Maybank Indonesia

Financial Results
9M 2022 ended 30 September 2022



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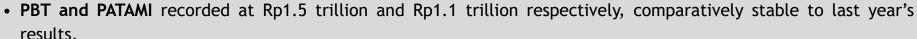
9M 2022 Executive Summary* (1/2)

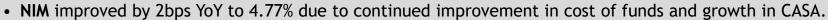


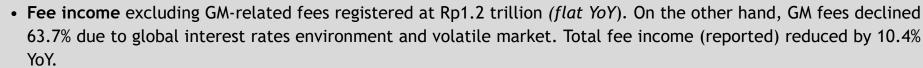


Earnings









• Overall Loans grew by 12.8% YoY following increasing loan demand, especially for large enterprises and retail loans. GB grew strong by 25.0% YoY and 8.4% QoQ. CFS Retail grew by 13.8% YoY and 5.0% QoQ backed by

• Meanwhile, CFS Non Retail declined by 3.6% YoY, although RSME and SME+ managed to book 5.7% and 1.3% YoY

• Gross NPL improved YoY to 3.45% and gross impaired loans ratio improved YoY to 4.20% due to lower NPL and

- Overhead cost remained under control at Rp4.3 trillion, slightly increased by 1.6% YoY.
- Provisions decreased by 23.5% YoY to Rp818 billion.

improving consumer purchasing power.



Loans Growth and Asset Quality



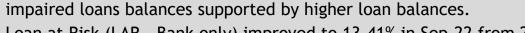












growth respectively. BB loans portfolio reduced by 14.9% YoY.

- Loan at Risk (LAR Bank only) improved to 13.41% in Sep-22 from 22.45% in Sep-21.
- The Bank maintained a prudent banking approach and continued to apply a conservative risk posture.

^{*)} 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.

9M 2022 Executive Summary (2/2)



Liquidity and **Funding Positions**



• Funding profile improved as reflected in improvement CASA ratio to 51.75%, exceeding 50% for the first time. Total deposits increased by 5.0% YoY supported by higher CASA growth by 21.6%. Meanwhile TD decreased by 8.4% YoY in line with the Bank's strategy to maintain low-cost funding by leveraging the Bank's digital services to acquire customer deposits and reduce high cost of funding.



• Healthy liquidity indicators: Loan-to-Deposit Ratio (LDR - bank only) at 90.21%, and modified LDR (bank only) at 79.06% as of Sep-22. Liquidity Coverage Ratio (LCR - bank only) quarterly stood at 176.92% as of Sep-22, well above minimum requirement.



Asset & Capital **Position**



• Total **Assets** grew by 7.1% YoY to Rp164.9 trillion.

• Strong capital position with CAR stood at 24.69% (Tier I at 23.58%).



Shariah **Banking Unit**







- Shariah Banking Unit total assets grew by 7.0% YoY, contributing 25.7% to the Bank's individual assets.
- Shariah Banking Unit CASA grew significantly by 37.3% with CASA ratio improved to 41.06%. The increase in CASA was in line with the Bank's strategy in maintaining strong liquidity by optimising low-cost funding.
- The Financing-to-Deposit Ratio (FDR) stood at a healthy level of 89.73% in Sep-22.
- Non-Performing Financing (NPF) gross improved to 2.99% in Sep-22 from 3.80% in Sep-21 as Shariah financing grew.

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Income Statement - Consolidated



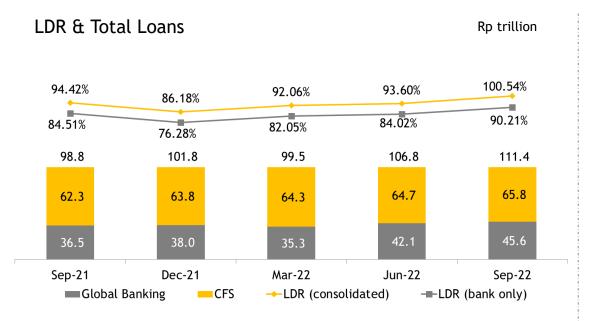
Rp billion	9M 2022	9M 2021	YoY	3Q 2022	2Q 2022	QoQ
Interest Income	7,628	8,187	-6.8%	2,661	2,470	7.7%
Interest Expense	(2,308)	(2,837)	-18.7%	(818)	(740)	10.6%
Net Interest Income	5,321	5,349	-0.5%	1,843	1,731	6.5%
GM-related fees	86	238	-63.7%	33	3	1108.1%
Non GM-related fees	1,235	1,236	-0.1%	417	394	5.9%
Non Interest Income	1,321	1,474	-10.4%	450	396	13.4%
Gross Operating Income	6,642	6,823	-2.7%	2,293	2,127	7.8%
Personnel	(2,106)	(1,996)	5.5%	(712)	(705)	1.1%
General & Administrative	(2,226)	(2,267)	-1.8%	(757)	(717)	5.7%
Operating Expenses	(4,333)	(4, 263)	1.6%	(1,469)	(1,421)	3.4%
Operating Income before Provisions	2,309	2,561	-9.8%	823	706	16.6%
Provisions	(818)	(1,064)	-23.1%	(284)	(322)	-12.0%
Operating Income After Provision	1,491	1,497	-0.4%	540	384	40.6%
Non Operating Income / (Expenses)	(10)	(12)	-21.9%	(2)	(2)	-20.6%
Profit Before Tax & Minority Interest	1,482	1,485	-0.2%	538	381	41.0%
Tax & Minority Interest	(417)	(422)	-1.1%	(137)	(106)	28.7%
Profit After Tax & Minority Interest (PATAMI)	1,064	1,062	0.2%	401	275	45.8%

Loans

Overall loans grew YoY, supported by corporate lending and consumer loan

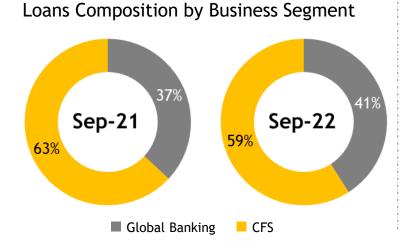


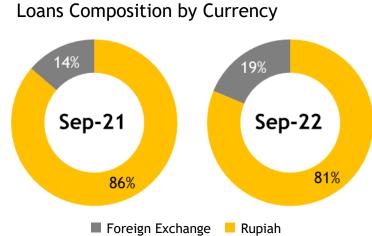
Rp trillion



Loans Portfolio Breakdown*

	Sep-22	Jun-22	Sep-21	YoY	QoQ
Global Banking	45.6	42.1	36.5	25.0%	8.4%
CFS	65.8	64.7	62.3	5.7%	1.7%
CFS Non-Retail	28.1	28.8	29.1	-3.6%	-2.4%
Business Banking	10.23	10.97	12.02	-14.9%	-6.7%
SME+	5.08	5.15	5.01	1.3%	-1.5%
RSME	12.76	12.65	12.07	5.7%	0.8%
CFS Retail	37.7	36.0	33.2	13.8%	5.0%
Auto Loan	18.3	17.1	15.3	20.0%	7.3%
2-wheeler	4.8	4.6	4.4	8.3%	3.3%
4-wheeler	13.5	12.4	10.9	24.8%	8.9%
Mortgage	16.0	15.6	14.8	8.2%	2.4%
CC + Personal Loan	2.8	2.7	2.5	12.5%	6.0%
Other loan	0.6	0.6	0.6	-2.8%	-1.3%
Total	111.4	106.8	98.8	12.8%	4.3%









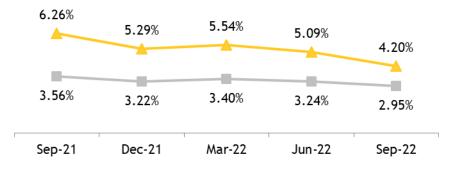


Asset Quality



Improvement on asset quality YoY is due to lower NPL and impaired loans balances supported by higher loan balances

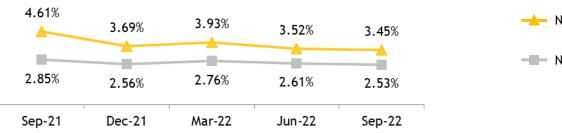




Impaired Loans - Net

→ Impaired Loans - Gross

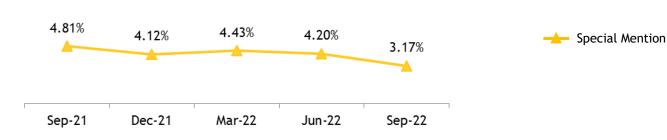
NPL (consolidated)



→ NPL - Gross

NPL- Net

Special Mention Loans (consolidated)

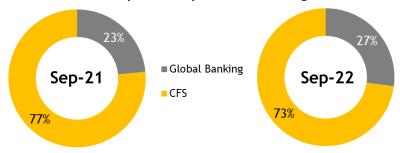


Customer Deposits

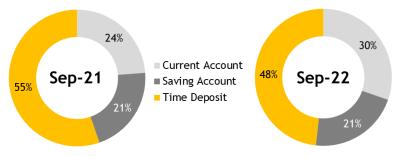
CASA improved YoY supported by sustained reduction in cost of fund



Customer Deposits by Business Segment



Customer Deposits by Type



Customer Deposits by Currency



Customer Deposits Breakdown

Rp trillion	Sep-22	Jun-22	Sep-21	YoY	QoQ
Current Account	32.44	31.99	24.24	33.9%	1.4%
Saving Account	22.93	23.13	21.31	7.6%	-0.9%
CASA	55.38	55.12	45.54	21.6%	0.5%
Time Deposit	51.63	56.53	56.34	-8.4%	-8.7%
Total	107.00	111.66	101.88	5.0%	-4.2%
CASA Ratio	51.75%	49.37%	44.70%	7.05%	2.38%



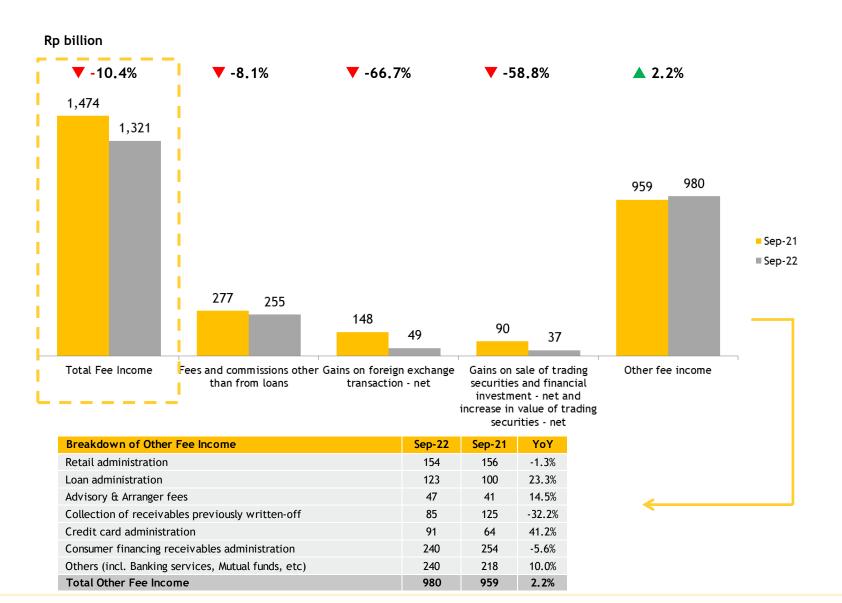






Fee Income



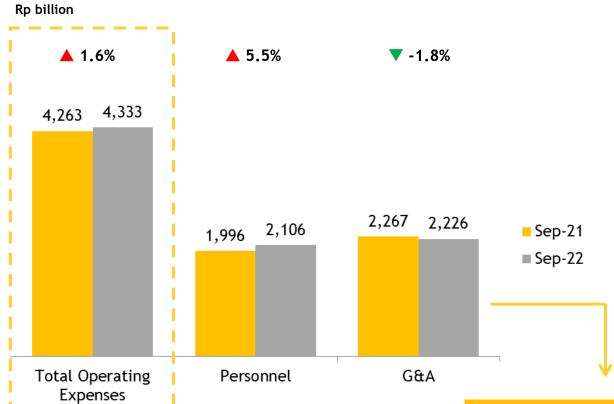






Operating Expenses (Opex) Opex effectively managed with marginal increase YoY

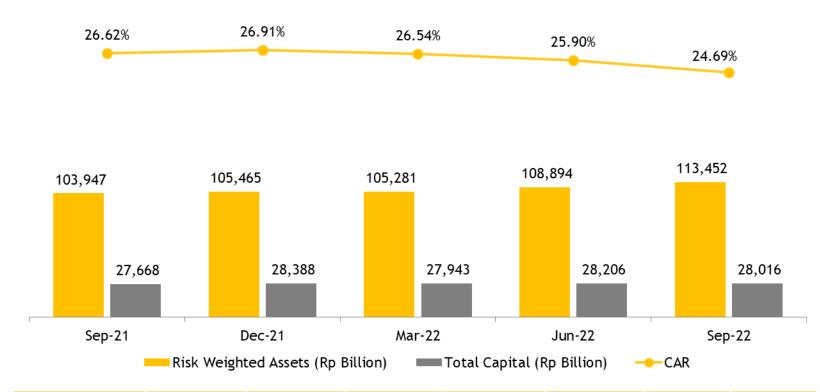




Breakdown of G&A	Sep-22	Sep-21	YoY
General	1,059	1,145	-7.5%
Rental	105	103	1.7%
Depreciation and amortization	371	373	-0.6%
Repairs and maintenance fixed assets	210	211	-0.3%
Others (include promotions and professional fees)	481	435	10.7%
Total G&A	2,226	2,267	-1.8%

Strong Capital Position





Capital Ratios	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	YoY	QoQ
Tier I	25.37%	25.70%	25.37%	24.75%	23.58%	-1.79%	-1.17%
Tier II	1.25%	1.21%	1.17%	1.15%	1.11%	-0.14%	-0.04%
Total CAR	26.62%	26.91%	26.54%	25.90%	24.69%	-1.92%	-1.21%

Balance Sheet - Consolidated



Rp billion	Sep-22	Jun-22	Sep-21	YoY	QoQ
Loans	111,448	106,815	98,785	12.8%	4.3%
Other Earning Assets	34,682	46,371	42,246	-17.9%	-25.2%
Other Assets	18,732	14,142	12,944	44.7%	32.5%
Total Assets	164,862	167,328	153,974	7.1%	-1.5%
Deposits from Customer	107,001	111,657	101,881	5.0%	-4.2%
- Current Account	32,444	31,993	24,235	33.9%	1.4%
- Saving Account	22,932	23,130	21,309	7.6%	-0.9%
- Time Deposit	51,626	56,535	56,337	-8.4%	-8.7%
Deposits from Other Banks	7,724	5,701	4,748	62.7%	35.5%
Borrowing	7,589	8,030	5,367	41.4%	-5.5%
Securities Issued	5,104	5,465	5,790	-11 .9 %	-6.6%
Subordinated Debt	800	799	799	0.1%	0.0%
Other Liabilities	7,833	7,172	7,396	5.9 %	9.2%
Total Liabilities	136,051	138,824	125,983	8.0%	-2.0%
Equity (attributable to equity holders)	28,357	28,063	27,582	2.8%	1.0%
Minority Interest	454	441	410	10.8%	3.0%
Total Equity	28,811	28,504	27,992	2.9%	1.1%

Financial Ratios



Consolidated	Sep-22 a	Jun-22 b	Sep-21 c	YoY (a-c)	Bank Only	Sep-22 a	Jun-22 b	Sep-21 c	YoY (a-c)
Profitability					Profitability				
Return On Assets	1.20%	1.15%	1.21%	-0.01%	Return On Assets	0.80%	0.77%	0.90%	-0.10%
Return On Equity (Tier 1)	5.29%	4.94%	5.48%	-0.19%	Return On Equity (Tier 1)	4.01%	3.69%	4.47%	-0.46%
Net Interest Margin	4.77%	4.65%	4.75%	0.02%	Net Interest Margin	3.82%	3.75%	3.98%	-0.16%
Efficiency & Productivity Ratio					Efficiency & Productivity Ratio				
Cost to Income Ratio	65.63%	65.87%	62.89%	2.74%	Cost to Income Ratio	69.23%	69.42%	65.39%	3.84%
ВОРО	83.34%	83.71%	84.50%	-1.17%	ВОРО	86.69%	87.06%	86.49%	0.20%
Earning Asset Quality					Earning Asset Quality				
Impaired Loans - Gross	4.20%	5.09%	6.26%	-2.06%	Impaired Loans - Gross	4.53%	5.52%	6.81%	-2.28%
Impaired Loans - Net	2.95%	3.24%	3.56%	-0.60%	Impaired Loans - Net	3.21%	3.54%	3.86%	-0.65%
NPL - Gross	3.45%	3.52%	4.61%	-1.16%	NPL - Gross	3.73%	3.79%	4.99%	-1.26%
NPL - Net	2.53%	2.61%	2.85%	-0.32%	NPL - Net	2.76%	2.84%	3.09%	-0.33%
Balance Sheets Structure					Balance Sheets Structure				
LDR	100.54%	93.60%	94.42%	6.12%	LDR	90.21%	84.02%	84.51%	5.70%
Modified LDR *)	83.90%	79.38%	81.12%	2.78%	Modified LDR *)	79.06%	74.69%	76.31%	2.75%
LCR	181.92%	169.23%	176.56%	5.36%	LCR	176.92%	165.34%	175.00%	1.92%
NSFR	103.14%	106.47%	111.45%	-8.31%	NSFR	101.62%	105.40%	110.81%	-9.19%
CASA	51.75%	49.37%	44.70%	7.05%	CASA	52.01%	49.58%	44.73%	7.28%
CAR	24.69%	25.90%	26.62%	-1.92%	CAR	23.40%	24.81%	26.01%	-2.62%

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

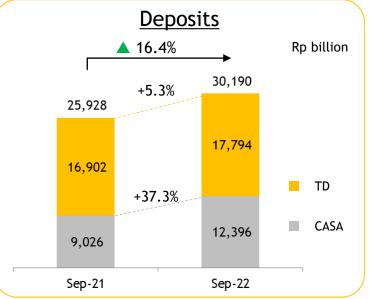
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Shariah Banking Unit









- Total Shariah Banking Unit's assets grew 7.0% to Rp39.7 trillion from Rp37.1 trillion, accounting for 25.7% of the Bank's individual assets.
- Shariah Banking Unit's CASA grew significantly by 37.3% to Rp12.4 trillion in the first nine months 2022. Subsequently CASA ratio improved to 41.06% from 34.81%.
- The Financing-to-Deposit Ratio (FDR) stood at a healthy level of 89.73% in Sep-22.
- Non-Performing Financing (NPF) gross improved to 2.99% in Sep-22 from 3.80% in Sep-21 as Shariah financing grew.



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Key Highlight of Digital Initiatives Q3 22

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



M2U

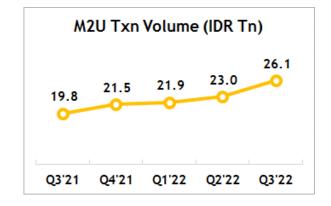
- 29% YoY growth in M2U transactions volume with more than IDR 71 trillion transaction as of Q3 22.
- M2U financial transaction frequency reach more than 13 million as of Q3 22, grow by more than 25% YoY.
- More than 160K saving account have been onboarded digitally through M2U as of Q3 22.
- Funding volume through M2U reach more than IDR 6.5 trillion and grow by more than 50% YoY as of end of Q3 22.

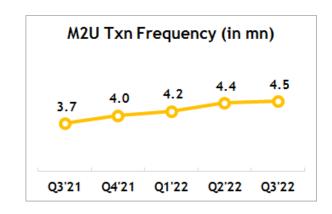
QR Pay

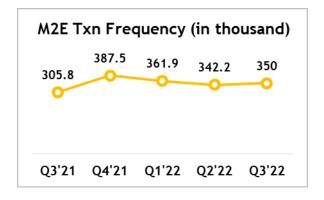
- QR Pay transactions volume conducted through M2U as of Q3 22 reach more than IDR 80 billion, grow by more than 300% YoY.
- Over 145K total Maybank QR Pay merchants as of end Q3 22.

M₂E

- Total transaction value in Q3 22 reach IDR 528 trillion, grow by more than 35% YoY.
- Current account average balance in Q3 22 maintained at IDR 27 trillion, grow 52% YoY.







New Features Launched in Q3 22



BI FAST



Customer can now do realtime interbank transfer with higher transaction amount and lower cost through BI FAST on M2U App

Digital Credit Card Features



M2U is now equipped with new Credit Card features such as request conversion to installment, limit increase and cash advance request

My Happy & Lucky Program



To increase new customer acquisition and provide reward for loyal customers, Maybank continue the My Happy & Lucky reward program with season 2 (Jul'22-Jun'23). Customers who are active in using M2U and use more retail products stand a chance to win many more interesting prizes

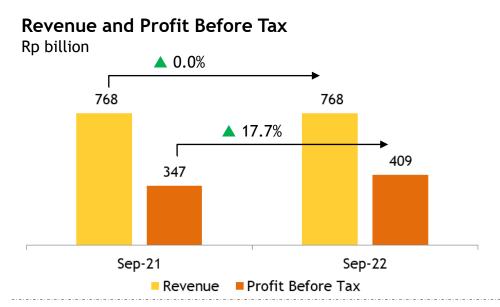
Prizes

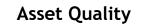
- 12 Cars
- **24** Smartphones
- More than IDR 800 million cash reward & vouchers

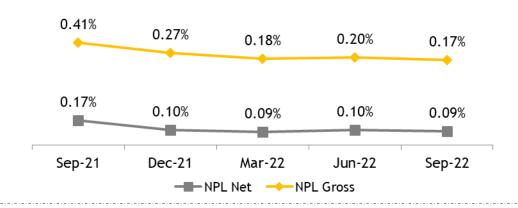
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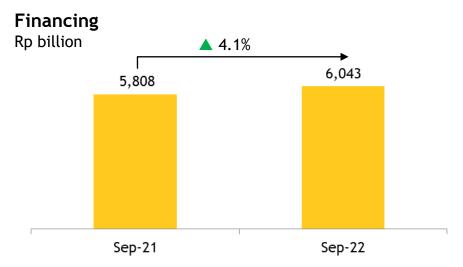
Maybank Finance



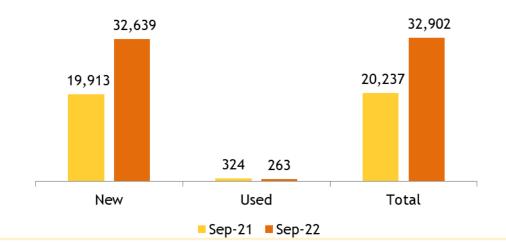






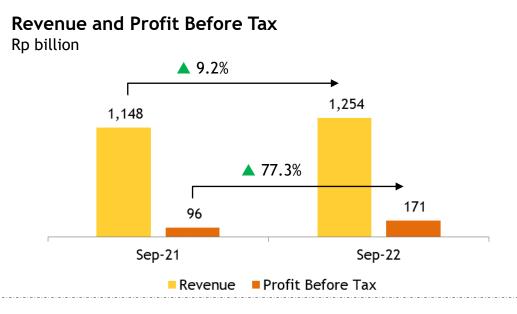


Unit Financing (unit)

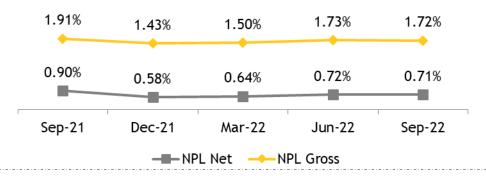


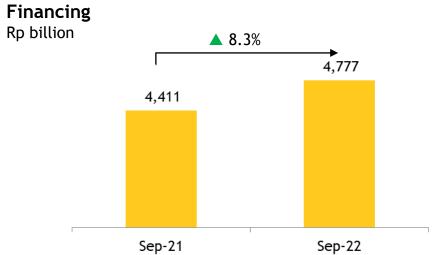
WOM Finance

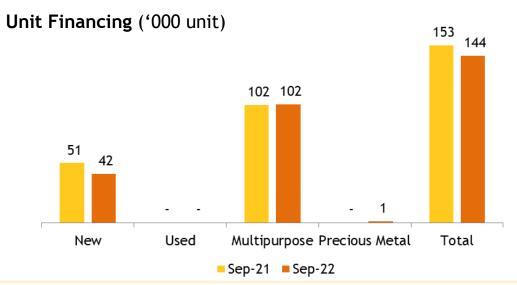












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Loan Restructuring due to Covid-19 Pandemic Progress Update



- 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 Sep 22)
Mortgage	15.5%
Auto	1.3% ^{^)}
Credit Cards & Personal Loans	0.7%
RSME	15.3%
SME+	17.1%
Business Banking	14.7%
GB	14.8%
Total	13.7%

^{*} Debtors Impacted is based on applications received

[^] Excluding subsidiaries

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Sustainability Commitment



Maybank Indonesia Sustainability Commitment





Sustainable Finance Portfolio



Sustainable Finance Portfolio reached Rp25.9 trillion as of Sep 2022 Contributing 25.6% to the Bank's individual loan portfolio





Efficiency energy

Rp2.4 tn



Management of Living Natural Resources and Sustainable Use of Land

Rp1.1 tn



Green Buildings that Meet National, Regional or International Recognized Standards or Certifications

Rp2.2 tn



Other Business and/or Eco-Friendly Activities

Rp2.4 tn



Micro Small Medium Enterprise (UMKM)

Rp17.8 tn

Blacklist Activities

- Illegal activities by law
- Money laundering and/or terrorism activities
- Dangerous or exploitative forced labor or hazardous child labor
- Pornography, prostitution, and its related services
- Weapons and firearms

- Radioactive materials, including nuclear power generation
- Activities that can damage World/National/ UNESCO heritage sites
- Endangered animal species
- · Unbound asbestos fibers
- Gambling, games, and similar business entities

^{*} The outstanding of sustainable portfolio was restated in order to properly align with OJK's standard and definition

...and to Support Maybank Group Sustainability Commitment



Commitment 1:



Mobilizing RM50 Billion

in Sustainable Finance by 2025

Commitment 3:



Carbon Neutral

position for Scope 1 and 2 emissions by 2030 and Net Zero Carbon Equivalent position by 2050

Commitment 2:



Improve the Lives of 1 Million Households

Across ASEAN by 2025

Commitment 4:



Living Sustainability

Achieve 1 Million Hours per annum on Sustainability & Delivering 1 Thousand Significant SDG-Related Outcomes by 2025

Maybank Sustainability Day



Maybank Indonesia together with the Maybank Group held Sustainability Day on 27th August 2022 in order to raise awareness and encourage sustainability practices among participants and partners as well as to provide support for the people in Bali that were affected by the pandemic. Sustainability Day was held as part of Maybank Marathon 2022 in Bali. The event demonstrated the Maybank Group's intention to become a leader in ESG (Environmental, Social, Governance) at the regional level by 2025, in line with Maybank Group's Sustainability Framework and its mission of "Humanising Financial Services". Sustainability Day also strengthened the commitment of Maybank Group in conducting sustainable business activities in accordance with sound ESG principles, in line with the Group's plan "M25".









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Profile



Profile*

Established 15 May 1959

Rp164.8 trillion **Total Assets**

Total Equity Rp28.8 trillion

Market Capitalization Rp19.5 trillion

Rank #13 in terms of Assets

Position in Indonesia** Rank #13 in terms of Loans

Rank #13 in terms of Deposits

(Maybank Indonesia) # of Branches

162*** (WOM Finance)

(Maybank Finance)

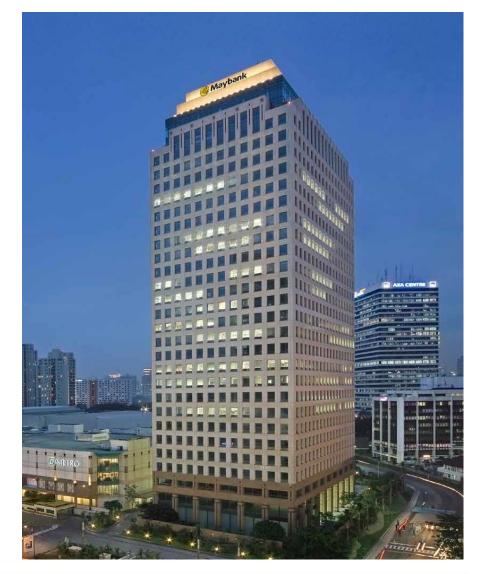
943 ATMs with over 20,000 ATMs connected in ATM PRIMA,

ATM BERSAMA, ALTO, CIRRUS and connected to 3,500

Maybank ATMs in Singapore, Malaysia, and Brunei

6,231 (Maybank Indonesia) 1,936 (WOM Finance) 320 (Maybank Finance) # of Employees

of Customers Lending 622 thousand 1.8 million # of Customers Funding



of ATM

As of Sep 2022

As of Jun 2022

Including Sales Point Unit

Company Ratings & Shareholdings



Company Ratings

FitchRatings

As of January 2022

National Long-Term Rating	AAA(idn); Stable Outlook
National Short-Term Rating	F1+(idn)
Subordinated Debt	AA (idn)



As of March 2022

Corporate Rating	idAAA; Stable Outlook
Shelf Reg. Bond III	idAAA
Shelf Reg. Bond II	idAAA
Shelf Reg. Subordinated Debt II	idAA

Shareholding Structure As of Sep 2022 Maybank Malayan Banking Berhad Sorak Financial Maybank Offshore Corporate Public Services (Labuan) Sdn Bhd Holdings Pte. Ltd. 45.02% 33.96% 21.02% Maybank PT Bank Maybank Indonesia Tbk Maybank Finance WOMFinance a member of SMaybank group

99.99%

67.49%

Board of Commissioners





Dato' Khairussaleh Ramli President Commissioner



Edwin Gerungan Commissioner



Datuk Lim Hong Tat Commissioner



Dato' Zulkiflee Abbas Abdul Hamid Commissioner



Budhi Dyah Sitawati Independent Commissioner



Achjar Iljas Independent Commissioner



Hendar Independent Commissioner



Putut Eko Bayuseno Independent Commissioner

^{*} The appointment of Dato' Khairussaleh Ramli as President Commissioner has obtained approval from OJK and has been effective since October 4, 2022

Board of Directors





Taswin Zakaria
President Director



Thilagavathy Nadason Director



Irvandi FerizalDirector



Effendi Director



Muhamadian Director



Widya Permana Director



Steffano Ridwan Director



Ricky Antariksa Director



Bambang Andri Irawan* Director

^{*} Effective after obtaining approval from OJK

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Awards, Events & CSR in 3Q 2022













Maybank Syariah Distributes Qurban Aid

Maybank Indonesia, through its sharia business unit (UUS), has again carried out the 'Sharing for Good/Berbagi untuk Kebaikan' activity which is realized through distributing social assistance as sacrificial animals (Qurban) to residents in need around sharia branch offices (KCS). The total assistance reached Rp700 million. (6 Jul)

Baznas and Maybank Syariah Conduct Circumcision for 250 Children

The Padang National Alms Agency (Baznas) and Maybank Syariah Padang held a mass circumcision event for 250 participants. The activity was a collaboration in realizing the Baznas Padang Health Program. Maybank Syariah was there to carve out the smiles of Padang residents, especially after the pandemic. (5 Jul.)

HR Award 2022

Maybank was awarded for the seventh time as 'Best Companies to Work For in Asia 2022' from HR Asia in the last seven years. (Aug)

ASEAN-Maybank Scholarship

Maybank awarded three inaugural scholarship programs, ASEAN-Maybank (AMS), for the 2022 period. The scholarship program is the first to be established through collaboration between institutions operating at the regional level and the ASEAN Secretariat. The event was attended by ASEAN Secretary-General Y.M. Dato Lim Jock Hoi, and Maybank Chairman Tan Sri Dato' Sri Zamzamzairani Mohd Isa. (8 Aug)

Maybank BMW and MINI Credit Cards Launched

Maybank Indonesia collaborated with BMW Indonesia as the sole agent for the BMW and MINI premium vehicle brands to launch the co-branded BMW Maybank Credit Card (BMW Maybank) and MINI Maybank Credit Card (MINI Maybank). This strategic collaboration is the first time in Indonesia, especially in the automotive industry in the premium vehicle segment. (18 Aug)

Awards, Events & CSR in 3Q 2022











Maybank Marathon Bali 2022

Maybank Indonesia held the 10th Maybank Marathon Bali. The total number of runners participating in this year's Maybank Marathon was close to 10,000 from 50 countries. Maybank Indonesia also invited more than 50 wheelchair athletes Bali to join the 5K category. The objective of this activity was to provide opportunity for the disabled athletes to be a part of Maybank Marathon. (28 Aug)

National Customer Day 2022

In celebration of National Customer Day 2022, Maybank Indonesia held Maybank CARE Day. This activity was also a unique and special moment to continue to emphasize Maybank Indonesia's commitment to all customers through various financial solutions and services presented to loyal Maybank Indonesia customers. (6 Sep)

Extraordinary General Meeting of Stakeholders (EGMS)

The EGMS of Maybank Indonesia approved the appointment of Bambang Andri Irawan as Director of Information Technology (IT). The appointment of IT Director is part of the Bank's continued strategy to strengthen the IT infrastructure and resilience, ensuring optimum-services delivery to customers in today's digital era. (28 Sep)

Maybank Indonesia Client Reception

During their visit to Jakarta, the Maybank Group Board of Directors accompanied with Maybank Indonesia Board of Commissioners and Directors, took the time to greet loyal customers from various segments at Fairmont Hotel, Jakarta. (30 Sep)

Thank You



PT Bank Maybank Indonesia Tbk

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