

# Analyst Briefing First Quarter 2013 Results

*Jakarta, 18 April 2013*

- **Economy and Industry Trend**
- Financial Results
- Corporate Updates
- Appendix

# BI kept the policy rate at 5.75% and the FASBI rate at 4%, concern on the global economy, cautious on inflation

## Economic Growth

- 4Q12 growth slowed to 6.11%yoy, brings the overall year growth in FY12 to 6.23%yoy, down from 6.49 % in FY11
- Private Consumption & Investment are still the main drivers, amid the deterioration of net exports due to global economic slowdown and declining global commodity.

## Inflation rate

- March inflation was still high at 0.63% mom, still driven by the rise in the food prices esp. garlic and onion due to stricter import policy. On a yearly basis, inflation rate reached 5.9% while core inflation decline at 4.21%yoy.
- 2013 forecast is at 5.47% (with no fuel price hike), however inflation rate could be higher depends on the fuel rationing policy that may be released this month

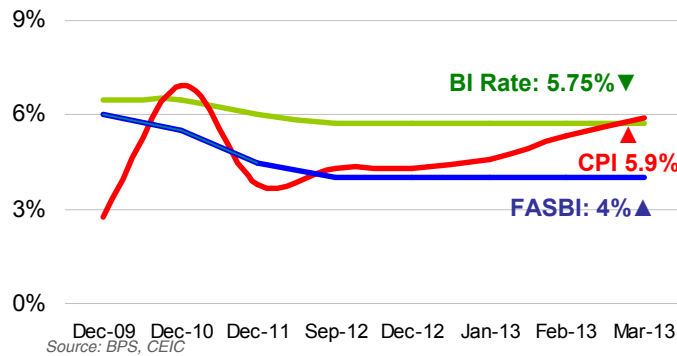
## Interest Rate

- In March, BI kept the policy rate at 5.75% and the FASBI rate at 4%. Recent pressure on food price may be temporary as we've entered the harvesting season.
- BI responded to the recent inflation pressure by stepping up the monetary operation by absorbing liquidity to a longer term tenors.
- Current forecast is for BI to hold rate at 5.75% this year. However fuel rationing policy may drive inflation higher which could lead to BI raising policy rate if inflation falls beyond BI's target.

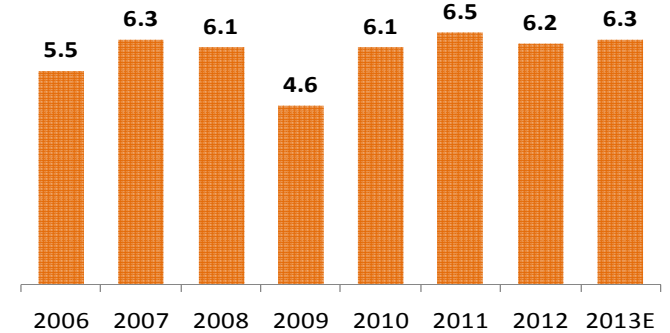
## Exchange Rate

- IDR remains in the Rp9700-9750 level, as BI looking to dampen imports.
- For now, we still maintain our view of strengthening IDR/USD towards 9,502 at year-end (2013).

**Headline vs Core Inflation**  
%YoY, end of period, CPI

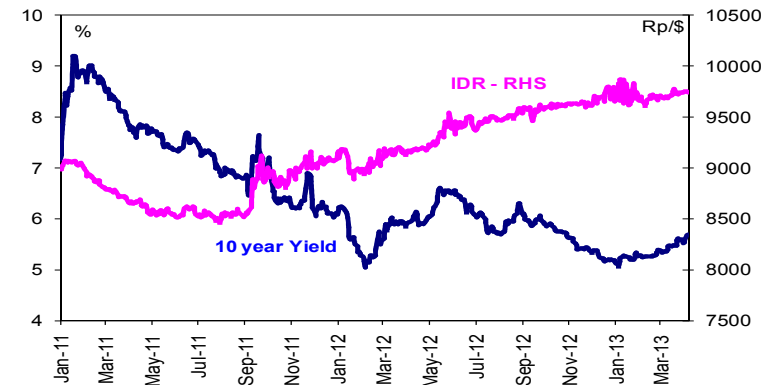


**Real GDP Growth**  
%YoY



Source: BPS, CEIC, 2011: GDP (1Q-3Q11), Unemployment rate (Aug 11)

**Rupiah vs 10 Yr Bond Yield**



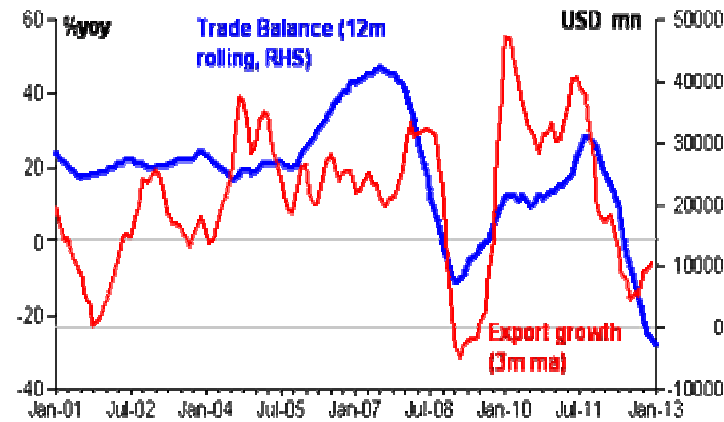
Source: CEIC

# CA deficit in 2013 is expected to improve to 2.2%, partly due to lower oil imports if the govt issue the fuel rationing policy

## Trade & Balance of Payment

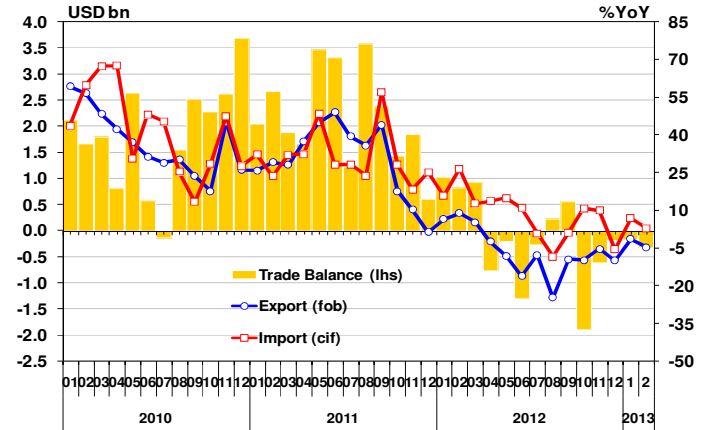
- In Feb, trade balance recorded a wider deficit of USD0.33bn as exports decline faster (-4.5%yoy) while imports grew slower at -1.2%yoy.
- The FY12 figure recorded a deficit of USD24.2bn (2.7% of GDP) in the CA, which was fully countered by a surplus in the financial account that amounts to USD24.9bn, thus brought the overall balance to record a small surplus of USD165mn.
- Current account deficit to improve in Q1-2013 as exports may pick up while imports are slowing down. However, risks remained in the higher imports of oil and gas due to the rising domestic consumption.

### Trade Balance & Export Growth



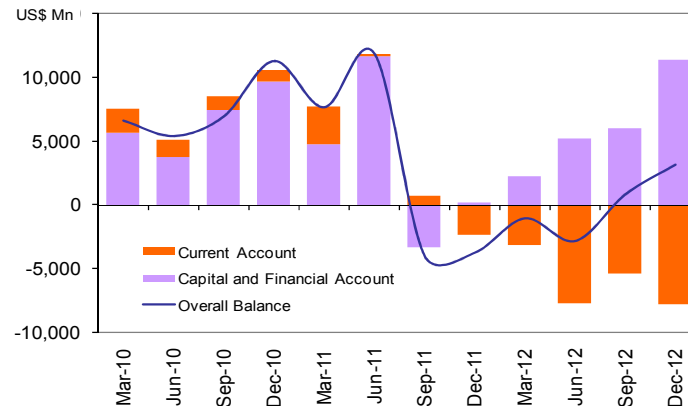
Source: BPS, CEIC

### Indonesia Foreign Trade



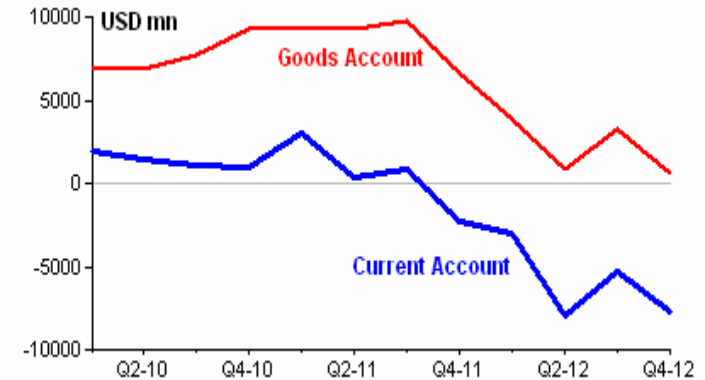
Source: BI, CEIC

### Balance of Payment



Source: CEIC

### Goods Account and Current Account



Source: CEIC

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	971	1,171
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 (5.75)	6.00
Consumer prices (% year end)	6.96	3.79	4.30	6.17 (5.47)	4.18
Fiscal balance (% of GDP; FY)	-0.73	-1.16	-1.77	-1.50	-1.80

Source: BPS, Bank Indonesia, Danamon Estimates



## Industry (Commercial Banks) vs Danamon

<i>Rp trillion</i>	Feb-12	Feb-13	YoY
Total Assets	3,628	4,237	17%
Loans	2,203	2,719	23%
Total Deposits	2,764	3,207	16%
NPAT	15.5	16.1	4%
NIM (%)	5.4	5.3	-0.1
NPL (%)	2.3	2.0	-0.3
ROA (%)	3.6	2.9	-0.7
LDR (%)	79.4	84.4	5.0
CAR (%)	18.4	19.3	0.9

<i>Rp billion</i>	Feb-12	Feb-13	YoY
Total Assets	142,084	149,335	5%
Loans	103,200	115,254	12%
Total Funding	105,973	110,667	4%
NPAT	594	629	6%
NIM (%)	9.6	10.0	0.4
NPL (%)	2.4	2.4	-0.1
ROA (%)	2.5	2.5	0.0
Loan to Funding (%)*	91.6	91.1	-0.5
CAR (%)	20.1	20.2	0.1

Source: Indonesian Banking Statistics

\*) Loan to funding is defined as (Loans + Reserves with BI + Cash in Vault + HTM bonds) / (Third Party Deposits + net borrowings and LTF + net capital)

## Agenda

- Economics and Industry Trend

- **Financial Results**

- Corporate Updates

- Appendix

## Highlights 1Q13 Results

- Total loans increased 11% to Rp 117 trillion. Mass market and SMEC remained as the growth driver, each rose 8% and 24% to Rp 66 trillion and Rp 31 trillion, respectively.
- Total funding rose 4% to Rp 114 trillion, on the back of CASA and borrowings & LTF growth. CASA up 15% to Rp 41.8 trillion or 37% of total funding (vs 33% last year). Loan to funding stood at 89.4%
- NIM improved to 10.1% from 9.7% last year in light of lower CoF. CoC was better at 2.7% against 3.2% in 1Q12. CIR remained manageable at 51.8%.
- Fee income up 9% to Rp 1,122 billion, or 25% of operating income.
- NPAT rose 12% to Rp 1 trillion with ROA stood at 2.7% and ROE of 14.4%\*
- Maintained strong capital with Tier 1 capital ratio of 19.6% and CAR of 20.1%\*

\* Before 2012 dividend payment

Slide 8



## Highlights of Income Statement

<i>Rp billion</i>	1Q12	1Q13	ΔYoY	4Q12	1Q13	ΔQoQ
<b>Net Interest Income</b>	<b>3,019</b>	<b>3,334</b>	<b>10%</b>	<b>3,332</b>	<b>3,334</b>	<b>0%</b>
Non Interest Income	1,029	1,122	9%	1,130	1,112	-2%
<b>Operating Income</b>	<b>4,048</b>	<b>4,456</b>	<b>10%</b>	<b>4,462</b>	<b>4,456</b>	<b>0%</b>
Cost of Credit	(788)	(770)	-2%	(675)	(770)	14%
<b>Risk Adjusted Op. Income</b>	<b>3,260</b>	<b>3,686</b>	<b>13%</b>	<b>3,786</b>	<b>3,686</b>	<b>-3%</b>
Operating Expenses	(2,032)	(2,308)	14%	(2,348)	(2,308)	-2%
<b>Net Profit after taxes</b>	<b>900</b>	<b>1,005</b>	<b>12%</b>	<b>1,021</b>	<b>1,005</b>	<b>-2%</b>

## Highlights of Balance Sheet

<i>Rp billion</i>	1Q12	1Q13	ΔYoY	4Q12	1Q13	ΔQoQ
Total Assets	145,114	153,785	6%	155,791	153,785	-1%
Loans (gross)	105,558	117,484	11%	116,385	117,484	1%
Government Bonds	4,516	4,066	-10%	4,063	4,066	0%
Total Funding	109,979	113,833	4%	115,926	113,833	-2%
Current Account	13,021	15,845	22%	15,854	15,845	0%
Savings	23,214	25,940	12%	27,270	25,940	-5%
Time Deposit	53,187	47,205	-11%	48,552	47,205	-3%
Borrowings and LTF	20,557	24,844	21%	24,252	24,844	2%
Equity	25,515	29,504	16%	28,494	29,504	4%

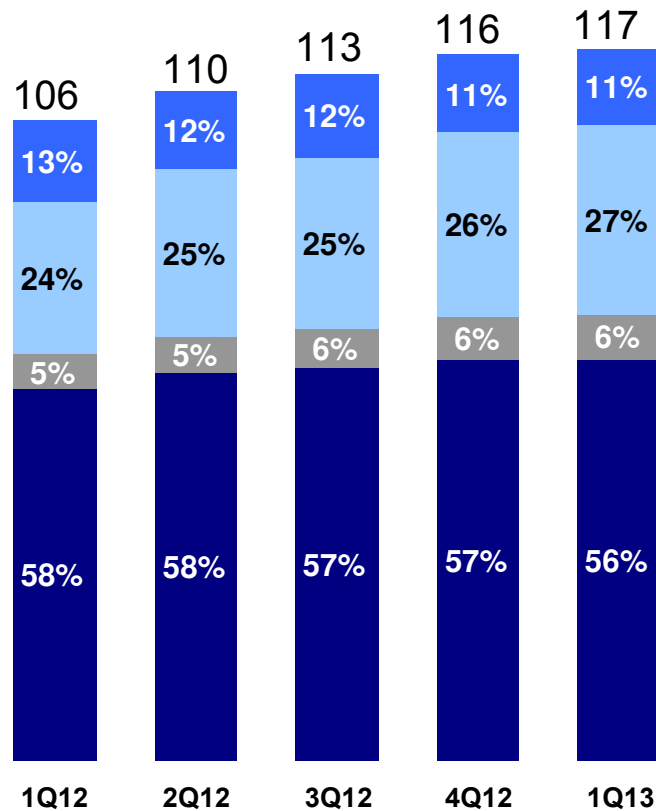
## Key Ratios

%	1Q12	1Q13	ΔYoY	4Q12	1Q13	ΔQoQ
Net Interest Margin	9.7	10.1	0.4	10.2	10.1	-0.1
Cost of Credit	3.2	2.7	-0.5	2.4	2.7	0.3
Cost / Income	50.2	51.8	1.6	52.6	51.8	-0.8
ROAA	2.5	2.7	0.2	2.7	2.7	0.0
ROAE	14.6	14.4	-0.2	16.1	14.4	-1.7
Assets to Capital (x)	6.3	5.7	-0.6	6.3	5.7	-0.6
Stand Alone Loan to Funding *	87.2	89.1	1.9	89.2	89.1	-0.1
Consolidated Loan to Funding *	87.5	89.4	1.9	89.5	89.4	-0.1
Regulatory LDR	98.6	103.5	4.9	100.6	103.5	2.9
Stand Alone CAR	17.9	20.0	2.1	18.4	20.0	1.6
Consolidated CAR	19.1	20.1	1.0	18.9	20.1	1.2
NPL – Gross	2.5	2.5	0.0	2.3	2.5	0.2
Impairment (LLP/Total Loans)	2.6	2.6	0.0	2.6	2.6	0.0
Loan Loss Coverage (LLP/NPL)	106.9	110.8	3.9	112.5	110.8	-1.7

\*) Loan to funding is defined as (Loans + Reserves with BI + Cash in Vault + HTM bonds) / (Third Party Deposits + net borrowing and LTF + net capital)

# Loans grew 11% mostly driven by mass market and mid-size

**Loan Composition**  
Rp trillion



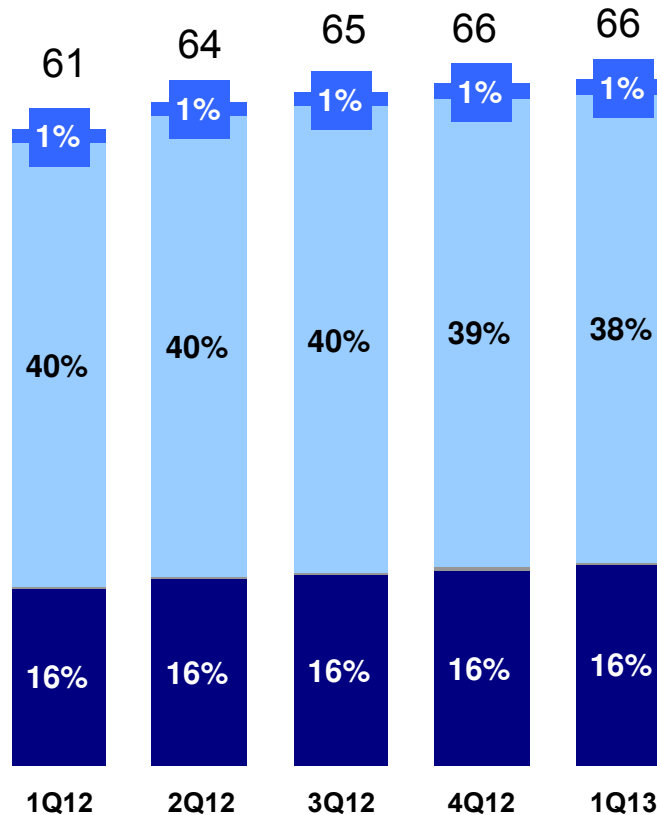
**Loan Growth**

Rp billion	1Q12	1Q13	ΔYoY
Wholesale	13,424	12,720	-5%
SMEC*	25,180	31,278	24%
Retail	5,725	7,404	29%
Mass Market	61,228	66,082	8%
<b>Total</b>	<b>105,558</b>	<b>117,484</b>	<b>11%</b>

\* SME and Commercial segments

# High margin business of mass market accounted for 56% of total loan book

**Mass Market Loan (to total loans)**  
Rp trillion



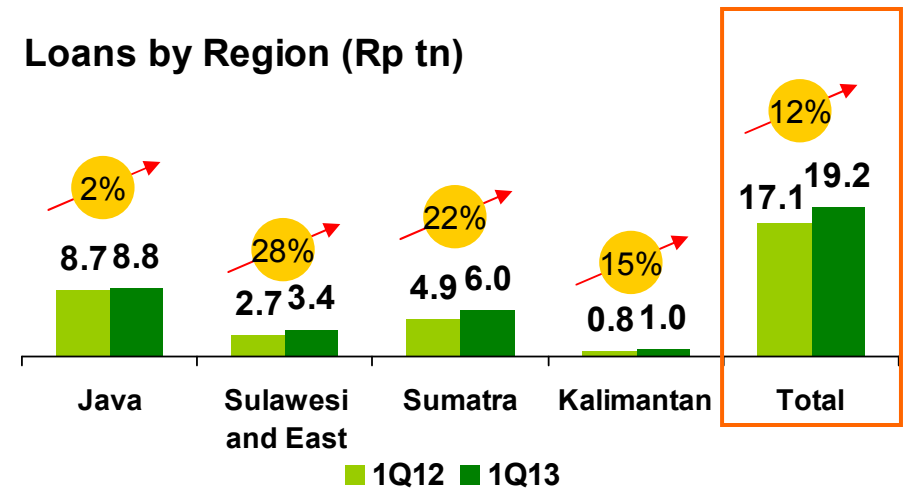
**Mass Market Loan Growth**

Rp billion	1Q12	1Q13	ΔYoY
Adira Quantum	1,383	1,463	6%
Adira Finance	42,684	45,093	6%
Pawn Broking	61	316	NM
SEMM (DSP)	17,100	19,210	12%
<b>Total</b>	<b>61,228</b>	<b>66,082</b>	<b>8%</b>

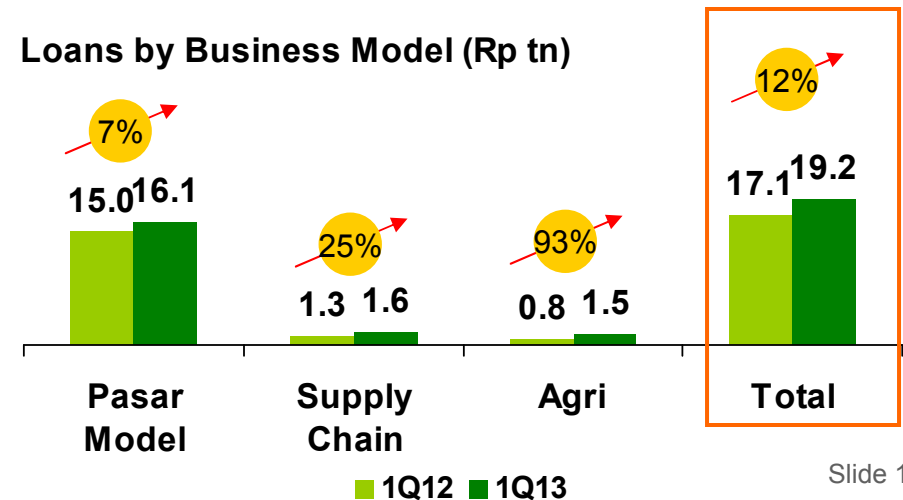
## DSP loans grew in line with expansion strategy outside Java and supported by various business models

- Loans outside Java remained robust.
- Various business models are developed through supply chain and selected agri sectors.
- New hired 200 sales officers are in place in April 2013, dedicated for upper-tier micro business.
- 43 new units to be installed by August 2013 in supporting growth.

Loans by Region (Rp tn)



Loans by Business Model (Rp tn)



## Down Payment for auto industry

DP for  
Conventional  
and Shariah  
Financing

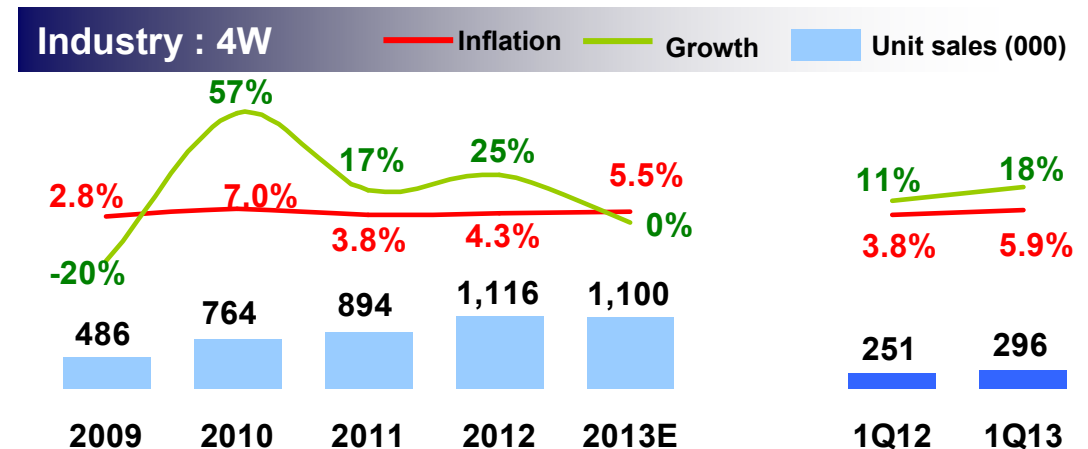
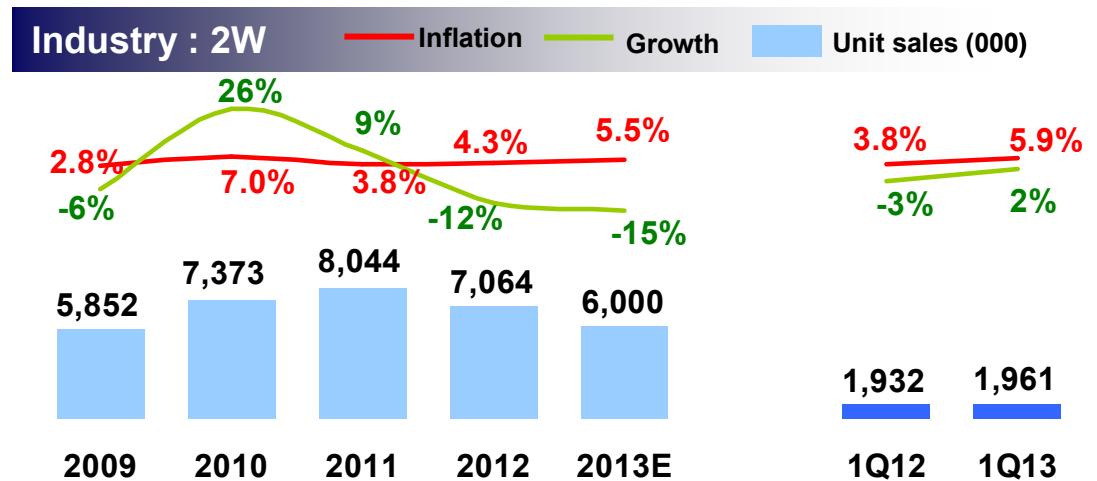
- BI and Bapepam issued new ruling on the minimum down payment for vehicle financing and LTV for mortgage
  - ❖ In March 2012, BI (through its circular letter No. 14/10/DPNP dated 15 March 2012) and Bapepam (through press release No. 53/HMS/2012 dated 16 March 2012) each issued a different set of ruling regarding the minimum down payment for auto loans for conventional banks.
  - ❖ In November 2012 Bi issued new issued rule of SE BI No.14/33/DPbS dated 27 Nov 2012 regarding Financing Product for Mortgage and Automotive for Syariah Commercial Bank and Syariah Unit effective : 1 April 2013. This new regulation is similar to Bapepam regulation on DP for syariah except for the effective date. The summary of the rules is below:

Type of loans	BI	Bapepam	Diff
2W	Min 25%	Min. 20%	5%
4W – productive	Min. 20%	Min. 20%	-
4W – non productive	Min. 30%	Min. 25%	5%
Effective date:	15 Jun 12 (Convent)	<b>1 April 13 (Syariah)</b>	<b>1 Jan 13 (Syariah)</b>

- ❖ In addition to the above, BI also determined the maximum loan to value (LTV) for mortgage of 70%.

## Auto industry is still challenged by DP and fiducia rules, both for conventional and syariah financing.

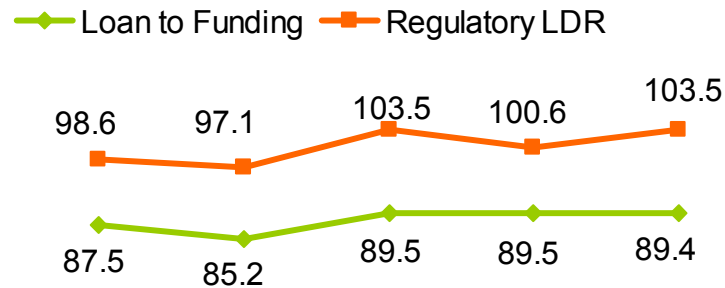
- 2W market is more affected by DP rule, but slightly improved in 1Q13 (up 2% y-y), while 4W remained strong with 18% y-y growth.
- ADMF 2W sales in 1Q13 was largely impacted by early adoption of JF Syariah LTV (1 Jan '13), 3 months earlier than regulation guided by BI (1 April 2013).
- Auto industry FY2013: 2W corrected to 6 mn (down 15%) due to DP impact on syariah financing. 4W to stay flat at 1.1 mn. (source: AISI and Gaikindo)



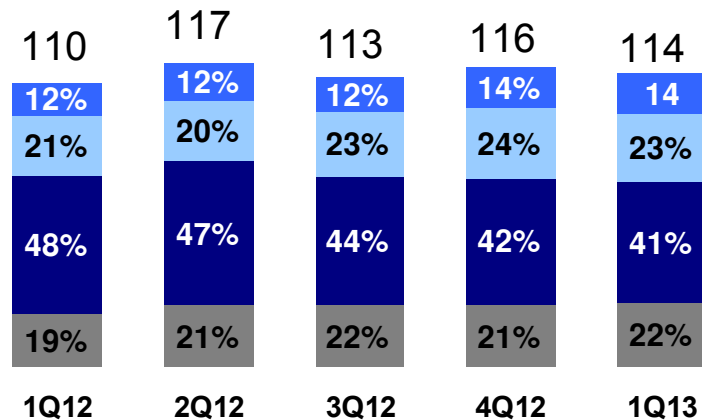


Diversified funding continued to grow providing sound liquidity. CASA to funding stood at 37% vs 33% last year.

### Loans to Deposits Ratio (%)



### Funding Composition (Rp trillion)



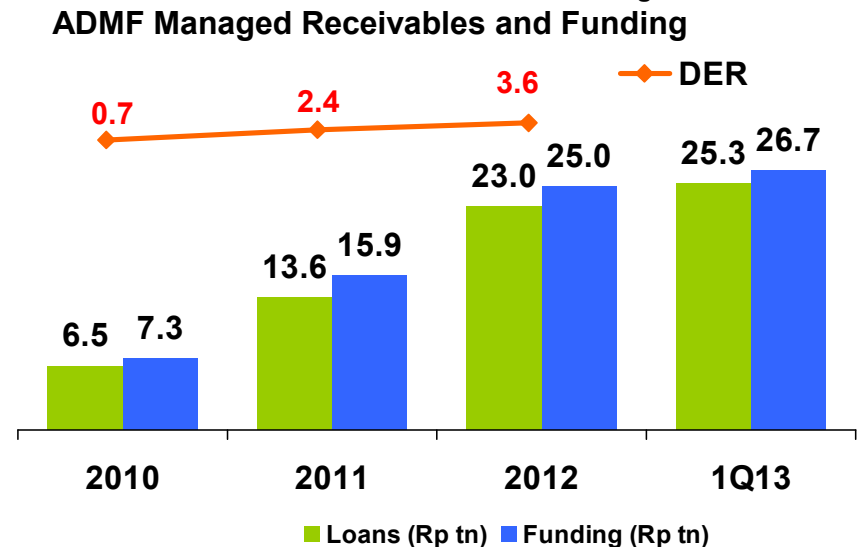
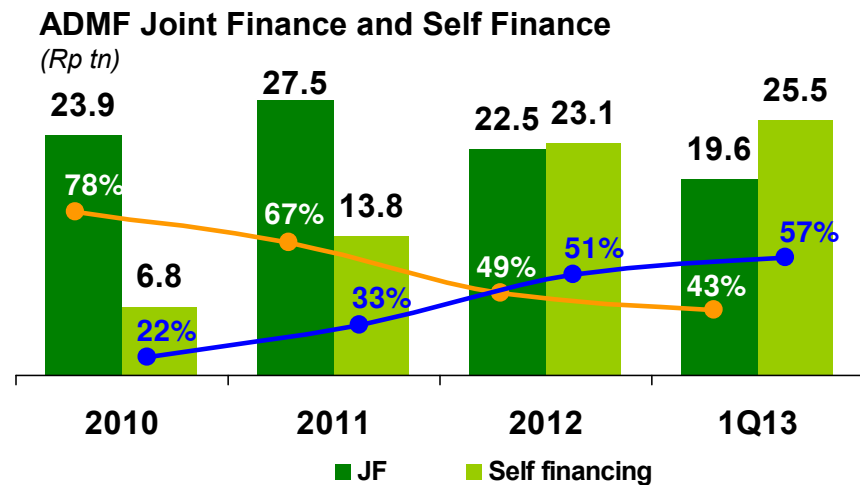
\*) Loan to funding is defined as (Loans + Reserves with BI + Cash in Vault + HTM bonds) / (Third Party Deposits + net borrowings and LTF + net capital)

### Funding Growth

Rp billion	1Q12	1Q13	ΔYoY
Current Account	13,021	15,845	22%
Saving Account	23,214	25,940	12%
Time Deposit	53,187	47,205	-11%
<b>Total Deposits</b>	<b>89,442</b>	<b>88,990</b>	<b>-1%</b>
Borrowings & LTF	20,557	24,844	21%
<b>Total Funding</b>	<b>109,979</b>	<b>113,833</b>	<b>4%</b>

The use of borrowings and LTF is in line with overall funding strategy, and has significantly funded ADMF stand alone managed receivables.

- Self financing is encouraged across all LoBs.
- The use of borrowings and LTF has increased in the past 4 years, particularly for ADMF. Self financing composition has increased substantially.



Note:

- Data include acquisition costs directly attributable to the origination of financing accounts.
- Loans is defined as: receivables + cash. Funding is defined as third party deposits + net borrowings and LTF + net capital
- DER: Total debt (outstanding bank borrowings + bonds + MTN)/ Total Equity

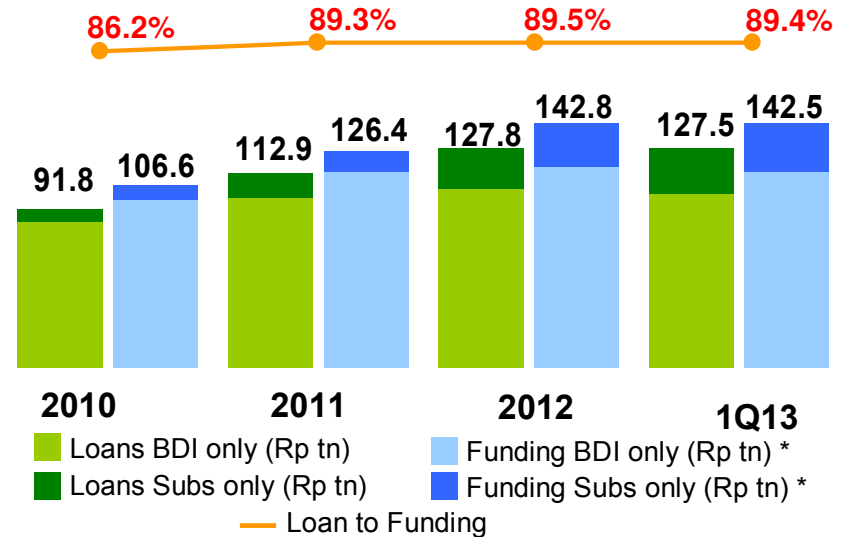
# Downward shift of time deposits is compensated by borrowings and LTF. Liquidity remained intact.

- Bankwide funding strategy optimize the used of borrowings and LTF to compensate expensive source of fund amid tightening liquidity competition.

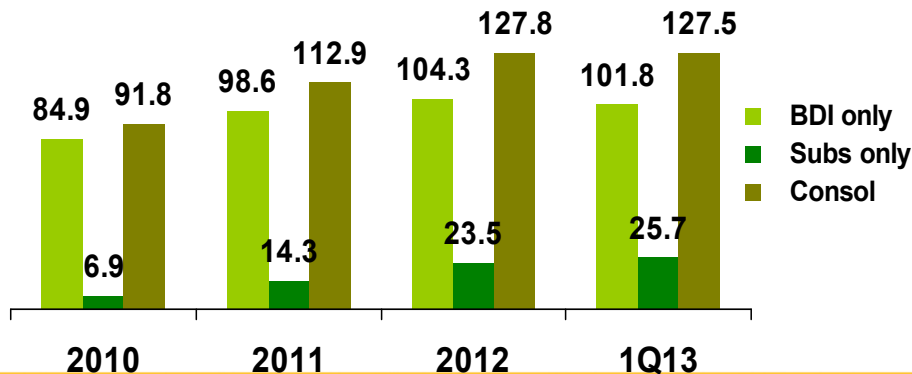
Note:

• Loans is defined as: receivables + cash. Funding is defined as third party deposits + net borrowings and LTF + net capital

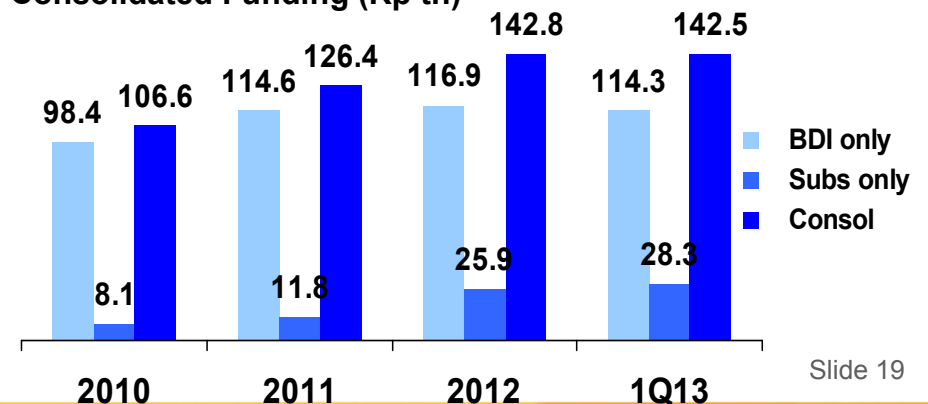
### Consol Loan to Funding



### Consolidated Loans (Rp tn)

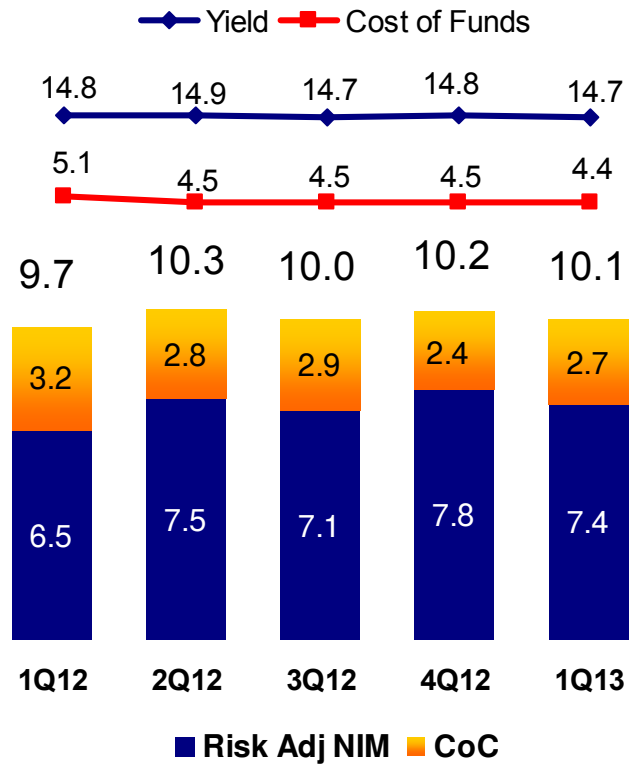


### Consolidated Funding (Rp tn)

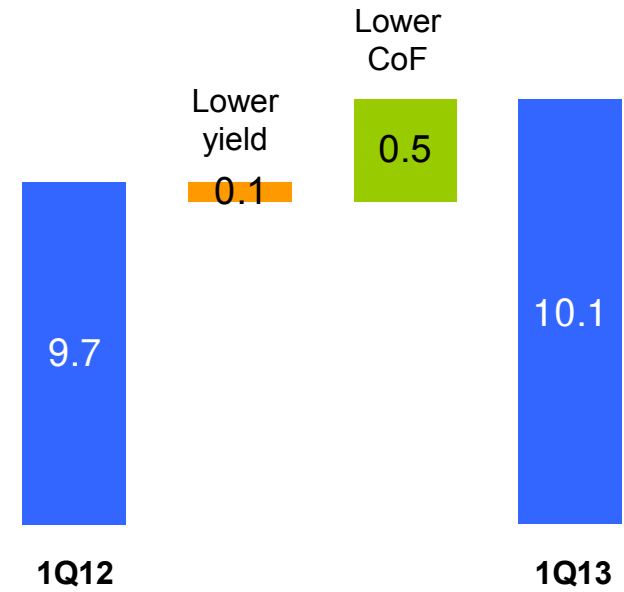


NIM improved at 10.1% vs 9.7% last year.

**Net Interest Margin**  
%, annualized

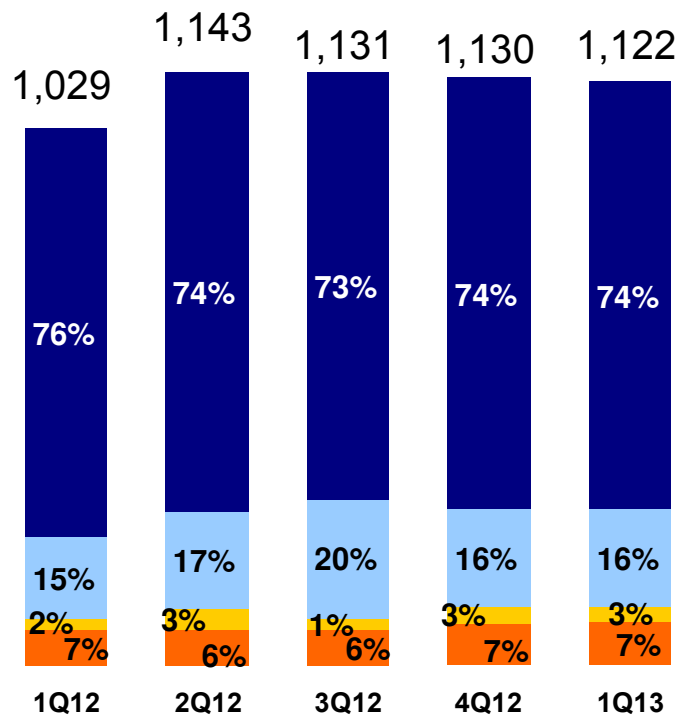


**YoY NIM Movement**  
%, annualized



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

**Non Interest Income Composition**  
Rp billion



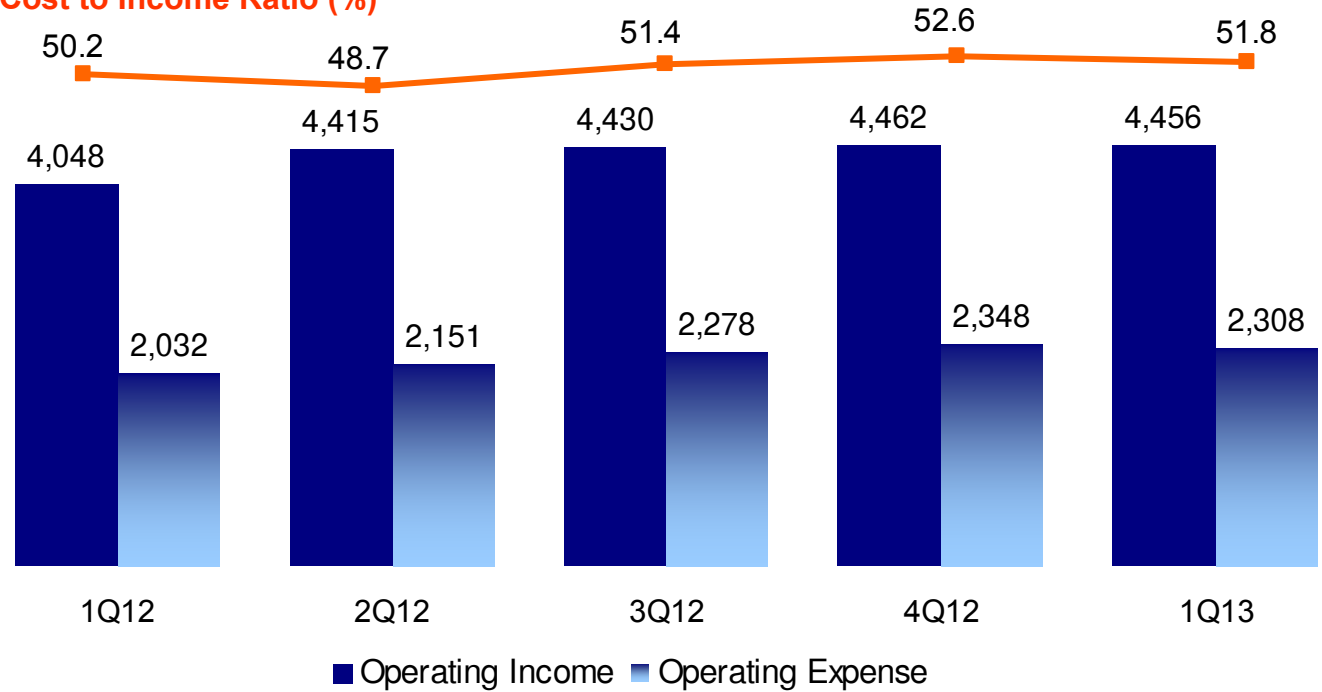
**Non Interest Income Growth**  
Rp billion

Rp billion	1Q12	1Q13	ΔYoY
Credit Related	787	823	5%
Bancassurance	71	81	15%
General Insurance	85	104	21%
Treasury	17	33	97%
Transaction Banking	69	81	17%
<b>Total</b>	<b>1,029</b>	<b>1,122</b>	<b>9%</b>

# Cost to Income was 51.8%

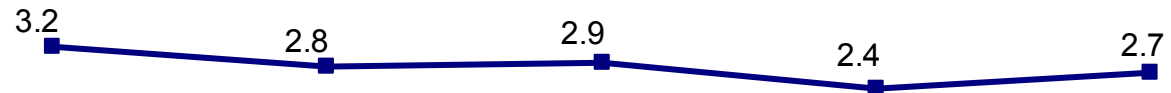
## Operating Income and Expense Rp billion

▼ Cost to Income Ratio (%)

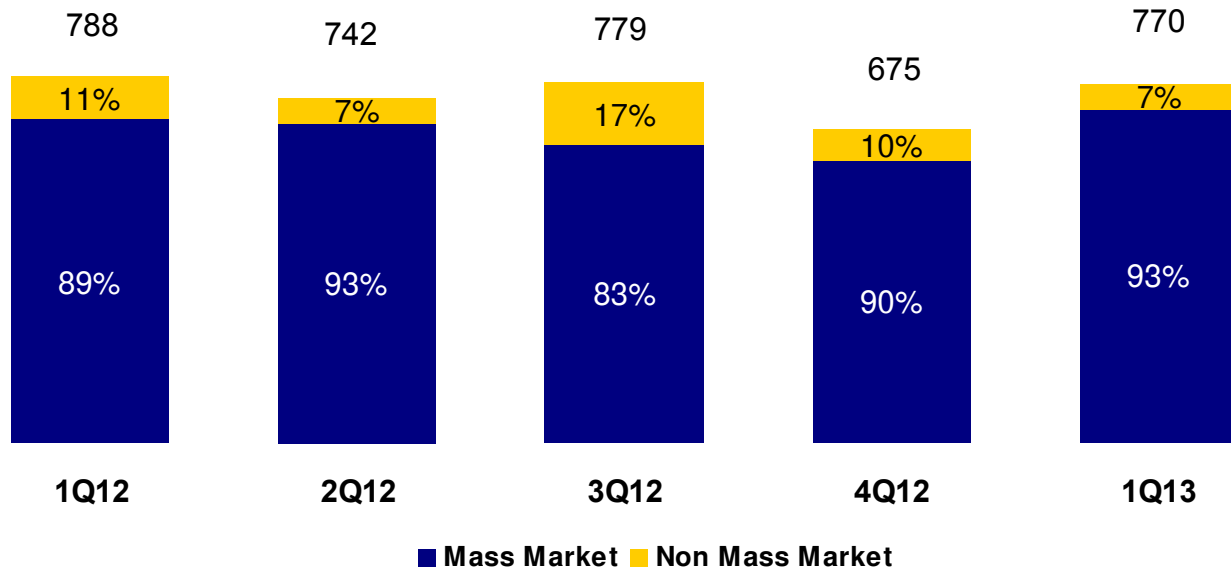


## Cost of Credit stood at 2.7%

### Cost of Credit / Avg. Loans (%)

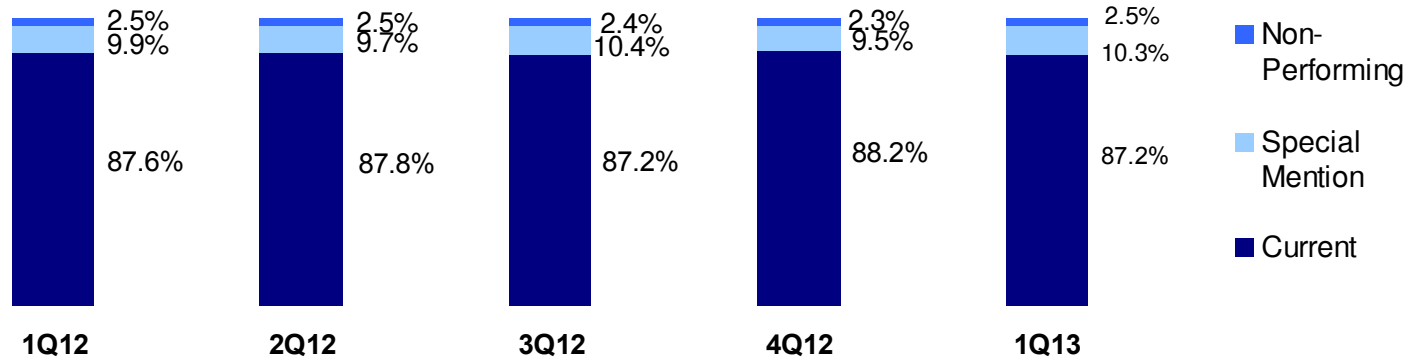


### Cost of Credit (Rp billion)

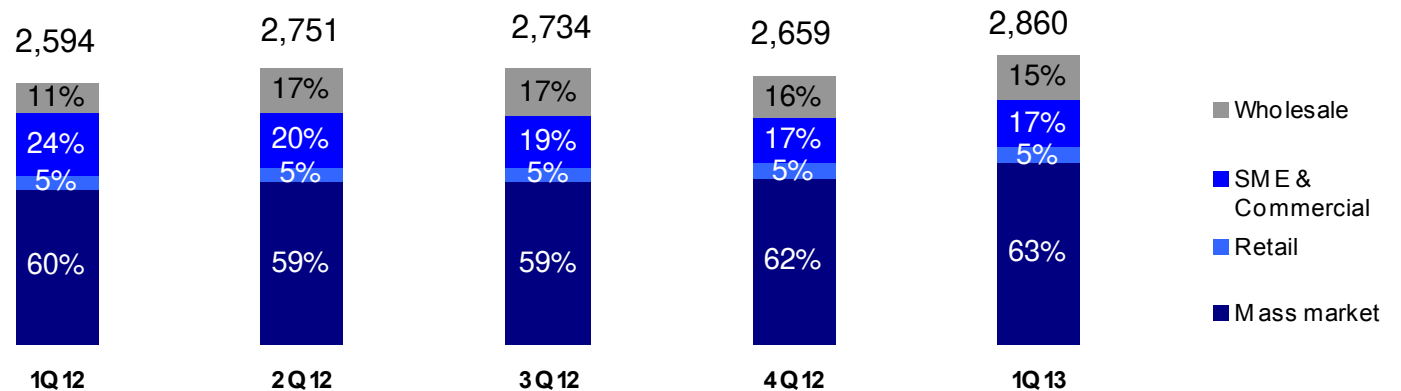


# NPL remained low

## Loan's Collectibility *% of Outstanding loans*



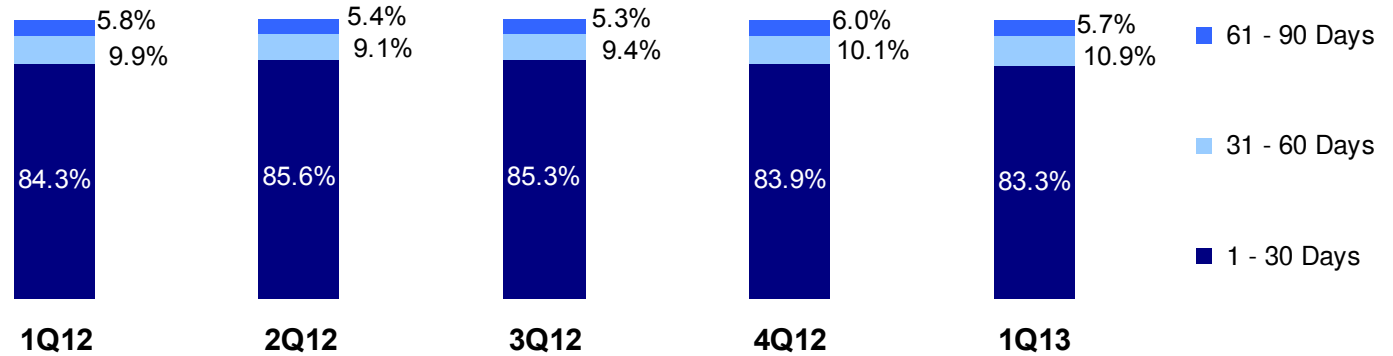
## Non-Performing Loans by Segment *Rp billion*



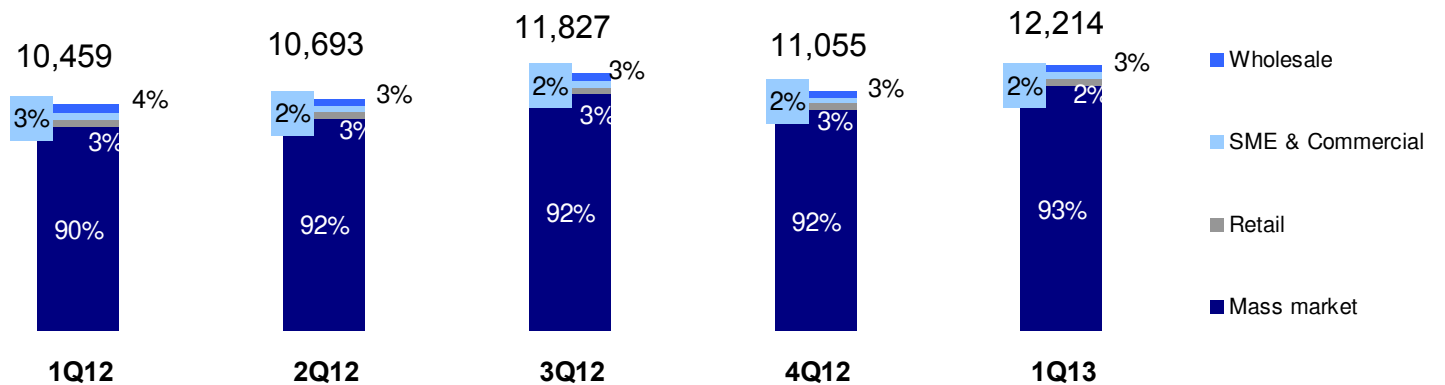


# Majority of special mention loans were within 30 days

## Special mention loans by Aging *% of Special Mention Loans*

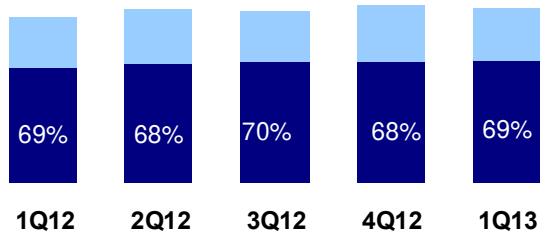


## Special Mention Loans by Segment *Rp billion*

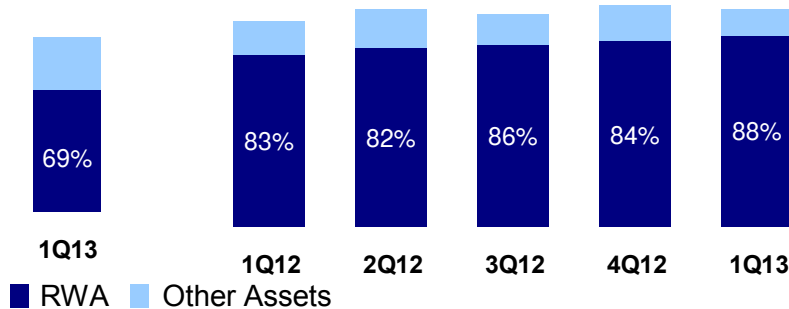


## RWA / Total Assets

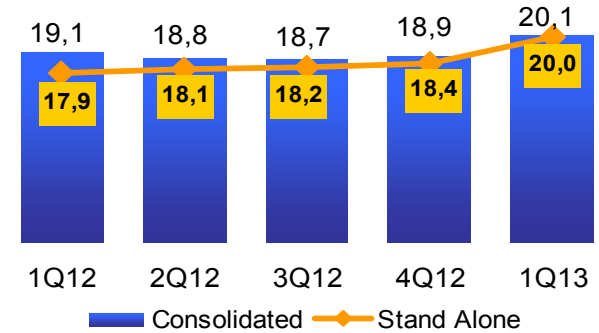
### RWA BDI Only



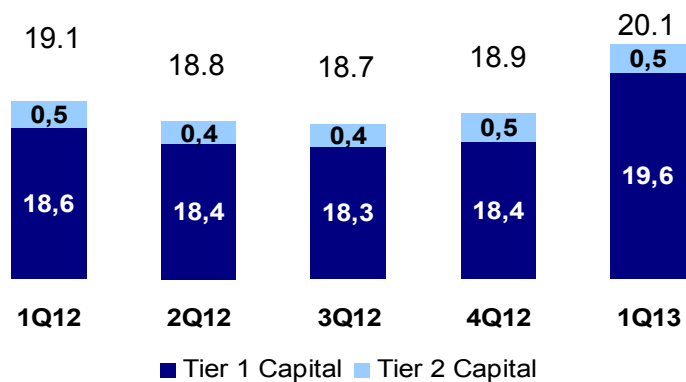
### RWA Consolidated



## Capital Adequacy Ratio (%)



## Tier 1 and Tier 2 capital ratio (%) - Consol



%	1Q12	2Q12	3Q12	4Q12	1Q13
CAR w/ Credit Risk	24.1	23.5	23.3	23.4	25.6
Market Risk Charge	0.1	0.1	0.1	0.0	0.0
Operational Risk Charge	4.9	4.6	4.5	4.5	5.4
<b>CAR Consolidated</b>	<b>19.1</b>	<b>18.8</b>	<b>18.7</b>	<b>18.9</b>	<b>20.1</b>

# Regulation: Core capital allocation for branches

Core capital allocation for branches

## 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

Standard inv. cost is the same for conventional and syariah under **BUKU 3**

- For syariah, branch subject to capital allocation including existing and new branches. Existing branches is defined as branches opened ≤ 2 years

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

## Zoning and Coefficient for Conven. and Syariah

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, both for conventional and syariah
- 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 27

## Agenda

- Economics and Industry Trend
- Financial Results
- **Corporate Updates**
- Appendix

### 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.

### Dividend

- We plan to maintain 30% dividend payout ratio subject to AGMS approval which will be held on 10 May 2013

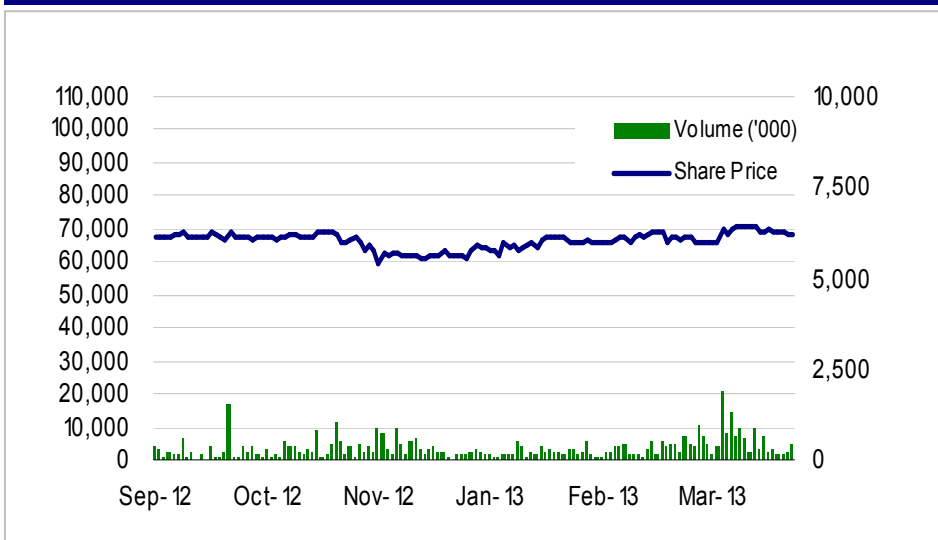
## Agenda

- Economics and Industry Trend
- Financial Results
- Corporate Updates
- **Appendix**



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

### Daily share price and trading volume BDMN IJ



Ownership Structure <i>As of 31 March 2013</i>	Number of Shares	Ownership (%)
Asia Financial (Indonesia) Pte, Ltd.	6,457,558,472	67.4%
JPMCB - Franklin Templeton Inv. Funds	611,958,888	6.4%
Public < 5%	2,515,126,005	26.2%
<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



## 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
3,352	106	27	1,384	(3,486)	-	(12)	1,371	(342)	(24)	1,005

a+c	b+d	e		f+g		h	i	Net Profit after Tax and Minority Interest		Remark
Net Interest Income	Non-Interest Income	Operating Income	Operating Expenses	Pre-Provision Operating Profit	Cost of Credit	Non Operating Income/(Loss)	Taxes	Minority Interest	Minority Interest	
3,379	1,490	4,869	(3,486)	1,383	-	(12)	(342)	(24)	1,005	
(45)		(45)	45	-						- LPS Deposit Insurance
	(5)	(5)		(5)	5					- Provision for ADMF acquisition cost
	(36)	(36)		(36)	36					- Write off on amortization cost
	(47)	(47)	47	-						- ADMF indirect acquisition cost
	(182)	(182)	182	-						- Decrease in fair value of financial assets (MTM)
	(1)	(1)	1	-						- Losses from sale of financial assets (marketable securities)
	(0)	(0)	0	-						- Losses from spot and derivative transaction (realised)
		-	823	823	(823)					- Impairment losses on financial assets
	(14)	(14)		(14)	14					- Impairment losses on repossessed assets
	(78)	(78)	78	-						- Fees/commissions and administrative expenses
		-	2	2	(2)					- Allowance for possible losses on non earning assets
	(4)	(4)		(4)		4				- Others
3,334	1,122	4,456	(2,308)	2,149	(770)	(8)	(342)	(24)	1,005	

Analyst Briefing Presentation



# 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

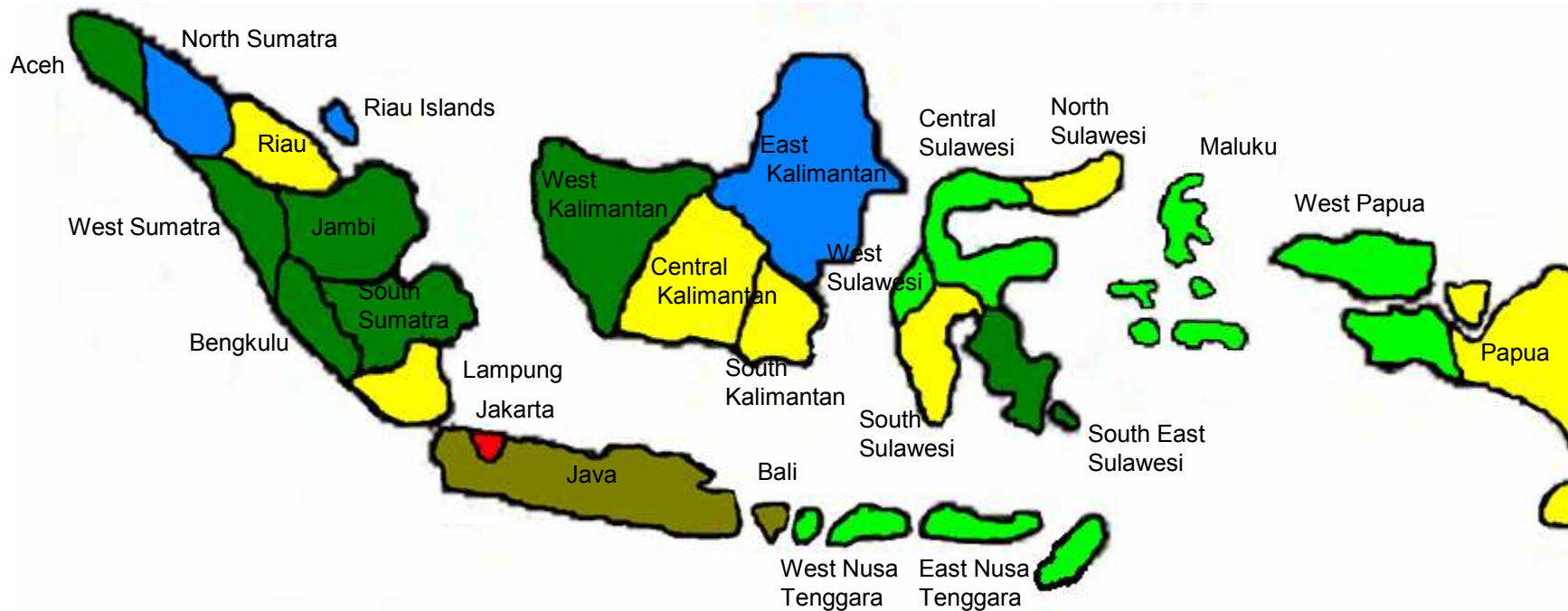
Danamon is under "BUKU 3"





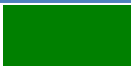
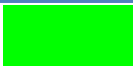
Sharia Units : "BUKU" shall be referred to the "BUKU" of its conventional bank

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

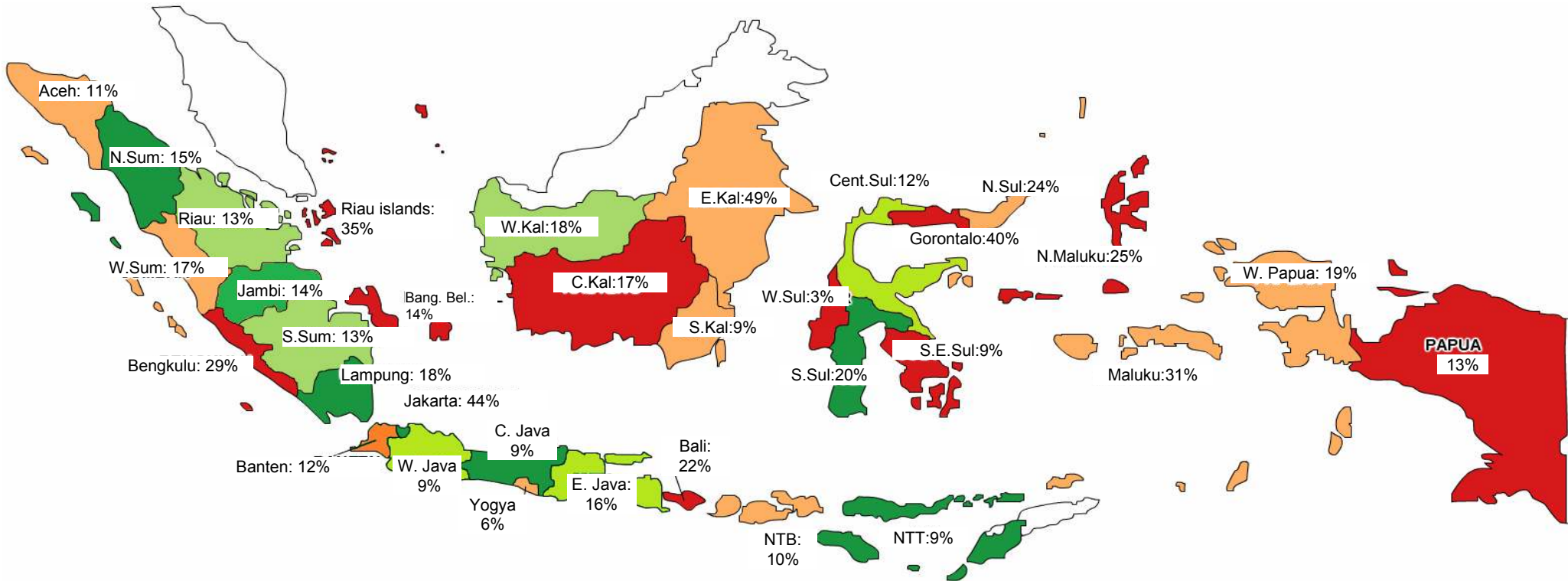
**Effective date : Jun 2016**

# Business Activity & Branch Networking - Zoning



						
<b>Zone</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>Coeff.</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>0.5</b>

# Minimum Wages yoy growth 2013





# Thank You

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