

#BangkitBersamaSahabat

# ADIRA FINANCE PROFILE

As of Desember 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 (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 440 business network** throughout Indonesia and **supported by around 20 thousand employees**, to serve 1.9 million customers with around Rp39.4 trillion of managed receivables

### Credit Ratings

Pefindo : idAAA (Stable)

Fitch Rating : BBB (Stable)

Moody's : Baa1 (Stable)



# ADIRA IN GLANCE

(IDR bn)	2018	2019	2020	2021
<b>Total Assets</b>	31,496	35,117	29,231	<b>23,726</b>
<b>Total Income</b>	10,184	11,337	9,435	<b>8,653</b>
<b>Expenses</b>	7,699	8,459	7,958	<b>7,055</b>
<b>Net Income</b>	1,815	2,109	1,026	<b>1,213</b>
<b>ROAA</b>	6.0%	6.3%	3.1%	<b>4.7%</b>
<b>ROAE</b>	29.0%	29.2%	13.3%	<b>14.7%</b>
<b>NIM</b>	14.2%	13.7%	12.0%	<b>13.5%</b>
<b>Debt / Equity Ratio</b>	3.1x	2.8x	2.1x	<b>1.2x</b>

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

# Key milestone and track record Adira Finance

**ADIRA**  
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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 launched Adiraku 2.0 New Version
- Moody's upgrades its credit rating to baa1/stable

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PT Adira Dinamika Multi Finance, Tbk.

# Ownership composition and group structure

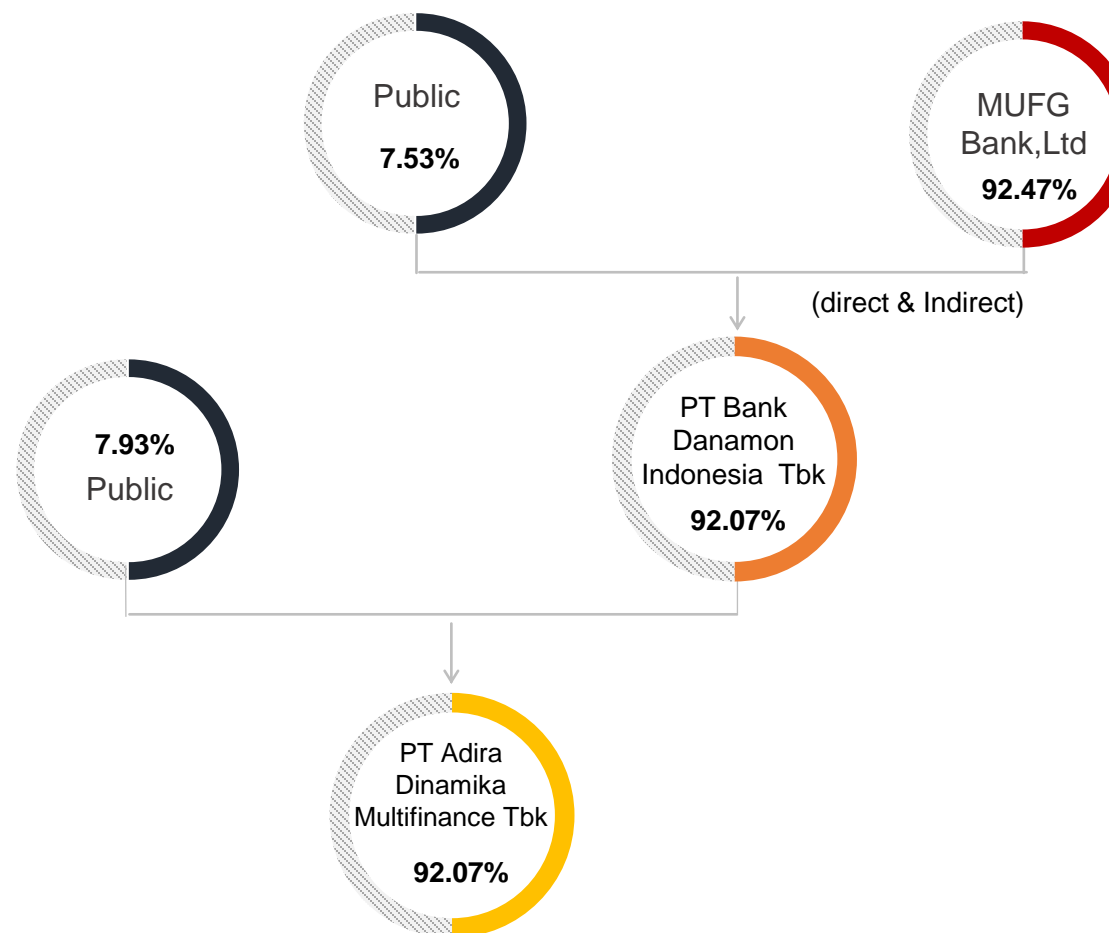
Adira Finance has strong support from the group, including MUFG Bank and Danamon Bank



- 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 192.2 trillion as of December 2021
- Bank Danamon is rated Baa1 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

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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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**ADIRA**  
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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



- 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 December 2021, motorcycles financing contributed 36% of our managed receivables.



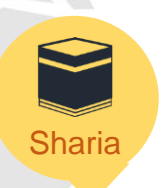
- Adira Finance continues to focus on growing passenger car financing on the back of low penetration and high growth prospect.
- In terms of the commercial segment, we will optimize to tap certain types of commercial car to manage asset quality, mainly small pick ups.
- As of December 2021, cars financing accounted for 51% 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.

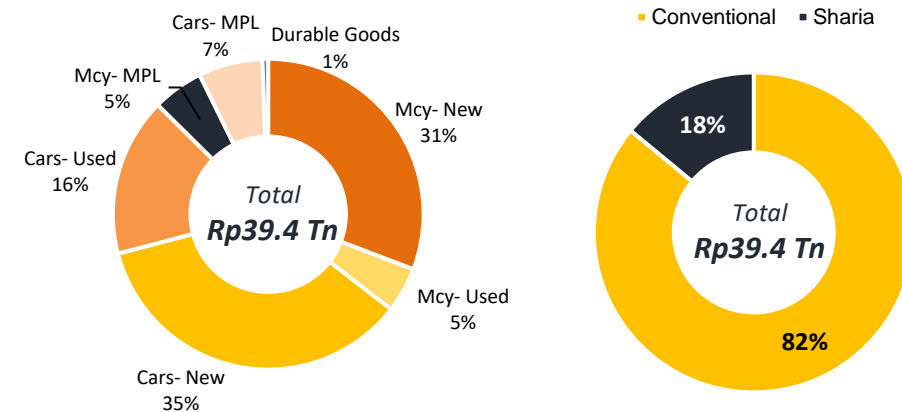


- ADMF offers multi-purpose loans for services since 2016. These type of financings are typically used by customers for health, education, house renovation and travelling purposes. Currently these loans are secured by the respective vehicles.
- We view that this segment offers future potential due to 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 contributed 18% of our managed receivables.

## MANAGED RECEIVABLE



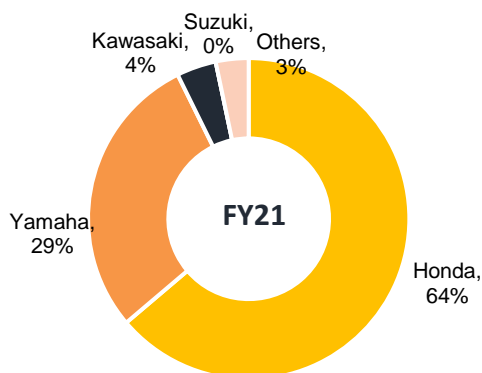
Note : Data As of December 2021

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

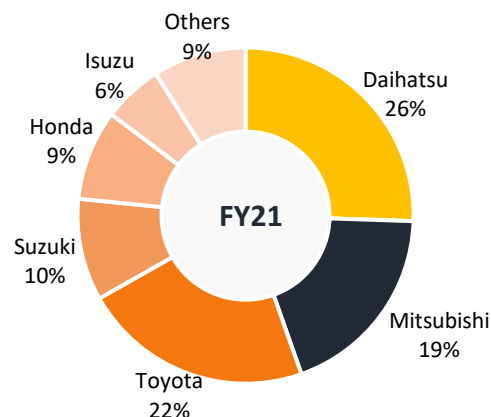
# New financing disbursement

Diversify new financing business beyond automotive to durable and sharia financing

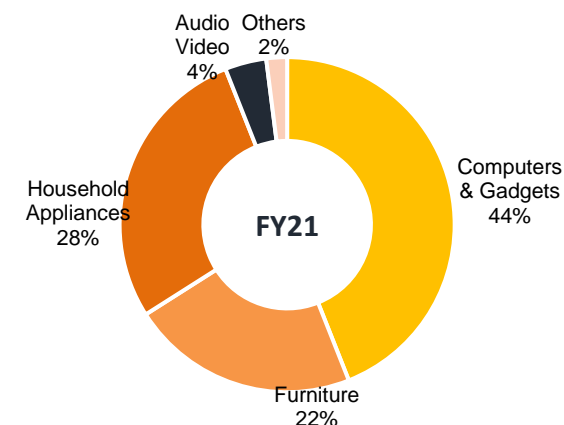
Motorcycle Financing by Brands



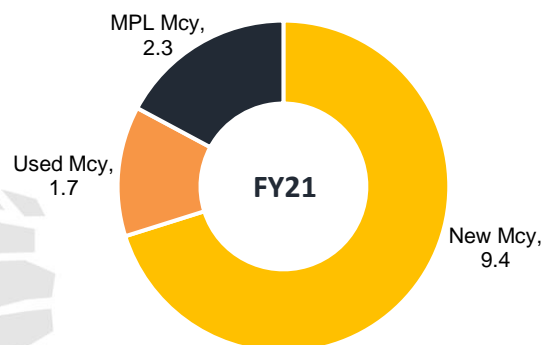
Car Financing by Brands



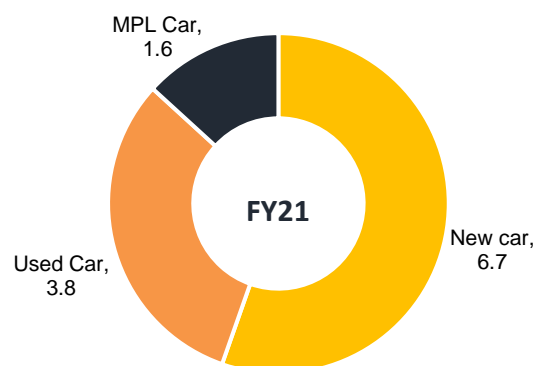
Durables Financing by Type of Products



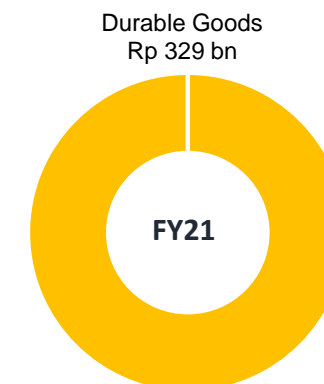
Motorcycle Financing by Segment  
in Trillion, Rp



Car Financing by Segment  
in Trillion, Rp



Durables Financing



Note : Data As of FY21



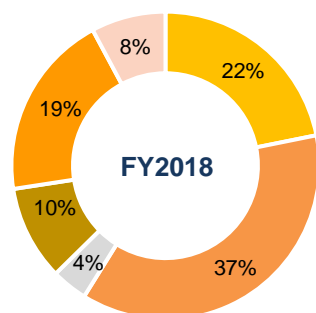
# Customer and banking relationship

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

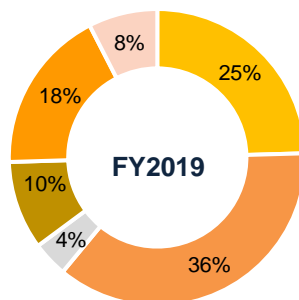


Active Customers by Region

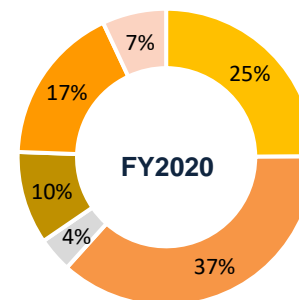
■ Great Jakarta  
 ■ Java (excl. Great Jakarta)  
 ■ Bali-Nusa Tenggara  
 ■ Sulawesi-Papua  
 ■ Sumatera  
 ■ Kalimantan



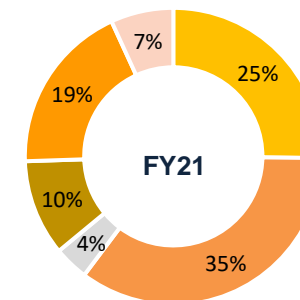
Total: 2,885K customers



Total: 2,910K customers



Total: 2,299K customers



Total: 1,892K customers

# Network and franchises

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

**440** Adira Finance's business network spreads throughout Indonesia in FY21. The number of consumers reached 1.9 million, decreased by 17.7% y/y compared to FY20.



Branch

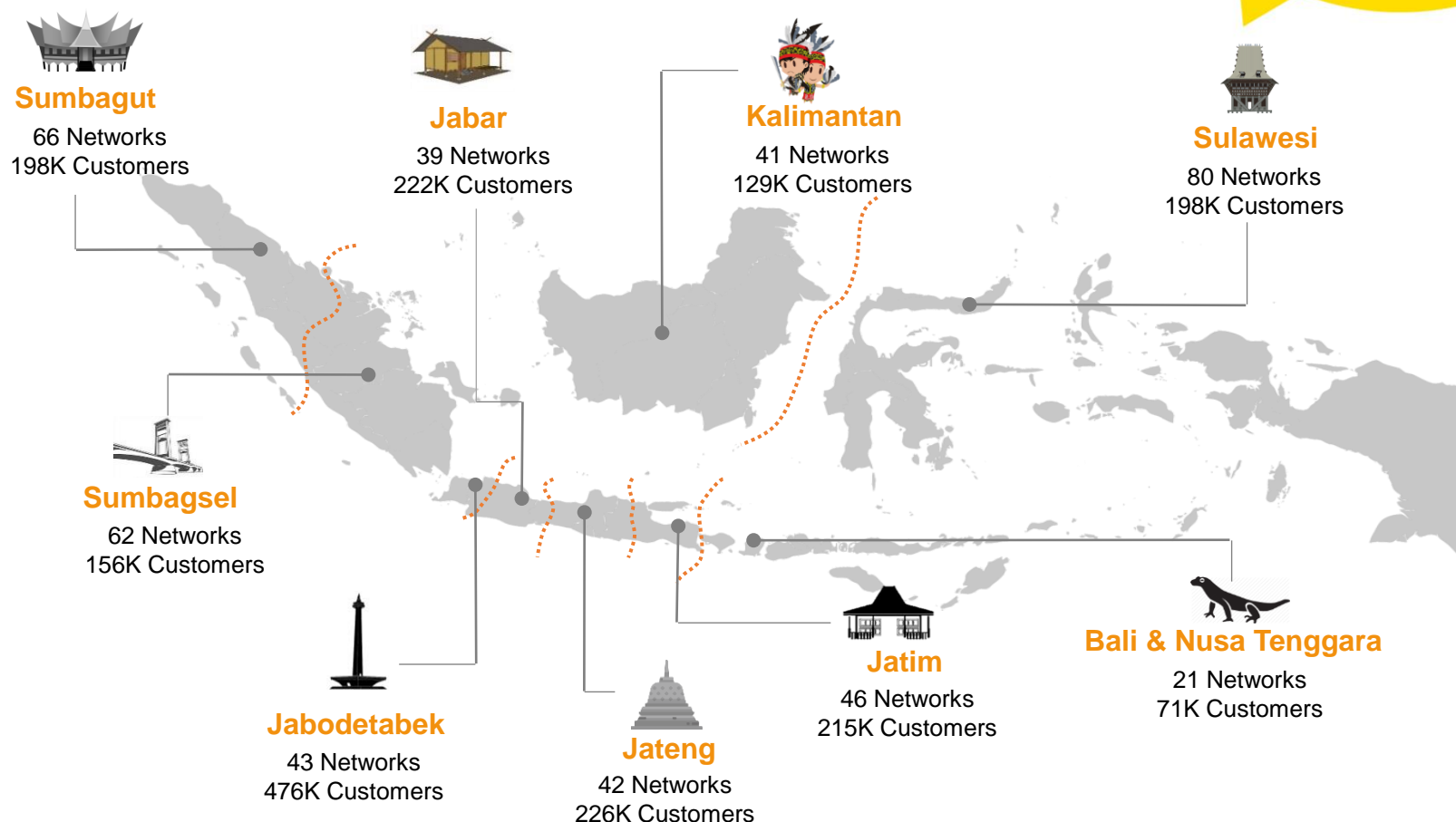


Keday

Area	Java	Non-Java	Total
Network	170	270	440
Customer	1.2 million	0.7 million	1.9 million

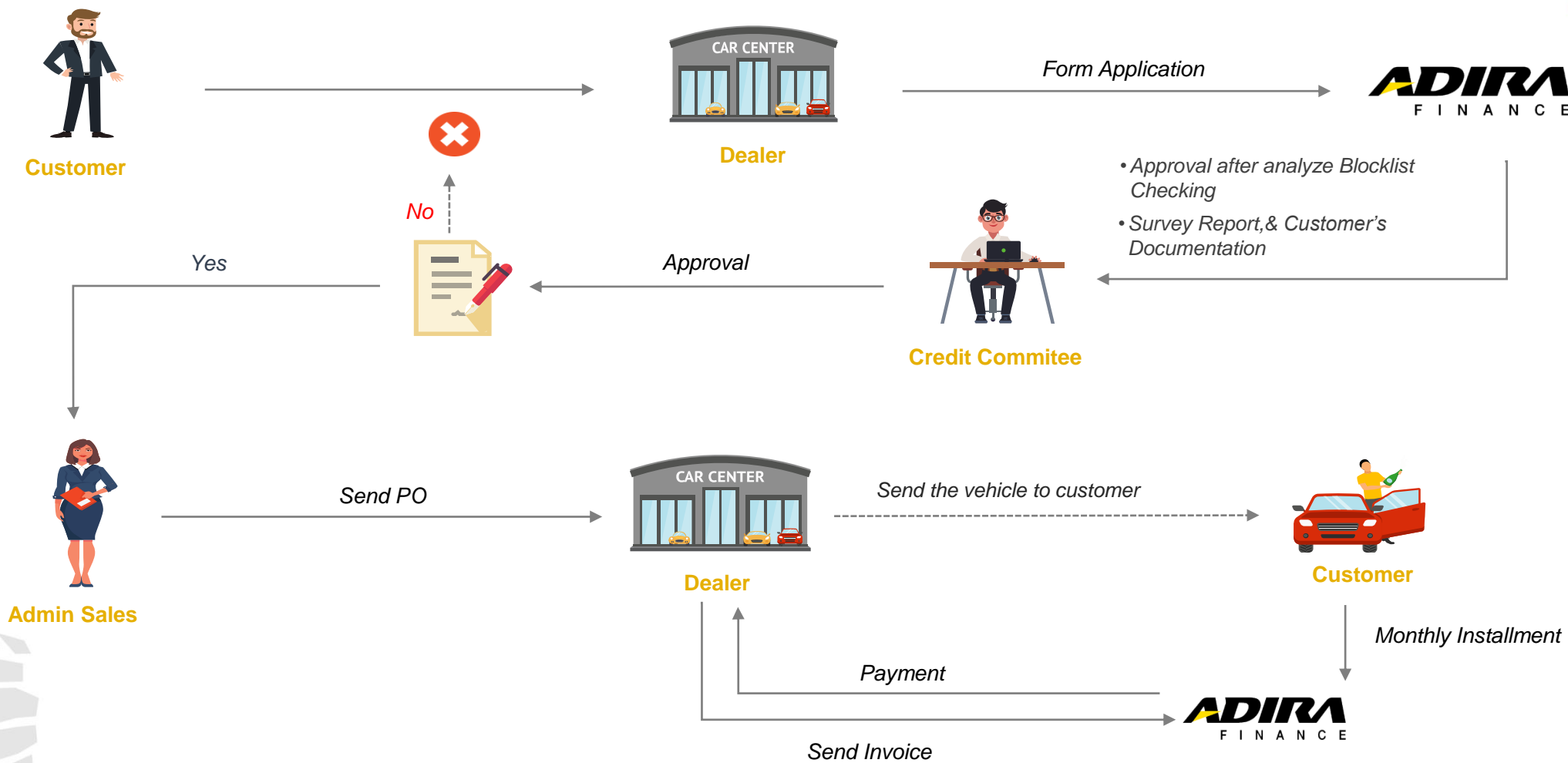
Note:- Data as of December 2021.

- Total customers is active contracts



# Business process dealer referrals

Adira Finance has a simple and fast acquisition process



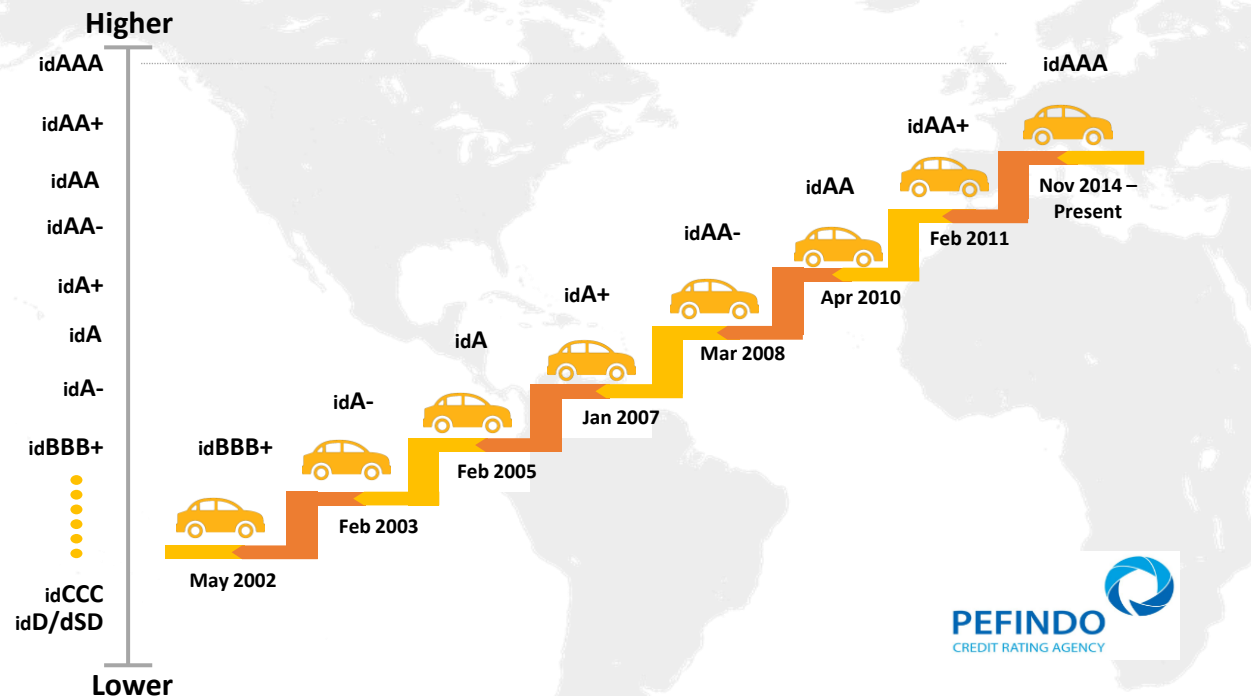
# RATINGS 2021

ADMF has highest national rating & international investment grade ratings

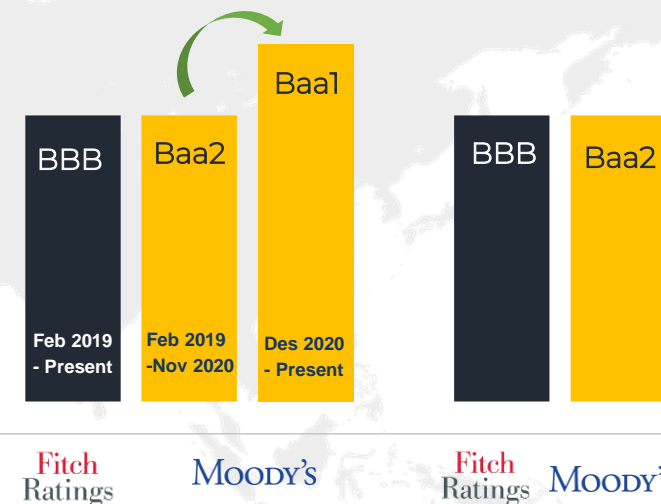
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## National Credit Rating



## International Credit Rating



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FINANCE



Republic of  
Indonesia

**PEFINDO**  
CREDIT RATING AGENCY

Adira Finance	As of December 2021
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

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# Three Building Blocks of ADMF Strategy Priority

## 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

- 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

## Accelerate Digitalization across Company and Ecosystem

- Continue developing momobil and momotor
- Exploring opportunity in collaboration with P2P lending

## 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



# 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 47% in 2021
- The total external borrowing as of December 2021 are IDR 10.9 trillion. As a result, gearing ratio fell to 1.2x.

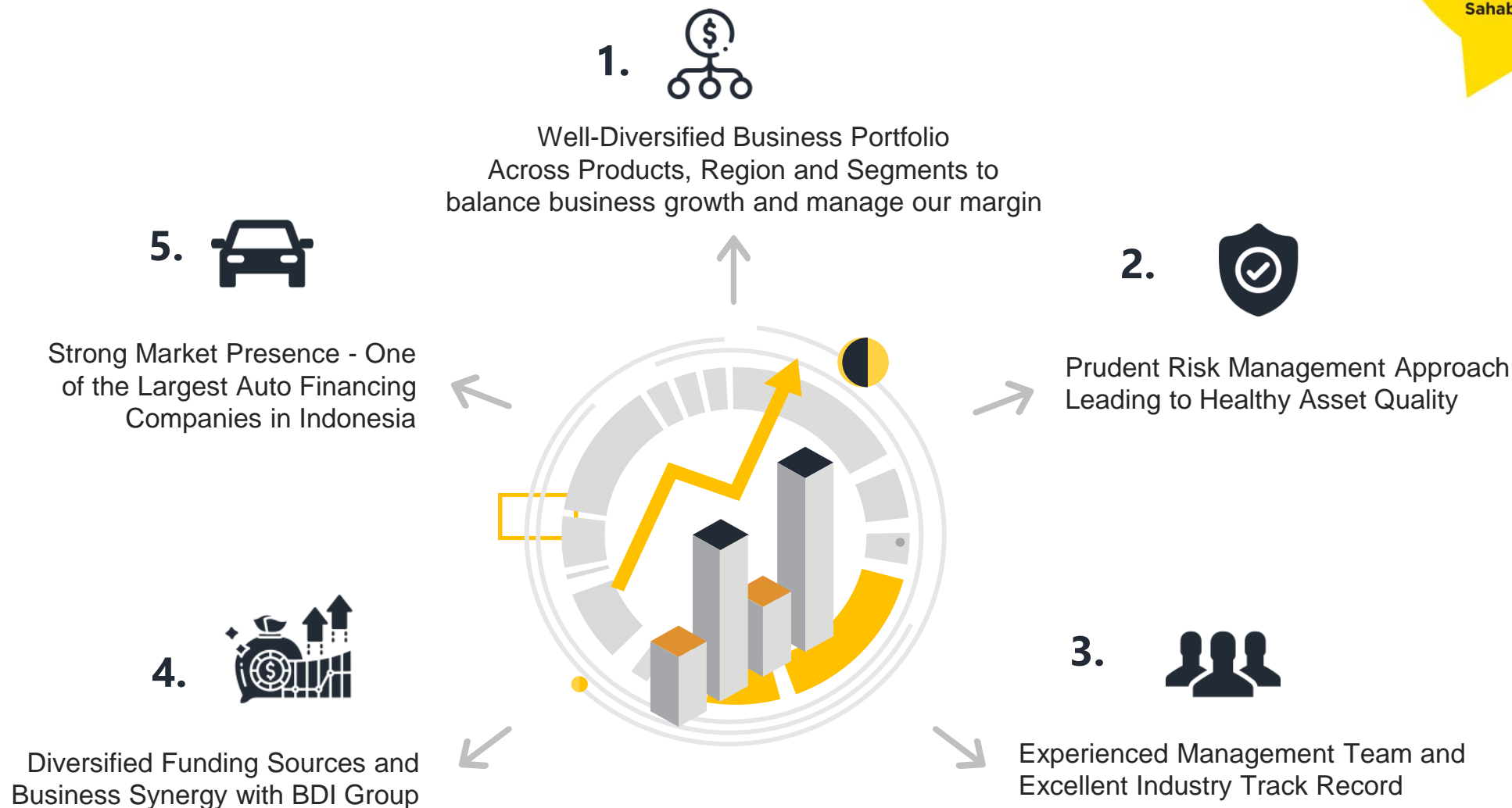


# 3

## HIGHLIGHT OF ADIRA STRENGTHS

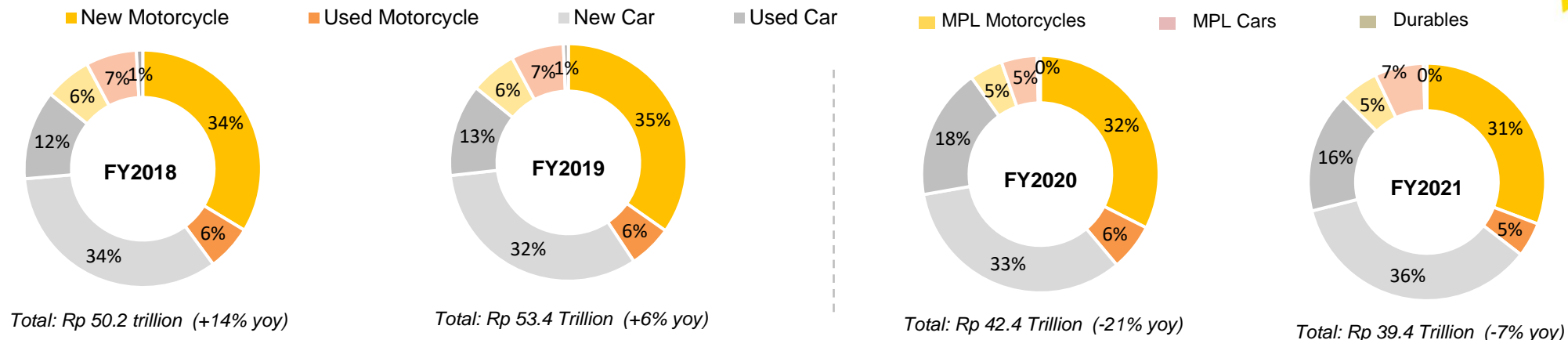
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# Key credit highlights

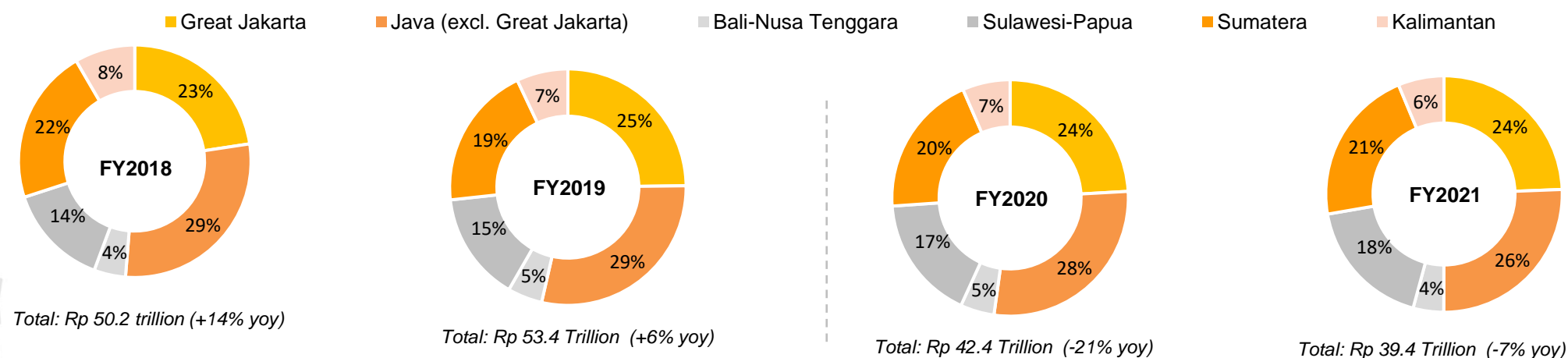


# Well-diversified business portfolio across products, regions and segments

## Net Managed Financing Receivables by Product



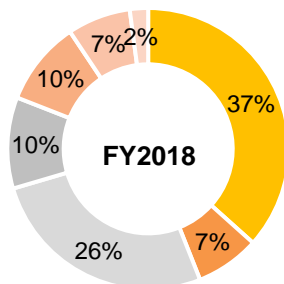
## Net Managed Financing Receivables by Region



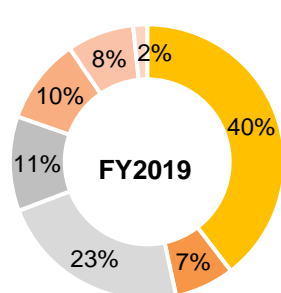
# Well-diversified business portfolio across products, regions and segments

## New Financing Volume

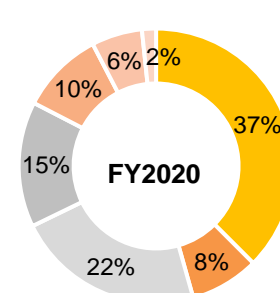
■ New Motorcycle   
 ■ Used Motorcycle   
 ■ New Car   
 ■ Used Car   
 ■ MPL 2W   
 ■ MPL 4W   
 ■ Durables



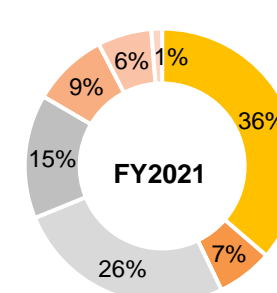
Total: Rp38.2 Trillion (+17% yoy)



Total: Rp37.9 Trillion (-1% yoy)



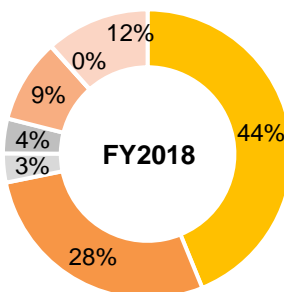
Total: Rp 18.6 Trillion (-51% yoy)



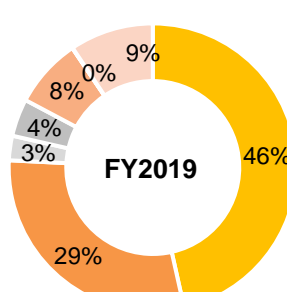
Total: Rp 25.9 Trillion (39% yoy)

## New Financing Units

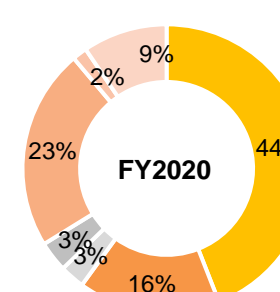
■ New Motorcycle   
 ■ Used Motorcycle   
 ■ New Car   
 ■ Used Car   
 ■ MPL 2W   
 ■ MPL 4W   
 ■ Durables



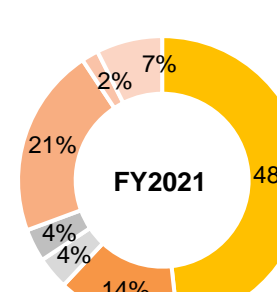
Total: 1.72 Million Units (+4% yoy)



Total: 1.65 Million Units (-5% yoy)



Total: 790 Thousand Units (-52% yoy)



Total: 967 Thousand Units (22% yoy)

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PT Adira Dinamika Multi Finance, Tbk.

## Experienced management team – Board of Commissioners

**Yasushi Itagaki**



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**



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

## Experienced management team – Board of Commissioners

**Muliadi Rahardja**



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**



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

- 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

- 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

## 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**



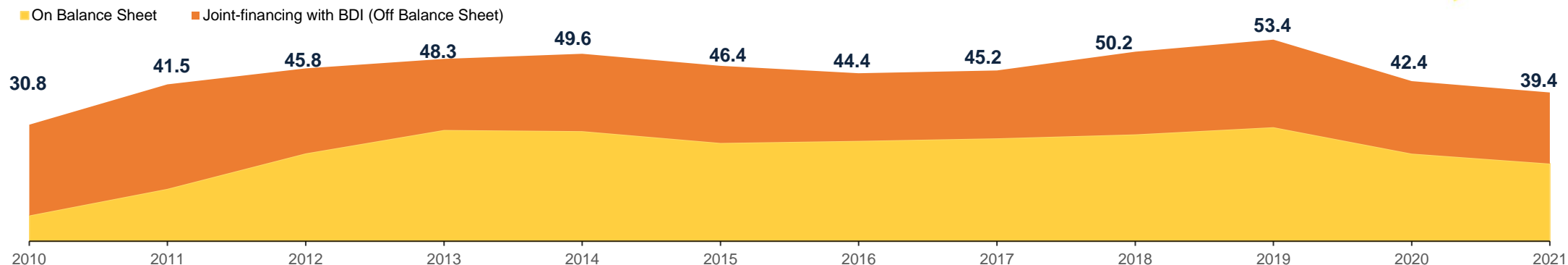
Director

- 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

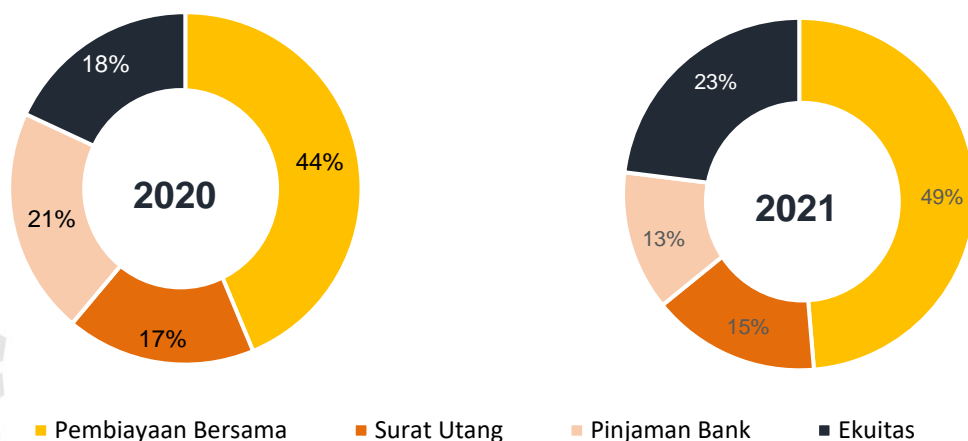


# Diversified funding sources and sustainable funding support

## Managed Receivables by Sources



## Managed Receivables by Sources



■ Pembiayaan Bersama
 ■ Surat Utang
 ■ Pinjaman Bank
 ■ Ekuitas

## Funding Highlights



### Joint Financing

48% of managed receivables is booked under joint financing scheme with the parent bank, Bank Danamon.



### On Shore Borrowings

We have around Rp6 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)

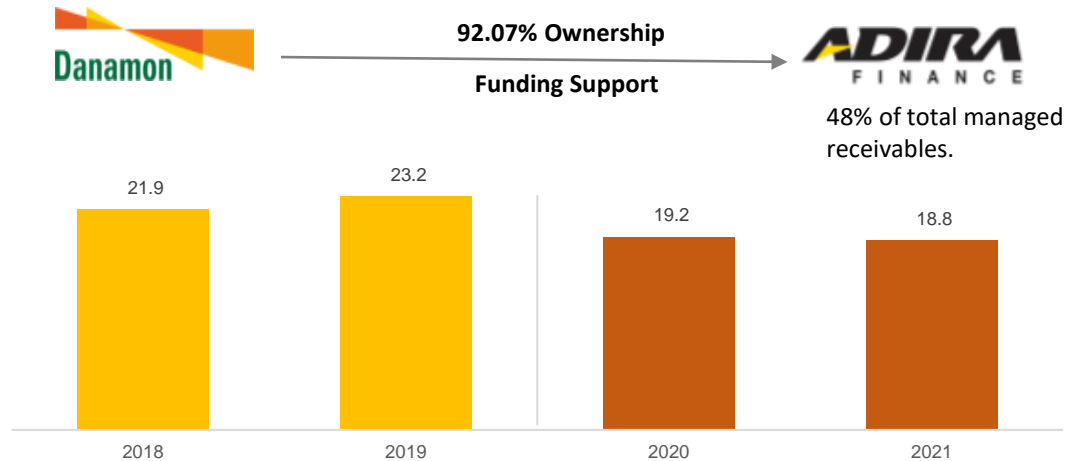


### Local Bonds

Adira Finance is one of the largest corporate bond issuers in Indonesia with market share of 1.4% of total outstanding corporate bonds as of December 2021.

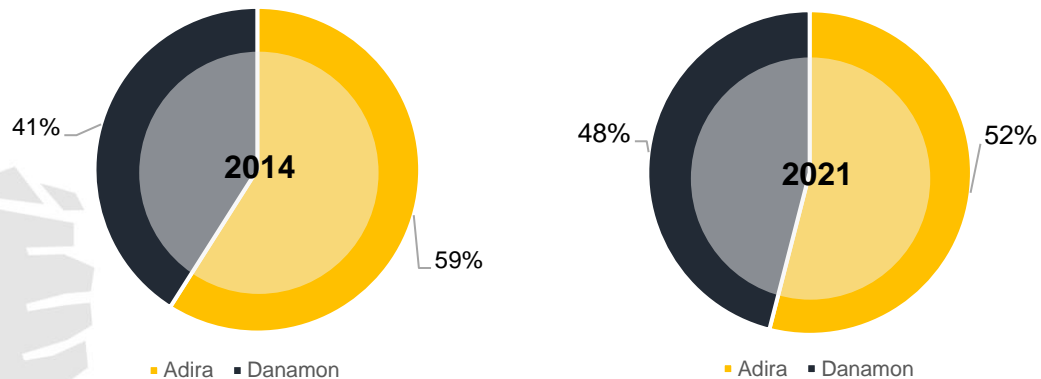
# Business synergy of Adira Finance and BDI Group

## Joint Financing with Danamon



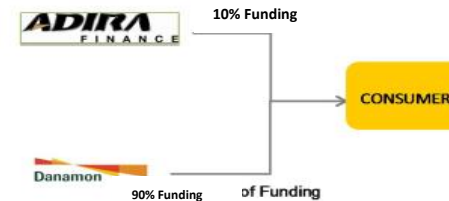
Note : Joint financing scheme

## Managed Receivables by Sources of Funding

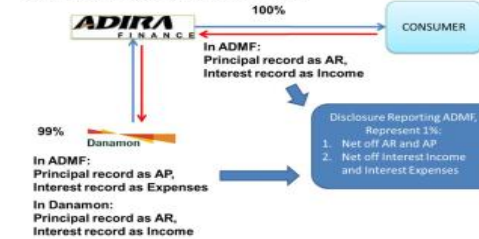


## Remarkable Business Integration and Synergy

### 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-selling ADMF x BDI



- 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

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# 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%-3.0%

### 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

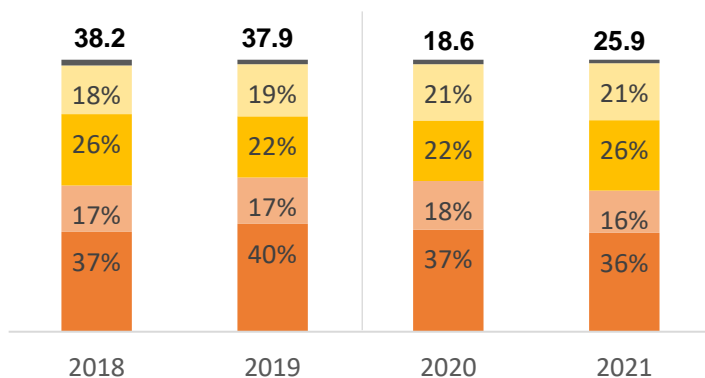
- Prudent selection of clients
- Extensive prescreening / survey
- Good underwriting practice
- Strong collection team

# Balance sheet

## New Financing

Rp. trillion, and %, as of December 2021

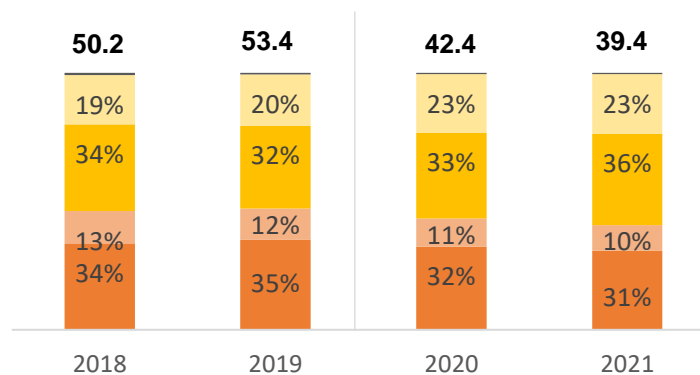
■ New 2W ■ Used 2W ■ New 4W ■ Used 4W ■ Durable



## Managed Receivables

Rp. trillion, and %, as of December 2021

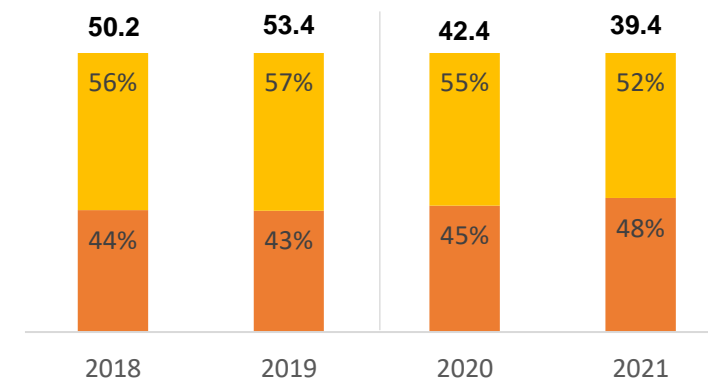
■ New 2W ■ Used 2W ■ New 4W ■ Used 4W ■ Durable



## Managed Receivables

Rp. trillion, and %, as of December 2021

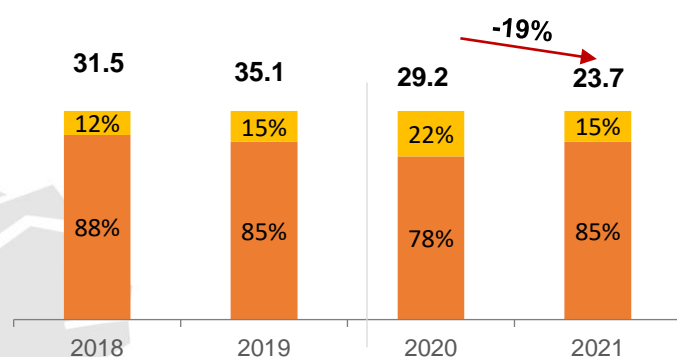
■ Pembiayaan Bersama ■ Pembiayaan Sendiri



## Total Asset (Stand Alone)

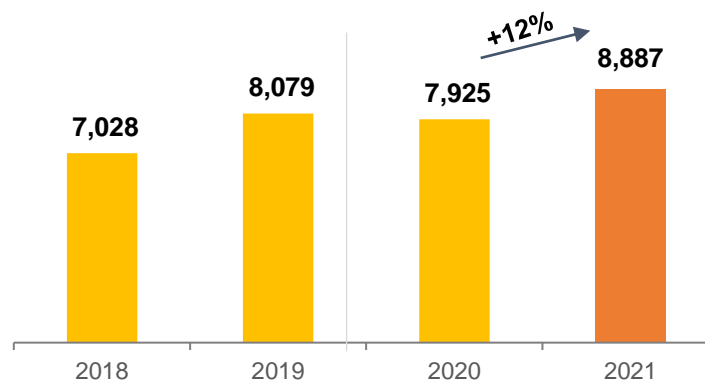
Rp. trillion, and %, as of December 2021

■ Jumlah Asset (Rp Triliun) ■ Financing Receivables ■ Others



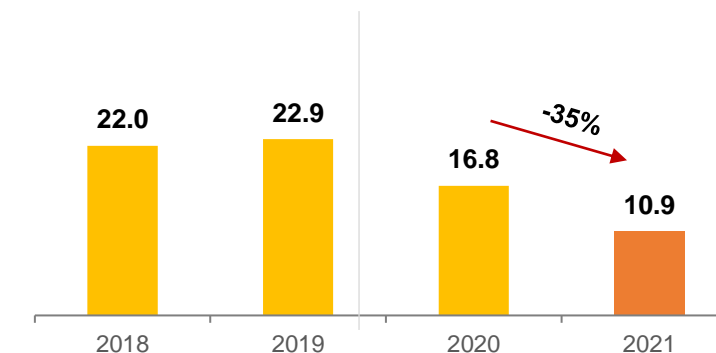
## Total Equity

Rp. billion, as of December 2021



## Total Outstanding Borrowing

Rp. trillion, as of December 2021



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

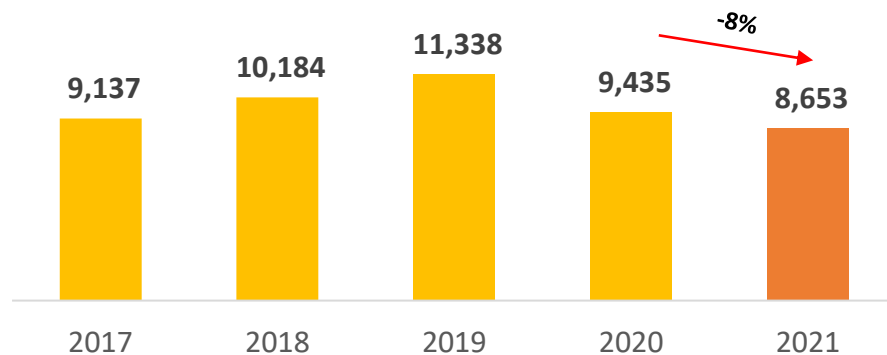
#BangkitBersamaSahabat

PT Adira Dinamika Multi Finance, Tbk.

# Income statement

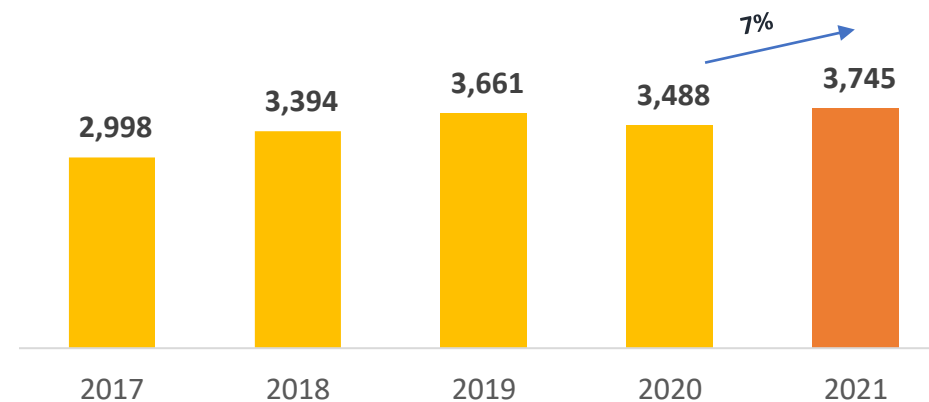
## Total Income

Rp. billion, December 2021



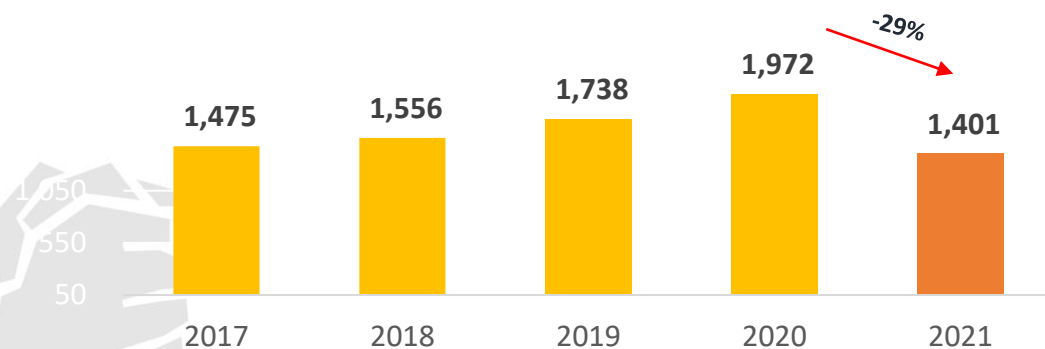
## Operating Expenses

Rp. Billion, December 2021



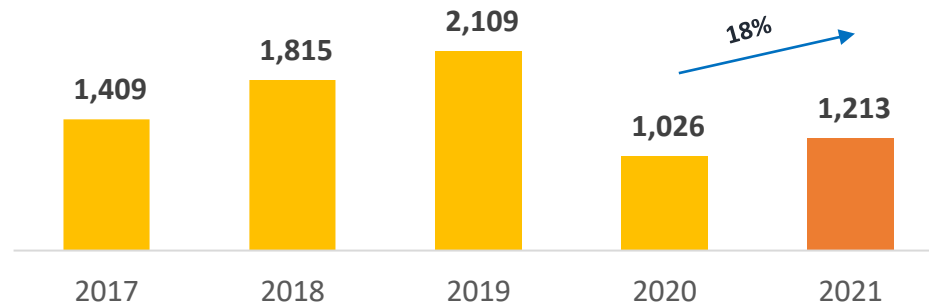
## Cost of Credit

Rp. Billion, December 2021



## NPAT

Rp. billion, December 2021

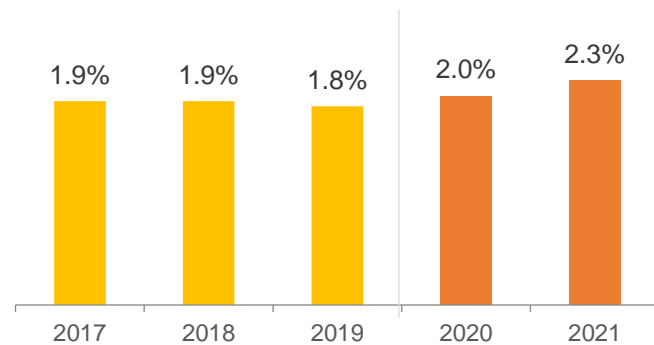




# Financial ratio

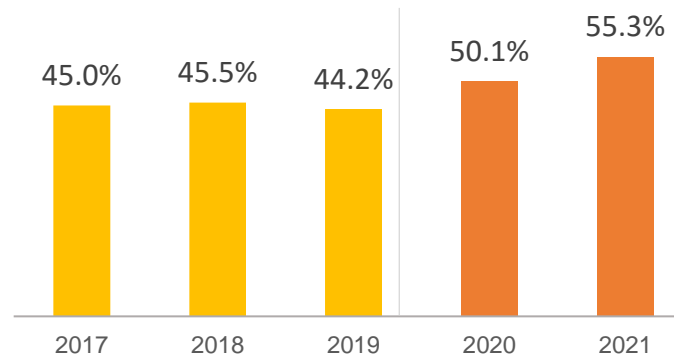
## Non- Performing Loan

% of Managed Receivables



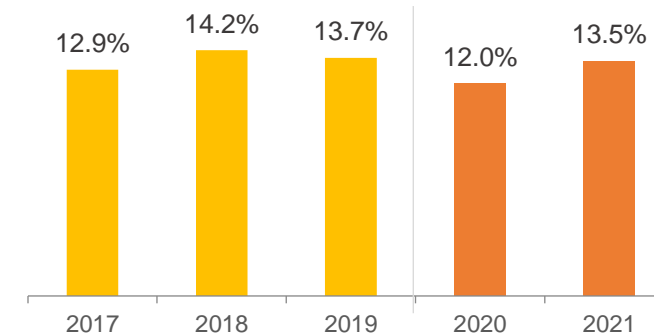
## Cost to Income

%



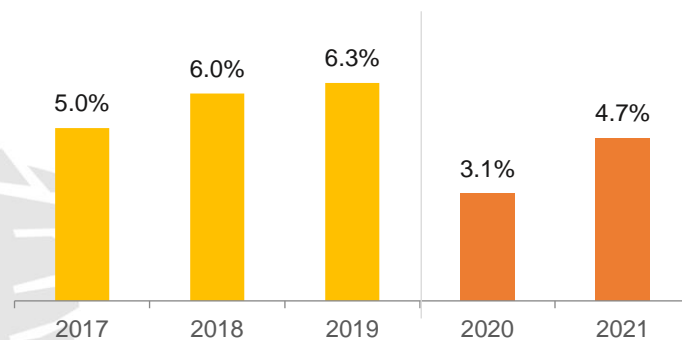
## Net Interest Margin

% of Managed Receivables, annualized



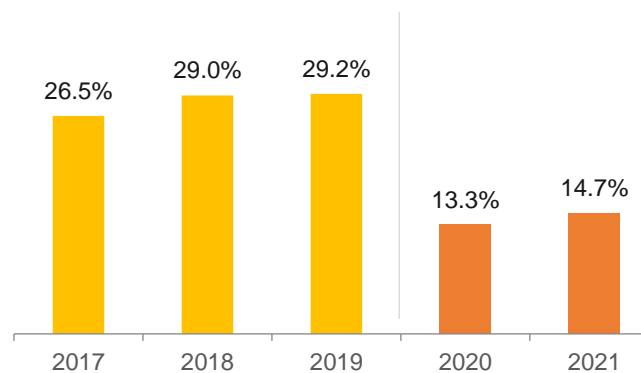
## ROAA

% of Reported Asset, annualized



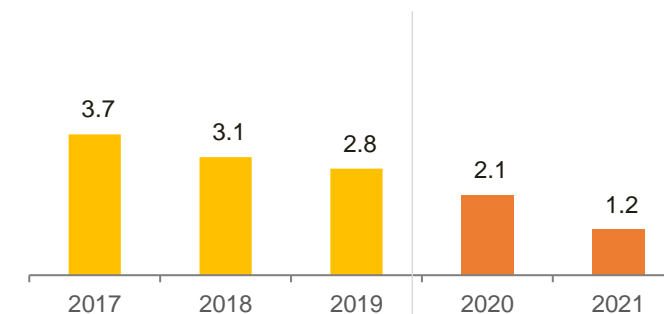
## ROAE

% of Reported Equity, annualized



## Debt to Equity Ratio

In (x), as of December 2021





## Financial summary

Rp billion, <i>Unless Otherwise Stated</i>	2017 (Audited)	2017 (Audited)	2018 (Audited)	2019 (Audited)	2020 (Audited)	2021 (Audited)
Total Income	9,137	9,137	10,184	11,337	9,435	8,653
Operating Expenses	2,999	2,999	3,394	3,661	3,488	3,745
Cost of Credit	1,475	1,475	1,556	1,738	1,972	1,401
<b>Net Profit After Tax</b>	<b>1,409</b>	<b>1,409</b>	<b>1,815</b>	<b>2,109</b>	<b>1,026</b>	<b>1,213</b>
Net Receivables <sup>(2)</sup>	25,899	25,899	27,872	29,915	22,852	20,239
Total Assets	29,493	29,493	31,496	35,117	29,230	23,726
Total Debts	21,006	21,006	21,968	22,886	16,766	10,930
<b>Total Equity</b>	<b>5,745</b>	<b>5,745</b>	<b>7,028</b>	<b>8,079</b>	<b>7,925</b>	<b>8,887</b>
Net Interest Margin	12.9%	12.9%	14.2%	13.7%	12.0%	13.5%
ROAA <sup>(3)</sup>	5.0%	5.0%	6.0%	6.3%	3.1%	4.7%
ROAE <sup>(3)</sup>	26.5%	26.5%	29.0%	29.2%	13.3%	14.7%
<b>Debt-to-Equity</b>	<b>3.7x</b>	<b>3.7x</b>	<b>3.1x</b>	<b>2.8x</b>	<b>2.1x</b>	<b>1.2x</b>

Source :

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



# 5

## ADIRA AWARDS

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# Adira Finance won multiple awards in 2021



3rd The Best ICGCA, Multifinance Asset > 10T ,



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



The Iconomics, 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 Iconomics, Multifinance Assets Above 30T, Good Performing Rating



Markplus Inc, Silver Rating for Motorcycle Leasing



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



Top 50 Midcap Issuers- Best CG Overall - IICD

# Adira Finance won multiple awards in 2021

**ADIRA**  
FINANCE

Sahabat Setia Selamanya



1<sup>st</sup> The Best Informative Website,  
Multifinance 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 Multifinance – Investor  
Magazine



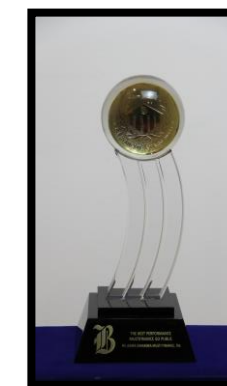
The Best (4W Leasing) – Magazine  
Marketing & Frontier Group



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



Best Car and Motorcycle Financing –  
Marketing Magazine



The Best Performance Multifinance Go  
Public Award – Bisnis Indonesia

**#BangkitBersamaSahabat**

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



# Adira Finance won multiple awards in 2021

**ADIRA**  
FINANCE

Sahabat Setia Selamanya



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 (Multifinance) – 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

**#BangkitBersamaSahabat**

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

# 6

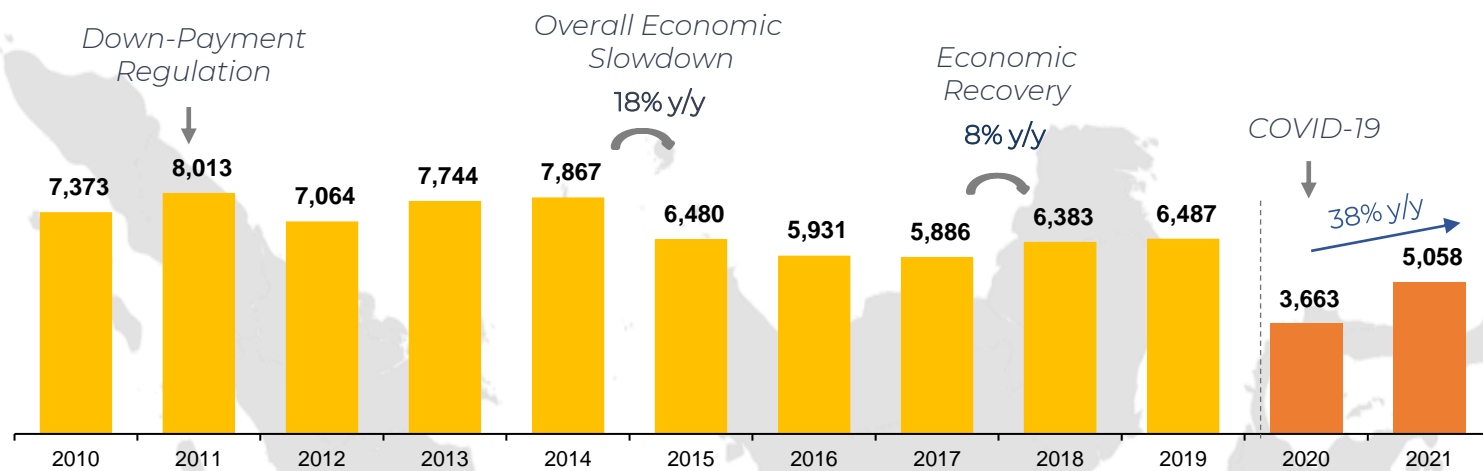
## INDONESIAN AUTOMOTIVE & MULTIFINANCE INDUSTRY

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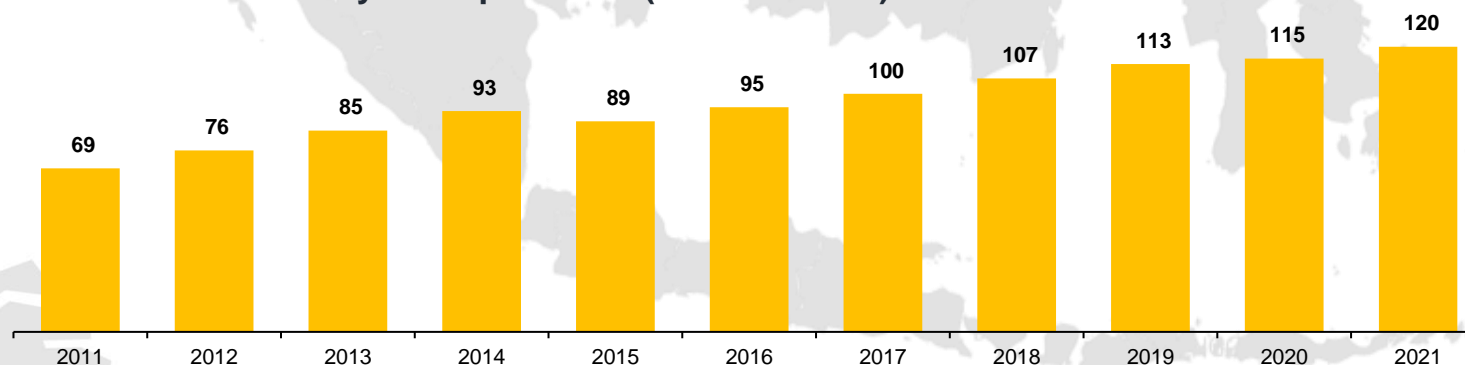
# Motorcycle industry sales

## Indonesia's New Motorcycle Sales

Thousand unit and %



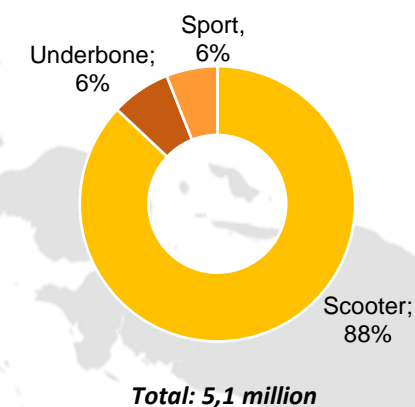
## Indonesia's Motorcycle Populations (millions units)



Sources: - Asosiasi Industri Sepeda Motor Indonesia (AISI), Indonesia Central Bureau of Statistics (BPS).  
- Data motorcycle populations for 2015-2018 has been revised

## Motorcycle Sales by Type in FY21

% Total Sales

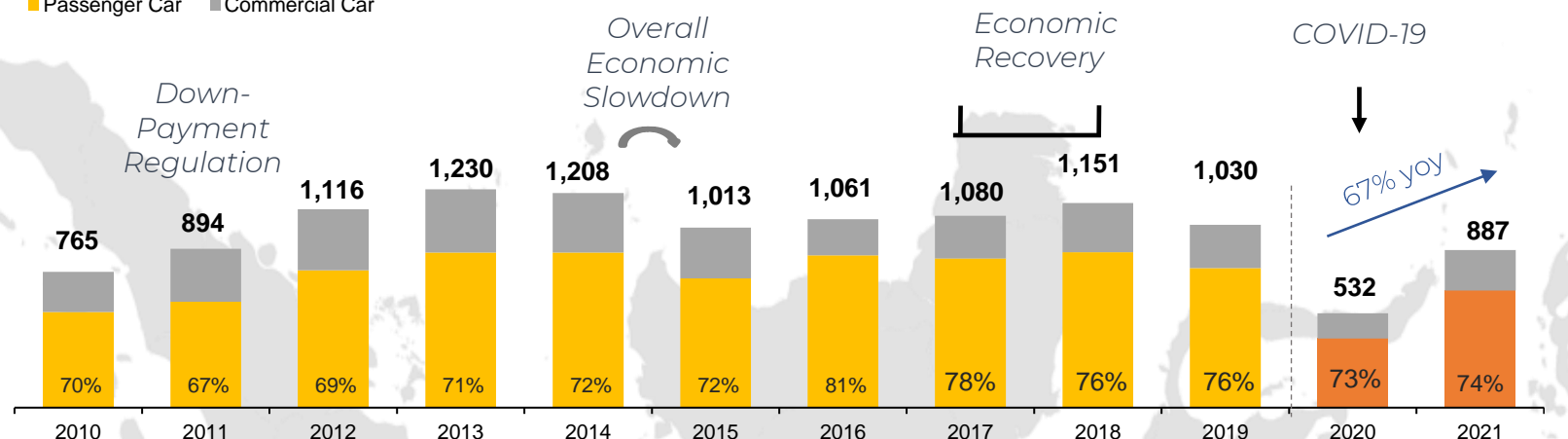


# Car industry sales

## Indonesia's New Car Sales

Thousand unit and %

■ Passenger Car ■ Commercial Car

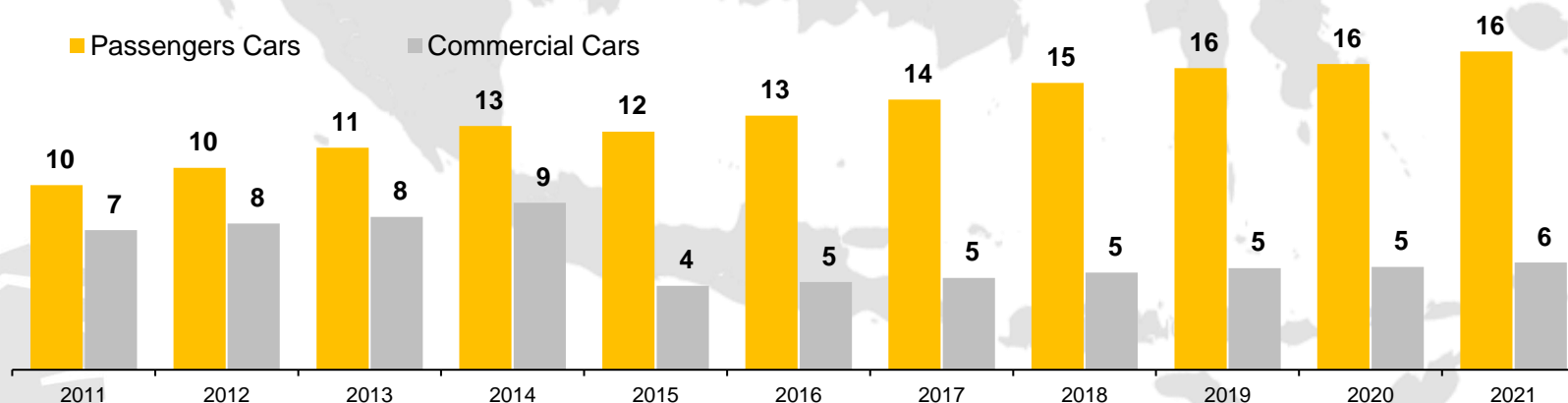


## Indonesia's Car Populations

Million-unit dan %

■ Passengers Cars

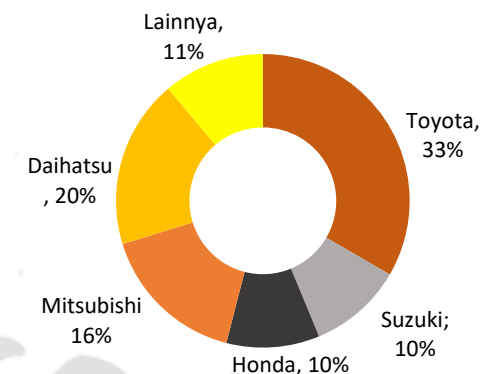
■ Commercial Cars



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

## Car Sales by Brand in FY21

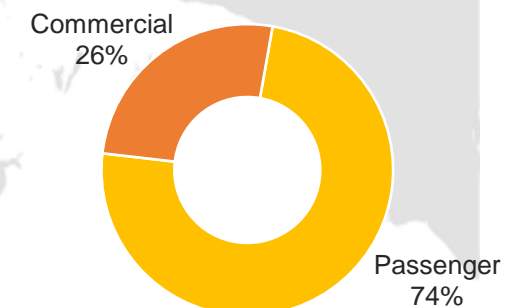
% Total Sales



Total: 887 thousand

## Car Sales by Type in FY21

% Total Sales

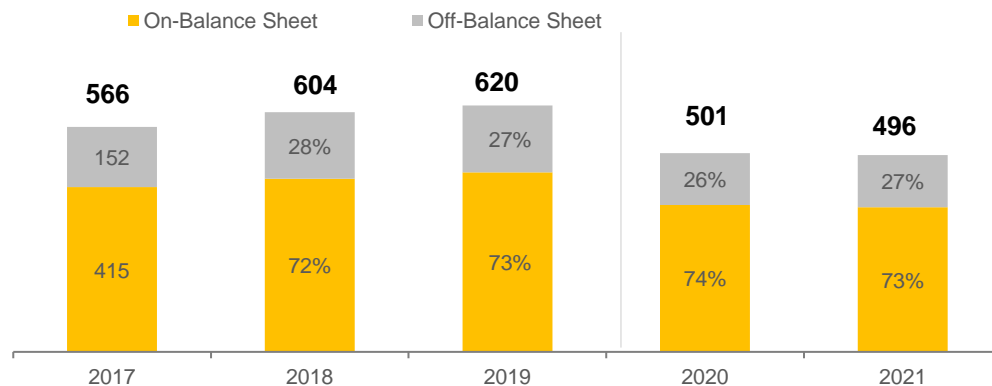


Total: 887 thousand

# Multifinance industry

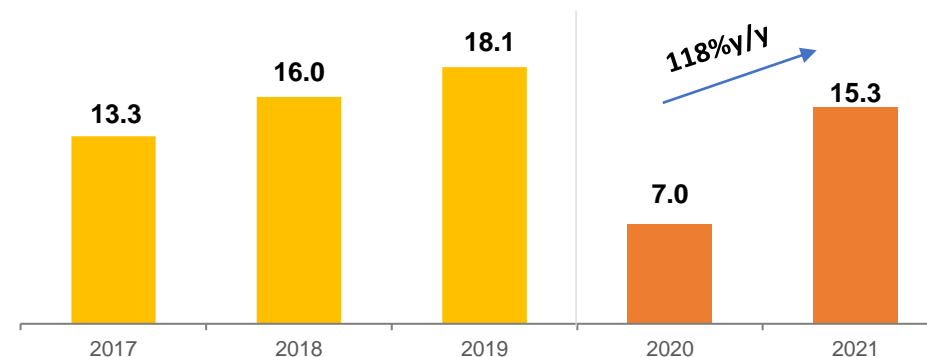
## Financial Receivables

Rp trillion



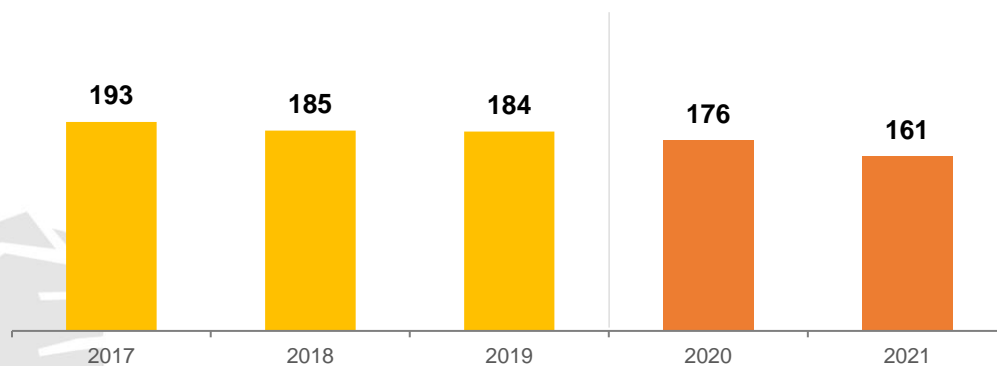
## Net Profit After Tax

Rp trillion



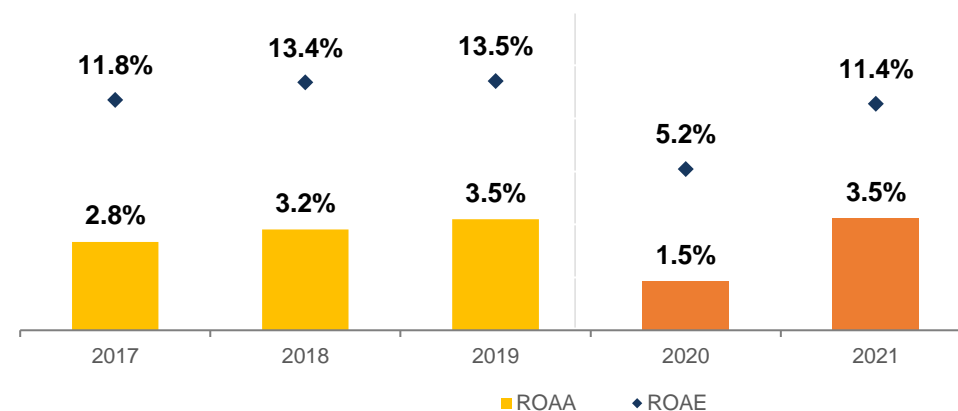
## Number of Finance Companies

Licensed by OJK



## ROAA and ROAE

% Reported Asset & Equity, annualized





## GROWTH DRIVERS AND BUSINESS PROSPECTS

1

### PROSPECT OF DOMESTIC ECONOMIC IN 2022

The prospect of the domestic economy in 2022 is predicted to improve by 5.2%



2

### LOW PENETRATION RATE OF 4W VEHICLE

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



3

### AVAILABILITY OF CREDIT

Around 65%-70% of vehicle purchases in Indonesia are still done through credit.



4

### CUSTOMER CENTRIC

Focus on customer centric to retain customer repeat order.



5

### ACCELERATE DIGITALIZATION ACROSS ORGANIZATION AND ECOSYSTEM

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



# 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

*The famous place for  
tourist attraction*

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

## SUMATERA

Populations : **58.6 Mn**  
 GDP Per Capita: **USD 2,888**  
 Penetration 2W : **42%**  
 Penetration 4W: **7%**



## BALI & NT

Populations : **14.9 Mn**  
 GDP Per Capita: **USD 1,474**  
 Penetration 2W : **42%**  
 Penetration 4W: **6%**

## JAKARTA

Populations : **10.7 Mn**  
 GDP Per Capita: **USD 12,509**  
 Penetration 2W : **153%**  
 Penetration 4W: **39%**

*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 3,098**  
 Penetration 2W : **37%**  
 Penetration 4W: **7%**

Note : GDP Per Capita as of 2021, and Populations & Penetration as of 2020

**Thank you**

