



A member of  MUFG, a global financial group

PT Bank Danamon Indonesia Tbk

Analyst Briefing - Nine Months FY 2022 Financial Results

Jakarta, 31 October 2022

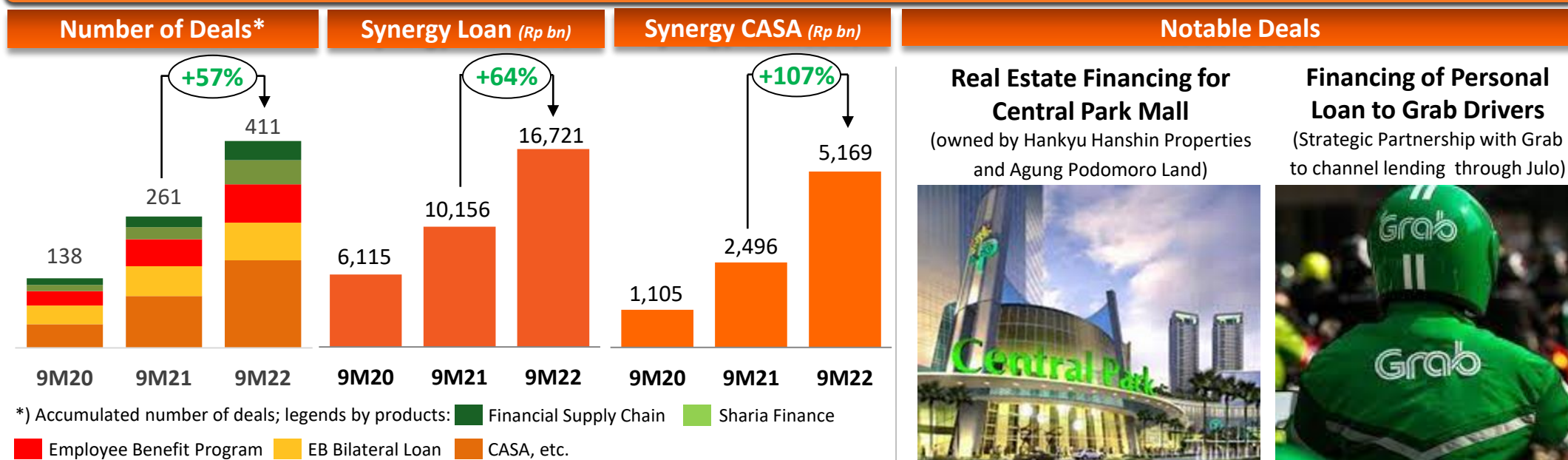


Collaboration Highlights

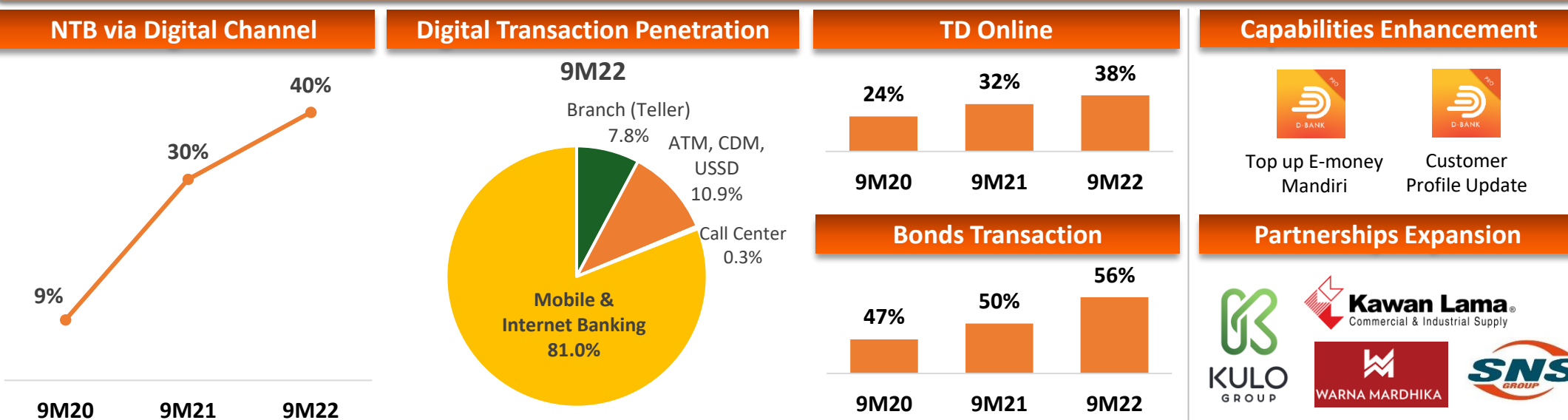
9M22 Financial Highlights

MUFG Collaboration and Digital Banking Highlights

MUFG Collaboration: Realizing Large-sized and Strategic Deals



Digital Banking: Steady Increase in Penetration Accompanied by Enhanced Capabilities



Danamon, Adira Finance and MUFG Collaboration at Automotive Ecosystem

Leveraging the Group's strengths and synergies of Danamon-Adira Finance and MUFG, we keep our commitment in progressing our journey and developing our value proposition to support the recovery and long-term growth of automotive ecosystem in Indonesia.

Joint Events

EV Sustainable Ecosystems and Motor Exhibition



26 Oct 2022

Financial Expo (FinEXPO)



26-30 Oct 2022

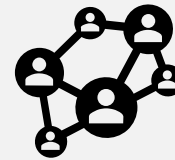
The Indonesia Summit



27 Oct 2022

Business Synergy

Auto Financing to Consumer Banking Customers



Referrals

9M22

Vs. FY21

>7.8K
(#Customer)

34X



Deals

9M22

Vs. FY21

>1.0K
(#Units)

8X



Loans

9M22

Vs. FY21

>279Bn
(in IDR)

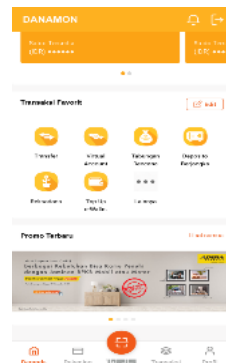
6X

Value Propositions

Joint Product Program



Digital Channel



Joint Marketing and Campaign



Employee Program (2W EV Program)





Collaboration Highlights

9M22 Financial Highlights

NPAT Reached Rp 2.5 Tn, Increased by 79% YoY

Prudent Loan Selection

- Total Loan and Trade Finance increased by 8% YoY.
- Enterprise Banking and Consumer Banking portfolio grew by 16% and 11% YoY respectively, supported by segmentation approach and collaboration with MUFG.
- ADMF new financing increased by 21% compared to the same period last year.

Granular Funding Growth

- Institutional Approach and digital resulted in 14% YoY CASA growth.
- CASA ratio reached 64.2% as of Sept-22 from 57.6% as of Sept-21.

Asset Quality

- Consolidated Gross NPL% improved by 40 bps YoY to 2.7% as of Sept-22.
- NPL coverage improved from 175% in the same period last year to 217%.
- LAR% (include COVID restructure still under forbearance) improved 460bps YoY to 14%.

Profitability

- NIM improved by 32bps driven by improvement in funding composition and cost of fund.
- NPAT increased by 79% YoY and reached Rp 2.5 trillion in 9M22.

9M-2022 Balance Sheet Highlights

In Rp billion	Sep-21	Sep-22	YoY	Mar-22	Jun-22	Sep-22	QoQ
Total Assets	188,280	189,213	-	195,992	193,575	189,213	-2%
Total Loan Portfolio and Trade Finance ¹⁾	129,511	140,490	8%	132,476	139,701	140,490	1%
Government Bonds	31,078	19,725	-37%	22,572	19,628	19,725	-
Total Funding	128,869	128,837	-	135,612	134,031	128,837	-4%
CASA	67,332	76,469	14%	74,859	79,648	76,469	-4%
Time deposits	49,678	42,571	-14%	48,840	44,030	42,571	-3%
Borrowings and LT. Funding	11,859	9,797	-17%	11,913	10,353	9,797	-5%
Equity	44,260	45,868	4%	44,623	45,249	45,868	1%

1) Trade Finance includes marketable securities.

9M-2022 Income Statement

In Rp billion	9M21	9M22	YoY	1Q22	2Q22	3Q22	QoQ
Net Interest Income	10,232	10,487	2%	3,468	3,497	3,522	1%
Non Interest Income	1,940	1,935	-	666	607	662	9%
Operating Income	12,186	12,423	2%	4,134	4,104	4,185	2%
Operating Expenses	(6,367)	(6,802)	7%	(2,199)	(2,317)	(2,286)	-1%
PPOP	5,820	5,621	-3%	1,935	1,787	1,899	6%
Cost of Credit	(3,672)	(2,303)	-37%	(792)	(716)	(794)	11%
Operating Profit	2,147	3,319	55%	1,143	1,071	1,105	3%
NPAT	1,409	2,525	79%	860	835	830	-1%

9M-2022 Key Financial Ratios

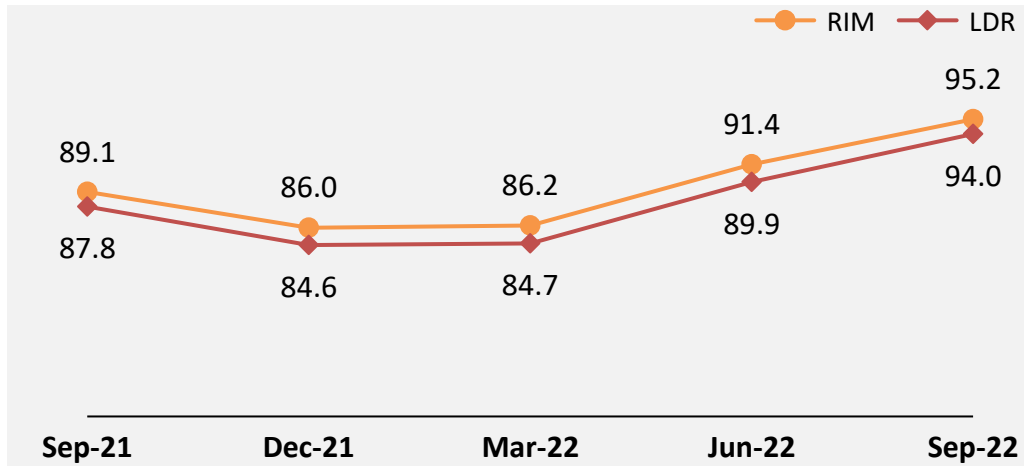
In %	9M21	9M22	YoY	1Q22	2Q22	3Q22	QoQ
NIM	7.6	7.9	0.3	7.9	7.9	8.0	0.1
CoC	3.8	2.3	-1.5	2.5	2.1	2.3	0.2
Risk-adjusted NIM	3.8	5.6	1.8	5.4	5.8	5.7	-0.1
Cost to Income	52.2	54.8	2.6	53.2	56.5	54.6	-1.8
CASA Ratio	57.6	64.2	6.6	60.5	64.4	64.2	-0.2
RIM	89.1	95.2	6.1	86.2	91.4	95.2	3.9
NPL Gross	3.1	2.7	-0.4	2.8	2.8	2.7	-0.1
Loan Loss Coverage (LLC)	174.9	216.7	41.8	209.4	202.9	216.7	13.8
Loan at Risk Coverage excl. COVID ¹⁾	40.9	50.1	9.2	47.3	48.5	50.1	1.5
Loan at Risk Coverage incl. COVID ²⁾	28.3	41.0	12.7	37.8	37.3	41.0	3.7
ROAA	1.0	1.7	0.7	1.8	1.7	1.7	-
ROAE	4.9	8.5	3.6	8.8	8.5	8.3	-0.2
CAR – Consolidated	26.4	26.2	-0.2	26.0	26.0	26.2	0.2

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

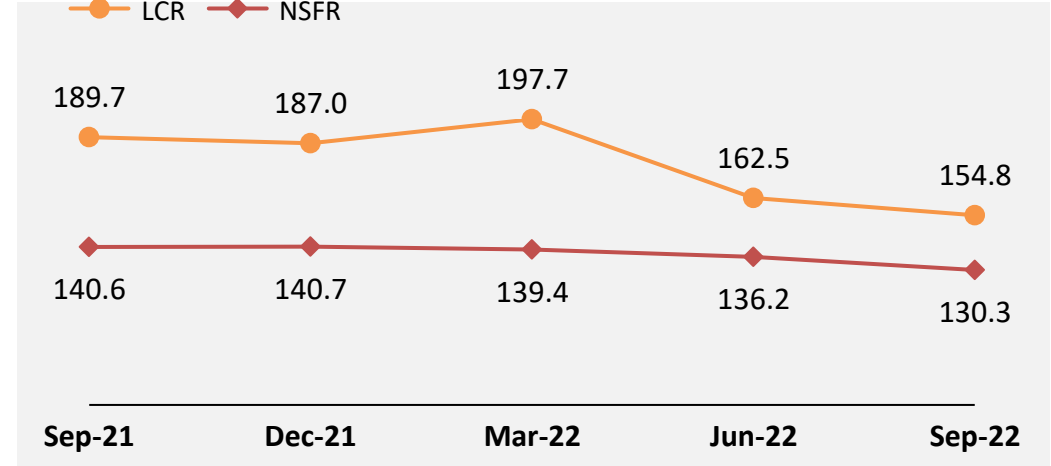
2) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

Granular Funding Through Conventional and Digital Channels

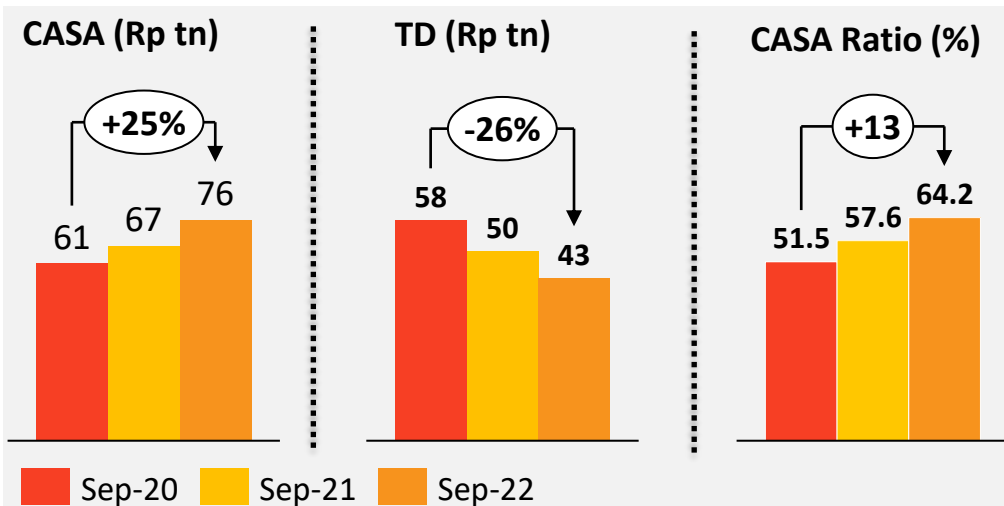
RIM & LDR (%)



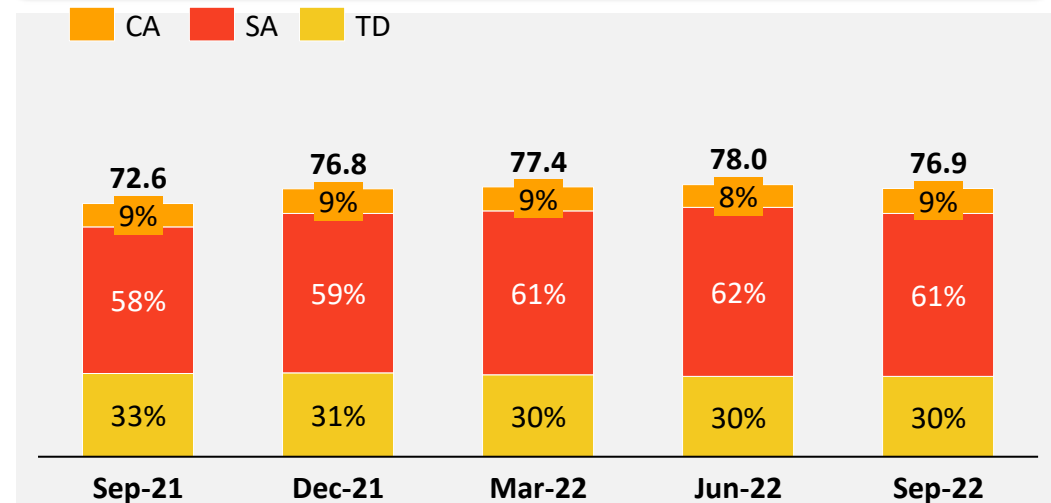
LCR & NSFR (%)



CASA, TD & CASA Ratio – Improved CASA Ratio



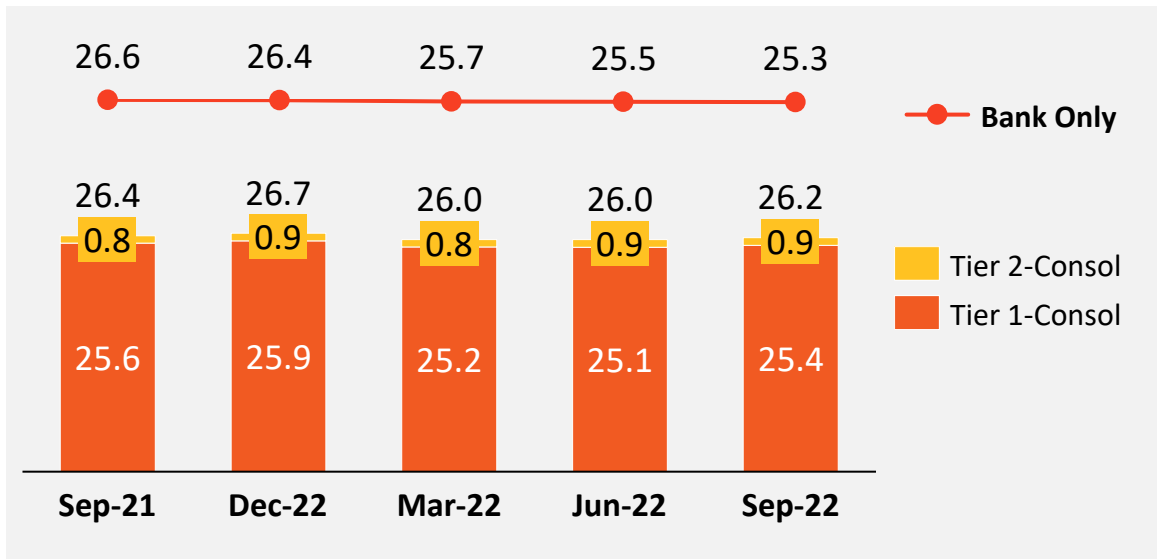
Strong Focus on Granular Funding* (Rp tn)



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

Strong Capital for Growth

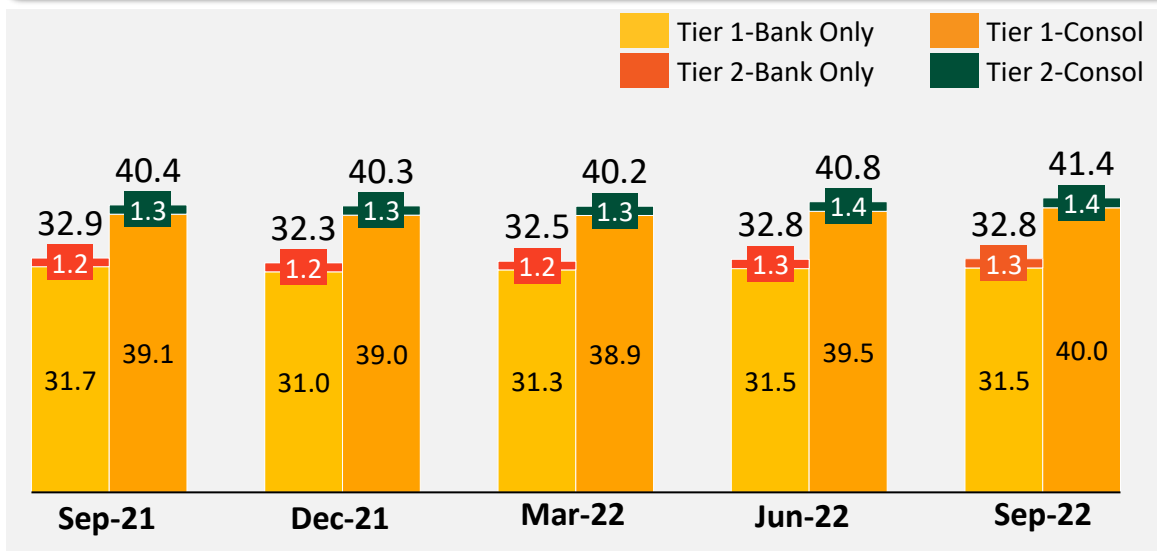
Capital Adequacy Ratio (%)



Market and Operational Risk Charges (%)

%	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22
CAR w/ Credit Risk	34.3	34.8	33.5	33.2	33.5
Market Risk Charge	-0.3	-0.3	-0.3	-0.1	-0.2
Operational Risk Charge	-7.6	-7.8	-7.2	-7.1	-7.1
CAR Consolidated	26.4	26.7	26.0	26.0	26.2

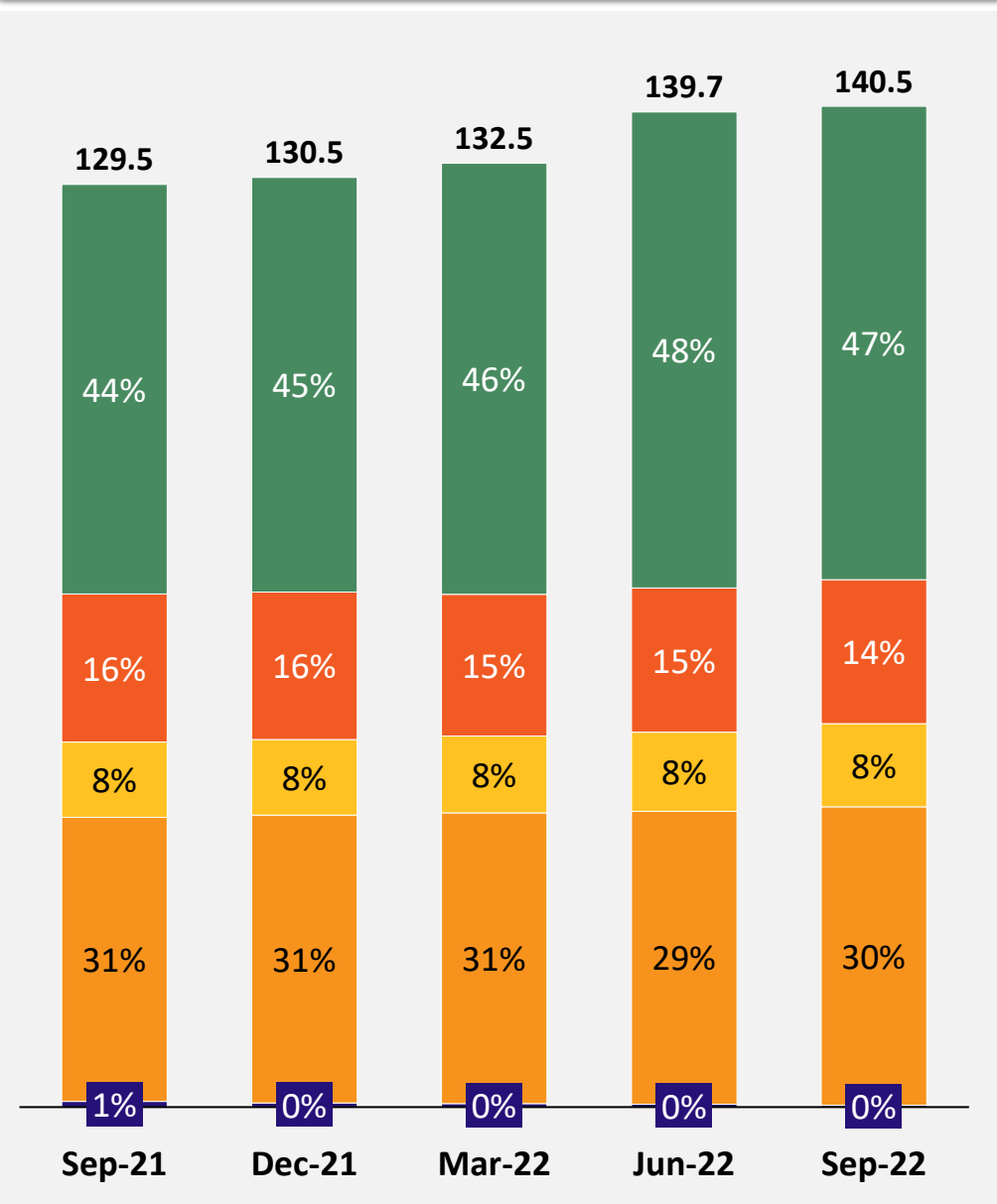
Tier 1 and Tier 2 Consolidated Capital



- Consolidated Capital Adequacy Ratio (CAR) was 26.2%, far above the minimum requirement.
- Almost 100% of the capital derived was from Tier 1 Capital.

Double Digit Growth in Enterprise Banking and Consumer Banking

Composition of Loan Portfolio & Trade Finance¹⁾ (Rp tn)



Growth of Loan Portfolio & Trade Finance¹⁾ (Rp bn)

	Rp bn	Sep-21	Sep-22	YoY	Jun-22	QoQ
Wholesale Business	Enterprise Banking ²⁾ & FI	57,478	66,457	16%	66,796	-1%
	SME	20,762	20,193	-3%	20,273	-
Consumer Business	Consumer ³⁾	10,562	11,702	11%	11,092	6%
	Adira Finance	39,900	41,845	5%	41,140	2%
	Other Loans ⁴⁾	808	292	-64%	401	-27%
Total		129,511	140,490	8%	139,701	1%

1) Trade finance includes marketable securities.

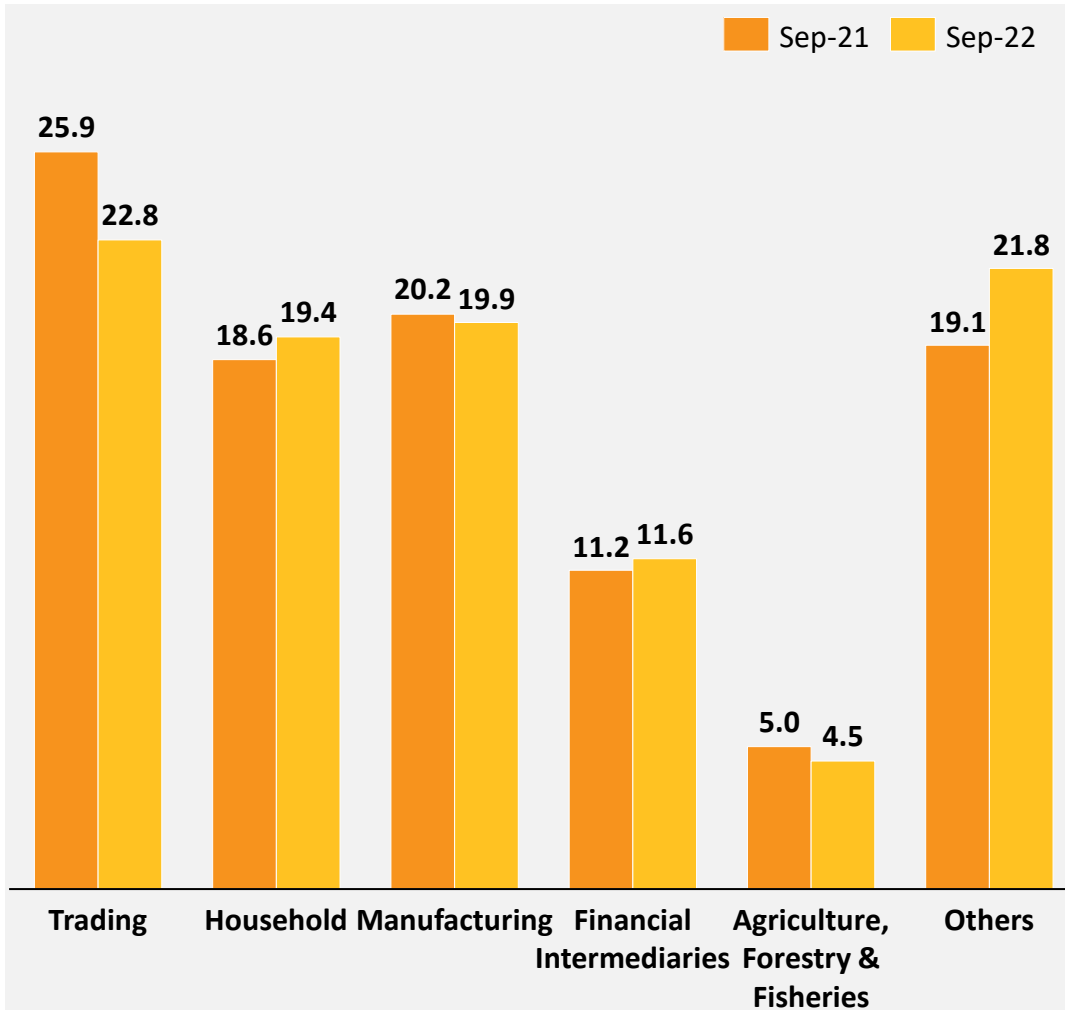
2) Enterprise Banking: Commercial and Corporate.

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

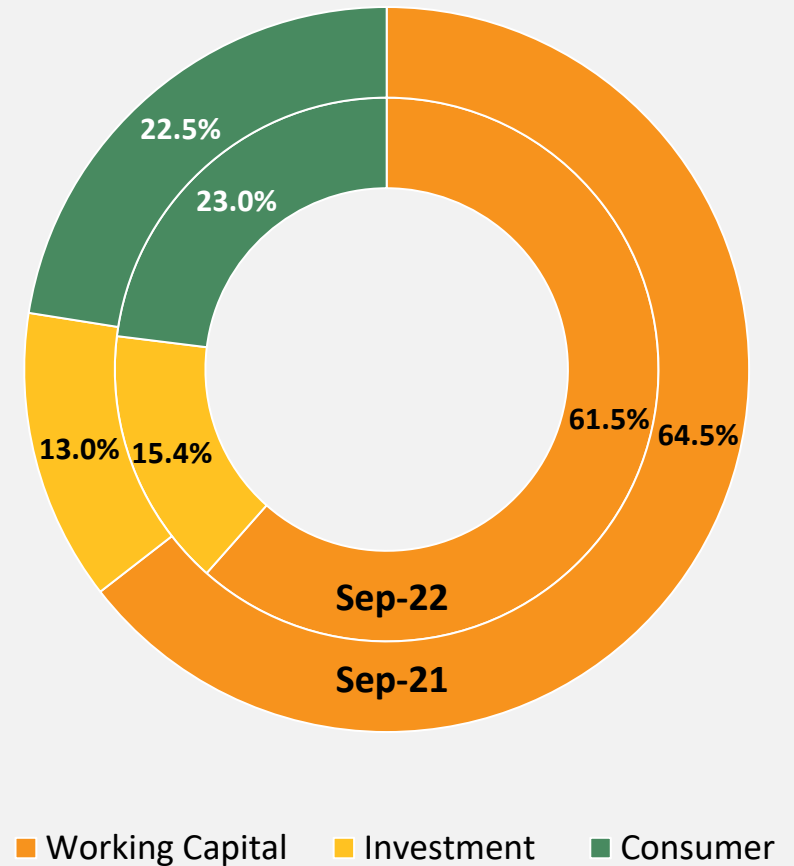
4) Other Loans: ex-BNP portfolio+Micro

Loan Composition Remained Stable and Diversified

Loans by Sector (% of total loans)



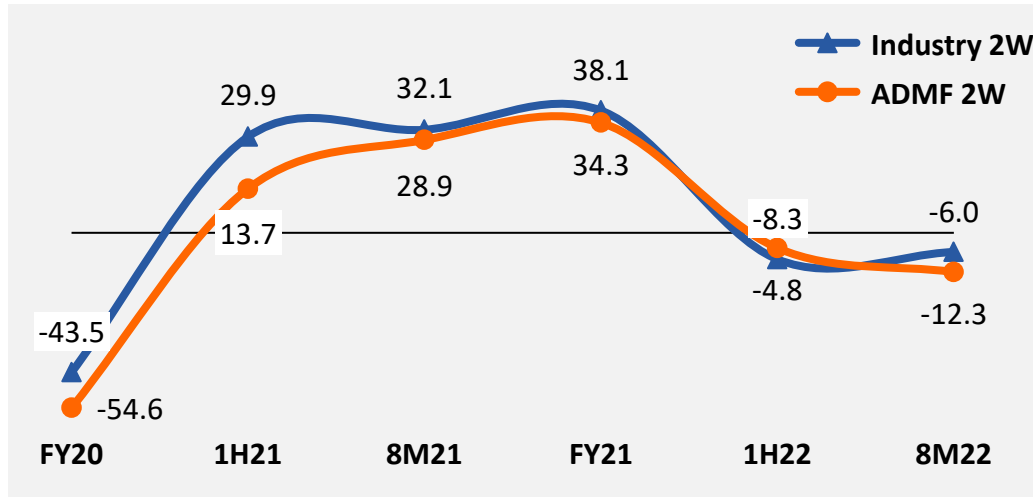
Loans by Purpose



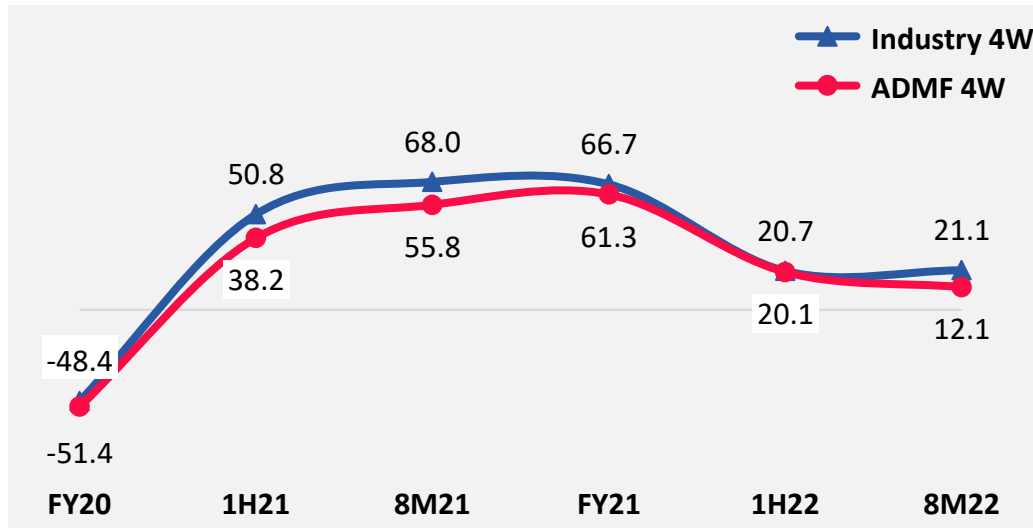
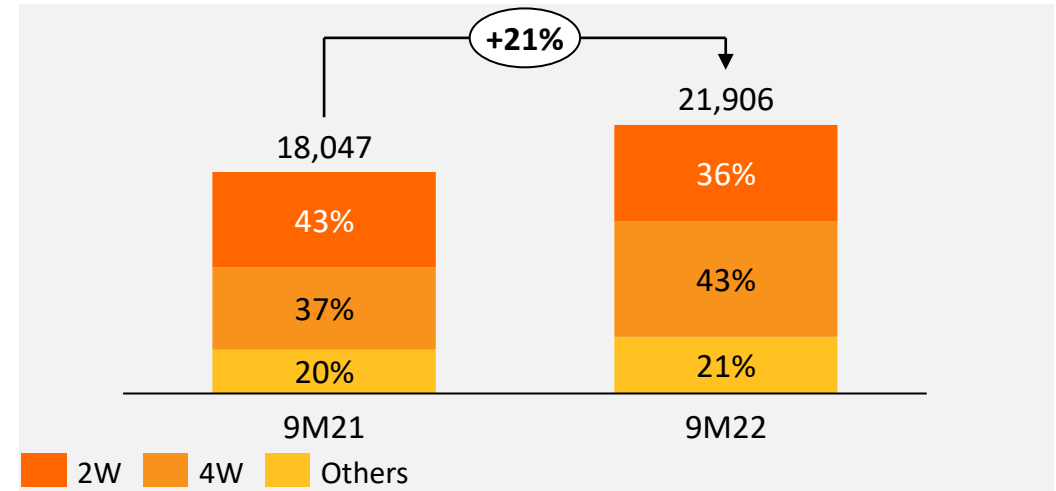
*)Note: Bank Only

ADMF New Financing Increased by 21% YoY

ADMF Units New Financing Growth vs. Industry



ADMF New Financing Amount (in Rp bn)



ADMF Outstanding Loans

Rp bn	Sep-21	Sep-22	YoY	Jun-22	QoQ
2W auto loans	16,737	16,480	-2%	16,544	-
4W auto loans	22,956	25,151	10%	24,384	3%
White goods and others	206	214	3%	212	1%
Total Loans	39,900	41,845	5%	41,140	2%

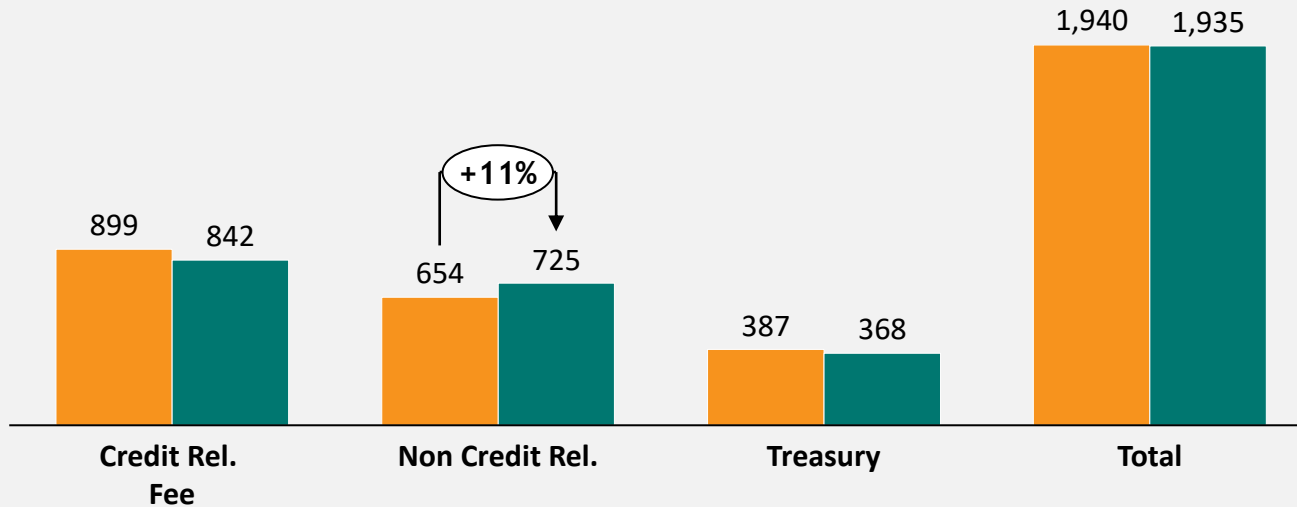
(% YoY growth based on cumulative YTD)

Note: Industry data from AISI and Gaikindo.

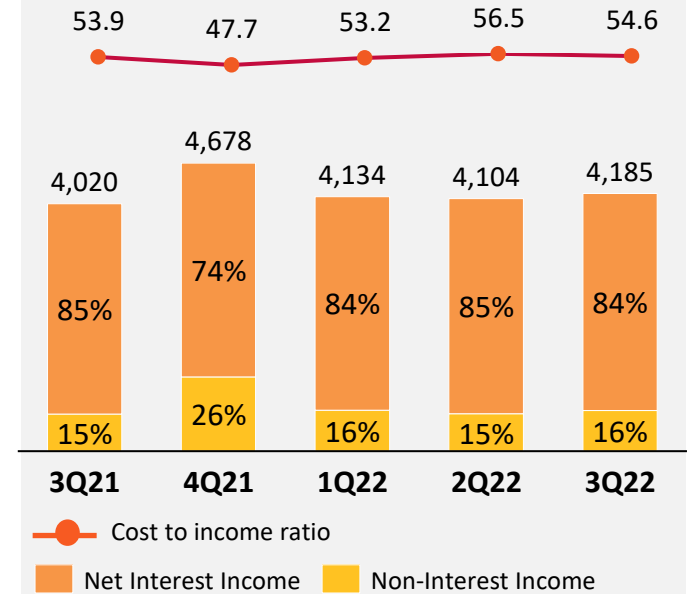
Steady Non-Interest Income Supported by Growth in Non-Credit Related Fee

Non-Interest Income (Rp bn)

9M21 9M22

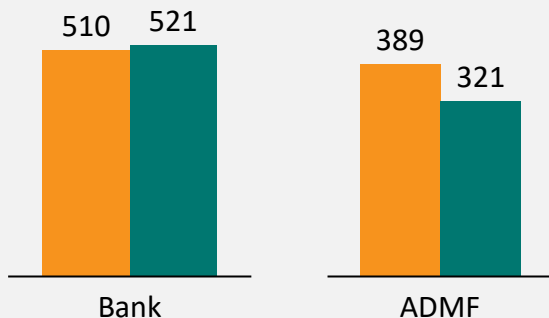


Revenue Composition



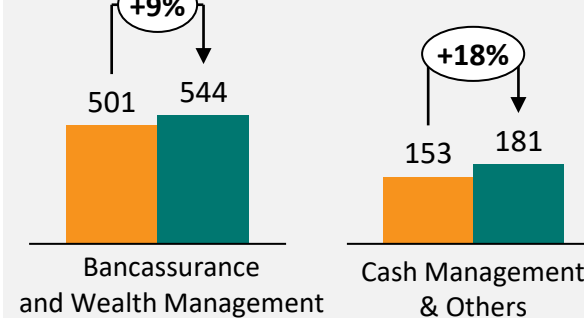
Credit Related Fee

9M21 9M22



Non- Credit Related Fee

9M21 9M22

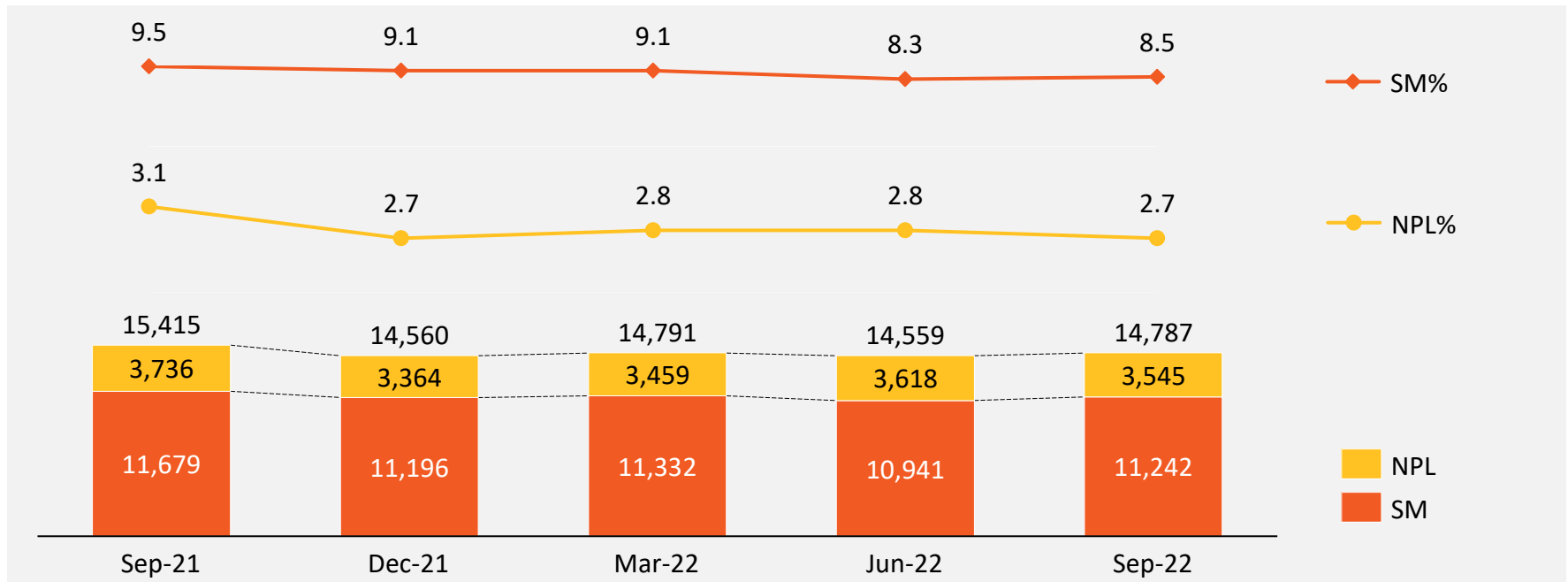


- Non-Interest Income is relatively stable, supported by double digit growth in Non-Credit Related Fees.

Maintained Asset Quality Complemented by High NPL Coverage

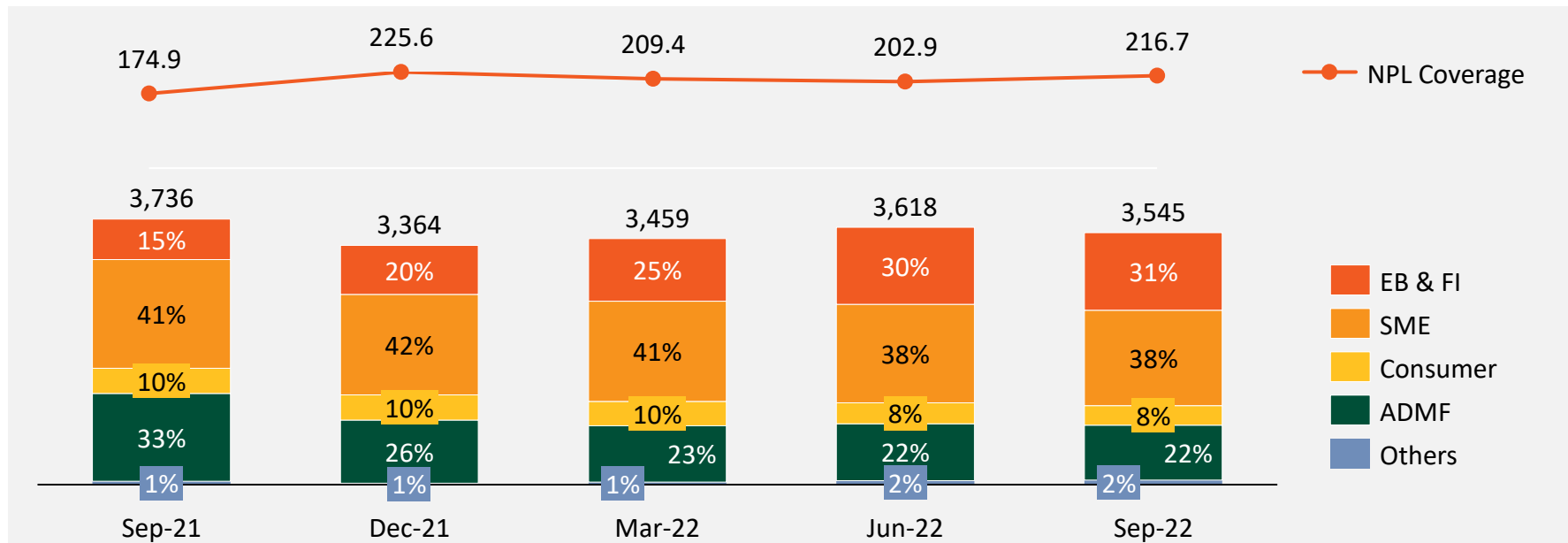
NPL and SM %
of Total Loans

NPL and SM
amount
(Rp bn)



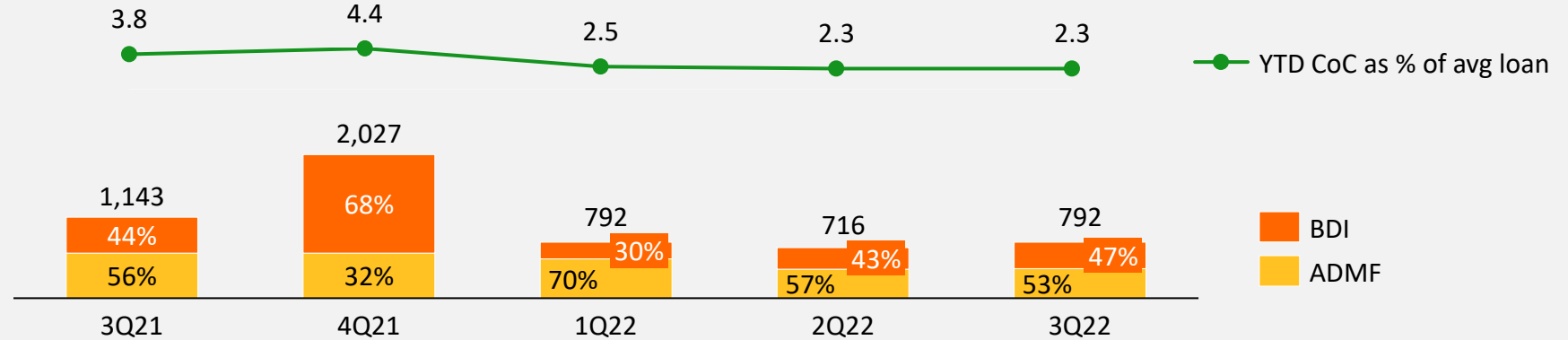
NPL Coverage
Ratio (%)

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

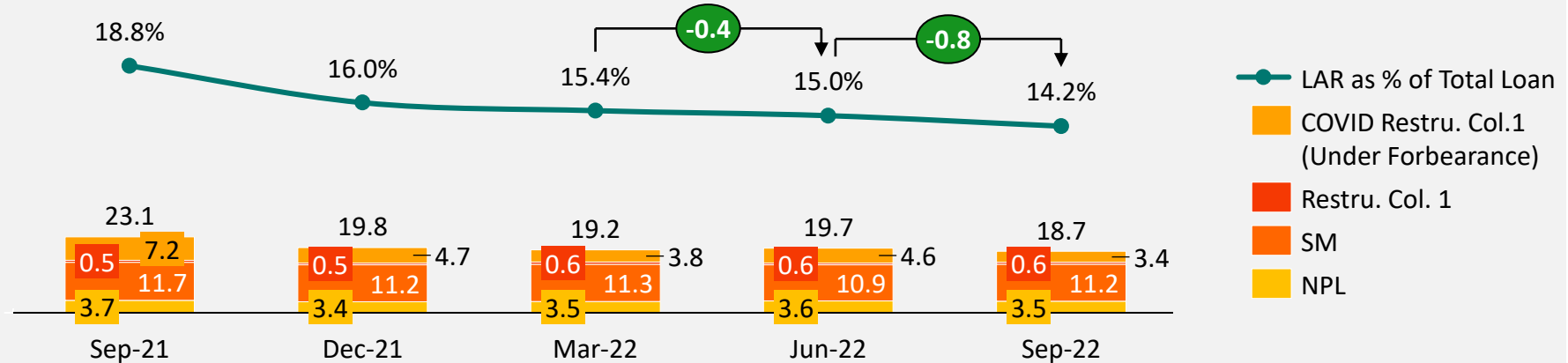


Cost of Credit and Loan at Risk Ratios Continue to Trend Down

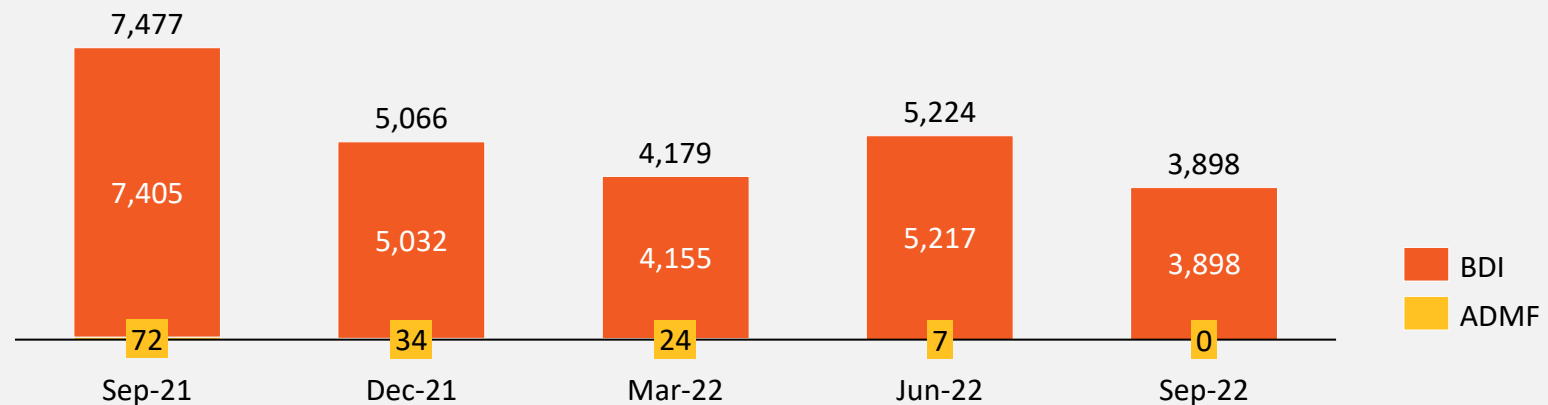
Cost of Credit (% of Avg Loans and Rp bn)



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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