



# 2013 Strategic Direction and 2012 Full Year Results

*18 February 2013*

Slide 1

Untuk Anda, Bisa



# Agenda

- I. Economic Outlook**
- II. Indonesian Banking Industry**
- III. Danamon Medium Term Strategic Priorities**
  - a) Micro Lending business**
  - b) Auto Financing business**
  - c) Funding Franchise**
  - d) Cash Management and Trade Finance**
  - e) Liquidity**
- IV. Risk Management**
- V. Full Year 2012 Results**

## 2013 Operating Environment Outlook

### GDP

- GDP growth : 6.3% (2012: 6.2%)
- GDP contributor : Domestic demand will still be the main driver. Meanwhile investment will remain strong as Indonesia's fundamental economy will recover.

### Inflation

- 2012 headline inflation was 4.3%, and this year it is expected to be moderately higher due to the rise of some administered price (i.e. electricity tariff rate hike, minimum wage hike, subsidized fuel price rise).
- Estimated inflation to reach 6.17% (with subsidized fuel price hike), or 5.47% if there such hike does not happen.

### Interest rate

- The central bank is expected to raise its benchmark interest rate by 25 bps to 6% if the inflation rate falls above BI's upper target of 3.5-5.5%.

### Rupiah

- Possible recovery in export may be positive for the improvement in CA deficit. Hence, Rupiah is expected to strengthen to Rp 9502/USD by year end or Rp 9,541/USD on average.

Source: Danamon estimates, CEIC, BPS

Slide 3

Untuk Anda, Bisa

Indonesia	2010	2011	2012	2013E	2014E
<b>National Account</b>					
Real GDP (% YoY)	6.2	6.5	6.2	6.3	6.6
Domestic demand ex. Inventory (% y-o-y)	5.3	5.7	6.2	6.2	6.4
Real Consumption: Private (% y-o-y)	4.7	4.7	5.3	5.3	5.0
Real Gross Fixed Capital Formation (% y-o-y)	8.5	8.8	9.8	9.7	9.0
GDP (US\$ bn) – nominal	709	847	879	1,002	1,175
GDP per Capita (US\$) – nominal	2,983	3,514	3,596	4,044	4,680
Open Unemployment Rate (%)	7.1	6.6	6.3	6.5	6.2
<b>External Sector</b>					
Exports, fob (% YoY, US\$ bn)	32.1	26.9	-6.3	6.4	14.5
Imports, fob (% YoY, US\$ bn)	43.7	30.8	8.3	7.5	11.1
Central government debt (% of GDP)	26.1	24.6	23.1	22.0	21.2
International Reserves – IRFCL (US\$ bn)	96.2	110.1	112.9	115.1	120.0
Reserve cover (Imports and external debt)	7.1	6.3	6.1	6.4	6.6
Currency / US\$ (Year-end)	8,991	9,068	9,670	9,502	9,252
<b>Other</b>					
BI Policy Rate (% year end)	6.50	6.00	5.75	6.00	6.00
Consumer prices (% year end)	6.96	3.79	4.30	6.17	4.18
Fiscal balance (% of GDP; FY)	-0.73	-1.16	-1.77	-1.50	-1.80

Source: BPS, Bank Indonesia, Danamon Estimates

Slide 4

Untuk Anda, Bisa



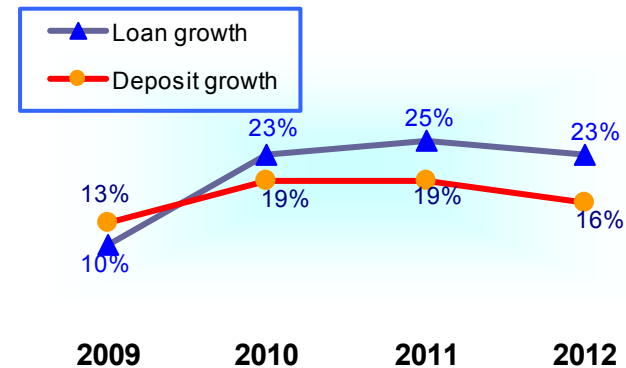
# Agenda

- I. Economic Outlook**
- II. Indonesian Banking Industry**
- III. Danamon Medium Term Strategic Priorities**
  - a) Micro Lending business**
  - b) Auto Financing business**
  - c) Funding Franchise**
  - d) Cash Management and Trade Finance**
  - e) Liquidity**
- IV. Risk Management**
- V. Full Year 2012 Results**

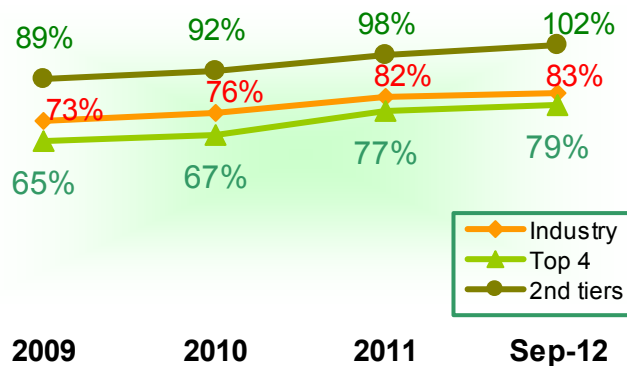
# Liquidity tightens in light of slower deposit growth

- Loan growth continue outpacing deposit growth, prompting marginal CoF rise.

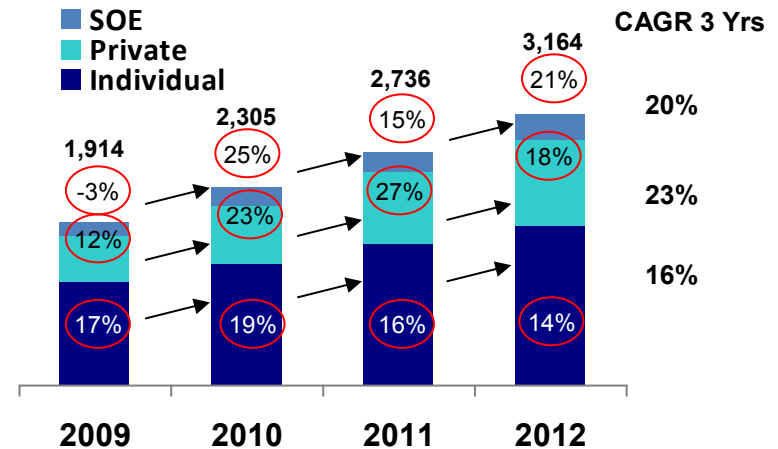
Loan growth and deposit growth slowed down in 2012.



LDR - Excluding Top 4, LDR of 2nd Tier banks was 102%



Funding by segment (Rp Tn)



Private includes financial, non financial & non profit org

Slide 6

Source : SPI (2012 use Sep 2012 data)

Note : Top 4: Mandiri, BCA, BRI, BNI. 2nd Tiers: CIMB, Danamon, BII, Panin, Permata, BTN.

Source: Bank Indonesia

SOE : BUMN & BUMD (Financial & Non Fin Corp)

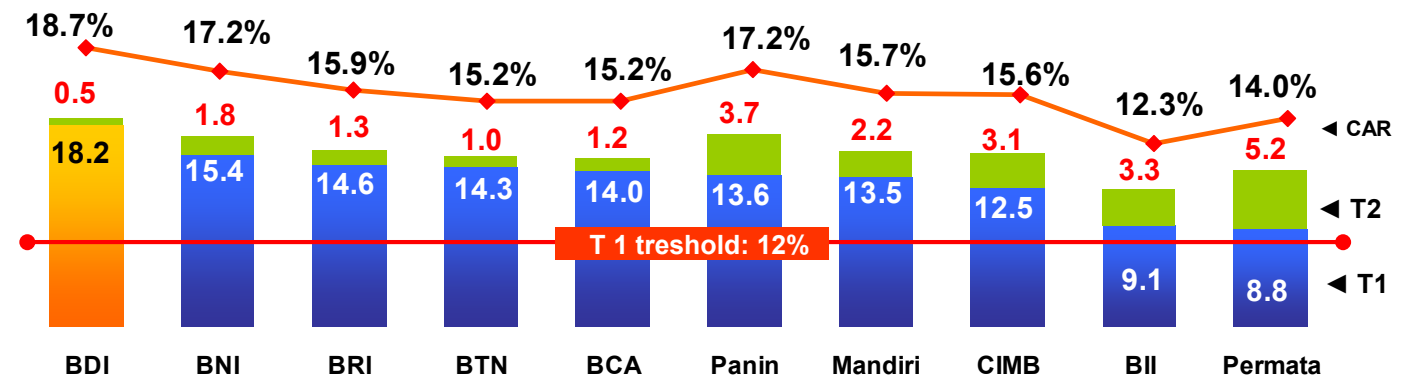
Private : Financial & Non Fin Corp, including Social org, Foundation & Cooperation)

Individual : Individual

## Core capital continue to decline in supporting growth over the years

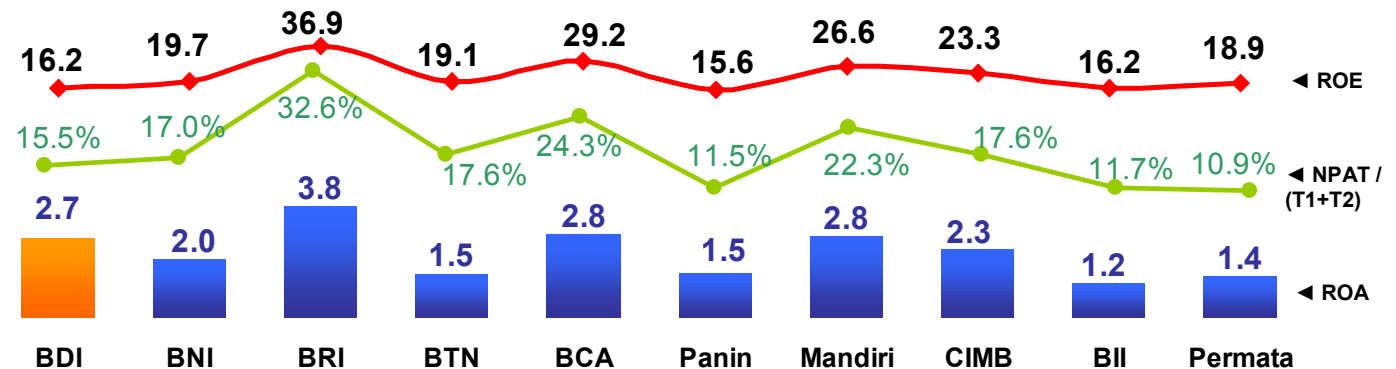
- Capital injection especially in the form of sub-debt (under T2) is expected to continue. Thus, impacting ROE formation particularly those banks with higher T2.

**Tier 1 & Tier 2 Capital**  
(%) September 2012



Source : Bank Indonesia, bank reports

**ROE & ROA**  
(%) September 2012



Source : Bank Indonesia, bank reports

# Regulation: Capital based on risk profile and Business Activity & Branch Networking

(PBI No. 14/18/PBI/2012 dated 28 November 2012, PBI No. 14/26/PBI/2012 dated 27 Dec 2012)

## Capital based on risk profile

### New rule

1. CAR minimum requirement no longer 8% but based on bank's risk profile
2. Perform **Internal Capital Adequacy Assessment Process (ICAAP)** and submit the report every 6 months (Jun & Dec period to be submitted on 31 Jan & 31 Jul)
3. BI Supervisory will perform **Supervisory Review and Evaluation Process (SREP)**

Risk Profile	CAR Min
1 - Low	8%
2 - Low to Moderate	9% - < 10%
3 - Moderate	10% - < 11%
4 - Moderate to High & 5 - High	11% - 14%

Danamon is under Low to Moderate

## Business Activity & Branch Networking

Bank is categorized into 4 "BUKU = Bank Umum berdasarkan Kegiatan Usaha" (commercial bank by business category) as follows:

"BUKU"	Tier 1 Capital
1	< Rp 1 Trillion
2	Rp 1 Trillion - < Rp 5 Trillion
3	Rp 5 Trillion - < Rp 30 Trillion
4	≥Rp 30 Trillion

Danamon is under "BUKU 3"

Sharia Units : "BUKU" shall be referred to the "BUKU" of its conventional bank

**Minimum 65% loans and financing to productive sectors for BUKU 3**

**Effective date : Jun 2016**



# Regulation: Business Activity & Branch Networking cont'

## Business Activity & Branch Networking

### Branch opening requirement

- Rated "3" (fairly sound), or better
- Have adequate core (tier 1) capital
- Adhere to branch distribution ratio (for every 3 branch in zone 1 or 2, must have 1 branch in zone 5 or 6)
- Lending to SME >10%, lending to SME and micro >20%

### Standard investment cost

- Full branch/regional offices Rp 10bn
- Sub-branch/functional offices Rp 4bn \*)
- Cash offices Rp 2bn

\*) Functional offices which disburse lending to SME is excluded from capital requirement

### Zoning and Coefficient

Zone	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6
Coefficient	5	4	3	2	1	0.5
Area	Jakarta, Overseas	Java, Bali, Banten	East Kalimantan, Riau, N.Sumatra	Sumatra, Kalimantan, Sulawesi, Papua	Sumatra, Kalimantan, Sulawesi, Papua	Sulawesi, Maluku, West Papua

### Capital Allocation

- Formula: Standard Investment Cost x Coefficient
- Sample: 1 full branch Zone 1 : Rp 10 bn x 5 = Rp 50 bn / branch

### Effective Date

- 2 Jan 2013; transition period ends June 2016
- Banks have to submit action plan to BI by end of March 2013 (to be endorsed by BI)
- Endorsed action plan to be incorporated in the revised RBB (to be submitted by June 2013)

Slide 9

## Regulation: Down Payment for Mortgage and Auto

### DP for Conventional and Shariah Financing

- BI and Bapepam issued new ruling on the minimum down payment for vehicle financing and LTV for mortgage

- ❖ In March 2012, BI (through its circular letter No. 14/10/DPNP dated 15 March 2012) and Bapepam (through press release No. 53/HMS/2012 dated 16 March 2012) each issued a different set of ruling regarding the minimum down payment for auto loans as summarized below:

Type of vehicle	BI	Bapepam	Difference
Two wheels	min. 25%	min. 20%	5%
Four wheels - productive	min. 20%	min. 20%	-
Four wheels - non productive	min. 30%	min. 25%	5%

- ❖ New issued rule of SE BI No.14/33/DPbS dated 27 Nov 2012 re: Financing Product for Mortgage and Automotive for Syariah Commercial Bank and Syariah Unit effective : 1 April 2013.
- ❖ BI also determined the maximum loan to value (LTV) for mortgage of 70%.
- ❖ The above requirement has been effective since 15 June 2012.



# Agenda

- I. Economic Outlook**
- II. Indonesian Banking Industry**
- III. Danamon Medium Term Strategic Priorities**
  - a) Micro Lending business**
  - b) Auto Financing business**
  - c) Funding Franchise**
  - d) Cash Management and Trade Finance**
  - e) Liquidity**
- IV. Risk Management**
- V. Full Year 2012 Results**

### Milestones

#### ***Critical to build primary deposits for stable funding***

1

#### **Funding**

- To build primary deposits : 50% CASA target to sustain loan growth and lower marginal COF than the 2nd tier banks
- To leverage existing network within BDI and subs for deposit gathering, new investments on branches and alt channels need to be carefully calibrated

2

#### **Leadership in Mass Market**

#### ***To Sustain High Margin Business > 50% of loans***

- Continue to invest in creating a sustainable business model to capture more market share
- Balance the growth with sustainable profitability
- Focus on efficiency and productivity become critical as external factor can't be avoided

### Milestones

3

**Cost  
Discipline to  
sustain C/I  
below 50%**

#### *Comprehensive People and Operating Strategies*

- Right sizing head counts across LoBs and support group
- Improve business operation efficiency and promote productivity
- Ensure optimization of IT investments

4

**Cont.  
to grow non-  
mass market  
& fee based  
income**

#### *To Become Customer's Top of Mind*

- Continue to gain market share in medium size customer segment with sustainable risk adjusted return
- To boost fee based income via cross-sell, bancassurance, trade finance, FX and others

### Milestones

5

#### Maintain Asset Quality

#### ***“Through the Cycles” Maintain Assets Quality***

- Maintain prudent loan origination and customer selection criteria
  - Step up fraud prevention measures
  - Enhance collection and recovery capacities
  - Initiate quantitative rating model
-



# DSP : Growth with improved asset quality

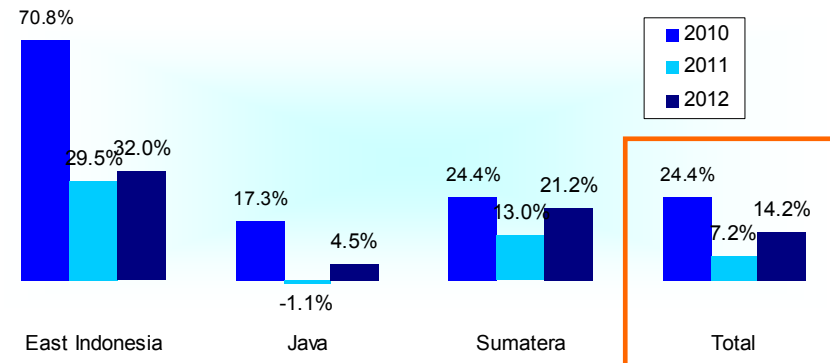
## • Growth

- Robust growth at Ex Java area.

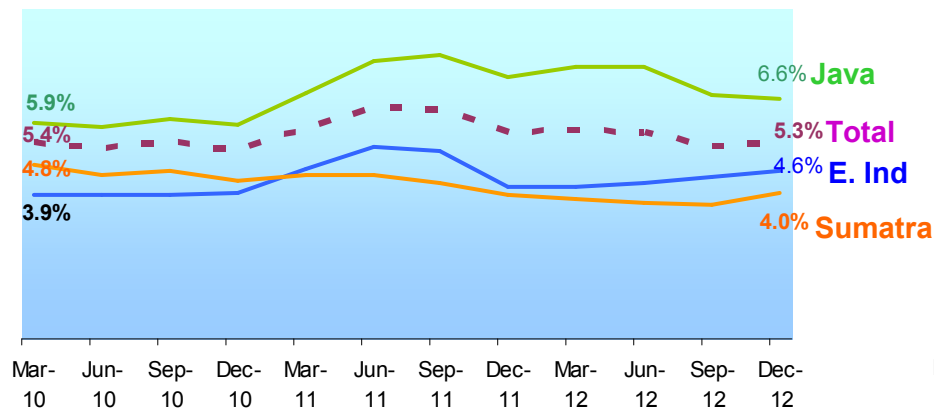
## • Asset quality

- Asset quality improved across the country despite Java slow down.

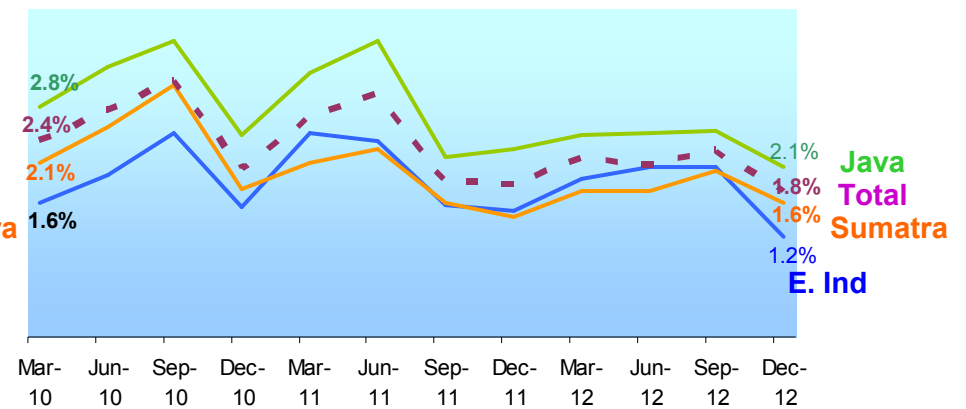
DSP Y-Y Growth



DSP - NPL



DSP - Curr - 30



Slide 15

# DSP : 2013 Strategies through various business model

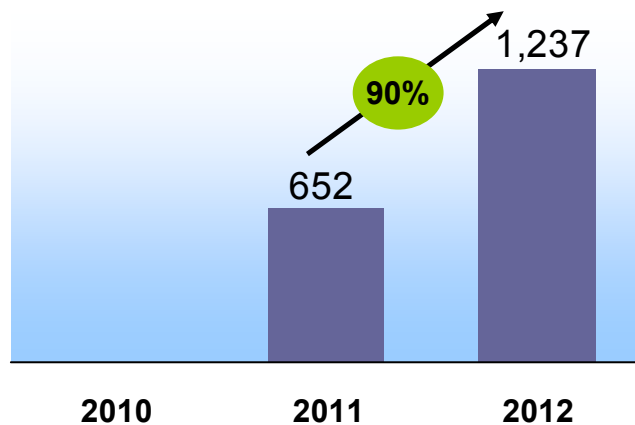
## Ex Java

- Continue growth momentum
- Special sales force for small to upper tier micro
- Continue Agri including adding new sectors

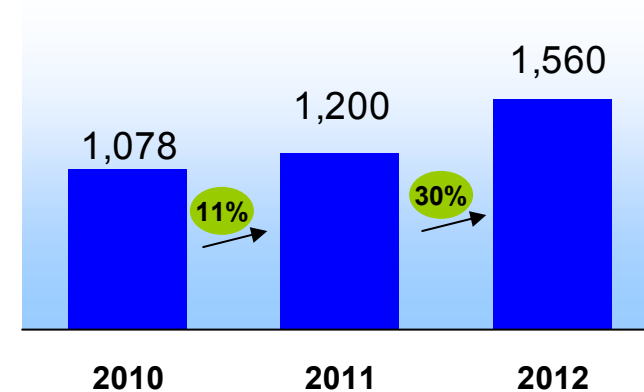
## Java

- Combine branches within the same coverage area
- Longer term – redesign distribution channel in urban area with “Hub and Spoke”
- Remedial action for problem branches → Double team
- Special sales force for small to upper tier micro
- Productivity improvement initiative

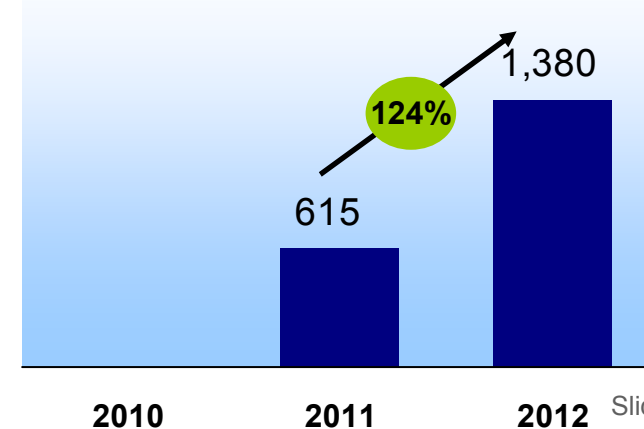
**Strategic Alliance (Rp bn)**



**Solusi Modal (Rp bn)**



**Agri (Rp bn)**



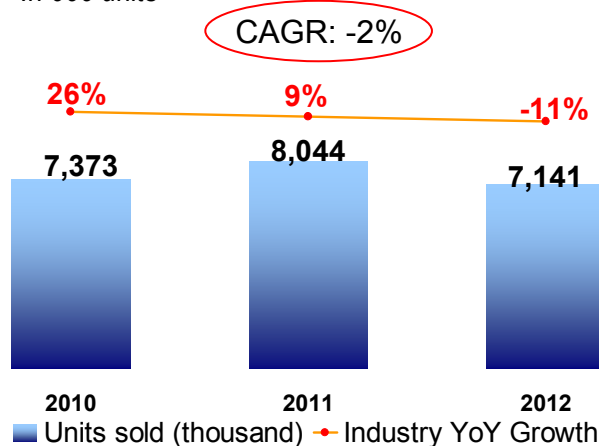
Slide 16



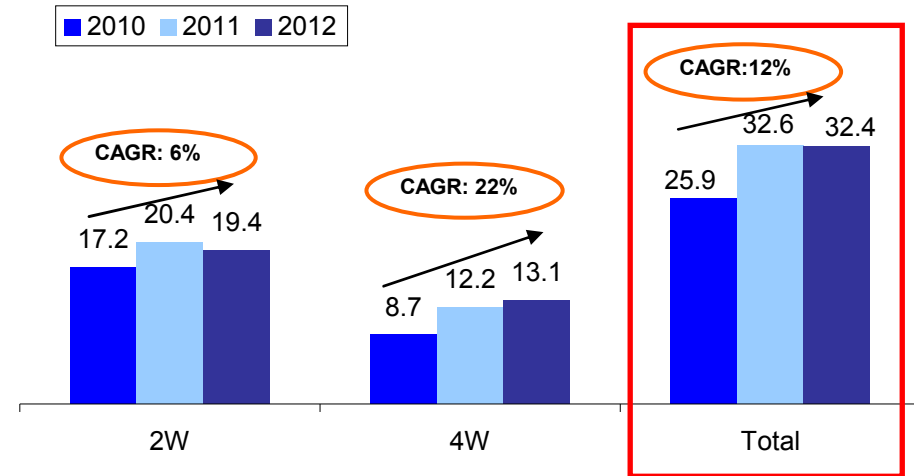
## ADMF 2012: Stability in the midst of uncertainties

- 2W market is more affected than 4W as DP rule was imposed. 4W still booked robust growth due to less price sensitive buyers.
- In 2012, total industry growth was -9% compared to 10% expansion in 2011.
- ADMF new financing was relatively stable amid challenging auto industry growth.

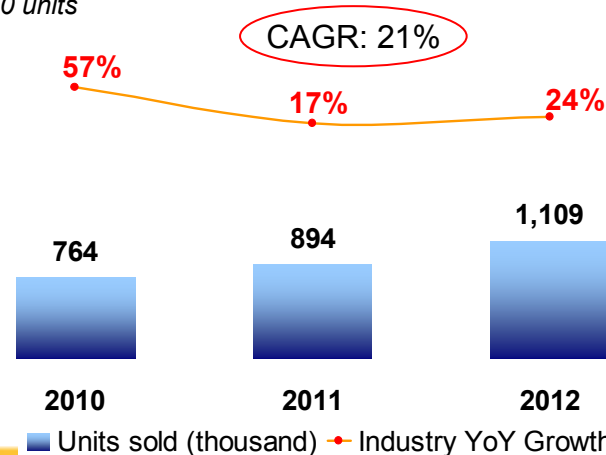
**Auto – 2W New Unit Sold**  
In 000 units



**New Financing**  
In Rp Tn



**Auto – 4W New Unit Sold**  
In 000 units



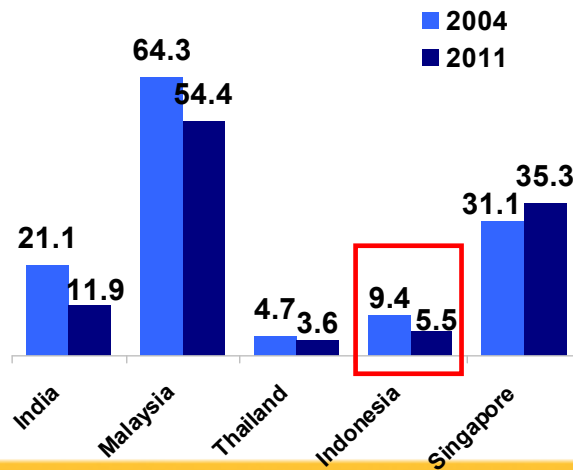
Slide 17

## Sustainable funding to cater growth opportunities

- Continuously grows through **long term funding** with fixed rate on the back of tightening liquidity that prompts higher CoF.
- Growth opportunities:** Indonesia's auto penetration was still lower compared to neighbouring countries.

### Density – Motorcycle

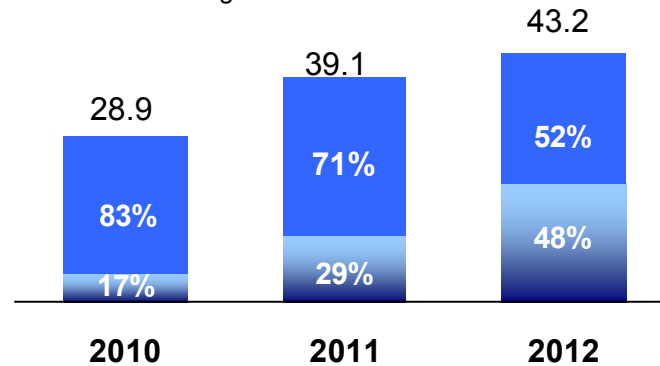
No of Population/Motorcycle owner



### Managed Receivables \*

In Rp Tn

■ Joint Financing  
■ Self Financing

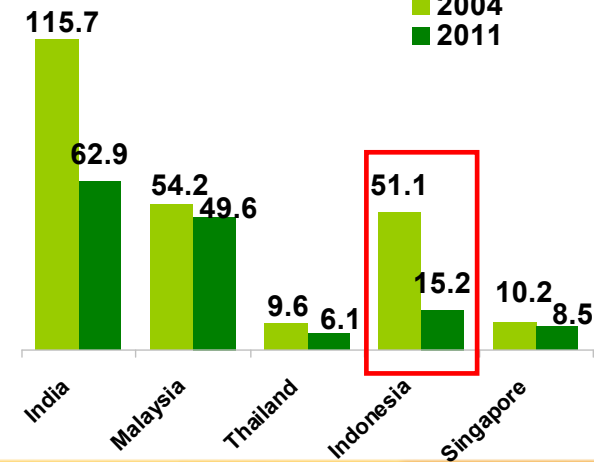


\* Excluding transaction costs directly attributable to the origination of financing accounts.

### Density - Car

No of Population/Car wner

■ 2004  
■ 2011



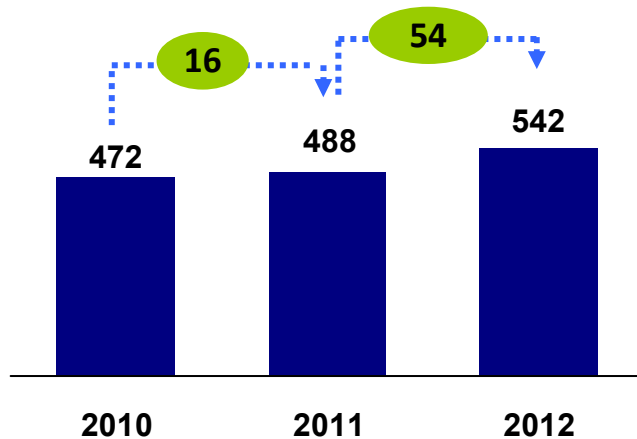
Slide 18



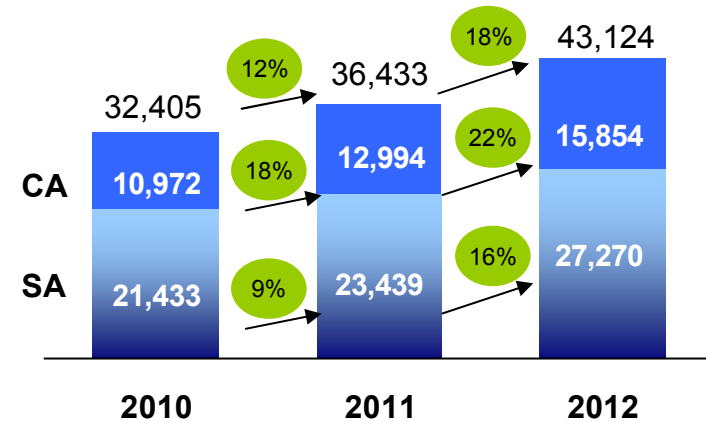
## CASA growth through introduction of programs and relevant propositions to customers

- CASA growth of 24% for the past 2 years
- Accelerate migration of transactions to low cost channels through a secure and innovative E-Banking proposition

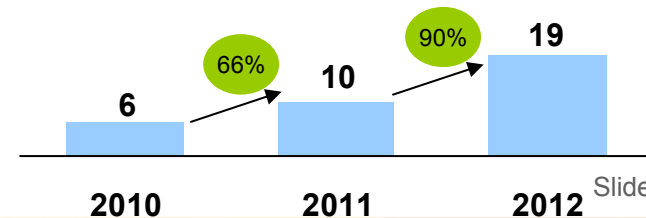
Network



**CASA**  
*In Rp bn*

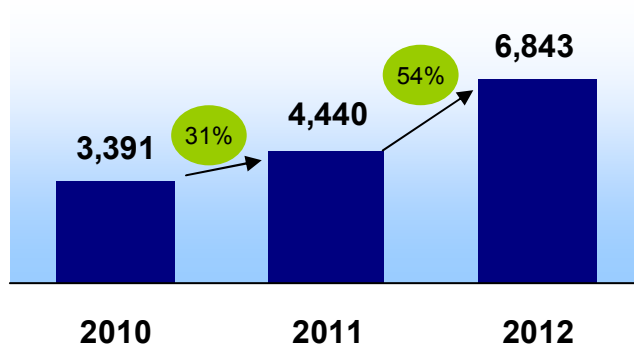


**Danamon Online Banking (No of Trx)**  
*In mio*

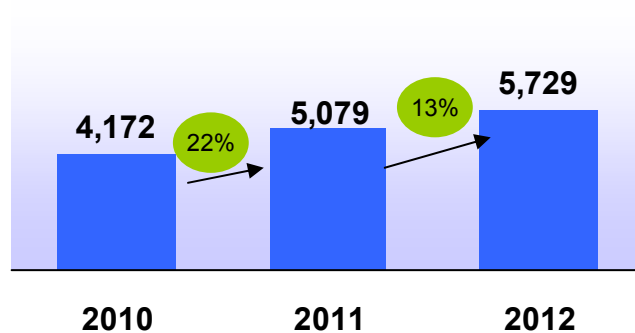


Slide 19

**Trade Finance - On B/S  
Outstanding (IDR Bn)**

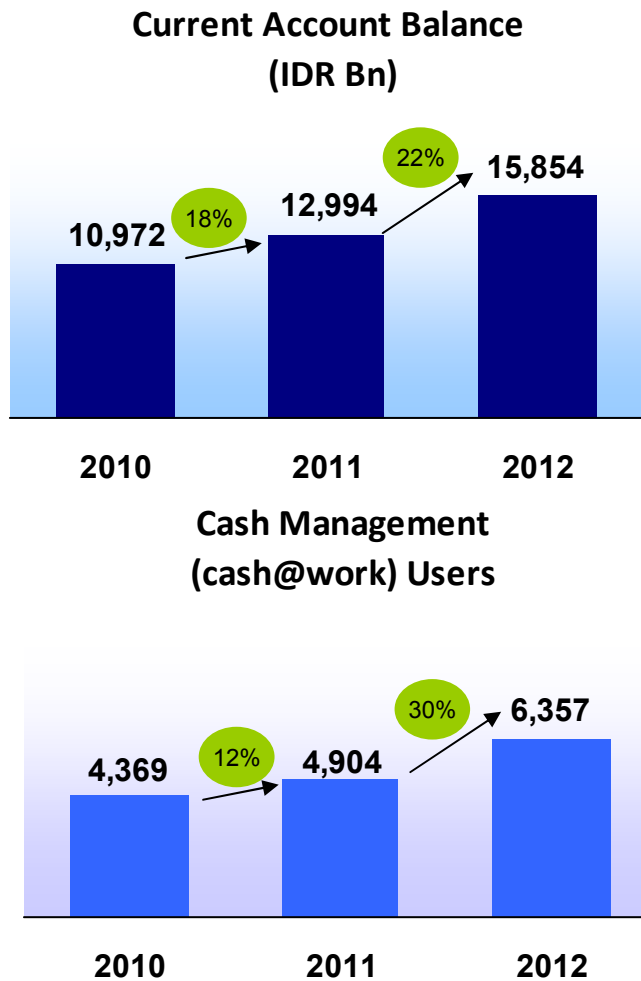


**Trade Finance - Off B/S  
Outstanding (IDR Bn)**



- Awarded: “Best Trade Finance Bank in Indonesia” from the International Trade magazine, Global Finance, for eight consecutive years since 2005 and from Global Trade Review Magazine for the second times since 2011.
- Portfolio reached Rp 6.8 tn with a significant 54% YoY growth.
- New launch of Trade Service Point at Port (TSPP) serving Import and Export Tax Payment as well as B/L endorsement, has been launched in several strategic locations.

## 2012 Cash Management Highlight



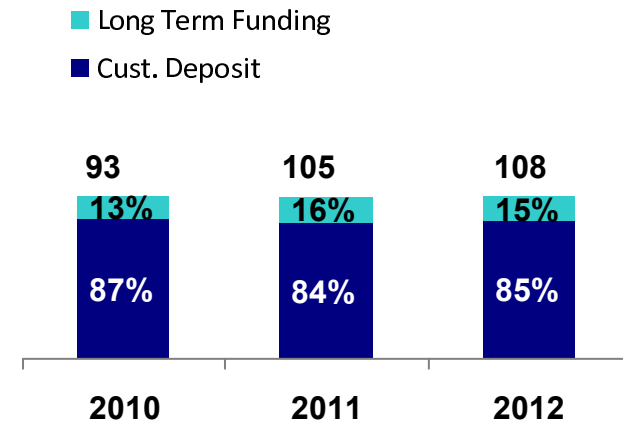
- Current Account portfolio reached Rp 15.9 tn, significantly grew by 22% year on year.
- While on Cash Management Internet Banking users (cash@work), showing a continuous growth of 30% year on year.
- In 2012, Bank Danamon has launched a new module in cash@work :
  - Financial Supply Chain → Facility that handles payment transaction between Sellers and its Buyers within the same supply chain, upstream or downstream through a single integrated electronic platform cash@work.
  - ERP Direct Payment → Facility that connect customer's ERP system with Danamon's system which enables customer to send out payment instruction and retrieve account balance from Danamon seamlessly.

## Growth underpinned by ample liquidity

### Achievements

- Total liquid assets rose 8% to Rp 30.3 trillion compared to last year.
- In order to prevent the Bank would face liquidity problems during a stress situation the Bank has established a Contingency Funding Plan (CFP), which is discussed periodically by the Senior Management.
- The Loans-to-Deposit (LDR) was 100.6%. The Loan to Funding, which includes Capital, bonds and other stable professional funding stand at 89.2% as of December 31st, 2012
- The consolidated professional funding was Rp 16 trillion or 15% of the total third parties funding.

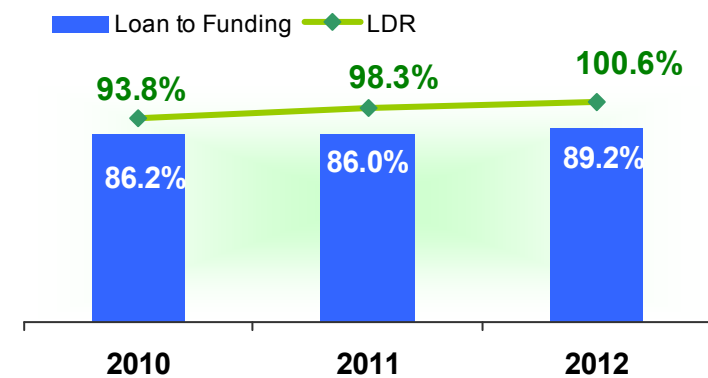
### Funding Composition (Rp tn)



### Key Initiatives

- Continue to support the assets growth with prudent liquidity management.
- Evaluate accessing the off-shore markets to secure long term funding with maturity greater than 1 year for the Bank and Adira Finance throughout different structures

### LDR and Loan to Funding



Slide 22



# Agenda

- I. Economic Outlook**
- II. Indonesian Banking Industry**
- III. Danamon Medium Term Strategic Priorities**
  - a) Micro Lending business**
  - b) Auto Financing business**
  - c) Funding Franchise**
  - d) Cash Management and Trade Finance**
  - e) Liquidity**
- IV. Risk Management**
- V. Full Year 2012 Results**

## Risk Management : 2012 achievements and strategies

### Achievements in 2012

- Overall Portfolio continued to improve especially NPL and COC.
- Awarded The Best Bank with Risk Management Education" program, among National Banks with assets over Rp 100 trillion by Business Review Magazine-Ideku Group)

### Credit Risk Management

- Focus on Credit Quality and Plan Metrics
- Risk rating models and scorecards – revalidated and launched in key businesses
- Preparing strong and solid team, developing risk awareness culture, eases career path and developing training for Risk Academy
- Build centralized Risk data warehouse consolidating all the bank-wide database

### 2013 Initiatives

### Oprisk & Fraud Management

- Transform control-based into risk-based management approach
- Implement ISO 22301 on Business Continuity Management System
- Improving fraud early detection strategy based on uniqueness of each LOB

### Market Risk Management

Implement a new ALM System to enhance liquidity monitoring as well as analysis





## Agenda

- I. Economic Outlook**
- II. Indonesian Banking Industry**
- III. Danamon Medium Term Strategic Priorities**
  - a) Micro Lending business**
  - b) Auto Financing business**
  - c) Funding Franchise**
  - d) Cash Management and Trade Finance**
  - e) Liquidity**
- IV. Risk Management**
- V. Full Year 2012 Results**

## Highlights Full Year 2012 Results

- Total loans rose 14% to Rp 116 trillion, driven by mass market and SMEC segments, that grew 11% and 26%, respectively.
- CASA grew 18% to Rp 43 trillion. CASA ratio stood at 47% vs 41% last year. Current account and saving account each rose 22% to Rp 15.9 trillion and 16% to Rp 27.3 trillion, respectively.
- Loan to funding (including long term funding) was 89.2%, while LDR eased to 100.6% from 103.5% last quarter.
- Net Interest Margin stood at 10.1% or improved 20bps driven by lower cost of funds.
- Cost to income ratio improved to 50.8% compared to 51.8% last year.
- Fee income was 26% of operating income or Rp 4.4 trillion, rose 9% from last year.
- Asset quality improved as cost of credit declined to 2.8% from 3% last year, while NPL ratio also decreased to 2.3% from 2.5% a year earlier.
- NPAT rose 22% to Rp 4,012 billion. Consolidated ROA was 2.7%. Consolidated ROE stood at 16.2% sustained by solid CAR of 18.9%.

Slide 26

## Highlights of Income Statement

<i>Rp billion</i>	2011	2012	△YoY	1Q12	2Q12	3Q12	4Q12
<b>Net Interest Income</b>	<b>10,849</b>	<b>12,922</b>	<b>19%</b>	<b>3,019</b>	<b>3,272</b>	<b>3,299</b>	<b>3,332</b>
Non-Interest Income	4,071	4,433	9%	1,029	1,143	1,131	1,130
<b>Operating Income</b>	<b>14,920</b>	<b>17,355</b>	<b>16%</b>	<b>4,048</b>	<b>4,415</b>	<b>4,430</b>	<b>4,462</b>
Cost of Credit	(2,650)	(2,984)	13%	(788)	(742)	(779)	(675)
<b>Risk Adjusted Op. Income</b>	<b>12,270</b>	<b>14,370</b>	<b>17%</b>	<b>3,260</b>	<b>3,673</b>	<b>3,651</b>	<b>3,786</b>
Operating Expenses	(7,732)	(8,809)	14%	(2,032)	(2,151)	(2,278)	(2,348)
<b>Net Profit after Tax</b>	<b>3,294</b>	<b>4,012</b>	<b>22%</b>	<b>900</b>	<b>1,103</b>	<b>988</b>	<b>1,021</b>

## Highlights of Balance Sheet

<i>Rp billion</i>	2011	2012	△YoY	1Q12	2Q12	3Q12	4Q12
Total Assets	142,292	155,791	9%	145,114	152,393	150,109	155,791
Loans (gross)	101,678	116,385	14%	105,558	110,457	113,267	116,385
Government Bonds	3,947	4,063	3%	4,516	4,716	4,366	4,063
Total Deposits	88,054	91,675	4%	89,422	93,326	88,303	91,675
Current Account	12,994	15,854	22%	13,021	13,960	13,321	15,854
Savings	23,439	27,270	16%	23,214	23,582	25,620	27,270
Time Deposit	51,621	48,552	(6%)	53,187	55,784	49,362	48,552
Long Term Fundings	16,583	15,961	(4%)	15,967	17,747	17,848	15,961
Equity	25,516	28,494	12%	25,401	26,481	27,467	28,494

## Key Ratios

%	2011	2012	ΔYoY	1Q12	2Q12	3Q12	4Q12
Net Interest Margin	9.8	10.1	0.2	9.7	10.3	10.0	10.2
Cost of Credit	3.0	2.8	(0.2)	3.2	2.8	2.9	2.4
Cost / Income	51.8	50.8	(1.1)	50.2	48.7	51.4	52.6
ROAA	2.6	2.7	0.1	2.5	3.0	2.6	2.7
ROAE	17.2	16.2	(1.1)	14.6	18.1	15.8	16.1
Assets to Capital (x)	6.4	6.3	(0.1)	6.3	6.4	6.2	6.3
Consolidated RWA to Assets	89.0	84.0	(5.0)	83.4	82.4	85.9	84.0
Loan to funding*	86.0	89.2	3.2	87.2	84.4	89.3	89.2
Regulatory LDR	98.3	100.6	2.3	98.6	97.1	103.5	100.6
Stand alone CAR	16.6	18.4	1.8	17.9	18.1	18.2	18.4
Consolidated CAR	17.6	18.9	1.3	19.1	18.8	18.7	18.9
NPL – Gross	2.5	2.3	(0.2)	2.5	2.5	2.4	2.3
Impairment (LLP/Total Loans)	2.6	2.6	(0.0)	2.6	2.6	2.7	2.6
Loan Loss Coverage (LLP/NPL)	107.2	112.5	5.3	106.9	105.7	109.7	112.5

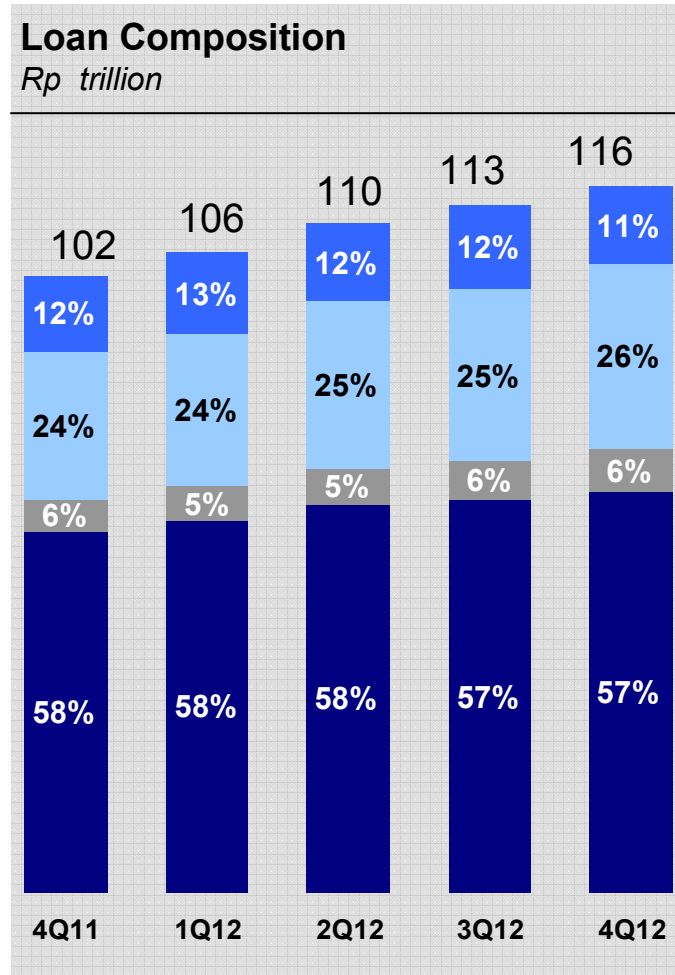
\*) Loan to funding is defined as (Loans + Reserves with BI + Cash in Vault + HTM bonds) / (Third Party Deposits + Long Term Funding + Capital - Net Other Assets). The ratio measures BDI's only, including joint financing.

Slide 29

Untuk Anda, Bisa



## Loans grew 14% yoy across all core segments



**Loan Growth**

<i>Rp billion</i>	FY11	FY12	△YoY
Wholesale	12,532	12,663	1%
SMEC*	24,241	30,544	26%
Retail	5,653	7,115	26%
Mass Market	59,252	66,063	11%
<b>Total</b>	<b>101,678</b>	<b>116,385</b>	<b>14%</b>

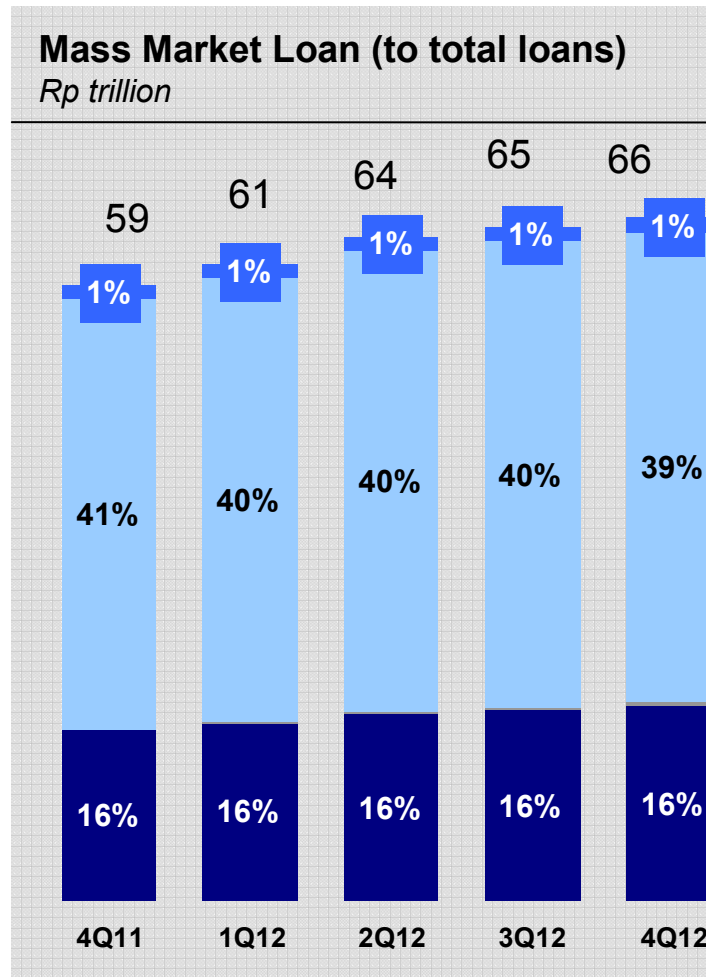
\* SME and Commercial segments

Slide 30

Untuk Anda, Bisa



## High margin business was 57% of total loans



**Mass Market Loan Growth**

<i>Rp billion</i>	FY11	FY12	ΔYoY
Adira Quantum	1,416	1,436	1%
Adira Finance	41,363	45,595	10%
Pawn Broking	40	255	NM
SEMM (DSP)	16,433	18,777	14%
<b>Total</b>	<b>59,252</b>	<b>66,063</b>	<b>11%</b>

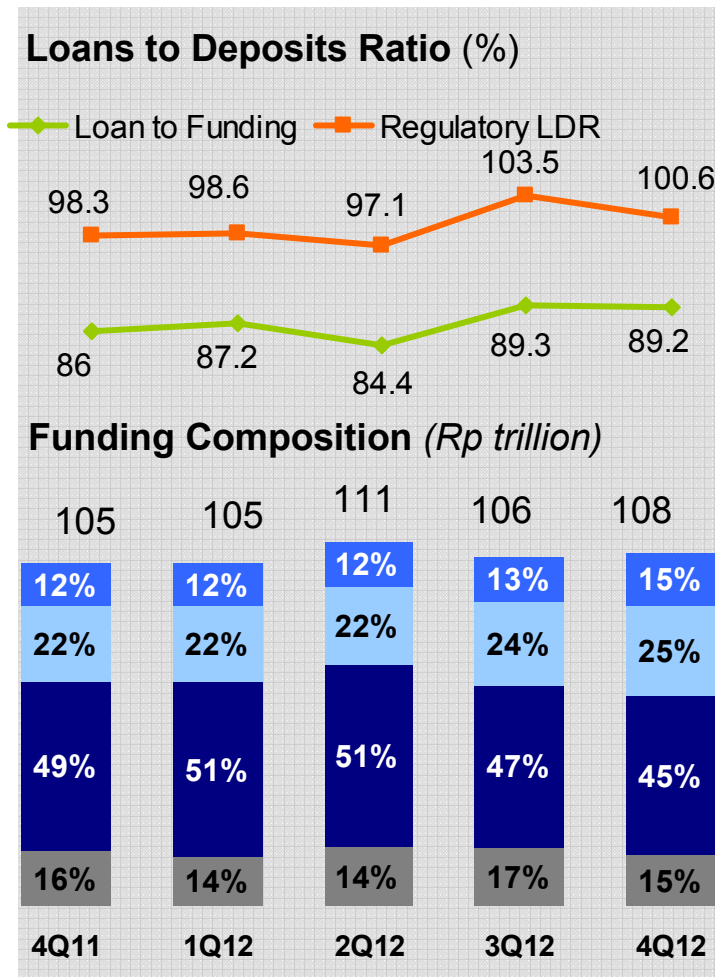
Slide 31

Untuk Anda, Bisa



## CASA to deposits rose to 47% vs 41%

- As of 31 Dec 2012, the bank has an excess of liquid assets of approx. Rp 7.7 trillion and USD 450 mio (including Rp 3.9 T of Government bonds in the AFS portfolio)



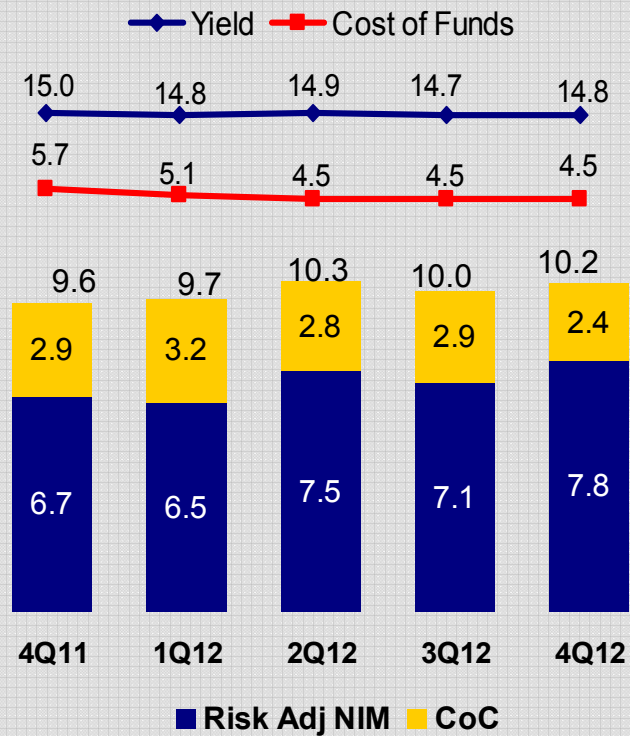
Funding Growth			
Rp billion	FY11	FY12	ΔYoY
Current Account	12,994	15,854	22%
Saving Account	23,439	27,270	16%
Time Deposit	51,621	48,552	-6%
<b>Total Deposits</b>	<b>88,054</b>	<b>91,675</b>	<b>4%</b>
Long-term Funding	16,583	15,961	-4%
<b>Total Funding</b>	<b>104,638</b>	<b>107,635</b>	<b>3%</b>



## NIM improved as lower yield was offset by lower CoF

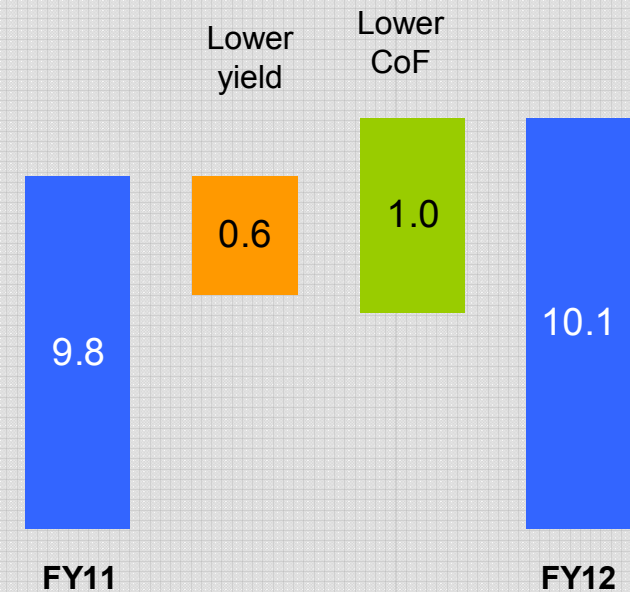
### Net Interest Margin

%, annualized



### YoY NIM Movement

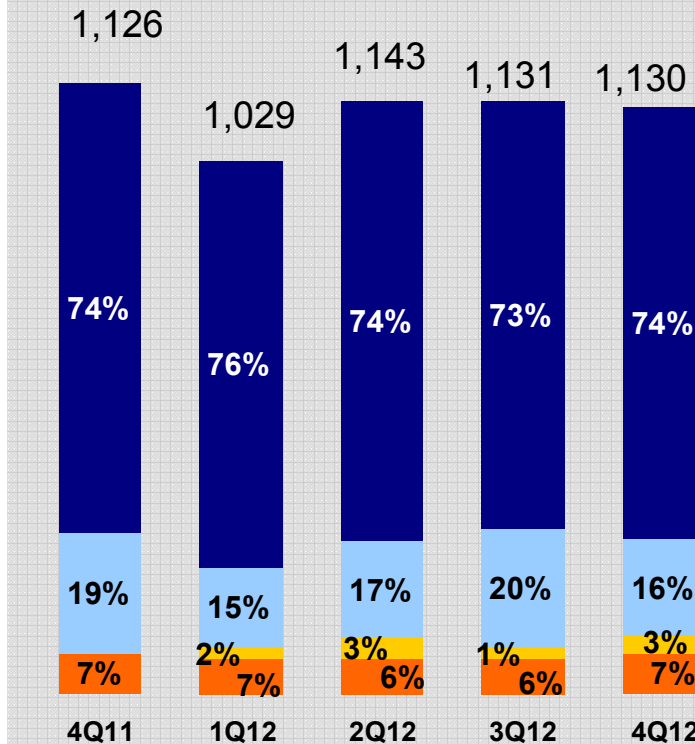
%, annualized



## Non interest income rose 9% driven by credit related fees

### Non Interest Income Composition

Rp billion

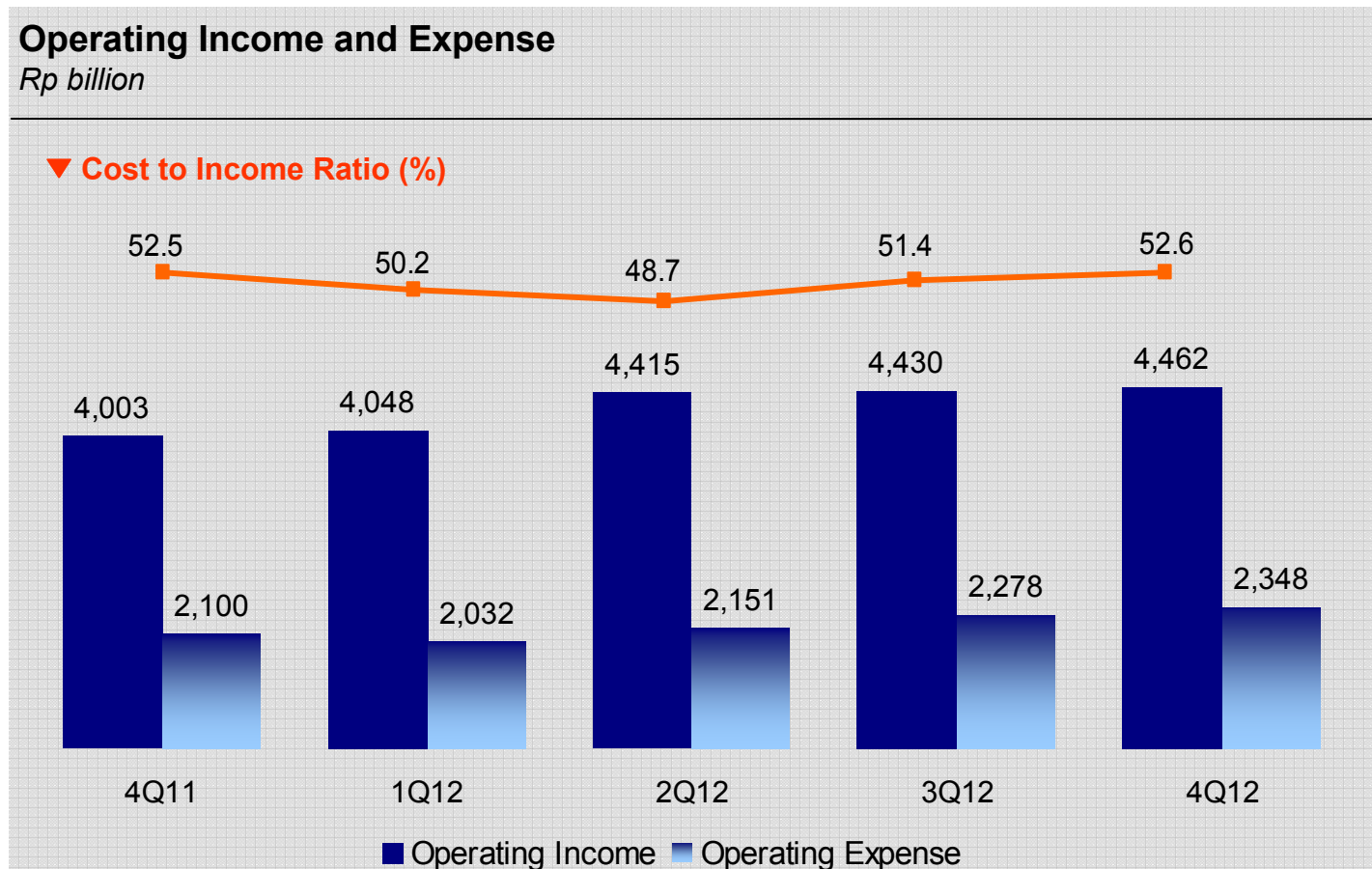


### Non Interest Income Growth

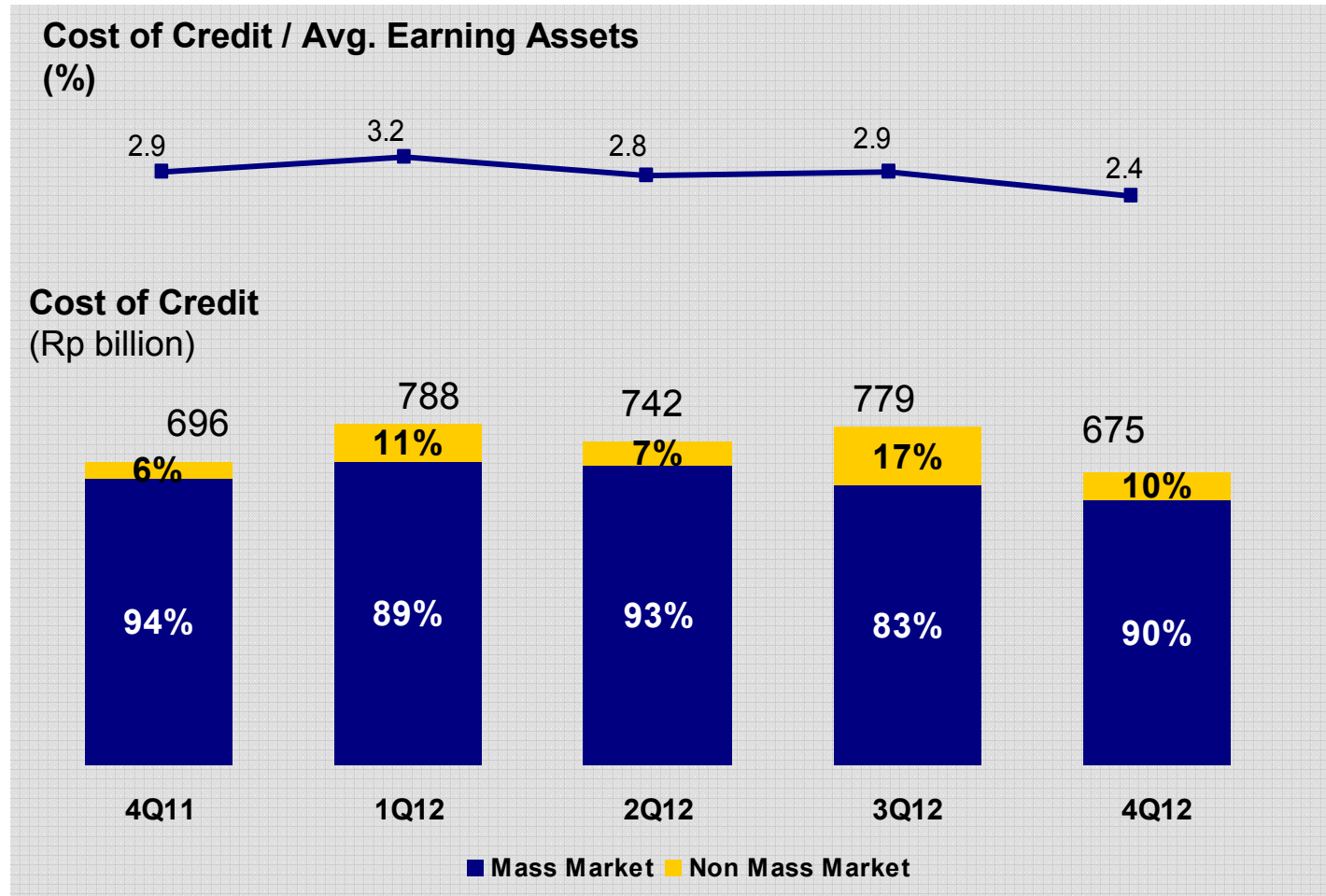
Rp billion

Rp billion	FY11	FY12	ΔYoY
Credit Related	3,049	3,306	8%
Bancassurance	330	300	-9%
General Insurance	457	459	1%
Treasury	(46)	80	NM
Transaction Banking	280	287	3%
<b>Total</b>	<b>4,071</b>	<b>4,433</b>	<b>9%</b>

Cost to Income Ratio stood at 50.8%

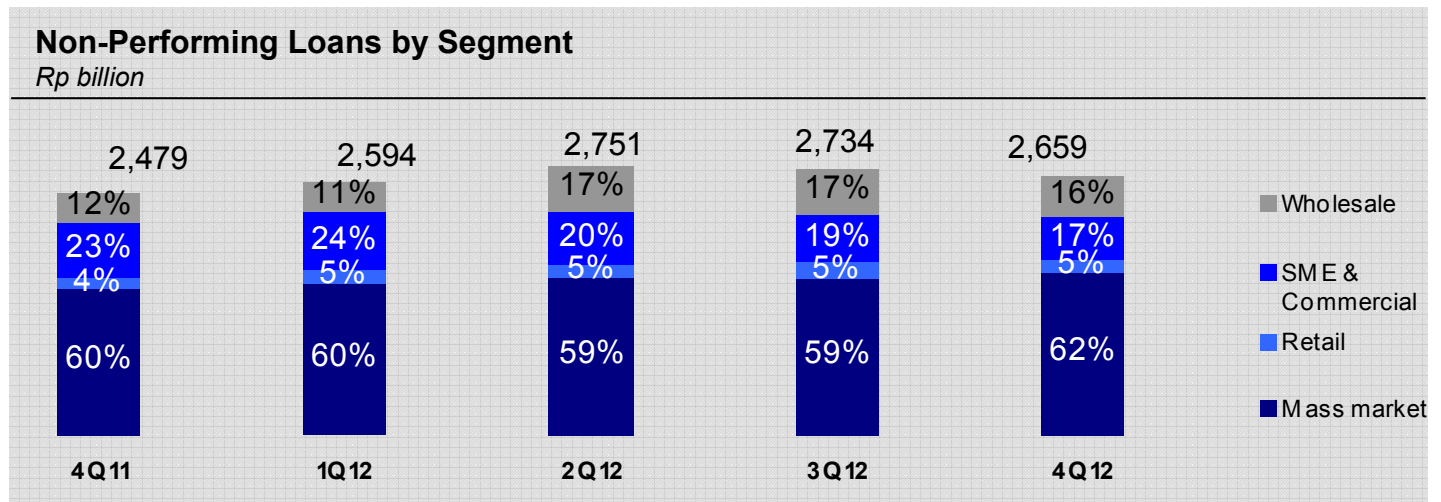
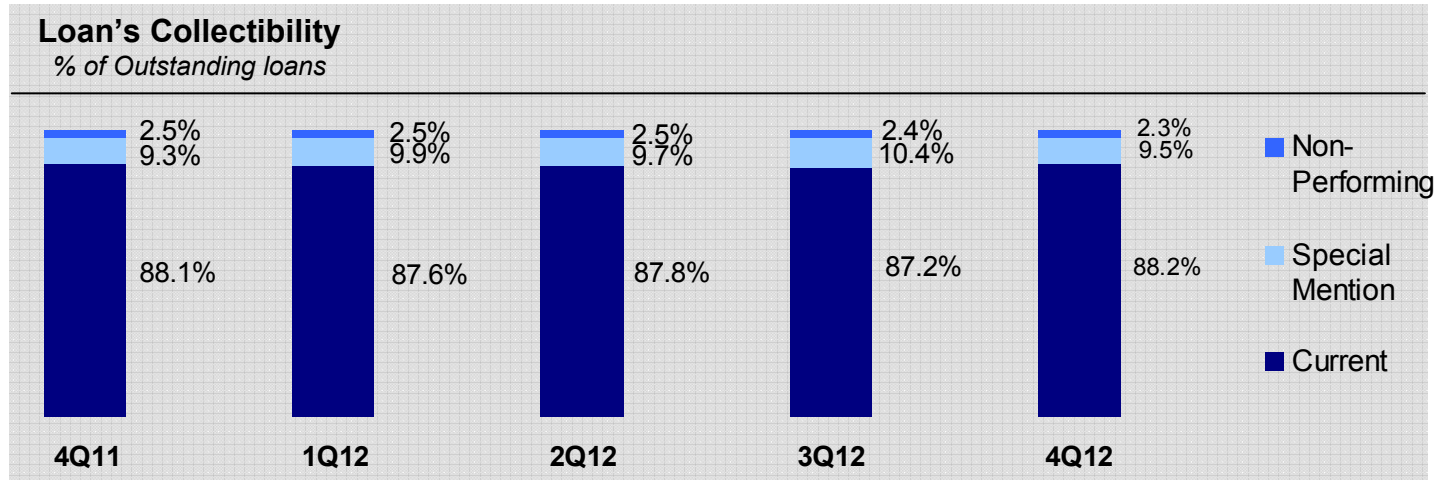


## Cost of Credit improved to 2.8%





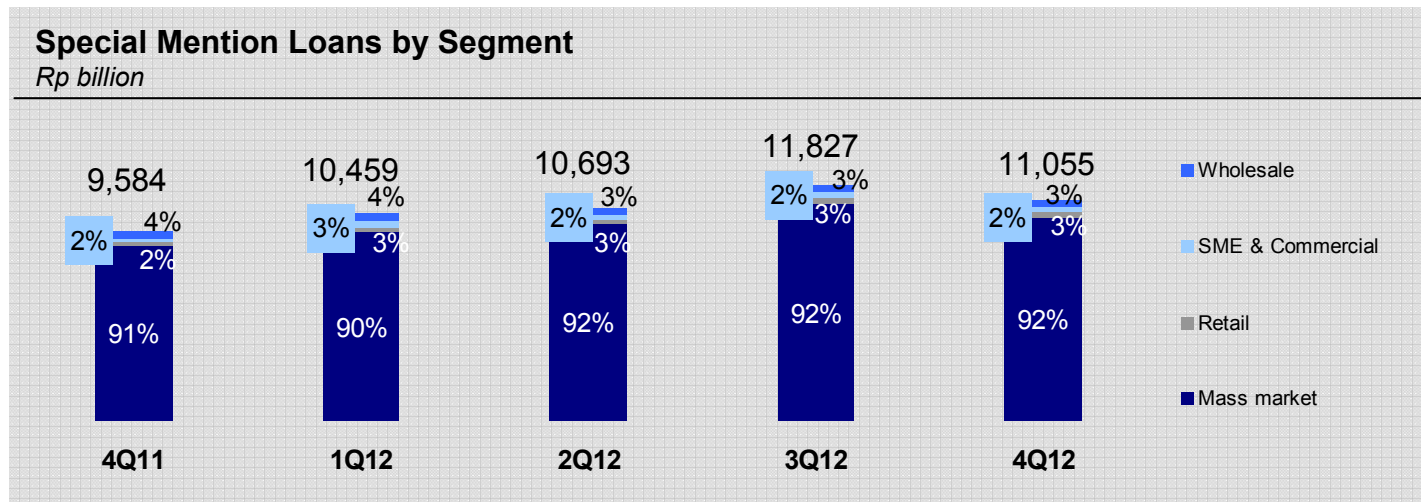
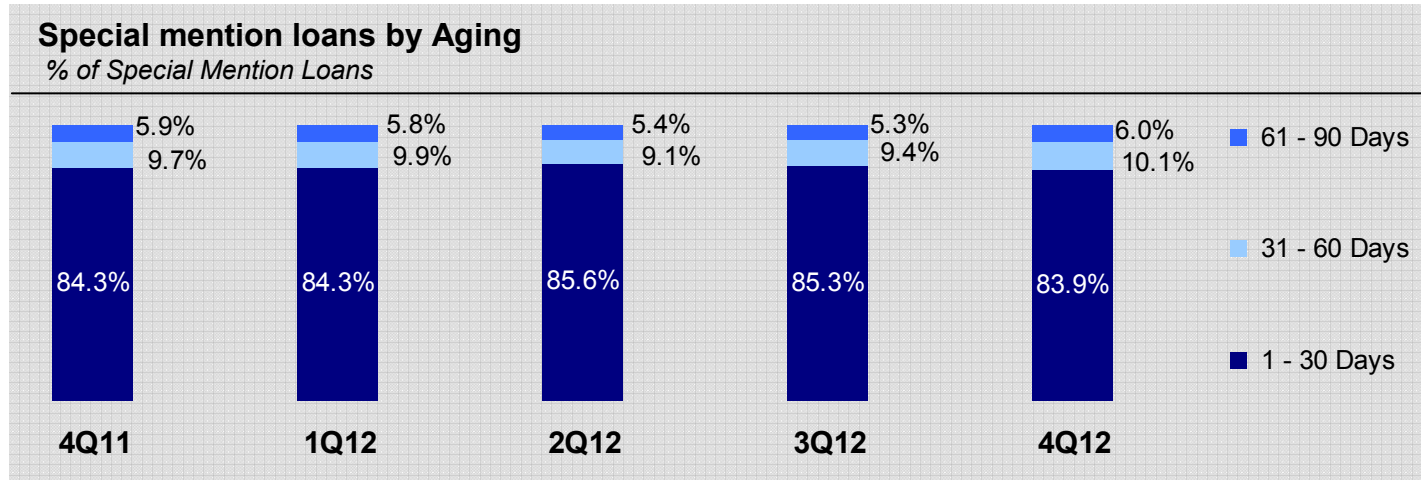
## NPL remained low



Slide 37

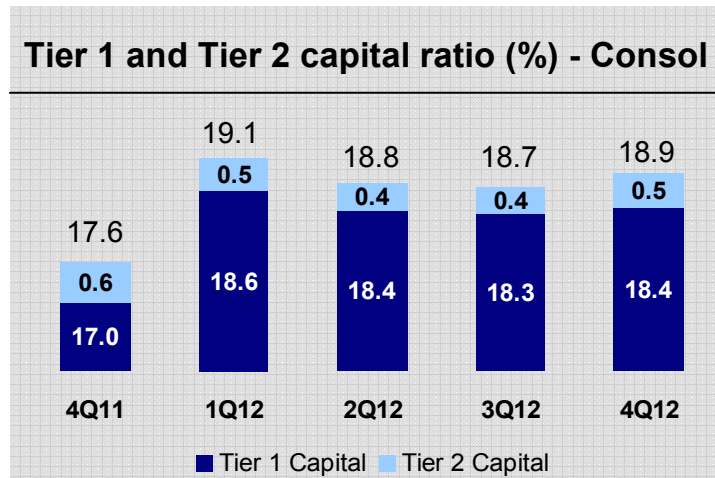
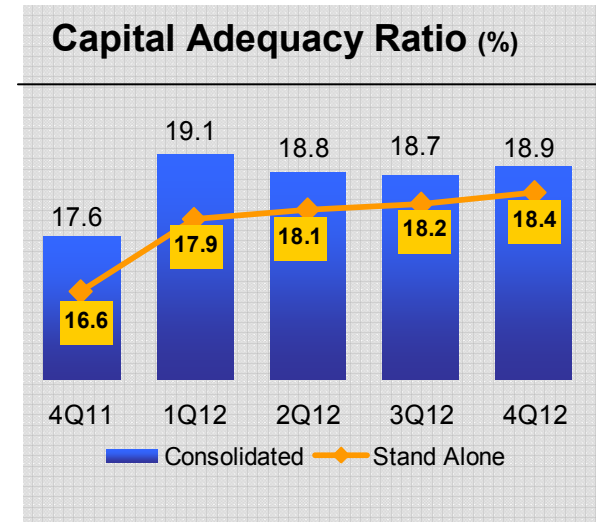
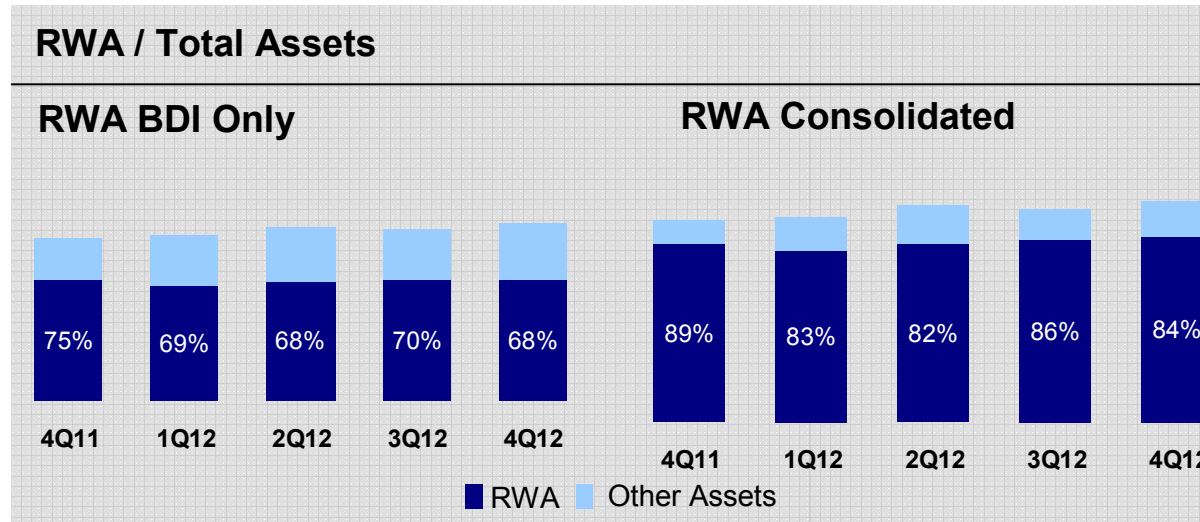
Untuk Anda, Bisa

## Majority of special mention loans were within 30 days





## Successful Rp 5 trillion capital raising boosted capital



%	4Q11	1Q12	2Q12	3Q12	4Q12
CAR w/ Credit Risk	21.2	24.1	23.5	23.3	23.4
Market Risk Charge	0.0	0.1	0.1	0.1	0.0
Operational Risk Charge	3.6	4.9	4.6	4.5	4.5
<b>CAR Consolidated</b>	<b>17.6</b>	<b>19.1</b>	<b>18.8</b>	<b>18.7</b>	<b>18.9</b>

Slide 39

Untuk Anda, Bisa

### Ownership structure

- As at 2 April 2012, the Bank has been informed by Fullerton Financial Holding Pte. Ltd. (FFH), that it has entered into a share purchase agreement with DBS Group Holdings (DBS) to sell its interest in the whole of the issued share capital of Asia Financial (Indonesia) Pte. Ltd. to DBS. Currently, AFI holds approximately 67.37% of the total issued shares of the Bank. This transaction is subject to the approvals, among others, of DBS shareholders and regulators, including Bank Indonesia.





## S&P upgrade BDI's outlook to positive in April 2012 following DBS acquisition announcement

**Daily share price and trading volume**  
*BDMN IJ*



Ownership Structure <i>As of 31 December 2012</i>	Number of Shares	Ownership (%)
Asia Financial (Indonesia) Pte, Ltd.	6,457,558,472	67.37%
JPMCB - Franklin Templeton Inv. Funds	611,958,888	6.38%
Public < 5%	2,515,126,005	26.25%
<b>Total</b>	<b>9,584,643,365</b>	<b>100.00%</b>

The ultimate shareholder of AFI is Temasek Holding Pte. Ltd, an investment holding company based in Singapore.

### Danamon

<b>PEFINDO</b> <i>August 2012</i>	Corporate Rating	idAA+ / Stable
	Bond Rating	idAA+ / Stable
<b>Standard &amp; Poor's</b> <i>December 2012</i>	Long-term / Short-term Local Currency	BB / B / Stable
	Long-term / Short-term Foreign Currency	BB / B / Stable
<b>Fitch's</b> <i>October 2012</i>	Long-term / Short-term Foreign Currency	BB+ / B / Stable
	National Long-term Individual / Support Rating	AA+ (idn) / Stable
		C/D / 3 / Stable
<b>Moody's</b> <i>May 2012</i>	Global Local Currency Deposit	Baa3 / P-3 / Stable
	Foreign Currency Long-term / Short-term Deposit	Ba2 / NP / Stable
	Bank Financial Strength Rating (BFSR)	D / Positive

### Indonesia Sovereign (Foreign Currency)

Standard & Poor's	Fitch's	Moody's
BB+ / Positive	BBB- / Stable	Baa3 / Stable

Slide 41

Untuk Anda, Bisa

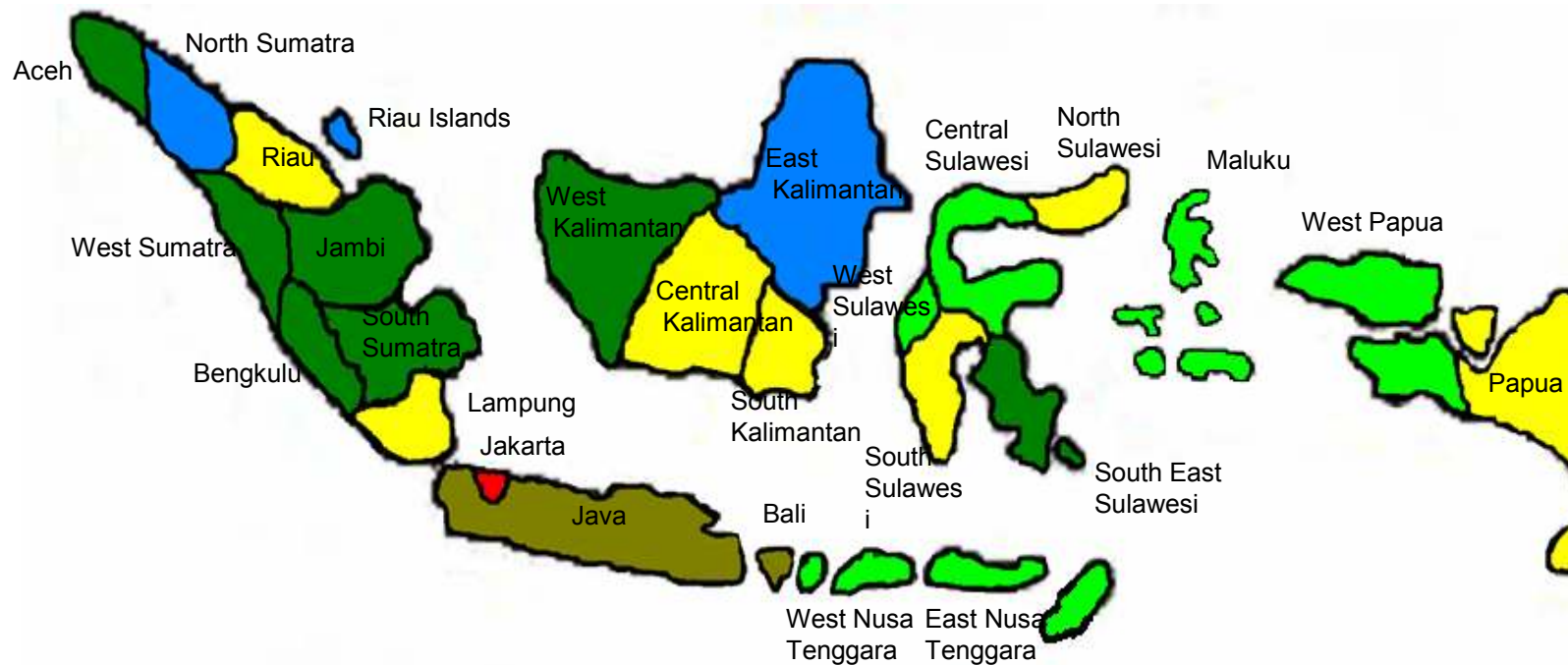








## Reconciliation with Newsletter

Newsletter										
a	b	c	d	e	f	g	h	i		
Net Interest Income	Net Under-writing Income	Net Sharia Interest Income	Other Operating Income	Other Operating Expenses	Non Operating Income	Non Operating Loss	Income before Tax	Taxes	Minority Interest	Income after Minority Interest
13,019	464	84	5,386	(12,771)	-	(696)	5,487	(1,370)	(105)	4,012

a+c	b+d	e	f+g	h	i					
Net Interest Income	Non-Interest Income	Operating Income	Operating Expenses	Pre-Provision Operating Profit	Cost of Credit	Non Operating Income/(Loss)	Taxes	Minority Interest	Net Profit after Tax and Minority Interest	Remark
13,103	5,851	18,954	(12,771)	6,183	-	(696)	(1,370)	(105)	4,012	
(181)		(181)	181	-						- LPS Deposit Insurance
		-		-	(621)	621				- Loss on reposess assets
	(11)	(11)		(11)	11					- Provision for ADMF acquisition cost
	(158)	(158)		(158)	158					- Write off on amortization cost
	(200)	(200)	200	-						- ADMF indirect acquisition cost
	(672)	(672)	672	-						- Decrease in fair value of financial assets (MTM)
	(2.153)	(2)	2	-						- Losses from sale of financial assets (marketable securities)
	(69)	(69)	69	-						- Losses from spot and derivative transaction (realised)
		-	2,527	2,527	(2,527)					- Impairment losses on financial assets
	(298)	(298)	298	-						- Fees/commissions and administrative expenses
		-	5	5	(5)					- Allowance for possible losses on non earning assets
	(7)	(7)	7	-		-				- Others
12,922	4,433	17,355	(8,809)	8,546	(2,984)	(74)	(1,370)	(105)	4,012	

Analyst Briefing Presentation



						
Zone	1	2	3	4	5	6
Coeff.	5	4	3	2	1	0.5



# Thank You

## Investor Relations

### **PT Bank Danamon Indonesia, Tbk**

Menara Bank Danamon, 6<sup>th</sup> Floor

Jl. Prof. Dr. Satrio Kav. E4 No.6

Mega Kuningan, Jakarta 12950

Phone: +62 21 5799 1001-03

Fax: +62 21 5799 1445

Email: [investor.relation@danamon.co.id](mailto:investor.relation@danamon.co.id)

## IR Contacts:

Indah Hermawan – [indah.hermawan@danamon.co.id](mailto:indah.hermawan@danamon.co.id)

Rifqi Prasetyo – [rifqi.prasetyo@danamon.co.id](mailto:rifqi.prasetyo@danamon.co.id)

## Economists

Anton Gunawan – Chief Economist - [anton.gunawan@danamon.co.id](mailto:anton.gunawan@danamon.co.id)

Anton Hendranata - Economist / Econometrician- [anton.hendranata@danamon.co.id](mailto:anton.hendranata@danamon.co.id)

Dian Ayu Yustina - Economist / Bond Analyst - [dian.yustina@danamon.co.id](mailto:dian.yustina@danamon.co.id)

### *Disclaimer:*

*This report has been prepared by PT Bank Danamon Indonesia Tbk independently and is circulated for the purpose of general information only. It is not intended to the specific person who may receive this report. The information in this report has been obtained from sources which we deem reliable. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimates included in this report constitute our judgment as of this date and are subject to change without prior notice. We disclaim any responsibility or liability (expressed or implied) of PT Bank Danamon Indonesia Tbk and/or its affiliated companies and/or their respective employees and/or agents whatsoever and howsoever arising which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither PT Bank Danamon Indonesia Tbk and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions or mis-statements, negligent or otherwise, in this report and any inaccuracy herein or omission herefrom which might otherwise arise.*

Slide 44

Untuk Anda, Bisa