

Maybank Indonesia

Financial Results FY 2020 ended 31 December 2020



Executive Summary	2
Results Overview	5
Shariah Banking	15
Subsidiaries	17
Update on Covid-19	20
Appendix	
Maybank Indonesia in Brief	22
Events, Awards, and CSR Highlights	27

Executive Summary of FY 2020* (1/2)



1 Earnings	 PBT and PATAMI booked at Rp1,819 billion and Rp1,266 billion, or down by 30.0% and 31.3% yoy respectively mainly due to reduced income arising from the reduction in loans and reduced business activities during this pandemic and higher provisions upon the adoption of PSAK 71 in 2020. This was slightly offset by efficiencies in overhead expenses. Recurring Fee income growth of 0.5%. There was a significant increase in wealth management-related transactions and Global Markets income which more than doubled in 2020. Included in fee income last year was one-off fee following domestic arbitration settlement and tax related fees which led to the reported fee income declined by 8.0%. Operating Expenses (Opex) effectively managed and declined by 10.7%. Provisions increased by 16.5% to Rp2.0 trillion due to first time application of PSAK 71 and also in line with the Bank's conservative stance during the pandemic. NIM decreased to 4.55%. Cost of deposits continued to reduce, however loan yield also reduced in line with the reduction in Bank Indonesia rates and due to the restructuring undertaken to assist customers whose businesses were impacted by the Covid-19 pandemic.
2 Loans Growth and Asset Quality	 Loans down by 14.1% yoy mainly from CFS (retail and non-retail). GB grew 7.4% yoy supported by LLC & SOE segment. CFS loan balance reduced as a result of the Covid-19 pandemic and derisking and re-profiling the Business Banking portfolio, where loan repayments grew faster than new loan bookings. On retail side, Mortgage and unsecured loans managed to grow on qoq level. Gross NPL and impaired loans deteriorated yoy to 4.00% and 5.24% respectively as of Dec-20. The NPL balance remained relatively flat. However, the deterioration is mainly due to lower loan balance resulted from de-risking BB portfolio as well as impact from the pandemic. Asset quality has also improved gradually since 1H 2020 (Jun-20 gross NPL: 4.99% and impaired loans: 6.27%). The Bank continues to take proactive steps to support customers impacted by the pandemic. This is imperative in maintaining risk posture as well as 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.



3	iquidity and Funding Positions	 Funding profile improved as reflected in improvement CASA ratio to 39.81%, in which CASA increased by 13.0%, in line with the Bank's strategy to reduce higher cost of funding through increased usage 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) and Modified LDR (bank only) stood at 79.25% and 69.81% respectively as of Dec-20. Liquidity Coverage Ratio (LCR - bank only) quarterly stood at 214.13% as of Dec-20, well above minimum requirement.
4	Capital Position	 Total Assets slightly increased by 2.4% yoy to Rp173.2 trillion. Strong capital position with CAR stood at 24.31% (Tier I at 22.80%).
5	Shariah Banking	 Sharia Banking continued to book a healthy growth in total assets, which grew by 8.1% to Rp35.3 trillion in December 2020 from Rp32.6 trillion in December 2019. Sharia Banking contributed 20.4% to the Bank's total consolidated assets. Total Sharia Banking deposits increased 7.8% to Rp27.4 trillion, supported by a 22.8% growth in low-cost Sharia deposits The Financing-to-Deposit Ratio (FDR) stood at 95.29% in Dec-20 from 94.01% in Dec-19. Non-Performing Financing (NPF) level to 3.24% (gross) and 2.07% (net) in Dec-20 from 1.99% (gross) and 1.57% (net) as of Dec-19.

Executive Summary	2
Results Overview	5
Shariah Banking	15
Subsidiaries	17
Update on Covid-19	20
Appendix	
Maybank Indonesia in Brief	22
Events, Awards, and CSR Highlights	27

Income Statement - Consolidated



Rp billion	FY 2020	FY 2019	ϒ៰ϒ	4Q 2020	3Q 2020	QoQ
Interest Income	12,827	15,480	-17.1%	2,923	3,016	-3.1%
Interest Expense	(5,567)	(7,312)	-23.9%	(1,276)	(1,339)	-4.7%
Net Interest Income	7,260	8,168	-11.1%	1,647	1,677	-1.8%
Non Interest Income	2,379	2,587	-8.0% ^{*)}	650	546	18.9%
Gross Operating Income	9,639	10,755	-10.4%	2,297	2,223	3.3%
Personnel	(2,536)	(2,571)	-1.3%	(596)	(622)	-4.3%
General & Administrative	(3,176)	(3,826)	-17.0%	(699)	(758)	-7.8%
Operating Expenses	(5,713)	(6,397)	-10.7%	(1,295)	(1,381)	-6.2%
Operating Income before Provisions	3,927	4,358	-9.9%	1,001	842	18.9%
Provisions	(2,076)	(1,781)	16.5%	(630)	(435)	44.8%
Operating Income After Provision	1,851	2,577	-28.2%	372	407	-8.8%
Non Operating Income / (Expenses)	(32)	22	-245.1%	(6)	(19)	-66.7%
Profit Before Tax & Minority Interest	1,819	2,599	-30.0%	365	388	-5.9%
Tax & Minority Interest	(552)	(757)	-27.0%	(198)	(99)	100.8%
Profit After Tax & Minority Interest (PATAMI)	1,266	1,843	-31.3%	167	289	-42.2%

*) Included in fee income last year was one-off fee from domestic arbitration settlement and tax-related fee. If we exclude these, the recurring fee income growth is 0.5%.

Loans

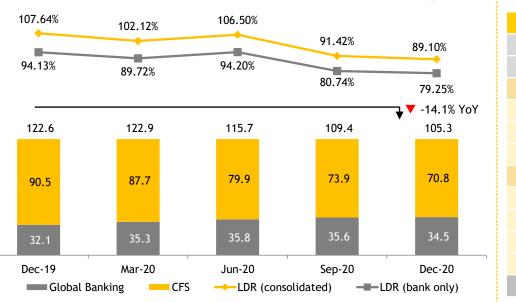
LDR & Total Loans

Decreased YoY due to Covid-19 pandemic and de-risking and re-profiling Business Banking portfolio, however GB continues to grow YoY supported by SOE and LLC segment.

Rp trillion



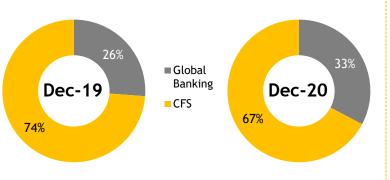
Pp trillion



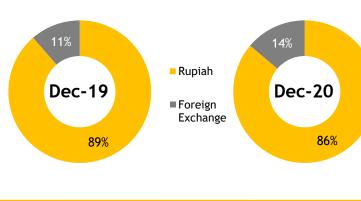
					Rp trillion
	Dec-20	Sep-20	Dec-19	YoY	QoQ
Global Banking	34.5	35.6	32.1	7.4%	-3.1%
CFS	70.8	73.9	90.5	-21.7%	-4.1%
CFS Non-Retail	36.8	38.7	48.3	-23.8%	-5.1%
Business Banking	17.7	19.0	25.3	-30.0%	-6.7%
SM E+	4.0	4.2	5.1	-21.7%	-5.8%
RSME	15.1	15.6	17.9	-15.7%	-2.9%
CFS Retail	34.0	35.1	42.2	-19.3%	-3.1%
Auto Loan	16.8	18.0	23.5	-28.5%	-6.8%
Mortgage	14.0	14.0	15.0	-6.4%	0.3%
CC + Personal Loan	2.7	2.6	3.2	-17.6%	3.2%
Other loan	0.5	0.5	0.4	13.1%	3.8%
Total	105.3	109.4	122.6	-14.1%	-3.8%

Loans Portfolio Breakdown

Loans Composition by Business Segment









Asset Quality

NPL balance remained relatively flat. Deteriorated YoY mainly due to lower loan balances (denominator) impacted by Covid-19 pandemic. Asset quality gradually improved QoQ since 1H 2020.



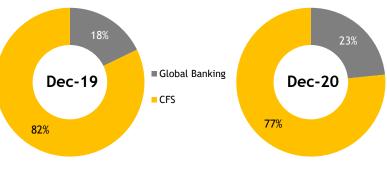
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Customer Deposits

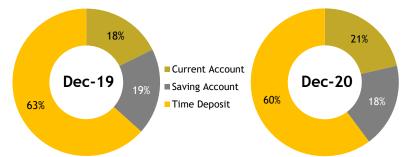
CASA ratio improved YoY. Continued to reduce cost of fund



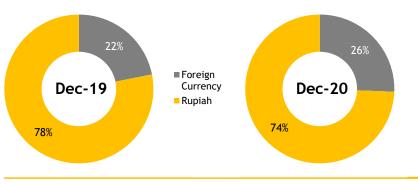
Customer Deposits by Business Segment



Customer Deposits by Type



Customer Deposits by Currency





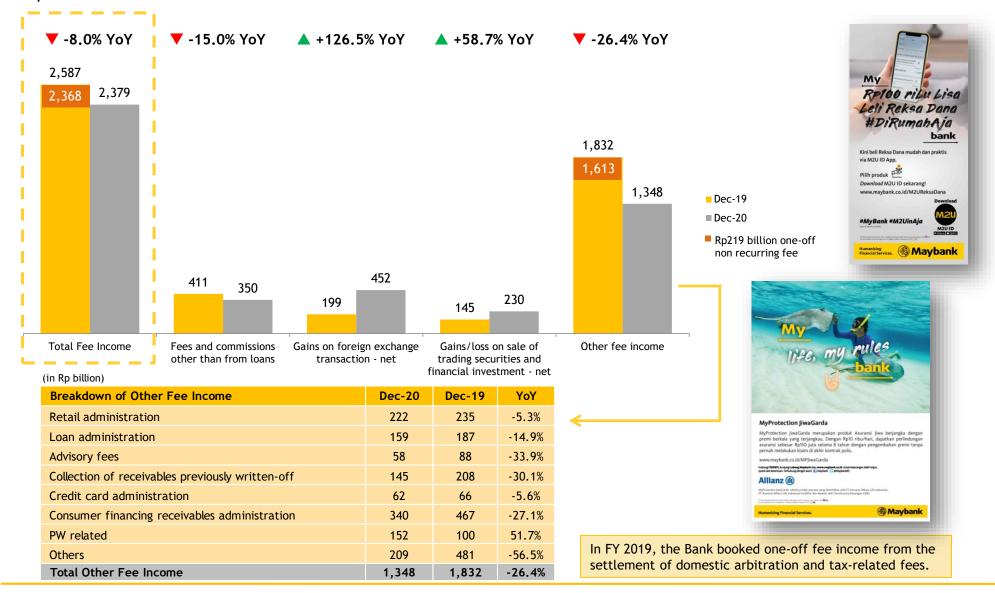
Rp Trillion	Dec-20	Sep-20	Dec-19	YoY	QoQ
Current Account	24.6	24.9	19.6	25.7%	-1.3%
Saving Account	21.2	21.3	21.0	1.1%	-0.7%
Time Deposit	69.2	70.3	70.1	-1.2%	-1.6%
Total	115.0	116.6	110.6	4.0%	-1.4%
CASA Ratio	39.8%	39.7%	36.6%	3.2%	0.1%

Fee Income

On BAU basis, Fee income booked positive growth of 0.5% YoY



Rp billion

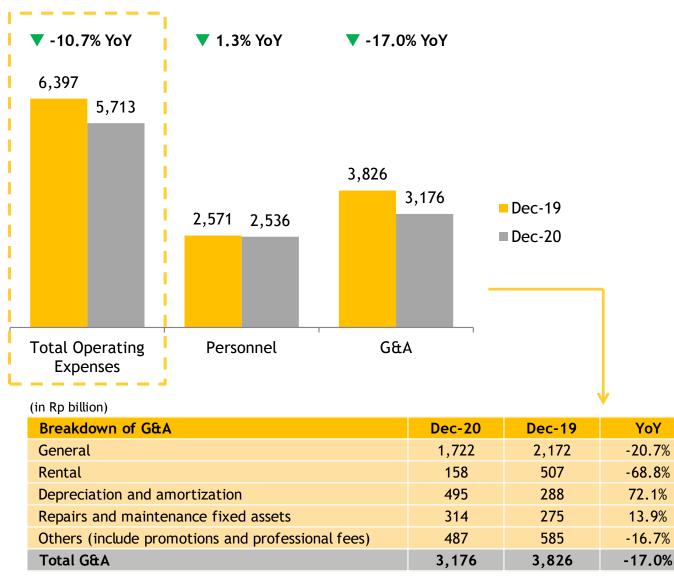


Operating Expenses (Opex)

Opex effectively managed and declined by 10.7% YoY

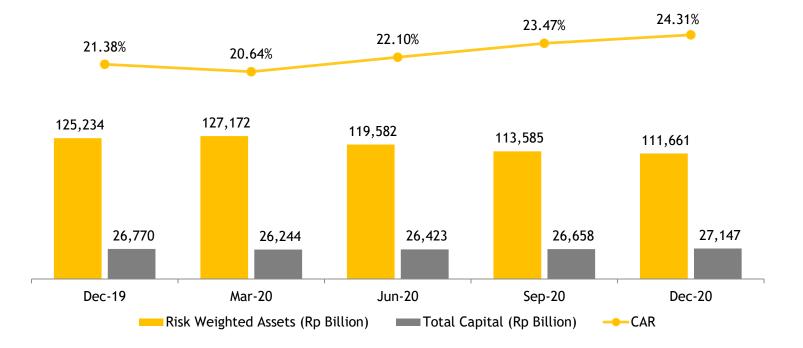






*) The Bank fully implemented IFRS 16 with effect from year 2020. The impact of the adoption this new IFRS is on Depreciation and Rental expenses.





Capital Ratios	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20	ΥοΥ	QoQ
Tier I	19.5 4%	18.88%	20.44%	21.85%	22.80%	3.26%	0.95%
Tier II	1.84%	1.76%	1.66%	1.62%	1.51%	-0.33%	-0.11%
Total CAR	21.38%	20.64%	22.10%	23.47%	24.31%	2.94%	0.84%

Balance Sheet - Consolidated



Rp billion	Dec-20	Sep-20	Dec-19	ΥοΥ	QoQ
Loans	105,271	109,431	122,579	-14.1%	-3.8%
Other Earning Assets	54,053	54,996	29,185	85.2%	-1.7%
Other Assets	13,900	12,904	17,319	-19.7%	7.7%
Total Assets	173,224	177,331	169,083	2.4%	-2.3%
Deposits from Customer	115,003	116,582	110,601	4.0%	-1.4%
- Current Account	24,602	24,919	19,571	25.7%	-1.3%
- Saving Account	21,183	21,332	20,961	1.1%	-0.7%
- Time Deposit	69,218	70,331	70,069	-1.2%	-1.6%
Deposits from Other Banks	8,236	8,573	3,134	162.8%	-3.9%
Borrowing	6,042	6,881	9,189	-34.3%	-12.2%
Securities Issued	6,393	7,793	9,605	-33.4%	-18.0%
Subordinated Debt	2,298	2,297	2,296	0.1%	0.0%
Other Liabilities	8,029	8,564	7,572	6.0%	-6.3%
Total Liabilities	146,001	150,691	142,398	2.5%	-3.1%
Equity (attributable to equity holders)	26,838	26,259	26,249	2.2%	2.2%
Minority Interest	386	380	435	-11.4%	1.5%
Total Equity	27,224	26,640	26,685	2.0%	2.2%

Financial Ratios



Consolidated	Dec-20 a	Sep-20 b	Dec-19 c	YoY (a-c)	Bank Only	Dec-20 a	Sep-20 b	Dec-19 c	YoY (a-c)
Profitability					Profitability				
Return On Assets	1.04%	1.11%	1.45%	-0.40%	Return On Assets	0.82%	0.88%	1.09%	-0.27%
Return On Equity (Tier 1)	5.13%	6.00%	7.73%	-2.60%	Return On Equity (Tier 1)	4.30%	5.20%	6.47%	-2.17%
Net Interest Margin	4.55%	4.69%	5.07%	-0.51%	Net Interest Margin	3.79%	3.92%	4.14%	-0.35%
Efficiency & Productivity Rati	o				Efficiency & Productivity Ratio	D			
Cost to Income Ratio	59.26%	60.16%	59.48%	-0.22%	Cost to Income Ratio	60.54%	61.66%	61.36%	-0.82%
ВОРО	87.83%	87.44%	85.78%	2.05%	ВОРО	88.98%	88.59%	87.66%	1.32%
Earning Asset Quality					Earning Asset Quality				
Impaired Loans - Gross	5.24%	5.75%	4.00%	1.24%	Impaired Loans - Gross	5.68%	6.08%	4.37%	1.31%
Impaired Loans - Net	3.15%	3.60%	2.31%	0.84%	Impaired Loans - Net	3.43%	3.85%	2.55%	0.88%
NPL - Gross	4.00%	4.34%	3.33%	0.67%	NPL - Gross	4.13%	4.51%	3.62%	0.51%
NPL - Net	2.49%	2.77%	1.92%	0.56%	NPL - Net	2.52%	2.93%	2.11%	0.41%
Balance Sheets Structure					Balance Sheets Structure				
LDR	89.10%	91.42%	107.64%	-18.54%	LDR	79.25%	80.74%	94.13%	-14.88%
Modified LDR *)	74.27%	74.99%	88.30%	-14.03%	Modified LDR *)	69.81%	70.50%	84.20%	-14.39%
LCR	212.63%	184.60%	146.49%	66.14%	LCR	214.13%	178.60%	145.21%	68.92%
NSFR	115.07%	116.84%	106.69%	8.38%	NSFR	116.10%	117.23%	105.95%	10.15%
CASA to Total Funding	39.81%	39.67%	36.65%	3.16%	CASA to Total Funding	40.07%	40.17%	36.97%	3.10%
CAR	24.31%	23.47%	21.38%	2.94%	CAR	24.25%	23.36%	21.42%	2.83%

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

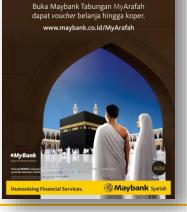
Executive Summary	2
Results Overview	5
Shariah Banking	15
Subsidiaries	17
Update on Covid-19	20
Appendix	
Maybank Indonesia in Brief	22
Events, Awards, and CSR Highlights	27





- Shariah Financing increased by 9.1% to Rp26.2 trillion, contributing 24.9% to the Bank's consolidated loans.
- Shariah Assets increased by 8.1% to Rp35.3 trillion, contributing 20.4% to the Bank's consolidated assets (or 21.7% to the Bank's total individual assets).
- Overall shariah deposits up by 7.8% to Rp27.4 trillion in which CASA grew by 22.8% YoY and improved CASA ratio from to 25.1% from 22.0%. Shariah deposits contributed 23.9% to the Bank's consolidated customer deposits.
- NPF gross and net stood at 3.24% and 2.07% respectively as of Dec-20.

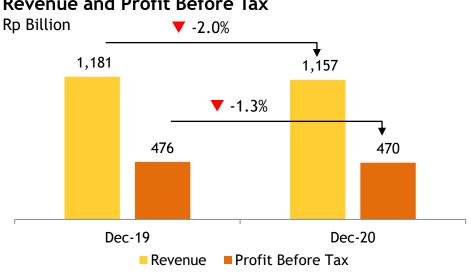
My Ringankan langkah ke Baitullah <u>ban</u>k.



Executive Summary	2
Results Overview	5
Shariah Banking	15
Subsidiaries	17
Update on Covid-19	20
Appendix	
Maybank Indonesia in Brief	22
Events, Awards, and CSR Highlights	27

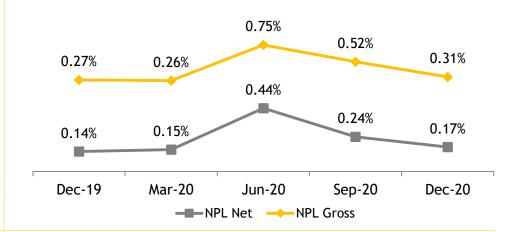
Maybank **Maybank Finance** Finance



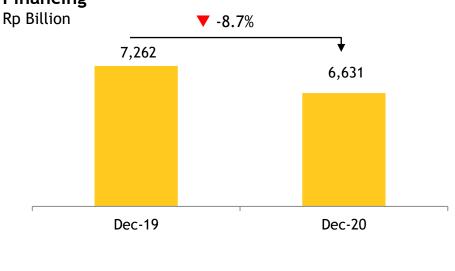


Revenue and Profit Before Tax

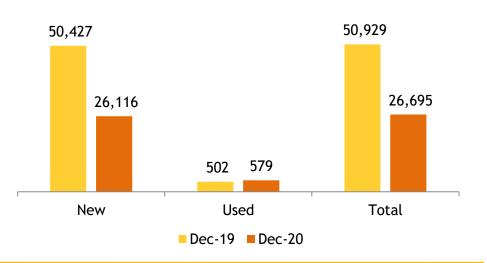




Financing



Unit Financing (unit)







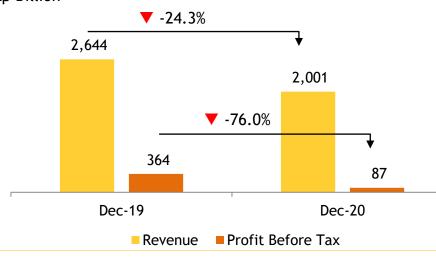
355



7,347

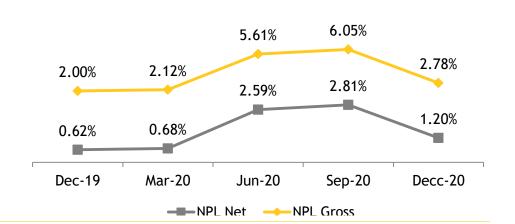
Dec-19





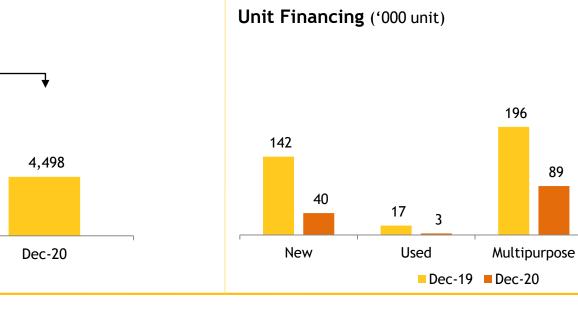
• -38.8%

Asset Quality



196

89









131

Total

Executive Summary Results Overview Shariah Banking Subsidiaries Update on Covid-19 Appendix Maybank Indonesia in Brief

Events, Awards, and CSR Highlights

22 27

2

5

15

17

20

Update on the progress of Loan Restructuring due to COVID 19 Pandemic

- 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)

% Debtors impacted by Covid-19	% of OS to total loan balance (as of Dec 2020)
Mortgage	17.7%
Auto	14.6% *)
Credit Cards & Personal Loans	10.9%
RSME	22.1%
SME+	24.3%
Business Banking	17.3%
GB	24.8%
Total	20.9%

- 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
 - e) Additional resources from sales and credit underwriting team has been allocated for recovery team to speed up restructure process.

^ Status as of 29 Dec 2020

* Excluding subsidiaries

Maybank

Executive Summary	2
Results Overview	5
Shariah Banking	15
Subsidiaries	17
Update on Covid-19	20
Appendix	
Maybank Indonesia in Brief	22
Events, Awards, and CSR Highlights	27

Profile



	Profile [*]
Established	: 15 May 1959
Total Assets	: Rp173.2 trillion
Total Equity	: Rp27.2 trillion
Market Capitalisation	: Rp24.2 trillion
Position in Indonesia**	Rank #11 in terms of AssetsRank #11 in terms of LoansRank #11 in terms of Deposits
# of Branches	: 570 - 361 (Maybank Indonesia) 175*** (WOM Finance) 34*** (Maybank Finance)
# of ATM & CDM	 1,428 including 79 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	: 8,889 - 6,540 (Maybank Indonesia) 1,992 (WOM Finance) 357 (Maybank Finance)
# of Customers Lending # of Customers Funding	: 0.8 million : 1.6 million

* as of Dec 2020 ** as of Sep 2020 *** Including Sales Point Unit

Company Ratings and Shareholdings



Shareholders

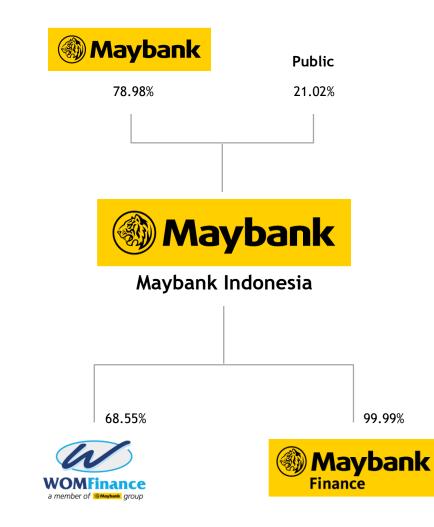
FitchRatings

Company Rating

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)



Corporate Rating	_{id} AAA; Stable Outlook
Shelf Reg. Bond III	idAAA
Shelf Reg. Bond II	idAAA
Shelf Reg. Sukuk Mudharabah II	_{id} AAA(sy)
Shelf Reg. Subordinated Debt II	id AA



Board of Commissioners





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

Board of Directors





Taswin Zakaria President Director



Thilagavathy Nadason Director



Irvandi Ferizal Director



Effendi Director



Widya Permana Director



Muhamadian Director



Steffano Ridwan Director



Ricky Antariksa Director

Executive Summary	2
Results Overview	5
Shariah Banking	15
Subsidiaries	17
Update on Covid-19	20
Appendix	
Maybank Indonesia in Brief	22
Events, Awards, and CSR Highlights	27



Maybank Sharia Business Unit Distributes USD160 million in Financing to Biofarma

As a form of support for the Government in overcoming the Covid-19 outbreak, Maybank Indonesia through its Sharia Business Unit has distributed the omnibus line facility financing of USD 160 million or IDR 2.4 trillion to the pharmaceutical BUMN holding company Bio Farma. (15 Oct)

Webinar Market Update & Investment Obligasi Negara Ritel Seri ORI018

As one of the banks entrusted by the Government to distribute Obligasi Negara Retail series ORI 18, Maybank Indonesia held a webinar titled Investments ORI18. The webinar encourages its audience to start investing for the future. (16 Oct)

Maybank Indonesia Won the Best Company to Work for Award 2020

Maybank Indonesia won awards in the category of 'Best Companies to Work for in Asia 2020' for the fifth time in a row and also in the category of 'We Care HR Asia Most Caring Companies Award 2020', the event was held by HR Asia. (12 Oct)

Maybank Indonesia Participates in Indonesia Banking Expo 2020

Maybank Indonesia participated in the Indonesia Banking Expo 2020 which was held virtually, following the spread of the Covid-19 outbreak in the country. The Bank presented 2 virtual booth and aimed to promote financial products and services. (5 Oct-3 Nov)





Maybank Indonesia Wins 2 Digital Marketing Awards and 2020 Human Capital Award

Maybank Indonesia won two awards at the 2020 Digital Marketing and Human Capital Awards which was held by Business News Indonesia in collaboration with Indonesia Marketing Association (IMA), Forum Human Capital Indonesia (FHCI) and the Indonesian Digital Marketing Association (ADIGIMIND). (25 Nov)

Maybank Marathon Anywhere

Maybank Indonesia held a virtual Maybank Marathon Anywhere (MMA). MMA participants who were registered in the 10K, 21K and 42K categories simultaneously participated in completing run challenges virtually from their respective locations. (28-29 Nov)

Maybank Indonesia's Digital Banking Services Wins International Awards

Maybank Indonesia has been awarded "Best Digital Bank" at the 3rd Global Retail Banking Innovation Awards 2020 which was held by Digital Banker, a leading publication and research media in the banking industry headquartered in Singapore. (3 Dec)

Maybank Indonesia Awarded as The Best SME Supporting Bank for BUKU 3 and 4 Category

Bank Indonesia awarded Maybank Indonesia as the Best Supporting Bank for SME for the category BUKU 3 and 4 Banks, at the BI Annual Meeting which was held virtually. The Bank has consecutively won the award for the third time in a row since 2018. (2 Dec)

Maybank Indonesia Has Been Handed Gold Rank on ASRR 2020

Maybank has been handed Gold Rank on Asia Sustainability Reporting Rating 2020. This award is an acknowledgment and appreciation to companies that have made sustainability report to provides key stakeholders with an understanding of the sustainability impacts to key business activities of companies. (14 Dec)





Maybank Women Eco-Weavers Batch 2

Maybank Indonesia and Maybank Foundation continue its women empowerment program which focus on women weavers skill development and economy improvement through Maybank Women Eco-Weavers Batch 2. This program has been implemented since October by conducting program research and development activities in 2 (two) areas program, namely: Lembata, East Nusa Tenggara and Tuban, East Java.

Peduli Pangan Program for Covid-19 Affected Community

Maybank Indonesia with Artemis & HARA Foundation supported the availability of food for people who have lost their source of income and who need food through Peduli Pangan Program. The donation from Maybank Indonesia amounting to Rp50.000.000, and was able to provide food for 5.000 people living in the underprivileged area in Muara Baru, Penjaringan district, North Jakarta. (9-13 Nov)

Virtual RISE (Reach Independence and Sustainable Entrepreneurship) 2.0 Program for People with Disabilities from East Java, Indonesia.

Maybank Indonesia and Maybank Foundation with People System Consultancy continue the implementation two (2) series of RISE 2.0 training for standard level through digital platform 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, in order to increase their income and welfare. The training was held in December 2020, participated by 73 disabled entrepreneurs from East Java.



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



PT BANK MAYBANK INDONESIA Tbk

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