



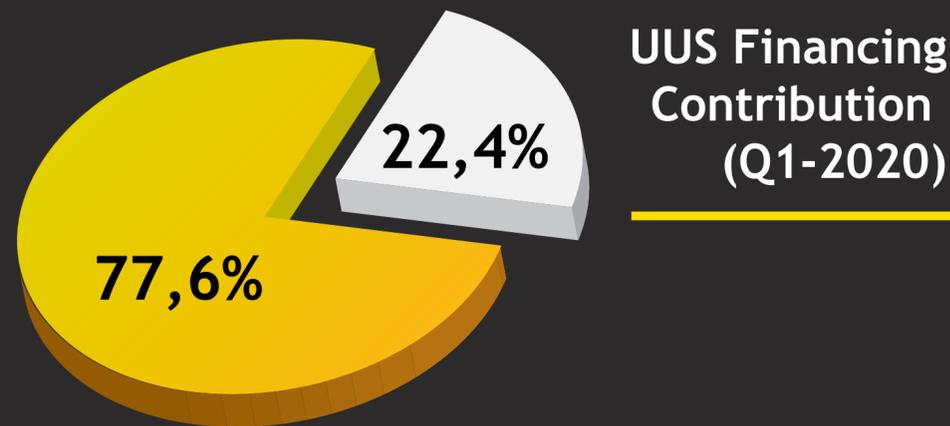
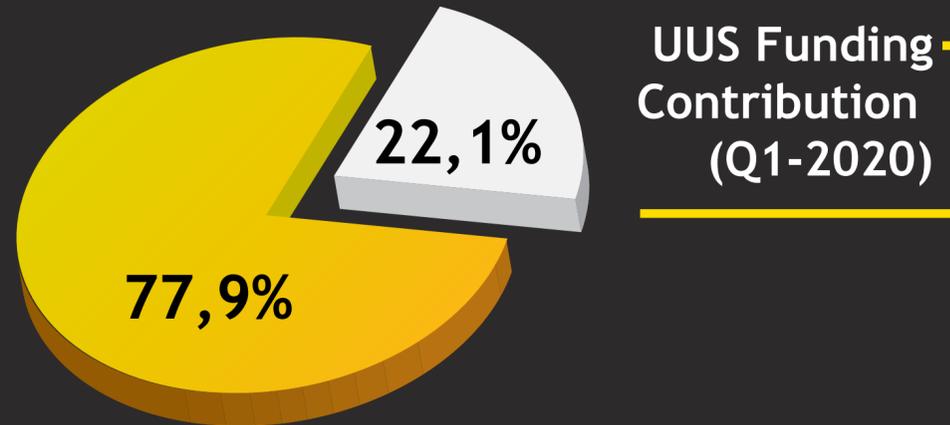
Shariah Thought Leader Forum 2020

Presented by:

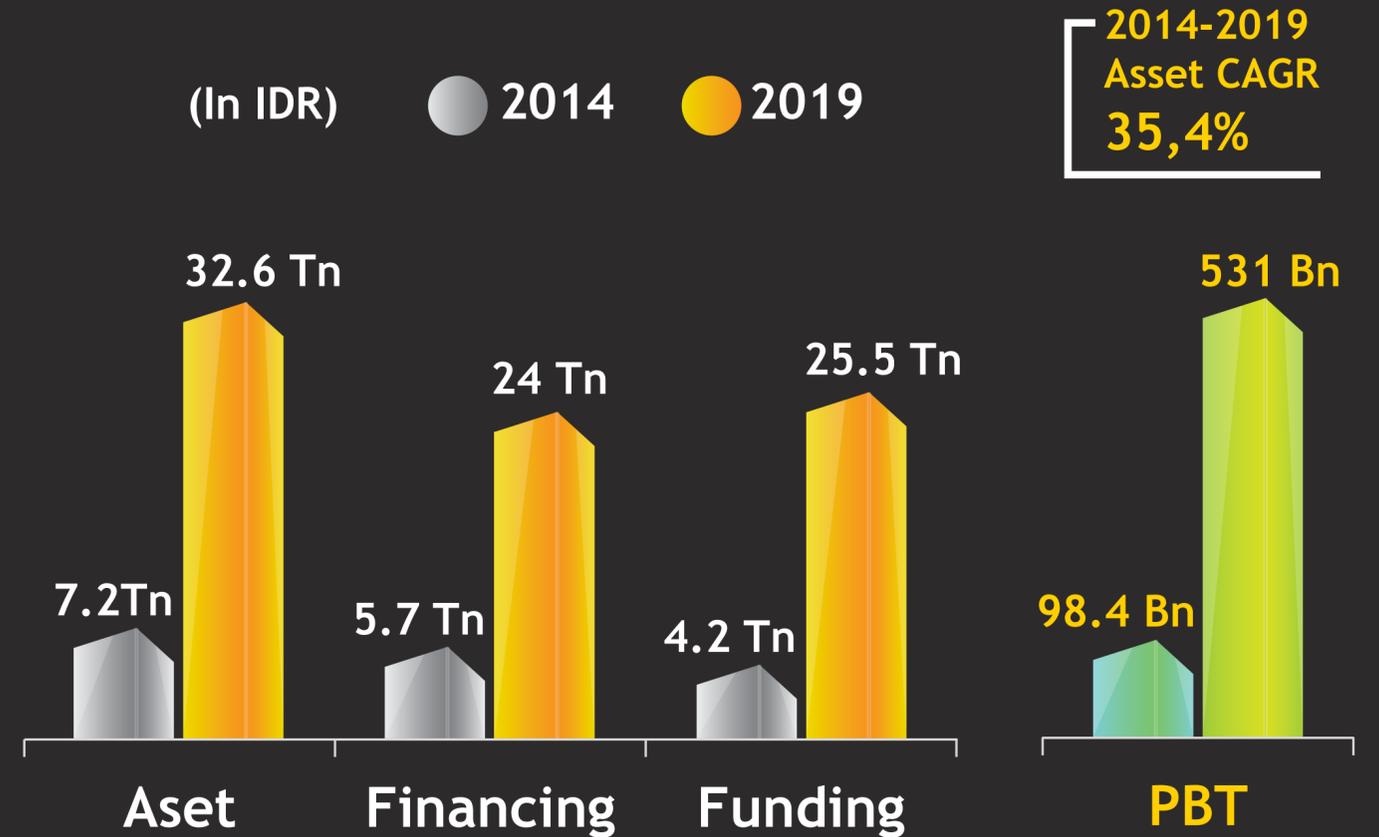
Taswin Zakaria - CEO of Maybank Indonesia

Breaking into Mainstream (Maybank's Experience)

Development of Shariah Business in Maybank Indonesia



● Maybank Indonesia ● Shariah (UUS)



Shariah First

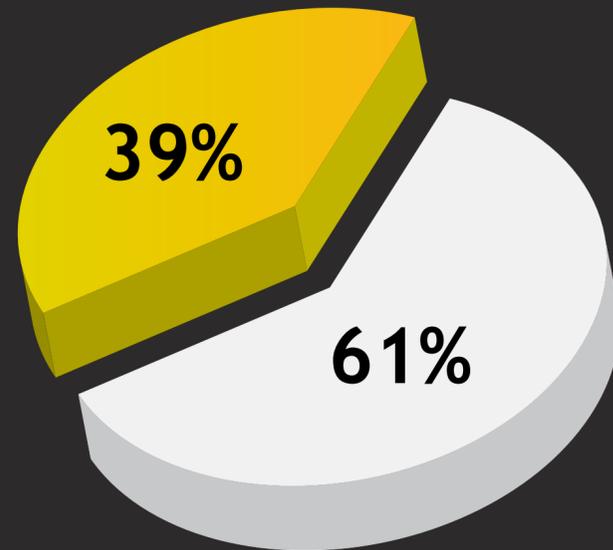
Since 2014

Six years on, the Shariah First Strategy has translated into significant growth and market share for Maybank Syariah (UUS). UUS contributes about 20% of Maybank Indonesia's asset

Development of Shariah Business in Maybank Group

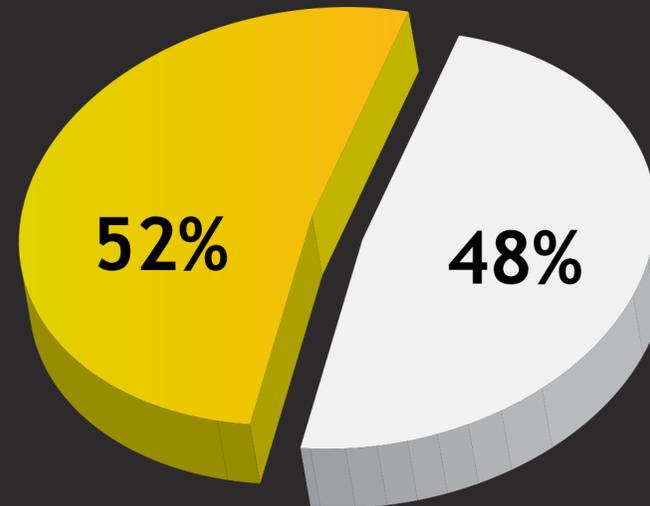


Financing Contribution (FY 2019)



● Maybank Islamic Bhd (MIB) ● Maybank Group (Domestic)

Funding Contribution (FY 2019)



- Maybank is the first to offer Islamic window in Malaysia in 1993
- Maybank Islamic commenced operations as Islamic subsidiary in 2008



The Next Strategies To Break Into Mainstream in this era of New Norm



The Next Strategies To Break Into Mainstream in this era of New Norm



Shariah Economy
Shariah Finance Right to Win
e.g Tapping the halal industry

Digital Bank
e.g M2U, QR Pay, STP account,
Robotic Process Automation



Shariah First

Since 2014



Unique Shariah Proposition
e.g Leasing iB, RPSIA, PYD,
Supply Chain Financing, etc

Leverage Business Model & Shariah First Strategy



Ethical and Social Finance
e.g Dana Kebajikan, Zakat, Waqf, etc

The concept of the Leverage Business Model is also expected to be applicable even with the possibility of a UUS being spun off into a BUS in 2023.



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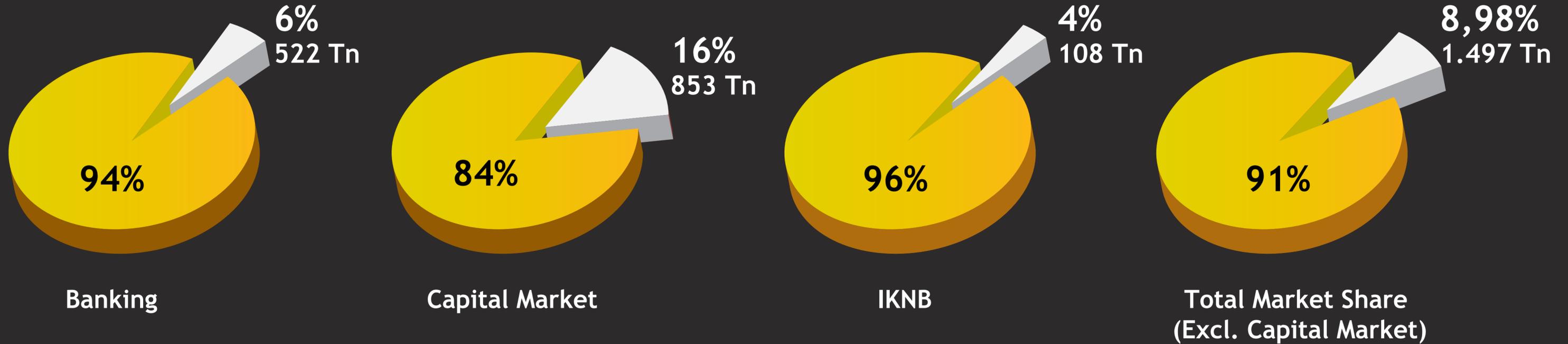
Dealing with era of The New Normal (Post-Covid 19)
& Developing Sustained Growth Trajectory (Post 2023)



The Current State of Shariah Finance in Indonesia



Market Share
by Asset In IDR
(as of Q1-2020)



Islamic Finance Institution (IFIs) has to revolutionize its ways of doing things to ensure the ability to survive and thrive in this very challenging environment, including due to Covid-19 Impact & obligation to spin-off by 2023 and 2024



Optimizing Spin off

- Synergy on Shared Management
- Full/majority ownership
- Promote talent development



Harmonization on legal, tax, accounting and shariah principle/ concept

Synergy among stakeholders (OJK, BI, MoF, KNEKS, Gov't, industry players, shariah scholars, etc)



Industry & Customer Incentives

- Fiscal incentives
- Regulatory incentives
- Prioritize utilization of Shariah finance by Government and SOE's
- Incentive to support private economic sector to capitalize halal industry and its supply chains



THANK YOU

