



A member of  MUFG

**PT Bank Danamon Indonesia Tbk**

**Investor & Analyst Briefing  
1H25 Financial Results**

**Jakarta, 30 July 2025**



# Table of Content

---

Strategy Highlights

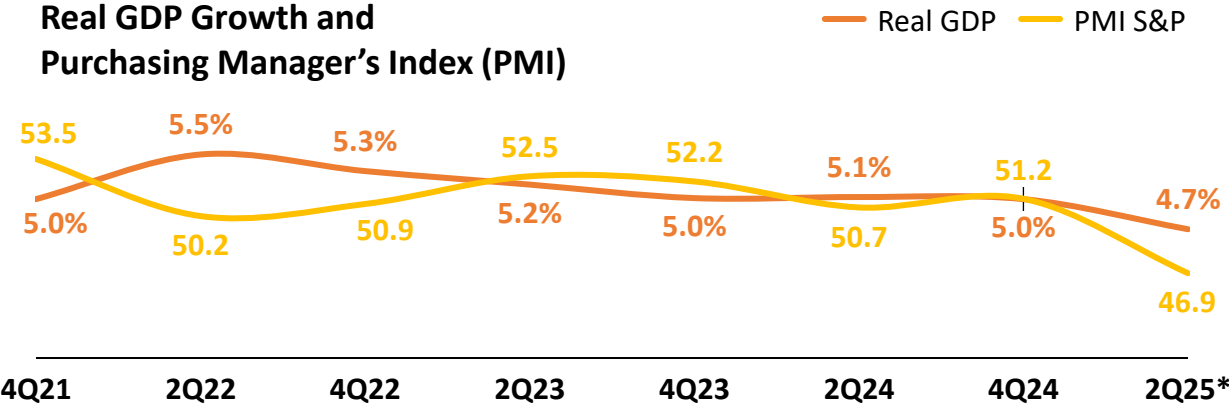
Financial Highlights

Appendix

Macroeconomy

GDP growth is forecasted to soften in 2Q25; Contraction in Manufacturing PMI

Real GDP Growth and Purchasing Manager's Index (PMI)

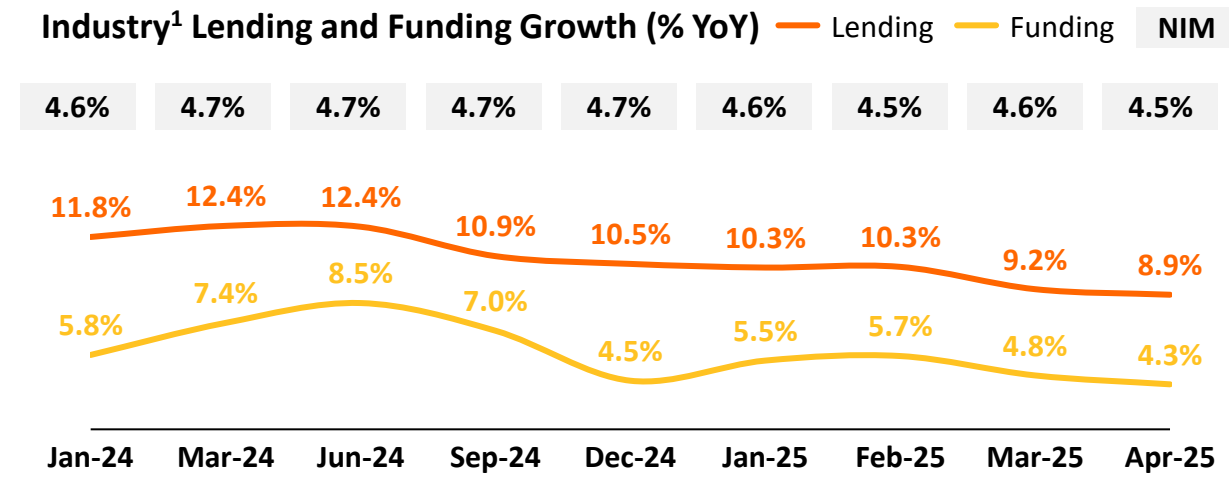


\*) Real GDP growth 2Q25: Danamon projection

Banking

Lower YoY growth in Lending and Funding; NIM compression since early 2025

Industry<sup>1</sup> Lending and Funding Growth (% YoY)



<sup>1</sup>) Industry: Commercial Banks

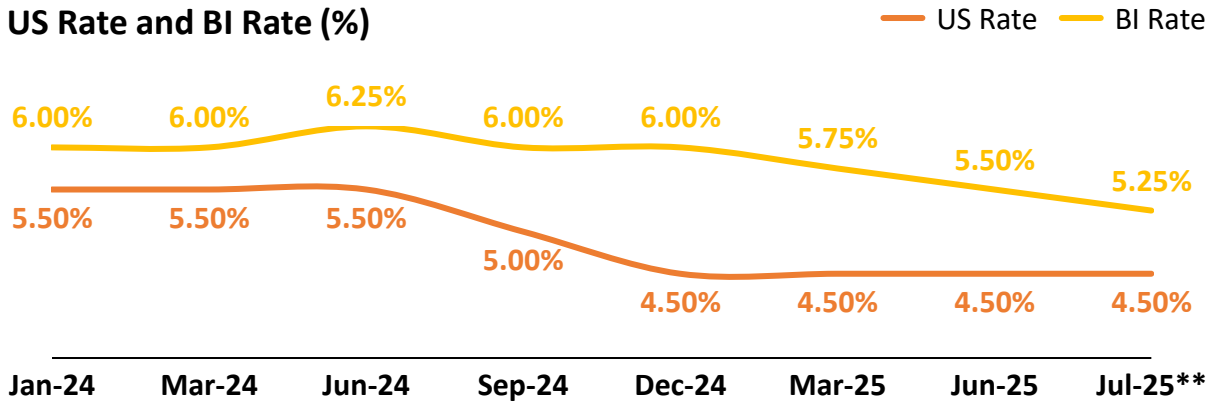
Source: Jan24-Mar25: CEIC; Apr-25: RDG BI & RDKB OJK

# Macroeconomic and Industry Update

Macroeconomy

BI-Rate has eased by 75 bps in 2025 to improve domestic growth, while The Fed estimates 2 cuts (50 bps) in 2H25

US Rate and BI Rate (%)

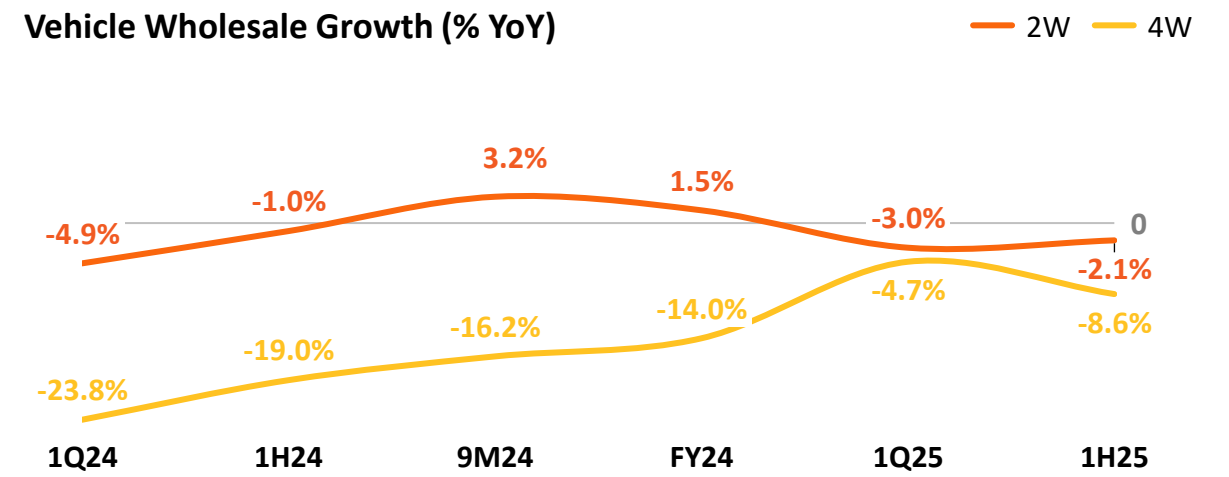


\*\*) US Rate Jul-25: CME FedWatch Tool

Multifinance

Automotive sales growth in 1H25 decreased QoQ due to softening purchase trends

Vehicle Wholesale Growth (% YoY)



Source: CEIC



# Danamon Strategic Overview: 1H25 Results

*Lending and Funding continued growth, higher NPAT YoY as CoC improve*

## 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\* 6% YoY

\* Loan Portfolio and Trade Finance including Marketable Securities

Funding\* 10% YoY

\*Total CASA and Time Deposits

NPAT 12% YoY

### Highlighted Metrics (YoY change)

Granular Funding **Rp93.1 Tn**  
 2%

Risk-adjusted NIM **4.8%**  
0 p.p

Pre-Provision Operating Profit (PPOP) **Rp4.1 Tn**  
 4%

NPL Coverage Ratio **279.2%**  
 16.0 p.p

# Focus Areas to Sustain Business Growth and Profitability (1/2)

## A STRATEGIC THEMES

### Targeted Ecosystem & Unique MUFG Proposition - Automotive

#### Auto Retail Financing Synergy (KPM Prima)



**Rp 980Bn+**  
Loan Disbursement

**+58%**  
YoY Changes

**39%**  
of ADMF new car disbursement

**Program launched:**  
Special Package and Red-Carpet program for Danamon customers

#### Indonesia International Motor Show (IIMS) 2025 in Surabaya - 4<sup>th</sup> year partnership



Visitor **▲ 7% YoY**

Exhibitor **▲ 26% YoY**

Car Order **▲ 11% YoY**

### Data Analytics & Process Improvement

#### Intelligent Document Processing for Corporate & Retail



Partnership with 6Estates to enhance credit processing time, and efficiency

## B FOUNDATION FOR FINANCIAL GROUP

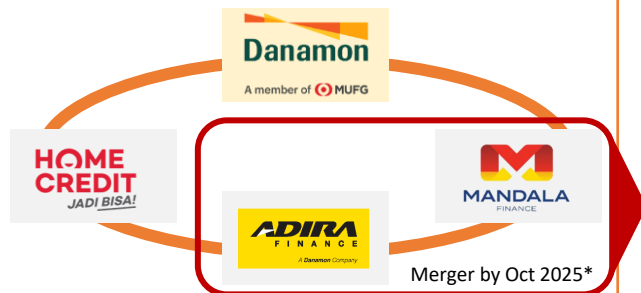
### Financial Conglomeration (FC)

- 10 July 2025 -

“ Danamon received approval from OJK as the Operational Financial Holding Company (FHC) of MUFG FC in Indonesia ”

Operating FHC

FC Members



### Adira Finance & Mandala Finance Merger\*

- Announcement: 30 June 2025 -

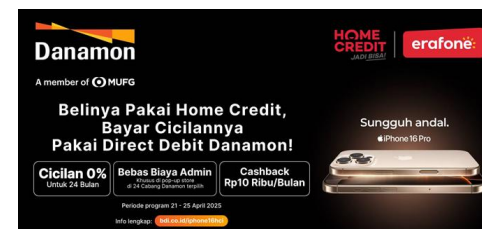


- Received approval from Shareholders and OJK for the Merger Plan
- Legal Effective date on 1 October 2025

### Financial Group Collaboration



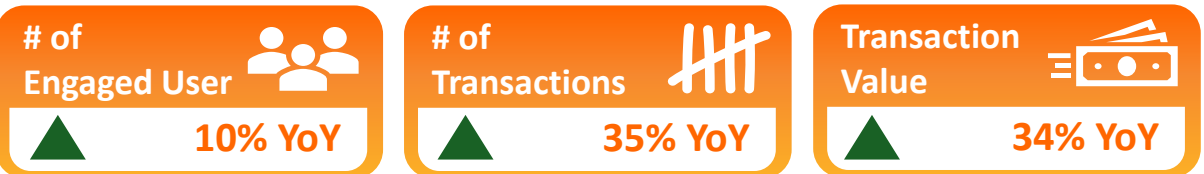
#### Co-Events - iPhone 16 promotion with Home Credit Indonesia



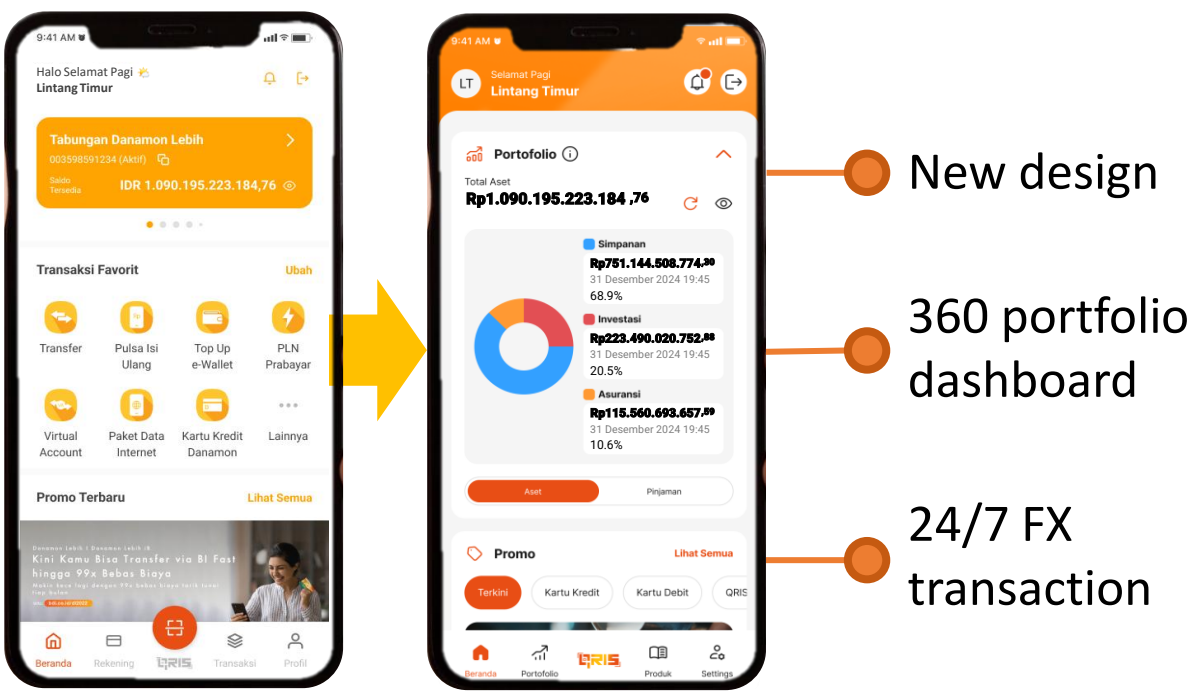
# Focus Areas to Sustain Business Growth and Profitability (2/2)

## C CORE BUSINESS & FOUNDATION BUILDING

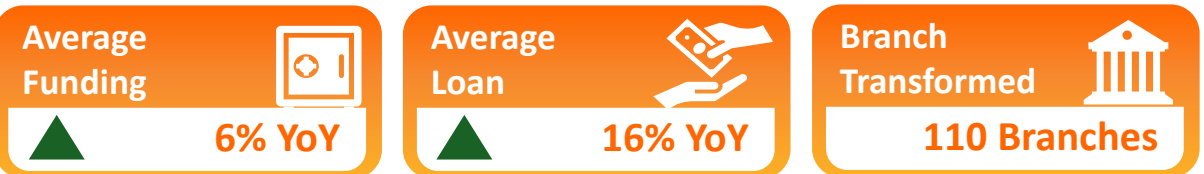
### D-Bank PRO – Improve Customer Journey and Experience



### Enhancement of D-Bank PRO capabilities

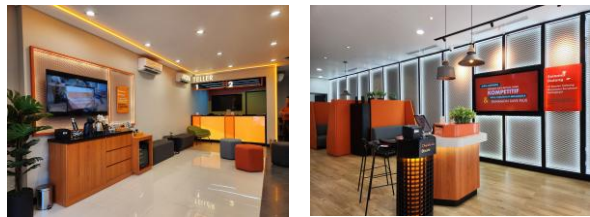


### Branch Network – New Branch Concept and Regional Events



### Continuously invest in new branch concept

16 Branches Transformed in 1H25 across 13 cities



### Coinciding with Danamon's 69<sup>th</sup> anniversary --

#### 1. Launched New Concept of "Danamon on Wheels"

Essential banking services directly to our clients



#### 2. Community Events in the Regions, in collaboration with Adira Finance and Home Credit Indonesia

BDI Pekanbaru Wahid Hasyim





## Table of Content

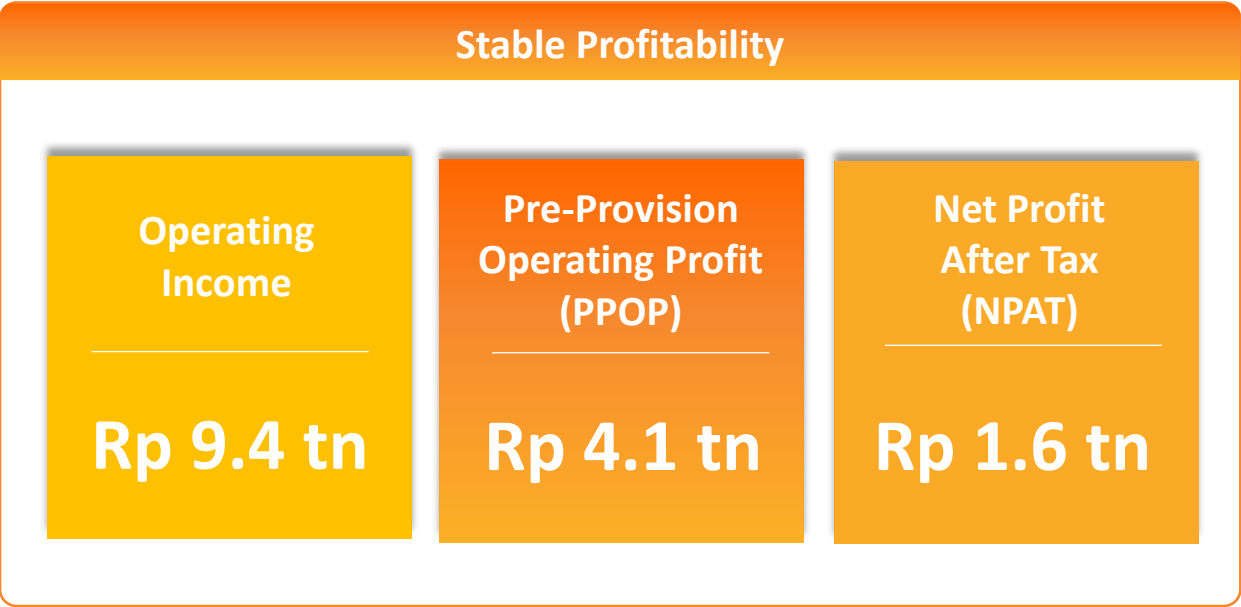
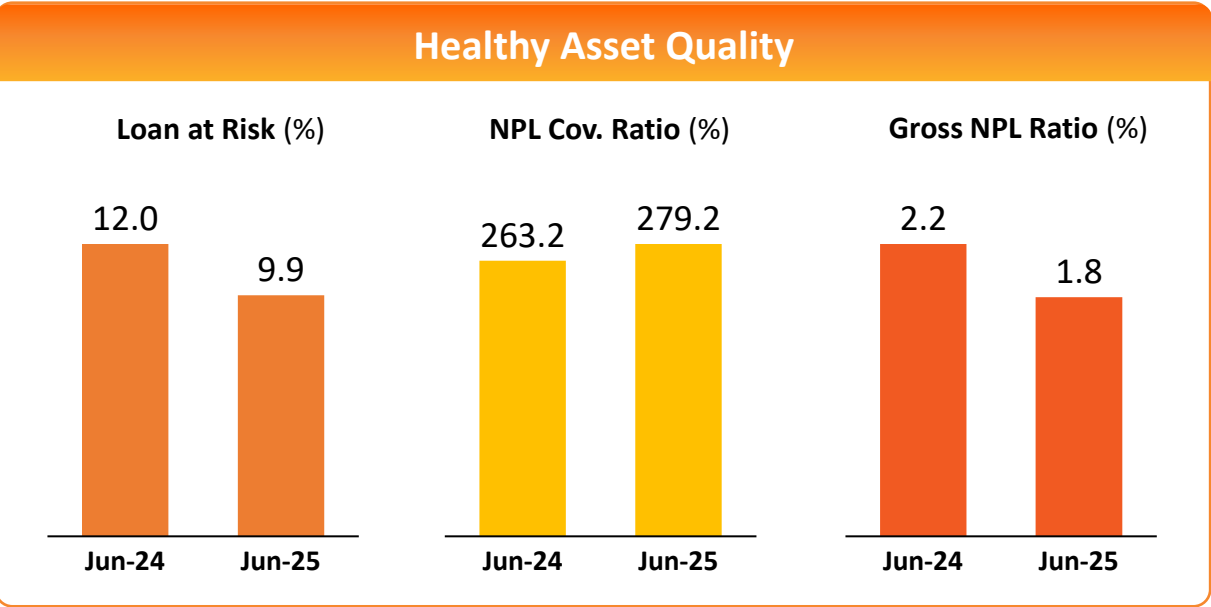
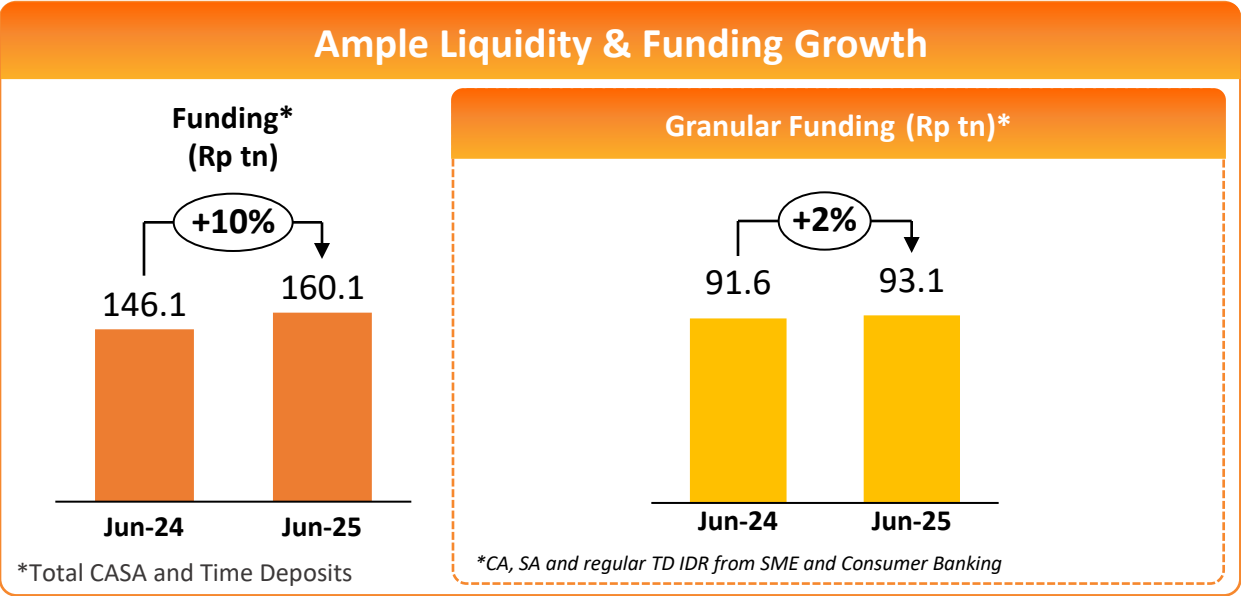
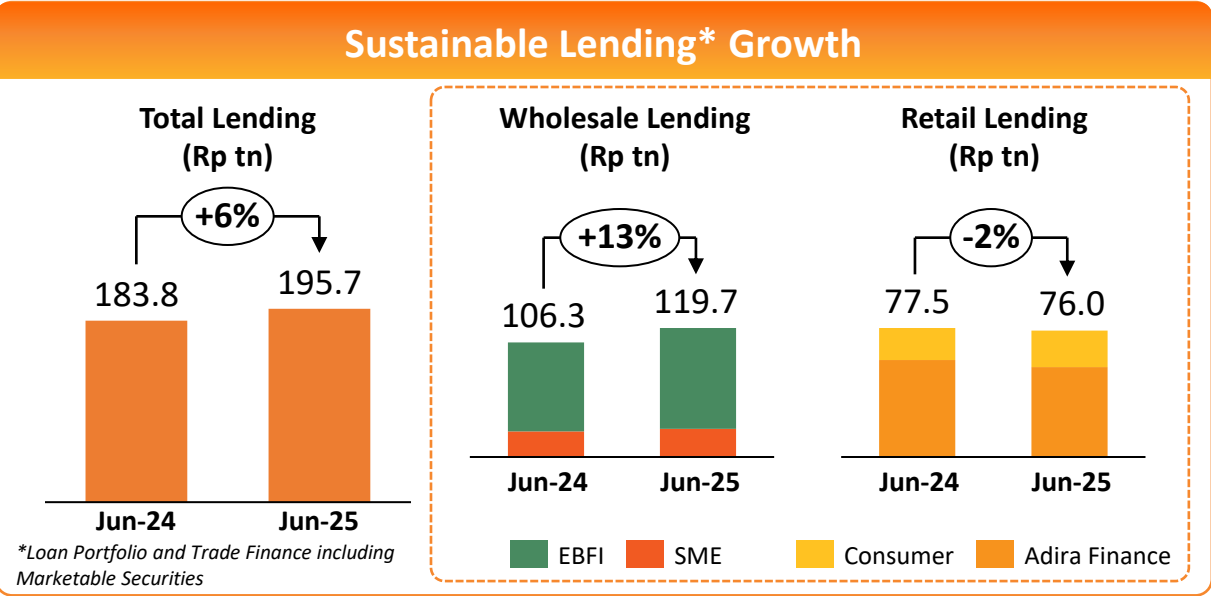
---

## Strategy Highlights

## Financial Highlights

## Appendix

# Steady Growth in Lending and Funding with Healthy Asset Quality





Balanced Lending and Funding Growth; Strong CASA Traction in 2Q25

In Rp bn	Jun-24	Jun-25	YoY	Sep-24	Dec-24	Mar-25	Jun-25	QoQ
Total Assets	231,916	251,548	8%	240,384	242,335	250,795	251,548	0%
Total Lending <sup>1)</sup>	183,852	195,684	6%	186,519	189,380	192,669	195,684	2%
Government Bonds	18,843	17,440	-7%	18,699	18,699	19,788	17,440	-12%
Total Funding	167,052	176,622	6%	167,862	170,813	168,619	176,622	5%
CASA	67,254	69,856	4%	65,188	63,840	64,287	69,856	9%
Time Deposits	78,796	90,229	15%	83,715	89,385	87,382	90,229	3%
Borrowings and LT. Funding	21,002	16,537	-21%	18,960	17,589	16,949	16,537	-2%
Equity	49,342	51,903	5%	50,508	51,068	50,748	51,903	2%

1) Loan Portfolio and Trade Finance including marketable securities.

Sustainable Increase in Profitability

In Rp bn	1H24	1H25	YoY	3Q24	4Q24	1Q25	2Q25	QoQ
Net Interest Income	7,805	7,741	-1%	3,861	3,920	3,856	3,885	1%
Non Interest Income	1,627	1,651	1%	893	797	815	836	3%
Operating Income	9,432	9,392	0%	4,754	4,718	4,671	4,721	1%
Operating Expenses	(5,168)	(5,286)	2%	(2,743)	(2,654)	(2,630)	(2,655)	1%
PPOP	4,265	4,106	-4%	2,011	2,063	2,040	2,066	1%
Cost of Credit	(2,417)	(2,021)	-16%	(962)	(1,026)	(1,066)	(955)	-10%
Operating Profit	1,847	2,086	13%	1,049	1,038	974	1,111	14%
NPAT	1,455	1,633	12%	877	848	757	877	16%

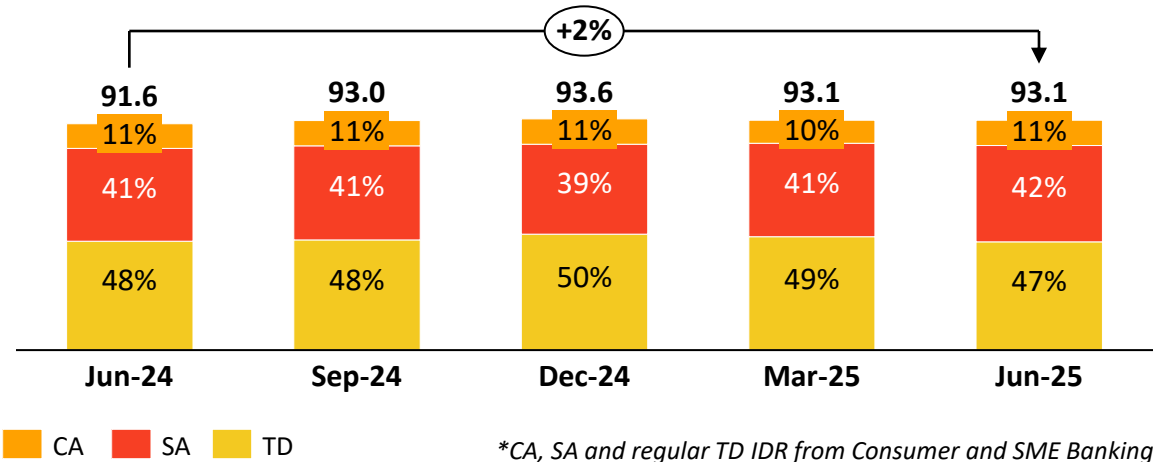
# Improvement in Asset Quality and Earning Ratios

In %	1H24	1H25	YoY	3Q24	4Q24	1Q25	2Q25	QoQ
NIM	7.6	7.0	-0.6	7.1	7.1	7.1	6.9	-0.2
CoC	2.8	2.2	-0.6	2.1	2.2	2.3	2.0	-0.3
Risk-adjusted NIM	4.8	4.8	0.0	5.0	4.9	4.8	4.9	0.1
Cost to Income	54.8	56.3	1.5	57.7	56.3	56.3	56.2	-0.1
CASA Ratio	46.0	43.6	-2.4	43.8	41.7	42.4	43.6	1.2
RIM	99.8	98.7	-1.1	99.3	97.5	101.8	98.7	-3.1
NPL Gross	2.2	1.8	-0.4	2.0	1.9	1.9	1.8	-0.1
Loan Loss Coverage (LLC)	263.2	279.2	16.0	272.3	287.2	283.3	279.2	-4.1
Loan at Risk Coverage incl. COVID <sup>1)</sup>	47.2	52.0	4.8	47.8	51.3	50.3	52.0	1.7
ROAA	1.3	1.3	0.0	1.5	1.4	1.2	1.4	0.2
ROAE	6.6	7.0	0.4	7.8	7.4	6.5	7.5	1.0
CAR	25.9	25.9	0.0	26.1	26.2	25.2	25.9	0.7

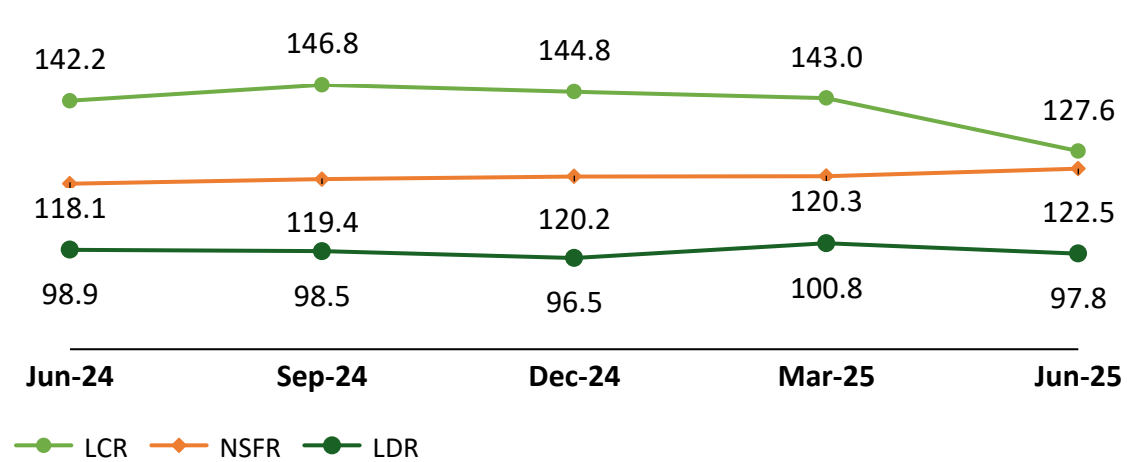
1) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance)

# Stable Funding Supported by Strong Capital Structure

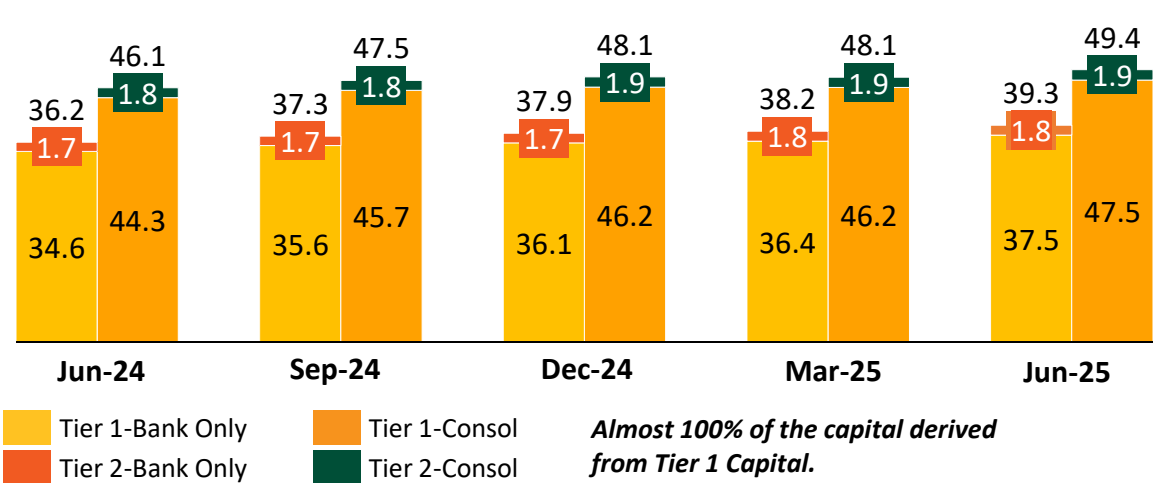
Granular Funding\* (Rp tn)



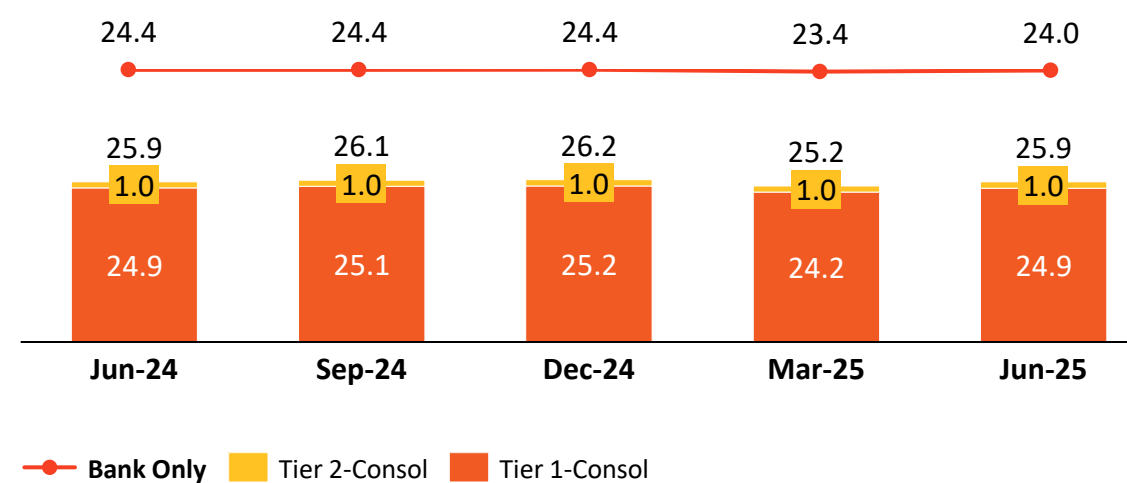
LCR, NSFR & LDR (%)



Tier 1 and Tier 2 Consolidated Capital (Rp tn)



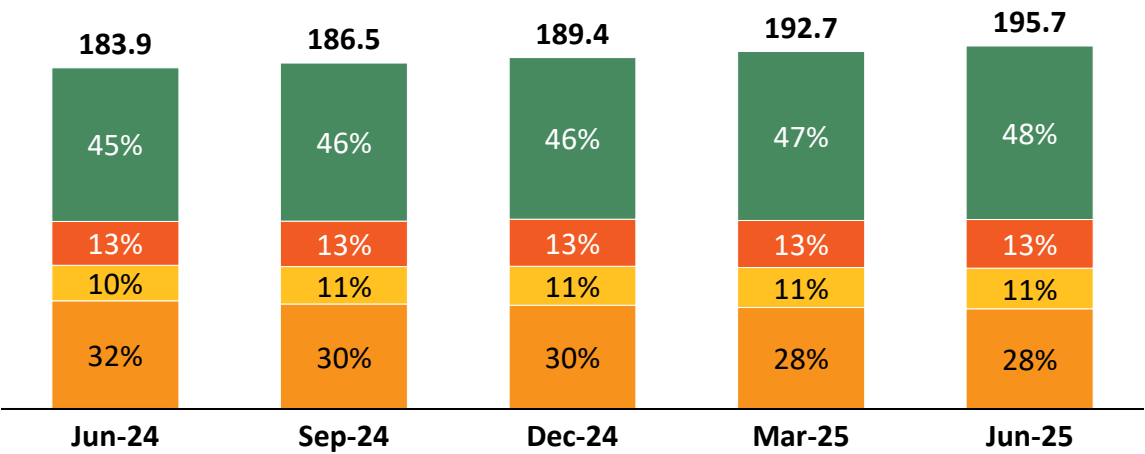
Capital Adequacy Ratio (%)





# Double Digit Growth Across EBFI, SME, and Consumer Banking Segments

Lending Composition<sup>1)</sup> (Rp tn)



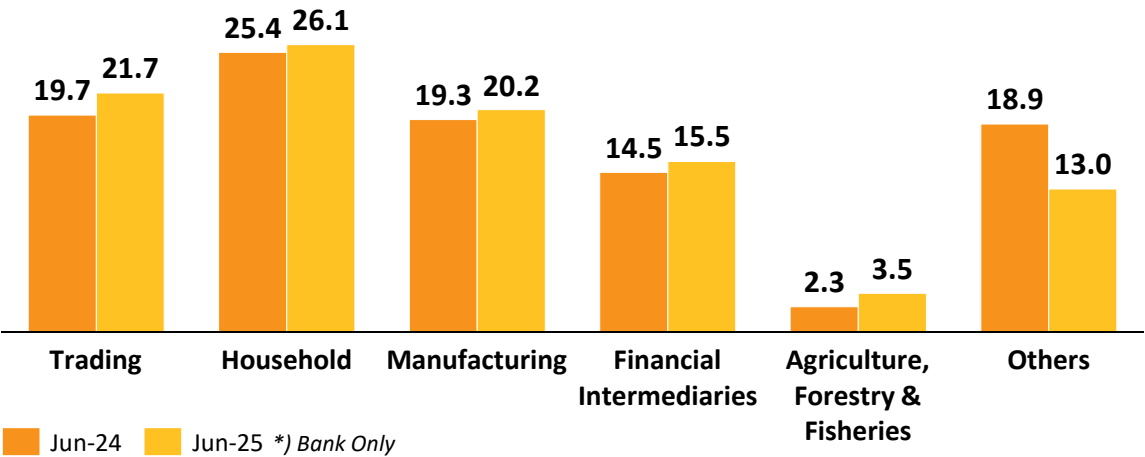
1) Loan Portfolio & Trade finance includes marketable securities

Lending Growth<sup>1)</sup> (Rp bn)

	Rp bn	Jun-24	Jun-25	YoY	Mar-25	QoQ
Wholesale Lending	EB <sup>2)</sup> & FI	82,699	93,491	13%	91,098	3%
	SME	23,643	26,184	11%	25,324	3%
Retail Lending	Consumer <sup>3)</sup>	19,156	21,997	15%	21,513	2%
	Adira Finance	58,354	54,012	-7%	54,734	-1%
Total		183,852	195,684	6%	192,669	2%

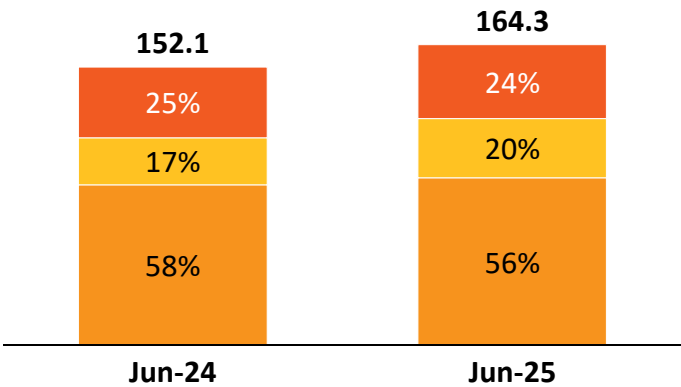
1) Loan Portfolio and Trade finance includes marketable securities  
2) Enterprise Banking: Commercial and Corporate  
3) Consumer: Mortgage, Unsecured Personal Loan, Credit Card, and Others

Lending by Sector (% of total loans)\*



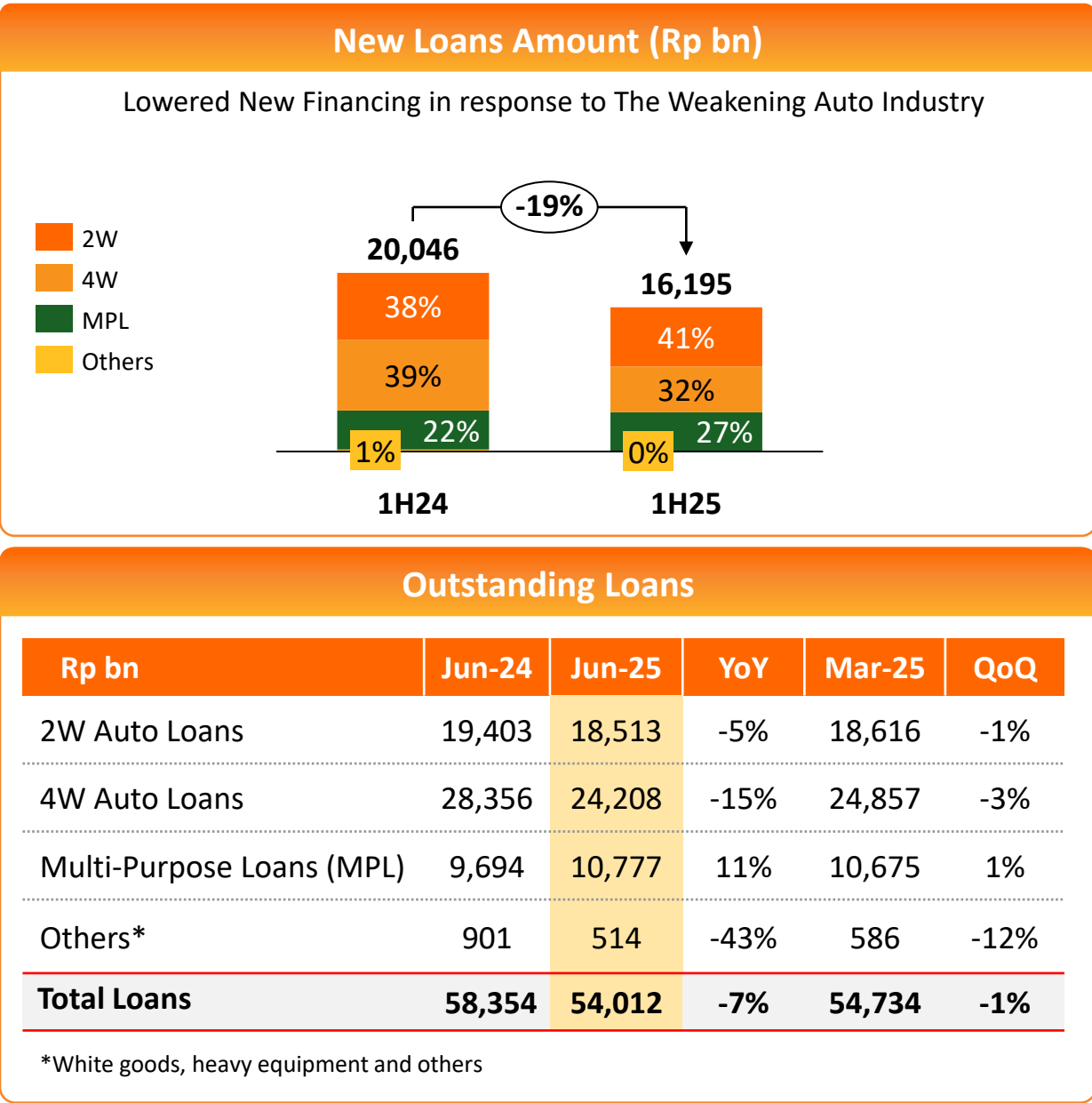
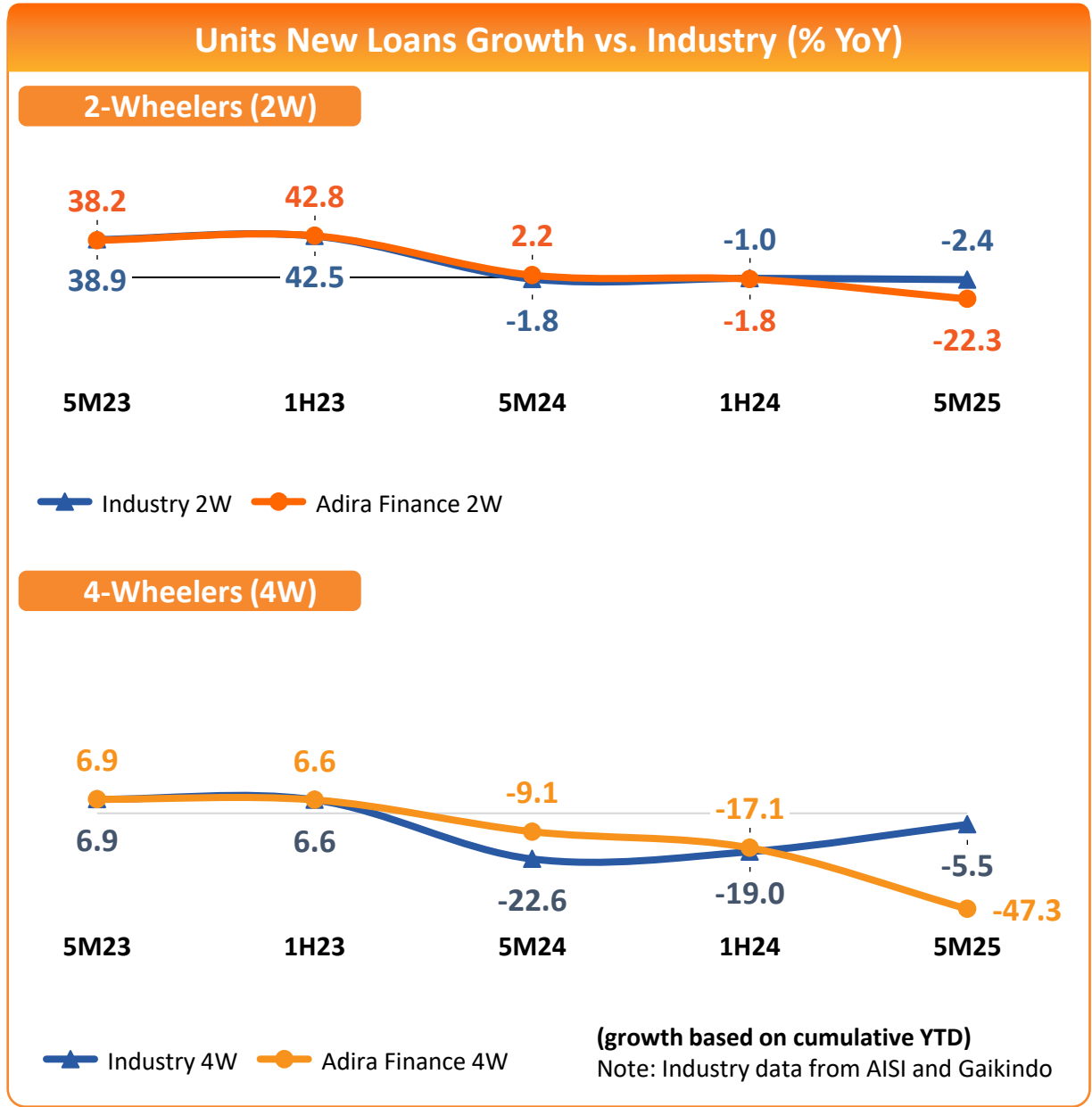
Jun-24 Jun-25 \*) Bank Only

Lending by Purpose (Rp tn)\*

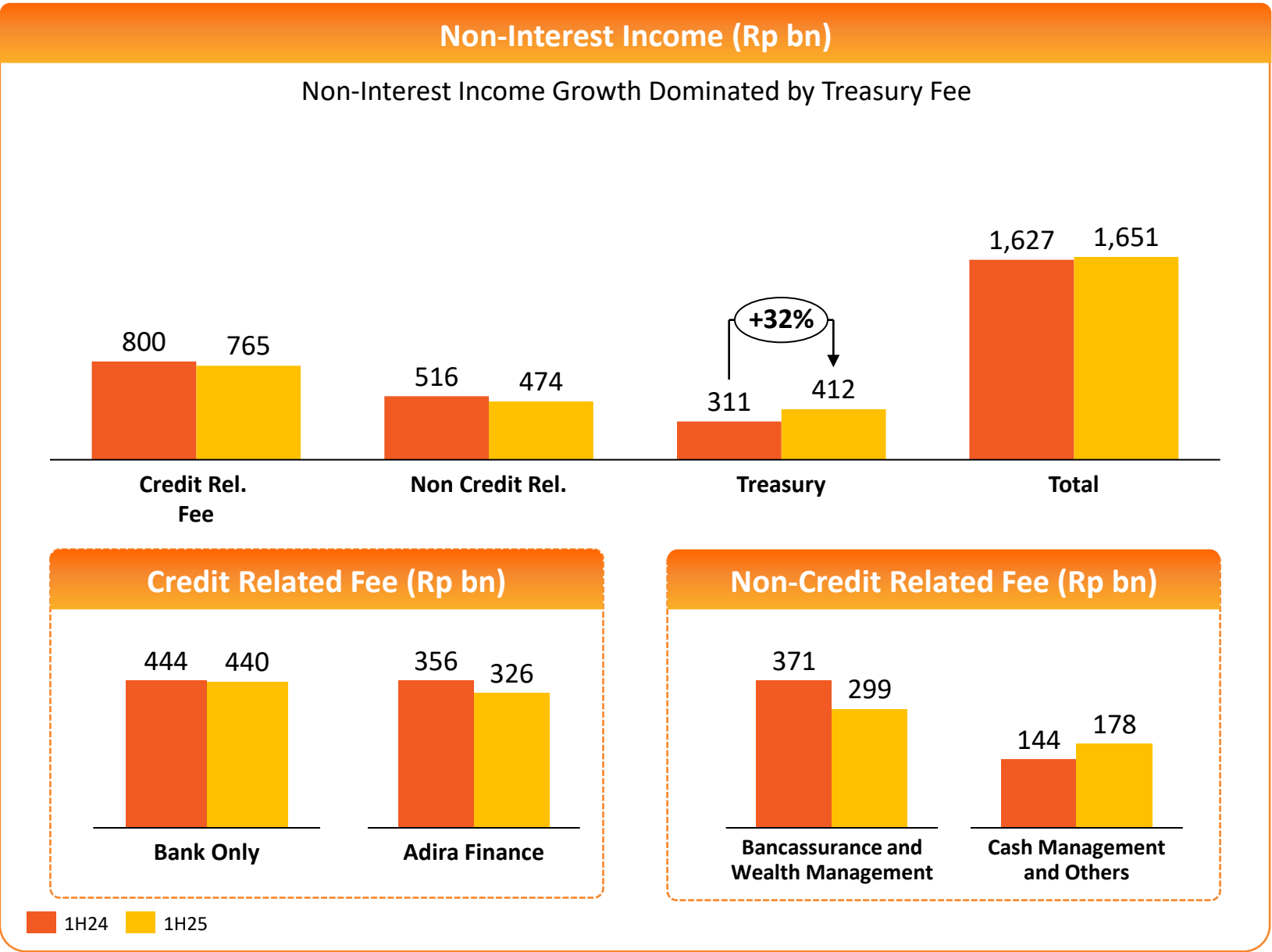
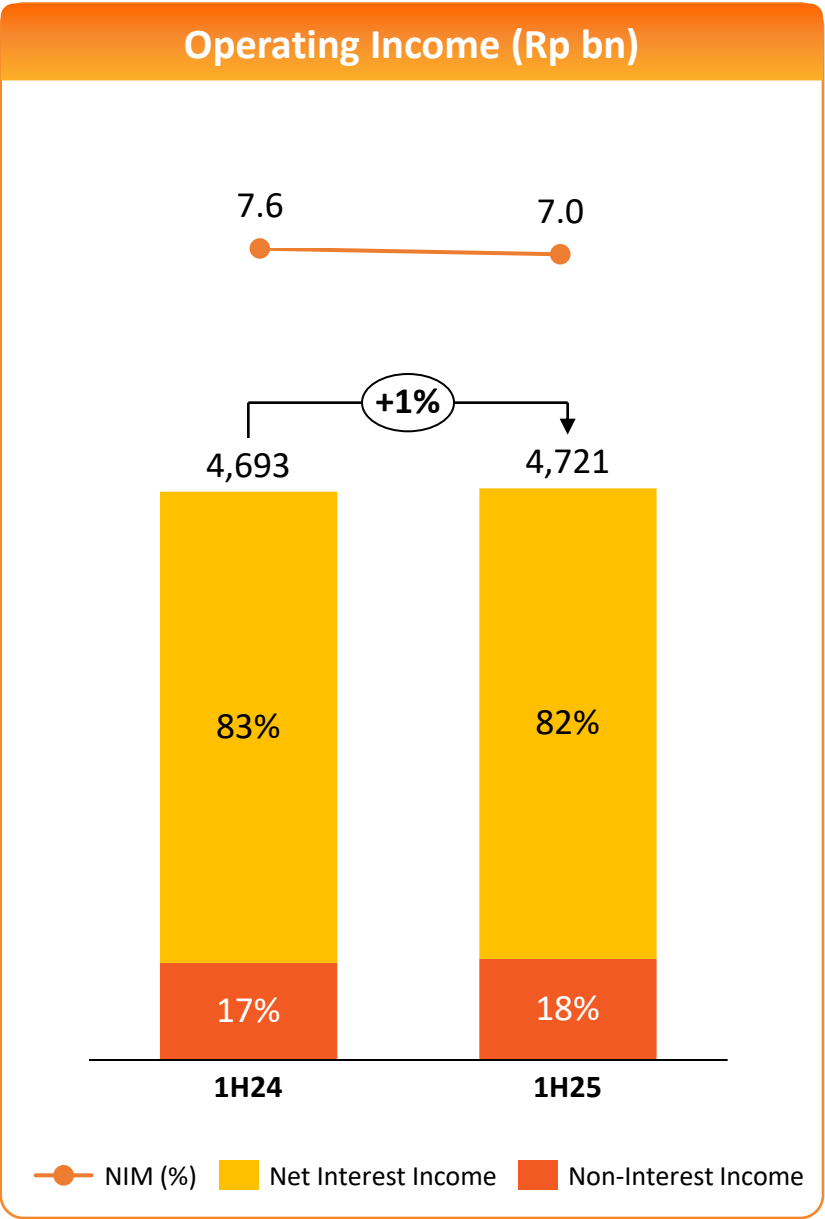


Working Capital Investment Consumer \*) Bank Only

# Continued Prudent Approach in Extending New Financing

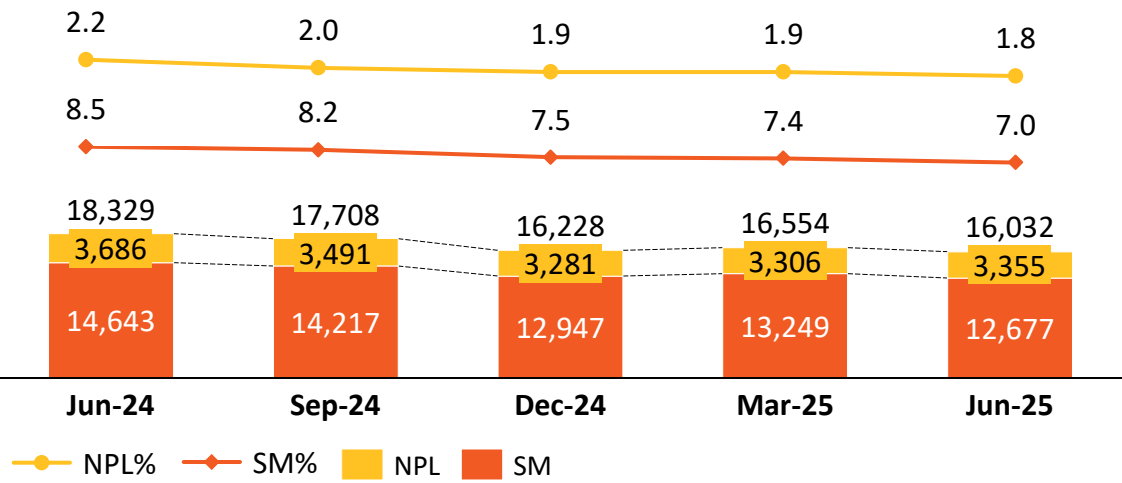


# Revenue Structure Remained Steady

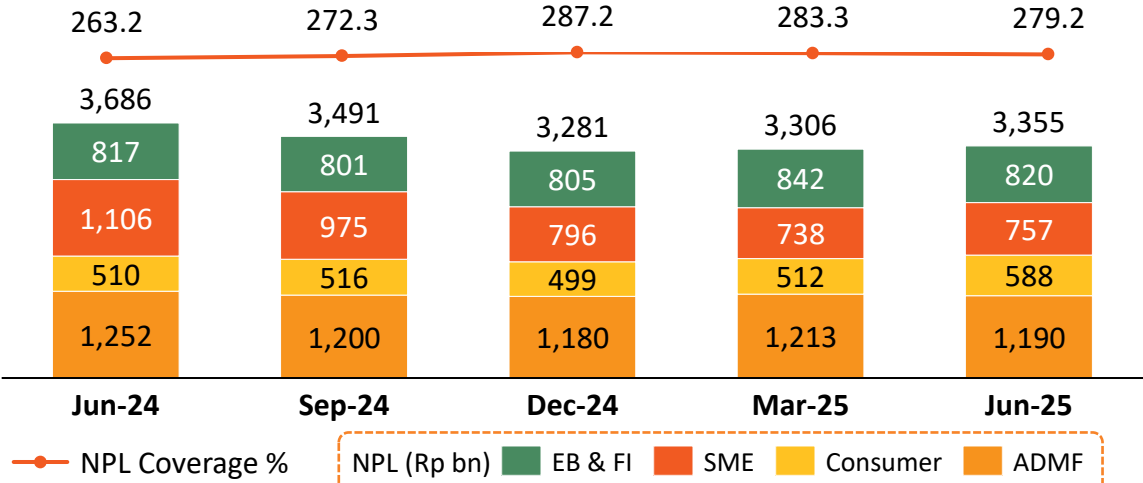


# Consistent Improvements in Asset Quality

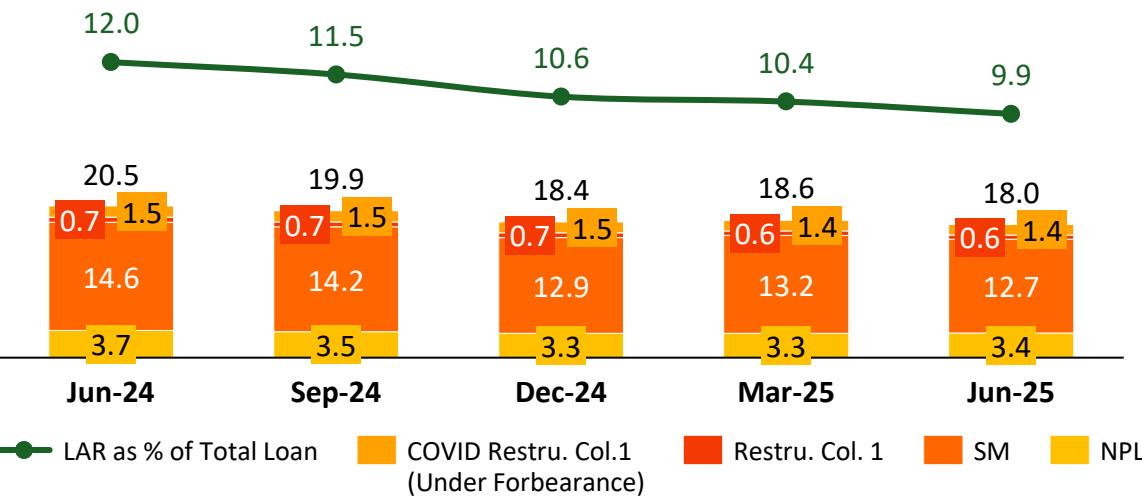
### NPL & SM: Ratio (%) & Amount (Rp bn)



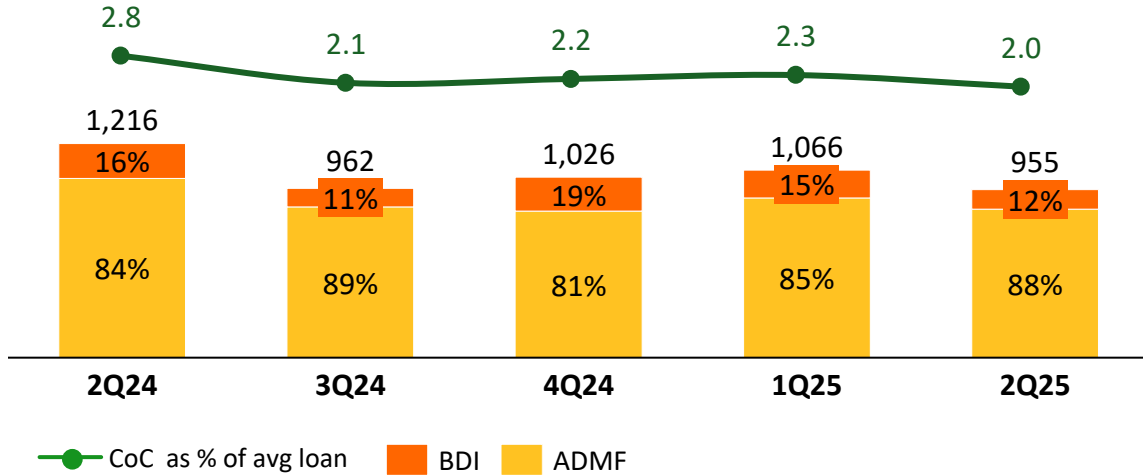
### NPL Coverage Ratio (%) & NPL Amount (Rp bn)



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



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





## Table of Content







---

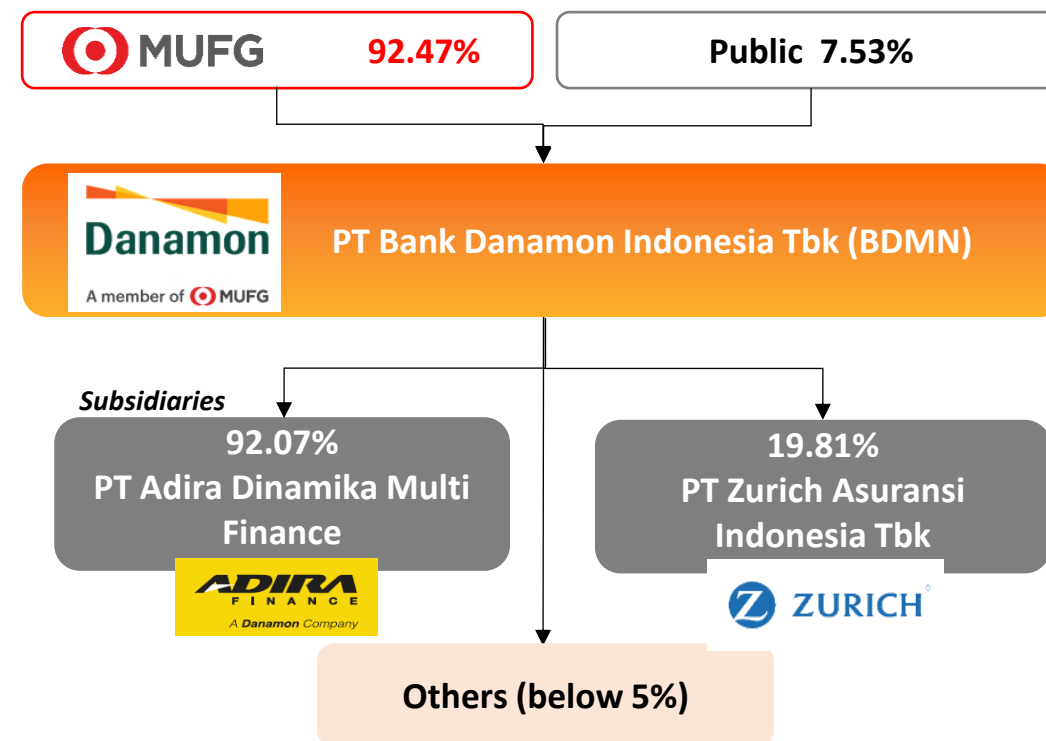
## Strategy Highlights

## Financial Highlights

## Appendix

## Company Overview

Proven Track Record	Established on 16 July 1956 ~ 69 Years of Operations	
Stable Credit Ratings	Fitch Ratings : BBB Pefindo : idAAA	
Robust Capitalization	Bank Only : Rp 39.3 Tn Consolidated : Rp 49.4 Tn	
Extensive Network Across Indonesia	~ 870 Total Branch Offices across Indonesia	
	Danamon : 354 Adira Finance : 516	
	ATMs & CRMs : 1,006 (60,000 incl. ATM Bersama, PRIMA and ALTO Network)	
Resilient Resources and Talents	~ 24,368 Total Employees Danamon : 8,259 Adira Finance : 16,109	



## 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**



**Hedy Maria Helena Lapian**  
**Independent Commissioner**

## Member of Board of Directors



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



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



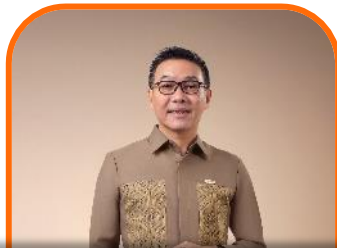
**Herry Hykmanto**  
**Syariah Director**



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



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



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



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



**Yenny Siswanto**  
**IT & Digital Director**





## BUSINESS COLLABORATION & PARTNERSHIP



### International Indonesia Motor Show (IIMS) Jakarta & Surabaya

In collaboration with Adira Finance and support from MUFG, for the fourth time, Danamon became official bank partner of International Indonesia Motor Show (IIMS) 2025 at JIExpo Kemayoran Jakarta and Grand City Convex Surabaya. This collaboration underscores long-term commitment to propelling the growth of Indonesia's automotive industry.

**15 - 25 Feb 2025 | 28 May - 1 Jun 2025**



## SUSTAINABILITY



### Signing Long Term Facility Agreement

Chandra Asri Group and Danamon signed Rp2 Trillion Term Loan to support infrastructure business expansion and can be allocated for green asset projects (such as renewable energy, sustainable water and wastewater management, energy efficiency, and others).

**28 Feb 2025**



### Net Zero School

MUFG and Danamon kicked off MUFG Net Zero World (MUFG NOW) 2025 series aimed at supporting sustainable economic growth in Indonesia. This training provides insights into sustainable finance solutions, energy innovation and their implementation across sectors.

**21 May 2025**



## CUSTOMER ENGAGEMENT



### Chinese New Year Dinner

Danamon held a series of Chinese New Year Dinner celebrations in 11 Danamon regions starting from 3-11 February 2025 attended by Danamon's Enterprise and Retail Customers.

6 Feb 2025



### American Express® Gold Card

Collaborate with American Express®, Danamon reintroduce the refreshed Danamon American Express Gold Card which designed to provide customers with rewards that fits millennials lifestyle. The card also appears in new Rose Gold Card design option - as the 1<sup>st</sup> in Southeast Asia.

27 Feb 2025



### Danamon Privilege

Danamon entered MoU with Noage International to expand JCB Advanced Medical Tourism Program to promote advanced medical tourism in Japan for our customer

21 May 2025



### Danamon Customer Gathering & Economic Outlook 2025

Danamon presented insights on current global landscape, introduce products and services tailored for corporate customers.

26 May 2025





A member of  MUFG

# THANK YOU

Investor Relations

**PT Bank Danamon Indonesia, Tbk**

Menara Bank Danamon, 21<sup>st</sup> Floor

Jl. H.R. Rasuna Said Kav. C-10

Setiabudi - Kuningan, Jakarta Selatan 12940

Phone: +62 21 8064 5000

Email: [investor.relations@danamon.co.id](mailto:investor.relations@danamon.co.id)

