,149)	(1,212,457)
	EARNINGS PER SHARE	197.34	457.74	249.70	271.69

# Reconciliation between amounts stated in the statement of comprehensive income and those stated in the discussion section/ analyst briefing

For the year ended 31 December 2015

						News	letter				
а	b	С	d	е	f	g		h	i		
Net	Net Under-	Net Sharia	Other	Other	Non	Non	Income				
Interest	writing	Interest	Operating	Operating	Operating	Operating	before		Minority		
Income	Income	Income	Income	Expenses	Income	Loss	Tax	Taxes	Interest	Income after Minority Interest	
13,887	527	-	4,224	(14,694)	-	(662)	3,282	(812)	(76)		2,393

a+c	b+d		е			f+g	h	i		
									Net Profit	
				Pre-		Non			after Tax	
Net	Non-			Provision		Operating			and	
Interest	Interest	Operating	Operating	Operating		Income/		Minority	Minority	
Income	Income	Income	Expenses	Profit	<b>Cost of Credit</b>	(Loss)	Taxes	Interest	Interest	Remark
13,887	4,751	18,638	(14,694)	3,944	-	(662)	(812)	(76)	2,393	
(239)		(239)	239	-					-	LPS Deposit Insurance
	36	36		36	(36)				-	Provision for ADMF acquisition cost
	(193)	(193)		(193)	193				-	Write off on amortization cost
	(283)	(283)	283	-					-	ADMF indirect acquisition cost
	(49)	(49)	49	-					-	Decrease in fair value of financial assets (MTM)
	(86)	(86)	86	-		-			-	Losses from spot and derivative transaction (realised)
		-	5,082	5,082	(5,082)				-	Impairment losses on financial assets
	(279)	(279)	279	-					-	Fees/commissions and administrative expenses
	(69)	(69)	(360)	(429)		429			-	Others
13,648	3,822	17,470	(9,033)	8,438	(4,925)	(231)	(812)	(76)	2,393	
					An	alyst Briefin	g Presenta	ation		

**March 2016** 

#### **Key Financial Ratios**

#### As at 31 December 2015 and 2014

NO.	RATIOS (%)	31 Dec 2015 *)	31 Dec 2014 **)
	CONSOLIDATED RATIOS:		
I.	Capital		
	Capital Adequacy Ratio (CAR)	19.67%	17.78%
II.	Earning assets		
	Non-performing earning assets and non productive assets to total	1.97%	1.50%
	Non-performing earning assets to total productive assets	2.49%	1.88%
	3. Allowance for impairment losses for financial asset to productive asset	2.86%	2.30%
	4. NPL gross	3.04%	2.35%
	5. NPL net	1.86%	1.35%
III.	Rentability		
	Return on Assets (ROA)	1.68%	1.88%
	2. Return on Equity (ROE)	7.43%	8.58%
	NIM including third party premium expenses	8.25%	8.42%
	4. Cost to income	51.66%	55.69%
	BANK RATIOS :		
I.	Capital		
	1. CAR	20.84%	18.07%
II.	Earning assets		
	Non-performing earning assets and non productive assets to total	1.97%	1.43%
	Non-performing earning assets to total productive assets	2.58%	1.87%
	3. Allowance for impairment losses for financial asset to productive asset	2.58%	1.96%
	4. NPL gross	3.32%	2.47%
	5. NPL net after impairment value	1.98%	1.34%
III.	Rentability		
	1. ROA	1.45%	3.14%
	2. ROE	6.71%	17.33%
	3. NIM	7.14%	7.31%
	NIM including third party premium expenses	6.96%	7.13%
	5. Operating expenses to operating income	85.56%	76.61%
	6. Cost to income	53.15%	57.98%
IV.	Liquidity		
	LFR	87.53%	92.60%
v.	Compliance		
	1. a. Percentage violation on Legal Lending Limit		
	a.1. Related parties	0.00%	0.00%
	a.2. Third parties	0.00%	0.00%
	b. Percentage lending in excess of Legal Lending Limit		
	b.1. Related parties	0.00%	0.00%
	b.2. Third parties	0.00%	0.00%
	Statutory Reserve Requirements (GWM)		
	a. GWM Primary Idr	7.58%	8.07%
	b. GWM Foreign Currency	8.09%	8.13%
	4. Net Open Position	0.34%	1.11%

<sup>\*)</sup> Starting from August 2015, Loan to Funding ratio (LFR) has replaced the LDR. The LFR is calculated in accordance with the Bank Indonesia Regulation (PBI) No. 17/11/PBI/2015 dated 25 June 2015 regarding Revision to PBI No. 15.15.2013 regarding Conventional Banks' Statutory Reserve Requirement in Rupiah and Foreign Currency.

<sup>\*\*)</sup> Restated

## **Statements of Commitments and Contingencies**

As at 31 December 2015 and 2014

NTO	ACCOMPTEC	BA	NK	CONSOL	IDATED
NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014	31 Dec 2015	31 Dec 2014
I	COMMITMENT RECEIVABLES				
	1. Unused borrowing facilities				
	a. Rupiah	-	-	-	-
	b. Foreign currencies	-	-	-	-
	2. Outstanding buying of spot and derivative contract	3,187,821	6,939,124	3,187,821	6,939,124
	3. Others	-	-	-	-
II	COMMITMENT PAYABLES				
	1. Unused loans facilities granted to debtors				
	a. BUMN				
	i. Committed				
	- Rupiah	-	-	-	-
	- Foreign currencies	-	-	-	-
	ii. Uncommitted				
	- Rupiah	50,000	49,727	50,000	49,727
	- Foreign currencies	-	-	-	-
	b. Others				
	i. Committed	358,471	358,494	358,471	358,494
	ii. Uncommitted	35,925,213	39,657,668	35,925,213	39,657,668
	2. Unused loan facilities granted to other banks				
	a. Committed				
	i. Rupiah	10,083	14,436	10,083	14,436
	ii. Foreign currencies	-	-	-	-
	b. Uncommitted				
	i. Rupiah	196,649	250,833	196,649	250,833
	ii. Foreign currencies	-	-	-	-
	3. Outstanding Irrevocable L/C				
	a. Offshore L/C	1,331,797	2,242,068	1,331,797	2,242,068
	b. Local L/C	294,864	420,119	294,864	420,119
	4. Outstanding selling of spot and derivative contract	4,050,238	3,090,535	4,050,238	3,090,535
	5. Others	-	-	-	-
III.	CONTINGENT RECEIVABLES				
	1. Guarantees received				
	a. Rupiah	-	-	-	-
	b. Foreign currencies	130,292	130,110	130,292	130,110
	2. Interest receivables on non performing assets				
	a. Loan interest income	493,979	377,432	493,979	377,432
	b. Other interest	-	-	-	-
	3. Others	155,000	-	155,000	-
IV.	CONTINGENT PAYABLES				
	1. Guarantees issued				
	a. Rupiah	2,984,967	2,910,891	2,984,967	2,910,891
	b. Foreign currencies	457,797	708,119	457,797	708,119
	2. Others	-	-	-	_
L					

# Asset Quality and Other Information As at 31 December 2015 and 2014

				31 Des	2015		r			31 Des 2	2014		ı
NO.	ACCOUNTS	Current	Special Mention	Substandard	Doubtful	Loss	Total	Current	Special Mention	Substandard	Doubtful	Loss	Total
i.	RELATED PARTIES		Weition						Mention				
1.	Placements with other banks												
	a. Rupiah	17,220	-	-	-	-	17,220	32,831	-	-	-	-	32,831
2	b. Foreign currencies  Spot and derivative receivables	185,241	-	-	-	-	185,241	523,908	-	-	-	-	523,908
۷.	a. Rupiah	_	_	_	_	_	_	_	_	_	_	_	_
	b. Foreign currencies	-	-	-	_	-	-	-	_	-	-	-	-
3.	Marketable securities												
	a. Rupiah	70,678	-	-	-	-	70,678	69,501	-	-	-	-	69,501
4	b. Foreign currencies	483	-	-	-	-	483	1,795	-	-	-	-	1,795
4.	Securities sold under repurchase agreements (repo)  a. Rupiah	_	_	_	_	_	_	_	_	_	_	_	_
	b. Foreign currencies	_	_	_		_	_	_	_	_	_	_	_
5.	Securities purchased under resale agreements (reverse repo)												
	a. Rupiah	-	-	-	-	-	-	-	-	-	-	-	-
	b. Foreign currencies	-	-	-	-	-	-	-	-	-	-	-	-
6. 7.	Acceptance receivables  Loans	6,264	-	-	-	-	6,264	199	-	-	-	-	199
/.	a. Debtor micro, small and medium												
	i. Rupiah	-	-	-	-	-	-	7	_	-	-	-	7
	ii. Foreign currencies	-	-	-	-	-	-	-	-	-	-	-	-
	b. Non debtor micro, small and medium	400 55-					400.00	22.47					22.05-
	i. Rupiah ii. Foreign currencies	422,569	697	-	-	-	423,266	22,171	902	-	-	-	23,073
	ii. Foreign currencies c. Restructured Loans	-				-	-	-	-	_	-	-	_
	i. Rupiah	-	-	-	-	-	-	-	_	-	-	-	-
	i. Foreign currencies	-	-	-	-	-	-	-	-	-	-	-	-
	d. Properties loan	14,949	660	-	-	-	15,609	19,463	881	-	-	-	20,344
	Investments	2,645,312	-	-	-	-	2,645,312	2,645,312	-	-	-	-	2,645,312
9. 10	Temporary equity investment Others receivables	-	-	_	-	-	-	-	-	-	_	-	_
	Commitments and contingencies to third parties												
	a. Rupiah	264	-	-	-	-	264	1,221,076	-	-	-	-	1,221,076
	b. Foreign currencies	-	-	-	-	-	-	-	-	-	-	-	-
	Idle properties	-	-	-	-	-	-	-	-	-	-	-	-
13. 14.	Foreclosed assets Suspense accounts	-	-	-	-	-	-	-	-	-	-	-	-
14.	Suspense accounts	-	-	-	-	-	-	-	-	-	-		-
I.	NON RELATED PARTIES												
1.	Placements with other banks												
	a. Rupiah	1,254,344	-	-	-	-	1,254,344	1,156,280	-	-	-	-	1,156,280
2	b. Foreign currencies  Spot and derivative receivables	6,027,248	-	-	-	-	6,027,248	7,263,746	-	-	-	-	7,263,746
۷.	a. Rupiah	277,242	_	_	_	_	277,242	219,298	_	_	_	_	219,298
	b. Foreign currencies	57,846	-	-	-	-	57,846	22,969	_	-	-	_	22,969
3.	Marketable securities												
	a. Rupiah	9,260,267	-	-	-	-	9,260,267	12,680,242	-	-	-	20,000	12,700,242
4	b. Foreign currencies	2,949,894	-	-	-	-	2,949,894	1,061,855	-	-	-	-	1,061,855
4.	Securities sold under repurchase agreements (repo)  a. Rupiah					_	_	933,094	_			_	933,094
	b. Foreign currencies	-	_	_	_	-	_	-	_	_	_	-	- 233,094
	Securities purchased under resale agreements (reverse repo)												
	a. Rupiah	-	-	-	-	-	-	540,541	-	-	-	-	540,541
	b. Foreign currencies	-	-	-	-	-	-	-	-	-	-	-	-
6. 7.	Acceptance receivables	5,063,345	-	-	-	-	5,063,345	7,566,844	-	-	-	-	7,566,844
7.	Loans a. Debtor micro, small and medium												
	i. Rupiah	30,994,306	3,502,501	386,357	549,510	1,179,538	36,612,212	29,171,851	1,765,987	328,785	399,556	984,174	32,650,353
	ii. Foreign currencies	230,611	26,928	-	-	2,317	259,856	247,265	-	-	-	3,009	250,274
	b. Non debtor micro, small and medium												
	i. Rupiah	52,529,689	3,194,014	249,175	302,155	438,978	56,714,011	59,967,951	4,495,600	176,295	246,358	253,114	65,139,318
	ii. Foreign currencies c. Restructured Loans	7,804,417	757,028	1,223	161,758	109,216	8,833,642	10,421,190	798,942	87,404	917	203,651	11,512,104
	i. Rupiah	1,190,488	599,332	112,016	145,616	207,431	2,254,883	886,551	606,524	88,112	86,966	140,887	1,809,040
	ii. Foreign currencies	345,066	753,491	-	161,758	59,205	1,319,520	213,897	648,023	49,057	-	200,411	1,111,388
	d. Properties loan	4,297,184	169,503	17,881	15,249	60,972	4,560,789	4,573,449	171,682	20,153	5,989	30,120	4,801,393
	Investments	157,458	25	-	-	-	157,483	157,459	25	-	-	-	157,484
	Temporary equity investment Others receivables	7 120	-	- 220	-	-	7.460	= 200	-	-	-	-	F 2/0
	Others receivables Commitments and contingencies to third parties	7,129	_	339	-	-	7,468	5,368	-	-	-	-	5,368
11.	a. Rupiah	34,061,683	220,776	_	250	_	34,282,709	32,643,757	184,078	-	-	7,267	32,835,102
	b. Foreign currencies	7,315,965	10,903	-	-	-	7,326,868	12,346,645	209,534	-	-	-	12,556,179
	b. Poleign currencies		1	i .	i l					I		4 4 20 5	16,397
12.	Idle properties	-	-	-	-	16,397	16,397	-	-	-	-	16,397	
13.		- - 1,722	-	-	-	16,397 499 -	16,397 499 1,722	- 671	-	-	80	16,397 419	499 671

#### **March 2016**

				31 Des 2	2015					31 Des 2	2014		
NO.	ACCOUNTS	Current	Special Mention	Substandard	Doubtful	Loss	Total	Current	Special Mention	Substandard	Doubtful	Loss	Total
III.	OTHERS INFORMATION												
1.	Collateralised assets												
	a. To Bank Indonesia						-						-
	b. To other parties						-						-
2.	Total Allowance for impairment losses on financial assets -/-						3,369,012						2,830,023
3.	Minimum required allowance for possible losses on assets						3,196,934						3,041,662
4.	Percentage of micro, small and medium enterprises credit to												
	total loans						35.85%						30.03%
5.	Percentage of micro and small enterprises credit to total loans						17.21%						12.12%
6.	Percentage of micro, small and medium enterprises debtors to												
	total debtors						13.87%						9.20%
7.	Percentage of micro and small enterprises debtor to total												
	debtors						11.88%						7.62%
8.	Others						-						-
	a. Chanelling loans						350,623						350,623
	b. Chanelling loans Mudharabah Muqayadah						-						-
	c. Written-off earning assets						3,446,298						2,431,278
	d. Recovery on written-off earning assets						687,012						722,251
	e. Charged-off earning assets						1,906,947						1,184,441

#### **Allowance for Impairment Losses**

As at 31 December 2015 and 2014

(in million Rupiah)

			31 D	ec 2015		31 Dec 2014			
No.	ACCOUNTS	Impairment Loss Allowance		Minimum Required Regulatory		Impairment Loss Allowance		Minimum Required Regulatory	
		Individual	Collective	General	Specific	Individual	Collective	General	Specific
1	Placements with other banks	-	8,580	74,841	-	-	7,663	89,768	-
2	Spot and derivative receivables	-	-	3,351	-	-	-	2,423	-
3	Marketable securities	-	500	38,758	-	-	21,442	34,225	20,000
4	Securities sold under repurchase agreements (repo)	-	-	-	-	-	-	-	-
5	Securities purchased under resale agreements								
	(reverse repo)	-	-	-	-	-	-	-	-
6	Acceptance receivables	-	-	50,696	-	-	-	75,670	-
7	Loans	785,703	2,574,229	908,403	2,013,644	593,536	2,207,382	972,341	1,719,803
8	Others receivable	-	-	71	51	-	-	54	-
9	Investments	-	-	28,028	1	-	-	28,028	1
10	Temporary equity investment	-	-	-	-	-	-	-	-
11	Commitment and Contingency	-	-	50,691	11,504	-	-	62,713	19,780
		785,703	2,583,308	1,154,838	2,025,199	593,536	2,236,488	1,265,222	1,759,585

#### **Statement of Spot and Derivative Transactions**

As at 31 December 2015

NO	TRANSACTION	Notional	Purp	ose	Derivative Receiva	able and Liabilities
NO.	IKANSACTION	Amount	Trading	Hedging	Receivables	Liabilities
A.	Related to exchange rate					
1.	Spot	557,913	557,913		107	617
2.	Forward	875,804	875,804		40,572	1,217
3.	Option	-	-		-	-
	a. Purchased	-	-		-	-
	b. Written	-	-		-	-
4.	Future	-	-		-	-
5.	Swap	5,180,735	4,491,485	689,250	293,766	122,152
6.	Others	-	-		-	-
В.	Related to interest rate		-		-	-
1.	Forward	-	-		-	-
2.	Option	-	-		-	-
	a. Purchased	-	-		-	-
	b. Written	-	-		-	-
3.	Future	-	-		-	-
4.	Swap	158,442	158,442		642	6
5.	Others	-	-		-	-
C.	Others				-	-
	TOTAL	6,772,894	6,083,644	689,250	335,087	123,992

# Capital Adequacy Requirement As at 31 December 2015 and 2014

DECORPORA	31 Dec	2015 *)	31 Dec 2	31 Dec 2014 **)		
DESCRIPTION	Bank	Consolidated	Bank	Consolidated		
I Core Capital (Tier 1)	25,566,704	29,891,980	24,099,503	28,636,284		
1 Main Core Capital (CET 1)	25,566,704	29,891,980				
1.1 Paid Up Capital (After deducted with Treasury Stock)	5,901,122	5,901,122				
1.2 Disclosed reserves	23,978,258	28,274,722				
1.2.1 Premium/ discount	7,236,756	7,236,756				
1.2.2 Donated capital	-	-				
1.2.3 General reserve	302,807	302,807				
1.2.4 Prior years' profit/loss that can be reckoned	14,467,159	18,278,991				
1.2.5 Current year profit/loss that can be reckoned	1,891,440	2,393,304				
1.2.6 Surplus from foreign currency translation	-	-				
1.2.7 Paid up capital fund	_	_				
1.2.8 Issued warran	_	_				
1.2.9 Issued share options on shares option						
compensation programs	_	_				
1.2.10 Other comprehensive income	96,992	79,760				
1.2.11 Surplus of fixed assets revaluation	70,772	75,700				
1.2.11 Surplus of fixed assets revaluation  1.2.12 Under provision between regulatory provision and	_	_				
impairment value on productive assets						
1.2.13 Under provision between regulatory provision and	_	-				
impairment value on non productive assets	(16,896)	(16,896)				
1.2.14 Negative difference on fair value adjustment of	(10,890)	(10,890)				
=						
financial instrument in trading book	_	-				
1.3 Minority interest which can be reckoned	(4.212.676)	(4.292.964)				
1.4 Deduction factor to core capital	(4,312,676)	` ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′ ′				
1.4.1 Deffered tax calculation	(1,401,227)	(1,469,114)				
1.4.2 Goodwill	(266 127)	(1,074,532)				
1.4.3 Other intangible assets	(266,137)	(340,556)				
1.4.4 Investment calculated as deduction factor	(2,645,312)	(1,399,662)				
1.4.5 Short of capital on insurance subsidiary company	-	-				
1.4.6 Capital securitisation exposure	-	-				
1.4.7 Other deduction factor to core capital	-	-				
1.4.8 Investment at AT1 and Tier 2 to other bank	-	-				
2 Additional Core Capital (AT-1)	-	-				
2.1 Instrument that qualified for AT-1	-	-				
2.2 Agio / Disagio	-	-				
2.3 Deduction Factor: Investment at AT1 and Tier 2 to other bank	-	-				
II Supplementary Capital (Tier 2)	1,154,838	1,336,123	-	935,484		
1 Capital instrument in form of shares or others which are qualified	-	-				
2 Premium/ discount from the issuance of supplementary capital instrument	-	-				
3 General allowance for possible losses on earning assets						
(max. 1.25% of RWA Credit Risk)	1,154,838	1,336,123				
4 Specific reserves	-	-				
5 Deduction Factor of Supplementary Capital						
Total Capital	26,721,542	31,228,103	24,099,503	29,571,768		

<sup>\*)</sup> Effective January 2015, the Capital Adequacy Ratio (CAR) is prepared in accordance to PBI No.15/12/PBI/2013 dated 12 December 2013 regarding Capital Adequacy Ratio for Commercial Bank. Previously it was prepared in accordance to PBI No. 14/18/PBI/2012 dated 28 November 2012.

<sup>\*\*)</sup> Restated

#### **March 2016**

DESCRIPTION	31 Dec	2015 *)	31 Dec 2014		
DESCRIPTION	Bank Consolidated		Bank	Consolidated	
RISK WEIGHTED ASSETS					
RWA CREDIT RISK	103,373,168	124,402,960	110,768,885	133,861,526	
RWA MARKET RISK	438,972	439,538	370,855	372,188	
RWA OPERATIONAL RISK	24,416,521	33,923,198	22,214,233	32,060,719	
TOTAL RWA	128,228,661	158,765,696	133,353,973	166,294,433	

DESCRIPTION	31 Dec	2015 *)	31 Dec 2014 **)		
DESCRIPTION	Bank Consolidated		Bank	Consolidated	
CAR RATIO					
Main Core Capital (CET 1) Ratio	19.94%	18.83%			
Main Capital (Tier 1) Ratio	19.94%	18.83%	18.07%	17.22%	
Supplementary Capital (Tier 2) Ratio	0.90%	0.84%	0.00%	0.56%	
Total Ratio	20.84%	19.67%	18.07%	17.78%	

<sup>\*</sup> Effective January 2015, the Capital Adequacy Ratio (CAR) is prepared in accordance to PBI No.15/12/PBI/2013 dated 12 December 2013 regarding Capital Adequacy Ratio for Commercial Bank. Previously it was prepared in accordance to PBI No. 14/18/PBI/2012 dated 28 November 2012.

<sup>\*\*)</sup> Restated

**March 2016** 

#### **Sharia Unit**

#### STATEMENTS OF FINANCIAL POSITION AS AT 31 DECEMBER 2015 AND 2014

million Rupiah

NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014
	ASSETS		
1.	Cash	10,126	15,400
2.	Placements with Bank Indonesia	348,337	325,275
3.	Placements with other banks	=	=
4.	Marketable securities	50,000	95,000
5.	Financing receivables *)	187,423	221,066
6.	Profit sharing financing	2,973,229	2,262,613
7.	Leased financing	30,515	2,636
8.	Other earning asset	-	-
9.	Allowance for impairment losses on earning asset (-/-)	-	-
	a. Individual	(11,860)	(11,962)
	b. Collective	(51,394)	(55,074)
10.	Fixed assets and equipment	8,032	8,376
11.	Non earning asset	0	1
12.	Allowance for impairment losses on other assets -/-	-	-
13.	Other assets	28,906	34,187
	TOTAL ASSETS	3,573,315	2,897,518
	LIABILITIES		
1.	Wadiah saving	154,477	181,477
2.	Non profit sharing investment funds	2,310,763	1,983,673
	Liabilities to Bank Indonesia	2,510,705	-
4.	Liabilities to other bank	565,535	313,055
5.	Marketable securities issued	-	-
6.	Others liabilities	10,918	18,370
7.	Profit sharing investment funds	-	-
8.	Working funds	447,017	393,727
9.	Accumulated gain/(loss)	84,604	7,216
	TOTAL LIABILITIES	3,573,314	2,897,518

#### STATEMENTS OF INCOME

#### FOR YEARS ENDED 31 DECEMBER 2015 AND 2014

NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014
OPI	ERATING INCOME AND EXPENSE		
Α. (	Operating income dan expense from distribution of fund		
1.	Income from Distribution of Fund		
	a. Income from receivables	19,671	50,215
	b. Income from profit sharing	333,402	211,961
	c. Others	12,265	10,765
2.	Margin distribution to owners of investment funds -/-		
	a. Non Profit sharing	159,249	103,787
	b. Profit sharing	-	-
3.	Income after margin distribution	206,089	169,154
В. (	Dther Operating Income and Expense		
1.	Other Operating Income		
	a. Income as mudharib in mudharabah muqayyadah	-	-
	<ul> <li>b. Commission/Provision/Fees and administrative</li> </ul>	1,873	2,579
	c. Other income	42,130	19,109
2.	Other Operating Expenses		
	a. Wadiah bonus expense	2,862	3,038
	b. Impairment losses on financial assets	50,939	16,116
	c. Losses on operational risk	55	145
	d. Commision/Provision/Fees and administrative	898	506
	e. Impairment losses on other asset (non financial)	-	-
	f. Salaries and employee benefits	70,267	103,477
	g. Other expenses	27,923	52,680
3.	Other Operating Income (Expense)	(108,941)	(154,274)
	OPERATING INCOME (LOSS)	97,148	14,880
NO	N OPERATING INCOME AND EXPENSE		
1.	Gain/(loss) from sale of premisses and equipment	16	62
2.	Gain (loss) on foreign currencies translation	416	(70)
3.	Income(expenses) non operating expenses	(12,975)	(7,656)
	NON OPERATING INCOME (LOSS)	(12,544)	(7,664)
	INCOME (LOSS) FOR THE PERIOD ENDED BEFORE TAX	84,604	7,216
	Income tax	-	-
	INCOME (LOSS) FOR THE PERIOD ENDED NET OF TAX	84,604	7,216

**March 2016** 

#### STATEMENTS OF COMMITMENTS AND CONTINGENCIES

AS AT 31 DECEMBER 2015 AND 2014

(In million Rupiah)

NO.	ACCOUNTS	31 Dec 2015	31 Dec 2014
I.	CONTINGENT RECEIVABLES		
	Unused Financing facilities	-	-
	Outstanding buying of spot and forward contract	-	-
	2. Others	-	-
II.	COMMITMENT PAYABLES	-	-
	Unused Financing facilities	361,269	707,452
	2. Others	9,919	-
III.	CONTINGENT RECEIVABLES	-	-
	Guarantees received	-	-
	Margin receivables on non performing assets	3,456	2,484
	3. Others	-	-
IV	CONTINGENT PAYABLES	-	-
	Guarantees issued	-	-
	2. Others	-	-

<sup>\*)</sup> iB receivables exclude margin to be received of Rp 52, 403 million and Rp 35,953 million as at 31 December and 2014, respectively.

#### **Table of Margin Distribution**

#### For the month of December 2015

NO.	Type of funding	Average balance	Revenue to be distributed	Depositor's portion		
				Ratio (%)	Total bonus & profit sharing	Rate of return indication (%)
A.	FINANCING					
	Bank	285,118	2,979			
2.	Non Bank	2,884,449	29,246			
B.	FUNDING					
1.	Wadiah current accounts					
	a. Bank	5,182	44			
	b. Non Bank	263,301	2,243			
2.	Mudharabah current accounts					
	a. Bank	13,492	115	10.00	11	1.00
	b. Non Bank	207,731	1,770	10.00	177	1.00
3.	Wadiah savings					
	a. Bank	-	-			
	b. Non Bank	2,389	20			-
4.	Mudharabah savings					
	a. Bank	19,686	168	13.00	22	1.30
	b. Non Bank	259,245	2,208	13.00	287	1.30
5.	Mudharabah deposits					
	a. Bank					
	- 1 month	420,314	3,581	42.00	1,504	4.21
	- 3 months	6,629	56	42.00	24	4.21
	- 6 months	0	0	42.00	0	4.21
	- 12 months	5,189	44	42.00	19	4.21
	b. Non Bank					
	- 1 month	1,535,582	13,081	42.00	5,494	4.21
	- 3 months	33,884	289	42.00	121	4.21
	- 6 months	17,164	146	42.00	61	4.21
	- 12 months	10,367	88	42.00	37	4.21
TOTAL		2,800,155	23,853			_



#### **INVESTOR NEWSLETTER**

March 2016

#### Notes to the Financial Statements

1. The above financial information is extracted from the consolidated financial statements of PT Bank Danamon Indonesia, Tbk. (the "Bank") and subsidiaries as of December 31, 2015 and for the year then ended. The financial statements were prepared by the Bank's management in accordance with Indonesian Financial Accounting Standards. The financial statements have been audited by Purwantono, Sungkoro & Surja ("PSS"), a member firm of Ernst & Young Global Limited (signing partner is Benyanto Suherman), independent auditors, in accordance with the Standards on Auditing established by the Indonesian Institute of Certified Public Accountants. PSS provided an unmodified opinion, as stated in their report dated January 15, 2016, which report is not included in this publication. The above financial information does not contain notes to the consolidated financial statements.

The above published report are presented in order to comply with Regulation of Otoritas Jasa Keuangan ("POJK") No. 6/POJK.03/2015 dated 31 March 2015 regarding "Transparency and Publication of Bank" dan the Copy Circular Letter of Otoritas Jasa Keuangan ("SEOJK") No. 11/SEOJK.03/2015 dated 17 April 2015 regarding "Transparency and Publication of Conventional Bank", Regulation of Capital Market and Financial Institution Supervisory Agency ("Bapepam-LK" which function has been transferred to Financial Service Authority ("OJK") starting 1 January 2013) No. VIII.G.7. Appendix to the Decree of the Chairman of Bapepam-LK No. Kep-347/BL/2012 regarding "Financial Statements Presentation and Disclosure of Issuer or Public Companies" jo. Decision of Chairman of Bapepam-LK. No. KEP-554/BL/2010 dated 30 December 2010 regarding "Amendment on Decision of Chairman of Capital Market Supervisory Agency No. KEP-06/PM/2000 dated 13 March 2000 regarding Guidelines for the Preparation of Financial Statements" jo. Circular Letter of Chairman of Bapepam No. SE-02/PM/2002 regarding "Guidelines for Presentation and Disclosure of Financial Statements of Issuer or Public Companies", and Regulation No. X.K.2 Appendix to the Decree of the Chairman of Bapepam-LK No. Kep-346/BL/2011 dated 5 July 2011 regarding "Submission Obligation of Periodic Financial Statements".

- The consolidated financial statements as at 31 December 2015 and for year then ended included financial statements of subsidiaries, i.e. PT Adira Dinamika Multi Finance, Tbk., PT Asuransi Adira Dinamika, and PT Adira Quantum Multifinance.
- The ultimate shareholder of Asia Financial (Indonesia) Pte. Ltd. (AFI) is Temasek Holding Pte. Ltd., an investment holding company based in Singapore which is wholly owned by the Ministry of Finance of Singapore.
- 4. Exchange rate as at 31 December 2015: USD 1 = Rp 13,875; Exchange rate as at 31 December 2014: USD 1 = Rp 12,385.