



Maybank

Humanising Financial Services

Maybank Indonesia

Financial Results

1Q 2019 ended 31 March 2019



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Executive Summary of 1Q 2019 Results*



1

Earnings

- Pre-provision Operating Profit increased by 6.2% YoY on higher net interest income with 10.9% YoY increase in loans.
- PATAMI stood at Rp415 billion, compared with Rp463 billion a year earlier due to lower fee-based income by 2.4% YoY and higher provisions by 52.2% YoY as the Bank took conservative stance in setting aside provision for business loans which were impacted by the continued challenging economy.
- NIM remained relatively flat at 4.8%.

2

Loans growth and asset quality

- Loans growth of 10.9% YoY:
 - Global Banking (GB) grew strongly by 29.8% YoY with focus remained at SOEs.
 - CFS Non-Retail grew 8.5% YoY contributed by loans from Business Banking and SME.
 - CFS Retail grew 1.6% YoY driven by Auto loans and Credit Card.
- Asset quality improved YoY although slightly impacted QoQ with Gross NPL at 2.89% in Mar-19 from 3.02% in Mar-18 and Gross Impaired Loan ratio at 3.29% in Mar-19 from 3.57% in Mar-18.
- The Bank continues to focus on improving asset quality and will maintain conservative stance in its risk posture.

3

Liquidity and Funding Positions

- Total customer deposits increased by 6.2% YoY to Rp128.4 trillion as the Bank has built up liquidity as a proactive stance to ensure sufficient and optimal liquidity during the presidential election process and tightening liquidity outlook.
- Loan-to-Deposit Ratio (LDR - bank only) and Macroprudential Intermediation Ratio (RIM - bank only) stood at 90.13% and 92.97% respectively as of Mar-19. (Modified LDR bank only: 80.87%)
- Liquidity Coverage Ratio (LCR - bank only) stood at 145.77% as of Mar-19, well above minimum requirement of 100%.
- Issued Shelf Registered Bond II Tranche IV amounted Rp640.5 billion in March 2019 to diversify and strengthen its liquidity profile.

4

Sustained Growth in Shariah

- Shariah Banking continued to deliver strong results YoY. Shariah Assets grew 21.7% to Rp32.9 trillion and contributed 17.5% to the Bank's consolidated assets. Shariah Financing grew 22.1% to Rp24.6 trillion and contributed 18.1% to the Bank's consolidated loans. Shariah Deposits grew 52.2% to Rp26.6 trillion and contributed 20.7% to the Bank's consolidated customer deposits.
- Improved asset quality with lower Gross Non Performing Financing (NPF) level to 2.93% as of Mar-19 from 3.20% as of Mar-18.

5

Maintained Capital Positions

- Total Assets increased by 7.2% (YoY) to Rp188.4 trillion.
- Capital position remained strong with CAR at 18.73%, total capital at Rp25.9 trillion and CAR Tier 1 at 16.66% as of Mar-19.
- Announced and approved cash dividend of Rp548.6 billion at the AGMS on 29 Mar 2019.

* All numbers are based on Consolidated Financial Statements which are in accordance with accounting classification unless otherwise stated. The classifications differ from published results which are in accordance with Bank Indonesia's classification.

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Income Statement - Consolidated



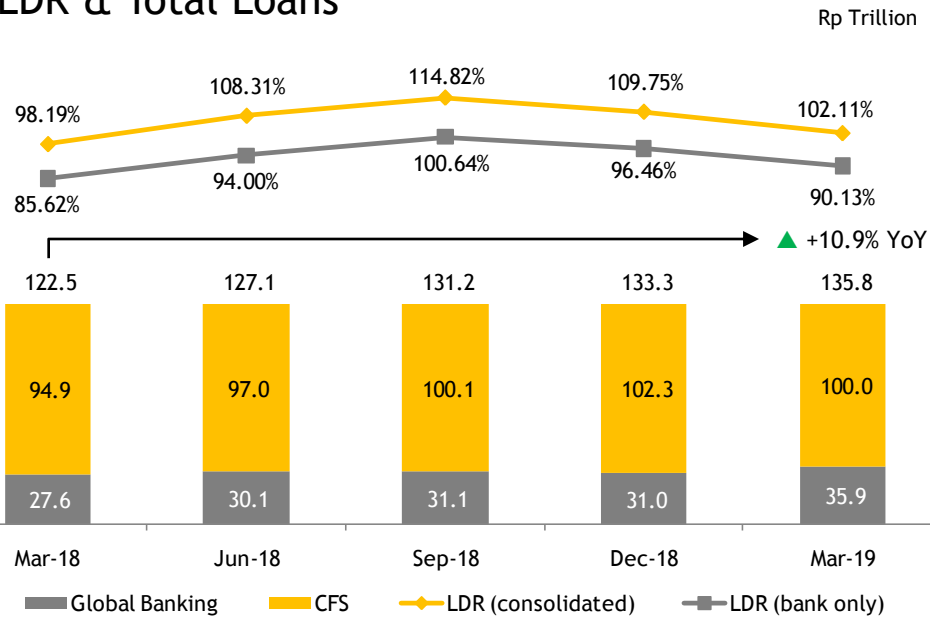
Rp billion	1Q 2019	1Q 2018	YoY	4Q 2018	QoQ
Interest Income	3,849	3,602	6.9%	3,780	1.8%
Interest Expense	(1,813)	(1,711)	5.9%	(1,720)	5.4%
Net Interest Income	2,037	1,890	7.7%	2,060	-1.1%
Non Interest Income	515	528	-2.4%	756	-31.9%
Gross Operating Income	2,552	2,418	5.5%	2,816	-9.4%
Personnel	(633)	(648)	-2.2%	(554)	14.3%
General & Administrative	(952)	(861)	10.6%	(987)	-3.6%
Operating Expenses	(1,585)	(1,508)	5.1%	(1,541)	2.9%
Operating Income before Provisions	966	910	6.2%	1,275	-24.2%
Provisions	(401)	(263)	52.2%	(311)	28.7%
Operating Income After Provision	566	647	-12.5%	963	-41.2%
Non Operating Income / (Expenses)	5	(7)	178.5%	5	-3.2%
Profit Before Tax & Minority Interest	571	640	-10.8%	969	-41.0%
Tax & Minority Interest	(156)	(177)	-11.7%	(271)	-42.4%
Profit After Tax & Minority Interest (PATAMI)	415	463	-10.4%	697	-40.5%

Loans

Global Banking booked strong loans growth of 29.8% (YoY), followed by CFS Non-Retail loans growth of 8.5% (YoY) and CFS Retail of 1.6% (YoY)



LDR & Total Loans

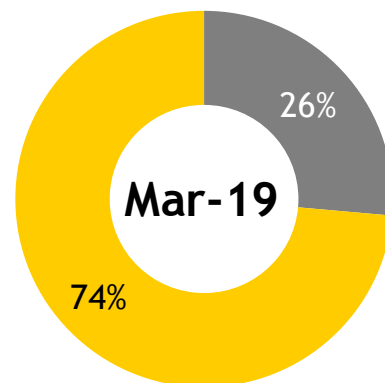
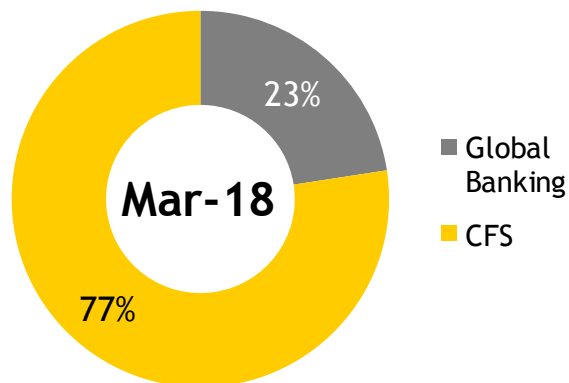


Loans Portfolio Breakdown

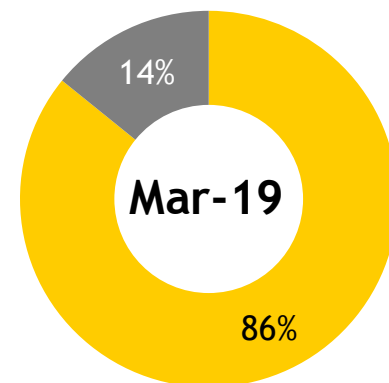
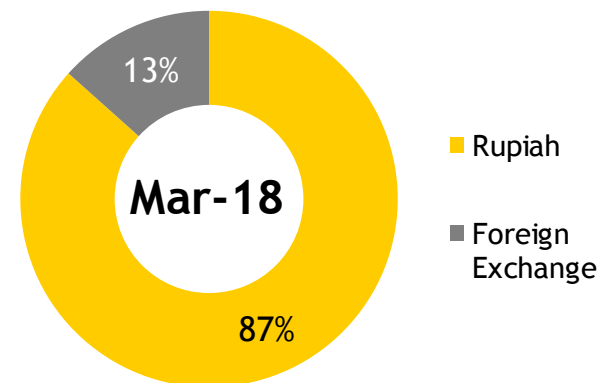
Rp Trillion

	Mar-19	Dec-18	Mar-18	YoY	QoQ
Global Banking	35.9	31.0	27.6	29.8%	15.6%
CFS	100.0	102.3	94.9	5.4%	-2.3%
CFS Non-Retail	56.5	58.3	52.1	8.5%	-3.1%
Business Banking	32.1	34.0	29.9	7.6%	-5.4%
RSME	24.3	24.3	22.2	9.6%	0.0%
CFS Retail	43.5	44.0	42.8	1.6%	-1.2%
Auto Loan	24.4	24.9	23.8	2.2%	-2.0%
Mortgage	15.6	15.7	15.6	0.0%	-0.3%
CC + Personal Loan	3.1	3.1	2.9	5.2%	0.0%
Other loan	0.4	0.4	0.4	0.7%	1.4%
Total	135.8	133.3	122.5	10.9%	1.9%

Loans Composition by Business Segment



Loans Composition by Currency

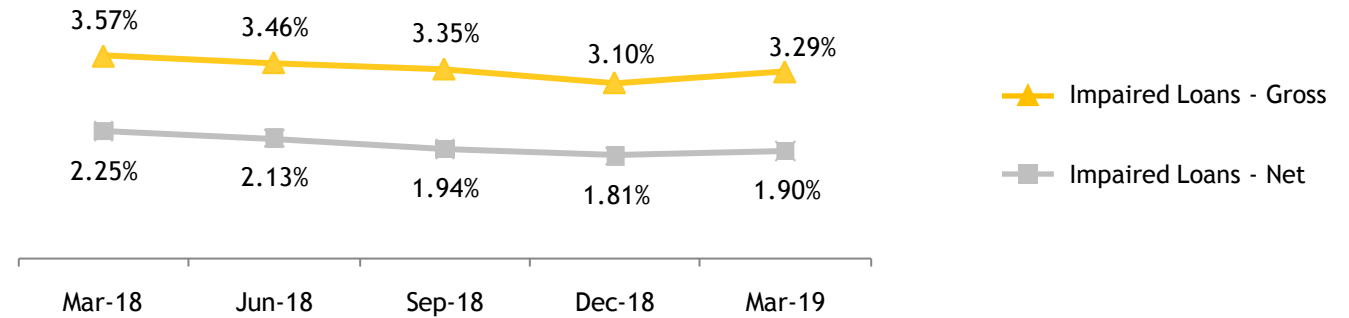


Asset Quality

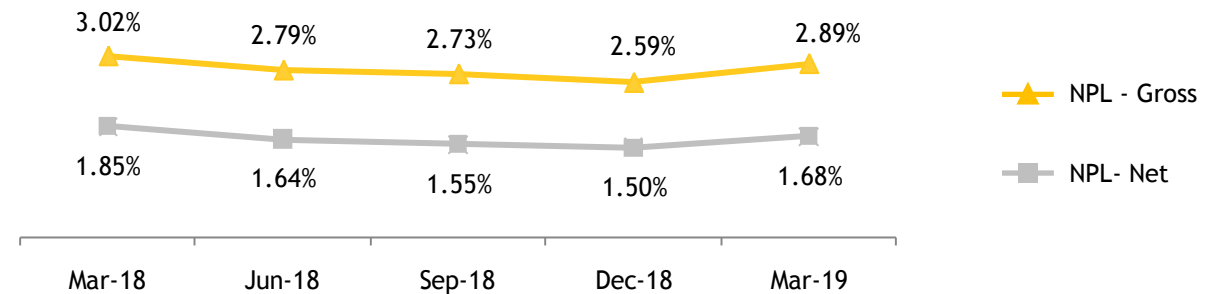
Improved YoY although slightly impacted QoQ



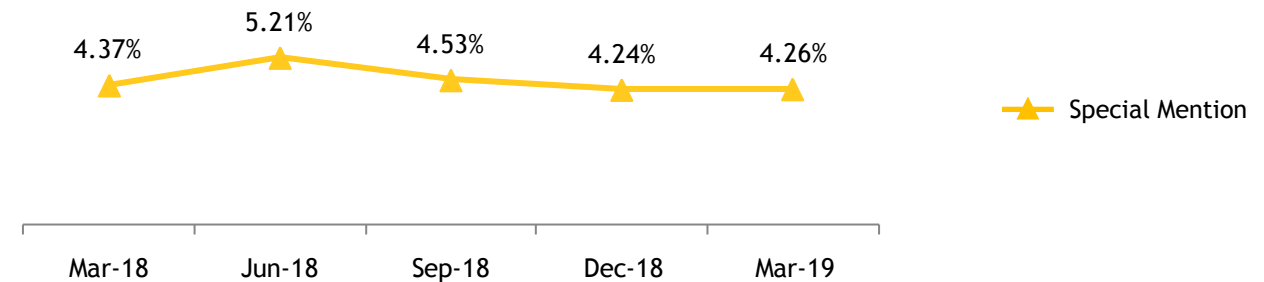
Impaired Loans (consolidated)



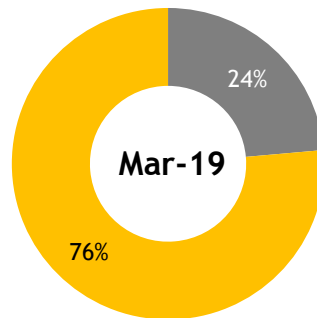
NPL (consolidated)



Special Mention Loans (consolidated)



Built up liquidity amidst market uncertainty and tightening liquidity outlook



Category	Percentage
Yellow	68%
Olive Green	17%
Grey	14%

Mar-19

Category	Percentage
Blue	80%
Grey	20%

MySaveR

Savings Account 100%++

Protection 24/7

Insurance Premium Rp0,-

Open a bank savings account, get health insurance directly.

- Free health insurance.
- No medical check-up.
- Can be awarded to family member.

Health insurance benefits are issued by PT Asuransi Allianz Life Indonesia.

☎ 69 811 🌐 www.maybank.co.id/mysaver

Terms & conditions apply.



 **Maybank**

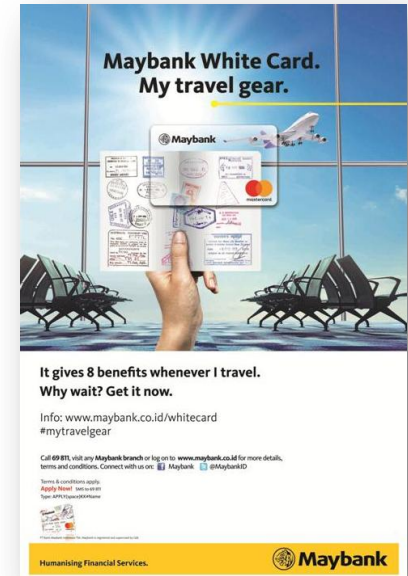
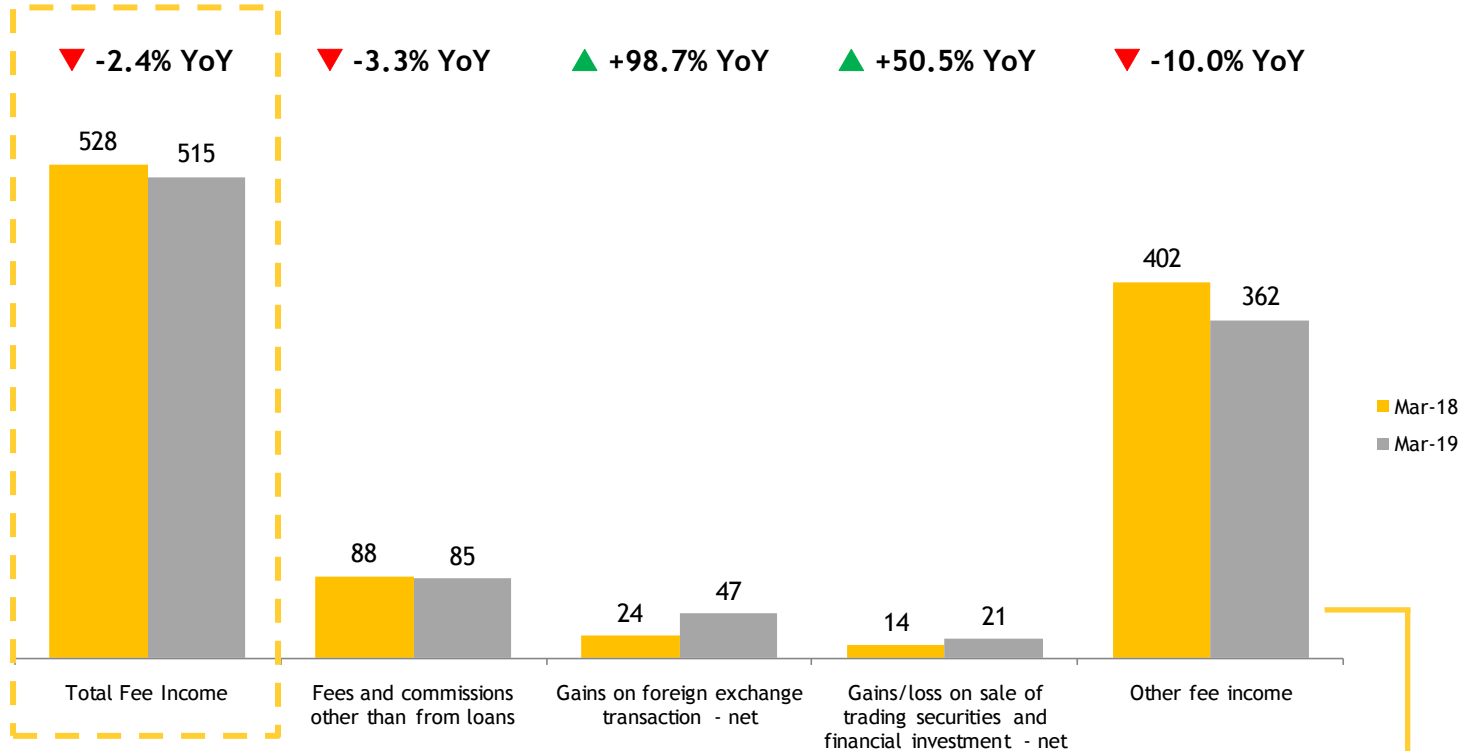
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Fee Income

Fee income down by 2.4% YoY although fees from Global Markets improved



Rp billion

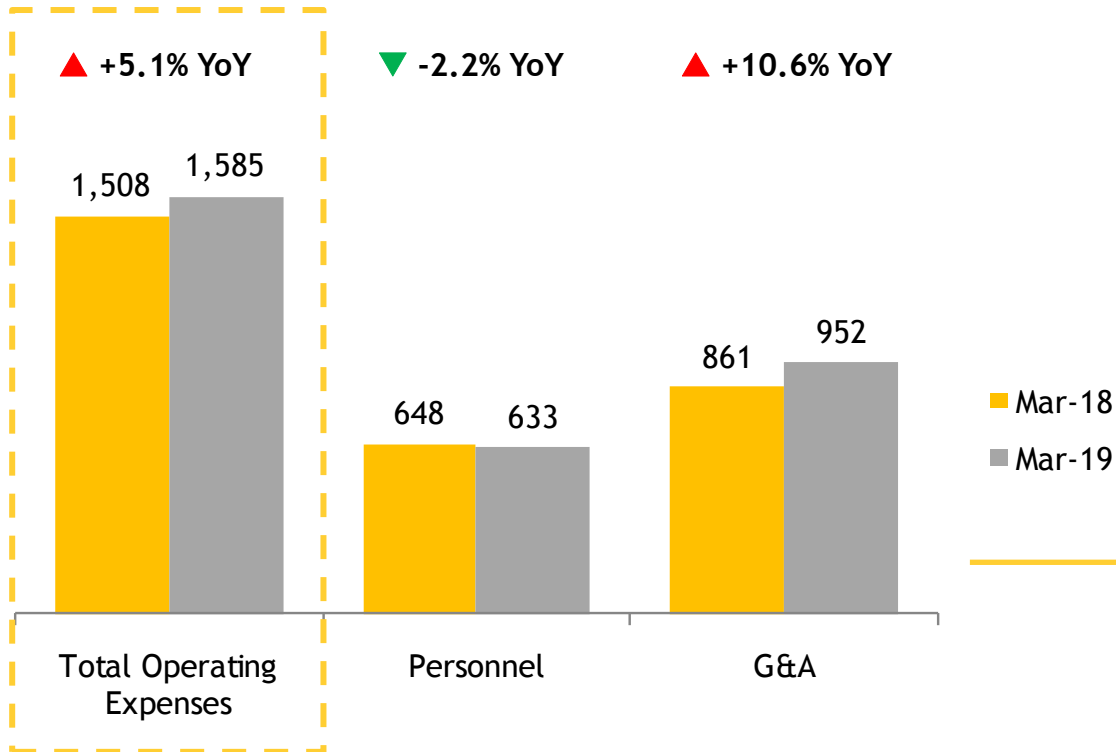


(in Rp billion)

Breakdown of Other Fee Income	Mar-19	Mar-18	YoY
Retail administration	57	57	0.8%
Loan administration	34	32	7.6%
Advisory fees	23	25	-9.6%
Collection of receivables previously written-off	63	43	47.7%
Credit card administration	16	18	-8.8%
Consumer financing receivables administration	113	149	-24.4%
Others	56	79	-29.2%
Total Other Fee Income	362	402	-10.0%

Operating Expenses

Rp billion



(in Rp billion)

Breakdown of G&A	Mar-19	Mar-18	YoY
General	528	413	28.1%
Rental	125	129	-3.0%
Depreciation and amortization	69	76	-8.6%
Repairs and maintenance fixed assets	70	69	0.8%
Others (include promotions and professional fees)	159	174	-8.5%
Total G&A	952	861	10.6%

Pengiriman Thailand Baht ke Thailand.
Bebas biaya outgoing remittance.

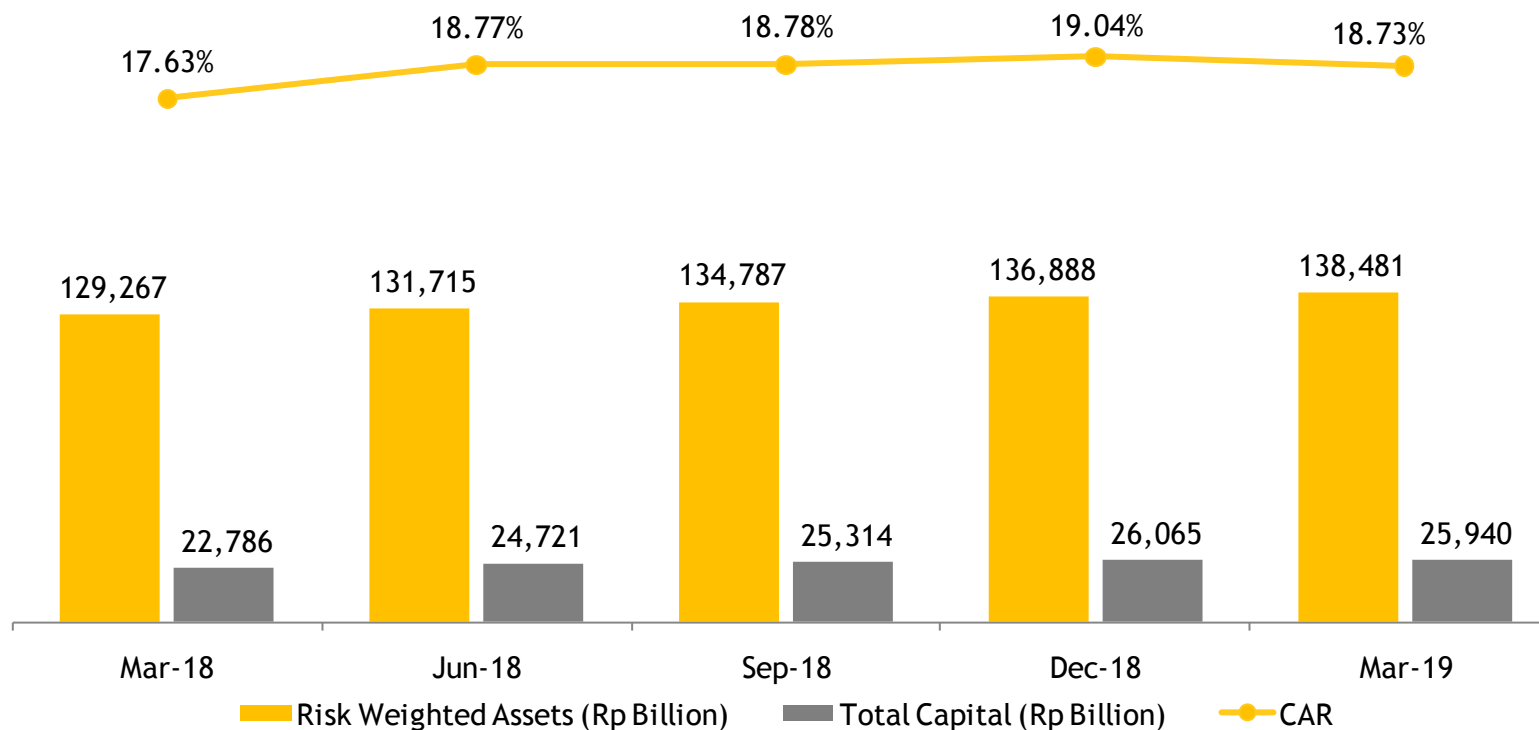


Lakukan pengiriman dana Thailand Baht (THB) ke Thailand melalui Maybank Indonesia dan dapatkan bebas biaya outgoing remittance*.

Periode promo: 1 Oktober 2018 – 31 Maret 2019
 Info: www.maybank.co.id/remittancethb

*untuk transaksi non full amount

Humanising Financial Services. 



Capital Ratios	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18	YoY	QoQ
Tier I	16.66%	16.85%	16.44%	16.27%	14.93%	1.73%	-0.19%
Tier II	2.07%	2.19%	2.34%	2.50%	2.70%	-0.63%	-0.12%
Total CAR	18.73%	19.04%	18.78%	18.77%	17.63%	1.11%	-0.31%

- On 29 March 2019, the Bank's Annual General Meeting of Shareholders approved the payment of cash dividends of Rp548.64 billion.

Balance Sheet - Consolidated



Rp billion	Mar-19	Dec-18	Mar-18	YoY	QoQ
Loans	135,833	133,349	122,518	10.9%	1.9%
Other Earning Assets	33,474	23,806	33,932	-1.3%	40.6%
Other Assets	19,123	20,377	19,325	-1.0%	-6.2%
Total Assets	188,431	177,533	175,775	7.2%	6.1%
Deposits from Customer	128,390	116,812	120,899	6.2%	9.9%
- Current Account	22,136	24,593	24,059	-8.0%	-10.0%
- Saving Account	18,575	19,895	23,989	-22.6%	-6.6%
- Time Deposit	87,679	72,324	72,851	20.4%	21.2%
Deposits from Other Banks	3,338	4,218	3,388	-1.5%	-20.9%
Borrowing	9,939	10,559	8,144	22.0%	-5.9%
Securities Issued	10,222	9,805	9,202	11.1%	4.3%
Subordinated Debt	3,294	3,294	5,292	-37.7%	0.0%
Other Liabilities	8,191	7,754	7,612	7.6%	5.6%
Total Liabilities	163,375	152,442	154,538	5.7%	7.2%
Equity (excl. Non-Controlling Interest)	24,669	24,718	20,909	18.0%	-0.2%
Non-Controlling Interest	387	373	329	17.7%	3.7%
Total Equity	25,056	25,091	21,237	18.0%	-0.1%

Financial Ratios



Consolidated	Mar-19 a	Dec-18 b	Mar-18 c	YoY (a-c)	Bank Only	Mar-19 a	Dec-18 b	Mar-18 c	YoY (a-c)
Profitability					Profitability				
Return On Assets	1.21%	1.74%	1.46%	-0.24%	Return On Assets	0.96%	1.48%	1.17%	-0.21%
Return On Equity (Tier 1)	7.19%	10.21%	9.60%	-2.41%	Return On Equity (Tier 1)	5.84%	9.47%	8.28%	-2.44%
Net Interest Margin	4.81%	5.24%	4.83%	-0.02%	Net Interest Margin	4.12%	4.35%	4.01%	0.11%
Efficiency & Productivity Ratio					Efficiency & Productivity Ratio				
Cost to Income Ratio	62.13%	58.10%	62.38%	-0.25%	Cost to Income Ratio	61.52%	56.71%	61.27%	0.25%
BOPO	88.82%	83.47%	84.18%	4.63%	BOPO	90.72%	83.85%	84.92%	5.80%
Earning Asset Quality					Earning Asset Quality				
Impaired Loans - Gross	3.29%	3.10%	3.57%	-0.28%	Impaired Loans - Gross	3.45%	3.23%	3.87%	-0.42%
Impaired Loans - Net	1.90%	1.81%	2.25%	-0.35%	Impaired Loans - Net	2.03%	1.92%	2.43%	-0.40%
NPL - Gross	2.89%	2.59%	3.02%	-0.12%	NPL - Gross	3.01%	2.66%	3.25%	-0.25%
NPL - Net	1.68%	1.50%	1.85%	-0.17%	NPL - Net	1.79%	1.57%	1.98%	-0.19%
Balance Sheets Structure					Balance Sheets Structure				
LDR	102.11%	109.75%	98.19%	3.92%	LDR	90.13%	96.46%	85.62%	4.51%
Modified LDR *)	84.48%	88.61%	80.80%	3.68%	Modified LDR *)	80.87%	85.12%	76.89%	3.99%
LCR	146.01%	124.94%	161.33%	-15.32%	LCR	145.77%	125.63%	163.22%	-17.45%
NSFR	109.72%	105.12%	112.08%	-2.36%	NSFR	110.73%	107.19%	113.30%	-2.57%
CASA to Total Funding	31.71%	38.09%	39.74%	-8.03%	CASA to Total Funding	32.21%	38.64%	39.85%	-7.64%
CAR	18.73%	19.04%	17.63%	1.11%	CAR	18.74%	19.09%	17.86%	0.88%

*) Modified LDR is based on internal calculation and defined as (Loans excl. BPR) / (Third Party Deposits + Borrowing + Securities Issued + Sub Debt)

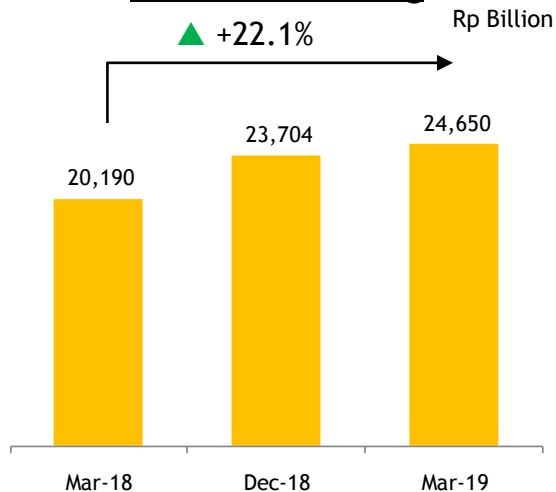
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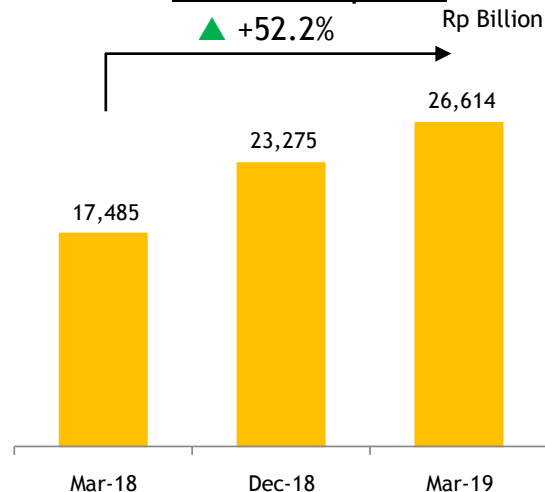
- Shariah Financing grew 22.1% to Rp24.6 trillion, contributing 18.1% to the Bank's consolidated loans.
- Shariah Deposits grew significantly by 52.2% to Rp26.6 trillion, contributing 20.7% to the Bank's consolidated customer deposits.
- Shariah Assets up by 21.7% to Rp32.9 trillion, contributing 17.5% to the Bank's consolidated assets
- NPF gross improved to 2.93% as at Mar-19 from 3.20% as at Mar-18.



Shariah Financing



Shariah Deposits



Shariah Assets

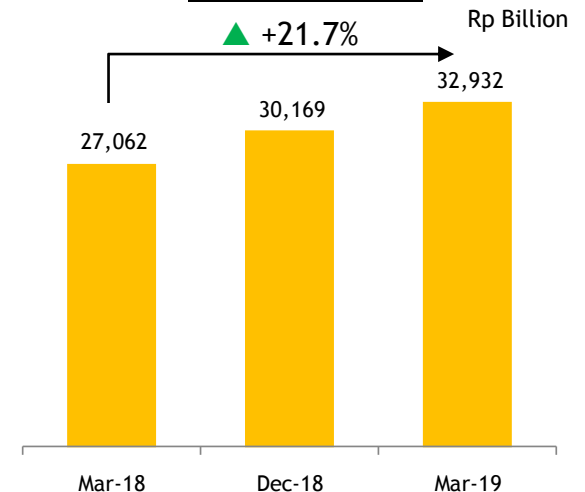
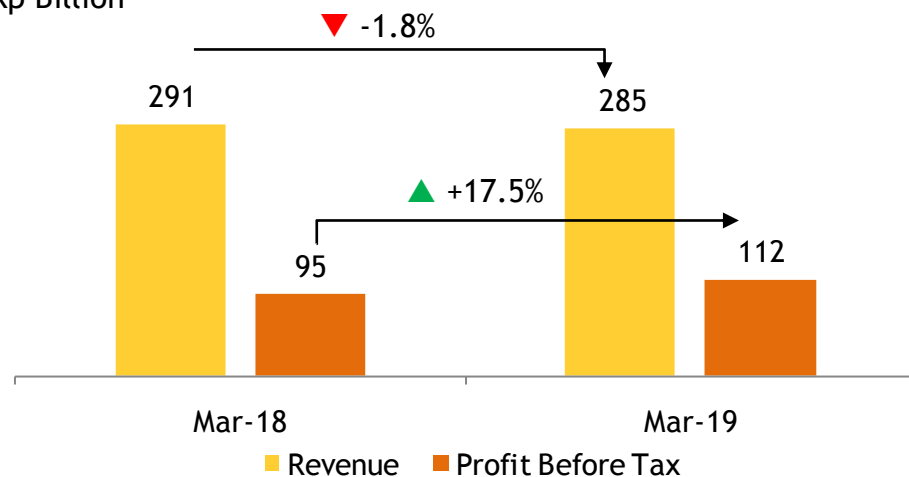


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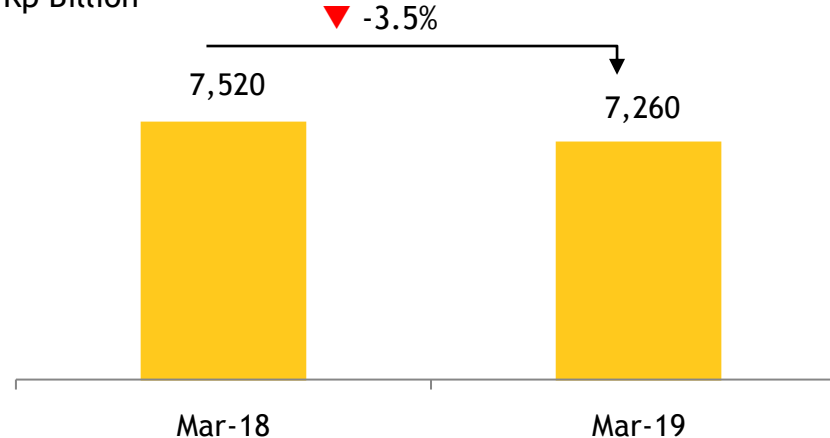
Revenue and Profit Before Tax

Rp Billion

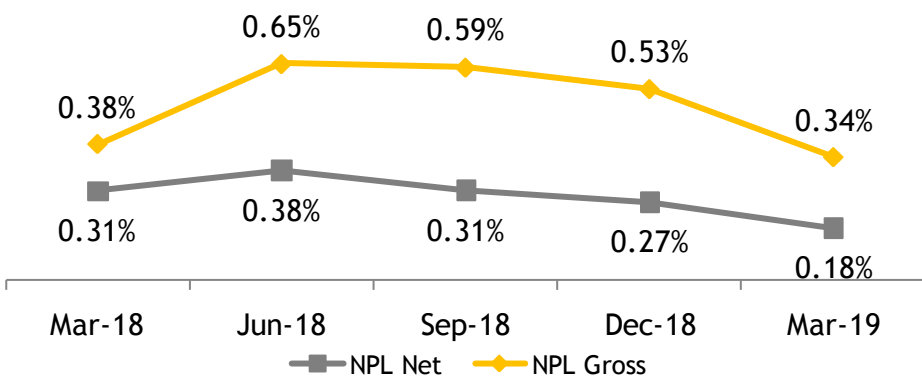


Financing

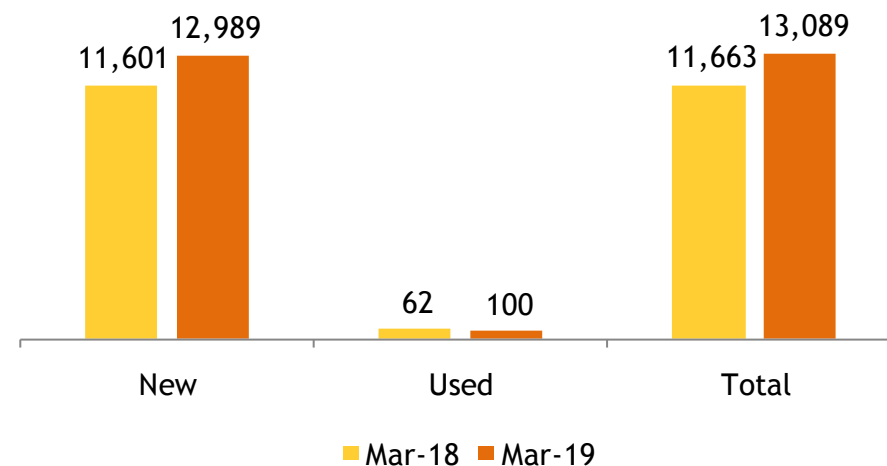
Rp Billion



Asset Quality

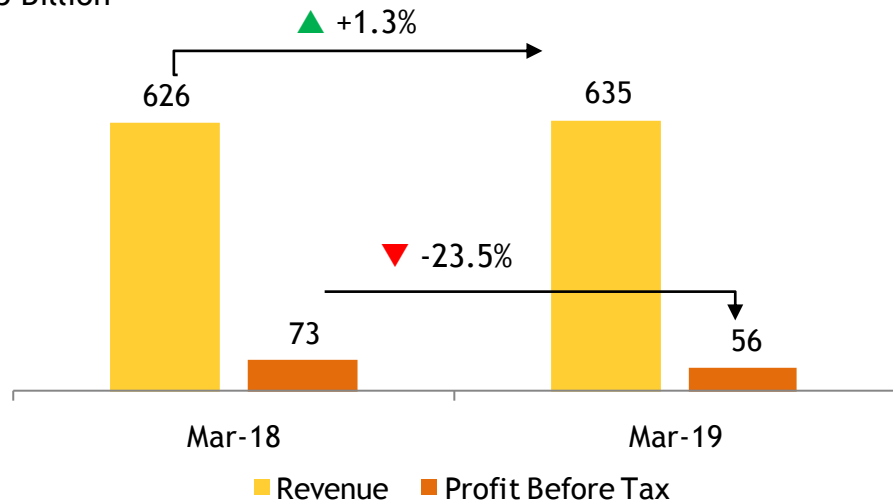


Unit Financing (unit)



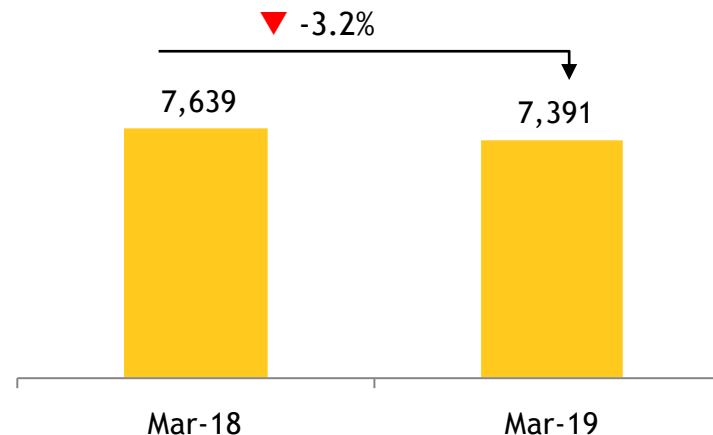
Revenue and Profit Before Tax

Rp Billion

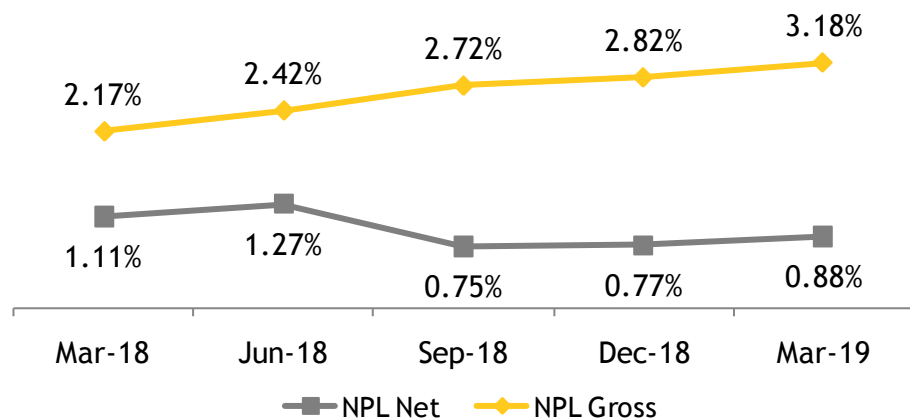


Financing

Rp Billion



Asset Quality



Unit Financing ('000 unit)

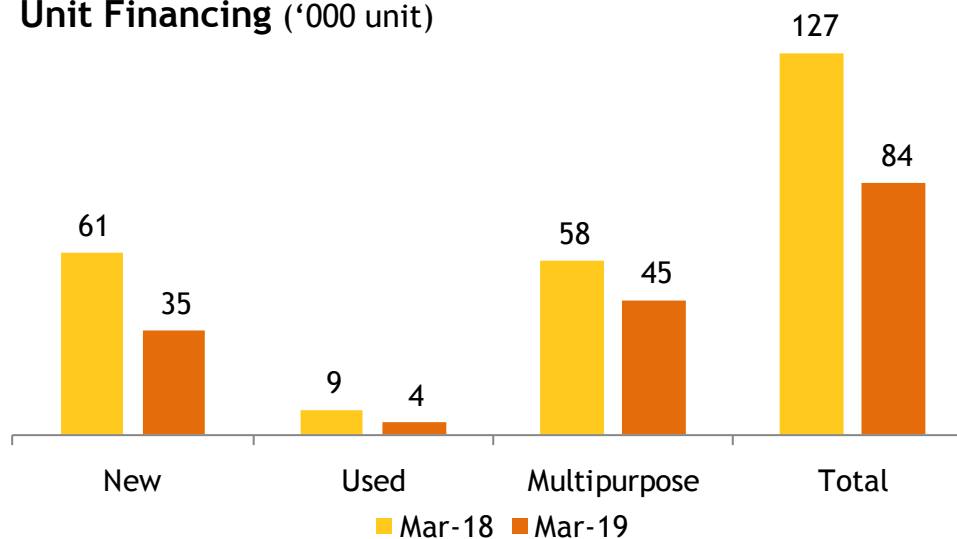


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Profile*

Established	:	15 May 1959
Total Assets	:	Rp188.4 Trillion
Total Equity	:	Rp25.1 Trillion
Market Capitalisation	:	Rp20.1 Trillion
Position in Indonesia	:	Rank #10 in terms of Assets Rank #9 in terms of Loans Rank #9 in terms of Deposits
# of Branches	:	608 $\left\{ \begin{array}{l} 384 \text{ (Maybank Indonesia)} \\ 192^{**} \text{ (WOM Finance)} \\ 32^{**} \text{ (Maybank Finance)} \end{array} \right.$
# of ATM & CDM	:	1,613 including 93 CDMs with over 20,000 ATMs connected in ATM PRIMA, ATM BERSAMA, ALTO, CIRRUS and connected to 3,500 Maybank ATMs in Singapore, Malaysia and Brunei
# of Employees	:	9,553 $\left\{ \begin{array}{l} 6,573 \text{ (Maybank Indonesia)} \\ 2,573 \text{ (WOM Finance)} \\ 407 \text{ (Maybank Finance)} \end{array} \right.$
# of Customers Lending	:	1.27 million
# of Customers Funding	:	1.71 million



Maybank Indonesia Head Office, Sentral Senayan 3,
Jakarta, Indonesia

* as of Mar 2019

** Including Sales Point Unit

Company Rating

FitchRatings

Long-Term Foreign-Currency IDR	BBB; Outlook Stable
Short-Term Foreign-Currency IDR	F2
Viability Rating	bb
Support Rating	2
National Long-Term Rating	AAA(idn); Outlook Stable
National Short-Term Rating	F1+(idn)
Sukuk Mudharabah	AAA (idn)
Subordinated Debt	AA (idn)



Corporate Rating	idAAA; Outlook Stable
Shelf Reg. Bond II	idAAA
Shelf Reg. Sukuk Mudharabah II	idAAA(sy)
Shelf Reg. Sukuk Mudharabah I	idAAA(sy)
Shelf Reg. Subordinated Debt II	idAA
Shelf Reg. Subordinated Debt I	idAA+

Shareholders





Datuk Abdul Farid bin Alias
President Commissioner



Edwin Gerungan
Commissioner



Budhi Dyah Sitawati
Independent Commissioner



Achjar Iljas
Independent Commissioner



Hendar
Independent Commissioner



Datuk Lim Hong Tat *)
Commissioner

* Appointed at EGM held on 18 Oct 2018 and will be effective after obtaining OJK approval



Taswin Zakaria
President Director



Thilagavathy Nadason
Director



Jenny Wiriyanto
Director



Eri Budiono
Director



Irvandi Ferizal
Director



Effendi
Director



Widya Permana
Director



Muhamadian
Director

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Maybank Sales Service Summit & Awards Night 2019

This annual event aims to communicate vision, target and strategy for year 2019 to all branches and to reward employees who achieved best performance. (24-25 Jan)



Press Conference & Analyst Briefing Full Year 2018 Result

Maybank Indonesia announced its 2018 profit after tax and minority interests (PATAMI) surged 21.6% to a new high of Rp2.2 trillion over the previous year. (18 Feb)



eMpowering Youth Across ASEAN Program in Indonesia

Maybank Indonesia and Maybank Foundation in collaboration with ASEAN Foundation conducted the eMpowering Youth Across ASEAN program which aims to inspire and encourage talented young people across ASEAN to volunteer and become initiators of positive change and assisted them who were engaged in social projects at alleviating poverty and empowering communities across ASEAN region. (17 Feb)



Maybank Economic Outlook 2019

Maybank Indonesia has successfully held the Macro Economic Outlook 2019 by presenting some renowned speakers such as Senior Deputy Governor Bank Indonesia Mirza Adityaswara, Maybank Chief Economist Suhaimi Ilias, Head of Finance Ministry's Fiscal Policy Agency Suahasil Nazara. (11 Mar)



Annual General Meeting of Shareholders

Maybank Indonesia held the Annual General Meeting of Shareholders (AGMS) at Maybank Indonesia Headquarters, Senayan, Jakarta. The AGMS approved dividend distribution of Rp548.64 billion or Rp7.19862 per share. (29 Mar)



Strategic Partnership Maybank Indonesia - Dukcapil

Maybank Indonesia extended its partnership agreement with Home Ministry's Directorate General of Population and Civil Registry (Dukcapil) on the utilization of ID number, population data, and electronic ID for Maybank Indonesia's banking service. (29 Mar)

MAYBANK BALI MARATHON

PUBLIC REGISTRATION OPEN ON
28 MARCH 2019

RACE DAY ON 8 SEPTEMBER 2019

The logo for the Maybank Bali Marathon 2019, featuring the Maybank logo and the text "BALI MARATHON 2019" with a running figure icon.



**MY BANK IS
MAYBANK!**

*Maybank wins hearts and
inspires confidence through
its commitment to treating
customers and staff with
respect.*

*We make humanising
financial services more than
just a promise but the way
we do business.*

Thank You



Maybank

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