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PT Bank Danamon Indonesia Tbk.

Analyst Briefing – Six Months FY2023 Financial Results

Jakarta, 31 July 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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Strategy Highlights

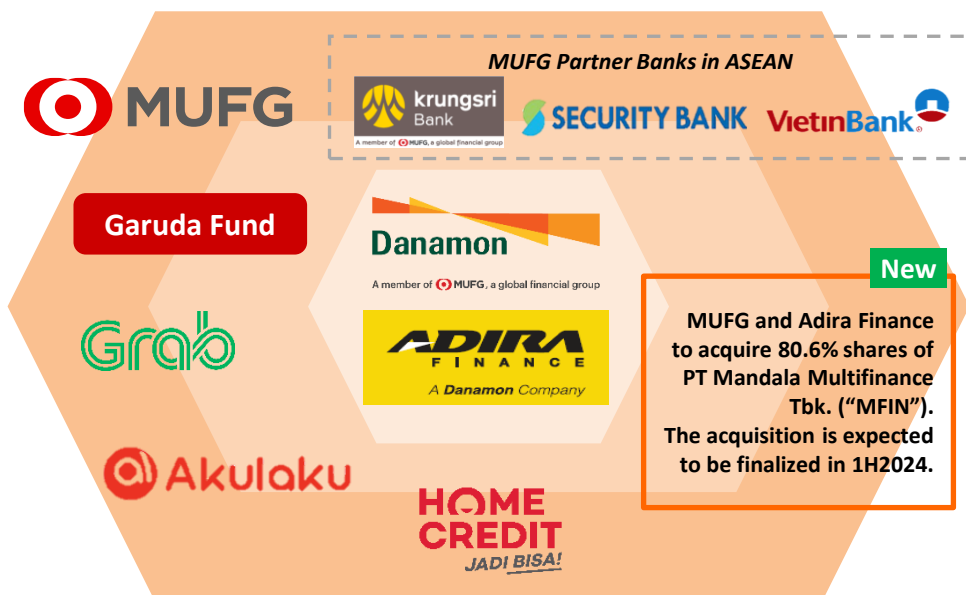
Six Months FY2023
Financial Highlights

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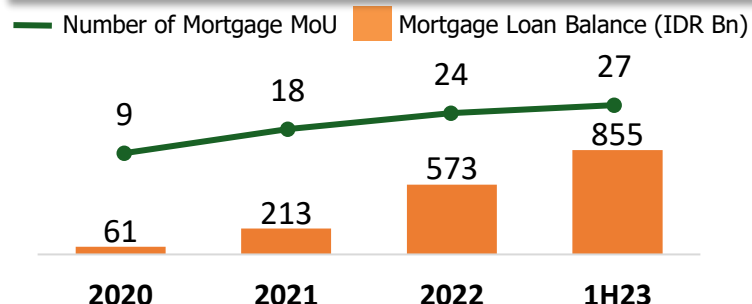
MUFG Collaboration and Digital Banking Highlights

Continued Ecosystem Expansion and Contribution to Indonesian Economy

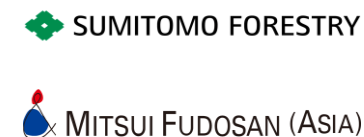
Business Ecosystem



Mortgage Collaboration with Japanese Developers

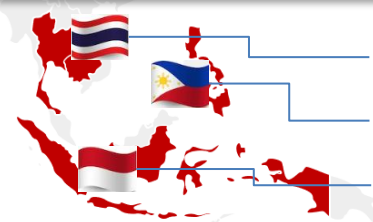


New Partners



Business & Investment Matching Fair

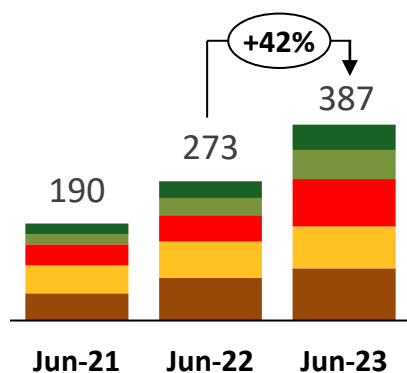
Continue expanding our customer's connectivity & business through MUFG Ecosystem



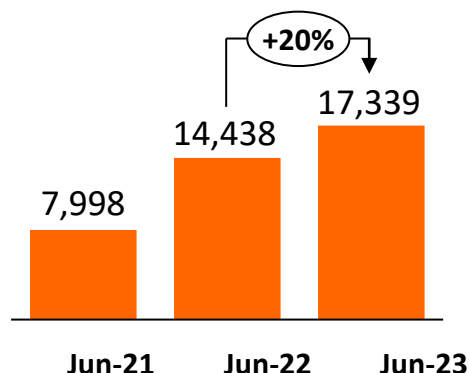
Investment Matching Fair (Jun-23)
Business Matching Fair (Nov-23)
Business Matching Fair (Sep-23)
Business & Investment Matching Fair (Feb-23)

Synergy with MUFG

Number of Deals*



Synergy Loan (Rp bn)



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

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

Engagement thru Digital Banking

Growth in Value

FX Online*
+418% YoY

TD Online
+36% YoY

New-To-Bank Customers

+175%
YoY ↑

Monthly Active User

+36%
YoY ↑

No of Transaction**

+170%
YoY ↑

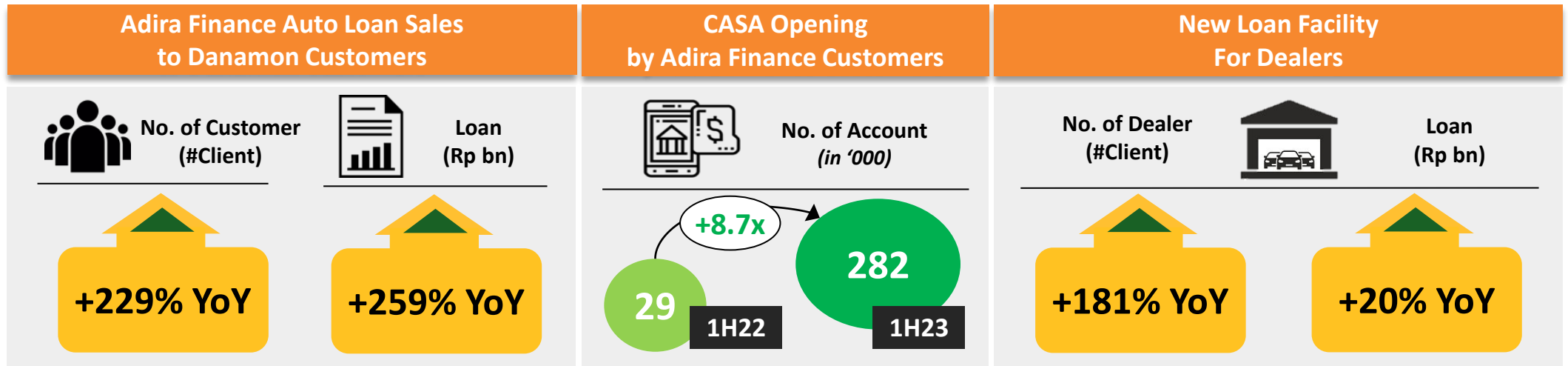
Transaction Value

+35%
YoY ↑

*) Launched in June 2022

**) Number of Transaction: Direct Debit, Fund Transfer (incl. BI Fast)

Synergy in Automotive Ecosystem Highlights









Bapak Ir. H. Armuji, M.H.
Wakil Walikota Surabaya





INDONESIA INTERNATIONAL MOTOR SHOW SURABAYA 3 BOOST
BRINGING OPPORTUNITY FOR OTOMOTIVE SOCIETY TOGETHER

31 May – 4 Jun 2023
Grand City Convex Surabaya

 Visitor +19% YoY	 Order In Application +13% YoY	 Unit Finance +63% YoY
 Media Value +93% YoY	 Amount in Transaction 236 Bn	 Banking Product +25% YoY

Partnership Programs



Mercedes-Benz STAR DRIVE
Senayan City | 15-18 June 2023



Service Clinic

Mercedes-Benz



Yamaha

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Strategy Highlights

Six Months FY2023 Financial Highlights



Strengthen Growth in Loan Booking Across All Business Engines



Prudent Loan Selection

- **Total Loan and Trade Finance grew by 15% YoY**, reaching **Rp 161.0 trillion** driven by growth in all business engines.
- **ADMF new financing increased by 43%** compared to the same period last year.



Granular Funding

- **Total Funding increased by 5% YoY** reaching **Rp 140.8 trillion**.
- **Granular Funding grew 6.4% YoY** despite some shift in CASA to regular TD due to higher interest rate.



Asset Quality

- **LAR% (include COVID restructure still under forbearance)** was managed down to 12.9%, improved by 210bps YoY.
- **NPL coverage** improved from last year in line with loan growth, reaching **259.9%**.



Profitability

- **NIM increased by 35bps YoY** with stable quarterly trend.
- **Operating Income increased by 6% YoY** to **Rp 8.8 trillion** and **NPAT reached Rp 1.51 trillion**.

Balance Sheet Highlights

In Rp bn	Jun-22	Jun-23	YoY	Sep-22	Dec-22	Mar-23	Jun-23	QoQ
Total Assets	193,575	203,935	5%	189,213	197,730	203,516	203,935	0%
Total Loan Portfolio and Trade Finance ¹⁾	139,701	161,033	15%	140,490	146,719	151,816	161,033	6%
Government Bonds	19,628	18,149	-8%	19,725	18,786	19,699	18,149	-8%
Total Funding	134,031	140,806	5%	128,837	137,164	138,609	140,806	2%
CASA	81,392	71,094	-13%	76,469	81,392	73,841	71,094	-4%
Time deposits	44,030	55,892	27%	42,571	45,964	51,672	55,892	8%
Borrowings and LT. Funding	10,353	13,820	33%	9,797	9,809	13,096	13,820	6%
Equity	45,249	47,331	5%	45,868	46,844	46,513	47,331	2%

1) Trade Finance includes marketable securities.

Income Statement Highlights

In Rp bn	1H22	1H23	YoY	3Q22	4Q22	1Q23	2Q23	QoQ
Net Interest Income	6,965	7,439	7%	3,522	3,630	3,715	3,725	0%
Non Interest Income	1,273	1,331	5%	662	884	679	652	-4%
Operating Income	8,238	8,770	6%	4,185	4,514	4,393	4,377	0%
Operating Expenses	(4,516)	(4,880)	8%	(2,286)	(2,412)	(2,413)	(2,467)	2%
PPOP	3,722	3,890	5%	1,899	2,102	1,981	1,910	-4%
Cost of Credit	(1,508)	(1,887)	25%	(794)	(999)	(894)	(993)	11%
Operating Profit	2,214	2,004	-10%	1,105	1,103	1,087	917	-16%
NPAT	1,695	1,508	-11%	830	777	818	690	-16%

Key Financial Ratios

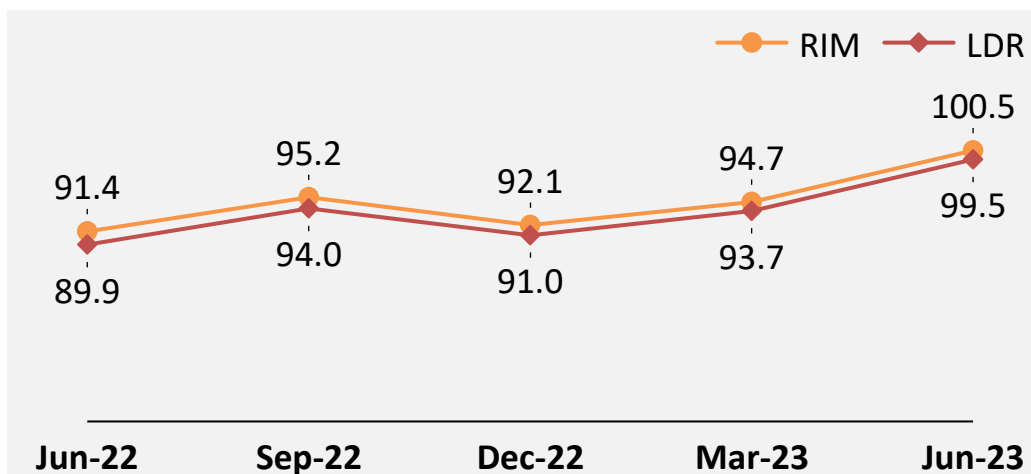
In %	1H22	1H23	YoY	3Q22	4Q22	1Q23	2Q23	QoQ
NIM	7.9	8.3	0.4	8.0	8.2	8.4	8.1	-0.3
CoC	2.3	2.5	0.2	2.3	2.8	2.5	2.6	0.1
Risk-adjusted NIM	5.6	5.7	0.1	5.7	5.4	5.9	5.5	-0.4
Cost to Income	54.8	55.6	0.8	54.6	53.4	54.9	56.4	1.5
CASA Ratio	64.4	56.0	-8.4	64.2	63.9	58.8	56.0	-2.8
RIM	91.4	100.5	9.1	95.2	92.1	94.7	100.5	5.8
NPL Gross	2.8	2.3	-0.5	2.7	2.6	2.4	2.3	-0.1
Loan Loss Coverage (LLC)	202.9	259.9	57.0	216.7	230.8	254.2	259.9	5.7
Loan at Risk Coverage excl. COVID ¹⁾	48.5	53.0	4.5	50.1	56.1	55.7	53.0	-2.7
Loan at Risk Coverage incl. COVID ²⁾	37.3	47.2	9.9	41.0	48.0	48.3	47.2	-1.1
ROAA	1.7	1.5	-0.2	1.7	1.6	1.6	1.4	-0.2
ROAE	8.7	7.3	-1.4	8.3	7.6	7.8	6.6	-1.2
CAR – Consolidated	26.0	28.2	2.2	26.2	26.3	28.5	28.2	-0.3

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

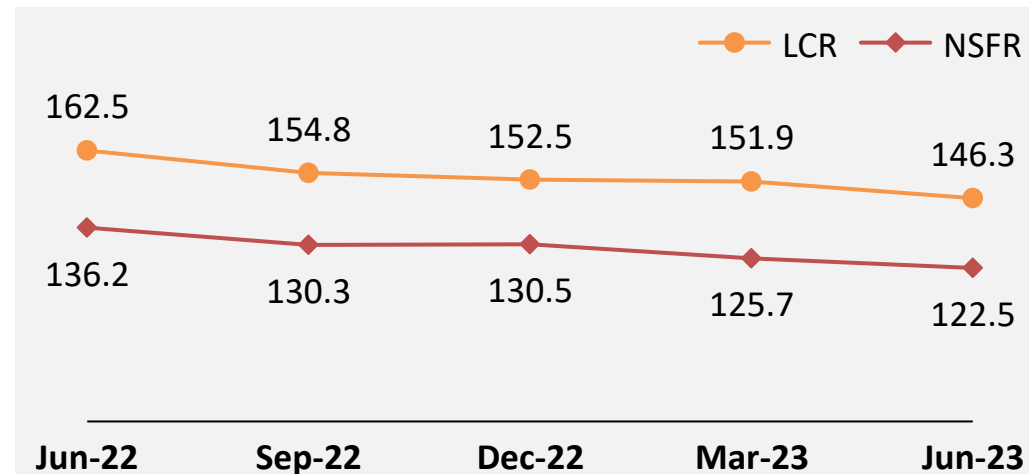
2) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

Granular Funding Continue to Grow Despite Shift in Deposit Composition

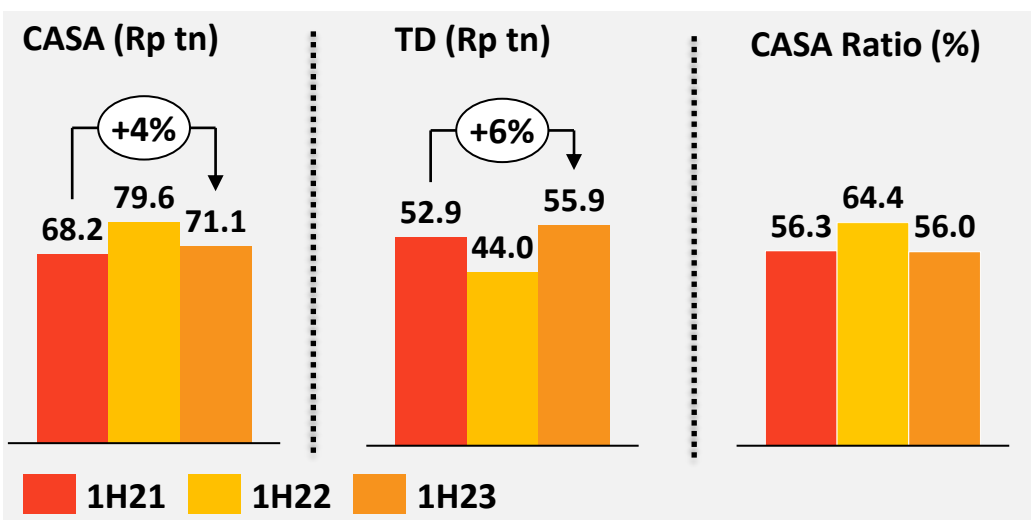
RIM & LDR (%)



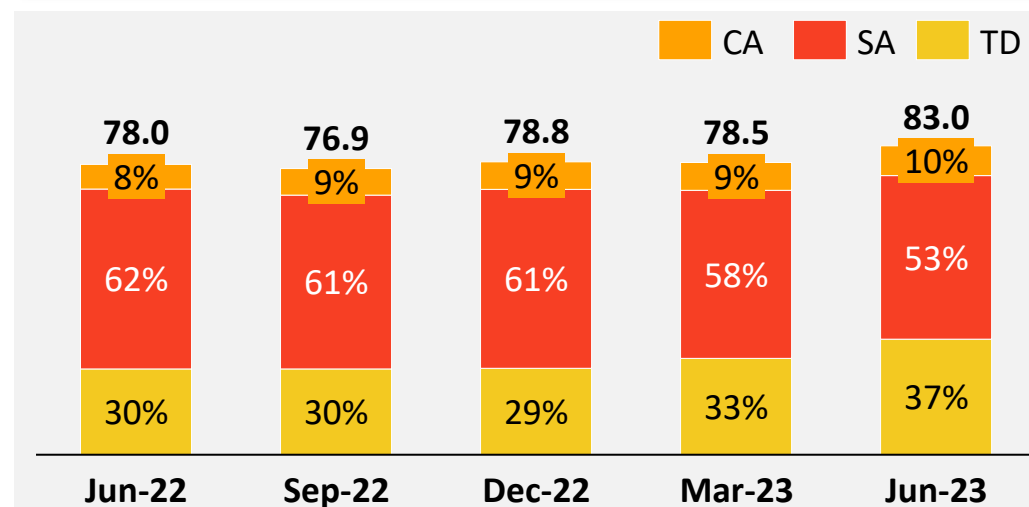
LCR & NSFR (%)



CASA , TD & CASA Ratio



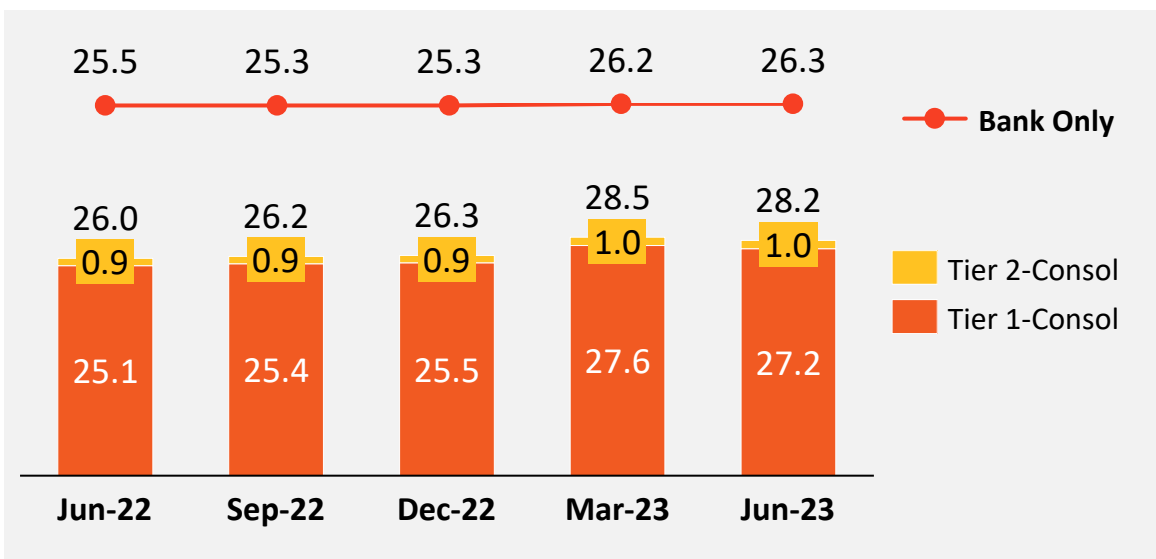
Strong Focus on Granular Funding* (Rp tn)



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

Stable Capital to Support the Business Expansion

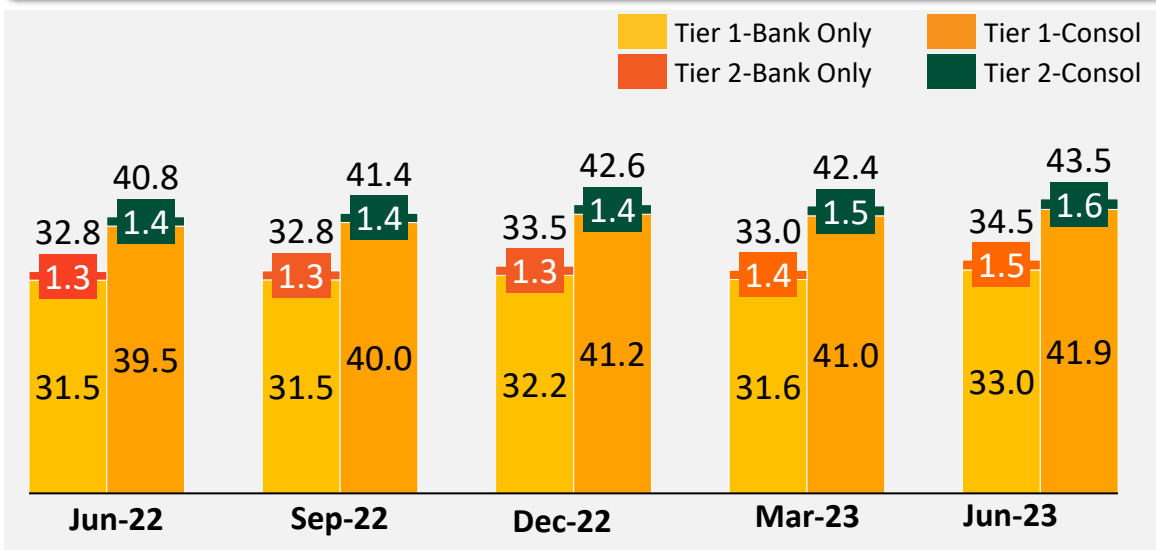
Capital Adequacy Ratio (%)



Market and Operational Risk Charges (%)

%	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23
CAR w/ Credit Risk	33.2	33.5	33.4	31.5	31.0
Market Risk Charge	-0.1	-0.2	-0.2	-0.5	-0.5
Operational Risk Charge	-7.1	-7.1	-6.9	-2.5	-2.3
CAR Consolidated	26.0	26.2	26.3	28.5	28.2

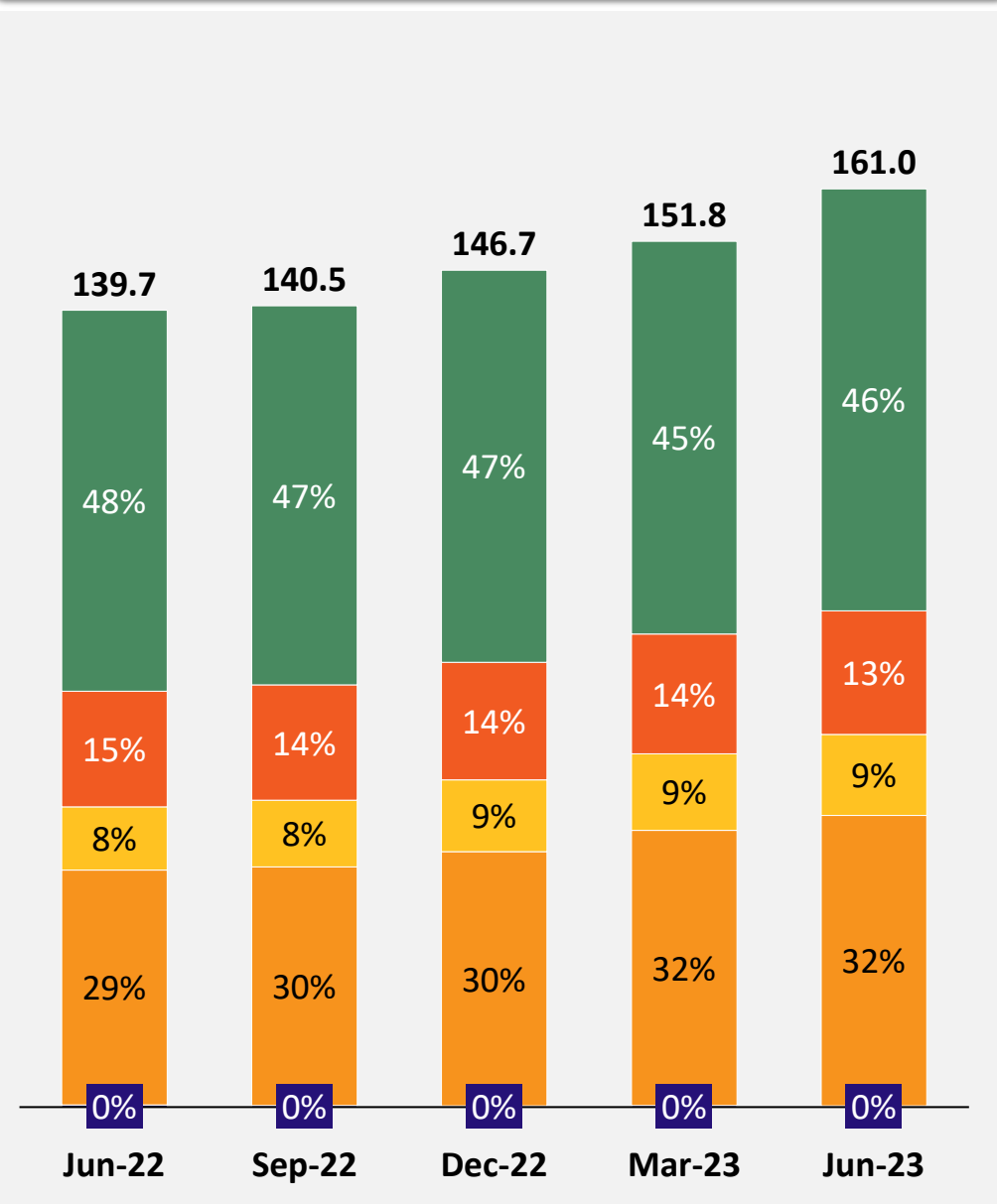
Tier 1 and Tier 2 Consolidated Capital



- **Consolidated Capital Adequacy Ratio (CAR) was 28.2%**, far above the minimum regulatory requirement.
- **Almost 100% of the capital derived was from Tier 1 Capital.**

Continuous Loan Growth Trend Across All Business Engines

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



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

	Rp bn	Jun-22	Jun-23	YoY	Mar-23	QoQ
Wholesale Business	EB ²⁾ & FI	66,796	74,026	11%	68,866	7%
	SME	20,273	21,637	7%	20,994	3%
Consumer Business	Consumer ³⁾	11,092	14,242	28%	13,399	6%
	Adira Finance	41,140	50,878	24%	48,295	5%
	Other Loans ⁴⁾	401	250	-38%	262	-4%
Total		139,701	161,033	15%	151,816	6%

1) Trade finance includes marketable securities.

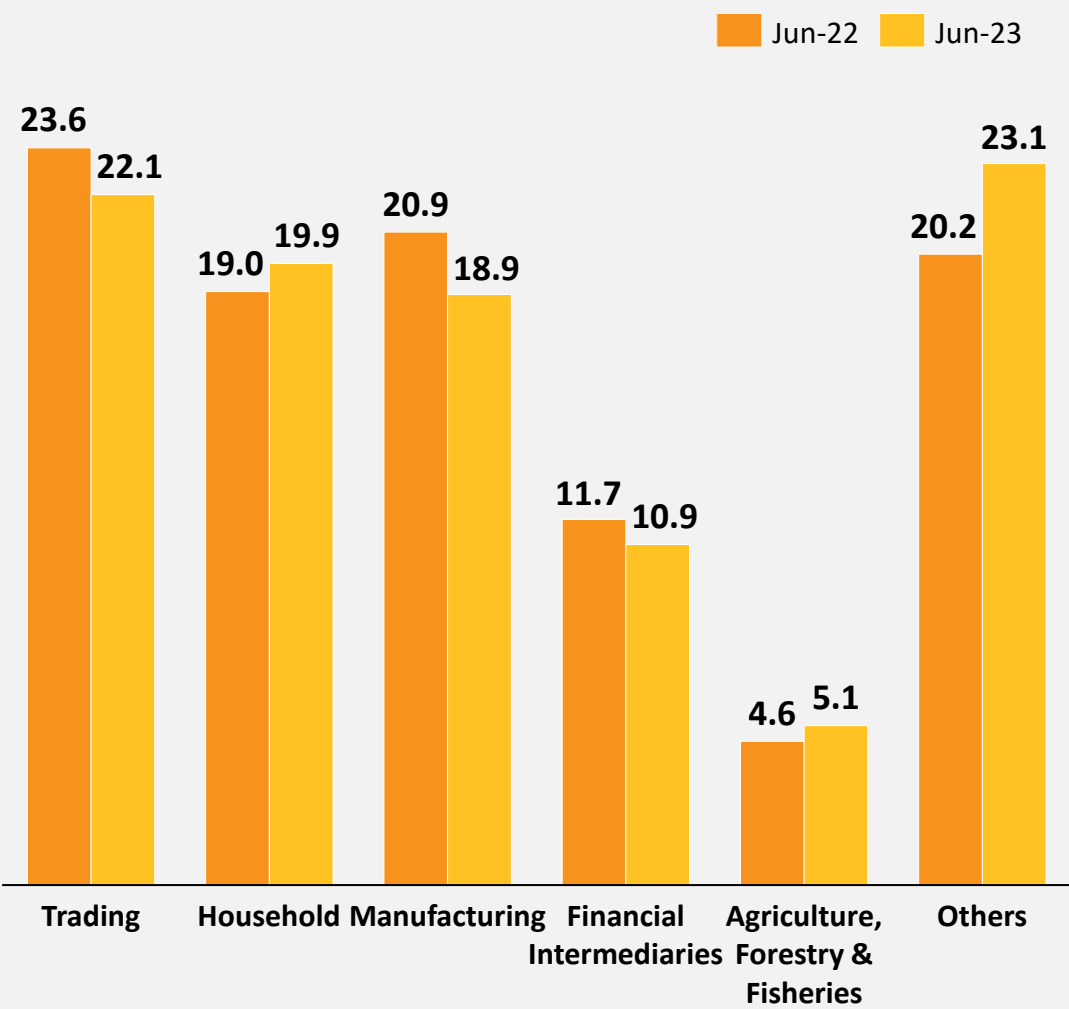
2) Enterprise Banking: Commercial and Corporate.

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

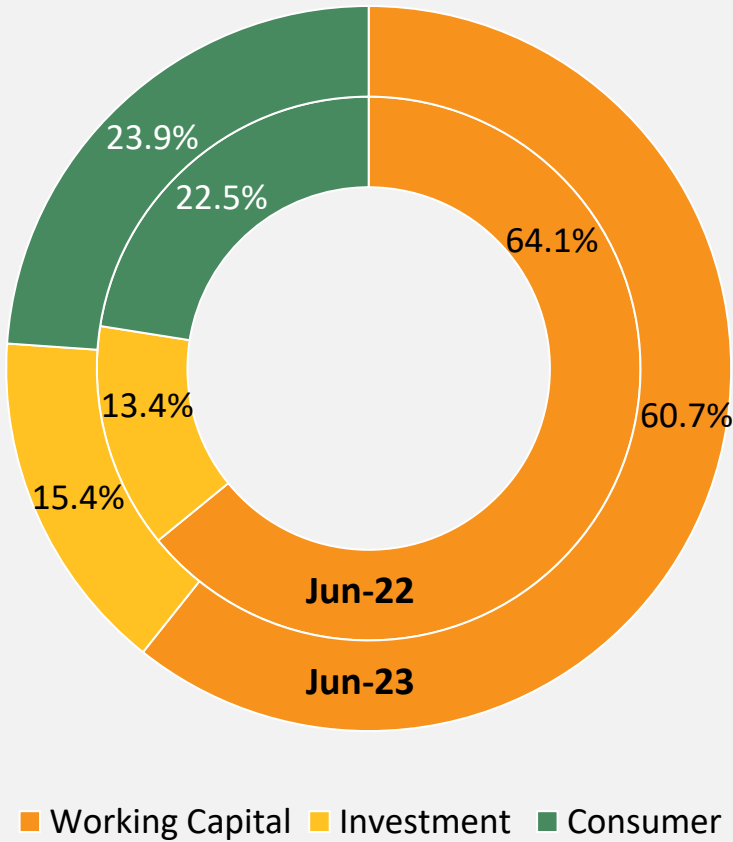
4) Other Loans: ex-BNP portfolio

Loan Composition Remained Stable and Well Diversified

Loans by Sector (% of total loans)



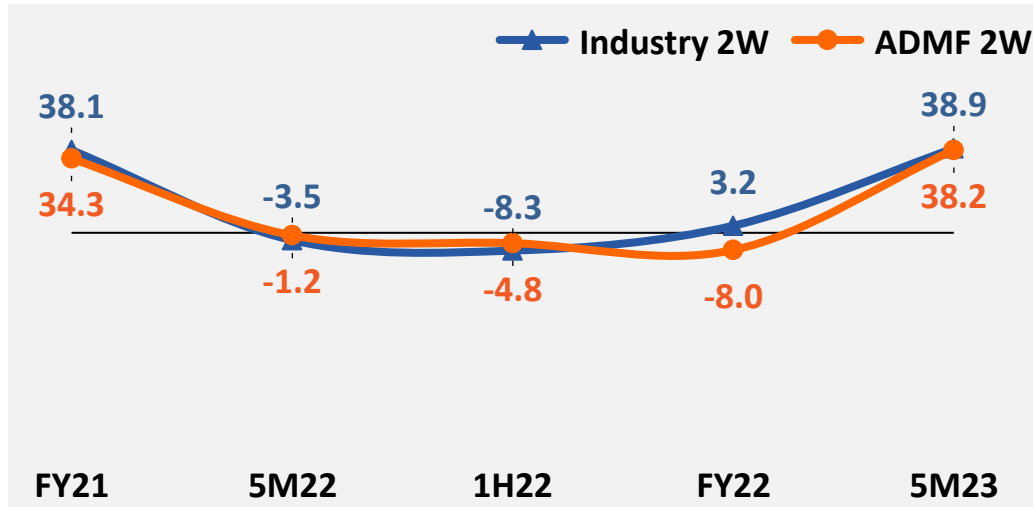
Loans by Purpose



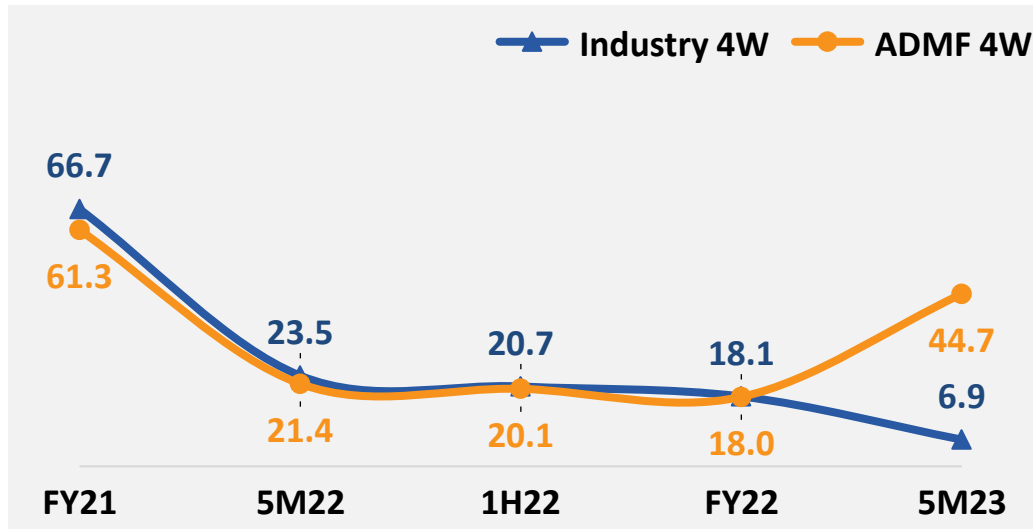
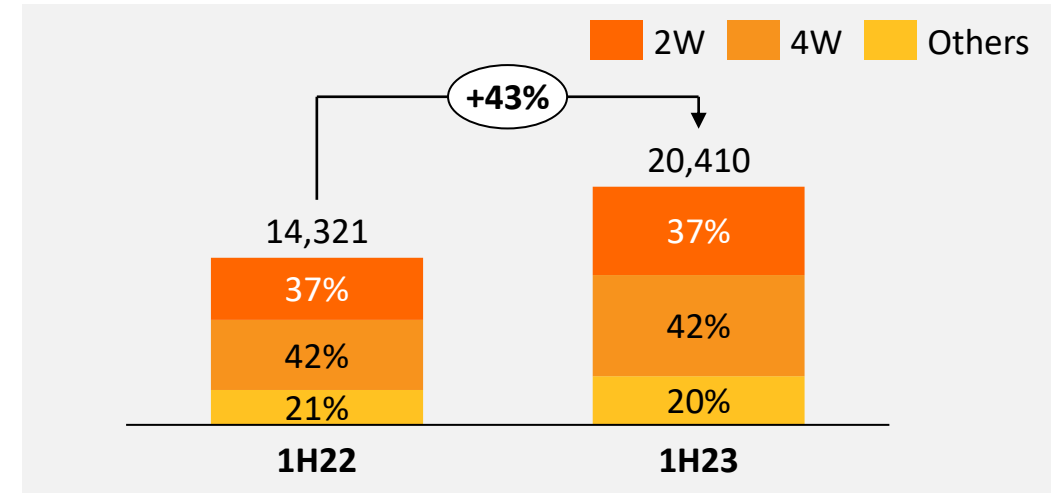
*)Note: Bank Only

Gain in Auto Loan Market Share and Robust New Financing Growth

ADMF Units New Financing Growth vs. Industry



ADMF New Financing Amount (in Rp bn)



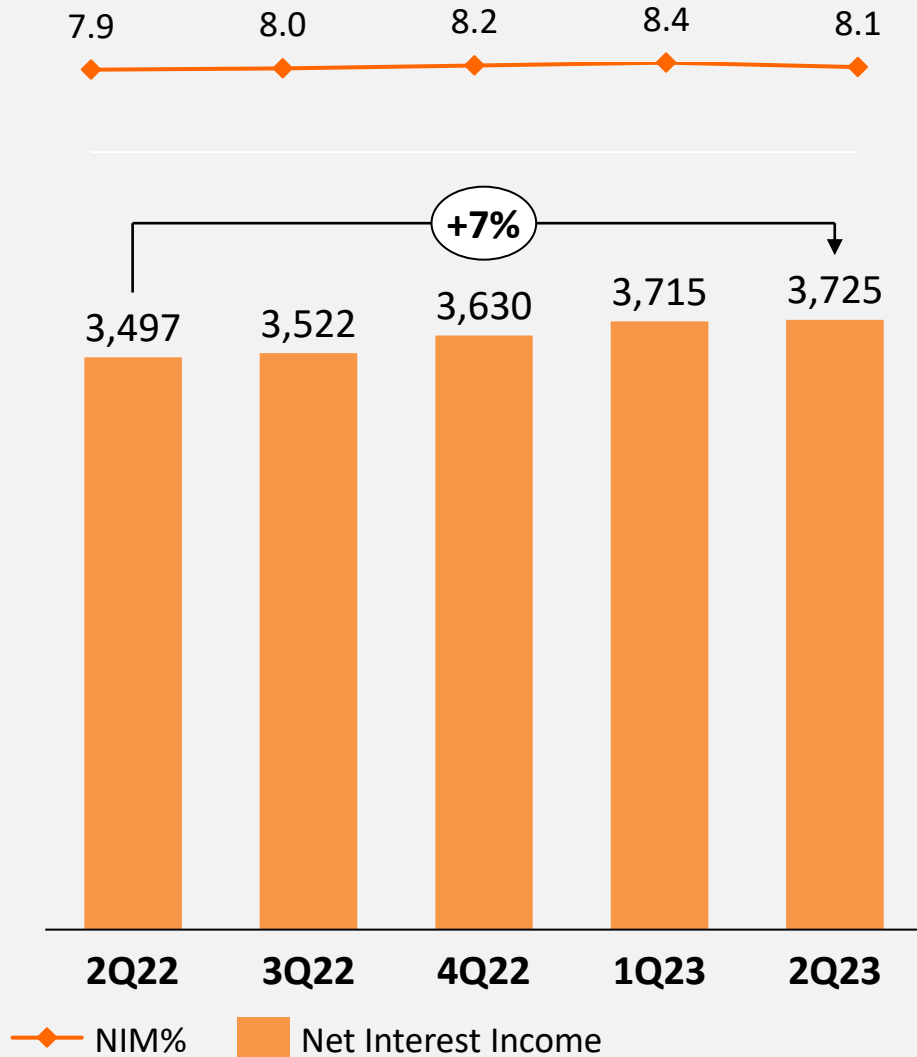
(% YoY growth based on cumulative YTD)
Note: Industry data from AISI and Gaikindo.

ADMF Outstanding Loans

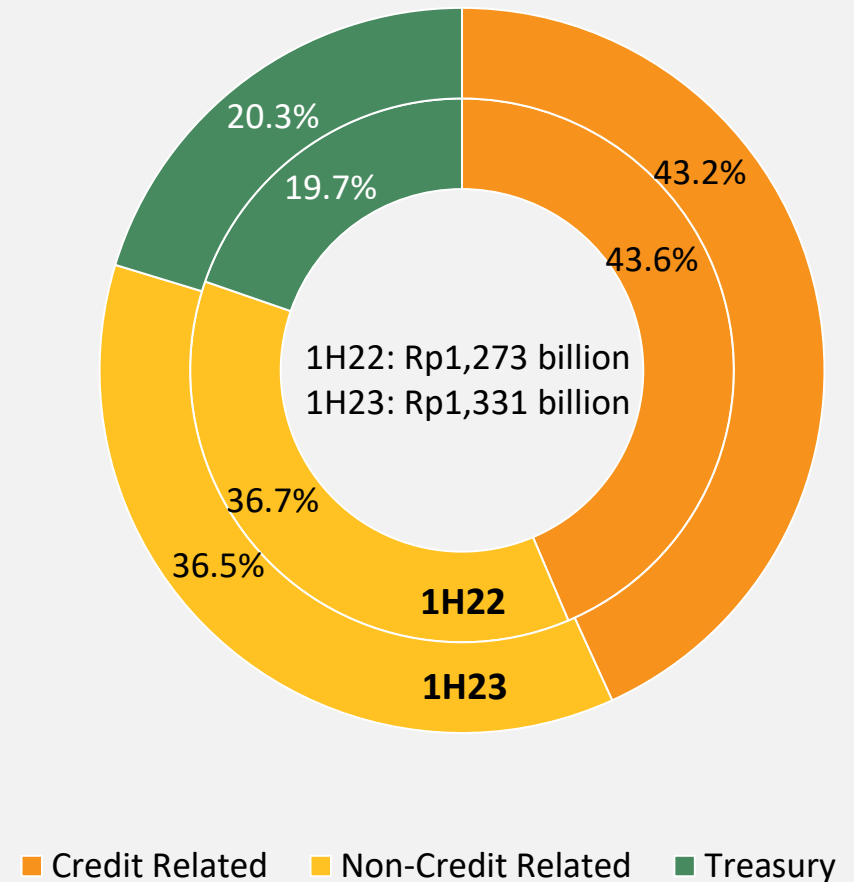
Rp bn	Jun-22	Jun-23	YoY	Mar-23	QoQ
2W auto loans	16,544	19,784	20%	18,660	6%
4W auto loans	24,384	30,811	26%	29,372	5%
White goods and others	212	283	33%	263	8%
Total Loans	41,140	50,878	24%	48,295	5%

Improving Level of Operating Income

Net Interest Income (Rp bn)



Non-Interest Income



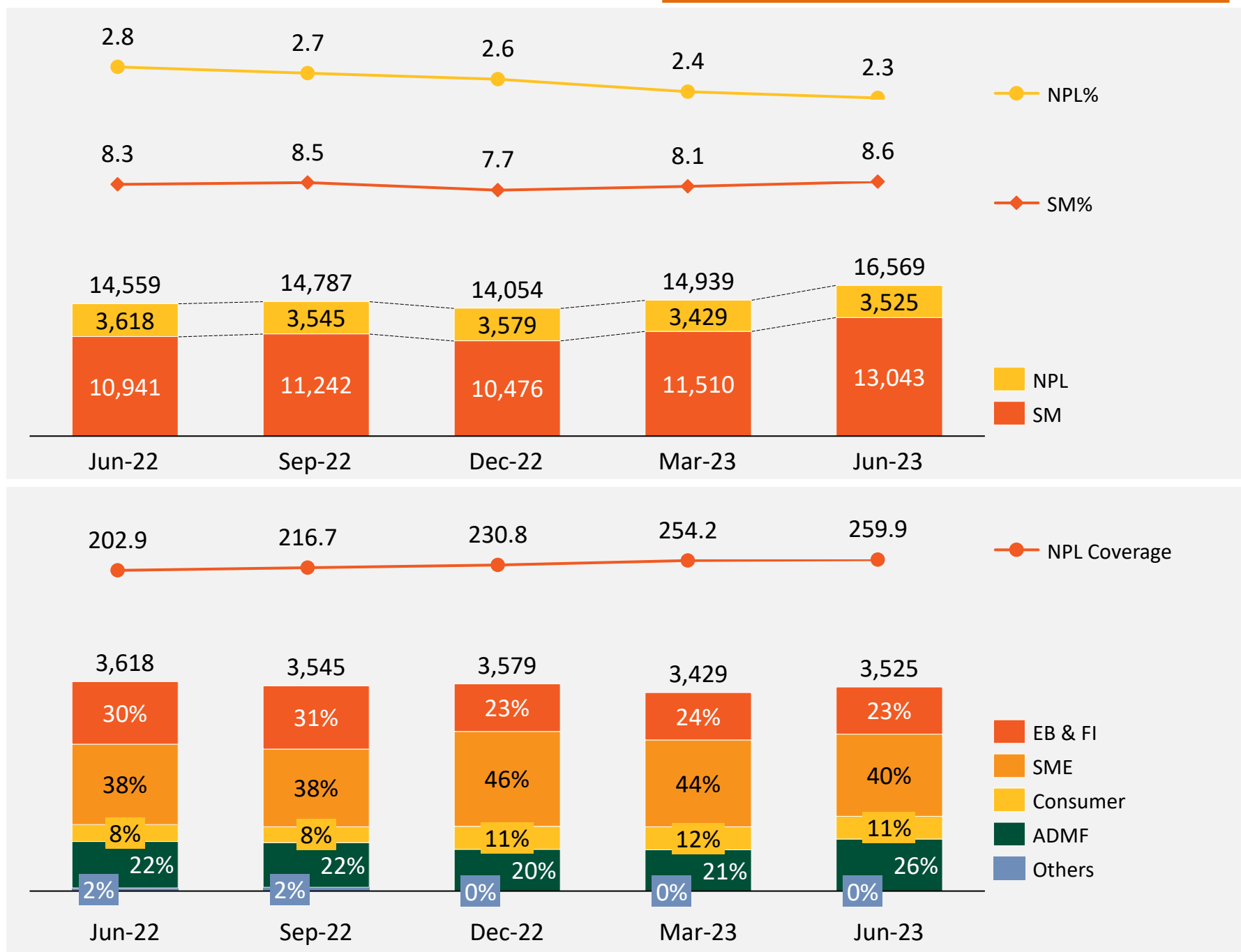
Improved NPL and Increased NPL Coverage Ratio in line with Loan Growth

NPL and SM Ratio (%)

NPL and SM amount (Rp bn)

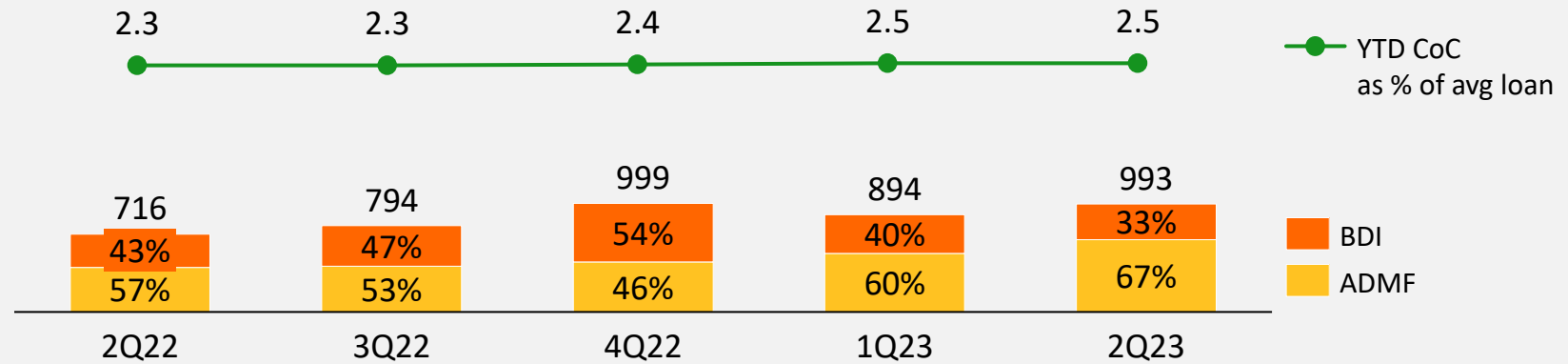
NPL Coverage Ratio (%)

NPL amount and composition (% of total NPL)

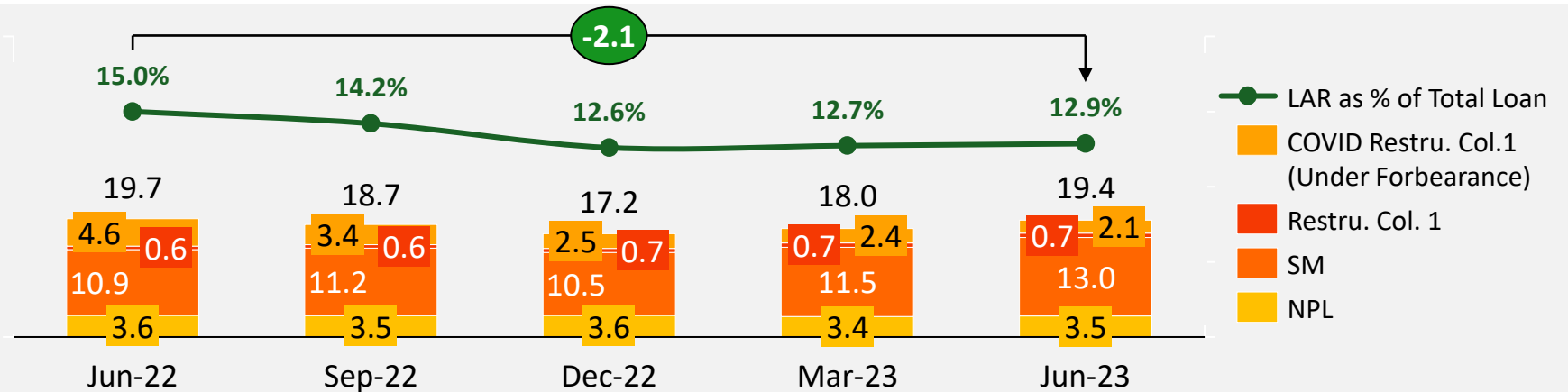


Stable Cost of Credit Ratio and Decline in COVID related Restructured Loans

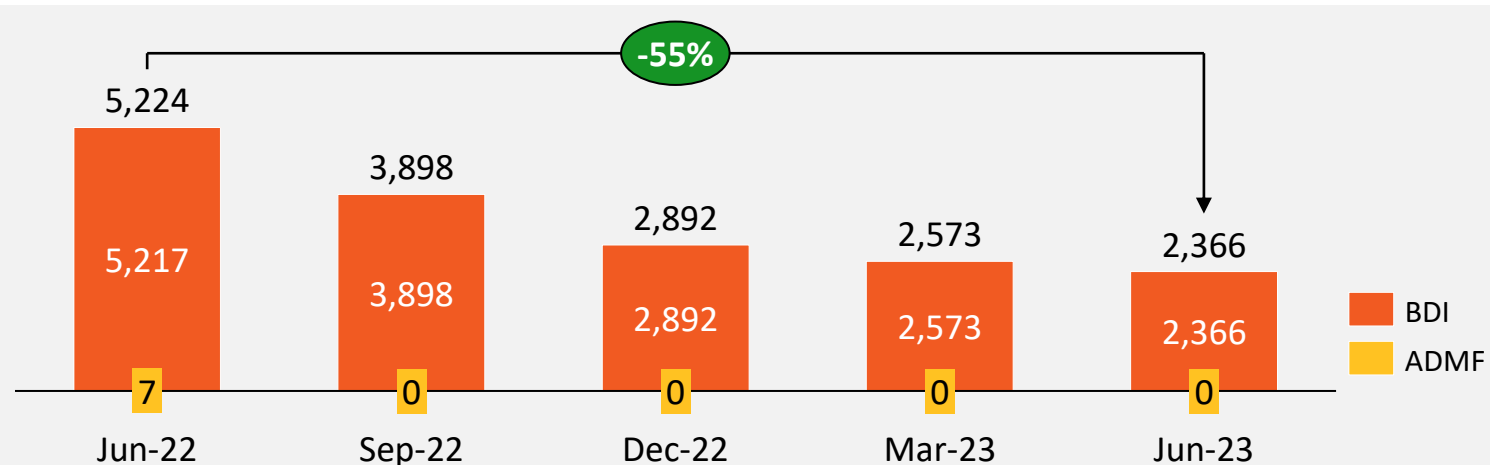
Cost of Credit (% of Avg Loans and Rp bn)



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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