



A member of  MUFG, a global financial group



**PT Bank Danamon Indonesia Tbk.**

**Analyst Briefing –  
Nine Months FY2023  
Financial Results**

**Jakarta, 30 October 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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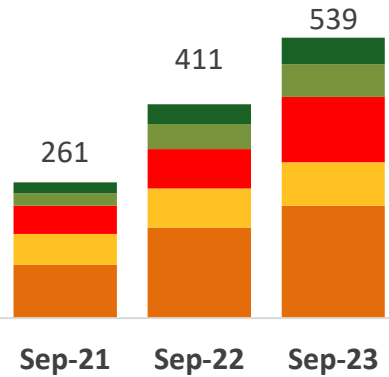


# MUFG Collaboration and Digital Banking Highlights

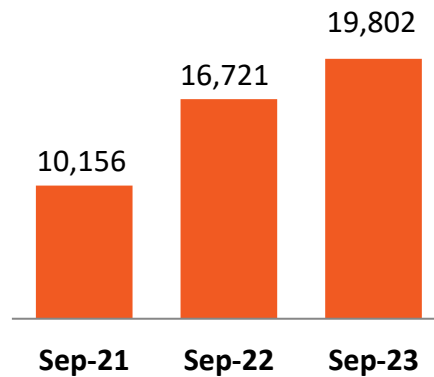
## Business and Ecosystem Expansion thru MUFG Collaboration

### Business 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

### Ecosystem Expansion

On 3 October 2023, Krungsri (Bank of Ayudhya, Thailand) and Adira Finance, both member of MUFG have finalized the acquisition of Home Credit Indonesia



### Mortgage Collaboration with Japanese Developers



#### Mortgage Partnership

29 of 42 active Japanese Developer Residential Projects



#### Mortgage Business Growth

9% from

Mortgage Portfolio

+125%  
YoY ↑

New Japanese Developer Partnership



## Stronger Customer Engagement thru Digital Banking

### New Digital Partnership

Onboarding & Direct Debit



QRIS Payment



### D-Bank PRO Campaign



### Growth in Value

FX Online\*  
+625%  
YoY

TD Online  
+46%  
YoY

# New-To-Bank Customers

+107%  
YoY ↑

# Monthly Active User

+22%  
YoY ↑

# No of Transaction\*\*

+141%  
YoY ↑

Transaction Value

+44%  
YoY ↑

\*) Launched in June 2022

\*\*\*) Number of Transaction: E-Channel. Direct Debit, API Virtual Account and Fund Transfer (incl. BI Fast)

# Synergy in Automotive Ecosystem Highlights

## Auto Loan Sales to Danamon Customers



No. of Customer (#Client)



Loan (New Financing)

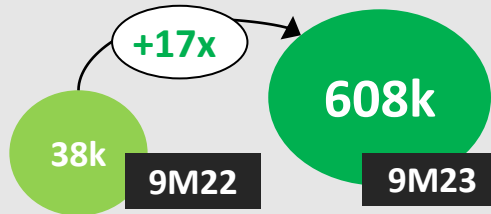
+151% YoY

+104% YoY

## CASA Opening by Adira Finance Customers



No. of Account (in '000)



## New Loan Facility For Dealers

No. of Dealer (#Client)



Loan (New Financing)

+178% YoY

+19% YoY

## Fleet & Heavy Equipment Financing to Danamon Customers



No. of Customer (#Client)

+ 63% YoY



Loan (New Financing)

+ 138% YoY



Total Heavy Equipment Partners

11

Maksimalkan Produktivitas Usaha dengan Pembiayaan Fleet di Adira Finance!

JEKPO Kemayoran | 13 - 14 September 2023

CEPAT & KOMPETITIF

PLATFORM PEMBIAYAAN s.d. 100 MILYAR

KEMBANGKAN USAHA DENGAN PEMBIAYAAN FLEET DI ADIRA FINANCE!

PROSES CEPAT BUNGA KOMPETITIF

PLATFORM PEMBIAYAAN s.d. 100 M



Participate in Mining Expo 2023 in collaboration with Daimler Commercial Vehicle Indonesia and Kobelco

## Collaboration Event: Danamon x Adira Finance

20-23 Juli 2023, Central Park Mall

Celebration of 67<sup>th</sup> Tumbuh Bersama

Celebration of 35<sup>th</sup> ADIRA Untuk INDONESIA

(Aug-Dec 2023) - Medan, Surabaya, Yogyakarta, Jabodetabek & Makassar



Danamon Travel Fair

Danamon Privilege Buy 1 Get 1 Business & Zurich Travel Insurance

Potongan Langsung s.d. Rp 7,5 Jt

Potongan Langsung s.d. Rp 5 Jt

Travel Fair Hemat Rp 7,5 Jt

Cashback 67% Pakai QIS Di Bank PPO

KPR Danamon Angsuran Setera Bunga 1,67% (Tetap 1 Tahun)

Kredit Pemilikan Mobil (KPM) Prima Bunga/Margin 2,67% (Tetap 2 Tahun)



ADIRA FESTIVAL

SELEBRASI WARNA WARNI DALAM HARMONI!

AKHIR PEKAN ANTI BOSAN! BISA NONTON KONSER, BELANJA, DAN KULINERAN!

MEDAN • SURABAYA • YOGYAKARTA JABODETABEK • MAKASSAR

AGUSTUS - DESEMBER 2023

#Rayakan BERSAMA Sahabat

# Table of Content

Strategy Highlights

Financial Highlights



# Robust Loan Growth Combined with Prudent Risk Management



## Prudent Loan Selection

- **Total Loan and Trade Finance reached Rp 166.2 trillion, increased by 18% YoY** supported by growth across business engines.
- Compared to the same period last year, **ADMF new financing increased by 39%**.



## Granular Funding

- **Total Funding reached Rp 144.5 trillion, increased by 12% YoY.**
- **Granular Funding grew 9% YoY.**



## Asset Quality

- **LAR% (include COVID restructure still under forbearance) was improved by 190bps YoY, managed down to 12.3%.**
- **NPL coverage well maintained at 252.7%** in line with loan growth, while **consolidated gross NPL improved to 2.3%**.



## Profitability

- Continuing a stable quarterly trend, **NIM increased by 26bps YoY.**
- **Operating Income up by 7% YoY to Rp 13.3 trillion** and booked **NPAT at Rp 2.6 trillion.**

## Balance Sheet Highlights

In Rp bn	Sep-22	Sep-23	YoY	Dec-22	Mar-23	Jun-23	Sep-23	QoQ
<b>Total Assets</b>	<b>189,213</b>	<b>208,277</b>	<b>10%</b>	<b>197,730</b>	<b>203,516</b>	<b>203,935</b>	<b>208,277</b>	<b>2%</b>
Total Loan Portfolio and Trade Finance <sup>1)</sup>	140,490	166,183	18%	146,719	151,816	161,033	166,183	3%
Government Bonds	19,725	14,186	-28%	18,786	19,699	18,149	14,186	-22%
<b>Total Funding</b>	<b>128,837</b>	<b>144,491</b>	<b>12%</b>	<b>137,164</b>	<b>138,609</b>	<b>140,806</b>	<b>144,491</b>	<b>3%</b>
CASA	76,469	67,372	-12%	81,392	73,841	71,094	67,372	-5%
Time deposits	42,571	62,889	48%	45,964	51,672	55,892	62,889	13%
Borrowings and LT. Funding	9,797	14,230	45%	9,809	13,096	13,820	14,230	3%
<b>Equity</b>	<b>45,868</b>	<b>48,289</b>	<b>5%</b>	<b>46,844</b>	<b>46,513</b>	<b>47,331</b>	<b>48,289</b>	<b>2%</b>

1) Trade Finance includes marketable securities.

## Income Statement Highlights

In Rp bn	9M22	9M23	YoY	4Q22	1Q23	2Q23	3Q23	QoQ
<b>Net Interest Income</b>	<b>10,487</b>	<b>11,297</b>	<b>8%</b>	<b>3,630</b>	<b>3,715</b>	<b>3,725</b>	<b>3,857</b>	<b>4%</b>
Non Interest Income	1,935	2,017	4%	884	679	652	687	5%
<b>Operating Income</b>	<b>12,423</b>	<b>13,314</b>	<b>7%</b>	<b>4,514</b>	<b>4,393</b>	<b>4,377</b>	<b>4,544</b>	<b>4%</b>
Operating Expenses	(6,802)	(7,348)	8%	(2,412)	(2,413)	(2,467)	(2,469)	0%
<b>PPOP</b>	<b>5,621</b>	<b>5,965</b>	<b>6%</b>	<b>2,102</b>	<b>1,981</b>	<b>1,910</b>	<b>2,075</b>	<b>9%</b>
Cost of Credit	(2,303)	(2,684)	17%	(999)	(894)	(993)	(797)	-20%
<b>Operating Profit</b>	<b>3,319</b>	<b>3,282</b>	<b>-1%</b>	<b>1,103</b>	<b>1,087</b>	<b>917</b>	<b>1,278</b>	<b>39%</b>
<b>NPAT</b>	<b>2,525</b>	<b>2,561</b>	<b>1%</b>	<b>777</b>	<b>818</b>	<b>690</b>	<b>1,053</b>	<b>53%</b>



## Key Financial Ratios

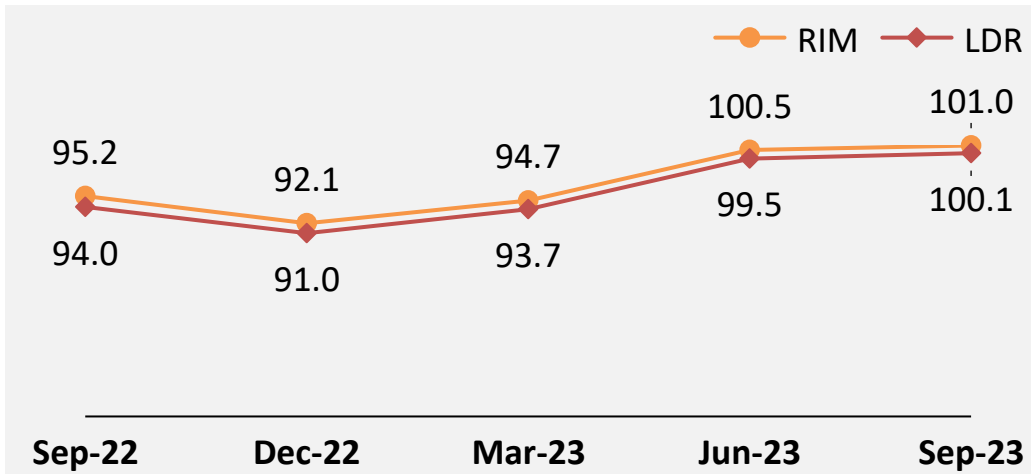
In %	9M22	9M23	YoY	4Q22	1Q23	2Q23	3Q23	QoQ
NIM	7.9	8.2	0.3	8.2	8.4	8.1	8.1	-
CoC	2.3	2.4	0.1	2.8	2.5	2.6	2.0	-0.6
Risk-adjusted NIM	5.6	5.8	0.2	5.4	5.9	5.5	6.1	0.6
Cost to Income	54.8	55.2	0.4	53.4	54.9	56.4	54.3	-2.1
CASA Ratio	64.2	51.7	-12.5	63.9	58.8	56.0	51.7	-4.3
RIM	95.2	101.0	5.8	92.1	94.7	100.5	101.0	0.5
NPL Gross	2.7	2.3	-0.4	2.6	2.4	2.3	2.3	-
Loan Loss Coverage (LLC)	216.7	252.7	36.0	230.8	254.2	259.9	252.7	-7.2
Loan at Risk Coverage excl. COVID <sup>1)</sup>	50.1	53.3	3.2	56.1	55.7	53.0	53.3	0.3
Loan at Risk Coverage incl. COVID <sup>2)</sup>	41.0	48.0	7.0	48.0	48.3	47.2	48.0	0.8
ROAA	1.7	1.7	-	1.6	1.6	1.4	2.0	0.6
ROAE	8.6	8.2	-0.4	7.6	7.8	6.6	9.9	3.3
CAR – Consolidated	26.2	28.4	2.2	26.3	28.5	28.2	28.4	0.2

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

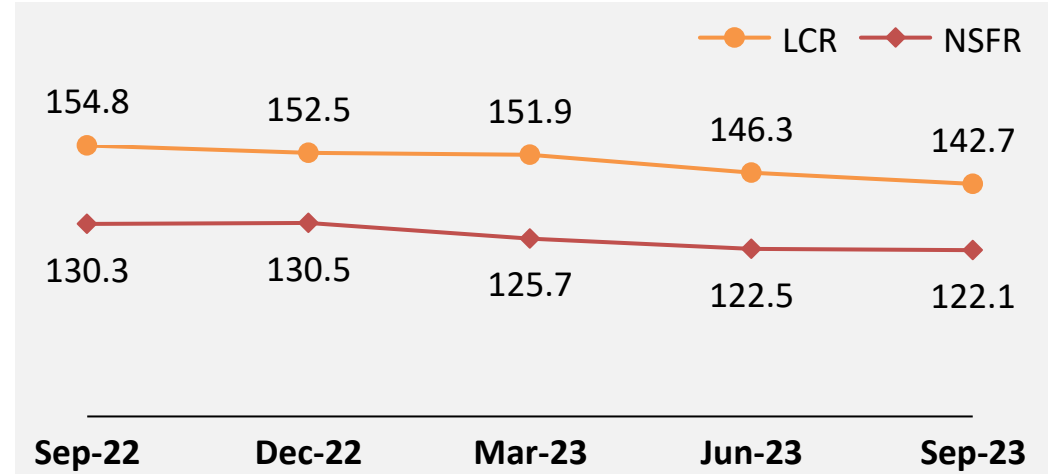
2) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

# Granular Funding Continue to Grow with Ample Liquidity

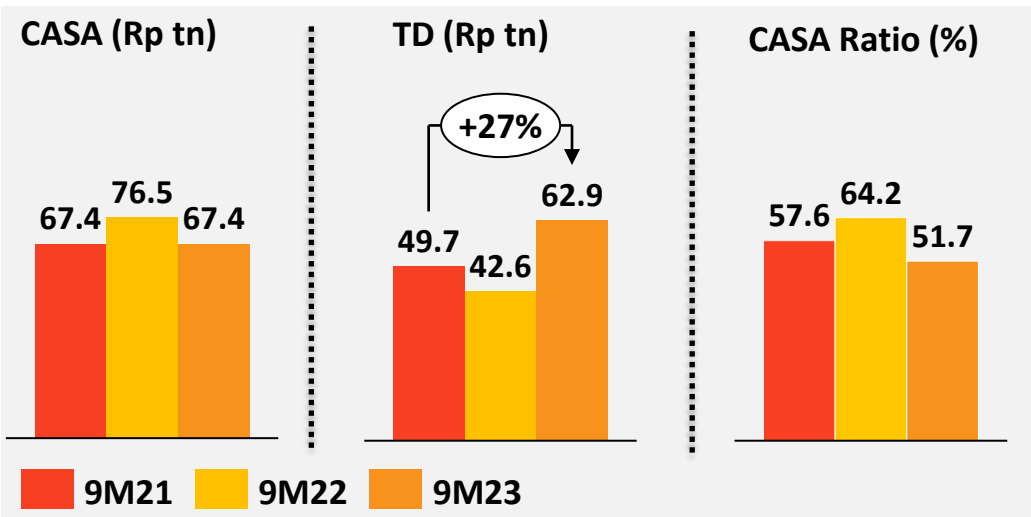
## RIM & LDR (%)



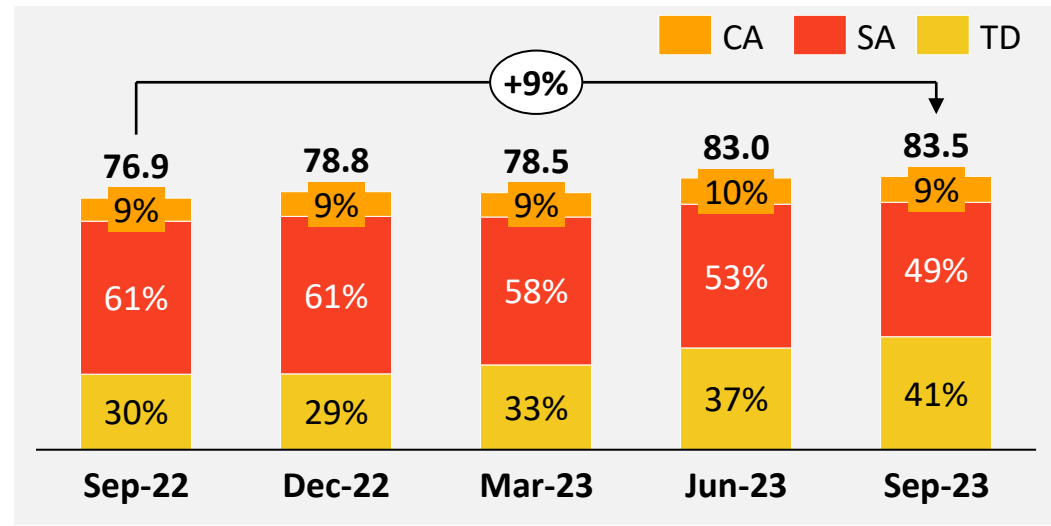
## LCR & NSFR (%)



## CASA, TD & CASA Ratio



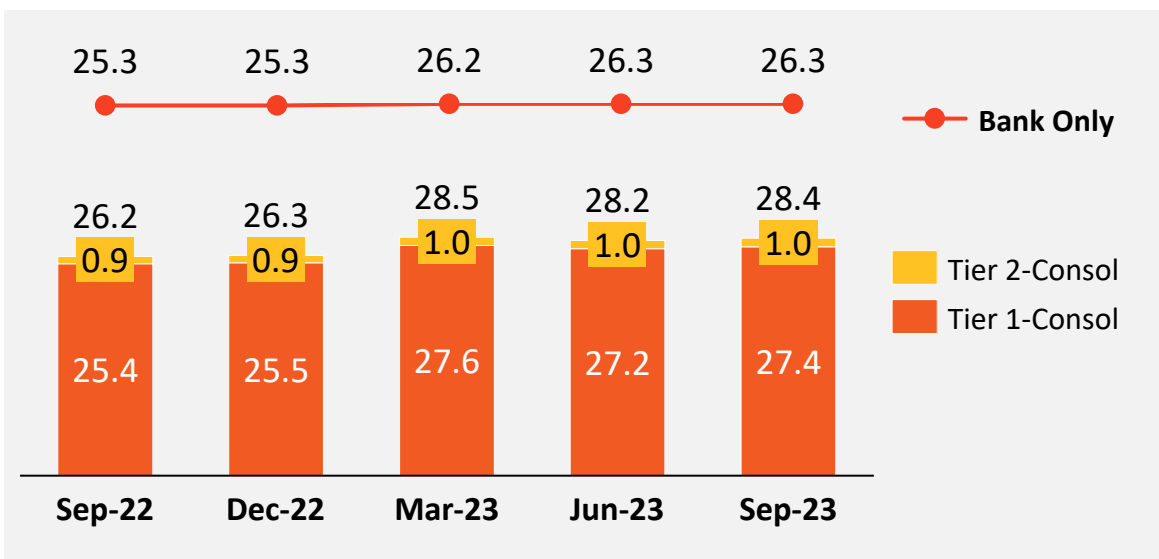
## Strong Focus on Granular Funding\* (Rp tn)



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

# CAR Remained Strong to Support Business Expansion

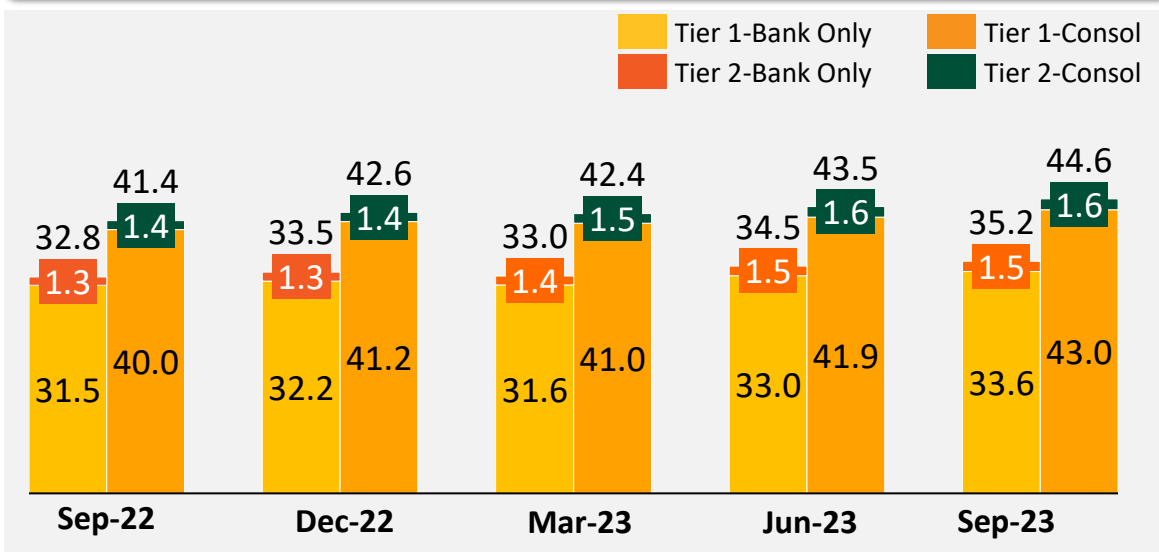
## Capital Adequacy Ratio (%)



## Market and Operational Risk Charges (%)

%	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23
CAR w/ Credit Risk	33.5	33.4	31.5	31.0	31.0
Market Risk Charge	-0.2	-0.2	-0.5	-0.5	-0.3
Operational Risk Charge	-7.1	-6.9	-2.5	-2.3	-2.3
<b>CAR Consolidated</b>	<b>26.2</b>	<b>26.3</b>	<b>28.5</b>	<b>28.2</b>	<b>28.4</b>

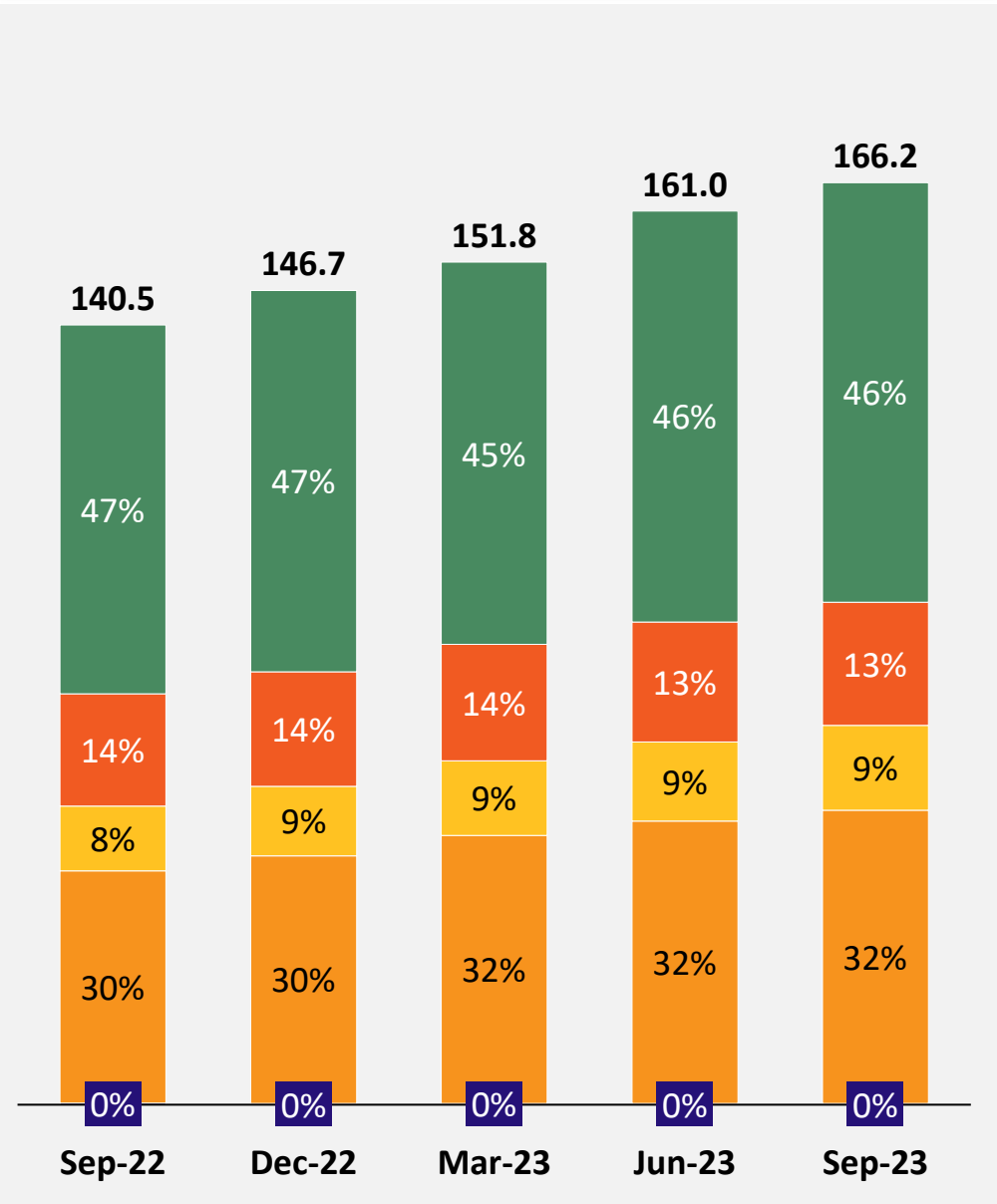
## Tier 1 and Tier 2 Consolidated Capital



- **Consolidated Capital Adequacy Ratio (CAR) was 28.4%**, far above the minimum regulatory requirement.
- **Almost 100% of the capital derived was from Tier 1 Capital.**

# Double Digit Year-on-Year Loan Growth Across Business Engines

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



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

	Rp bn	Sep-22	Sep-23	YoY	Jun-23	QoQ
Wholesale Business	EB <sup>2)</sup> & FI	66,457	75,633	14%	74,026	2%
	SME	20,193	22,159	10%	21,637	2%
Consumer Business	Consumer <sup>3)</sup>	11,702	15,325	31%	14,242	8%
	Adira Finance	41,845	52,816	26%	50,878	4%
	Other Loans <sup>4)</sup>	292	249	-15%	250	-1%
<b>Total</b>		<b>140,490</b>	<b>166,183</b>	<b>18%</b>	<b>161,033</b>	<b>3%</b>

1) Trade finance includes marketable securities.

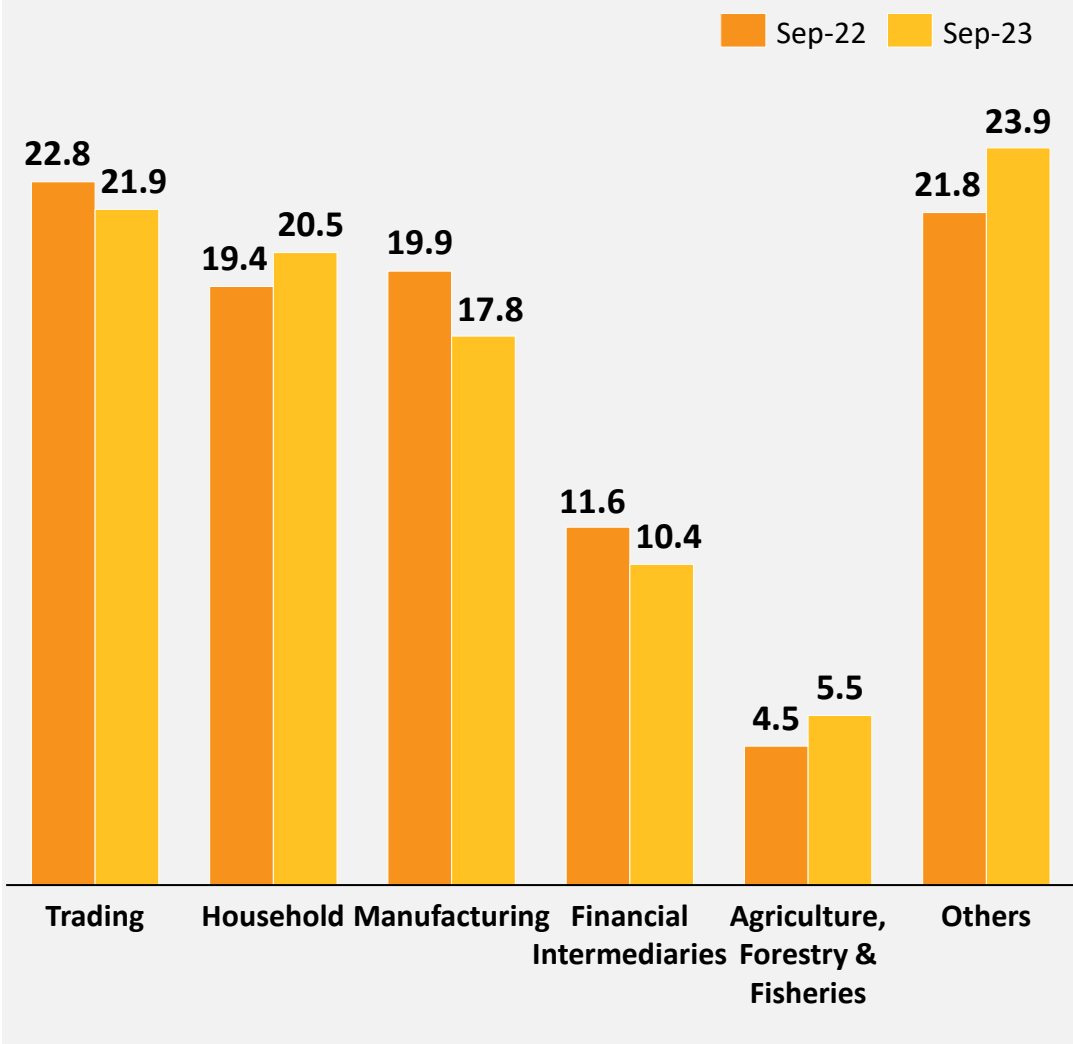
2) Enterprise Banking: Commercial and Corporate.

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

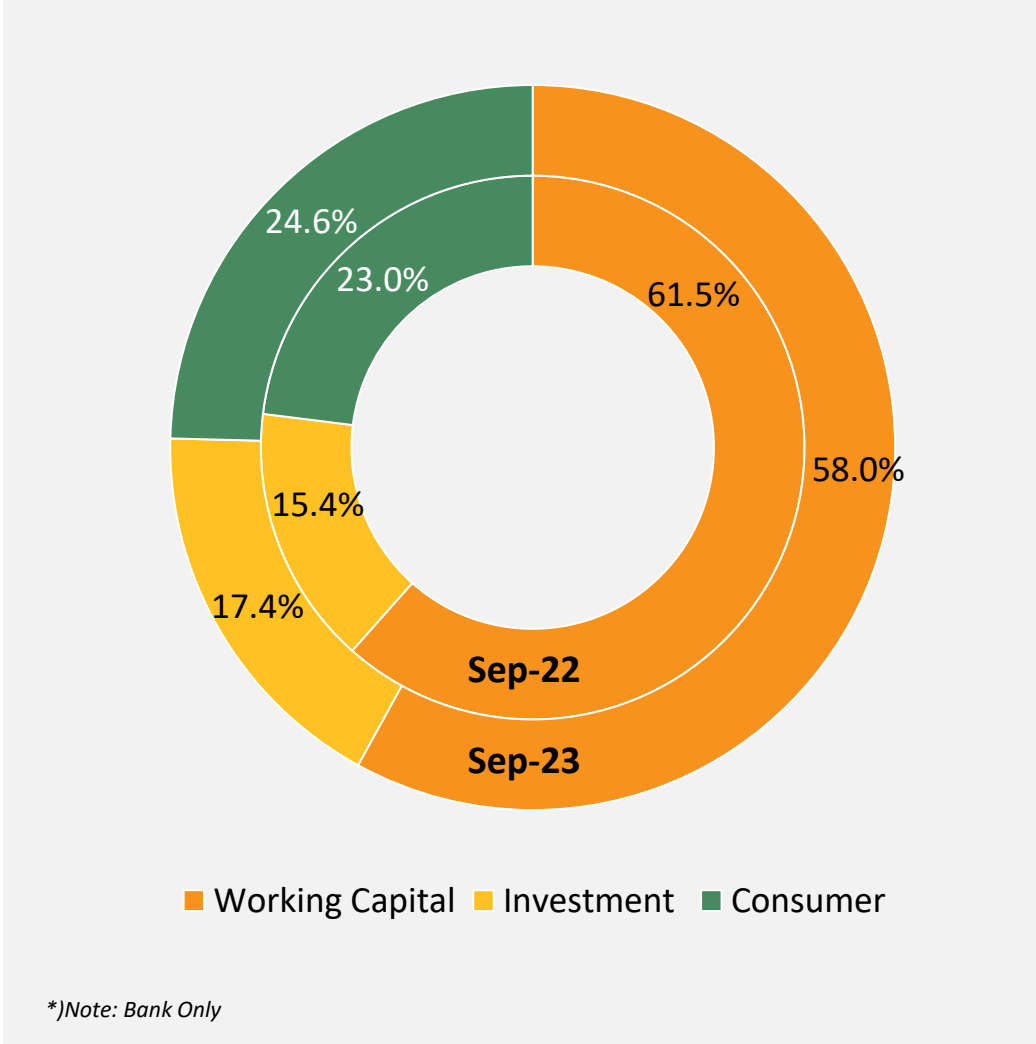
4) Other Loans: ex-BNP portfolio

# Well Diversified Loan Composition

## Loans by Sector (% of total loans)



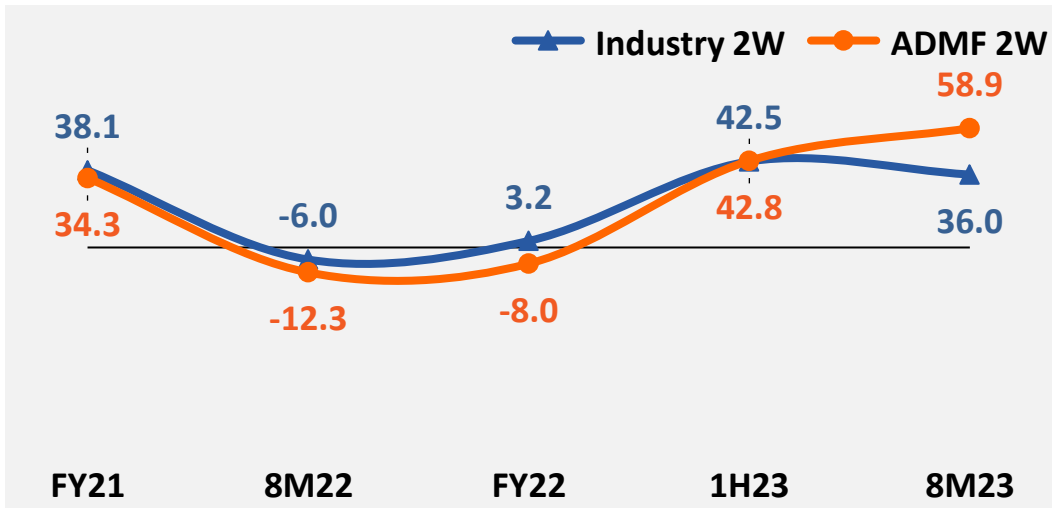
## Loans by Purpose\*



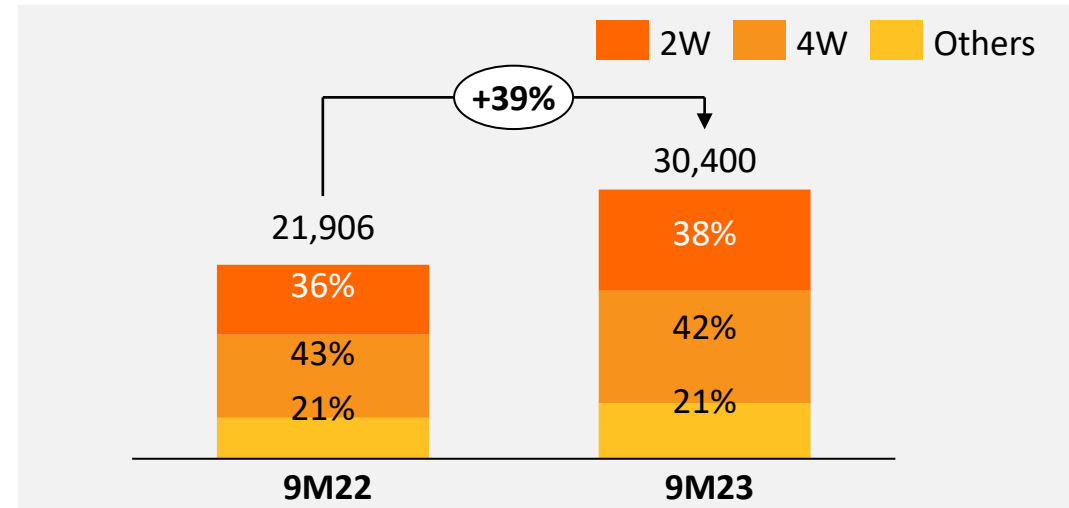
*\*Note: Bank Only*

# Regaining Market Share in Auto Loans with Strong New Financing Growth

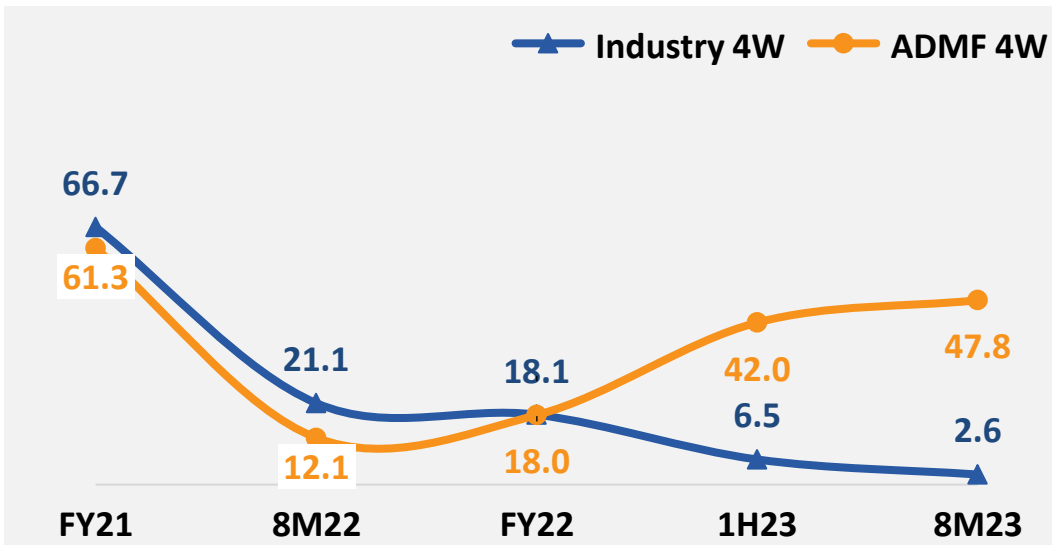
## ADMF Units New Financing Growth vs. Industry



## ADMF New Financing Amount (in Rp bn)



## Industry 4W and ADMF 4W



## ADMF Outstanding Loans

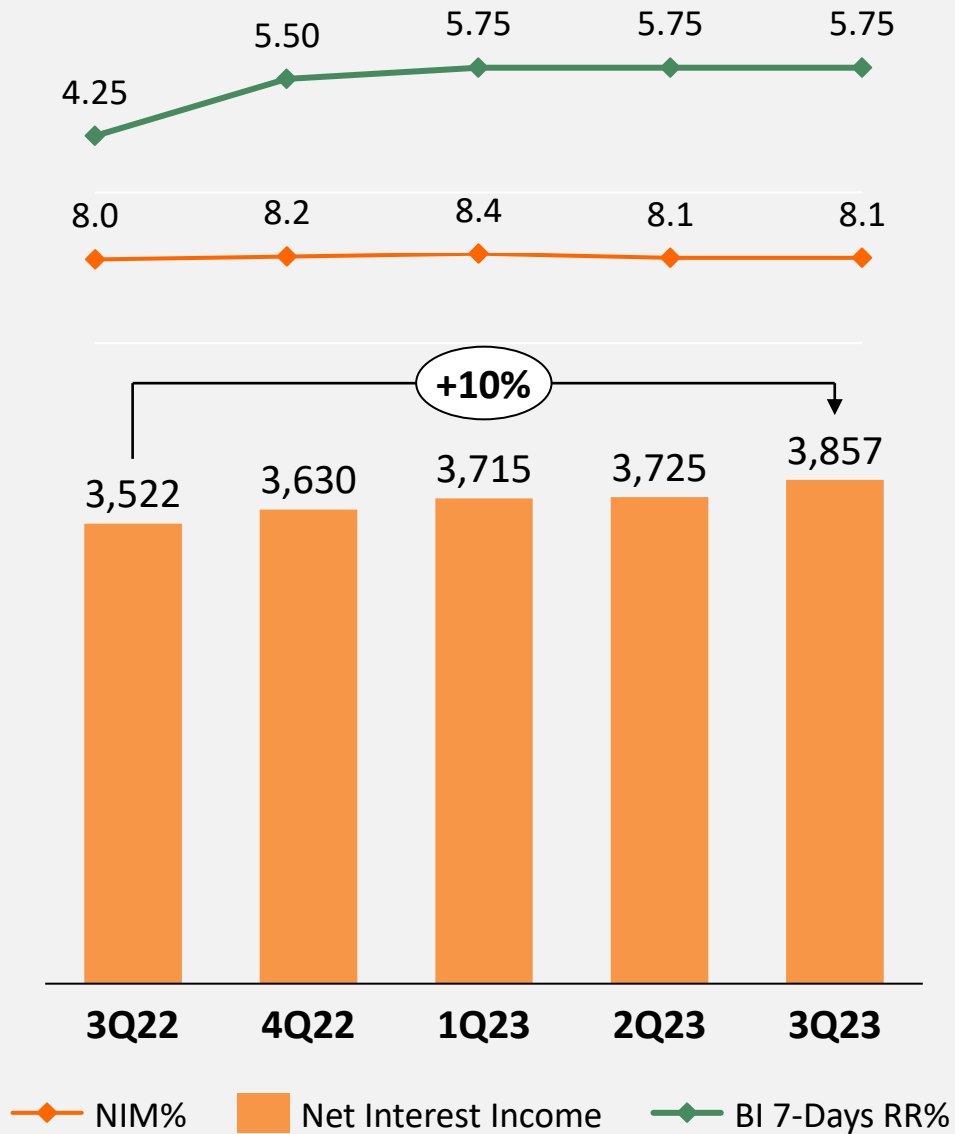
Rp bn	Sep-22	Sep-23	YoY	Jun-23	QoQ
2W Auto Loans	14,026	17,596	25%	16,792	5%
4W Auto Loans	21,558	26,480	23%	25,803	3%
Multi-Purpose Loans	6,046	8,138	35%	7,705	6%
Others*	214	602	181%	578	4%
<b>Total Loans</b>	<b>41,845</b>	<b>52,816</b>	<b>26%</b>	<b>50,878</b>	<b>4%</b>

\*White goods, heavy equipment and others

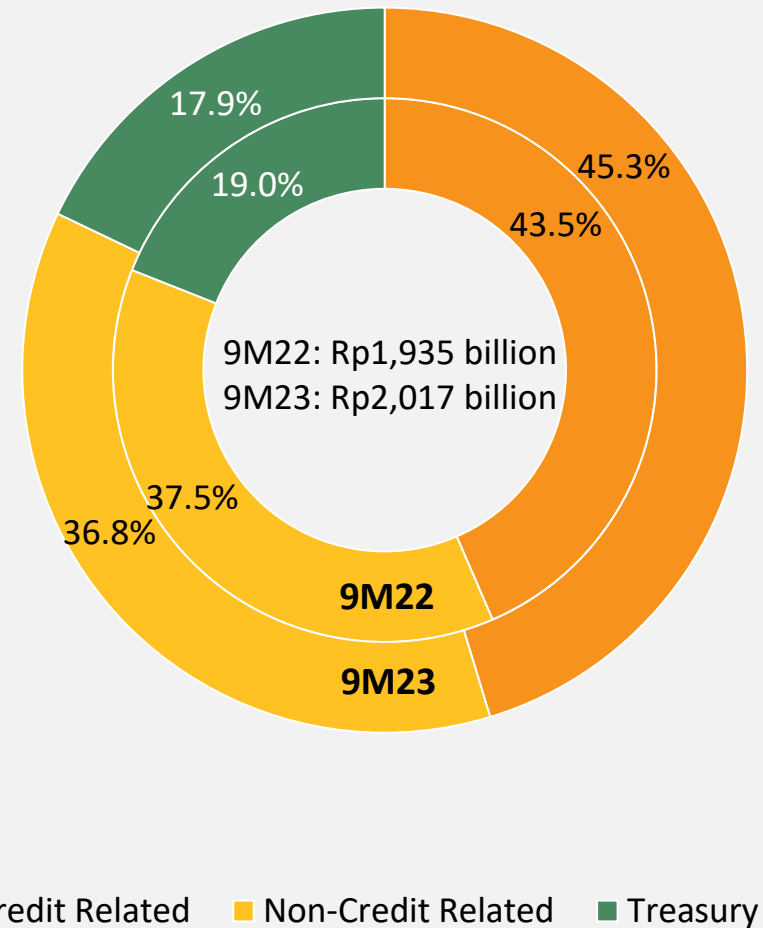
(% YoY growth based on cumulative YTD)  
Note: Industry data from AISI and Gaikindo.

# Stable NIM Coupled with Strong Revenue Growth Despite Increase in BI Policy Rate

## Net Interest Income (Rp bn)



## Non-Interest Income



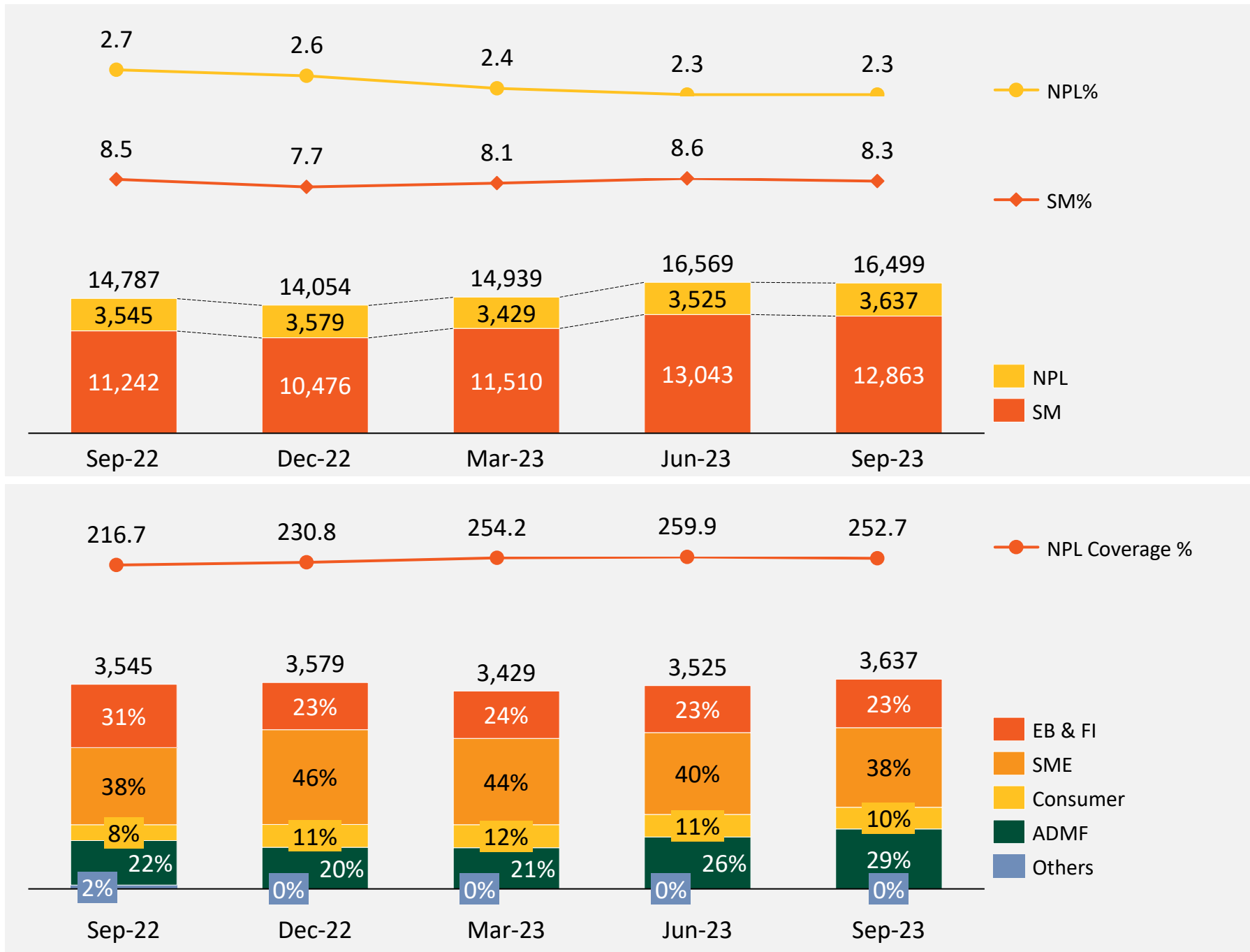
# Well-Maintained Asset Quality with Improved NPL Ratio

NPL and SM Ratio (%)

NPL and SM amount (Rp bn)

NPL Coverage Ratio (%)

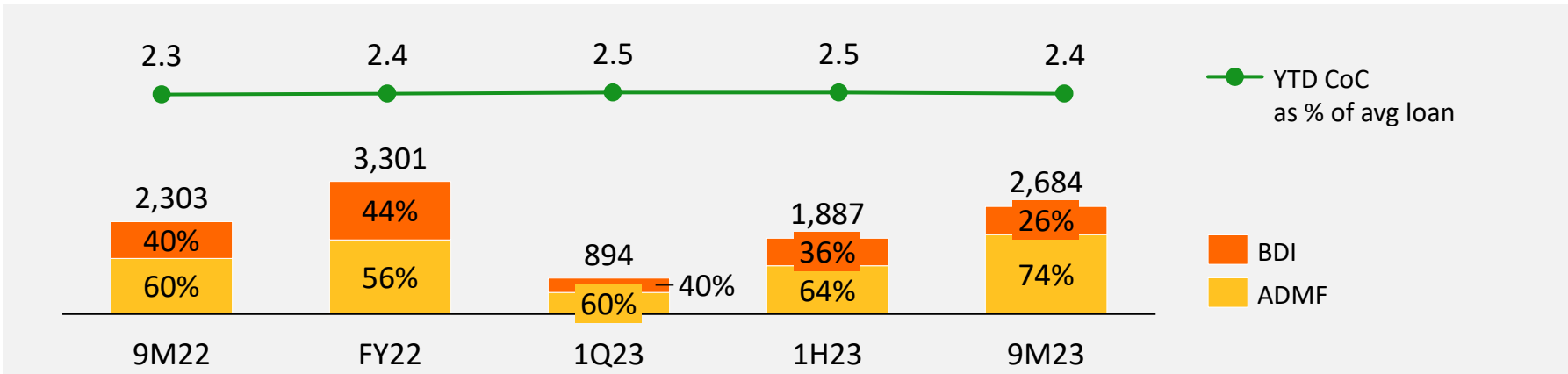
NPL amount and composition (% of total NPL)



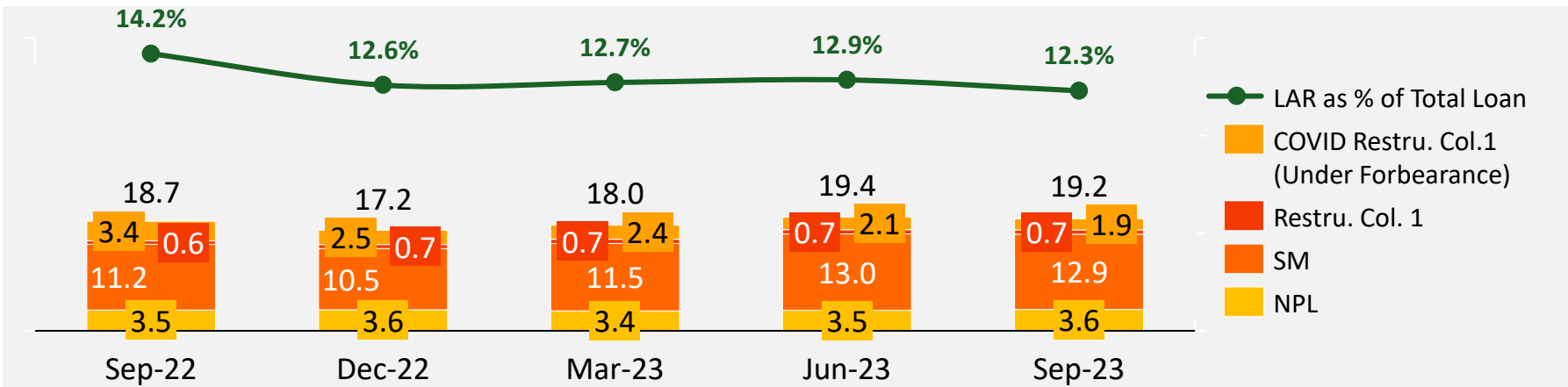


# COVID Related Restructured Loans and Loan at Risk Continue to Decline

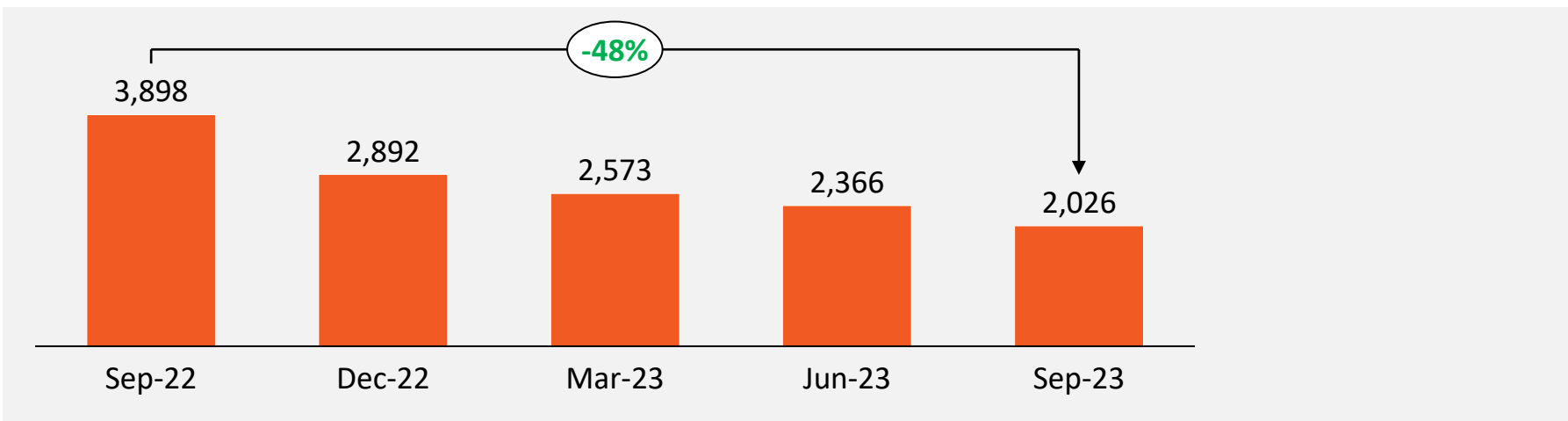
**Cost of Credit  
(% of Avg Loans  
and Rp bn)**



**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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