# **Investor Newsletter**



September 2015

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Shareholding Composition							
1H14 1H1							
Bank Danamon Indonesia	95.0%	95.0%					
Public (≤ 5%)	5.0%	5.0%					

# Credit Ratings (PEFINDO) Rating/Out

	Ratifig/Outlook
Corporate	<sub>id</sub> AAA/Stable
Bonds	$_{id}AAA$

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## **Highlights**

#### First Half 2015 Results

- We booked new financing disbursement of Rp15.0 trillion or equivalent to 844 thousand units in 1H15. Motorcycle and car financing disbursement amounted to Rp8.6 trillion and Rp6.4 trillion, respectively. Growth was mainly contributed by used vehicle financing, whereby used motorcycle financing grew by 4% to Rp3.2 trillion, while used car financing grew by 18% to Rp2.8 trillion. Starting from May 2015, we offered durables financing, which recorded new disbursement of Rp1.9 billion in two months time.
- Our sharia-based financing recorded robust growth since last year after a slowed down in 2013. The new disbursement grew more than double from Rp783 billion in 1H14 to Rp1.8 trillion in 1H15.
- Managed receivables, including joint-financing, reached Rp47.8 trillion at the end of June 2015, of which 58% were self-funded. Furthermore, the composition between motorcycle and car financing stood at 50%:50%.
- Our net income was still under pressure, recorded at Rp198 billion in 1H15. The correction was mainly driven by higher cost of fund, increased cost of credit as well as operating expenses.
- Our equity stood at Rp3.9 trillion in first half 2015, stable from a year earlier. In June 2015, we distributed final dividend of Rp396 billion, which was 50% from the 2014 net income. As we secured external funding to support financing disbursement, our borrowings increased to Rp23.7 trillion.

Rp billion; %	1H14	1H15	Δ%	3Q14	4Q14	1Q15	2Q15
Total New Financing	16,835	15,008	-11%	8,629	8,616	7,001	8,007
Total Managed Assets <sup>1</sup>	49,132	47,850	-3%	49,484	49,619	48,203	47,850
Financing Receivables <sup>2</sup>	30,917	27,778	-10%	31,988	29,125	28,018	27,778
Total Asset	31,599	29,856	-6%	32,987	29,931	29,297	29,856
Total Borrowings	22,762	23,709	4%	24,140	23,625	23,278	23,709
Total Equity	3,877	3,912	1%	3,942	4,034	4,106	3,912
Net Profit after Tax	542	198	-63%	147	104	76	122
ROAA <sup>3</sup>	3.6%	1.3%	-2.3%	1.9%	1.3%	1.0%	1.6%
ROAE	20.3%	10.0%	-10.3%	11.3%	8.5%	6.9%	12.3%
NPL <sup>4</sup>	1.4%	1.7%	0.3%	1.6%	1.5%	1.6%	1.7%

#### Note

- 1. Including transaction costs of Rp2,033 billion and Rp2,432 billion in 1H15 and 1H14, respectively,
- Financing receivables from Adira Finance's self-funding before loss provision;
- As percentage of Reported Assets; andIncluding Joint-Financing Portion.

#### **Focus Charts**

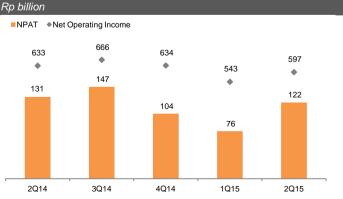




4Q14

1Q15

2Q15



### Consolidated Non-Performing Loan

52%

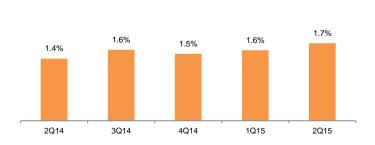
48%

3Q14

49%

51%

2Q14



53%

47%

4Q14

53%

47%

1Q15

59%

41%

2Q15

Note: Managed receivables include joint financing with Bank Danamon (Parent Company) and transaction costs.

3Q14

2Q14

## New Financing

As of mid of 2015, the domestic economy condition still showed a slowdown. The domestic economic growth was at the lowest level since 2010. In 1Q15, GDP growth was 4.71% y-o-y, and moved slightly lower again in 2Q15 at 4.67% y-o-y. Many conditions drove the slowdown: slower fixed investment and government spending, lower export as well as weakened trend in import and currency exchange against USD. Private consumption spending, which is always the main driver for domestic economic growth has also slowed down as people become more cautious with their spending.

With the abovementioned condition, thus, slowdown took a further dip in the domestic vehicles sales in 1H15. Motorcycle sales contracted by 24% y-o-y from 4.2 million units in 1H14 to 3.2 million units in 1H15. The contraction was deeper than the 1Q y-o-y comparison, i.e. at 19%. Sales in 2Q15 was weaker despite of nearing the Lebaran holidays, which historically could spur up sales one month prior to the holiday. According to the data of the association, the industry only recorded sales of almost 1.57 million units in 2Q15, down by 2% from 1Q15 at 1.61 million units. The pressure in purchasing power has caused people to delay their purchase as they opt to prioritize their spending on primary goods first.

Domestic car sales faced the similar challenge. It recorded sales drop of 18% from 642 thousand units in 1H14 to 525 thousand units in 1H15. Passenger car sales was down by 20% from 468 thousand units in 1H14 to 376 thousand units in 1H15. Commercial car sales, which has experienced pressure since the softening of commodity prices, showed a more normalized sales with contraction of 14%. By q-o-q, overall domestic car sales was corrected by 14%.

We financed a total of 844 thousand units of vehicles in 1H15. Around 93% our financing units was of motorcycle or equivalent to 788 thousand motorcycles and the remaining of 56 thousand was cars. Out of the total financed units, we financed 381 thousand units of new motorcycles and 25 thousand units of new cars. As such, our market shares in 1H15for new motorcycle and new car against domestic industry sales stood at 12.0% and 4.8%, respectively. We managed to maintain our market presence amid slowdown from the macroeconomic condition and pressure from operating environment.

The volume of our new financing disbursement amounted to Rp15.0 trillion in 1H15. Although there was a contraction of 11% compared to the new financing in 1H14 of Rp16.8 trillion, however, there was an improvement in 2Q15 on quarterly basis. While we booked Rp7.0 trillion of new disbursement in 1Q15, the figure went up by 14% to Rp8.0 trillion in 2Q15. Growth driver mainly stemming from motorcycle financing, whereby on quarterly basis, it rose by 17% to Rp4.6 trillion from 1Q15. Car financing improved by 11% q-o-q to Rp3.3 trillion from Rp3.0 trillion. As such, 58% of our new financing in 1H15 was contributed by motorcycle financing and the remaining 42% from car financing.

Around 63% or equivalent to Rp5.4 trillion of our motorcycle financing disbursement volume was contributed by the new portfolio, and the remaining was used motorcycle. There was a shift in composition as compared to a year ago, posting at the level of 68%:32% for new and used motorcycle, respectively. The pressure in new motorcycle industry sales has put slowdown in the financing disbursement as well. Nevertheless, we optimize our services by increasing the portion of used motorcycle financing as a strategy in responding to the current situation. As such, our used motorcycle reached Rp3.2 trillion in 1H15, grew by 4% y-o-y.

A similar condition took place in our car financing business as well. The slowdown in the domestic car sales has started since mid of 2014, whereby until end of the year, the market was corrected by 2%, and further correction continued in1H15. As such, we underwrote Rp3.6 trillion new car financing. Previously, we saw 67% contribution of car financing came from new portfolio, however, in 1H 2015 it contributed 56% of total car financing. As a result, used car financing contributed 44% from total car financing in 1H15, as compared to 33% a year ago. We see significant growth in our used car financing of 18% y-o-y to Rp2.8 trillion.

Another strategy that we have implemented in responding to the operating environment pressure is by offering durables financing, where we are focus on targeting our existing customers. This is a way to also provide a more comprehensive financing service to our customers, whereby fostering Adira Finance to be a 'one-stop-solution' financing service provider for them, catering for their various needs. Starting from May 2015, we started offering durables financing disbursement. For the first two months since the launching of such financing product, we managed to disburse around Rp1.9 billion.

The automotive associations estimated that the industry sales performance in 2H15 will be at the same level as in 1H15. Given the current sluggish trend in the market, prudent growth for maintaining healthy asset quality will be very essential to ensure business sustainability. Thus, until end of 2015, we target our financing disbursement to be around Rp30-32 trillion.

### **Balance Sheet**

With a slowdown in the macroeconomic and industry, coupled with prudent credit underwriting, our managed financing receivables, including joint-financing, stood at Rp47.8 trillion in 1H15, a slight contraction of 3% y-o-y from Rp49.1 trillion in 1H14. We increased the joint-financing portion in 1H15 as a funding strategy, thus our receivables financed by the bank through this scheme has grown to Rp20.1 trillion in 1H15 or equivalent to 42% of our total managed financing receivables, growing 10% y-o-y from Rp18.2 trillion in 1H14. Meanwhile, our stand alone financing receivables amounted to Rp27.8 trillion at the end of June 2015. The composition between motorcycle and car portfolio had reached a balance of 50%:50%. Furthermore, used vehicles contribution went up from 27% in 1H14 to 29% as of June 2015. Stand-alone financing receivables for both consumer financing and leasing portfolios, net of allowance of impairment losses, amounted to Rp26.6 trillion, representing 89% of our total assets.

NPL, including joint-financing portion, rose gradually from 1.4% in June 2014 to 1.7% in June 2015. The blip was unavoidable since in general, purchasing power of the Indonesians is affected with the current unfavorable macroeconomic slowdown, thus, leading to cash flows issues. In anticipation to this situation, we have strengthened our collection efforts since last year, particularly in implementing prudent credit underwriting as well as intensified monitoring activities. The result was milder increase in the NPL on a quarterly basis.

Our external funding totaled to Rp23.7 trillion by the end of June 2015, whereby the majority of 59% was contributed by bilateral loans, an equivalent of Rp14.0 trillion and the remaining was domestic bonds of Rp9.7 trillion. Around 31% of our external funding was bilateral loans, which was in USD, and have been fully hedged in accordance to our policy. The overall external funding rose by 4% y-o-y from Rp22.8 trillion a year ago. The increase mainly came from off-shore bilateral loans, rising from Rp4.5 trillion in June 2014 to Rp7.3 trillion this year. However, there was an off-set of bonds outstanding, reduced from Rp11.6 trillion until June 2014 to Rp9.7 trillion this year due to bonds maturity.

Our equity stood at Rp3.9 trillion in 1H15, stable from the same period last year as we recognized our income for the period, compensated by cash dividend distribution of Rp396 billion in June 2015, which was 50% of 2014 net income. Thus, based on this current running rate level of equity, leverage (debt-to-equity ratio) stood at 6.1 times, a mild increase from 5.9 times in 1H14. This is still regarded as a comfortable level which is required to sustain the business activity of the Company.

### **Income Statement**

We see the moderation trend starting from last year still persisted up to 1H15. We recorded interest income of Rp4,431 billion in 1H15, rose 5% from Rp4,226 billion in 1H14. The growth was mainly driven by higher lending rates on the back of higher cost of fund environment. Interest expense went up by 10% from Rp2,389 billion in 1H14 to Rp2,629 billion in 1H15. New cost of fund that we received for new loan facilities withdrawal increased around 100-250 bps since 2013. Thus, our average blended cost of fund stood at 11.5%. As such, net interest income was Rp1,802 billion in 1H15, or equivalent to net interest margin of 7.9%. With fee income of Rp738 billion, operating income stood at Rp2,540 billion.

In the inflationary environment, we managed to maintain a mild increase in operating costs. Operating expenses only rose by 3% to Rp1,400 billion. The increase was mostly contributed by the rising minimum wages which took place in the first quarter this year, whereby nationally, the country's average minimum wages increase was around 12.77%. On the other hand, we see a stable operating expenses ratio (against average managed financing receivables) at the level of 6.1% for both 1H14 and 1H15.

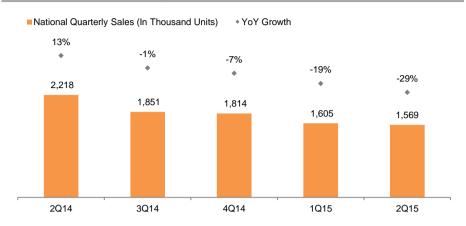
Furthermore, cost of credit was recorded at Rp837 billion in 1H15 as compared to Rp726 billion in 1H14. The main driver for increase was higher provision for financing receivables. In the midst of economic slowdown, we were consistent in being prudent in our provisioning policy. In our effort to maintain a healthy asset quality, we have implemented a more stringent monitoring effort.

At the bottom-line, NPAT was contracted from Rp542 billion in 1H14 to Rp198 billion in 1H15 attributable to higher cost of fund, increased cost of credit as well as operating expenses. However, on-quarter on quarter basis, we saw a better performance in 2Q15, contributing NPAT of Rp122 billion as compared to 1Q15 at Rp76 billion supported by stronger disbursement and efficiency effort have started to show some results, resulting in a more manageable costs. Reported ROAA (as percentage of average total assets) in 1Q15 stood at 1.0% and in 2Q15 at 1.6%. Thus, ROAA recorded at 1.3% for the first six months of 2015. ROAE stood at 10.0% in 1H15 as the ratio improved from 6.9% in 1Q15 to 12.3% in 2Q15.

We are continuing our general strategy to remain consistent in margin protection in the midst of uncertain operating environment through prudent risk management. At the same time, the Company will optimize its available capacity optimization through efficiency and effectiveness initiatives.

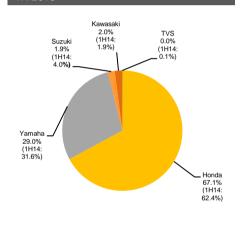
## Indonesian Automotive Sector Update

#### **Domestic New Motorcycle Sales**



Source: Indonesian Motorcycles Industry Association (AISI)

New Motorcycle Sales by Brand 1H 2015



The current economic condition has led even motorcycle national sales to experience substantial correction in 1H15, even deeper than car sales. When in 1Q15, industry sales was down by 19% y-o-y, the industry further decelerated in 1H15 to 24% y-o-y. The industry sales arrived at 3.2 million sales for the first six months of 2015. This is said to be the lowest first semester sales since 2010, whereby since 2010, the industry semester sales has been consistently running at the level of 3.3-4.2 million units.

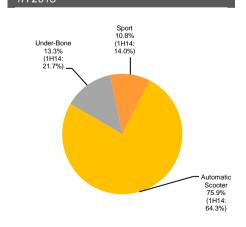
Although sales did start to peak up prior to Lebaran, grew by 22% m-o-m in June 2015 (whereas the Lebaran season was in the month of July), however, on a quarterly basis, sales in 2Q15 indeed fell by 2% to 1.57 million units from 1Q15 at 1.61 million units. This reflected the GDP per capita in 2Q15 that slowed down to 4.67% from 1Q15 caused by sticky inflation, whereby inflation remained high and thus curbing the household spending. Based on geographical spread, around 65% of domestic sales took place in Java, an island contributed over 50% of the national GDP. Followed by Sumatera of 17%, Sulawesi of 7%, Kalimantan of 6% and the remaining 5% in Bali-Nusa Tenggara and Papua.

Honda has remained ambitious in expanding its market. As a result, Honda held 67.1% market share on domestic sales at end of June 2015. It sold 2.1 million units on new motorcycle, down by 19% from the sales last year at 2.6 million units. Honda's success was mainly driven by its sales in automatic scooter, particularly Beat FI, selling over 900 thousand units nationwide. Breaking down by segment, around 86% of Honda's sales was contributed by automatic scooter, while underbone and sport around 9% and 5%, respectively.

Yamaha sold 919 thousand units or around 29.0% national market share. Its sales were corrected from 31% from the same period last year with 1.3 million units sold. Followed in third and fourth place were Kawasaki and Suzuki. Kawasaki sold 63 thousand units in 1H15, and Suzuki sold 59 thousand units. The members of AISI recorded a double digit negative growth due to the overall economic slowdown in 1H 2015 and the association estimated that the sales of motorcycles will likely reach around 6.3 million units.

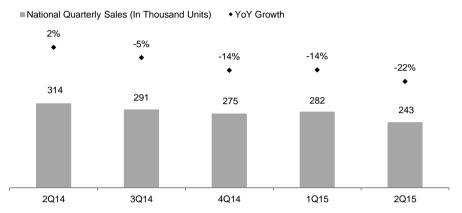
By types, the domination of scooter automatics has continued to grow. Until end of June, around 75.9% of the domestic sales was contributed by automatic scooter. Honda as the largest player controlled the market of this segment, with market share over 76% out of the 2.4 million units of automatic scooter sales. Underbone contributed 13.3% of national sales, with Honda as the market leader as well with around 44.4% dominance, followed closely by Yamaha with market share of 44.0%. Sport sales stood at 10.8% of the total domestic sales with Yamaha as the market leader, around 55.4% of the segment sales.

# **New Motorcycle Sales by Type** 1H 2015



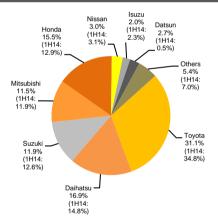
Currently, motorcycle vehicles are not evenly distributed across Indonesia. Motorcycle manufacturers still see growth potential of the industry sales going forward, particularly in the eastern part of Indonesia. However, the hindrance lies in distribution given the current transportation infrastructure, whereby it will take a considerably time for transporting vehicles, and not to mention the costs. Nevertheless, once this facility is made ready, it will further help boosting industry sales in the future.

#### **Domestic New Car Sales**



Source: Association of Indonesian Automotive Industries (Gaikindo)

New Car Sales by Brand 1H 2015



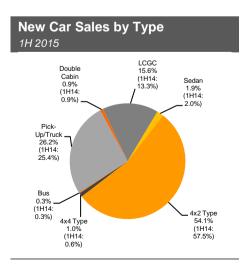
further corrected in 1H15, arriving at 525 thousand units or down by 18% as compared to 1H14 which recorded sales of 642 thousand units. On quarterly basis, the drop was 14% as compared to 1Q15 with sales of Rp282 thousand units.

The domestic car sales has been contracted since last year, down by 2% y-o-y. It was

The decline in sales was mainly driven by passenger segment, which was down by 20% to 376 thousand units in 1H15 as compared to 468 thousand units in 1H14. Meanwhile commercial segment recorded a drop, although not as much as in passenger segment, at 14% to 149 thousand units in 1H15 from 174 thousand units in 1H14. The deepest fall in sales was from 4x2 type of passenger cars, mostly MPV cars, recorded a correction of 23% or equivalent to 85 thousand units. Even LCGC was slightly corrected by 4% to 82 thousand units in 1H15 from 86 thousand units in 1H14.

In 1H15, major brands were under pressure in its sales. Toyota continues to experience a slowdown, whereby sales dropped by 27% to 163 thousand units in 1H15 from 224 thousand units in 1H14. Nevertheless, it could still maintain its market leadership with 31.1% share from the overall industry sales, and even higher in passenger segment, i.e. around 40% with Toyota Avanza as the backbone, followed by Agya and Innova. Daihatsu recorded a lower drop as compared to Toyota, i.e. down by 7% to 89 thousand units in 1H15 from 95 thousand units in 1H14. Thus, the brand could secure 16.9% market share in 1H15, up from the same period last year of 14.8%. Daihatsu was supported by its commercial pick-up, Daihatsu Gran Max, and the passenger segment consisted of Xenia and Ayla.

Currently, Honda became the third best-selling brand, recorded 81 thousand units of sales in 1H15, although slightly down by 2% from 83 thousand units of sales in 1H14. Market share went up to 15.5% by the end June 2015 from 12.9% in 1H14. The newly released SUV, HR-V was the main contributor of Honda's sales in 1H15, followed by Brio Satya and Mobilio. Suzuki needed to settle in the fourth position after selling 63 thousand units in 1H15, which was down by 23% from 81 thousand units sales last year. Thus, Suzuki contributed 11.9% to the national sales, slightly down from the same period last year of 12.6%. Suzuki Carry pick-up remained as the best-selling product, contributing almost 40% of the brand's total sales, followed by Ertiga and APV.



Mitsubishi managed to maintain its market share at the level of 11.5% in 1H15 from previously at 11.9% a year ago. Sales was mainly contributed by T-120 SS and L-300.

The association revised down their estimation on the industry sales until end of this year, ranging from 950 thousand to 1 million units. The condition was more challenging with vulnerable rupiah exchange rate. Nevertheless, with a considerably low car penetration rate (around 1 car for 13 persons), future growth potential remains high in Indonesia.

### **Corporate Updates**

#### Annual General Meeting of Shareholders and Extraordinary General Meeting of Shareholders

In the Company's Annual General Meeting (Annual GMS) on 21 May 2015, the shareholders of Adira Finance approved dividend distribution of Rp396 billion, or equivalent to Rp396 per share. The dividend was from approximately 50% of the Company's 2014 net income amounting around Rp792 billion. The cash dividend has been distributed on 19 June 2015. The remaining of the 2014 net income will be set aside for retained earnings.

#### Adira Finance Issued Continuing Bonds III Phase I and Continuing Sukuk Mudharabah II Phase I

Adira Finance issued the Adira Finance Continuing Bonds III Phase I of Rp979 billion and Continuing Sukuk Mudharabah II Phase I of Rp500 billion and it has been listed in the Indonesian Stock Exchange on 1 July 2015. The issuance structure were in the following details:

#### Continuous Bonds III Phase I

Serials	Tenor	<b>Coupon Rates</b>	Nominal Values (Rp Billion)
Serial A	36 Month	9.50%	Rp741 billion
Serial B	60 Month	10.25%	Rp238 billion
Total			Rp979 billion

#### Continuous Sukuk Mudharabah II Phase I

Serials	Tenor	Revenue-Sharing Indicative Rates	Nominal Values (Rp Billion)
Serial A	370 Days	8.75%	Rp441 billion
Serial B	36 Month	9.50%	Rp59 billion
Total			Rp500 billion

The Company appointed PT Danareksa Sekuritas, PT DBS Vickers Securities Indonesia, PT Indo Premier Securities, PT Mandiri Sekuritas and PT Standard Chartered Securities Indonesia to act as the joint lead underwriters. PT Bank Negara Indonesia Tbk again acted as the trustee in the issuance. The bonds proceeds will be used to finance new disbursement in the second semester of 2015.

#### Settlement of Matured Debt Securities

In 1H15, we have settled our matured debt securities amounting to Rp2,896 billion. In 3Q15, there will be a maturing debt securities, i.e. Continuing Bonds I Phase III 2012 Serial B amounted to Rp578 billion on 27 September 2015.

## **Financial Highlights**

In Billion Rupiah	Jun-14	Jun-15	Δ%	Sept-14	Dec-14	Mar-15	Jun-15
STATEMENTS OF FINANCIAL POSITION							
Assets							
Cash and cash equivalents	582	1,241	113%	981	879	828	1,241
Financing receivables - net of allowance of impairment	29,903	26,641	-11%	30,922	27,990	26,877	26,641
Fixed assets - net of accumulated depreciation	268	272	2%	294	296	284	272
Intangible assets - net	51	65	27%	58	62	68	65
Others	796	1,638	106%	732	704	1,240	1,638
Total assets	31,599	29,856	-6%	32,987	29,931	29,297	29,856
Liabilities							
Borrowings	11,170	13,958	25%	12,544	12,454	12,289	13,958
Debt securities issued – net & mudharabah bonds	11,592	9,751	-16%	11,595	11,171	10,990	9,751
Others	4,960	2,236	-55%	4,905	2,272	1,912	2,236
Total liabilities	27,722	25,945	-6%	29,044	25,897	25,190	25,945
Equity	3,877	3,912	1%	3,942	4,034	4,106	3,912
Total liabilities and equity	31,599	29,856	-6%	32,987	29,931	29,297	29,856

In Billion Rupiah	1H14	1H15	Δ%	3Q14	4Q14	1Q15	2Q15
INCOME STATEMENT							
Interest income	4,226	4,431	5%	2,183	2,251	2,229	2,202
Interest expense	(2,389)	(2,629)	10%	(1,251)	(1,318)	(1,331)	(1,298)
Net interest income	1,837	1,802	-2%	932	933	898	904
Fee income	996	738	-26%	419	428	353	385
Operating income	2,833	2,540	-10%	1,351	1,361	1,251	1,289
Operating expense	(1,356)	(1,400)	3%	(685)	(727)	(708)	(692)
Net operating expense	1,477	1,140	-23%	666	634	543	597
Cost of credit	(726)	(837)	15%	(444)	(480)	(421)	(416)
Other income/(expense)	(30)	(35)	16%	(23)	(14)	(19)	(16)
Income before income tax	721	268	-63%	199	140	103	165
Net income for the period	542	198	-63%	146	104	76	122

### **Financial Highlights**

KEY RATIOS	1H14	1H15	Δ%	3Q14	4Q14	1Q15	2Q15
Profitability and Efficiency (%)							
Return to average total assets	3.6%	1.3%	-2.3%	1.9%	1.3%	1.0%	1.6%
Return to average equity	20.3%	10.0%	-10.3%	11.3%	8.5%	6.9%	12.3%
Net income to total income	13.3%	5.0%	-8.3%	7.1%	5.0%	3.9%	6.1%
Cost to income	47.9%	55.1%	7.3%	50.7%	53.4%	56.6%	53.7%
Leverage and Liquidity (X)							
Total assets to total liabilities	1.1	1.2	0.1	1.1	1.2	1.2	1.2
Total equity to total liabilities	0.1	0.2	0.1	0.1	0.2	0.2	0.2
Gearing ratio	5.9	6.1	0.2	6.1	5.9	5.7	6.1
Assets Quality (%)							
Non-performing loan to managed receivables	1.4%	1.7%	0.3%	1.6%	1.5%	1.6%	1.7%

NEW FINANCING	1H14	1H15	$\Delta$ %	3Q14	4Q14	1Q15	2Q15
In Thousand Units							
Motorcycle	892	788	-12%	469	431	368	420
Car	56	56	-1%	29	31	26	30
Durables	-	1	100%	-	-	-	1
Total Financed Unit	948	844	-11%	498	462	394	450
In Billion Rupiah							
Motorcycle	9,756	8,641	-11%	5,205	4,781	3,990	4,652
Car	7,079	6,365	-10%	3,424	3,835	3,012	3,353
Durables	-	2	100%	-	-	-	2
Total Financed Amount	16,835	15,008	-11%	8,629	8,616	7,001	8,007

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