

#BangkitBersamaSahabat

# ADIRA FINANCE PROFILE

As of Maret 2022

Sahabat Setia Selamanya



# 1. COMPANY PROFILE

# ADIRA IN GLANCE

**ADIRA**  
FINANCE

Sahabat Setia Selamanya



**Established in 1990** and has been operating in the automotive financing business for 32 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 (Baa1/BBB) became the majority shareholder with 75% ownership



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



**Operates 438 business network** throughout Indonesia and **supported by more than around 23 thousand employees**, to serve 1.8 million customers with around Rp39.6 trillion of managed receivables

## Credit Ratings

Pefindo : idAAA (Stable)

Fitch Rating : BBB (Stable)

Moody's : Baa1 (Stable)



(IDR bn)	2019	2020	2021	1Q22
<b>Total Assets</b>	35,117	29,231	23,725	<b>24,862</b>
<b>Total Income</b>	11,337	9,435	8,653	<b>2,079</b>
<b>Expenses</b>	8,459	7,958	7,055	<b>1,684</b>
<b>Net Income</b>	2,109	1,026	1,213	<b>305</b>
<b>ROAA</b>	6.3%	3.1%	4.7%	<b>4.9%</b>
<b>ROAE</b>	29.2%	13.3%	14.7%	<b>14.6%</b>
<b>NIM</b>	13.7%	12.0%	13.5%	<b>14.4%</b>
<b>Debt / Equity Ratio</b>	2.8x	2.1x	1.2x	<b>1.4x</b>

**Note:** ROAA and ROAE are the division between net income and average total assets or total equity

**PT Adira Dinamika Multi Finance, Tbk.**



# Key Milestone and Track Record Adira Finance

**1990**

ADMF was founded and commenced its operations in 1991

**2002**

ADMF obtained its first corporate rating of idBBB+ from PEFINDO

**2003**

Issued inaugural bonds of Rp500 billion

**2004**

- IPO of ADMF on JSX and SSX (now IDX)
- Bank Danamon became the majority shareholder by acquiring 75% share ownership

**2017**

- ADMF has established Momobil Platform
- Net income grew by 40% y-y

**2014**

- Issued local bonds and sukuk of Rp3.1 trillion
- Pefindo raised ADMF rating to idAAA (stable outlook)

**2013**

- ADMF raised its first syndicated loan of US\$200 million
- Managed receivables reached Rp45.79 trillion

**2009**

- Bank Danamon increased its ownership share to 95%.
- Managed receivables reached Rp18.98 trillion

**2018**

- ADMF has established Momotor platform.
- Managed receivables reached to Rp 51.3 trillion

**2019**

ADMF obtained international credit rating "Baa2 and BBB" (Investment grade) from Moody's and Fitch Rating

**2020**

- ADMF has launched Adiraku Platform
- ADMF raised syndication loan of US\$ 300 million.

**2021**

- ADMF has obtained an international rating upgrade by the Moody's Rating Agency to Baa1/stable from Baa2/stable

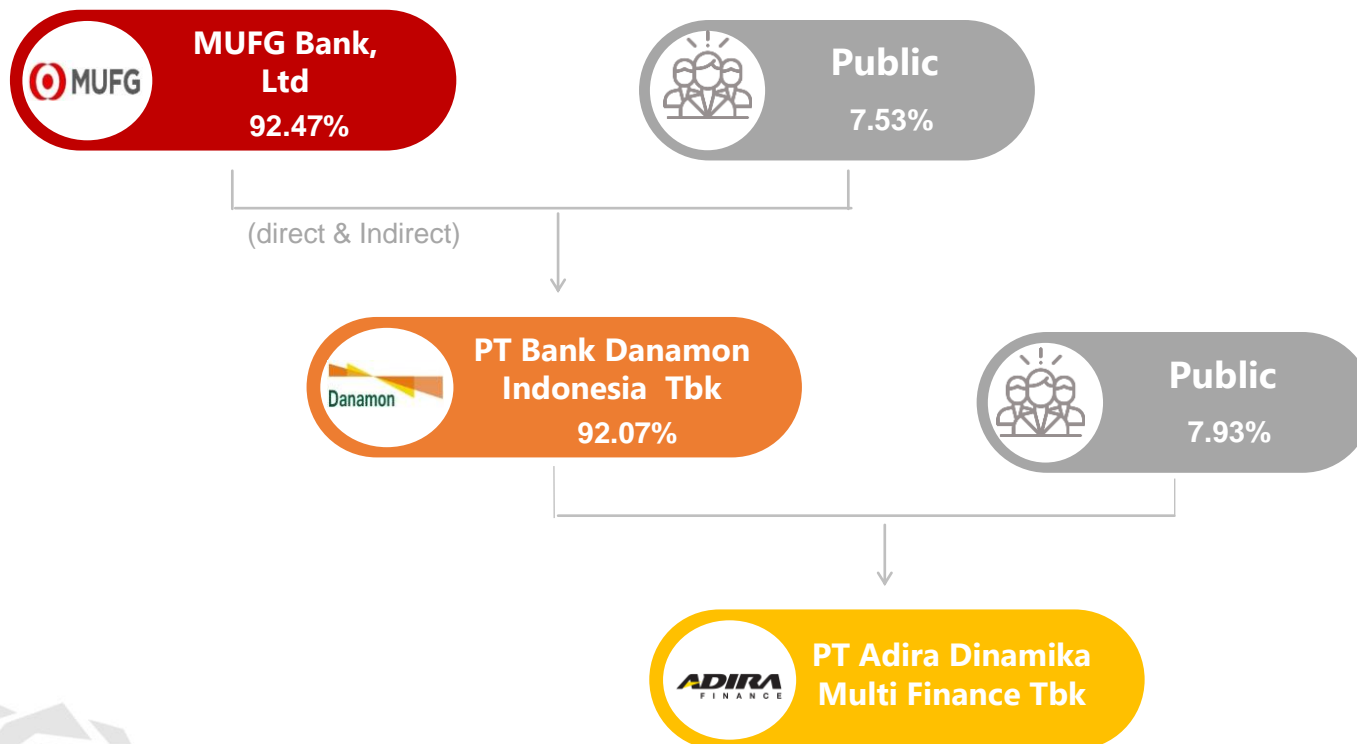


# Ownership Composition and Group Structure

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

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- 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



- One of the largest banks in Indonesia
- Total Assets amounted to IDR 196,0 trillion as of 1Q22
- Bank Danamon is rated Baa1 from Moody's and BBB from Fitch

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PT Adira Dinamika Multi Finance, Tbk.



# Vision, Mission, and Philosophy

## OUR VISION

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

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## OUR MISSION

To provide a variety of financial solutions according to the needs of each customer through synergy with the ecosystem.

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## 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

- **A**dvance
- **D**iscipline
- **I**ntegrity
- **R**eliable
- **A**ccountable
- **T**eamwork
- **O**bsessed
- **P**rofessional



# We offer a variety of products to be customer centric

## Key Business Overview

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Motorcycle

- Motorcycle market is much bigger as compared to car market 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 2022, motorcycles financing contributed 35% of our managed receivables.



Car

- 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 2022, cars financing accounted for 52% of our managed receivables.



Durables

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



MPL

- 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.

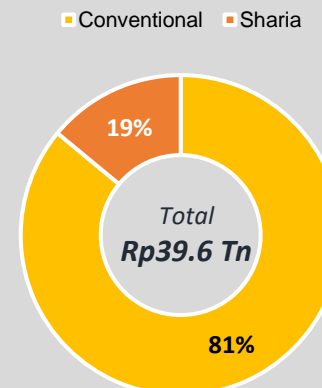
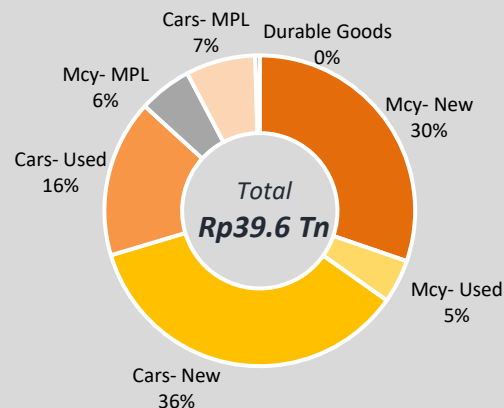


Sharia

- Our Islamic financing (sharia) covers financing for 4W and 2W, and also umroh's religious pilgrimage.
- Currently, our sharia portfolio accounts contributed 19% of our managed receivables.

## MANAGED RECEIVABLE

Note : Data As of March 2022



Our financing receivables are well diversified across car and motorcycle financing as well as multi-purpose loans



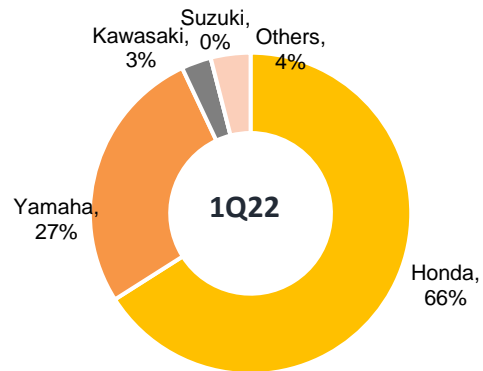
# New Financing Disbursement

*Diversify new financing business beyond automotive to durable and sharia financing*

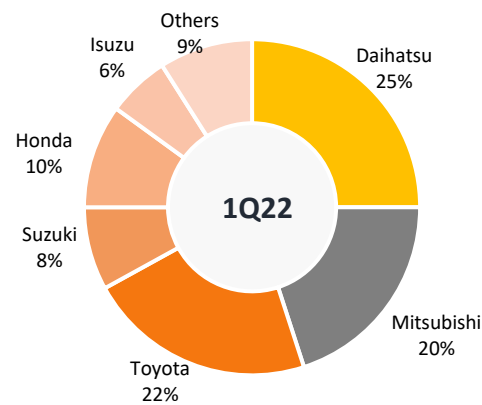
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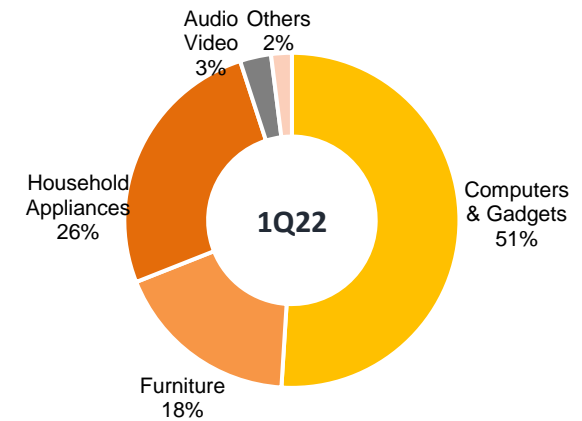
Motorcycle Financing by Brands



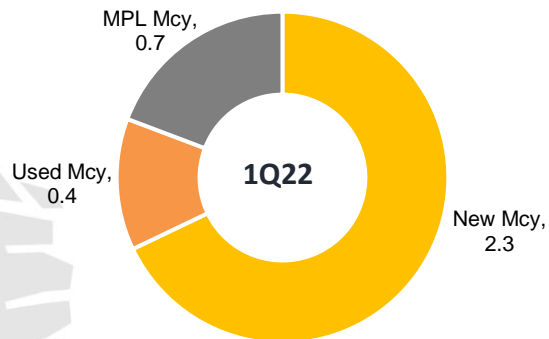
Car Financing by Brands



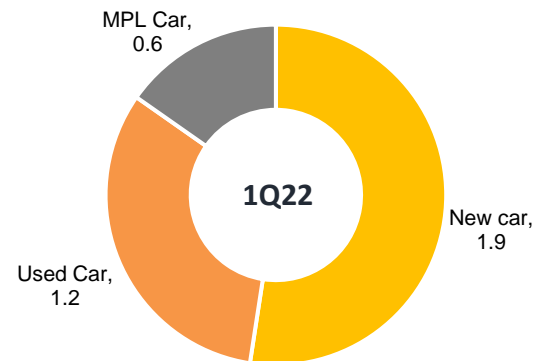
Durables Financing by Type of Products



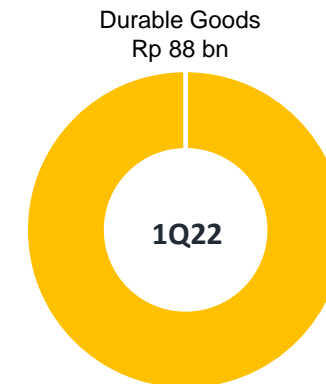
Motorcycle Financing by Segment  
(in Trillion, Rp)



Car Financing by Segment  
(in Trillion, Rp)



Durables Financing



Note : Data As of 1Q22

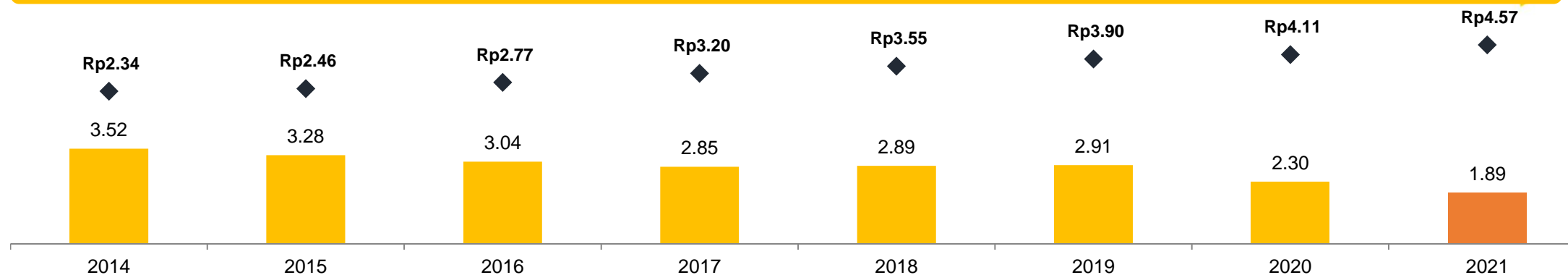
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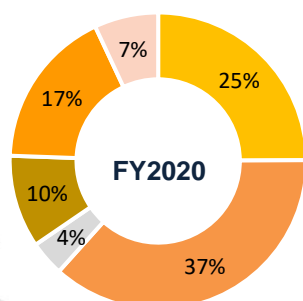
# Customer Geographics Segmentation

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

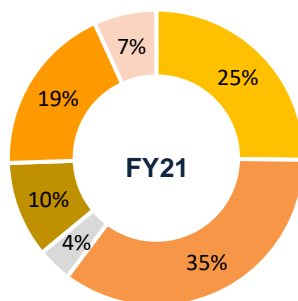


## Active Customers by Region

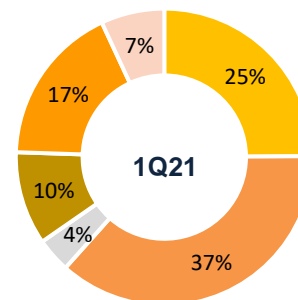
■ Great Jakarta ■ Java (excl. Great Jakarta) ■ Bali-Nusa Tenggara ■ Sulawesi-Papua ■ Sumatera ■ Kalimantan



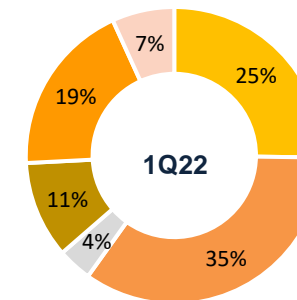
Total: 2,299K customers



Total: 1,892K customers



Total: 2,170K customers



Total: 1,837K customers



# Network and Franchises

Adira Finance's business network spreads throughout Indonesia, serving 1.8 million consumers

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**438** Adira Finance's business network spreads throughout Indonesia in 1Q22. The number of consumers reached 1.9 million, decreased by 15% y/y compared to 1Q21.



Branch

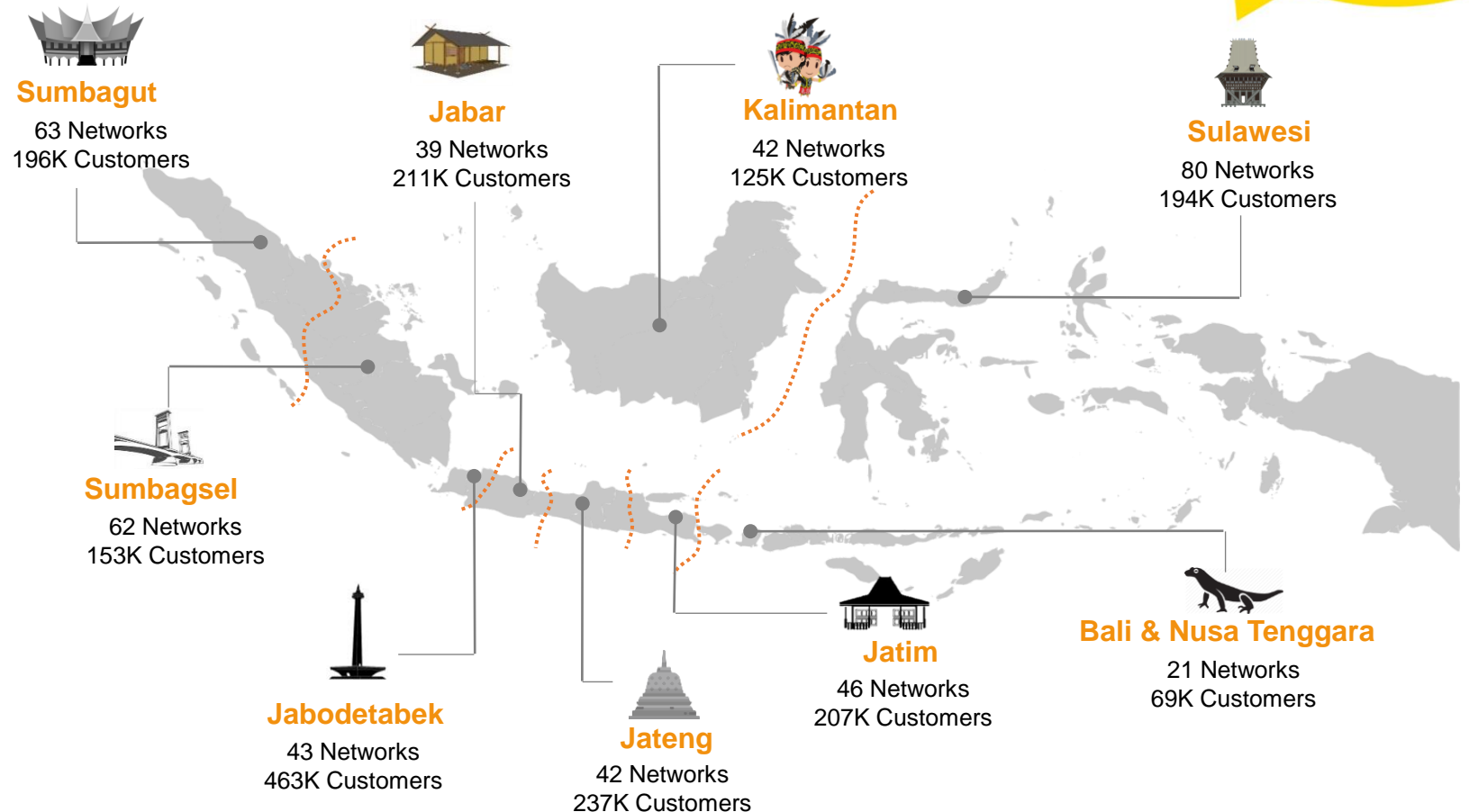


Keday

Area	Java	Non-Java	Total
Network	170	268	438
Customer	1.1 million	0.7 million	1.8 million

Note:- Data as of March 2022.

- Total customers are the same as active contracts



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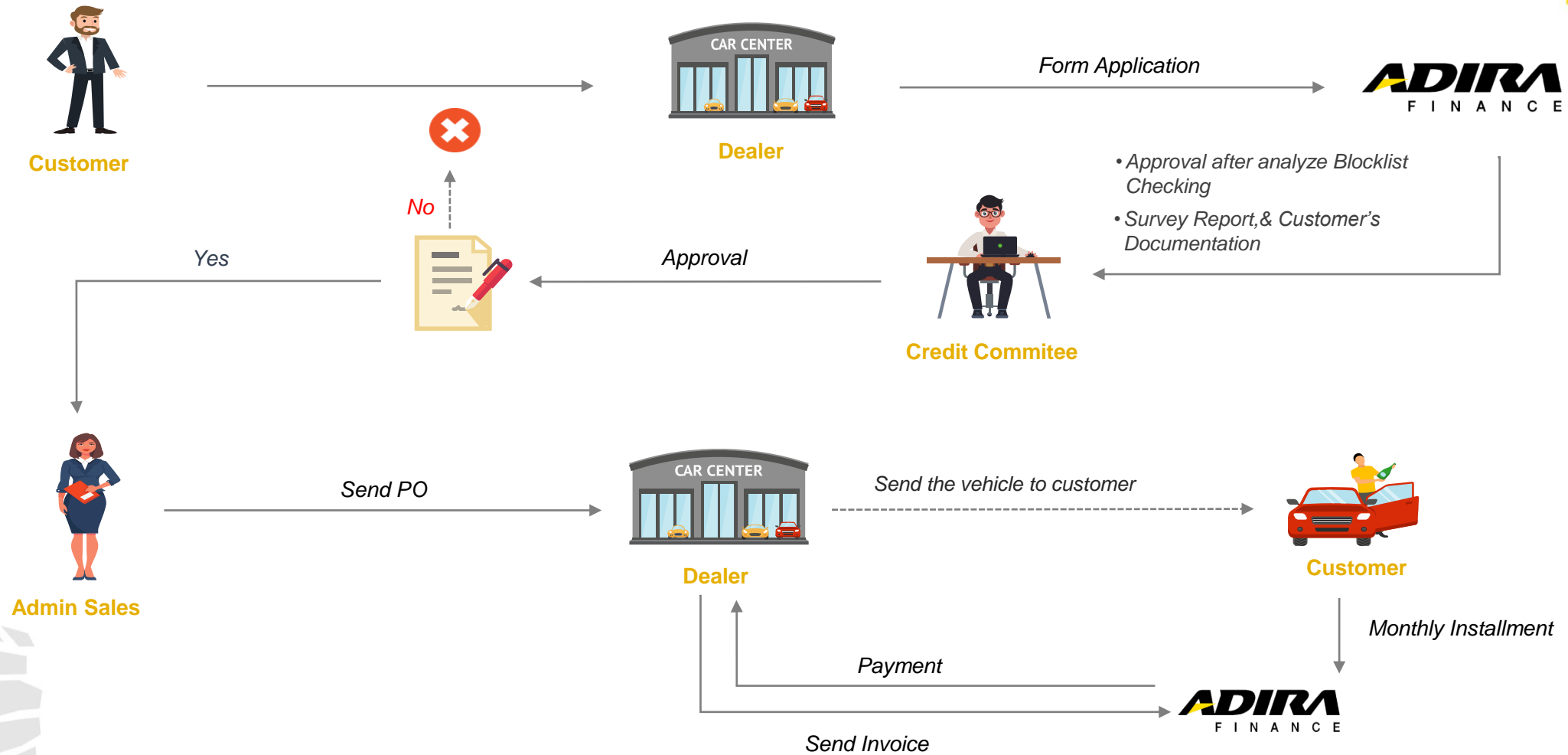


# Business process dealer referrals

Adira Finance has a simple and fast acquisition process

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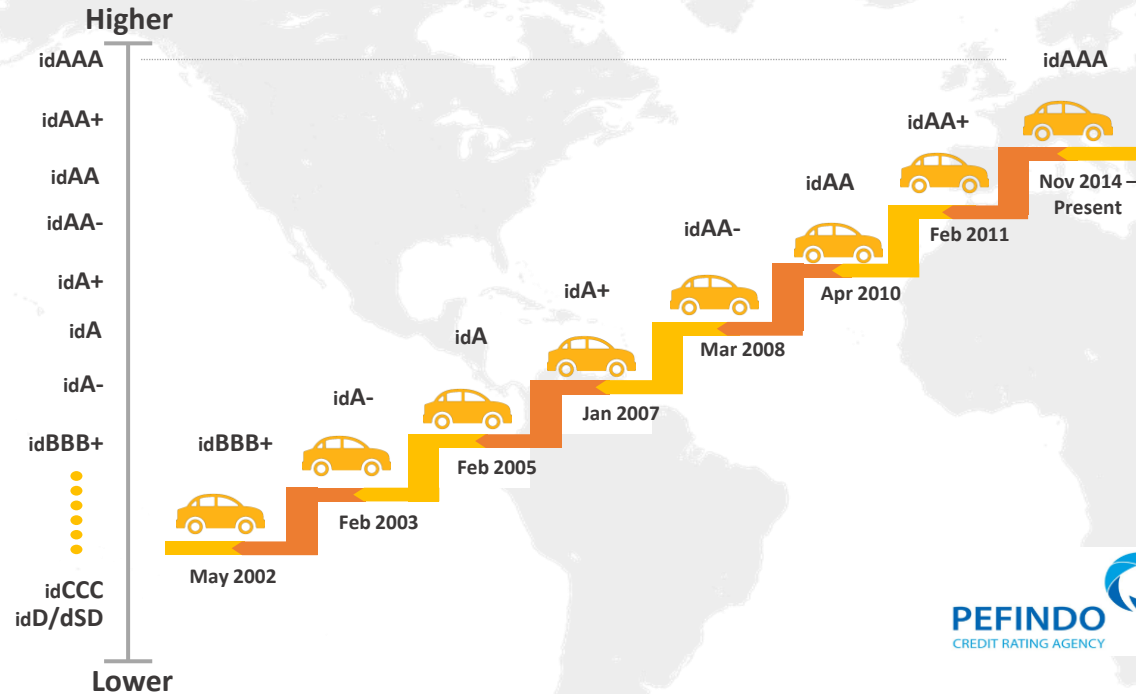
# RATINGS 2022

ADMF has highest national rating & international investment grade ratings

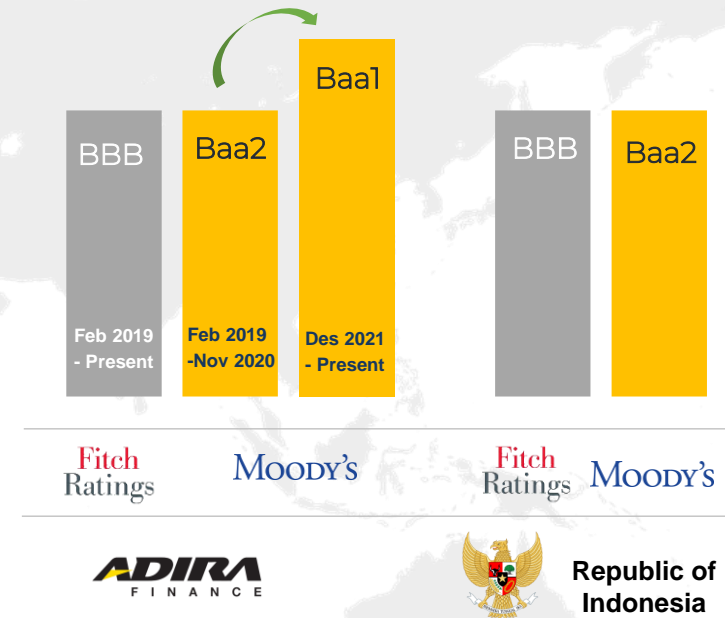
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## National Credit Rating



## International Credit Rating



Adira Finance	As of March 2022
Corporate Rating	idAAA
Instrument Rating	idAAA
Outlook	Stable

Adira Finance			Republic of Indonesia		
Ratings	Fitch	Moody's	Fitch	Moody's	S&P
Long Term Rating	BBB	Baa1	BBB	Baa2	BBB
Outlook	Stable	Stable	Stable	Stable	Stable

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## 2. BUSINESS STRATEGY



# Three Building Blocks of ADMF Strategy Priority

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## 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

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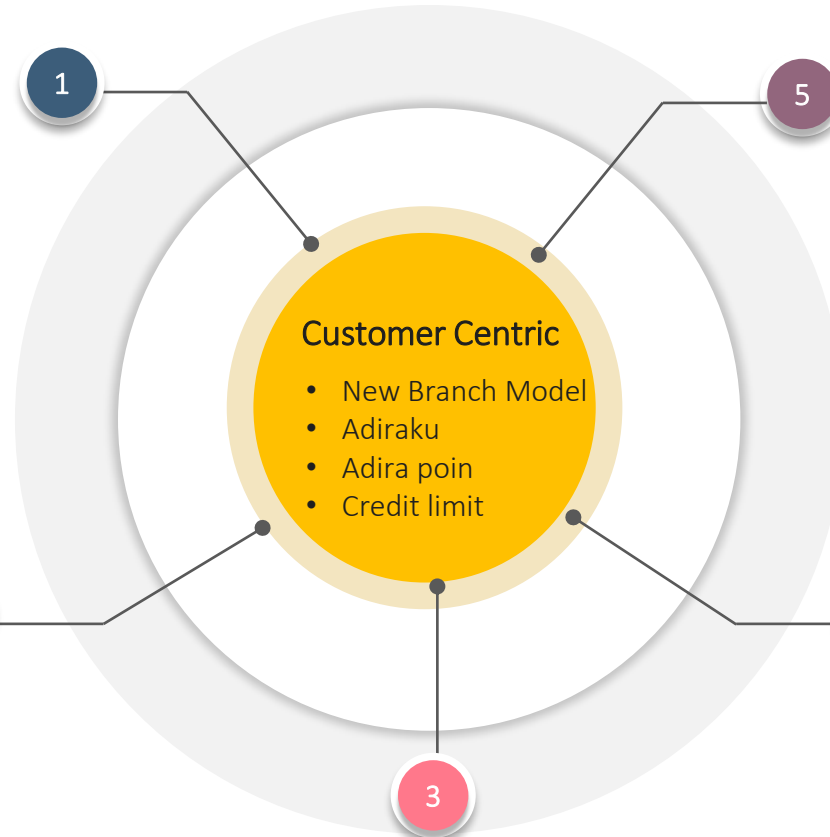
# The roadmap ADMF business strategic direction

## Re-gain Market Share in Auto Business

- Provide different sales program for new customer and existing customer
- 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



## 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 process

## Accelerate Digitalization across Company and Ecosystem

- Continue developing Adira's digital platform and mobile apps.
- Exploring opportunity in collaboration with P2P lending



# Initiatives implemented throughout 2022

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## 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



## 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



## Digitization across Company & Ecosystem

- Adira Finance continues to process a simpler, faster and streamlined process and provides a better customer experience.
- Continuing investment in and accelerating digitalization through Adira's online platforms, namely Adiraku, Momobil, Momotor, Moservice, Motunai, and Moshopping as alternative ways of acquiring new financing and consumers



## Maintain Assets Quality

- Applying prudent risk management principles in disburse new financing
- Increase Customer Retention
- Use of integrated technology and data in the customer handling process based on profile analysis and consumer behavior.



## Maintain Liquidity

- Conduct joint financing with Danamon bank with a share of 49% in 1Q22
- The total external borrowing as of March 2022 are IDR 11,8 trillion

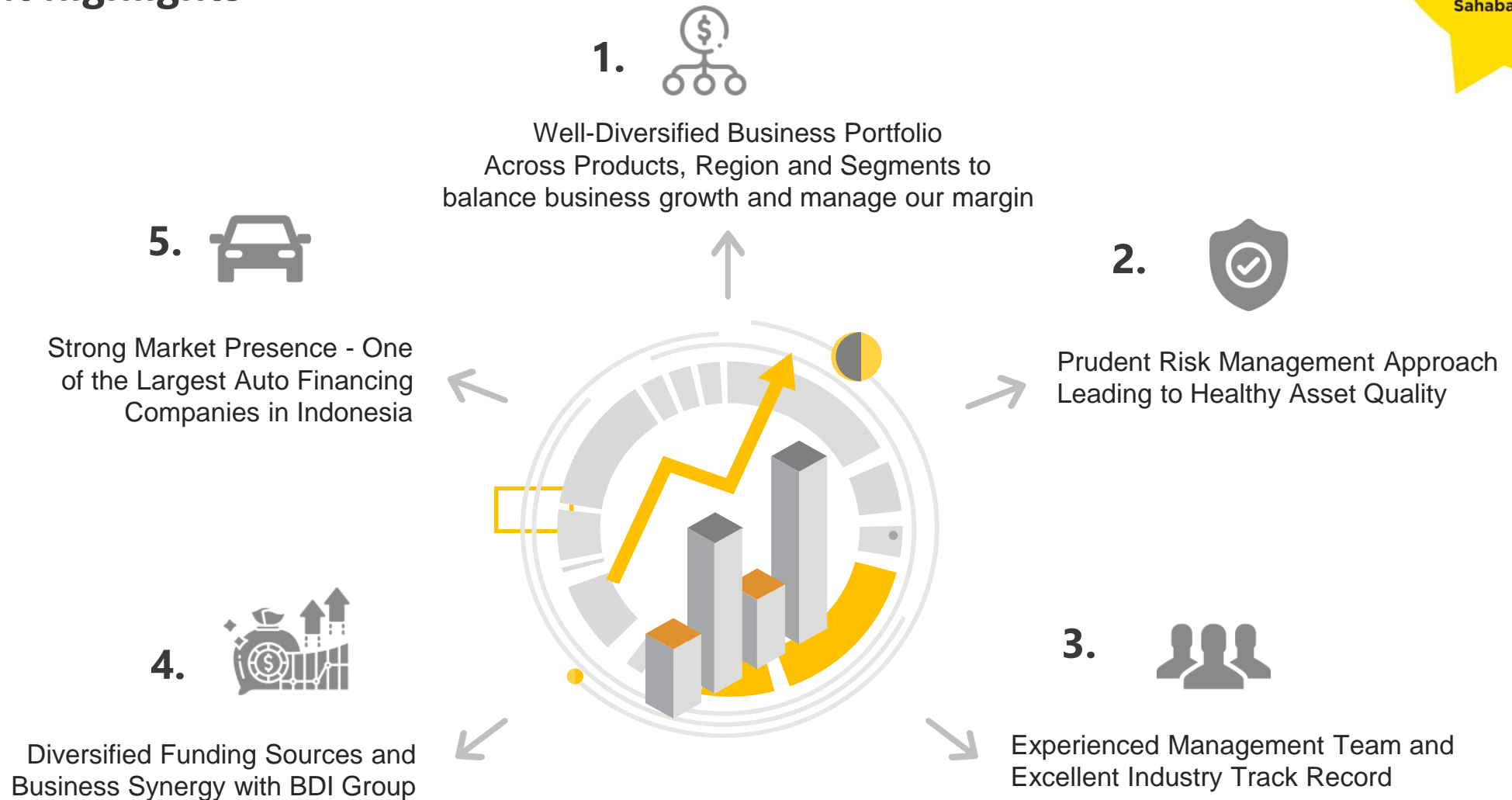
### 3. Highlight of Adira Strengths



## Key credit highlights

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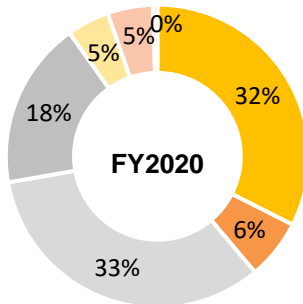
PT Adira Dinamika Multi Finance, Tbk.



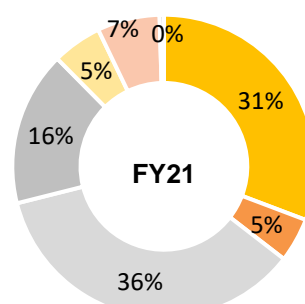
# Well-diversified business portfolio across products, regions and segments

## Net Managed Financing Receivables by Product

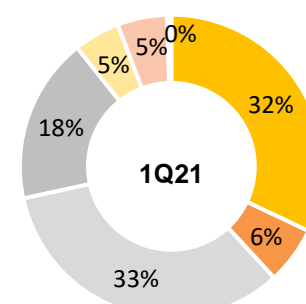
■ New Motorcycle ■ Used Motorcycle ■ New Car ■ Used Car ■ MPL Motorcycles ■ MPL Cars ■ Durables



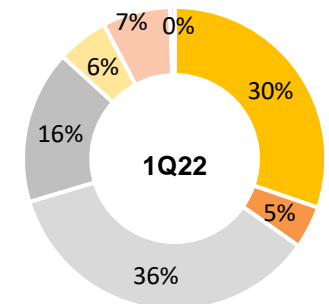
Total: Rp 42.4 Trillion (-21% yoy)



Total: Rp 39.4 Trillion (-7% yoy)



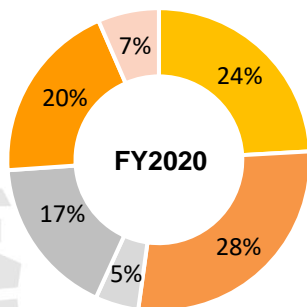
Total: Rp 40.4 Trillion (-24% yoy)



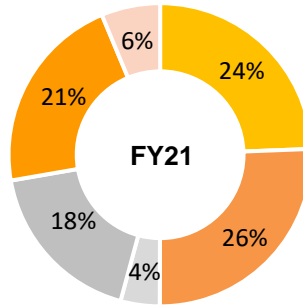
Total: Rp 39.6 Trillion (-2% yoy)

## Net Managed Financing Receivables by Region

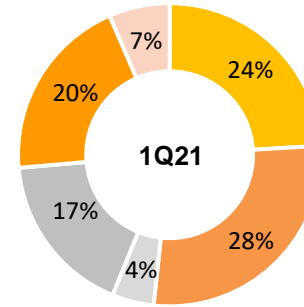
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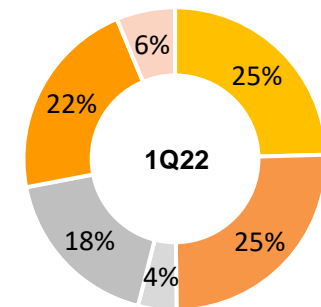
Total: Rp 42.4 Trillion (-21% yoy)



Total: Rp 39.4 Trillion (-7% yoy)



Total: Rp 40.4 Trillion (-24% yoy)



Total: Rp 39.6 Trillion (-2% yoy)



# Well-diversified business portfolio across products, regions and segments

## New Financing Volume

■ New Motorcycle

■ Used Motorcycle

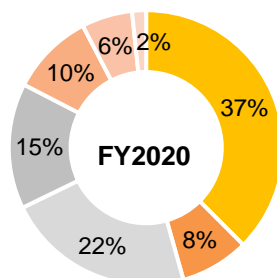
■ New Car

■ Used Car

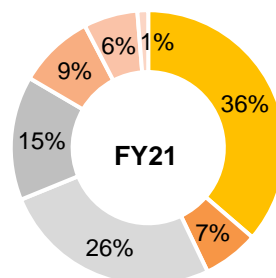
■ MPL 2W

■ MPL 4W

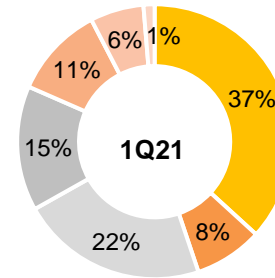
■ Durables



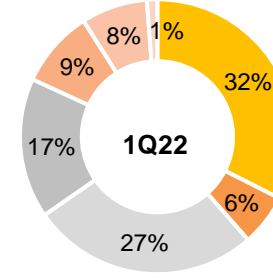
Total: Rp 18.6 Trillion (-51% yoy)



Total: Rp 25.9 Trillion (39% yoy)



Total: Rp5.4 Trillion (-36.% yoy)



Total: Rp 7.2 Trillion (32% yoy)

## New Financing Units

■ New Motorcycle

■ Used Motorcycle

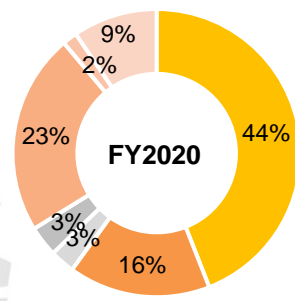
■ New Car

■ Used Car

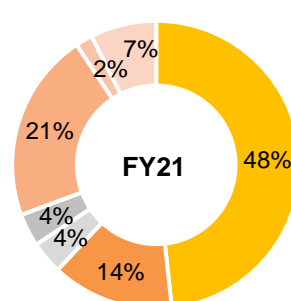
■ MPL 2W

■ MPL 4W

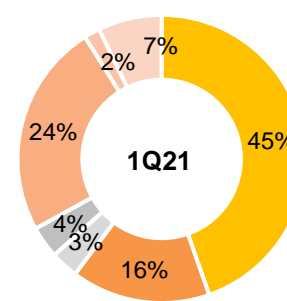
■ Durables



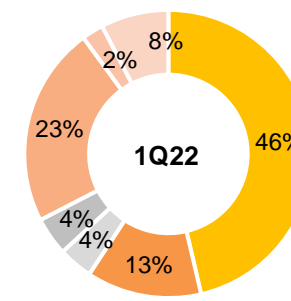
Total: 790 Billion Units (-52% yoy)



Total: 967 Thousand Units (22% yoy)



Total: 223 Thousand Units (-39% yoy)



Total: 239 Thousand Units (7% yoy)



## Experienced Management Team – Board of Commissioners

**Yasushi Itagaki**



President Commissioner

- President Director of PT Bank Danamon Indonesia Tbk since 2019
- Former Director of PT Bank Danamon Indonesia Tbk
- Former 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

- President Commissioner of PT Perusahaan Pengelola Aset since 2020
- Director of Indonesian Banking Development Institute (LPPI) since 2016
- Former President Commissioner of PT Danareksa and former President Commissioner/ Independent Commissioner of PT BNI Life Insurance
- Former Commissioner of PT Bank Rakyat Indonesia

**Manggi Taruna Habir**



Commissioner/Independent  
Commissioner

- Independent Commissioner of PT ABM Investama Tbk since 2021
- Independent member of Audit Committee and Risk Oversight Committee of PT Bank Jago Tbk since 2021
- Former Independent Member of the Risk Oversight Committee at PT Bank Danamon Indonesia Tbk
- Former Independent Commissioner at PT Bank Danamon Indonesia Tbk



## Experienced Management Team – Board of Commissioners

**Muliadi Rahardja**



Commissioner

- Independent Commissioner of PT Bank Mandiri Tbk since 2022\*
- Independent Commissioner, Chairman of Nominating and Remuneration Committee, and member of Audit Committee of PT XL Axiata Tbk since 2018
- Former Director at PT Bank Danamon Indonesia Tbk for 18 years, last designation as the Vice President Director

**Eng Heng Nee Philip**



Commissioner

- Chairman of Frasers Hospitality International Pte. Ltd and ALPS Pte. Ltd since 2018
- Chairman of Transmex Systems International Pte. Ltd. Since 2017
- Director of Frasers Australand Pty. Ltd since 2014 and Frasers Property Ltd. Since 2013
- Director Hektar Asset Management Sdn. Bhd., since 2008
- Former Director of KK Women's and Children's Hospital Pte. Ltd

**Congsin Congcar**



Commissioner

- Head of Krungsri Auto Group since 2022
- Chief Financial Officer/Executive Vice President of Finance and Strategy of Krungsri Auto Group since 2017
- Former Executive Vice President of Bank of Ayudhya (Krungsri Bank)
- Over 25 years of experience in finance industry (over 15 years with Krungsri), especially in leasing and auto finance from leading financial institution in Thailand



## Experienced Management Team – Board of Directors

### I Dewa Made Susila



#### President Director\*

- President Director since 2022\*
- Director of Transformation & Business Strategy since 2017
- Finance Director since 2010
- Various senior positions in Bank Danamon, Indonesian Bank Restructuring Agency and Pefindo Credit Rating

### Ho Lioeng Min



#### Director

- Director of Legal and Operation since 2016 until 2022
- Risk Management Director since 2009
- Various senior positions in ADMF, PT Adira Quantum Multifinance and PT Bank Prima Express

### 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



## 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

- Marketing Director since 2020
- Joined ADMF since 2015, latest position as Deputy Director
- Over 20 years of experience in multinational companies such as the Astra Group

**Jin Yoshida**



Director

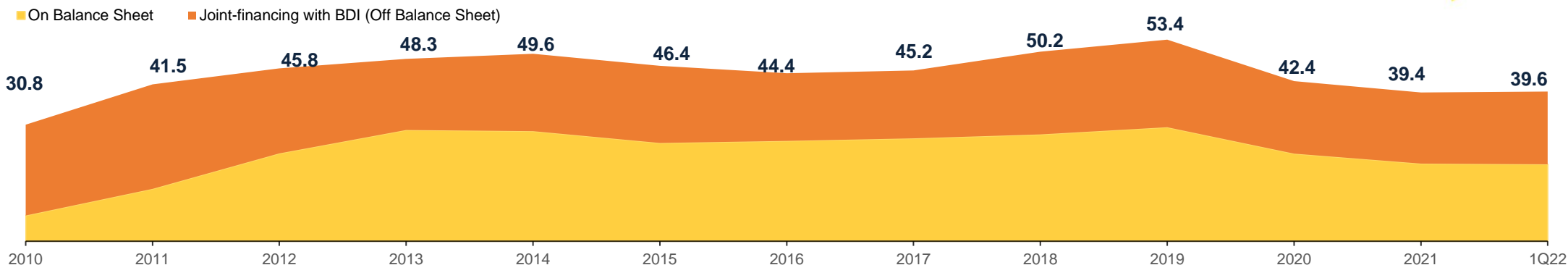
- Strategic Alliances Director since 2020
- Former Managing Director in MUFG – Union Bank, New York and former Director of The Bank of Tokyo - Mitsubishi UFJ London
- Over 20 years of experience in banking industry



# Diversified Funding Sources

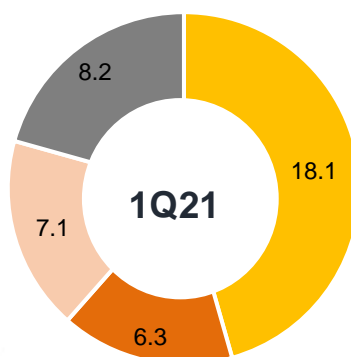
## Managed Receivables by Sources

(Rp trillion)

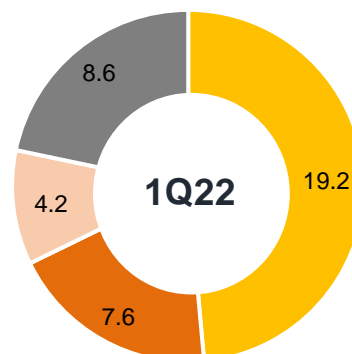


## Managed Receivables by Sources

(Rp trillion)



■ Joint Financing ■ Bonds & Sukuk ■ Bank Borrowings ■ Equity



## Funding Highlights



### Joint Financing

49% of managed receivables is booked under joint financing scheme with the parent bank, Bank Danamon.



### On Shore Borrowings

As of March 2022, we have around Rp5.5 trillion facilities with around 7 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)

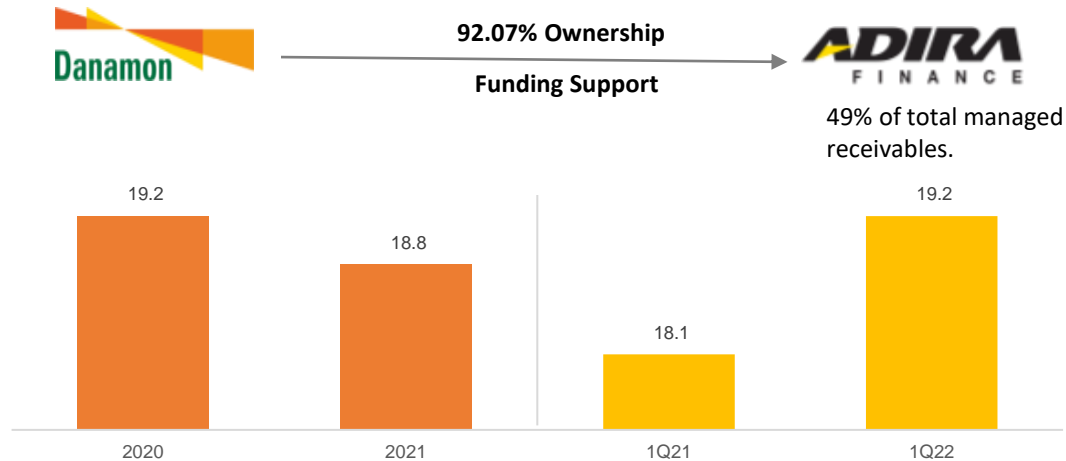


### Local Bonds

Adira Finance is one of the largest corporate bond issuers in Indonesia with market share of 1.7% of total outstanding corporate bonds as of March 2022.

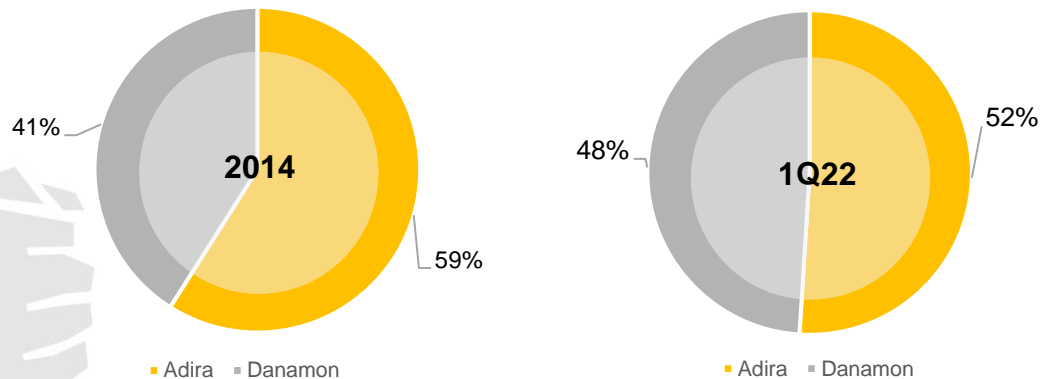
# Business Synergy of Adira Finance and BDI Group

## Joint Financing with Danamon



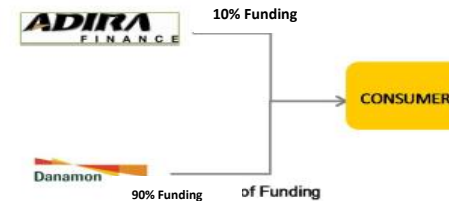
Note : Joint financing scheme

## Managed Receivables by Sources of Funding

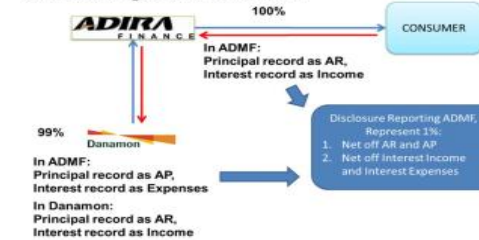


## Remarkable Business Integration and Synergy

### Joint Financing Without Recourse



### Joint Financing Cashflow and Record



- 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)
- Providing auto loan solution to BDI's existing individual clients "KPM Prima" both conventional and sharia products.
- Reinforcing relationship with dealer/corporate clients through various program such as Adira's fleet, dealer financing solution and others.

## 4. FINANCIAL 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

### 1 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

### 3 Financial Risk Management Strategy

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

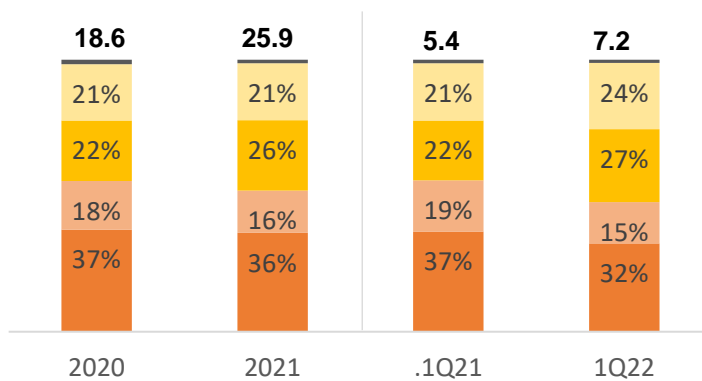


# Balance Sheet

## New Financing\*

Rp. trillion, and %, as of March 2021

■ New 2W ■ Used 2W ■ New 4W ■ Used 4W ■ Durable

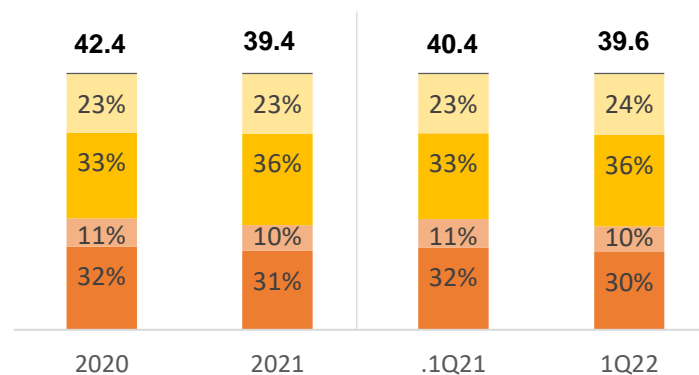


Note: \*)MPL Segment is classified under used 2W and 4W

## Managed Receivables\*

Rp. trillion, and %, as of March 2022

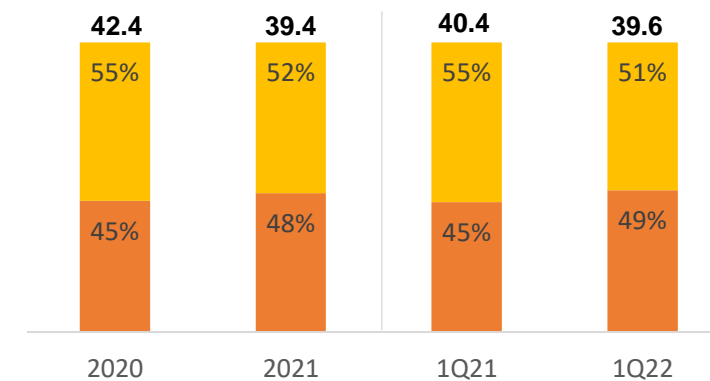
■ New 2W ■ Used 2W ■ New 4W ■ Used 4W ■ Durable



## Managed Receivables

Rp. trillion, and %, as of March 2022

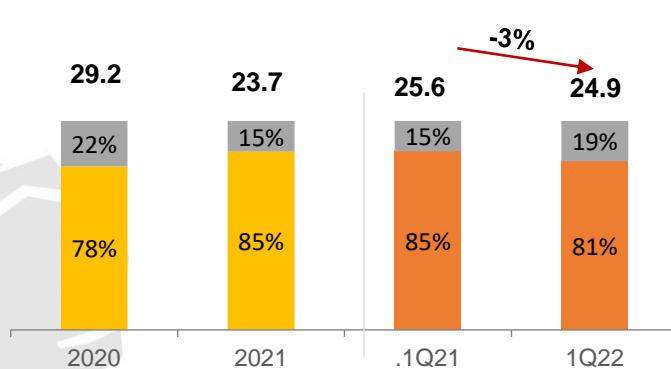
■ Pembiayaan Bersama ■ Pembiayaan Sendiri



## Total Asset (Stand Alone)

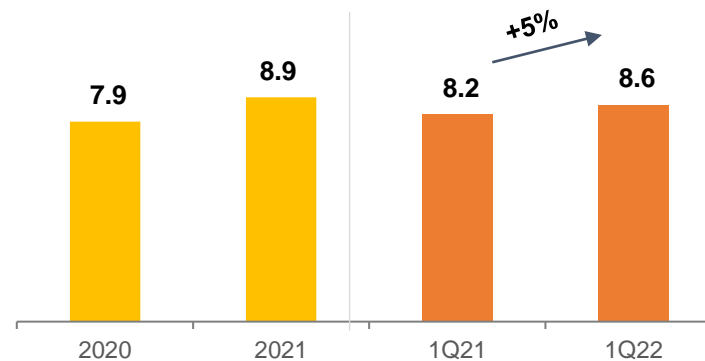
Rp. trillion, and %, as of March 2021

■ Financing Receivables ■ Others



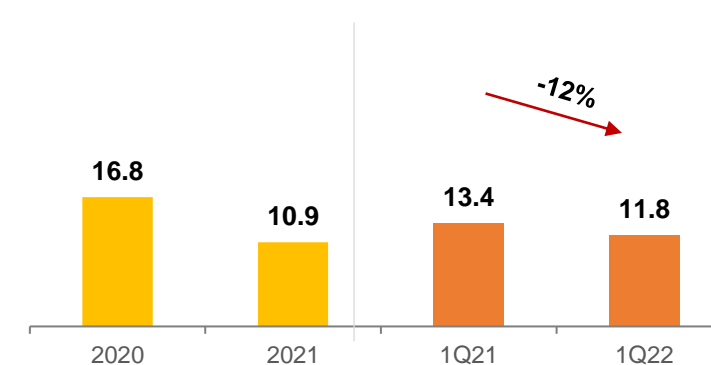
## Total Equity

Rp. trillion, as of March 2022



## Total Outstanding Borrowing

Rp. trillion, as of March 2022

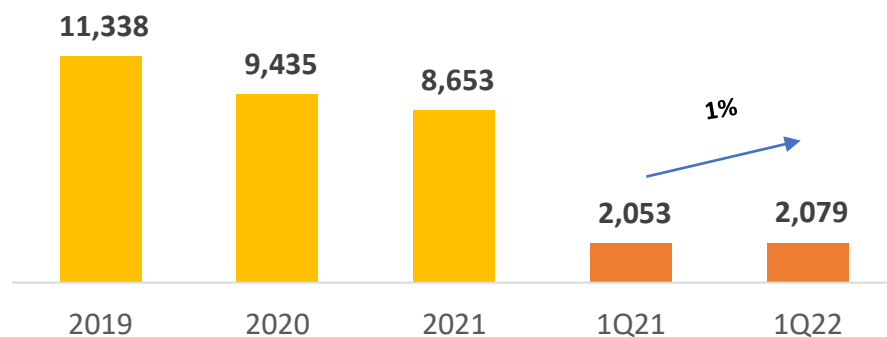




# Income Statement

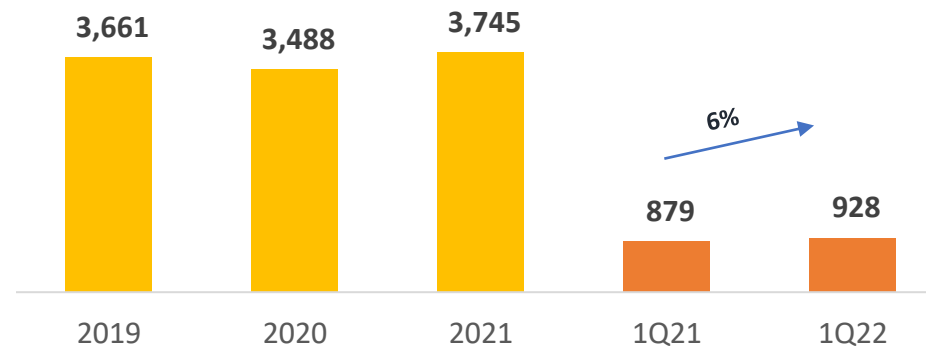
## Total Income

Rp. Billion, March 2022



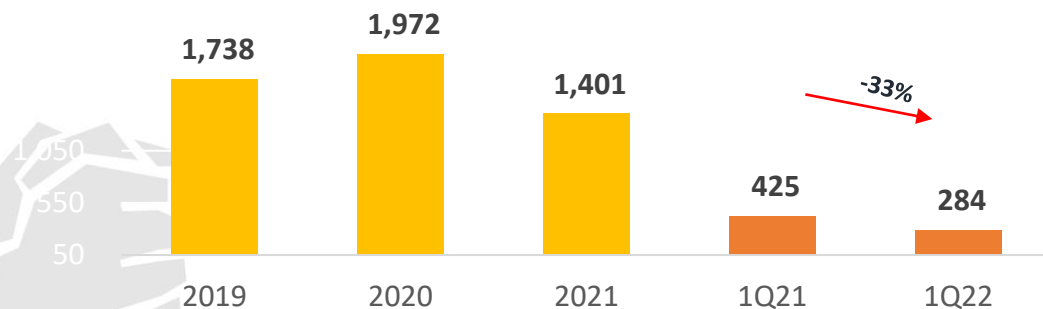
## Operating Expenses

Rp. Billion, March 2022



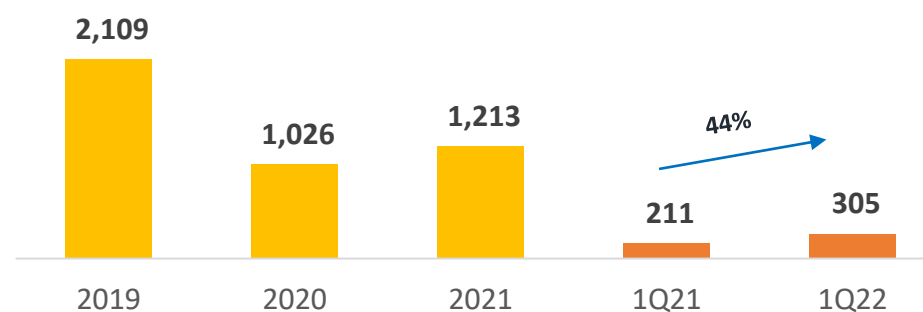
## Cost of Credit

Rp. Billion, March 2022



## NPAT

Rp. Billion, March 2022

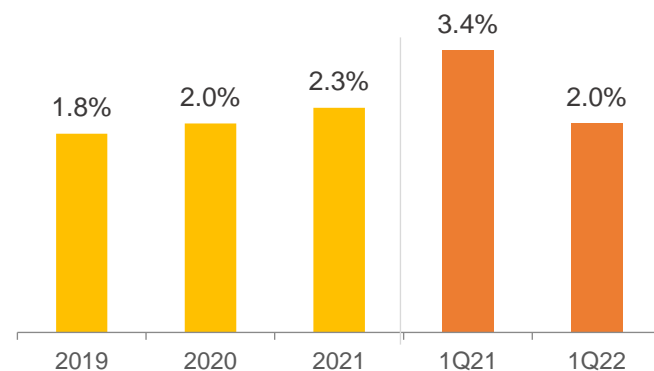




# Financial Ratio

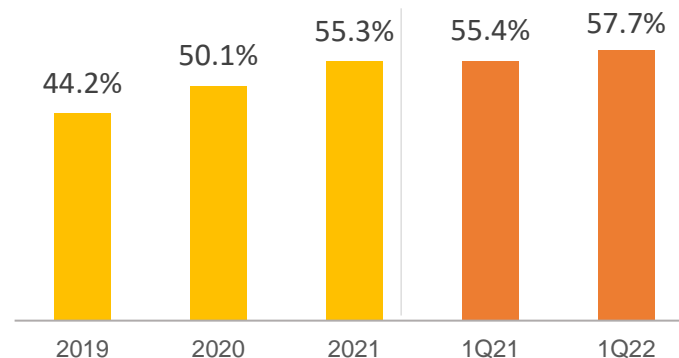
## Non- Performing Loan

% of Managed Receivables



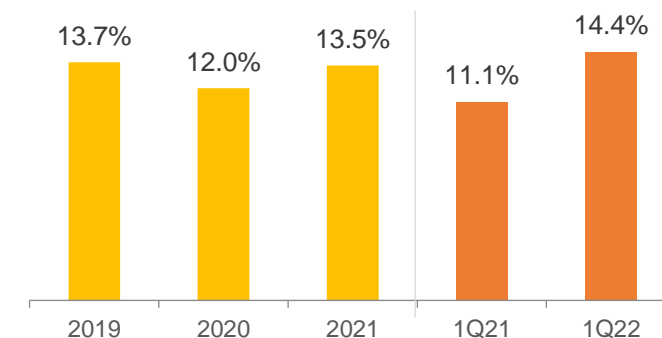
## Cost to Income

%



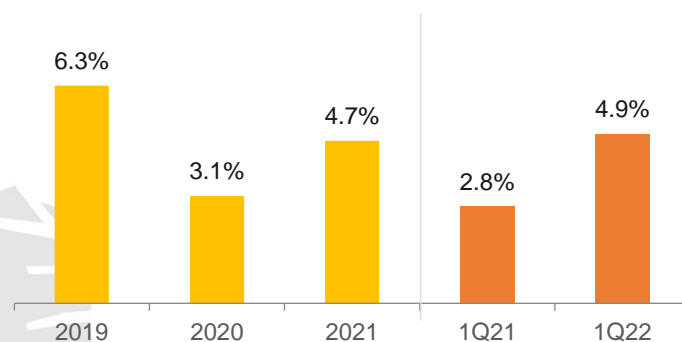
## Net Interest Margin

% of Managed Receivables, annualized



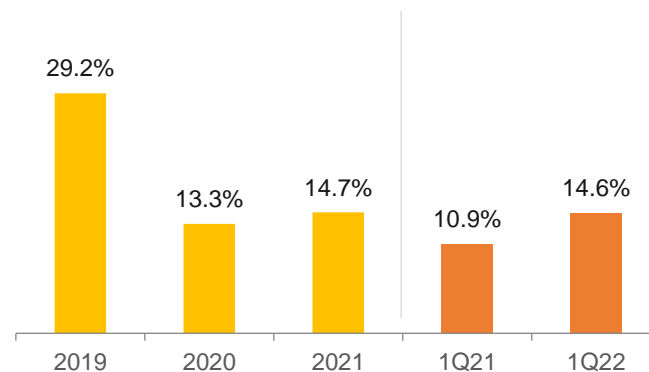
## ROAA

% of Reported Asset, annualized



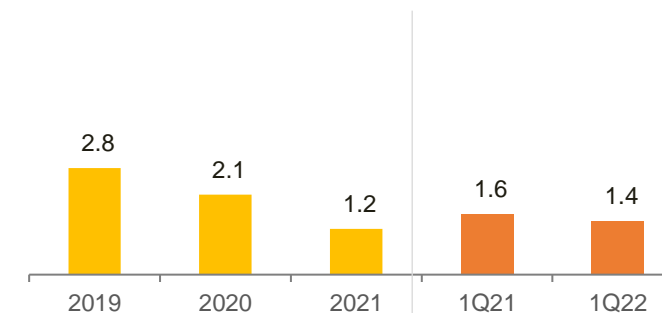
## ROAE

% of Reported Equity, annualized



## Debt to Equity Ratio

In (x), as of March 2022



**Note:** ROAA and ROAE are the division between net income and average total assets or total equity



# Financial Statement Summary

Rp billion, <i>Unless Otherwise Stated</i>	2018 (Audited)	2019 (Audited)	2020 (Audited)	2021 (Audited)	1Q21 (Unaudited)	1Q22 (Unaudited)
Total Income	10,184	11,337	9,435	8,653	2,053	2,079
Operating Expenses	3,394	3,661	3,488	3,745	879	928
Cost of Credit	1,556	1,738	1,972	1,401	425	284
<b>Net Profit After Tax</b>	<b>1,815</b>	<b>2,109</b>	<b>1,026</b>	<b>1,213</b>	<b>211</b>	<b>305</b>
Net Receivables <sup>(2)</sup>	27,872	29,915	22,852	20,239	21,866	20,044
Total Assets	31,496	35,117	29,230	23,725	25,588	24,862
Total Debts	21,968	22,886	16,766	10,930	13,396	11,771
<b>Total Equity</b>	<b>7,028</b>	<b>8,079</b>	<b>7,925</b>	<b>8,887</b>	<b>8,198</b>	<b>8,602</b>
Net Interest Margin	14.2%	13.7%	12.0%	13.5%	11.1%	14.4%
ROAA <sup>(3)</sup>	6.0%	6.3%	3.1%	4.7%	2.8%	4.9%
ROAE <sup>(3)</sup>	29.0%	29.2%	13.3%	14.7%	10.9%	14.6%
<b>Debt-to-Equity</b>	<b>3.1x</b>	<b>2.8x</b>	<b>2.1x</b>	<b>1.2x</b>	<b>1.6x</b>	<b>1.4x</b>

Source :

- (1) ADMF financial statement for the year ended March 2022
- (2) Financing Receivables after provision for losses
- (3) As percentage of reported assets and equity

## 5. ADIRA AWARDS



# Adira Finance won multiple awards in 2021

**ADIRA**  
FINANCE

Sahabat Setia Selamanya



3rd The Best ICGCA, Multi Finance Asset > 10T ,



The Economics, Multi Finance Asset> 10T, Award is given to companies that have managed to maintain brand equity during difficult times.



The Economics, This appreciation is given to Indonesian companies in the financial services industry who have developed digital innovations



Carre-CCSL, This appreciation is given to Indonesian companies in the financial services industry who have developed digital innovations



The Economics, Multi Finance Assets Above 30T, Good Performing Rating



Markplus Inc, Silver Rating for Motorcycle Leasing



Economics, appreciation is given to the company that is considered the best in building its image.



Top 50 Midcap Issuers- Best CG Overall - IICD

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**PT Adira Dinamika Multi Finance, Tbk.**



# Adira Finance won multiple awards in 2021



1<sup>st</sup> The Best Informative Website, Multi Finance Asset 10-30 T – Economic Review



MUFG - Appreciation is given to employees from Adira Finance who have exceeded expectations and delivered extraordinary contributions.



Indonesia Best CSR Award with Outstanding Program in Health Education for Traditional Market Ecosystem – Warta Ekonomi



Best Syariah Multi Finance – Investor Magazine



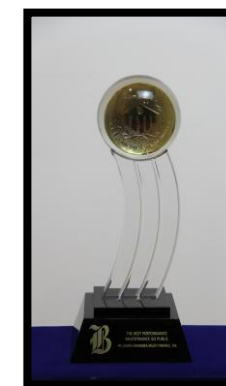
The Best (4W Leasing) – Magazine Marketing & Frontier Group



Excellence (2W Leasing) – Magazine Marketing & Frontier Group



Best Car and Motorcycle Financing – Marketing Magazine



The Best Performance Multi Finance Go Public Award – Bisnis Indonesia

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**ADIRA**  
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# Adira Finance won multiple awards in 2021

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Top 100 CEO 2021 in Indonesia (Hafid Hadeli) - Infobank Media Group & Ikatan Bankir Indonesia (IBI)

Indonesia Most Acclaimed CEO Award 2021 with Outstanding Leadership in Digital Service Innovation (Multi Finance) – Warta Ekonomi

CSO30 Asean Award Winner 2021 by International Data Group (IDG)

CIO75 in Southeast Asia & Hong Kong 2021 by International Data Group (IDG)



HR Digitalization & People Analytics predicate AAA (excellent) – SWA Magazine

Managing Transformation AAA predicate (excellent) – SWA Magazine

Learning and Development predicate AAA (excellent) – SWA Magazine

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**PT Adira Dinamika Multi Finance, Tbk.**

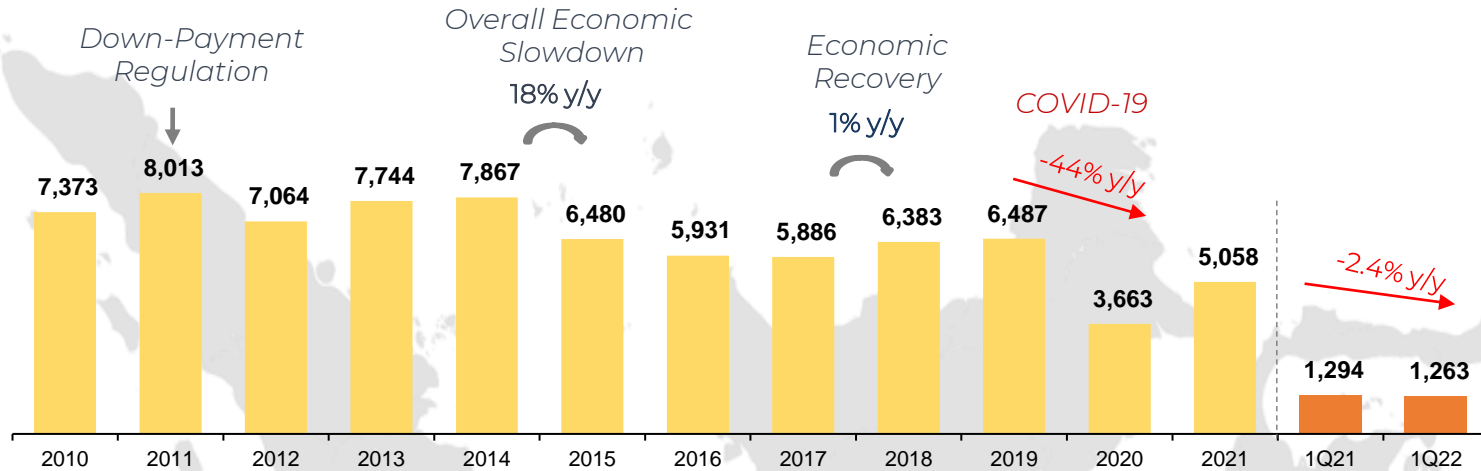
## 6. **INDONESIAN AUTOMOTIVE & MULTIFINANCE INDUSTRY**



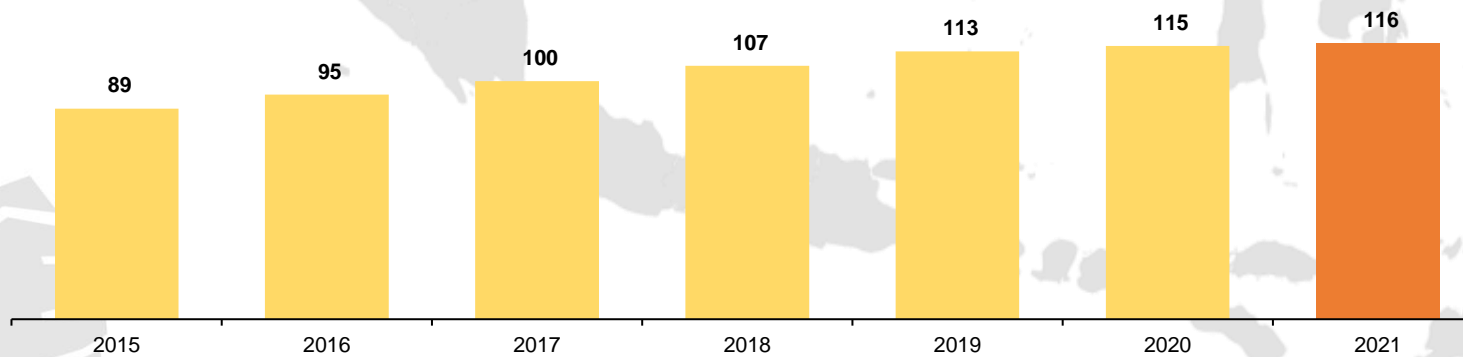
# Motorcycle Industry Sales

## Indonesia's New Motorcycle Sales (wholesales)

Thousand unit and %



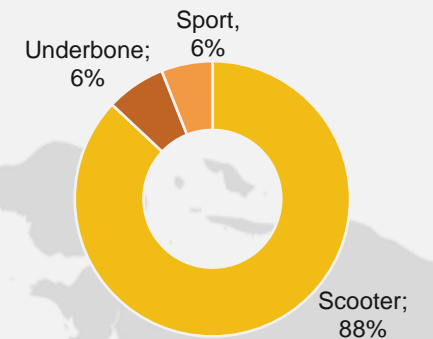
## Indonesia's Motorcycle Populations (millions units)



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

## Motorcycle Sales by Type in 1Q22

% Total Sales



Total: 1.3 million



# Car Industry Sales

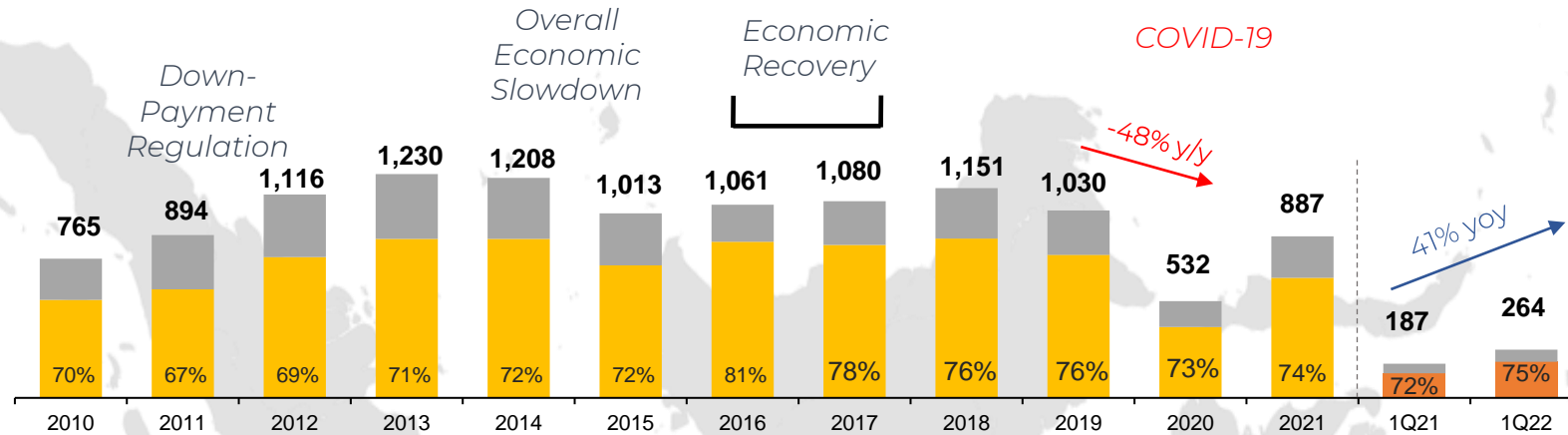
**ADIRA**  
FINANCE

Sahabat Setia Selamanya

## Indonesia's New Car Sales (wholesales)

Thousand unit and %

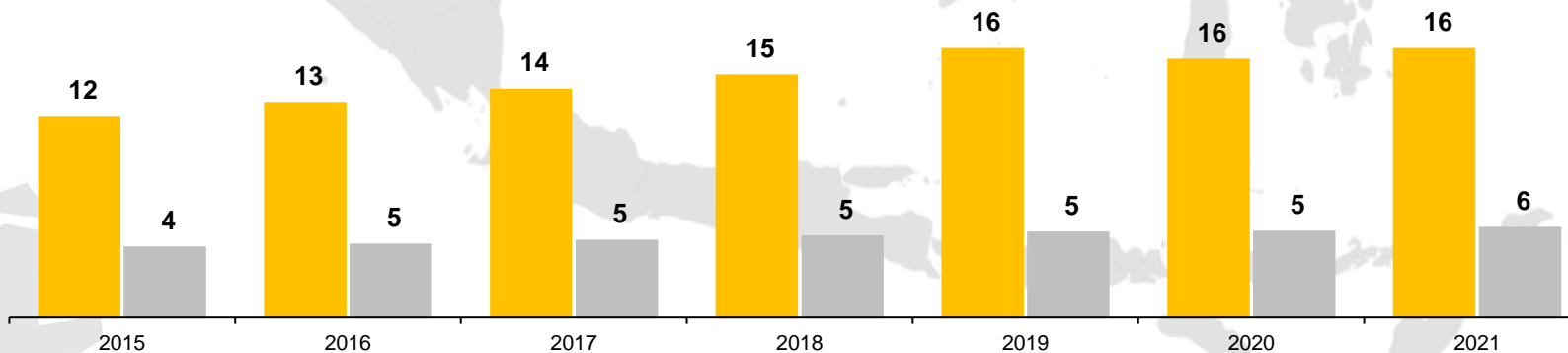
■ Passenger Car ■ Commercial Car



## Indonesia's Car Populations

Million-unit dan %

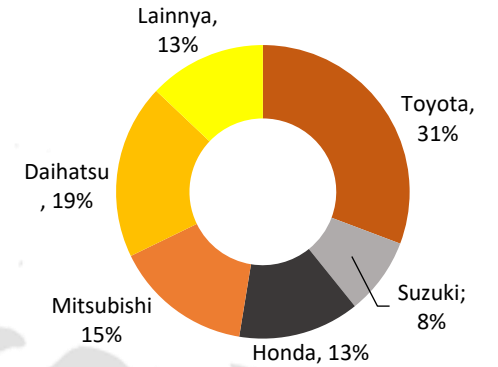
■ Passengers Cars ■ Commercial Cars



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

## Car Sales by Brand in 1Q22

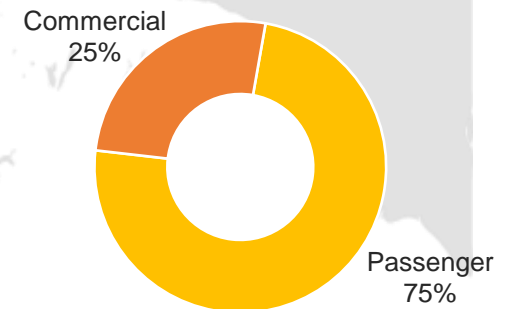
% Total Sales



Total: 264 thousand

## Car Sales by Type in 1Q22

% Total Sales



Total: 264 thousand

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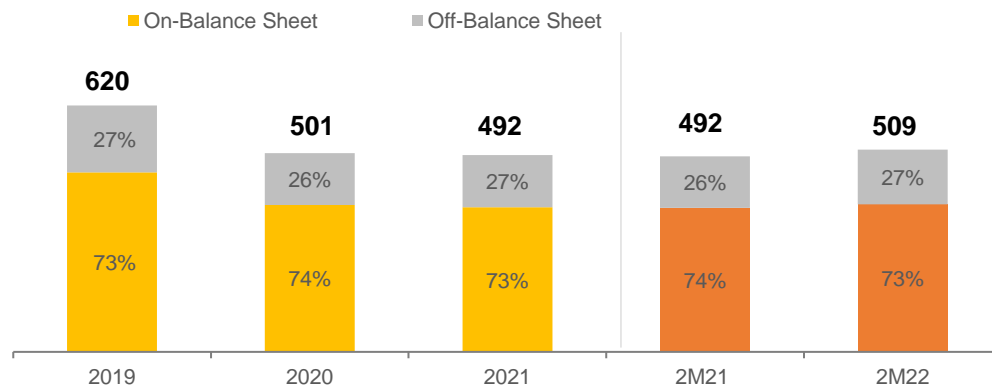
# Multi Finance Industry

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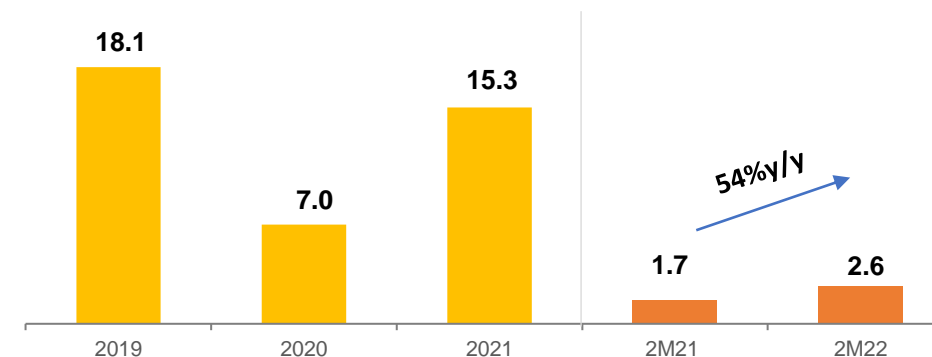
## Financial Receivables

Rp trillion



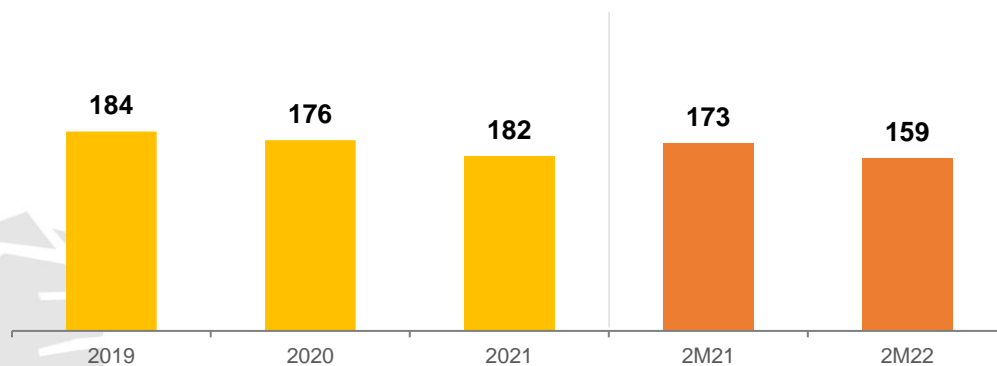
## Net Profit After Tax

Rp trillion



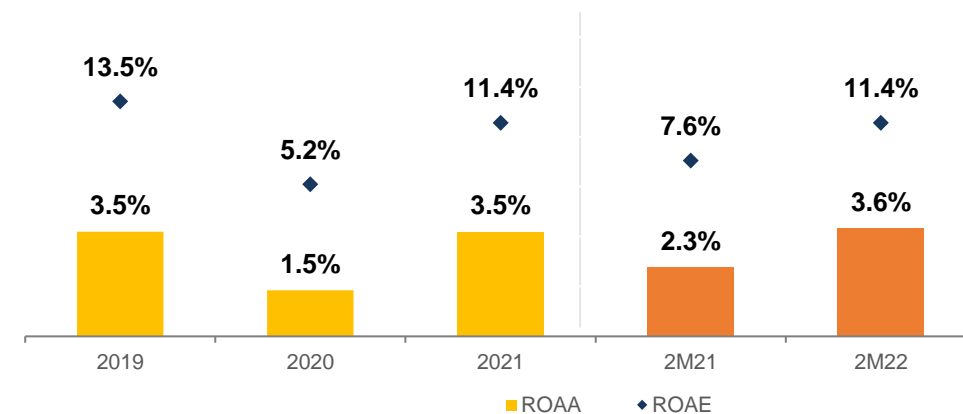
## Number of Finance Companies

Licensed by OJK



## ROAA and ROAE

% Reported Asset & Equity, annualized



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# Growth Drivers and Business Prospect

## Prospect of Domestic Economic 2022

The prospect of the domestic economy in 2022 is estimated to grow around 4.8% - 5.5% y/y

## Customer Centric

Focus on customer centric to retain customer repeat order. .

## Low Penetration Rate of 4W

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.

## Availability of Credit

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



# DISTINCT VEHICLE USAGE IN INDONESIA

**ADIRA**  
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Sahabat Setia Selamanya



## ***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

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**PT Adira Dinamika Multi Finance, Tbk.**



# TRAFFIC FLOWS IN VARIOUS CITIES IN INDONESIA

*The famous place for  
tourist attraction*

*Sumatera's economy is  
based on commodity and  
plantation*

## SUMATERA

Populations : 58,6Mn  
GDP Per Capita: **USD 2,799**  
Penetration 2W : 42.5%  
Penetration 4W: 6.8%



## JAKARTA

Populations : 10.7 Mn  
GDP Per Capita: **USD 18,537**  
Penetration 2W : 152.8%  
Penetration 4W: 38.6%

*Jakarta is  
the center  
of business  
activities in  
Indonesia*



*Java is the largest  
economic contribution in  
the country*



## JAWA

Populations : 151.5 Mn  
GDP Per Capita: **USD 2,989**  
Penetration 2W : 37.0%  
Penetration 4W: 6.7%

## BALI & NT

Populations : 14,9Mn  
GDP Per Capita: **USD 1473**  
Penetration 2W : 41.8%  
Penetration 4W: 6.0%

*Note : The Populations, GDP Per Capita, and Data Penetration as of 2020*

**Thank you**

