



A member of  MUFG, a global financial group

# PT Bank Danamon Indonesia Tbk

## Analyst Briefing - Three Months FY 2022 Financial Results

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Jakarta, 27 April 2022



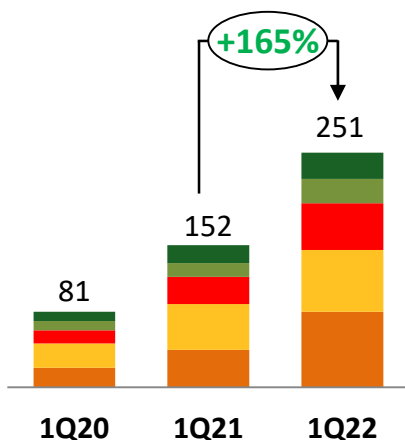
**MUFG Collaboration & Digital Highlights Update**

**1Q22 Financial Highlights**

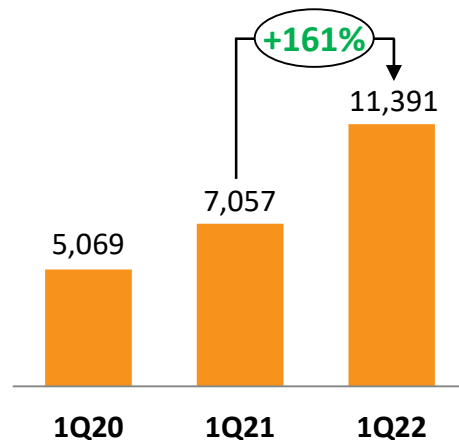
# MUFG Collaboration and Digital Banking Highlights

## MUFG Collaboration: Growing and Diversified Synergies

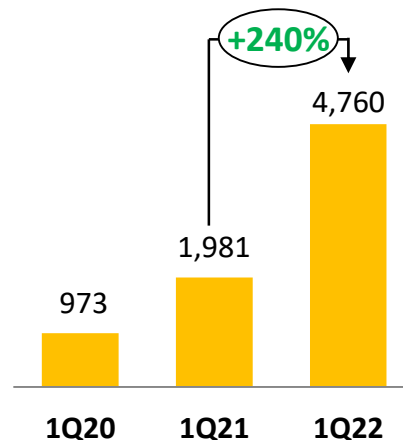
### Number of Deals\*



### Synergy Loan Balance (Rp bn)



### Synergy CASA Balance (Rp bn)



### Unique Loan Deals in 1Q22

#### Mortgage Partnership with Japanese Developers



Diamond Development Indonesia  
a subsidiary of Mitsubishi Corporation

Loan  
Syndication

Loan to MUFG  
Affiliates

Loan through  
Fintech



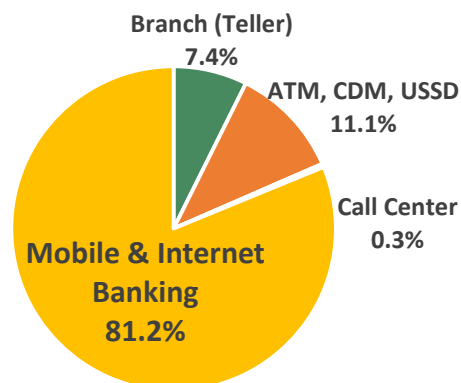
\*) Accumulated number of deals; legends by products:

Financial Supply Chain Sharia Finance Employee Benefit Program EB Bilateral Loan CASA, etc.

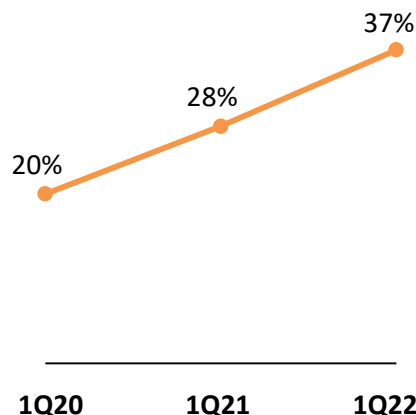
## Digital Banking: Capabilities & Partnership Expansion

### Traction in Digital Transaction

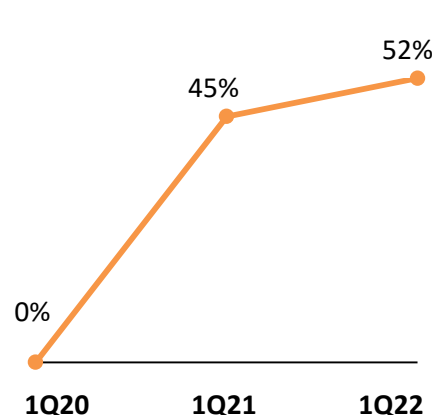
#### Transaction (%) 3M-2022



#### TD Online (%)



#### Bonds Transaction (%)



### Highlights in 1Q22

#### Enhance Capabilities



D-Wallet  
for Android



D-Save Online  
Onboarding

#### Expand Partnerships



Online Onboarding

API & Direct Debit

# Danamon, Adira Finance and MUFG Collaboration in IIMS Hybrid 2022

- Danamon, as one Group together with Adira Finance and supported by MUFG, denotes the commitment to support the recovery and long-term growth of sustainable automotive ecosystem in Indonesia.
- Automotive enthusiasts and industry players responded positively to the annual Indonesia International Motor Show (IIMS) Hybrid 2022, which was held from 31 March 2022 to 10 April 2022.



**1.1 Million Visitors**  
(35% Offline Visitors)



**Rp 300Bn Auto Loan Applications**



**Rp 100Bn Mortgage Applications**



**3,000+ Applications of Banking Products**  
(including Saving Accounts & Credit Cards)



**28Bn+ AVE\* in Media Coverage**  
\*) Advertising Value Equivalent





MUFG Collaboration & Digital Highlights Update

1Q22 Financial Highlights

## Profit growth of 65% and record high CASA ratio

### Prudent Loan Selection

- EB portfolio grew 10% YoY and reached Rp61tn, supported by collaboration with MUFG and focus on blue chip companies and SOE.
- Despite a spike in omicron cases and social restriction earlier this year, ADMF's 1Q22 new financing increased by 33% compared to the same period last year.

### Granular Funding Growth

- The Bank focuses on granular funding, reflected by CASA growth of 12% YoY.
- CASA ratio reached 60.5% in 1Q22 from 54.7% in 1Q21.

### Asset Quality

- NPL coverage improved from 177% in 1Q21 to 209% in 1Q22.
- NPL% improved by 50 bps YoY to 2.8% in 1Q22.
- LAR% (include COVID restructure still under forbearance) improved 60bps YoY to 15.4%.

### Profitability

- NIM increased by 60 bps YoY with stable quarterly trend, while risk adjusted NIM improved 170bps YoY.
- Operating profit grew 49% YoY.
- NPAT increased by 65% YoY to reach Rp 860 billion in 1Q22.

## 1Q-2022 Balance Sheet Highlights

In Rp billion	1Q21	1Q22	YoY	2Q21	3Q21	4Q21	1Q22	QoQ
<b>Total Assets</b>	<b>193,993</b>	<b>195,992</b>	<b>1%</b>	<b>193,751</b>	<b>188,280</b>	<b>192,240</b>	<b>195,992</b>	<b>2%</b>
Total Loan Portfolio and Trade Finance <sup>1)</sup>	132,407	132,476	-	131,434	129,511	130,502	132,476	2%
Government Bonds	30,510	22,572	-26%	34,877	31,078	30,338	22,572	-26%
<b>Total Funding</b>	<b>135,852</b>	<b>135,612</b>	<b>-</b>	<b>134,557</b>	<b>128,869</b>	<b>134,318</b>	<b>135,612</b>	<b>1%</b>
CASA	66,556	74,859	12%	68,132	67,332	72,870	74,859	3%
Time deposits	55,080	48,840	-11%	52,874	49,678	50,422	48,840	-3%
Borrowings and LT. Funding	14,216	11,913	-16%	13,551	11,859	11,026	11,913	8%
<b>Equity</b>	<b>43,481</b>	<b>44,623</b>	<b>3%</b>	<b>43,780</b>	<b>44,260</b>	<b>44,539</b>	<b>44,623</b>	<b>-</b>

1) Trade Finance includes marketable securities.



## 1Q-2022 Income Statement

In Rp billion	1Q21	1Q22	YoY	2Q21	3Q21	4Q21	1Q22	QoQ
<b>Net Interest Income</b>	<b>3,316</b>	<b>3,468</b>	<b>5%</b>	<b>3,500</b>	<b>3,416</b>	<b>3,473</b>	<b>3,468</b>	<b>0%</b>
Non Interest Income	659	671	2%	691	604	1,205	671	-44%
<b>Operating Income</b>	<b>3,975</b>	<b>4,139</b>	<b>4%</b>	<b>4,191</b>	<b>4,020</b>	<b>4,678</b>	<b>4,139</b>	<b>-12%</b>
Operating Expenses	(2,051)	(2,204)	7%	(2,149)	(2,166)	(2,233)	(2,204)	-1%
<b>PPOP</b>	<b>1,924</b>	<b>1,935</b>	<b>1%</b>	<b>2,042</b>	<b>1,854</b>	<b>2,445</b>	<b>1,935</b>	<b>-21%</b>
Cost of Credit	(1,158)	(792)	-32%	(1,371)	(1,143)	(2,027)	(792)	-61%
<b>Operating Profit</b>	<b>766</b>	<b>1,143</b>	<b>49%</b>	<b>670</b>	<b>711</b>	<b>418</b>	<b>1,143</b>	<b>173%</b>
<b>NPAT</b>	<b>522</b>	<b>860</b>	<b>65%</b>	<b>476</b>	<b>411</b>	<b>164</b>	<b>860</b>	<b>424%</b>



## 1Q-2022 Key Financial Ratios

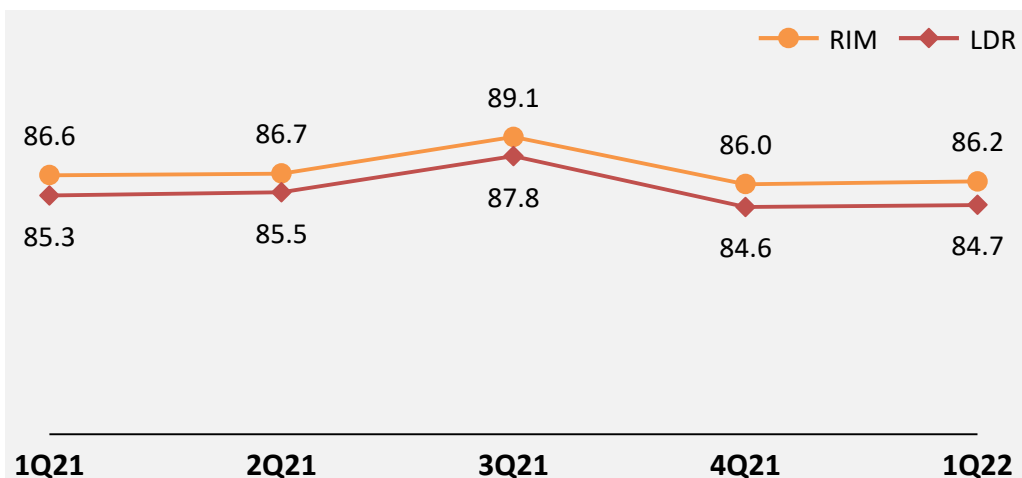
In %	1Q21	1Q22	YoY	2Q21	3Q21	4Q21	1Q22	QoQ
NIM	7.3	7.9	0.6	7.8	7.8	7.9	7.9	0.0
CoC	3.6	2.5	-1.1	4.3	3.6	6.3	2.5	-3.8
Risk-adjusted NIM	3.7	5.4	1.7	3.5	4.2	1.6	5.4	3.8
Cost to Income	51.6	53.2	1.6	51.3	53.9	47.7	53.2	5.5
CASA Ratio	54.7	60.5	5.8	56.3	57.6	59.1	60.5	1.4
RIM	86.6	86.2	-0.4	86.7	89.1	86.0	86.2	0.2
NPL Gross	3.3	2.8	-0.5	3.0	3.0	2.7	2.8	0.0
Loan Loss Coverage (LLC)	177.0	209.4	32.4	182.9	174.9	225.6	209.4	-16.2
Loan at Risk Coverage excl. COVID <sup>1)</sup>	41.6	47.0	5.4	38.5	40.9	50.3	47.0	-3.3
Loan at Risk Coverage incl. COVID <sup>2)</sup>	26.4	37.8	11.4	27.3	28.3	38.3	37.8	-0.5
ROAA	1.1	1.8	0.7	1.0	0.9	0.3	1.8	1.4
ROAE	5.5	8.8	3.3	5.0	4.2	1.7	8.8	7.1
CAR – Consolidated	25.7	26.0	0.3	26.1	26.4	26.7	26.0	-0.7

1) NPL + SM + Restructured Loan Coll. 1.

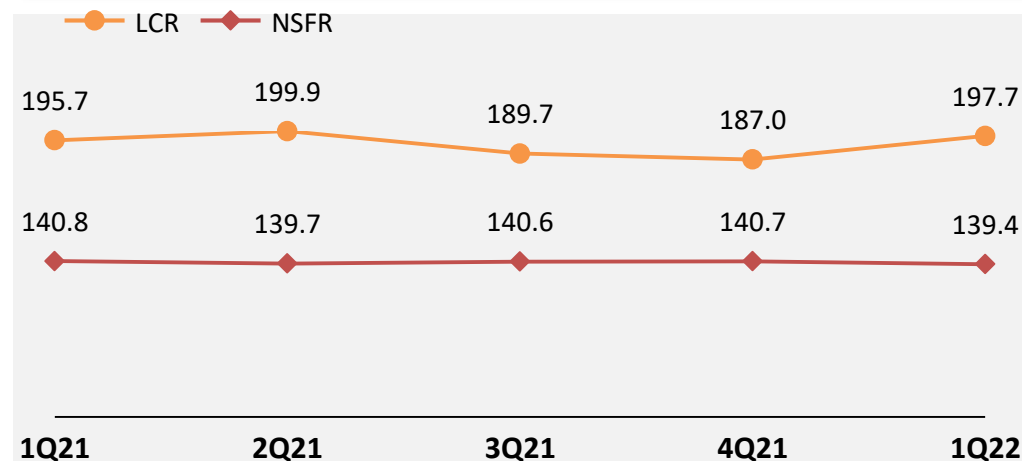
2) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

# Granular funding through digital and institutional approach

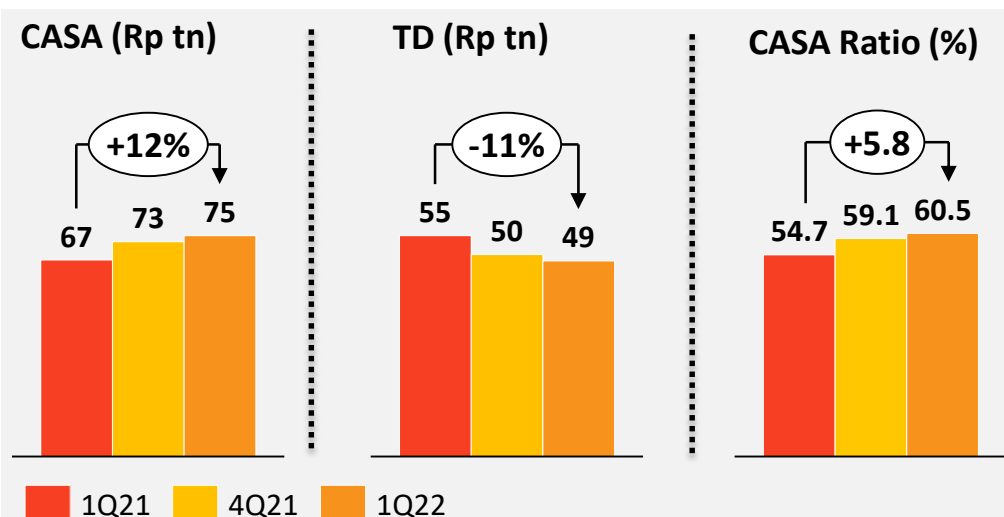
## RIM & LDR (%)



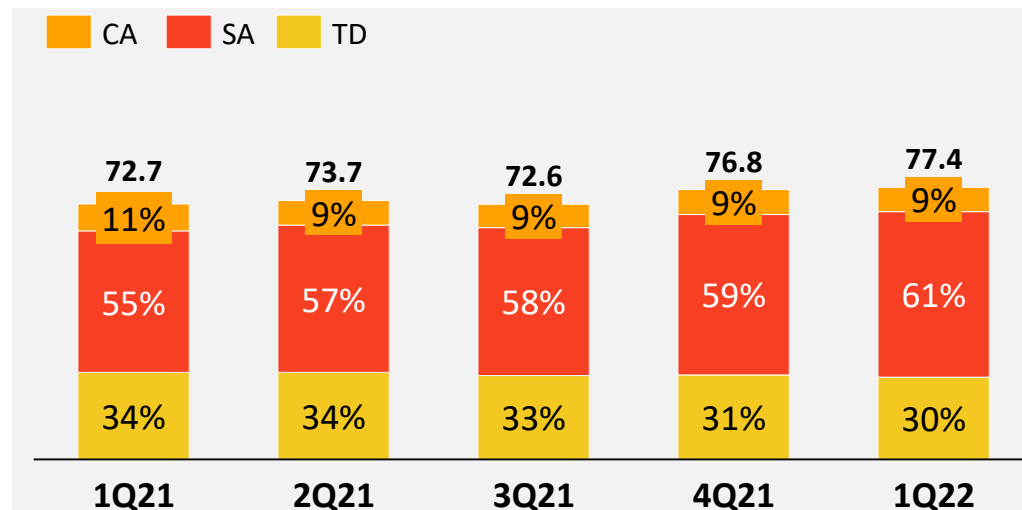
## LCR & NSFR (%)



## CASA , TD & CASA Ratio – Improved CASA Ratio



## Strong Focus on Granular Funding\* (Rp tn)

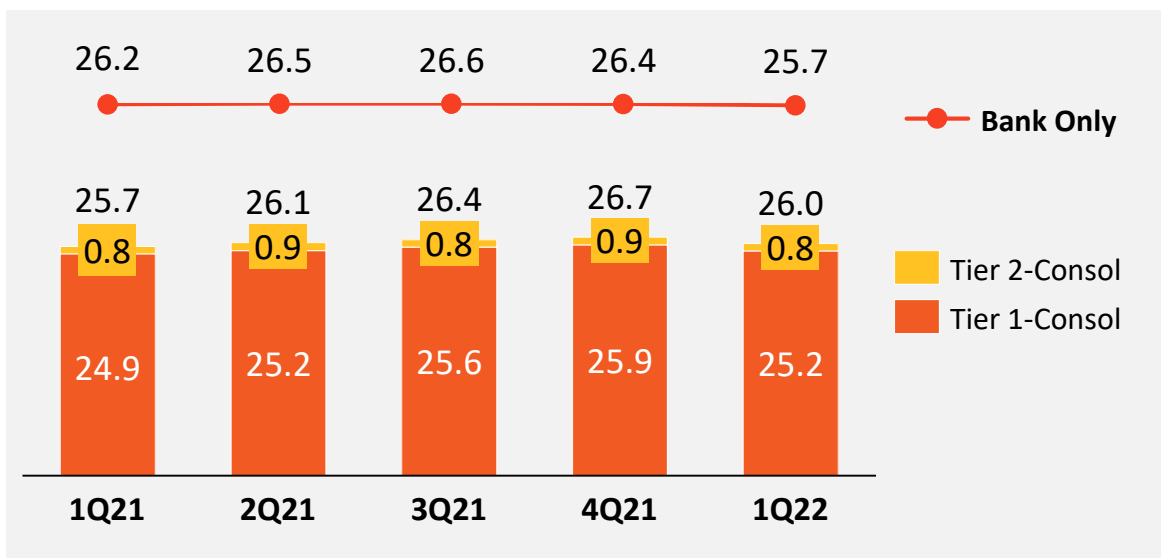


\*CA, SA and regular TD IDR from Consumer and SME banking

SAATNYA  
PEGANG KENDALI

## Strong capital as foundation for growth

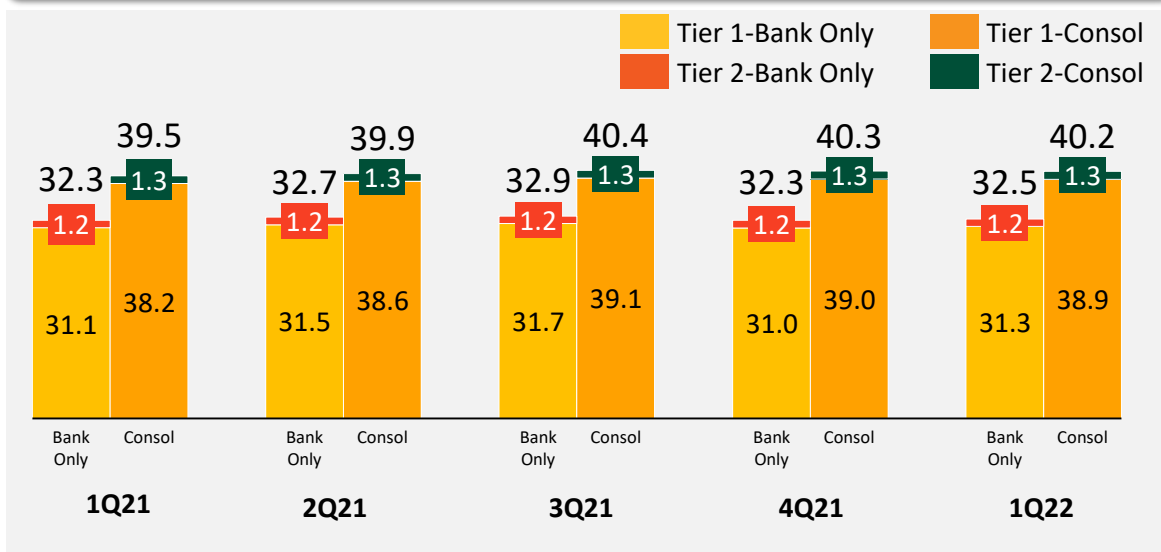
### Capital Adequacy Ratio (%)



### Market and Operational Risk Charges (%)

%	1Q21	2Q21	3Q21	4Q21	1Q22
CAR w/ Credit Risk	33.4	34.0	34.3	34.8	33.5
Market Risk Charge	-0.3	-0.4	-0.3	-0.3	-0.3
Operational Risk Charge	-7.4	-7.5	-7.6	-7.8	-7.2
CAR Consolidated	25.7	26.1	26.4	26.7	26.0

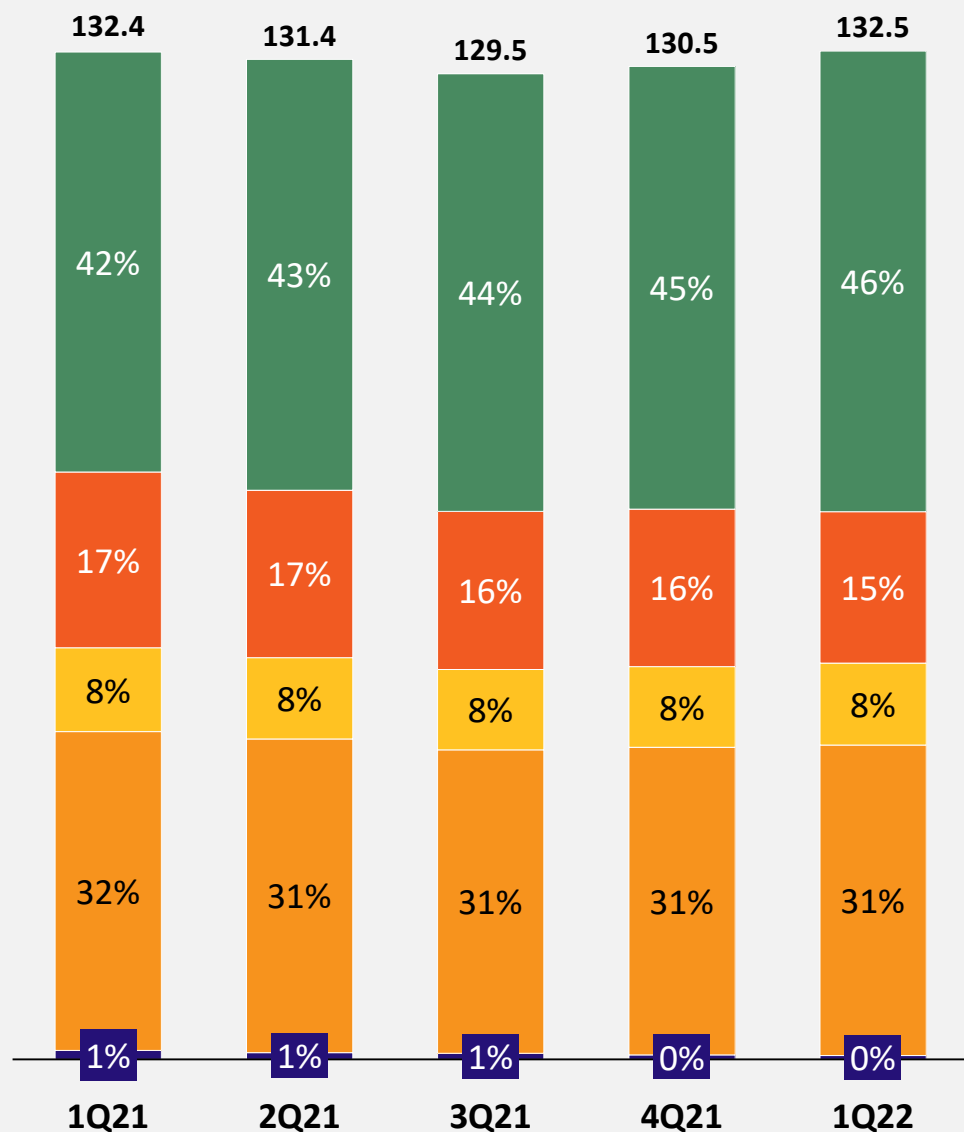
### Tier 1 and Tier 2 Consolidated Capital



- Consolidated Capital Adequacy Ratio (CAR) was 26.0%, far above the minimum requirement.
- Almost 100% of the capital derived was from Tier 1 Capital.

## Second consecutive quarterly loan growth indicating pick up in demand

Composition of Loan Portfolio & Trade Finance<sup>1)</sup> (Rp tn)



Growth of Loan Portfolio & Trade Finance<sup>1)</sup> (Rp bn)

Strategy execution and collaboration are enhanced by restructuring the four growth engines into: **Group-wide Wholesale Business** and **Group-wide Consumer Business**.

	Rp bn	1Q21	1Q22	YoY	QoQ
Wholesale Business	Enterprise Banking <sup>2)</sup> & FI	55,167	60,530	10%	4%
	SME	23,150	19,877	-14%	-4%
Consumer Business	Consumer <sup>3)</sup>	10,997	10,800	-2%	2%
	Adira Finance	41,919	40,762	-3%	1%
	Other Loans <sup>4)</sup>	1,174	507	-57%	-14%
Total		132,407	132,476	-	2%

1) Trade finance includes marketable securities.

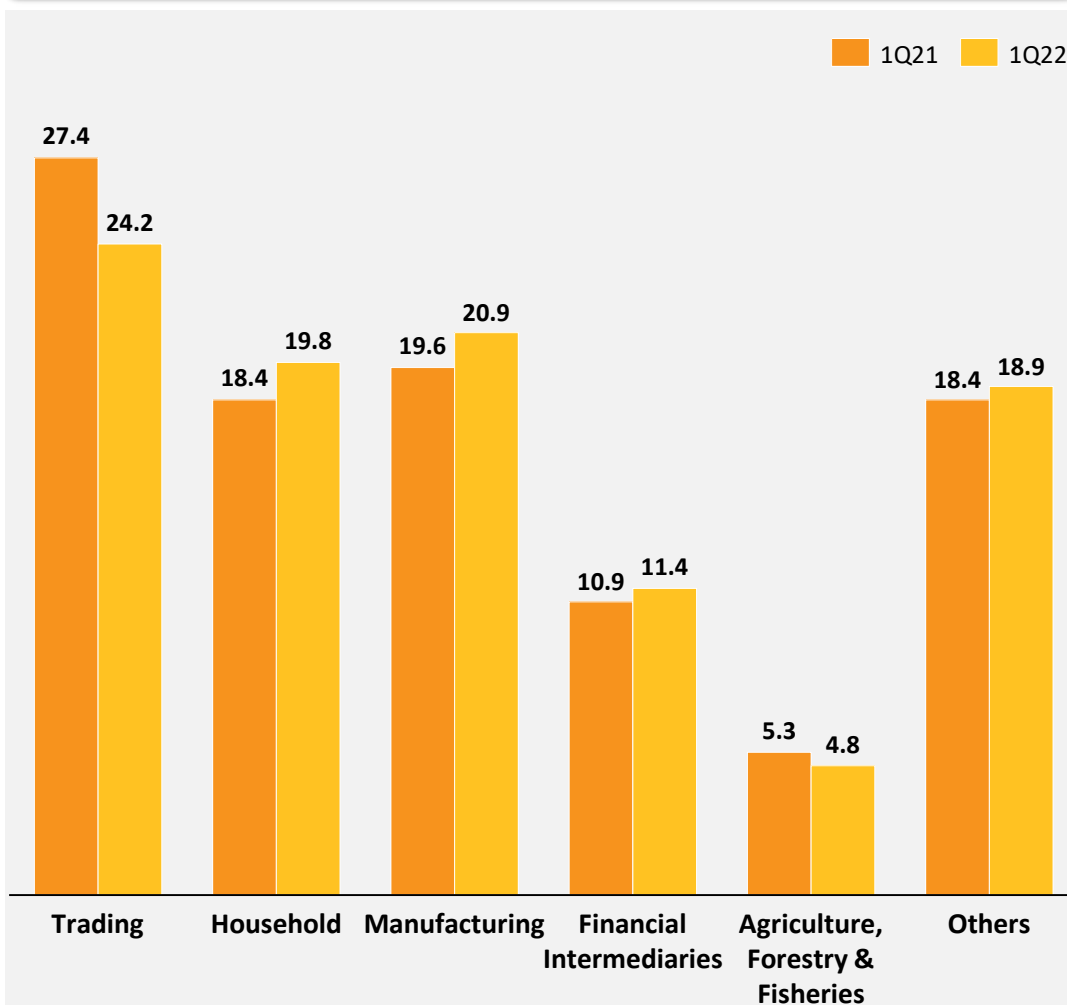
2) Enterprise Banking: Commercial and Corporate.

3) Consumer: Mortgage, Unsecured Personal Loan, Credit Card, and Others.

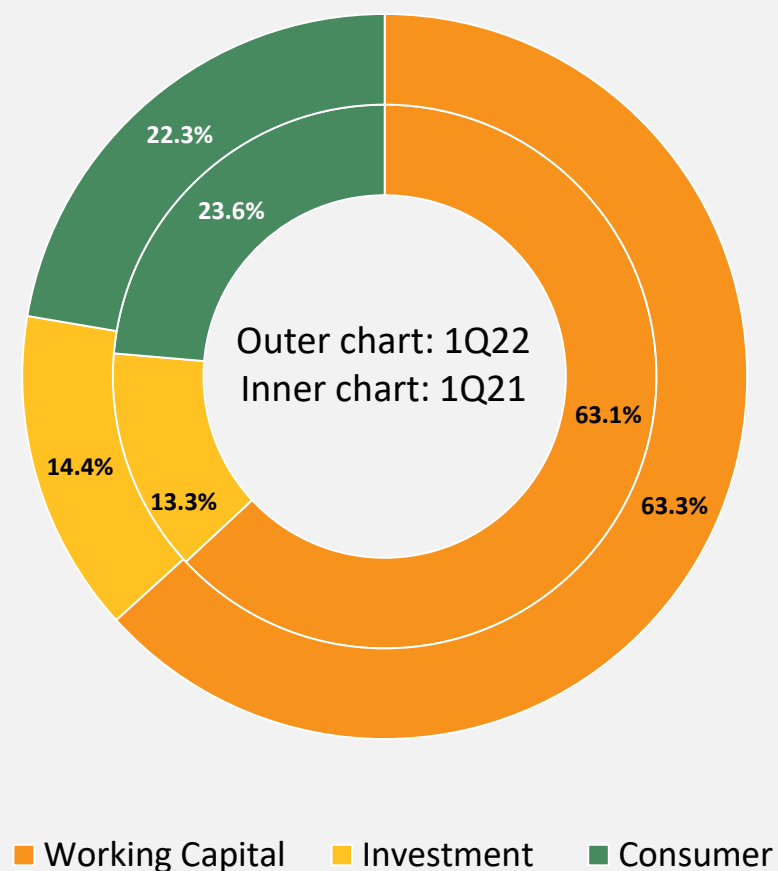
4) Other Loans: ex-BNP portfolio+Micro

## Loans composition remained stable and dominated by working capital loans

### Loans by Sector (% of total loans)



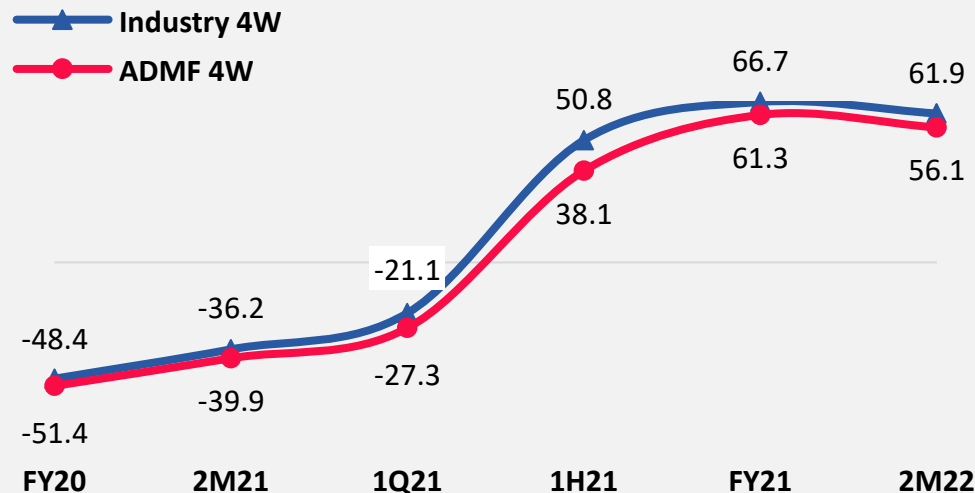
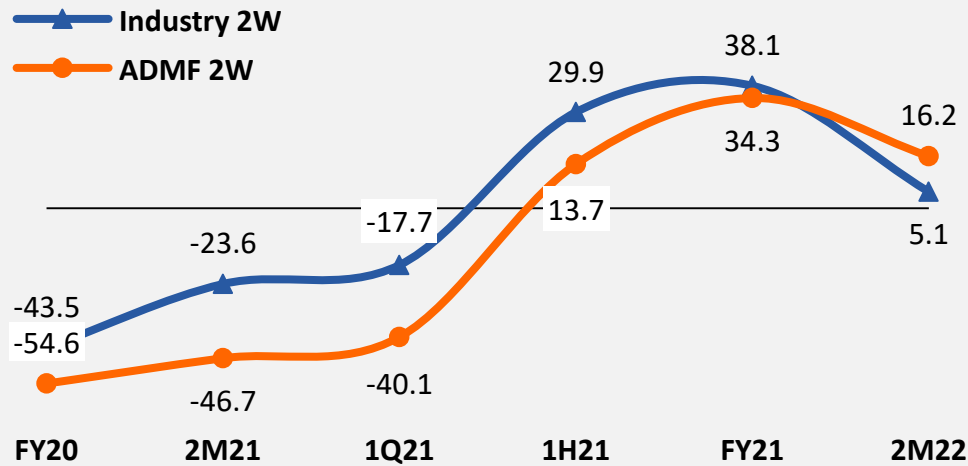
### Loans by Purpose



\*)Note: Bank Only

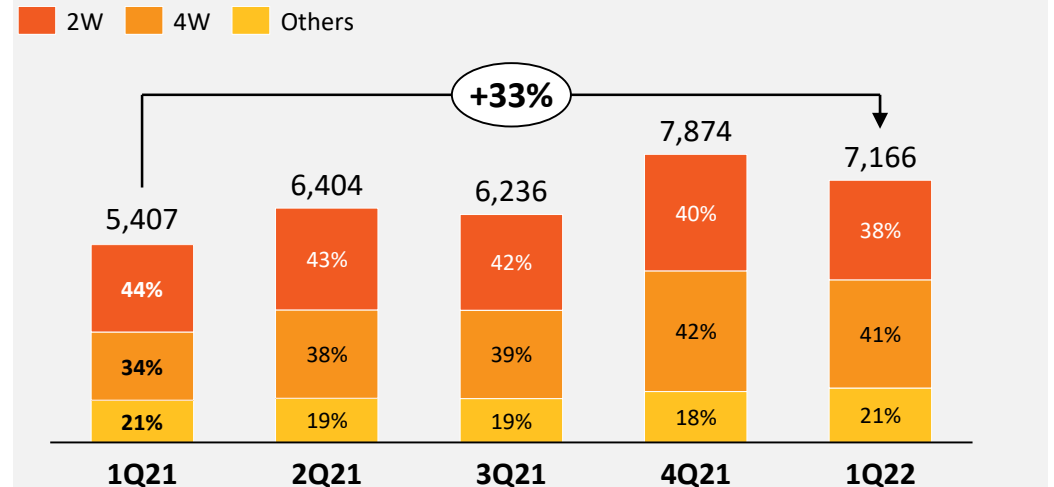
# ADMF regaining market share and growth trajectory

## ADMF units New Financing vs. Industry (% YoY growth based on cumulative YTD)



Note: Industry data from AISI and Gaikindo.

## ADMF Loan Disbursement Amount (in Rp bn)



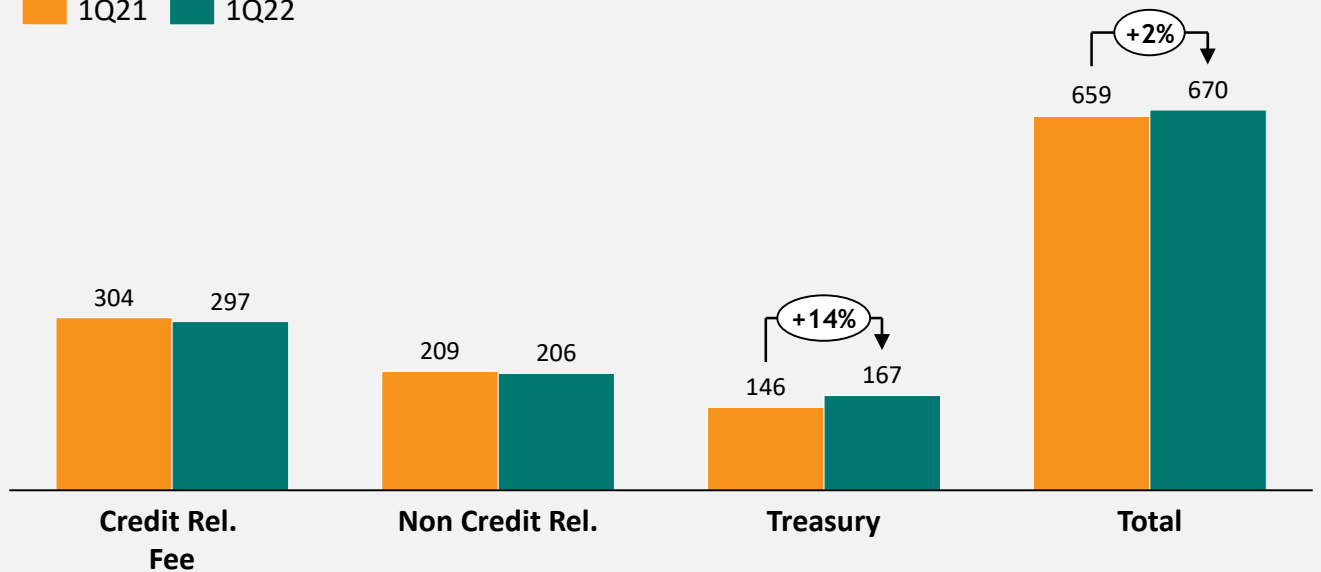
## ADMF Outstanding Loans

Rp bn	1Q21	1Q22	YoY	4Q21	QoQ
2W auto loans	18,284	16,697	-9%	16,782	-1%
4W auto loans	23,419	23,844	2%	23,434	2%
White goods and others	216	221	3%	214	4%
<b>Total Loans</b>	<b>41,919</b>	<b>40,762</b>	<b>-3%</b>	<b>40,429</b>	<b>1%</b>

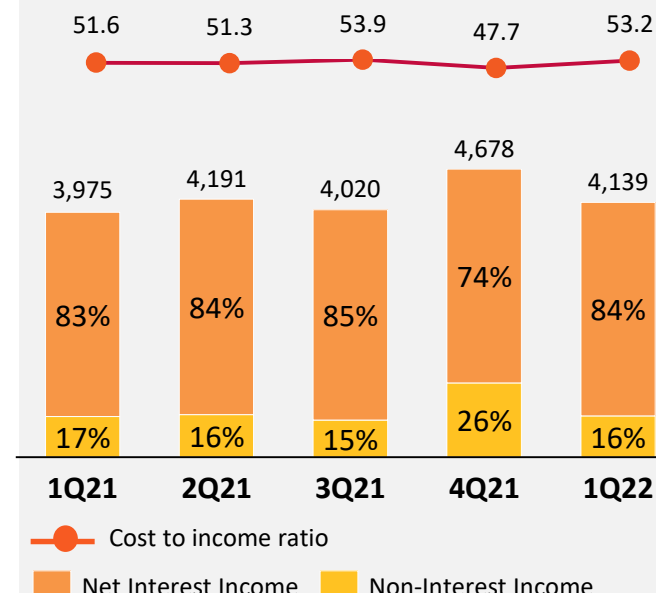
# Stable Non-Interest Income despite a spike in omicron cases in 1Q22

## Non-Interest Income (Rp bn)

1Q21 1Q22

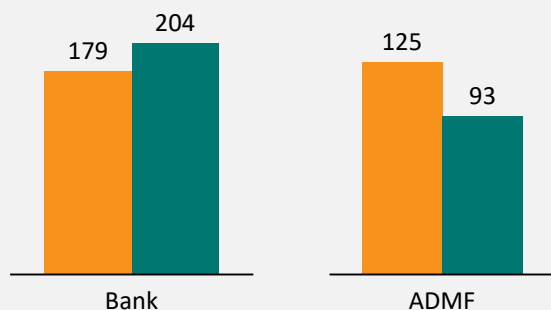


## Revenue Composition



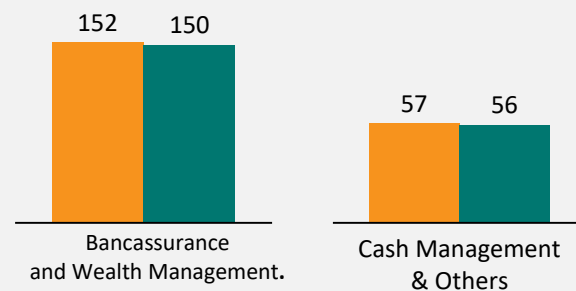
## Credit Related Fee

1Q21 1Q22



## Non- Credit Related Fee

1Q21 1Q22



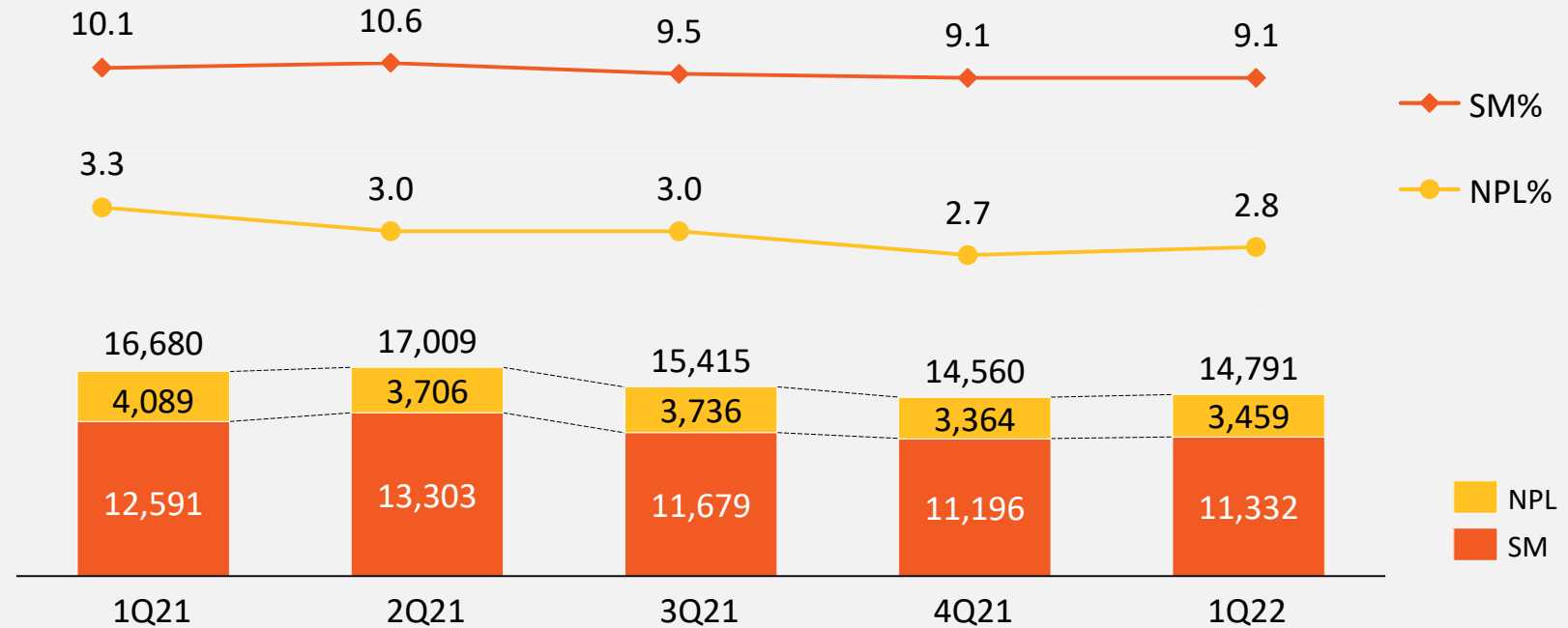
- Danamon credit related fee trend in line with disbursement growth.



## High NPL Coverage coupled by improving asset quality

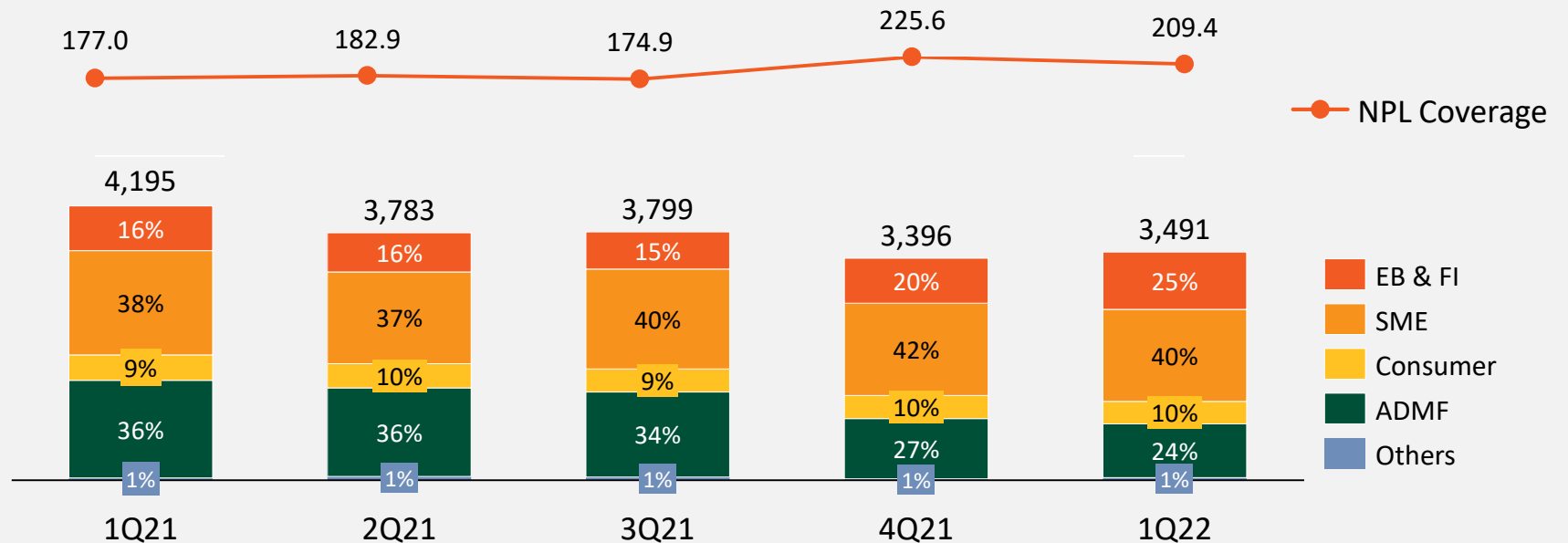
NPL and SM %  
of Total Loans

NPL and SM  
amount  
(Rp bn)



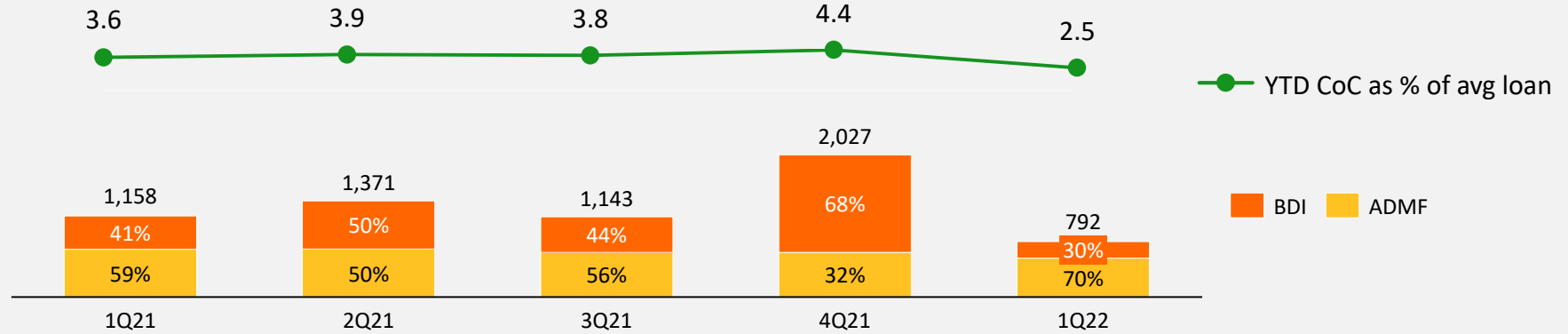
NPL Coverage  
Ratio (%)

NPL amount  
(Rp bn)  
and  
Composition  
(% of Total NPL)

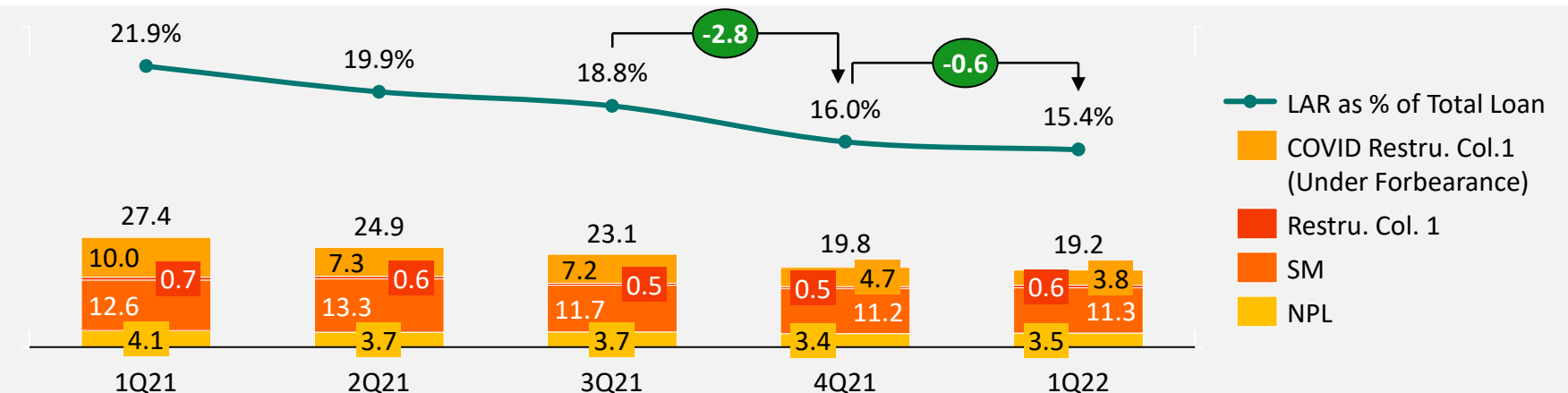


# COVID Restructured Loans and Loan at Risk continued to trend down

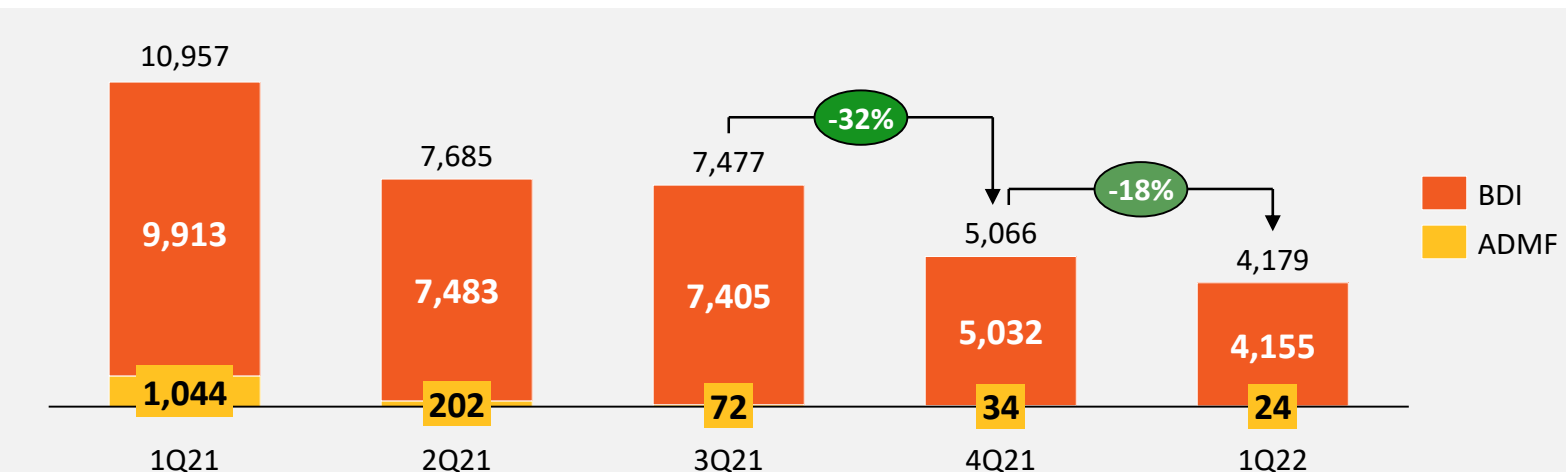
## Cost of Credit (% of Avg Loans and Rp bn)



## Loan at Risk (% of Total Loans and Rp tn)



## COVID related Restructured Loans – Under Forbearance (Rp bn)





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# THANK YOU

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