

ADIRA FINANCE PROFILE

As of December 2022



Sahabat Setia Selamanya

ADIRA
FINANCE

1. COMPANY PROFILE

ADIRA IN GLANCE



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 459 business network throughout Indonesia and **supported by more than around 17 thousand employees.** to serve 1.7 million customers with around 44.6 trillion of managed receivables

Credit Ratings

Pefindo : idAAA (Stable)

Fitch Rating : BBB (Stable)

Moody's : Baa1 (Stable)



(IDR bn)	2019	2020	2021	2022
Total Assets	35,117	29,209	23,709	24,897
Total Income	11,337	9,435	8,653	8,340
Expenses	8,459	7,953	7,051	6,301
Net Income	2,109	1,026	1,213	1,606
ROAA	8.73%	4.5%	6.3%	8.6%
ROAE	29.1%	13.3%	14.7%	17.4%
NIM	24.8%	23.0%	26.3%	28.7%
Debt / Equity Ratio	2.8x	2.1x	1.2x	1.0x

Note: Ratios in accordance with the Financial Services Authority (OJK) regulation



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



2009

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



2018

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



2017

- ADMF 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



2019

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



2020

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



2021

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



2022

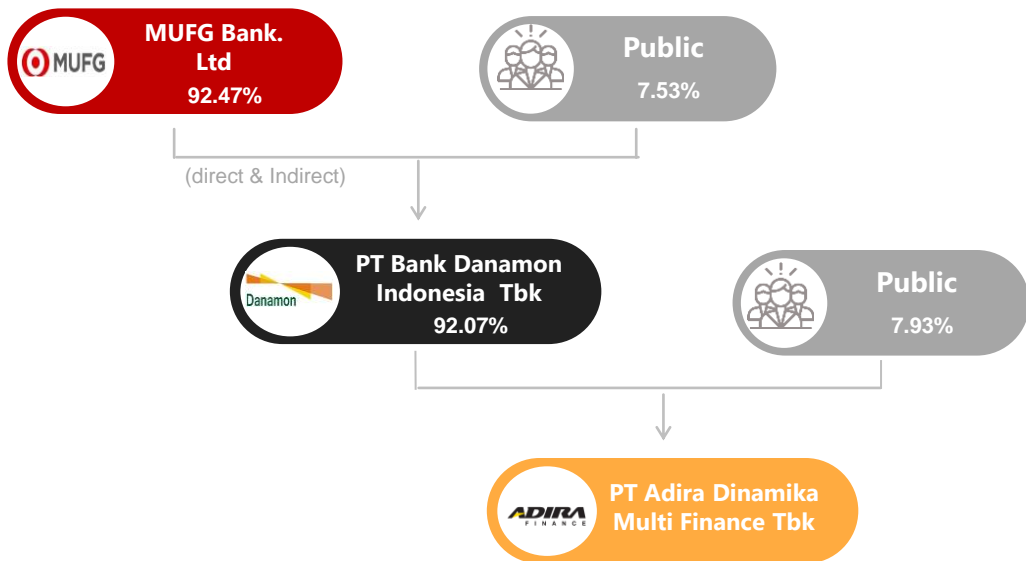
- Issued local bonds and sukuk of Rp2.0 trillion
- At the IIMS 2022, ADMF participated as Official Multifinance Partner together with Danamon and supported by MUFG as an Official Bank Partner





Ownership composition and group structure

Adira Finance has strong support from the group. including MUFG 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
- 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



OUR MISSION

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

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

- 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 2022, motorcycles financing contributed 33% 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 December 2022, cars financing accounted for 54% 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

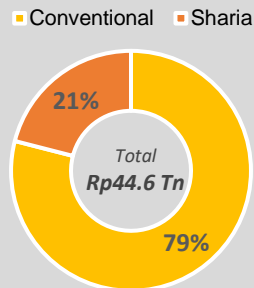
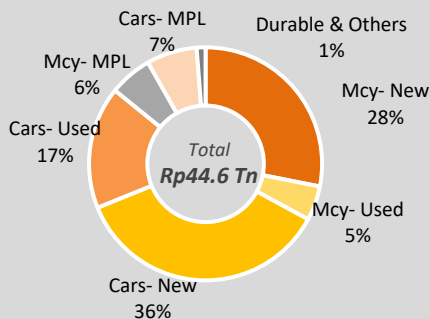
- Our Islamic financing (sharia) covers financing for 4W and 2W, and also umroh's religious pilgrimage.
- Currently, our sharia portfolio accounts contributed 21% of our managed receivables.



Heavy Equipment

- Adira Finance has launched a new financing product for the heavy equipment segment in 2022.

MANAGED RECEIVABLE



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

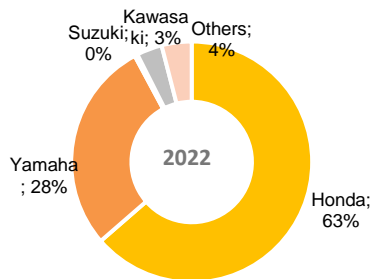
Note : Data As of December 2022



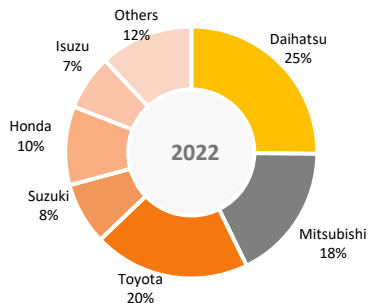
New financing disbursement

Diversify new financing business beyond automotive to durable and sharia financing

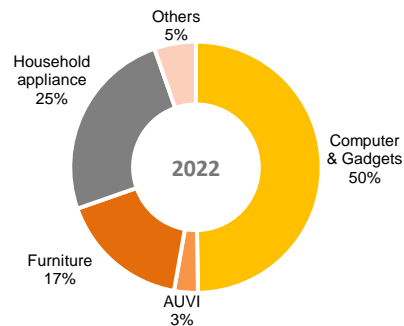
Motorcycle Financing by Brands



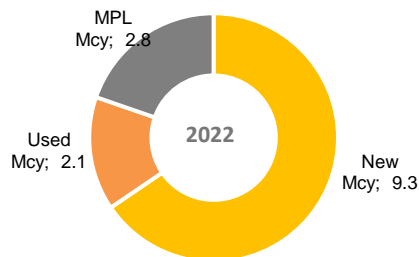
Car Financing by Brands



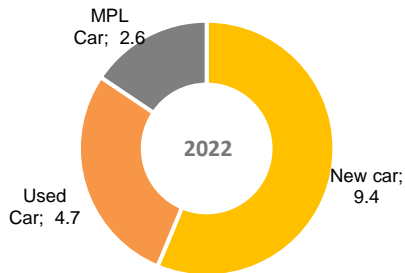
Durables Financing by Type of Products



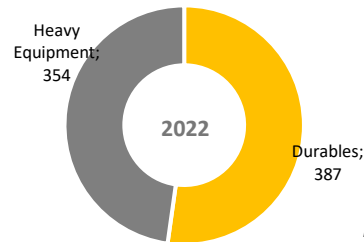
Motorcycle Financing by Segment
(in Trillion. Rp)



Car Financing by Segment
(in Trillion. Rp)



Durables & Other Financing
(in billion. Rp)

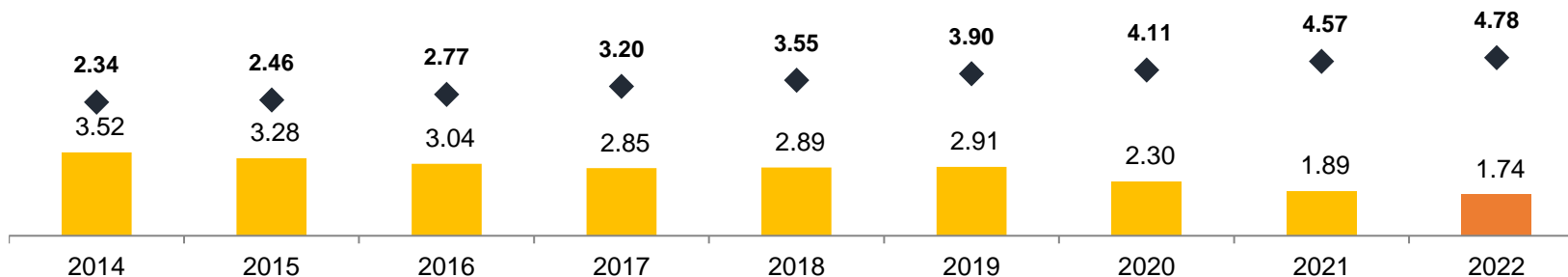


Note : Data As of 2022



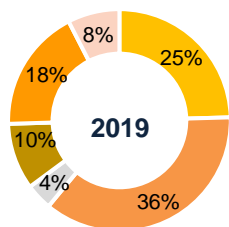
Customer and banking relationship

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

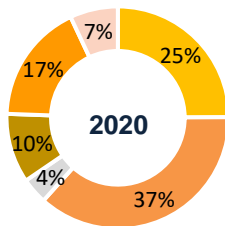


Active Customers by Region

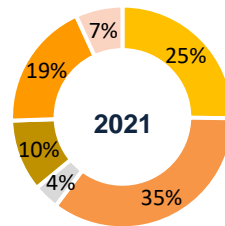
■ Great Jakarta ■ Java (excl. Great Jakarta) ■ Bali-Nusa Tenggara ■ Sulawesi-Papua ■ Sumatera ■ Kalimantan



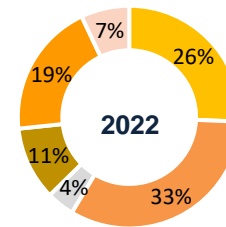
Total: 2,910K customers



Total: 2,299K customers



Total: 1,892K customers



Total: 1,743K customers



Network and franchises

Adira Finance's business network spreads throughout Indonesia serving 1.7 million consumers

459 Adira Finance's business network spreads throughout Indonesia in 2022. The number of consumers reached 1.7 million as of December 2022



Branch

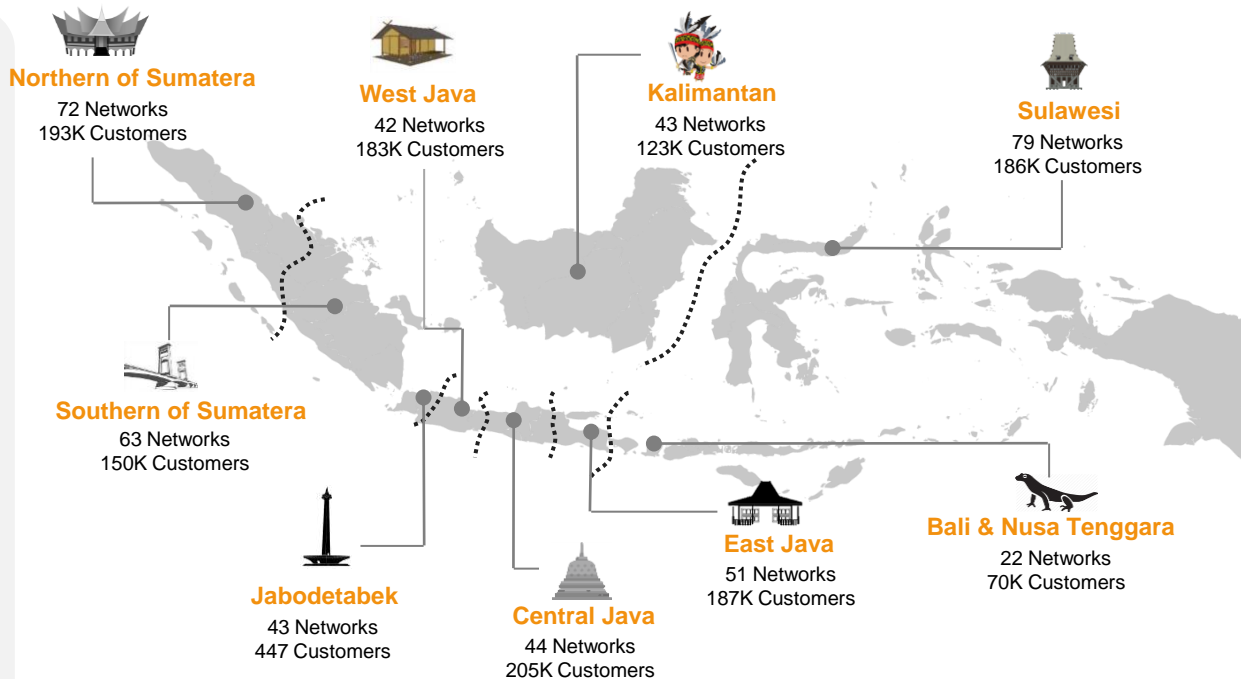


Keday

Area	Java	Non-Java	Total
Network	180	279	459
Customer	1.0 million	0.8 million	1.7 million

Note:- Data as of December 2022.

- Total customers are the same as active contracts

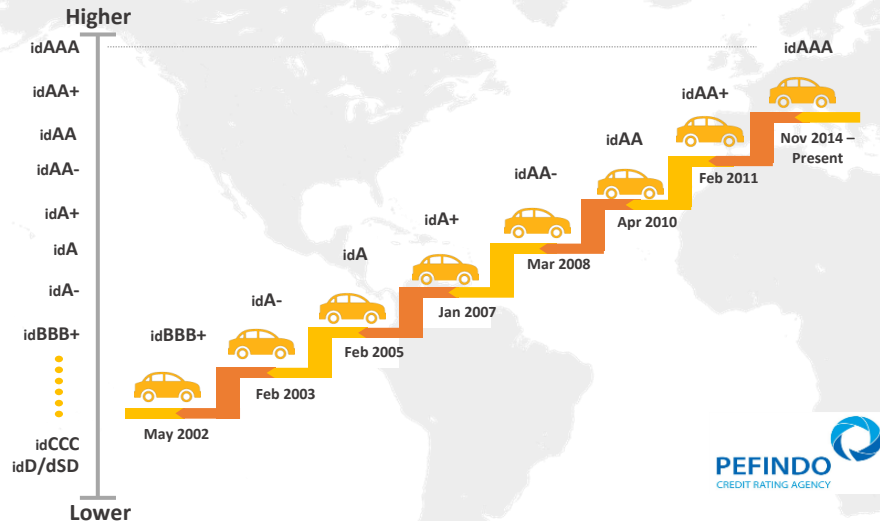




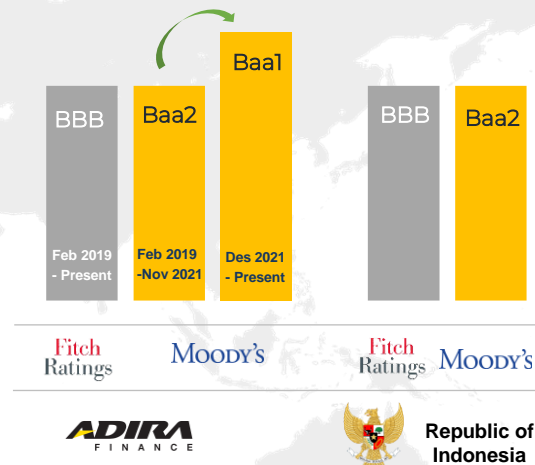
RATINGS 2022

ADMF has highest national rating & international investment grade ratings

National Credit Rating



International Credit Rating



Adira Finance	As of December 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

2. BUSINESS STRATEGY



The roadmap ADMF business strategic direction

Regain Market Share in Auto Business

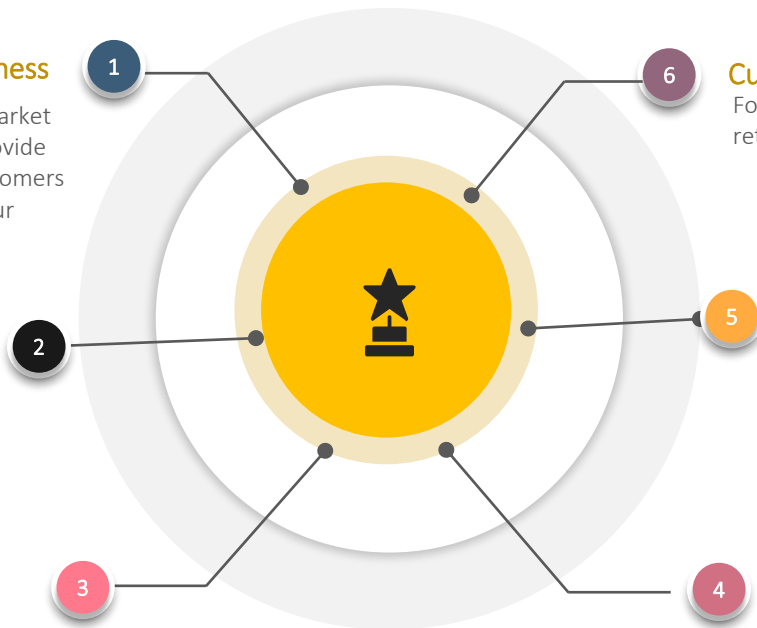
The Company will strengthen and gain market share in the automotive business and provide various attractive sales programs for customers as well as enhance good relations with our dealers.

Expand into Non-Auto Business

Expand financing products by offering various financing in non-automotive bussines such as durables and multipurpose loans

Maintain Liquidity

Securing sufficient liquidity to fund business requirement and to meet all financial obligations.



Customer Centric

Focus on customer centric to retain repeat order.

Digitalization across Adira

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

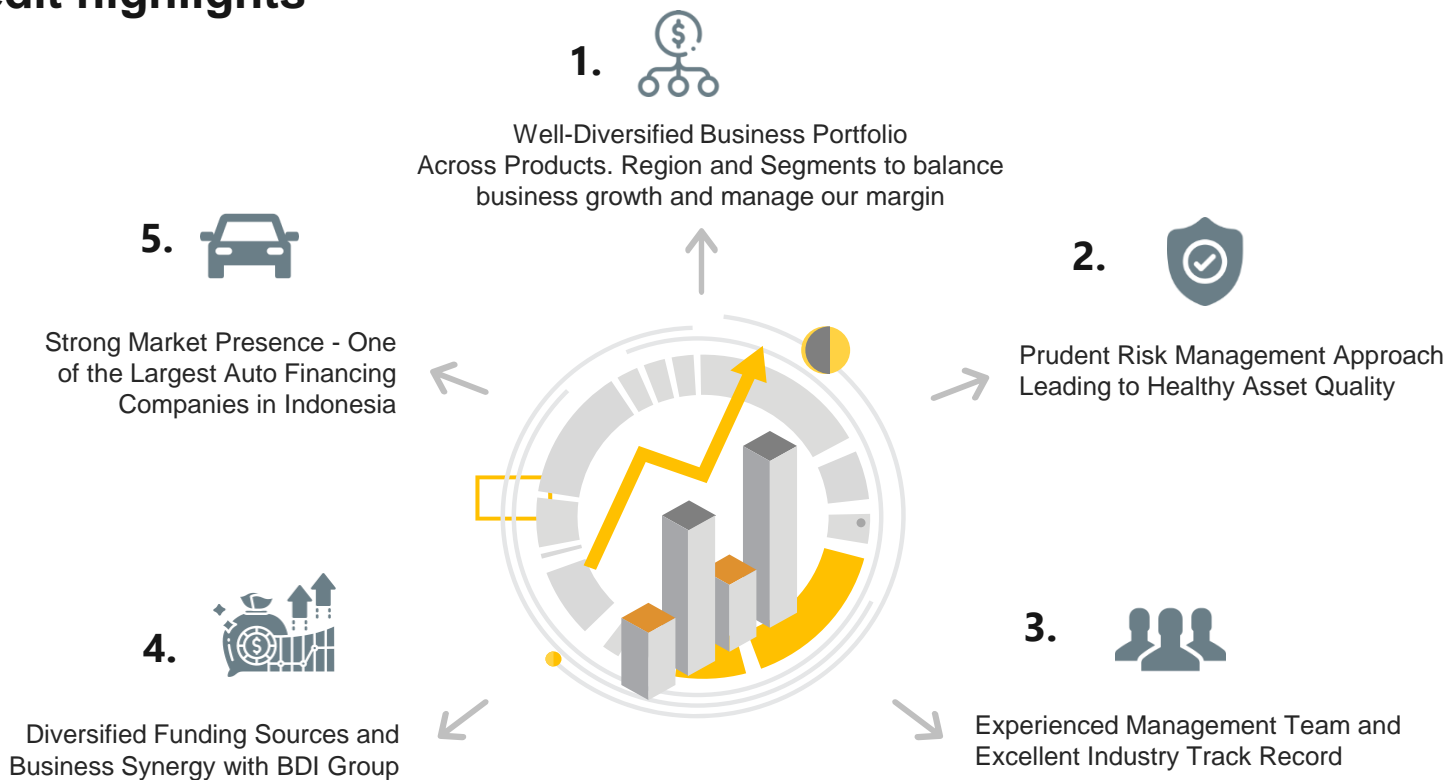
Maintain Assets Quality

The Company will continue to manage its asset quality in order to keep the NPL ratio under control by applying prudent risk-management principles

3. Highlight of Adira Strengths



Key credit highlights

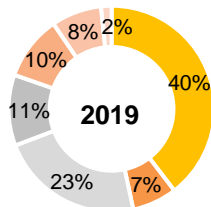




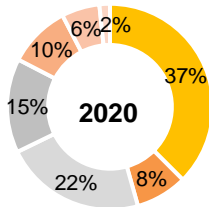
Well-diversified business portfolio across products. regions and segments

New Financing Volume

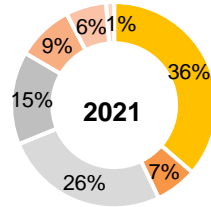
■ New Motorcycle ■ Used Motorcycle ■ New Car ■ Used Car ■ MPL 2W ■ MPL 4W ■ Durables & others



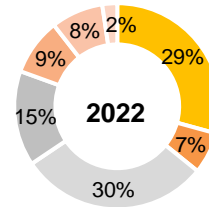
Total: Rp37.9 Trillion (-1% yoy)



Total: Rp 18.6Trillion (-51% yoy)



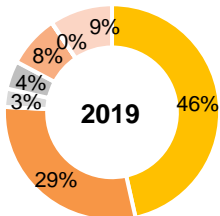
Total: Rp 25.9 Trillion (39% yoy)



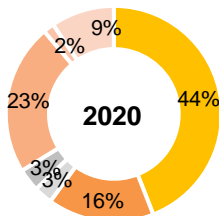
Total: Rp 31.7Trillion (22% yoy)

New Financing Units

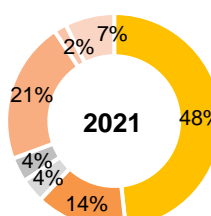
■ New Motorcycle ■ Used Motorcycle ■ New Car ■ Used Car ■ MPL 2W ■ MPL 4W ■ Durables



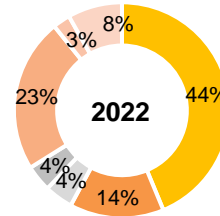
Total: 1.65 Million Units (-5% yoy)



Total: 790 Billion Units (-52% yoy)



Total: 967Thousand Units (22% yoy)



Total: Rp 982 Thousand Units (2% yoy)



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



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



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

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*

Hafid Hadeli



Commissioner*

- *Vice President Director in PT Bank Danamon Indonesia Tbk*
- *Joined as Director in ADMF in 2006 – March 2022*
- *Former Director of PT Broadband Multimedia Tbk, Vice President Director of PT Bank Lippo Tbk, & various senior positions at Citibank, N.A., Jakarta*

**) effective from the passing date of the Fit and Proper Test from the Financial Services Authority*



Experienced management team – Board of Directors

I Dewa Made Susila



President Director

- *President Director of ADMF (1 July 2022 - present)*
- *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*

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*

**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*



Experienced management team – Board of Directors

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



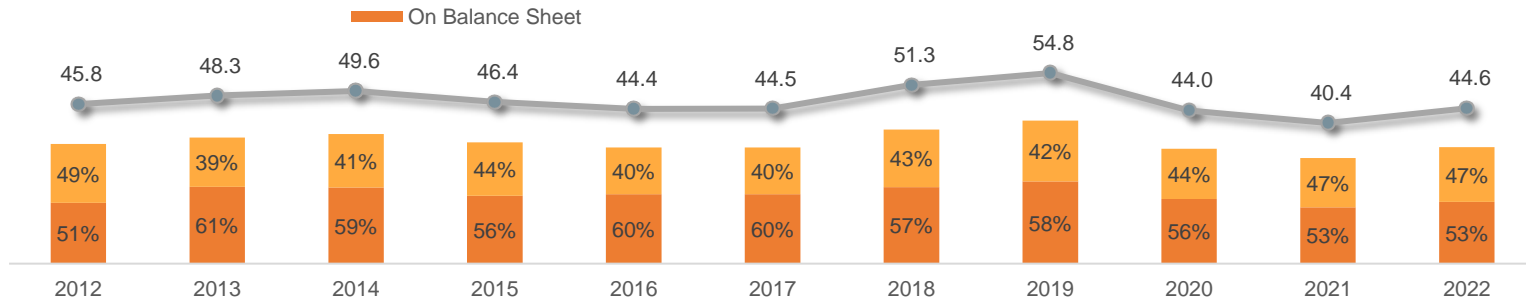
Director

- *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

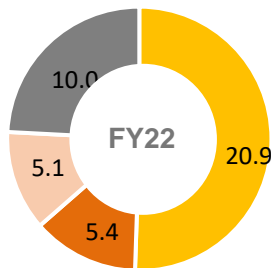
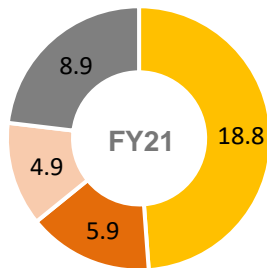
Managed Receivables by Sources

(Rp trillion)



Managed Receivables by Sources

(Rp trillion)



■ Pembiayaan Bersama ■ Surat Utang ■ Pinjaman Bank ■ Ekuitas

Funding Highlights



Joint Financing

47% of managed receivables is booked under joint financing scheme with the parent bank, Bank Danamon.



On Shore Borrowings

As of December 2022, we have around Rp5 trillion facilities with around 8 reputable local banks.



Off-Shore Borrowings

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

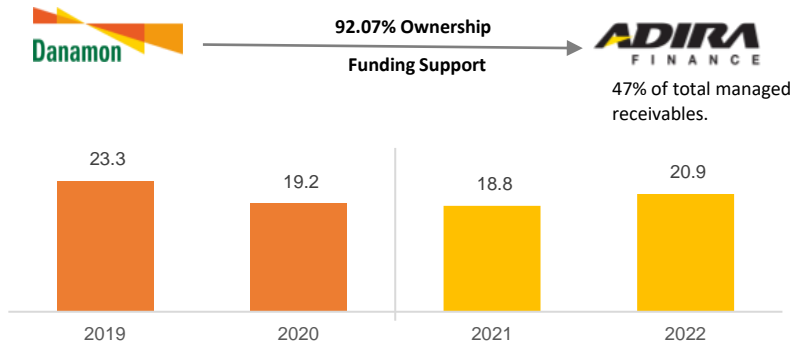


Local Bonds

Adira Finance is one of the largest corporate bond issuers in Indonesia with market share of 1.2% of total outstanding corporate bonds as of December 2022.

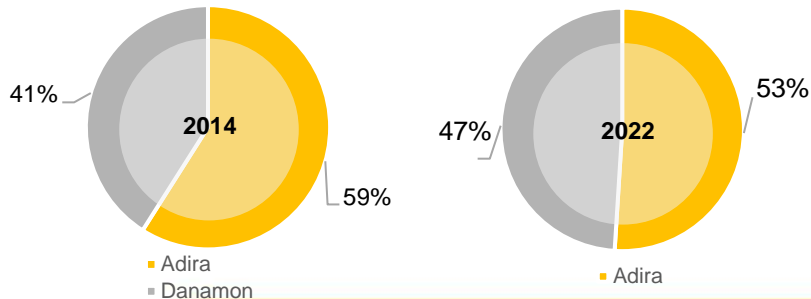
Business synergy of Adira Finance and BDI Group

Joint Financing with Danamon



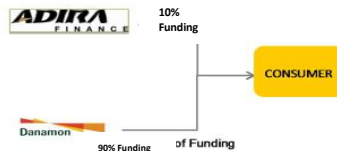
Note : Joint financing scheme

Managed Receivables by Sources of Funding

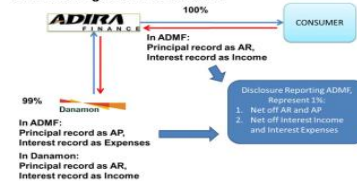


Remarkable Business Integration and Synergy

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)

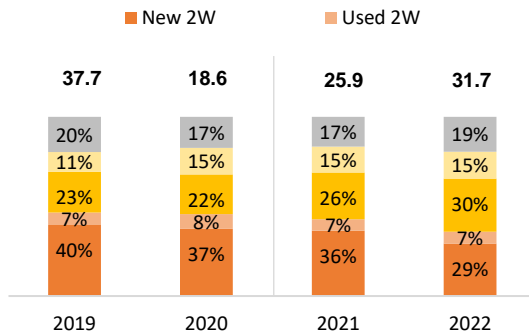
4. FINANCIAL SUMMARY



Balance sheet

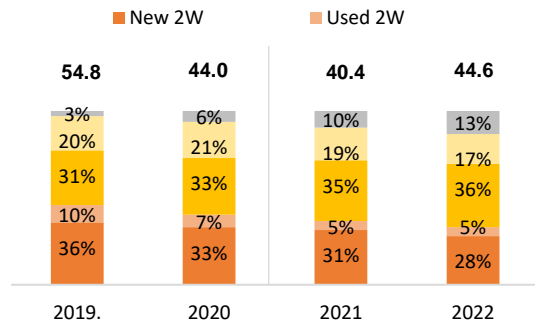
New Financing

Rp. trillion. and % as of 2022



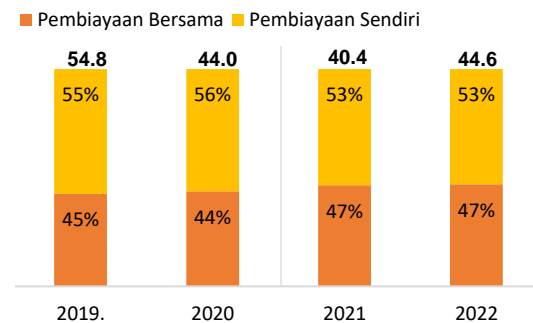
Managed Receivables

Rp. trillion. and % as of December 2022



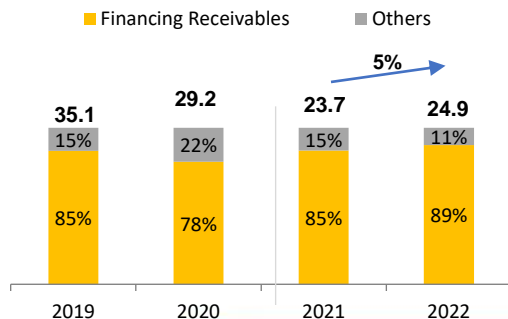
Managed Receivables

Rp. trillion. and % as of December 2022



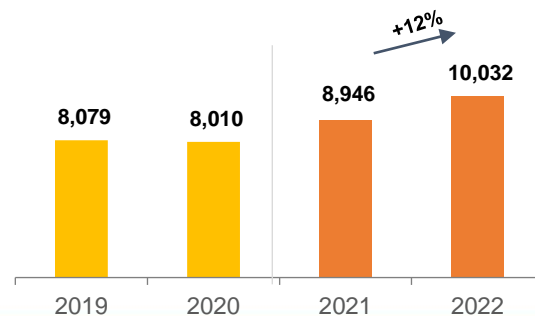
Total Asset (Stand Alone)

Rp. trillion. and % as of December 2022



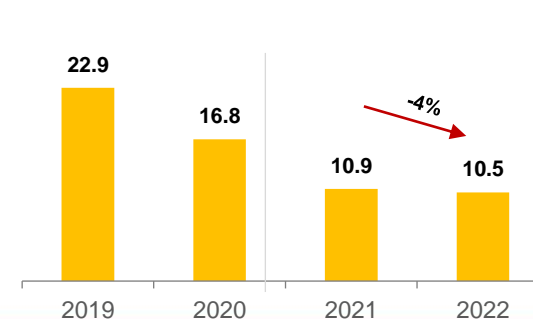
Total Equity

Rp. billion. as of December 2022



Total Outstanding Borrowing

Rp. trillion. as of December 2022

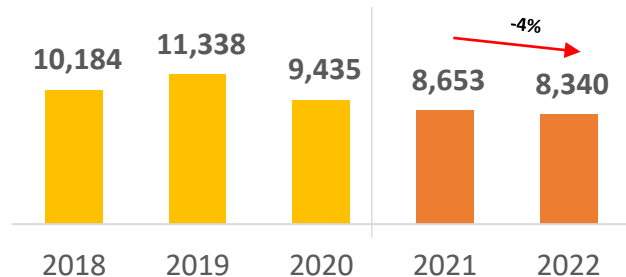




Income statement

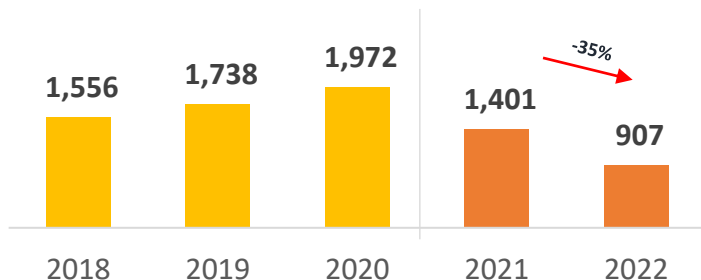
Total Income

Rp. billion. December 2022



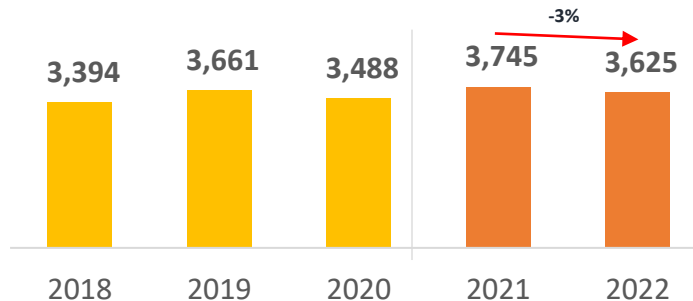
Cost of Credit

Rp. Billion December 2022



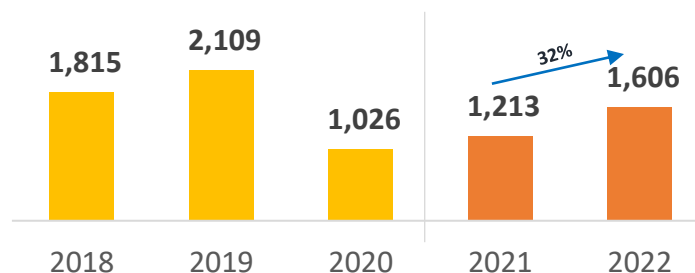
Operating Expenses

Rp. Billion. December 2022



NPAT

Rp. billion. December 2022

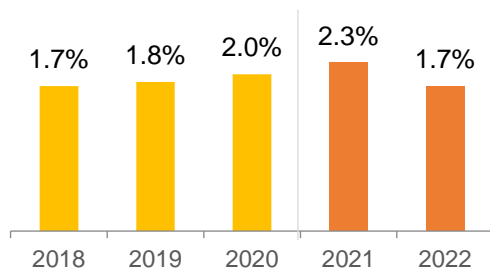




Financial ratio

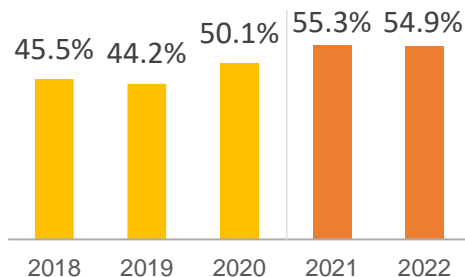
Non- Performing Loan

% of Managed Receivables



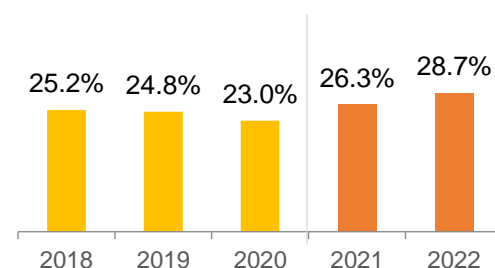
Cost to Income

%



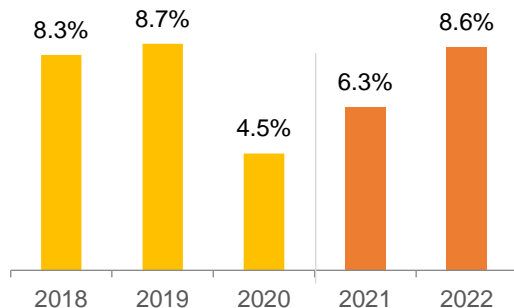
Net Interest Margin

% of Managed Receivables, annualized



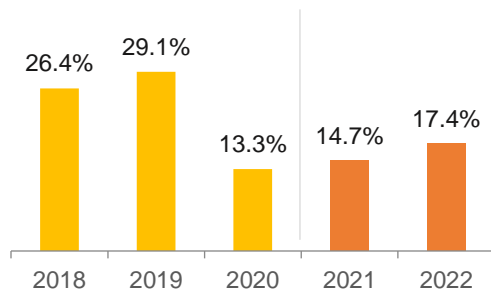
ROA

% of Reported Asset, annualized



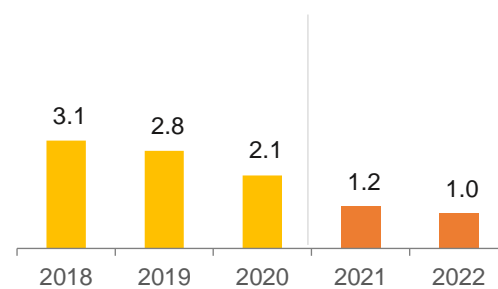
ROE

% of Reported Equity, annualized



Debt to Equity Ratio

In (x), as of December 2022



*) The ratio in accordance with the Financial Statement Audited



Financial summary

Rp billion. <i>Unless Otherwise Stated</i>	2018 (Audited)	2019 (Audited)	2020 (Audited)	2021 (Audited)	2022 (Audited)
Total Income	10,184	11,337	9,435	8,653	8,340
Operating Expenses	3,394	3,661	3,488	3,745	3,625
Cost of Credit	1,556	1,738	1,972	1,401	907
Net Profit After Tax	1,815	2,109	1,030	1,213	1,606
Net Receivables ⁽²⁾	27,872	29,915	22,852	20,239	22,156
Total Assets	31,496	35,117	29,231	23,709	24,897
Total Debts	21,968	22,886	16,766	10,930	10,513
Total Equity	7,028	8,079	7,925	8,946	10,032
Net Interest Margin	25.2%	24.8%	23.0%	26.3%	28.7%
ROAA ⁽³⁾	8.3%	8.7%	4.5%	6.3%	8.6%
ROAE ⁽³⁾	26.4%	29.1%	13.3%	14.7%	17.4%
Debt-to-Equity	3.1x	2.8x	2.1x	1.2x	1.0x

Source :

- (1) ADMF financial statement for the year ended December 2022
- (2) Financing Receivables after provision for losses
- (3) The ratio in accordance with the Financial Statement Audited

5. ADIRA AWARDS



Adira Finance won multiple awards in 2022



Indonesia IT Award IV 2022. The Best IT For Public Company. Category Multifinance



3rd Indonesia's Most Popular Brands in E Customer Service Awards 2022. Category Multifinance



The Best Sales Marketing For Public Company. Indonesia Sales Marketing Award V 2022.



Bronze Champion. Indonesia WOW Brand 2022



The Best Indonesian Human Resources 2022- Optimizing Humn Capability



1st Best Over All Multifinance. 11th Digital Brand Awards 2022



11th Rank Multifinance. 11th Digital Brand Awards 2022



The Best Corporate Emission Reduction and Transparency 2022



Adira Finance won multiple awards in 2022



MUFG President's Award 2021 – Certificate of Outstanding Performance Awarded to ADMF ERP Implementation



HR Excellence Award – ADMF has attained very good in the HR Excellence Award 2022



Indonesia Grand Digital Marketing Company 2022 for The Convenient and Secure Customer Data – Warta Ekonomi



Financial Performance Full-Year 2021 with Predicate Excellent – 18th Infobank Multifinance Award 2022



Indonesia PR Award 2022 - The winner of Corporate Reputation Awards 2022 in Multifinance >15T Category.



Digital Marketing Award 2022 Kategori Motor & Mobil – Majalah Marketing



Indonesia PR Top Leader Awards 2022 – Warta Ekonomi



The Best Performance Multifinance Go Public – Bisnis Indonesia



Adira Finance won multiple awards in 2022



■ ■ ■ ■
 IDX Channel Anugerah CSR Award 2022
 – Appreciation for CSR programs that have an impact on business, society and the environment in times of economic improvement



■ ■ ■ ■
 Top 50 Mid Capitalization Public Listed Company. 13th IICD Corporate Governance Award 2022



■ ■ ■ ■
 Best Digital Finance Category
 Conventional Multifinance for End-to-End Digital Financing Services – Warta Ekonomi



■ ■ ■ ■
 Top Digital Implementation 2022 #Stars 5



■ ■ ■ ■
 Best Customer Service Reputation in Pembiayaan > 15 T Category – The Economics



■ ■ ■ ■
 Top CIO on Digital Implementation 2022

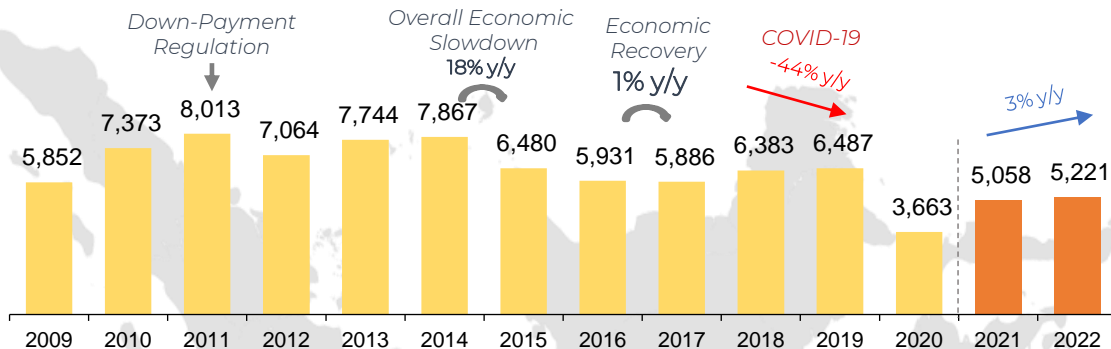
6. **INDONESIAN AUTOMOTIVE & MULTIFINANCE INDUSTRY**



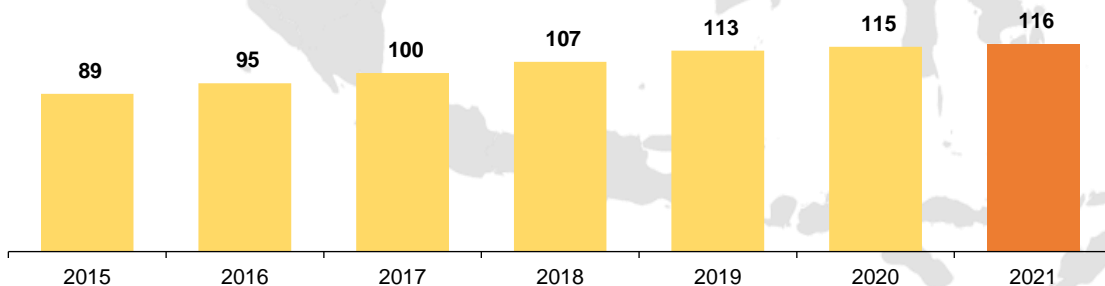
Motorcycle industry sales

Indonesia's New Motorcycle Sales

Thousand unit and %



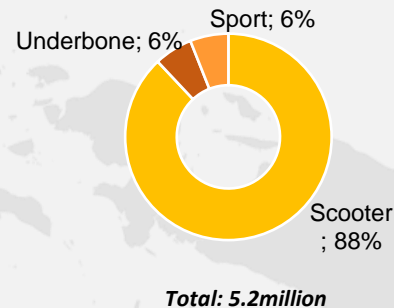
Indonesia's Motorcycle Populations (million units)



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

Motorcycle Sales by Type in 2022

% Total Sales



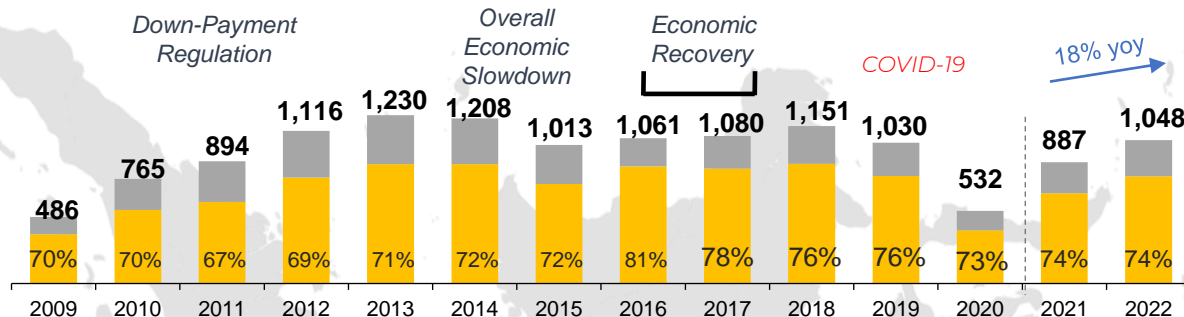


Car industry sales

Indonesia's New Car Sales

Thousand unit and %

■ Passenger Car

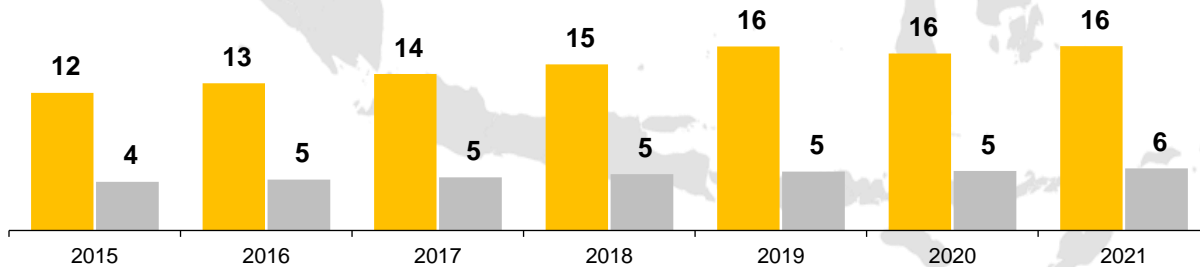


Indonesia's Car Populations

Million-unit dan %

■ Passengers Cars

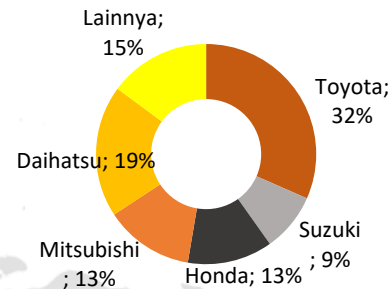
■ Commercial Cars



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

Car Sales by Brand in 2022

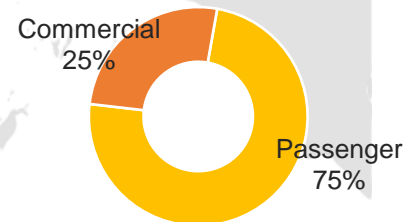
% Total Sales



Total: 1,048 thousand

Car Sales by Type in 2022

% Total Sales



Total: 1,048 thousand

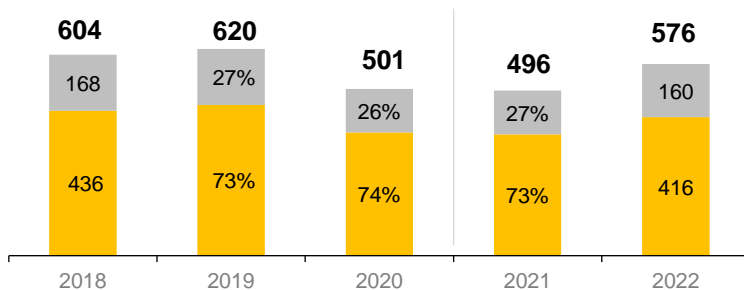


Multifinance industry

Financial Receivables

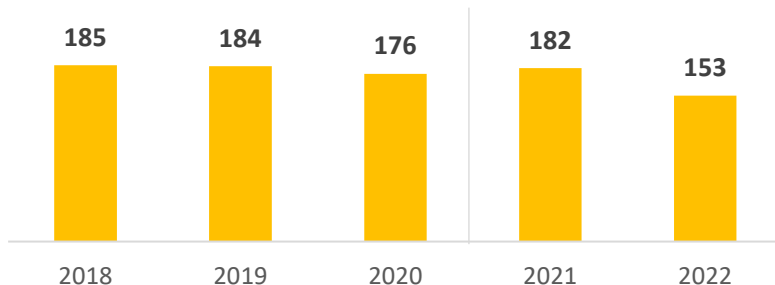
Rp Trillion

■ On-Balance Sheet ■ Off-Balance Sheet



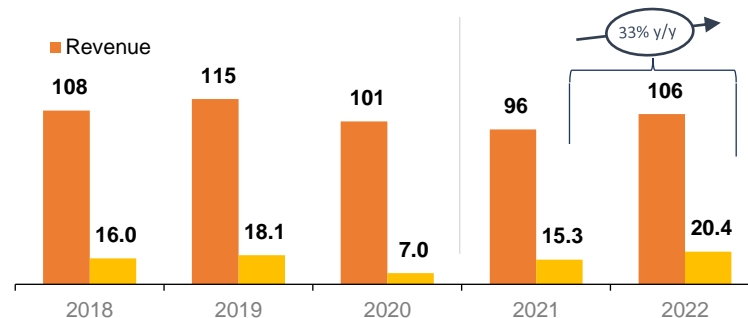
Number of Finance Companies

Licensed by OJK



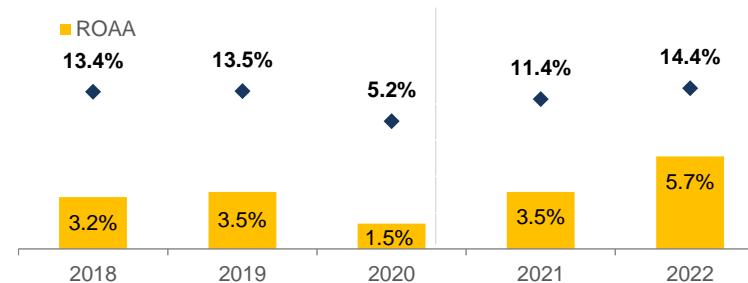
Net Profit After Tax

Rp Trillion



ROAA and ROAE

% Reported Asset & Equity, annualized





Terima kasih dan
**Salam
Sahabat**

Sahabat Setia Selamanya

ADIRA
FINANCE