



Maybank Indonesia

Financial Results
Full Year 2016 ended 31 December 2016

Jakarta, 16 February 2017

Summary of FY 2016 Results

Financial Performance

Prospect & Outlook

Maybank Indonesia in Brief

Awards, Corporate Social Responsibility (CSR) & Event Highlights


Summary of FY 2016 Results

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

1

PATAMI

Rp 1.9 trillion

 **71.0%**

- Significant increase in PATAMI by 71.0% (YoY) driven by robust income growth due mainly to improvement in NIM (arising from close liquidity management) and continued control on operating expenses.
- Highest PATAMI for Maybank Indonesia in its history
- The effective cost management efforts have resulted in limiting growth in operating expenses to 1.7%
- Continued improvement of its Cost to Income ratio to 52.88% in 2016 from 55.06% in 2015 and maintained positive JAWS
- ROE improved to 11.85% from 8.47% in 2015
- ROA improved to 1.60% from 1.08% in 2015

2

Loans

Rp 115.7 trillion


 **2.9%**

- Global Banking grew 20.0% (YoY) as the re-pofiling of the corporate customer base has started to show results
- CFS (Community Financial Services) reduced slightly by 1.2%
 - ✓ Business Banking grew by 12.3% (YoY)
 - ✓ Retail portfolio decreased by 14.9% (YoY) in line with reduction in consumer spending
- Gross NPL improved to 3.42% in 2016 from 3.67% in 2015

3

Deposits

Rp 118.9 trillion

 **3.0%**

- Total customer deposits stood at Rp118.9 trillion with 3.0% (YoY) growth
- Current Account grew 26.5% (YoY) from Rp16.2 trillion to Rp20.4 trillion
- CASA ratio reached 38.71% in 2016 from 36.16% in 2015
- Bank's Loan-to-Deposit Ratio (LDR - bank only) stood at a healthy 88.92%
- Loan-to-Funding Ratio (bank only) is at 88.24%
- LCR is at 149.62%

4

Shariah Assets

Rp23.2 trillion

 45.3%

- TOP among UUS and Rank 5 in Shariah Banking Industry (based on Nov 2016 industry data)
- Shariah Banking continued to demonstrate its strong performance throughout 2016:
 - ✓ Assets grew 45.3% (YoY) from Rp16.0 trillion to Rp23.2 trillion, contributed 13.9% to Bank's assets
 - ✓ Financing increased by 61.2% (YoY) to Rp14.0 trillion, contributed 12.1% to Bank's loans
 - ✓ Deposit increased by 70.9% (YoY) to Rp10.9 trillion, contributed 9.2% to the Bank's deposits

5

Assets (5.7% )

&

Capital (20.8% )

- Total Assets increased by 5.7% (YoY) to Rp166.7 trillion
- Stronger capital position with CAR as per 31 December 2016 at 16.77% with CAR Tier1 at 13.27%.

6

Subsequent

Event

- On 11 January 2017, Maybank Indonesia has signed a Conditional Share Purchase Agreement (CSPA) to divest the entire 68.55% stake in PT Wahana Ottomitra Multiartha Tbk (WOM Finance) to PT Reliance Capital Management (RCM). Currently in the process of waiting for completion of conditions precedent including regulatory approvals.
- The above corporate action is in line with streamlining our customer segment and optimizing capital use in line with the renewed perspective of the Bank on its different customer segments

Financial Performance

Subsequent event note:

Due to the proposed disposal of WOM (CSPA signed on 11 January 2017), the presentation of the 2016 audited consolidated financial statements is accordance with PSAK 58 equivalent to IFRS 5 : Non-current Assets Held for Sale and Discontinued Operations

Stronger & More Efficient Balance Sheet



| Financial Position - Consolidated | Dec-16 (Published) | Dec-15 (Published) | YoY |
|---|-----------------------|-----------------------|--------------|
| Rp Billion | a | b | (a/b)-1 |
| Loans | 115,736 | 112,529 | 2.9% |
| Other Earning Assets | 26,333 | 26,567 | -0.9% |
| Other Assets | 18,188 | 18,523 | -1.8% |
| Assets Classified as Held-for-Sale | 6,423 | 0 | N/A |
| Total Assets | 166,679 | 157,619 | 5.7% |
| Deposits from Customer | 118,932 | 115,486 | 3.0% |
| - Current Account | 20,438 | 16,158 | 26.5% |
| - Saving Account | 25,604 | 25,600 | 0.0% |
| - Time Deposit | 72,889 | 73,729 | -1.1% |
| Deposits from Other Banks | 2,811 | 3,348 | -16.1% |
| Borrowing | 2,350 | 4,275 | -45.0% |
| Securities Issued | 5,337 | 7,133 | -25.2% |
| Subordinated Debt | 5,287 | 4,487 | 17.8% |
| Other Liabilities | 6,954 | 7,145 | -2.7% |
| Liabilities Classified as Held-for-Sale | 5,735 | 0 | N/A |
| Total Liabilities | 147,406 | 141,876 | 3.9% |
| Reserve Classified as Held-for-Sale | (5) | 0 | N/A |
| Equity (excl. Non-Controlling Interest) | 19,016 | 15,506 | 22.6% |
| Non-Controlling Interest | 256 | 238 | 7.9% |
| Total Equity | 19,273 | 15,743 | 22.4% |

Robust Financial Performance

Operating Income before provisions up by 11.1% driven by stronger balance sheet, NIM improvement and cost management

Update



| Income Statement - Consolidated | Dec-16 (Published) | Dec-15 (Published) | YoY |
|--|-----------------------|-----------------------|--------------|
| Rp Billion | a | b | (a/b)-1 |
| Interest Income | 13,546 | 12,923 | 4.8% |
| Interest Expense | (6,939) | (6,962) | -0.3% |
| Net Interest Income | 6,608 | 5,961 | 10.8% |
| Non Interest Income | 1,967 | 2,135 | -7.9% |
| Gross Operating Income | 8,575 | 8,097 | 5.9% |
| Personnel | (2,039) | (1,954) | 4.3% |
| General & Administrative | (2,493) | (2,497) | -0.2% |
| Other Operating Expenses | (3) | (7) | -61.1% |
| Operating Expenses (excl. Provisions) | (4,534) | (4,458) | 1.7% |
| Operating Income before Provisions | 4,041 | 3,638 | 11.1% |
| Provisions | (1,595) | (1,979) | -19.4% |
| Operating Income After Provision | 2,446 | 1,659 | 47.4% |
| Non Operating Income / (Expenses) | 165 | (15) | 1200.4% |
| Profit Before Tax & Minority Interest | 2,611 | 1,644 | 58.8% |
| Income from discontinued operations | 33 | (102) | 132.4% |
| Tax & Minority Interest | (695) | (403) | 72.6% |
| Profit After Tax & Minority Interest (PATAMI) | 1,948 | 1,139 | 71.0% |

- The above are presented in accordance with OJK regulation No.32/POJK.03/2016
- Quarterly proforma, in accordance with the accounting classification is on next slide

Financial Performance

Quarterly proforma in accordance with accounting classification*

Additional



| Quarterly 2016 | | | | Income Statement - Consolidated | Dec-16 | Dec-15 | YoY |
|----------------|----------------|----------------|----------------|--|----------------|----------------|--------------|
| Q1-16 | Q2-16 | Q3-16 | Q4-16 | Rp Billion | | | |
| 3,362 | 3,372 | 3,424 | 3,388 | Interest Income | 13,546 | 12,923 | 4.8% |
| (1,819) | (1,716) | (1,735) | (1,669) | Interest Expense | (6,939) | (6,962) | -0.3% |
| 1,544 | 1,656 | 1,689 | 1,719 | Net Interest Income | 6,608 | 5,961 | 10.8% |
| 497 | 551 | 522 | 534 | Non Interest Income | 2,104 | 2,020 | 4.2% |
| 2,041 | 2,206 | 2,212 | 2,253 | Gross Operating Income | 8,711 | 7,981 | 9.1% |
| (506) | (522) | (526) | (485) | Personnel | (2,039) | (1,954) | 4.3% |
| (653) | (640) | (631) | (570) | General & Administrative | (2,493) | (2,491) | 0.1% |
| (1,158) | (1,162) | (1,157) | (1,055) | Operating Expenses | (4,531) | (4,445) | 1.9% |
| 882 | 1,045 | 1,055 | 1,198 | Operating Income before Provisions | 4,180 | 3,536 | 18.2% |
| (297) | (499) | (490) | (309) | Provisions | (1,595) | (1,979) | -19.4% |
| 585 | 546 | 566 | 889 | Operating Income After Provision | 2,585 | 1,557 | 66.1% |
| 4 | 0 | 4 | 17 | Non Operating Income / (Expenses) | 25 | 87 | 70.8% |
| 589 | 546 | 570 | 905 ** | Profit Before Tax & Minority Interest | 2,611 | 1,644 | 58.8% |
| 5 | 11 | 16 | 1 | Income from discontinued operations | 33 | (102) | 132.4% |
| (151) | (142) | (150) | (252) | Tax & Minority Interest | (695) | (403) | 72.6% |
| 444 | 415 | 435 | 655 | Profit After Tax & Minority Interest (PATAMI) | 1,948 | 1,139 | 71.0% |

* The main difference between the regulatory and accounting classification is in relation to FX translation which are classified as non-operating in the regulatory definition

** The reduction in 4Q16 is mainly due to the impact in WOM from participating in the Tax Amnesty program.

Significant improvement in Key Financial Ratios



| Key Operating Ratio | Dec-16 (Published) | Dec-15 (Published) | △ |
|--|-----------------------|-----------------------|---------|
| Consolidated | a | b | (a-b) |
| Profitability | | | |
| Return On Assets | 1.60% | 1.08% | 0.52% |
| Return On Equities (Tier 1) | 11.85% | 8.47% | 3.38% |
| Net Interest Margin | 4.61% | 4.45% | 0.16% |
| Efficiency & Productivity Ratio | | | |
| Cost to Income Ratio | 52.88% | 55.06% | -2.18% |
| BOPO | 84.36% | 89.18% | -4.82% |
| Earning Asset Quality | | | |
| Impaired Loans - Gross | 3.54% | 3.83% | -0.28% |
| Impaired Loans - Net | 2.31% | 2.59% | -0.28% |
| NPL - Gross | 3.42% | 3.67% | -0.25% |
| NPL - Net | 2.28% | 2.42% | -0.14% |
| Balance Sheets Structure | | | |
| LDR | 94.14% | 94.44% | -0.30% |
| LFR *) | 89.72% | 90.60% | -0.88% |
| LCR | 144.33% | 201.00% | -56.67% |
| CASA to Total Funding | 38.71% | 36.16% | 2.56% |
| CAR | 16.77% | 15.17% | 1.60% |

| Key Operating Ratio | Dec-16 (Published) | Dec-15 (Published) | △ |
|--|-----------------------|-----------------------|---------|
| Bank Only | a | b | (a-b) |
| Profitability | | | |
| Return On Assets | 1.48% | 0.84% | 0.64% |
| Return On Equities (Tier 1) | 11.84% | 7.52% | 4.32% |
| Net Interest Margin | 4.59% | 4.46% | 0.13% |
| Efficiency & Productivity Ratio | | | |
| Cost to Income Ratio | 54.62% | 58.19% | -3.57% |
| BOPO | 85.81% | 91.70% | -5.89% |
| Earning Asset Quality | | | |
| Impaired Loans - Gross | 3.70% | 3.98% | -0.28% |
| Impaired Loans - Net | 2.40% | 2.73% | -0.33% |
| NPL - Gross | 3.58% | 3.81% | -0.23% |
| NPL - Net | 2.37% | 2.55% | -0.18% |
| Balance Sheets Structure | | | |
| LDR | 88.92% | 86.14% | 2.78% |
| LFR *) | 88.24% | 85.13% | 3.11% |
| LCR | 149.62% | 213.00% | -63.38% |
| CASA to Total Funding | 38.92% | 36.51% | 2.41% |
| CAR | 16.98% | 14.93% | 2.05% |

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

Loans (1/2)

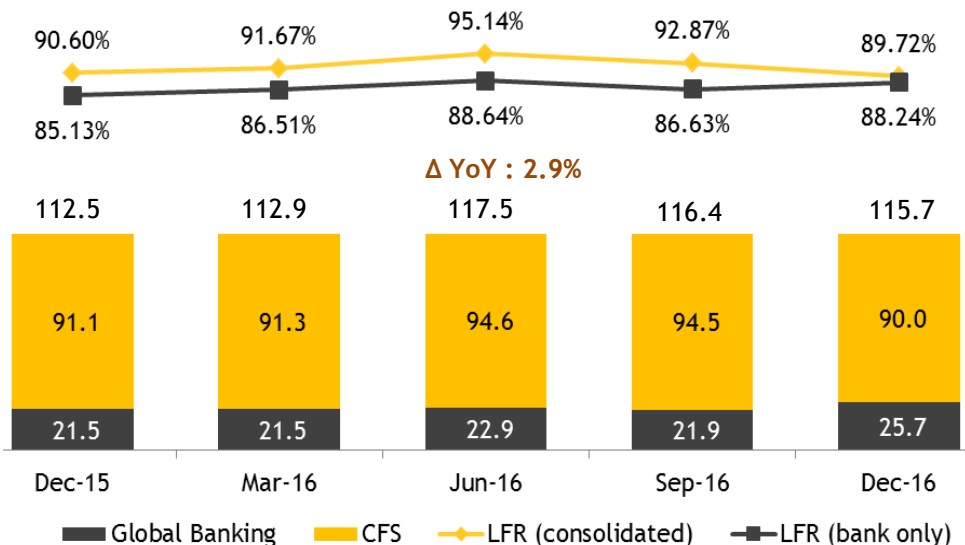
Global Banking recorded strong loans growth as a result of re-aligning and re-profiling of its portfolio that has been implemented by the Bank in the last two years.

Update



LFR & Total Loans (as reported)

Rp Trillion

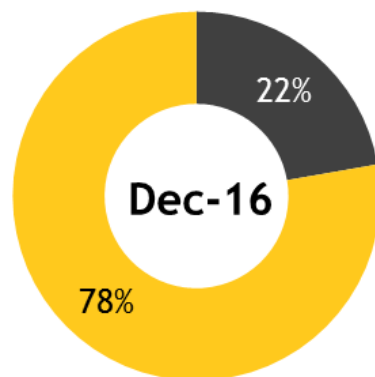
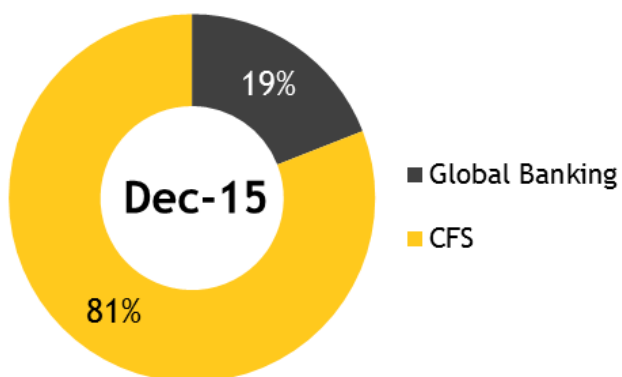


Loan Portfolio Breakdown

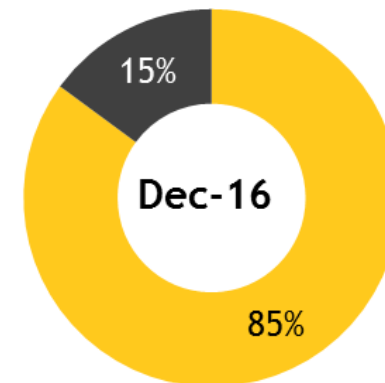
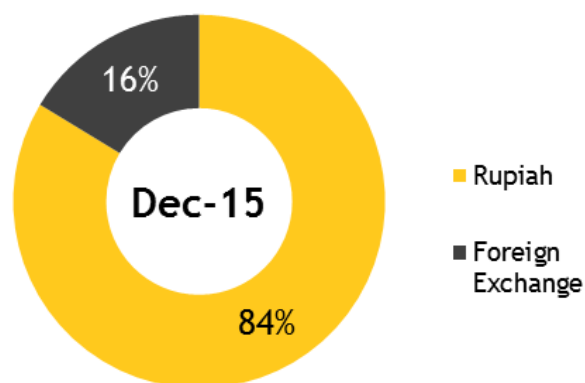
Rp Trillion

| Rp Trillion | Dec-16 | Sep-16 | Dec-15 | YoY | QoQ |
|--------------------|--------------|--------------|--------------|-------------|--------------|
| Global Banking | 25.7 | 21.9 | 21.5 | 20.0% | 17.8% |
| Business Banking | 51.5 | 49.7 | 45.9 | 12.3% | 3.7% |
| Commercial | 30.3 | 28.9 | 26.7 | 13.4% | 4.9% |
| SME | 20.3 | 19.8 | 17.8 | 14.1% | 2.5% |
| Micro | 0.9 | 1.0 | 1.4 | -33.8% | -9.6% |
| Retail Banking | 38.4 | 44.8 | 45.2 | -14.9% | -14.3% |
| Auto Loan | 17.1 | 22.8 | 23.0 | -25.6% | -25.0% |
| Mortgage | 17.8 | 18.3 | 18.1 | -1.9% | -2.5% |
| CC + Personal Loan | 3.1 | 3.3 | 3.5 | -12.7% | -6.7% |
| Other loan | 0.5 | 0.5 | 0.5 | -9.7% | -2.1% |
| Total | 115.7 | 116.4 | 112.5 | 2.9% | -0.6% |

Loans Composition by Business Segment



Loans Composition Based on Currency



Loans (2/2)

Additional breakdown (with and without WOM)

Additional



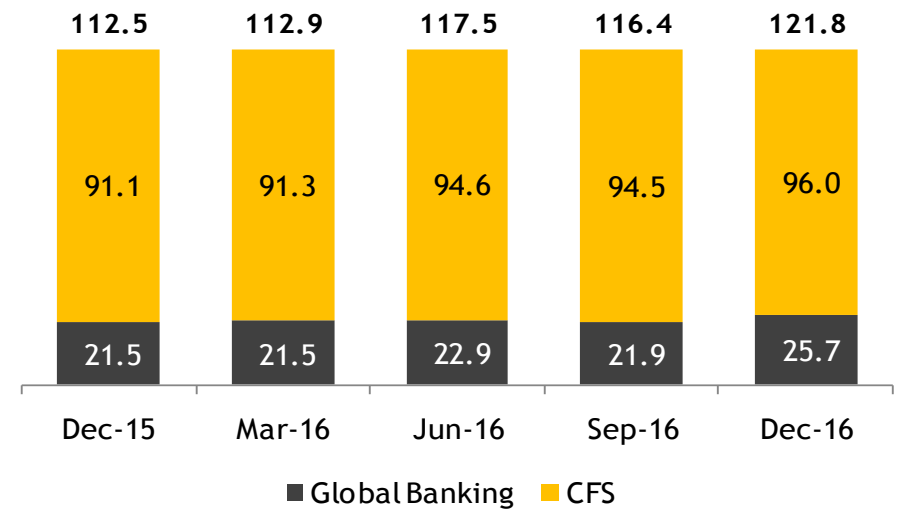
Total Loans (include WOM)

Rp Trillion

| Rp Trillion | Dec-16 | Sep-16 | Jun-16 | Mar-16 | Dec-15 | YoY |
|--------------------|--------------|--------------|--------------|--------------|--------------|-------------|
| Global Banking | 25.7 | 21.9 | 22.9 | 21.5 | 21.5 | 20.0% |
| Business Banking | 51.5 | 49.7 | 49.2 | 46.3 | 45.9 | 12.3% |
| Commercial | 30.3 | 28.9 | 28.5 | 26.5 | 26.7 | 13.4% |
| SME | 20.3 | 19.8 | 19.5 | 18.5 | 17.8 | 14.1% |
| Micro | 0.9 | 1.0 | 1.1 | 1.3 | 1.4 | -33.8% |
| Retail Banking | 44.5 | 44.8 | 45.4 | 45.0 | 45.2 | -1.5% |
| Auto Loan | 23.2 | 22.8 | 23.1 | 22.8 | 23.0 | 0.7% |
| Mortgage | 17.8 | 18.3 | 18.5 | 18.2 | 18.1 | -1.9% |
| CC + Personal Loan | 3.1 | 3.3 | 3.4 | 3.5 | 3.5 | -12.7% |
| Other loan | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | -9.7% |
| Total | 121.8 | 116.4 | 117.5 | 112.9 | 112.5 | 8.2% |

Loan Portfolio Breakdown (include WOM)

Rp Trillion



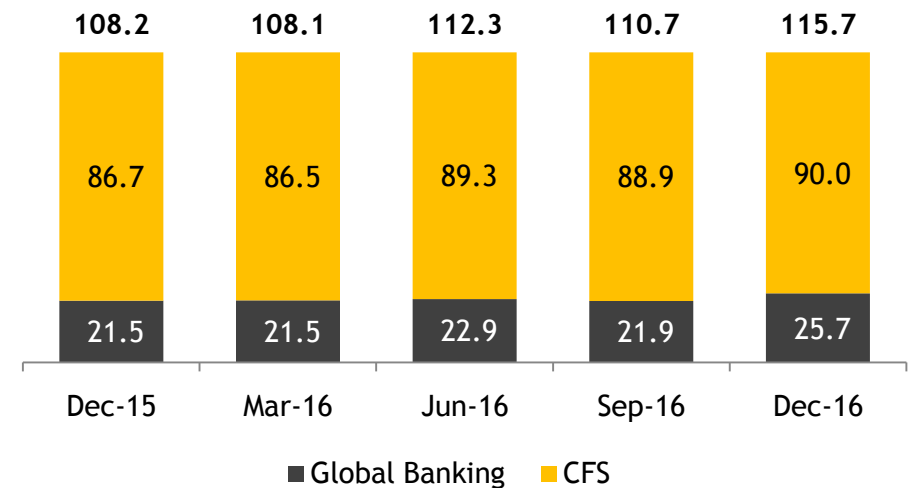
Total Loans (exclude WOM)

Rp Trillion

| Rp Trillion | Dec-16 | Sep-16 | Jun-16 | Mar-16 | Dec-15 | YoY |
|--------------------|--------------|--------------|--------------|--------------|--------------|-------------|
| Global Banking | 25.7 | 21.9 | 22.9 | 21.5 | 21.5 | 20.0% |
| Business Banking | 51.5 | 49.7 | 49.2 | 46.3 | 45.9 | 12.3% |
| Commercial | 30.3 | 28.9 | 28.5 | 26.5 | 26.7 | 13.4% |
| SME | 20.3 | 19.8 | 19.5 | 18.5 | 17.8 | 14.1% |
| Micro | 0.9 | 1.0 | 1.1 | 1.3 | 1.4 | -33.8% |
| Retail Banking | 38.4 | 39.1 | 40.2 | 40.3 | 40.8 | -5.8% |
| Auto Loan | 17.1 | 17.1 | 17.8 | 18.0 | 18.7 | -8.3% |
| Mortgage | 17.8 | 18.3 | 18.5 | 18.2 | 18.1 | -1.9% |
| CC + Personal Loan | 3.1 | 3.3 | 3.4 | 3.5 | 3.5 | -12.7% |
| Other loan | 0.5 | 0.5 | 0.5 | 0.5 | 0.5 | -9.7% |
| Total | 115.7 | 110.7 | 112.3 | 108.1 | 108.2 | 7.0% |

Loan Portfolio Breakdown (exclude WOM)

Rp Trillion

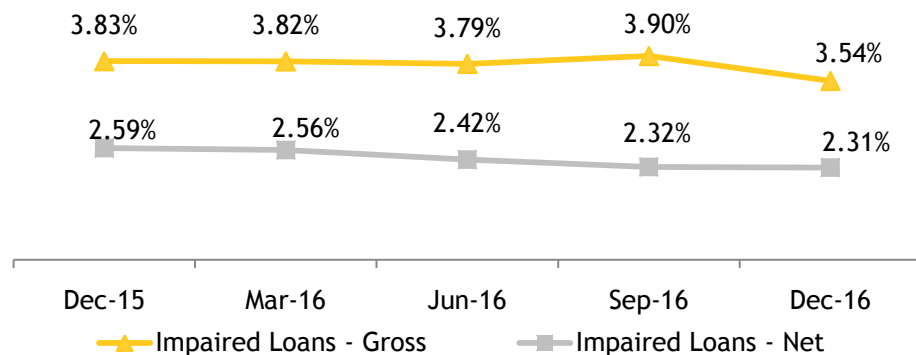


Asset Quality

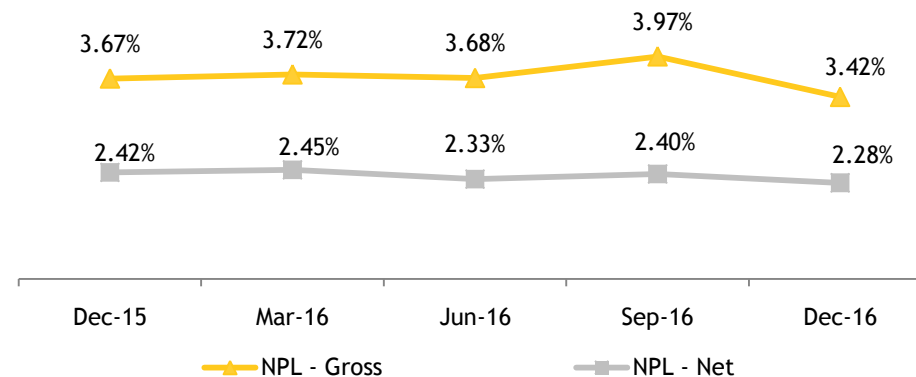
Overall improvement in asset quality. However the Bank remains cautious over loan quality as businesses are still impacted by the current economic slow down



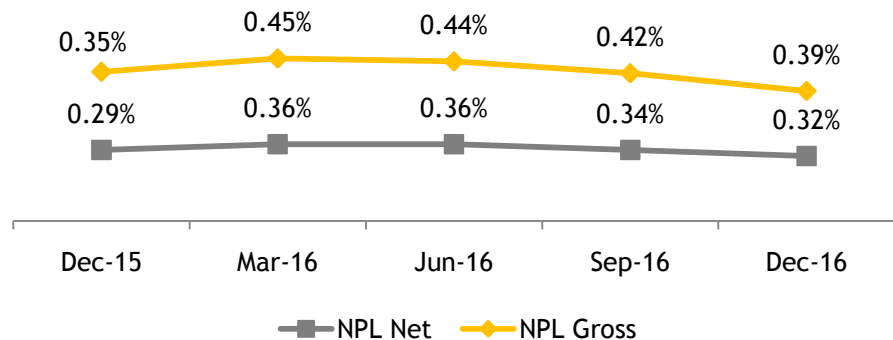
Asset Quality - Maybank Indonesia Impaired Loans (consolidated)



Asset Quality - Maybank Indonesia NPL (consolidated)



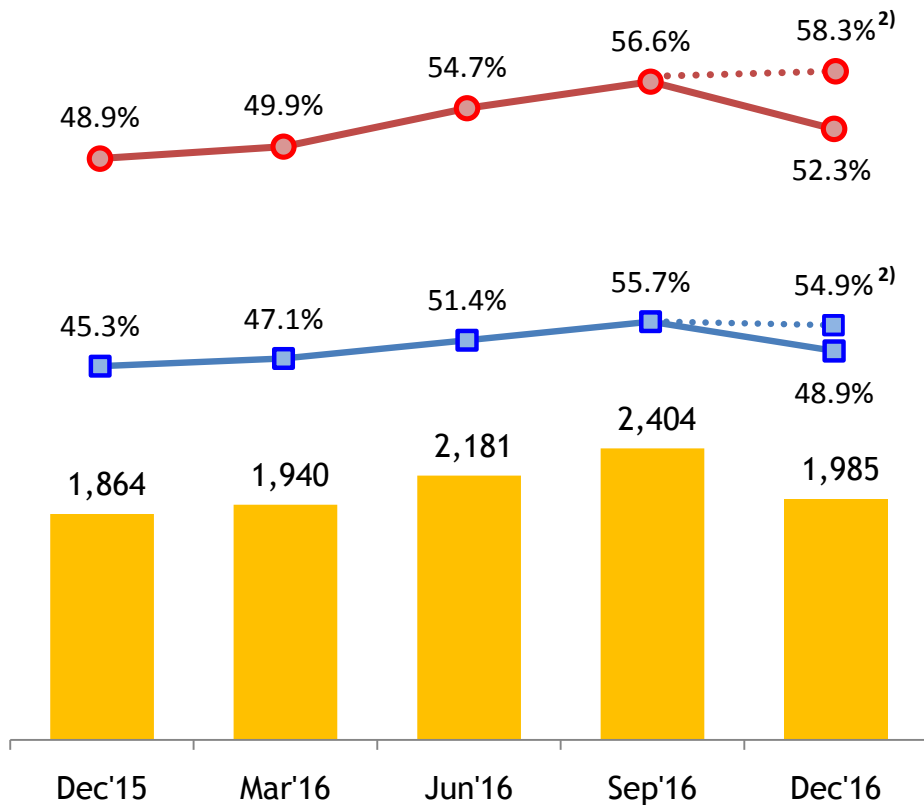
Asset Quality - Maybank Finance



- The Bank's consolidated NPL level was lower at 3.42% (gross) and 2.28% (net) in 2016 compared to 3.67% (NPL gross) and 2.42% (NPL net) in the previous year.
- The Bank continued to manage 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.
- Amidst challenging business conditions in the automotive industry, Maybank Finance's gross NPL & net NPL remained stable

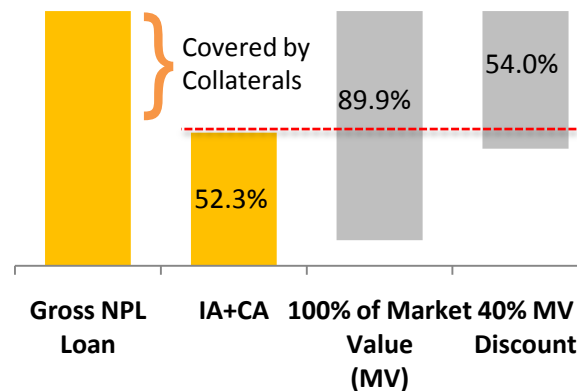
Allowance for losses on loans

- Allowance for losses on loans
- Loan loss coverage (LLC) - GIL ¹⁾
- Loan loss coverage (LLC) - NPL



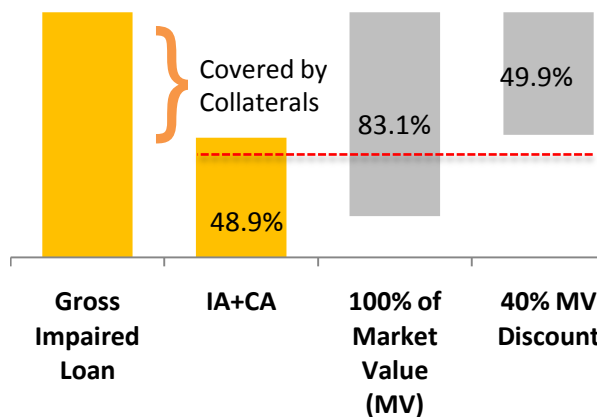
1) Impaired loan is computed based on local reporting purposes
 2) Position before write-off of a few significant impaired accounts in 4Q2016

Collateral Coverage Dec'16 for NPL Loan



- Collateral includes Cash, Land & Building (L&B), equipment, vehicle and vessel.
- Market value of L&B, equipment, and vehicle are capped at the outstanding amount.
- Typically, the L&B values are far in excess of the outstanding amounts but these are not taken into consideration in these charts.

Collateral Coverage Dec'16 for Impaired Loan



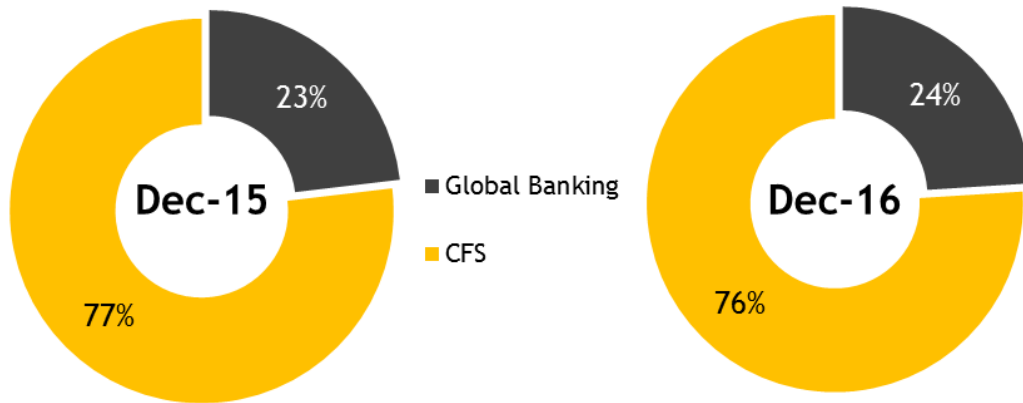
- Based on experience, the realizable value of collateral (except cash) is 60 - 70% from the market value.

Customer Deposits

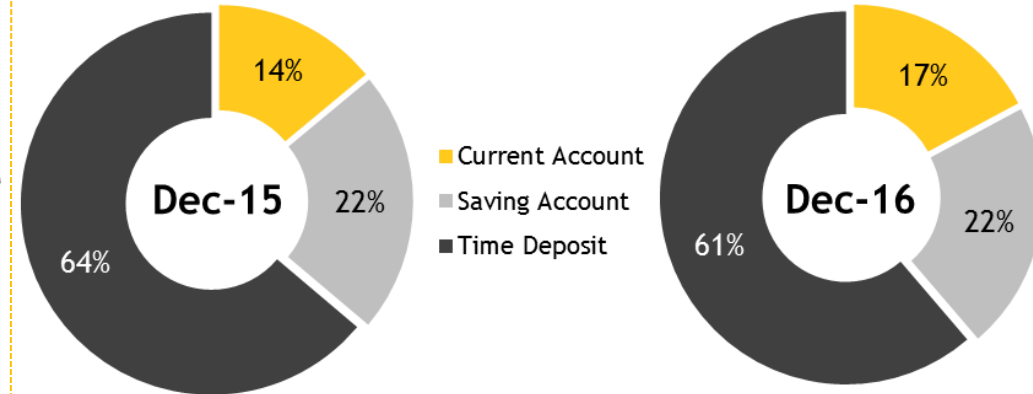
Robust funding position through increased customer deposits



Deposits from Customers by Business Segment



Deposits from Customers by Type

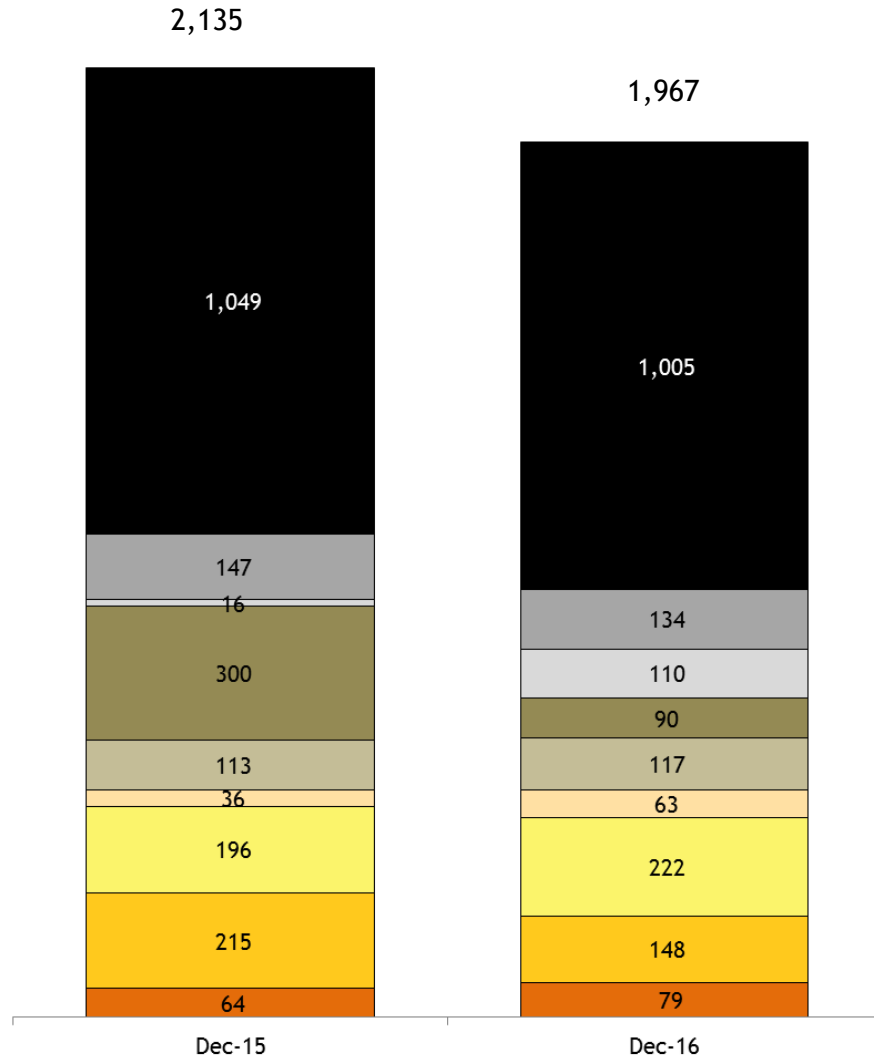


| Rp Trillion | Dec-16 | Sep-16 | Dec-15 | YoY | QoQ |
|----------------|--------------|--------------|--------------|-------------|-------------|
| Global Banking | 28.5 | 28.6 | 26.7 | 6.9% | -0.2% |
| CFS | 90.4 | 87.0 | 88.8 | 1.8% | 3.9% |
| Total | 118.9 | 115.6 | 115.5 | 3.0% | 2.9% |

| Rp Trillion | Dec-16 | Sep-16 | Dec-15 | YoY | QoQ |
|-----------------|--------------|--------------|--------------|-------------|-------------|
| Current Account | 20.4 | 18.8 | 16.2 | 26.5% | 8.4% |
| Saving Account | 25.6 | 25.3 | 25.6 | 0.0% | 1.0% |
| Time Deposit | 72.9 | 71.4 | 73.7 | -1.1% | 2.1% |
| Total | 118.9 | 115.6 | 115.5 | 3.0% | 2.9% |
| CASA Ratio | 38.71% | 38.22% | 36.16% | 2.6% | 0.5% |

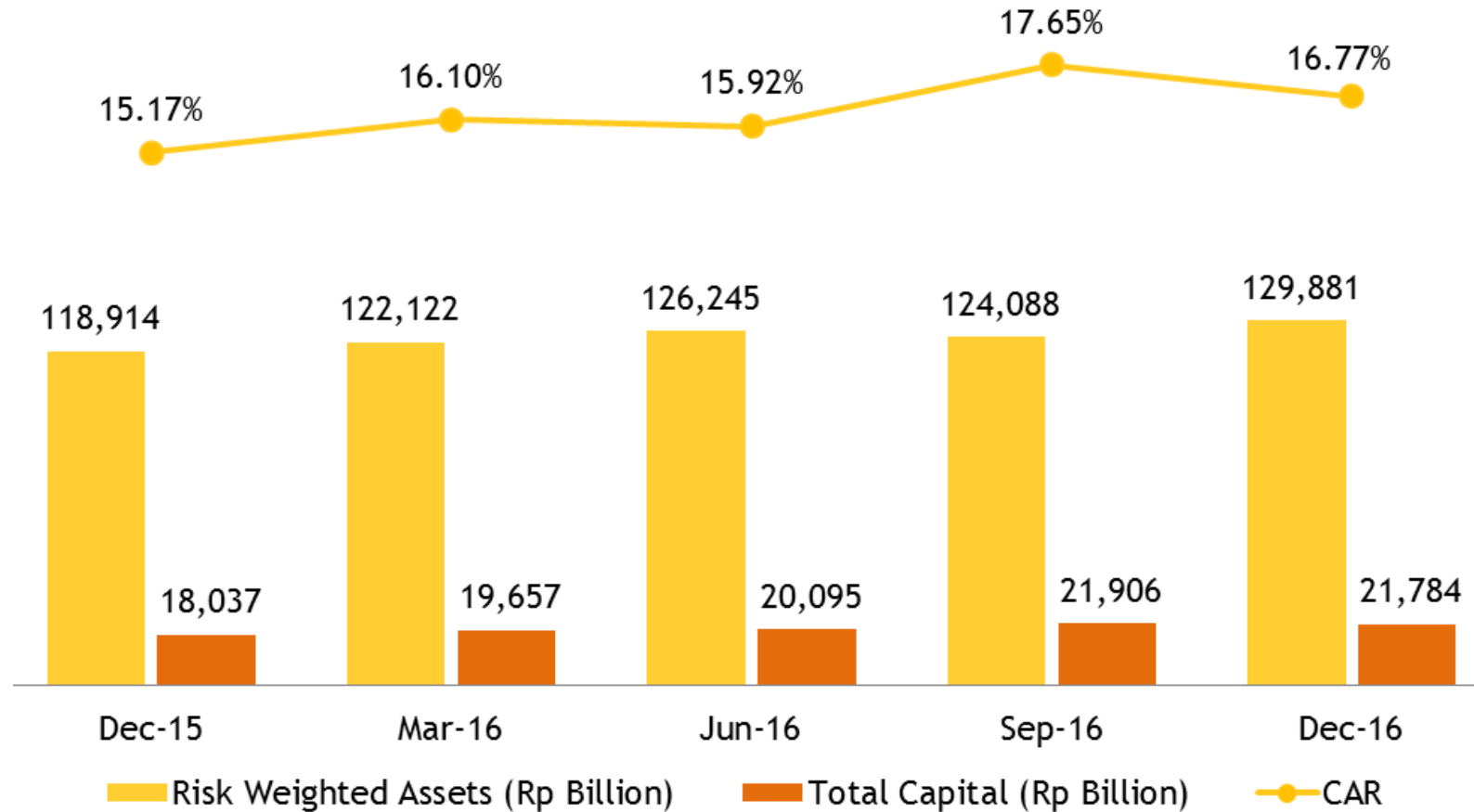
Fee Income

Rp Billion



| Fee Based Income In Rp Million | Dec-16 | Dec-15 |
|--|--------------|--------------|
| Consumer Financing | 79 | 64 |
| Retail Administration | 148 | 215 |
| Loan Administration | 222 | 196 |
| Collection of receivables previously written-off | 63 | 36 |
| Banking Services and Trade Finance | 117 | 113 |
| Treasury - Forex | 90 | 300 |
| Treasury - Fixed Income | 110 | 15 |
| Arranger & Syndication Fees | 134 | 147 |
| Other Fees & Commissions | 1,005 | 1,049 |
| Total Fee Income | 1,967 | 2,135 |

- Other Fees & Commissions
- Treasury - Fixed Income
- Banking Services and Trade Finance
- Loan Administration
- Consumer Financing
- Arranger & Syndication Fees
- Treasury - Forex
- Collection of receivables previously written-off
- Retail Administration



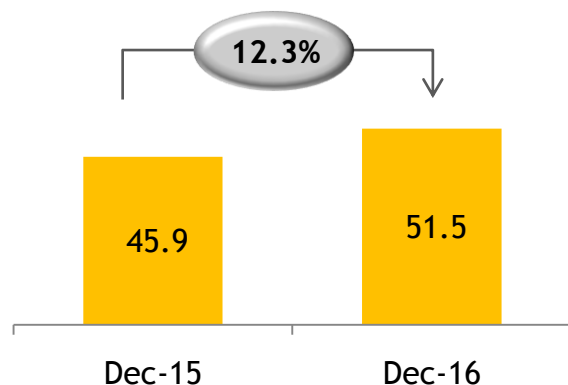
- CAR as per 31 December 2016 at 16.77% with CAR Tier 1 at 13.27%.



**Community Financial Services (CFS)
FY2016 Results**

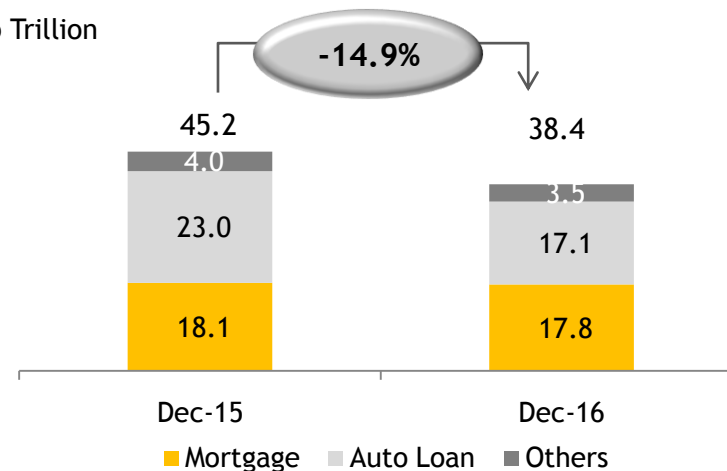
Business Banking loans grew by 12.3% YoY

Rp Trillion



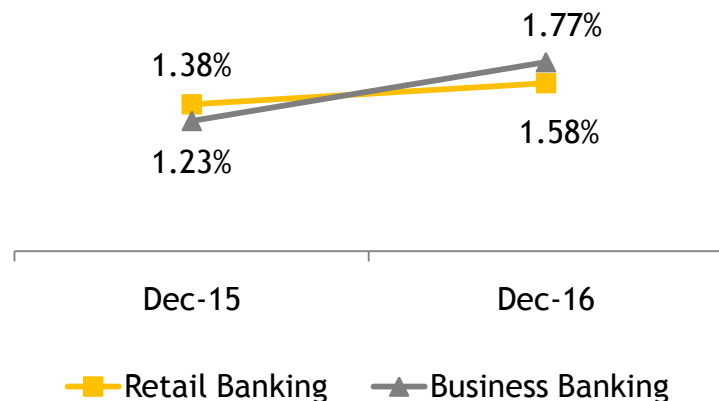
Retail Banking loans decreased by 14.9% YoY

Rp Trillion



Asset Quality

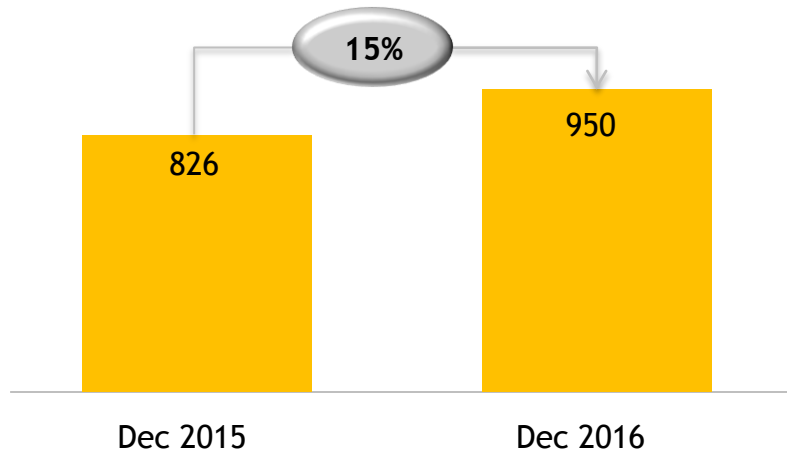
% Impaired Ratio



- Business Banking loans grew by 12.3% (2015: 12.5%) to Rp51.5 trillion, with a slight drop in asset quality with GIL at 1.77% (2015: 1.23%).
- Small and Medium Enterprises (SME) / UKM sector recorded strong loan growth of 14.1% (2015: 8.6%). Quality improved with GIL at 1.57% (2015: 1.65%). As of Dec 2016, the contributions of Small and Medium Enterprises reached 23.74% of the Bank's total loans, surpassing minimum target set by the government of 20% by 2018.
- However, Retail Banking loans decreased by 14.9% to Rp38.4 trillion.

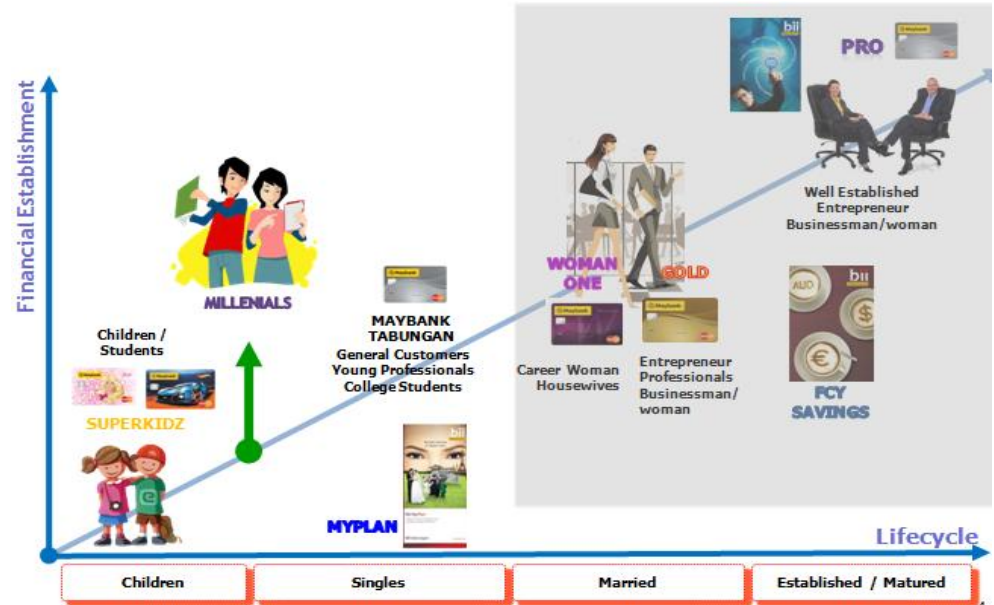
Net Interest Income (NII)

Rp Billion



Optimized portfolio management

Despite the tightening of liquidity condition in the market, the bank has managed to improve the cost of funding by reducing dependencies on expensive deposits, as reflected in the NII growth YoY



| Product/ Services | Coverage |
|-------------------|--|
| PRO | Well established customer, Businessman/woman |
| GOLD | Business/Entrepreneur SA |
| WOMAN ONE | Career Woman, Entrepreneur and Housewives |
| SUPER KIDZ | Children/Students below 17 years old |
| REGULER | General Customers |
| MYPLAN | Monthly Saving for future plan |
| FCY SAVING | Business & mass segment |

Continuous enhancement on e-banking features have increased both users and number of transactions consistently



MaybankzU App, perbankan dalam genggaman

Kelola portfolio rekening Anda dimanapun dan kapanpun.



Download sekarang dan buktikan kemudahannya.

MaybankzU

Info: www.maybank.co.id/maybankzU

Syarat & ketentuan berlaku.



PT Bank Maybank Indonesia, Tbk (5231) PT Bank International Indonesia Tbk
Berdaftar dan diawasi oleh Otoritas Jasa Keuangan (OJK)

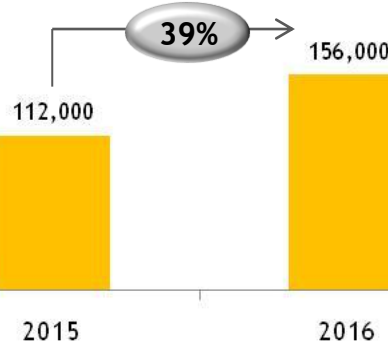
Humanising Financial Services.



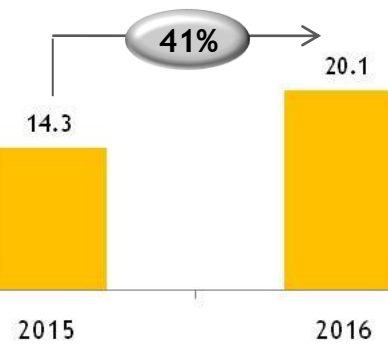
Maybank consistently promote and enhance its e-banking services to provide customer transaction convenience, and migrate customer transaction to digital channel.

Maybank M2U Internet Banking

Number of Users

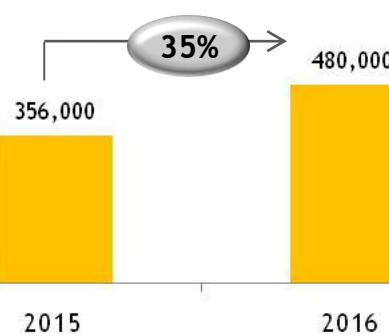


Number of Transactions (mio)

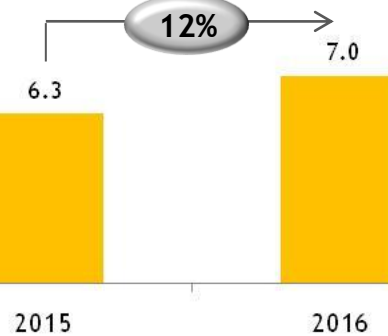


Maybank SMS+ Mobile Banking

Number of Users



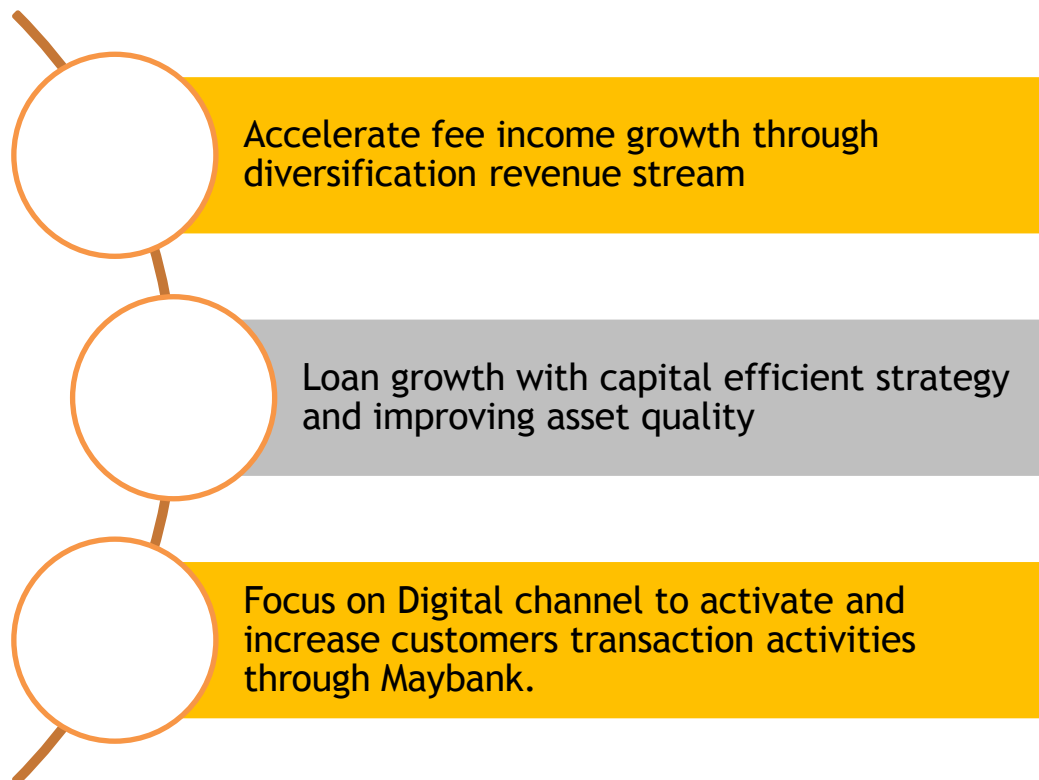
Number of Transactions (mio)





“Leading in financial services to communities’ ecosystem holistically through multi channels to build towards sustainable economy”

Going Forward Strategy



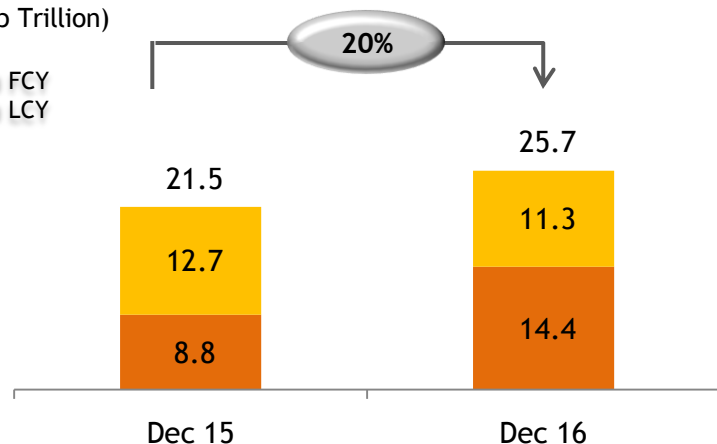
**Global Banking
FY2016 Results**



Loans

(Rp Trillion)

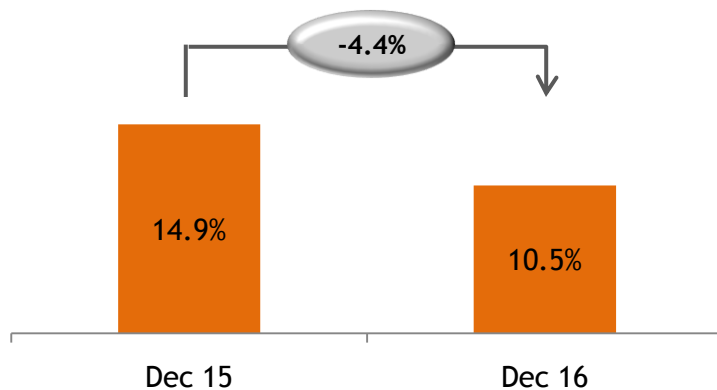
■ FCY
■ LCY



- A number of key deals were successfully closed in 2016 resulting in an asset growth of 20% YoY more than twice the industry growth of 7.6%
- Successfully added new corporates to the Bank's corporate portfolio which is in line with our strategy on re-shifting the portfolio towards top-tier clients
- The CASA balance grew 41% YoY which led to an improvement in the CASA ratio from 16% to 21%
- GIL improved to 10.5% level, reduced significantly from 14.9% level last year, due to restructuring efforts and write-offs of a few Non-performing loans

Asset Quality

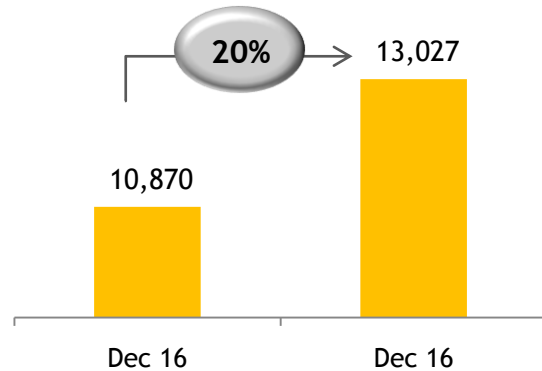
% Impaired Ratio



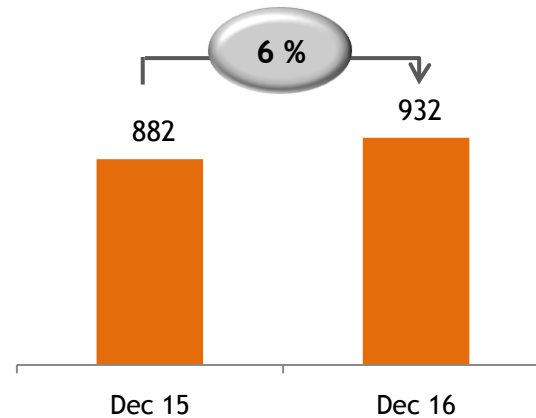
Key Initiatives 2017

- 1 Continue scaling up the business - Drive quality growth differentiated by "Shariah First" strategy and ASEAN theme
- 2 Build sustainable flow business to drive CASA and fee based business to widen revenue base and to increase the fee ratio
- 3 Improvement in productivity metrics especially PBT/staff cost
- 4 Cultural change to deliver best in class client service proposition

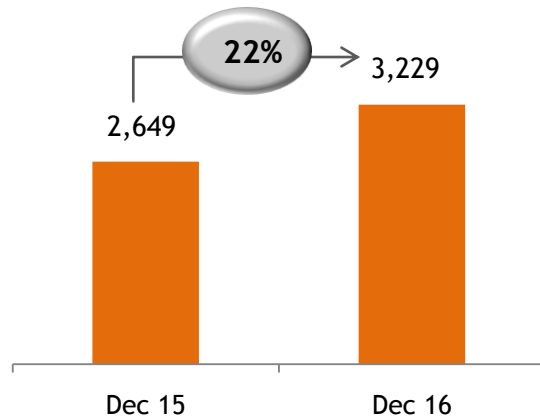
Corporate Online (CoOL) Banking Customers
of clients



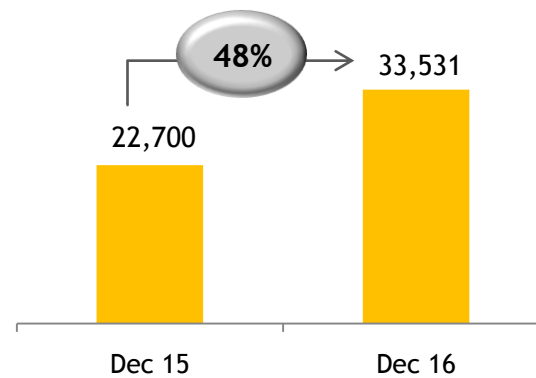
Trade Active Clients
of clients



Channel Activity
No of transactions ('000)



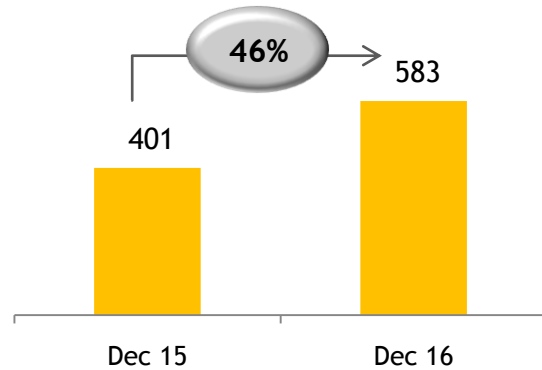
Assets Under Management
Rp Billion



- Electronic channels, such as Corporate Online (CoOL) Banking, and M2E play significant role in growing transaction volumes in Maybank. We will continue our focus on increasing client activity.
- Trade finance is still a key area for fee income generator. Despite challenging economic condition, trade active clients delivered a sound improvement by 6% from the previous year.
- Transaction Banking (TB) Channel activity increased by 22%, aligned with TB focus to increase channel utilization.
- Securities Services (SS) business also showed significant increase in fees, and Assets Under Management (AUM) improved by 48% compared to 2015.
- Our key initiative in 2017 is to enhance the skills and strengths of the TB sales team and capture cross-sell opportunities in collaboration with the Global Markets (GM) team

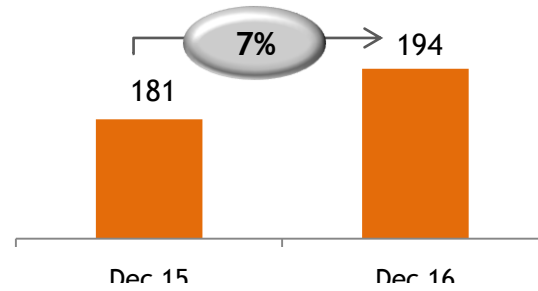
Total Income

Rp Billion



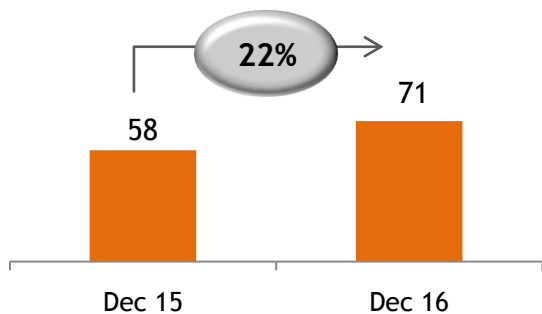
Sales

Rp Billion



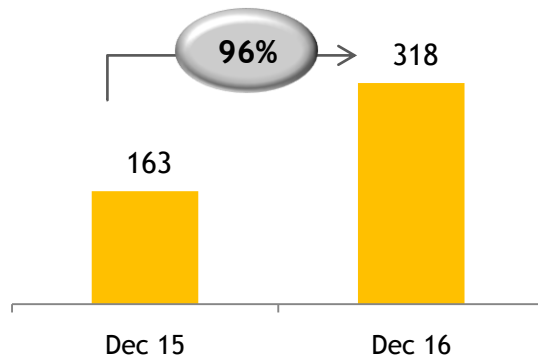
Trading

Rp Billion



Rates

Rp Billion



- FY16 GM recorded a significant increase in revenue by 46%. This is primarily driven by outstanding performance in fixed income products (all segments of trading, sales, and rates).
- Sales revenue on FX was well maintained despite negative impact due to restriction on FX limits, tightening of the underlying documentation, regulations and the IDR currency law.
- In terms of trade volume, both fixed income and foreign currency transactions increased
- Fixed income volume doubled from USD7 billion to USD15 billion, FCY transactions increased from USD53 billion to USD62 billion
- Client sales activities and product development (especially in shariah and derivatives) will be the areas of focus in 2017

Shariah Banking FY2016 Results



Shariah First strategy continue to deliver promising results:

- Financing increased by 61% (YoY) to Rp14.0 trillion
- Deposits increased by 71% (YoY) to Rp10.9 trillion
- Assets increased by 45% (YoY) to Rp23.2 trillion
- Net Profit increased by 62% (YoY) to Rp466.2 billion
- TOP among UUS and Rank 5 in Shariah Banking Industry (based on Nov 2016 industry data)

Layanan Syariah kini hadir di seluruh Kantor Cabang Maybank

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

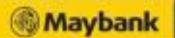
www.maybank.co.id/TabunganSyariah

Sangat & sebentar belaka.

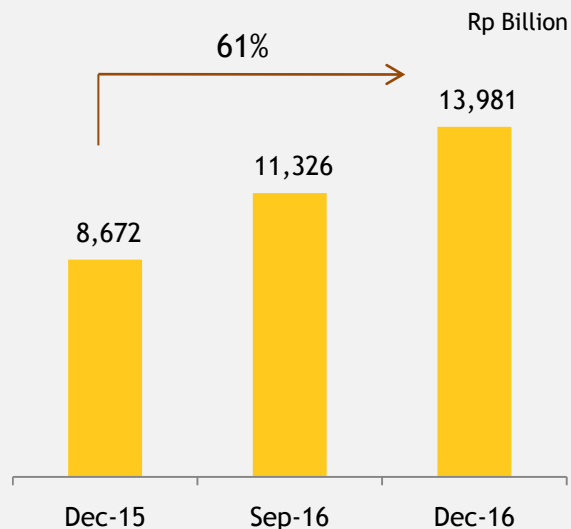


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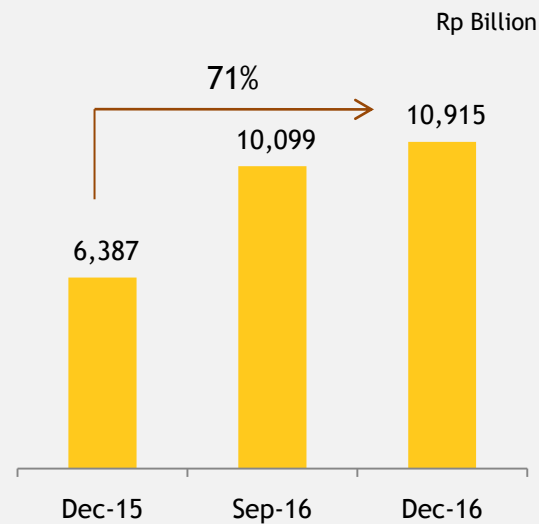
Humanizing Financial Services.



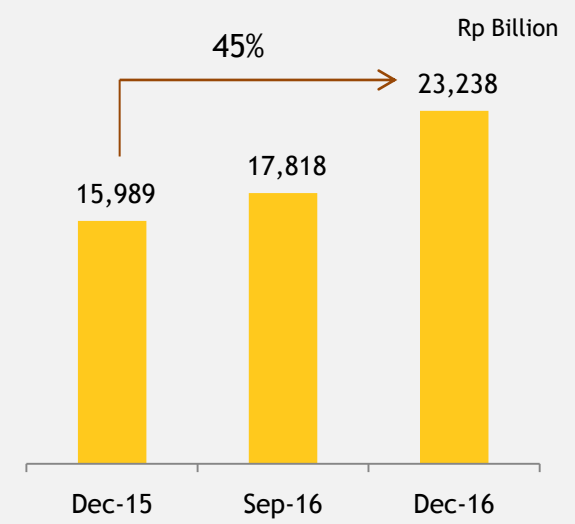
Shariah Financing




Shariah Deposits



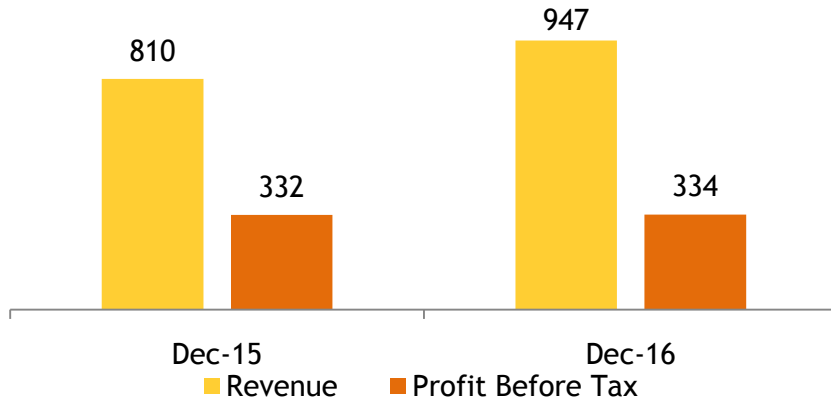
Shariah Assets



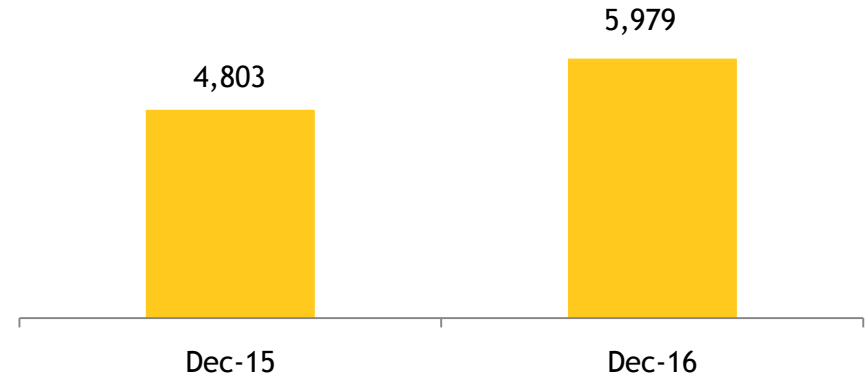


**Maybank Indonesia Finance
FY2016 Results**

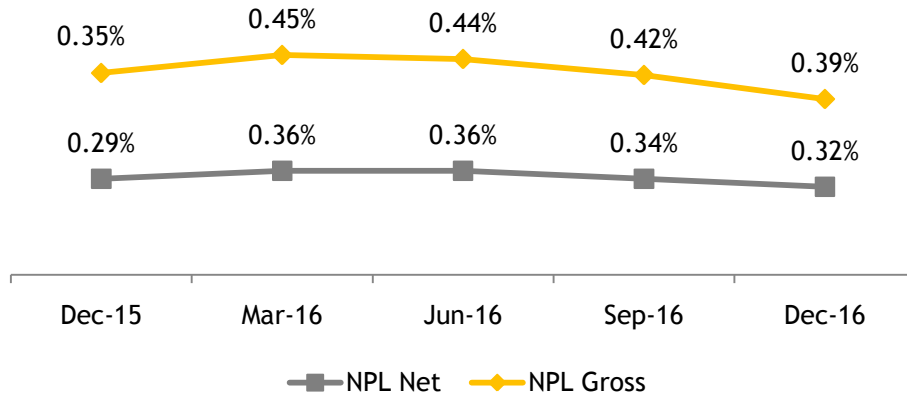
Revenue and Profit Before Tax IDR billion



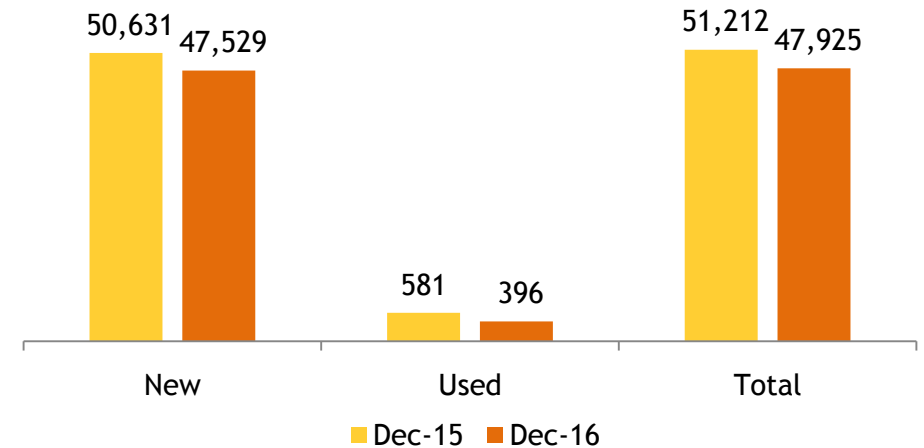
Financing IDR billion



Asset Quality



Unit Financing (unit)



Prospect & Outlook





Indonesia

Key Indicator

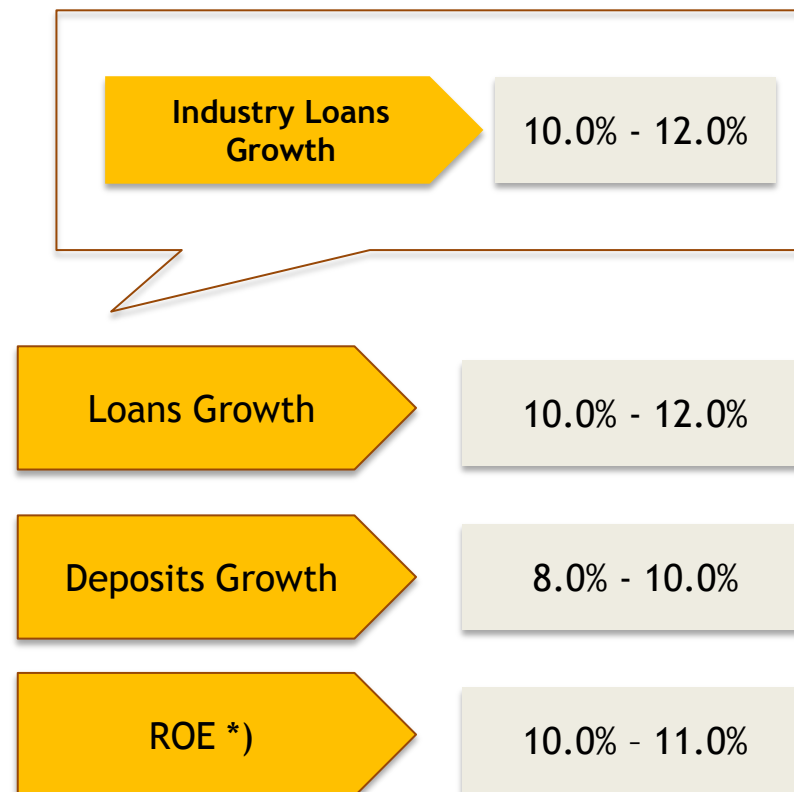
- GDP (f) : 5.10% (2016: 5.02%)
- System Loan Growth (f): 10.17%
- System Deposit Growth (f): 9.50%
- 7-day Repo Rate (f) : 4.75% (2016 : 4.75%)
- USD/IDR average (f) : 13,440 (2016 : 13,330)
- Inflation average (f): 4.32% (2016 : 3.53%)

Outlook

- Indonesia's economy is expected to recover slightly to 5.10% GDP growth in 2017 driven by better exports performance and multiplier effects from the government's infrastructure spending.
- Inflation is expected to increase to 4.28% in 2017, in line with the government's decision to remove the electricity subsidy. The recent commodity prices rebound is also expected to impact higher inflation this year.
- BI 7-day reverse repo rate is expected to stay 4.75%; supporting the domestic economy and improving the national financial sector during 2017.

Key Priorities in 2017

- 1 Expand **Fee Income** Streams through product diversification and transaction banking
- 2 Drive **Cross Sell** of products and services and increase e-channel penetration
- 3 **Maintain Margin & Segment Focus**
- 4 Deepening **Indonesia Regional Transformation (IRT)** Implementation to boost regional penetration & productivity improvement
- 5 Loan growth with **Capital Allocation** Strategy while improving **Assets Quality**
- 6 **Digitalization** for business efficiency & channel efficiency



*) after planned Rights Issues in 2017

Maybank Indonesia in Brief



Profile*

| | | |
|---|---|---|
| Established | : | 15 May 1959 |
| Total Assets | : | Rp166.7 Trillion |
| Total Equity | : | Rp19.3 Trillion |
| Market Capitalisation | : | Rp23.0 Trillion |
| Position in Indonesia (as of Sep 2016) | : | Rank #10 in terms of Assets Rank #10 in terms of Loans Rank # 9 in terms of Deposits |
| # of Branches | : | 460 — { 428** (Maybank Indonesia) 32*** (Maybank Finance) |
| # of ATM & CDM | : | 1,633, including 96 CDMs that connected to more than 20,000 ATM via ALTO, ATM Bersama, PRIMA, MEPS, Cirrus and Plus |
| # of Employees | : | 7,303 — { 6,908 (Maybank Indonesia) 395 (Maybank Finance) |
| # of Customers Lending | : | 0.6 million |
| # of Cutomers Funding | : | 1.4 million |



Maybank Indonesia Head Office, Sentral Senayan 3
Jakarta, Indonesia

*) as of Dec 2016

***) Including 23 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



78.98%

PUBLIC

21.02%



Maybank Indonesia

68.55%

*



99.99%



* Conditional Sales & Purchase Agreement signed on 11 Jan 2017



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



Ghazali M. Rasad
Director



Thilagavathy Nadason
Director



Dhien Tjahajani
Director



Irvandi Ferizal
Director



Notes: Henky Sulisty, former Risk Management Director of Maybank Indonesia, has resigned effective since 31 December 2016. The EGMS approving his resignation was held on 23 December 2016.

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



- 9 Regional Offices
- 393 Conventional Branches
- 9 Shariah Branches
- 2 Overseas Branches
- 1 Micro Branch & 45 Micro Banking Services



- 26 Premier Wealth Center and Lounge
- 1,633 ATM & CDM ; Access > 20.000 ATM Bersama* & MEPS Malaysia network
- 19 Mobil Kas Keliling (MKK)
- > 2 million Customers

Integrating Multi Customer Touch Points to Serve All Segments

Presence at the Heart of Community



Sales person



Branch and Front Liners



ATMs CDMs

Key Alternate Channel



Premier Wealth



Sharia



Micro

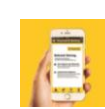


MKK

Virtual Channel



Tele Sales



Mobile Banking



Internet Banking



Cust Care Centre

* 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



Vision & Mission



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

Business Banking

Retail Banking

Shariah Banking

MKE

MSI

MGAM

MIF

Community Distribution

Compliance

Human Capital

Operations & IT

Risk

Finance



**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

Our Awards in 2016 (1/2)



Service Awards

- **Excellent Service Experience Award (ESE Award) 2016** - in “Regular Banking” category by Carre - Center for Customer Satisfaction and Loyalty (Carre - CCSL) and Service Excellence Magazine, 25 February 2016.
- **Carre Contact Center Service Excellence Awards (CCSEA) 2016** - “Exceptional” in Call Center category for Regular Banking industry, “Excellent” in Call Center category for Platinum Credit Card industry, “Exceptional” in Call Center category for Regular Credit Card industry, “Exceptional” in Email Centers category for Banking industry, by Carre Center for Customer and Loyalty (Carre CSL) and Service Excellence Magazine, 6 April 2016.
- **Markplus WOW Service Excellence Award 2016 (WOW SEA)** - Bronze Champion in Conventional Bank Buku III by Markplus Inc., 13 May 2016.
- **Infobank Service Excellence Award 2016** - Runner up in Best Performance ATM in commercial bank and Unit Usaha Sharia achieves the 5th rank in over all performance, 2 June 2016.

Other Awards

- **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.
- **The 12th Islamic Finance Award** - 1st Rank The Most Expansive Financing, 1st Rank The Most Expansive Funding, 1st Rank The Most Efficient, 1st Rank The Biggest Contributor Financing, and Runner Up The Best Sharia Unit: Asset > 1,5 Triliun by KARIM Business Consulting Indonesia, 25 May 2016.
- **Indonesia Digital Innovation Award for Banking 2016** - Banking of Commercial Bank (Buku III) category by Warta Ekonomi Magazine, 23 June 2016.
- **Indonesia Banking Awards 2016** - The Best Sharia Business Unit held by Tempo Media Group and Indonesia Banking School, 7 Sept 2016.
- **Investor Best Sharia Awards** - The Best Sharia award for Sharia Business Units (UUS) with assets above Rp5 trillion, 13 Sept 2016.



The President & CEO Maybank Indonesia was awarded as “Indonesia Business Leader of the Year” in CNBC’s 15th Asia Business Leaders Awards 2016. (23 November 2016)



Bisnis Indonesia Banking Award 2016
The Best Performance Bank and The Best Efficient Bank for Commercial Bank BUKU III category. (19 October 2016)



CG Conference & Award 2016
The Best CG Financial Sector from The Indonesian Institute for Corporate Directorship (IICD). (7 November 2016)



Indonesia Best Banking Brand Award 2016
The Best Transparency Bank for Conventional, The Best Service Bank for Shariah Unit and The Best Performance for Shariah Unit by Warta Ekonomi Magazine. (16 December 2016)



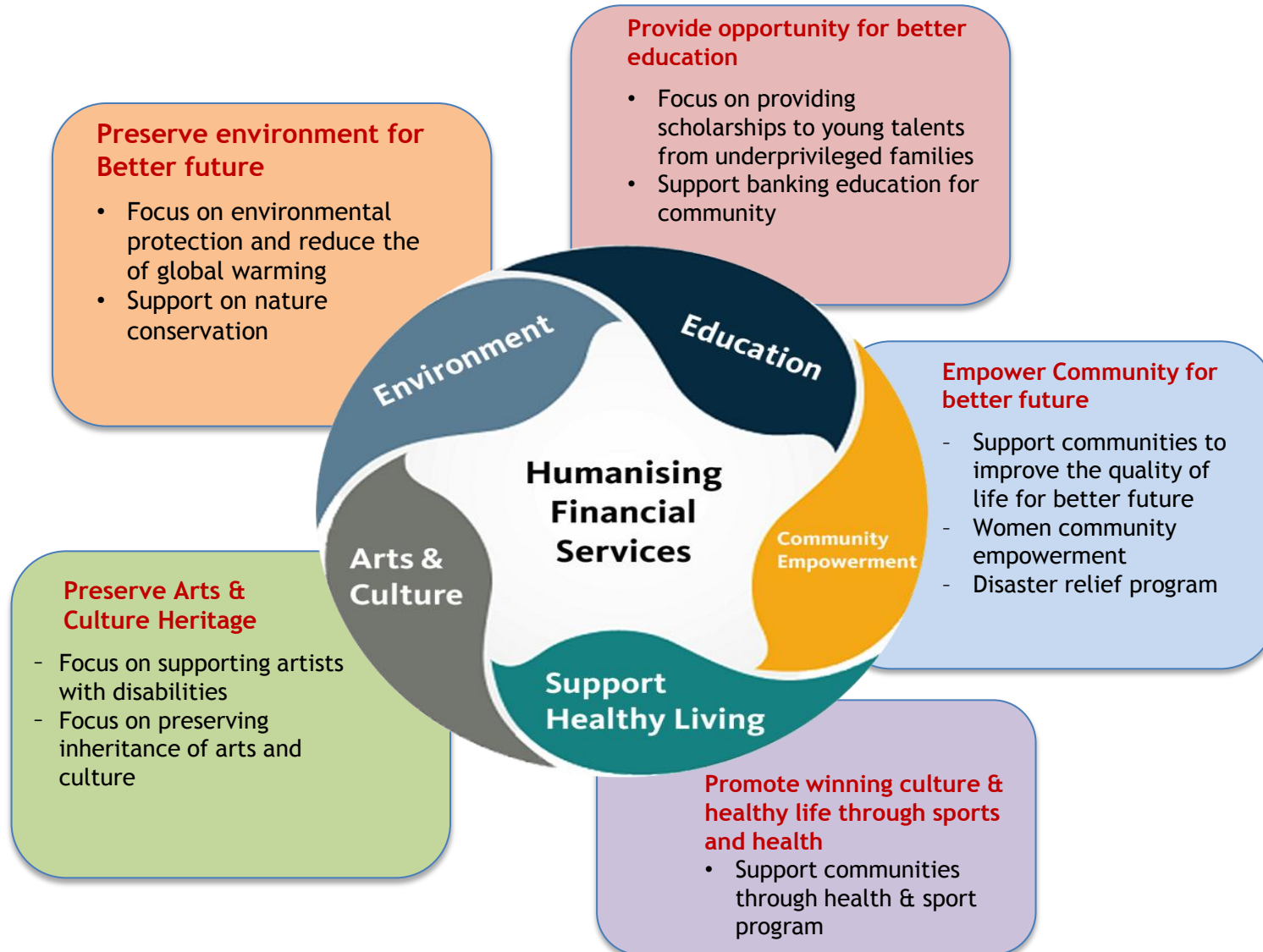
Sustainability Reporting Award 2016
Maybank won as a “Commendation for Best Practice in Micro Financing for Women” in the Sustainability Report Award (SRA) 2016. (14 December 2016)



- 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. Tax Amnesty Forum**
 Maybank Indonesia hosted Tax Amnesty Forum organized by the National Private Bank & Foreign Bank (Gateway) in cooperation with FSA, INTRAC and Directorate General of Taxation. Keynote speaker was Muliaman D. Hadad, Chief Commissioner of the FSA, followed by explanation about tax amnesty by Sigit Priadi Pramudito and Agus Santoso. (27 July 2016)
- 3. Strategic Partnership Maybank-Allianz**
 Maybank Indonesia signed a 10-year partnership with Allianz Life Indonesia as the life insurance provider to the bank's customers. The three unit-linked products developed were MyProtection Bijak, MyProtection Prima and MyProtection Investa. (23 August 2016)
- 4. Strategic Partnership Maybank Indonesia - Jasa Marga**
 Maybank Indonesia provided financing facility under Musyarakah Line iB (Sharia) scheme valuing Rp1.1 trillion to Jasa Marga. The commitment is claimed as the biggest rupiah-denominated bilateral sharia financing facility in Indonesia for infrastructure projects. This strategic partnership with Jasa Marga was the bank's involvement to participate in infrastructure development as well as develop sharia banking in Indonesia, 8 December.
- 5. Strategic Partnership Maybank Indonesia - PLN**
 State electricity company PLN gained Rp12 trillion worth of loans to finance the development of an additional 35,000 MW power capacity. The loans were derived from Bank Mandiri, Bank Central Asia (BCA), Bank Rakyat Indonesia (BRI), Maybank Indonesia, Sarana Multi Infrastruktur, and Indonesia Eximbank that will due in 10 years. The loans will be used for investment in power plant, transmission, distribution and facilities in Indonesia. (20 Desember 2016)

Pillars of Corporate Responsibility Programs

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



Maybank Bali Marathon (MBM) 2016



Maybank Bali Marathon (MBM) 2016 was held for the fifth time. With total number of participants more than 7,000, MBM is the only marathon race in Indonesia that offers Balinese unique cultural experience while maintaining its international standard. Aside from being included as the official race directory of Boston Marathon, MBM 2016 has been selected by Indonesia Athletic Association (PASI) as the qualifying race for National Sport event (PON).

As a series of Maybank Bali Marathon 2016, Maybank invited 50 wheelchair athletes from PUSPADI Bali join the 10K category. The objective of this activity was to provide opportunity for the disabled athletes to be part of Maybank Bali Marathon. (28 August 2016)

CSR for Gianyar Communities a Series of Maybank Bali Marathon 2016

As part of international running competition Maybank Bali Marathon (MBM) 2016, Maybank was also holding corporate social responsibility (CSR) program in Gianyar, Bali. Maybank Indonesia provided work capital support grants to 10 best cooperatives. The bank also donated funds from the Maybank Foundation to the Center for Empowerment of the Disabled (Puspadi) in Bali. (27 August 2016)



Reach Independent and Sustainable Entrepreneurship (RISE) program

Maybank Indonesia together with Maybank Foundation provide economic empowerment program for disabled people through RISE program at Disabled People Rehabilitation Center (BPRTD) in Bantul, Yogyakarta. (11 - 13 August 2016)



Pastoral Care Maybank Foundation Scholarship

As part of Maybank Foundation Scholarship Program, Maybank Indonesia initiated to conduct Pastoral Care workshop for 62 recipients of Maybank Scholarship Foundation from Batch 1 and 2. This workshop intended to encourage the recipients personality to be talented in every aspect including sosial and psychological aspects. (19 - 24 Sept 2016)



Global CR Day 2016

The seventh Maybank Global CR Day was attended by more than 18,000 bank's employees worldwide. In Indonesia, 2,000 employees provided financial education for several state-elementary schools (SDN) namely SDN Tebet Barat 08 Pagi, SDN Tebet Barat 03 Pagi and SDN Tebet Timur 11 Pagi, Jakarta. (20 August 2016)



Maybank Women Eco Weavers

Maybank Group through Maybank Foundation launched "Maybank Women Eco Weaver", carried out a regional economic empowerment program for female eco weavers at Lombok. This program is one of Maybank Foundation's flagship programs designed to promote commonalities in ASEAN countries by enriching and promoting traditional woven textiles in a sustainable manner for women to become economically independent whilst advocating financial inclusion at the same time. In Indonesia, Together with the Asosiasi Pendamping Perempuan Usaha Kecil (ASPPUK), the program is carried out in four locations, namely East Lombok and Central Lombok in West Nusa Tenggara, and Sawahlunto and Tanah Datar in West Sumatra



**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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Jakarta 10270, Indonesia

Tel : (62-21) 2922 8888

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www.maybank.co.id

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