# Maybank Indonesia

## Financial Results 1Q 2022 ended 31 March 2022



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### • **PBT and PATAMI** recorded at Rp562 billion and Rp388 billion, higher by 12.1% and 2.0% YoY respectively on the back of higher fee-based income, lower provisions, and efficiencies in interest expenses. • Fee income increased by 4.9% supported by increase in GM-related fees, fee income from subsidiaries, and loan **Earnings** administration fees. • Overhead costs effectively managed with marginal increase by 1.5% YoY. • Provisions decreased by 23.5% YoY to Rp212 billion. • NIM improved by 45bps YoY to 4.80% due to continued improvement in cost of funds. • Overall Loans growth declined by 2.2% YoY due to decrease in GB by 3.4% YoY and CFS Non-Retail by 8.9% YoY. Meanwhile RSME have consistently booked positive growth for the past quarters and grew 3.5% YoY and 1.9% QoQ. CFS Retail also managed to maintain its momentum, growing by 5.7% YoY and 1.9% QoQ supported by higher auto Loans Growth loans and mortgage. and Asset • Gross NPL improved to 3.93% and gross impaired loans ratio improved to 5.54% due to lower NPL and impaired loans balances despite loan balances were booked lower than a year ago. On QoQ basis, NPL and GIL ratio Quality increased mainly from slower loan growth. • The Bank continues to take proactive steps to support customers impacted by the pandemic through restructuring and rescheduling in order to maintain sound asset quality.

\*) 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.

# 1Q 2022 Executive Summary (2/2)



3 Liquidity and Funding Positions	<ul> <li>Funding profile improved as reflected in improvement CASA ratio to 47.13%. Total deposits decreased by 9.5% YoY mainly due to 18.9% decrease in TD, in line with the Bank's strategy to reduce high cost of funding. Meanwhile, CASA grew 4.1% YoY.</li> <li>The Bank will maintain its focus to reduce higher cost of funding through increased utilization of its digital banking and efforts undertaken to increase the number of operational accounts.</li> <li>Healthy liquidity indicators: Loan-to-Deposit Ratio (LDR - bank only) at 82.05% as of Mar-22. Liquidity Coverage Ratio (LCR - bank only) quarterly stood at 190.39% as of Mar-22, well above minimum requirement.</li> </ul>
4 Asset & Capital Position	<ul> <li>Total Assets declined by 8.0% YoY to Rp159.7 trillion.</li> <li>Strong capital position with CAR stood at 26.54% (Tier I at 25.37%).</li> <li>On 25 March 2022, the Bank's Annual General Meeting of Shareholders approved the payment of cash dividends Rp493.5 billion.</li> </ul>
5 Shariah Banking	<ul> <li>Shariah Banking total assets grew by 6.8% YoY in Mar-22, contributing 24% to the Bank's consolidated assets.</li> <li>Shariah financing growth experienced slight dip by 2.9% to Rp24.6 trillion from Rp25.3 trillion.</li> <li>Total Shariah deposit declined by 1.8% YoY due to drop in TD by 18.3%. However, Shariah CASA grew strong by 39.7% YoY. Subsequently Shariah CASA ratio improved to 40.59% in Mar-22 from 28.54% in Mar-21.</li> <li>The Financing-to-Deposit Ratio (FDR) stood at 84.27% in Mar-22 from 85.51% in Mar-21.</li> <li>Non-Performing Financing (NPF) gross stood at 3.97% in Mar-22 from 3.60% in Mar-21.</li> </ul>

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## Income Statement - Consolidated



Rp billion	1Q 2022	1Q 2021	YoY	4Q 2021	QoQ
Interest Income	2,497	2,866	-12.9%	2,543	-1.8%
Interest Expense	(750)	(1,118)	-32.9%	(776)	-3.3%
Net Interest Income	1,747	1,748	-0.1%	1,768	-1.2%
Non Interest Income	475	453	<b>4.9</b> %	616	-22.9%
Gross Operating Income	2,222	2,201	1.0%	2,384	-6.8%
Personnel	(689)	(655)	5.3%	(580)	18.8%
General & Administrative	(753)	(766)	-1.8%	(632)	<b>19.1%</b>
Operating Expenses	(1,442)	(1,421)	1.5%	(1,212)	18.9%
Operating Income before Provisions	780	780	0.0%	1,172	-33.5%
Provisions	(212)	(277)	-23.5%	(476)	-55.5%
Operating Income After Provision	568	502	13.0%	696	-18.4%
Non Operating Income / (Expenses)	(5)	(1)	524.6%	(5)	16.1%
Profit Before Tax & Minority Interest	562	501	12.1%	691	-18.6%
Tax & Minority Interest	(174)	(121)	44.0%	(108)	60.8%
Profit After Tax & Minority Interest (PATAMI)	388	381	2.0%	583	-33.4%

## Loans

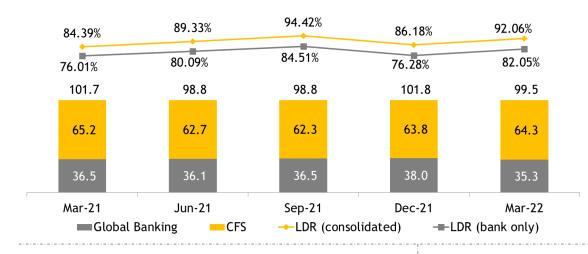
Overall loans declined YoY, however RSME & CFS Retail (supported by auto loans & mortgage) maintained its growth momentum

### LDR & Total Loans

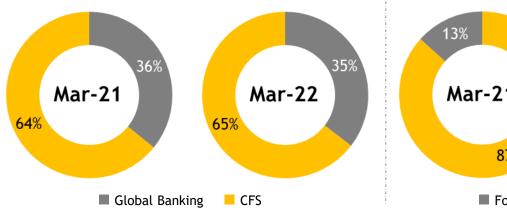
## Rp trillion



Rp trillion



## Loans Composition by Business Segment



## Loans Composition by Currency

35%	13%	14%
22	Mar-21	Mar-22
	87%	86%
	Foreign Exch	ange 📕 Rupiah

	Mar-22	Dec-21	Mar-21	YoY	QoQ
Global Banking	35.3	38.0	36.5	-3.4%	-7.1%
CFS	64.3	63.8	65.2	-1.5%	0.7%
CFS Non-Retail	29.3	29.5	32.2	<b>-8.9%</b>	-0.8%
Business Banking	11.8	12.0	14.5	-19.0%	-2.4%
SME+	5.1	5.2	5.6	<b>-9.7</b> %	-3.1%
RSME	12.5	12.2	12.0	3.5%	1.9%
CFS Retail	35.0	34.3	33.1	5.7%	1.9%
Auto Loan	16.3	15.9	15.9	2.7%	2.6%
Mortgage	15.6	15.3	14.1	10.8%	2.0%
CC + Personal Loan	2.5	2.6	2.6	-3.5%	-2.1%
Other loan	0.6	0.6	0.5	3.8%	-1.2%
Total	99.5	101.8	101.7	-2.2%	-2.2%

cash remard Cicilan bebas bunaa bank Nikmati juga solusi transaksi perbankan untuk kemudahan eli mobil impian dengan ajukar dan kenyamanan bisnis Anda. nk KPM dan ba Ringankan cicilan KPR hingga bebas bunga dengan saldo tabungan Kamu. Proses cep å mudah ngga Rp1 jut Ajukan Maybank KPR sekarang! ode hingga 30 Juni 2022 Ajukan sekarang di sini. www.maybank.co.id/korbebasbunga www.maybank.co.id/SME #MyBank #MyBank #MyBank manising **@ Maybank @ Maybank** Humanising Financial Services. Maybank Humanising Financial Services

\*) OS of CFS non-retail and GB in 2021 have been adjusted with portfolio re-segmentation between non-retail and GB in 2022

# Asset Quality

Improvement on asset quality YoY is due to lower NPL and impaired loans balances despite overall loan balances were lower. On QoQ basis, NPL and GIL ratio increased mainly from slower loan growth.



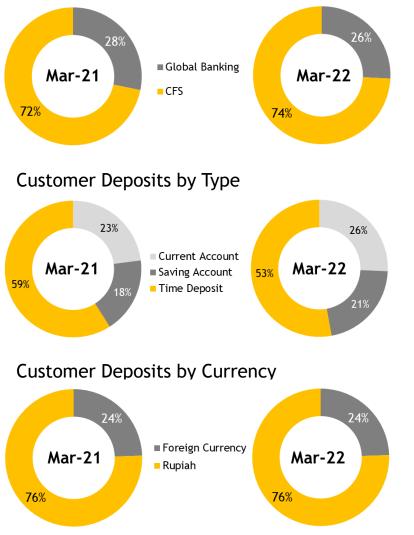


## **Customer Deposits**

CASA improved YoY supported by sustained reduction in cost of fund



### Customer Deposits by Business Segment



### Customer Deposits Breakdown

Rp trillion	Mar-22	Dec-21	Mar-21	YoY	QoQ
Current Account	27.2	32.4	26.9	1.1%	-15.9%
Saving Account	22.7	21.9	21.1	<b>7.9</b> %	<b>3.8</b> %
CASA	50.0	54.3	48.0	4.1%	- <b>7.9</b> %
Time Deposit	56.0	60.6	69.1	-18.9%	-7.6%
Total	106.0	114.9	117.1	-9.5%	-7.8%
CASA Ratio	47.13%	47.23%	40.99%	6.14%	-0.09%

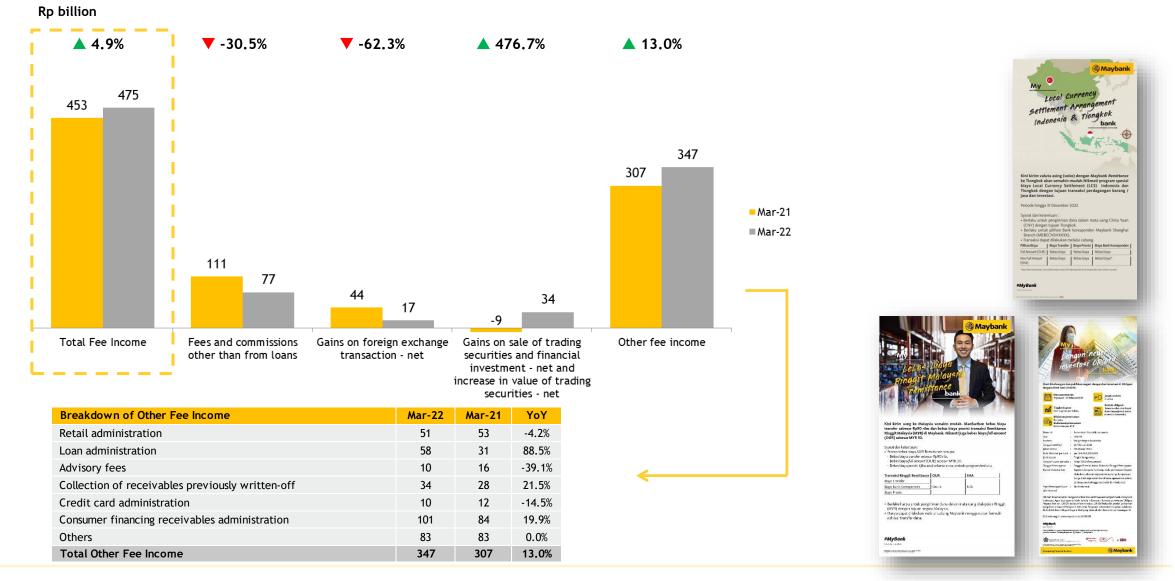




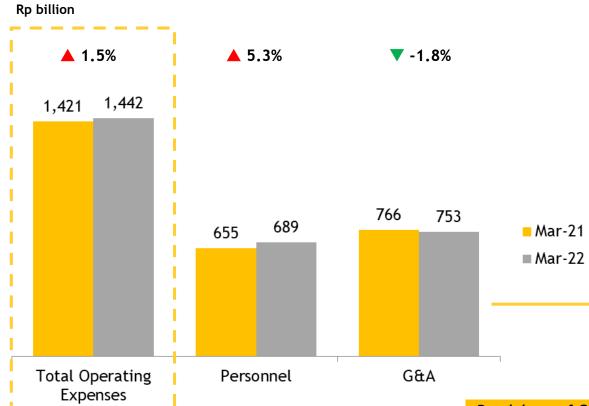


## Fee Income





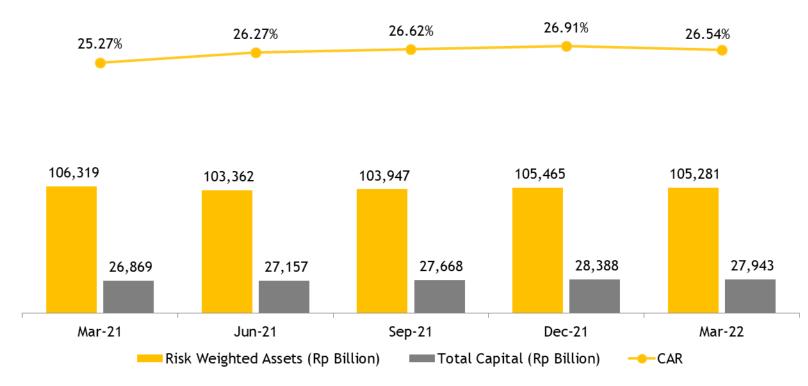
# Operating Expenses (Opex) Opex effectively managed with 1.5% YoY increase



Breakdown of G&A	Mar-22	Mar-21	YoY
General	350	415	-15.7%
Rental	17	16	8.0%
Depreciation and amortization	120	125	-3.8%
Repairs and maintenance fixed assets	89	89	-0.5%
Others (include promotions and professional fees)	176	121	45.8%
Total G&A	753	766	-1.8%







Capital Ratios	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	YoY	QoQ
Tier I	23.85%	24.95%	25.37%	25.70%	25.37%	1.52%	-0.34%
Tier II	1.42%	1.32%	1.25%	1.21%	1.17%	-0.24%	-0.04%
Total CAR	25.27%	26.27%	26.62%	26.91%	26.54%	1.27%	-0.37%

## Balance Sheet - Consolidated



Rp billion	Mar-22	Dec-21	Mar-21	ΥοΥ	QoQ
Loans	99,519	101,771	101,744	-2.2%	-2.2%
Other Earning Assets	45,829	52,688	58,792	-22.0%	-13.0%
Other Assets	14,398	14,300	13,172	9.3%	0.7%
Total Assets	159,746	168,758	173,708	-8.0%	-5.3%
Deposits from Customer	105,984	114,899	117,071	-9.5%	-7.8%
- Current Account	27,220	32,361	26,917	1.1%	-15 <b>.9</b> %
- Saving Account	22,735	21,904	21,070	<b>7.9</b> %	3.8%
- Time Deposit	56,029	60,634	69,084	-1 <b>8.9</b> %	-7.6%
Deposits from Other Banks	5,634	5,162	9,057	-37.8%	<b>9.</b> 1%
Borrowing	5,791	6,917	3,285	76.3%	-16.3%
Securities Issued	5,323	5,305	6,403	-16.9%	0.3%
Subordinated Debt	799	799	2,298	-65.2%	0.0%
Other Liabilities	7,759	6,950	8,442	<b>-8.</b> 1%	11.6%
Total Liabilities	131,291	140,033	146,556	-10.4%	-6.2%
Equity (attributable to equity holders)	28,024	28,301	26,758	4.7%	-1.0%
Minority Interest	432	424	394	<b>9.6</b> %	1.8%
Total Equity	28,456	28,725	27,151	4.8%	-0.9%

## **Financial Ratios**



Consolidated	Mar-22 a	Dec-21 b	Mar-21 c	YoY (a-c)	Bank Only	Mar-22 a	Dec-21 b	Mar-21 c	YoY (a-c)
Profitability					Profitability				
Return On Assets	1.41%	1.32%	1.15%	0.25%	Return On Assets	1.02%	1.00%	0.89%	0.13%
Return On Equity (Tier 1)	5.93%	6.29%	6.00%	-0.07%	Return On Equity (Tier 1)	4.62%	5.31%	5.15%	-0.53%
Net Interest Margin	4.80%	4.69%	4.35%	0.45%	Net Interest Margin	3.75%	3.95%	3.67%	0.08%
Efficiency & Productivity Ratio					Efficiency & Productivity Ratio				
Cost to Income Ratio	64.92%	59.92%	64.81%	0.12%	Cost to Income Ratio	69.29%	61.93%	67.76%	1.53%
BOPO	80.92%	82.90%	84.87%	-3.95%	BOPO	82.87%	84.94%	86.49%	-3.62%
Earning Asset Quality					Earning Asset Quality				
Impaired Loans - Gross	5.54%	5.29%	5.68%	-0.14%	Impaired Loans - Gross	6.07%	5.82%	6.08%	-0.01%
Impaired Loans - Net	3.40%	3.22%	3.33%	0.07%	Impaired Loans - Net	3.74%	3.55%	3.57%	0.18%
NPL - Gross	3.93%	3.69%	4.16%	-0.23%	NPL - Gross	4.28%	4.04%	4.42%	-0.14%
NPL - Net	2.76%	2.56%	2.44%	0.32%	NPL - Net	3.03%	2.82%	2.59%	0.44%
Balance Sheets Structure					Balance Sheets Structure				
LDR	92.06%	86.18%	84.39%	7.67%	LDR	82.05%	76.28%	76.01%	6.04%
Modified LDR *)	78.45%	74.40%	71.54%	6.91%	Modified LDR *)	74.00%	69.47%	67.22%	6.79%
LCR	192.20%	183.97%	204.15%	-11.95%	LCR	190.39%	183.23%	202.04%	-11.65%
NSFR	106.74%	108.82%	118.64%	-11.90%	NSFR	105.94%	109.72%	119.19%	-13.25%
CASA	47.13%	47.23%	40.99%	6.14%	CASA	47.31%	47.42%	41.12%	6.19%
CAR	26.54%	26.91%	25.27%	1.27%	CAR	25.58%	26.38%	24.74%	0.84%

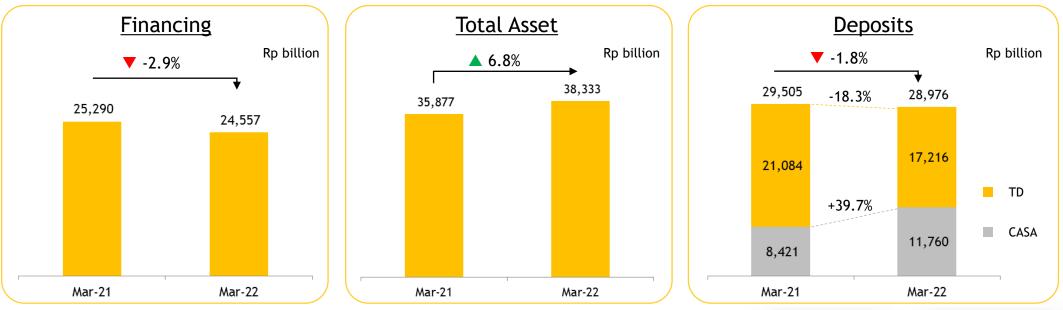
\*) Modified LDR is based on internal calculation and defined as (Loans excl. BPR) / (Third Party Deposits + Borrowing + Securities Issued + Sub Debt)

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## Shariah Banking Unit



- Shariah Banking Unit assets increased by 6.8% to Rp38.3 trillion, contributing 24.0% to the Bank's consolidated assets.
- Shariah Banking Unit deposits down by 1.8% to Rp29.0 trillion. However CASA grew strong by 39.7% and subsequently CASA ratio improved to 40.59% from 28.54%.
- NPF gross and net stood at 3.97% and 2.68% respectively as of Mar-22.
- Financing to Deposit Ratio (FDR) stood at 84.27% from 85.51% a year earlier.





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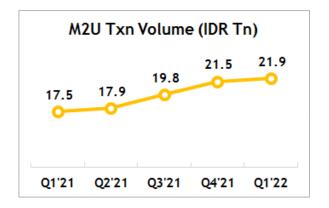
# Key Highlight of Digital Initiatives 1Q 22

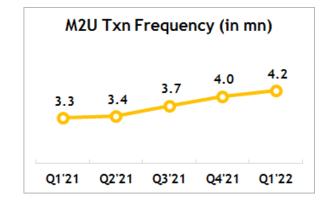
M2U transaction growth trend are maintained and more features have been launched

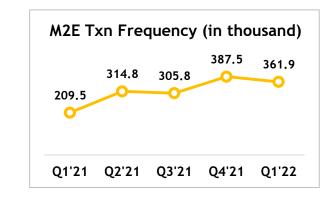




- M2U monetary transactions frequency reach more than 4 million in Q1 22, grow by more than 14% YoY.
- Funding volume through M2U reach more than IDR 5 trillion and grow by more than 24% YoY as of end of Q1 22.
- by more than 80% YoY.
- Over 120K total Maybank QR Pay merchants as of end Q1 22.
- IDR 179
- Current account average balance in Q1 22 maintained at IDR 22.9 trillion, grow 9% YoY.







## New Features Launched in 1Q 22







Monitor and manage all customer financial portfolio (funding, lending, investment and other assets) through M2U ID App

### **Expense Tracker**



Monitor and manage all expenses for better financial and spending management through M2U ID App

#### **Goal Based Investment**



Plan for future spending and needs with optimal saving and investment recommendation from M2U

#### **Mutual Fund Switching**



Customer can now do Switching transaction to switch between funds without the need to go through sell and buy transaction to optimize their portfolio

#### Foreign Currency Transfer



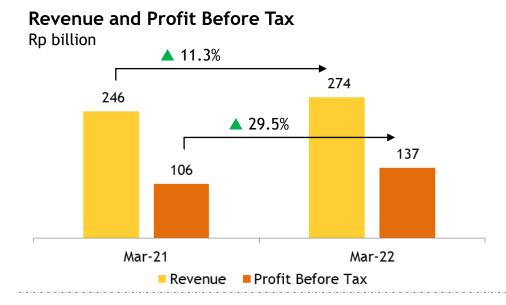
With M2U ID App, customer can now do foreign currency transfer with amount >USD25,000, making transaction through M2U easier and more convenient.

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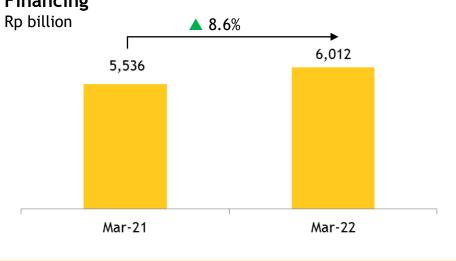
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## **Maybank Finance**

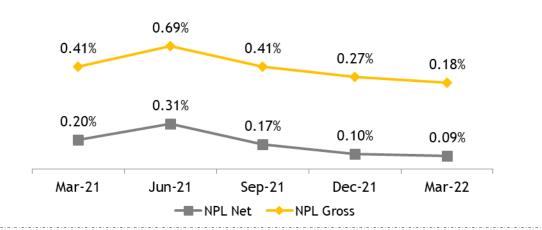




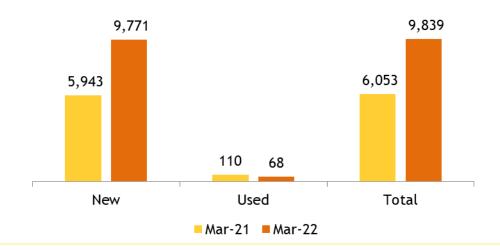




### **Asset Quality**

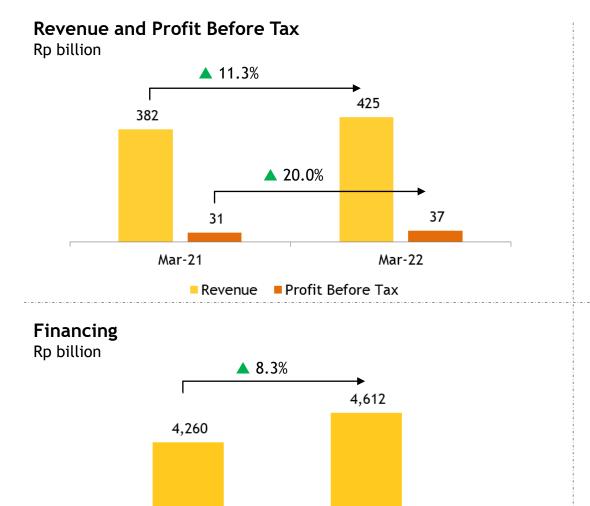


### **Unit Financing** (unit)



## WOM Finance

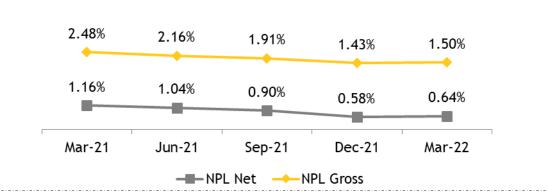




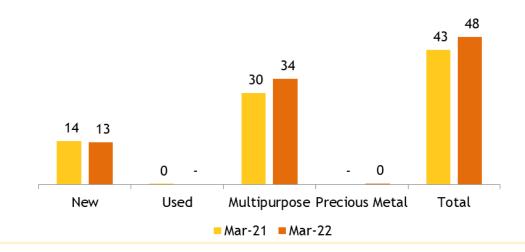
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### Asset Quality



### **Unit Financing** ('000 unit)



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## Loan Restructuring due to Covid-19 Pandemic Progress Update



- Maybank Indonesia (MBI) has engaged all of its Non-Retail debtors, i.e. its corporate customers and CFS Non Retail (RSME, SME+ & BB) customers to assess their business conditions and proactively engage them on restructuring
- Restructuring proposals are reviewed and approved in the respective CRCs (Credit Restructuring Committee)
- There is also a separate Retail & RSME Working Group (comprising Risk, Business, Ops, Finance) leading the restructuring efforts for these segments

% Debtors Impacted by Covid-19*	% of OS to total loan balance (as of Mar 22)
Mortgage	15.8%
Auto	3.2%
Credit Cards & Personal Loans	2.7%
RSME	18.9%
SME+	20.6%
Business Banking	20.8%
GB	19.5%
Total	17.5%

- For the retail credit, Bank has some key initiatives to accelerate the restructuring process as follows :
  - a) Customer can apply for restructuring via email to customer care or Consumer Loan Officer (for Mortgages).
  - b) Approval and confirmation of restructure application for mortgage can also be done via call recording, where agreement sign-off will be sent via courier for completion.
  - c) For Credit Card customers, option for balance conversion can be done via phone call (recording) without face to face process.
  - d) Maybank Web Site is also now an additional channel for customers to apply for restructuring since June 2020.
  - e) Additional resources from sales and credit underwriting team has been allocated for recovery team to speed up restructure process.

^ Excluding subsidiaries

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## Sustainability Commitment

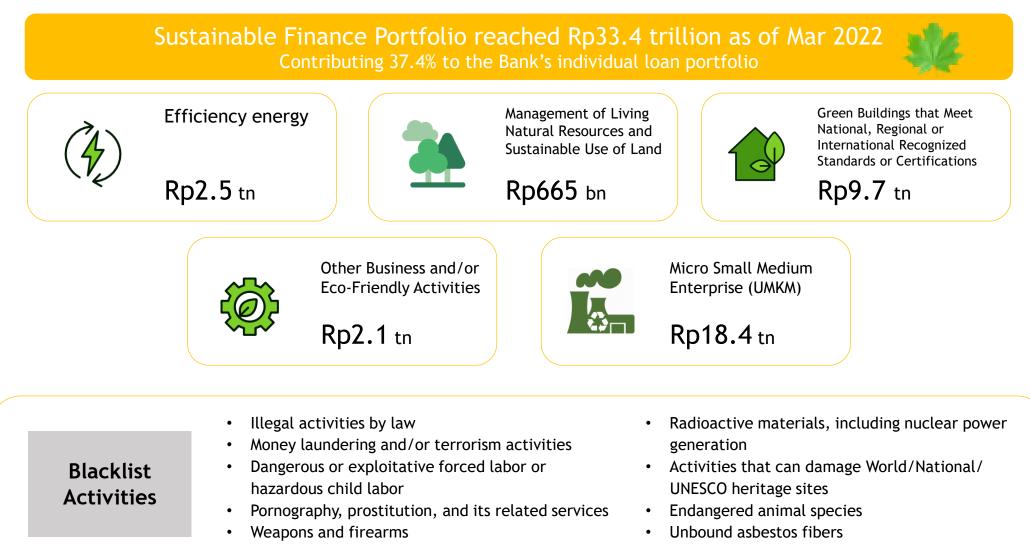


## Maybank Indonesia Sustainability Commitment ا



## Sustainable Finance Portfolio





• Gambling, games, and similar business entities

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## Profile



#### **Profile\*** Established 15 May 1959 : Rp159.7 trillion **Total Assets** : **Total Equity** Rp28.5 trillion : Market Capitalization Rp23.2 trillion : Rank #12 in terms of Assets Position in Indonesia\*\* Rank #13 in terms of Loans : Rank #12 in terms of Deposits (Maybank Indonesia) 355 164\*\*\* (WOM Finance) # of Branches 553 : 34\*\*\* (Maybank Finance) 998 with over 20,000 ATMs connected in ATM PRIMA, ATM # of ATM BERSAMA, ALTO, CIRRUS and connected to 3,500 Maybank : ATMs in Singapore, Malaysia, and Brunei 6,282 (Maybank Indonesia) 1,993 (WOM Finance) 326 (Maybank Finance) # of Employees 8,601 -: # of Customers Lending 648 thousand 1.7 million # of Customers Funding



\* As of Mar 2022

\*\* As of Dec 2021

\*\*\* Including Sales Point Unit

## Company Ratings & Shareholdings



#### **Company Ratings** Shareholding Structure As of March 2022 **Fitch**Ratings **Maybank** As of January 2022 Malayan Banking Berhad National Long-Term Rating AAA(idn); Stable Outlook National Short-Term Rating F1+(idn) Sorak Financial Maybank Offshore Corporate Public Subordinated Debt AA (idn) Holdings Pte. Ltd. Services (Labuan) Sdn Bhd 45.02% 33.96% 21.02% PEFIND CREDIT RATING AGENCY Maybank As of March 2022 idAAA; Stable Outlook PT Bank Maybank Indonesia Tbk **Corporate Rating** Shelf Reg. Bond III idAAA Shelf Reg. Bond II idAAA Shelf Reg. Subordinated Debt II idAA Maybank Finance WOMFinance a member of 🐲 Maybank Group 67.49% 99.99%

## **Board of Commissioners**





Dato' Sri Abdul Farid Alias\* President Commissioner



**Dato' Khairussaleh Ramli^** President Commissioner



Edwin Gerungan Commissioner



Datuk Lim Hong Tat Commissioner



Dato' Zulkiflee Abbas Abdul Hamid<sup>#</sup> Commissioner



Budhi Dyah Sitawati Independent Commissioner



Achjar Iljas Independent Commissioner



Hendar Independent Commissioner



Putut Eko Bayuseno Independent Commissioner

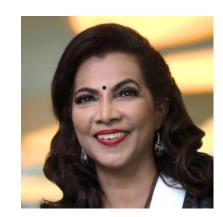
- \* Effective resign as of 1 May 2022
- ^ Effective serve as of 1 May 2022 and after obtaining approval from OJK
- <sup>#</sup> Effective after obtaining approval from OJK

## **Board of Directors**





Taswin Zakaria President Director



Thilagavathy Nadason Director



**Irvandi Ferizal** Director



**Effendi** Director



**Muhamadian** Director



**Widya Permana** Director



**Steffano Ridwan** Director



**Ricky Antariksa** Director



David Formula\* Director

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## Events in 1Q 2022





Maybank Indonesia Sharia Business Unit (UUS) Holds Shariah Paper Competition about Sharia Economy

Maybank Indonesia UUS held a panel discussion webinar with the theme "Contribution of Sharia Banking in Stimulating National Economic Growth", followed by paper competition announcement, aimed to generate new ideas regarding how the sharia finance and economic sector can play a broader role. (27 Jan)

#### Maybank Syariah Collaborates with Dompet Dhuafa to Distribute Clean Water in Remote Areas of Gunung Kidul

Maybank Syariah and Dompet Dhuafa collaborated to provide a clean water source through the Air untuk Kehidupan (AUK) program in Gunung Kidul. The water supply is expected to meet the residents' basic needs and is developed to support their economic activities. (10 Feb)

#### Maybank Indonesia Provides RDN Service in Capital Market

Maybank Indonesia partners with Kustodian Sentral Efek Indonesia (KSEI) in providing Customer Fund Account (RDN) services for customers, both individuals and companies, in trading or investing in securities/stock instruments as a payment bank for securities companies in order to settle securities transactions. (16 Mar)

#### Maybank Indonesia Holds Annual General Meeting of Shareholders (AGMS) and Public Expose

Maybank Indonesia held its AGMS and Public Expose at Senayan, Jakarta. The AGM approved the audited Consolidated Financial Statements for the financial year ended 31 December 2021 and approved the use of net profit for the 2021 financial year. The Bank also held Public Expose at the same day to convey the latest update and financial performace to investors, public, and media. (25 Mar)

#### Maybank Marathon Returns in 2022

Maybank Indonesia will again hold the Maybank Marathon on 28 August 2022 at the Bali Safari and Marine Park, Gianyar, Bali. The Maybank Marathon 2022 in Bali includes competition categories of Marathon (42k), Half-Marathon (21k), and 10k. (30 Mar)

## CSR Activities in 1Q 2022





#### Maybank Indonesia Hands Over Houses & Community Center to Earthquake Survivors in Central Sulawesi

Maybank Indonesia held a symbolic handover of houses and community centres to the earthquake victims in Central Sulawesi. The assistance is realized through a collaboration between Maybank Indonesia and the Habitat for Humanity Indonesia foundation, which has built permanent houses and a community centre to serve as shelter for earthquake survivors in Jono Oge village, Central Sulawesi. (27 Jan)

#### Virtual RISE (Reach Independence and Sustainable Entrepreneurship) 2.0 Program for People with Disabilities

Maybank Indonesia and Maybank Foundation with People System Consultancy continue the implementation eight series of RISE 2.0 training for basic and standard level through digital platform in the current COVID-19 outbreak. This training was participated by 96 participants of PwD & marginalized community from West Java and East Java. This program has been conducted from 24-28 January 2022 and the program will be held until 2023.

#### Integrated Agricultural Education at SD Kanisius Kenalan

Maybank Indonesia continues the implementation of school adoption program of integrated agricultural education & optimizing yard functions to improve community welfare at SD Kanisius Kenalan. This month 150 polybags of chili plants has started to seed and prepare 100 planting tools for spinach by students. The duration of this program is from September 2019 - September 2022.

#### Empowering the Disability Community Through Micro Financing Program with PUSPADI Bali

Maybank Indonesia continues the implementation micro-financing program to increase the entrepreneurial spirit and economy through the funds provided by the PUSPADI worth Rp150,000,000. This program's duration is from September 2019 - September 2022.

#### Global Money Week (GMW) Maybank Indonesia

Maybank Indonesia held Global Money Week (GMW), an annual global awareness-raising campaign regarding the importance of young people, especially participants in the internship program, to have understanding about financial literacy and banking education. (25 Mar)

# Thank You



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