# Maybank Indonesia

### Financial Results FY 2022 ended 31 December 2022



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## FY 2022 Executive Summary\* (1/2)



• **PBT** recorded at Rp2.0 trillion, dipped 7.4% from Rp2.2 trillion the year before. This was primarily due to lower loan yields, following tight competition within the industry, as well as a drop in Global Markets (GM), Bancassurance and wealth management incomes. However, the Bank continued to improve its cost of funds and booked lower provisions in line with improving loan quality. • The Bank recorded a drop in **fee-based income** of 15.8%. This was mainly contributed by the significant drop in **Earnings** GM related fees which fell 62.7%, impacted by the spike in global interest rates and volatile markets. • Overhead cost (OHC) maintained at Rp5.6 trillion, increased by 3.6% YoY. • The Bank continued to proactively manage the asset quality which has resulted in the improvement of loan loss provisions by 17.8% to Rp1.3 trillion. • NIM expanded by 36bps YoY to 5.05% contributed by lower cost of funds, higher CASA balance and growth in the higher margin auto-loan businesses. • Overall Loans grew by 5.9% YoY driven by higher loan demands in large-scale enterprises and corporate entities and improved consumer purchasing power led to a significant increase in the Bank's retail loan segments. • GB grew 7.1% and CFS Retail grew 13.6%. Achievement in CFS retail was supported by growth across all segments (Auto, Mortgage, and unsecured loans) Loans Growth • Meanwhile, CFS Non Retail declined by 4.5% YoY, although RSME managed to book 4.5% YoY growth. and Asset • Gross NPL improved YoY to 3.46% and gross impaired loans ratio improved YoY to 4.29% due to lower NPL and Quality impaired loans balances supported by higher loan balances.

- The Bank's Loan at Risk (LAR) improved to 12.72% in Dec-22 from 18.01% in Dec-21, which was attributed by a general improvement of loan quality.
  - The Bank maintained a prudent banking approach and continued to apply a conservative risk posture.

\*) All numbers are based on Consolidated Financial Statements which are in accordance with accounting classification unless otherwise stated. The classifications differ from published results which are in accordance with Bank Indonesia's classification.

## FY 2022 Executive Summary (2/2)



B Liquidity and Funding Positions	<ul> <li>▲</li> <li>▲</li> <li>▲</li> </ul>	<ul> <li>Funding profile was maintained as reflected in improvement CASA ratio to 51.41%. Total deposits decreased by 8.0% YoY mainly from TD which decreased by 15.3% YoY, in line with the Bank's strategy to maintain low-cost funding by leveraging the Bank's digital services to acquire customer deposits and reduce high cost of funding.</li> <li>Healthy liquidity indicators: Loan-to-Deposit Ratio (LDR - bank only) at 86.92%, and modified LDR (bank only) at 78.06% as of Dec-22. Liquidity Coverage Ratio (LCR - bank only) quarterly stood at 168.50% as of Dec-22, well above minimum requirement.</li> </ul>
4 Capital Position	₽	• Strong capital position with CAR stood at 26.65% (Tier I at 25.57%).
5 Shariah Banking Unit	<ul> <li>★</li> <li>★</li> </ul>	<ul> <li>Shariah Banking Unit total assets grew by 2.1% YoY, contributing 26.9% to the Bank's standalone assets.</li> <li>Shariah Banking Unit CASA grew strong by 19.3% with CASA ratio improved to 46.48%. The increase in CASA was in line with the Bank's strategy in maintaining strong liquidity by optimising low-cost funding.</li> <li>The Financing-to-Deposit Ratio (FDR) stood at a healthy level of 84.96% in Dec-22.</li> <li>Non-Performing Financing (NPF) gross improved to 3.02% in Dec-22 from 3.73% in Dec-21 as Shariah financing grew.</li> </ul>

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## Income Statement - Consolidated



Rp billion	FY2022	FY2021 *)	YoY	4Q 2022	3Q 2022	QoQ
Interest Income	10,400	10,730	-3.1%	2,772	2,661	4.2%
Interest Expense	(3,192)	(3,613)	-11.7%	(884)	(818)	8.1%
Net Interest Income	7,209	7,117	1.3%	1,888	1,843	2.4%
GM-related fees	136	364	-62.7%	49	33	50.2%
Non GM-related fees	1,625	1,726	- <b>5.9</b> %	390	417	-6.4%
Non Interest Income	1,760	2,090	-15.8%	439	450	-2.3%
Gross Operating Income	8,969	9,208	-2.6%	2,327	2,293	1.5%
Personnel	(2,754)	(2,549)	8.0%	(647)	(712)	- <b>9.1</b> %
General & Administrative	(2,893)	(2,899)	-0.2%	(667)	(757)	-12.0%
Operating Expenses	(5,647)	(5,448)	3.6%	(1,314)	(1,469)	-10.6%
Operating Income before Provisions	3,322	3,760	-11.6%	1,013	823	23.1%
Provisions	(1,266)	(1,540)	-17.8%	(449)	(284)	58.2%
Operating Income After Provision	2,056	2,220	-7.4%	565	540	4.6%
Non Operating Income / (Expenses)	(16)	(17)	-6.4%	(6)	(2)	219.5%
Profit Before Tax & Minority Interest	2,040	2,203	-7.4%	559	538	3.9%
Tax & Minority Interest	(569)	(536)	6.1%	(152)	(137)	10.8%
Profit After Tax & Minority Interest (PATAMI)	1,471	1,666	-11.7%	407	401	1.5%

\* Prior Year restatement in accordance with the pronouncement of the Financial Accounting Standards Board of the Institute of Indonesia Chartered Accountants (DSAK-IAI) on 'Attributing Benefits to Periods of Service' in PSAK 24 (equivalent to IAS 19).

### Loans

Overall loans grew YoY, driven by corporate lending and consumer loans



### LDR & Total Loans

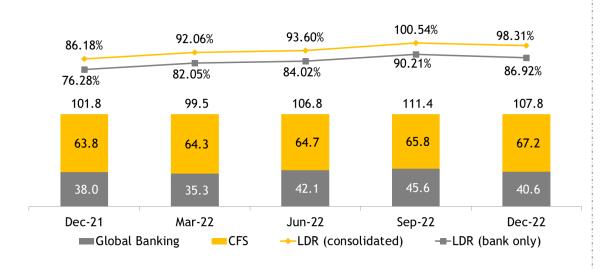
### Rp trillion

Loans Composition by Currency

17%

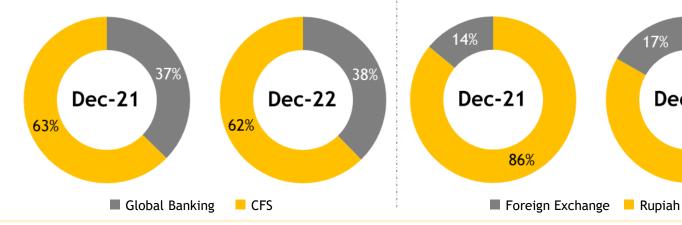
Dec-22

83%



Loans Portfolio Break	down*				Rp trillion
	Dec-22	Sep-22	Dec-21	YoY	QoQ
Global Banking	40.6	45.6	38.0	7.1%	-10.9%
CFS	67.2	65.8	63.8	5.2%	2.1%
CFS Non-Retail	28.2	28.1	29.5	-4.5%	0.4%
Business Banking	10.4	10.2	12.0	-13.6%	1.7%
SME+	5.0	5.1	5.2	-4.4%	-1.6%
RSME	12.8	12.8	12.2	4.5%	0.1%
CFS Retail	39.0	37.7	34.3	13.6%	3.3%
Auto Loan	19.5	18.3	15.9	22.6%	6.2%
2-wheeler	5.0	4.8	4.6	9.6%	5.1%
4-wheeler	14.4	13.5	11.3	<b>27.9</b> %	6.6%
Mortgage	16.0	16.0	15.3	4.6%	-0.3%
CC + Personal Loan	3.0	2.8	2.6	14.7%	5.2%
Other loan	0.6	0.6	0.6	0.4%	2.7%
Total	107.8	111.4	101.8	5.9%	-3.3%

### Loans Composition by Business Segment







\*) Loans of CFS non-retail and GB in 2021 have been adjusted with portfolio re-segmentation between CFS non-retail and GB as in 2022.

## Asset Quality

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



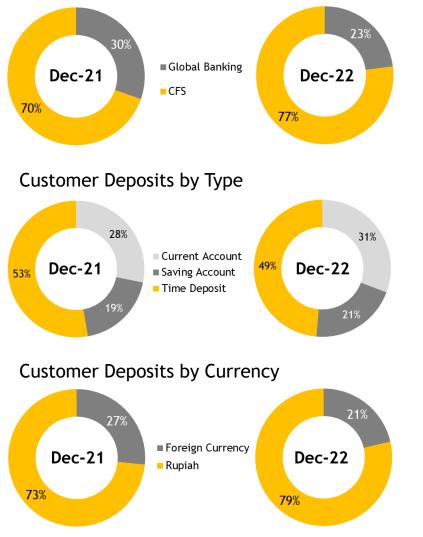


## **Customer Deposits**

CASA ratio improved YoY supported by sustained reduction in cost of fund



### Customer Deposits by Business Segment



### Customer Deposits Breakdown

Rp trillion	Dec-22	Sep-22	Dec-21	YoY	QoQ
Current Account	32.4	32.4	32.4	0.2%	0.0%
Saving Account	21.9	22.9	21.9	0.0%	-4.4%
CASA	54.3	55.4	54.3	0.2%	-1.9%
Time Deposit	51.4	51.6	60.6	-15.3%	-0.5%
Total	105.7	107.0	114.9	-8.0%	-1.2%
CASA Ratio	51.41%	51.75%	47.23%	4.18%	-0.34%





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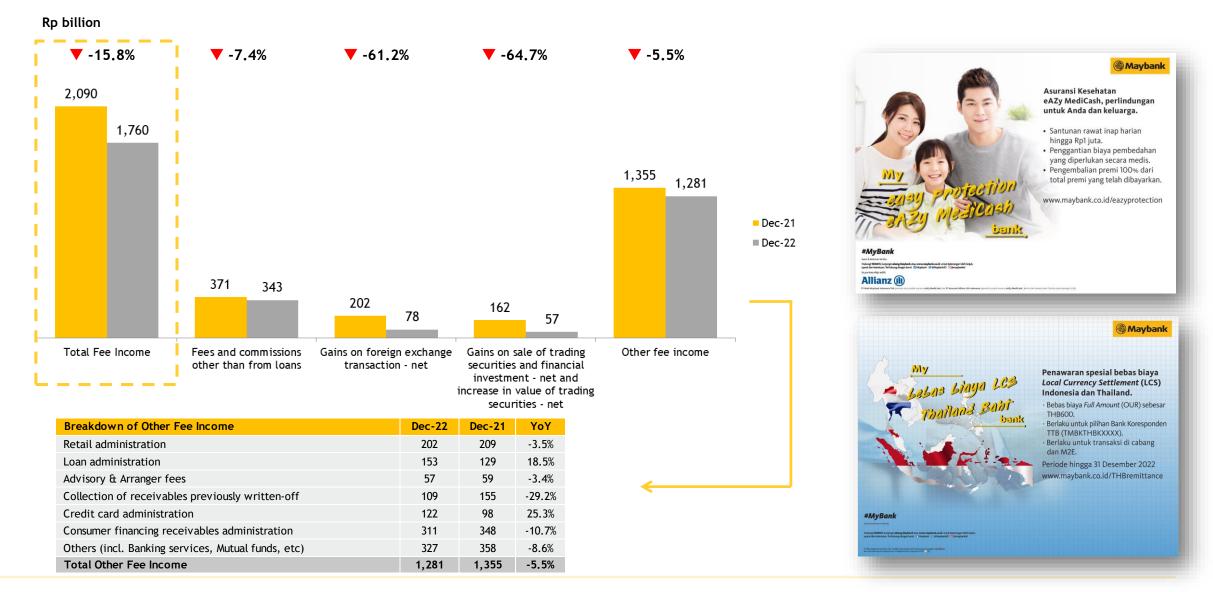


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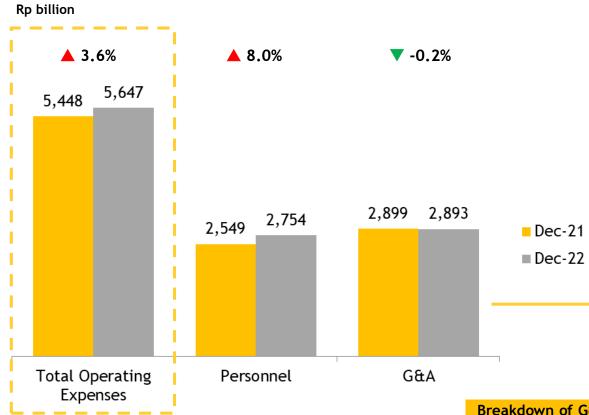


### Fee Income





# Operating Expenses (Opex) Opex effectively maintained with 3.6% increase YoY

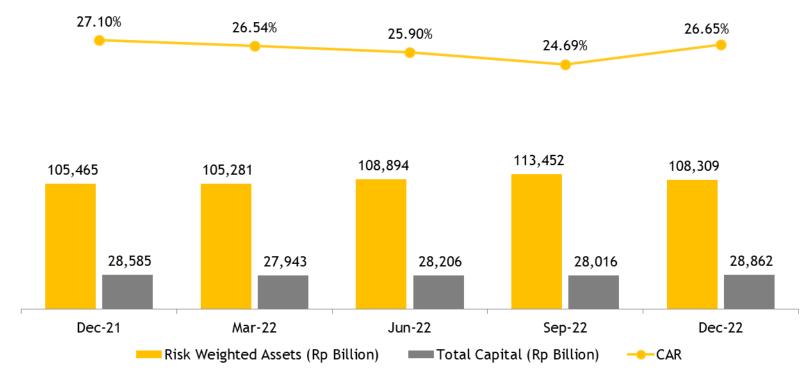


Breakdown of G&A	Dec-22	Dec-21	YoY
General	1,444	1,506	-4.1%
Rental	136	139	-2.2%
Depreciation and amortization	498	501	-0.6%
Repairs and maintenance fixed assets	288	275	4.6%
Others (include promotions and professional fees)	527	477	10.5%
Total G&A	2,893	2,899	-0.2%



## Strong Capital Position





Capital Ratios	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	ΥοΥ	QoQ
Tier I	<b>25.89</b> %	25.37%	24.75%	23.58%	25.57%	-0.32%	1.98%
Tier II	1.21%	1.17%	1.15%	1.11%	1.08%	-0.13%	-0.03%
Total CAR	27.10%	26.54%	25.90%	24.69%	26.65%	-0.45%	1.95%

## Balance Sheet - Consolidated



Rp billion	Dec-22	Sep-22	Dec-21 <sup>*)</sup>	YoY	QoQ
Loans	107,815	111,448	101,771	<b>5.9</b> %	-3.3%
Other Earning Assets	35,008	34,682	52,688	-33.6%	0.9%
Other Assets	17,991	18,732	14,255	26.2%	-4.0%
Total Assets	160,814	164,862	168,713	-4.7%	-2.5%
Deposits from Customer	105,706	107,001	114,899	-8.0%	-1.2%
- Current Account	32,433	32,444	32,361	0.2%	0.0%
- Saving Account	21,913	22,932	21,904	0.0%	-4.4%
- Time Deposit	51,360	51,626	60,634	-15.3%	-0.5%
Deposits from Other Banks	3,166	7,724	5,162	-38.7%	-59.0%
Borrowing	9,950	7,589	6,917	43.8%	31.1%
Securities Issued	5,052	5,104	5,305	-4.8%	-1.0%
Subordinated Debt	800	800	799	0.1%	0.0%
Other Liabilities	6,606	7,833	6,744	-2.0%	-15.7%
Total Liabilities	131,280	136,051	139,827	-6.1%	-3.5%
Equity (attributable to equity holders)	29,053	28,357	28,459	2.1%	2.5%
Minority Interest	481	454	428	12.5%	<b>5.9</b> %
Total Equity	29,534	28,811	28,886	2.2%	2.5%

\* Prior Year restatement in accordance with the pronouncement of the Financial Accounting Standards Board of the Institute of Indonesia Chartered Accountants (DSAK-IAI) on 'Attributing Benefits to Periods of Service' in PSAK 24 (equivalent to IAS 19).

### **Financial Ratios**



Consolidated	Dec-22 a	Sep-22 b	Dec-21 **) c	YoY (a-c)	Bank Only	Dec-22 a	Sep-22 b	Dec-21**) c	YoY (a-c)
Profitability					Profitability				
Return On Assets	1.25%	1.20%	1.34%	-0.09%	Return On Assets	0.79%	0.80%	1.02%	-0.23%
Return On Equity (Tier 1)	5.44%	5.29%	6.36%	-0.92%	Return On Equity (Tier 1)	4.02%	4.01%	5.41%	-1.39%
Net Interest Margin	5.05%	4.77%	4.69%	0.36%	Net Interest Margin	4.06%	3.82%	3.95%	0.11%
Efficiency & Productivity Ratio					Efficiency & Productivity Ratio				
Cost to Income Ratio	64.18%	65.63%	59.62%	4.56%	Cost to Income Ratio	67.66%	69.23%	61.54%	6.12%
BOPO	83.10%	83.34%	82.69%	0.41%	воро	87.08%	86.69%	84.67%	2.41%
Earning Asset Quality					Earning Asset Quality				
Impaired Loans - Gross	4.29%	4.20%	5.29%	-1.00%	Impaired Loans - Gross	4.70%	4.53%	5.82%	-1.12%
Impaired Loans - Net	2.82%	2.95%	3.22%	-0.40%	Impaired Loans - Net	3.11%	3.21%	3.55%	-0.45%
NPL - Gross	3.46%	3.45%	3.69%	-0.23%	NPL - Gross	3.81%	3.73%	4.04%	-0.23%
NPL - Net	2.34%	2.53%	2.56%	-0.22%	NPL - Net	2.59%	2.76%	2.82%	-0.23%
Balance Sheets Structure					Balance Sheets Structure				
LDR	98.31%	100.54%	86.18%	12.13%	LDR	86.92%	90.21%	76.28%	10.64%
Modified LDR *)	83.35%	83.90%	74.40%	8.95%	Modified LDR *)	78.06%	79.06%	69.47%	8.59%
LCR	172.28%	181.92%	183.97%	-11.69%	LCR	168.50%	176.92%	183.23%	-14.73%
NSFR	108.09%	103.14%	109.03%	-0.94%	NSFR	109.09%	101.62%	109.95%	-0.86%
CASA	51.41%	51.75%	47.23%	4.18%	CASA	51.51%	52.01%	47.42%	4.09%
CAR	26.65%	24.69%	27.10%	-0.45%	CAR	25.66%	23.40%	26.58%	-0.92%

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

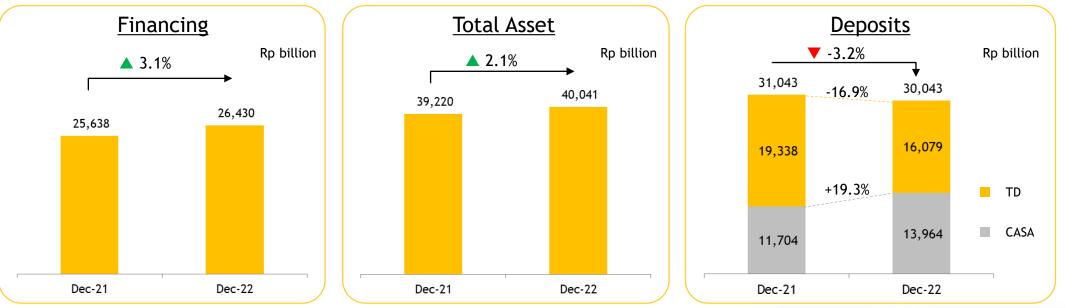
\*\*) Prior Year restatement in accordance with the pronouncement of the Financial Accounting Standards Board of the Institute of Indonesia Chartered Accountants (DSAK-IAI) on 'Attributing Benefits to Periods of Service' in PSAK 24 (equivalent to IAS 19).

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## Shariah Banking Unit



- Shariah Banking Unit total assets grew by 2.1% YoY, contributing 26.9% to the Bank's standalone assets.
- Shariah Banking Unit CASA grew strong by 19.3% with CASA ratio improved to 46.48%.
- The Financing-to-Deposit Ratio (FDR) stood at a healthy level of 84.96% in Dec-22.
- Non-Performing Financing (NPF) gross improved to 3.02% in Dec-22 from 3.73% in Dec-21 as Shariah financing grew.





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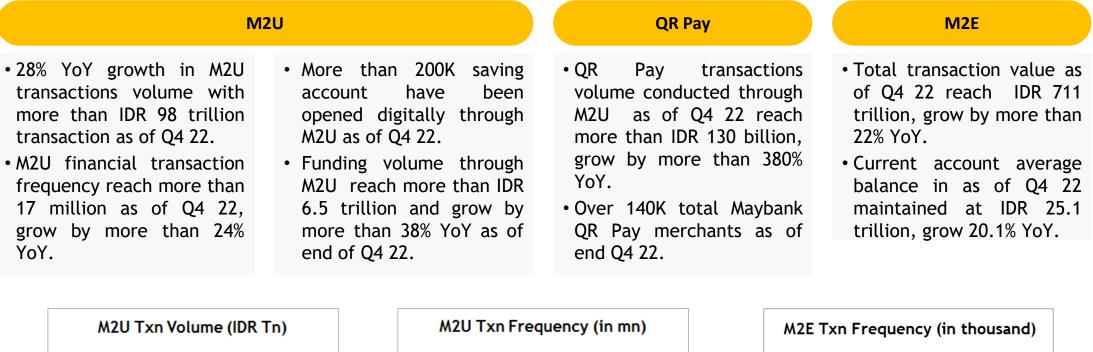
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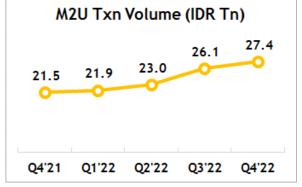
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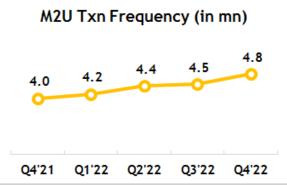
## Key Highlight of Digital Initiatives Q4 22

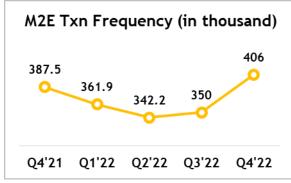
M2U transaction growth trend are maintained and more features have been launched











## New Features Launched in in 2022



### **Customer 360 View**



Monitor and manage all customer financial portfolio (funding, lending, investment and other assets) through M2U ID App



Monitor and manage all expenses for better financial and spending management through M2U ID App



Customer can now do Switching transaction to switch between funds without the need to go through sell and buv transaction to optimize their portfolio

**Mutual Fund Switching** 

My Happy & Lucky Program

### **Foreign Currency Transfer**

**Smart Search** 



With M2U ID App, customer can now do foreign currency transfer amount >USD25,000, making transaction through M2U easier and more convenient.

### **BI FAST**



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



**Expense Tracker** 

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



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



Smart Search is an Intelligent search feature powered by Natural Language Processing (NLP) technology to help customers with finding features, navigating and do transaction in M2U App. Smart Search is also equipped with voiceto-text technology which enable customer to do a search by just using their voice instead of typing the search keyword in M2U.

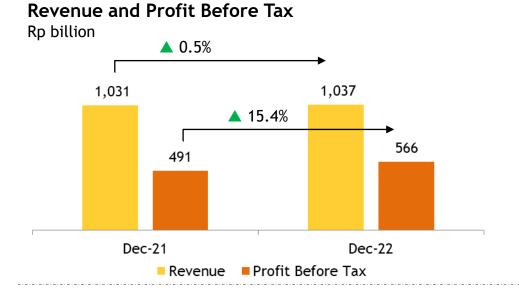
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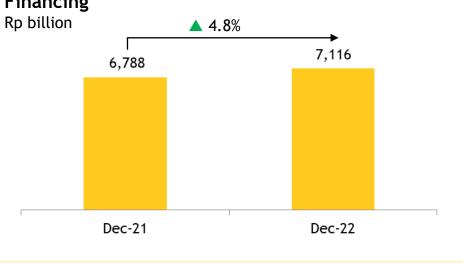
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## **Maybank Finance**

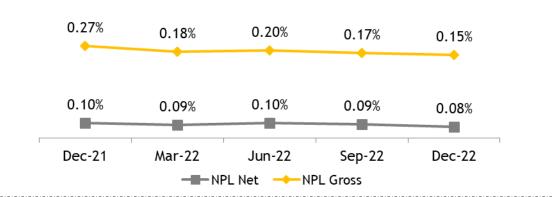




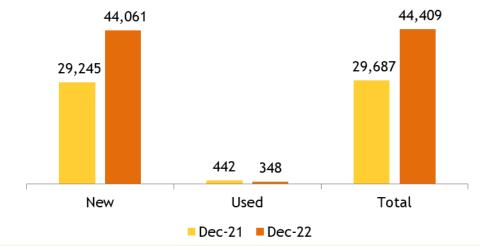




### **Asset Quality**

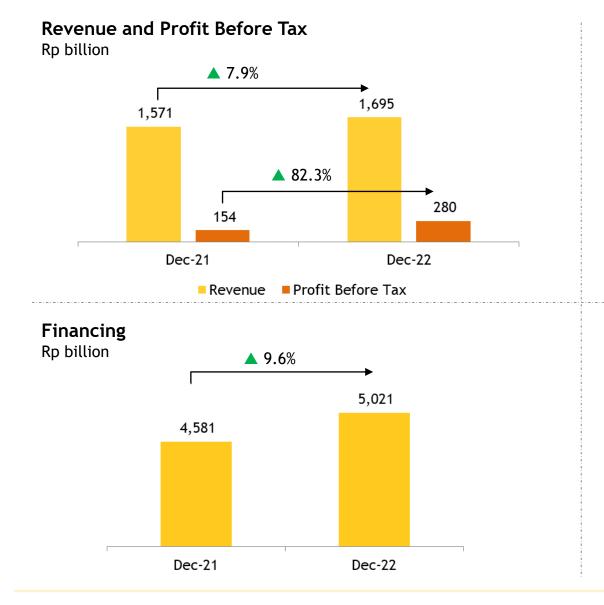




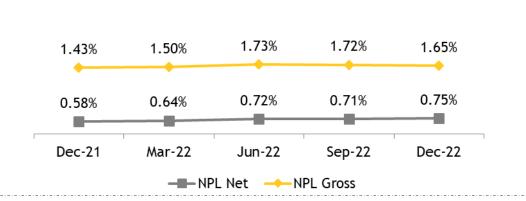


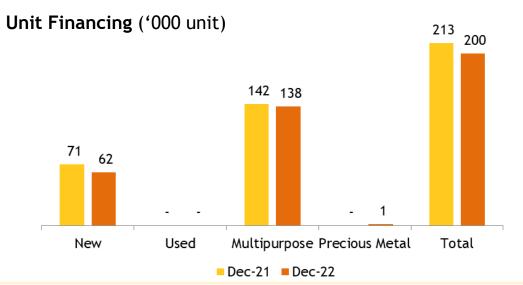
## WOM Finance





### Asset Quality





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## Loan Restructuring due to Covid-19 Pandemic Progress Update



- Maybank Indonesia (MBI) has engaged all of its Non-Retail debtors, i.e. its corporate customers and CFS Non Retail (RSME, SME+ & BB) customers to assess their business conditions and proactively engage them on restructuring
- Restructuring proposals are reviewed and approved in the respective CRCs (Credit Restructuring Committee)
- There is also a separate Retail & RSME Working Group (comprising Risk, Business, Ops, Finance) leading the restructuring efforts for these segments

% Debtors Impacted by Covid-19*	% of OS to total loan balance (as of Dec 22)
Mortgage	6.7%
Auto	0.8% ^)
Credit Cards & Personal Loans	0.4%
RSME	11.9%
SME+	16.3%
Business Banking	11.9%
GB	9.1%
Total	8.8%

<sup>\*</sup> Debtors Impacted is based on applications received

International States of Contraction

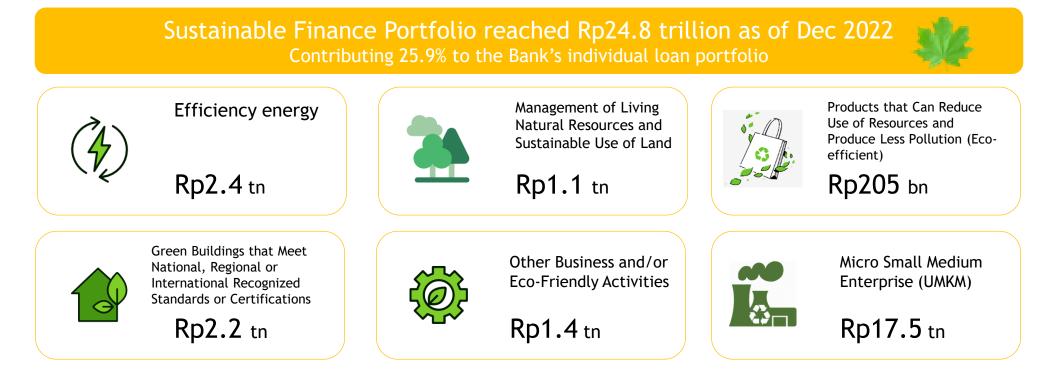
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## Sustainable Finance Portfolio





	<ul> <li>Illegal activities by law</li> <li>Money laundering and/or terrorism activities</li> </ul>	<ul> <li>Radioactive materials, including nuclear power generation</li> </ul>
Blacklist Activities	<ul> <li>Dangerous or exploitative forced labor or hazardous child labor</li> </ul>	<ul> <li>Activities that can damage World/National/ UNESCO heritage sites</li> </ul>
	<ul><li>Pornography, prostitution, and its related services</li><li>Weapons and firearms</li></ul>	<ul><li>Endangered animal species</li><li>Unbound asbestos fibers</li></ul>
		Gambling, games, and similar business entities

## ...and to Support Maybank Group Sustainability Commitment



### Commitment 1:



Mobilizing RM50 Billion in Sustainable Finance by 2025

### Commitment 2:



Improve the Lives of 1 Million Households Across ASEAN by 2025

### Commitment 3:



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

Equivalent position by 2050

### **Commitment 4:**



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

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## Profile



		Profile*
Established	•	15 May 1959
Total Assets	:	Rp160.8 trillion
Total Equity	:	Rp29.5 trillion
Market Capitalization	:	Rp17.4 trillion
Position in Indonesia**	•	Rank #13 in terms of Assets Rank #13 in terms of Loans Rank #13 in terms of Deposits
# of Branches	:	538 - 345 (Maybank Indonesia) 164*** (WOM Finance) 29** (Maybank Finance)
# of ATM	:	895 ATMs (including 26 Cash Recycle Machines/CRMs) 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	•	8,573 – 6,312 (Maybank Indonesia) 1,947 (WOM Finance) 314 (Maybank Finance)
# of Customers Lending # of Customers Funding	•	617 thousand 1.85 million



\* As of Dec 2022
\*\* As of Sep 2022
\*\*\* Including Sales Point Unit

## Company Ratings & Shareholdings



#### **Company Ratings** Shareholding Structure As of Dec 2022 **Maybank Fitch**Ratings As of December 2022 Malayan Banking Berhad National Long-Term Rating AAA(idn); Stable Outlook National Short-Term Rating F1+(idn) Sorak Financial Maybank Offshore Corporate Public Subordinated Debt AA (idn) Holdings Pte. Ltd. Services (Labuan) Sdn Bhd 45.02% 33.96% 21.02% PEFIND CREDIT RATING AGENCY Maybank As of March 2022 idAAA; Stable Outlook PT Bank Maybank Indonesia Tbk **Corporate Rating** Shelf Reg. Bond III idAAA Shelf Reg. Bond II idAAA Shelf Reg. Subordinated Debt II idAA Maybank Finance WOMFinance a member of 🐲 Maybank Group 67.49% 99.99%

### **Board of Commissioners**





Dato' Khairussaleh Ramli President Commissioner



Edwin Gerungan Commissioner



Datuk Lim Hong Tat Commissioner



Dato' Zulkiflee Abbas Abdul Hamid Commissioner



Budhi Dyah Sitawati Independent Commissioner



Achjar Iljas Independent Commissioner



Hendar Independent Commissioner



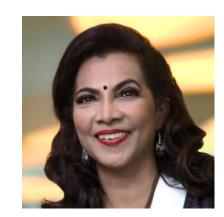
Putut Eko Bayuseno Independent Commissioner

### **Board of Directors**





Taswin Zakaria President Director



**Thilagavathy Nadason** Director



**Irvandi Ferizal** Director



**Effendi** Director



**Muhamadian** Director



**Widya Permana** Director



**Steffano Ridwan** Director



**Ricky Antariksa** Director



Bambang Andri Irawan Director

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### Awards, Events & CSR in 4Q 2022





#### GRAND LAUNCHING 360 DIGITAL WEALTH M2U ID APP

9 Oktober 2022 Dome Spark, Senayan

#MyBank



#### Maybank Indonesia Inaugurates Bandar Lampung Main Branch Office Relocation

Bank Maybank Indonesia inaugurated its Maybank Bandar Lampung main branch office relocation to Jalan Patimura, Teluk Betung Utara, Bandar Lampung, from previously at Jalan Laksamana Malahayati, Teluk Betung, Bandar Lampung. (3 Oct)

#### Maybank Introduces 360 Digital Wealth Feature in M2U ID App

Maybank Indonesia has introduced a new feature in the M2U ID application, namely 360 Digital Wealth. The new feature is designed to assist customers in managing and monitoring their portfolio of savings, investments and loans, such as credit cards and mortgages. (9 Oct)

#### Cashville Kidz Financial Education Program

Maybank Foundation and Maybank Indonesia with Money Tree held a financial education program for 271 students called Cashville Kidz. The program was conducted at SD Kristen Saint John, Central Jakarta and MI Al Muzayyanah, North Jakarta. The program is part of comprehensive activities which was created by Maybank Foundation to develop financially-intelligent children throughout the ASEAN region. (26-27 Oct)

#### Maybank Indonesia Inaugurates Surabaya Main Branch Office

Maybank Indonesia inaugurated Surabaya Main Branch Office, located at Jalan Jembatan Merah. Surabaya Main Branch Office is a relocation from the former Jalan Pemuda branch office. Maybank Indonesia's President Director Taswin Zakaria said that the inauguration of KCI Maybank Surabaya would become a new beginning in continuing Maybank Indonesia's business and services to customers in Surabaya and its surrounding areas. (4 Nov)

## Awards, Events & CSR in 4Q 2022





#### Indonesia Net Zero Summit

Maybank Indonesia supported and attended the Indonesia Net Zero Summit in Bali. The event organized by KADIN and KADIN Net Zero Hub carries the theme "Industrial Decarbonization at All Cost". At this event, several representatives of business actors from various sectors in the regional and global spheres including Maybank presented challenges, opportunities and appeals to encourage all business people and the Government of Indonesia to jointly move towards a national decarbonization initiative. (11 Nov)

Maybank Indonesia Sharia Business Unit (UUS) Holds Festival Masjid Berkah and Maybank Syariah Isyefpreneur Entrepreneurship Competition Maybank Indonesia UUS launched the Festival Mesjid Berkah and the Maybank Syariah Isyefpreneur entrepreneurship competition. The launching ceremony was followed by a webinar titled "Mosque-Based Entrepreneurship as a Solution to Improve People's Economy". (18 Nov)

### Maybank Indonesia Sharia Business Unit (UUS) Wins the BPS BPIH (Sharia Bank) Award in the Best Green Financial Sustainability Program 2022

The Hajj Financial Management Agency (BPKH) awarded sharia bank partners through the 2022 BPKH Sustainable Banking Award to encourage a sustainable sharia banking ecosystem. (20 Dec)

#### Maybank Beasiswa Prestasi 2022

Maybank Indonesia has granted a scholarship for employees' children from elementary school to university. This year, there was an increase in scholarship applications, reaching 1,000 applicants, and the total number of recipients was 780 students consisting of elementary level, junior high school, senior high school, and universities all over Indonesia. (21 Dec)

# Thank You



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