



A member of  MUFG

PT Bank Danamon Indonesia Tbk

**Investor & Analyst Briefing
1Q25 Financial Results**

Jakarta, 29 April 2025



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Strategy Highlights

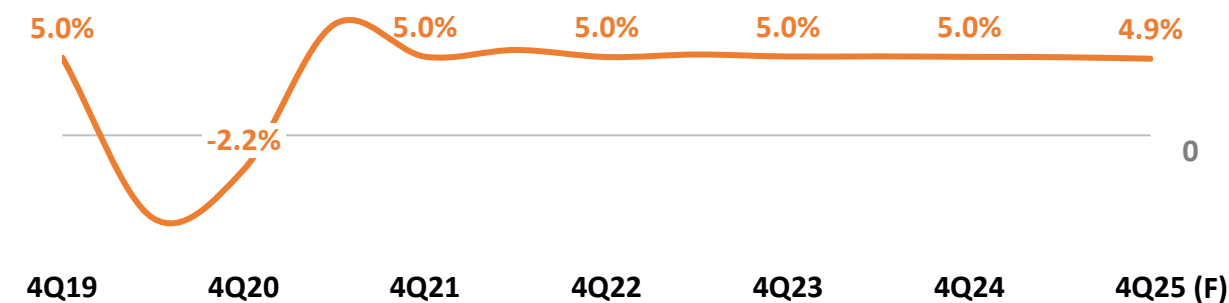
Financial Highlights

Appendix

Macroeconomy

GDP growth is forecasted to slightly soften in 2025, due to global trade uncertainty and weaker external demand

Real GDP Growth (% YoY)



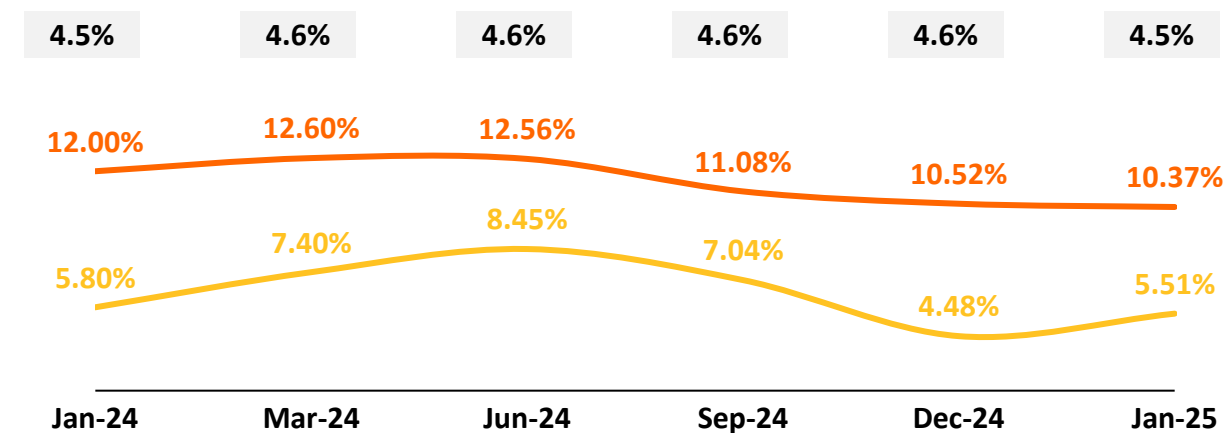
Source: GDP growth 4Q25-4Q26 – OECD Economic Outlook, Interim Report March 2025

Banking

Lower YoY growth of lending and funding; NIM was slightly compressed

Industry¹ Lending and Funding Growth (% YoY)

Lending Funding NIM



¹) Industry: Commercial Banks

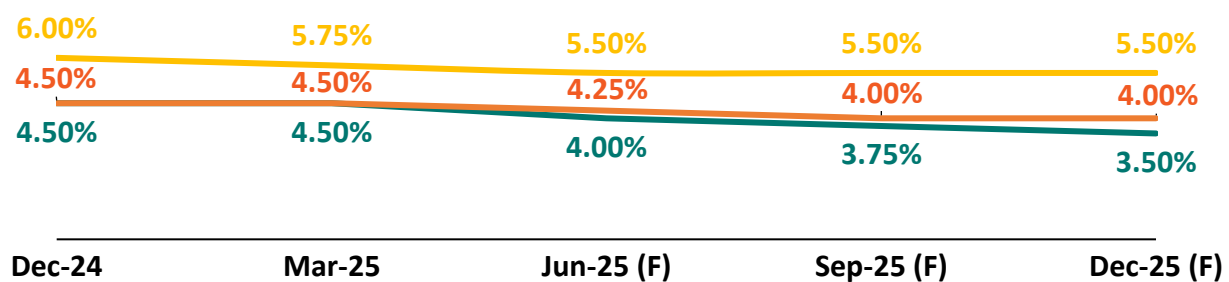
Macroeconomic and Industry Update

Macroeconomy

No changes in the FFR Projection, but the market anticipates 3 Fed rate cuts in 2025, driven by Trump’s 90-day pause on reciprocal tariffs

US Rate and BI Rate (%)

US Rate: FFR Projection based on Mar-25 Fed dot plot BI Rate CME FedWatch Tool (Market Expectation)



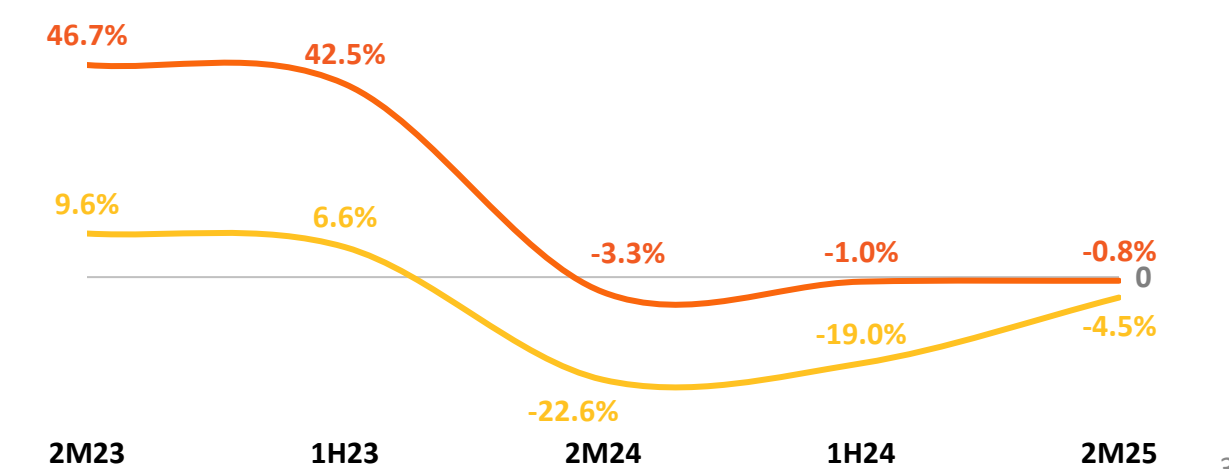
Source: Forecast Jun-Dec 2025: BI Rate - BDI projection; US Rate – FOMC Meeting, Reuters, CME FedWatch Tool

Multifinance

Slight decline YoY automotive sales growth in 2M25, while better trend compared to 1H24

Vehicle Wholesale Growth (% YoY)

2W 4W



Danamon Strategic Overview: 1Q25 Results

YoY lending continues to grow with better CoC, while softer NPAT due to slowdown in automotive market.

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* 7% YoY

* Loan Portfolio and Trade Finance including Marketable Securities

Funding 6% YoY

NPAT 9% YoY

Highlighted Metrics (YoY change)

Granular Funding **Rp93.1 Tn**
 6% YoY

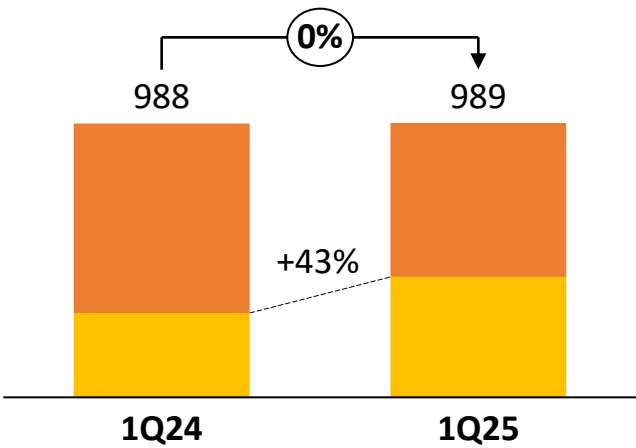
Risk-adjusted NIM **4.8%**
 0.1 p.p

Pre-Provision Operating Profit (PPOP) **Rp2.0 Tn**
 10% YoY

NPL Coverage Ratio **283.3%**
 21.5 p.p

Automotive Ecosystem – Business collaboration result driven by growth in retail financing

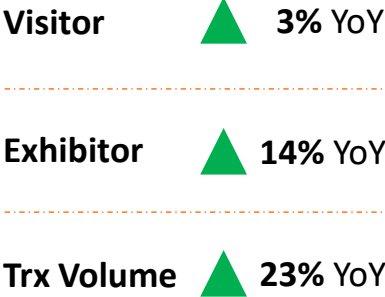
Business Synergy
Loan Disbursement (Rp bn)



Business Collaboration

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

Danamon, Adira, and MUFG joint initiatives in IIMS 2025
-- 4th year sponsoring IIMS – multiple new EV players



Hajj and Umroh Ecosystem – Deepen customer engagement and collaboration with BPKH, Association, and Travel Agencies



Key initiative to strengthen Hajj & Umrah proposition

-- Deepen customer engagement through Iftar Ramadhan with Hajj Umroh Associations and community events in 16 branches



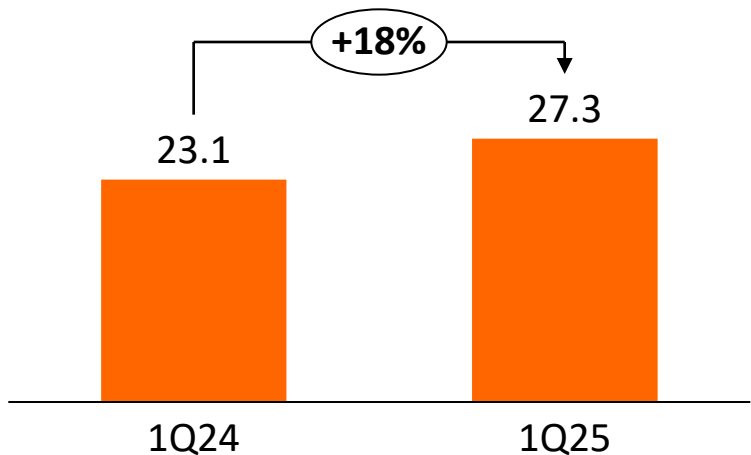
-- Collaboration with Hajj and Umrah Travels for Ramadhan Fair in Menara Bank Danamon, Jakarta



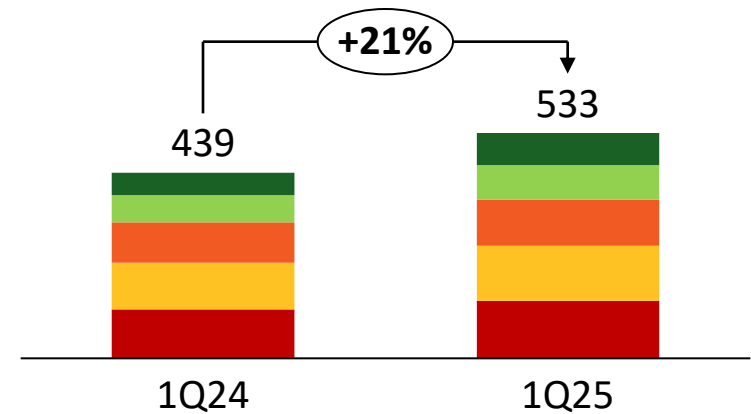
Expand Collaboration with our Financial Group

Grow as a Financial Group

Synergy Loan, Rp tn



of Synergy deals, accumulated



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

Financial Group Collaboration: Introducing the “Co-base Concept Branch”



A member of MUFG



A Danamon Company



JADI BISA!



Delivering holistic group solutions at the “Co-Base Concept” branches (Jakarta, Bogor, Surabaya, Makassar)




Continuous improvement in Foundation Building

D-Bank PRO – Launch new low-cost service for foreign currency transfer to increase customer’s transaction convenience


of Engaged User
▲ 14% YoY

of Trx
▲ 37% YoY

Trx Value
▲ 32% YoY



D-BANK PRO by Danamon



Low-cost Service for Foreign Currencies Transfer to all overseas bank


Available in **11** foreign currencies (USD, JPY, SGD, EUR, GBP, AUD, CAD, CHF, HKD, NZD, SEK)

Branch Network – Continuously invest in new branch concept across the Indonesia and conduct Community Events to deepen customer engagement

Average Funding
▲ 7% YoY


Average Loan
▲ 15% YoY

New to Bank
▲ 44% YoY




12 Branches Transformed in 1Q25 across 11 cities in Indonesia

39 Community Events at Transformed Branches



BDI Medan Putri Hijau




BDI Jakarta Greenville

Danamon Cash Connect – Foreign currency transfer services to facilitate Foreign Trade of Companies and Business Owners

of User
▲ 15% YoY

of Trx
▲ 17% YoY

Trx Value
▲ 21% YoY




D connect


DCC Remittance: 12 Foreign Currencies

New currency: CNY & SAR


- Foreign currencies transfer to various country
- Competitive exchange and transfer rates



Branding – Contiued and improved Programs to enhance customer relationship and attract new customers





PENGUMUMAN PEMENANG DANAMON HADIAH BERUNTUN
PERIODE 1 JUNI 2024 – 31 JANUARI 2025



Danamon Hadiah Beruntun: 680 Winners announced
(1 June 2024 – 31 January 2025)

- **Grand Prize:** EV Car, iPad, Saving Balance
- **Prize:** Car, E-Vouchers, Saving Balance



New benefits of AMEX Gold Card:

1. **Welcome bonus of 90K AMEX Membership Rewards® (MR) Points***
2. **Bonus program 210K MR Points***
3. **2x access/year to 1,700+ airport lounges globally with Priority Pass**

* T&C apply

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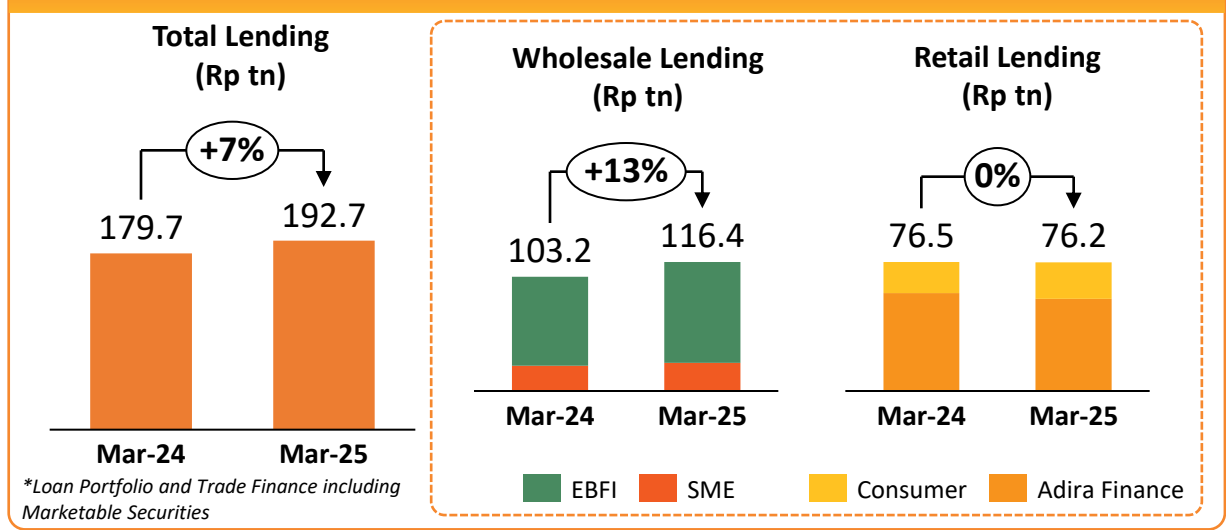
Strategy Highlights

Financial Highlights

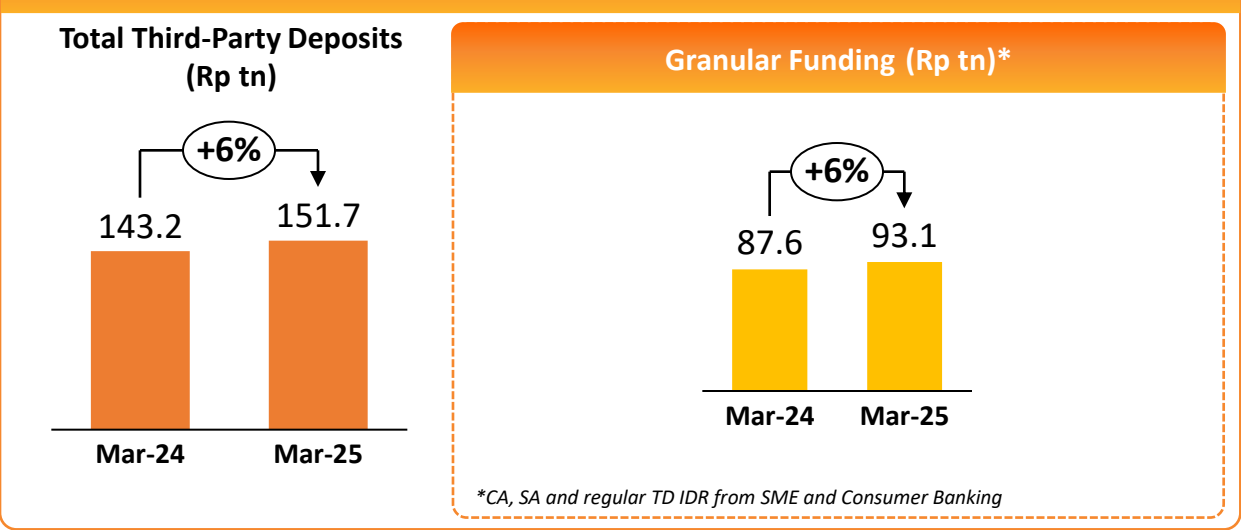
Appendix

Continued Lending and Funding Growth with Healthy Asset Quality

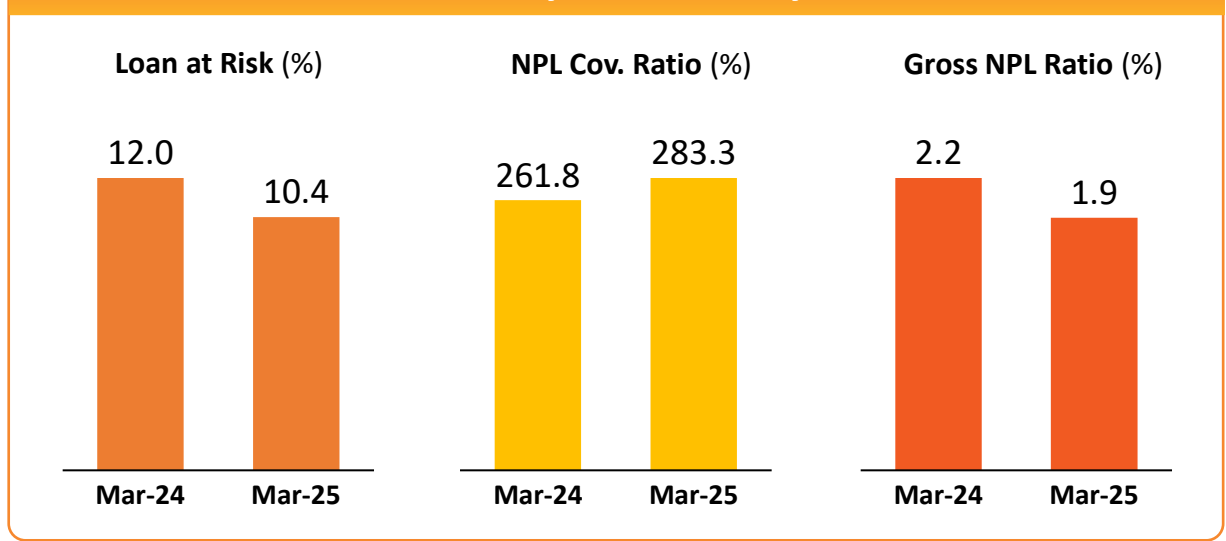
Sustainable Lending* Growth



Adequate Liquidity & Funding Growth



Healthy Asset Quality



Stable Profitability



Double Digit Asset Growth Driven by Higher Lending and Funding Balances

In Rp bn	Mar-24	Mar-25	YoY	Jun-24	Sep-24	Dec-24	Mar-25	QoQ
Total Assets	226,562	250,795	11%	231,916	240,384	242,335	250,795	3%
Total Lending ¹⁾	179,721	192,669	7%	183,852	186,519	189,380	192,669	2%
Government Bonds	18,163	19,788	9%	18,843	18,699	18,699	19,788	6%
Total Funding	160,982	168,619	5%	167,052	167,862	170,813	168,619	-1%
CASA	69,990	64,287	-8%	67,254	65,188	63,840	64,287	1%
Time deposits	73,221	87,382	19%	78,796	83,715	89,385	87,382	-2%
Borrowings and LT. Funding	17,770	16,949	-5%	21,002	18,960	17,589	16,949	-4%
Equity	48,824	50,748	4%	49,342	50,508	51,068	50,748	-1%

1) Total Loan & Trade Finance includes marketable securities.

While Lower Demand in Auto Loan Impacted Revenue, CoC Improved YoY by Double Digit

In Rp bn	1Q24	1Q25	YoY	2Q24	3Q24	4Q24	1Q25	QoQ
Net Interest Income	3,913	3,856	-1%	3,892	3,861	3,920	3,856	-2%
Non Interest Income	826	815	-1%	801	893	797	815	2%
Operating Income	4,739	4,671	-1%	4,693	4,754	4,718	4,671	-1%
Operating Expenses	(2,473)	(2,630)	6%	(2,695)	(2,743)	(2,654)	(2,630)	-1%
PPOP	2,266	2,040	-10%	1,999	2,011	2,063	2,040	-1%
Cost of Credit	(1,202)	(1,066)	-11%	(1,216)	(962)	(1,026)	(1,066)	4%
Operating Profit	1,064	974	-8%	783	1,049	1,038	974	-6%
NPAT	831	757	-9%	624	877	848	757	-11%

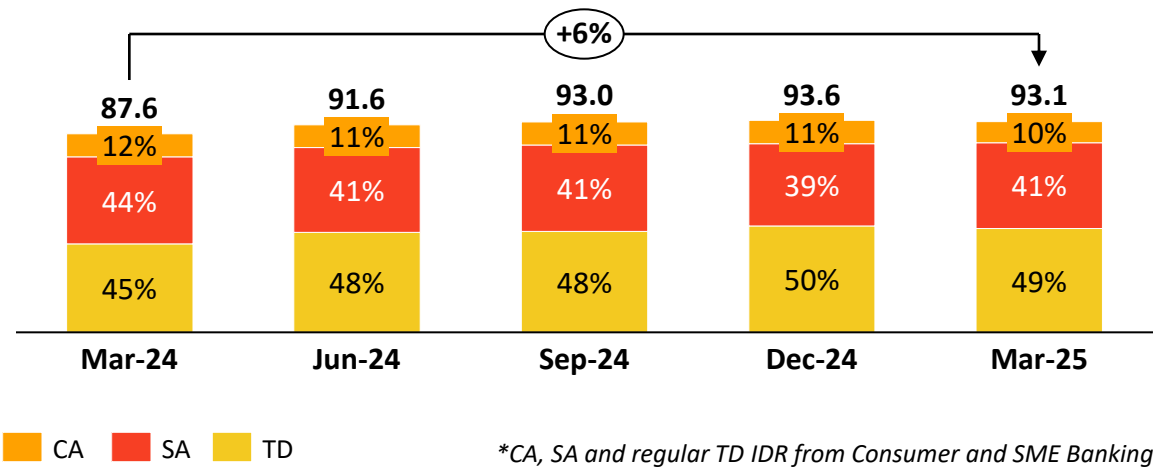
Well-Maintained Asset Quality

In %	1Q24	1Q25	YoY	2Q24	3Q24	4Q24	1Q25	QoQ
NIM	7.7	7.1	-0.6	7.4	7.1	7.1	7.1	0.0
CoC	2.8	2.3	-0.5	2.8	2.1	2.2	2.3	0.1
Risk-adjusted NIM	4.9	4.8	-0.1	4.6	5.0	4.9	4.8	-0.1
Cost to Income	52.2	56.3	4.1	57.4	57.7	56.3	56.3	0.0
CASA Ratio	48.9	42.4	-6.5	46.0	43.8	41.7	42.4	0.7
RIM	98.5	101.8	3.3	99.8	99.3	97.5	101.8	4.3
NPL Gross	2.2	1.9	-0.3	2.2	2.0	1.9	1.9	0.0
Loan Loss Coverage (LLC)	261.8	283.3	21.5	263.2	272.3	287.2	283.3	-3.9
Loan at Risk Coverage incl. COVID ¹⁾	48.1	50.3	2.2	47.2	47.8	51.3	50.3	-1.0
ROAA	1.5	1.2	-0.3	1.1	1.5	1.4	1.2	-0.2
ROAE	7.5	6.5	-1.0	5.7	7.8	7.4	6.5	-0.9
CAR	26.1	25.2	-0.9	25.9	26.1	26.2	25.2	-1.0

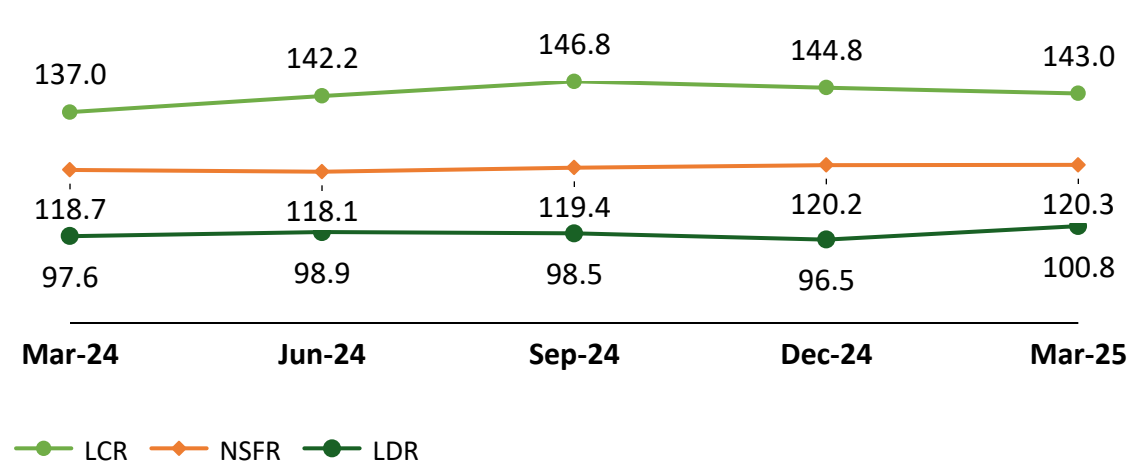
1) NPL + SM + Restructured Loan Coll. 1 including COVID Restructured Loans (Under Forbearance).

Steady Granular Funding Growth Trend with Robust Capital Structure

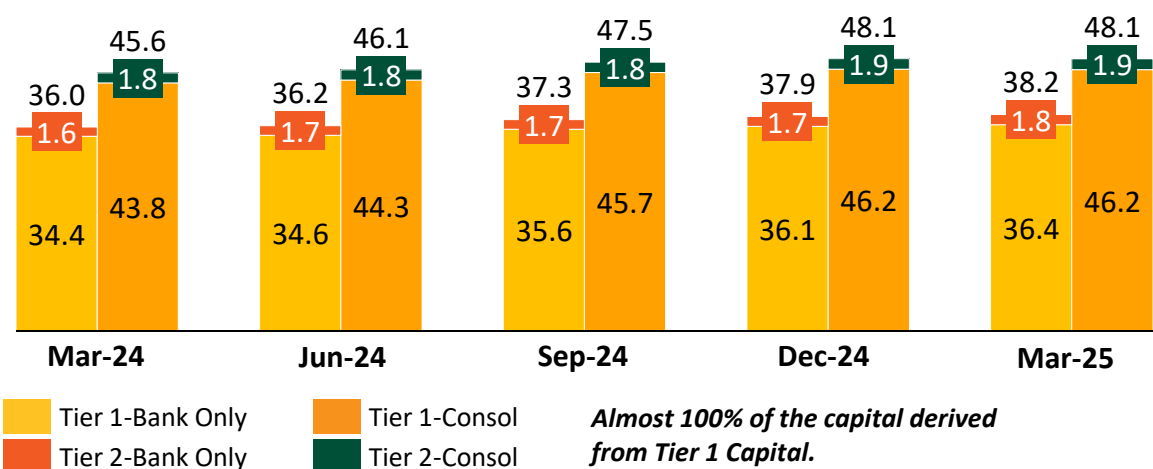
Granular Funding* (Rp tn)



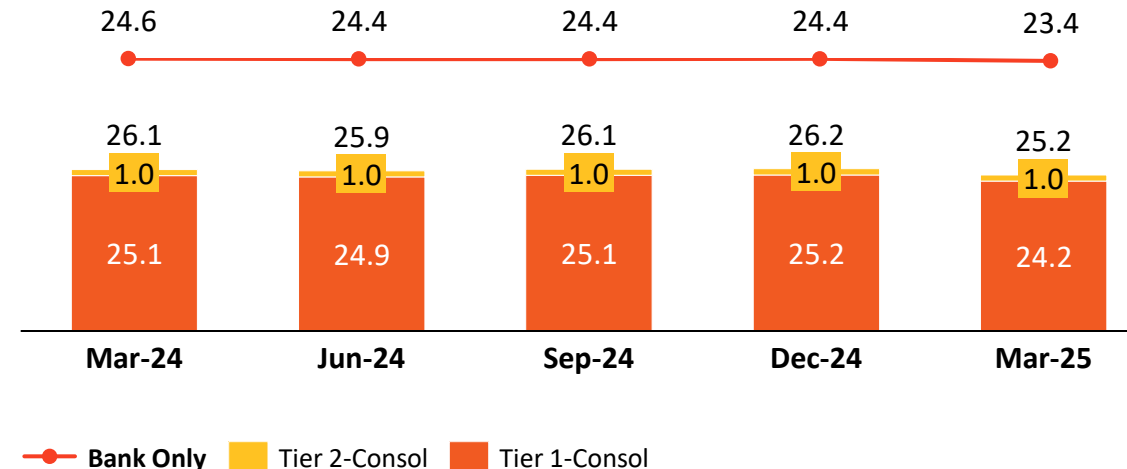
LCR, NSFR & LDR (%)



Tier 1 and Tier 2 Consolidated Capital (Rp tn)

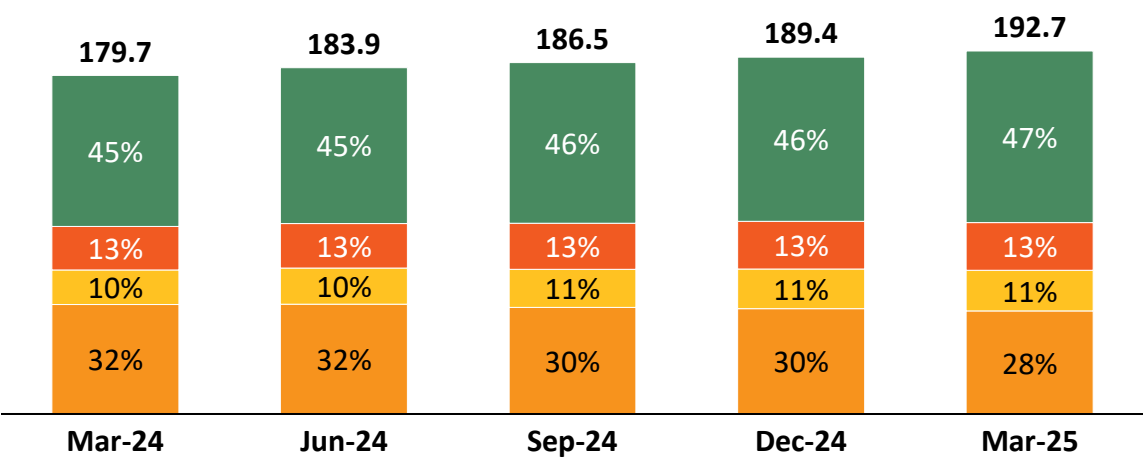


Capital Adequacy Ratio (%)



Continuous Lending Growth in EBFI, SME and Consumer Banking Segments

Lending Composition¹⁾ (Rp tn)



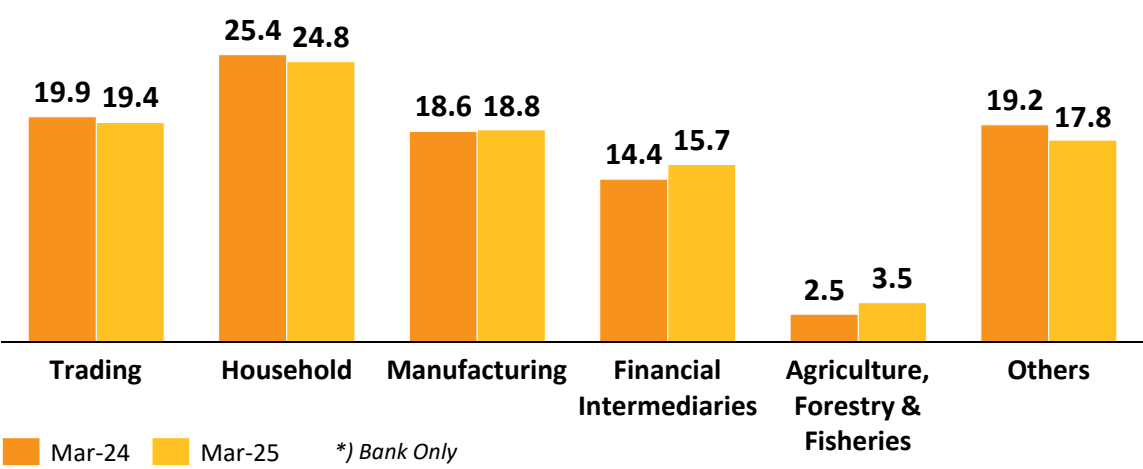
1) Loan Portfolio & Trade finance includes marketable securities.

Lending Growth¹⁾ (Rp bn)

	Rp bn	Mar-24	Mar-25	YoY	Dec-24	QoQ
Wholesale Lending	EB ²⁾ & FI	80,247	91,098	14%	87,072	5%
	SME	22,948	25,324	10%	25,405	0%
Retail Lending	Consumer ³⁾	18,376	21,513	17%	20,937	3%
	Adira Finance	58,150	54,734	-6%	55,966	-2%
Total		179,721	192,669	7%	189,380	2%

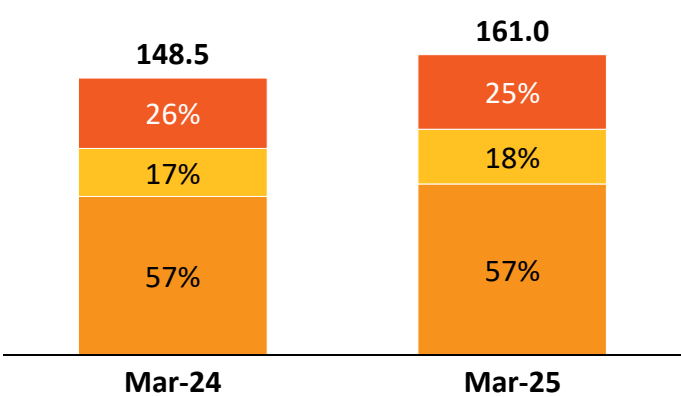
1) Loan Portfolio and Trade finance includes marketable securities.
2) Enterprise Banking: Commercial and Corporate.
3) Consumer: Mortgage, Unsecured Personal Loan, Credit Card, and Others.

Lending by Sector (% of total loans)*



*) Bank Only

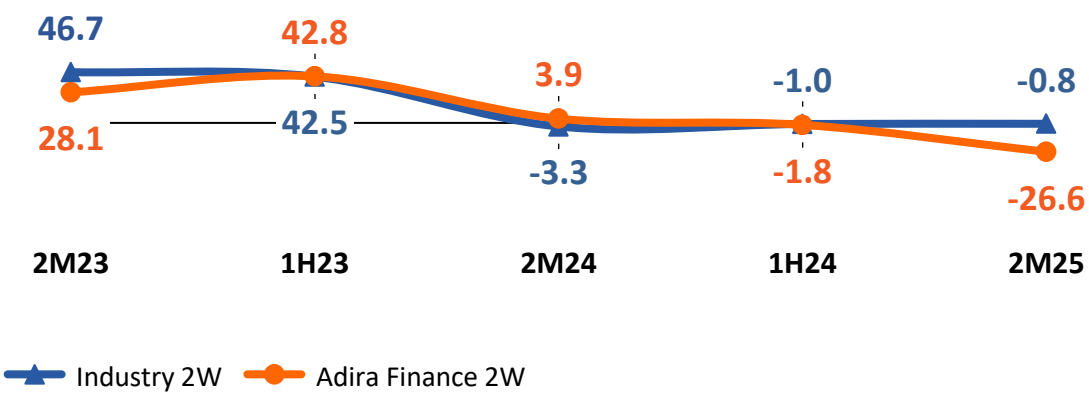
Lending by Purpose (Rp tn)*



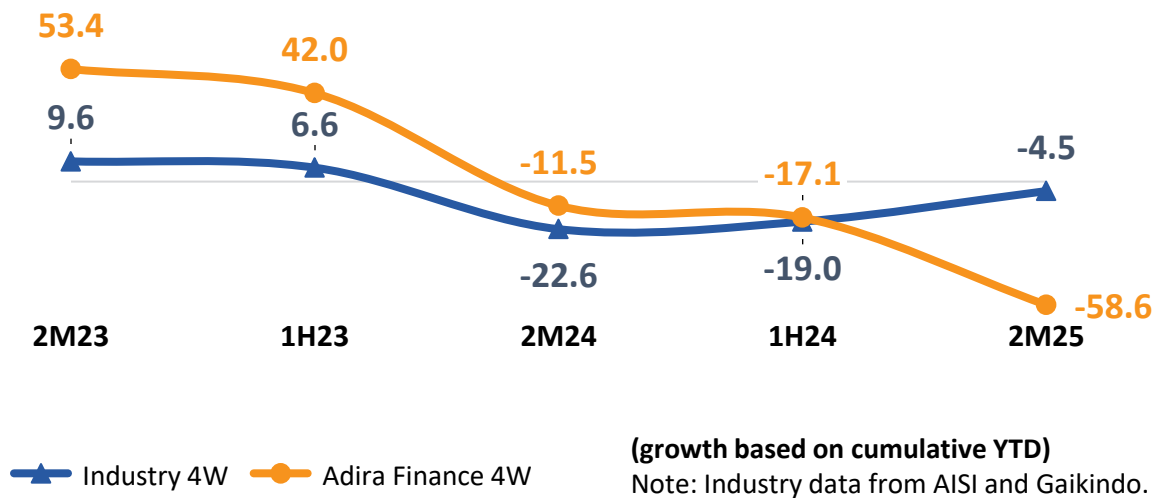
*) Bank Only

Units New Loans Growth vs. Industry (% YoY)

2-Wheelers (2W)



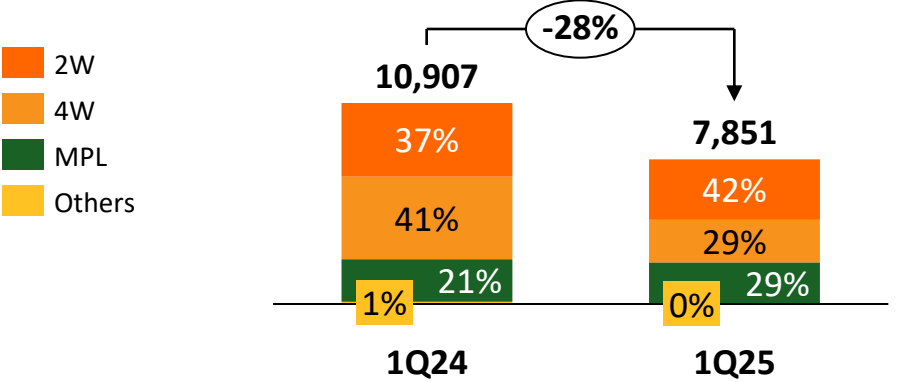
4-Wheelers (4W)



Prudence in New Loans Disbursement

New Loans Amount (Rp bn)

Although the automotive industry has started to recover compared to last year, Adira Finance remains being prudent in disbursing new financing in order to maintain healthy asset quality.

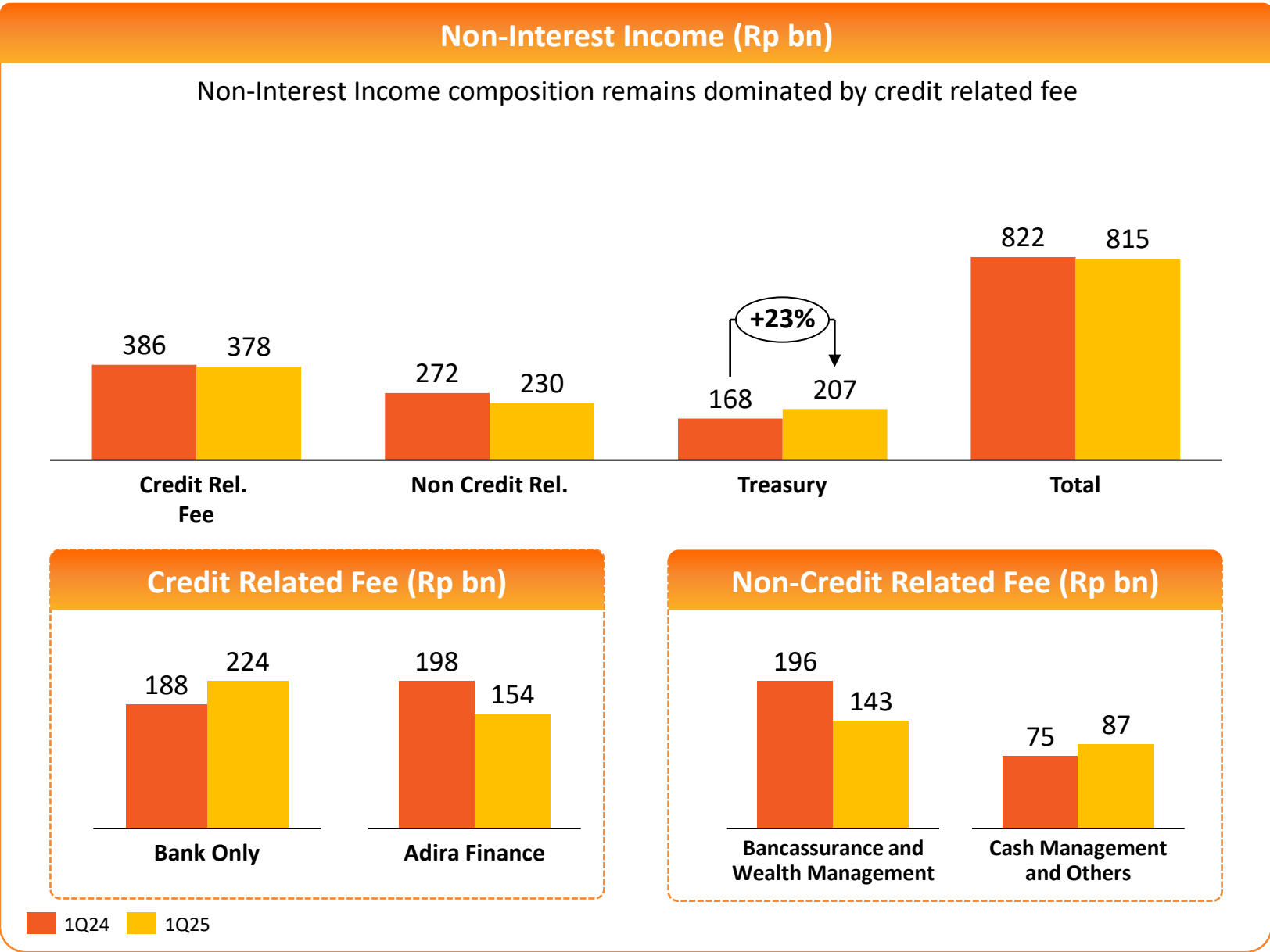
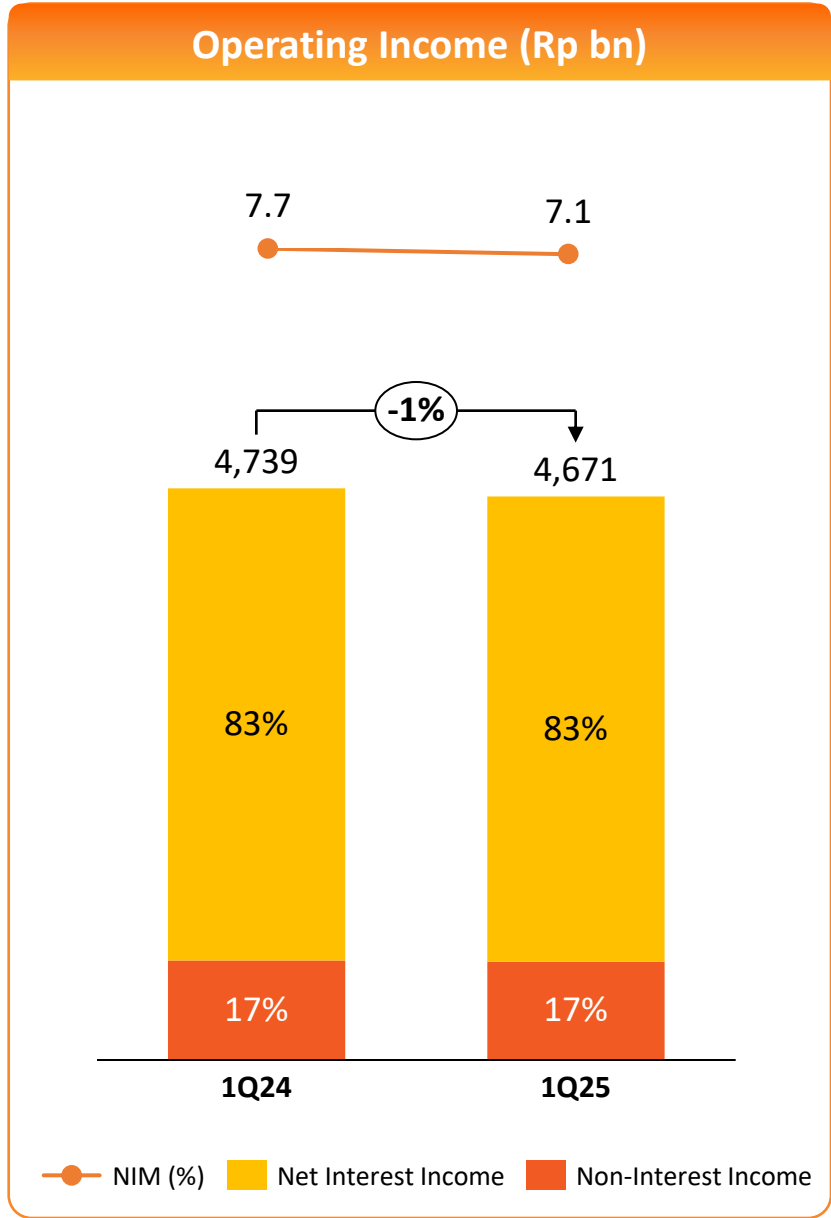


Outstanding Loans

Rp bn	Mar-24	Mar-25	YoY	Dec-24	QoQ
2W Auto Loans	19,273	18,616	-3%	18,802	-1%
4W Auto Loans	28,715	24,857	-13%	26,072	-5%
Multi-Purpose Loans (MPL)	9,371	10,675	14%	10,396	3%
Others*	791	586	-26%	696	-16%
Total Loans	58,150	54,734	-6%	55,966	-2%

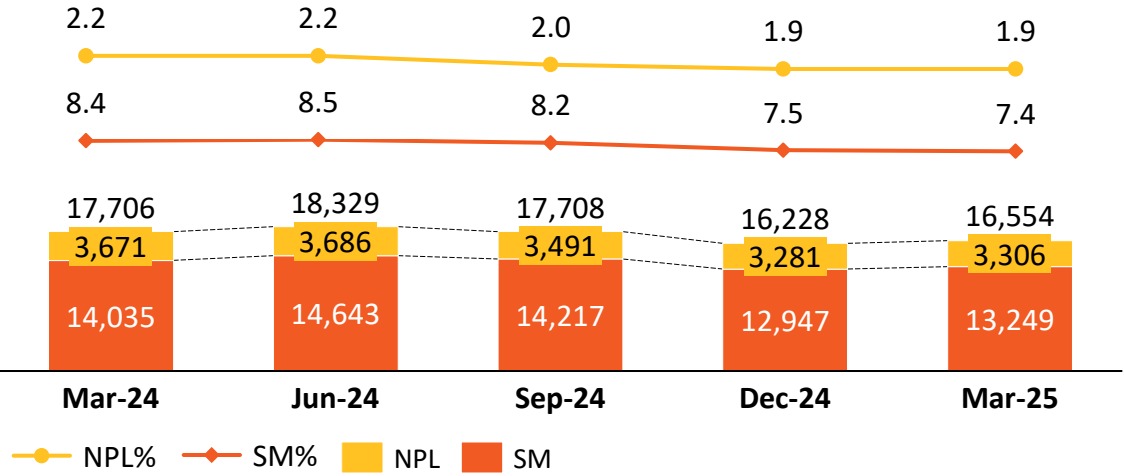
*White goods, heavy equipment and others

Maintained Stable Operating Income Streams

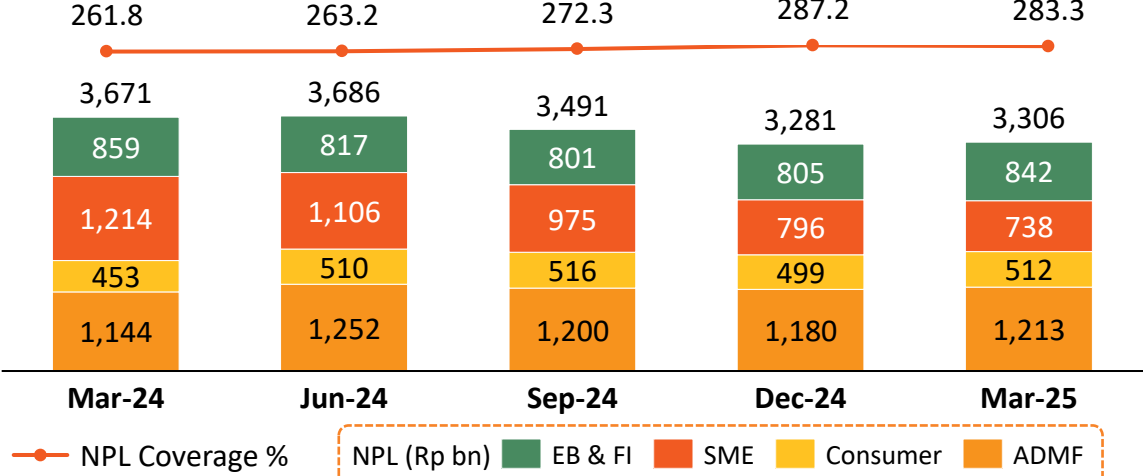


Healthy Asset Quality With Solid NPL Coverage

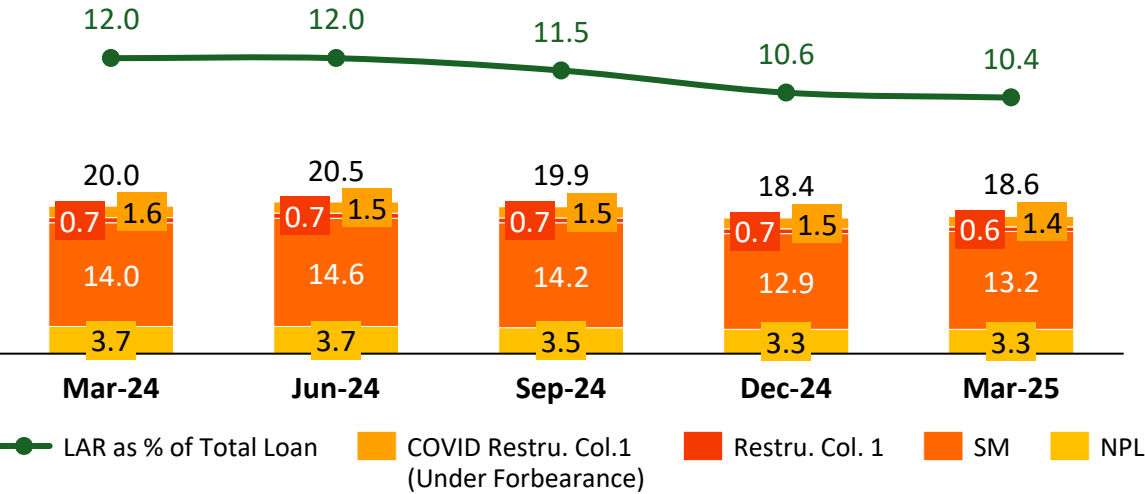
NPL & SM: Ratio (%) & Amount (Rp bn)



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)

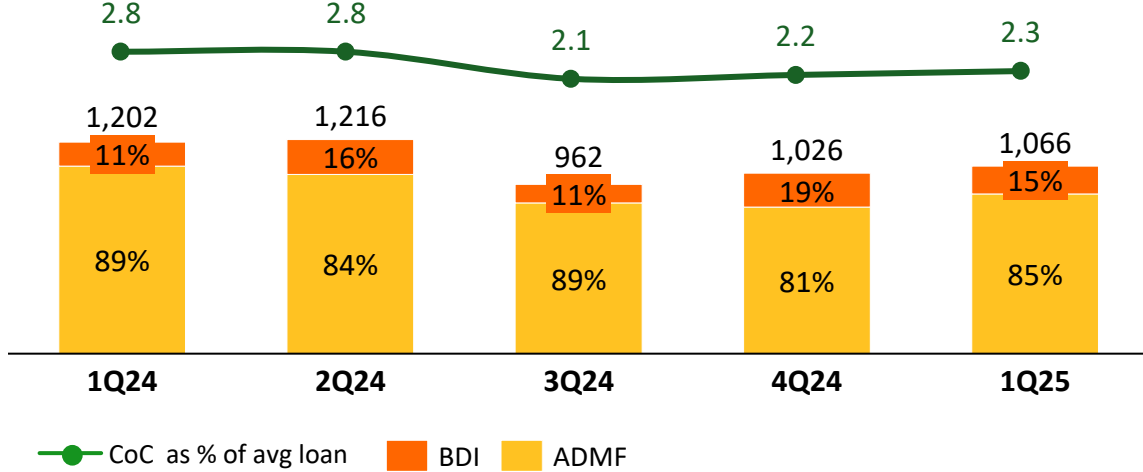








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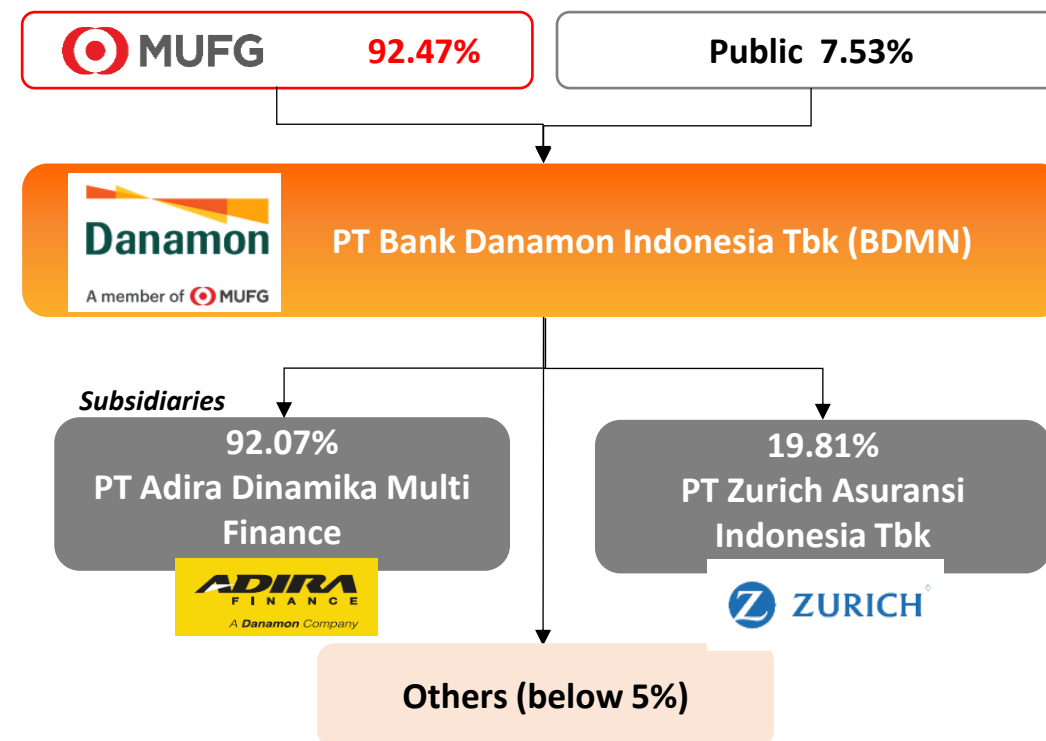
Strategy Highlights

Financial Highlights

Appendix

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 38.2 Tn Consolidated : Rp 48.0 Tn	
Extensive Network Across Indonesia	~ 870 Total Branch Offices across Indonesia	
	Danamon : 354 Adira Finance : 516	
	ATMs & CRMs : 1,016 (60,000 incl. ATM Bersama, PRIMA and ALTO Network)	
Resilient Resources and Talents	~ 24,983 Total Employees Danamon : 8,398 Adira Finance : 16,585	



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 Benyamin 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

**Effective upon passing the fit and proper test from OJK*



BUSINESS COLLABORATION & PARTNERSHIP



International Indonesia Motor Show (IIMS) 2025

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. This collaboration underscores long-term commitment to propelling the growth of Indonesia's automotive industry.

15-25 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 1st in Southeast Asia.

27 Feb 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 which attended by Danamon's Enterprise and Retail Customers.

6 Feb 2025



SUSTAINABILITY



Signing Long Term Facility Agreement

Chandra Asri Group and Danamon Sign 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



A member of  MUFG

THANK YOU

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