

ASPIRASI JADI
Inspirasi

1Q23 Financial Results

PT Bank CIMB Niaga Tbk

Analyst Meeting Presentation

27.04.23

Agenda

Macro & Banking Industry

1

Key Business Highlights

2

1Q23 Financial Results

3

Final Remarks

4

Q&A Session

5



About CIMB Niaga

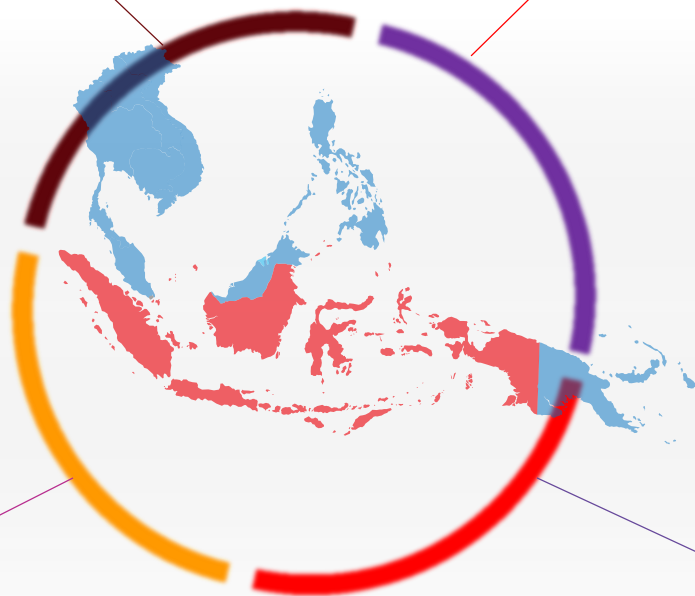
CIMB NIAGA'S FOOTPRINT

Cities	Branches & Network	Digital lounges	Sharia branches
98	414	37	34

Subsidiary (CNAF)	ATMs	EDC & QR
34	4,066	431,556

Employees	 51%
11,814	 49%

2nd LARGEST PRIVATELY OWNED BANK BY TOTAL ASSETS



LARGEST SHARIA BUSINESS UNIT (UUS) / OFFICE CHANNELING IN INDONESIA

FINANCIAL HIGHLIGHTS

Total assets	Total equities
Rp 347 T	Rp 47 T
Total loans	Customer deposits
Rp 201 T *	Rp 240 T
ROE #	CAR
15.1%	21.3%

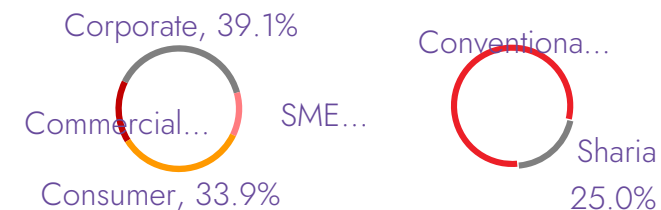
DIGITAL CAPABILITIES

Mobile users	Clicks users	Rekening Ponsel	Branchless transaction contribution
2.7 M	1.7 M	5.3 M	97%

OCTO Mobile **OCTO** Clicks **Rekening Ponsel** **Digital Lounge**

FOCUSED UNIVERSAL BANK

Total loans by segment *



Data as at 31 March 2023. Branches & Network include Sharia Branch, Digital Lounge, Cash Mobile and Kioks. ATMs include CRM, and MDM.

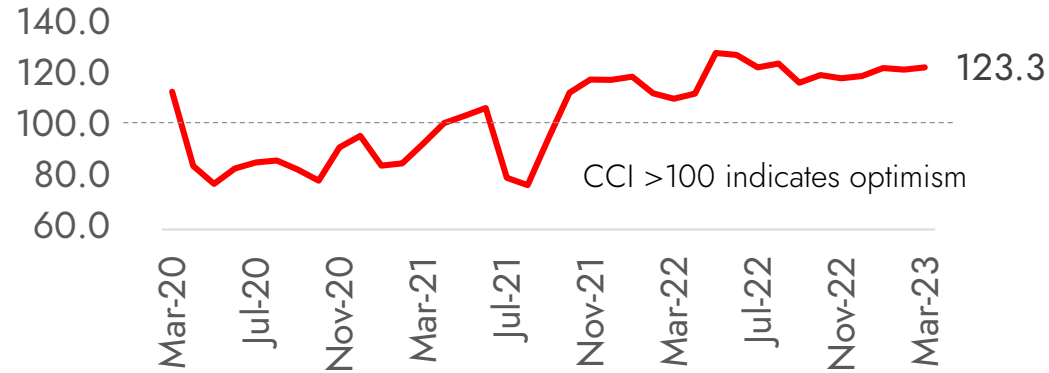
* Including Salam financing
OJK definition, ROE is calculated per tier-1 capital

Macro & Banking Industry Review

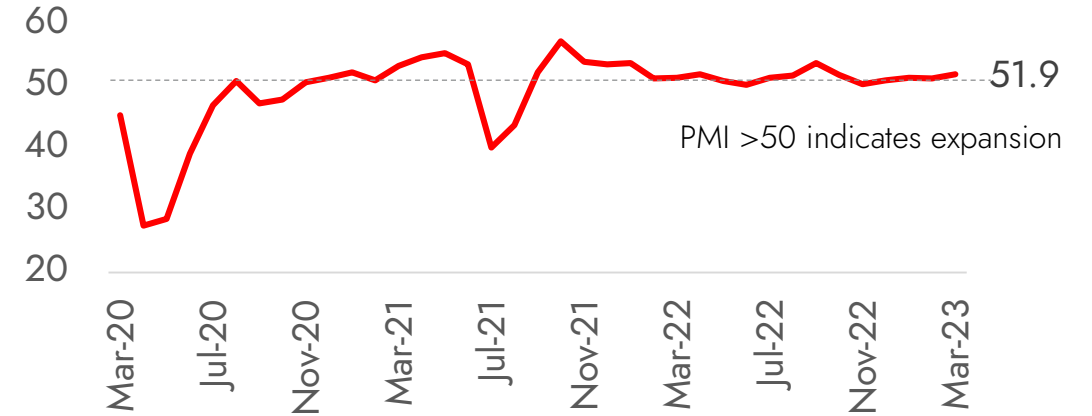


Macro economic

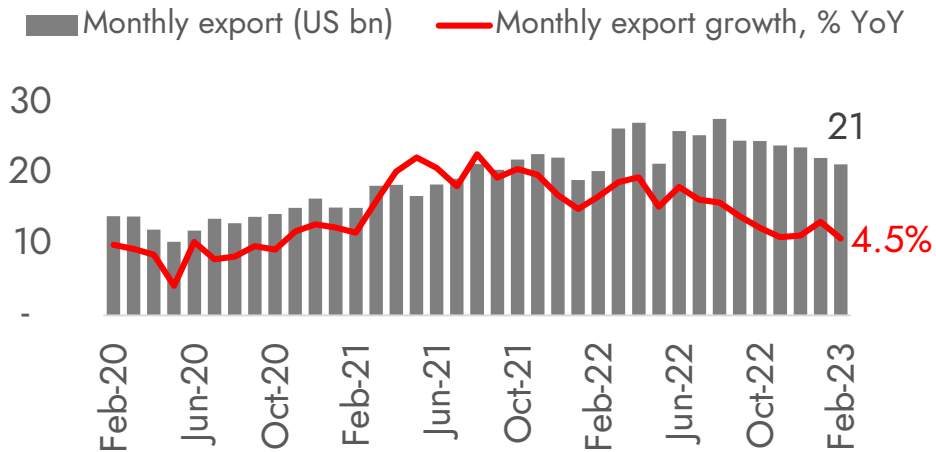
Consumer Confidence Index



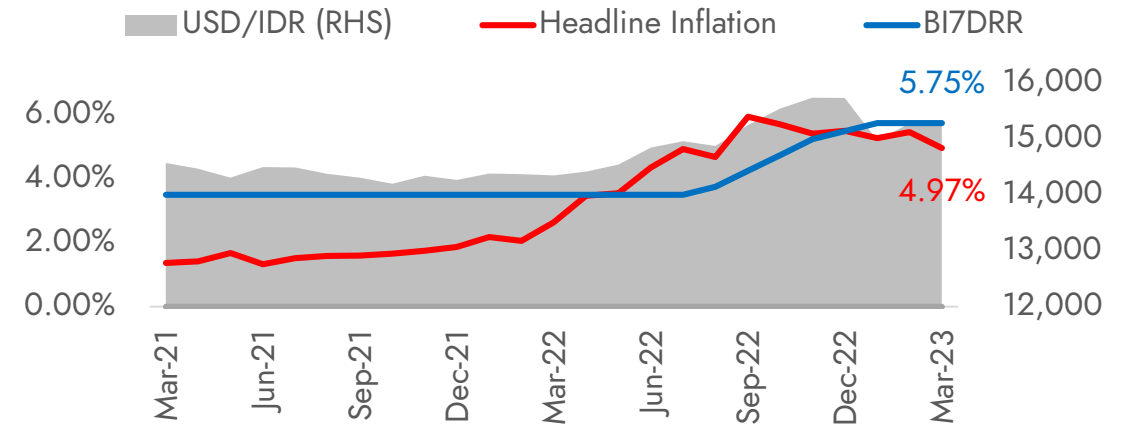
Purchasing Managers' Index (PMI) Manufacture Indonesia



Indonesia monthly export trends

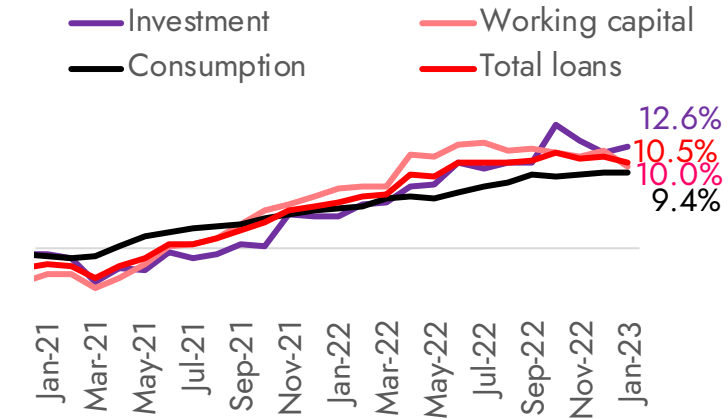


Rupiah, inflation, and policy rate trends

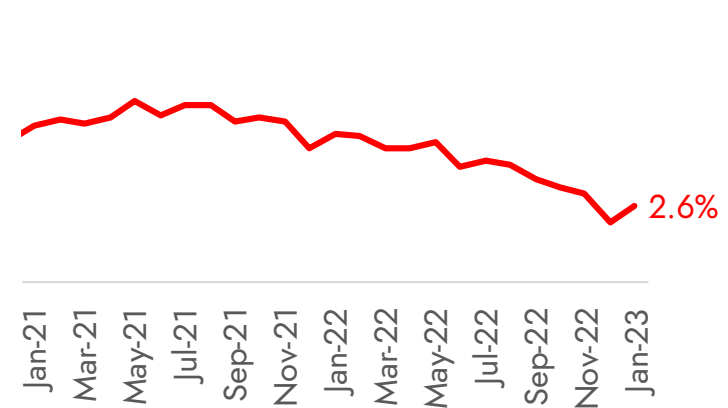


Banking industry

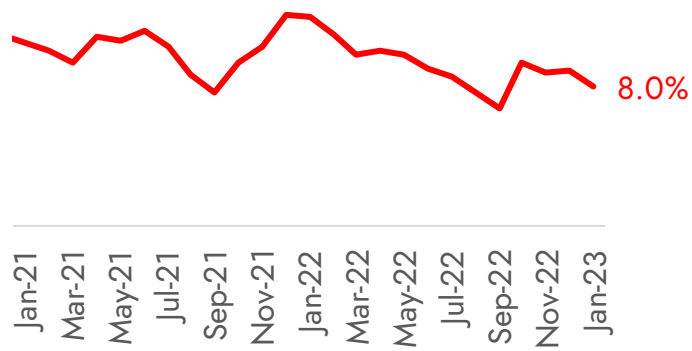
Loan growth by type of use, %, YoY



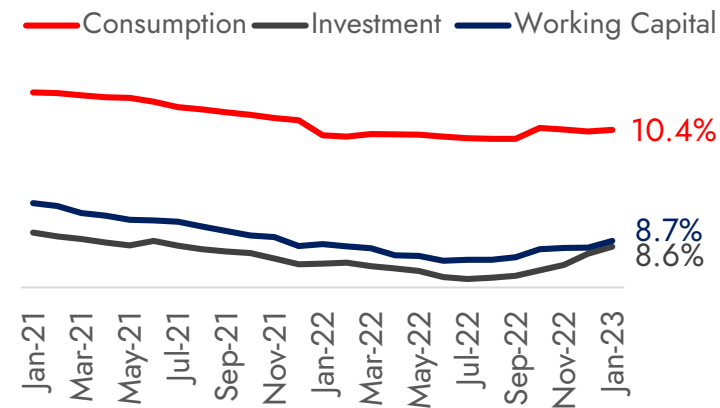
Industry asset quality trend (NPL), %



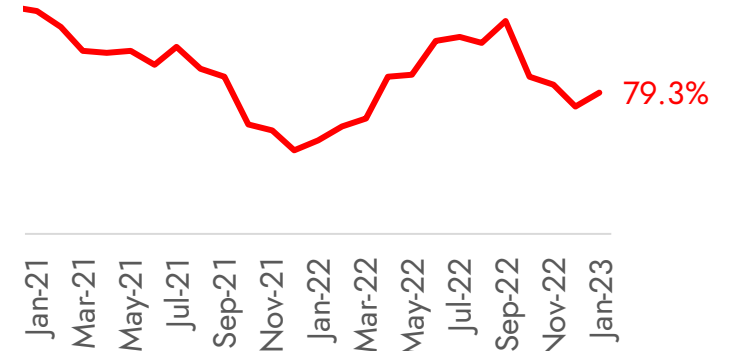
Customer deposit growth, % YoY



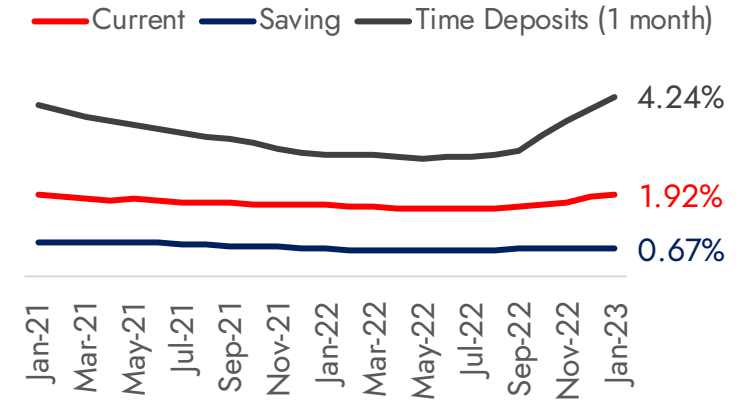
Average loan interest rate trend, %



Banking liquidity (LDR), %



Average deposit interest rate trend, %



Key Business Highlights



We continue implementing our strategic pillars to strengthen our aspirations

What we stand for



To be the **bank of choice** for Indonesian **businesses** and **consumers**



Deliver **sustainable financial returns**

5 PILLAR STRATEGY

Drivers of our long-term performance



Playing to **our strengths**



Expanding **CASA franchise**



Discipline in **cost management**

Accelerator to deliver our strategic objectives



Preservation of **capital** and balanced **risk culture**



Leverage **information technology**

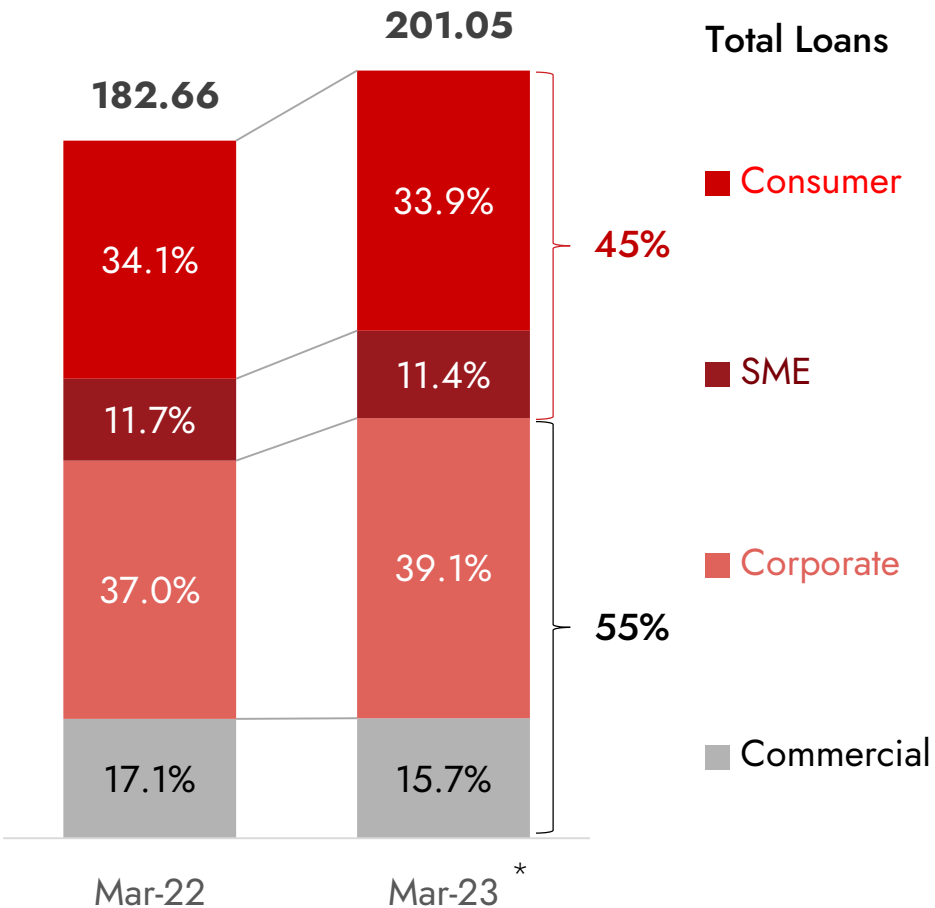
1Q23 highlights

1	HEALTHY LOAN GROWTH TRENDS	LOAN GROWTH *	
		+10.1% vs. Mar 22	
2	THE HIGHEST QUARTERLY RESULTS	NET PROFIT GROWTH	
		+32.4% vs. 1Q22	
3	ASSET QUALITY BETTER THAN EXPECTED	NPL	COC
		2.6% vs. 3.6% in Mar 22	1.5% vs. 2.4% in Mar 22
4	IMPROVED COST EFFICIENCY	CIR	
		44.5% vs. 46.5% in 4Q22	
5	HEALTHY CAPITAL AND LIQUIDITY POSITION	CAR	LCR
		21.3% vs. 23.1% in Mar 22	260.2% vs. 277.8% in Mar 22

* Including Salam financing

Continued progress in the execution of our strategy

Loan portfolio mix by segment, Rp tn



Strong loan growth in key focused segments

	% YoY		
Total Loans	10.1%		Optimizing portfolio mix to improve long-term RAROC
Consumer	9.4%	12.0%	Scale & accelerate: CONSUMER ↑ <ul style="list-style-type: none"> Key focused segments: mortgages and auto loans
SME	6.6%		Scale & accelerate: SME ↑ <ul style="list-style-type: none"> Offer high quality services (speedy, simple and seamless experience) by utilizing digitalization Attractive pricing Grow term-loan (investment loan) portfolio contribution for more balanced portfolio risks profile
Corporate	16.2%		Grow: CORPORATE ↑ <ul style="list-style-type: none"> Key focused segments: Top-tier corporates, multinational companies and state-owned companies Cross-sell treasury & markets products and services
Commercial	0.6%	0.6%	Grow: COMMERCIAL ↑ <ul style="list-style-type: none"> Grow selectively in lower Commercial Segment (Medium Enterprise) which offers better risk adjusted returns



Scale & accelerate (focused segments)

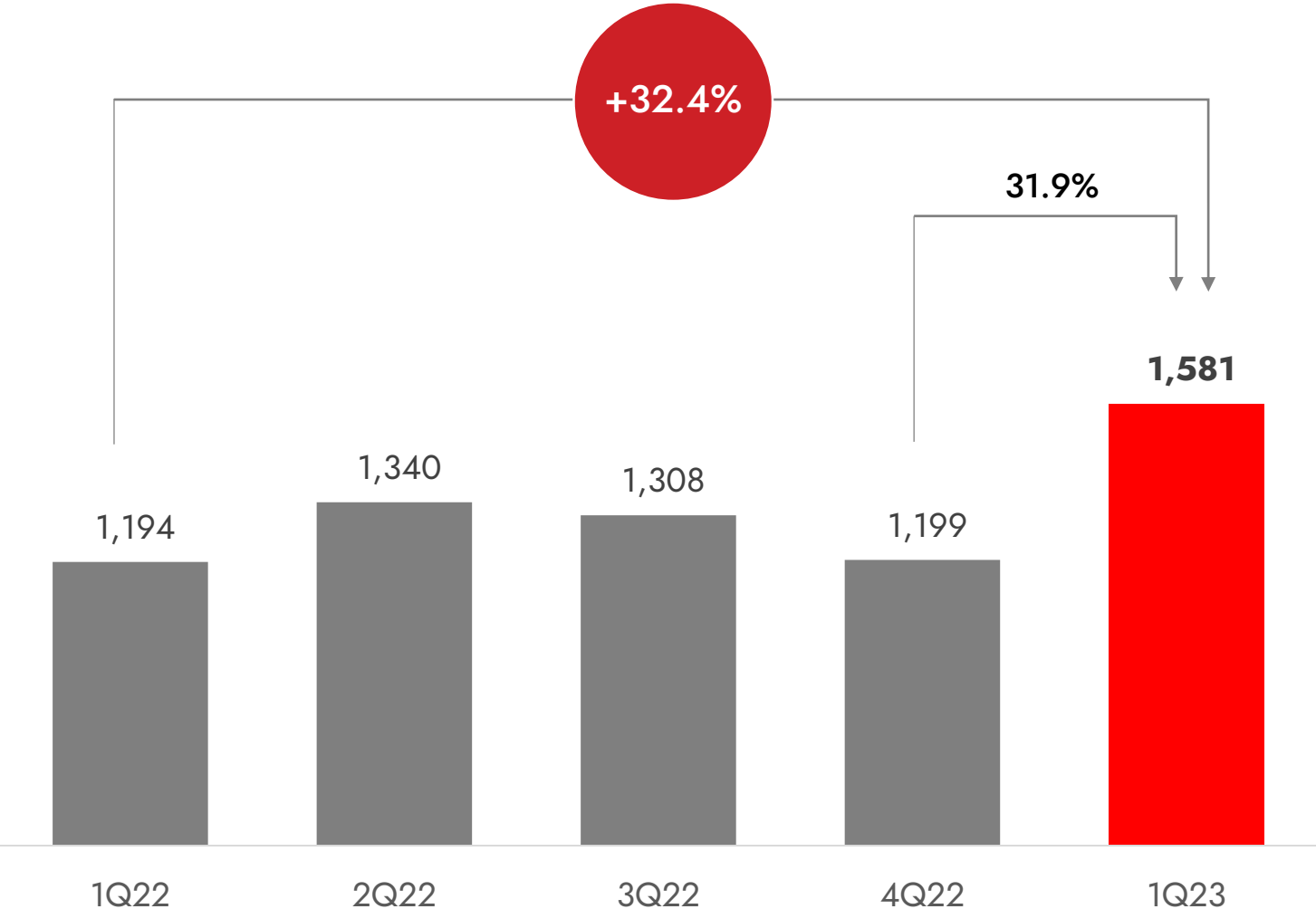


Grow

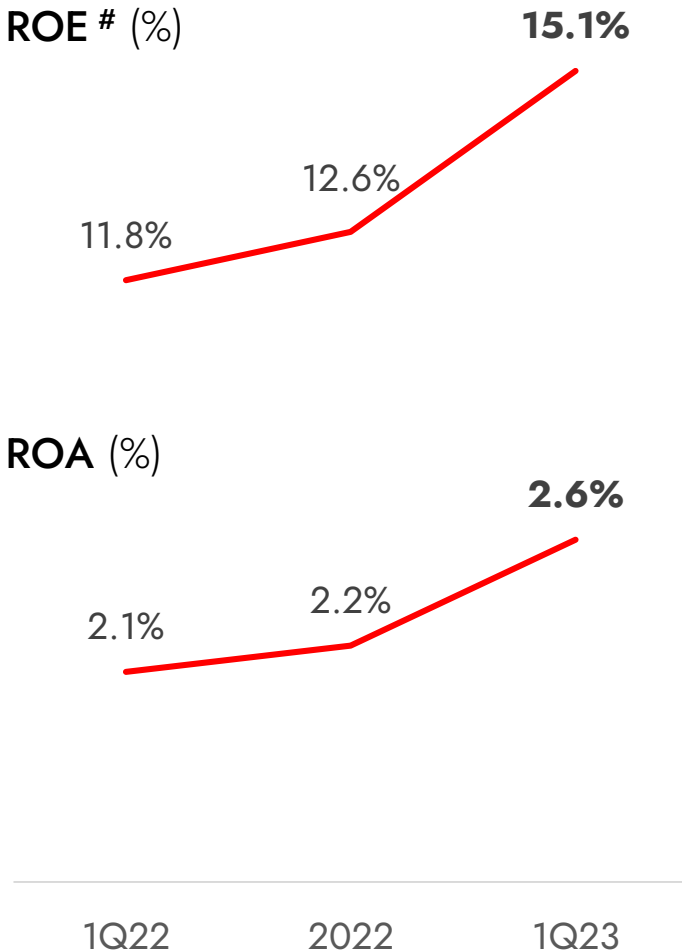
* Including Salam financing

The highest quarterly results

Quarterly net profit, Rp bn



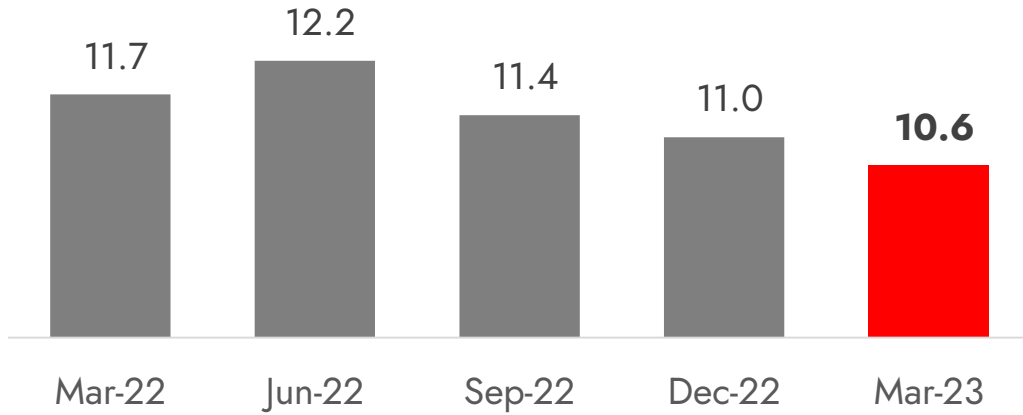
Profitability metrics, %



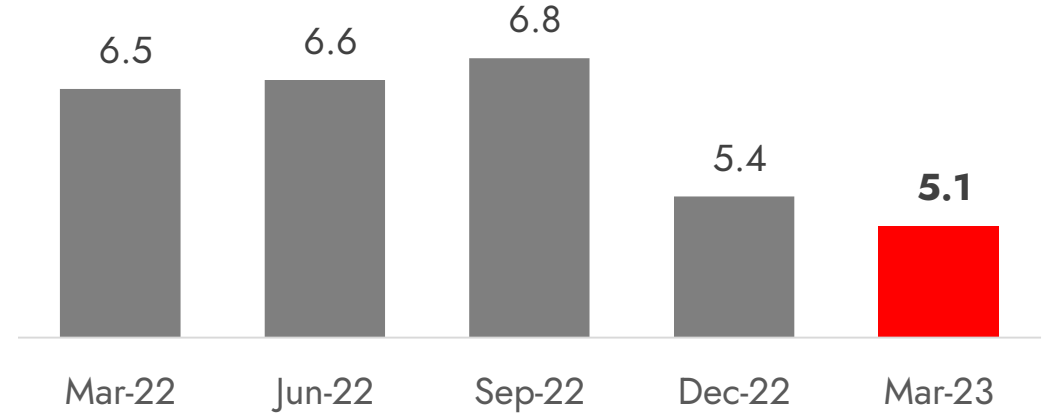
OJK definition, ROE is calculated per tier-1 capital

Asset quality better than expected

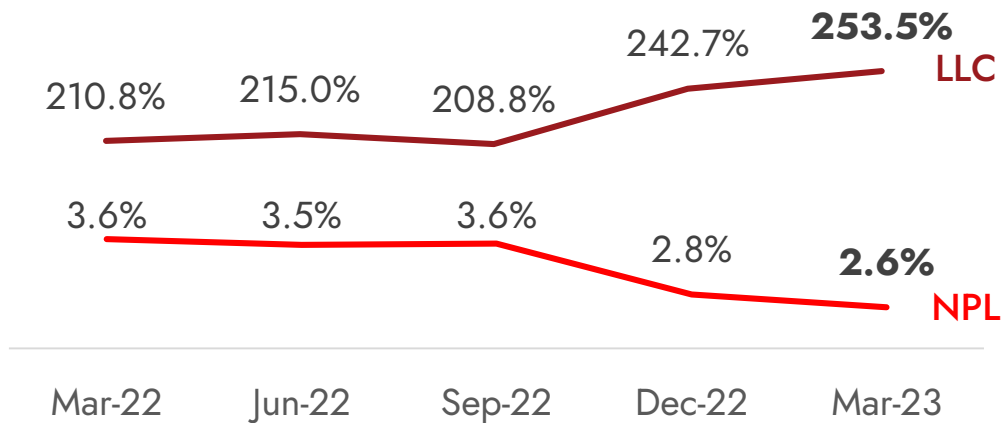
Special mention, Rp tn



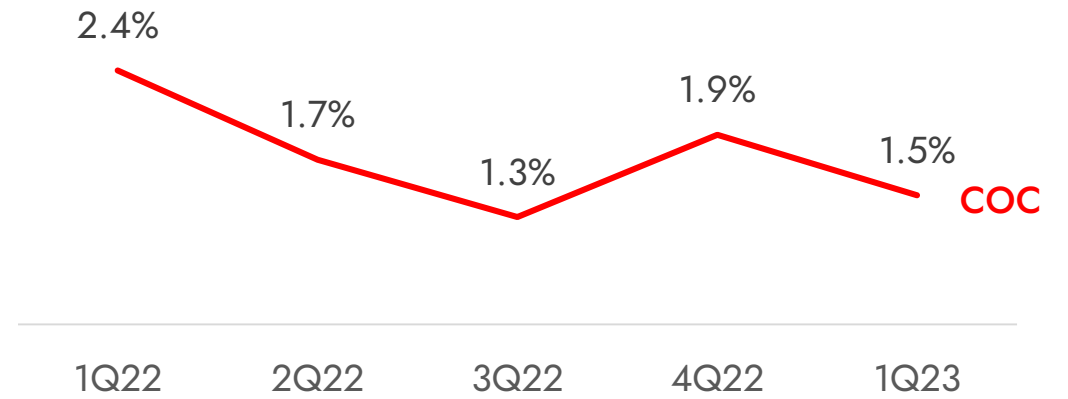
NPL, Rp tn



NPL and loan loss coverage, %



Cost of credit, %



Investing in digital as part of our growth strategy

NEXT-GENERATION **OCTO** Mobile

Next-Gen OCTO Mobile Launched in Feb 2023



NEXT-GENERATION **BIZCHANNEL@CIMB**

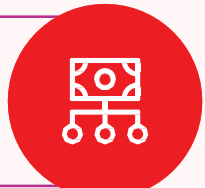
Next-Gen Bizchannel will be launched in 1Q 2024

- Payable Management
- SWIFT Global Payment Innovation
- Receivable Management
- Online FX Transactions
- Liquidity Management
- Underlying Document Upload
- BI-Fast
- Value Chain
- Trade Finance
- Biometric Login

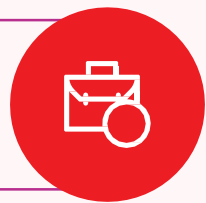
Secure, reliable, and future-proof platform



Framework for partnership ecosystem

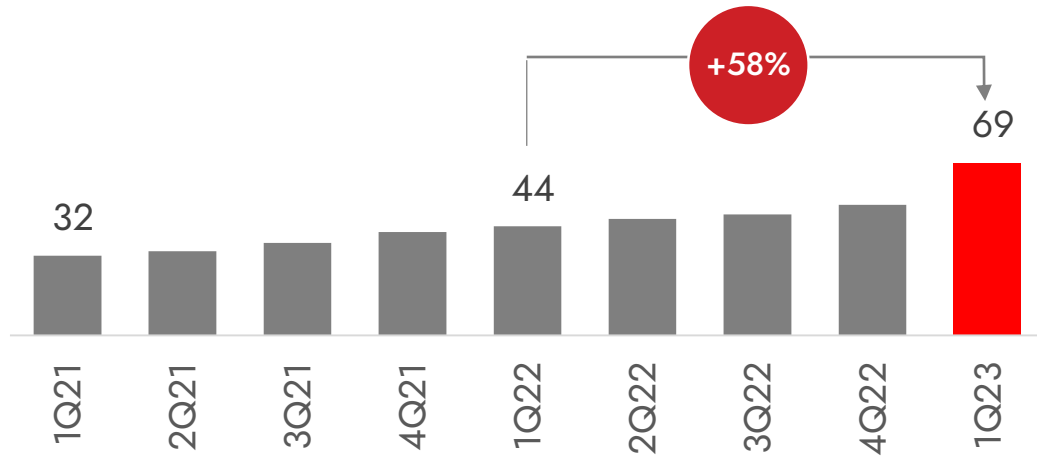


Regional based platform for non-retail customers

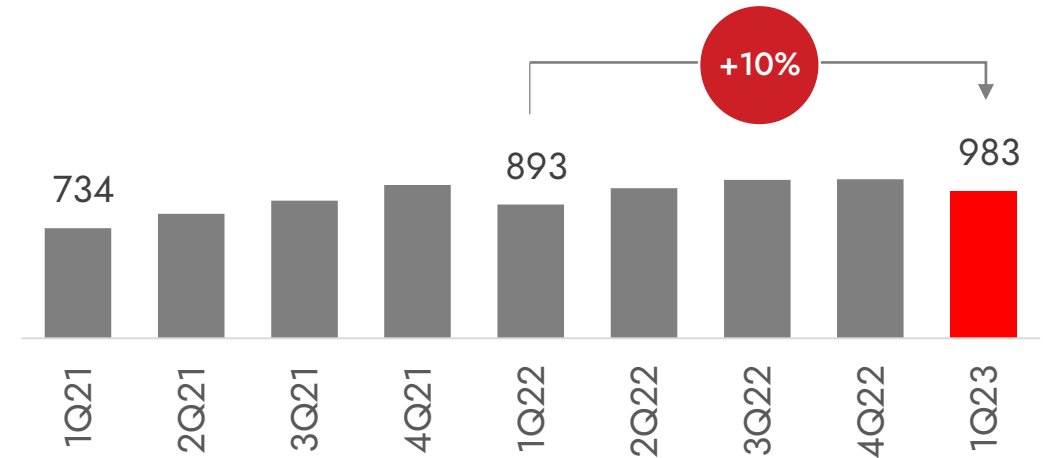


Driving customer engagement and businesses through digital innovation

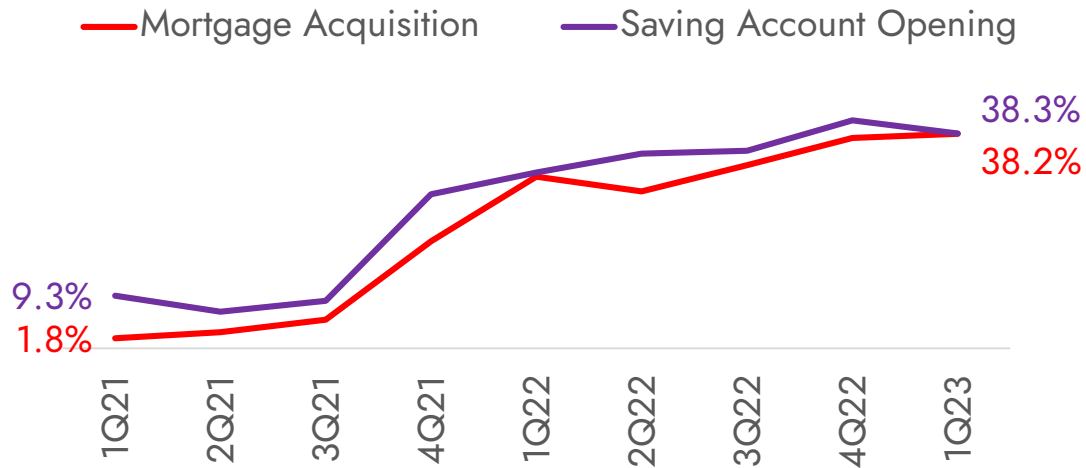
OCTO Mobile quarterly transaction value, Rp tn



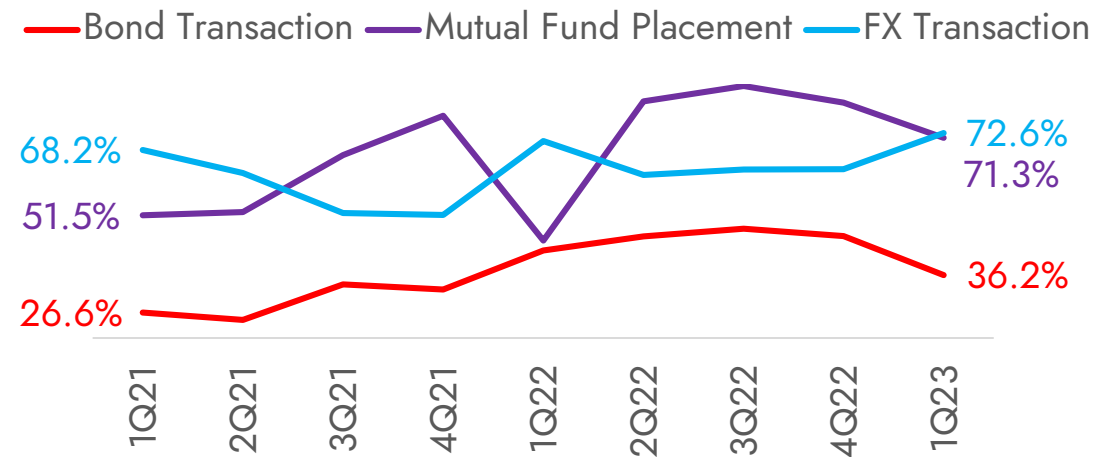
Bizchannel@CIMB quarterly transaction value, Rp tn



Quarterly digital product acquisition penetration, %



Quarterly digital transaction penetration, %



1Q23 Financial Results



Financial position - consolidated

(Rp tn)	Mar-22	Dec-22	Mar-23	QoQ	YoY
Cash & Short Term Funds	36.56	32.05	36.35	13.4%	(0.6%)
Gov't Bonds & Marketable Securities	74.69	65.03	68.83	5.8%	(7.8%)
Loans*	182.66	198.75	201.05	1.2%	10.1%
Total Assets	307.42	306.75	347.28	13.2%	13.0%
CASA	150.86	144.43	147.04	1.8%	(2.5%)
Current Account	76.00	70.34	70.43	0.1%	(7.3%)
Savings Account	74.86	74.09	76.61	3.4%	2.3%
Time Deposit & Structured Deposits	86.46	82.76	93.10	12.5%	7.7%
Total Customer Deposits	237.32	227.19	240.14	5.7%	1.2%
Total Liabilities	262.87	261.56	300.40	14.8%	14.3%
Equity	44.56	45.19	46.88	3.7%	5.2%

* Dec 22 and Mar 23 include Salam financing

Financial performance - consolidated

(Rp bn)	1Q22	4Q22	1Q23	QoQ	YoY
Interest Income	4,584	5,092	5,359	5.3%	16.9%
Interest Expense	(1,375)	(1,590)	(1,952)	22.7%	42.0%
Net Interest Income	3,209	3,502	3,408	(2.7%)	6.2%
Non Interest Income	1,590	1,279	1,576	23.2%	(0.9%)
Operating Income	4,799	4,781	4,984	4.2%	3.8%
Operating Expenses	(2,104)	(2,222)	(2,219)	(0.2%)	5.4%
Pre-Provision Operating Profit	2,695	2,559	2,765	8.1%	2.6%
Provision Expenses	(1,139)	(999)	(749)	(25.0%)	(34.2%)
Profit Before Tax	1,556	1,560	2,016	29.3%	29.5%
Net Attributable Profit	1,194	1,199	1,581	31.9%	32.4%

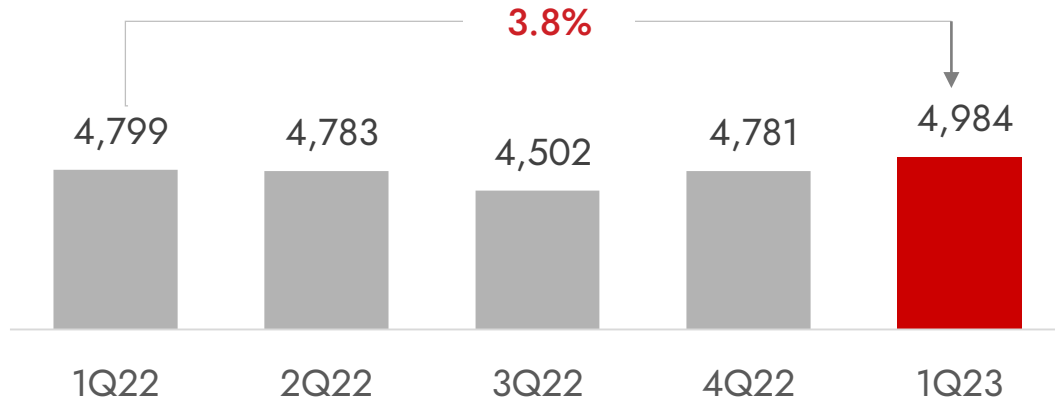
Key ratios - consolidated

(%)	1Q22	4Q22	1Q23	YoY
ROA	2.1%	2.0%	2.6%	↑
ROE #	11.8%	11.7%	15.1%	↑
NIM	4.46%	4.90%	4.71%	↑
Fee Income / Total Income	33.1%	26.8%	31.6%	↓
Cost to Income (CIR)	43.8%	46.5%	44.5%	↑
CASA Ratio	63.6%	63.6%	61.2%	↓
Loan to Deposit (LDR)	76.1%	85.6%	82.2%	↑
Gross NPL	3.6%	2.8%	2.6%	↓
Net NPL	1.1%	0.8%	0.8%	↓
Cost of Credit (CoC)	2.4%	1.9%	1.5%	↓
Gross Impairment Ratio	6.8%	7.1%	6.2%	↓
Loan Loss Coverage	210.8%	242.7%	253.5%	↑
Impaired LLC	111.5%	94.7%	105.0%	↓

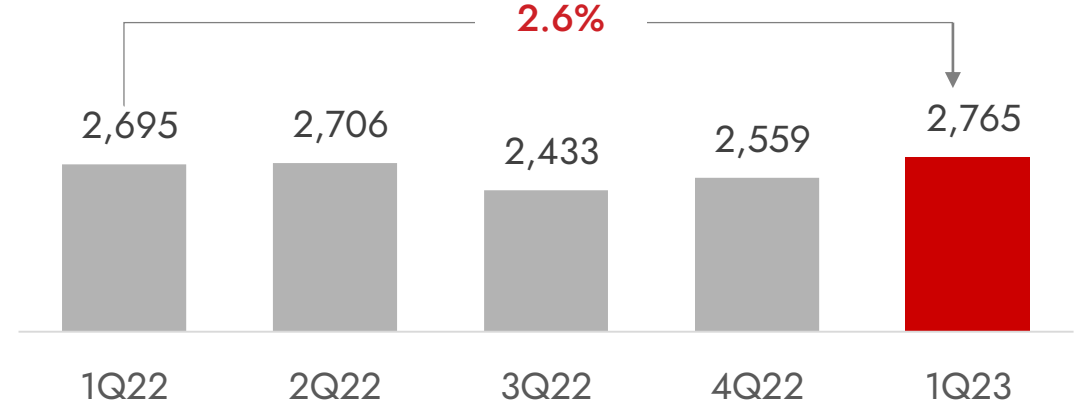
OJK definition, ROE is calculated per tier-1 capital

Quarterly earnings trend

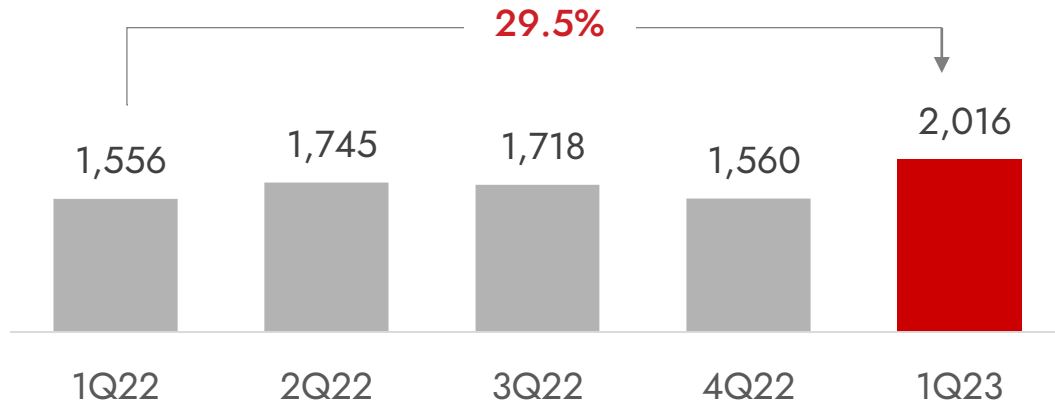
Operating income trend, Rp bn.



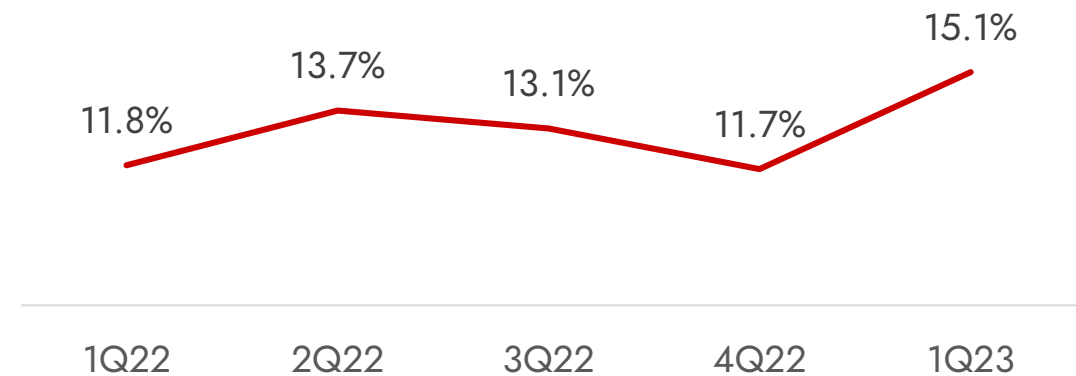
Pre-provision operating profit trend, Rp bn.



PBT trend, Rp bn.



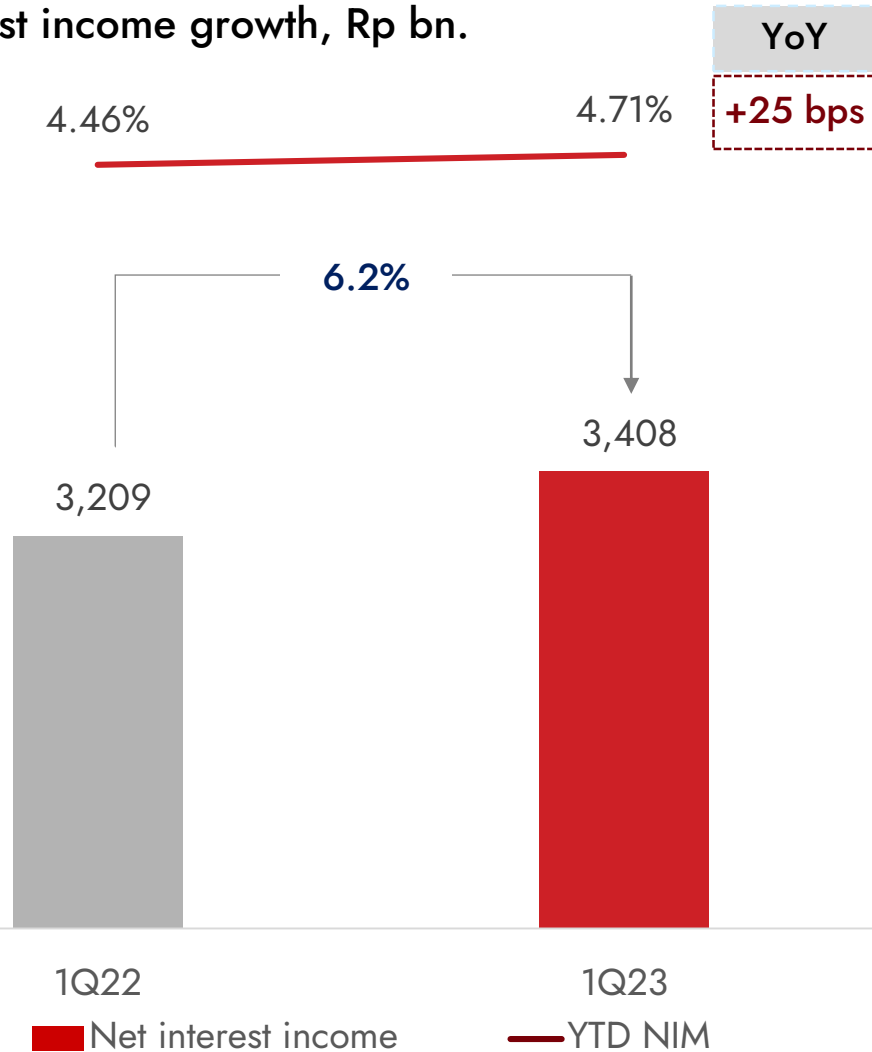
ROE trend, % #



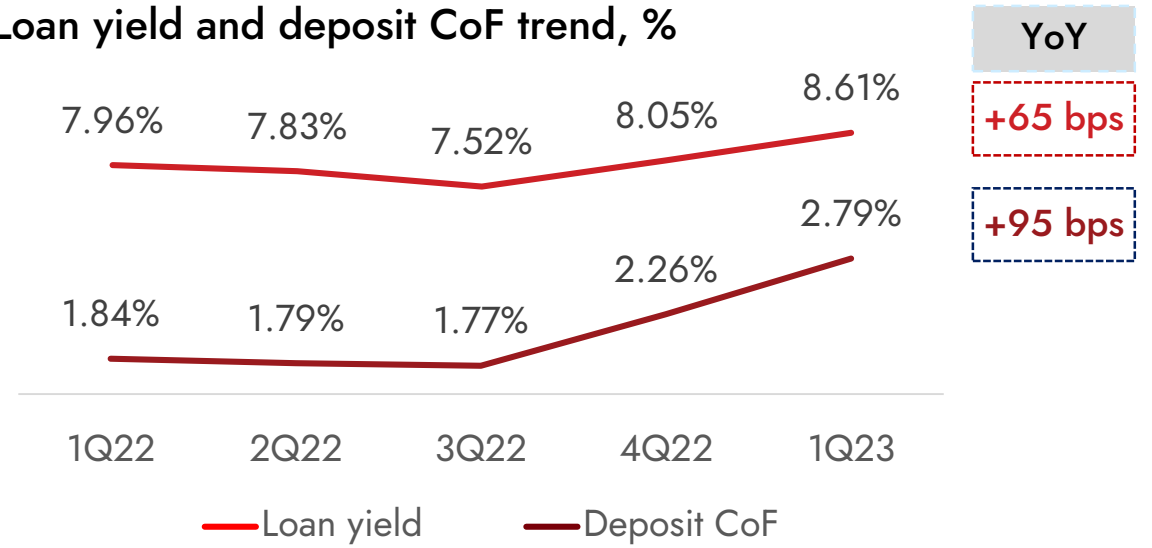
OJK definition, ROE is calculated per tier-1 capital

Net interest income

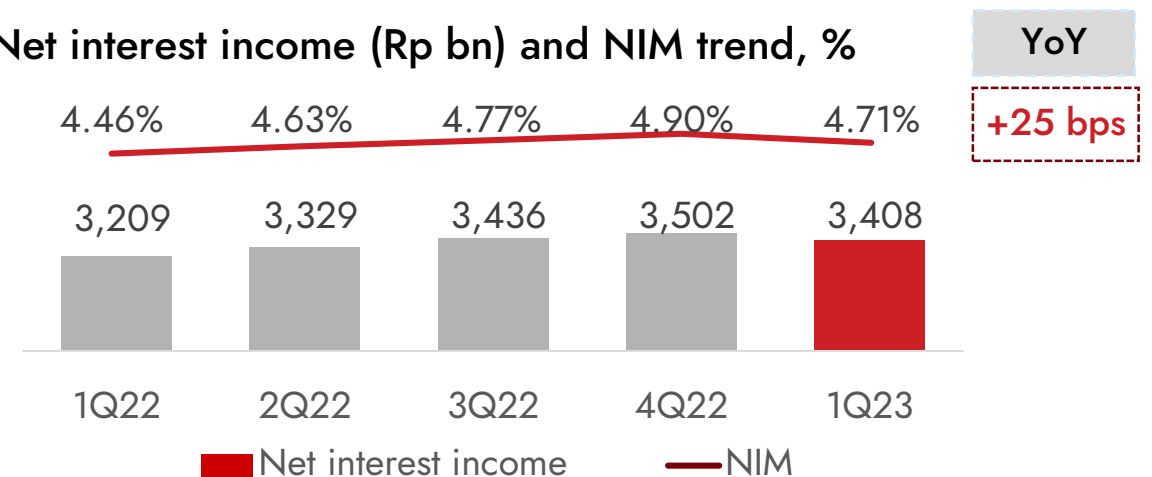
Net interest income growth, Rp bn.



Loan yield and deposit CoF trend, %

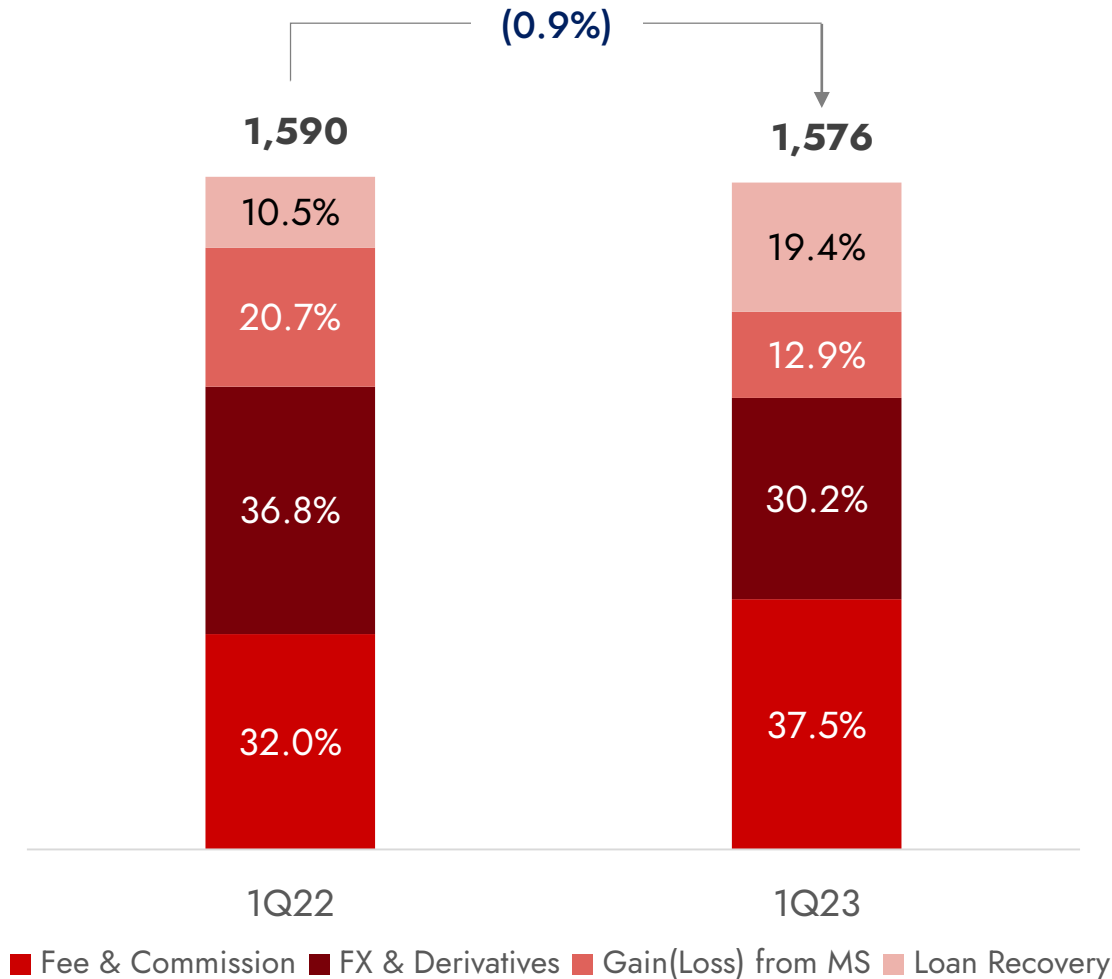


Net interest income (Rp bn) and NIM trend, %



Non interest income

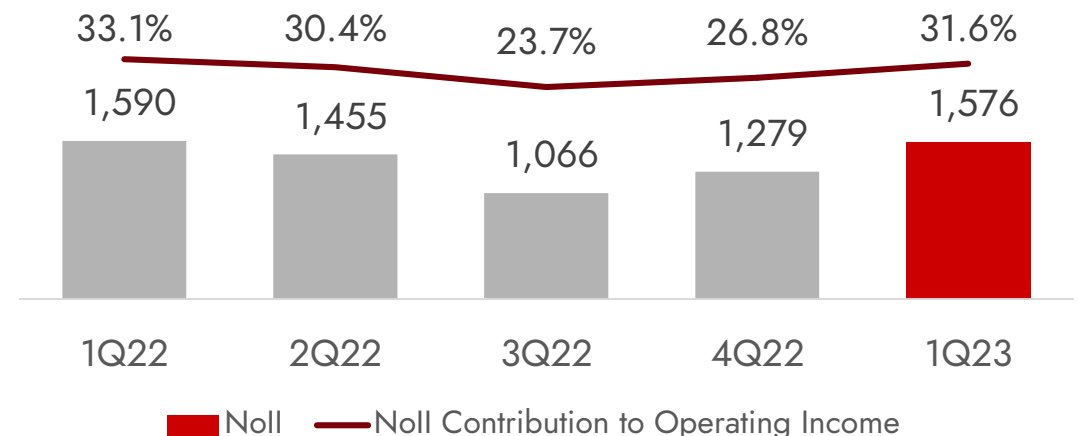
Noll growth, Rp bn.



Non Interest Income (Noll) breakdown

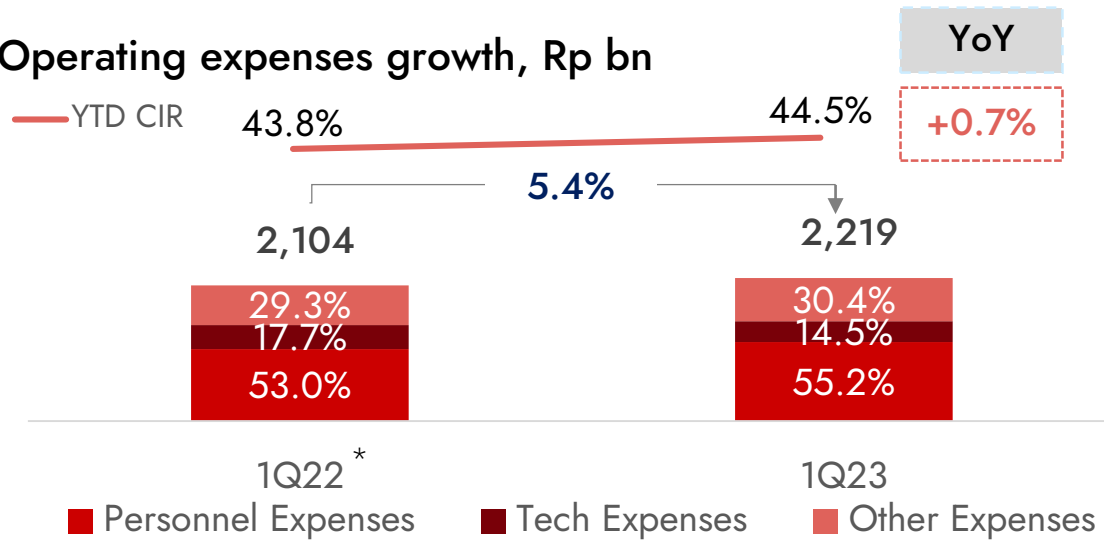
(Rp bn)	1Q22	4Q22	1Q23	QoQ	YoY
Fee & Commission	509	652	592	(9.3%)	16.2%
FX & Derivatives	585	101	476	370.6%	(18.6%)
Gain(Loss) from MS	328	417	203	(51.3%)	(38.2%)
Loan Recovery	168	108	306	181.8%	82.4%
Non Interest Income	1,590	1,279	1,576	23.2%	(0.9%)

Noll trend (Rp bn) & contribution to operating income, %



Operating efficiency

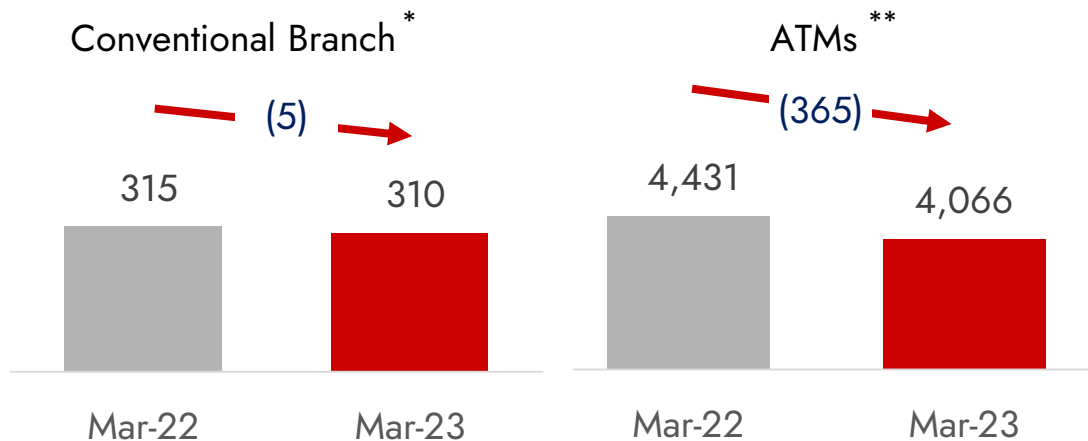
Operating expenses growth, Rp bn



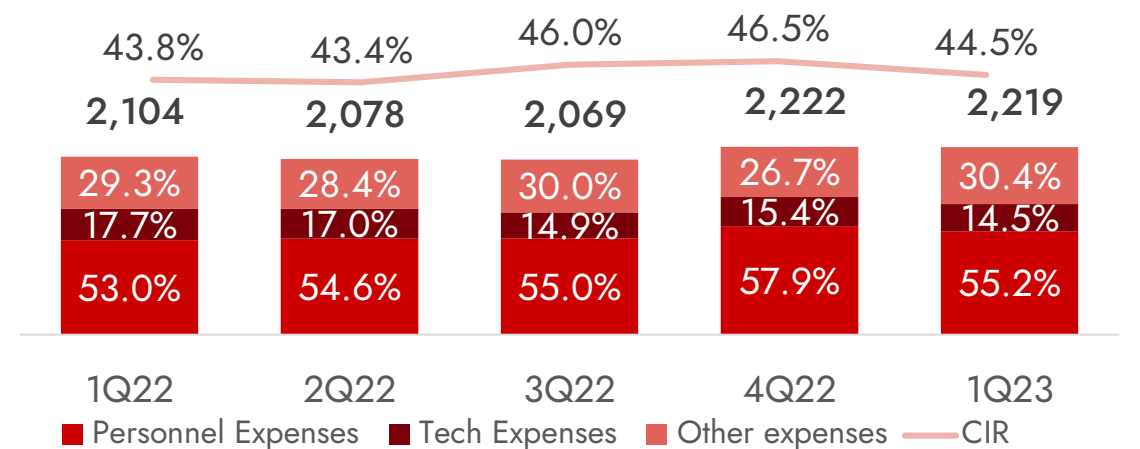
Operating expenses breakdown, Rp bn.

(Rp bn)	1Q22	4Q22	1Q23	QoQ	YoY
Personnel Expenses	1,116	1,286	1,224	(4.8%)	9.7%
Tech Expenses	372	343	321	(6.3%)	(13.5%)
Other Expenses	617	593	674	13.5%	9.3%
Operating Expenses	2,104	2,222	2,219	(0.2%)	5.4%

Reshaping branch and ATM network



Operating expenses (Rp bn) and CIR trend, %

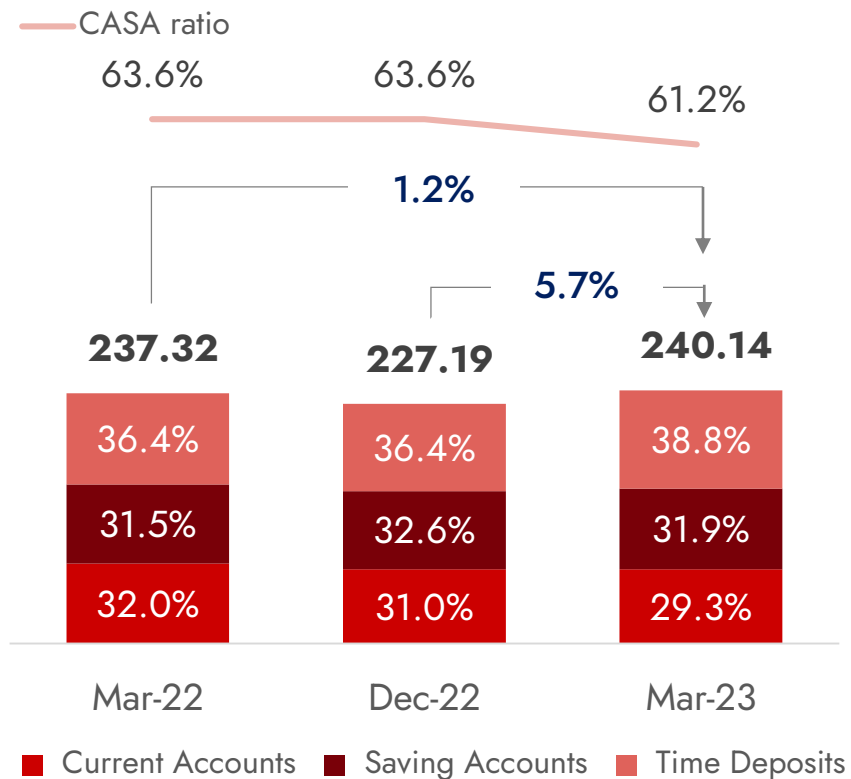


* Conventional branch only, not including Digital Lounges, Cash Mobile, and Sharia Branches

** ATMs include CRM, and MDM

Customer deposits

CASA Ratio (%) and customer deposits composition, Rp tn.

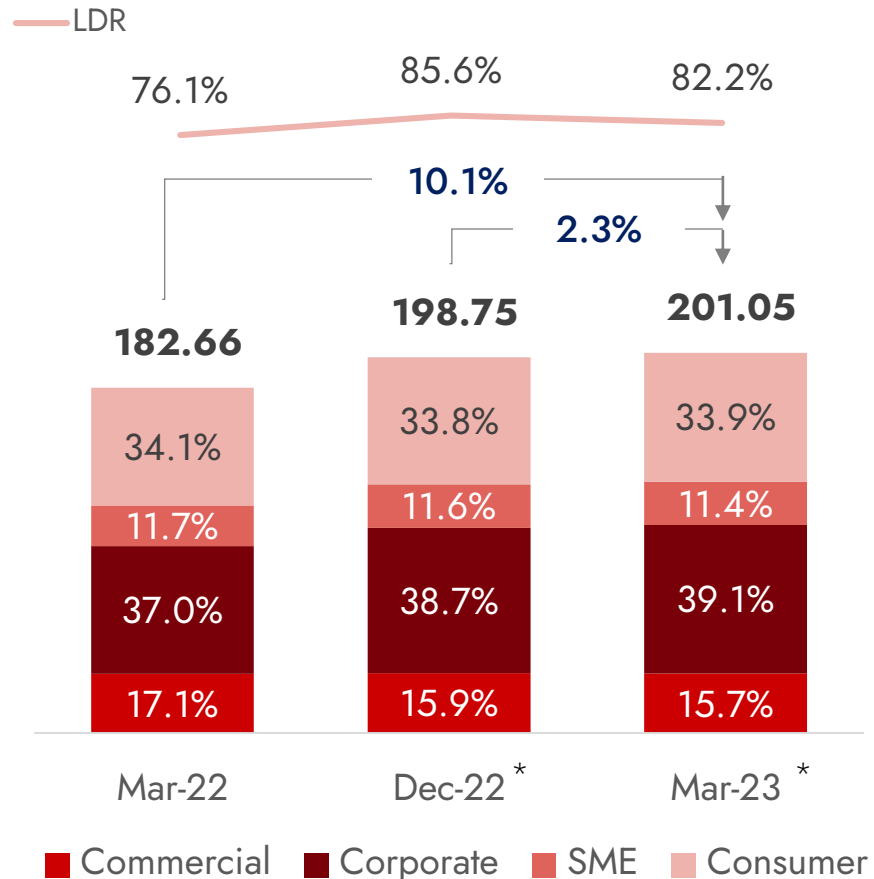


Customer deposits growth

(Rp tn)	Mar-22	Dec-22	Mar-23	QoQ	YoY
CASA	150.86	144.43	147.04	1.8%	(2.5%)
Current Accounts	76.00	70.34	70.43	0.1%	(7.3%)
Saving Accounts	74.86	74.09	76.61	3.4%	2.3%
Time Deposits	86.46	82.76	93.10	12.5%	7.7%
Total Customer Deposits	237.32	227.19	240.14	5.7%	1.2%
Sharia Customer Deposits	40.05	39.51	49.29	24.8%	23.1%

Loan performance

Loan composition by segment, Rp tn.



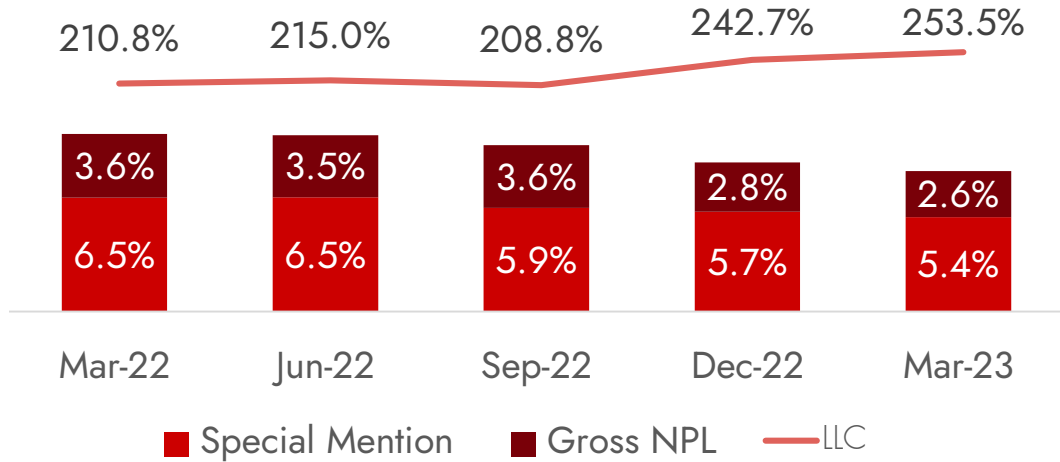
Loan growth by segment

(Rp tn)	Mar-22	Dec-22*	Mar-23*	QoQ	YoY
Consumer	62.32	67.19	68.16	1.4%	9.4%
Mortgages	39.75	41.79	41.95	0.4%	5.5%
Auto loans	10.18	11.76	12.28	4.4%	20.6%
Credit cards, Personal loans, & Others	12.39	13.65	13.93	2.0%	12.4%
Corporate	67.65	76.86	78.59	2.2%	16.2%
Commercial	31.29	31.61	31.48	(0.4%)	0.6%
SME	21.41	23.08	22.82	(1.1%)	6.6%
Total Loans	182.66	198.75	201.05	1.2%	10.1%
Sharia Financing	38.07	49.33	50.21	1.8%	31.9%

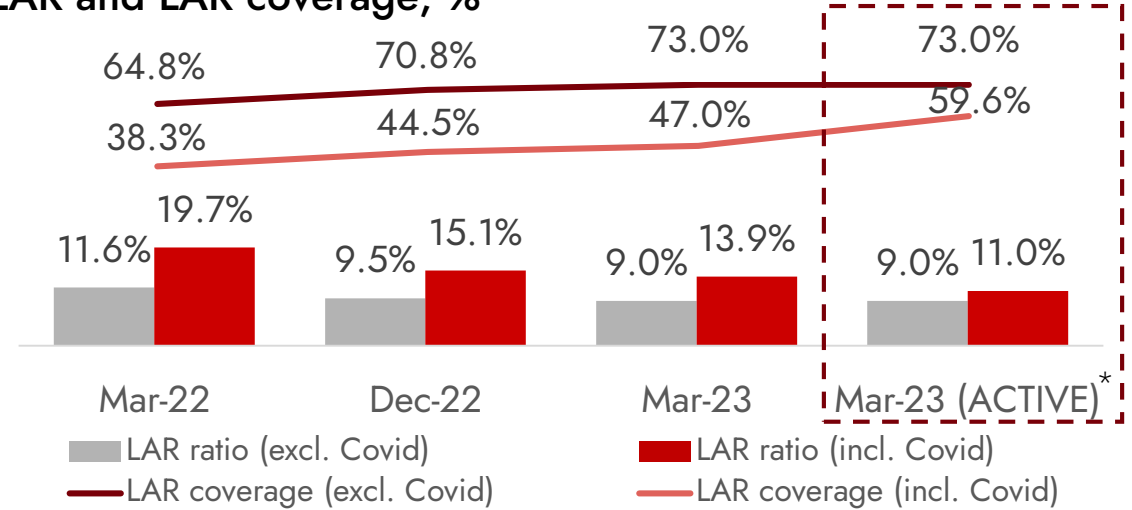
* Including Salam financing

Asset quality

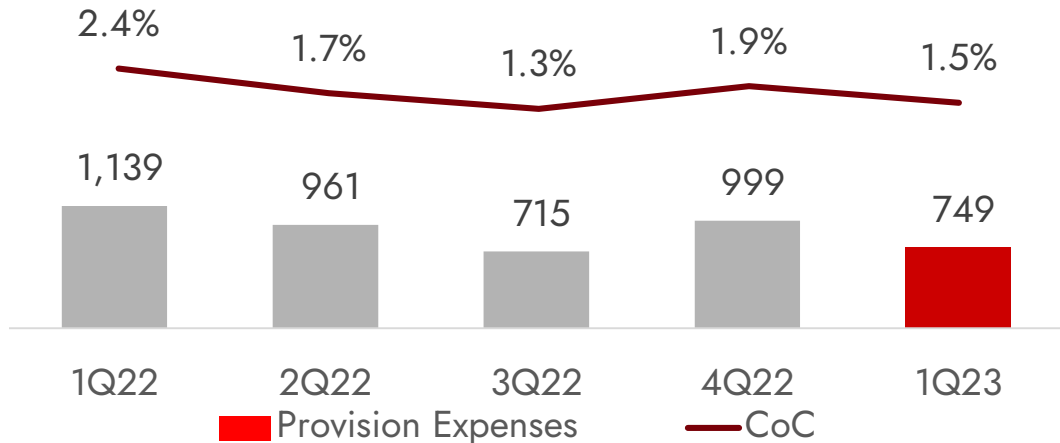
Special mention, gross NPL and LLC trend, %



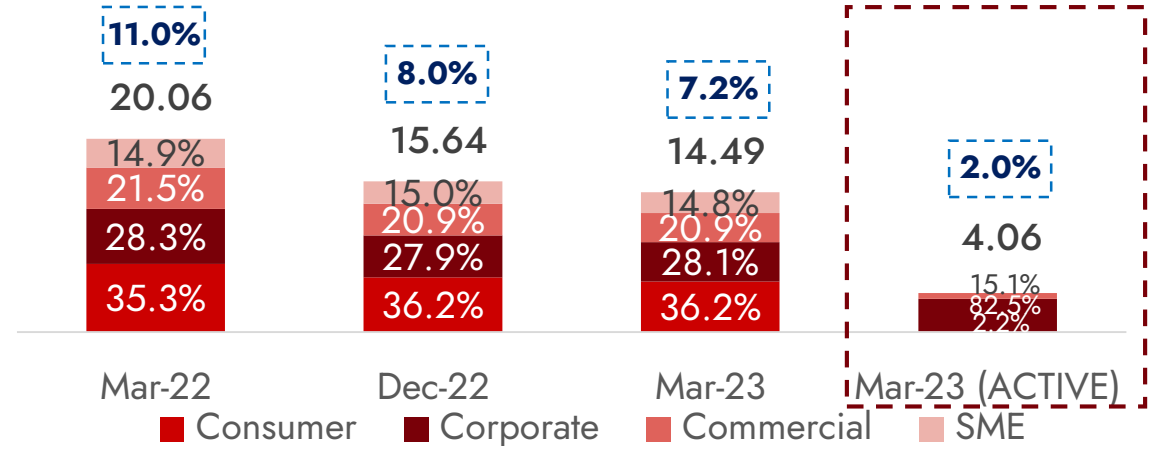
LAR and LAR coverage, %



CoC and provision expenses trend, Rp bn



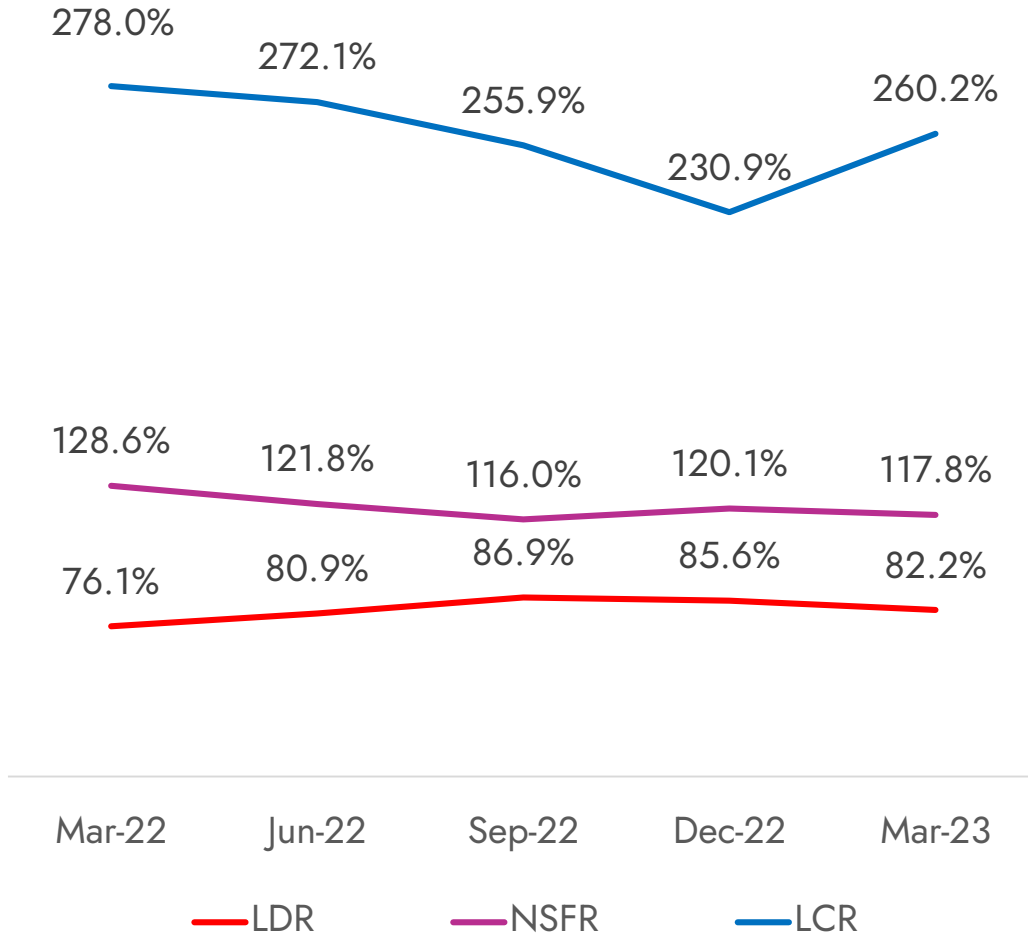
COVID restructured loans by segment, Rp tn



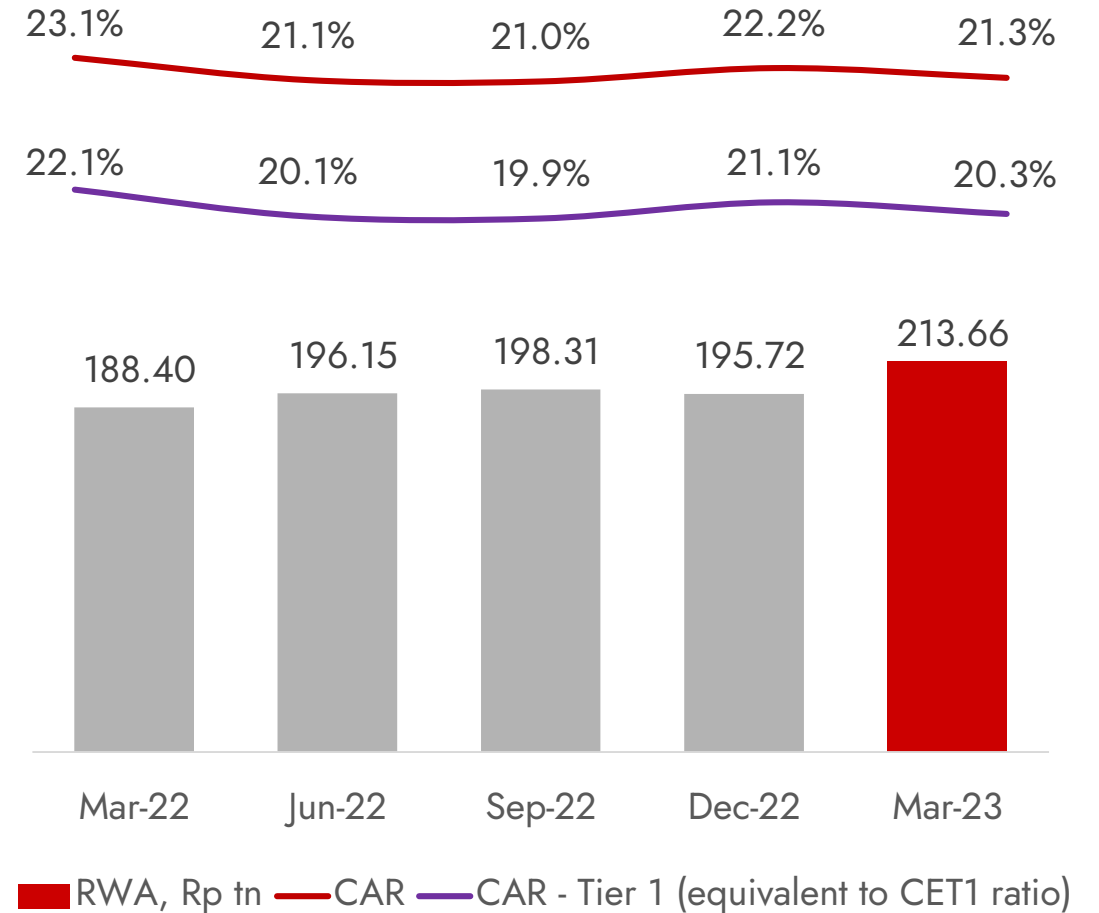
COVID restructured loans to total loans

Liquidity and capital

Sound funding and liquidity positions, %



Strong capital, well above minimum requirement, %



Final Remarks



Final remarks

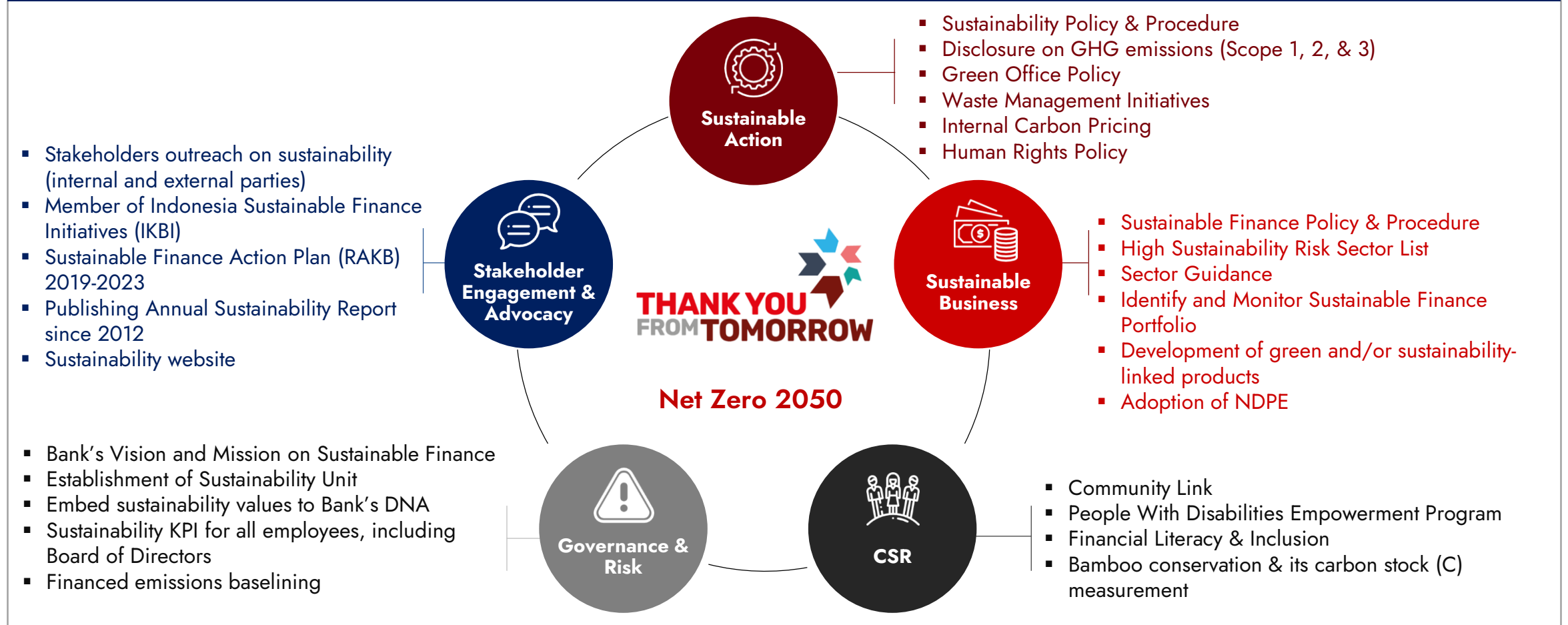
- 1 | We delivered another strong quarter resulted record quarterly profit
- 2 | Healthy loan growth trends in all business segments
- 3 | Better than expected asset quality driven by improvement in underlying asset quality
- 4 | Significant progress in the execution of our 5 pillar strategy with key focus on achieving sustainable profitable growth
- 5 | On track to achieve our forward23+ long-term goals

Appendices



Sustainability pillars

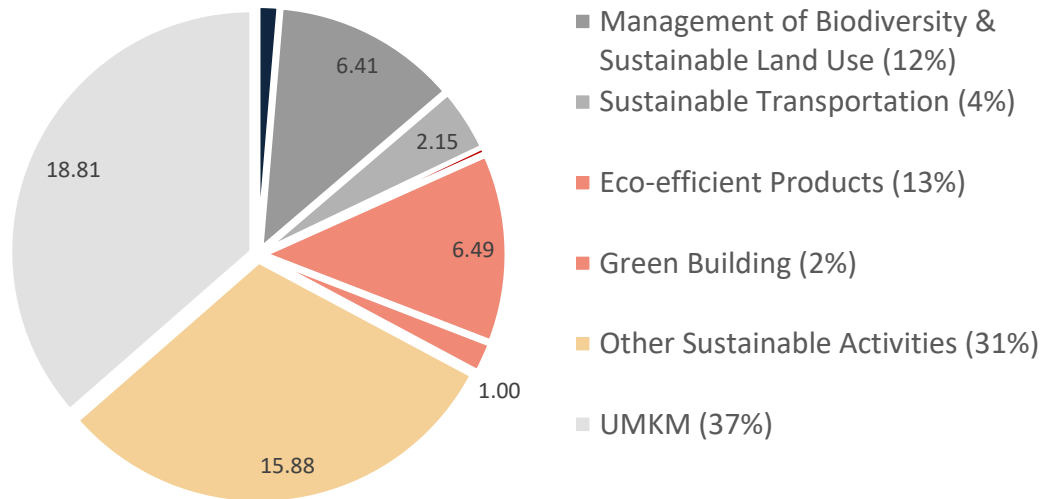
CIMB Niaga is committed in integrating and harmonizing environmental, social, and governance (ESG) aspects in its business activities and supporting the Sustainable Development Goals (SDGs)



Sustainable finance performance

“**26%** of Bank’s total financing supports climate action and sustainable development.”

METRICS	Mar 23
Total SF Portfolio (Rp tn)	51.62
% Portion of SF Portfolio	26%



*Data as at 31 Mar 2023

Sustainable financing products :



Sustainability-Linked Loans (SLL)



- Sustainability-Linked Loans (SLL) are a type of loan instrument that promotes the achievement of ambitious, predetermined sustainability performance targets (SPT) by clients

Sustainable Finance Program

- Sustainable Finance Program provides special rates for green and/or social financing



Electric Motor Xtra.

- Collaboration with Gesit (an electric motorcycle manufacturer in Indonesia) to finance consumer electric motorcycles



Green Mortgage

- Mortgage financing for green building certified housing and apartments



Sustainability Market Linked Deposit

- Deposit Structured Product linked into sustainable financing

Giro Kartini

- Current Account Product dedicated to womenpreneur and women communities



Sustainability-linked Waqf Savings

- iB Mapan Wakaf Savings where waqf funds are channeled to water well projects, to support the provision of clean water.



Solar Panel Financing

- In collaboration with Sunterra and ATW solar panel provides a special offer to CIMB Niaga credit card holders when purchasing rooftop Solar Power Plant.

Notable awards 1Q23

The Asset Triple A Country Awards 2022 for Sustainable Finance

- Best Green Bond
- Best Green Loan



The Assets

Infobank 6th Satisfaction, Loyalty & Engagement (SLE) Awards 2023

- Top Rank KBMI 3 Bank in SLE 2023
- The Strongest Customer Engagement KBMI 3 Bank
 - The Best KBMI 3 Bank in Customer Loyalty
- The Most Satisfying KBMI 3 Bank in Mobile Banking
- The Most Satisfying KBMI 3 Bank on ATM Service



Infobank

Indonesia Excellence Good Corporate Governance Awards 2023

- Indonesia Excellence Good Corporate Governance Ethics in Providing Comprehensive of Financial Solution (Category: Conventional Bank)



Warta Ekonomi

Detik.com Award

- CIMB Niaga OCTO Savers : The Most Engaging Digital Savings
- CIMB Niaga OCTO Mobile : The Most Impactful Super App.



Detik.com

Indonesia Public Relation Awards 2023

- The Best Public Relations in Company Strategy on Increasing Customer Satisfaction, Loyalty and Engagement (SLE) by Optimizing Product, Service and Customer Experiences



Warta Ekonomi

Indonesia Human Resources Awards 2023

- The Best HR Management for The Outstanding Development of Comprehensive and Strategic HR Initiatives, (Category: Conventional Bank)



Warta Ekonomi

Corporate social responsibility 1Q23



25 January 2023. CIMB Niaga held 2022 Accountability & 2023 Kick Off Financial Literacy and Inclusion Program AMDB and Tour de Bank. **In 2022**, AMDB and TDB financial literacy activities have reached **10,252 students** from **146 schools** (SD, SMP, SMA/SMK) and got an increased understanding of financial literacy of **6.89%** for AMDB and **16.20%** for TDB.



As of **31 March 2023**, Program AMDB and TDB has reached 2,712 students at 31 schools in Surabaya, Madiun, Jabodetabek and Sumedang. Based on pre and post survey, there is an increase of financial literacy understanding of 36.91% for AMDB and 23.15% for TDB.



3 February 2023. CIMB Niaga with Yayasan KEHATI and Yayasan Bambu Lestari planted 10,000 Bamboo Betung in Ngada, Flores – NTT. This program will take 3 (three) years with a target of 30,000 Bamboo Betung be planted in 2025



22 February 2023. CIMB Niaga won **2023 Indonesia Green Awards** in the category of Developing Biodiversity through the Forest Conservation Program and Developing Productive Businesses for Local Farmer Groups through Tabah Bamboo Cultivation in Rarung Research Forest Area (KHP), Central Lombok - NTB.

Board of Commissioners



DIDI SYAFRUDDIN YAHYA
President Commissioner



GLENN M.S. YUSUF
Vice President Commissioner
(Independent)



JEFFREY KAIRUPAN *
Independent Commissioner



SRI WIDOWATI
Independent Commissioner



DATO' ABDUL RAHMAN AHMAD
Commissioner



VERA HANDAJANI
Commissioner



FARINA J. SITUMORANG **
Independent Commissioner

*) Appointed as Senior Independent Commissioner of the Bank through CIMB Niaga Board of Commissioners Circular Decree No. 014/DEKOM/KP/VI/2019 as of 28 June 2019.

***) Effective upon obtaining the OJK approval and/or fulfilled of the requirements as determined in the OJK approval.

Board of Directors



LANI DARMAWAN
President Director



LEE KAI KWONG
Strategy, Finance, & SPAPM Director



JOHN SIMON
Treasury & Capital Markets Director



FRANSISKA OEI
Compliance, Corporate Affairs,
& Legal Director



PANDJI P. DJAJANEGARA
Sharia Banking Director



TJIOE MEI TJUEN
Operations & IT Director



HENKY SULISTYO
Risk Management Director



JONI RAINI
Human Resources Director

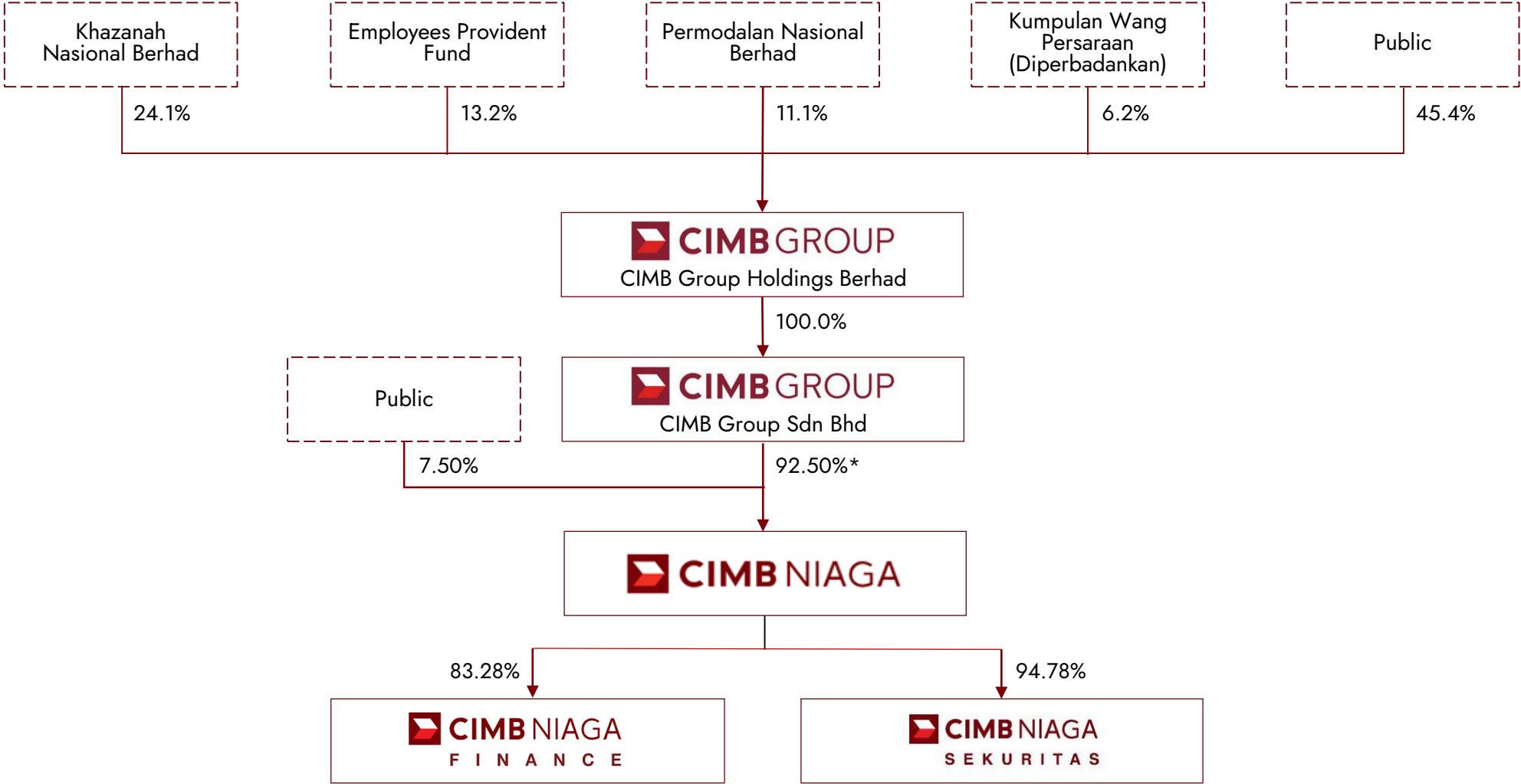


RUSLY JOHANNES
Business Banking Director



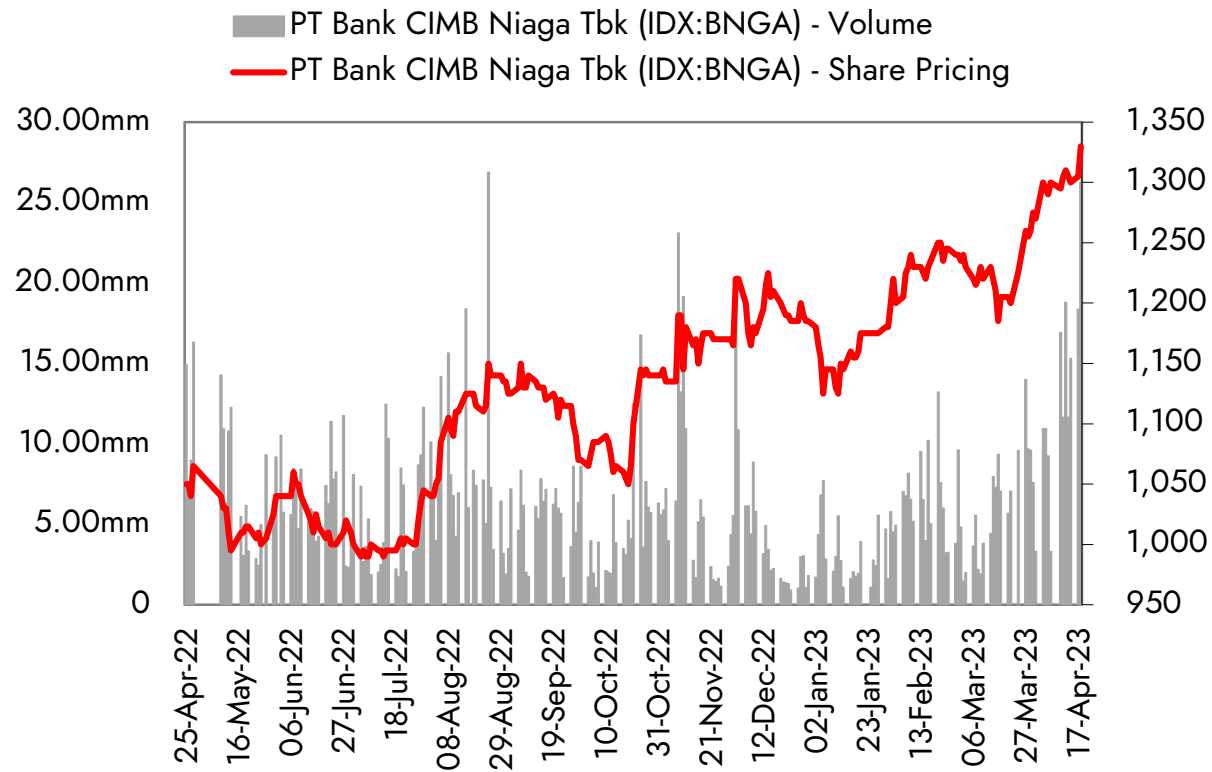
NOVIADY WAHYUDI
Consumer Banking Director

Corporate group structure



Data as at 28 Feb 2023. * Including PT Commerce Kapital 1.02%

Share performance and credit ratings



Data as at 18 April 2023	
Share price	Rp 1,330 / share
Share outstanding	25.13 bn shares
Market capitalization	Rp 33.2 tn

Rating Agency	Category	Ratings
Moody's	Outlook	Stable
	Counterparty Risk Rating	Baa1/P-2
	Bank Deposits	Baa2/P-2
	Baseline Credit Assessment	ba1
	Adjusted Baseline Credit Assessment	baa2
	Counterparty Risk Assessment	Baa1(cr)/P-2(cr)
	Issuer Rating	Baa2
Pefindo	Corporate Rating	idAAA/Stable
	Shelf Registration Bond Rating	idAAA
	Subordinated Bonds	IdAA
	Sukuk Mudharabah	idAAA(sy)

Thank you!

PT Bank CIMB Niaga Tbk

Investor Relations
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Disclaimers

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