#BangkitBersamaSahabat

ADIRA FINANCE PROFILE

As of March 2021





1 COMPANY PROFILE



Established in 1990 and has been operating in the automotive financing business for 31 years



Serve various types and brands of vehicle financing, both new or used ones



One of the largest and profitable multi finance companies in the country



Conducted IPO in 2004 and Bank Danamon (Baa2/BBB) became the majority shareholder with 75% ownership



Bank Danamon currently owns 92.07% of Adira Finance's shares through some corporate actions



Operates 440 business network throughout Indonesia and **supported by more than 16 thousand employees**, to serve 2.2 million customers with around Rp40,4 trillion of managed receivables



Credit Ratings

Pefindo : idAAA (Stable)

Fitch Rating: BBB (Stable)
Moody's: Baa2 (Stable)



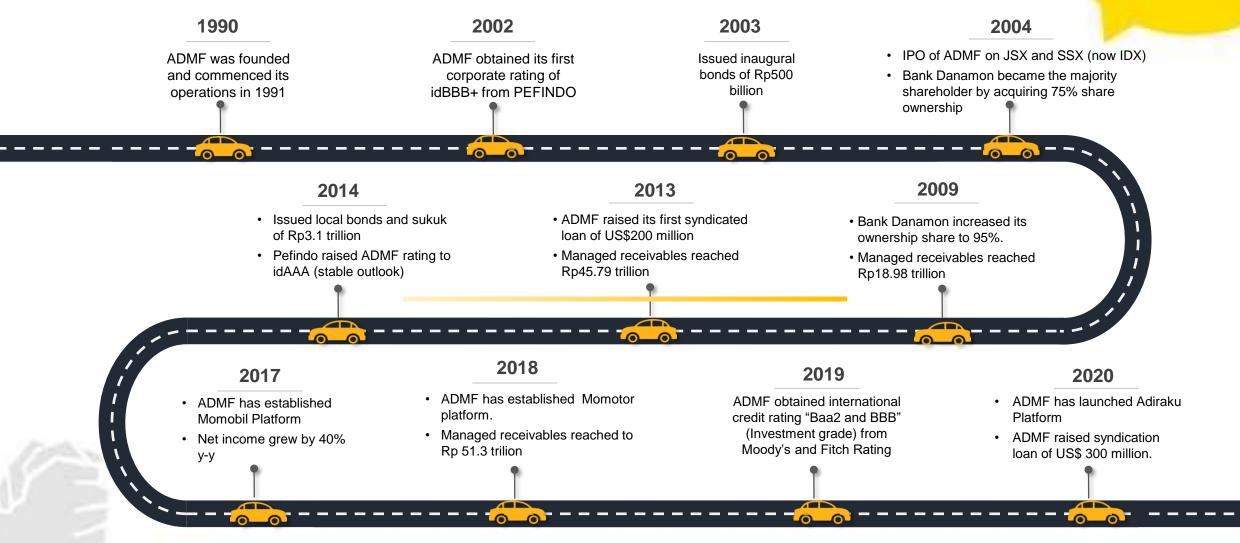


(IDR bn)	2018	2019	2020	1Q21
Total Assets	31,496	35,117	29,231	25,588
Total Income	10,184	11,337	9,435	2,053
Expenses	7,699	8,459	7,958	1,773
Net Income	1,815	2,109	1,026	211
ROAA*	6.0%	6.3%	3.1%	2.8%
ROAE*	29.0%	29.2%	13.3%	10.9%
NIM	14.2%	13.7%	12.0%	11.1%
Debt / Equity Ratio	3.1x	2.8x	2.1x	1.6x

^{*)} ROAA and ROAE= total net profit / Avg. total asset or total equity

Key milestone and track record Adira Finance







ADIRA

Adira Finance has strong support from the group, including MUFG and Danamon Bank

MUFG

- MUFG is one of the world's leading financial groups
- MUFG Bank is rated A from S&P, A1 from Moody's and A- from Fitch

Danamon

- One of the largest banks in Indonesia
- Total Assets amounted to IDR 194.0 trillion as of 1Q21
- Bank Danamon is rated Baa2 from Moody's and BBB from Fitch



Vision, mission, and philosophy

OUR VISION

Creating shared values for the company sustainability and prosperity of Indonesian society

PHILOSOPHY

ADIRA TOP has become a consistent part of personal values of each employee at Adira Finance, as well as the culture that drives the Company's business activities

OUR MISSION



Provide a variety of products and services to serve every step in customer's life cycle



Provide beneficial and friendly experiences for stakeholders



Enable communities to reach prosperity

We offer a variety of products to be customer centric



Key Business Overview



- Motorcycle market penetration is already high in Indonesia due to affordable pricing for all levels of society, particularly for low-mid income segment. In addition, inadequate local road infrastructure and traffic congestions have triggered most population using motorcycle for their daily activities.
- As of March 2021, motorcycles financing contributed 43% of our managed receivables.



- Adira Finance continues to focus on growing passenger car financing on the back of low penetration and high growth prospect.
- In terms of the commercial segment, we will optimize to tap certain types of commercial car to manage asset quality, mainly small pick ups.
- As of March 2021, cars financing accounted for 56% of our managed receivables.



- Adira Finance started durable financing disbursement in Mid 2015.
- Currently durable financing portfolio covers mainly computer/gadgets, furniture, household appliances and others.

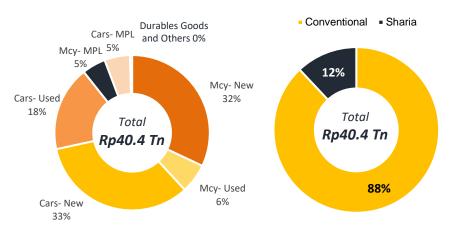


- ADMF offers multi-purpose loans for services since 2016. These type of financings are typically used by customers for health, education, house renovation and travelling purposes. Currently these loans are secured by the respective vehicles.
- We view that this segment offers future potential due to large numbers of consumers owning vehicles that also need financing cash loan.



- Our Islamic financing (sharia) covers financing for 4W and 2W, and also umroh's religious pilgrimage.
- Currently, our sharia portfolio accounts for 12% of our managed receivables.

MANAGED RECEIVABLE



Note: Data As of March 2021

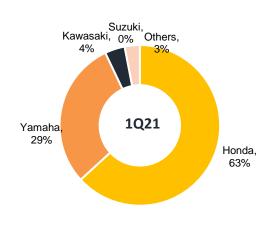
Our financing receivables are well diversified across car and motorcycle financing as well as multipurpose loans

New financing disbursement

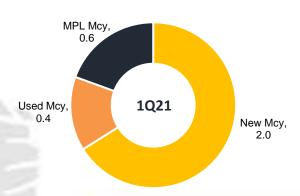


Diversify new financing business beyond automotive to durable and sharia financing

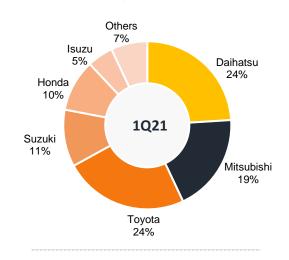
Motorcycle Financing by Brands



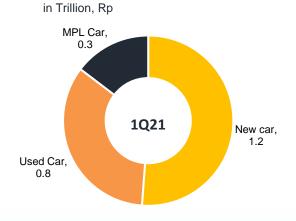
Motorcycle Financing by Segment in Trillion, Rp



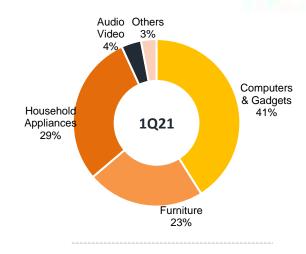
Car Financing by Brands



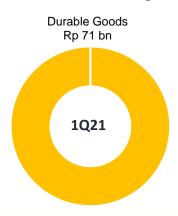
Car Financing by Segment



Durables Financing by Type of Products



Durables Financing



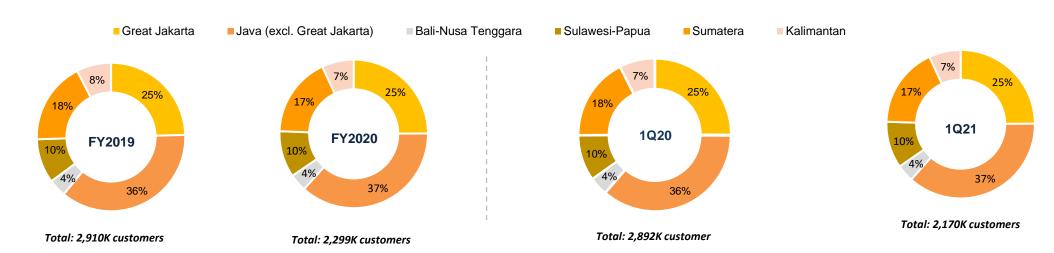
Customer and banking relationship



Active Customers (in million)/ Revenue per Active Customer (in Rp million)



Active Customers by Region



Network and franchises

ADIRA

Sahabat Setia Selamanya

Adira Finance's business network spreads throughout Indonesia, serving 2.2 million consumers

Adira Finance's business network spreads throughout Indonesia in 1Q21. The number of consumers reached 2,2 million, decreased by 2,7% y/y compared to 1Q20.



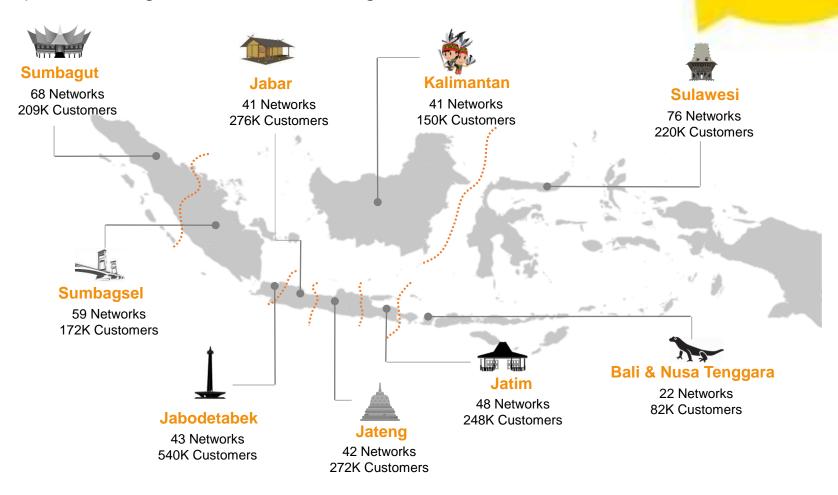
Branch



Keday

Area	Java	Non-Java	Total
Network	174	266	440
Customer	1.3 million	883 thousand	2.2 million

Note:- Data as of March 2021.

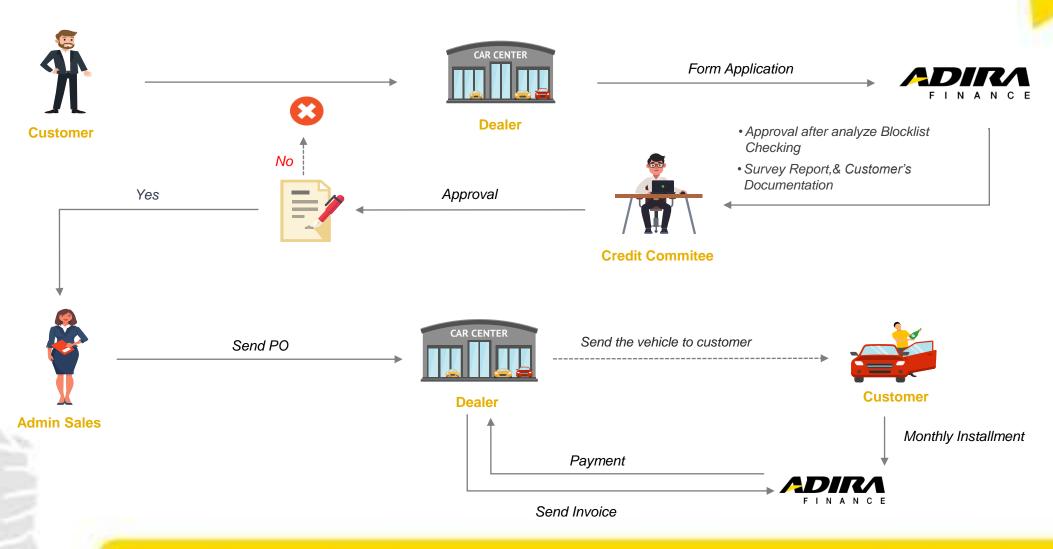


⁻ Total customers are the same as active contracts

Business process dealer referrals

Eshabat Setia Salamanya

Adira Finance has a simple and fast acquisition process



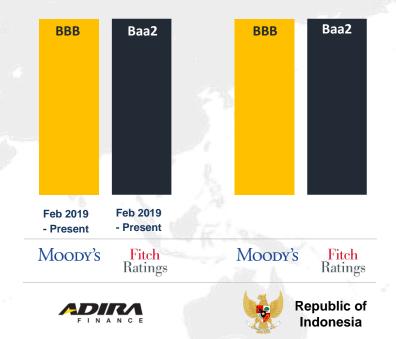
RATINGS 2020



ADMF has highest national rating & international investment grade ratings

National Credit Rating Higher idAAA idAAA idAA+ idAA+ idAA Nov 2014 idAAPresent idAAidAA-Feb 2011 idA+ idA+ Apr 2010 idAMar 2008 idAidA-Jan 2007 idBBB+ idBBB+ Feb 2005 Feb 2003 May 2002 idCCC idD/dSD **PEFINDO** Lower

International Credit Rating



Adira Finance	As of 31 March 2020			
Corporate Rating	idAAA			
Instrument Rating	idAAA			
Outlook	Stable			

	Adira F	inance	Republic of Indonesia			
Ratings	Fitch	Moody's	Fitch	Moody's	S&P	
Long Term Rating	BBB	Baa2	BBB	Baa2	BBB	
Outlook	Stable	Stable	Stable	Stable	Stable	



2BUSINESS STRATEGY





THE THREE PILLAR STRATEGY



Accelerate digitalization across organization and ecosystem

Applying the mindset of customer centric

Implementing Business Process Reengineering (BPR) to deliver better customer experience

The roadmap ADMF business strategic direction



Re-gain Market Share in Auto Business

- Strengthened and attractive marketing program to boost our new financing
- Increase penetration of the mid to high passenger segment
- Strengthen relationship with dealer
- Upgrade skill set and performance of sales force

Diversify into Non-Auto Business

- Developing MPL : education loan, travel loan, etc
- Improve fee-based income business
- Non-organic business development



Customer Centric

- New Branch Model
- Adiraku
- Adira poin
- Credit limit



Business Process Reengineering (BPR)

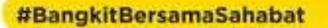
- To create simple, faster and lean processes
- Deliver better customer experience by improving policy, procedure and system.

Drive Productivity and Improve Operational Excellence

- Adjust manpower capacity
- Upgrade manpower capability through training and seminar
- Automation operational process

Accelerate Digitalization across Company and Ecosystem

- Continue developing momobil.id, momotor.id and AdiraKu
- Exploring opportunity in collaboration with P2P lending



Initiatives that have been implemented throughout 2021





Ensuring Operations Run Well

- ADMF continues to ensure that the company's operational activities can run well through the implementation of BCP, work from office schemes, and work from home by implementing health protocols amid the COVID-19 pandemic.
- Adira Finance continues to process a simpler, faster and streamlined process and provides a better customer experience



Loan Restructuring

The company helps customers who are directly affected by Covid-19 by providing a restructuring program in accordance with the direction of the regulator



New Financing Acquisitions

- Adira Finance will be more aggressive and competitive in increasing market share in the automotive business, both cars and motorcycles
- Expanding the network to the non-automotive business by continuing to diversify the products offered to support business growth



Maintain Assets Quality

- Companies channel new financing more carefully
- Increase Customer Retention
- Use technology for billing



Maintain Liquidity

- Conduct joint financing with Danamon bank with a share of 45% in 1Q21
- The total external borrowing as of March 2021 are IDR 13,4 trillion
- Obtained standby loan facility from MUFG of \$ 280 million



3 HIGHLIGHT OF ADIRA STRENGTHS

Key credit highlights





Well-Diversified Business Portfolio Across Products, Region and Segments to balance business growth and manage our margin



Strong Market Presence - One of the Largest Auto Financing Companies in Indonesia



2.



Prudent Risk Management Approach Leading to Healthy Asset Quality



Diversified Funding Sources and Business Synergy with BDI Group

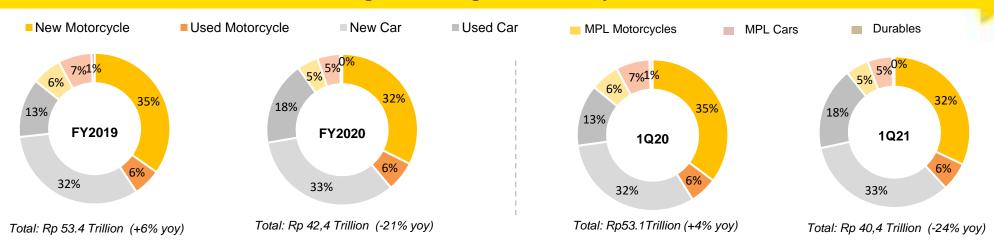


Experienced Management Team and Excellent Industry Track Record

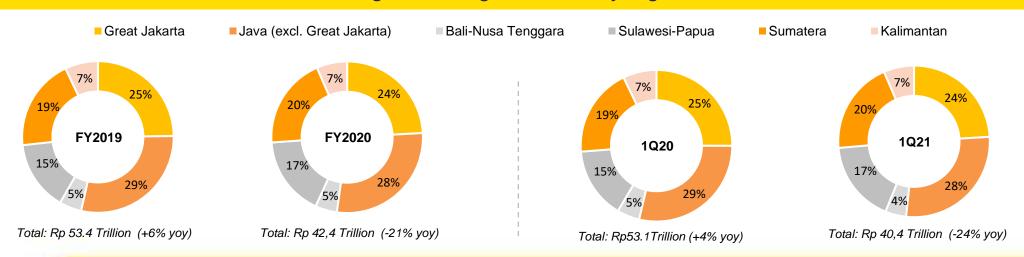
Well-diversified business portfolio across products, regions and segments



Net Managed Financing Receivables by Product



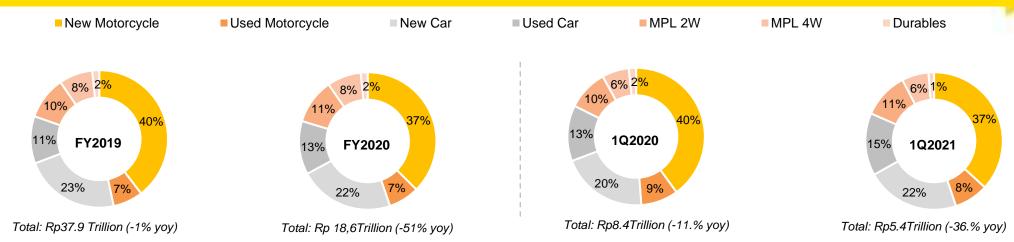
Net Managed Financing Receivables by Region



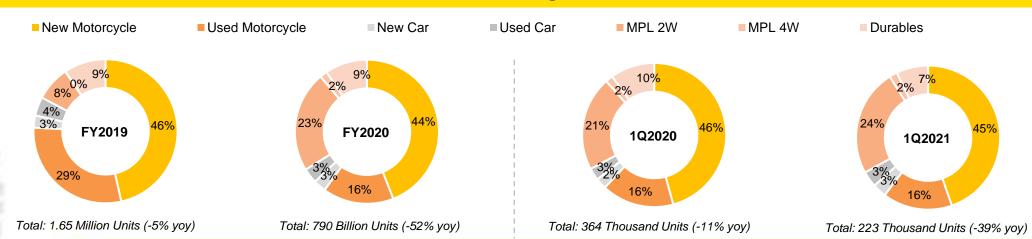
Well-diversified business portfolio across products, regions and segments







New Financing Units



Experienced management team – Board of Commissioners



Yasushi Itagaki



President Commissioner

- President Director of PT Bank Danamon Indonesia Tbk
- Managing Executive Officer and Deputy Chief Executive of the Global Commercial Banking Business Unit of MUFG Bank and Executive Officer of MUFG.

Krisna Wijaya



Commissioner/Independent
Commissioner

- The President
 Commissioner/Independent
 Commissioner of PT BNI Life
 Insurance
- Former Director of Micro and Small Business at PT Bank Rakyat Indonesia
- Over 30 years of experience in financial sector

Djoko Sudyatmiko



Commissioner/Independent

Commissioner

- The Commissioner of ASCO Group
- Former Commissioner at PT Asuransi Adira Dinamika and PT Astra Graphia Tbk
- Former member of Member of Indonesia's Parliament and House of Representatives

Experienced management team – Board of Commissioners



Muliadi Rahardja



Commissioner

- Former Director at PT Bank
 Danamon Indonesia
 Tbk for 18 years, last
 designation as the Vice
 President Director
- Over 30 years of experience in financial sector

Eng Heng Nee Philip



Commissioner

- Director at Ezra Holdings Ltd, Non Executive Director & Chairman of Audit Committee at Singapore Health Services Pte. Ltd., Independent Non Executive Director concurrently as Chairman of Audit Committee at NTUC Income, Singapore
- Former Non-Executive Director at Hup Soon Global Corp. Ltd., Non Executive Director at OpenNet Pte. Ltd

Congsin Congcar



Commissioner

- Head of Krungsri Auto
 Finance and Strategy Division
 in Krungsri Auto-Group Bank
 of Ayudhya PCL and Director
 of in Ayudhya Capital Service
 Co., Ltd.
- Over 20 years of experience in financial sector

Experienced management team – Board of Directors



Hafid Hadeli



President Director

- Joined as director (Finance Director, Sales and Distribution Director) in ADMF since 2006
- Former Director of at PT
 Broadband Multimedia Tbk,
 Vice President Director at PT
 Bank Lippo Tbk, & various
 senior positions at Citibank,
 N.A., Jakarta

Swandajani Gunadi



Director, concurrently / Independent Director

- Human Resources Director since 2013
- Over 20 years of experience in multinational companies such as the Astra Group and Orang Tua Group

I Dewa Made Susila



Director

- Finance Director since 2010 and Director of Transformation & Business Strategy since 2016
- Various senior positions in Bank Danamon, Indonesian Bank Restructuring Agency and Pefindo Credit Rating

Ho Lioeng Min



Director

- Risk Management and Legal Director since 2009
- Various senior positions at ADMF, PT Adira Quantum Multifinance and PT Bank Prima Express

Experienced management team – Board of Directors



Niko Kurniawan Bonggowarsito



Director

- Sales and Service
 Distribution Director since
 2018
- Various senior positions at ADMF, PT Mandiri Pakar Sakti and PT Sinar Galesong Pratama

Harry Latif



Director

- Join in ADMF since 2015, latest position as Deputy Director
- Over 20 years of experience in multinational companies such as the Astra Group

Jin Yoshida



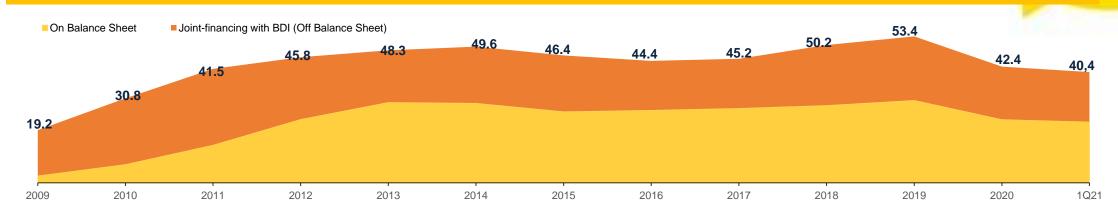
Director

- Currently serves as Managing Director in MUFG – Union Bank, New York
- Over 20 years of experience in banking industry

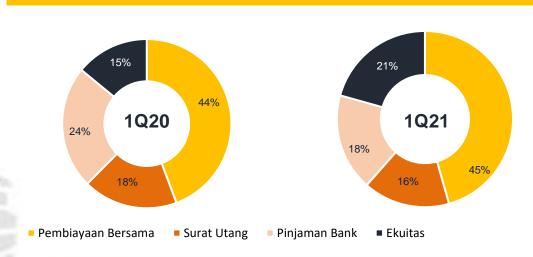
Diversified funding sources and sustainable funding support







Managed Receivables by Sources



Funding Highlights



Joint Financing

45% of managed receivables is booked under joint financing scheme with the parent bank, Bank Danamon.



On Shore Borrowings

We have around Rp5.3 trillion facilities with around 8 reputable local banks.



Off-Shore Borrowings

Adira Finance has been in the syndicated offshore loan market since 2013 with continued support from various banks in Asia (Singapore, Taiwan, Japan, etc)



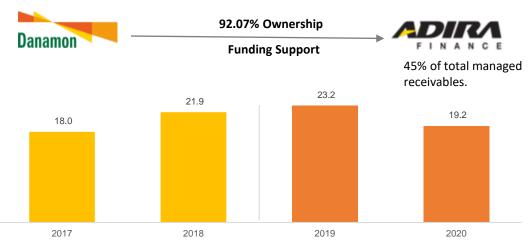
Local Bonds

Adira Finance is one of the largest corporate bond issuers in Indonesia with market share of 1,5% of total outstanding corporate bonds as of March 2021.

Business synergy of Adira Finance and BDI Group

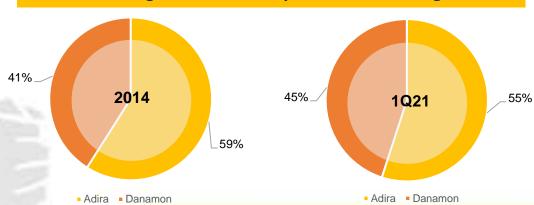


Joint Financing with Danamon

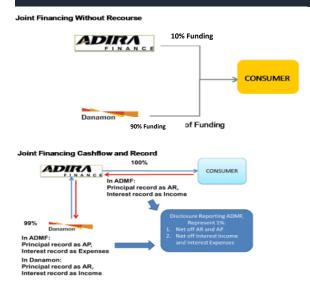


Note: Joint financing scheme

Managed Receivables by Sources of Funding



Remarkable Business Integration and Synergy



- Under the joint financing agreement with Bank Danamon, for every loan that ADMF provides which comes under this funding option, 90% will be funded by Bank Danamon while the remaining 10% will be funded by the Company.
- ADMF is responsible for managing and administering the receivables, safekeeping of documents and providing administrative services to each customer.

Cross-sell Adira Insurances Products



- Working together with Adira Insurance to offer a vehicle insurance product bundled with customer financing loans.
- Continue to cross sell various insurance products to existing customers (i.e. Personal Accident)

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PT Adira Dinamika Multi Finance, Tbk.



4FINANCIAL SUMMARY

Key financing policies/targets



SPECIFIC FINANCIAL TARGETS

1 Credit Metrics

By regulation, a finance company is allowed to have a gearing ratio maximum of 10x. Adira has historically maintained gearing ratio (debt / equity) in the range of 2x-4x

2 Dividend Policy

Dividend policy as disclosed in the prospectus of the Company's Public Offering on 31 March 2004 is at least 20% of net profit. For the last 3 years dividend payment, Adira paid out dividend at 50% of net profit



ASSET MANAGEMENT



NPL

NPL targeted to be maintained around 2.5%

2 Funding Diversification Strategy & Liquidity

- · Diversify sources of funding
- Strong relationship with Bank
 Danamon (parent) acts as a strong source of liquidity as and when required

Financial Risk Management Strategy

- · Prudent selection of clients
- Extensive prescreening / survey
- · Good underwriting practice
- Strong collection team

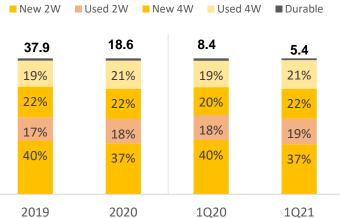


Balance sheet

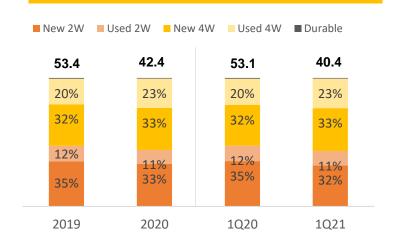


Sahabat Setia Selamanya





Managed Receivables Rp. trillion, and %, as of March 2021



Managed Receivables

Rp. trillion, and %, as of March 2021



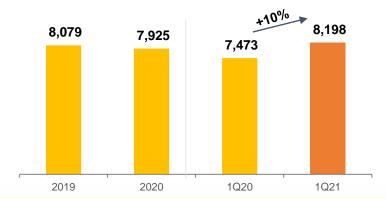
Total Asset (Stand Alone)

Rp. trillion, and %, as of March 2021



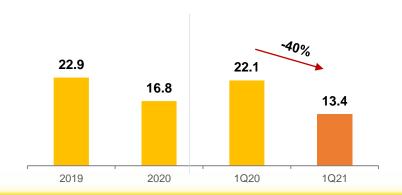
Total Equity

Rp. billion, as of March 2021



Total Outstanding Borrowing

Rp. trillion, as of March 2021

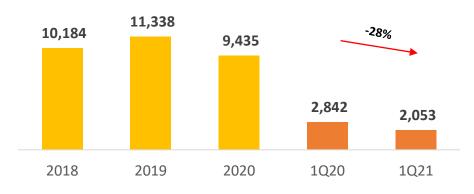


Income statement

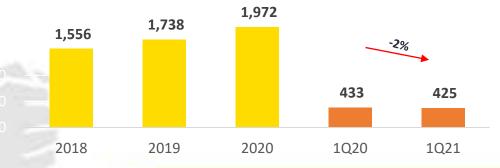




Rp. billion, March 2021

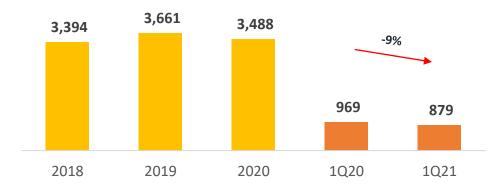


Cost of Credit Rp. billion, March 2021



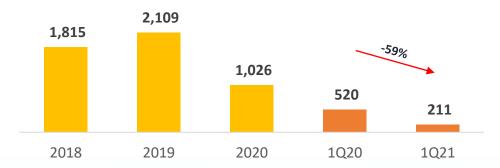
Operating Expenses

Rp. billion, March 2021



NPAT

Rp. billion, March 2021

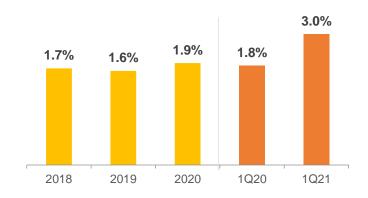


Financial ratio

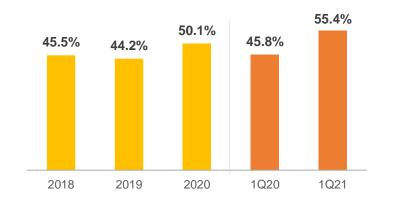


Non- Performing Loan

% of Managed Receivables

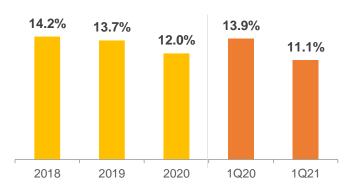


Cost to Income



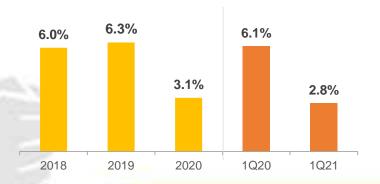
Net Interest Margin

% of Managed Receivables, annualized



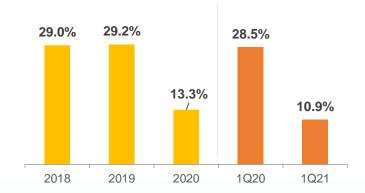
ROAA

% of Reported Asset, annualized

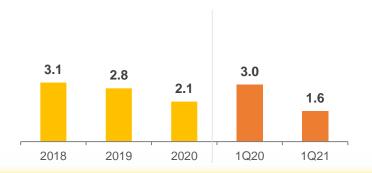


ROAE

% of Reported Equity, annualized



Debt to Equity Ratio In (x), as of March 2021





Financial summary



Rp billion, Unless Otherwise Stated	2017 (Audited)	2018 (Audited)	2019 (Audited)	2020 (Audited)	1Q20 (Unaudited)	1Q21 (Unaudited)
Total Income	9,137	10,184	11,337	9,435	2,842	2,053
Operating Expenses	2,999	3,394	3,661	3,488	969	879
Cost of Credit	1,475	1,556	1,738	1,972	433	425
Net Profit After Tax	1,409	1,815	2,109	1,026	520	211
Net Receivables(2)	25,899	27,872	29,915	22,852	29,304	21,866
Total Assets	29,493	31,496	35,117	29,231	34,798	25,588
Total Debts	21,006	21,968	22,886	16,766	22,144	13,396
Total Equity	5,745	7,028	8,079	7,925	7,473	8,198
Net Interest Margin	12.9%	14.2%	13.7%	12,0%	13.9%	11.1%
ROAA ⁽³⁾	5.0%	6.0%	6.3%	3,1%	6,1%	2.8%
ROAE ⁽³⁾	26.5%	29.0%	29.2%	13,3%	28,5%	10.9%
Debt-to-Equity	3.7x	3.1x	2.8x	2.1x	3.0x	1.6x

Source:

- (1) ADMF financial statement for the year ended March 2021
- (2) Financing Receivables after provision for losses
- (3) As percentage of reported assets and equity



5 ADIRA AWARDS

Adira Finance won multiple awards in 2020



Sahabat Setia Selemanya



The Best Corporate Secretary & Corporate Communication Award 2020 Category Public Company, Multifinance Company Assets > Rp10 Trillion



Indonesia Corporate Branding PR Award 2020 Category – Financing > Rp15 Trillion



MUFG President's Award 2020, Category Digital Initiative for Adiraku



Indonesia's Most Popular Digital Financial Brands (Millenial's Choice) Category E-Customer Services



20 Pillar Financial Indonesia Award 2020 Category Multifinance Company



Best Listed Companies Award 2020 Category Best Issuer 2020



IDX Channel Anugerah Inovasi Indonesia 2020 Award Category Products and Business Model



1st Rank – The Best IT for Multifinance in Asset > Rp10 trillion Category, Indonesia IT Award-III-2020

Adira Finance won multiple awards in 2020

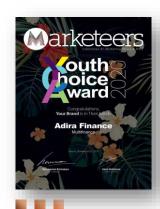




Indonesia Financial Awards 2020 (Millennials' Choice) Category Customer Service Quality for Assets > Rp15 Trillion



Indonesia's Financial Figure 2020, Category Best Multifinance in 2020 with Assets > Rp10 Trilion



Marketeers Youth Choice Brands of The Year 2020 category Multifinance Companies



1st Rank The Best Indonesia Operational Excellence Award, Category Multifinance -Public Company



Best Of The Best Award 2020, Category The Top 50 Companies For 2020, Forbes Indonesia



Top Digital Award 2020 Category Top Digital Implementation 2020 in Multifinance Sector, Top Leader on Digital Implementation 2020, and Top CIO 2020

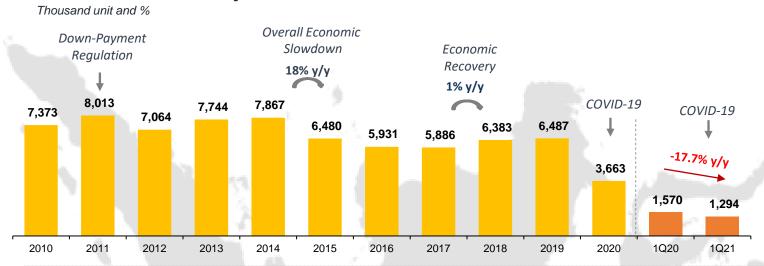


6 INDONESIAN AUTOMOTIVE & MULTIFINANCE INDUSTRY

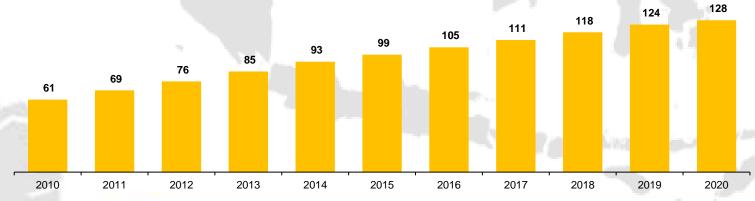


EDIRA Selection Selections

Indonesia's New Motorcycle Sales



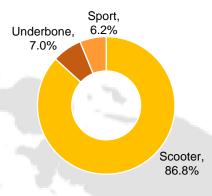
Indonesia's Motorcycle Populations (millions units)



Sources: Asosiasi Industri Sepeda Motor Indonesia (AISI), Indonesia Central Bureau of Statistics (BPS).

Motorcycle Sales by Type in 1Q21

% Total Sales



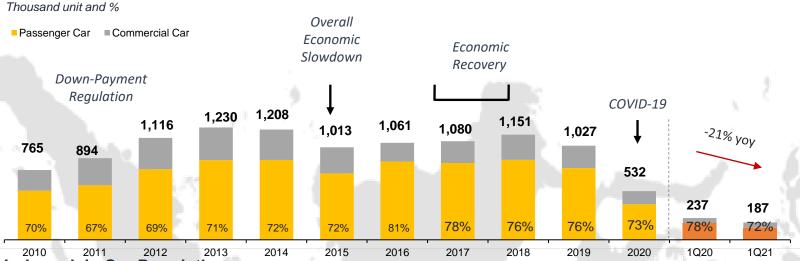
Total: 1.3 million

Car industry sales

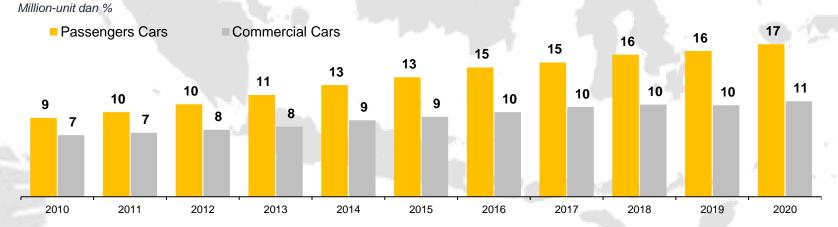
ADIRA

Sahabat Setia Selemanya

Indonesia's New Car Sales



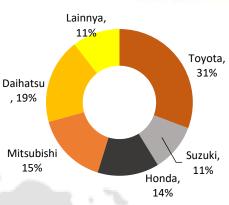
Indonesia's Car Populations



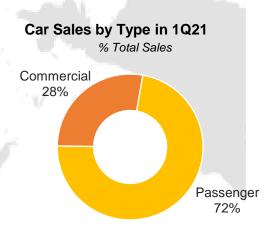
Sources: Gabungan Industri Kendaraan Bermotor Indonesia (Gaikindo), Indonesia Central Bureau of Statistics (BPS).

Car Sales by Brand in 1Q21

% Total Sales



Total: 187 thousand



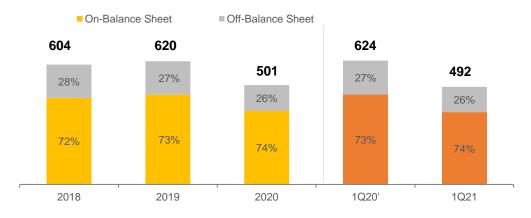
Total: 187 thousand

Multifinance industry

ADIRA Sahabat Setia Salamanya

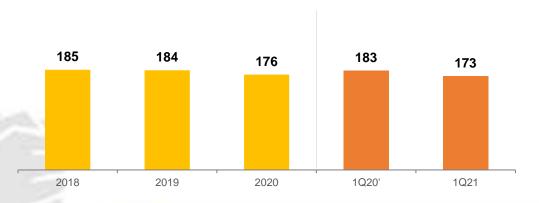
Financial Receivables

Rp trilion



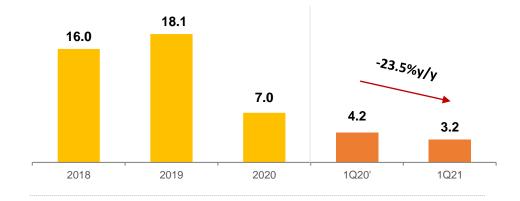
Number of Finance Companies

Licensed by OJK



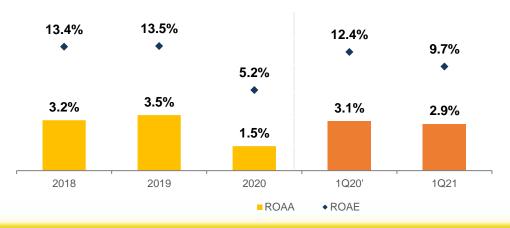
Net Profit After Tax

Rp trilion



ROAA and **ROAE**

% Reported Asset & Equity, annualized







PROSPECT OF DOMESTIC ECONOMIC IN 2021

The prospect of the domestic economy in 2021 is predicted to improve by 4. 1% -5.1%





The penetration rate still below 10% (1 car for 10 people), providing room for financing business growth.

ACCELERATE
DIGITALIZATION
ACROSS ORGANIZATION
AND ECOSYSTEM

Investing in digital businesses such as Adiraku, momobil.id, momotor.id, moservice.id, dicicilaja.co.id, etc.



Around 70% of vehicle purchases in Indonesia are still done through credit.

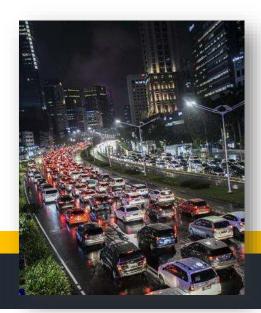
4 CUSTOMER CENTRIC

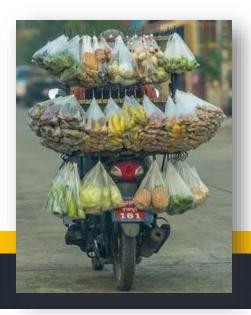
Focus on customer centric to retain customer repeat order. .

3

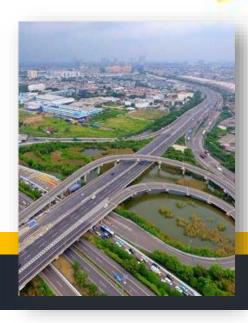
DISTINCT VEHICLE USAGE IN INDONESIA











For Daily Transportation

Personal vehicles are still essential for daily activities given weak public transportation

Productive Usage

Motorcycles provide efficiency for transportation as well as a means for earnings

For Small Business

Cars have gone through much changes in their function as well to suit the needs of Indonesians

For Inter-state Transportation

Road infrastructure is one of the government's main priorities

TRAFFIC FLOWS IN VARIOUS CITIES IN INDONESIA



