#BangkitBersamaSahabat

ADIRA FINANCE PROFILE

As of September 2021





Sahabat Setia Selamanya

1 COMPANY PROFILE

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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 439 business network throughout Indonesia and **supported by more than 17 thousand employees**, to serve 2.0 million customers with around Rp38.8 trillion of managed receivables

Credit Ratings

*	

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

ADIRA IN GLANCE



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(IDR bn)	2018	2019	2020	9M21
Total Assets	31,496	35,117	29,231	24,022
Total Income	10,184	11,337	9,435	6,271
Expenses	7,699	8,459	7,958	5,273
Net Income	1,815	2,109	1,026	753
ROAA	6.0%	6.3%	3.1%	3.7%
ROAE	29.0%	29.2%	13.3%	12.6%
NIM	14.2%	13.7%	12.0%	13.0%
Debt / Equity Ratio	3.1x	2.8x	2.1x	1.4x

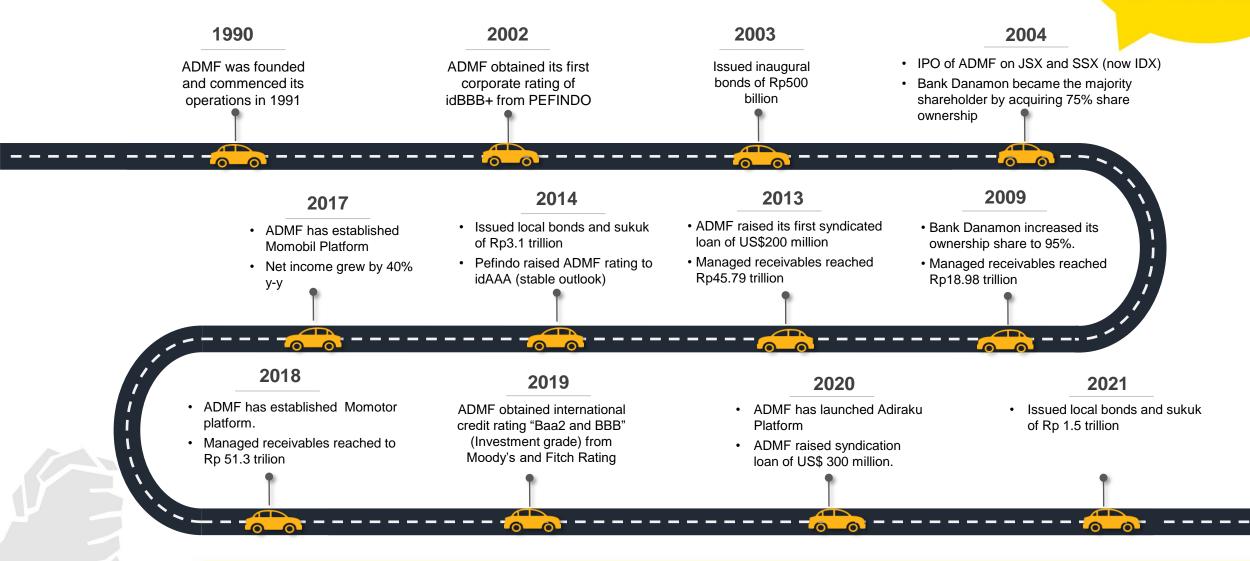
Note: ROAA and ROAE are the division between net income and average total assets or total equity

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Key milestone and track record Adira Finance



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Ownership composition and group structure

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

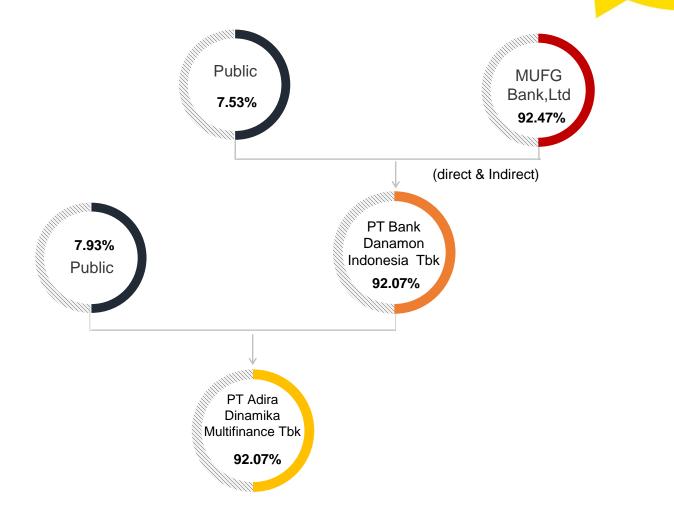
MUFG

Danamon

- 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 188,3
- trillion as of 9M21
- Bank Danamon is rated Baa2 from Moody's and BBB from Fitch



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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

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We offer a variety of products to be customer centric

Key Business Overview



- 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 September 2021, motorcycles financing contributed 4% 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 September 2021, cars financing accounted for 58% 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.

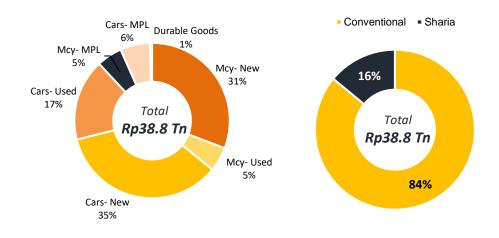


Sharia

- 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 16% of our managed receivables.

MANAGED RECEIVABLE

Sahabat Setia Selamanya



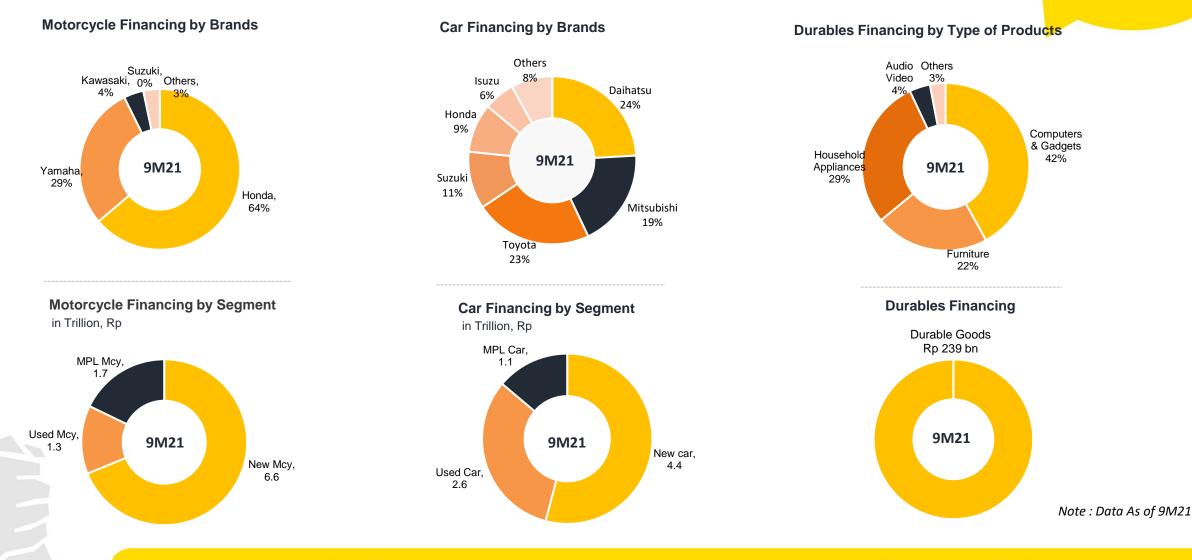
Note : Data As of September 2021

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

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New financing disbursement

Diversify new financing business beyond automotive to durable and sharia financing



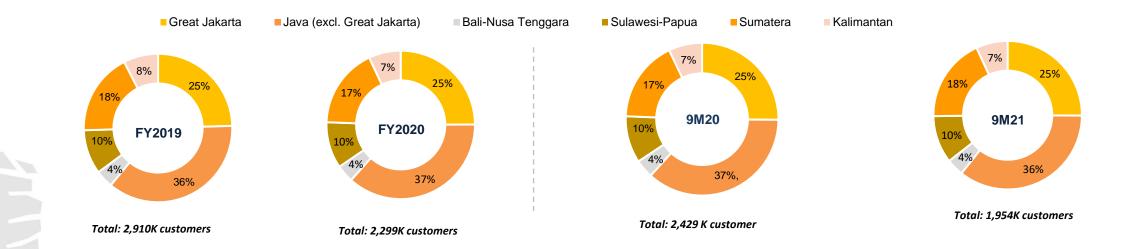
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PT Adira Dinamika Multi Finance, Tbk.

Customer and banking relationship

Active Customers (in million)/ Revenue per Active Customer (in Rp million) Rp4.11 Rp3.90 Rp3.55 Rp3.20 Rp2.77 Rp2.46 Rp2.34 3.52 3.28 3.04 2.89 2.91 2.85 2.30 2014 2015 2016 2017 2018 2019 2020

Active Customers by Region



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PT Adira Dinamika Multi Finance, Tbk.



Network and franchises

Adira Finance's business network spreads throughout Indonesia, serving 1.9 million consumers

439 Adira Finance's business network spreads throughout Indonesia in 9M21. The number of consumers reached 1.9 million, decreased by 20% y/y compared to 9M20.



Branch

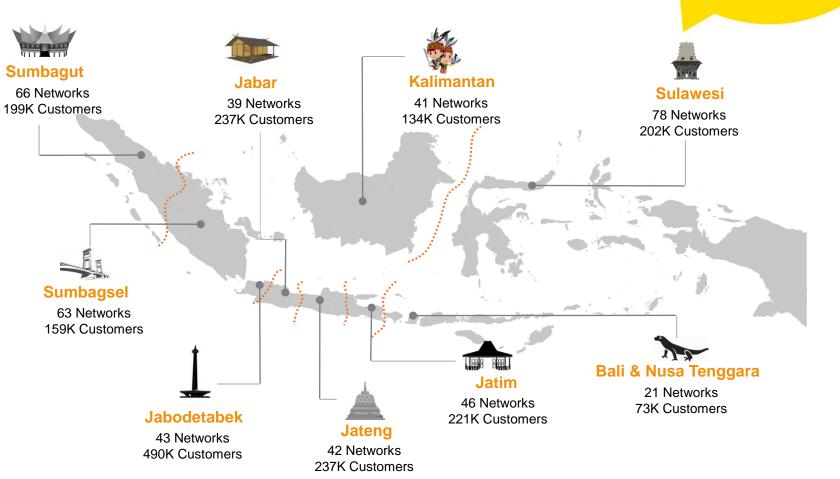


Keday

Area	Java Non-Java		Total	
Network	170	269	439	
Customer	1.2 million	0.7 million	1.9 million	

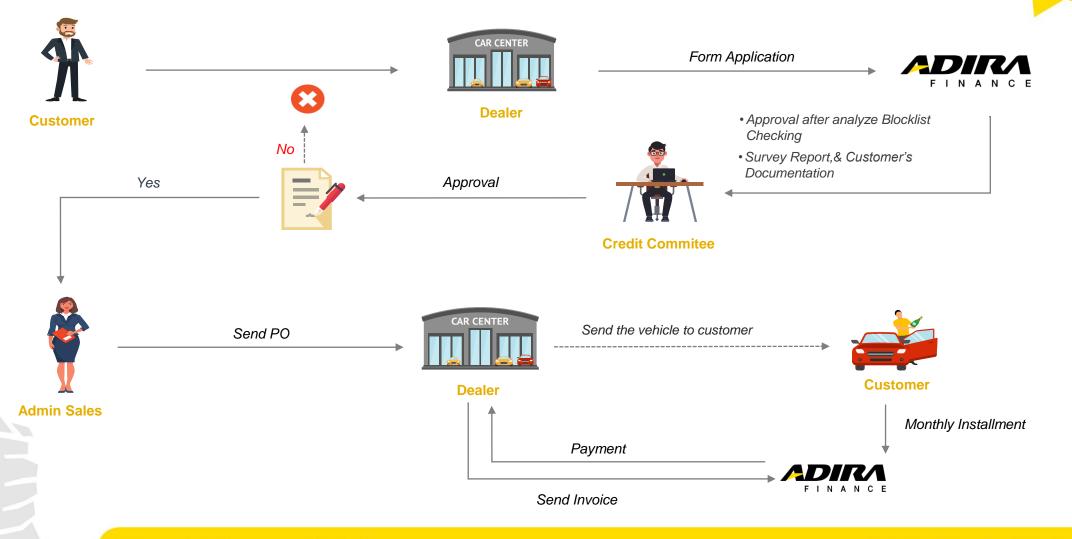
Note:- Data as of September 2021.

- Total customers are the same as active contracts



Business process dealer referrals

Adira Finance has a simple and fast acquisition process



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RATINGS 2021

ADMF has highest national rating & international investment grade ratings



National Credit Rating

International Credit Rating

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PT Adira Dinamika Multi Finance, Tbk.





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2 BUSINESS STRATEGY

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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

#BangkitBersamaSahabat

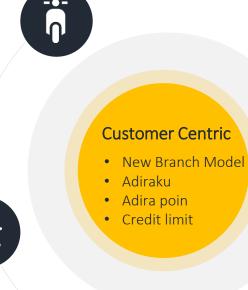
The roadmap ADMF business strategic direction

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 momobil and momotor
- Exploring opportunity in collaboration with P2P lending

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PT Adira Dinamika Multi Finance, Tbk.



Initiatives that have been implemented throughout 2021



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

provides a better customer

process

and

streamlined

experience

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

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

 Conduct joint financing with Danamon bank with a share of 44% in 9M21

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 The total external borrowing as of September 2021 are IDR 11,9 trillion

#BangkitBersamaSahabat



Sahabat Setia Selamanya

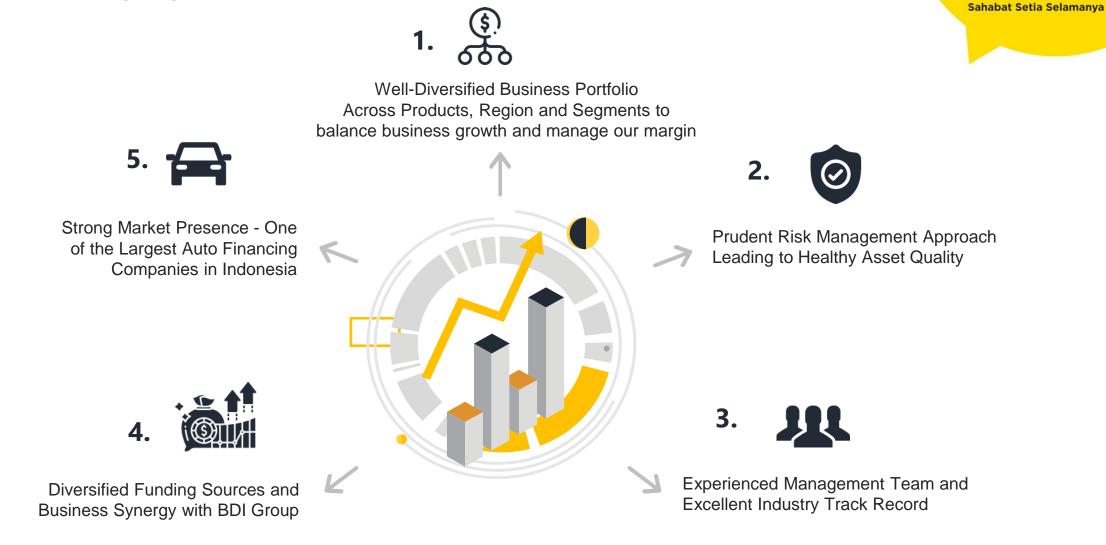
3 HIGHLIGHT OF ADIRA STRENGTHS



#BangkitBersamaSahabat

Key credit highlights

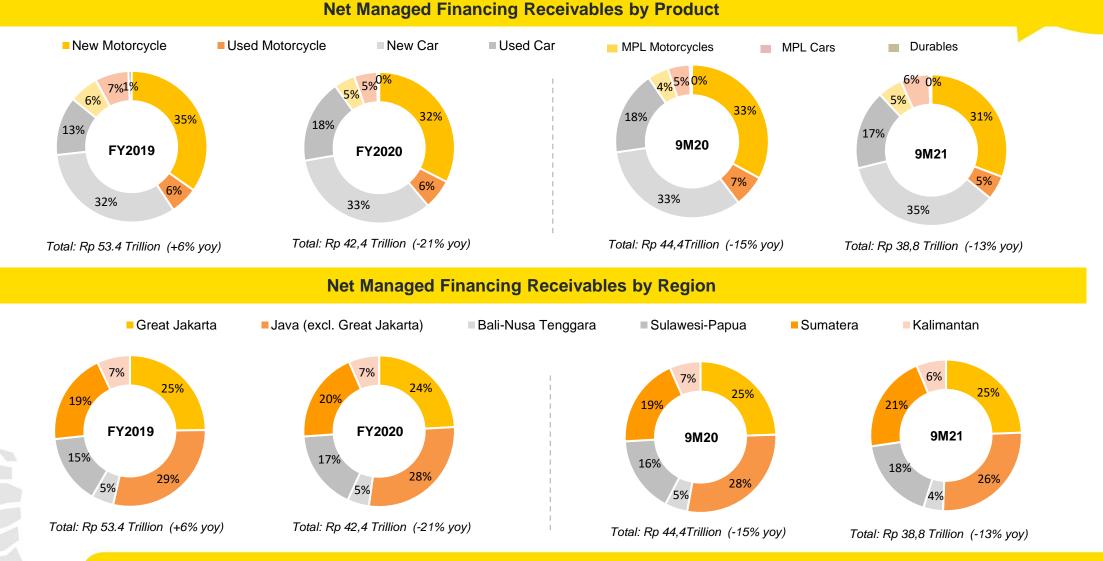




#BangkitBersamaSahabat

Well-diversified business portfolio across products, regions and segments

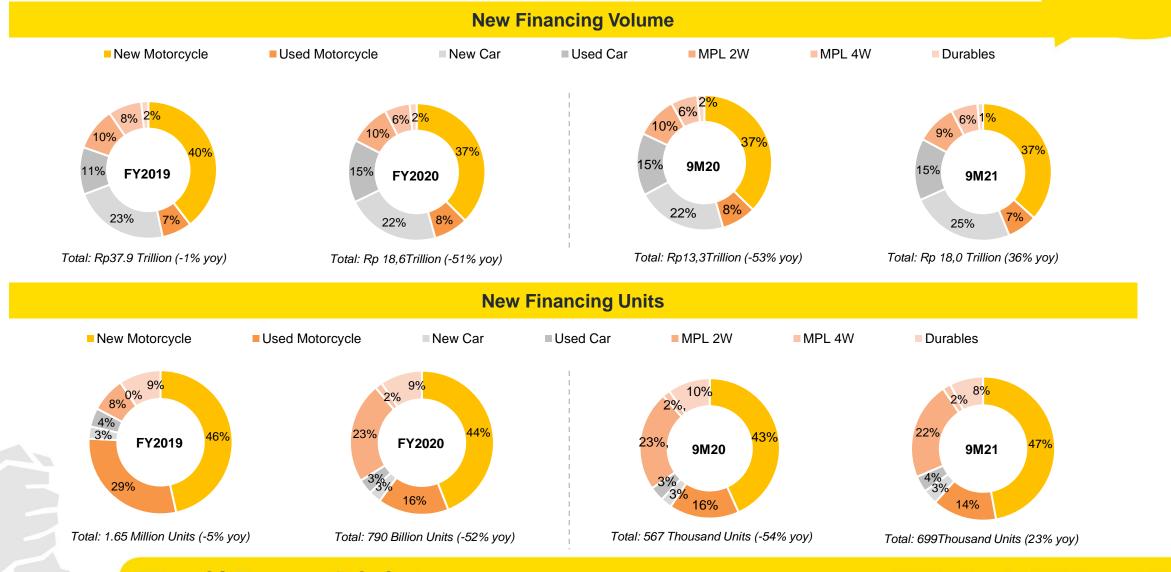
Sahabat Setia Selamanya



#BangkitBersamaSahabat

Well-diversified business portfolio across products, regions and segments

Sahabat Setia Selamanya



#BangkitBersamaSahabat

Experienced management team – Board of Commissioners





President Commissioner

- President 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 and Director of Indonesian Banking Development Institute (LPPI)
- Former President Commissioner of PT Danareksa
- Former President Commissioner/ Independent Commissioner of PT BNI Life Insurance
- Former Commissioner of PT Bank Rakyat Indonesia

Manggi Taruna Habir

Sahabat Setia Selamanya



Commissioner/Independent

Commissioner

- Visiting Fellow at Institute of Southeast Asian Studies (ISEAS), Yusof Ishak Institute, Singapore
- Former Independent Member of the Risk Oversight Committee at PT Bank Danamon Indonesia Tbk
- Former Independent Commissioner at PT Bank Danamon Indonesia Tbk More than 40 years of experience in the field of economics and finance

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Experienced management team – Board of Commissioners





Commissioner

- Independent Commissioner of PT XL Axiata Tbk
- 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

- Chairman of Frasers Hospitality International Pte. Ltd and the Director of Ezra Holdings Ltd
- Former Director of KK Women's and Children's Hospital Pte. Ltd and Singapore Health Services Pte. Ltd
- Former Non-Executive Director at Hup Soon Global Corp. Ltd., Former Non Executive Director at OpenNet Pte. Ltd

Congsin Congcar

Sahabat Setia Selamanya



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

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Experienced management team – Board of Directors



Sahabat Setia Selamanya

Hafid Hadeli

President Director

- President Director and concurrently as Compliance Director since 2017
- Joined as Director in ADMF since 2006
- Former Director of PT Broadband Multimedia Tbk, Vice President Director of 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 Director since 2009 and the Director of Legal and Operational since 2016
- Various senior positions in ADMF, PT Adira Quantum Multifinance and PT Bank Prima Express

#BangkitBersamaSahabat

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



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



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Diversified funding sources and sustainable funding support

Managed Receivables by Sources On Balance Sheet Joint-financing with BDI (Off Balance Sheet) 53.4 50.2 49.6 46.4 48.3 44.4 45.2 45.8 42.4 41.5 38.8 30.8 19.2 2011 2012 2013 2014 2015 2016 2018 2019 2020 2009 2010 2017 9M21

 (\mathbf{S})

16% 22% 9M20 9M21

Bank Borrowings

15%

16%

Equity

Managed Receivables by Sources

% 46 th 0 W

Funding Highlights

Joint Financing

46% of managed receivables is booked under joint financing scheme with the parent bank, Bank Danamon.

On Shore Borrowings

We have around Rp4.5 trillion facilities with around 5 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 1,3% of total outstanding corporate bonds as of September 2021.

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18%

Bonds

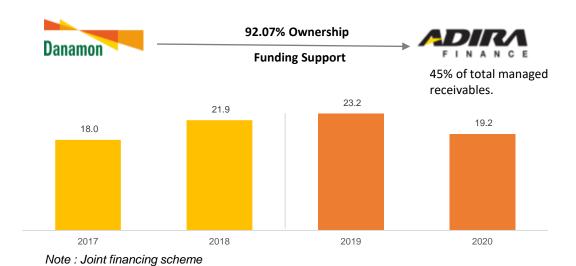
Joint Financing

PT Adira Dinamika Multi Finance, Tbk.

Business synergy of Adira Finance and BDI Group

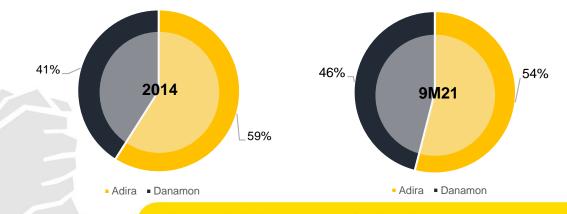


Sahabat Setia Selamanya



Joint Financing with Danamon

Managed Receivables by Sources of Funding



Joint Financing Cashflow and Record 90% Funding of Funding Joint Financing Cashflow and Record 100% In ADMF: Principal record as AR, Interest record as Income

10% Funding

Joint Financing Without Recourse

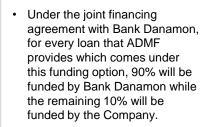
Principal record as AP, Interest record as Expen

nterest record as Incom

In Danamon: Principal record as AR,

thinksimple

Remarkable Business Integration and Synergy



 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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4 FINANCIAL SUMMARY



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Key financing policies/targets

SPECIFIC FINANCIAL TARGETS

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 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

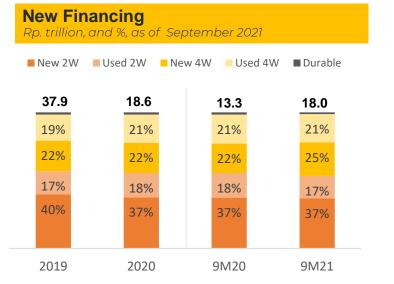
- Prudent selection of clients
- Extensive prescreening / survey
- Good underwriting practice
- Strong collection team

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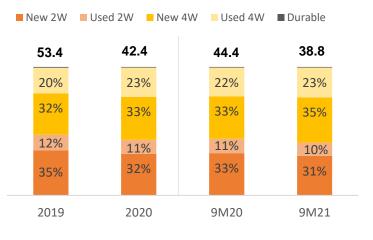
PT Adira Dinamika Multi Finance, Tbk.



Balance sheet



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

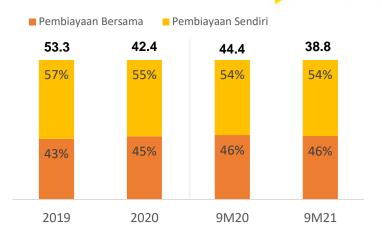


Note: MPL Segment is classified under used 2W and 4W

Sahabat Setia Selamanya

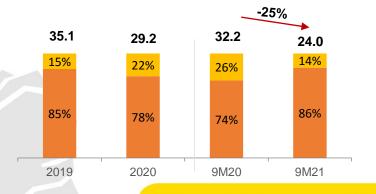
FINANCE

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



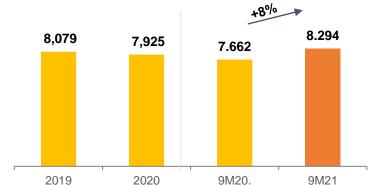
Total Asset (Stand Alone) *Rp. trillion, and %, as of September 2021*

Financing Receivables Others

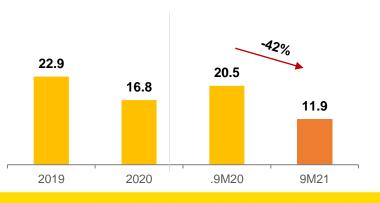


Total Equity

Rp. billion, as of September 2021



Total Outstanding Borrowing *Rp. trillion, as of September 2021*

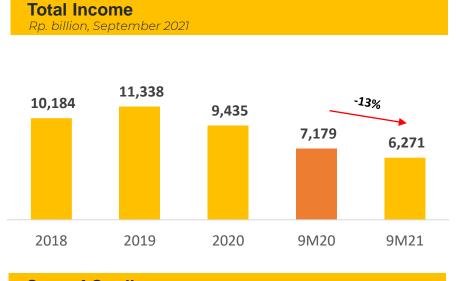


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Income statement



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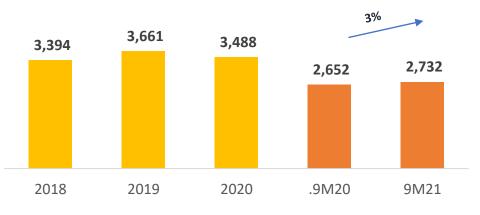


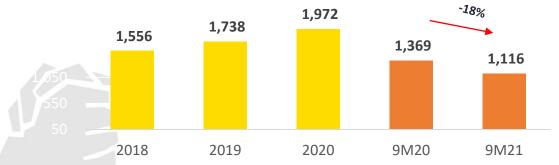
Cost of Credit

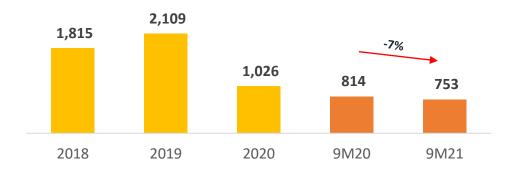
Rp. Billion, September 2021



Rp. billion, September 2021







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Financial ratio

Non- Performing Loan

FINANCE

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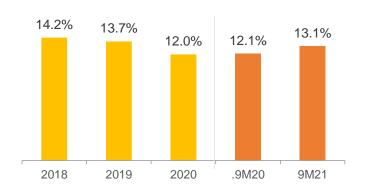
% of Managed Receivables 2.8% 1.9% 1.8% 1.7% 1.6% .9M20 9M21

2020

Cost to Income %



Net Interest Margin % of Managed Receivables, annualized



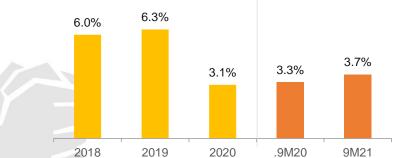
ROAA % of Reported Asset, annualized

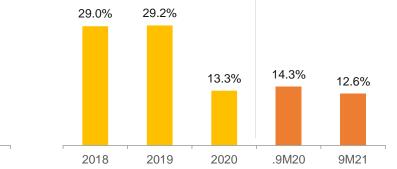
2019

2018



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





3.1 2.8 2.7 2.1 1.4 2018 2019 2020 .9M20 9M21

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Financial summary

Rp billion, Unless Otherwise Stated	2017 (Audited)	2018 (Audited)	2019 (Audited)	2020 (Audited)	9M20 (Unaudited)	9M21 (Unaudited)
Total Income	9,137	10,184	11,337	9,435	7,179	4,169
Operating Expenses	2,999	3,394	3,661	3,488	2,652	2,732
Cost of Credit	1,475	1,556	1,738	1,972	1,369	1,116
Net Profit After Tax	1,409	1,815	2,109	1,026	814	753
Net Receivables ⁽²⁾	25,899	27,872	29,915	22,852	23,861	20,744
Total Assets	29,493	31,496	35,117	29,231	32,199	24,022
Total Debts	21,006	21,968	22,886	16,766	20,478	11,863
Total Equity	5,745	7,028	8,079	7,925	7,662	8,294
Net Interest Margin	12.9%	14.2%	13.7%	12.0%	12.1%	13.1%
ROAA ⁽³⁾	5.0%	6.0%	6.3%	3.1%	3.3%	3.7%
ROAE ⁽³⁾	26.5%	29.0%	29.2%	13.3%	14.3%	12.6%
Debt-to-Equity	3.7x	3.1x	2.8x	2.1 x	2.7x	1.4x

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FINANCE

Source :

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

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5 ADIRA AWARDS

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Adira Finance won multiple awards in 2020



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

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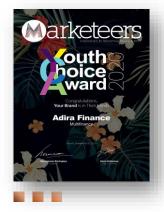
Adira Finance won multiple awards in 2020



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

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FINANCE



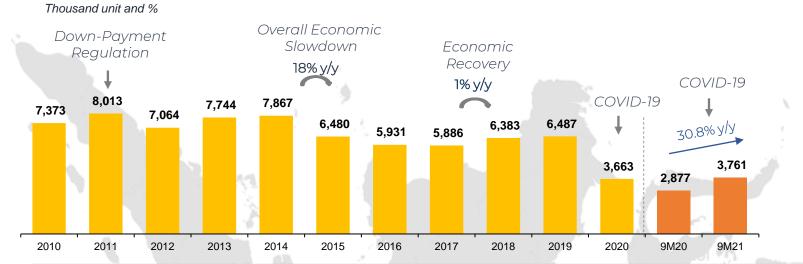
Sahabat Setia Selamanya

6 INDONESIAN AUTOMOTIVE & MULTIFINANCE INDUSTRY

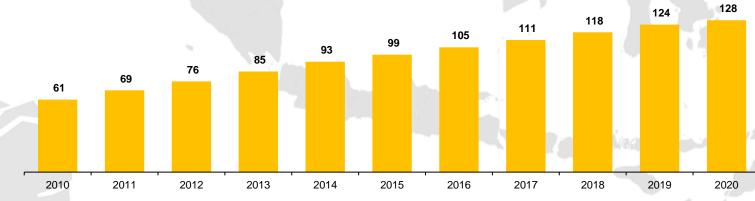
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Motorcycle industry sales

Indonesia's New Motorcycle Sales



Indonesia's Motorcycle Populations (millions units)

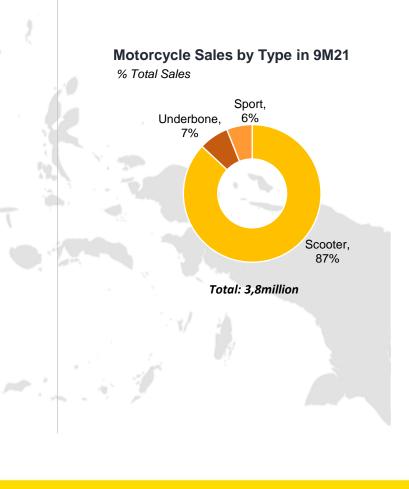


Sources: Asosiasi Industri Sepeda Motor Indonesia (AISI), Indonesia Central Bureau of Statistics (BPS).

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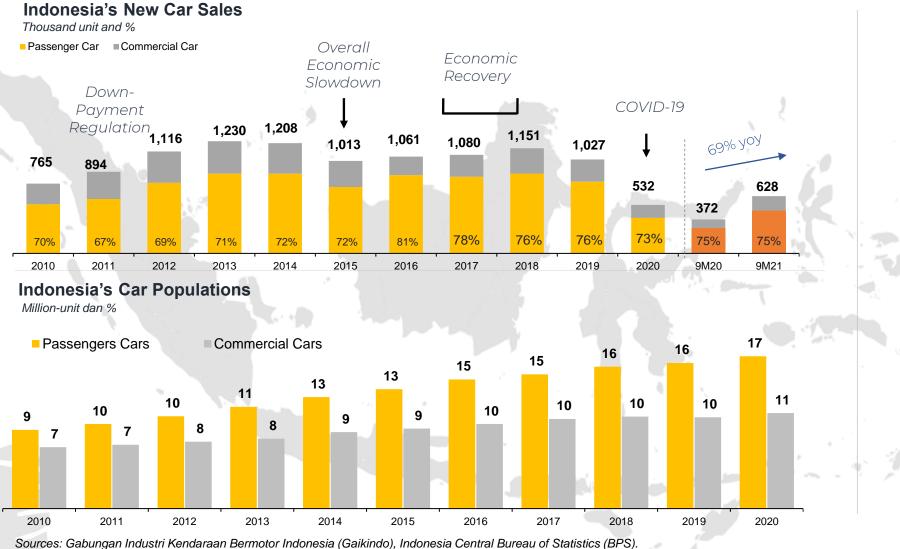


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Car industry sales

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Toyota, 33% Daihatsu ; 18% Mitsubishi Suzuki; 16% 10% Honda, 11% Total: 628 thousand Car Sales by Type in 9M21 % Total Sales Commercial 25% Passenger 75%

Car Sales by Brand in 9M21

Lainnya,

11%

% Total Sales

Total: 628 thousand

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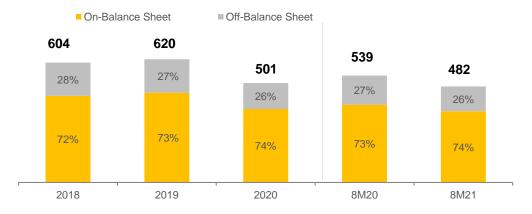


Sahabat Setia Selamanya

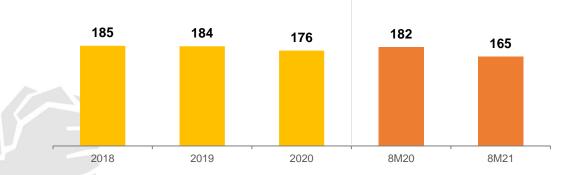
Multifinance industry

Financial Receivables

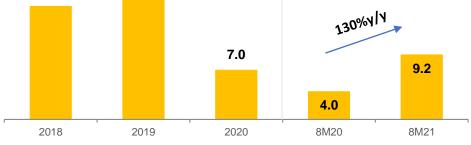
Rp trilion



Number of Finance Companies Licensed by OJK

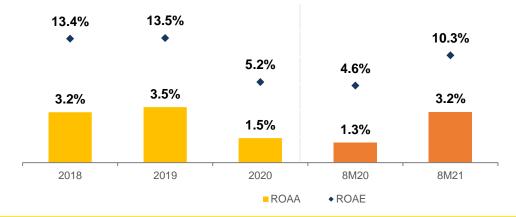






ROAA and ROAE

% Reported Asset & Equity, annualized



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DISTINCT VEHICLE USAGE IN INDONESIA



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For Small Business

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

Productive Usage

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

For Daily Transportation

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

PT Adira Dinamika Multi Finance, Tbk.

priorities

For Inter-state

Transportation

Road infrastructure is one of

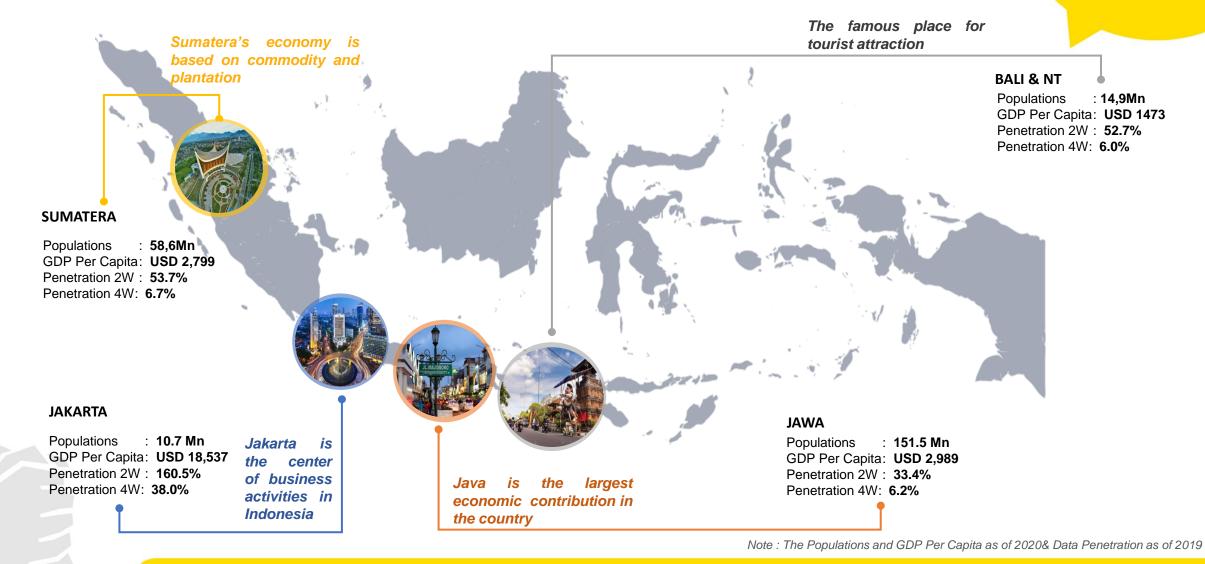
the government's main

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TRAFFIC FLOWS IN VARIOUS CITIES IN INDONESIA



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Thank you