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PT Bank Danamon Indonesia Tbk.

Analyst Briefing - FY2022 Financial Results

Jakarta, 15 February 2023

PT Bank Danamon Indonesia Tbk, berizin dan diawasi oleh Otoritas Jasa Keuangan (OJK)
serta merupakan peserta penjaminan LPS 

**SAATNYA
PEGANG KENDALI**



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FY22 Financial Highlights

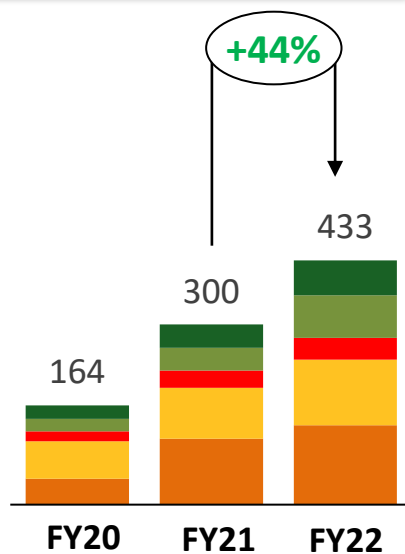


SAATNYA
PEGANG KENDALI

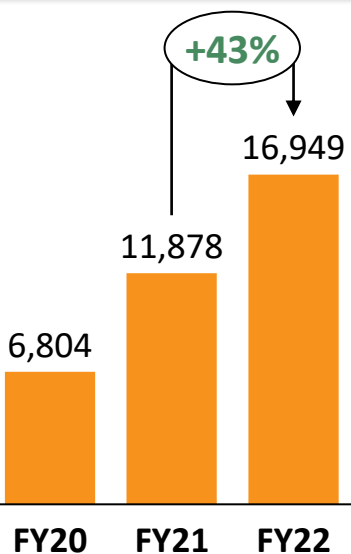
Expanding the Business through MUFG Collaboration and Digital Partnership

MUFG Collaboration: Wider Client Base, Deepening the Relationship

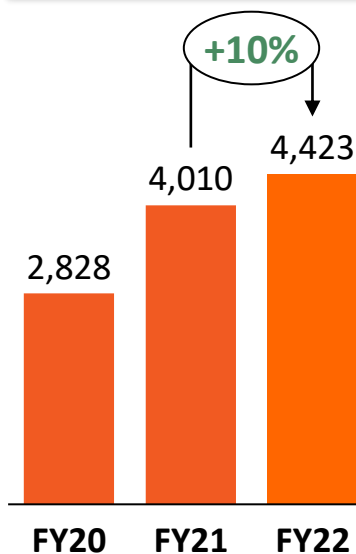
Number of Deals*



Synergy Loan (Rp bn)



Synergy CASA (Rp bn)



Generating Unique and Diversified Loan Deals

Real Estate Ecosystem

Real Estate Financing

- **Central Park Mall**
(owned by Hankyu Hanshin Properties and Agung Podomoro Land)
- **The Grand Outlet – East Jakarta**
(a luxury outlet mall jointly being developed by Mitsubishi Estate Group and Tuan Sing Group)



Mortgage Partnership

- **Nishitetsu**

THE
VERANDA
RESORT APARTMENT

- **Keihan**

Paradiso
GOLF VILLAS

...and
many
more

Syndications



Affiliates



Fintechs



*) Accumulated number of deals; legends by products: ■ Financial Supply Chain ■ Sharia Finance

■ Employee Benefit Program ■ EB Bilateral Loan ■ CASA, etc.

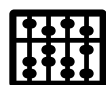
Digital Partnership: More Strategic Partner, Broadening the Network



No. of New-To-Bank
Customers



466x YoY



No. of Transaction
(API DD, Transfer & VA)



39% YoY

Digital Partners



Ayo Kenalin

VENTENY



Transfez

Carinih



...and
many
more

Leveraging MUFG's Investment



Co-Branding
Credit Card



Channel
Lending

New

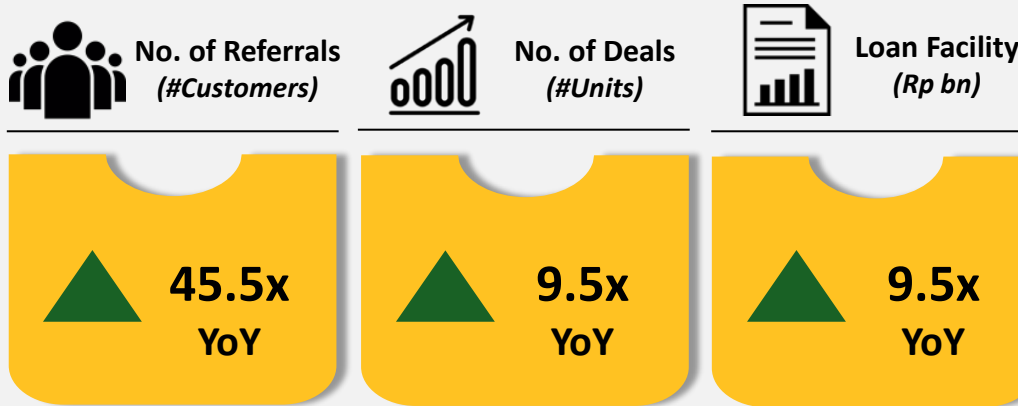
HOME CREDIT



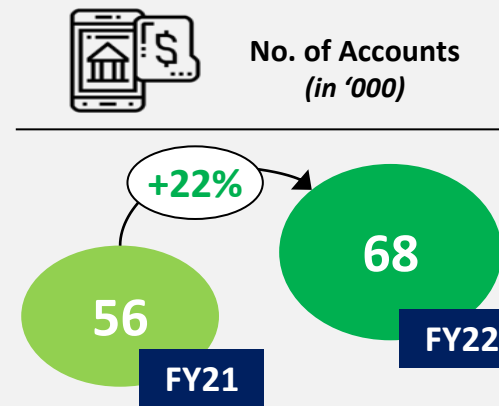
Synergy with Adira Finance Supporting the Automotive Ecosystem

Throughout 2022, as a group, Danamon and Adira Finance supported by MUFG continue strengthening its position as the bank partner and multifinance partner of choice for the Indonesian automotive industry.

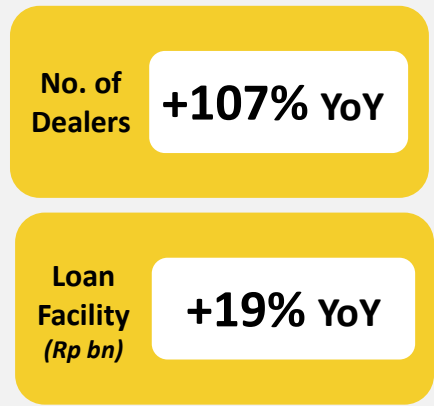
Adira Finance Auto Loan Sales to Danamon Customers



CASA Opening by Adira Finance Customers








New Loan Facility For Dealers



Automotive Exhibition



Partnership Program


Mazda	Wuling	Mercedes-Benz
 <p>Kredit Pemilikan Mobil (KPM) Prima Mazda 2 Sedan Bunga Mulai 0% Per Tahun</p> <p>Pegang kendali solusi pembiayaan kendaraan pilihanmu dengan KPM Prima</p> <p>Periode angsa mulai 1 Desember 2022</p> <p>SAATNYA PEDANG KENDALI</p>	 <p>Kredit Pemilikan Mobil (KPM) Prima Wuling Air EV Bunga Mulai 0,92% Per Tahun</p> <p>Pegang kendali solusi pembiayaan kendaraan pilihanmu dengan KPM Prima</p> <p>Periode angsa mulai 1 Desember 2022</p> <p>SAATNYA PEDANG KENDALI</p>	 <p>Kredit Pemilikan Mobil (KPM) Prima Hadiri Peluncuran Mercedes-EQ Nikmati Bunga Mulai 1,99% Per Tahun</p> <p>Pegang kendali solusi pembiayaan kendaraan pilihanmu dengan KPM Prima</p> <p>Periode angsa mulai 1 Desember 2022</p> <p>SAATNYA PEDANG KENDALI</p>
Mitsubishi	Yamaha	
 <p>Kredit Pemilikan Mobil (KPM) Prima New Xpander & Xpander Cross Bunga Mulai 1,99% Per Tahun</p> <p>Pegang kendali solusi pembiayaan kendaraan pilihanmu dengan KPM Prima</p> <p>Periode angsa mulai 1 Desember 2022</p> <p>SAATNYA PEDANG KENDALI</p>	 <p>Kredit Pemilikan Mobil (KPM) Prima Yamaha GEAR & XMAX Hemat Cicilan Hingga Rp2 Juta</p> <p>Pegang kendali solusi pembiayaan kendaraan pilihanmu dengan KPM Prima</p> <p>Periode angsa mulai 1 Desember 2022</p> <p>SAATNYA PEDANG KENDALI</p>	

EV Program



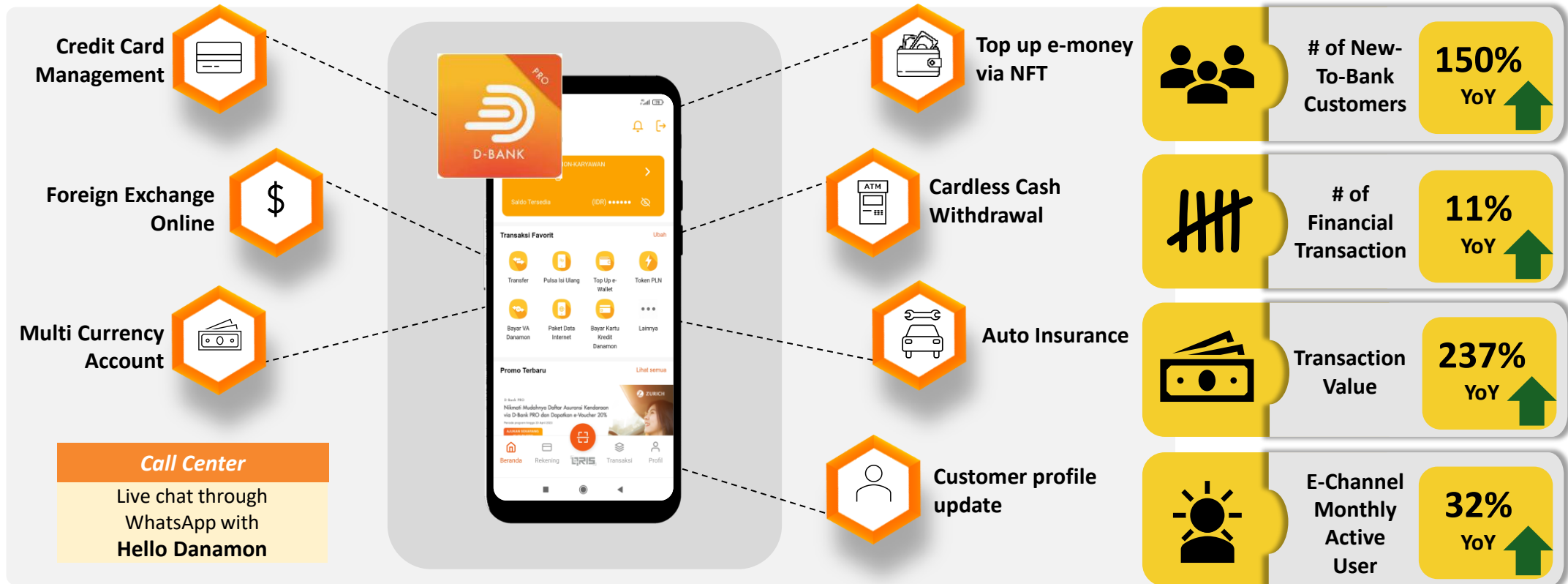
Initiate the EV Supporting Infrastructure

 **9 Brands**
EV Car

 **13 Brands**
EV Motorcycle

Channels Development for an Improved Customer Experience

D-Bank PRO: Enabling Customers, "Saatnya Pegang Kendali"



Branch Network: Launching the Next Generation Branch Concept for Holistic Banking Experience



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Strategy Highlights

FY22 Financial Highlight



SAATNYA
PEGANG KENDALI

Reach Record High in Loan and CASA with 110% YoY increase in NPAT



Prudent Loan Selection

- **Total Loan and Trade Finance grew by 12% YoY** reaching a record high **Rp 146.7 trillion**.
- Both **Enterprise Banking and Consumer Banking portfolio grew by 18% YoY respectively**, supported by MUFG collaboration and segmentation approach.
- **ADMF new financing increased by 22%** compared to the same period last year.



Granular Funding Growth

- Funding focus through institutional approach and digital resulted in **+12% YoY CASA growth**.
- **CASA ratio reached 63.9%** as of Dec-22 from **59.1%** as of Dec-21.



Asset Quality

- **NPL coverage improved from last year reaching 231%** as of Dec-22.
- **LAR% (include COVID restructure still under forbearance)** was managed down by **340bps YoY to 12.6%**.



Profitability

- **NIM improved by 30bps** driven by improvement in funding composition and cost of fund.
- **NPAT increased by 110% YoY** reaching **Rp 3.3 trillion** in FY22.

FY2022 Balance Sheet Highlights

In Rp billion	Dec-21	Dec-22	YoY	Mar-22	Jun-22	Sep-22	Dec-22	QoQ
Total Assets	192,207	197,730	3%	195,992	193,575	189,213	197,730	5%
Total Loan Portfolio and Trade Finance ¹⁾	130,502	146,719	12%	132,476	139,701	140,490	146,719	4%
Government Bonds	30,338	18,786	-38%	22,572	19,628	19,725	18,786	-5%
Total Funding	134,380	137,164	2%	135,612	134,031	128,837	137,164	6%
CASA	72,932	81,392	12%	74,859	79,648	76,469	81,392	6%
Time deposits	50,422	45,964	-9%	48,840	44,030	42,571	45,964	8%
Borrowings and LT. Funding	11,026	9,809	-11%	11,913	10,353	9,797	9,809	0%
Equity	45,197	46,844	4%	44,623	45,249	45,868	46,844	2%

1) Trade Finance includes marketable securities.

FY2022 Income Statement

In Rp billion	FY21	FY22	YoY	1Q22	2Q22	3Q22	4Q22	QoQ
Net Interest Income	13,705	14,118	3%	3,468	3,497	3,522	3,630	3%
Non Interest Income	3,141	2,819	-10%	666	607	662	884	33%
Operating Income	16,845	16,937	1%	4,134	4,104	4,185	4,514	8%
Operating Expenses	(8,581)	(9,214)	7%	(2,199)	(2,317)	(2,286)	(2,412)	6%
PPOP	8,264	7,723	-7%	1,935	1,787	1,899	2,102	11%
Cost of Credit	(5,699)	(3,301)	-42%	(792)	(716)	(794)	(999)	26%
Operating Profit	2,565	4,423	72%	1,143	1,071	1,105	1,103	-
NPAT	1,571	3,302	110%	860	835	830	777	-6%

FY2022 Key Financial Ratios

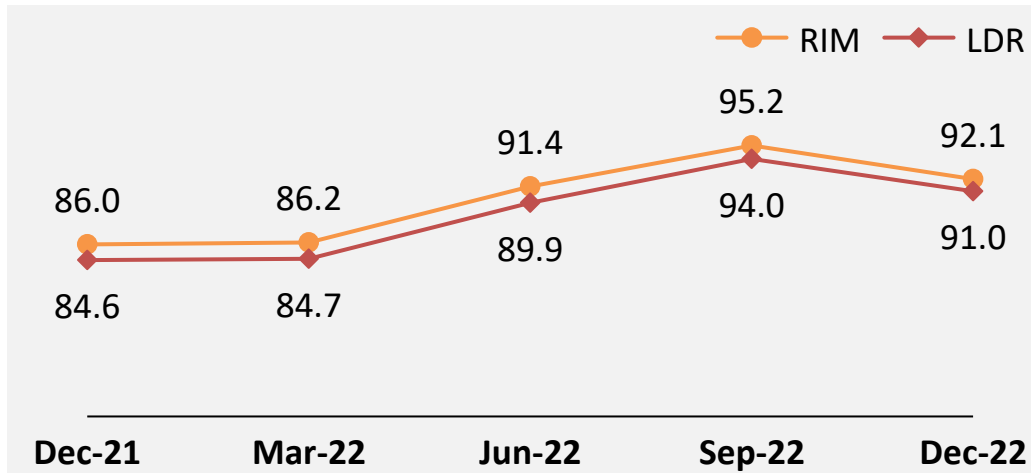
In %	Dec-21	Dec-22	YoY	1Q22	2Q22	3Q22	4Q22	QoQ
NIM	7.7	8.0	0.3	7.9	7.9	8.0	8.2	0.2
CoC	4.4	2.4	-2.0	2.5	2.1	2.3	2.8	0.5
Risk-adjusted NIM	3.3	5.5	2.2	5.4	5.8	5.7	5.4	-0.3
Cost to Income	51.0	54.4	3.4	53.2	56.5	54.6	53.4	-1.2
CASA Ratio	59.1	63.9	4.8	60.5	64.4	64.2	63.9	-0.3
RIM	86.0	92.1	6.1	86.2	91.4	95.2	92.1	-3.1
NPL Gross	2.7	2.6	-0.1	2.8	2.8	2.7	2.6	-0.1
Loan Loss Coverage (LLC)	225.6	230.8	5.2	209.4	202.9	216.7	230.8	14.2
Loan at Risk Coverage excl. COVID ¹⁾	50.3	56.1	5.9	47.3	48.5	50.1	56.1	6.1
Loan at Risk Coverage incl. COVID ²⁾	38.3	48.0	9.8	37.8	37.3	41.0	48.0	7.0
ROAA	0.8	1.7	0.9	1.8	1.7	1.7	1.6	-0.1
ROAE	4.1	8.3	4.2	8.8	8.5	8.3	7.6	-0.7
CAR – Consolidated	26.8	26.3	-0.5	26.0	26.0	26.2	26.3	0.1

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

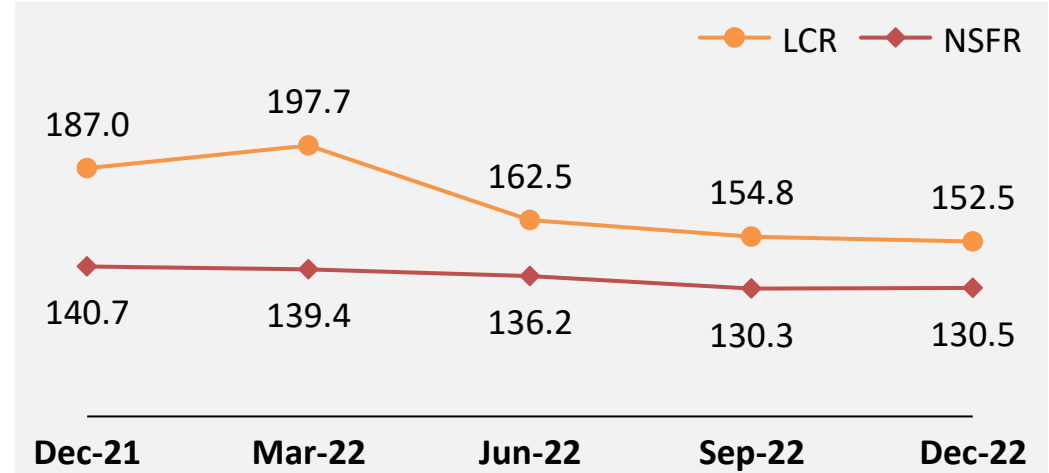
2) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

Granular Funding Through Conventional and Digital Channels

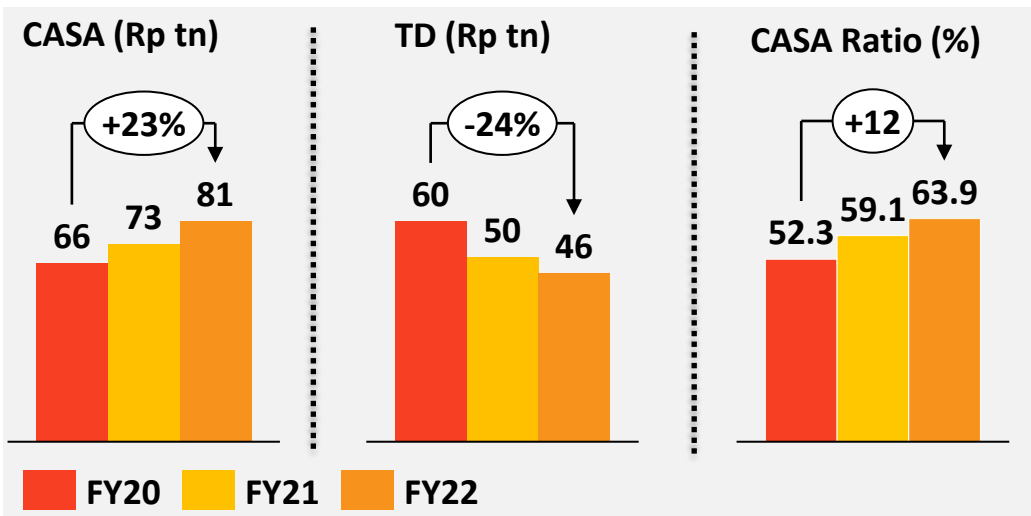
RIM & LDR (%)



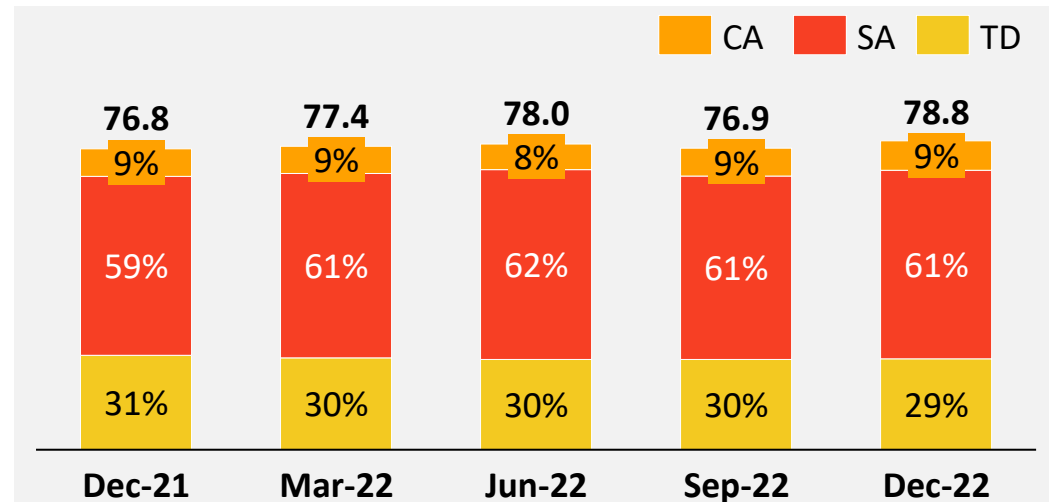
LCR & NSFR (%)



CASA, TD & CASA Ratio – Improved CASA Ratio



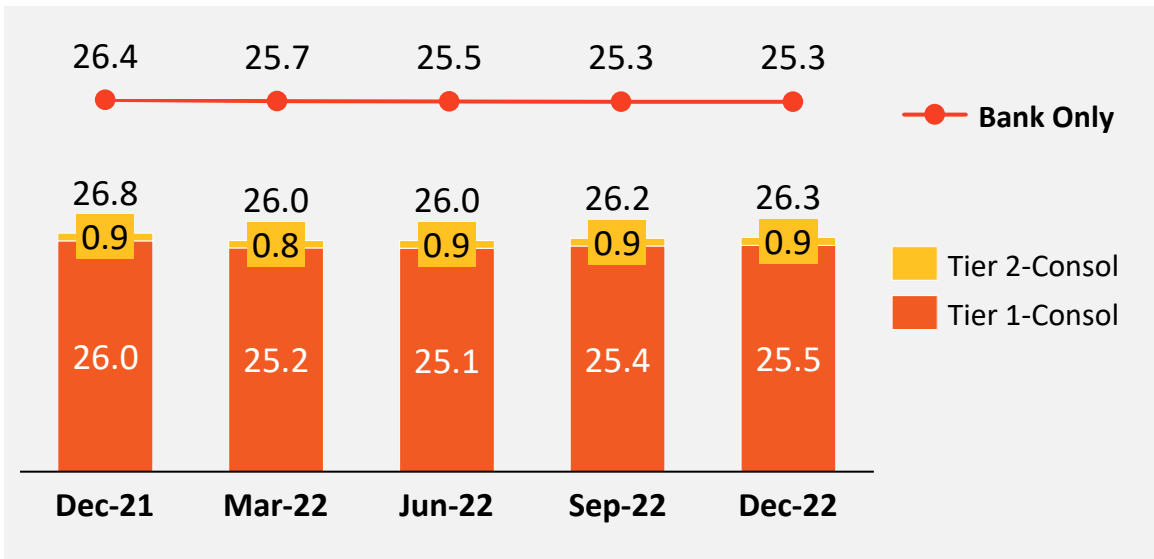
Strong Focus on Granular Funding* (Rp tn)



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

Strong Capital for Growth

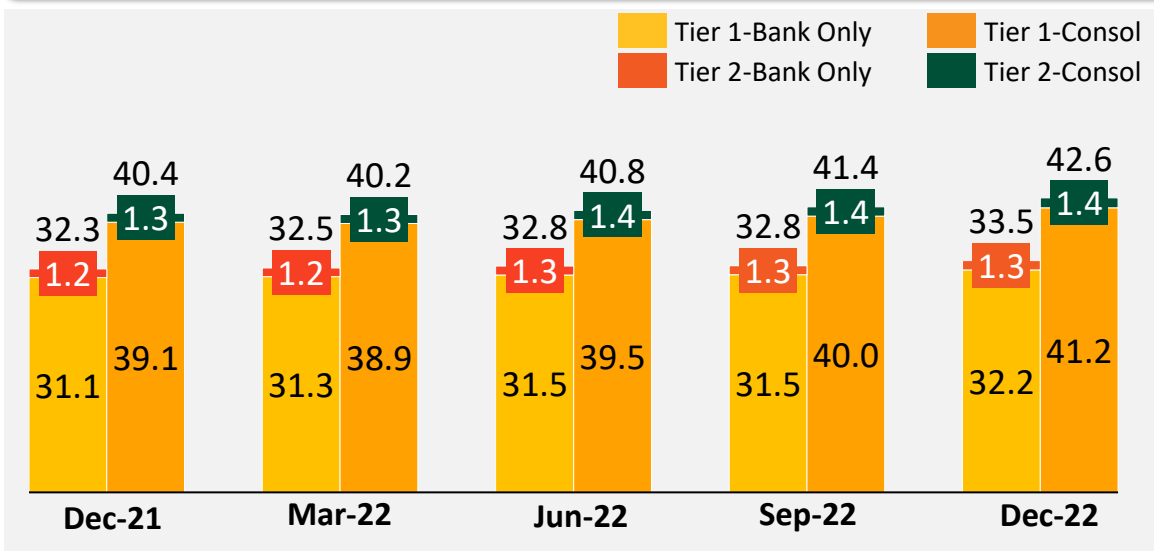
Capital Adequacy Ratio (%)



Market and Operational Risk Charges (%)

%	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22
CAR w/ Credit Risk	34.9	33.5	33.2	33.5	33.4
Market Risk Charge	-0.2	-0.3	-0.1	-0.2	-0.2
Operational Risk Charge	-7.9	-7.2	-7.1	-7.1	-6.9
CAR Consolidated	26.8	26.0	26.0	26.2	26.3

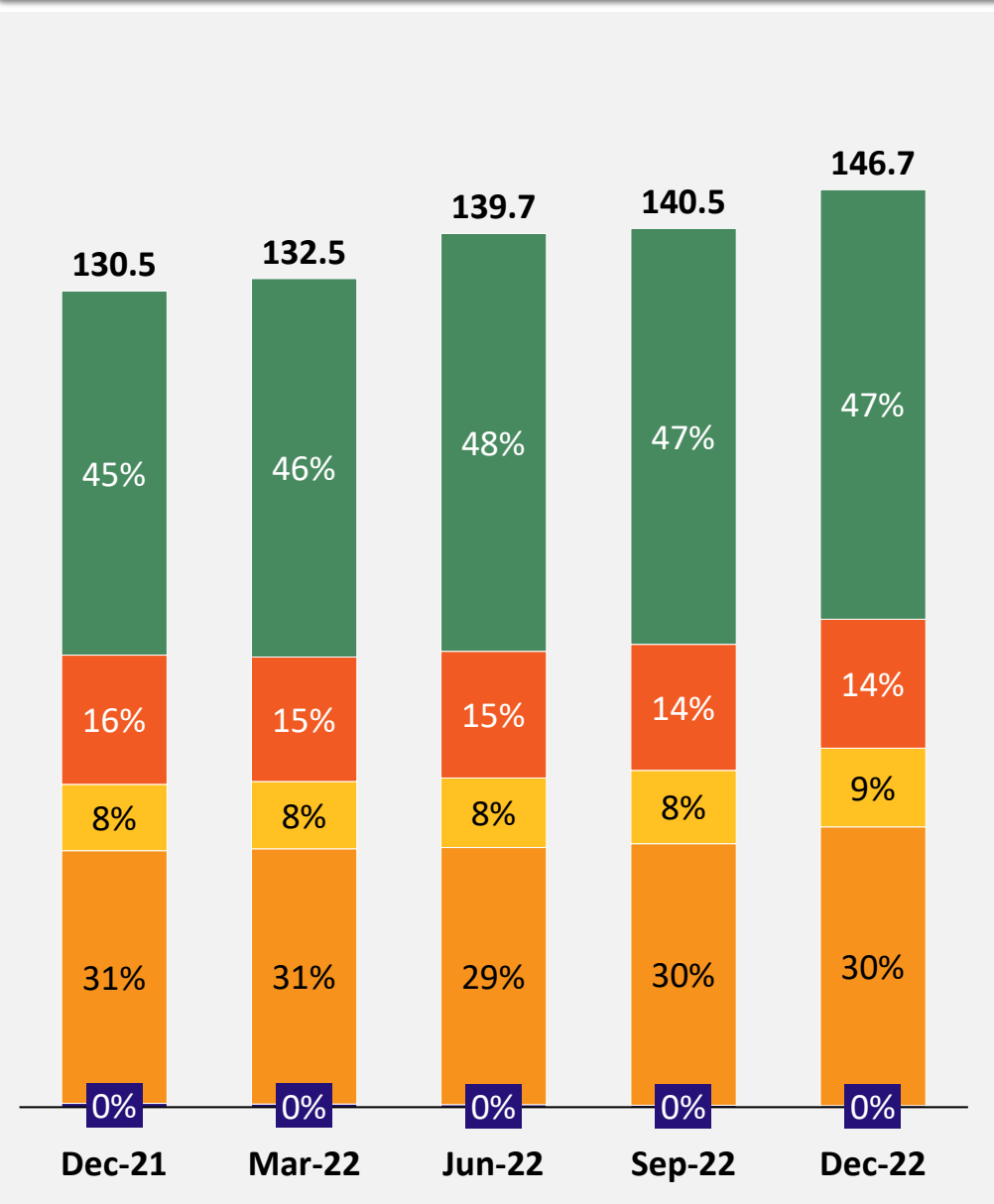
Tier 1 and Tier 2 Consolidated Capital



- **Consolidated Capital Adequacy Ratio (CAR) was 26.3%**, far above the minimum regulatory requirement.
- **Almost 100% of the capital derived was from Tier 1 Capital.**

Loan Growth Across Business Segments

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



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

	Rp bn	Dec-21	Dec-22	YoY	Sep-22	QoQ
Wholesale Business	EB ²⁾ & FI	58,177	68,707	18%	66,457	3%
	SME	20,682	20,621	-	20,193	2%
Consumer Business	Consumer ³⁾	10,624	12,570	18%	11,702	7%
	Adira Finance	40,429	44,586	10%	41,845	7%
	Other Loans ⁴⁾	590	235	-60%	292	-20%
Total		130,502	146,719	12%	140,490	4%

1) Trade finance includes marketable securities.

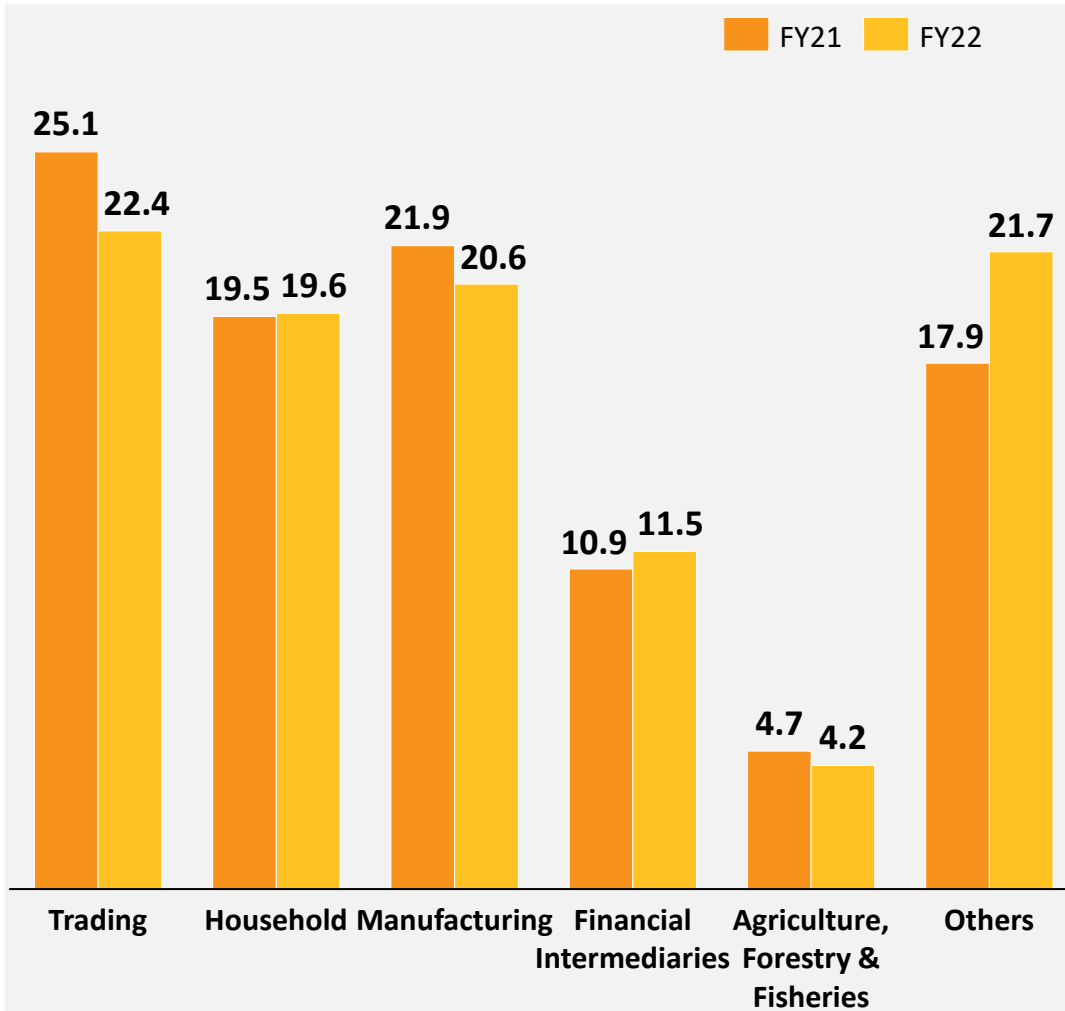
2) Enterprise Banking: Commercial and Corporate.

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

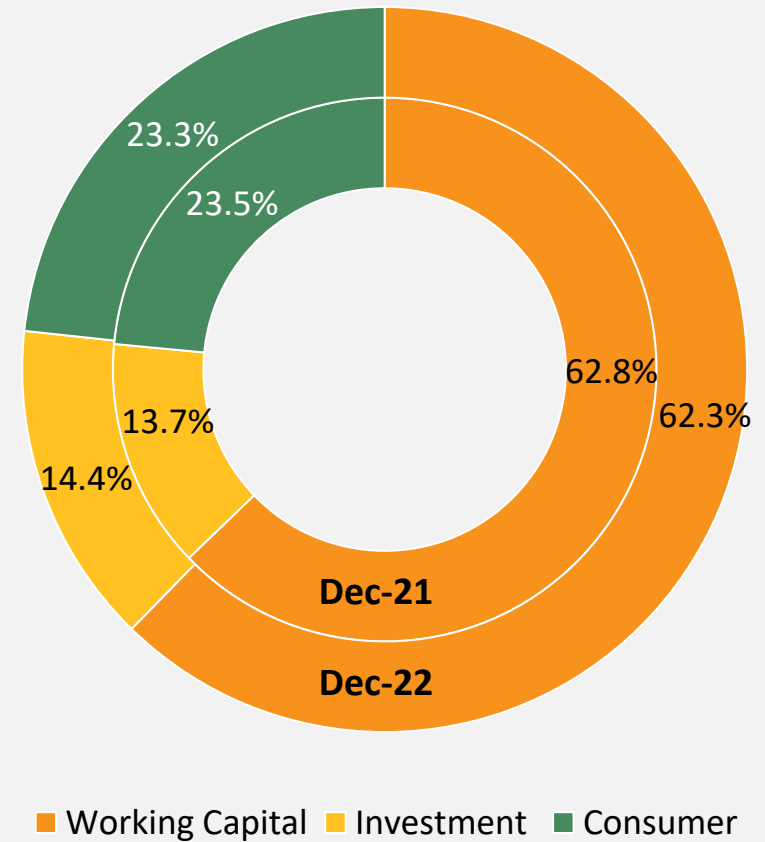
4) Other Loans: ex-BNP portfolio

Loan Composition Remained Stable and Diversified

Loans by Sector (% of total loans)



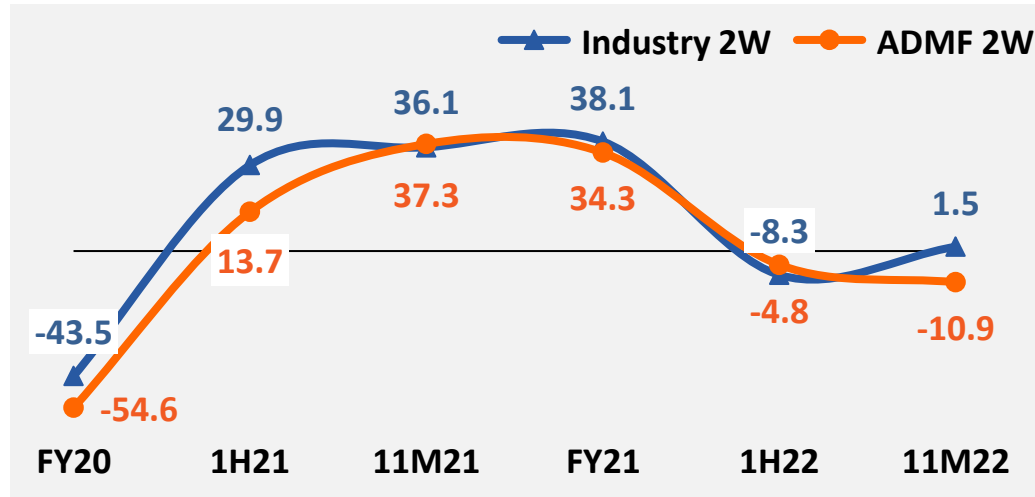
Loans by Purpose



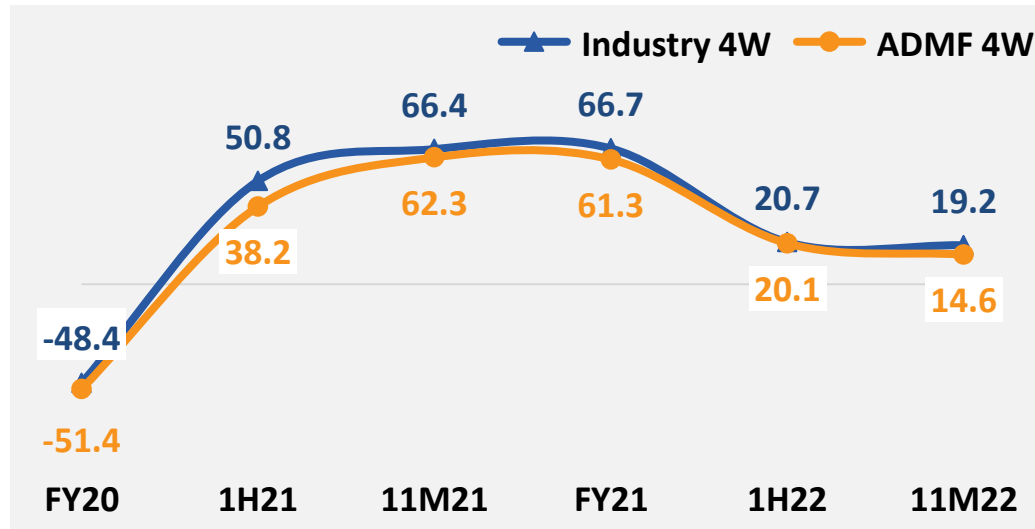
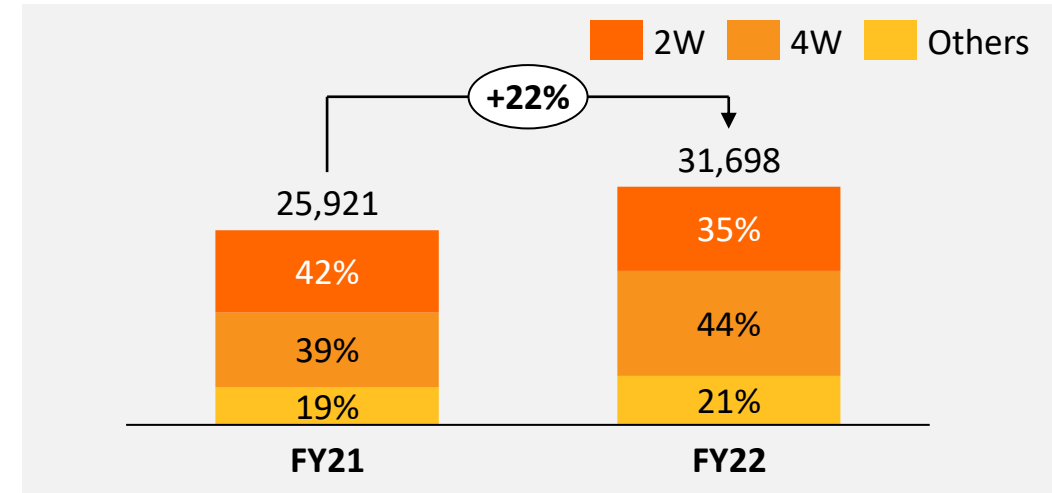
*)Note: Bank Only

ADMF New Financing Increased by 22% YoY

ADMF Units New Financing Growth vs. Industry



ADMF New Financing Amount (in Rp bn)



ADMF Outstanding Loans

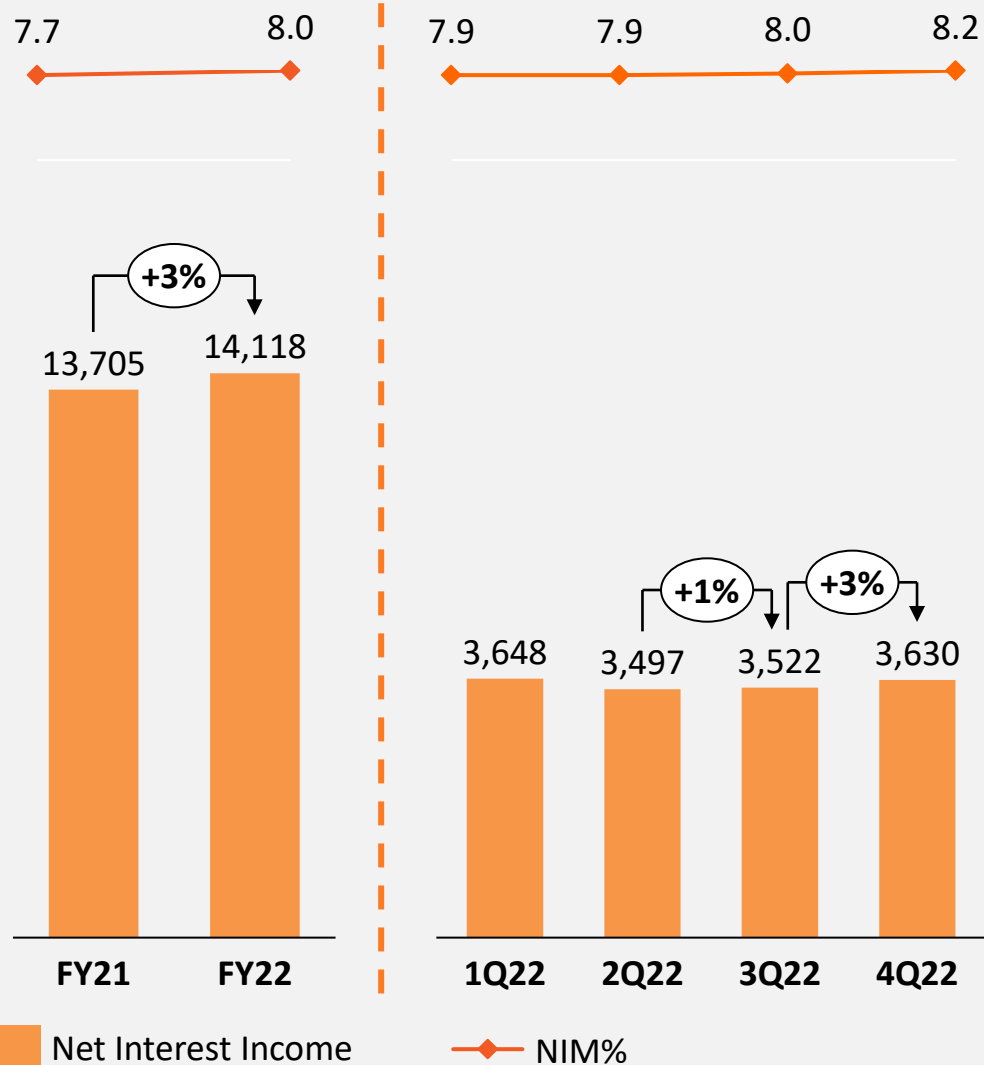
Rp bn	Dec-21	Dec-22	YoY	Sep-22	QoQ
2W auto loans	16,782	17,195	2%	16,480	4%
4W auto loans	23,434	27,152	16%	25,151	8%
White goods and others	214	238	11%	214	11%
Total Loans	40,429	44,586	10%	41,845	7%

(% YoY growth based on cumulative YTD)

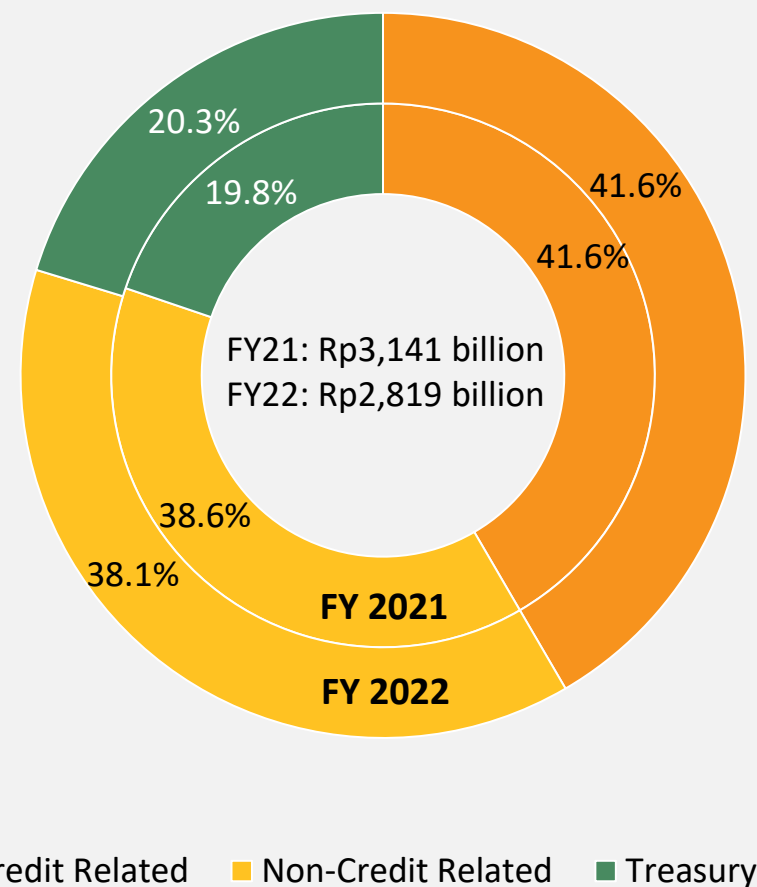
Note: Industry data from AISI and Gaikindo.

Improved NIM, while Non-Interest Income Composition Relatively Stable

Net Interest Income (Rp bn)



Non-Interest Income



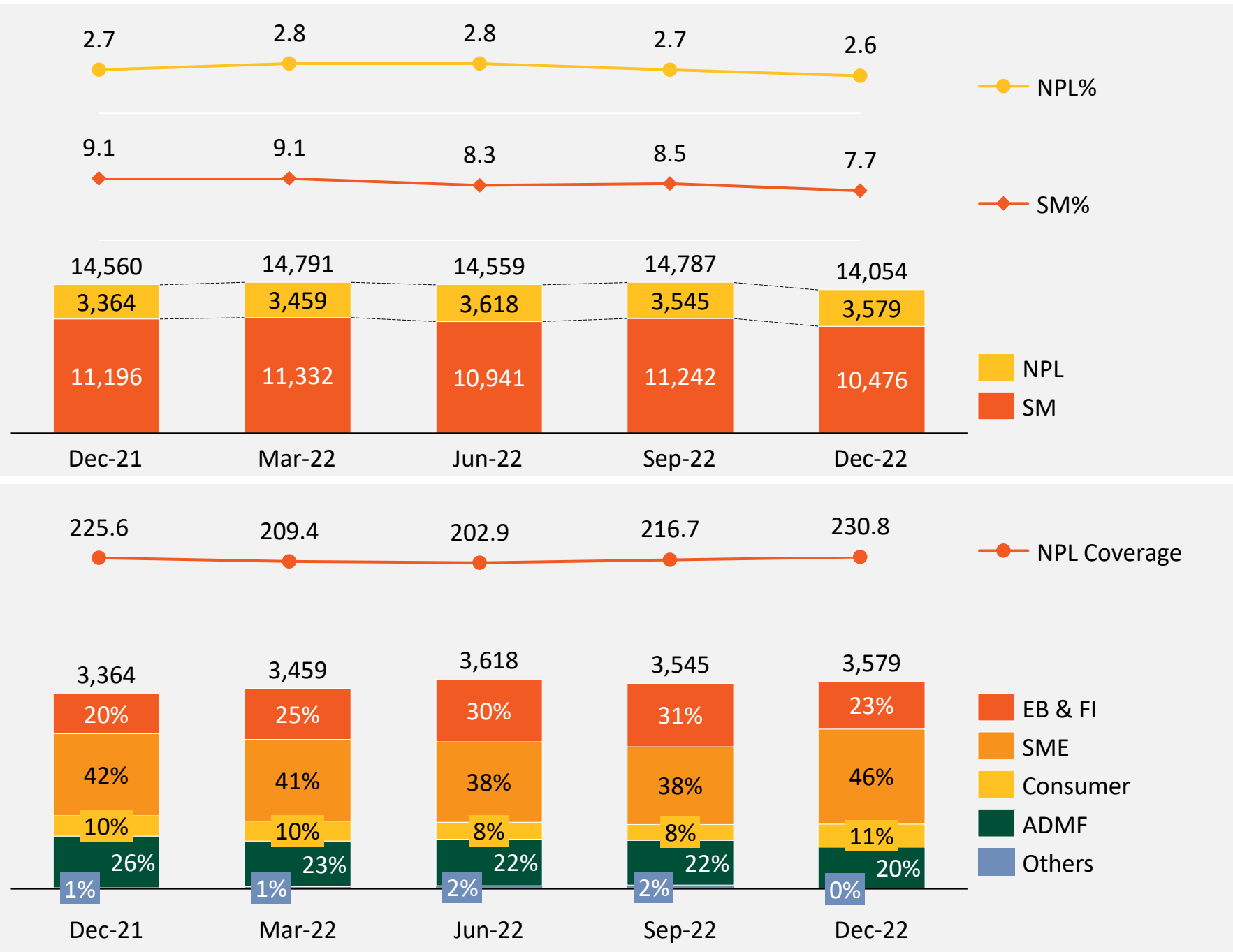
Maintained Asset Quality, Supplemented with High NPL Coverage

NPL and SM Ratio (%)

NPL and SM amount (Rp bn)

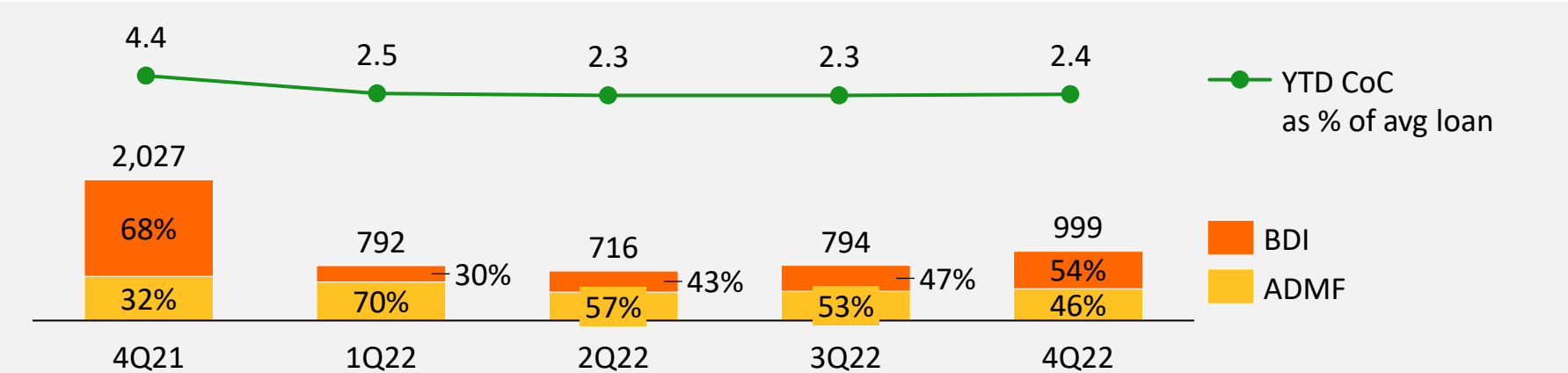
NPL Coverage Ratio (%)

NPL amount and composition (% of total NPL)

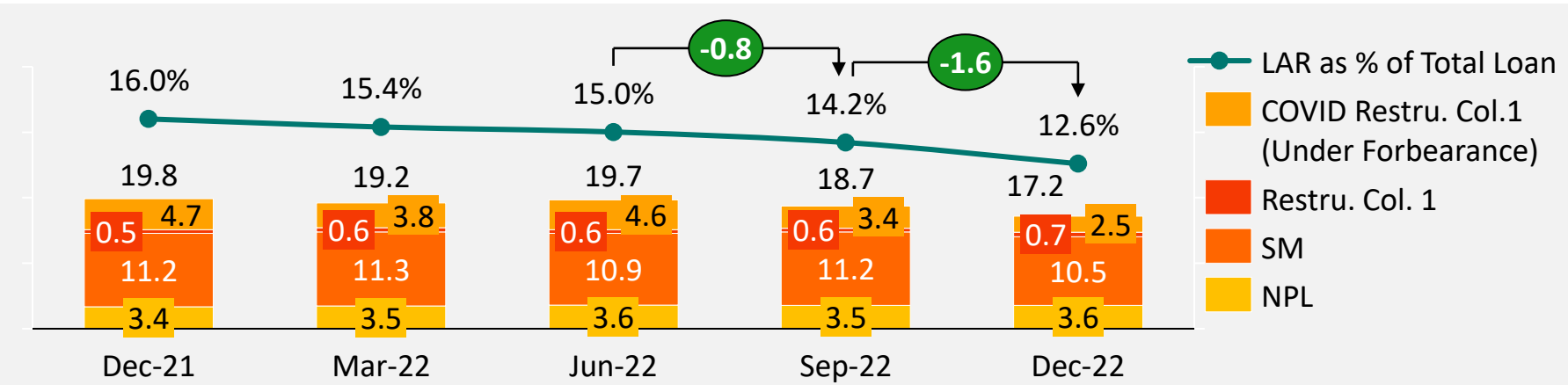


Cost of Credit Ratio Back at Normal Level as Loan at Risk Ratio Continues to Trend Down

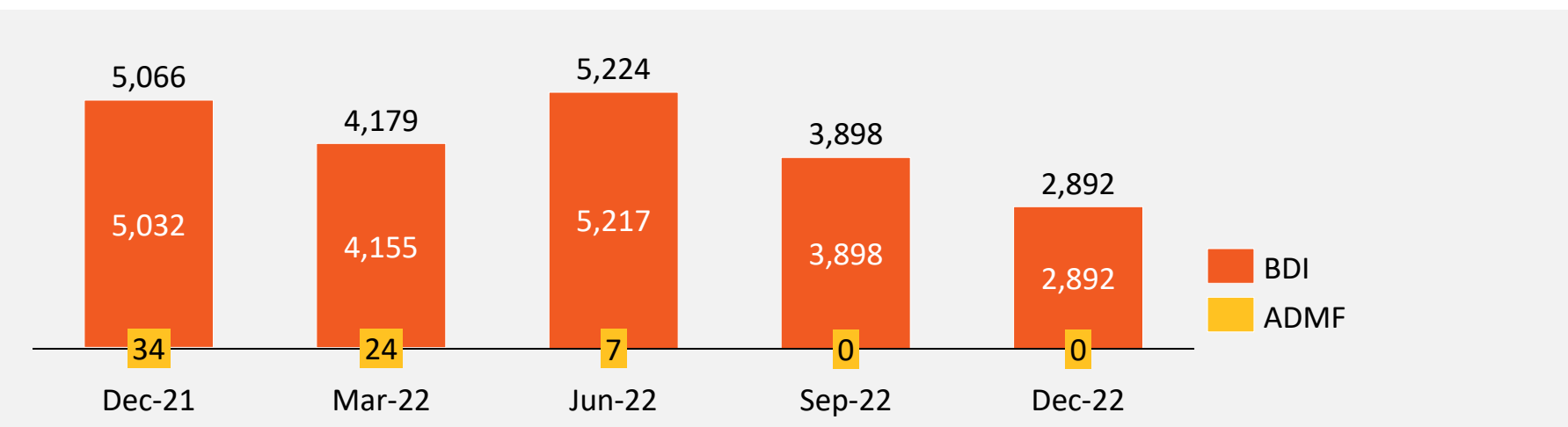
Cost of Credit
(% of Avg Loans
and Rp bn)



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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PT Bank Danamon Indonesia Tbk, berizin dan diawasi oleh Otoritas Jasa Keuangan (OJK)
serta merupakan peserta penjaminan LPS 

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