



# Danamon

A member of  MUFG, a global financial group

## PT Bank Danamon Indonesia Tbk

### Investor & Analyst Briefing 1Q24 Financial Results

Jakarta, 29 April 2024

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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# Danamon Strategic Overview: 1Q24 Results

## 2024 – 2026 STRATEGIC DIRECTION : GROW AS A FINANCIAL GROUP

Double-digit growth in lending & funding with sustainable profitability

### Business Engines

Enterprise Banking & Financial Institution

SME Banking

Consumer Banking

Adira Finance

### A Strategic Themes

1

Dominant in Targeted Ecosystems



2

Unique MUFG Proposition



3

Data Analytics & Process Improvement



### B Foundation for Financial Group – new business incubation & inorganic growth

### C Core Business & Foundation Building – people, IT/digital, branding, branches

Lending ▲ 18% YoY

Funding ▲ 16% YoY

NPAT ▲ 2% YoY

### Highlighted Metrics (YoY change)

Granular Funding Rp88 Tn ▲ 12% YoY

Risk-adjusted NIM 4.9% ▼ 1.0 p.p

PPOP Rp2.3 Tn ▲ 14% YoY

NPL Coverage Ratio 261.8% ▲ 7.6 p.p

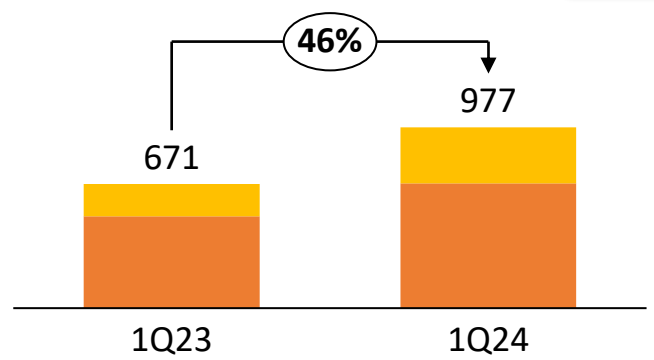
- A Strategic Themes
- 1 Dominant in Targeted Ecosystems
- 2 Unique MUFG Proposition
- 3 Data Analytics & Process Improvement

Focus on targeted “Ecosystem”

Automotive Ecosystem

Business Synergy

Loan Disbursement (Rp bn)



Business Collaboration

- Retail Financing
  - Automotive Financing
- Non-Retail Financing
  - Fleet Financing
  - Dealer Financing

Digital Collaboration...

Adira Car Loan & Multi-purpose Loan Through Danamon DBank-PRO

Joint event in IIMS 2024 as our Unique MUFG Proposition...



Visitor	▲ 20% YoY
Order in Application	▲ 90% YoY
New Saving Accounts	▲ 21% YoY

Hajj and Umroh Ecosystem

- Hajj & Umroh: Agreement Relationship with 3 Associations HIMPUH, SAPUHI, and AMPHURI



- Community: Launched “Shafa” as Comprehensive Digital Solutions for Ecosystem

- ✓ Connecting member to the community
- ✓ Comprehensive financial & halal lifestyle features
- ✓ Bulk upload system for customer onboarding

- Danamon Syariah Travel Fair 2024

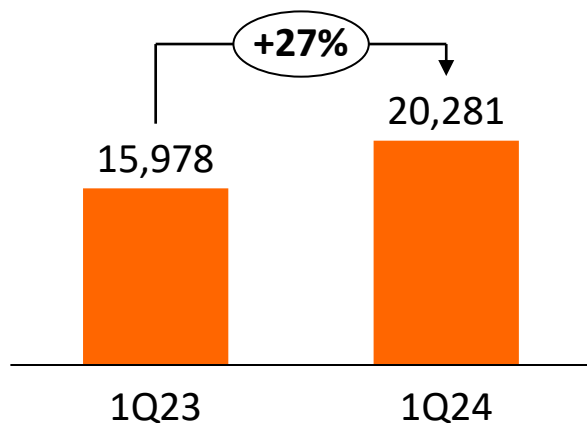


Travel Participants	14
Potential new accounts	>900
QRIS Transaction	>1,200

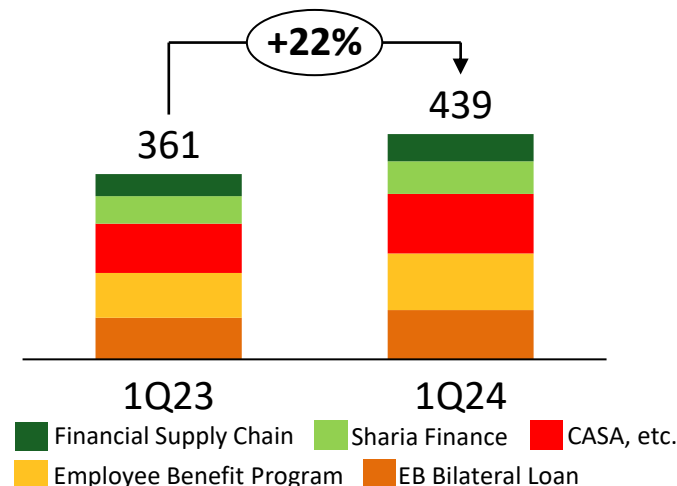
# Expanding synergy and building new opportunities

## Grow as a Financial Group

### Synergy Loan, Rp bn



### # of Synergy deals, accumulated



### Global Capabilities



Partner Banks:



- MUFG Domestic network with **>400 locations**, and **2,400 globally in 50 markets**
- Partner banks in Southeast Asia: Krungsri (Thailand), VietinBank (Vietnam), Security Bank (Philippines)

### Auto Loan Business Collaboration



- **One of the largest Multifinance in Indonesia** with Rp58 tn outstanding loan
- **Joint financing, marketing events & digital projects** in DBank-PRO & Adiraku

### Enhancement of Auto loan Business Foundation



- On 13 March 2024, MUFG Bank, Ltd (MUBK) and Adira Finance have **finalized the acquisition of PT Mandala Multifinance Tbk**

### Diversification of Product Lineup



- **#1 market share in consumer durables & financing services** with **>22,000** distributions points. Potential collaborations in business and operation

### Garuda Fund Investment



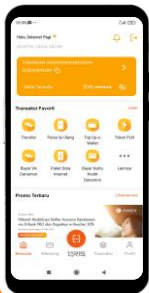
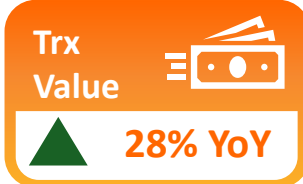
MUFG Innovation Partners

- Recently, Garuda Fund has made investment in Qoala, **Qoala** SEA's leading InsurTech company based in Indonesia
- Jointly aim to strengthen collab. with **focus on growing insurance adoption & financial inclusion**



C Core Business & Foundation Building – people, IT/digital, branding, branches

D-Bank PRO for our Individual Customers



New Features Launched

- 1 QRIS payments using a credit card as a source of funds
- 2 Request for Payment from D-Bank Pro users
- 3 Request physical PayLight credit card for new customers

Danamon Cash Connect for our Business Customers



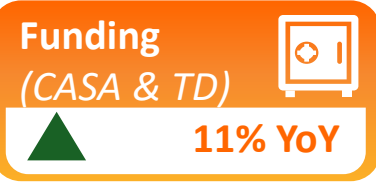
New Features Launched

- 1 Payment Billing IDs issued by DJPb (MPNG3)
- 2 Generate ID Billing (MPNG2) and payment ID Billing (MPNG3)\*

\*) **MPNG2/MPNG3: Modul Penerimaan Negara**, as an effort to modernize the management of the State treasury by the Directorate General of the Treasury (DJPb) to collect all State revenues.

Investing in our digital and physical channels

Branch Network as Physical Presence for our Customer



Stronger Customer Engagement in Branches

69 Community Events at Transformed Branches



Danamon Optimal - Bridestory Market 2024



Main sponsor of Bridestory Market

Visitor >115k

Trx Value >Rp 9.0 bn

New to Bank 200

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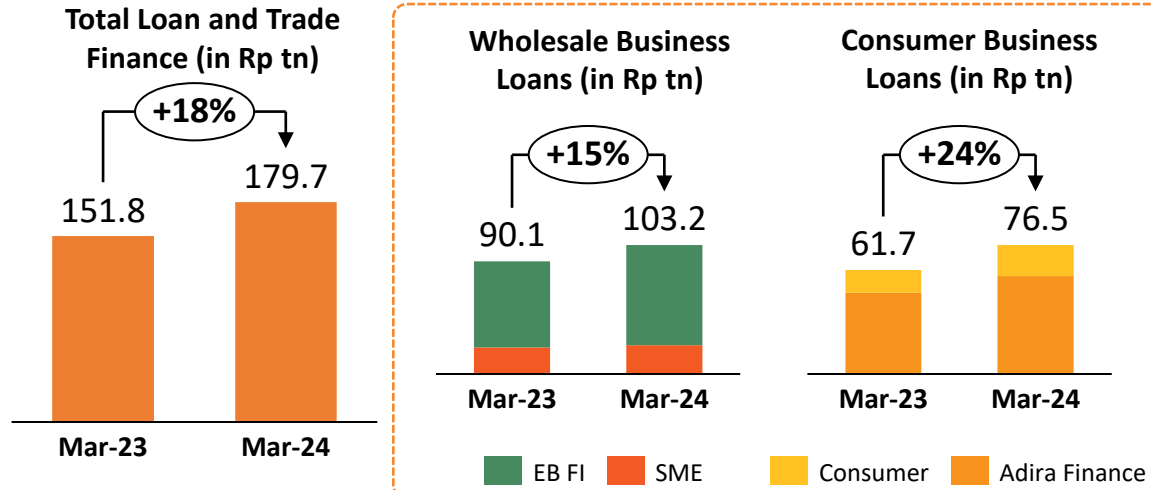
Strategy Highlights

Financial Highlights

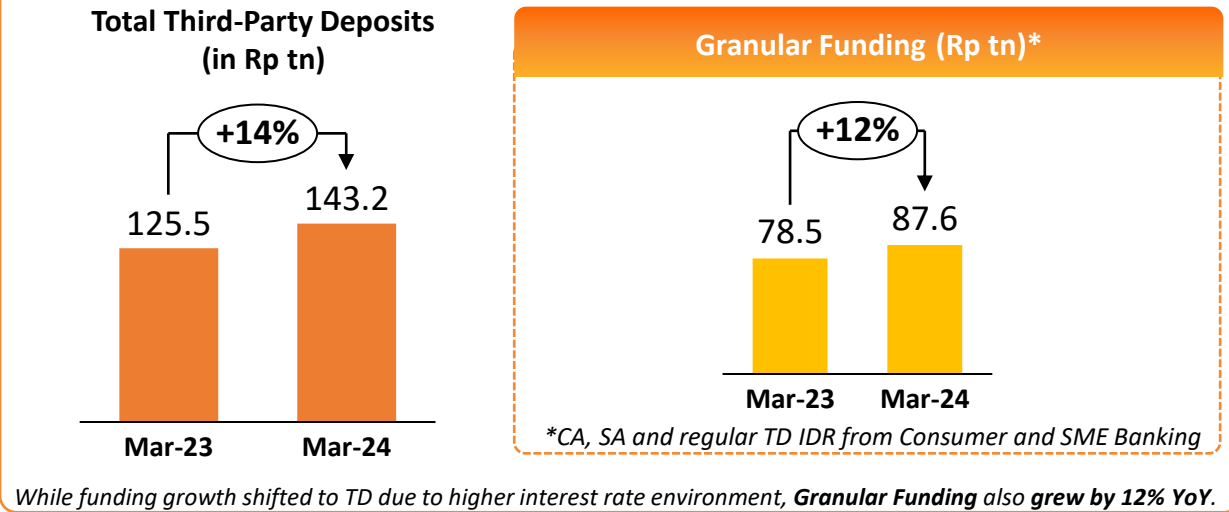
Appendix

# Strong Start to The Year, Double Digit Growth in Loan and Funding

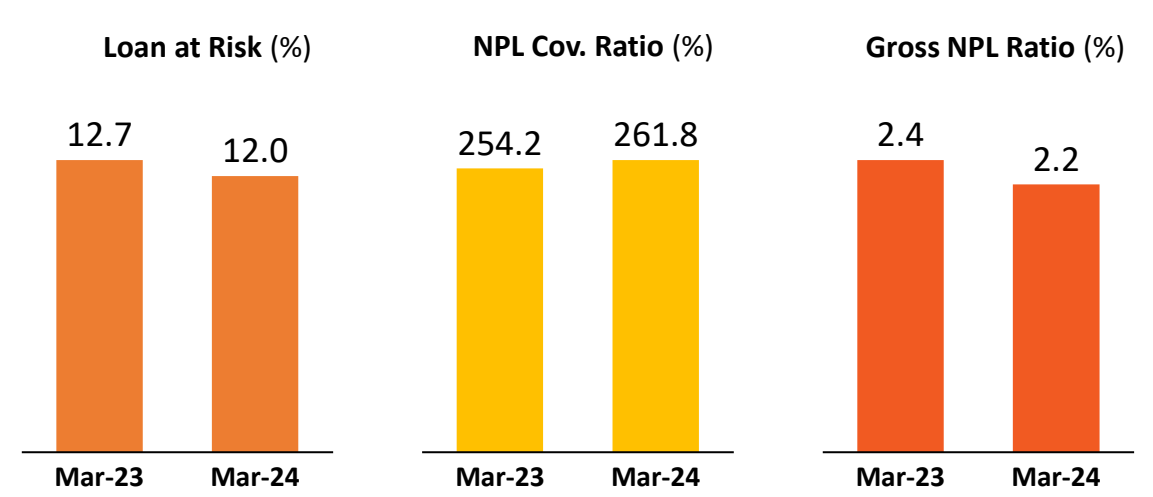
## Strong Growth in All Business Engines



## Robust Liquidity & Funding Growth



## Healthy Asset Quality



## Sustainable Profitability





# Continuous Growth Trend in Loan and Funding

In Rp bn	Mar-23	Mar-24	YoY	Jun-23	Sep-23	Dec-23	Mar-24	QoQ
Total Assets	203,516	226,562	11%	203,935	208,277	221,305	226,562	2%
Total Loan Portfolio and Trade Finance <sup>1)</sup>	151,816	179,721	18%	161,033	166,183	174,882	179,721	3%
Government Bonds	19,699	18,163	-8%	18,149	14,186	16,318	18,163	11%
Total Funding	138,609	160,982	16%	140,806	144,491	155,447	160,982	4%
CASA	73,841	69,990	-5%	71,094	67,372	73,444	69,990	-5%
Time deposits	51,672	73,221	42%	55,892	62,889	66,988	73,221	9%
Borrowings and LT. Funding	13,096	17,770	36%	13,820	14,230	15,015	17,770	18%
Equity	46,513	48,824	5%	47,331	48,289	49,237	48,824	-1%

1) Trade Finance includes marketable securities.

## Robust YoY Growth in PPOP Driven by Strong Non-Interest Income and Opex Management

In Rp bn	1Q23	1Q24	YoY	2Q23	3Q23	4Q23	1Q24	QoQ
<b>Net Interest Income</b>	<b>3,715</b>	<b>3,917</b>	<b>5%</b>	<b>3,725</b>	<b>3,857</b>	<b>3,916</b>	<b>3,917</b>	<b>0%</b>
Non Interest Income	679	822	21%	652	687	974	822	-16%
<b>Operating Income</b>	<b>4,394</b>	<b>4,739</b>	<b>8%</b>	<b>4,377</b>	<b>4,544</b>	<b>4,890</b>	<b>4,739</b>	<b>-3%</b>
Operating Expenses	(2,413)	(2,473)	3%	(2,467)	(2,469)	(2,608)	(2,473)	-5%
<b>PPOP</b>	<b>1,981</b>	<b>2,266</b>	<b>14%</b>	<b>1,910</b>	<b>2,075</b>	<b>2,281</b>	<b>2,266</b>	<b>-1%</b>
Cost of Credit	(894)	(1,202)	34%	(993)	(797)	(1,003)	(1,202)	20%
<b>Operating Profit</b>	<b>1,087</b>	<b>1,064</b>	<b>-2%</b>	<b>917</b>	<b>1,278</b>	<b>1,278</b>	<b>1,064</b>	<b>-17%</b>
<b>NPAT</b>	<b>818</b>	<b>831</b>	<b>2%</b>	<b>690</b>	<b>1,053</b>	<b>943</b>	<b>831</b>	<b>-12%</b>

## Well-maintained Asset Quality with Improved Cost to Income Ratio

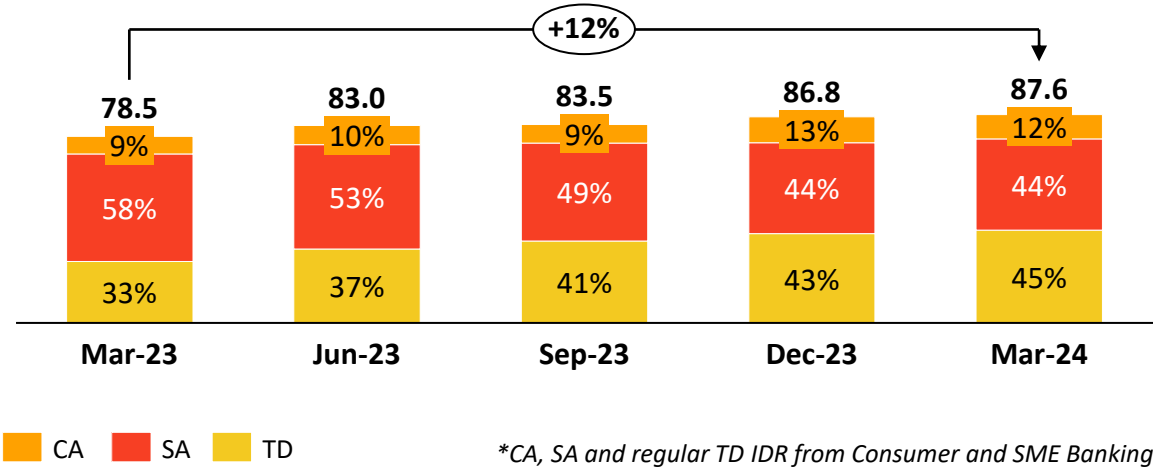
In %	1Q23	1Q24	YoY	2Q23	3Q23	4Q23	1Q24	QoQ
NIM	8.4	7.7	-0.7	8.1	8.1	8.0	7.7	-0.3
CoC	2.5	2.8	0.3	2.6	2.0	2.4	2.8	0.4
Risk-adjusted NIM	5.9	4.9	-1.0	5.5	6.1	5.6	4.9	-0.7
Cost to Income	54.9	52.2	-2.7	56.4	54.3	53.3	52.2	-1.1
CASA Ratio	58.8	48.9	-9.9	56.0	51.7	52.3	48.9	-3.4
RIM	94.7	98.5	3.8	100.5	101.0	97.3	98.5	1.2
NPL Gross	2.4	2.2	-0.2	2.3	2.3	2.2	2.2	0.0
Loan Loss Coverage (LLC)	254.2	261.8	7.6	259.9	252.7	265.9	261.8	-4.1
Loan at Risk Coverage incl. COVID <sup>1)</sup>	48.3	48.1	-0.2	47.2	48.0	50.0	48.1	-1.9
ROAA	1.6	1.5	-0.1	1.4	2.0	1.8	1.5	-0.3
ROAE	7.8	7.5	-0.3	6.6	9.9	8.6	7.5	-1.1
CAR – Consolidated	28.5	26.1	-2.4	28.2	28.4	27.5	26.1	-1.4

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

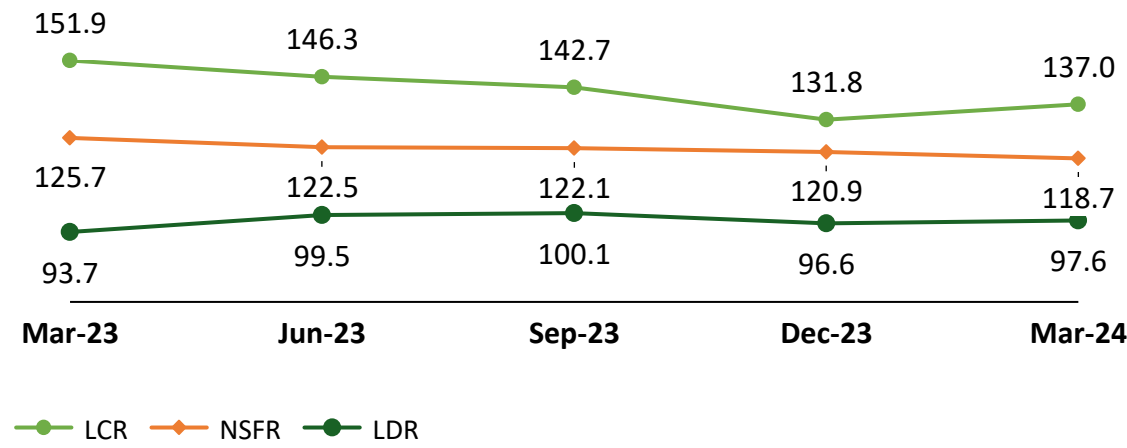


# Growing Trend in Granular Funding with Strong Capital Structure

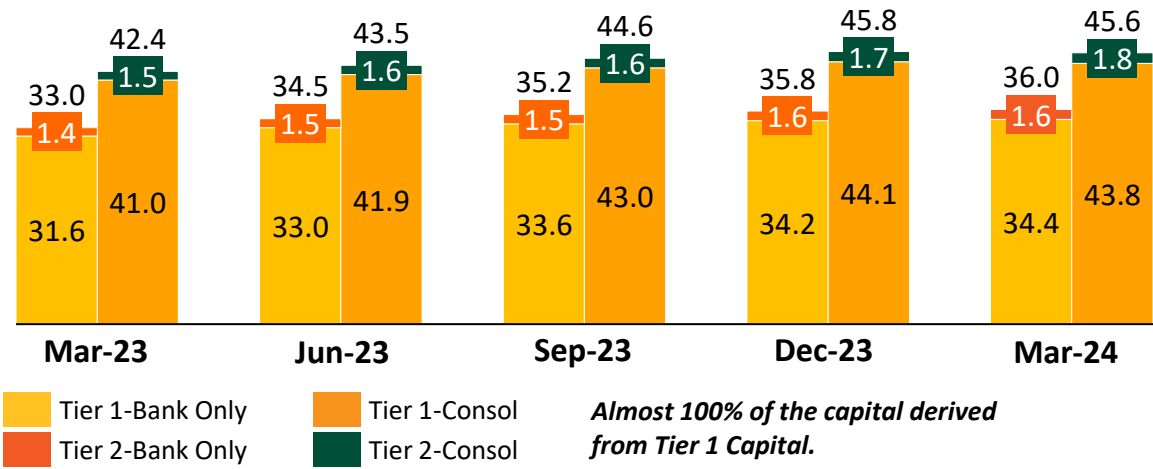
Strong Focus on Granular Funding\* (Rp tn)



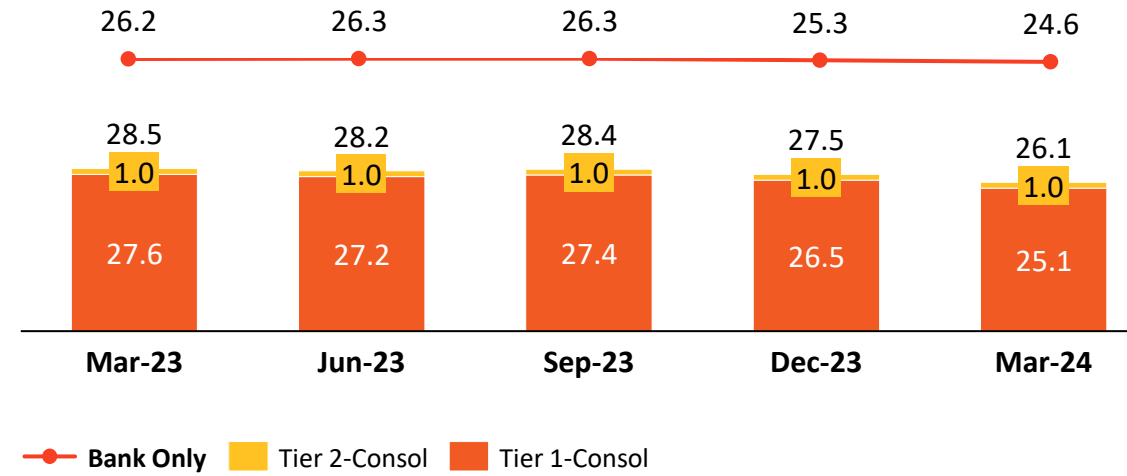
LCR, NSFR & LDR (%)



Tier 1 and Tier 2 Consolidated Capital

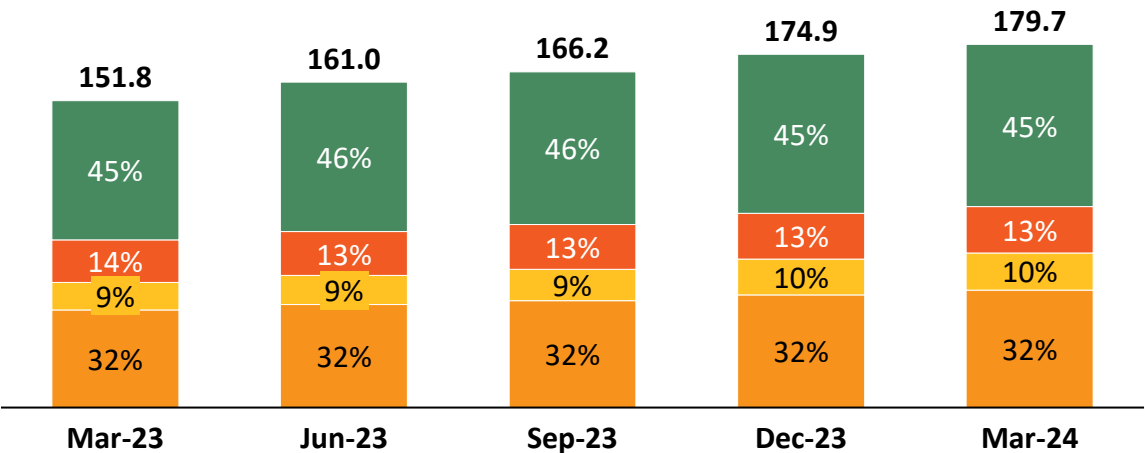


Capital Adequacy Ratio (%)



# Growth in All Business Engines with well Diversified Portfolio Across Economic Sectors

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



1) Trade finance includes marketable securities.

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

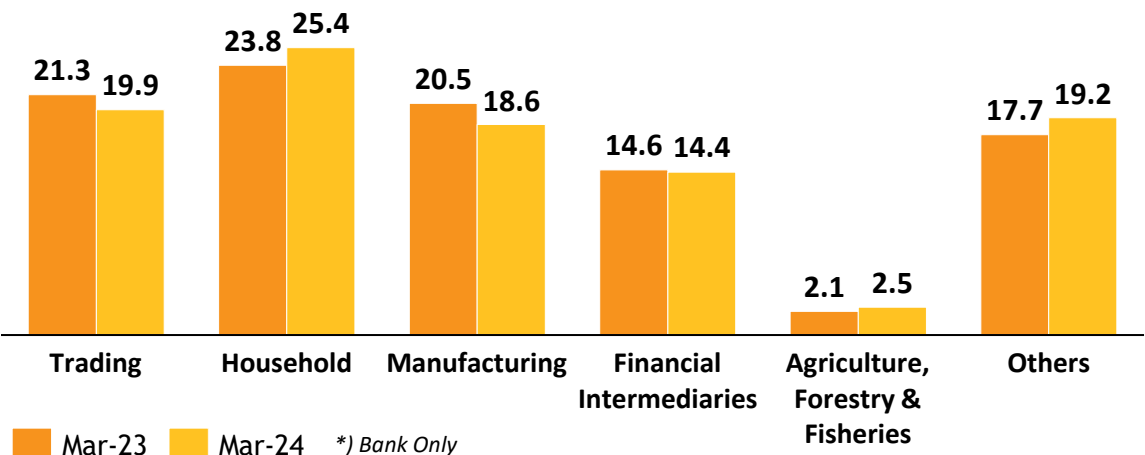
	Rp bn	Mar-23	Mar-24	YoY	Dec-23	QoQ
Wholesale Business	EB <sup>2)</sup> & FI	68,866	80,247	17%	78,844	2%
	SME	21,256	22,948	8%	22,644	1%
Consumer Business	Consumer <sup>3)</sup>	13,399	18,376	37%	17,668	4%
	Adira Finance	48,295	58,150	20%	55,727	4%
Total		151,816	179,721	18%	174,882	3%

1) Trade finance includes marketable securities.

2) Enterprise Banking: Commercial and Corporate.

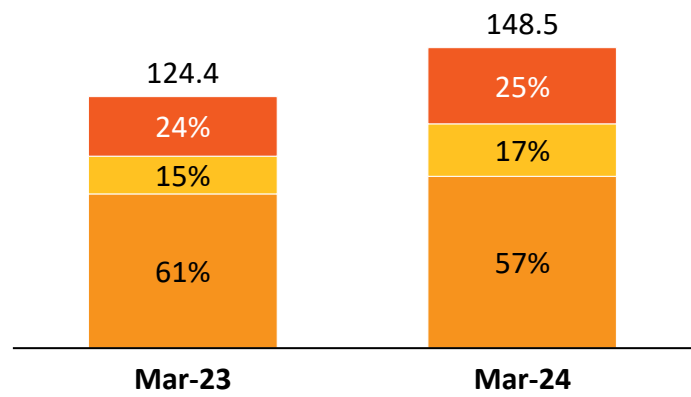
3) Consumer: Mortgage, Unsecured Personal Loan, Credit Card, and Others.

Loans by Sector (% of total loans)\*



\*) Bank Only

Loans by Purpose (Rp tn)\*



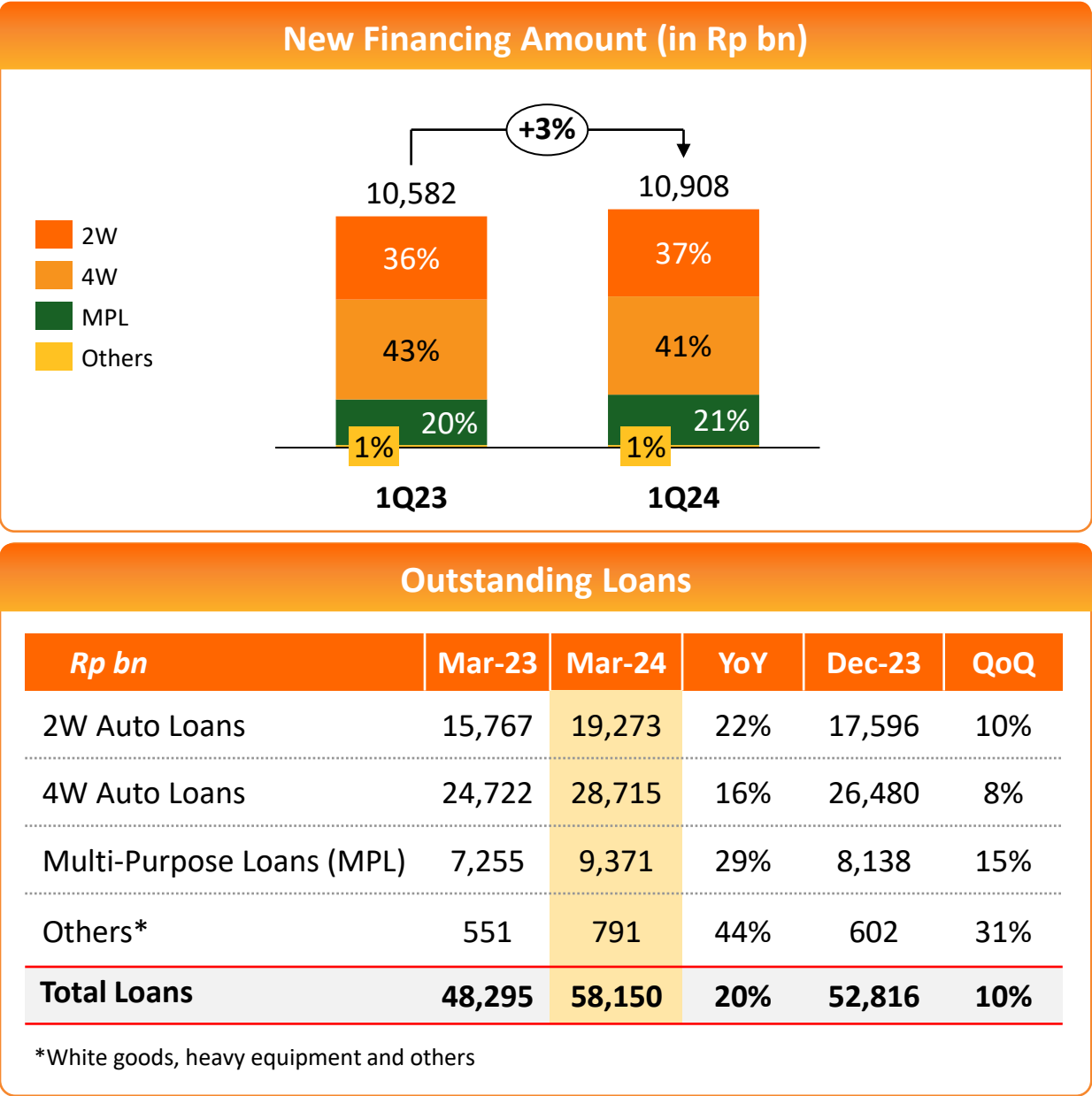
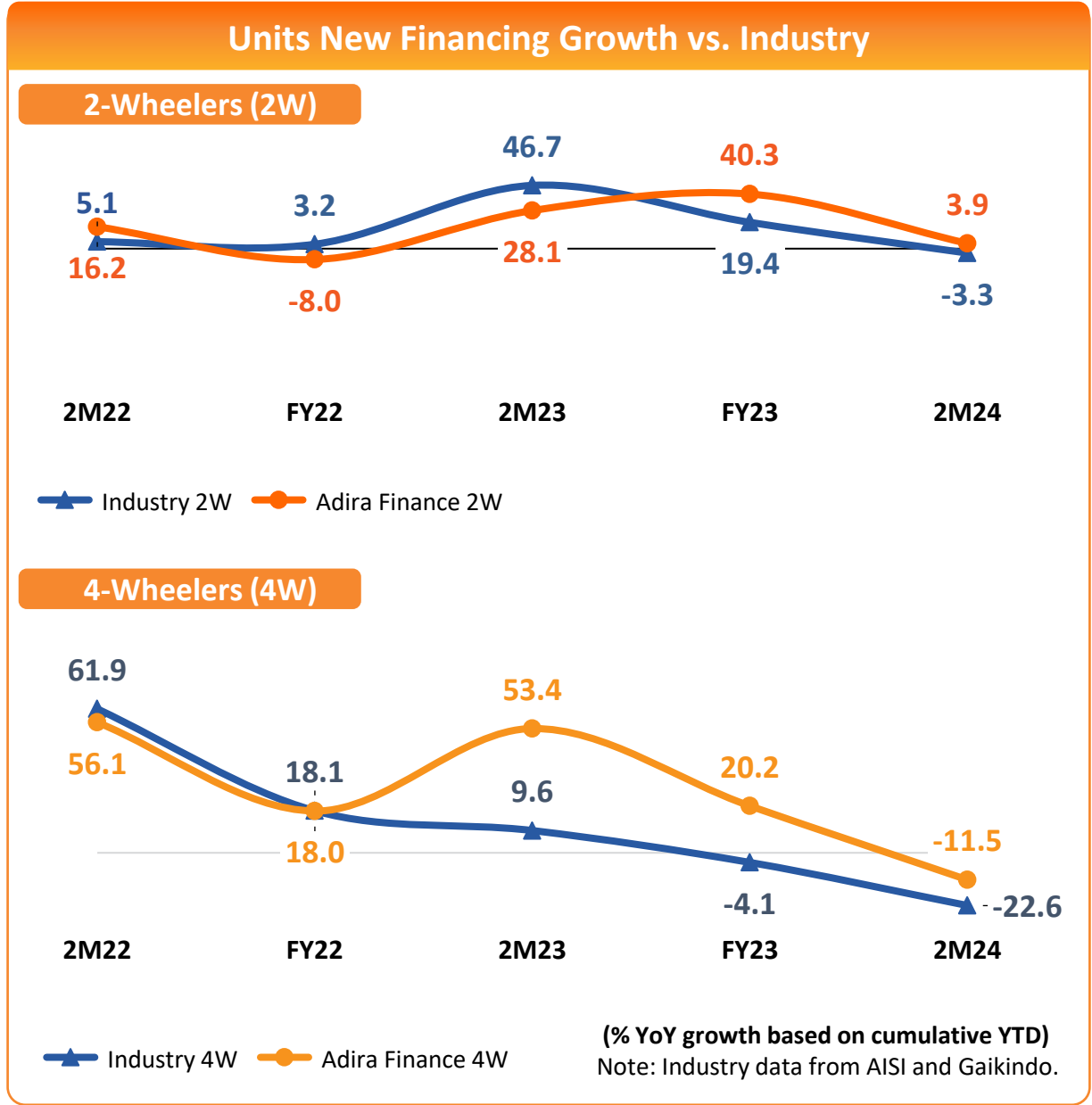
\*) Bank Only

Working Capital

Investment

Consumer

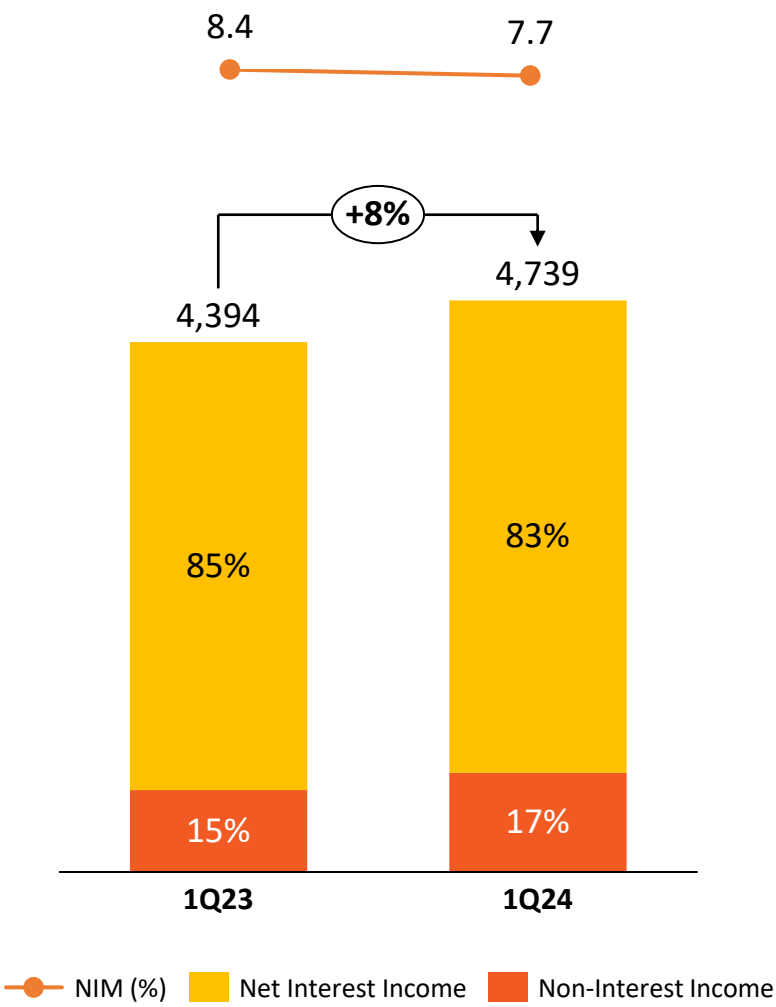
# Steady Improvement Trend in Adira Finance New Financing





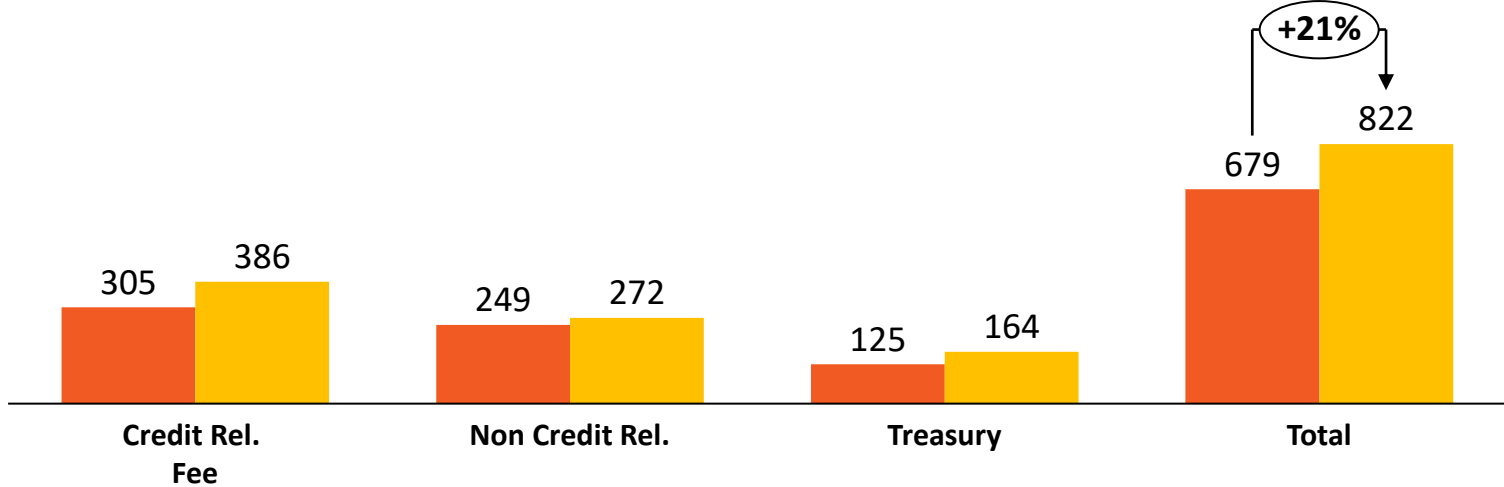
# Robust YoY growth in Non-Interest Income

Revenue Composition (Rp bn)

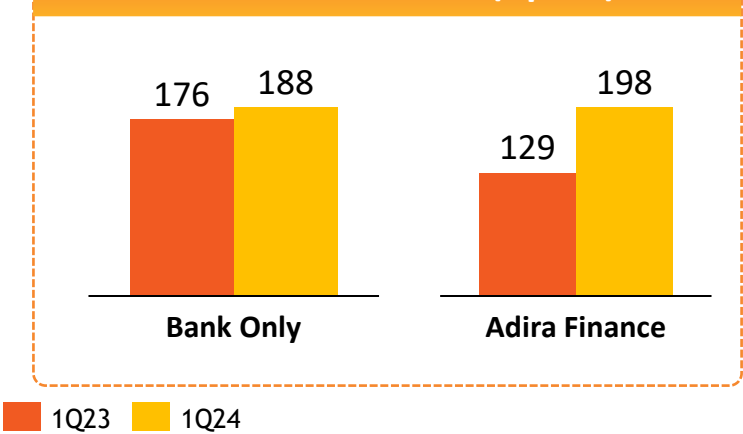


Non-Interest Income (Rp bn)

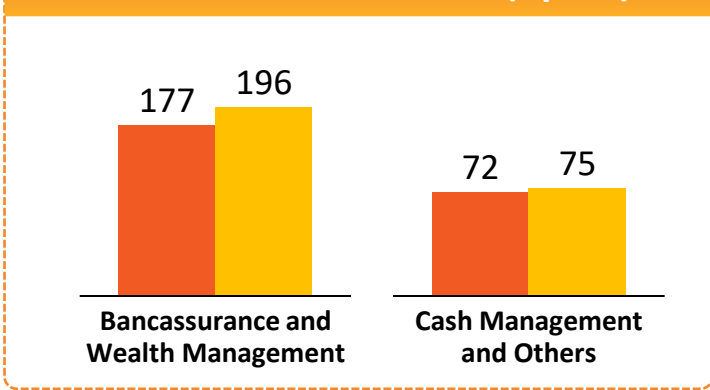
21% YoY Growth in Non-Interest Income mainly driven by credit related fees, in line with increase in loan balance



Credit Related Fee (Rp bn)

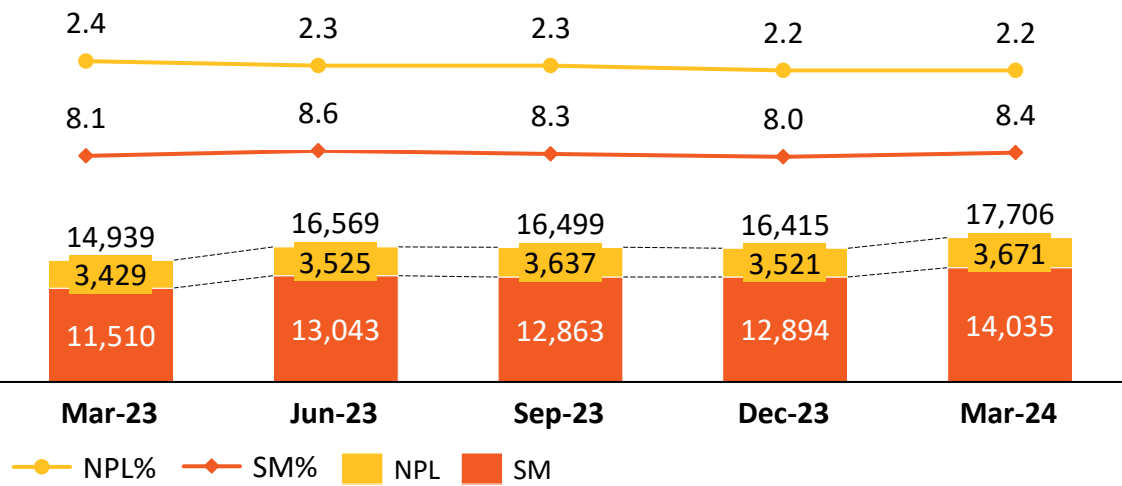


Non-Credit Related Fee (Rp bn)

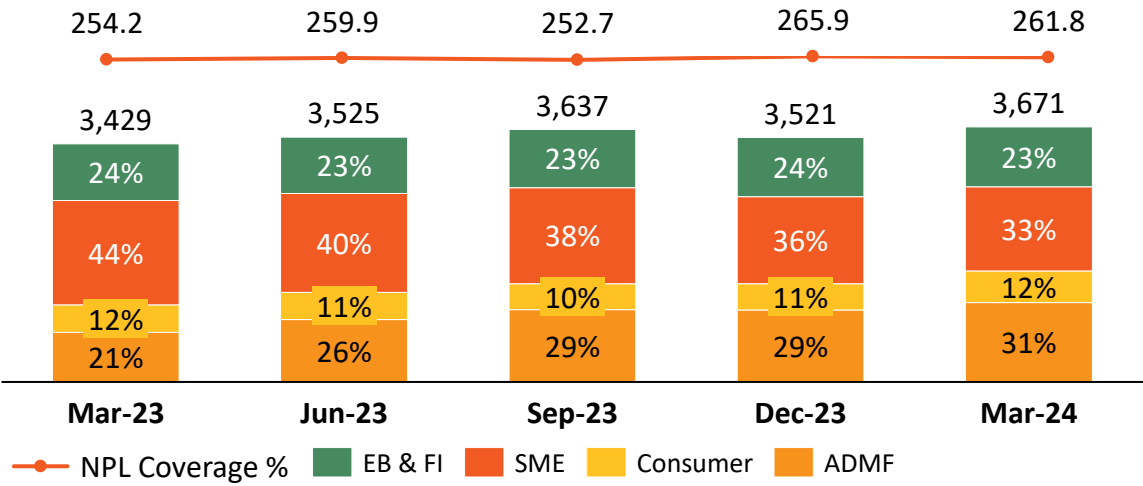


# Healthy Asset Quality combined with strong NPL Coverage Ratio

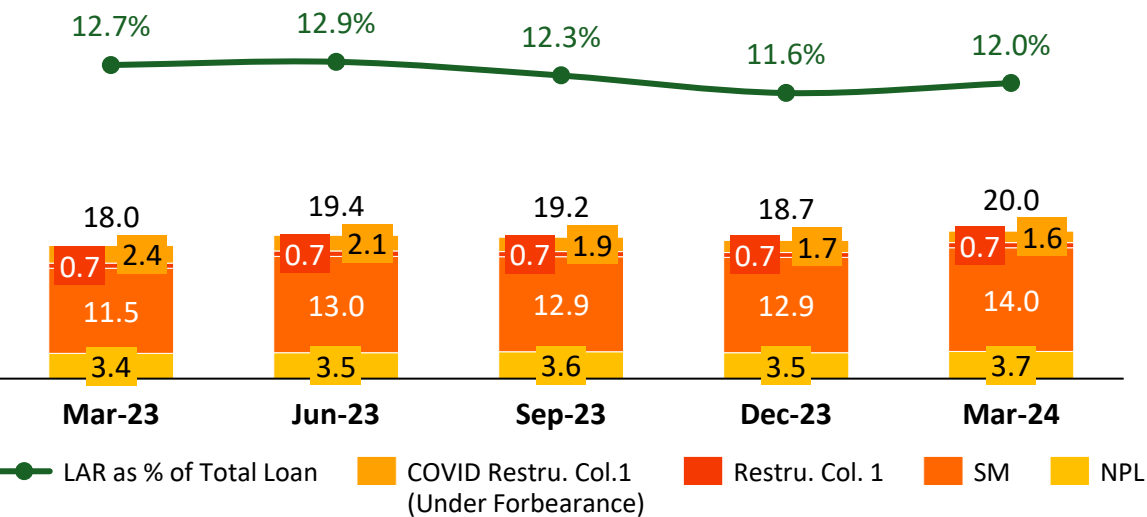
NPL & SM: Ratio (%) & Amount (Rp bn)



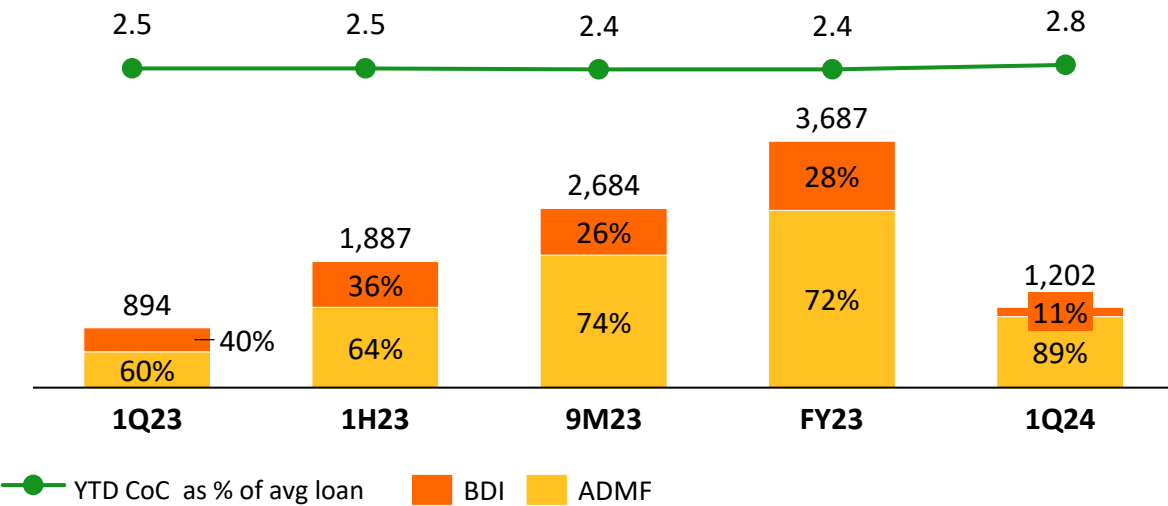
NPL Coverage: Ratio (%), Amount & Composition (%)



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



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



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Strategy Highlights

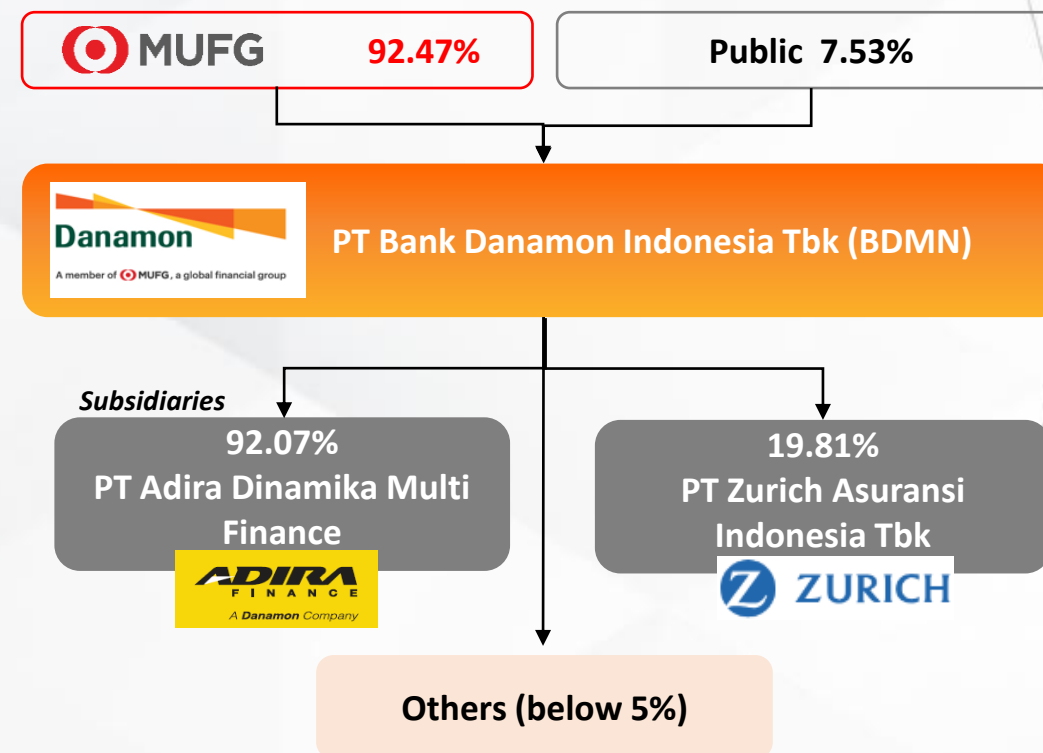
Financial Highlights

Appendix



## Company Overview

Proven Track Record	Established on 16 July 1956 ~ 67 Years of Operations	
Stable Credit Ratings	Fitch Ratings : BBB Pefindo : idAAA	
Robust Capitalization	Bank Only : Rp 36.0 Tn Consolidated : Rp 45.6 Tn	
Extensive Network Across Indonesia	~ 856 Total Branch Offices across 34 provinces	
	Danamon : 384 Adira Finance : 472	
	ATMs & CDMs : 1,210 (60,000 incl. ATM Bersama, PRIMA and ALTO Network)	
Resilient Resources and Talents	~ 26,034 Total Employees Danamon : 8,627 Adira Finance : 17,407	



## Corporate Milestone

Established in 1956 as Bank Kopra and **changed name to PT Bank Danamon Indonesia in 1976**

Merged with 8 Local Banks in 2000 and **completed acquisition by Temasek in 2003**

**Completed acquisition by MUFG, merged with Bank Nusantara Parahyangan (BNP), and sold the majority stake in Adira Insurance (now Zurich Asuransi Indonesia) in 2019**

Became Foreign Exchange Bank in 1988 & **IPO in the Jakarta Stock Exchange in 1989**

Initiated **acquisition of Adira Finance & Adira Insurance in 2004**

**Fund placement in Garuda Fund (Venture Fund) in 2023. Thru subsidiary Adira Finance, along with MUFG, has acquired Home Credit Indonesia (Oct 2023) and Mandala Finance (Mar 2024)**

## Member of Board of Commissioners



**Yasushi Itagaki**  
President Commissioner



**Halim Alamsyah**  
Vice President Commissioner (Independent)



**Nobuya Kawasaki**  
Commissioner



**Dan Harsono**  
Commissioner



**Peter Benjamin Stok**  
Independent Commissioner



**Hedi Maria Helena Lopian**  
Independent Commissioner

## Member of Board of Directors



**Daisuke Ejima**  
**President Director**



**Honggo Widjojo Kangmasto**  
**Vice President Director**



**Hafid Hadeli**  
**Vice President Director**



**Herry Hykmanto**  
**Syariah Director**



**Rita Mirasari**  
**Compliance Director**



**Dadi Budiana**  
**Risk Management Director**



**Muljono Tjandra**  
**Finance Director**



**Thomas Sudarma**  
**EBFI Director**



**Jin Yoshida\***  
**Global Alliance Strategy Director**

*\*effective upon passing the Fit and Proper Test from OJK*



# Highlighted Events in 1Q24



## BUSINESS COLLABORATION & PARTNERSHIP



### Automotive Ecosystem

Official Partner of International Indonesia Motor Show (IIMS) 2024, in collaboration with Adira Finance and support from MUFG.

15-25 February 2024



### Danamon Syariah Travel Fair

The program was meant to facilitate the needs of pilgrims in preparing for Hajj and Umrah, by providing various promotions and financial solutions.

21-24 March 2024



## CUSTOMER ENGAGEMENT

### Danamon Optimal

The largest wedding exhibition in Indonesia, Danamon is the main sponsor for Bridestory Market 2024.

1-4 February 2024



## SUSTAINABILITY



### Waste Management Program

Danamon Peduli Program – provide organic waste shredding machines for 3 People's Markets in Yogyakarta.

15 March 2024



# Danamon

A member of  MUFG, a global financial group

# THANK YOU

Investor Relations

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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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