



Maybank Indonesia

1Q 2016 Results

Maybank Indonesia in Brief

Summary of 1Q 2016 Results

Financial Performance

Strategy & Target

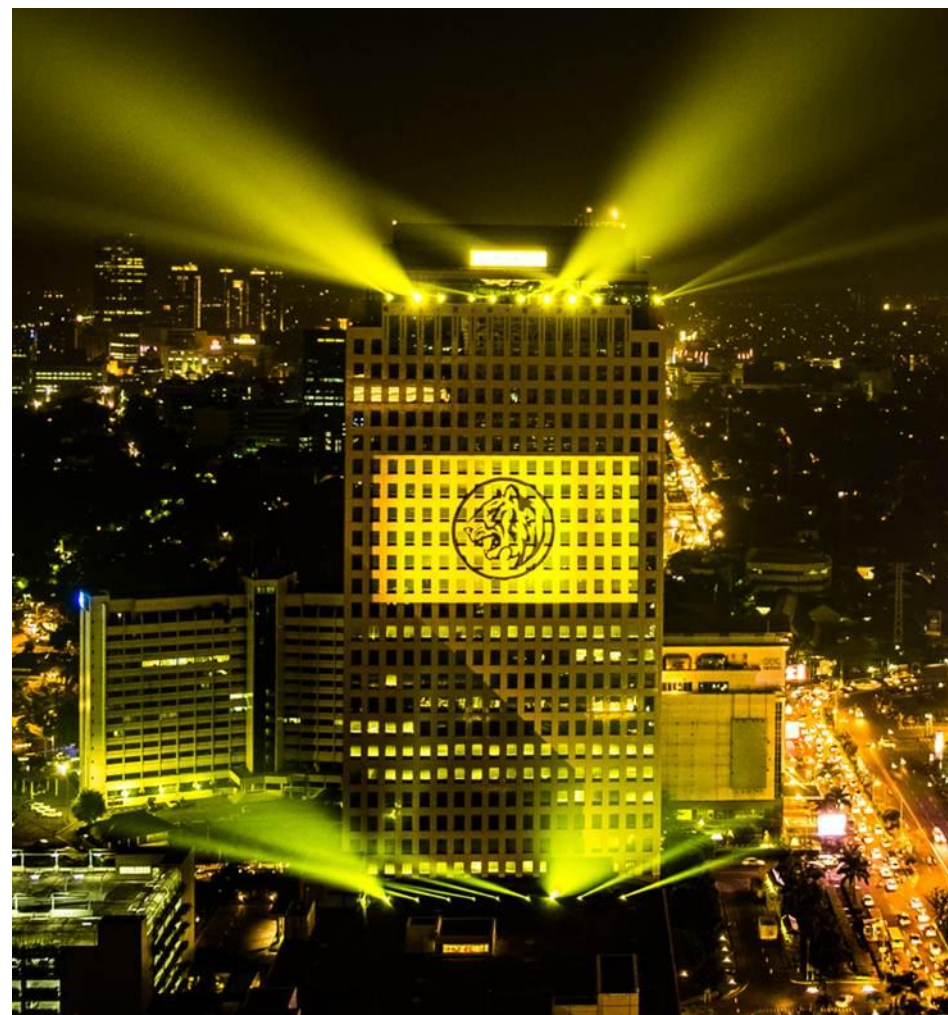
Awards, Corporate Social Responsibility (CSR) & Event Highlights

Maybank Indonesia in Brief



Profile*

Established	:	15 May 1959
Total Assets	:	Rp160.5 Trillion
Total Equity	:	Rp17.8 Trillion
Market Capitalisation	:	Rp11.0 Trillion
Position in Indonesia (as of March 2016)	:	Rank #10 in terms of Assets Rank #10 in terms of Loans Rank # 9 in terms of Deposits
# of Branches	:	681 — { 456* (Maybank Indonesia) 181** (WOM) 44** (Maybank Finance)
# of ATM & CDM	:	1,610, including 97 CDMs that connected to more than 20,000 ATM via ALTO, ATM Bersama, PRIMA, MEPS, Cirrus and Plus
# of Employees	:	11,210 — { 7,420 (Maybank Indonesia) 3,398 (WOM) 392 (Maybank Finance)
# of Customers	:	5.9 million



Maybank Indonesia Head Office, Sentral Senayan 3
Jakarta, Indonesia

*) as of March 2016

***) Including 27 Micro Functional Offices

****) Including Sales Point Unit

Company Rating



National Long-Term Rating	AAA(idn), Outlook Stable
National Short-Term Rating	F1+(idn)
Long Term Issuer Default Rating	BBB, Outlook Stable
Short Term Issuer Default Rating	F3
Viability Rating	bb
Support Rating	2
Senior Bonds	AAA (idn)
Subordinated Debt	AA (idn)
Sukuk Mudharabah	AAA (idn)



Corporate rating / Outlook	idAAA, Outlook Stable
Bonds	idAAA
Subordinated Bonds I/2011 & I/2012	idAA+
Subordinated Bonds II/2014	idAA
Sukuk Mudharabah	idAAA(sy)

Shareholders





Tan Sri Megat Zaharuddin
President Commissioner
and Chairman of Maybank



Datuk Abdul Farid bin Alias
Commissioner and PCEO of
Maybank



Spencer Lee Tien Chye
Commissioner



Umar Juoro
Independent Commissioner



Budhi Dyah Sitawati
Independent Commissioner



Achjar Iljas
Independent Commissioner



Taswin Zakaria
President Director



Jenny Wiriyanto
Director



Eri Budiono
Director



Henky Sulistyo
Director



Ghazali M. Rasad
Director



Thilagavathy Nadason
Director



Dhien Tjahajani
Director

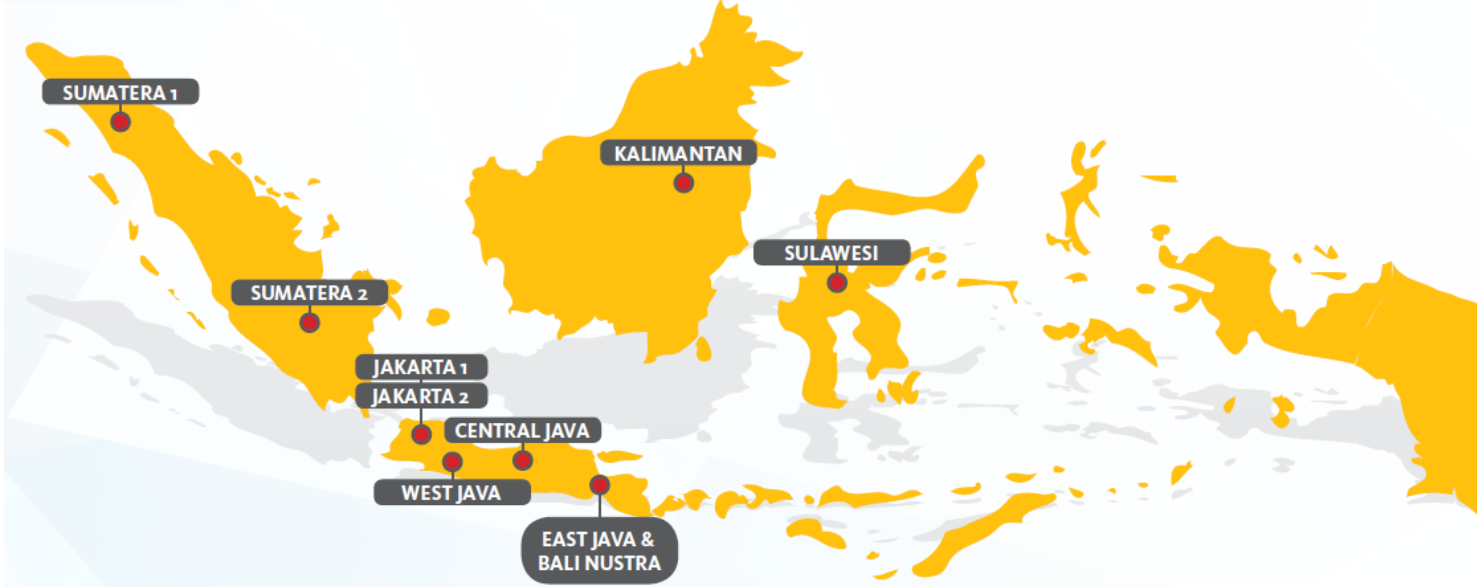


Irvandi Ferizal
Director

Building A Strong Network Footprint and Presence to Serve the Communities across Indonesia



- 9 Regional Offices
- 417 Conventional Branches
- 9 Shariah Branches
- 2 Overseas Branches
- 1 Micro Branch & 57 Micro Banking Services



- 26 Premier Wealth Center and Lounge
- 1,610 ATM & CDM ; Access > 20.000 ATM Bersama* & MEPS Malaysia network
- 17 Mobil Kas Keliling (MKK)
- > 5 Million Customers

Integrating Multi Customer Touch Points to Serve All Segments

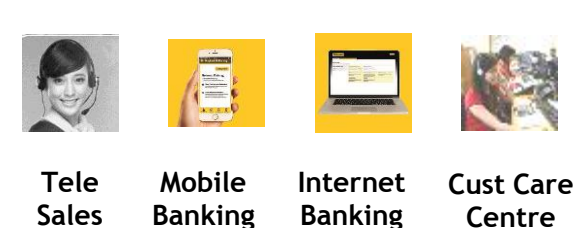
Presence at the Heart of Community



Key Alternate Channel



Virtual Channel



* ATM that connected to network of ATM PRIMA, ATM BERSAMA, ALTO, MEPS, CIRRUS and Plus

Global Banking

Community Financial Services (CFS)

Objective

Providing banking and payment solution to large local corporates and State-Owned Enterprises (SOEs)

Providing banking and payment solution to mid corporates, communities and micro business

Providing banking and payment solution to the retail customers

Product & Services

Account Planning

Large Corporates Financing

Transaction Banking

Global Market

Community and micro- middle corporates Financing

Financial Supply Chain Management

Shariah First

Customer Financial Services

E-banking

Wealth Management

Consumer Financing

Personal Loan

Auto-loan

Credit Card

Mortgage

Customer Profile

- Large Local Corporates
- State-Owned Enterprises
- Financial Institution

- Commercial segment
- SME business
- Micro business

- High Net-Worth
- Mass Affluent Customer
- Employees

Highlight



Summary of 1Q 2016 Results

(All numbers are consolidated and according to Bank Indonesia classification unless otherwise stated)

Profit

- PATAMI increased 73.7% to Rp444 billion in 1Q 2016 from Rp256 billion in same quarter one year earlier driven by sustainable revenue and continuous cost management efforts with positive JAWS.
- Higher returns driven by increased profitability. Return on Asset (ROA) is at 1.50% and Cost to Income Ratio (CIR) maintained below 60%
- Return on Equity (ROE) increased to 11.52% in 1Q 2016 from 7.55% in 1Q 2015

Loans

- The Bank recorded a modest loans growth of 4.8% in 1Q 2016. Community Financial Services (CFS) continued to show sound performance and remain our key revenue drivers, while Global Banking has recently started to reestablish its growth following re-profiling and re-aligning of its portfolio
- The contribution of Micro, Small and Medium Enterprises (MSME) / UMKM reached 22.80% of the Bank's total loans, surpassing minimum target set by the government of 20% by 2018
- Gross NPL stood at 3.72% and Net NPL at 2.45%. The Bank remains cautious over loan quality as businesses are still impacted by the current economic slow down

Deposits

- Customer Deposits stood at Rp114.8 trillion with 9.3% (YoY) growth in Current Account and TD account
- LDR remained healthy at 87.55% (bank only) and 95.58% (consolidation) while Modified LDR at 77.88% (bank only) and 80.57% (consolidation)
- The Loan-to-Funding Ratio (bank only) remains healthy at 86.51% and LCR (bank only) remains strong at 194%

CFS & Shariah

- Bank has taken the strategic decision to merge and integrate Business Banking and Retail Banking into one directorate called Community Financial Services (CFS) to expedite business growth and outpace the competition
- Loans Shariah increased by 25.4% (YoY) to Rp9.3 trillion, contributed 8.3% to Bank's total loan
- Deposits Shariah increased by 70.1% (YoY) to Rp7.8 trillion, contributed 6.8% to the Bank's total deposit
- Assets Shariah grew 96.7% (YoY) to Rp16.7 trillion, contributed 10.4% to Bank's total asset (up from 5.7% previously), in line with the Bank's strategy with the "Shariah First" strategy that started since 2014

Assets & Capital

- Total Assets increased by 7.4% (yoy) to Rp160.5 trillion from Rp149.5 trillion
- Total Capital Adequacy Ratio (CAR) increased to 16.10% from 15.87% in the previous corresponding period with total capital of Rp19.7 trillion



Financial Performance

Income Statement - Consolidated

Profit and returns are substantially improved



Rp Billion	Mar-16	Mar-15	YoY
	a	b	(a/b)-1
Interest Income	3,657	3,435	6.5%
Interest Expense	(1,931)	(1,849)	4.5%
Net Interest Income	1,726	1,586	8.8%
Non Interest Income	687	621	10.7%
Gross Operating Income	2,413	2,207	9.3%
Personnel	(590)	(630)	-6.3%
General & Administrative	(793)	(733)	8.1%
Other Operating Expenses	(59)	(90)	-33.7%
Operating Expenses (excl. Provisions)	(1,442)	(1,453)	-0.7%
Operating Income before Provisions	971	755	28.6%
Provisions	(389)	(426)	-8.7%
Operating Income After Provision	582	328	77.2%
Non Operating Income / (Expenses)	19	24	-23.2%
Profit Before Tax & Minority Interest	600	353	70.3%
Minority Interest	(7)	0	-7780.0%
Tax	(150)	(97)	54.5%
Profit After Tax & Minority Interest (PATAMI)	444	256	73.7%

Balance Sheet - Consolidated

Modest loan growth while liquidity position remains strong



Rp Billion	Mar-16	Mar-15	YoY
	a	b	(a/b)-1
Loans	112,869	107,649	4.8%
Other Earning Assets	29,422	23,191	26.9%
Other Assets	18,219	18,644	-2.3%
Total Assets	160,511	149,484	7.4%
Deposits from Customer	114,771	105,028	9.3%
- Current Account	17,307	17,320	-0.1%
- Saving Account	25,552	23,698	7.8%
- Time Deposit	71,912	64,010	12.3%
Deposits from Other Banks	5,860	6,851	-14.5%
Borrowing	4,084	3,433	19.0%
Securities Issued	6,955	7,092	-1.9%
Subordinated Debt	4,488	4,485	0.1%
Other Liabilities	6,579	7,789	-15.5%
Total Liabilities	142,737	134,677	6.0%
Equity (excl. Non-Controlling Interest)	17,530	14,577	20.3%
Non-Controlling Interest	244	230	6.3%
Total Equity	17,774	14,807	20.0%

Financial Ratios

Improvement in Key Financial Ratio. Strong effort in managing NPL accounts.



Key Operating Ratio	Mar-16	Mar-15	△
Consolidated	a	b	(a-b)
Profitability			
Return On Assets	1.50%	0.94%	0.56%
Return On Equities (Tier 1)	11.52%	7.55%	3.96%
Net Interest Margin	4.83%	4.85%	-0.02%
Efficiency & Productivity Ratio			
Cost to Income Ratio	59.77%	65.82%	-6.04%
BOPO	86.71%	92.00%	-5.29%
Earning Asset Quality			
Impaired Loans - Gross	3.82%	3.59%	0.24%
Impaired Loans - Net	2.56%	2.56%	0.00%
NPL - Gross	3.72%	2.80%	0.93%
NPL - Net	2.45%	1.91%	0.54%
Balance Sheets Structure			
LDR	95.58%	99.84%	-4.26%
Modified LDR *)	80.57%	82.64%	-2.07%
LFR **)	91.67%	98.26%	-6.59%
CASA to Total Funding	37.34%	39.05%	-1.71%
CAR	16.10%	15.87%	0.23%

Key Operating Ratio	Mar-16	Mar-15	△
Bank Only	a	b	(a-b)
Profitability			
Return On Assets	1.35%	0.72%	0.63%
Return On Equities (Tier 1)	12.25%	5.84%	6.41%
Net Interest Margin	4.33%	4.46%	-0.13%
Efficiency & Productivity Ratio			
Cost to Income Ratio	60.56%	68.08%	-7.52%
BOPO	86.93%	93.60%	-6.68%
Earning Asset Quality			
Impaired Loans - Gross	3.96%	3.67%	0.29%
Impaired Loans - Net	2.70%	2.65%	0.05%
NPL - Gross	3.86%	2.83%	1.03%
NPL - Net	2.58%	1.95%	0.63%
Balance Sheets Structure			
LDR	87.55%	91.89%	-4.33%
Modified LDR *)	77.88%	79.59%	-1.72%
LFR **)	86.51%	90.43%	-3.92%
CASA to Total Funding	37.51%	39.15%	-1.64%
CAR	15.86%	15.80%	0.06%

*) LDR and Modified LDR is based on internal calculation

Modified LDR is defined as (Loans excl. BPR) / (Third Party Deposits + Borrowing + Securities Issued + Sub Debt)

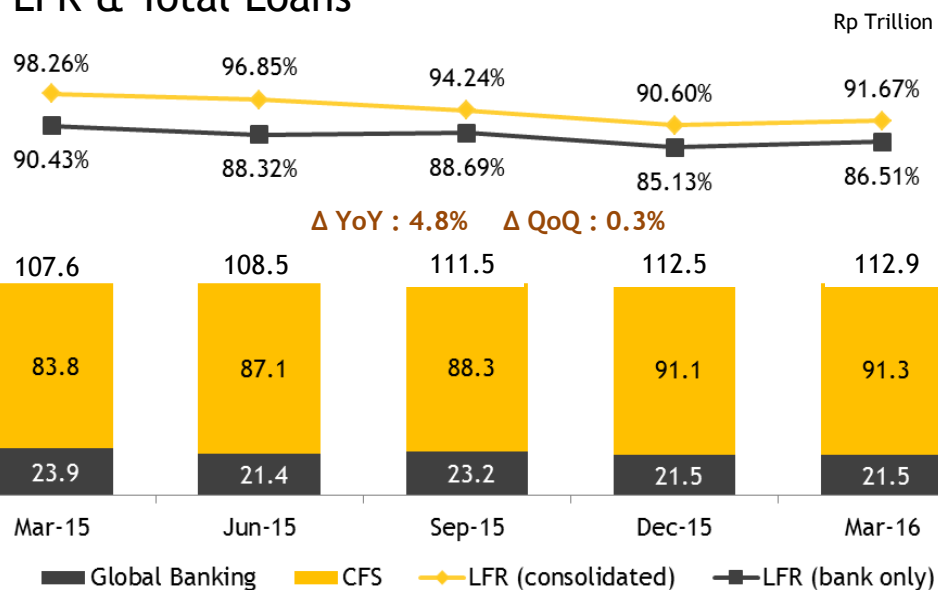
**) LFR calculation as per BI regulation No. 17/11/PBI/2015

Loans

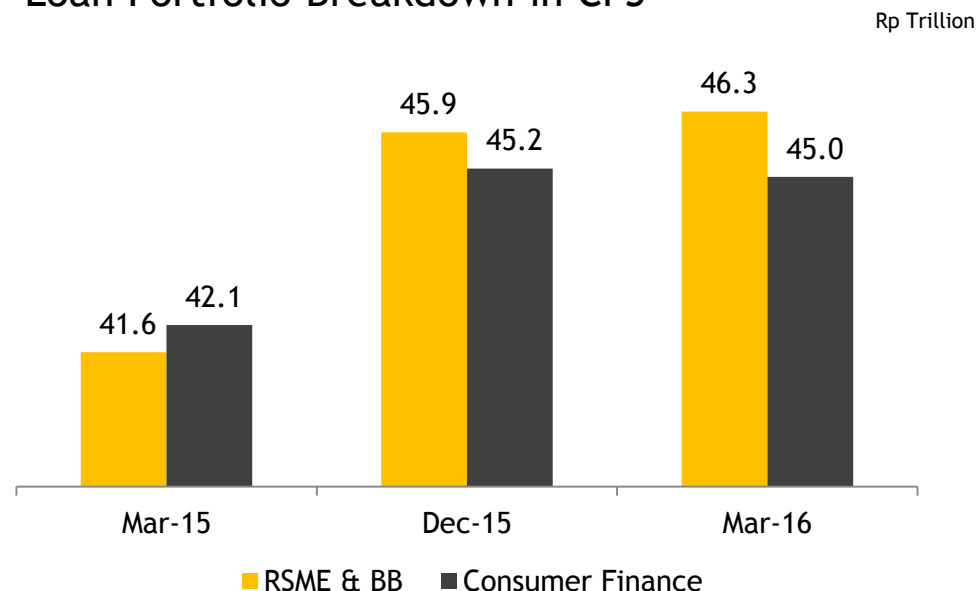
Continued loan growth in key customer segment



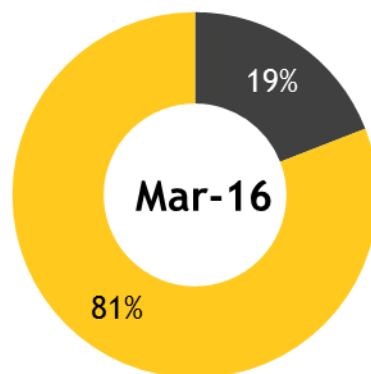
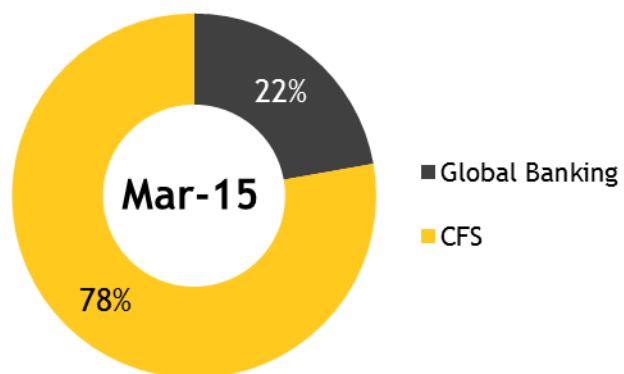
LFR & Total Loans



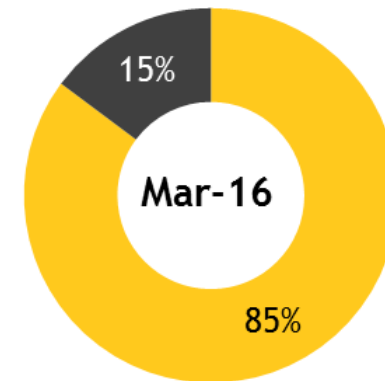
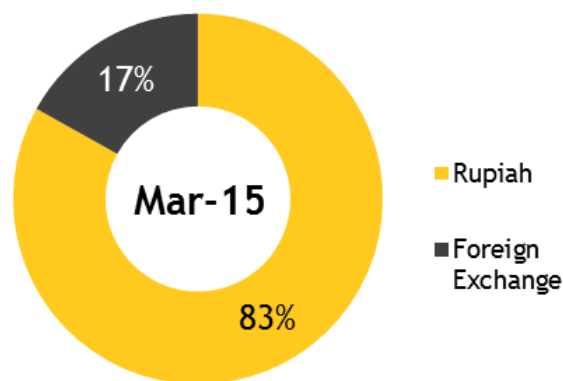
Loan Portfolio Breakdown in CFS



Loans Composition by Business Segment



Loans Composition Based on Currency

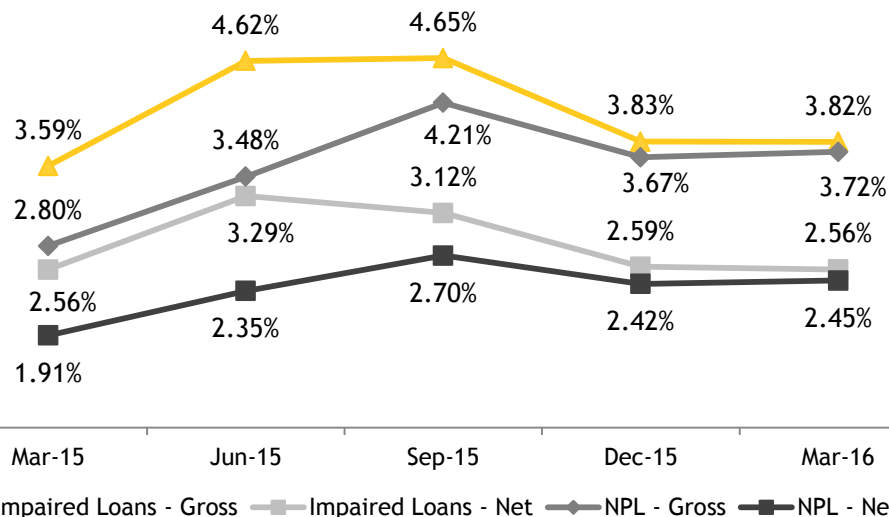


Asset Quality

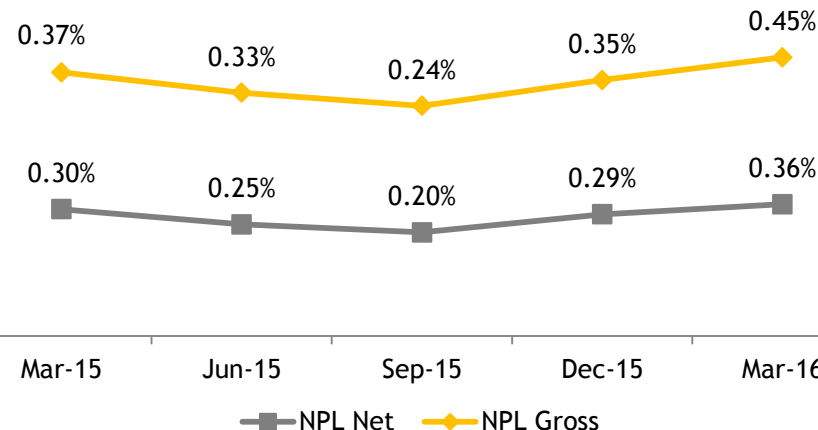
The Bank remains cautious over loan quality as businesses are still impacted by the current economic slow down



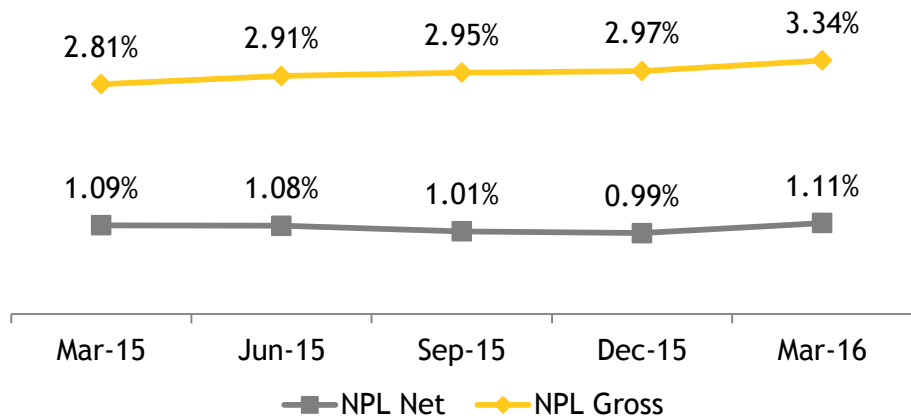
Asset Quality - Maybank Indonesia (consolidated)



Asset Quality - Maybank Finance



Asset Quality - WOM Finance



- The Bank's consolidated NPL level was at 3.7% (gross) and 2.5% (net) as of 31 March 2016 compared to 2.8% (NPL gross) and 1.9% (NPL net) in the previous period.
- The Bank continued to manage down exposures from corporate accounts that had led to the increase in Non-Performing Loans (NPL) level and has actively carried out the restructuring of those accounts. The Bank expects to see further improvement over the next several months.
- Establish Integrated approach to Risk Management
- Amidst challenging business conditions in the automotive industry:
 - Maybank Finance's gross NPL & net NPL remained stable
 - WOM's gross NPL was at 3.34% and net NPL at 1.11%

Customer Deposits

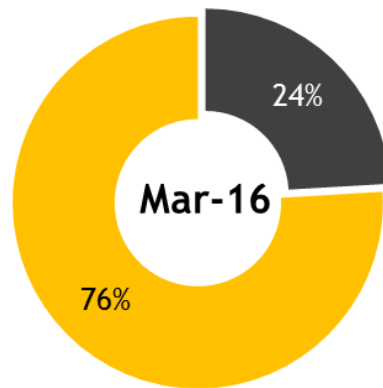
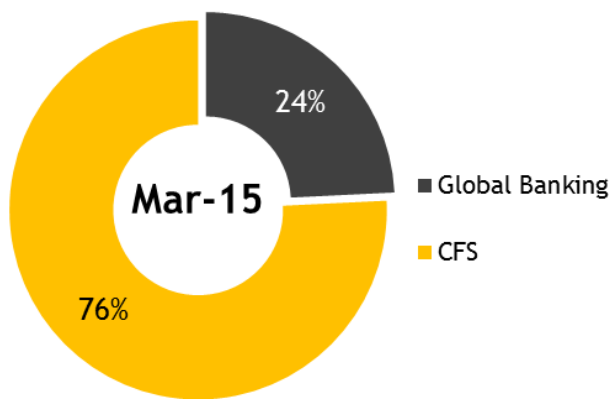
Robust funding position with total customer deposits grew by 9.3% (YoY).

LDR (bank only) stood at a healthy level of 87.6%

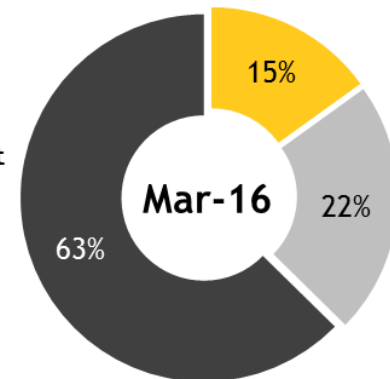
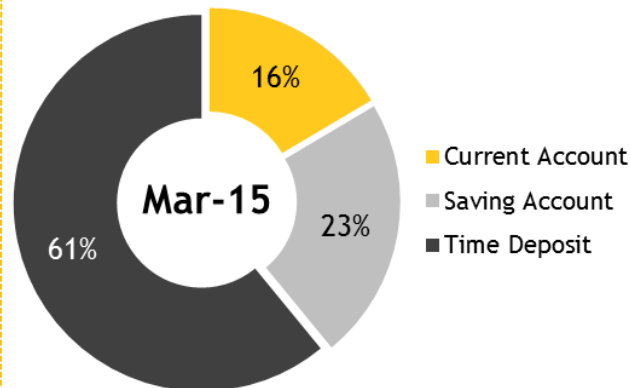


The Bank's continuous upgrade on its cash management system, strong financial supply chain solutions, and its electronic channels which include (internet based) mobile banking facility Maybank M2U have also greatly contributed to the improved liquidity position

Deposits from Customers by Business Segment



Deposits from Customers by Type

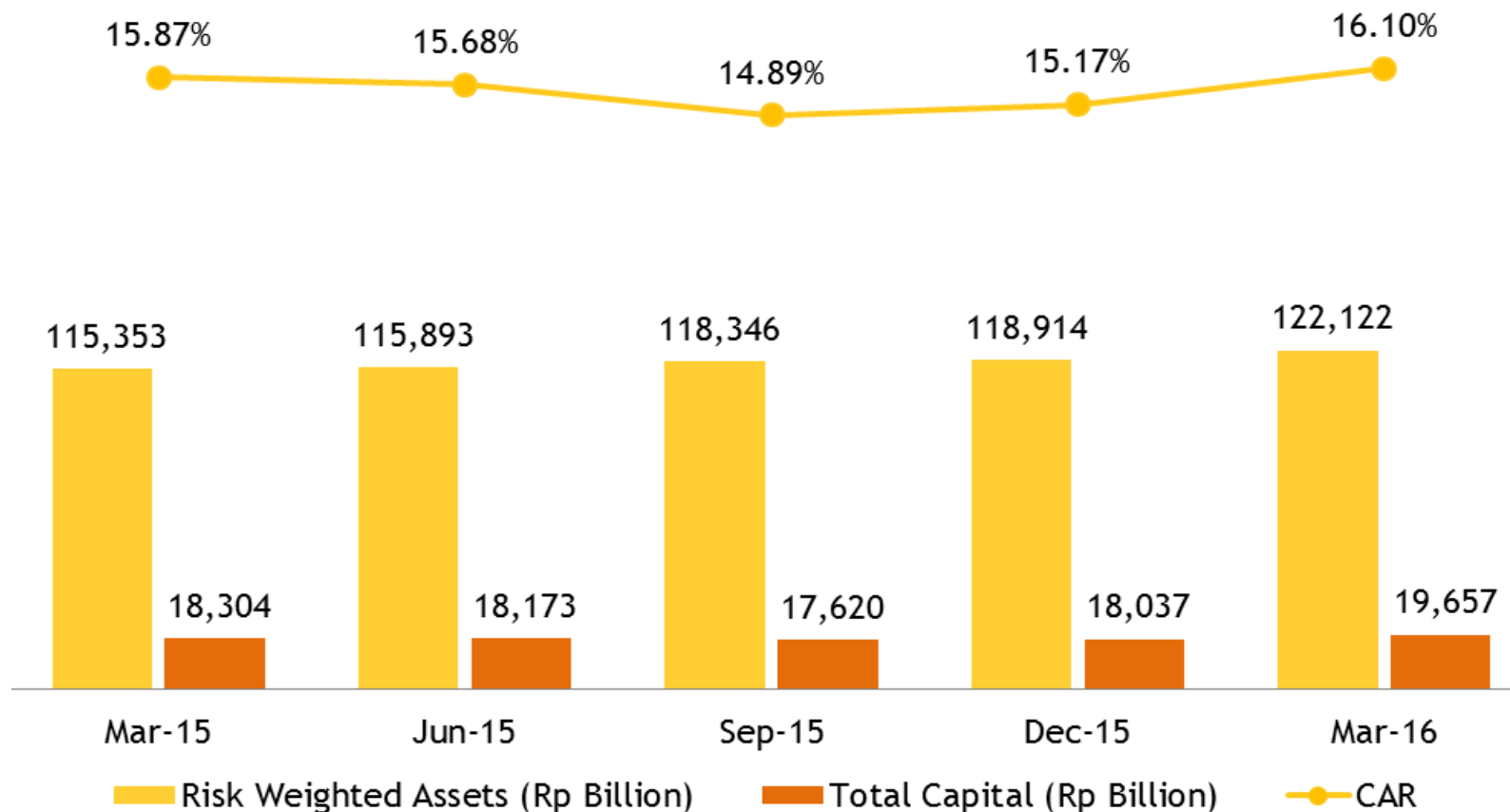


Rp Trillion	Mar-16	Dec-15	Mar-15	YoY	QoQ
Global Banking	27.6	26.7	25.3	9.3%	3.5%
CFS	87.2	88.8	79.8	9.3%	-1.8%
Total	114.8	115.5	105.0	9.3%	-0.6%

Rp Trillion	Mar-16	Dec-15	Mar-15	YoY	QoQ
Current Account	17.3	16.2	17.3	-0.1%	7.1%
Saving Account	25.6	25.6	23.7	7.8%	-0.2%
Time Deposit	71.9	73.7	64.0	12.3%	-2.5%
Total	114.8	115.5	105.0	9.3%	-0.6%
CASA Ratio	37.34%	36.16%	39.05%	-1.7%	1.2%

Capital

Stronger capital position with Capital Adequacy Ratio (CAR) at 16.10% in Mar 16 with total capital of Rp19.7 trillion



- Capital Adequacy Ratio (CAR) - consolidated as per March 2016 was 16.10%
- Total Capital increased to Rp19.7 trillion in Mar 16 from Rp18.3 trillion in the previous corresponding period contributed by asset revaluation and higher current year profit

Shariah First strategy deliver promising results:

- Financing increased by 25% (YoY) to Rp9.3 trillion
- Customer Deposits increased by 70% (YoY) to Rp7.8 trillion
- Assets increased by 97% (YoY) to Rp16.7 trillion
- Net Profit increased by 74% (YoY) to Rp124.8 Billion

Layanan Syariah kini hadir di seluruh Kantor Cabang Maybank

Segera buka Maybank Tabungan iB, Gratis Asuransi senilai 20x saldo akhir bulan sebelumnya!

www.maybank.co.id/TabunganSyariah

Syarat & ketentuan berlaku.

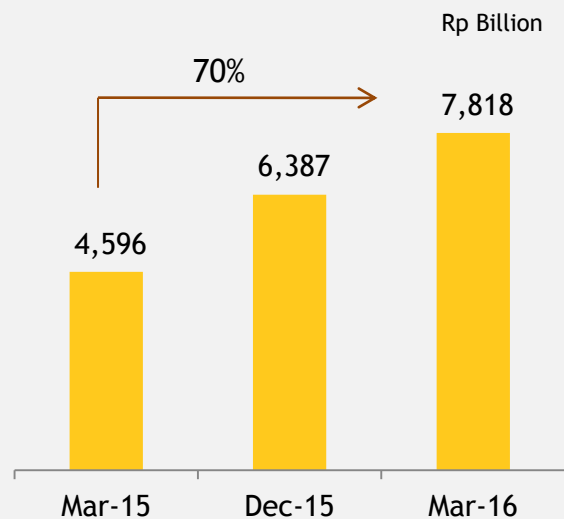


PT Bank Maybank Indonesia Tbk. Terdaftar dan Diawasi oleh Otoritas Jasa Keuangan (OJK)

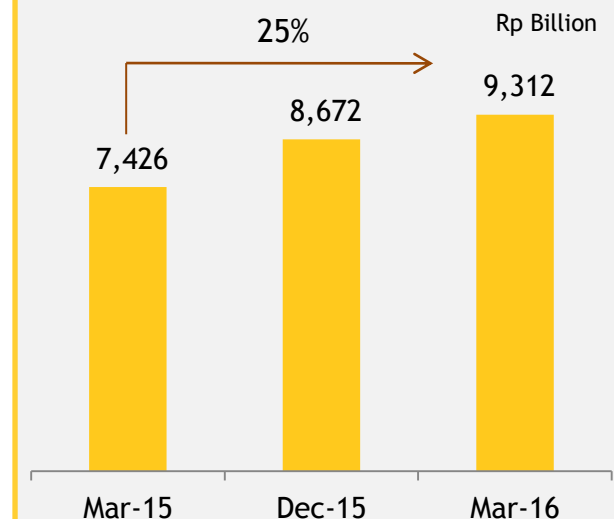
Humanising Financial Services.



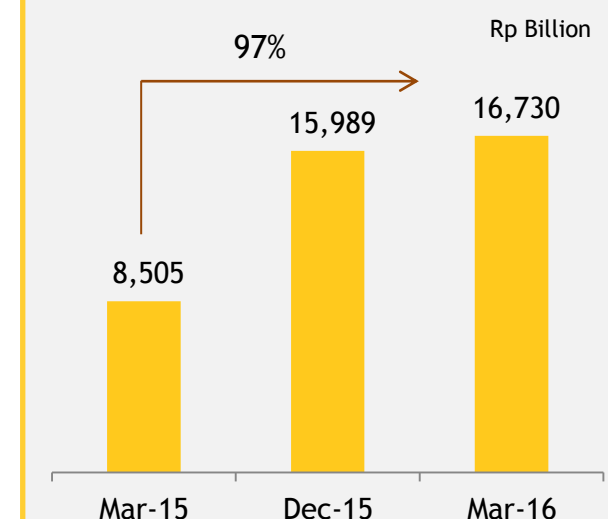
Customer Deposit



Financing

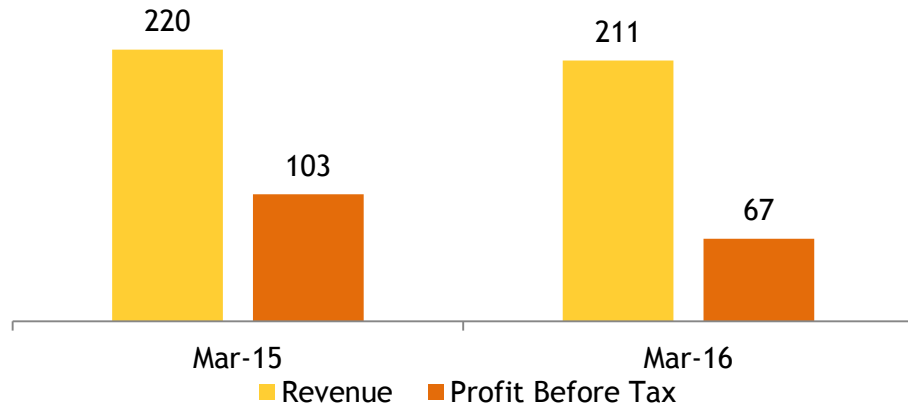


Assets



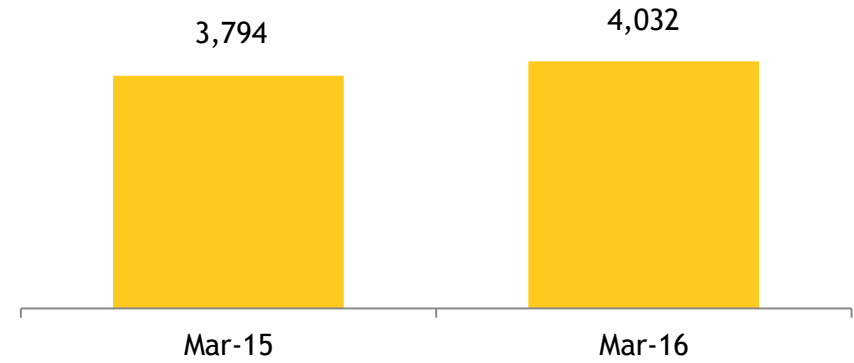
Revenue and Profit Before Tax

IDR billion

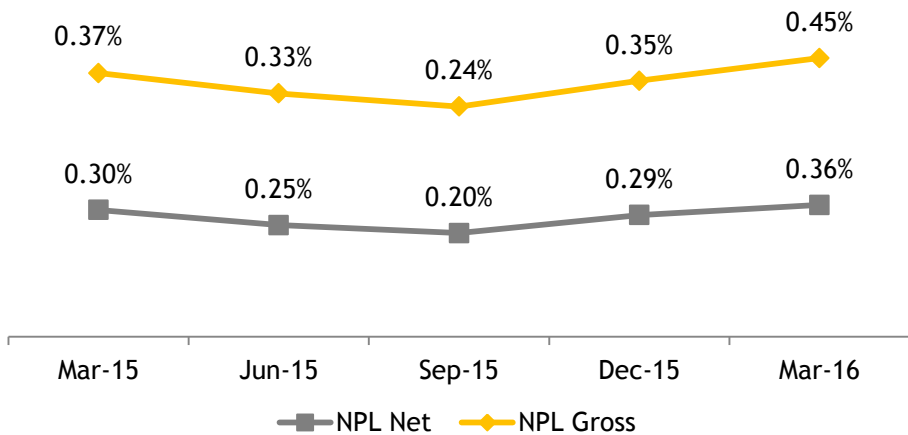


Consumer Financing

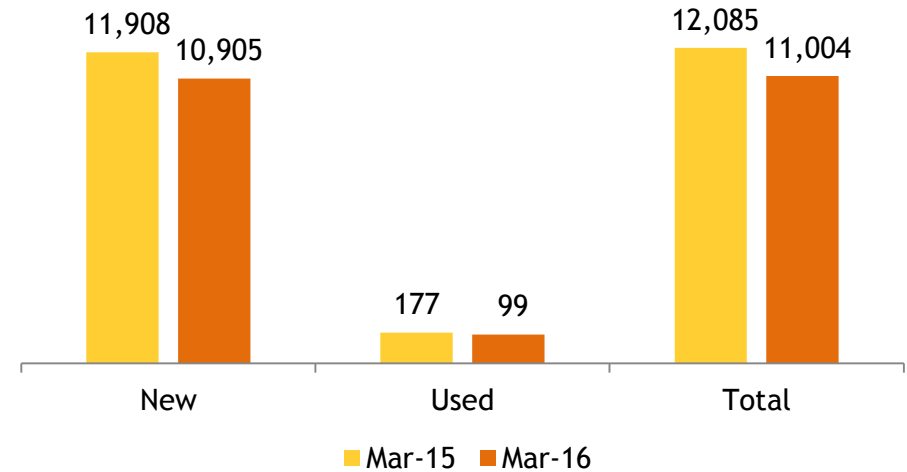
IDR billion



Asset Quality

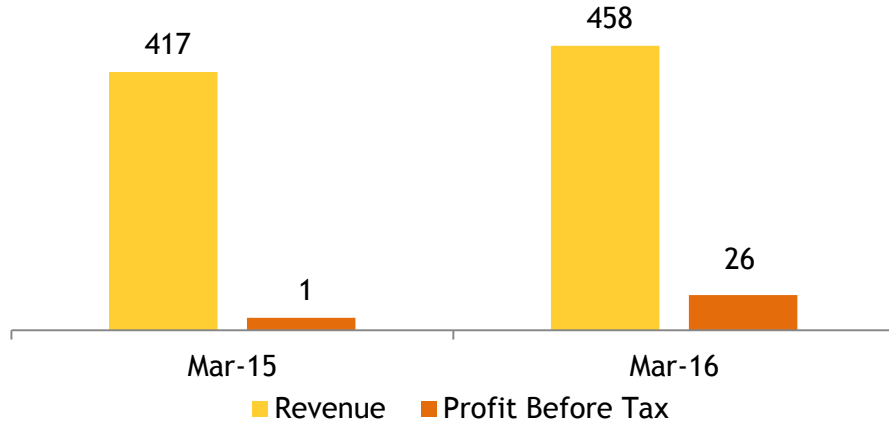


Unit Financing (unit)



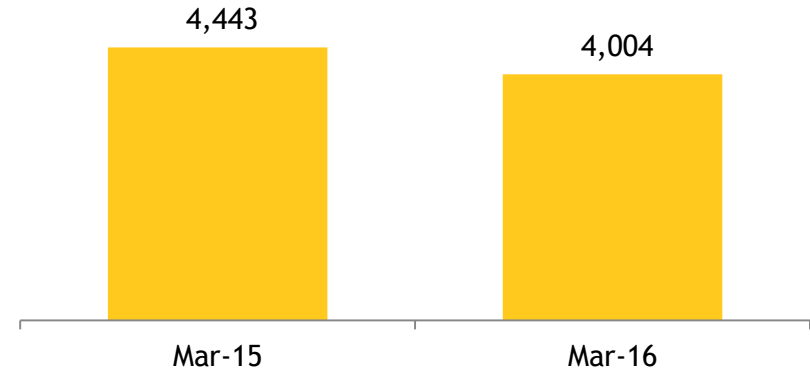
Revenue and Profit Before Tax

IDR billion

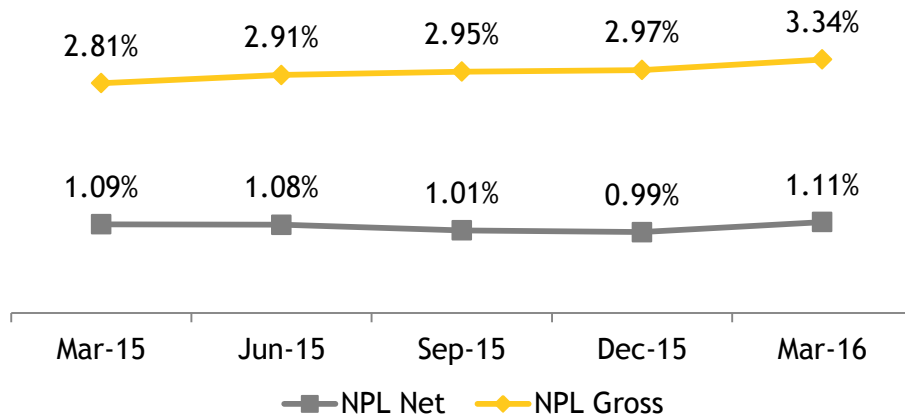


Consumer Financing

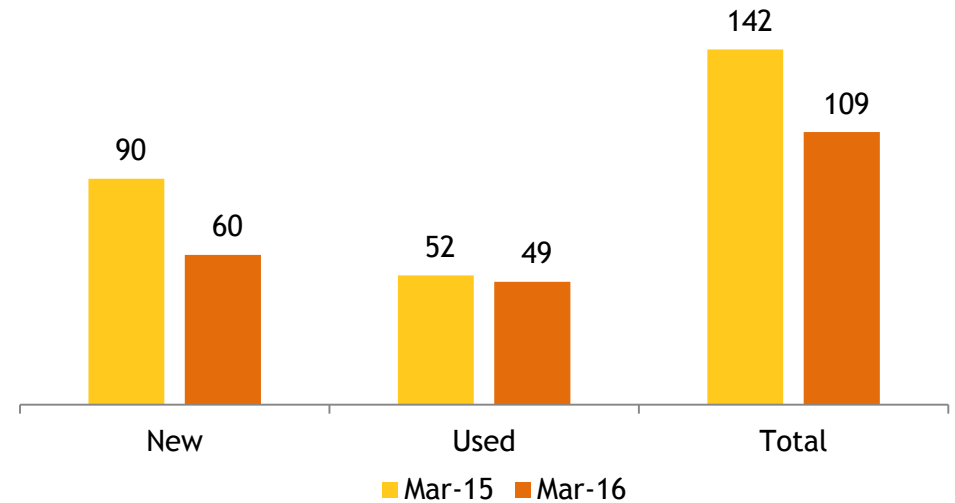
IDR billion



Asset Quality



Unit Financing ('000 unit)



Strategy and Target



Building Competitive Advantage

Through four pillars of Maybank Indonesia



Vision:
To be a Leading Financial Services
Provider in Indonesia, Driven by Passionately Committed
and Innovative People, Creating Value and Serving Communities

Mission: Humanising Financial Services

**High
Quality
Service**

**Product
Innovation**

**Process
Simplification**

**Regional
Connectivity**

Global Banking

Consumer Financial Services (CFS)

Shariah Banking

MKE

MSI

MAM

WOMF

MIF

Community Distribution

Compliance

Human Capital

Operations & IT

Risk

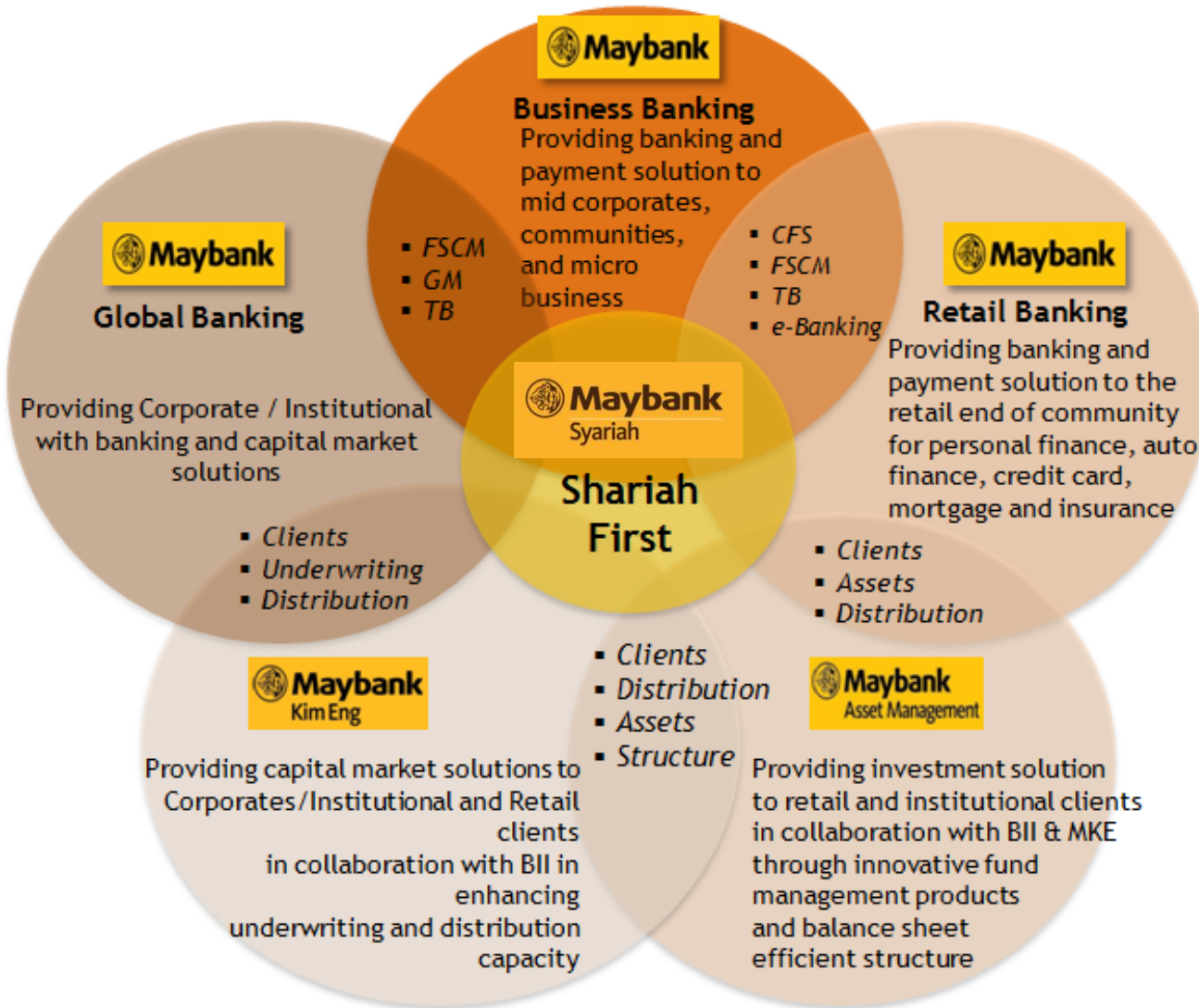
Finance

FY2016 STRATEGIC PRIORITIES



FY2016 Strategic Priorities

“To be a leading financial services provider in Indonesia”



Strengthening our synergy with other Maybank entities in Indonesia will be one of our key differentiators for 2016.



Awards, Corporate Social Responsibility (CSR) & Event Highlights

Service Quality Award

“Legend Achievement” for Seven Consecutive Years Top Performers in Service



Survey held by ISMS Trisakti & Infobank Magazine

One of proof in our high quality services to maintain customer satisfaction



HR Excellence Award 2015

BEST Performance Management and BEST Rewards Management category, and also two employees of Human Capital Maybank Indonesia are selected to be the Top 10 Finalist of Indonesia Future HR Leader by LM FEUI with SWA Magazine (January 2016)

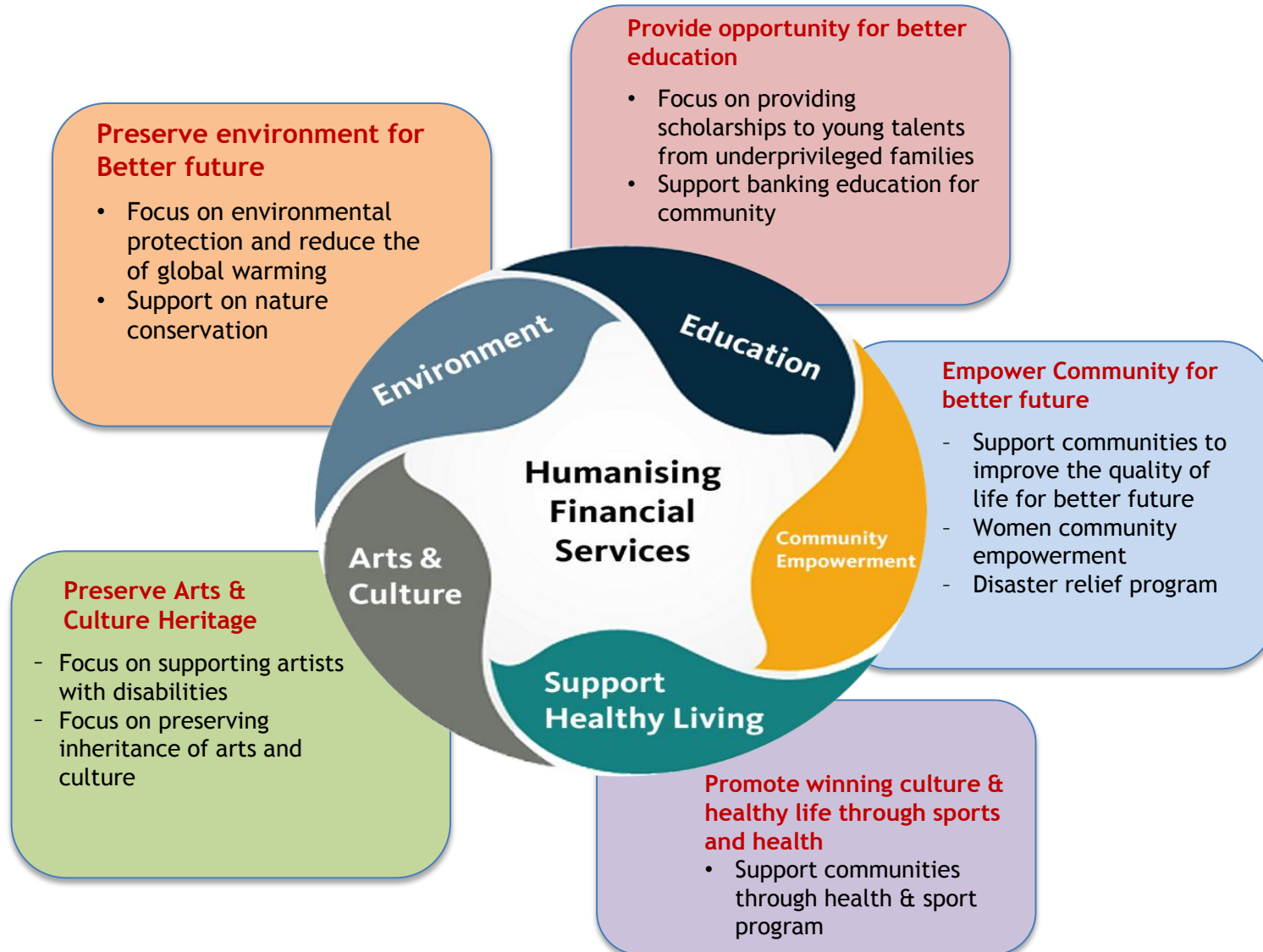
Excellent Service Experience Award (ESE Award) 2016

“Regular Banking” category by Carre - Center for Customer Satisfaction and Loyalty (Carre - CCSL) and Service Excellence Magazine. (25 February 2016)



Pillars of Corporate Responsibility Programs

Focus Area of Maybank Indonesia CSR Program, in line with the Group





1



2



3



4



5

1. **The Grand Launching of Maybank Indonesia, New Spirit to be Bigger, Better, Stronger**
After obtaining approval from the regulator regarding the changing of company's name from PT Bank Internasional Indonesia Tbk (BII) become PT Bank Maybank Indonesia Tbk (Maybank Indonesia), The Grand Launching of Maybank Indonesia are held in 3 cities, Jakarta, Medan, and Surabaya, involving all Maybankers, customers, and stakeholders. (22, 27, and 29 January 2016)
2. **Opening the IDX Trading as Maybank Indonesia**
Maybank Indonesia was honored to push the IDX button as a sign of the opening of BNI stock trading in 2016 as Maybank Indonesia. (25 January 2016)
3. **Press Conference dan Analyst Briefing Maybank Indonesia**
Maybank Indonesia announced the Full Year 2015 Results through Press Conference and Analyst Briefing. The participant of this event was media and local and international analysts. (23 Februari 2016)

4. **Business Empowerment for Women**
Maybank Indonesia with Asosiasi Pendamping Perempuan Usaha Kecil (ASPPUK) held the "Maybank Eco Weave" program in the form of weave training for 400 underprivileged women in West Sumatera province and West Nusa Tenggara (NTB) using the traditional loom and natural dyes. (11 January 2016)
5. **Maybank Pastoral Care 2016**
Maybank Indonesia held the mentoring program to the 21 Maybank Foundation scholarship grantee from underprivileged family in 5 universities: Universitas Hasanudin, Institut Pertanian Bogor, Institut Teknologi Sepuluh Nopember, Universitas Airlangga, Universitas Brawijaya and Universitas Gadjah Mada. (15 - 17 February 2016)



**MY BANK IS
MAYBANK!**

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

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

Thank You



Maybank

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