



Maybank

Humanising Financial Services

Maybank Indonesia

Financial Results

1Q 2018 ended 31 March 2018

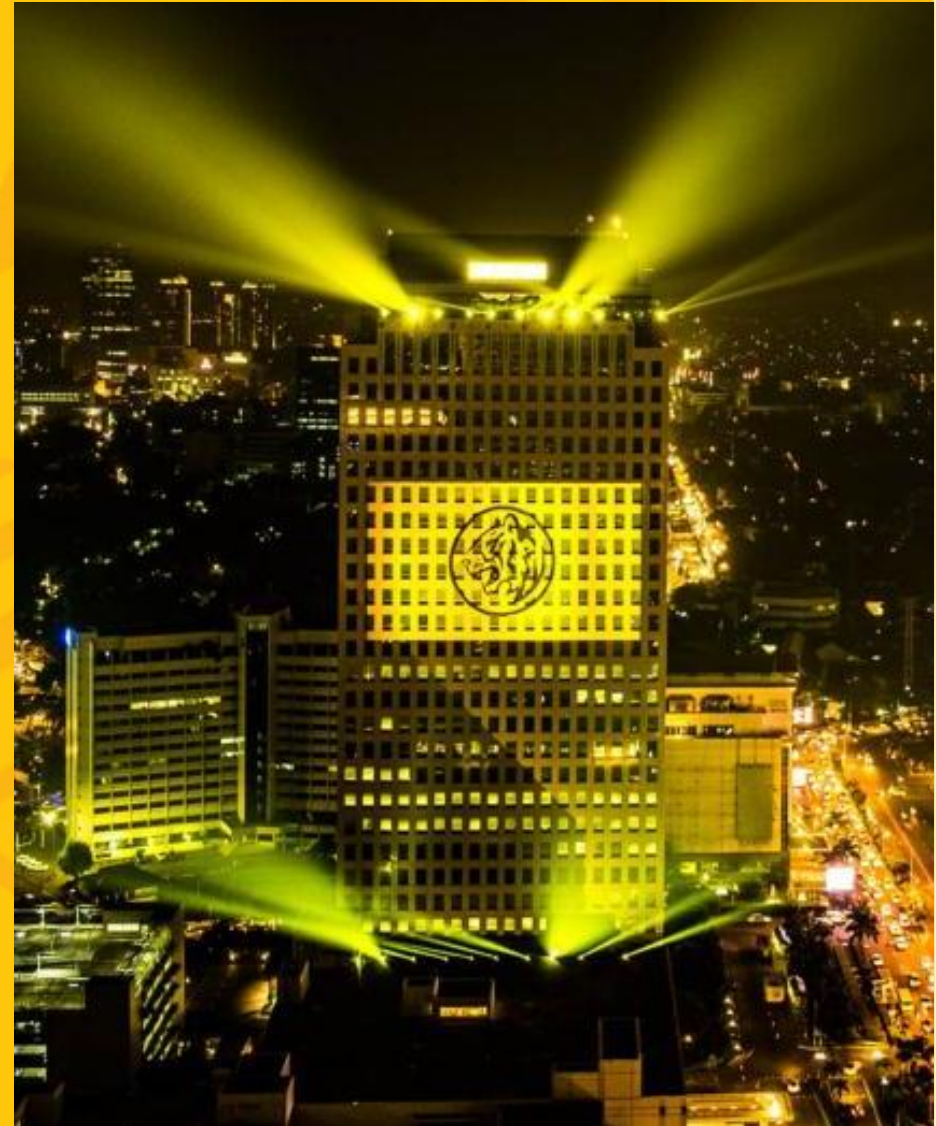


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Summary of 1Q 2018 Results

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.

1

Earnings

- PATAMI decreased 5.5% (YoY) to Rp463 billion mainly due to FX losses
- NII largely flat due to continued pressure in loan yields
- Provision expenses improved significantly, decreasing by 26.5% (YoY)
- Subsidiaries continued to record improvement; WOM's and Maybank Finance's PBT increased by 102.5% (YoY) and 9.3% (YoY) respectively

2

Moderate loans growth and improved asset quality

- Loan growth of 2.2% (YoY):
 - Global Banking grew 6.2% (YoY) contributed by loans from SOE
 - CFS Non-Retail loans grew 3.2% (YoY)
 - CFS Retail loans reduced by 1.3% (YoY)
- Significantly improved asset quality with lower Gross NPL level at 3.02% in Mar-18 from 3.70% in Mar-17 and Gross Impaired Loan ratio at 3.57% in Mar-18 from 3.63% in Mar-17

3

Continued to adopt Shariah-First strategy

- Shariah Banking continued to deliver its strong results Year on Year. Shariah Financing increased by 41.6% (YoY) to Rp20.2 trillion and contributed 16.5% to Bank's loans
- Significantly improved asset quality with lower Non Performing Financing (NPF) level to 3.20% as at Mar-18 from 4.59% as at Mar-17

4

Robust Liquidity Positions

- Customer deposits grew by 2.7% (YoY) with Current Account growing strongly at 27.3% (YoY), lifting the CASA ratio to 39.74%
- Loan-to-Deposit Ratio (LDR - bank only) maintained at a healthy level 85.62% with Liquidity Coverage Ratio (LCR - bank only) at 176.37% as of Mar-18

5

Maintained Capital Positions

- Total Assets increased by 6.6% (YoY) to Rp175.8 trillion
- Improved capital position with CAR as per 31 Mar 2018 at 17.63%; total capital of Rp22.8 trillion and CAR Tier 1 at 14.93%

Financial Performance

Balance Sheet

Financial Position - Consolidated	Mar-18	Dec-17	Mar-17	QoQ	YoY
Rp Billion	a	b	c	(a/b)-1	(a/c)-1
Loans	122,518	125,436	119,872	-2.3%	2.2%
Other Earning Assets	33,932	29,091	27,173	16.6%	24.9%
Other Assets	19,325	18,727	17,844	3.2%	8.3%
Total Assets	175,775	173,253	164,889	1.5%	6.6%
Deposits from Customer	120,899	121,292	117,678	-0.3%	2.7%
- Current Account	24,059	23,715	18,905	1.4%	27.3%
- Saving Account	23,989	24,820	24,803	-3.3%	-3.3%
- Time Deposit	72,851	72,757	73,970	0.1%	-1.5%
Deposits from Other Banks	3,388	3,861	2,199	-12.2%	54.1%
Borrowing	8,144	5,054	4,887	61.1%	66.7%
Securities Issued	9,202	9,426	7,958	-2.4%	15.6%
Subordinated Debt	5,292	5,291	5,288	0.0%	0.1%
Other Liabilities	7,612	7,554	7,499	0.8%	1.5%
Total Liabilities	154,538	152,478	145,509	1.4%	6.2%
Equity (excl. Non-Controlling Interest)	20,909	20,464	19,116	2.2%	9.4%
Non-Controlling Interest	329	311	265	5.5%	23.9%
Total Equity	21,237	20,775	19,381	2.2%	9.6%

Income Statement

Income Statement - Consolidated	1Q 2018	4Q 2017	1Q 2017	QoQ	YoY
Rp Billion	a	b	c	(a/b)-1	(a/c)-1
Interest Income	3,602	3,720	3,687	-3.2%	-2.3%
Interest Expense	(1,711)	(1,745)	(1,787)	-1.9%	-4.2%
Net Interest Income	1,890	1,975	1,900	-4.3%	-0.5%
Non Interest Income	528	588	567	-10.2%	-6.9%
Gross Operating Income	2,418	2,563	2,467	-5.7%	-2.0%
Personnel	(648)	(516)	(612)	25.6%	5.8%
General & Administrative	(861)	(784)	(832)	9.8%	3.5%
Operating Expenses	(1,508)	(1,300)	(1,444)	16.1%	4.5%
Operating Income before Provisions	910	1,264	1,023	-28.0%	-11.1%
Provisions	(263)	(787)	(358)	-66.6%	-26.5%
Operating Income After Provision	647	476	665	35.7%	-2.8%
Non Operating Income / (Expenses)	(7)	44	(8)	-114.8%	-17.9%
Profit Before Tax & Minority Interest	640	521	657	22.9%	-2.6%
Tax & Minority Interest	(177)	(165)	(167)	7.0%	6.0%
Profit After Tax & Minority Interest (PATAMI)	463	355	490	30.3%	-5.5%

Financial Ratios



Key Operating Ratio	Mar-18	Dec-17	Mar-17	△
Consolidated	a	b	c	(a-c)
Profitability				
Return On Assets	1.46%	1.48%	1.59%	-0.14%
Return On Equities (Tier 1)	9.60%	9.91%	11.30%	-1.70%
Net Interest Margin	4.83%	5.17%	5.17%	-0.33%
Efficiency & Productivity Ratio				
Cost to Income Ratio	62.38%	55.53%	58.53%	3.85%
BOPO	84.18%	85.97%	85.22%	-1.04%
Earning Asset Quality				
Impaired Loans - Gross	3.57%	3.32%	3.63%	-0.06%
Impaired Loans - Net	2.25%	2.10%	2.26%	-0.02%
NPL - Gross	3.02%	2.81%	3.70%	-0.69%
NPL - Net	1.85%	1.72%	2.38%	-0.54%
Balance Sheets Structure				
LDR	98.19%	99.87%	98.72%	-0.53%
LCR	166.54%	140.74%	161.32%	5.22%
CASA to Total Funding	39.74%	40.01%	37.14%	2.60%
CAR	17.63%	17.53%	16.94%	0.69%

Key Operating Ratio	Mar-18	Dec-17	Mar-17	△
Bank Only	a	b	c	(a-c)
Profitability				
Return On Assets	1.17%	1.23%	1.37%	-0.20%
Return On Equities (Tier 1)	8.28%	8.86%	10.41%	-2.13%
Net Interest Margin	4.01%	4.49%	4.51%	-0.51%
Efficiency & Productivity Ratio				
Cost to Income Ratio	61.27%	53.11%	56.90%	4.37%
BOPO	84.92%	86.97%	85.57%	-0.65%
Earning Asset Quality				
Impaired Loans - Gross	3.87%	3.56%	3.84%	0.04%
Impaired Loans - Net	2.43%	2.25%	2.42%	0.02%
NPL - Gross	3.25%	3.00%	3.93%	-0.68%
NPL - Net	1.98%	1.83%	2.55%	-0.57%
Balance Sheets Structure				
LDR	85.62%	88.12%	88.40%	-2.78%
LCR	176.37%	136.29%	170.69%	5.68%
CASA to Total Funding	39.85%	40.33%	37.27%	2.57%
CAR	17.86%	17.63%	16.98%	0.88%

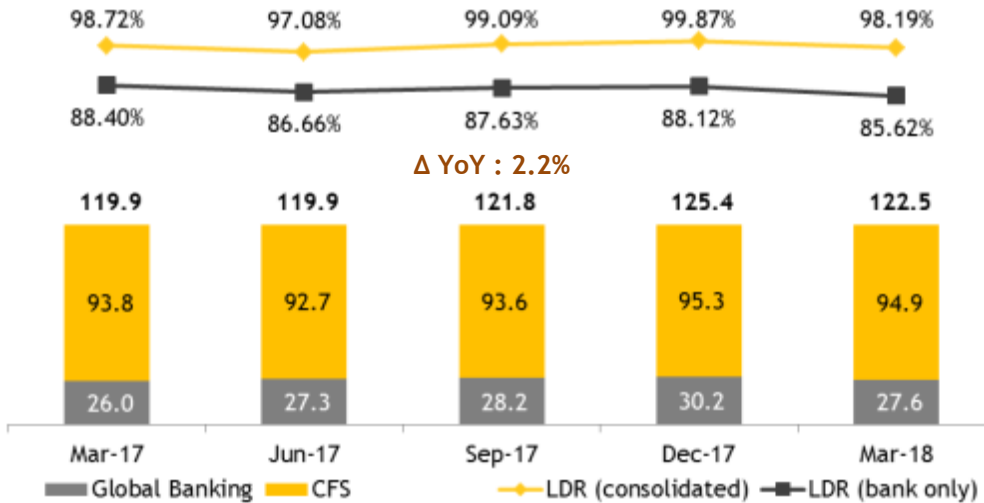
Loans

Moderate loans growth of 2.2% (YoY)



LDR & Total Loans

Rp Trillion

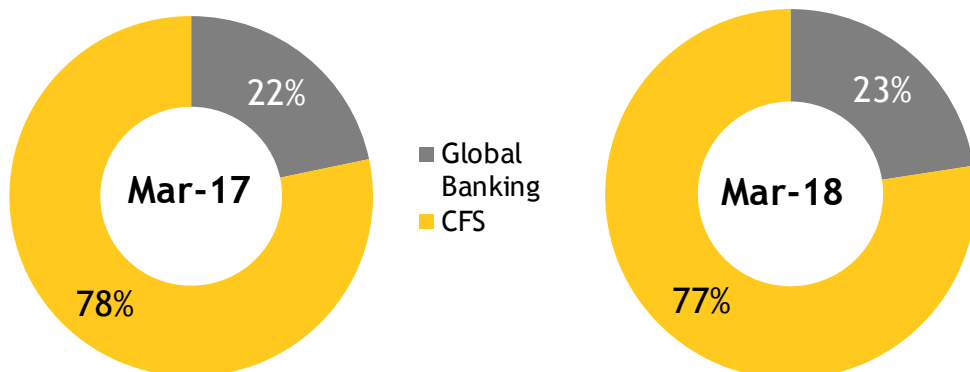


Loans Portfolio Breakdown

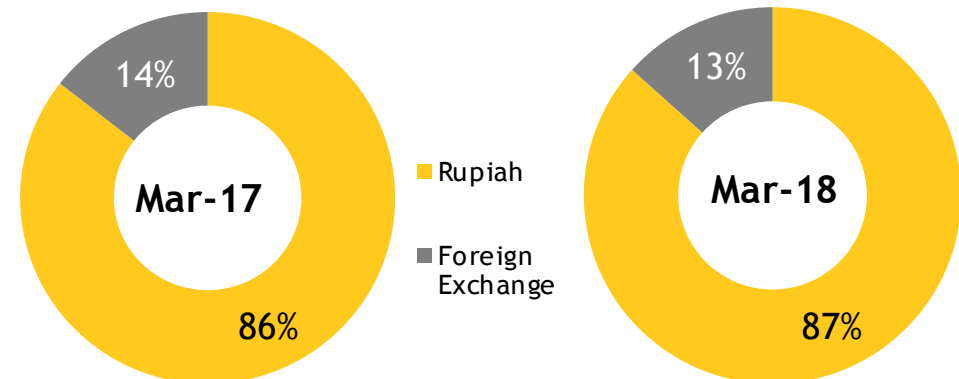
Rp Trillion

	Mar-18	Dec-17	Mar-17	YoY	QoQ
Global Banking	27.6	30.2	26.0	6.2%	-8.4%
CFS	94.9	95.3	93.8	1.1%	-0.4%
<i>CFS Non-Retail</i>	<i>52.1</i>	<i>52.6</i>	<i>50.5</i>	<i>3.2%</i>	<i>-1.0%</i>
Business Banking	29.9	30.9	29.3	2.0%	-3.3%
RSME	22.2	21.7	21.2	4.7%	2.4%
<i>CFS Retail</i>	<i>42.8</i>	<i>42.7</i>	<i>43.4</i>	<i>-1.3%</i>	<i>0.3%</i>
Auto Loan	23.8	23.4	22.7	5.1%	1.9%
Mortgage	15.6	16.0	17.3	-9.8%	-2.4%
CC + Personal Loan	2.9	2.8	2.9	0.0%	2.2%
Other loan	0.4	0.4	0.4	-1.9%	1.6%
Total	122.5	125.4	119.9	2.2%	-2.3%

Loans Composition by Business Segment



Loans Composition by Currency

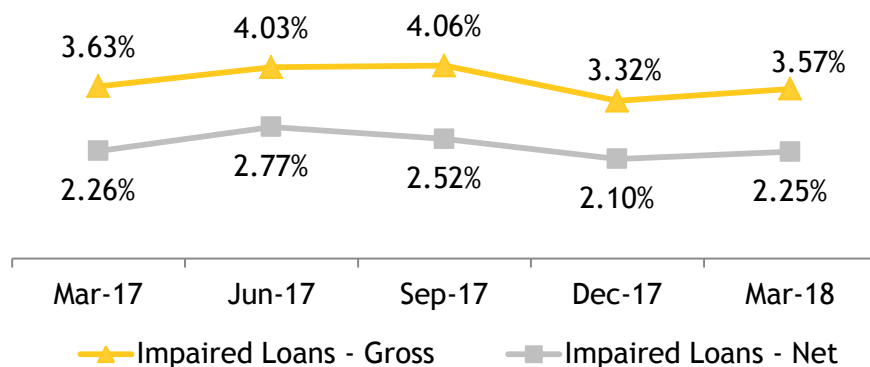


Asset Quality

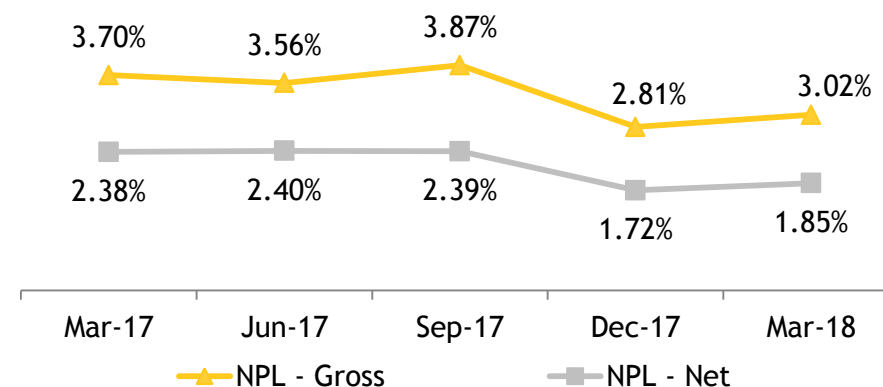
Focus on asset quality improvement



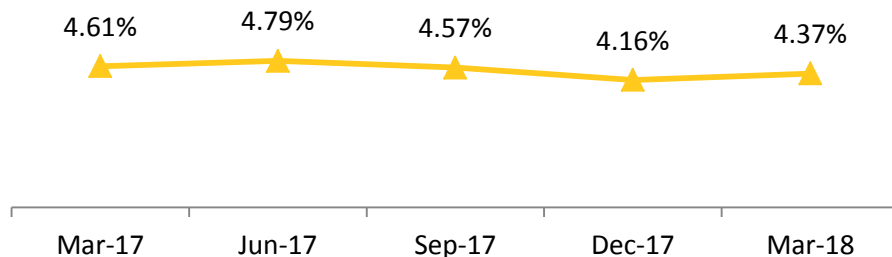
Asset Quality - Maybank Indonesia Impaired Loans (consolidated)



Asset Quality - Maybank Indonesia NPL (consolidated)



Asset Quality - Maybank Indonesia Special Mention Loans (consolidated)

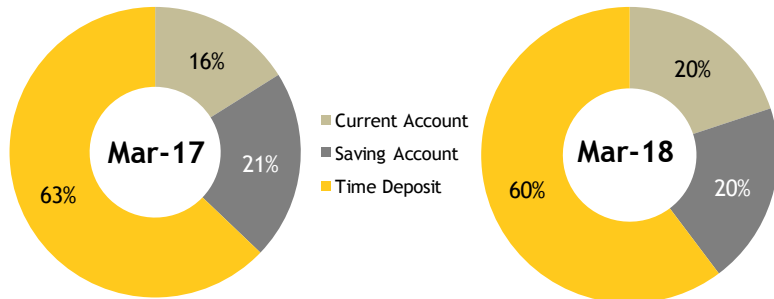


- The Bank already has in place rigorous credit approval procedures, tight approval limits and matrix and stringent early alert mechanism and watch list criteria
- The Bank also continually review and update its risk acceptance criteria and industry exposure limit to reduce concentration risk and limit exposure to high risk segments
- The Bank also continues to remain conservative in managing asset quality and takes a proactive stance on the credit facilities of customers impacted by the challenging economic environment

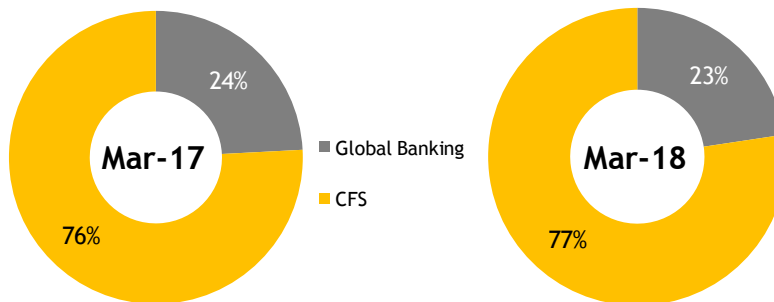
Customer Deposits

Focus on CASA accumulation

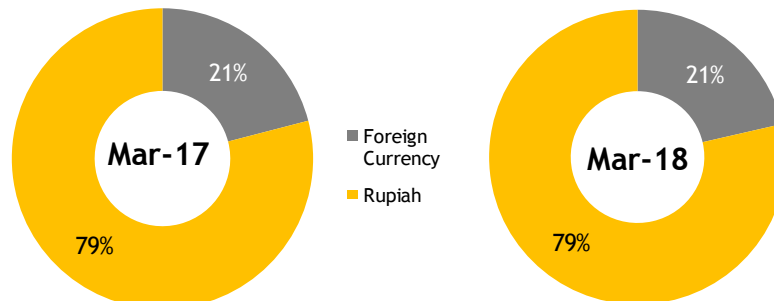
Deposits from Customers by Business Segment



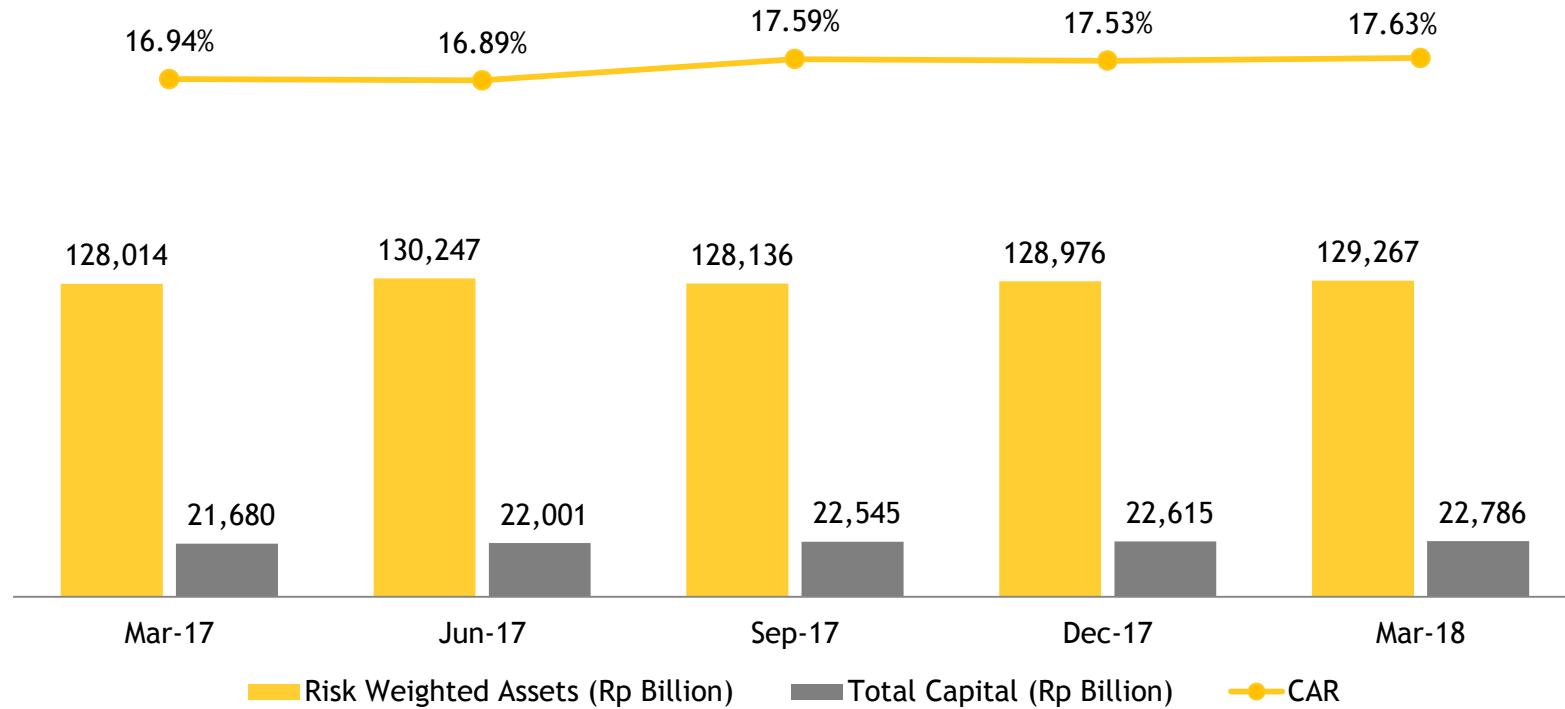
Deposits from Customers by Type



Deposits from Customers by Currency



Rp Trillion	Mar-18	Dec-17	Mar-17	YoY	QoQ
Current Account	24.1	23.7	18.9	27.3%	1.4%
Saving Account	24.0	24.8	24.8	-3.3%	-3.3%
Time Deposit	72.9	72.8	74.0	-1.5%	0.1%
Total	120.9	121.3	117.7	2.7%	-0.3%
CASA Ratio	39.7%	40.0%	37.1%	2.6%	-0.3%



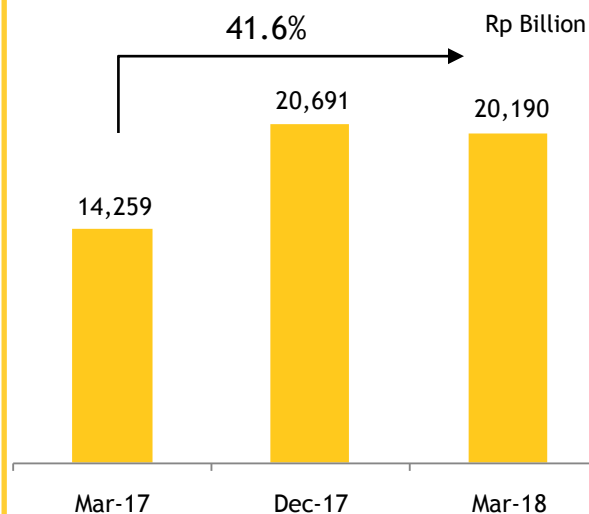
Capital Ratios	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	YoY	QoQ
Tier I	14.93%	14.64%	14.55%	13.72%	13.55%	1.38%	0.29%
Tier II	2.70%	2.89%	3.04%	3.17%	3.39%	-0.69%	-0.20%
Total CAR	17.63%	17.53%	17.59%	16.89%	16.94%	0.69%	0.09%

Shariah First strategy continues to deliver strong results

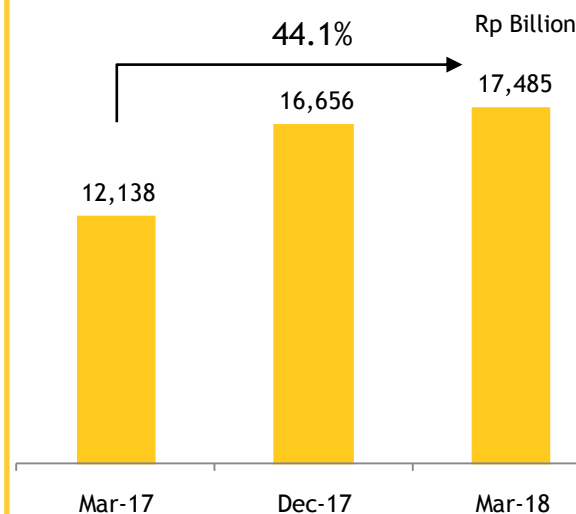
- Assets increased by 25.7% (YoY) to Rp27.1 trillion, contributing 15.4% of the Bank's consolidated total assets
- Financing increased by 41.6% (YoY) to Rp20.2 trillion
- Deposits increased by 44.1% (YoY) to Rp17.5 trillion
- Net Profit decreased by 16.6% (YoY) to Rp156.5 billion
- NPF significantly improved to 3.20% as at Mar-18 from 4.59% as at Mar-17



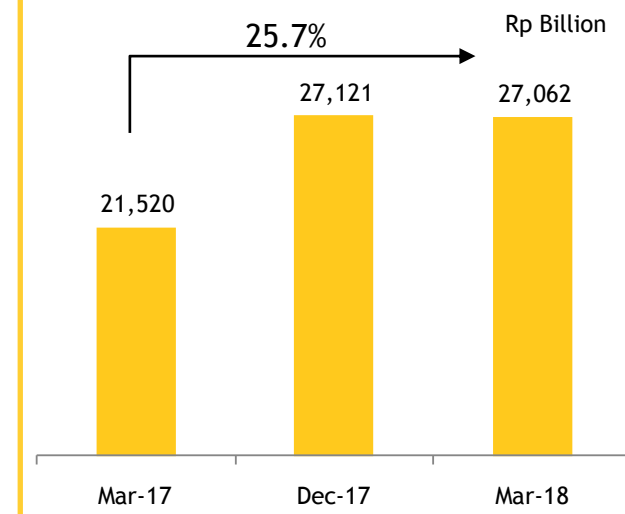
Shariah Financing



Shariah Deposits

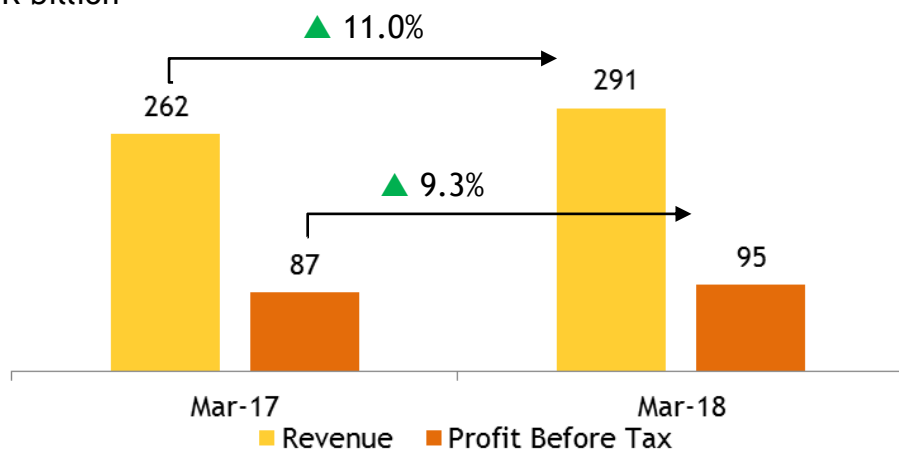


Shariah Assets



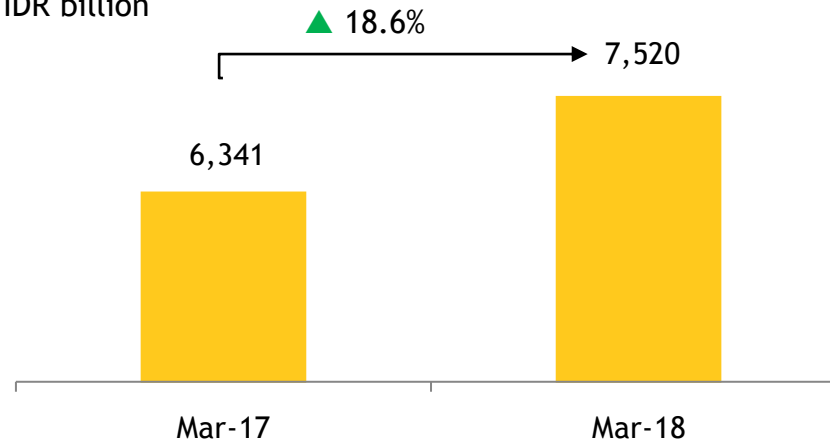
Revenue and Profit Before Tax

IDR billion

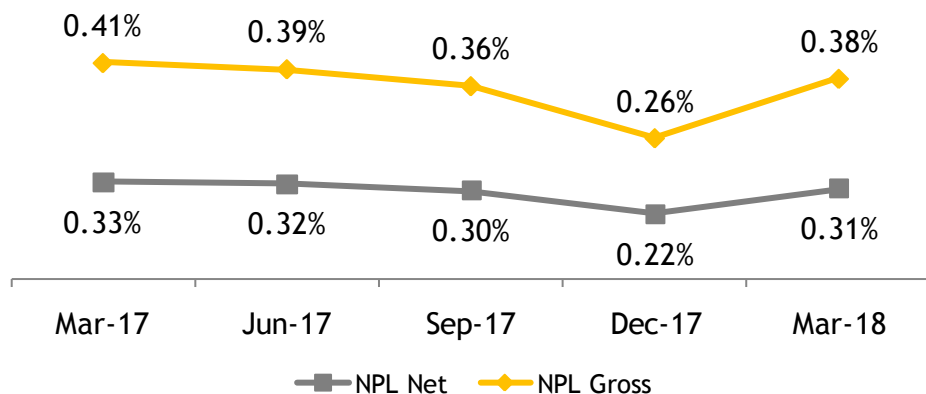


Financing

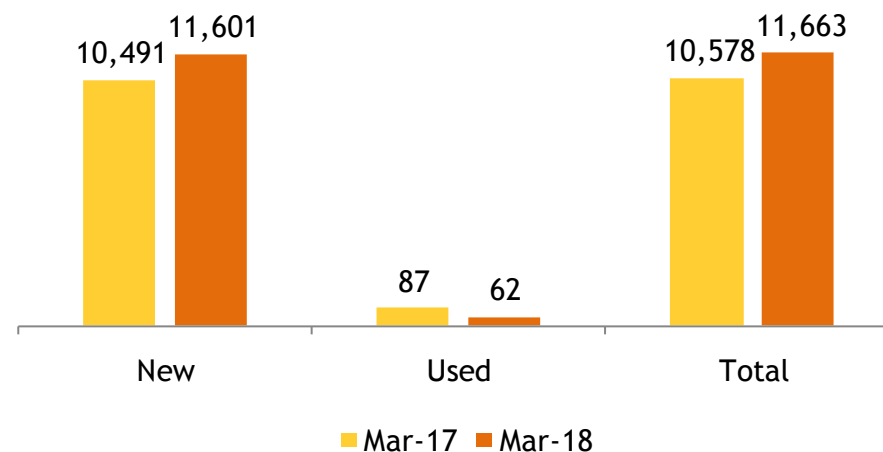
IDR billion



Asset Quality

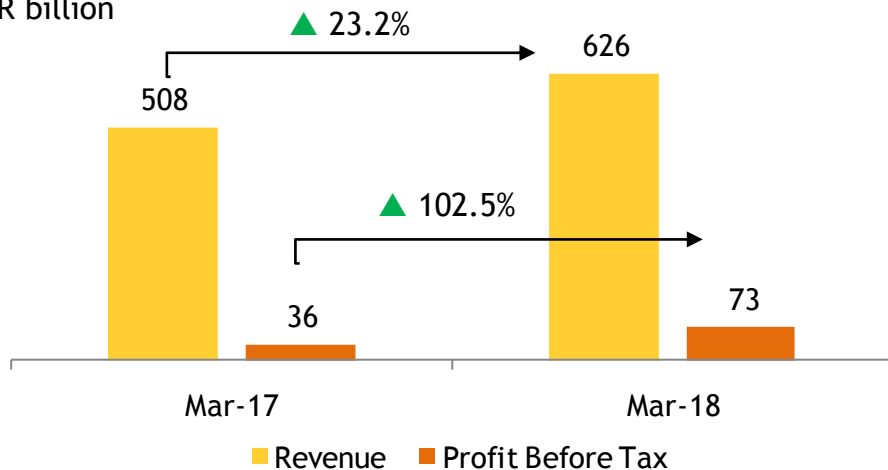


Unit Financing (unit)



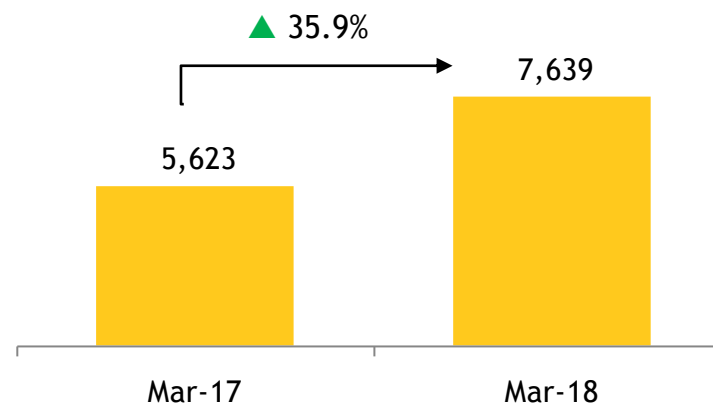
Revenue and Profit Before Tax

IDR billion

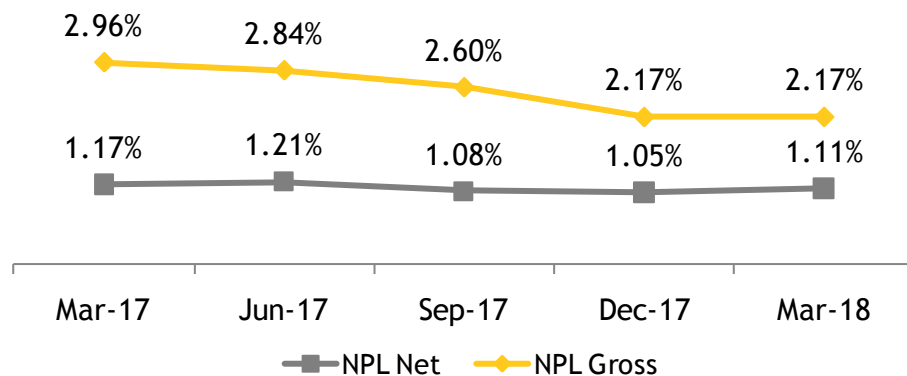


Financing

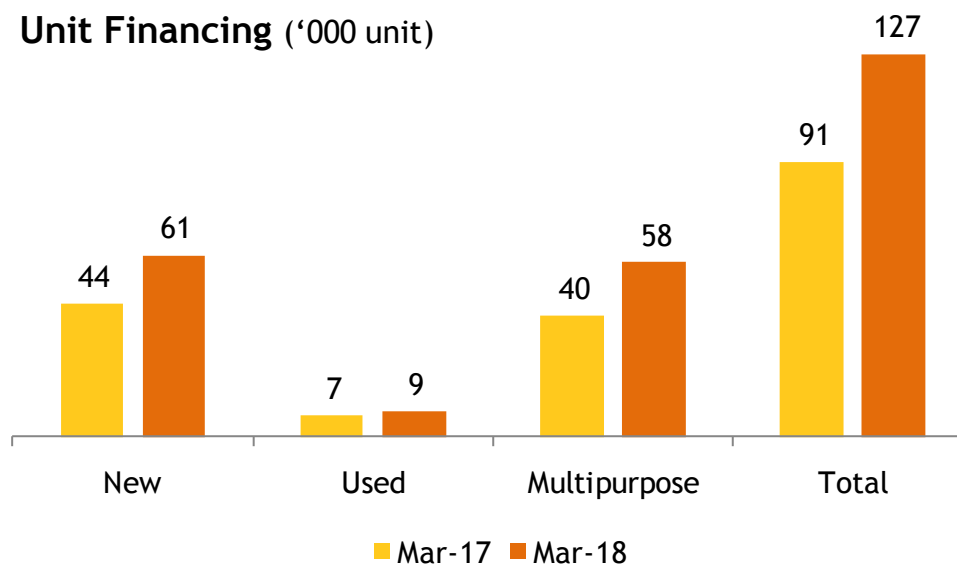
IDR billion



Asset Quality



Unit Financing ('000 unit)



Maybank Indonesia in Brief



Company Rating

FitchRatings

National Long-Term Rating	AAA(idn); Outlook Stable
National Short-Term Rating	F1+(idn)
Long-Term Foreign-Currency IDR	BBB; Outlook Stable
Short-Term Foreign-Currency IDR	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
Subordinated Debt I/2011	idAA+
Shelf Reg. Sub Debt I/2011	idAA+
Shelf Reg. Sub Debt II/2014	idAA
Shelf Reg. Sukuk Mudharabah I/2014	idAAA(sy)
Shelf Reg. Bonds II/2017	idAAA
Shelf Reg. Sukuk Mudharabah II/2017	idAAA(sy)

Shareholders





Datuk Abdul Farid bin Alias
President Commissioner



Spencer Lee Tien Chye
Commissioner



Edwin Gerungan
Commissioner



Budhi Dyah Sitawati
Independent Commissioner



Achjar Iljas
Independent Commissioner



Hendar
Independent Commissioner



Taswin Zakaria
President Director



Thilagavathy Nadason
Director



Jenny Wiriyanto
Director



Dhien Tjahajani *)
Director



Eri Budiono
Director



Irvandi Ferizal
Director

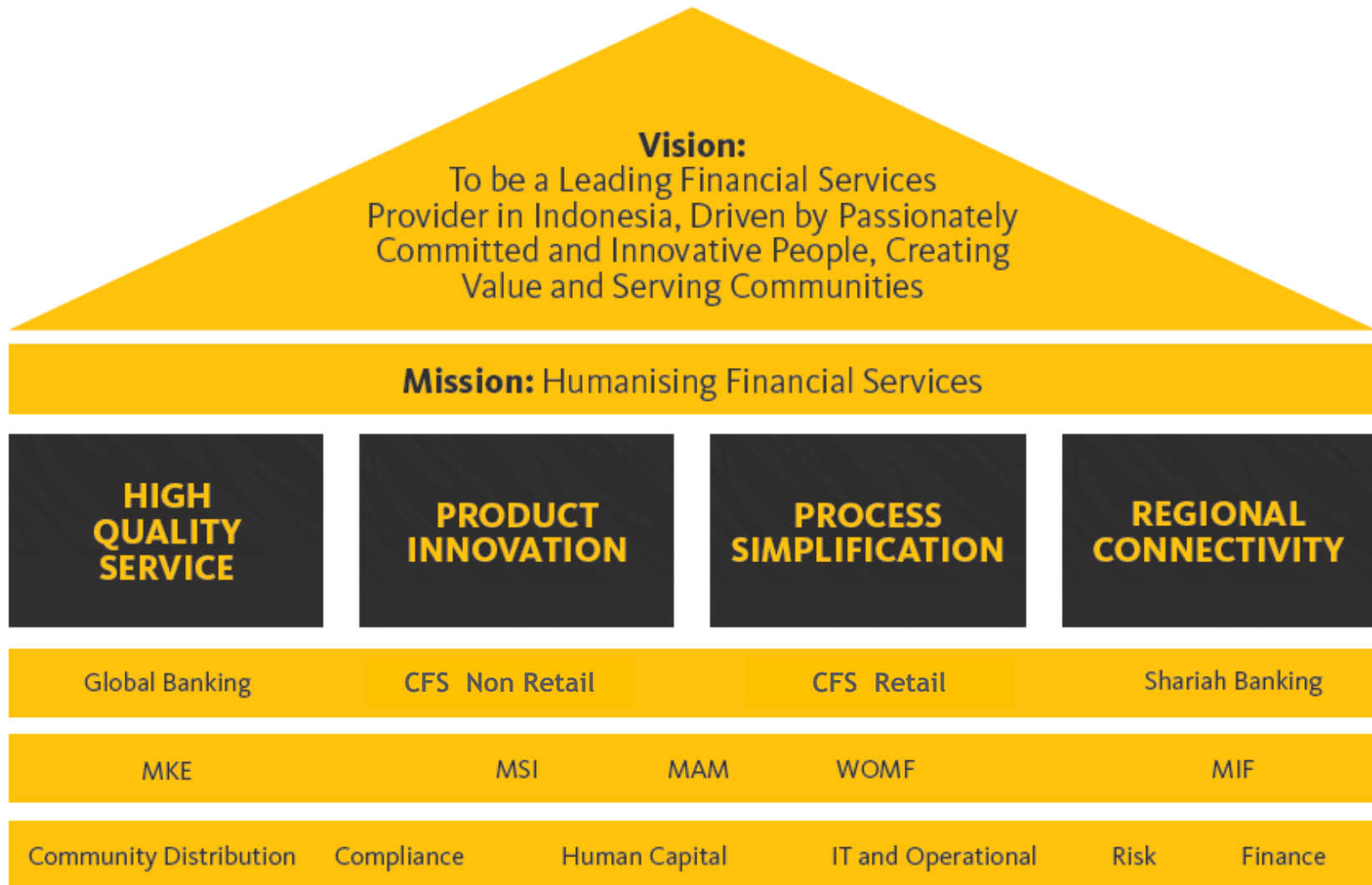


Effendi
Director

*) Resignation approved at the AGMS on 6 April 2018 and will be effective on 25 June 2018

Building Competitive Advantage

Through four pillars of Maybank Indonesia





**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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