



A member of  MUFG



PT Bank Danamon Indonesia Tbk

**Investor & Analyst Briefing
1H24 Financial Results**

Jakarta, 30 July 2024



Table of Content



Strategy Highlights

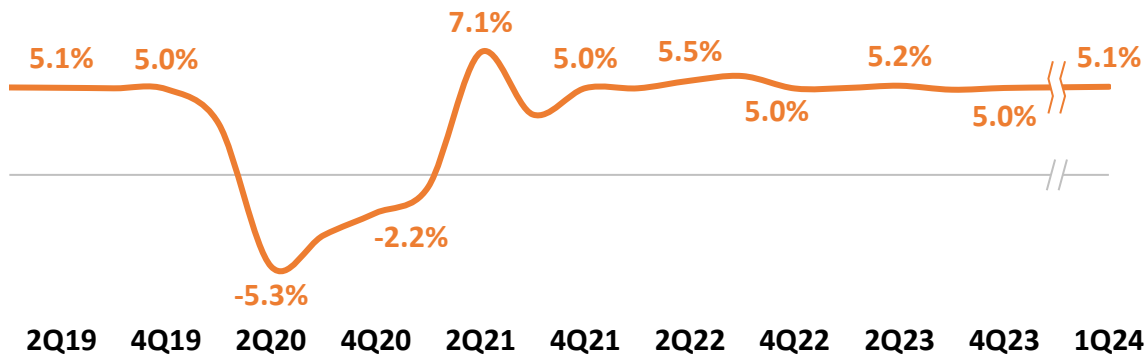
Financial Highlights

Appendix



Macroeconomy Indonesia has seen stable GDP growth since 2021

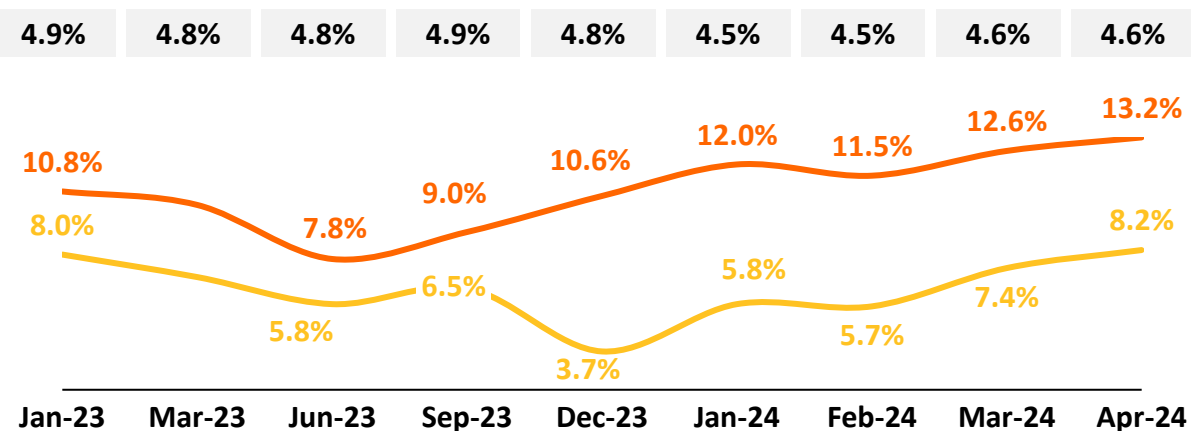
Real GDP Growth (% YoY)



Banking

Industry's Loan Growth continues exceeding Funding Growth, resulting in NIM compression for the industry¹

Industry Lending and Funding Growth (% YoY) — Lending — Funding — NIM

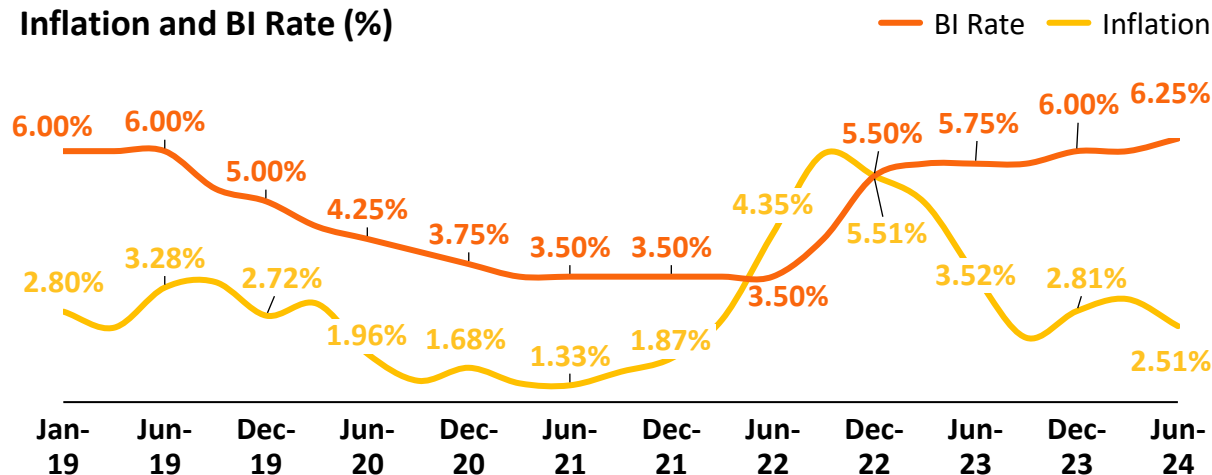


¹) Industry: Commercial Banks

Macroeconomy and Industry Update

Macroeconomy Inflation back below 3%, amidst higher interest rate environment since end of 2022

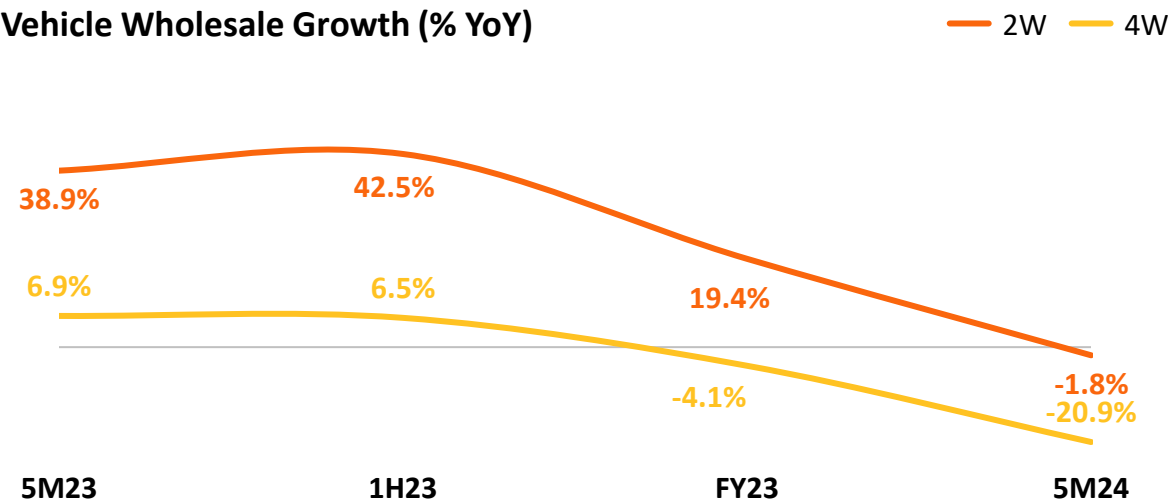
Inflation and BI Rate (%)



Multifinance

Slow down in automotive sales starting from the 2nd half of 2023

Vehicle Wholesale Growth (% YoY) — 2W — 4W



Danamon Strategic Overview: 1H24 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 ▲ 15% YoY

Funding ▲ 15% YoY

NPAT ▼ 4% YoY

Highlighted Metrics (YoY change)

Granular Funding **Rp91.6 Tn** ▲ 10.4% YoY

Risk-adjusted NIM **4.8%** ▼ 0.9 p.p YoY

PPOP **Rp4.3 Tn** ▲ 9.6% YoY

NPL Coverage Ratio **263.2%** ▲ 3.3% YoY

Focus on targeted "Ecosystem"

Automotive Ecosystem

Business Synergy

Loan Disbursement (Rp bn)

Period	Retail Financing	Non-Retail Financing	Total
1H23	1,000	448	1,448
1H24	1,200	782	1,982

X

A member of MUFG | Danamon Company

Business Collaboration

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

Joint event between Danamon and Adira Finance across region...

Visitor ▲ 12% YoY

Trx Volume ▲ 5% YoY

New Credit Card Accounts ▲ 49% YoY

BYD Test Drive and Customer Gathering

“BYD Test drive for employee & customers, incl. customer gathering”

Hajj and Umroh Ecosystem

of Travel Companies

▲ 16% QoQ

Funding Balance

▲ 60% QoQ

FX Income

▲ 2% QoQ

Highlighted activities to strengthen Hajj and Umroh proposition

- Soft launching “Danamon BISA Haji” in June, financing product for Special Hajj
- Open booth in Manasik events in Surabaya, Semarang, Bekasi and Jakarta

Real Estate Ecosystem thru Japanese Developers

Real Estate (RE) Loan for Japanese Developers

+177% YoY

17

Japanese Developers

39

Residential Projects

New Projects in 1H24

Morizono by SUMITOMO FORESTRY

Happiness Grows from Trees

Kemang Eminence by Hankyu Hanshin Properties Corp.

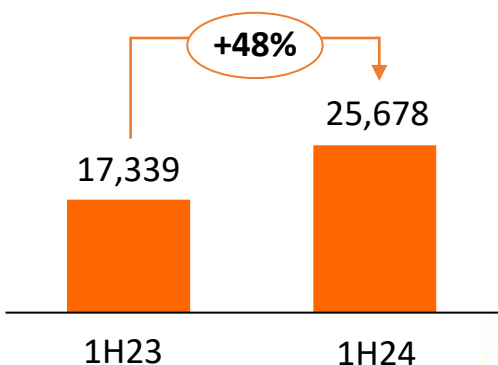
B Foundation for Financial Group – new business incubation & inorganic growth

Expanding synergy and building new opportunities

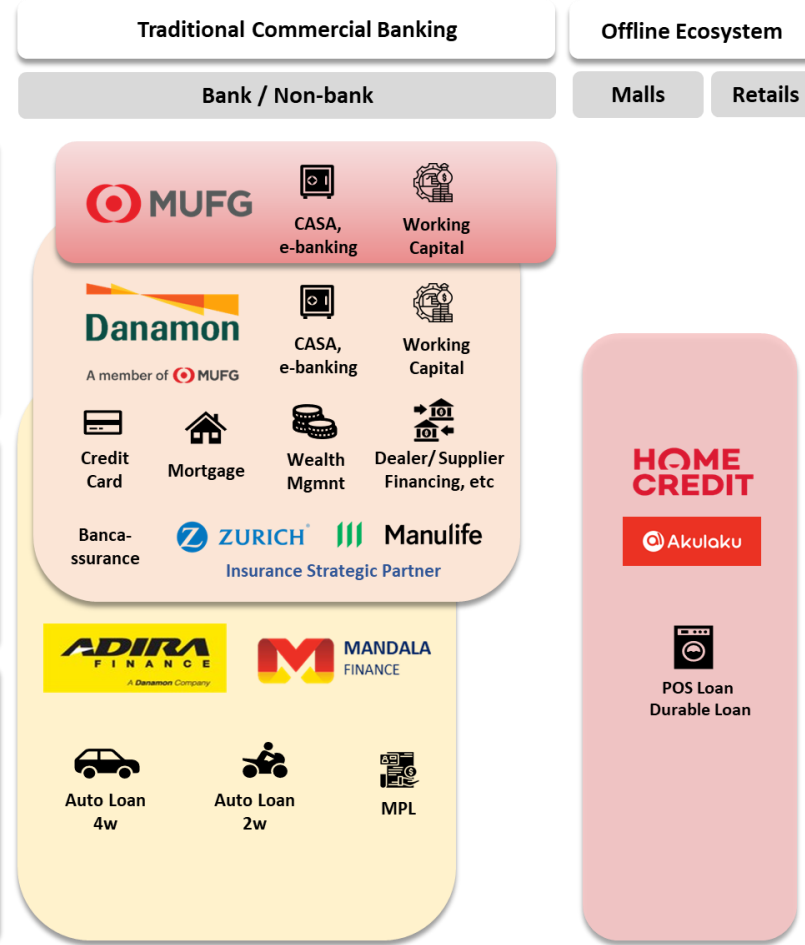
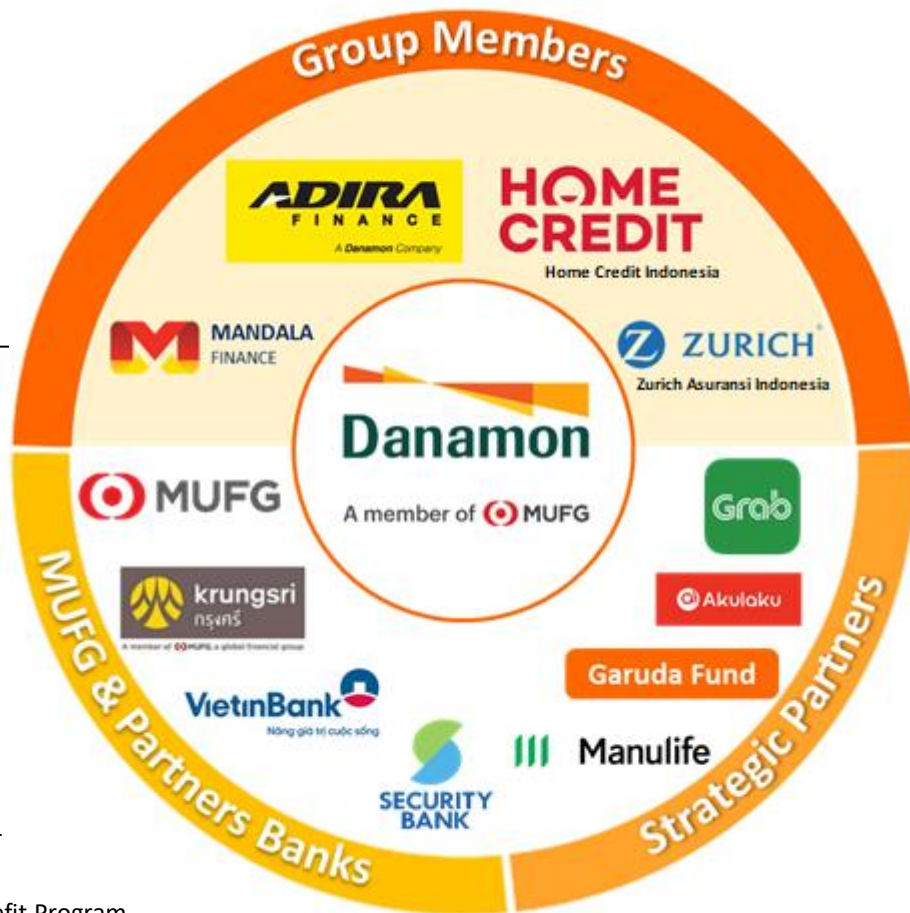
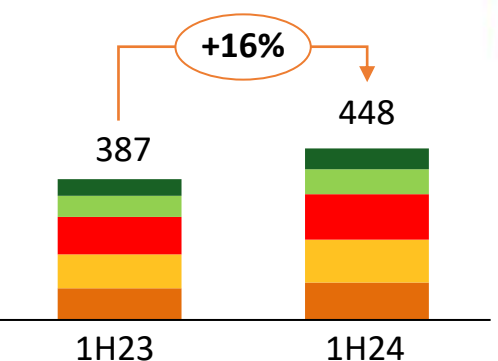
Grow as a Financial Group

- Danamon continues expanding its strategic synergy, by venturing beyond its banking capabilities (stand-alone basis).
- In addition to the traditional cross-selling within core banking business, Danamon executes diverse ways to capture business opportunities with MUFG members and strategic partners as a financial group.

Synergy Loan, Rp bn



of Synergy deals, accumulated



■ Financial Supply Chain
 ■ Employee Benefit Program
 ■ EB Bilateral Loan
 ■ Sharia Finance
 ■ CASA, etc.

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

D-Bank PRO for our Individual Customers



New Features Launched

- 1 Purchase Zurich travel insurance
- 2 Apply virtual debit card for online transactions
- 3 Mutual Funds transaction through D-Bank Pro (subscription, redemption, and switching)

Danamon Cash Connect for our Business Customers



New Features Launched

BPJS Ketenagakerjaan (BPJSTK) Payment



“ Danamon provides solutions for BPJSTK’s contribution payment ”

Continue to invest in building our foundation

Branch Network as Physical Presence for our Customer



Stronger Customer Engagement in Branches

159 Community Events at Transformed Branches

People – Let’s GROW



- **Global Exposure:** >50 collaborative L&D* initiatives with MUFG and Partner Banks
- **Rise to Excellence:** Continuous learning thru offline and online platforms
- **Own your Future:** 142 fresh graduate in mgmt., sales, technology programs (1H24)
- **Wellness and Wellbeing:** 18 sports and arts activities for employees



*L&D: Learning and Development

Table of Content



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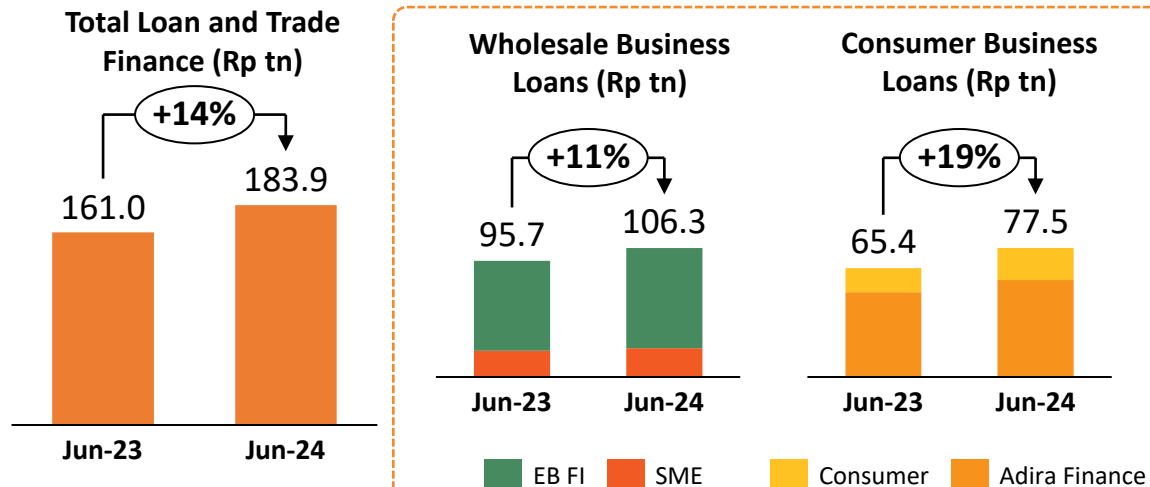
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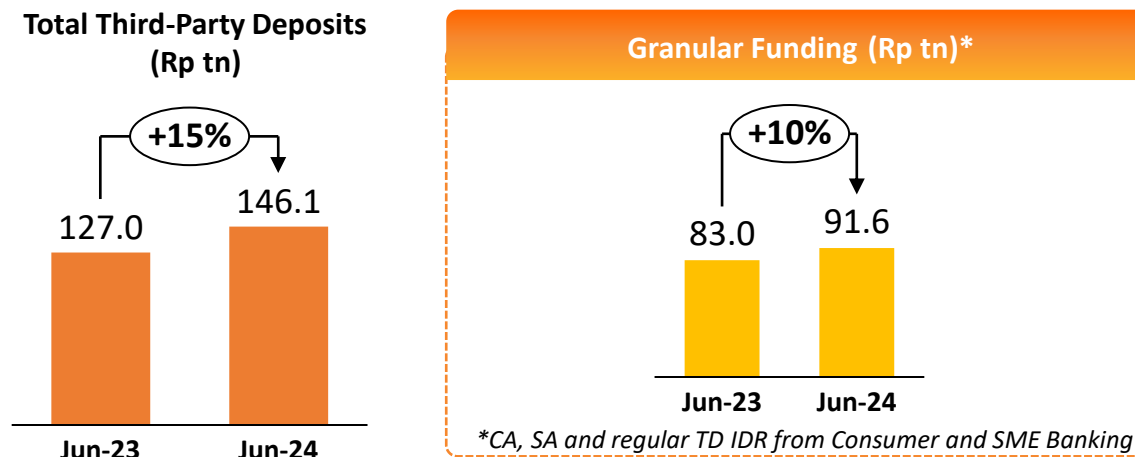


Maintained Double-Digit Growth Trend in Loan and Funding

Strong Growth in All 4 Business Engines

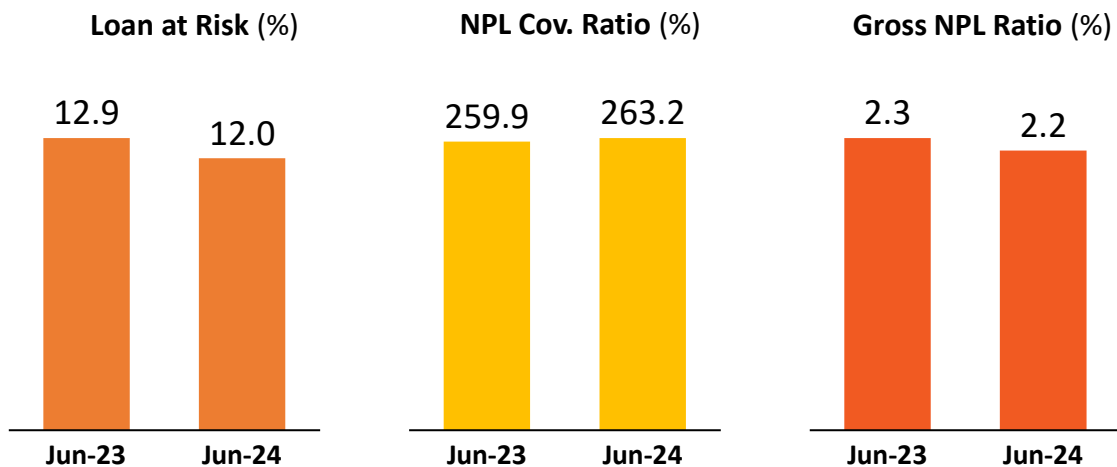


Robust Liquidity & Funding Growth



While funding growth shifted to TD due to higher interest rate environment, **Granular Funding** also grew by 10% YoY.

Healthy Asset Quality



Sustainable Profitability



Robust Assets Growth

In Rp bn	Jun-23	Jun-24	YoY	Sep-23	Dec-23	Mar-24	Jun-24	QoQ
Total Assets	203,934	231,916	14%	208,277	221,305	226,562	231,916	2%
Total Loan Portfolio and Trade Finance ¹⁾	161,033	183,852	14%	166,183	174,882	179,721	183,852	2%
Government Bonds	18,149	18,843	4%	14,186	16,318	18,163	18,843	4%
Total Funding	140,806	167,052	19%	144,491	155,447	160,982	167,052	4%
CASA	71,094	67,254	-5%	67,372	73,444	69,990	67,254	-4%
Time deposits	55,892	78,796	41%	62,889	66,988	73,221	78,796	8%
Borrowings and LT. Funding	13,820	21,002	52%	14,230	15,015	17,770	21,002	18%
Equity	47,331	49,342	4%	48,289	49,237	48,824	49,342	1%

1) Trade Finance includes marketable securities.

Higher YoY Operating Income and PPOP

In Rp bn	1H23	1H24	YoY	3Q23	4Q23	1Q24	2Q24	QoQ
Net Interest Income	7,439	7,819	5%	3,857	3,916	3,917	3,902	0%
Non Interest Income	1,331	1,613	21%	687	974	822	792	-4%
Operating Income	8,770	9,432	8%	4,544	4,890	4,739	4,693	-1%
Operating Expenses	(4,880)	(5,168)	6%	(2,469)	(2,608)	(2,473)	(2,695)	9%
PPOP	3,890	4,265	10%	2,075	2,281	2,266	1,999	-12%
Cost of Credit	(1,887)	(2,417)	28%	(797)	(1,003)	(1,202)	(1,216)	1%
Operating Profit	2,004	1,847	-8%	1,278	1,278	1,064	783	-26%
NPAT	1,508	1,455	-4%	1,053	943	831	624	-25%

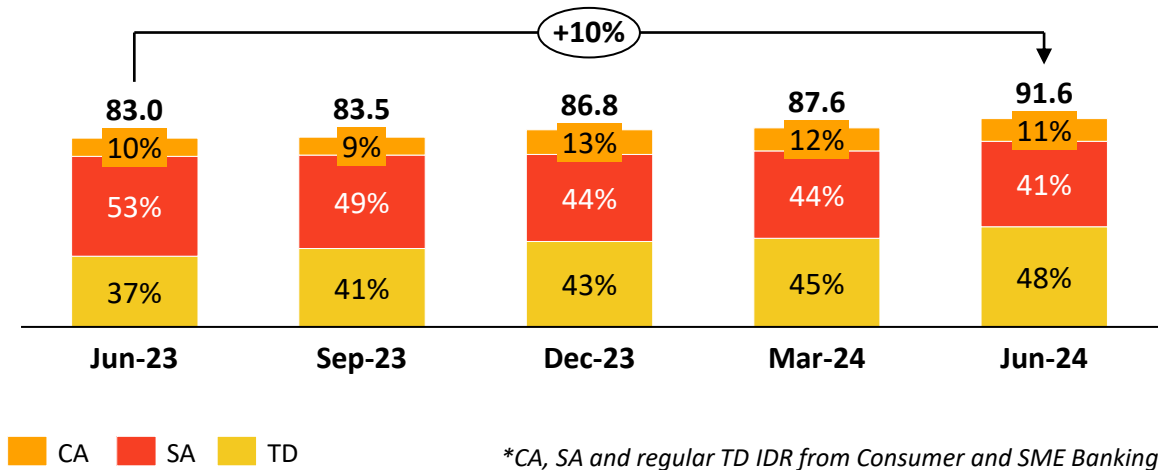
High NPL Coverage Coupled by Steady Asset Quality

In %	1H23	1H24	YoY	3Q23	4Q23	1Q24	2Q24	QoQ
NIM	8.3	7.6	-0.7	8.1	8.0	7.7	7.4	-0.3
CoC	2.5	2.8	0.3	2.0	2.4	2.8	2.8	0.0
Risk-adjusted NIM	5.7	4.8	-0.9	6.1	5.6	4.9	4.6	-0.3
Cost to Income	55.6	54.8	-0.8	54.3	53.3	52.2	57.4	5.2
CASA Ratio	56.0	46.0	-10.0	51.7	52.3	48.9	46.0	-2.9
RIM	100.5	99.8	-0.7	101.0	97.3	98.5	99.8	1.3
NPL Gross	2.3	2.2	-0.1	2.3	2.2	2.2	2.2	0.0
Loan Loss Coverage (LLC)	259.9	263.2	3.3	252.7	265.9	261.8	263.2	1.4
Loan at Risk Coverage incl. COVID ¹⁾	47.2	47.2	0.0	48.0	50.0	48.1	47.2	-0.9
ROAA	1.5	1.3	-0.2	2.0	1.8	1.5	1.1	-0.4
ROAE	7.3	6.6	-0.7	9.9	8.6	7.5	5.7	-1.8
CAR – Consolidated	28.2	25.9	-2.3	28.4	27.5	26.1	25.9	-0.2

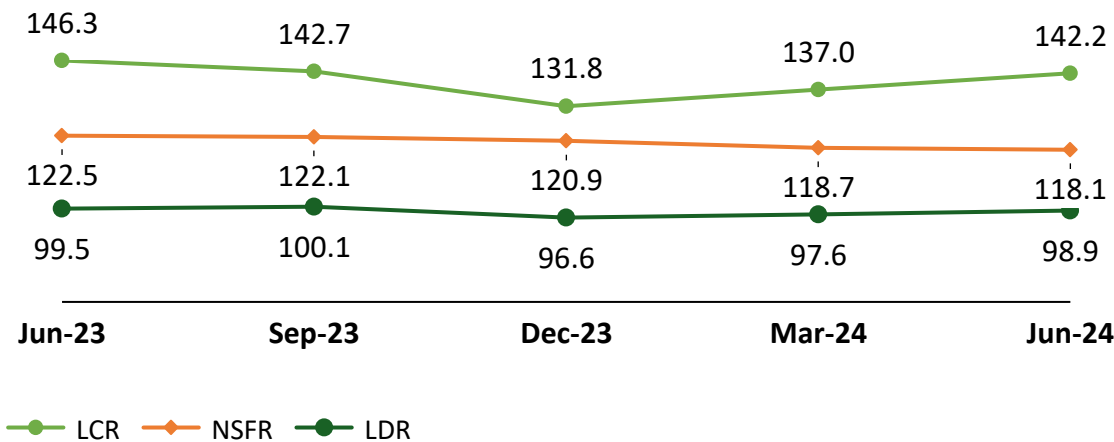
1) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

Growing Granular Funding while Capital Structure Remains Robust

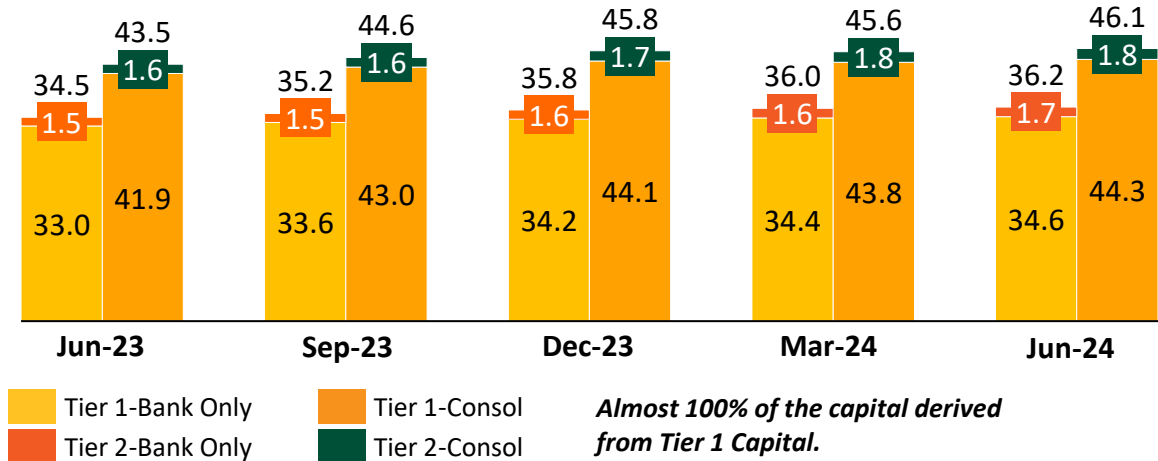
Strong Focus on Granular Funding* (Rp tn)



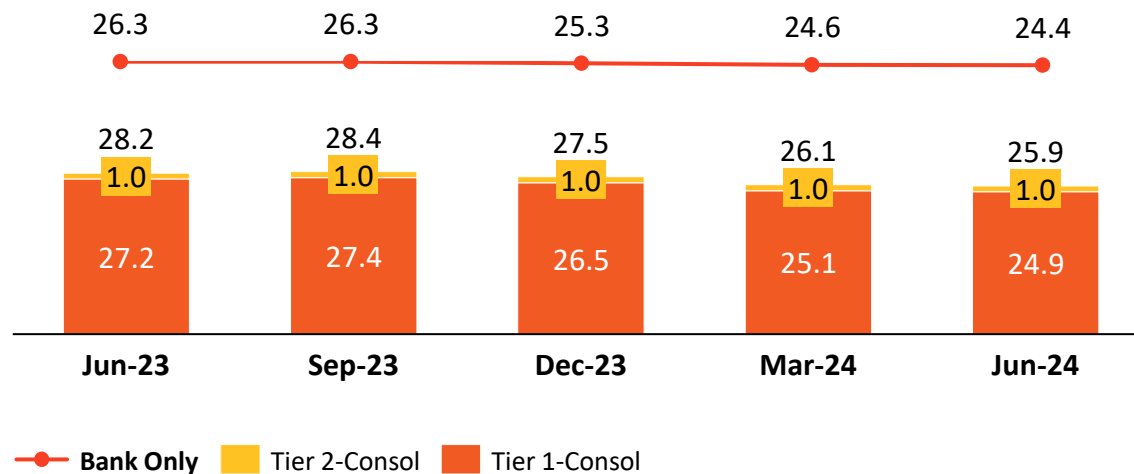
LCR, NSFR & LDR (%)



Tier 1 and Tier 2 Consolidated Capital (Rp tn)

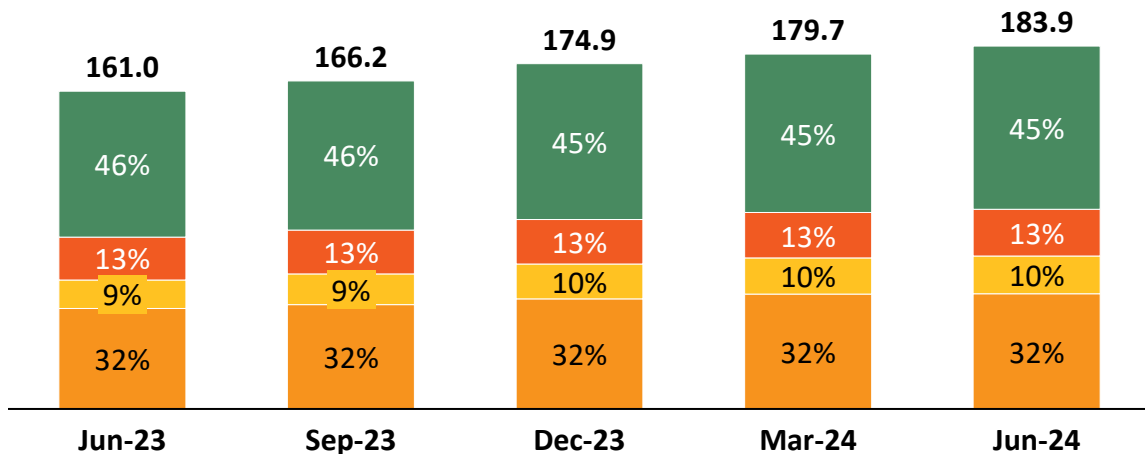


Capital Adequacy Ratio (%)



Loan Growth in All 4 Business Engines with Well Diversified Distribution Across Sectors

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



1) Trade finance includes marketable securities.

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

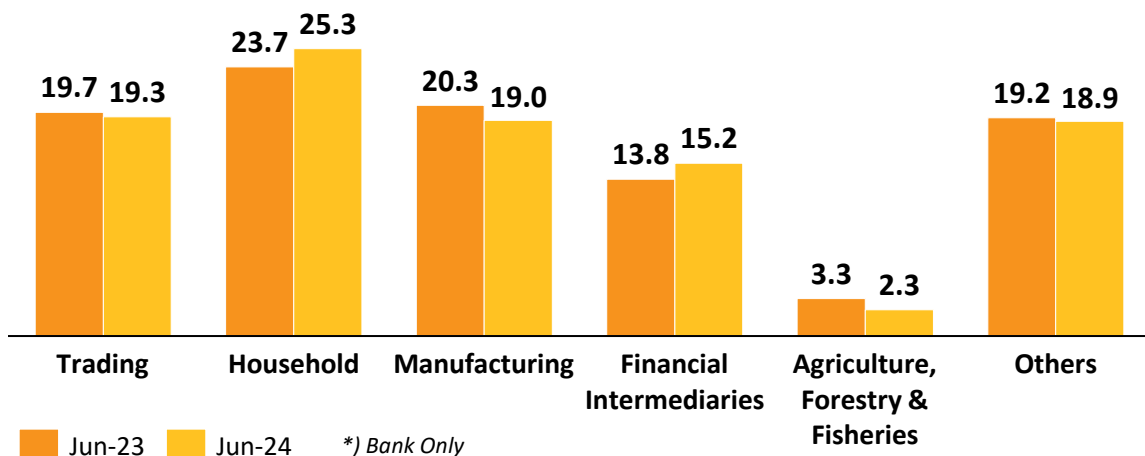
	Rp bn	Jun-23	Jun-24	YoY	Mar-24	QoQ
Wholesale Business	EB ²⁾ & FI	74,026	82,699	12%	80,247	3%
	SME	21,637	23,643	9%	22,948	3%
Consumer Business	Consumer ³⁾	14,242	19,156	32%	18,376	4%
	Adira Finance	50,878	58,354	15%	58,150	0%
Total		161,003	183,852	14%	179,721	2%

1) Trade finance includes marketable securities.

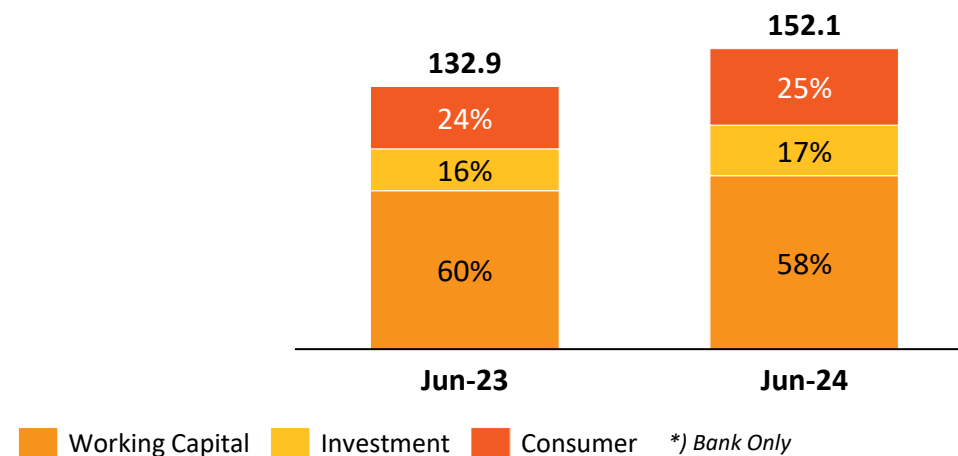
2) Enterprise Banking: Commercial and Corporate.

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

Loans by Sector (% of total loans)*



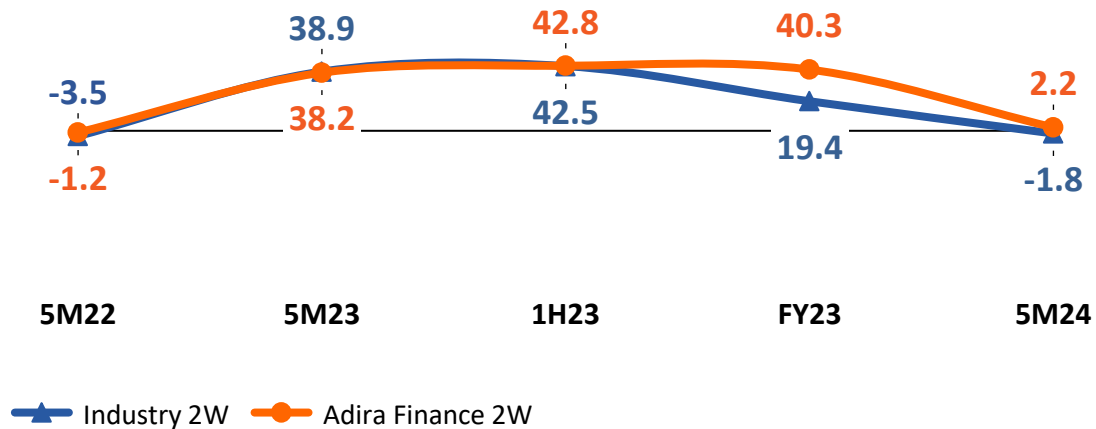
Loans by Purpose (Rp tn)*



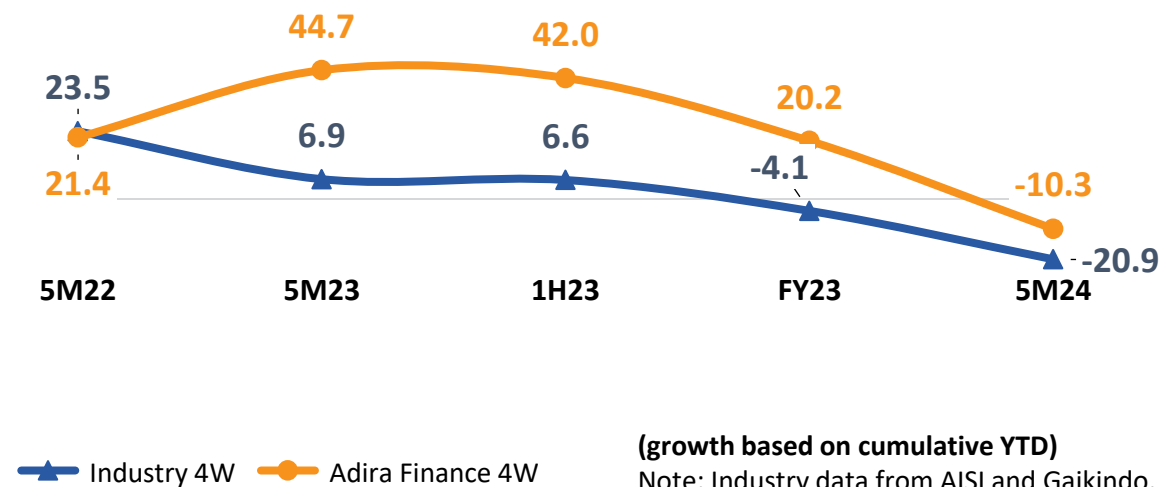
Prudently Expanding the New Financing amidst Weakening Industry and Demand

Units New Financing Growth vs. Industry (% YoY)

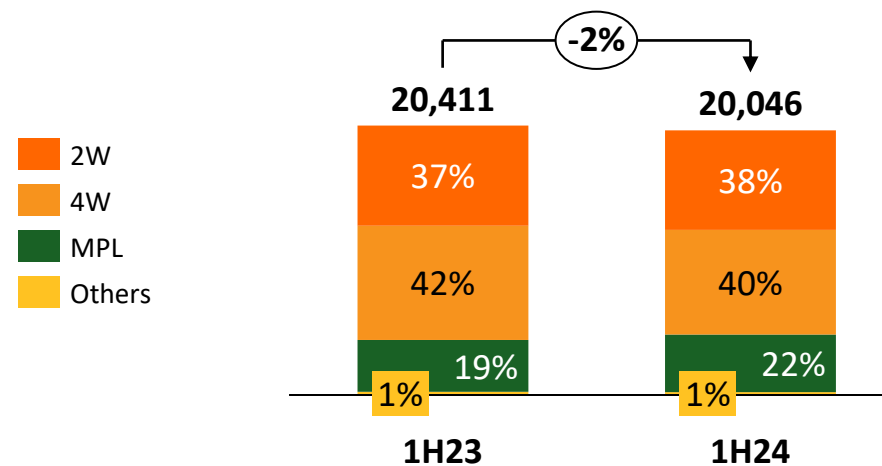
2-Wheelers (2W)



4-Wheelers (4W)



New Financing Amount (Rp bn)



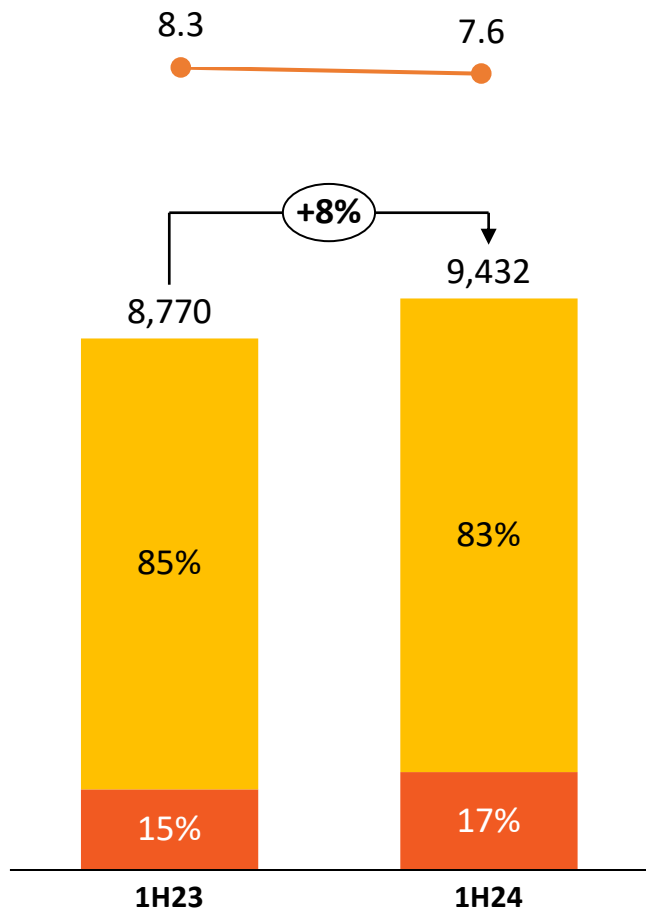
Outstanding Loans

Rp bn	Jun-23	Jun-24	YoY	Mar-24	QoQ
2W Auto Loans	16,792	19,403	16%	19,273	1%
4W Auto Loans	25,803	28,356	10%	28,715	-1%
Multi-Purpose Loans (MPL)	7,705	9,694	26%	9,371	3%
Others*	578	901	56%	791	14%
Total Loans	50,878	58,354	15%	58,150	0%

*White goods, heavy equipment and others

Non-Interest Income Growth resulted in Higher Operating Income

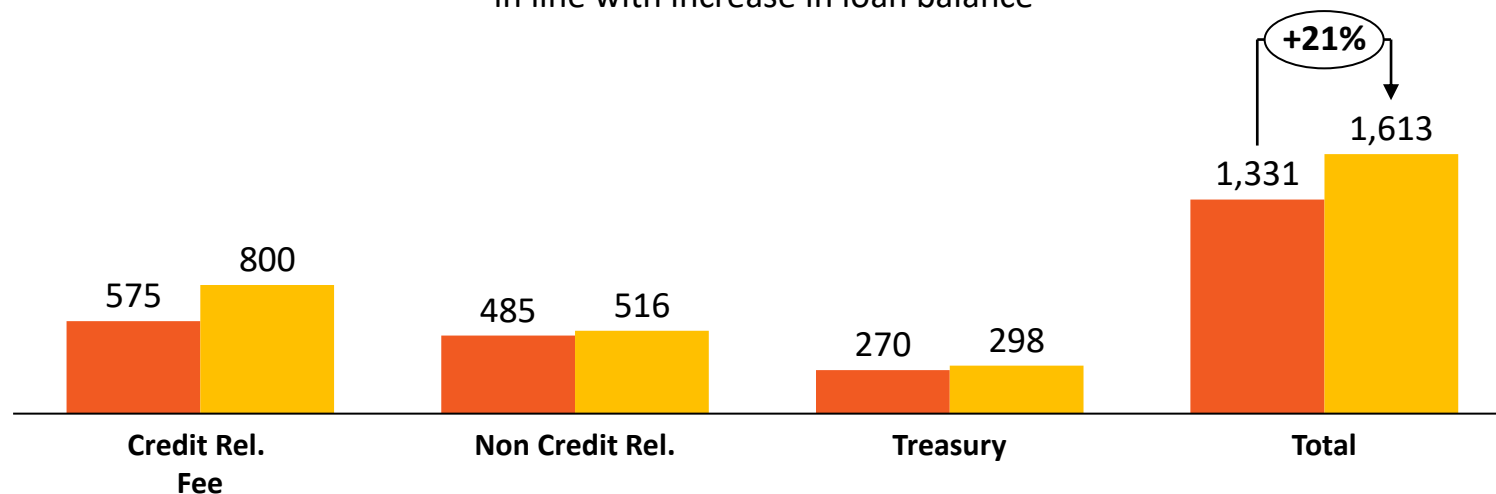
Revenue Composition (Rp bn)



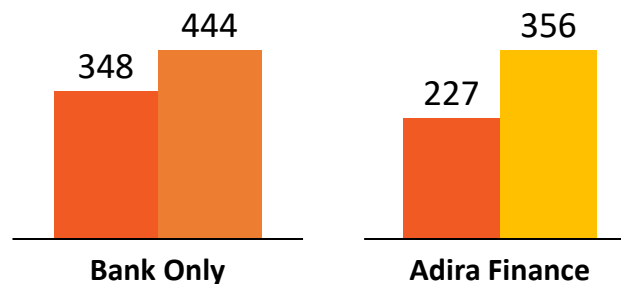
● NIM (%) ● Net Interest Income ● Non-Interest Income

Non-Interest Income (Rp bn)

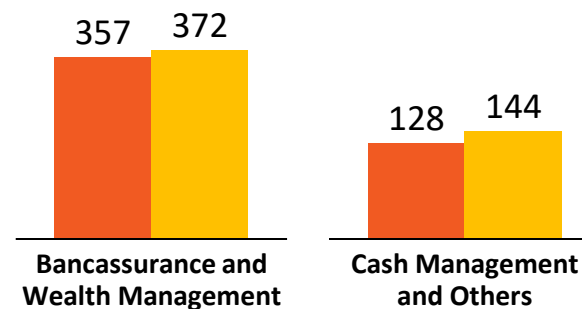
21% YoY Growth in Non-Interest Income mainly driven by credit related fees, in line with increase in loan balance



Credit Related Fee (Rp bn)



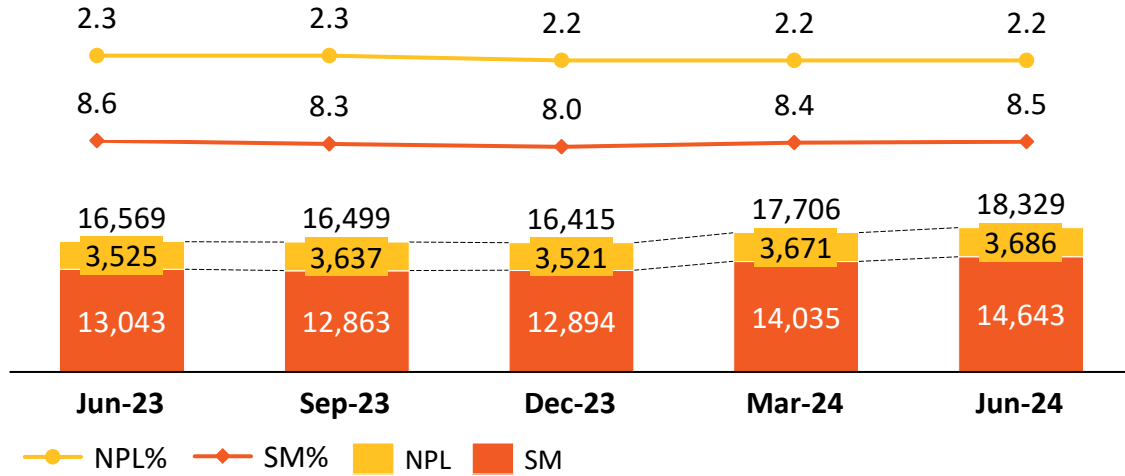
Non-Credit Related Fee (Rp bn)



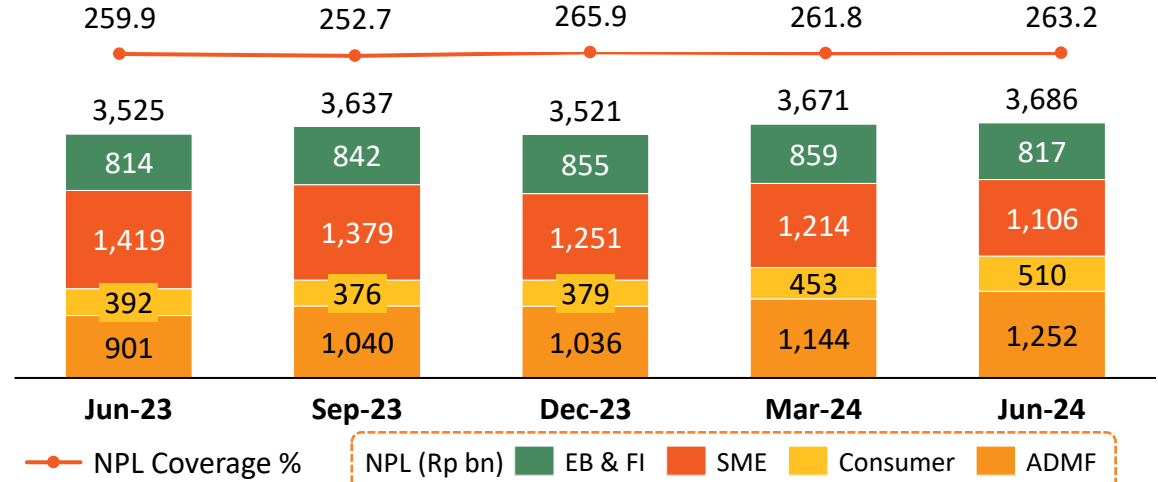
■ 1H23 ■ 1H24

Solid NPL Coverage Ratio while Asset Quality Remained Steady

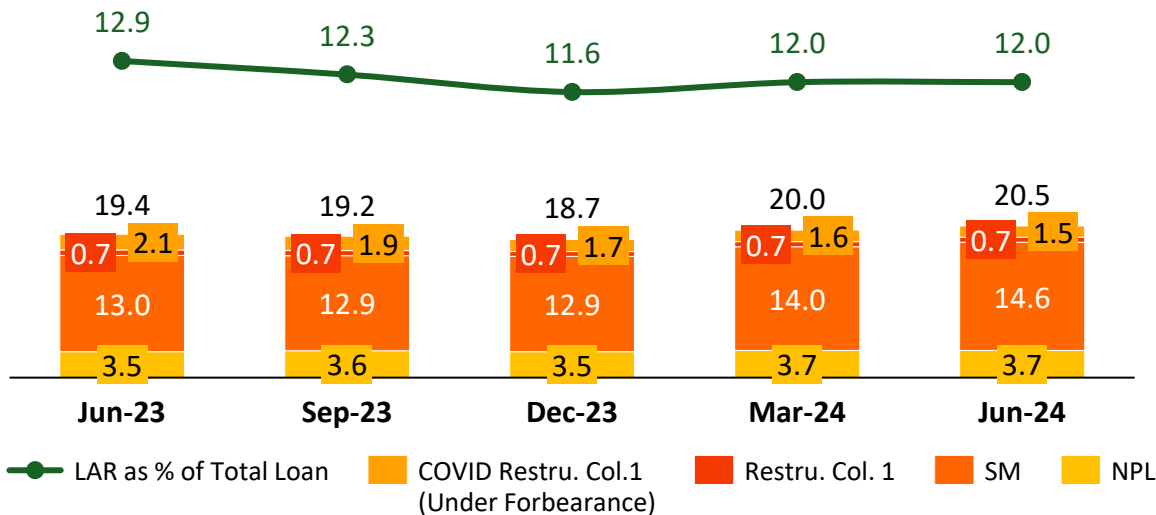
NPL & SM: Ratio (%) & Amount (Rp bn)



NPL Coverage Ratio (%) & NPL Amount (Rp bn)



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



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

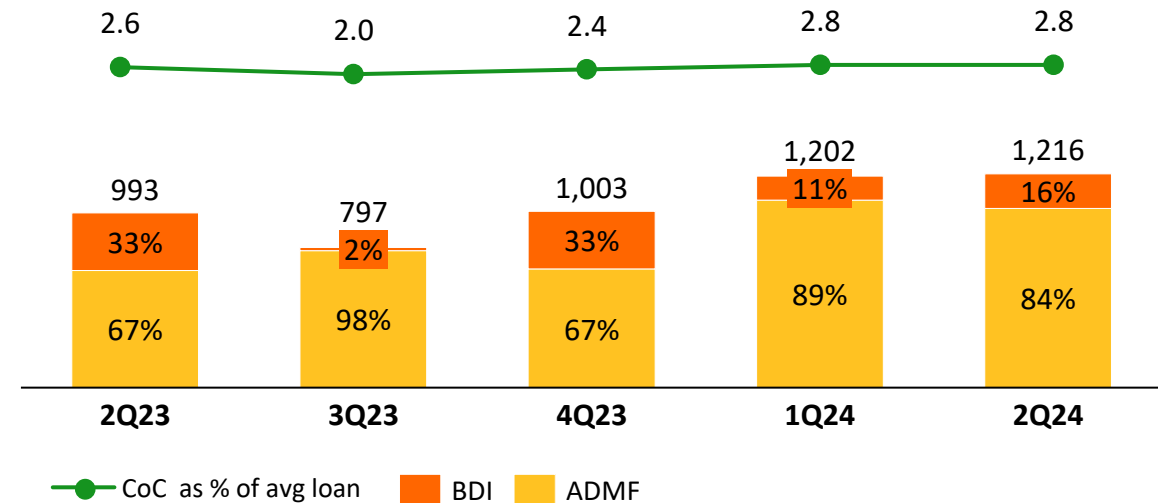


Table of Content







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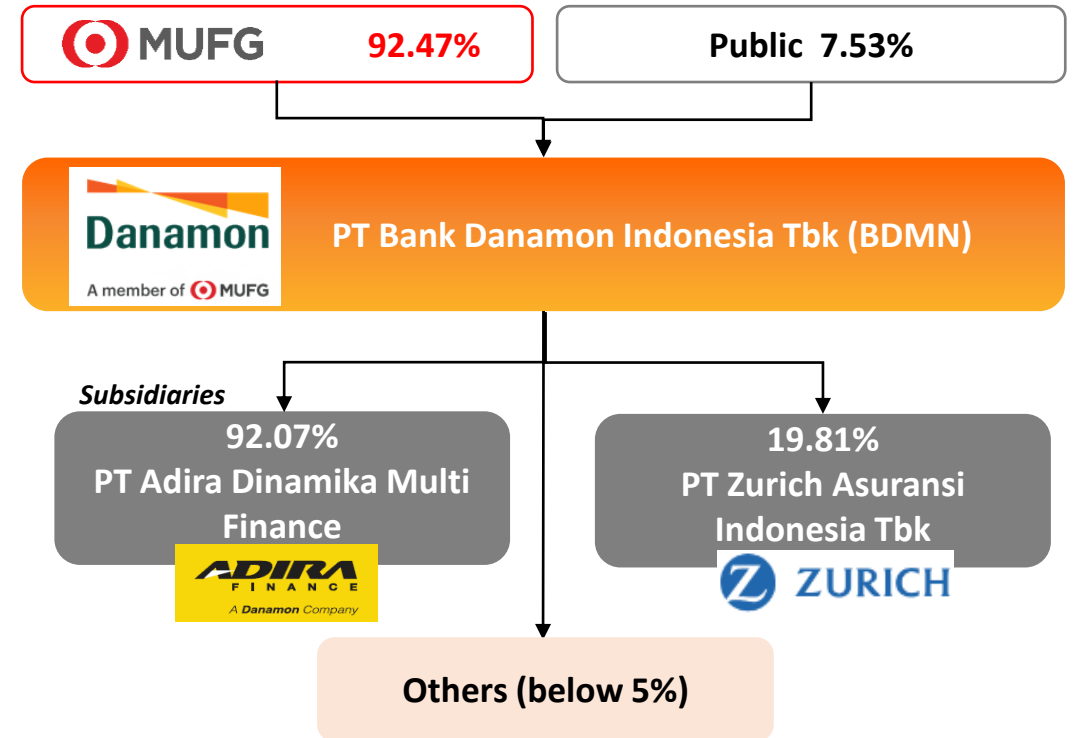
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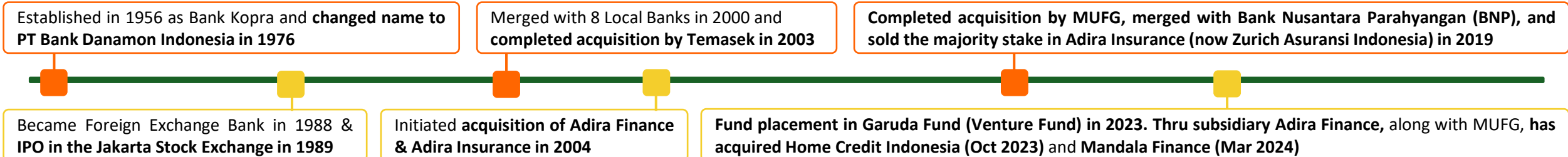


Company Overview

Proven Track Record	Established on 16 July 1956 ~ 68 Years of Operations	
Stable Credit Ratings	Fitch Ratings : BBB Pefindo : idAAA	
Robust Capitalization	Bank Only : Rp 36.2 Tn Consolidated : Rp 46.1 Tn	
Extensive Network Across Indonesia	~ 836 Total Branch Offices across Indonesia	
	Danamon : 360 Adira Finance : 476	
Resilient Resources and Talents	ATMs & CRMs : 1,116 (60,000 incl. ATM Bersama, PRIMA and ALTO Network)	
	~ 25,962 Total Employees	
	Danamon : 8,539 Adira Finance : 17,423	



Corporate Milestone



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



Hedy 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 1H24

1Q24

2Q24



BUSINESS COLLABORATION & PARTNERSHIP



IIMS Jakarta 2024
15 – 25 February 2024



Danamon Syariah Travel Fair 2024
21 – 24 March 2024



Automotive Ecosystem

Official Partner of **International Indonesia Motor Show (IIMS) Surabaya 2024**, in collaboration with Adira Finance and support from MUFG | **24 May - 2 June 2024**



Danamon X BPJS Ketenagakerjaan

Acting as a **Bank Persepsi**, Danamon relies on Network and Service Excellence for the ease of BPJS Ketenagakerjaan Participants | **3 June 2024**



SUSTAINABILITY



Danamon Peduli Program: Organic Waste Shredding Machines
15 March 2024



Library Rejuvenation

Danamon Peduli Program – Supporting Sustainable Education through Financial Literacy, Library Rejuvenation, and Environmental initiatives at Universitas Brawijaya | **14 June 2024**



CUSTOMER ENGAGEMENT



Bridestory Market 2024
01 – 04 February 2024



Danamon Privilege

Danamon's commitment to customer-oriented banking announces **2024 Danamon Hadiah Beruntung (DHB)** to strengthen its customers' engagement with more inclusive scheme | **27 June 2024**



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THANK YOU

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