Maybank Indonesia

Financial Results
1Q 2021 ended 31 March 2021



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1Q 2021 Executive Summary* (1/2)



1

Earnings

- **PBT** and **PATAMI** booked at Rp501 billion and Rp381 billion, or down by 31.8% and 29.3% YoY respectively mainly due to reduced income from the reduction in loans and slowdown in business activities during the pandemic. This was slightly offset by efficiencies in interest expenses and overhead expenses.
- On a QoQ basis, PATAMI has improved by 127.6% as a result of the Bank capitalizing on selective opportunities in an improving market through its digital banking services.
- Fee-based income lower by 24.2% to Rp453 billion due to lower Global Market fees. However, the Bank saw strong growth in Bancassurance income by 89.7% and Wealth Management income by 33.8%.
- Continued to manage costs effectively as overheads reduced by 11.4%.
- NIM decreased to 4.35% due to decrease in loan yields, in line with the reduction in Bank Indonesia rates and the loan restructuring program to assist customers whose businesses and incomes were impacted by the Covid-19 pandemic. However, the Bank managed to reduce its cost of funds through continue focus on growing CASA to better mitigate pressure on margins.

2

Loans Growth and Asset Quality

- Loans down by 17.2% YoY due to decrease in CFS by 21.5% (CFS Non-Retail and CFS retail decreased by 23.3% and 19.4% YoY respectively). Mortgage managed to book 0.4% QoQ positive growth as the Bank refined its target market to generate loans cautiously. BB and RMSE also booked positive growth MTD in Mar-21. Meanwhile GB loan decreased by 6.8% YoY mainly from LLC segment. The overall decline in loans growth is still affected by the pandemic.
- Gross NPL and impaired loans deteriorated YoY to 4.16% and 5.68% respectively as of Mar-21. The deterioration is mainly due to lower loan balance (denominator) as the NPL and impaired balance were booked lower compared to a year ago.
- Maybank Indonesia will continue to proactively support its customers facing challenges, and focus efforts on restructuring eligible loans to ensure their sustainability and going concern as well as maintain the Bank's 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 2021 Executive Summary (2/2)



Liquidity and Funding Positions

- Funding profile improved as reflected in improvement **CASA** ratio to 40.99%. Total deposits marginally down by 0.1% driven by lower TD by 5.9%. Meanwhile CASA increased by 9.6% driven by a strong 23.3% Current Account growth, in line with the Bank's strategy to reduce higher cost of funding through increased utilization of its digital banking and efforts undertaken to increase the number of business operational accounts.
- Healthy liquidity indicators: Loan-to-Deposit Ratio (LDR bank only) at 76.01% as of Mar-21. Liquidity Coverage Ratio (LCR bank only) quarterly stood at 202.04% as of Mar-21, well above minimum requirement.
- 4 Capital Position
- Total Assets declined by 4.3 % YoY to Rp173.7 trillion.
- Strong capital position with CAR stood at 25.27% (Tier I at 23.85%).

5

Shariah Banking

- Shariah Banking continued to book a sound growth in total financing and assets, which grew by 3.5% and 12.9% respectively in Mar 2021.
- Total Sharia Banking deposits increased 13.2% to Rp29.5 trillion, driven by a healthy 42.6% growth in Shariah CASA.
- The Financing-to-Deposit Ratio (FDR) stood at 85.51% in Mar-21 from 93.80% in Mar-20.
- Non-Performing Financing (NPF) level to 3.60% (gross) and 2.37% (net) in Mar-21 from 2.33% (gross) and 1.84% (net) as of Mar-20.

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Income Statement - Consolidated

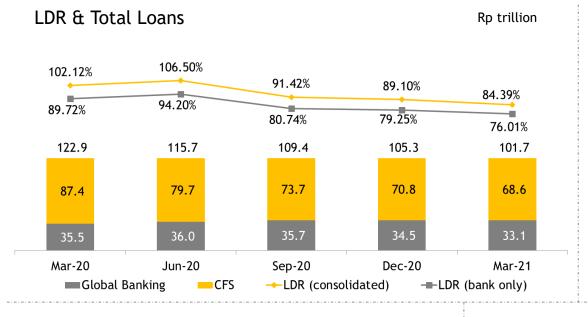


Rp billion	1Q 2021	1Q 2020	YoY	4Q 2020	QoQ
Interest Income	2,866	3,554	-19.4%	2,923	-2.0%
Interest Expense	(1,118)	(1,530)	-26.9%	(1,276)	-12.4%
Net Interest Income	1,748	2,024	-13.7%	1,647	6.1%
Non Interest Income	453	598	-24.2%	650	-30.2%
Gross Operating Income	2,201	2,622	-16.1%	2,297	-4.2%
Personnel	(655)	(658)	-0.5%	(596)	9.9%
General & Administrative	(766)	(946)	-19.0%	(699)	9.6%
Operating Expenses	(1,421)	(1,604)	-11.4%	(1,295)	9.7%
Operating Income before Provisions	780	1,017	-23.4%	1,001	-22.2%
Provisions	(277)	(280)	-0.9%	(630)	-56.0%
Operating Income After Provision	502	738	-31.9%	372	35.2%
Non Operating Income / (Expenses)	(1)	(3)	-67.0%	(6)	-86.6%
Profit Before Tax & Minority Interest	501	735	-31.8%	365	37.3%
Tax & Minority Interest	(121)	(197)	-38.6%	(198)	-38.9%
Profit After Tax & Minority Interest (PATAMI)	381	538	-29.3%	167	127.6%

Loans

The overall decline in loans growth is still affected by the pandemic



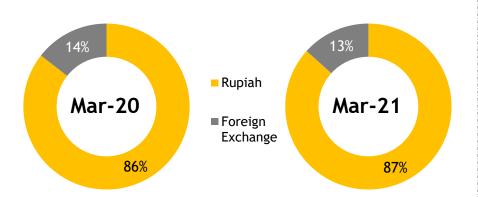


Loans Portfolio Breakdown*

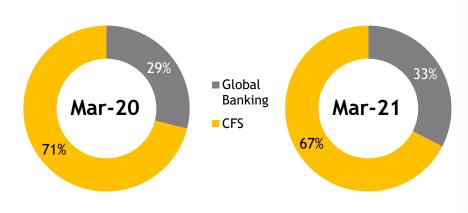
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	Mar-21	Dec-20	Mar-20	YoY	QoQ
Global Banking	33.1	34.5	35.5	-6.8%	-4.0%
CFS	68.6	70.8	87.4	-21.5%	-3.0%
CFS Non-Retail	35.5	36.7	46.3	-23.3%	-3.3%
Business Banking	17.9	18.2	24.9	-28.1%	-1.7%
SME+	5.6	6.0	7.0	-20.4%	-6.9%
RSME	12.0	12.5	14.4	-16.5%	-3.8%
CFS Retail	33.1	34.0	41.1	-19.4%	-2.8%
Auto Loan	15.9	16.8	22.9	-30.9%	-5.8%
Mortgage	14.1	14.0	14.6	-3.8%	0.4%
CC + Personal Loan	2.6	2.7	3.1	-13.9%	-1.5%
Other loan	0.5	0.5	0.5	16.7%	2.2%
Total	101.7	105.3	122.9	-17.2%	-3.4%

Loans Composition by Business Segment



Loans Composition by Currency







Asset Quality

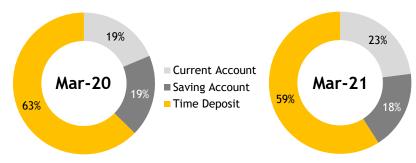


The deterioration is mainly due to lower loan balance (denominator) as the NPL and impaired balance were booked lower compared to a year ago



Customer Deposits CASA ratio exceeds 40% as the Bank continued to reduce cost of fund

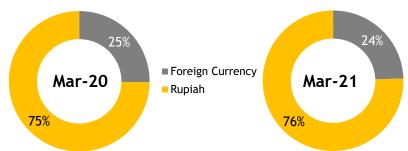
Customer Deposits by Business Segment



Customer Deposits by Type



Customer Deposits by Currency





Customer Deposits Breakdown

Rp trillion	Mar-21	Dec-20	Mar-20	YoY	QoQ
Current Account	26.9	24.6	21.8	23.3%	9.4%
Saving Account	21.1	21.2	21.9	-3.9%	-0.5%
CASA	48.0	45.8	43.8	9.6%	4.8%
Time Deposit	69.1	69.2	73.4	-5.9%	-0.2%
Total	117.1	115.0	117.2	-0.1%	1.8%
CASA Ratio	41.0%	39.8%	37.4%	3.6%	1.2%



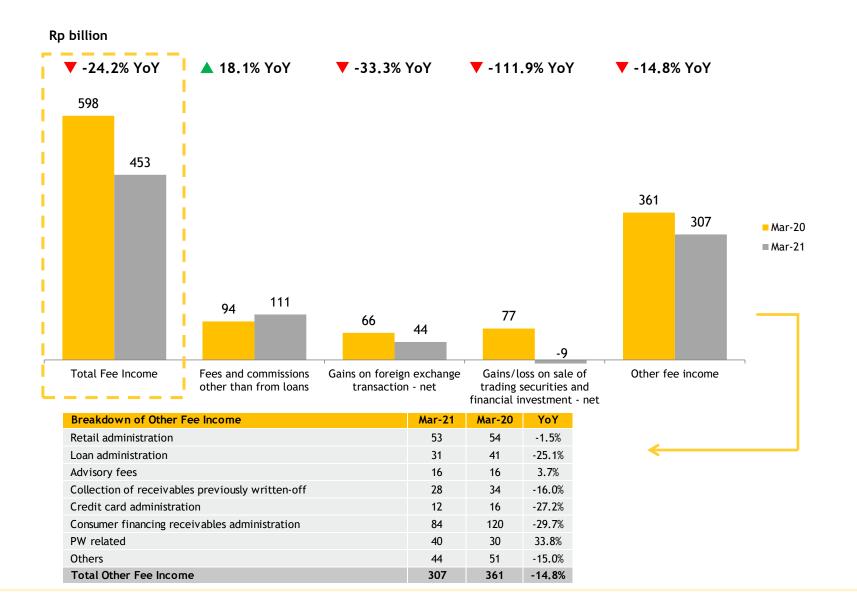






Fee Income



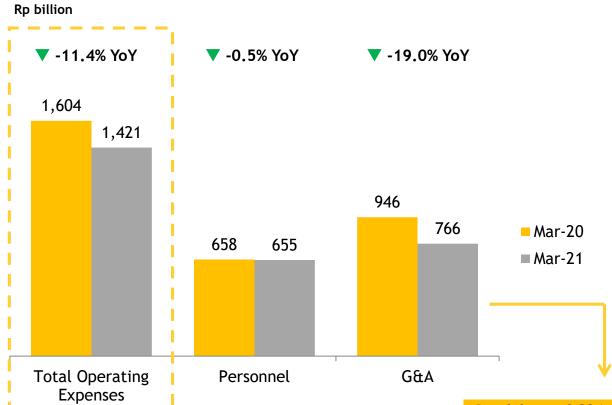






Operating Expenses (Opex) Opex effectively managed and declined by 11.4% yoy

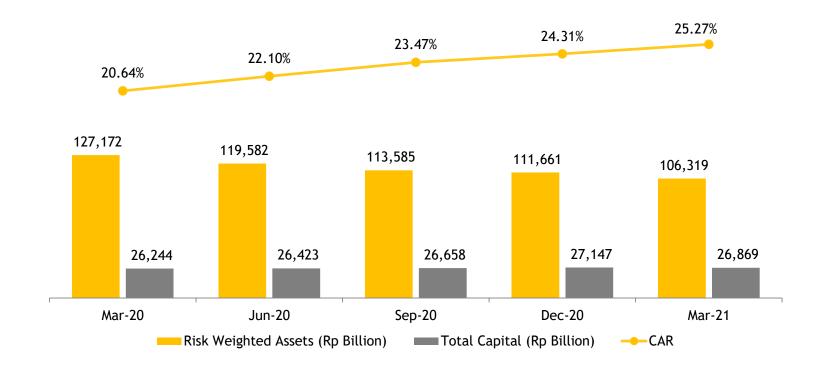




Breakdown of G&A	Mar-21	Mar-20	YoY
General	415	507	-18.1%
Rental	16	54	-70.1%
Depreciation and amortization	125	118	6.1%
Repairs and maintenance fixed assets	89	77	16.3%
Others (include promotions and professional fees)	121	191	-36.7%
Total G&A	766	946	-19.0%

Strong Capital Position





Capital Ratios	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21	YoY	QoQ
Tier I	18.88%	20.44%	21.85%	22.80%	23.85%	4.96%	1.04%
Tier II	1.76%	1.66%	1.62%	1.51%	1.43%	-0.34%	-0.08%
Total CAR	20.64%	22.10%	23.47%	24.31%	25.27%	4.63%	0.96%

Balance Sheet - Consolidated



Rp billion	Mar-21	Dec-20	Mar-20	YoY	QoQ
Loans	101,744	105,271	122,944	-17.2%	-3.4%
Other Earning Assets	58,792	54,053	40,406	45.5%	8.8%
Other Assets	13,172	13,900	18,118	-27.3%	-5.2%
Total Assets	173,708	173,224	181,468	-4.3%	0.3%
Deposits from Customer	117,071	115,003	117,184	-0.1%	1.8%
- Current Account	26,917	24,602	21,833	23.3%	9.4%
- Saving Account	21,070	21,183	21,936	-3.9%	-0.5%
- Time Deposit	69,084	69,218	73,415	-5.9%	-0.2%
Deposits from Other Banks	9,057	8,236	4,382	106.7%	10.0%
Borrowing	3,285	6,042	9,817	-66.5%	-45.6%
Securities Issued	6,403	6,393	9,608	-33.4%	0.2%
Subordinated Debt	2,298	2,298	2,296	0.1%	0.0%
Other Liabilities	8,442	8,029	12,529	-32.6%	5.1%
Total Liabilities	146,556	146,001	155,817	-5.9%	0.4%
Equity (attributable to equity holders)	26,758	26,838	25,249	6.0%	-0.3%
Minority Interest	394	386	402	-2.0%	2.0%
Total Equity	27,151	27,224	25,651	5.8%	-0.3%

Financial Ratios



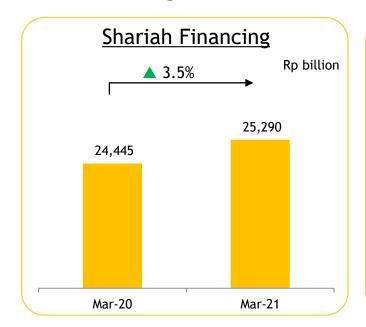
Consolidated	Mar-21 a	Dec-20 b	Mar-20 c	YoY (a-c)	Bank Only	Mar-21 a	Dec-20 b	Mar-20 c	YoY (a-c)
Profitability					Profitability				
Return On Assets	1.15%	1.04%	1.62%	-0.47%	Return On Assets	0.89%	0.82%	1.37%	-0.49%
Return On Equity (Tier 1)	6.00%	5.13%	8.96%	-2.96%	Return On Equity (Tier 1)	5.15%	4.30%	7.84%	-2.69%
Net Interest Margin	4.35%	4.55%	4.96%	-0.60%	Net Interest Margin	3.67%	3.79%	4.12%	-0.45%
Efficiency & Productivity Ratio					Efficiency & Productivity Ratio				
Cost to Income Ratio	64.81%	59.66%	61.49%	3.32%	Cost to Income Ratio	67.76%	61.05%	64.44%	3.32%
ВОРО	84.87%	87.83%	82.27%	2.60%	ВОРО	86.49%	88.98%	82.73%	3.75%
Earning Asset Quality					Earning Asset Quality				
Impaired Loans - Gross	5.68%	5.24%	5.04%	0.64%	Impaired Loans - Gross	6.08%	5.68%	5.51%	0.57%
Impaired Loans - Net	3.33%	3.15%	3.11%	0.22%	Impaired Loans - Net	3.57%	3.43%	3.42%	0.15%
NPL - Gross	4.16%	4.00%	3.65%	0.51%	NPL - Gross	4.42%	4.13%	3.97%	0.46%
NPL - Net	2.44%	2.49%	2.16%	0.27%	NPL - Net	2.59%	2.52%	2.39%	0.21%
Balance Sheets Structure					Balance Sheets Structure				
LDR	84.39%	89.10%	102.12%	-17.73%	LDR	76.01%	79.25%	89.72%	-13.71%
Modified LDR *)	71.54%	74.27%	83.52%	-11.98%	Modified LDR *)	67.22%	69.81%	79.32%	-12.10%
LCR	204.15%	212.63%	158.17%	45.98%	LCR	202.04%	214.13%	154.15%	47.89%
NSFR	118.64%	115.07%	108.61%	10.03%	NSFR	119.19%	116.10%	107.40%	11.79%
CASA	40.99%	39.81%	37.35%	3.64%	CASA	41.12%	40.07%	37.71%	3.41%
CAR	25.27%	24.31%	20.64%	4.64%	CAR	24.74%	24.25%	20.53%	4.21%

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

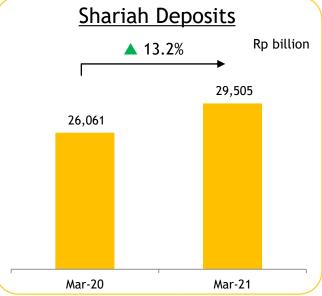
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Shariah Banking









- Shariah Financing increased by 3.5% to Rp25.3 trillion, contributing 24.9% to the Bank's consolidated loans.
- Shariah Assets increased by 12.9% to Rp35.9 trillion, contributing 20.7% to the Bank's consolidated assets.
- Overall shariah deposits up by 13.2% to Rp29.5 trillion in which CASA grew significantly by 42.6% YoY and improved CASA ratio from to 28.54% from 22.65%. Shariah deposits contributed 25.2% to the Bank's consolidated customer deposits.
- NPF gross and net stood at 3.60% and 2.37% respectively as of Mar-21.





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Digital Initiatives



M2U

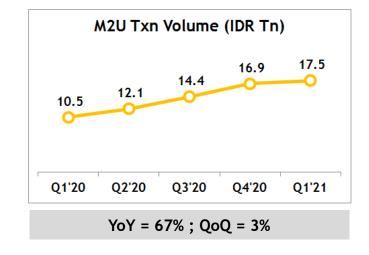
- 56% YoY growth in the number of M2U App monetary transactions with more than 3 million transaction in Q1 2021.
- Transaction volume from M2U App and Web reach IDR 17.5 Th in Q1 2021, grow by 67% YoY.

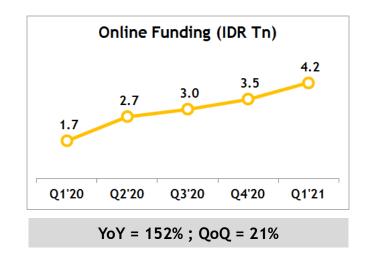
Digital Onboarding

- In Q1 2021, more than 32K funding accounts opened digitally through M2U with volume reach more than IDR 4.2 trillion, grow 152% YoY.
- More than 26K new accounts register for M2U in Q1 2021.

QR Pay

- QR Pay transactions conducted through M2U in Q1 2021 reach more than 320K transactions grow from 24K transactions in Q1 2020.
- Over 62K total Maybank QR Pay merchants as of Q1 2021.







New Features Launched in 1Q 2021





Secure 2u for More Convenient & Secure Transaction

 To improve customer experience in transacting using M2U, Maybank launch Secure2u for more convenient, faster and secure transaction. With Secure2u, customer only need to use Secure2u passcode to do transaction, no need to wait for SMS TAC/OTP anymore.





Bancassurance STP

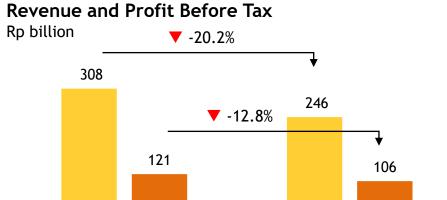
• In February 2021, Maybank launched online Health Insurance purchase feature on M2U to strengthen M2U positioning as the one stop financial solution App. With M2U, customer can easily purchase health insurance fully online, without the need for physical interaction.



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Maybank Finance

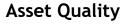
Mar-20

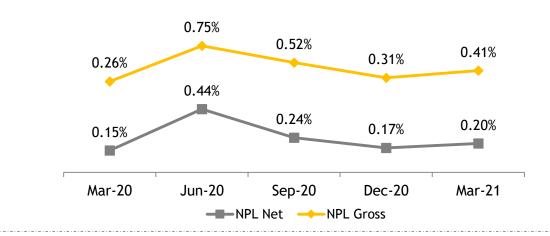


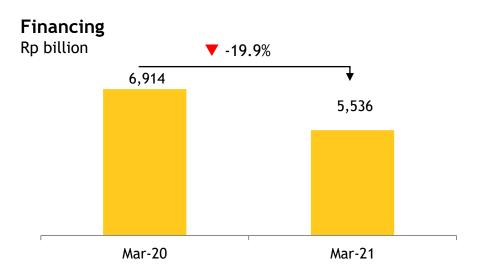


Mar-21



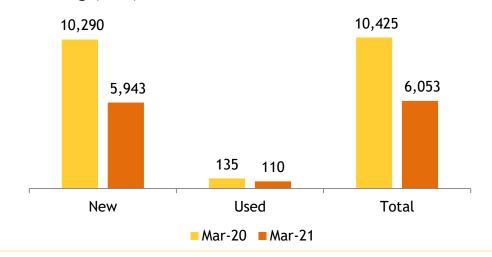






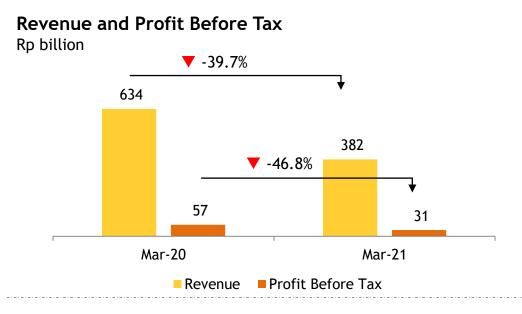
■ Revenue ■ Profit Before Tax

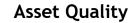
Unit Financing (unit)

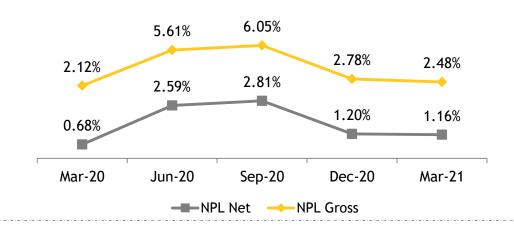


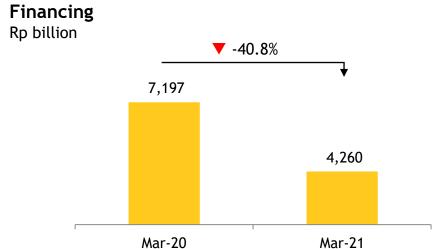
WOM Finance

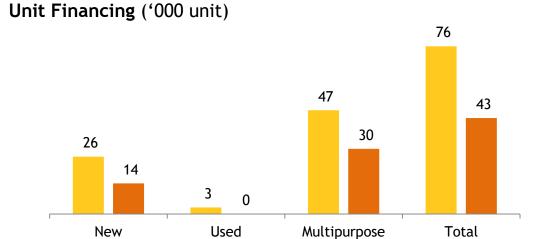












■Mar-20 ■Mar-21

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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 21)
Mortgage	19.6%
Auto	11.4% ^{*)}
Credit Cards & Personal Loans	11.3%
RSME	22.7%
SME+	20.8%
Business Banking	11.6%
GB	25.1%
Total	19.7%

- 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 24

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Profile



Profile*

Established 15 May 1959

Rp173.7 trillion **Total Assets**

Total Equity Rp27.2 trillion

Market Capitalization Rp27.6 trillion

Rank #11 in terms of Assets

Position in Indonesia** Rank #11 in terms of Loans

Rank #11 in terms of Deposits

(Maybank Indonesia) 174*** (WOM Finance) # of Branches

of Customers Lending 1.6 million



⁽Maybank Finance) 1,312 including 75 CDMs with over 20,000 ATMs connected in ATM PRIMA, ATM BERSAMA, ALTO, CIRRUS # of ATM & CDM and connected to 3,500 Maybank ATMs in Singapore, Malaysia and Brunei 6,519 (Maybank Indonesia) 1,899 (WOM Finance) 348 (Maybank Finance) # of Employees 750 thousand # of Customers Funding

As of Mar 2021

As of Dec 2020

Including Sales Point Unit

Company Ratings & Shareholdings



Company Ratings

FitchRatings

As of February 2021

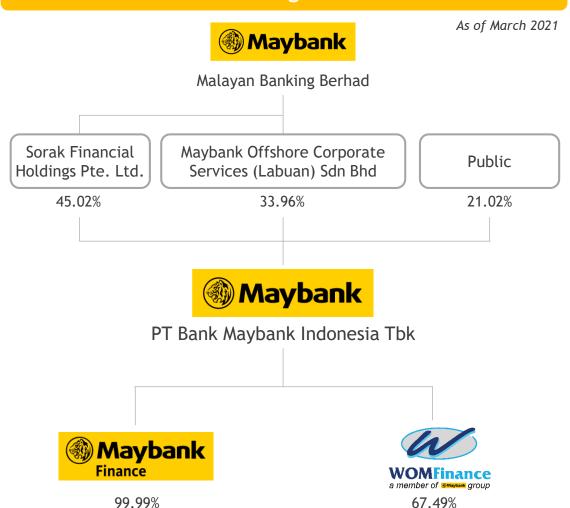
Long-Term Foreign-Currency IDR	BBB; Stable Outlook
Short-Term Foreign-Currency IDR	F2
Viability Rating	bb
Support Rating	2
National Long-Term Rating	AAA(idn); Stable Outlook
National Short-Term Rating	F1+(idn)
Subordinated Debt	AA (idn)



As of March 2021

Corporate Rating	_{id} AAA; Stable Outlook
Shelf Reg. Bond III	idAAA
Shelf Reg. Bond II	idAAA
Shelf Reg. Subordinated Debt II	idAA

Shareholding Structure



Board of Commissioners





Datuk Abdul Farid bin Alias President Commissioner



Edwin Gerungan Commissioner



Datuk Lim Hong Tat Commissioner



Budhi Dyah Sitawati Independent Commissioner



Achjar Iljas Independent Commissioner



Hendar Independent Commissioner



Putut Eko Bayuseno* Independent Commissioner

Board of Directors





Taswin Zakaria
President Director



Thilagavathy Nadason Director



Irvandi FerizalDirector



Effendi Director



MuhamadianDirector



Widya Permana Director



Steffano Ridwan Director



Ricky Antariksa Director



David Formula*
Director

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Events & Awards in 1Q 2021













Maybank Indonesia - Shariah Business Unit (UUS) Awarded as The Best Shariah Unit Bank

Shariah Business Unit (UUS) Maybank Indonesia has been awarded as the Best Shariah Unit Bank at the Iconomics Syariah Award 2021. The award was granted to 83 players in the Islamic financial industry who have a good track record in financial performance, risk profile, corporate governance, among others. (29 Jan)

Maybank Indonesia Won The Satisfaction, Loyalty, & Engagement Awards 2021

Maybank Indonesia was awarded "Peringkat IV Best Overall SLE 2021" in the BUKU III category at the 4th Satisfaction, Loyalty, & Engagement Awards 2021 from Infobank Magazine and Marketing Research Indonesia (MRI). The award was given based on the results of a survey conducted by MRI and Infobank to 1,540 respondents across eight major cities including Jakarta, Surabaya, Bandung, Semarang, Medan, Balikpapan/Samarinda, Makassar and Palembang. (9 Feb)

Indonesia's Most Popular Digital Financial Brands Award 2021

Maybank Indonesia brought home awards from Indonesia's Most Popular Digital Financial Brands Award (Millennials' Award) 2021 by Iconomics. The appreciation was given to companies in the financial services industry with the highest popularity level based on the understanding and appreciation of millennial youth. (26 Feb)

Maybank Indonesia Continues to Expanding Sharia-Based Banking Services with New Sharia Branch Offices

To increase market penetration, the UUS Maybank Indonesia now operates 18 Sharia Branch Offices (KC), including the two recently-opened Sharia KCs in Jambi and Malang, East Java. The Bank plans to open several other new Sharia Branch Offices by the end of 2021. (24 March)

Maybank Indonesia's Annual General Meeting of Shareholders

Maybank Indonesia held its Annual General Meeting of Shareholders (AGM) at Senayan, Jakarta. The AGM approved the audited Consolidated Financial Statements for the financial year ended 31 December 2020. In addition, the AGM also approved the appointment of David Formula as Director and Putut Eko Bayuseno as Independent Commissioner of the Bank. (26 March)

CSR Activites in 1Q 2021













Virtual RISE (Reach Independence and Sustainable Entrepreneurship) 2.0 Program for People with Disabilities from East Java, West Java & East Nusa Tenggara Maybank Indonesia and Maybank Foundation with People System Consultancy continue the implementation 4 series of RISE 2.0 online training and participated by 130 disabled entrepreneurs in the current COVID-19 outbreak. This program aims to increase the capability of micro-SME businesses for people with disabilities and create an independent disabled community through business development and good financial planning. (18-22 and 25-29 Jan).

Maybank Syariah and Dompet Dhuafa Distribute Hundreds of PPE

Through synergy in the campaign program with Dompet Dhuafa, Maybank Syariah raised funds and donations distributed in the form of Personal Protective Equipment (PPE) packages for several COVID-19 hospitals in several provinces. (9 Feb)

Permanent House & Community Center Construction for Disaster Victims

Maybank Indonesia and Maybank Group in collaboration with Habitat for Humanity Indonesia are building ten permanent shelter and one community center for Central Sulawesi Earthquake and Tsunami disaster response. Community Center will be built in Jono Oge village, District of Sigi. This development begins in January 2021 and will be completed in January 2022.

Optimizing Yard Functions to Improve Community Welfare at SD Kanisius Kenalan

Maybank Indonesia implements school adoption programs for creating a productive yard to improve economic welfare and develop schools as integrated agricultural learning centers at SD Kanisius Kenalan of which the activities are carried out online. 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 with a value of Rp150,000,000. This program's duration is from September 2019 - September 2022.

Thank You



PT Bank Maybank Indonesia Tbk

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