

Company Update

As of September 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 17%
in 9M23



**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 **52.8 trillion** of managed receivables



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



Operates 470 business network throughout Indonesia and supported by **more than 23 thousand employees**.



Credit Ratings	Pefindo	Fitch	Moody's
:	idAAA/Stable	BBB/Stable	Baa1/Stable

Rp52.8
Trillion



Managed Receivables

Rp1.3
Trillion



Net Income

8.4%



ROA

1.5x



DER

Data as of September 2023



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



2019

- ADMF became part of MUFG Group
- ADMF obtained international credit rating "Baa2 and BBB" (Investment grade) from Moody's and Fitch Rating



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



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

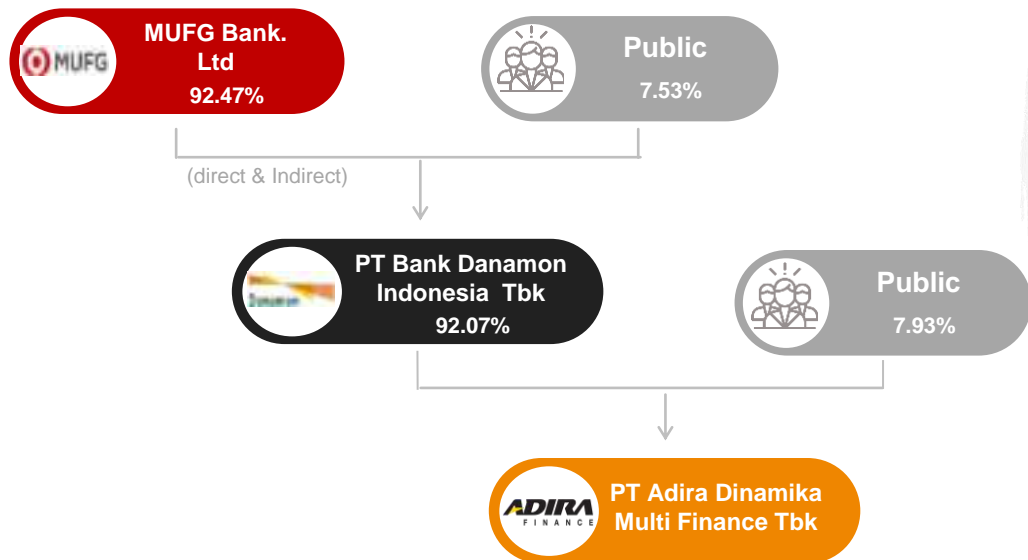
- Adira Finance has signed a Social Loan facility with MUFG Bank Ltd., on 20 July 2023, the first of its kind for a multi-finance company in Indonesia
- Adira Finance completed HCL share purchase transaction





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

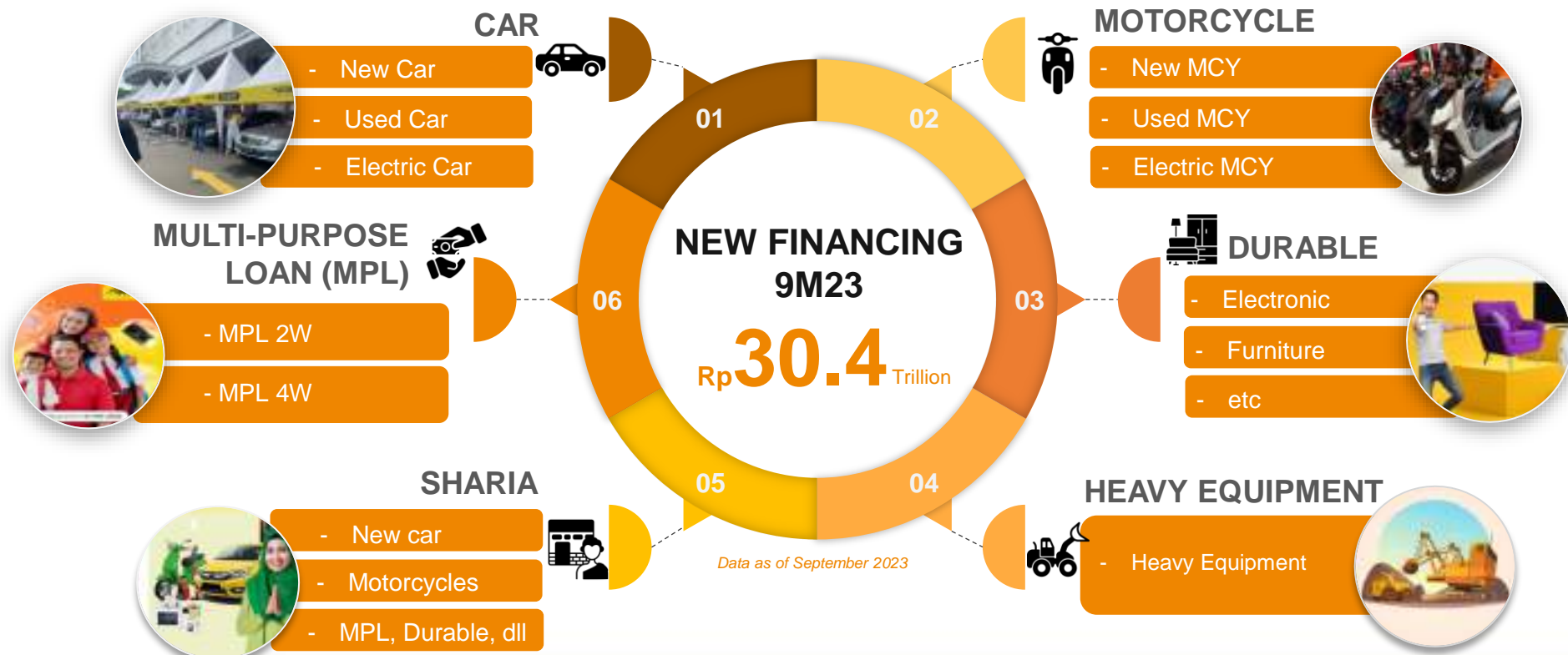


- One of the largest banks in Indonesia
- Bank Danamon is rated BBB from Fitch



We offer a variety of products to be customer centric

Key Business Overview





Well-diversified business portfolio across products and brands

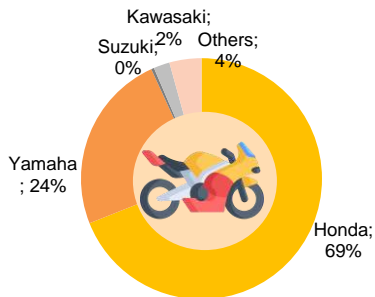
Auto Financing

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

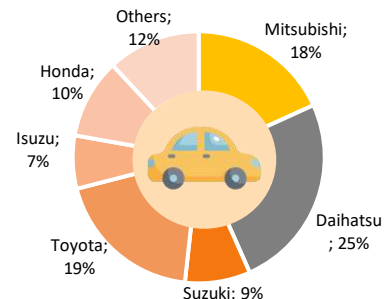
Non-Auto Financing

- 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.

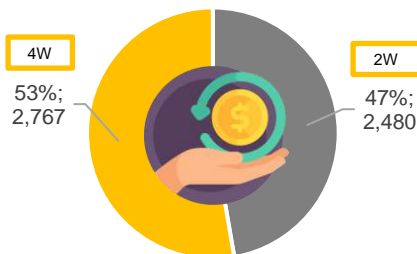
Motorcycle Financing by Brands



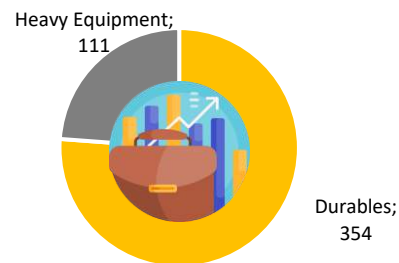
Car Financing by Brands



Multi-purpose loan (MPL) (% and in billion. Rp)



Durables & Other Financing (in billion. Rp)



Note : All data As of September 2023



Network and Consumers

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

▶ **470**

Adira Finance's business network spreads throughout Indonesia in September 2023. The number of consumers reached 1.9 million as 9M23.

	Network	Δ y/y	Customer	Δ y/y
Java	186	3.3%	1.1 mn	8.9%
Non-Java	284	1.8%	0.8 mn	13.2%
Total	470	2.3%	1.9 mn	10.7%

Note:- Data as of September 2023
- Total customers are the same as active contracts

Classification of Networks

179

Branch

42

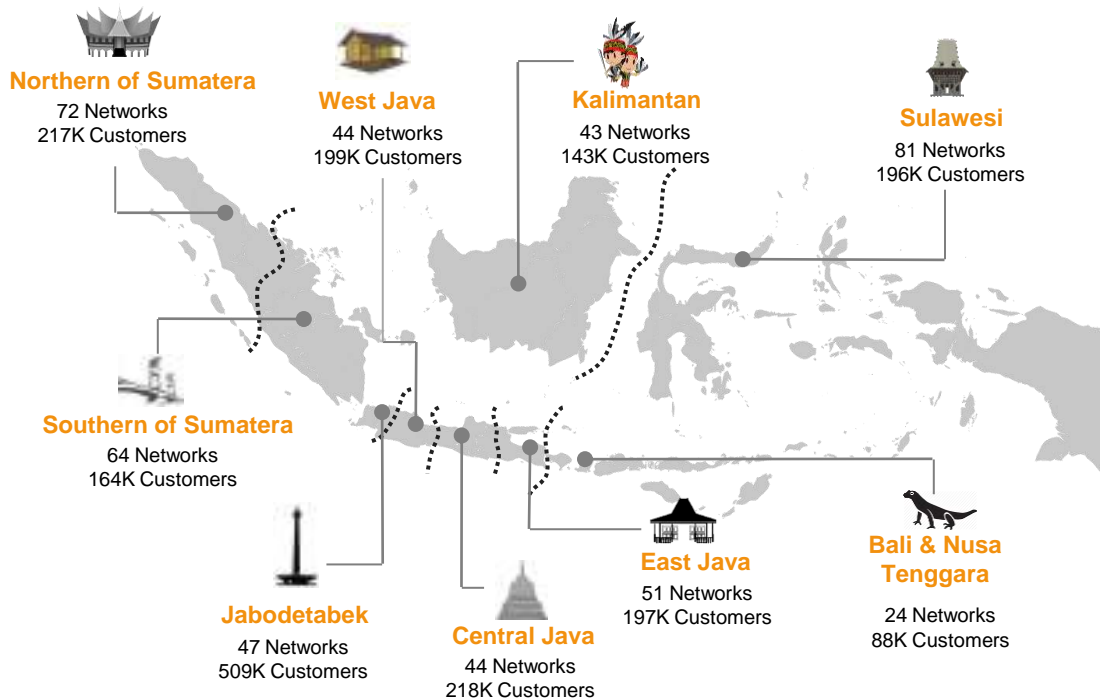
Shariah
Branch

197

Kiosk/
Satellite

52

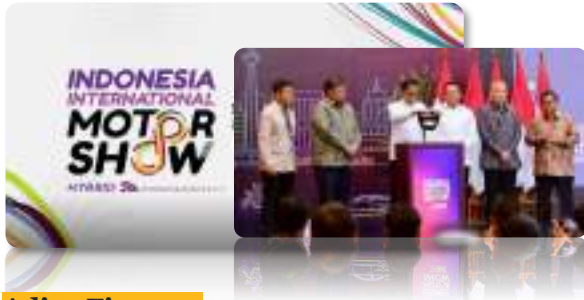
Kiosk/Satellite
Sharia





Synergy and Digital Platform

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

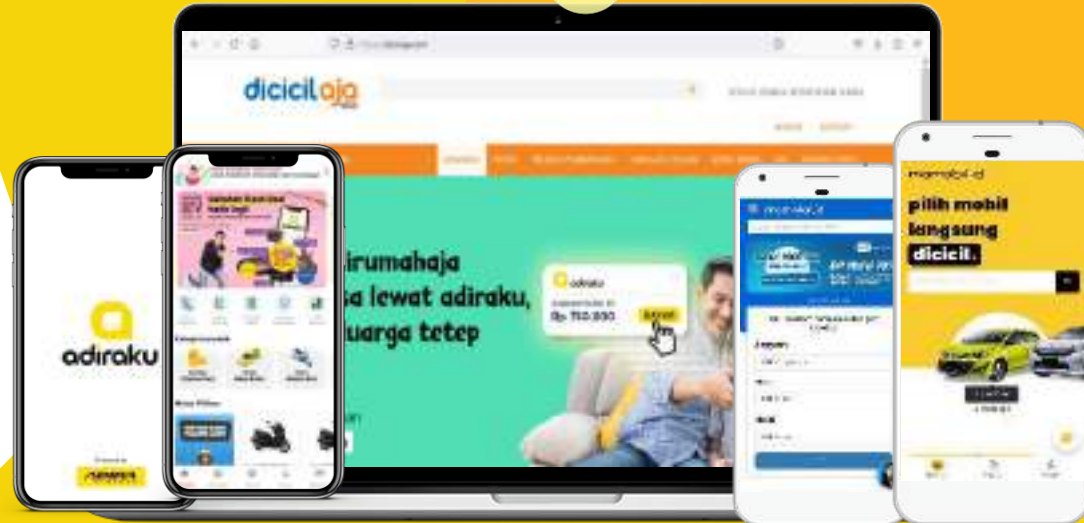


Adira Finance continues to strengthen collaboration between groups (Bank Danamon and MUFG) **at the IIMS event**



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

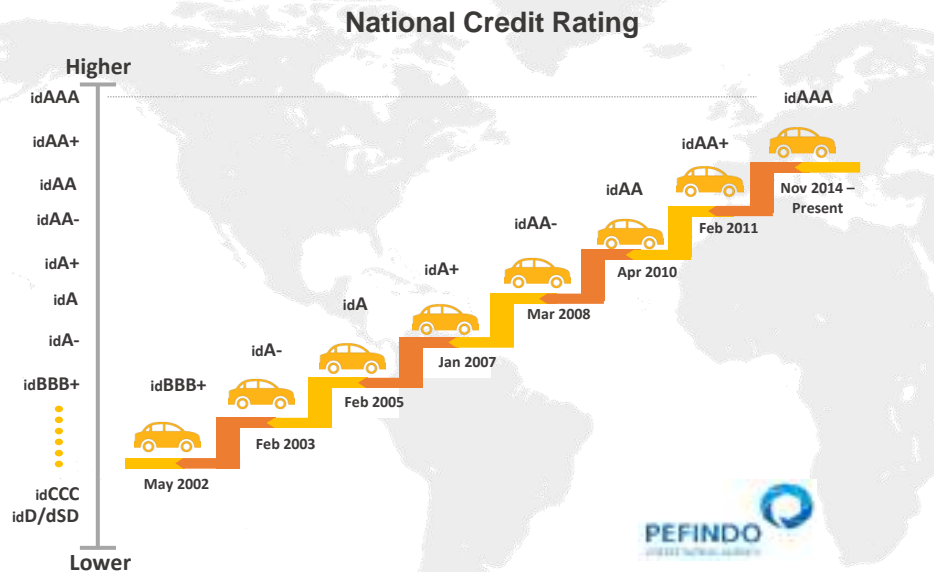
To reach a broader range of consumers, **Adira Finance** also optimizes sales through platforms/mobile digital such as Adiraku, momobil.id, momotor.id and dicicilaja.com.



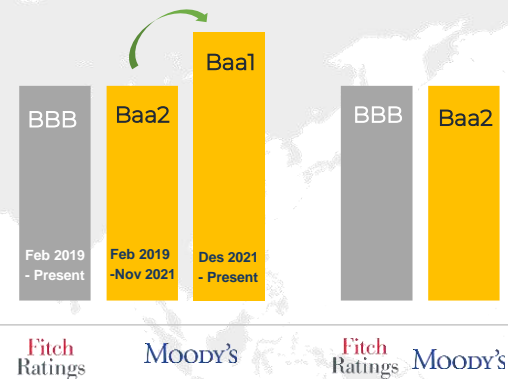


Adira has been rated idAAA since 2014

ADMF has highest national rating & international investment grade ratings



International Credit Rating



ADIRA
FINANCE



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, dicicilaja.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 circle, 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 4th, 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

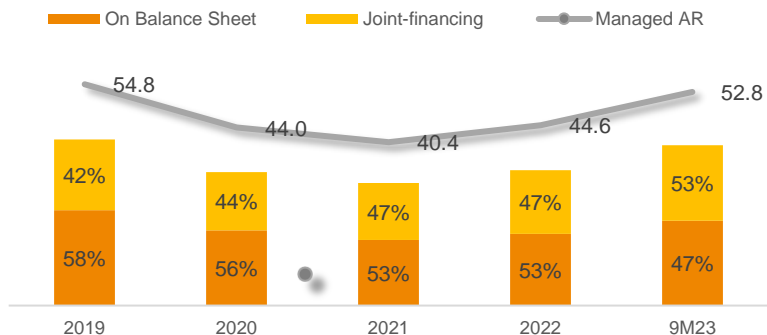
*) The AGMS on April 4th, 2023, approved the appointment of Mr. Denny Riza farib as the new Company's Director, who will be effective after passing Fit and Proper Test from Otoritas Jasa Keuangan (OJK)



Diversified funding sources and sustainable funding support

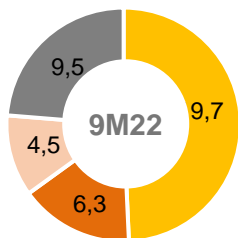
Managed Receivables by Sources

(Rp trillion)

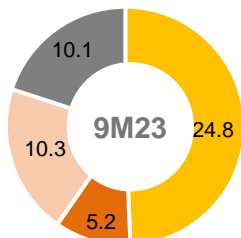


Managed Receivables by Sources

(Rp trillion)



■ Joint Financing ■ Debt Securities Issued- Net ■ Borrowings ■ Equity



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

47% 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 1.2% of total outstanding corporate bonds as of September 2023.



On Shore Borrowings

As of September 2023, we have O/S around Rp10.3 trillion facilities with around 11 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 close-up photograph of a person's hands holding a clipboard with a financial report. The report features several charts, including a bar chart, a pie chart, and a line graph. The person is wearing a dark long-sleeved shirt. The background is a blurred laptop keyboard. A semi-transparent yellow banner is overlaid on the right side of the image.

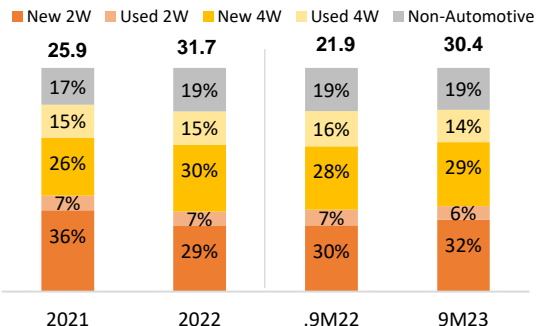
FINANCIAL SUMMARY



Managed receivables rose 26% y/y attributable to higher new financing growth

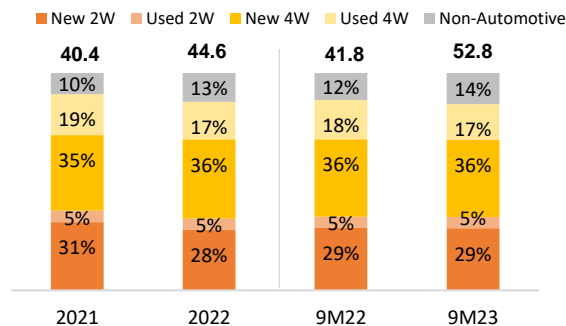
New Financing

Rp. trillion. and % as of September 2023



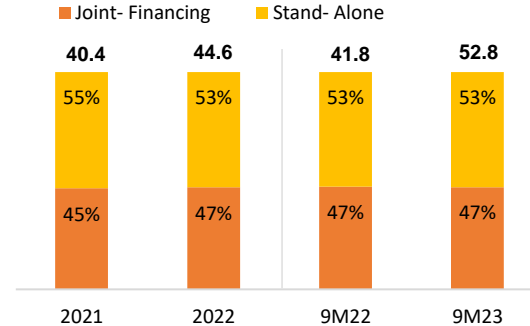
Managed Receivables by Product

Rp. trillion. and % as of September 2023



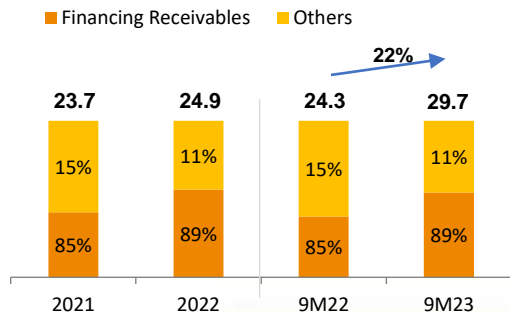
Managed Receivables by Funding

Rp. trillion. and % as of September 2023



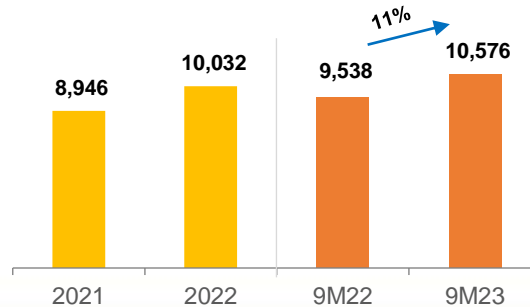
Total Asset (Stand Alone)

Rp. trillion. and % as of September 2023



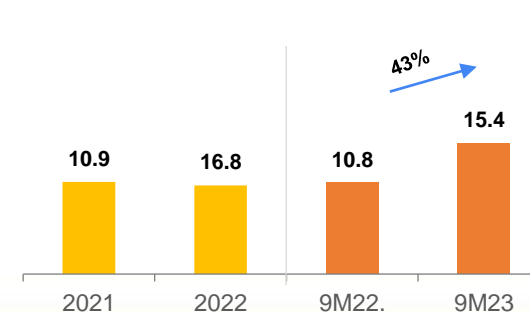
Total Equity

Rp. billion. as of September 2023



Total Outstanding Borrowing

Rp. trillion. as of September 2023



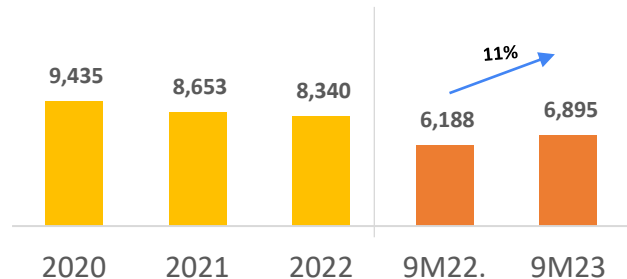
Note: MPL is included in non-automotive segment (17% of total new financing as of September 2023)



NPAT grew of 17% to IDR 1.3 trillion, mainly driven by an increase in total revenue

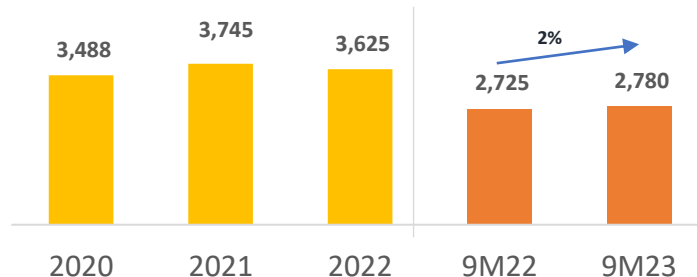
Total Income

Rp. billion. September 2023



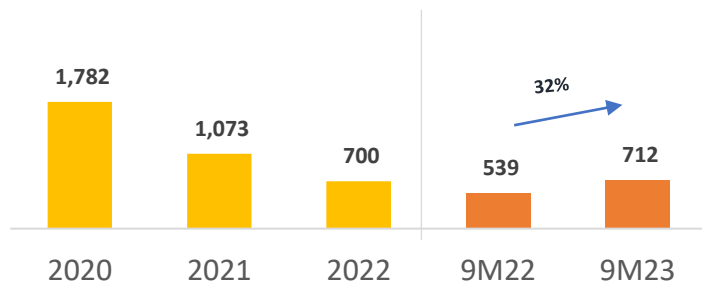
Operating Expenses

Rp. Billion. September 2023



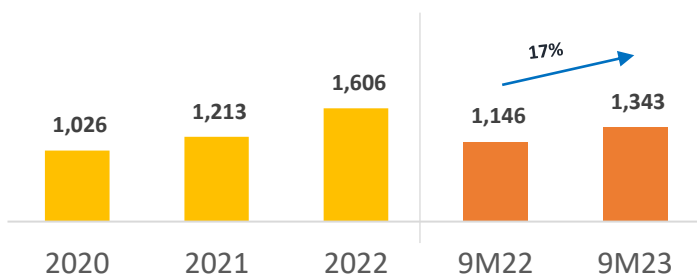
Interest Expense

Rp. Billion September 2023



NPAT

Rp. billion. September 2023

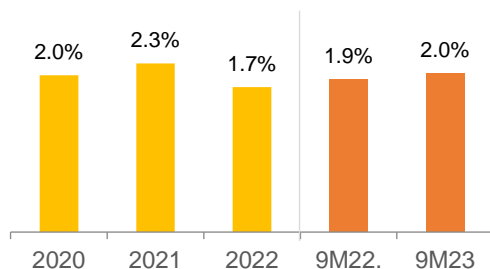




NPF is maintained around 2% in 9M2023

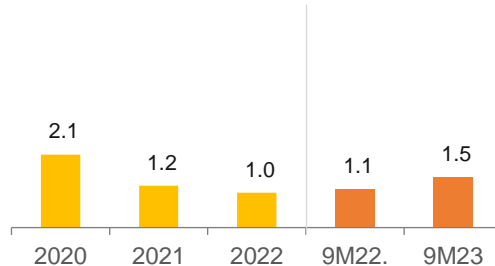
Non- Performing Loan

% of Managed Receivables



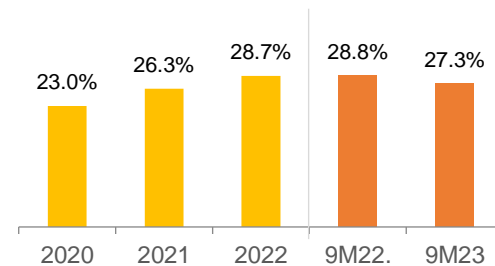
Debt to Equity Ratio

In (x), as of September 2023



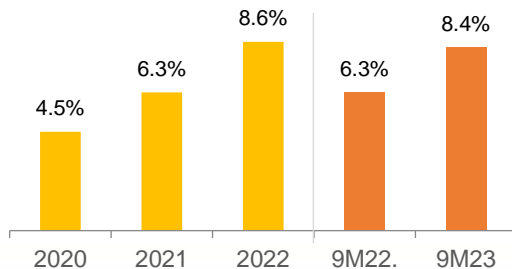
Net Interest Margin

In (%)



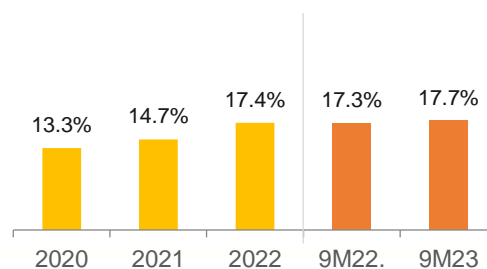
ROA

% Stand-alone



ROE

In (%)



*) The ratio in accordance with the Financial Statement Audited



Financial summary

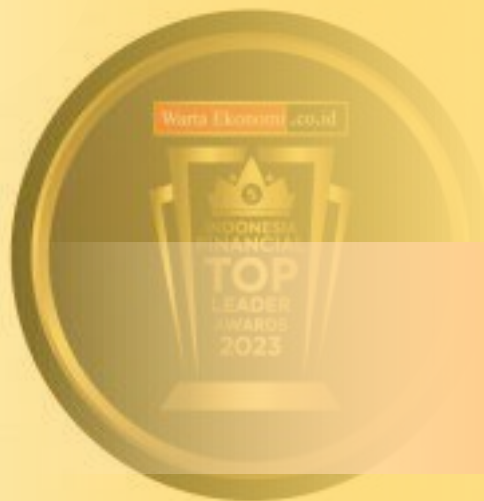
Rp billion. <i>Unless Otherwise Stated</i>	2020 (Audited)	2021 (Audited)	2022 (Audited)	9M22 (Unaudited)	9M23 (Unaudited)
Total Income	9,435	8,653	8,340	6,188	6,895
Operating Expenses	3,488	3,745	3,625	2,725	2,780
Cost of Credit	1,972	1,401	907	683	1,056
Net Profit After Tax	1,030	1,213	1,606	1,146	1,343
Net Receivables ⁽²⁾	22,852	20,239	22,156	20,596	26,256
Total Assets	29,231	23,709	24,897	24,307	29,650
Total Debts	16,766	10,930	10,513	10,788	15,449
Total Equity	7,925	8,946	10,032	9,538	10,576
Net Interest Margin	23.0%	26.3%	28.7%	28.8%	27.3%
ROAA ⁽³⁾	4.5%	6.3%	8.6%	6.3%	8.4%
ROAE ⁽³⁾	13.3%	14.7%	17.4%	17.3%	17.7%
Debt-to-Equity	2.1x	1.2x	1.0x	1.1x	1.5x

Sources:

(1) ADMF financial statement for six-months periods ended 30 September 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 SyariaH 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



TrenAsia ESG Award 2023. Multifinance Category for Action



Indonesia Best Business Transformation Award 2023. Excellent.



Indonesia Prestigious Multifinance Award 2023 with Outstanding Financial Performance and Providing Easier Access to Financing Solution



Indonesia Most Reputable Companies Award 2023. Predicate: Good



14th IICD Corporate Governance Award 2023. "Top 50 Emiten dengan Kapitalisasi Menengah (MidCap PLCs)"



Top Human Capital Awards 2023. Ibu Swandajani Gunadi - Human Capital & Marketing Director: The High Performing Human Capital Director 2023



Bapak I Dewa Made Susila The Most Committed Human Capital Leader 2023



Adira Finance's Event





Adira Finance's Event 9M23



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

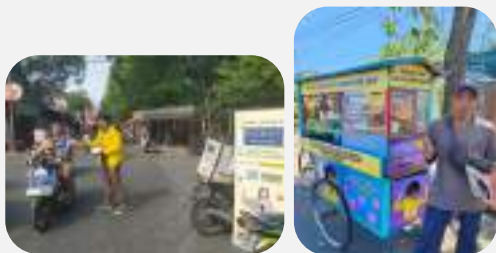




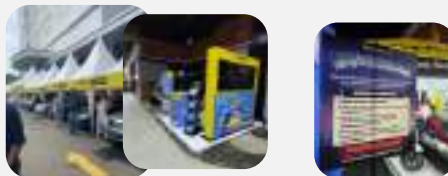
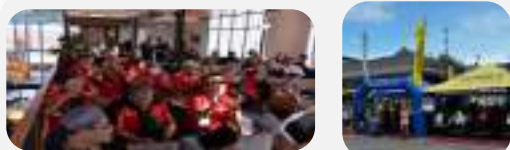
Adira Finance's Event 9M23



KURMA Event



Automotive Event



Jakarta Fair





Adira Finance's Event 9M23

Adira Expo : Adira Festival Medan

4 - 6 Agustus 2023



Adira Expo : Adira Festival Surabaya

8-10 September 2023



Adira Expo : Adira Festival Yogyakarta

6-8 Oktober 2023





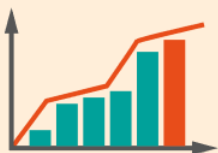
Adira Finance's Event 9M23



Adira Goes Mandalika



Acquisition Home Credit Indonesia



On October 2, 2023, **Adira Finance** completed its investment **transaction** by signing the Deed of Transfer of HCI Shares, in which Adira Finance has become a minority shareholder of HCI (9.83%).

The background is a solid yellow color. It is decorated with white, stylized circuit board traces. These traces are of varying thickness and form a complex network of lines, some ending in small circles or squares, resembling electronic components or connectors. The traces are distributed across the entire page, with a higher density in the top and bottom areas.

Terima kasih dan

**Salam
Sahabat**