



Maybank

Humanising Financial Services

Maybank Indonesia

Financial Results

First Quarter 2017 ended 31 March 2017

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Summary of 1Q 2017 Results



Recorded 10.4% increase in PATAMI

Making encouraging start to the year despite the macro economy challenges



1

Profitability improvement YoY

- PATAMI increased by 10.4% (YoY) driven by higher NII and continued control on operating expenses
- Net Interest Income growing 8.1% (YoY) with NIM improved to 4.73% as at Mar-17 from 4.32% as at Mar-16

2

Loans growth of 5.7% YoY *

- Global Banking grew 20.8% (YoY) as the reprofiling of the corporate customer base continued to show results and CFS moderately grew by 1.9% (YoY) *
- Retail Banking loans decreased due to a slowdown in consumer spending. We will place greater emphasis on strengthening our Retail Banking franchise to capture a bigger slice of the retail market share and larger business segments
- Gross NPL stood at 3.74% and Net NPL at 2.45%

3

Liquidity Positions remained solid

- Total customer deposits grew by 2.5% (YoY) and CASA ratio stood at 37.14%
- Loan-to-Deposit Ratio (LDR - bank only) maintained at a healthy level 88.40% and Liquidity Coverage Ratio (LCR) bank only is at 170.69%

4

Shariah Banking continued to deliver positive results

- Shariah Banking continued to demonstrate its strong performance Year on Year with Shariah Financing increased by 53.1% (YoY) to Rp14.3 trillion, contributed 12.5% to Bank's loans
- NPF improved to 4.59% as at Mar-17 from 5.87% as at Mar-16

5

Healthy Capital Positions

- Total Assets increased by 2.7% (YoY) to Rp164.9 trillion
- Total Capital decreased QoQ by Rp79.5 billion to Rp21.7 trillion due to allocation of dividend payable of Rp389 billion and subdebt amortisation
- CAR as per 31 March 2017 at 16.95% with CAR Tier1 at 13.60%

*YoY loan balance exclude WOM loans

Financial Performance

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

Balance Sheet



Financial Position - Consolidated	Mar-17 (Published)	Dec-16 (Published)	Mar-16 (Published)	QoQ	YoY
Rp Billion	a	b	c	(a/b)-1	(a/c)-1
Loans	114,249	115,736	112,869	-1.3%	▲ 1.2%
Other Earning Assets	26,849	26,333	29,979	2.0%	-10.4%
Other Assets	17,753	18,188	17,663	-2.4%	0.5%
Assets Classified as Held-for-Sale	6,037	6,423	0	-6.0%	N/A
Total Assets	164,889	166,679	160,511	-1.1%	▲ 2.7%
Deposits from Customer	117,678	118,932	114,771	-1.1%	▲ 2.5%
- Current Account	18,905	20,438	17,307	-7.5%	▲ 9.2%
- Saving Account	24,803	25,604	25,552	-3.1%	▼ -2.9%
- Time Deposit	73,970	72,889	71,912	1.5%	▲ 2.9%
Deposits from Other Banks	2,199	2,791	5,750	-21.2%	-61.8%
Borrowing	2,563	2,350	4,084	9.1%	-37.2%
Securities Issued	5,337	5,357	7,065	-0.4%	-24.5%
Subordinated Debt	5,288	5,287	4,488	0.0%	17.8%
Other Liabilities	7,105	6,954	6,579	2.2%	8.0%
Liabilities Classified as Held-for-Sale	5,338	5,735	0	-6.9%	N/A
Total Liabilities	145,509	147,406	142,737	-1.3%	▲ 1.9%
Reserve Classified as Held-for-Sale	(5)	(5)	0	0.0%	N/A
Equity (excl. Non-Controlling Interest)	19,116	19,016	17,530	0.5%	9.0%
Non-Controlling Interest	265	256	244	3.4%	8.6%
Total Equity	19,381	19,273	17,774	0.6%	▲ 9.0%

Income Statement



Income Statement - Consolidated	1Q 2017 (Published)	4Q 2016 (Proforma)	1Q 2016 (Published)	QoQ	YoY
Rp Billion	a	b	c	(a/b)-1	(a/c)-1
Interest Income	3,316	3,388	3,362	-2.1%	-1.4%
Interest Expense	(1,647)	(1,669)	(1,819)	-1.3%	-9.4%
Net Interest Income	1,669	1,719	1,544	-2.9%	▲ 8.1%
Non Interest Income	439	533	497	-17.7%	▼ -11.8%
Gross Operating Income	2,108	2,252	2,041	-6.4%	3.3%
Personnel	(524)	(485)	(506)	8.2%	3.7%
General & Administrative	(685)	(569)	(653)	20.3%	4.9%
Operating Expenses	(1,209)	(1,054)	(1,159)	14.7%	▲ 4.4%
Operating Income before Provisions	898	1,198	882	-25.0%	1.8%
Provisions	(269)	(309)	(297)	-12.9%	▼ -9.5%
Operating Income After Provision	629	889	585	-29.2%	7.6%
Non Operating Income / (Expenses)	(8)	17	4	-146.8%	-273.2%
Profit Before Tax & Minority Interest	621	905	589	-31.4%	▲ 5.4%
Income from discontinued operations	28	1	5	2262.3%	415.6%
Tax & Minority Interest	(159)	(252)	(151)	-36.9%	5.3%
Profit After Tax & Minority Interest (PATAMI)	490	655	444	-25.2%	▲ 10.4%

Key Operating Ratio	Mar-17	FY 2016	Mar-16	△
Consolidated	a	b	c	(a-c)
Profitability				
Return On Assets	1.51%	1.60%	1.47%	0.04%
Return On Equities (Tier 1)	11.26%	11.85%	11.52%	-0.26%
Net Interest Margin	4.73%	4.61%	4.32%	0.41%
Efficiency & Productivity Ratio				
Cost to Income Ratio	57.38%	52.00%	56.77%	0.61%
BOPO	84.22%	84.36%	85.50%	-1.28%
Earning Asset Quality				
Impaired Loans - Gross	3.66%	3.54%	3.82%	-0.16%
Impaired Loans - Net	2.32%	2.31%	2.56%	-0.24%
NPL - Gross	3.74%	3.42%	3.72%	0.02%
NPL - Net	2.45%	2.28%	2.45%	0.00%
Balance Sheets Structure				
LDR	93.94%	94.14%	95.58%	-1.64%
CASA to Total Funding	37.14%	38.71%	37.34%	-0.20%
CAR	16.95%	16.77%	16.10%	0.86%

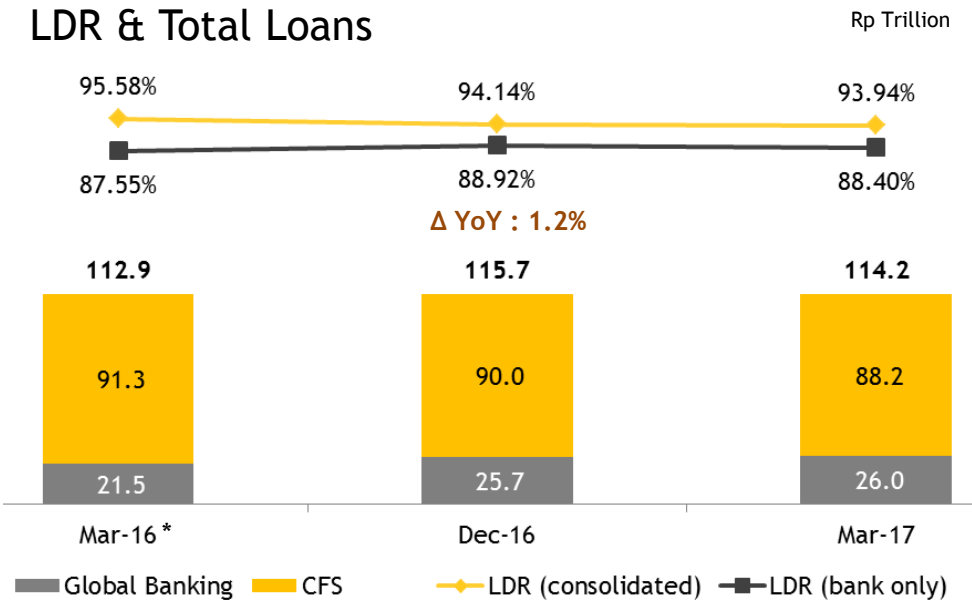
Key Operating Ratio	Mar-17	FY 2016	Mar-16	△
Bank Only	a	b	c	(a-c)
Profitability				
Return On Assets	1.37%	1.48%	1.35%	0.02%
Return On Equities (Tier 1)	10.41%	11.84%	12.25%	-1.84%
Net Interest Margin	4.51%	4.59%	4.33%	0.18%
Efficiency & Productivity Ratio				
Cost to Income Ratio	56.90%	51.81%	56.94%	-0.04%
BOPO	85.57%	85.81%	86.93%	-1.36%
Earning Asset Quality				
Impaired Loans - Gross	3.84%	3.70%	3.96%	-0.13%
Impaired Loans - Net	2.42%	2.40%	2.70%	-0.28%
NPL - Gross	3.93%	3.58%	3.86%	0.07%
NPL - Net	2.55%	2.37%	2.58%	-0.03%
Balance Sheets Structure				
LDR	88.40%	88.92%	87.55%	0.85%
CASA to Total Funding	37.27%	38.92%	37.51%	-0.23%
CAR	16.98%	16.98%	15.86%	1.12%

Loans

Tap on growth segments in supporting the government's various economic development projects



LDR & Total Loans

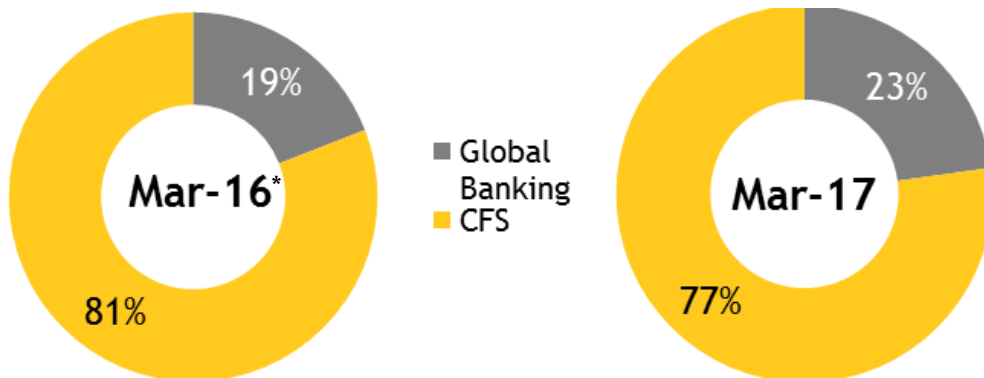


Loans Portfolio Breakdown

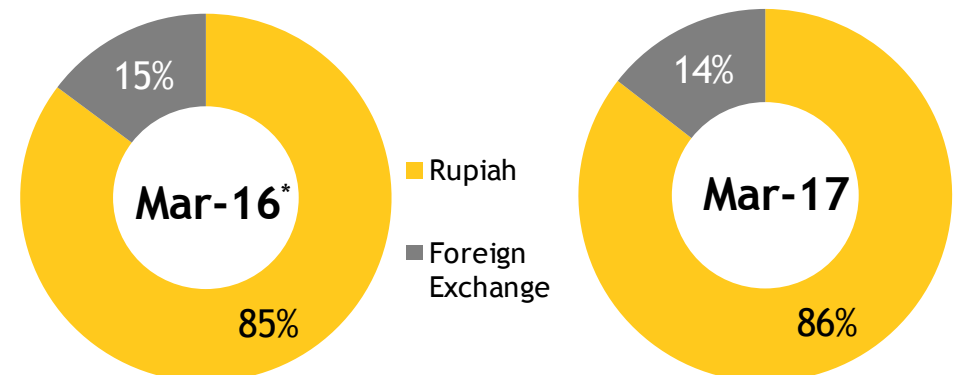
Rp Trillion

Rp Trillion	Mar-17	Dec-16	Mar-16*	YoY	QoQ
Global Banking	26.0	25.7	21.5	20.8%	1.1%
CFS	88.2	90.0	91.3	-3.4%	-2.0%
<i>CFS Non-Retail</i>	<i>50.5</i>	<i>51.5</i>	<i>46.3</i>	<i>9.0%</i>	<i>-2.1%</i>
Business Banking	29.3	30.3	26.5	10.6%	-3.3%
SME	20.3	20.3	18.5	9.6%	0.0%
Micro	0.8	0.9	1.3	-33.9%	-6.9%
<i>CFS Retail</i>	<i>37.7</i>	<i>38.4</i>	<i>45.0</i>	<i>-16.2%</i>	<i>-1.8%</i>
Auto Loan	17.1	17.1	22.8	-25.1%	-0.3%
Mortgage	17.3	17.8	18.2	-4.9%	-2.6%
CC + Personal Loan	2.9	3.1	3.5	-16.9%	-5.5%
Other loan	0.4	0.5	0.5	-10.8%	-4.1%
Total	114.2	115.7	112.9	1.2%	-1.3%

Loans Composition by Business Segment



Loans Composition by Currency



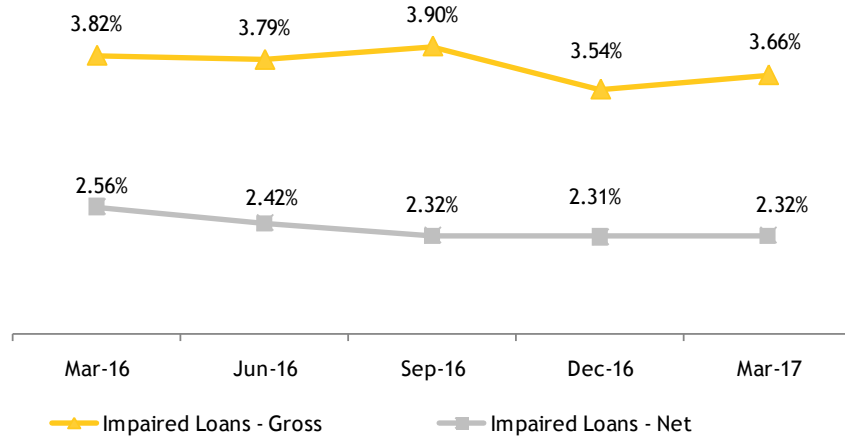
* Mar-16 numbers are as published and include WOM loans

Asset Quality

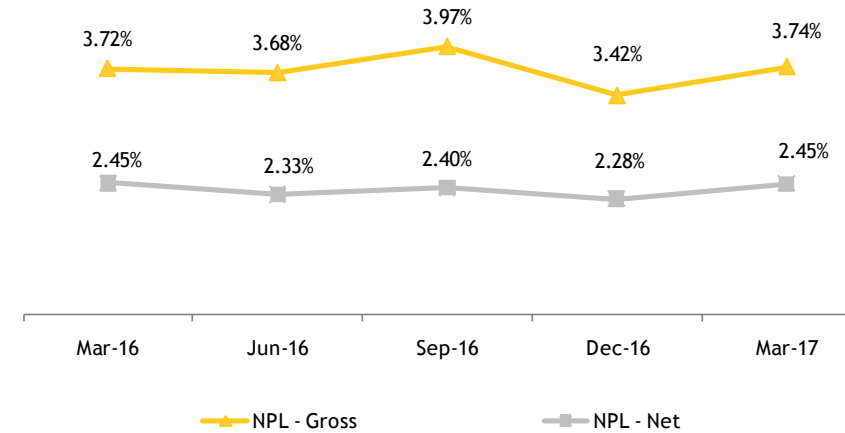
Continue to focus on asset quality and reduced provision expenses



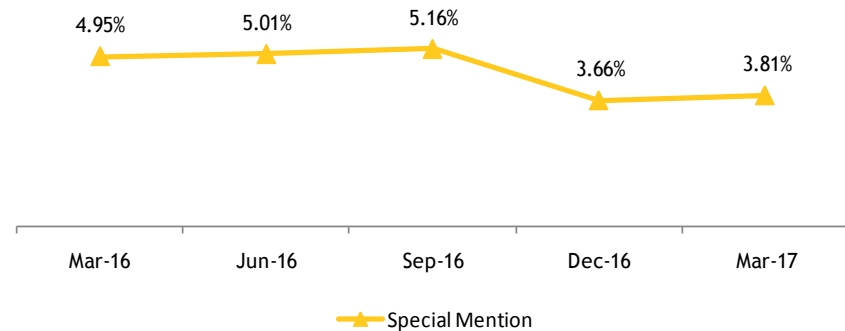
Asset Quality - Maybank Indonesia Impaired Loans (consolidated)



Asset Quality - Maybank Indonesia NPL (consolidated)



Asset Quality - Maybank Indonesia Special Mention Loans (consolidated)



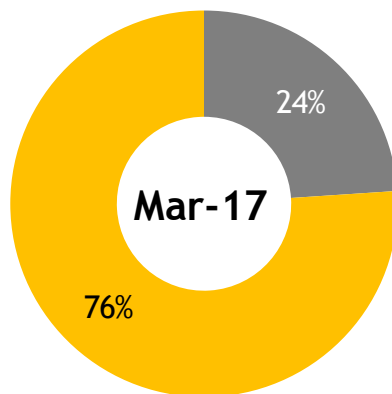
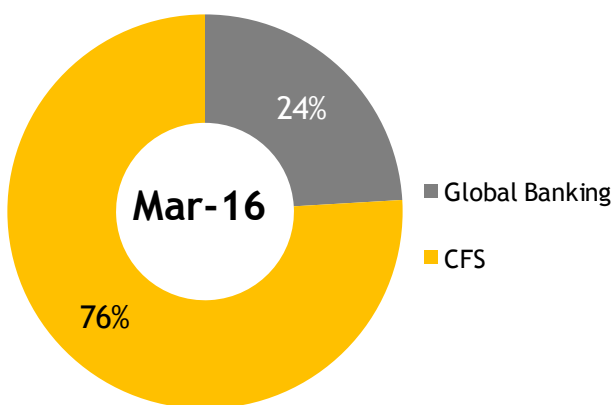
- The Bank's consolidated NPL level was slightly higher at 3.74% (gross) and 2.45% (net) in Mar-17 compared to 3.72% (NPL gross) and 2.45% (NPL net) in the same periode last year.
- The Bank remains cautious over loan quality as businesses are still impacted by the continued slow movement in the economy

Customer Deposits

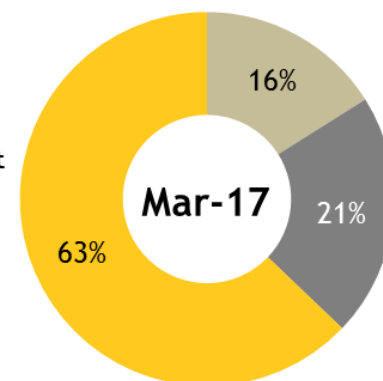
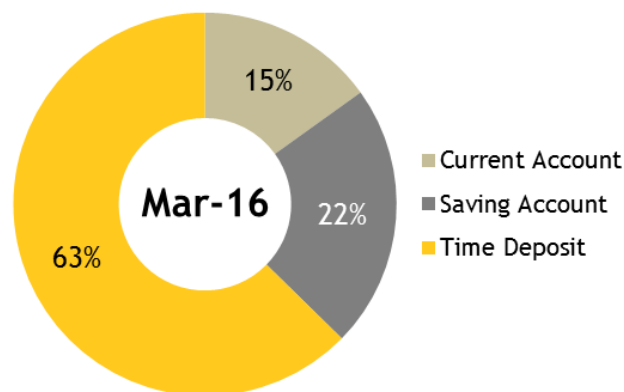
Low-cost funds (CASA) acquisition remains a main focus of Bank



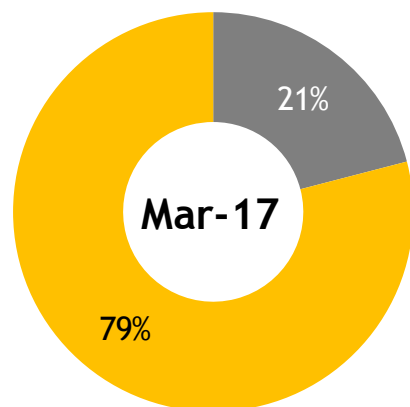
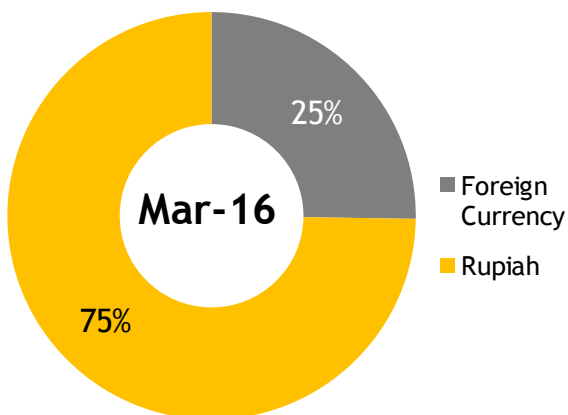
Deposits from Customers by Business Segment



Deposits from Customers by Type



Deposits from Customers by Currency



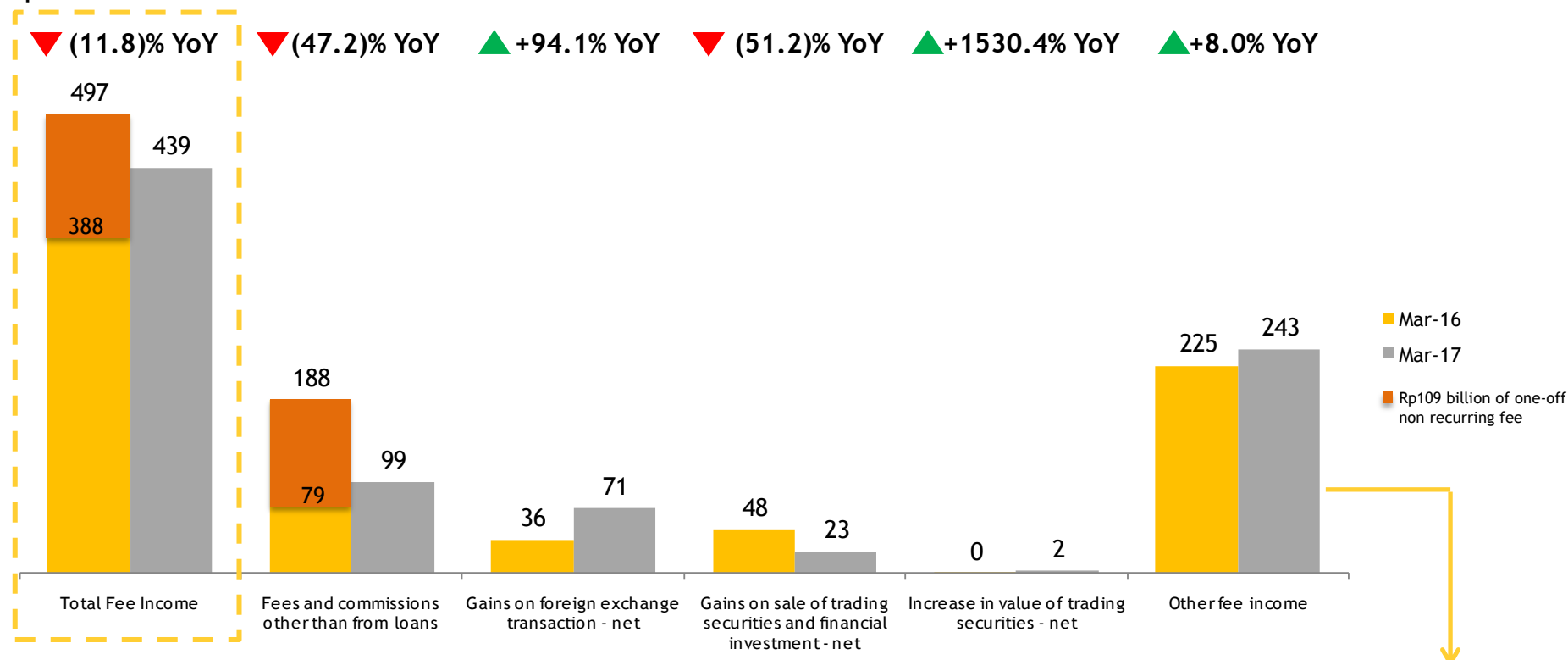
Rp Trillion	Mar-17	Dec-16	Mar-16	YoY	QoQ
Current Account	18.9	20.4	17.3	9.2%	-7.5%
Saving Account	24.8	25.6	25.6	-2.9%	-3.1%
Time Deposit	74.0	72.9	71.9	2.9%	1.5%
Total	117.7	118.9	114.8	2.5%	-1.1%
CASA Ratio	37.14%	38.71%	37.34%	-0.2%	-1.6%

Fee Income

On BAU level Fee Income increased by 13.0% YoY from Rp388 billion to Rp439 billion



Rp billion



(in Rp billion)

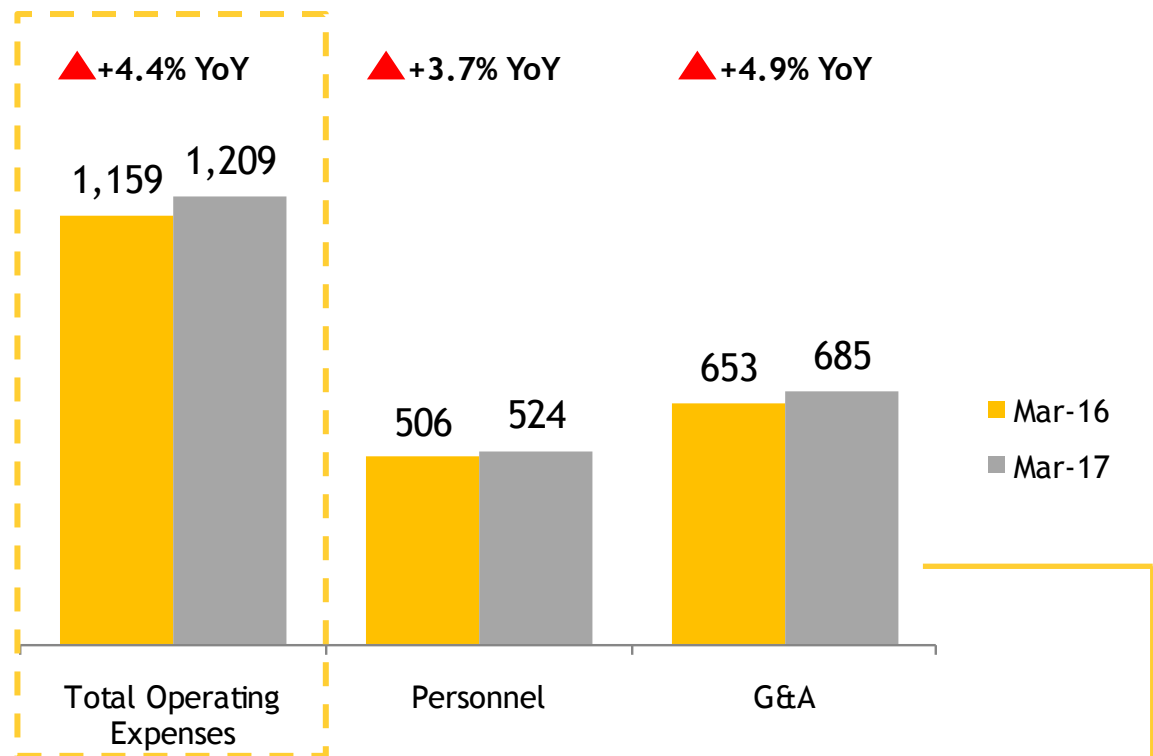
Breakdown of Other Fee Income	Mar-17	Mar-16	YoY
Retail administration	53	56	-5.3%
Loan administration	31	32	-4.1%
Advisory fees	29	28	4.3%
Collection of receivables previously written-off	29	13	128.7%
Credit card administration	27	25	5.2%
Consumer financing receivables administration	24	22	9.4%
Others	52	50	3.3%
Total Other Fee Income	243	225	8.0%

Operating Expenses

Remained stable as a result of sustained strategic cost management across its operational and business lines

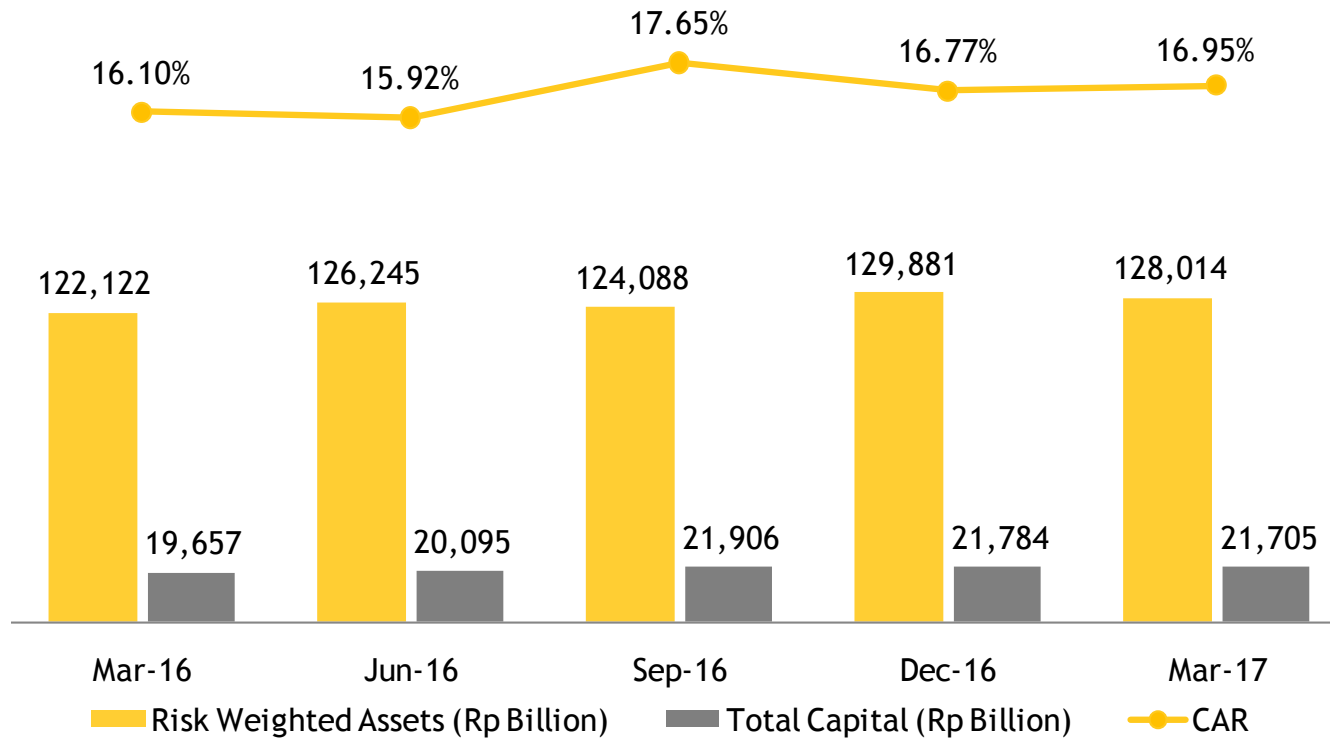


Rp billion



(in Rp billion)

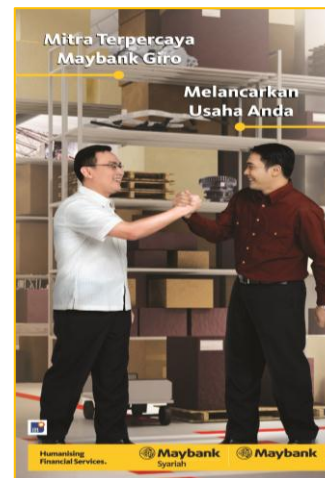
Breakdown of G&A	Mar-17	Mar-16	YoY
General	258	254	1.5%
Rental	118	117	1.2%
Depreciation and amortization	69	69	-0.2%
Repairs and maintenance fixed assets	63	57	11.3%
Others (include Promotions Expenses)	176	156	13.1%
Total G&A	685	653	4.9%



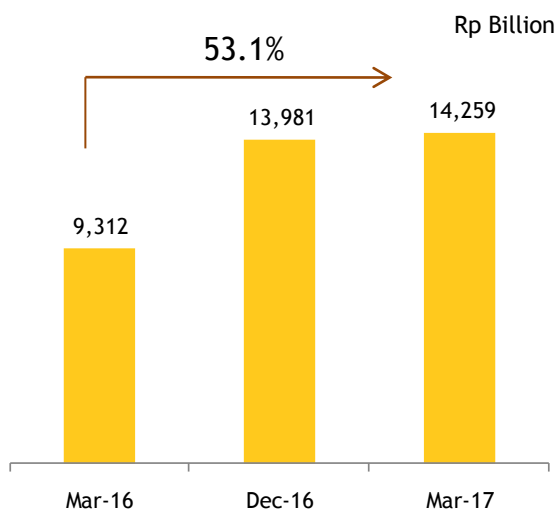
Capital Ratios	Mar-17	Dec-16	Mar-16	YoY	QoQ
Tier I	13.60%	13.27%	12.63%	0.98%	0.33%
Tier II	3.35%	3.50%	3.47%	-0.12%	-0.15%
Total CAR	16.95%	16.77%	16.10%	0.86%	0.18%

Shariah First strategy continue to demonstrate strong results

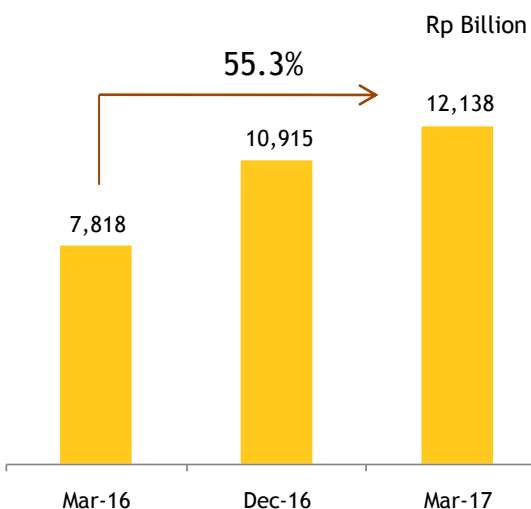
- Assets increased by 28.6% (YoY) to Rp21.5 trillion
- Financing increased by 53.1% (YoY) to Rp14.3 trillion
- Deposits increased by 55.3% (YoY) to Rp12.1 trillion
- Net Profit increased by 50.3% (YoY) to Rp187.5 billion
- NPF improved to 4.59% as at Mar-17 from 5.87% as at Mar-16



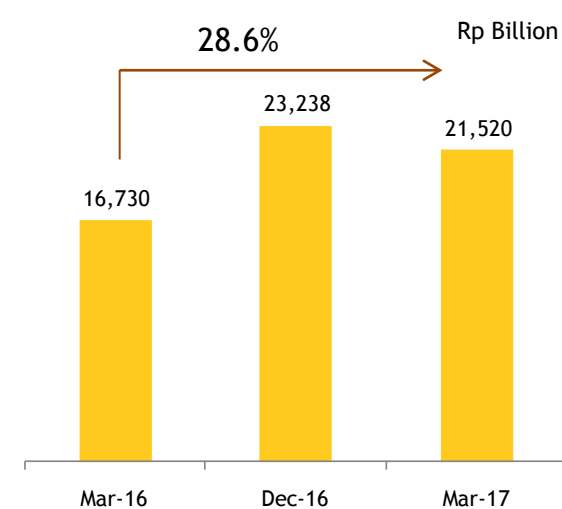
Shariah Financing



Shariah Deposits

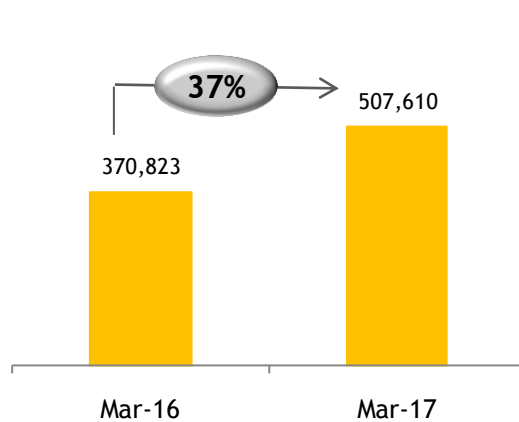


Shariah Assets

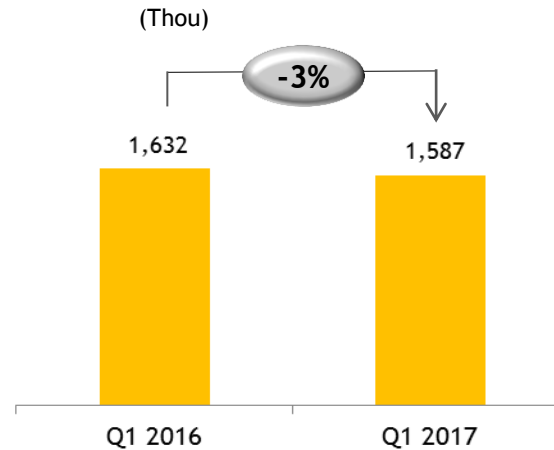


Maybank SMS+ Mobile Banking

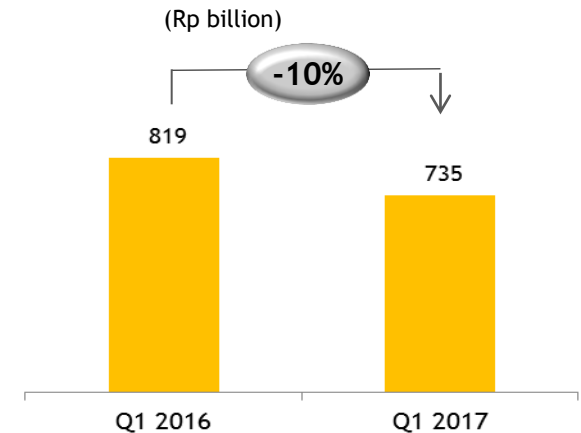
Number of Users



Number of Transactions

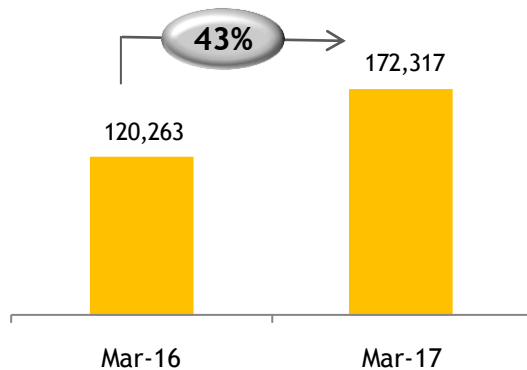


Transaction Volume

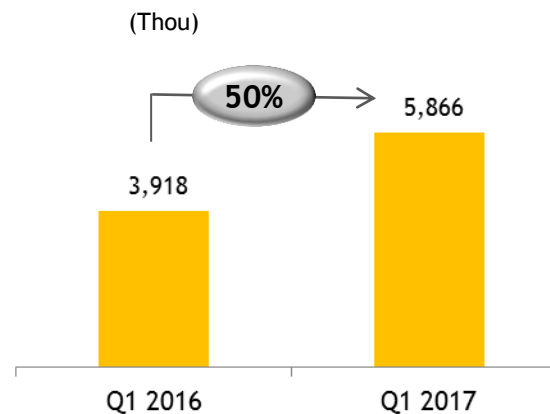


Maybank M2U Internet Banking

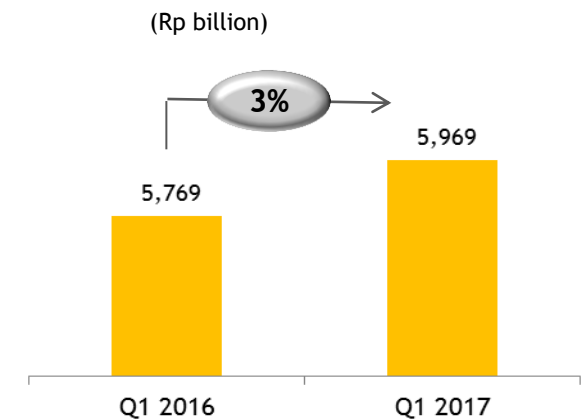
Number of Users



Number of Transactions

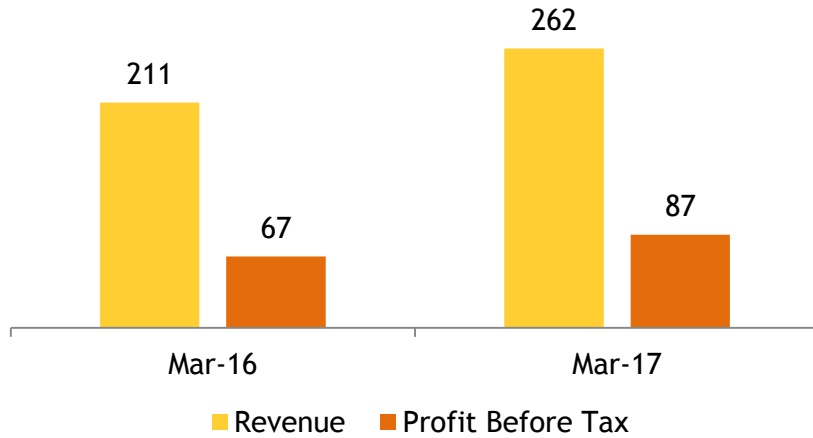


Transaction Volume



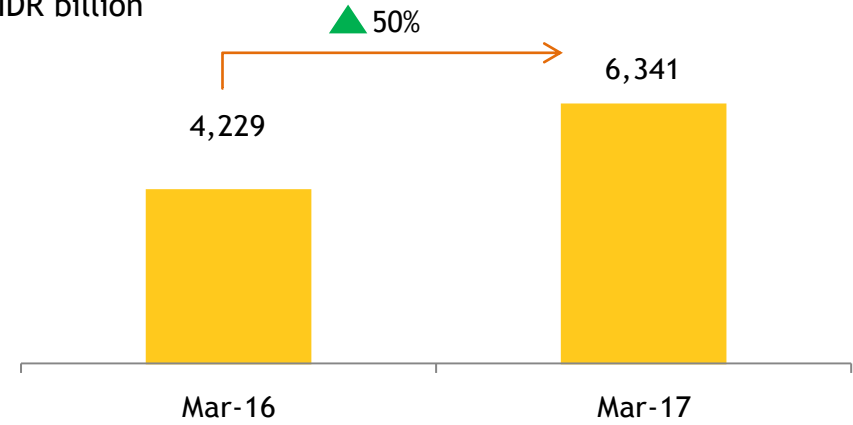
Revenue and Profit Before Tax

IDR billion

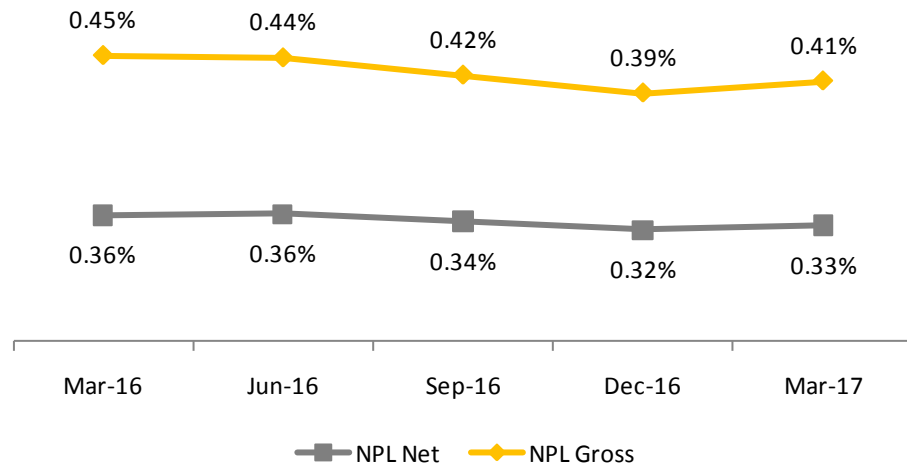


Financing

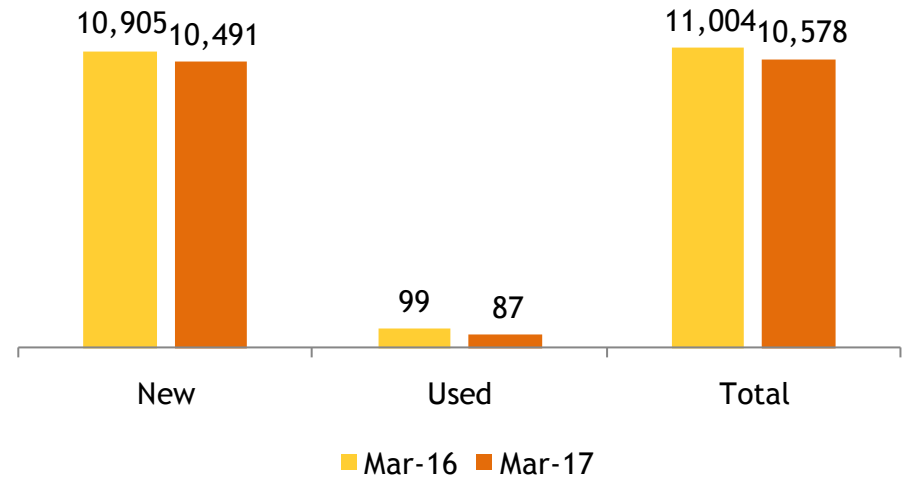
IDR billion



Asset Quality



Unit Financing (unit)



Maybank Indonesia in Brief



Profile*

Established	:	15 May 1959
Total Assets	:	Rp164.9 Trillion
Total Equity	:	Rp19.4 Trillion
Market Capitalisation	:	Rp22.9 Trillion
Position in Indonesia (as of Dec 2016)	:	Rank #9 in terms of Assets Rank #8 in terms of Loans Rank # 9 in terms of Deposits
# of Branches	:	457 — <div style="border-left: 1px solid black; border-bottom: 1px solid black; width: 15px; height: 15px; margin-bottom: 5px;"></div> <div style="border-left: 1px solid black; border-bottom: 1px solid black; width: 15px; height: 15px; margin-bottom: 5px;"></div> <div style="display: inline-block; vertical-align: middle; margin-left: 10px;"> <p>425** (Maybank Indonesia)</p> <p>32*** (Maybank Finance)</p> </div>
# of ATM & CDM	:	1,605, including 95 CDMs that are connected to more than 20,000 ATM via ALTO, ATM Bersama, PRIMA, MEPS, Cirrus and Plus
# of Employees	:	7,170 — <div style="border-left: 1px solid black; border-bottom: 1px solid black; width: 15px; height: 15px; margin-bottom: 5px;"></div> <div style="border-left: 1px solid black; border-bottom: 1px solid black; width: 15px; height: 15px; margin-bottom: 5px;"></div> <div style="display: inline-block; vertical-align: middle; margin-left: 10px;"> <p>6,758 (Maybank Indonesia)</p> <p>412 (Maybank Finance)</p> </div>
# of Customers Lending	:	0.6 million
# of Cutomers Funding	:	1.4 million



Maybank Indonesia Head Office, Sentral Senayan 3
Jakarta, Indonesia

*) as of Mar 2017

***) Including 22 Micro Functional Offices

****) Including Sales Point Unit

Company Rating

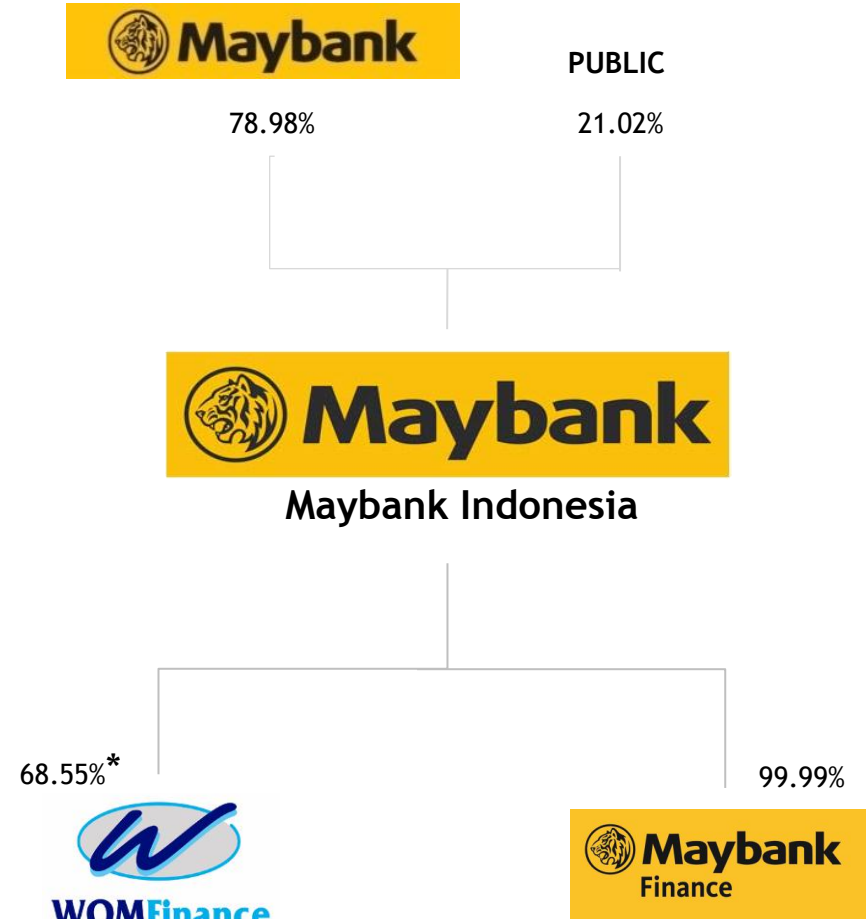
FitchRatings

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
Shelf Reg. Bonds I/2011	idAAA
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)

Shareholders



* Conditional Sales & Purchase Agreement signed on 11 Jan 2017



Datuk Abdul Farid bin Alias*
President Commissioner and
PCEO of Maybank



Spencer Lee Tien Chye
Commissioner



Edwin Gerungan*
Commissioner



Umar Juoro
Independent Commissioner



Budhi Dyah Sitawati
Independent Commissioner



Achjar Iljas
Independent Commissioner

* Appointed at the AGMS on March 31, 2017 and will be effective after obtaining OJK approval



Taswin Zakaria
President Director



Thilagavathy Nadason
Director



Jenny Wiriyanto
Director



Dhien Tjahajani
Director



Eri Budiono
Director



Irvandi Ferizal
Director



**Restiana le Tjoe
Linggadjaya***
Director

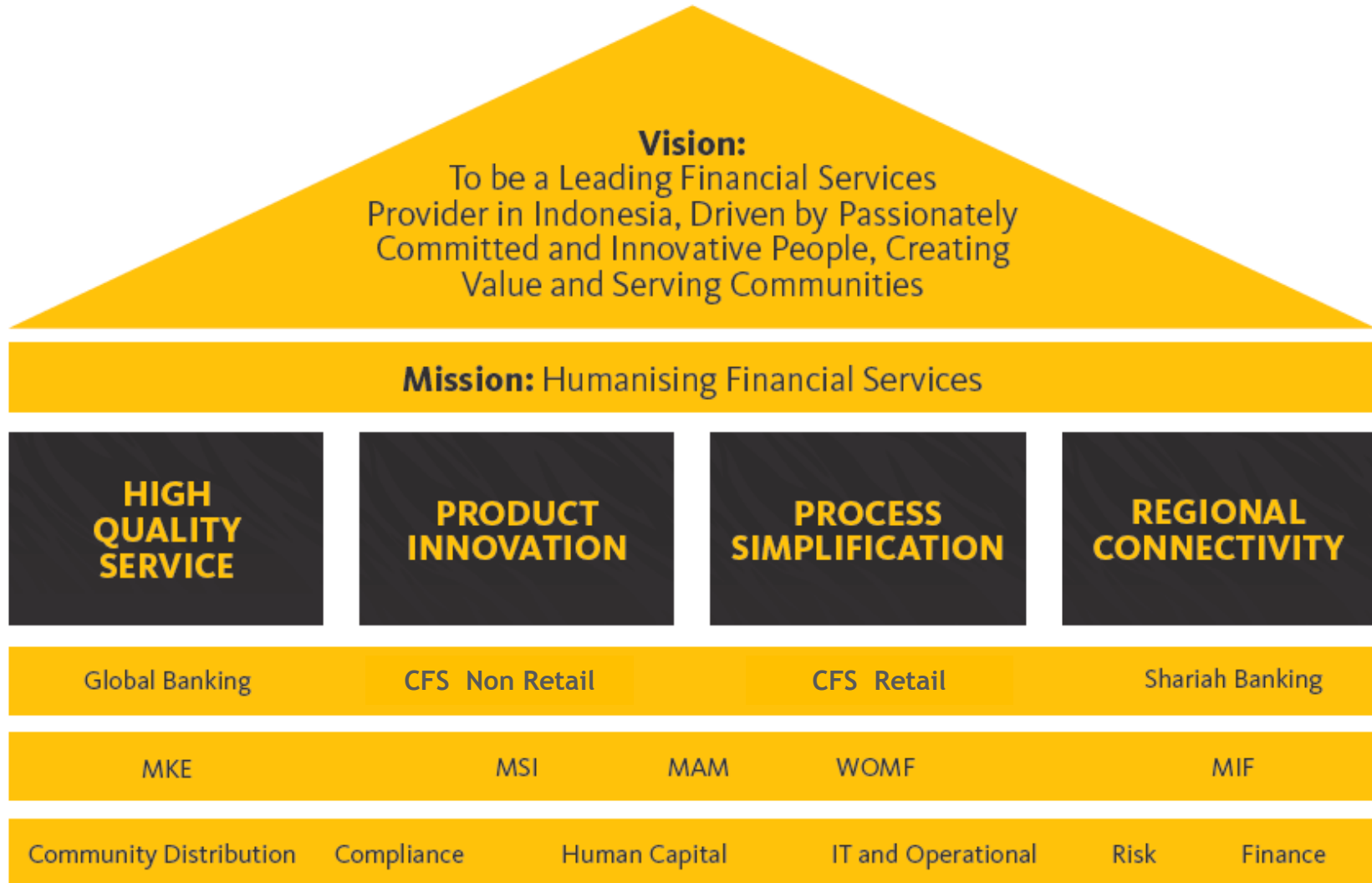


Effendi*
Director

* Appointed at the AGMS on March 31, 2017 and will be effective after obtaining OJK approval

Building Competitive Advantage

Through four pillars of Maybank Indonesia





Awards, Events & Corporate Social Responsibility (CSR) Highlights



Indonesian Corporate Responsibility Awards 2017

Maybank Indonesia was awarded The Best CSR in Indonesian Corporate Responsibility Awards (ICSRA) 2017 by Indonesia-Asia Institute and Economic Review Magazine



Press Conference and Analyst Briefing Maybank Indonesia

Maybank Indonesia announced its Full Year 2016 financial results through Press Conference and Analyst Briefing, which was held in Sentral Senayan 3 Head Office



Maybank Indonesia Extending Partnership with Unika Soegijapranata

The partnership includes co-branding for student card, tuition payment through the bank's virtual account, provision of Electronic Data Capture (EDC), and payroll system for employees salaries.



Maybank Women Eco Weavers participated in Maybank Championship 2017

Maybank Women Eco Weavers program in Indonesia was invited to participate in Maybank Championship 2017 exhibition. This event represent Maybank's commitment in community empowerment, especially in raising underprivileged women's livelihood



Maybank Bali Marathon 2017

Maybank Indonesia announced the schedule of the sixth Maybank Bali Marathon 2017 which will be held on 27 August 2017 and will feature a new and more challenging route



Syndicated Credit Facility Signing Ceremony

Maybank Indonesia along with other seven foreign banks signed a syndicated facility agreement to finance toll road construction by Wijaya Karya worth Rp5 trillion



Annual General Meeting of Shareholders

The AGM of Maybank Indonesia approved the distribution dividends of Rp389.66 billion or Rp5.75 per share unit for financial year of 2016. The AGM also approved the changes in the Board of Commissioners and Directors composition



Maybank Indonesia supported 'AKSI PANGAN' program

Maybank Indonesia participated in 'AKSI PANGAN' program launched by Financial Services Authority (OJK) in Lembah Harau, Kabupaten Lima Puluh Kota, West Sumatera



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