

# Company Update

*As of June 2023*



Sahabat Setia Selamanya

**ADIRA**  
FINANCE



# *COMPANY PROFILE*



# Adira Finance highlights



## Why Adira Finance?



**One of the largest**  
and profitable multi  
finance companies  
in Indonesia



**Well-diversified  
business portfolio**  
across products, region,  
and segments to balance  
business growth



**High rated company,**  
with idAAA national  
credit rating and Baa1  
& BBB international  
credit rating.



**Solid financial  
performance,** which  
was proven by a net  
profit growth of 24%  
in 1H23



**Strong shareholder  
support** and  
business synergy  
with **Danamon, and  
MUFG Group**



## Adira Finance in glance



**Established in 1990** and has been operating in the automotive financing business for 33 years



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



Serve more than **1.9 million customers** with around **50.9 trillion** of managed receivables



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



**Operates 464 business network** throughout Indonesia and supported by **more than 23 thousand employees**.



<b>Credit Ratings</b>	<b>Pefindo</b> idAAA/Stable	<b>Fitch</b> BBB/Stable	<b>Moody's</b> Baa1/Stable
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**Rp50.9**  
Trillion

**Managed  
Receivables**

**Rp818**  
Billion

**Net Income**

**8.1%**

**ROA**

**1.5x**

**DER**



# 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.id platform.
- Managed receivables reached to Rp 51.3 trillion



**2017**

- ADMF established Momobil.id 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



**2023**

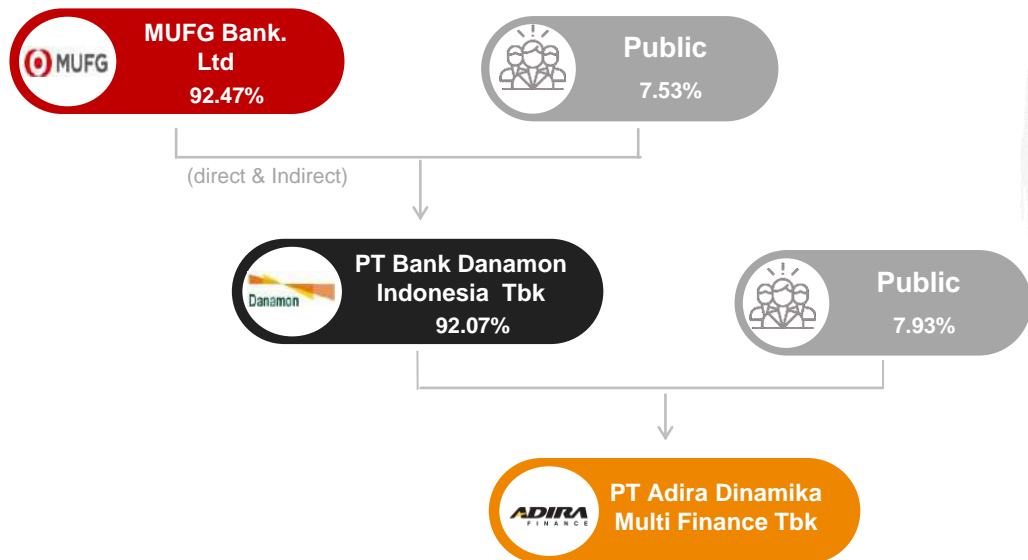
- Adira Finance has signed a Social Loan facility with MUFG Bank Ltd., on 20 July 2023, the first of its kind for a multi-finance company in Indonesia





## 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

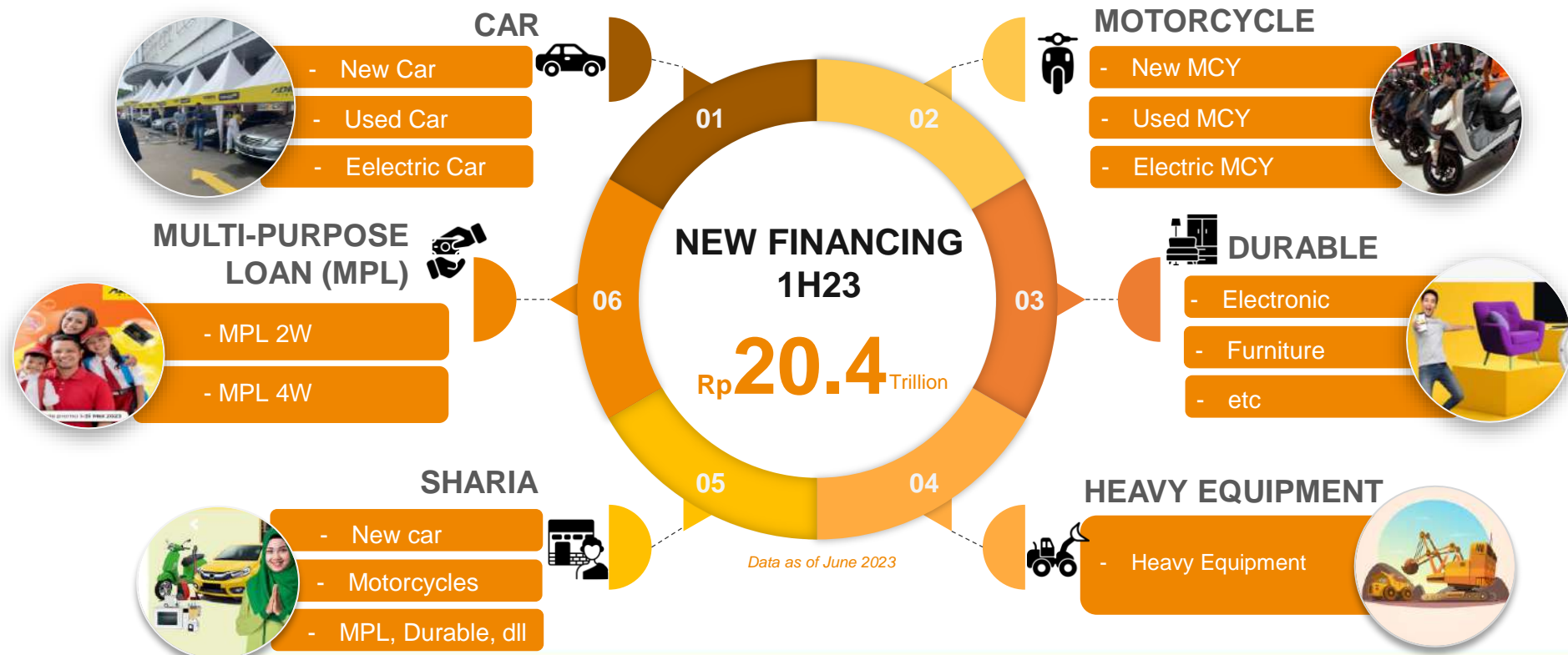


- One of the largest banks in Indonesia
- Bank Danamon is rated BBB from Fitch



# We offer a variety of products to be customer centric

Key Business Overview





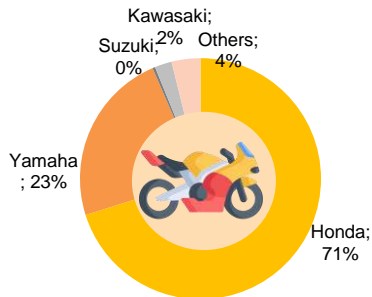


# Well-diversified business portfolio across products and brands

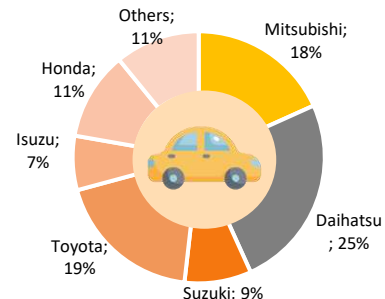
## Auto Financing

Adira Finance offers a **wide variety of product diversification** automotive financing such as motorcycles and cars both new and used from **various brand**

## Motorcycle Financing by Brands



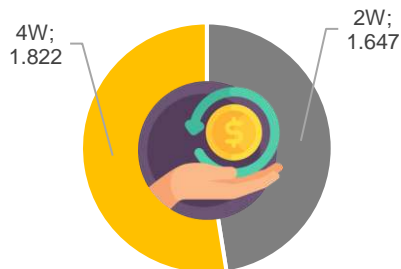
## Car Financing by Brands



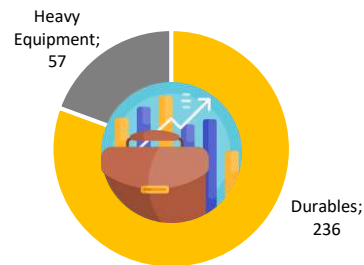
## Non-Auto Financing

- Adira Finance diversifies financing products **to increase customer retention** by offering multipurpose loans, durable and heavy equipment financing.
- In Heavy Equipment financing, Adira Finance utilizes the synergy and ecosystem from the group.

## Multi-purpose loan (MPL) (in billion. Rp)



## Durables & Other Financing (in billion. Rp)



Note : All data As of June 2023





# Network and Consumers

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

► **464** Adira Finance's business network spreads throughout Indonesia in June 2023. The number of consumers reached 1.9 million as 1H23.

	Network	Δ y/y	Customer	Δ y/y
Java	182	1.1%	1.1 mn	2.3%
Non-Java	282	0.4%	0.8 mn	7.7%
Total	464	0.7%	1.9 mn	4.5%

Note:- Data as of June 2023

- Total customers are the same as active contracts

## Classification of Networks

178

Branch

43

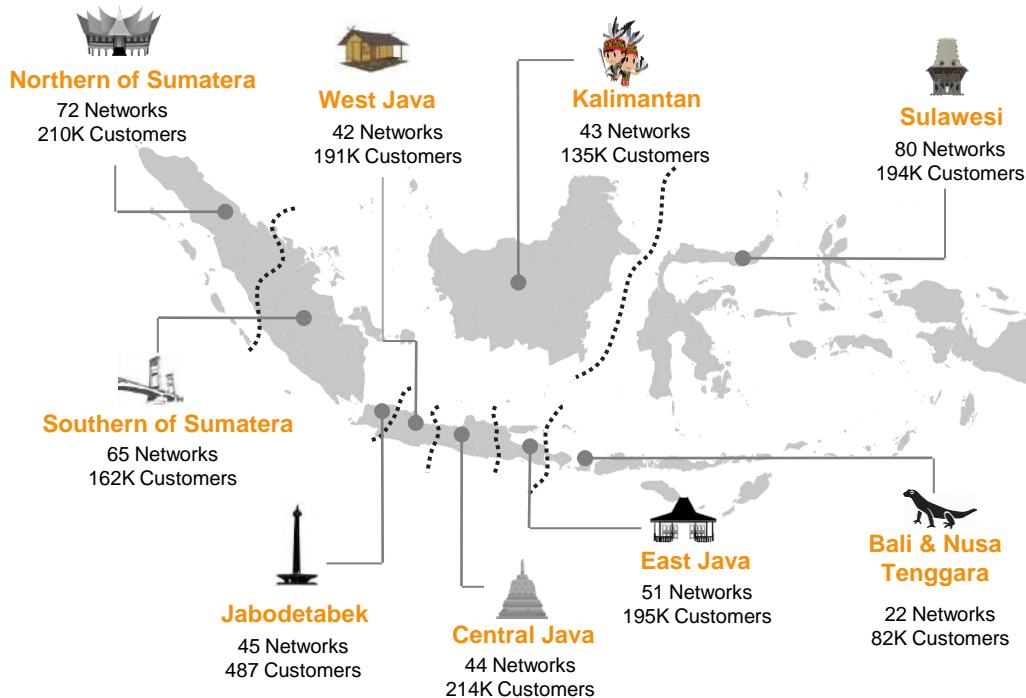
Shariah  
Branch

191

Kiosk/  
Satellite

52

Kiosk/Satellite  
Sharia





# Synergy and Digital Platform

*Adira Finance continues strengthening collaboration between groups (Bank Danamon and MUFG) and expanding the digital financing network*

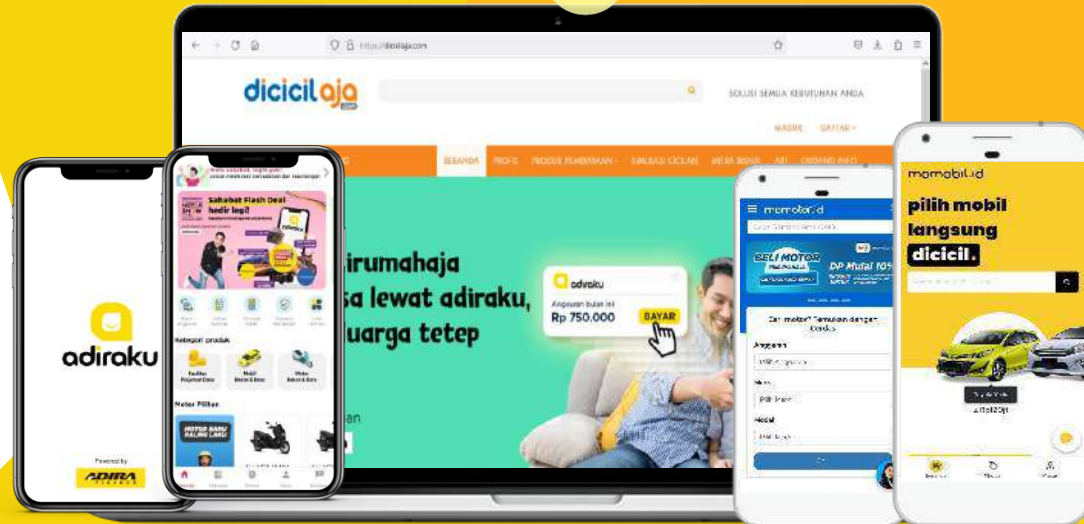


**Adira Finance** continues to strengthen collaboration between groups (Bank Danamon and MUFG) **at the IIMS event**



**Adira Finance** has collaborated with **Bank Danamon** to present the KPM Prima Program, namely financing for passenger cars, both new and used, commercial cars, premium motorbikes (motorcycles with OTR criteria > 100 million or CC > 500), non-premium motorbikes (motorcycles outside the criteria for premium motorbikes) and vespa

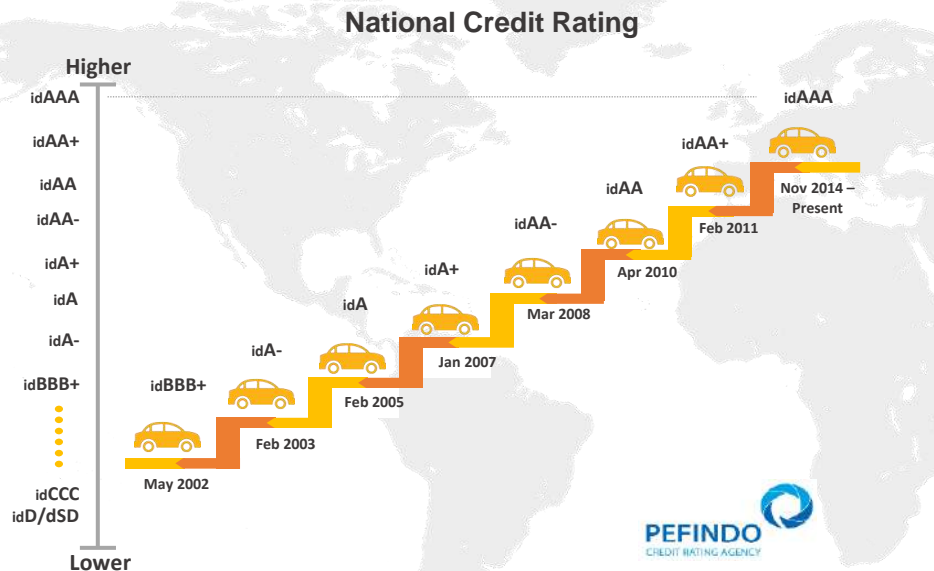
To reach a broader range of consumers, **Adira Finance** also optimizes sales through platforms/mobile digital such as Adiraku, momobil.id, momotor.id and dicicilaja.com.



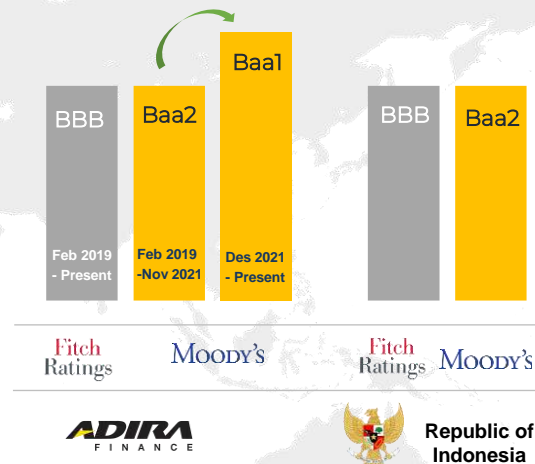


# Adira has been rated idAAA since 2014

ADMF has highest national rating & international investment grade ratings



## International Credit Rating



Adira Finance	Pefindo
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



# *Business Strategy*

A	B	A+B
1	3	4
2	8	10



# 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 business such as durables and multipurpose loans

## Maintain Liquidity and cost of fund

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

## Improve operating efficiency (cost leadership)

The Company will continue to improve the operating efficiency in order to achieve competitive advantage.

## Digitalization across Adira ecosystem

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



A background image showing several hands of different skin tones stacked together in a huddle, symbolizing teamwork and strength. The image is overlaid with a semi-transparent yellow banner.

## *Highlight of Adira Strengths*





## Experienced management team – Board of Commissioners



**Daisuke Ejima**

President Commissioner \*

- President Director of PT Bank Danamon Indonesia Tbk
- Former Regional Executive MUFG Bank, Ltd, Singapura
- Former Vice Chairman, Non-Executive Director & Member of the Nomination and Remuneration Committee of Bank of Ayudhya PCL (Krungsri), Thailand



**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

\*) The AGMS on April 4<sup>th</sup>, 2023, approved the appointment of Mr. Daisuke Ejima as the new Company's President Commissioner, who will be effective after passing Fit and Proper Test from Otoritas Jasa Keuangan (OJK)





## 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*



## 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



**Denny Riza Farib**

Director \*

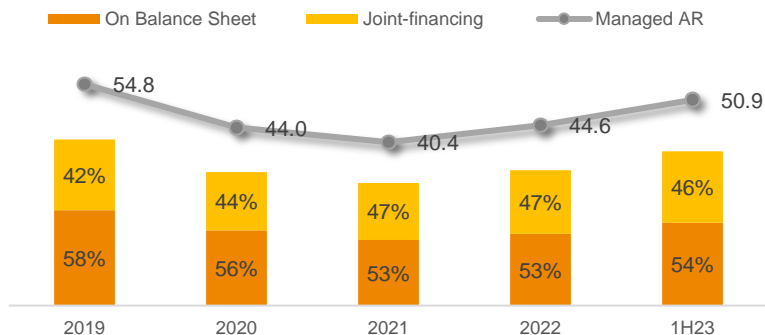
- Credit, Collection & Legal Director since April 2023
- Joined ADMF since 2006. latest position as Head of Credit, Collection & Legal

*\*) The AGMS on April 4<sup>th</sup>, 2023, approved the appointment of Mr. Denny Riza farib as the new Company's Director, who will be effective after passing Fit and Proper Test from Otoritas Jasa Keuangan (OJK)*

# Diversified funding sources and sustainable funding support

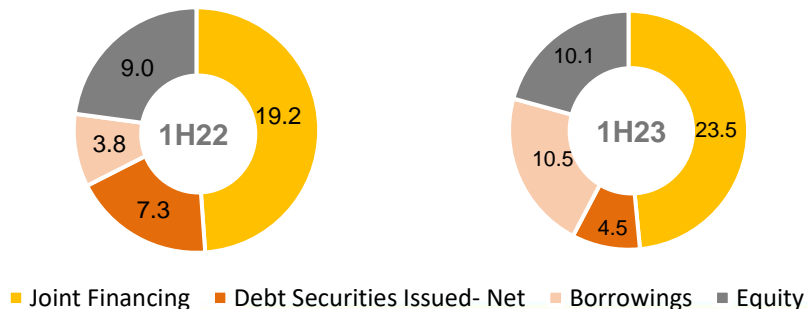
## Managed Receivables by Sources

(Rp trillion)



## Managed Receivables by Sources

(Rp trillion)



## Joint Financing

- ✓ Loan agreement through without recourse, BDI bears the credit risk according to the agreed portion of the joint financing (JF).
- ✓ BDI lends money to ADMF as it lends to LOB's of the bank, ADMF will pay cost of fund include cost of credit.
- ✓ ADMF is responsible for managing and administering the receivables, safekeeping of documents and providing administrative services to each customer.

## Funding Highlights



### Joint Financing

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



### Local Bonds

Adira Finance is one of the largest corporate bond issuers in Indonesia with market share of 1.0% of total outstanding corporate bonds as of June 2023.



### On Shore Borrowings

As of June 2023, we have O/S around Rp10.5 trillion facilities with around 9 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)

A person's hands are holding a clipboard with a financial summary document. The document features a bar chart, two pie charts, and a line graph. The person is sitting at a desk with a laptop. The background is a warm, yellowish-orange gradient.

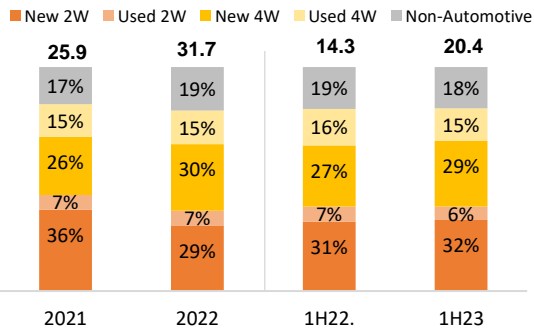
# *FINANCIAL SUMMARY*



# Balance sheet

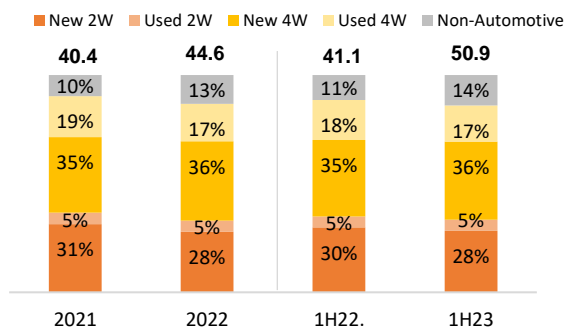
## New Financing

Rp. trillion. and %, as of June 2023



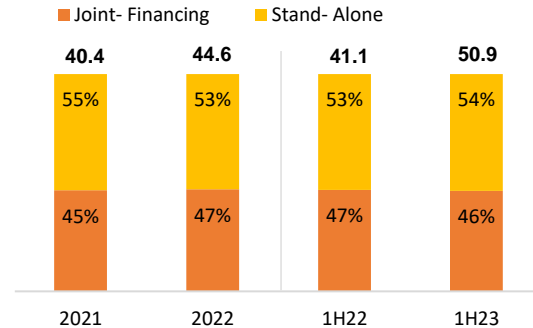
## Managed Receivables by Product

Rp. trillion. and %, as of June 2023



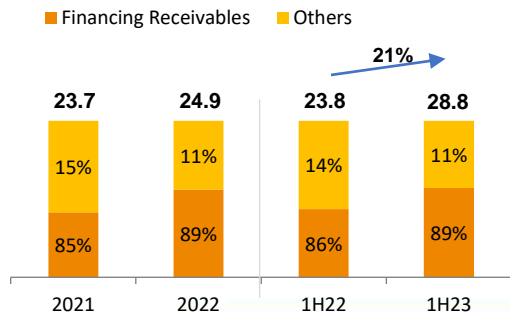
## Managed Receivables by Funding

Rp. trillion. and %, as of June 2023



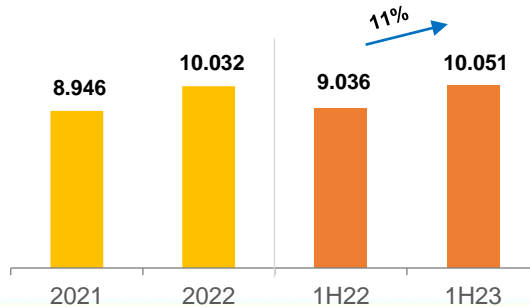
## Total Asset (Stand Alone)

Rp. trillion. and %, as of June 2023



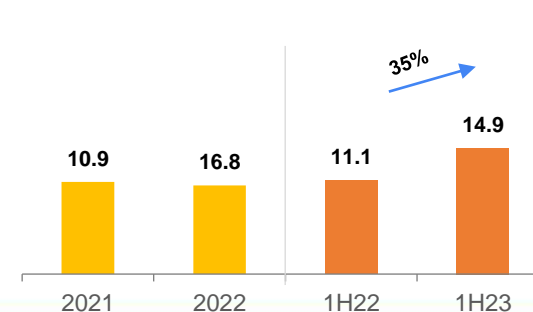
## Total Equity

Rp. billion. as of June 2023



## Total Outstanding Borrowing

Rp. trillion. as of June 2023



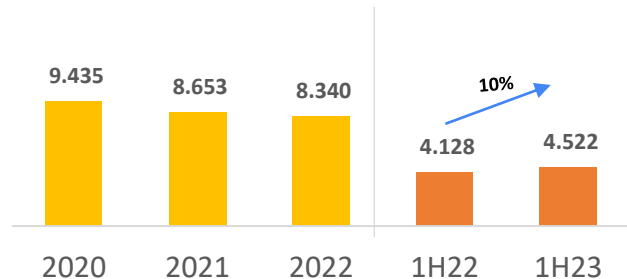
**Note:** MPL is included in non-automotive segment (17% of total new financing as of June 2023)



## Income statement

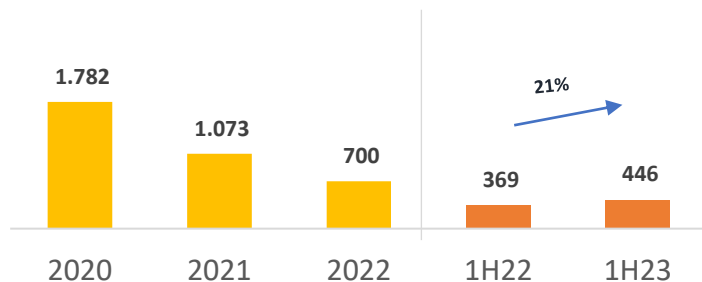
### Total Income

Rp. billion, June 2023



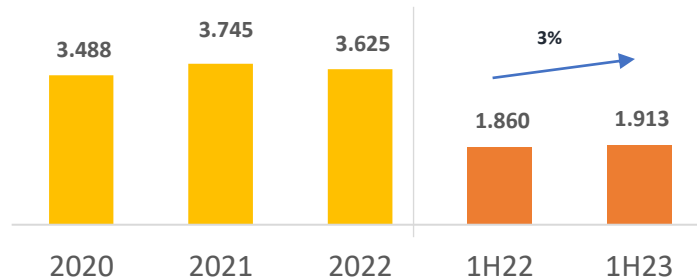
### Interest Expense

Rp. Billion June 2023



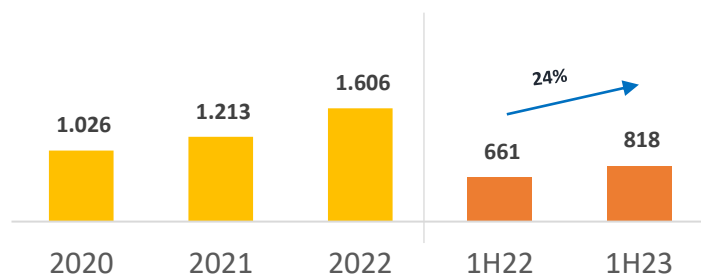
### Operating Expenses

Rp. Billion, June 2023



### NPAT

Rp. billion, June 2023



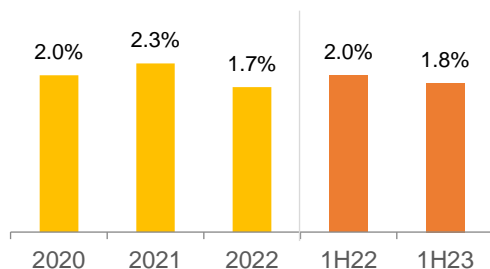




## Financial ratio

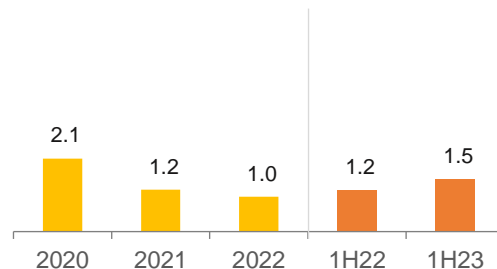
### Non- Performing Loan

% of Managed Receivables



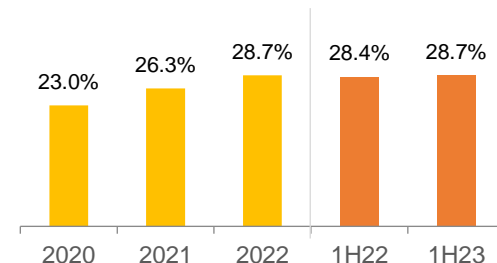
### Debt to Equity Ratio

In (x), as of June 2023



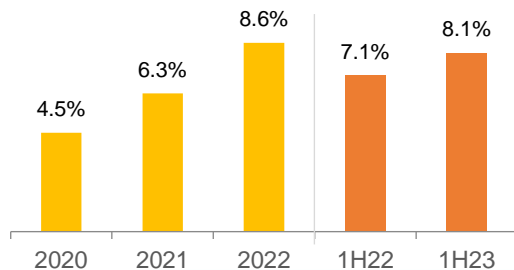
### Net Interest Margin

In (%)



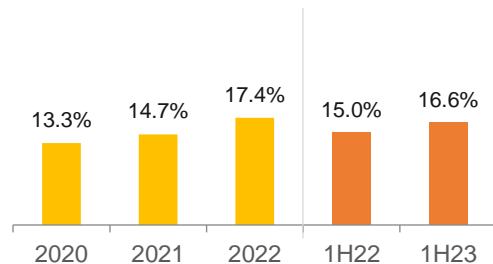
### ROA

% Stand-alone



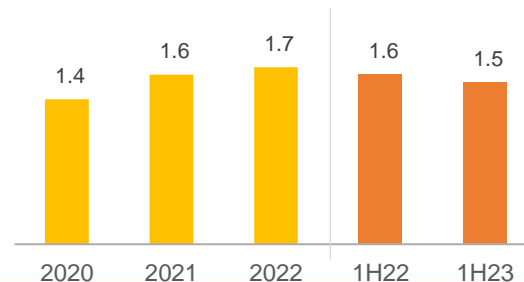
### ROE

In (%)



### Asset to Liability

In (x)



\* ) The ratio in accordance with the Financial Statement Audited



## Financial summary

Rp billion. <i>Unless Otherwise Stated</i>	2020 (Audited)	2021 (Audited)	2022 (Audited)	1H22 (Unaudited)	1H23 (Unaudited)
Total Income	9,435	8,653	8,340	4,128	4,522
Operating Expenses	3,488	3,745	3,625	1,860	1,913
Cost of Credit	1,972	1,401	907	526	662
<b>Net Profit After Tax</b>	<b>1,030</b>	<b>1,213</b>	<b>1,606</b>	<b>661</b>	<b>818</b>
Net Receivables <sup>(2)</sup>	22,852	20,239	22,156	20,435	25,678
Total Assets	29,231	23,709	24,897	23,793	28,768
Total Debts	16,766	10,930	10,513	11,089	14,933
<b>Total Equity</b>	<b>7,925</b>	<b>8,946</b>	<b>10,032</b>	<b>9,036</b>	<b>10,051</b>
Net Interest Margin	23.0%	26.3%	28.7%	28.4%	28.7%
ROAA <sup>(3)</sup>	4.5%	6.3%	8.6%	7.1%	8.1%
ROAE <sup>(3)</sup>	13.3%	14.7%	17.4%	15.0%	16.6%
<b>Debt-to-Equity</b>	<b>2.1x</b>	<b>1.2x</b>	<b>1.0x</b>	<b>1.2x</b>	<b>1.5x</b>

Sources:

(1) ADMF financial statement for six-months periods ended 30 June 2023

(2) Financing Receivables after provision for losses

(3) The ratio in accordance with the Financial Statement Audited



## *Adira Finance's Award*

**Dewa Made Susila**

**as Best Leader Sustainability Acceleration Through  
Providing Reliable Financing Service Solution**

(Category: Multifinance, Total Assets 10T-30T)

Adira Finance berizin dan diawasi oleh Otoritas Jasa Keuangan



## Adira Finance won multiple awards in 2023



Indonesia GCG Award-VII-2023. 1st The Best Indonesia GCG-2023.



Indonesia Risk Management Award-V-2023. 2nd The Best Indonesia Enterprises Risk Management – 2023.



Indonesia Finance Award-V-2023. 2nd. The Best Indonesia Finance – 2023



3rd Indonesia Syaria'ah Award 2023. Top Full Branch Sharia in Multifinance Category



Best Public Relations in Company Activity on Strengthening Multifinance Business Equeal System Through Collaboration with Various Stakeholders.



Marketeers Youth Choice Award. Silver Winner Leasing Company



The Best HR Management for The Outstanding Digital and Culture Transformation to Maintain and Improve HR Performance Quality



12th Infobank Digital Brand Recognition 2023. The Best Leaders Personal Digital Brand 2023 – Dewa Made Susila (Direktur Utama Adira Dinamika Multi Finance)



# Adira Finance won multiple awards in 2023



12th Infobank Digital Brand Recognition 2023. The 2nd Best – Multifinance Company (Asset >Rp10 tn)



12th Infobank Digital Brand Recognition 2023. The 3rd Highest Digital Index – Multifinance Company



Silver Champion. WOW Brand Awards 2023 - Leasing 2W



Bronze Champion. WOW Brand Awards 2023 - MPL



Indonesia Financial Top Leader Awards 2023. Pak Made as Best Leader Sustainability Acceleration Through Providing Reliable Financing Service Solutions



Indonesia Customer Service Quality Award (ICSQA) 2023. Car Financing Category. Predicate Excellent



Indonesia Customer Service Quality Award (ICSQA) 2023. Motorcycle Financing Category. Predicate Very Good



Indonesia Customer Service Quality Award (ICSQA) 2023. Electronic Financing Category. Predicate Very Good



## Adira Finance won multiple awards in 2023



Indonesia CSR Awards 2023. The Best Performance Multifinance Company



Indonesia Most Acclaimed Companies Awards 2023. 4th Corporate Reputation Awards 2023





## *Adira Finance's Event*







# Adira Finance's Event 1H23



IIMS -> 16-26 Feb



IIMS -> Surabaya  
31 May – 4 June



Sobat Expo in  
Many Region



Non-Dealer Sales (NDS)  
and AXI Event



Joint Event w/ Mercedes  
(Jakarta Auto Week)  
-> 10-19 Mar





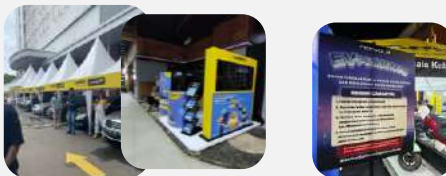
# Adira Finance's Event 1H23



## KURMA Event



## Automotive Event



## Jakarta Fair





# ADIRA FESTIVAL'23

#RayakanB33samaSahabat  
Jakarta 2023



SUPPORTED BY:



MEDIA PARTNERS:



PT Adira Dinamika Multi Finance, Tbk.  
Berizin dan diawasi oleh Otoritas Jasa Keuangan





Terima kasih dan

**Salam  
Sahabat**

Sahabat Setia Selamanya

**ADIRA**  
FINANCE