



ASPIRASI JADI
Inspirasi

9M23 Results

PT Bank CIMB Niaga Tbk

Analyst Meeting Presentation

27.10.23

KEJAR MIMPI



Agenda

Macro & Banking Industry

1

Key Performance Highlights

2

9M23 Results

3

Final Remarks

4




About CIMB Niaga

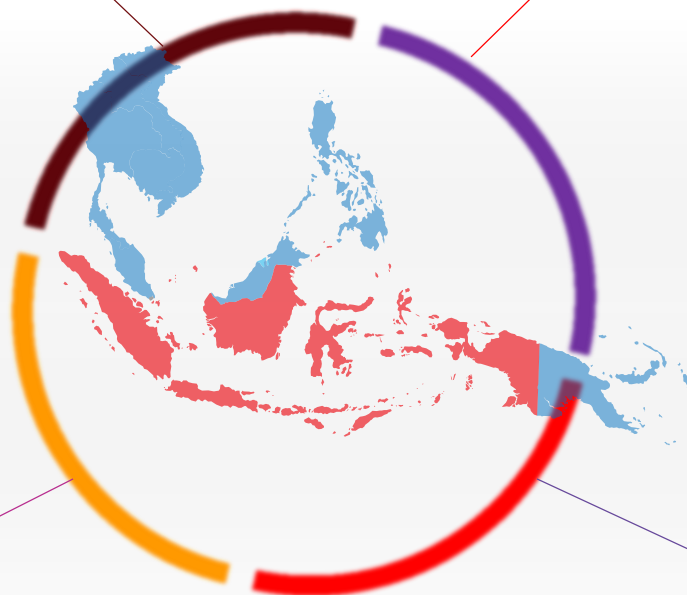
CIMB NIAGA'S FOOTPRINT

Cities	Branches & Network	Digital lounges	Sharia branches
99	411	36	33

Subsidiary (CNAF)	ATMs	EDC & QR
34	3,952	469,790

Employees	 51%
11,876	 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 329 T	Rp 47 T
Total loans	Customer deposits
Rp 206 T *	Rp 235 T
RoE #	CAR
15.4%	23.8%

DIGITAL CAPABILITIES

Mobile users	Clicks users	OCTO Pay	Branchless transaction contribution
2.9 M	1.8 M	5.5 M	97%

SUSTAINABILITY DEVELOPMENT

Sustainability financing	Sustainability financing ratio
52.6T	25.6%



Data as at 30 Sep 2023. Branches & Network include Sharia Branch, Digital Lounge, Cash Mobile and Kioks. ATMs include CRM, and MDM.

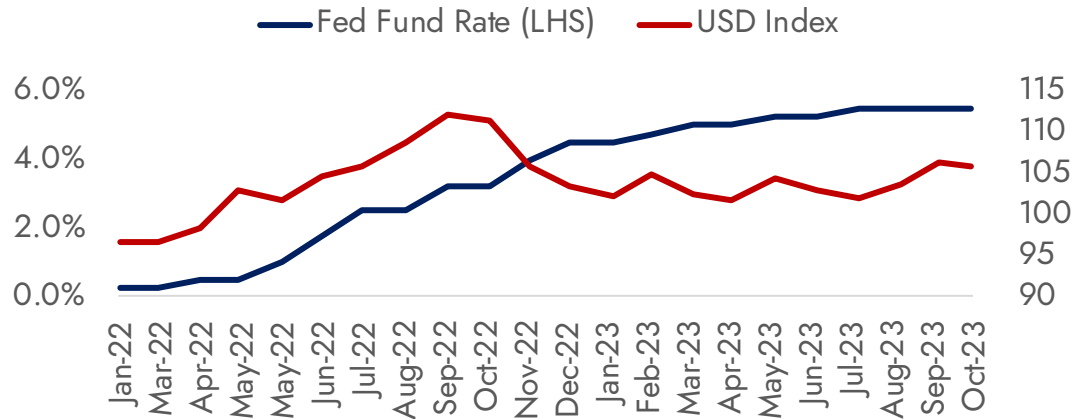
* Including Salam financing
OJK definition, ROE is calculated per tier-1 capital

Macro & Banking Industry

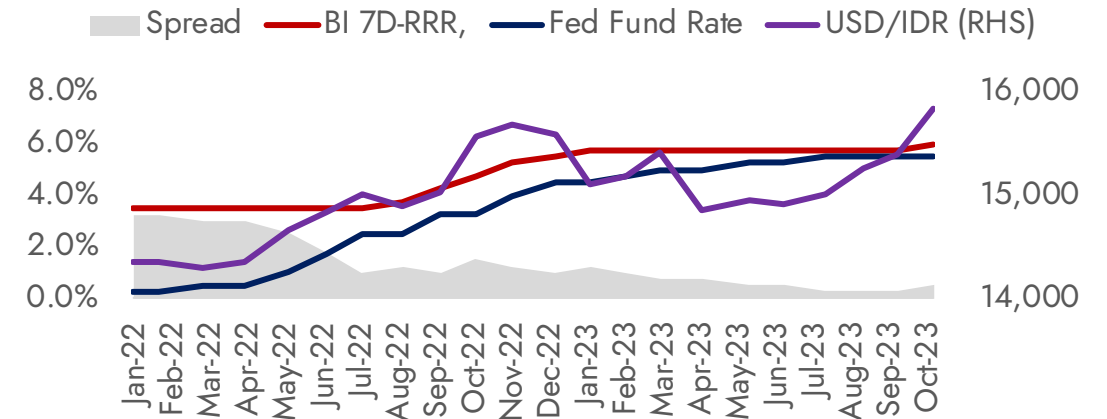


Macro highlights

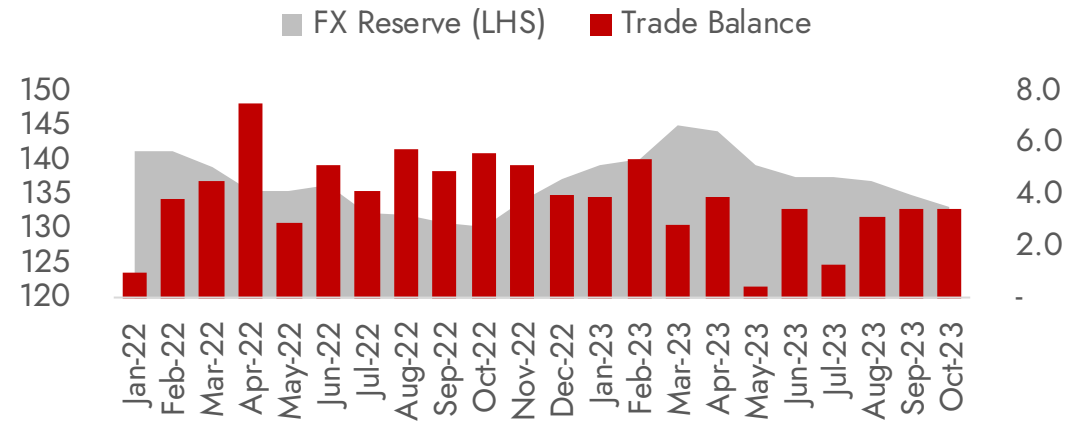
Fed Fund Rate and USD Index



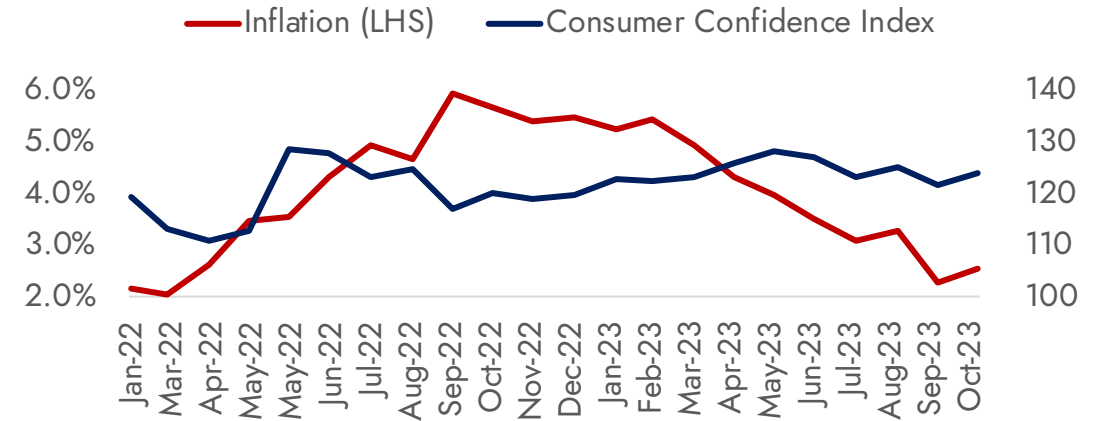
BI7DRRR, Fed Fund Rate, and Rupiah



FX Reserve and Trade Balance

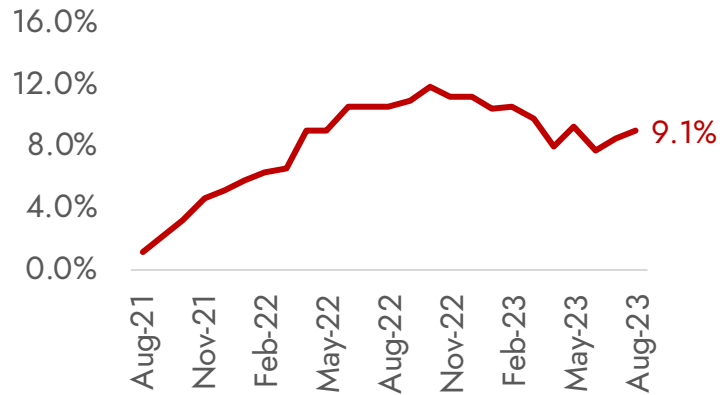


Inflation and Consumer Confidence Index (CCI)

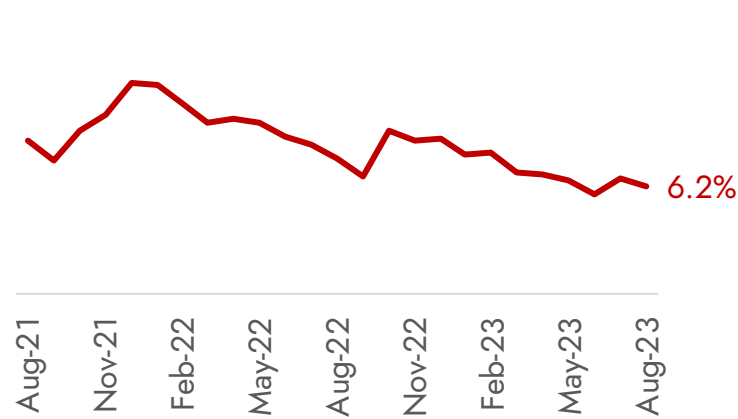


Banking industry

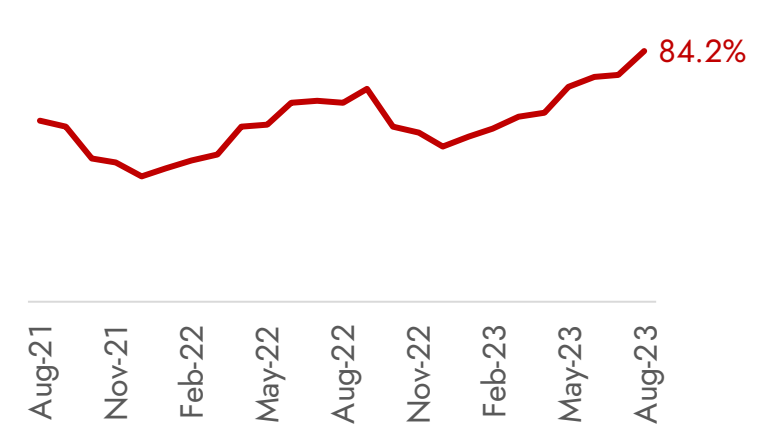
Loan growth, % YoY



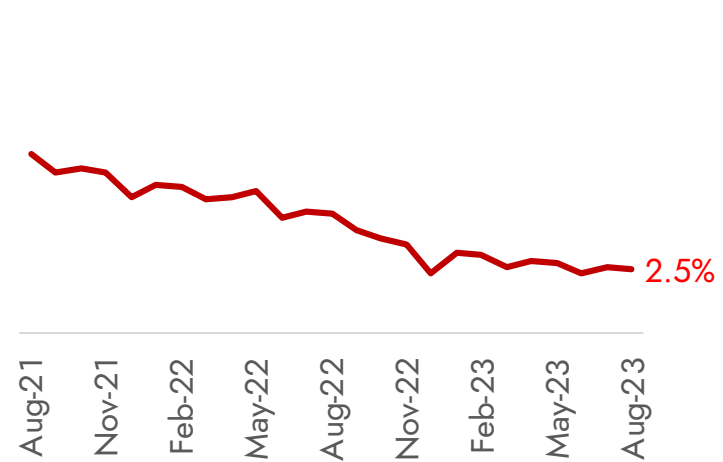
Customer deposit growth, % YoY



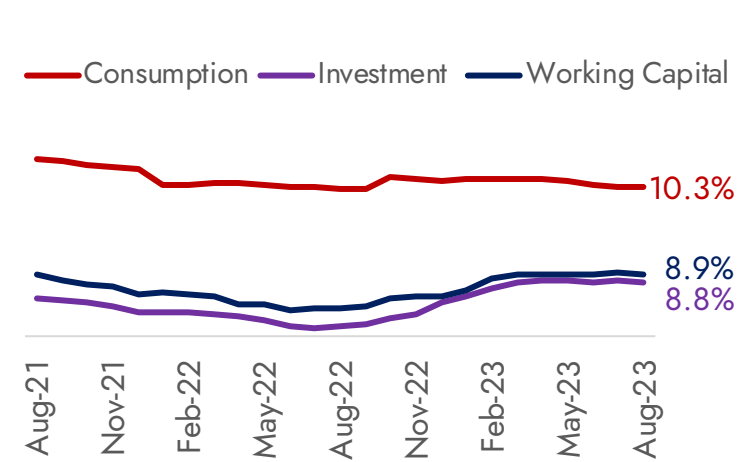
Liquidity (LDR), %



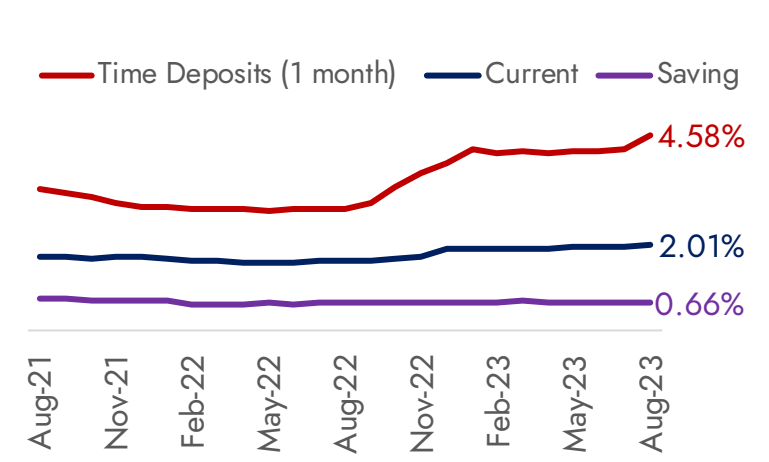
Asset quality trend (NPL), %



IDR loan interest rate trend, %



IDR deposit interest rate trend, %



Key Performance Highlights



Delivering strong value in 9M23

Number of customer
growth

17.5%

year-on-year

OCTO Mobile user
growth

15.3%

year-to-date

OCTO Mobile transaction
value growth

97.3%

year-on-year

Improved asset quality
(NPL)

2.4%

vs. 3.6% in Sep 22

Net profit growth

27.6%

year-on-year

Increasing RoE #

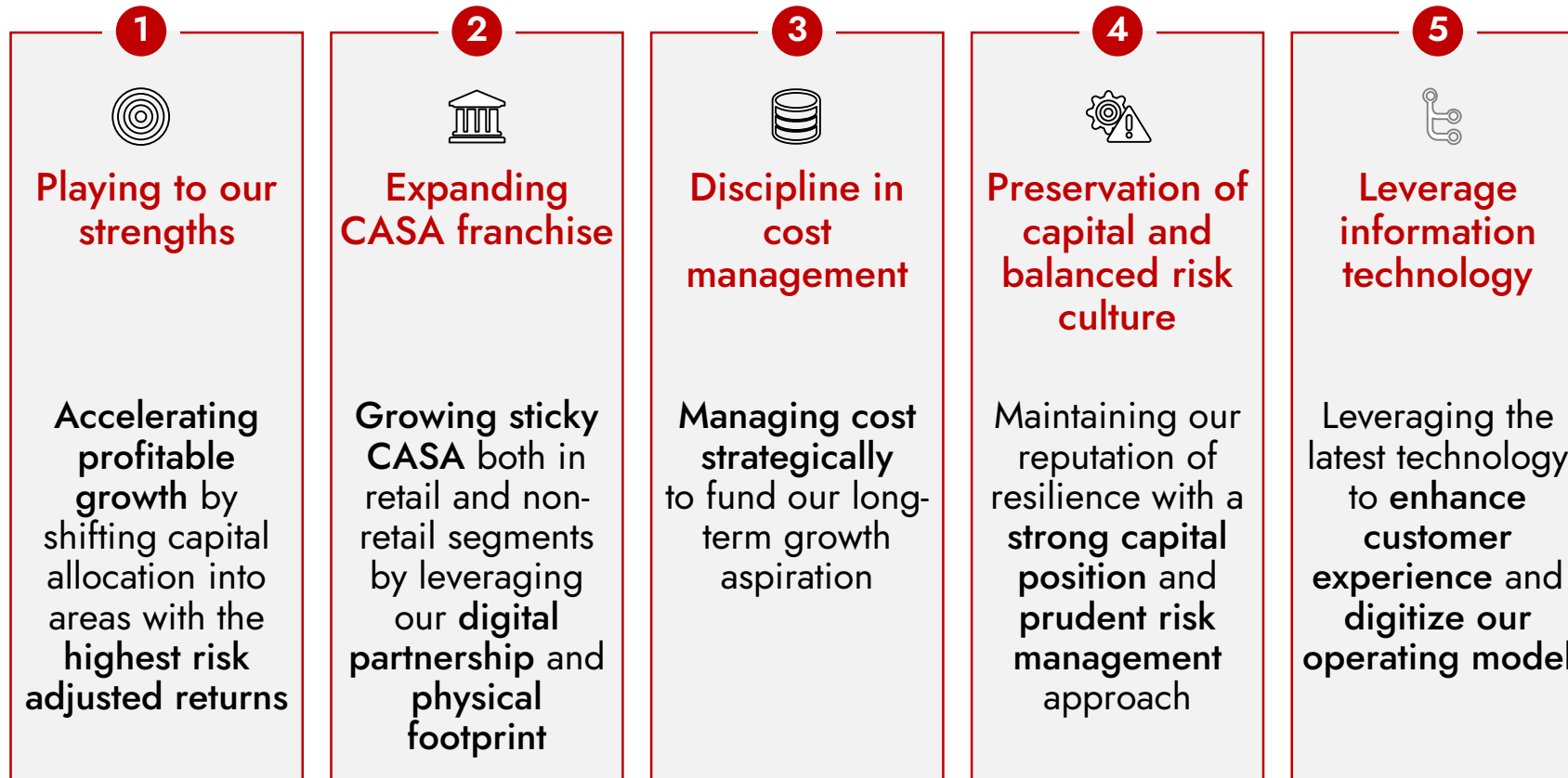
15.4%

vs. 12.9% in 9M22

We are executing our strategy

Our Strategic Priorities

Deliver sustainable financial returns



Key Metrics 9M23

Retail loans contribution **45.8%**
vs. 45.4% in Sep 22

CASA ratio **66.7%**
vs. 67.7% in Sep 22

CIR **44.2%**
vs. 44.4% in 9M22

CoC **1.2%**
vs. 1.8% in 9M22

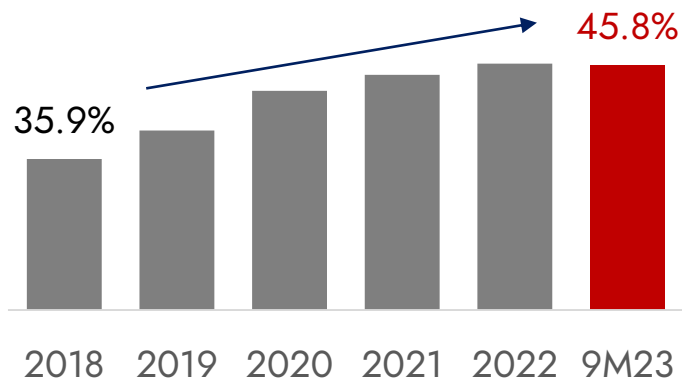
RoE # **15.4%**
vs. 12.9% in 9M22

OJK definition, ROE is calculated per tier-1 capital

We are making good progress in delivering our strategy

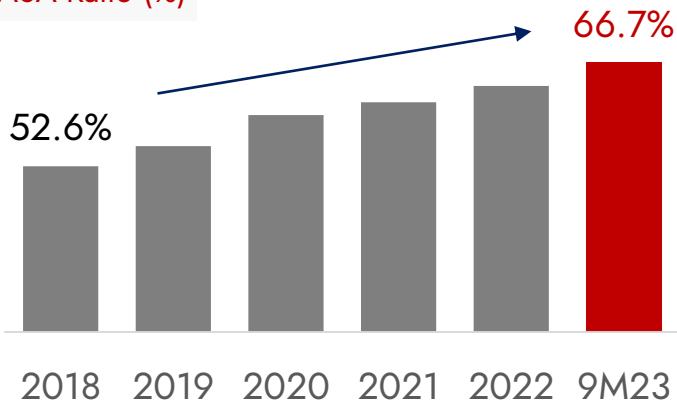
Pillar 1 – Playing to Our Strengths

Retail Segment Loan Contribution (%) *



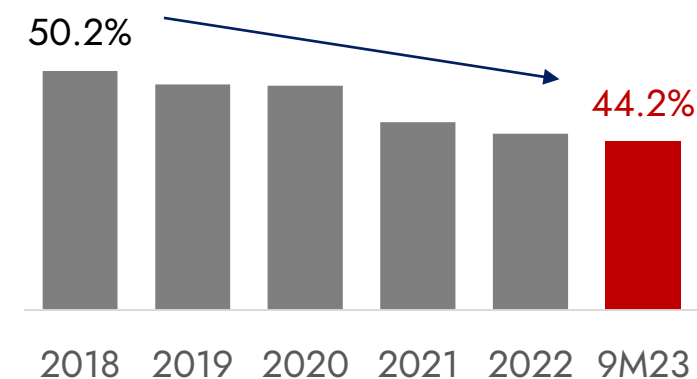
Pillar 2 – Expanding CASA Franchise

CASA Ratio (%)



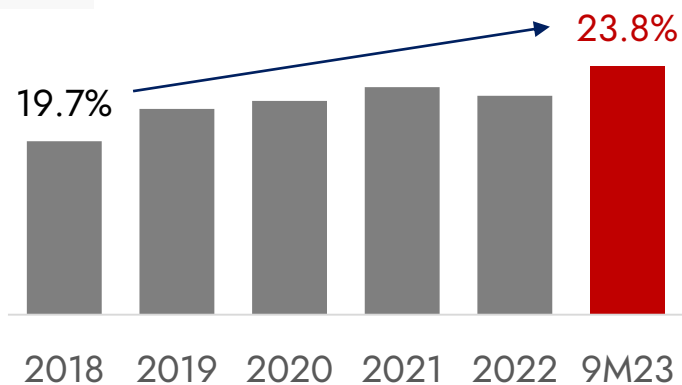
Pillar 3 – Discipline in Cost Management

CIR ** (%)



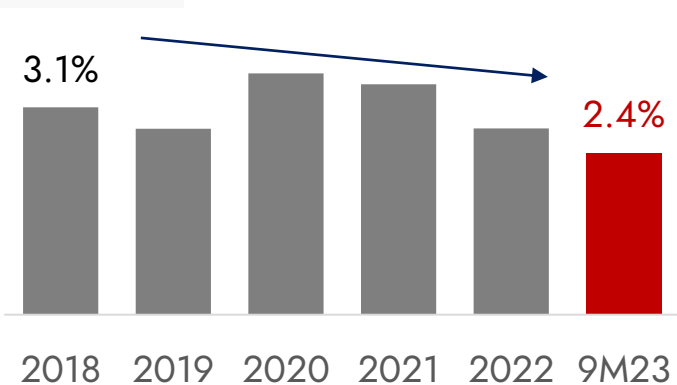
Pillar 4a – Preservation of Capital and Balanced Risk Culture

CAR (%)



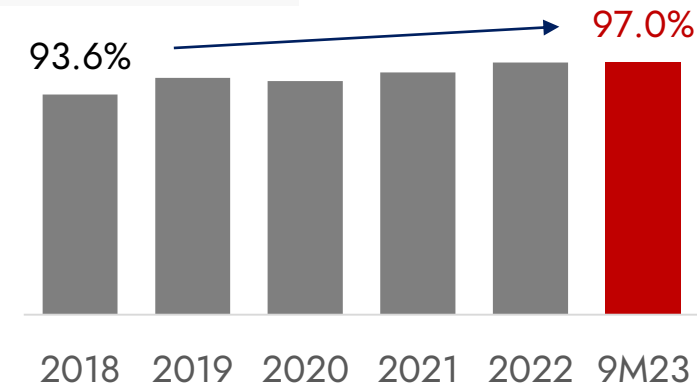
Pillar 4b – Preservation of Capital and Balanced Risk Culture

Gross NPL (%)



Pillar 5 – Leverage Information Technology

Digital Penetration (%)



* Retail includes consumer and SME segment. ** Business as usual exclude: voluntary retirement program (2019) and exceptional items (2021)

Updated 2023 guidance

Key Metrics	2022 Actual	9M23 Actual	Previous 2023 Guidance	Updated 2023 Guidance
Loan Growth	9.4%	5.2%	6% - 8%	Unchanged
NIM	4.69%	4.52%	4.6% - 4.8%	4.45% - 4.55%
CoC	1.8%	1.2%	1.6% - 1.8%	1.1% - 1.2%
CIR	44.9%	44.2%	Below 45.0%	Unchanged
RoE #	12.6%	15.4%	14% - 16%	Unchanged

9M23 Results



Financial position - consolidated

(Rp tn)	Sep-22	Dec-22	Jun-23	Sep-23	QoQ	YTD	YoY
Cash & Short Term Funds	27.49	32.05	32.12	26.26	(18.2%)	(18.1%)	(4.5%)
Gov't Bonds & Marketable Securities	68.03	65.03	75.51	81.01	7.3%	24.6%	19.1%
Loans *	195.39	198.75	206.04	205.58	(0.2%)	3.4%	5.2%
Total Assets	306.97	306.75	329.68	329.13	(0.2%)	7.3%	7.2%
CASA	150.18	144.43	151.61	156.96	3.5%	8.7%	4.5%
Current Account	75.43	70.34	72.00	77.24	7.3%	9.8%	2.4%
Savings Account	74.75	74.09	79.61	79.72	0.1%	7.6%	6.7%
Time Deposit & Structured Deposits	71.68	82.76	84.18	78.30	(7.0%)	(5.4%)	9.2%
Total Customer Deposits	221.86	227.19	235.79	235.26	(0.2%)	3.6%	6.0%
Total Liabilities	263.54	261.56	283.64	281.86	(0.6%)	7.8%	7.0%
Equity	43.43	45.19	46.04	47.27	2.7%	4.6%	8.8%

* Include Salam financing

Financial performance - consolidated

(Rp bn)	2Q23	3Q23	QoQ	9M22	9M23	YoY
Interest Income	5,645	5,710	1.1%	14,022	16,714	19.2%
Interest Expense	(2,218)	(2,357)	6.3%	(4,048)	(6,527)	61.2%
Net Interest Income	3,427	3,352	(2.2%)	9,974	10,187	2.1%
Non Interest Income	1,608	1,136	(29.4%)	4,111	4,320	5.1%
Operating Income	5,035	4,488	(10.9%)	14,085	14,507	3.0%
Operating Expenses	(2,119)	(2,077)	(2.0%)	(6,251)	(6,414)	2.6%
Pre-Provision Operating Profit	2,916	2,411	(17.3%)	7,834	8,093	3.3%
Provision Expenses	(780)	(249)	(68.1%)	(2,814)	(1,779)	(36.8%)
Profit Before Tax	2,136	2,162	1.2%	5,020	6,314	25.8%
Net Attributable Profit	1,652	1,669	1.0%	3,843	4,902	27.6%

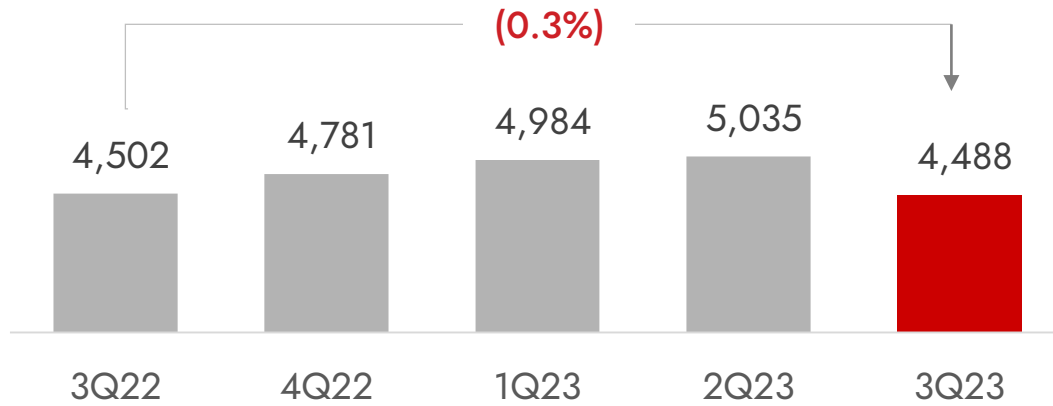
Key ratios - consolidated

(%)	2Q23	3Q23	QoQ	9M22	9M23	YoY
RoA	2.6%	2.6%	↔	2.2%	2.6%	↑
RoE #	15.8%	15.3%	↓	12.9%	15.4%	↑
NIM	4.52%	4.33%	↓	4.62%	4.52%	↓
Fee Income / Total Income	31.9%	25.3%	↓	29.2%	29.8%	↑
Cost to Income (CIR)	42.1%	46.3%	↑	44.4%	44.2%	↓
CASA Ratio	64.3%	66.7%	↑	67.7%	66.7%	↓
Loan to Deposit (LDR)	86.0%	86.4%	↑	86.9%	86.4%	↓
Gross NPL	2.5%	2.4%	↓	3.6%	2.4%	↓
Net NPL	0.7%	0.7%	↔	0.9%	0.7%	↓
Loans at Risk (LaR)	13.3%	12.7%	↓	17.3%	12.7%	↓
Cost of Credit (CoC)	1.8%	0.4%	↓	1.8%	1.2%	↓
Gross Impairment Ratio	5.9%	5.9%	↔	6.2%	5.9%	↓
NPL Coverage	261.9%	267.1%	↑	208.8%	267.1%	↑
LaR Coverage	49.2%	50.4%	↑	42.6%	50.4%	↑
Impaired Coverage	110.7%	108.8%	↓	117.9%	108.8%	↓

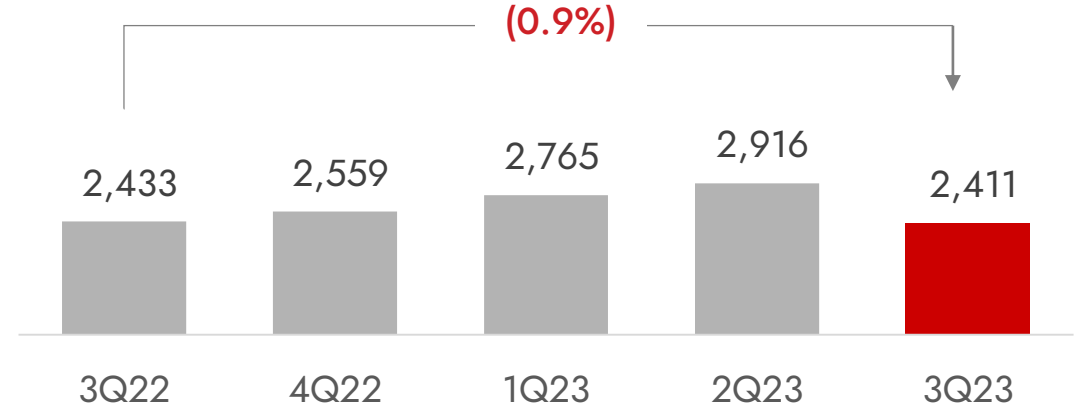
OJK definition, ROE is calculated per tier-1 capital

Quarterly earnings trend

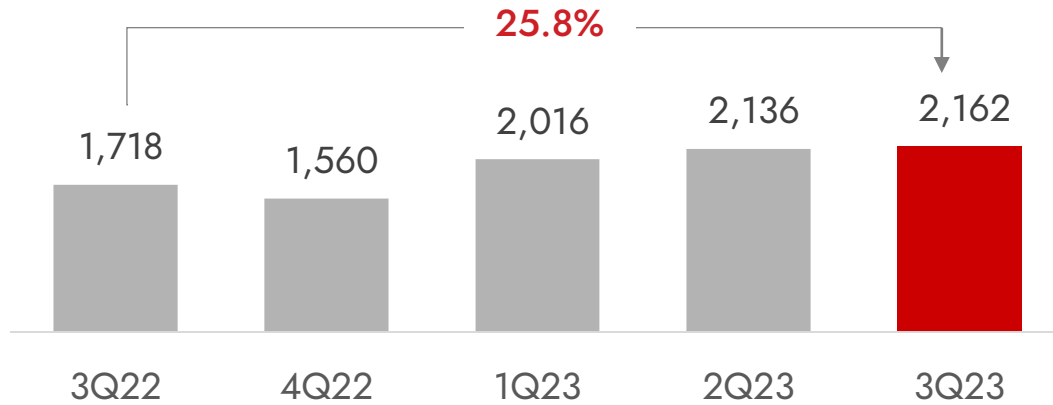
Operating income trend, Rp bn.



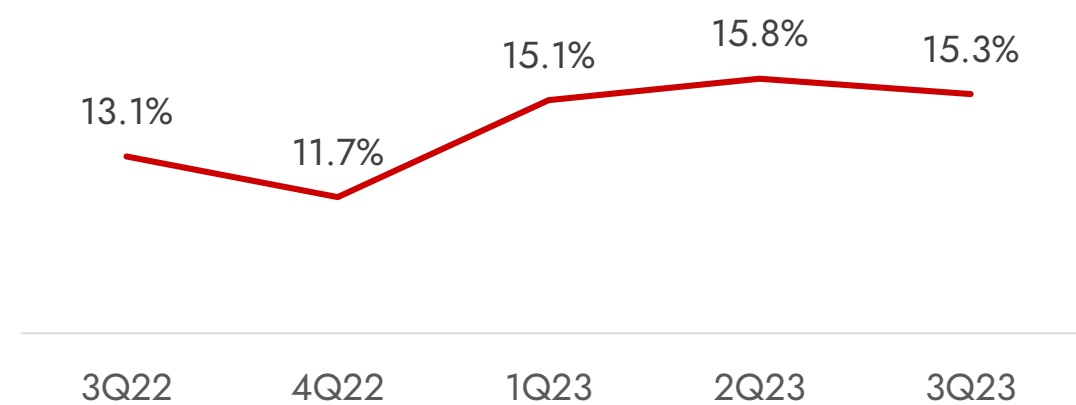
Pre-provision operating profit trend, Rp bn.



PBT trend, Rp bn.



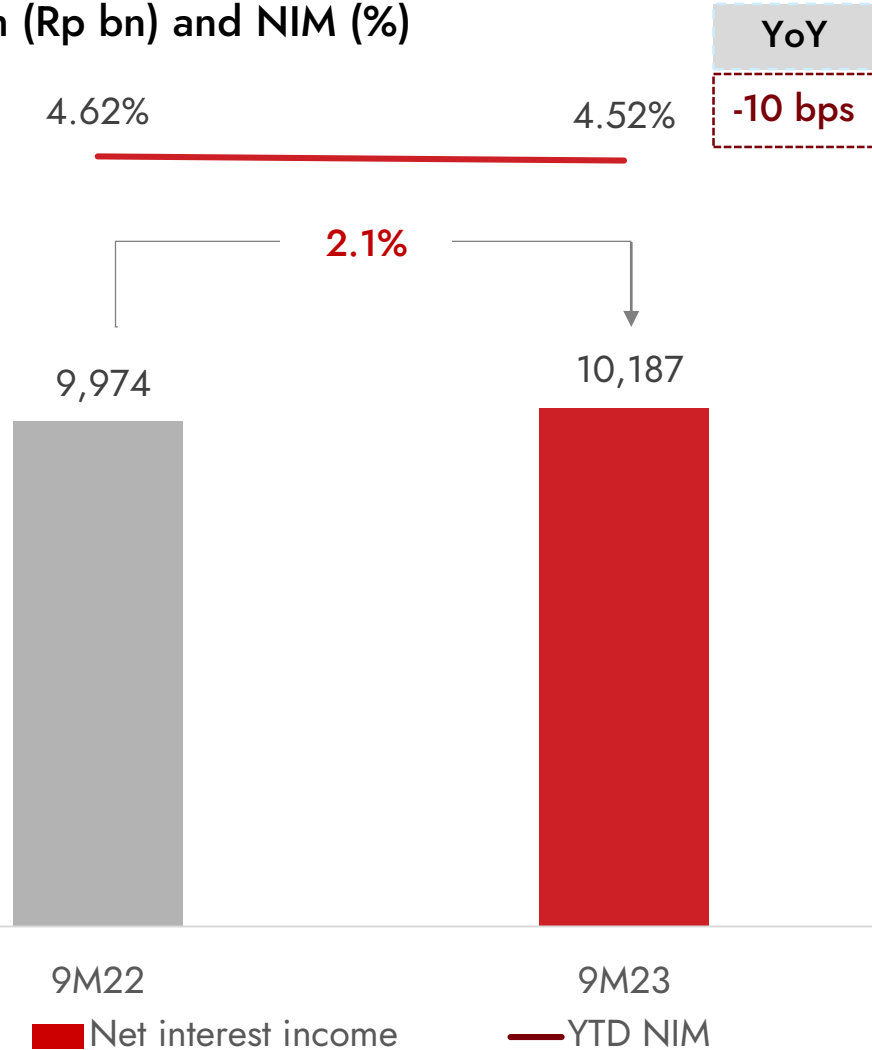
RoE trend, % #



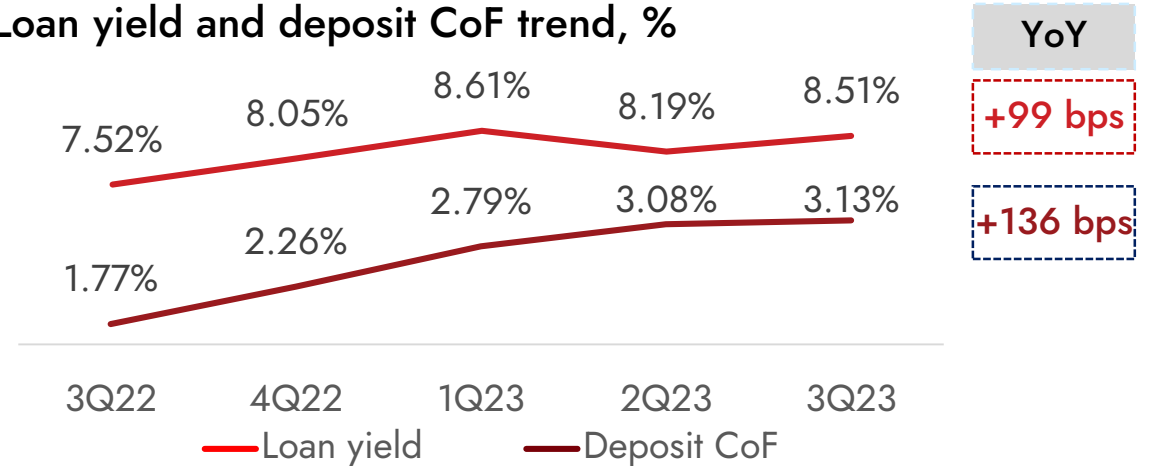
OJK definition, ROE is calculated per tier-1 capital

Net interest income

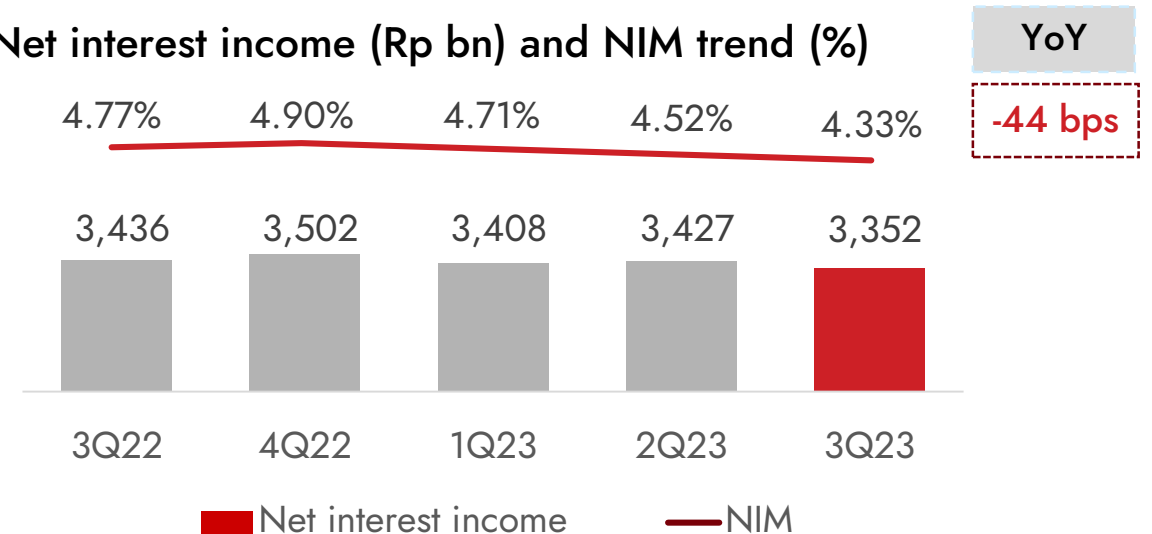
NII growth (Rp bn) and NIM (%)



Loan yield and deposit CoF trend, %

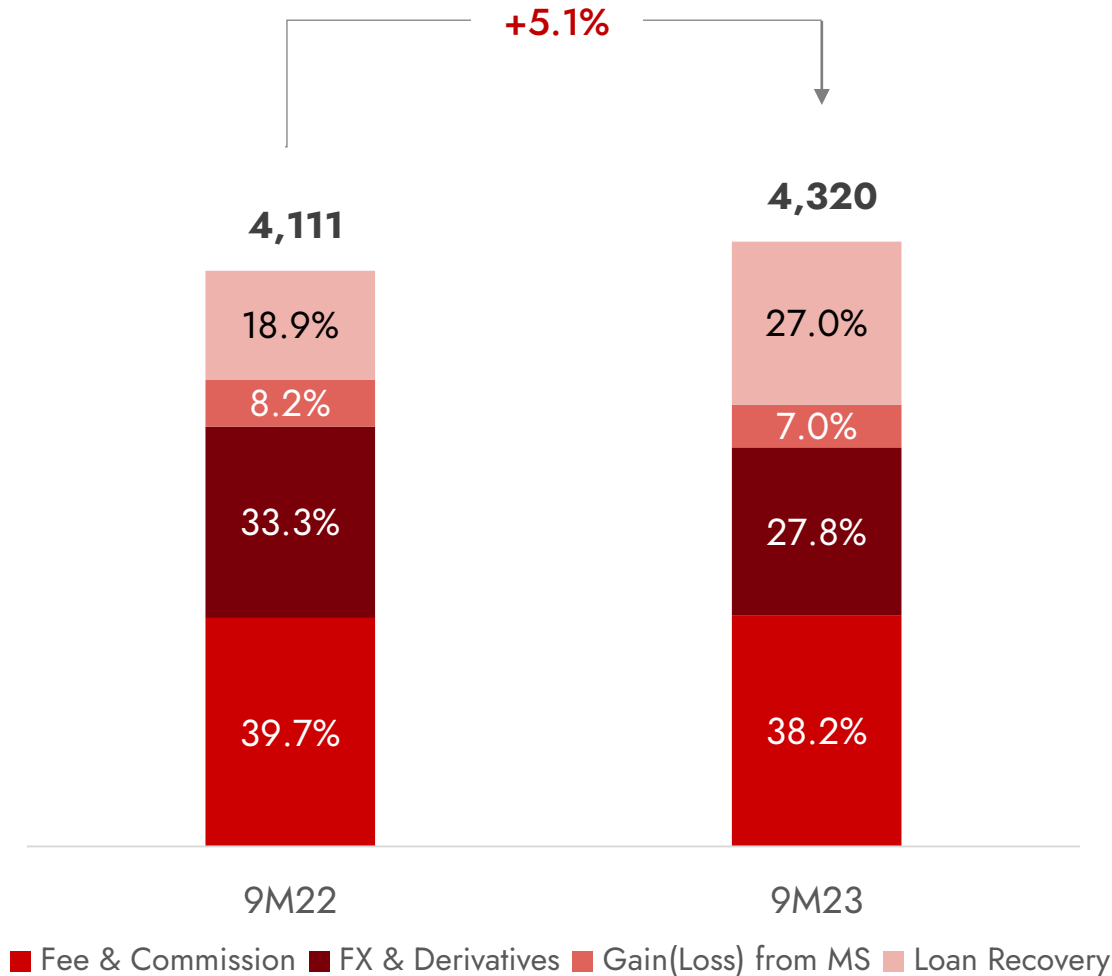


Net interest income (Rp bn) and NIM trend (%)



Non interest income

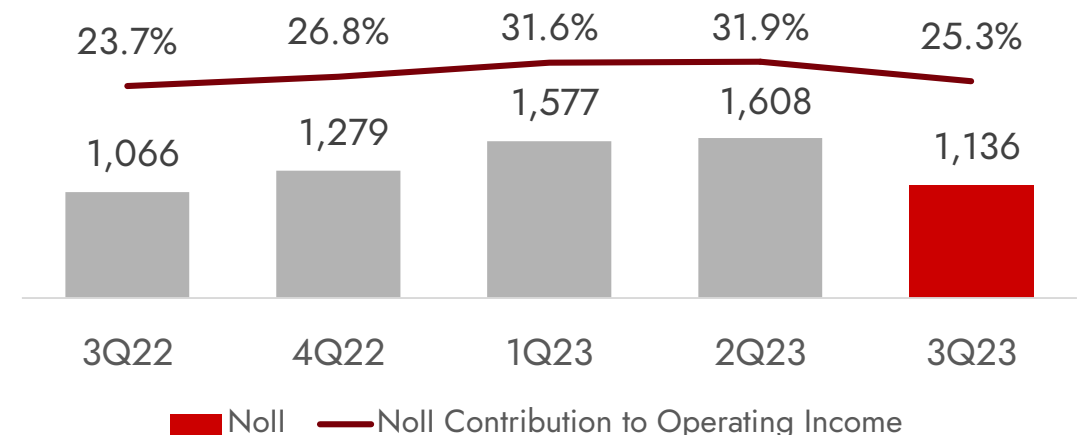
Noll growth (Rp bn) and composition (%)



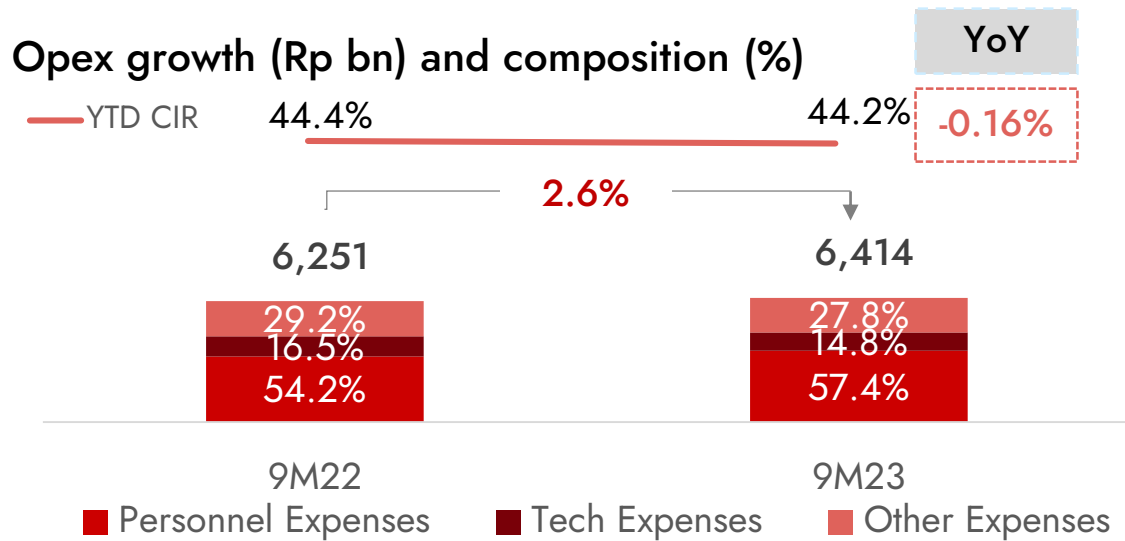
Non Interest Income (Noll) breakdown

(Rp bn)	3Q23	QoQ	9M23	YoY
Fee & Commission	548	7.6%	1,648	1.0%
FX & Derivatives	656	808.7%	1,201	(12.1%)
Gain(Loss) from MS	(293)	(174.9%)	304	(9.6%)
Loan Recovery	226	(64.5%)	1,166	50.3%
Non Interest Income	1,136	(29.4%)	4,320	5.1%

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



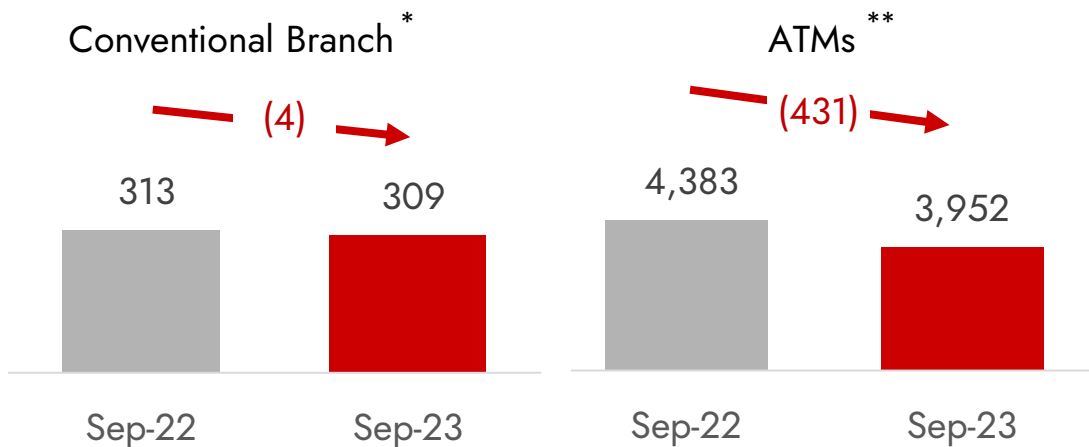
Operating efficiency



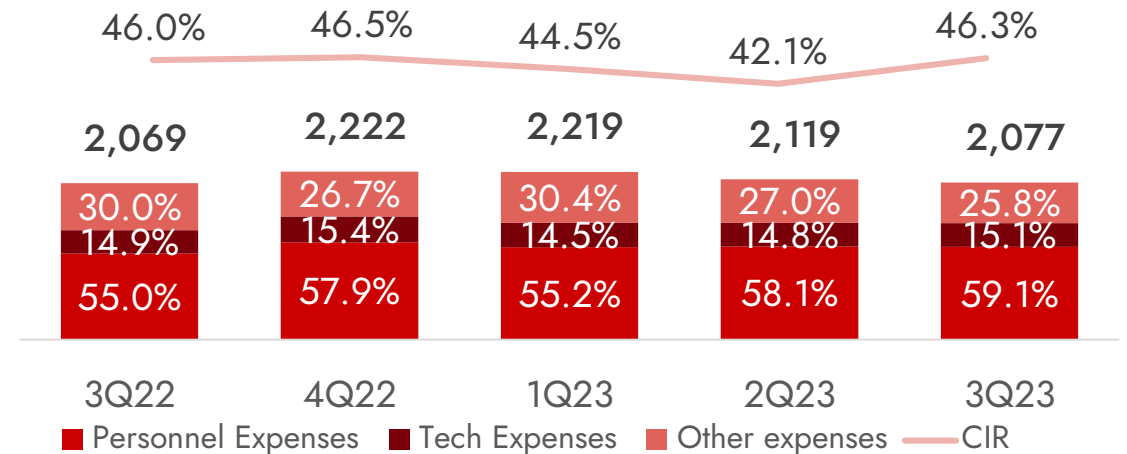
Operating expenses breakdown, Rp bn.

(Rp bn)	3Q23	QoQ	9M23	YoY
Personnel Expenses	1,228	(0.3%)	3,683	8.7%
Tech Expenses	315	0.3%	950	(8.2%)
Other Expenses	535	(6.7%)	1,782	(2.5%)
Operating Expenses	2,077	(2.0%)	6,414	2.6%

Reshaping branch and ATM network



Operating expenses (Rp bn) and CIR trend, %

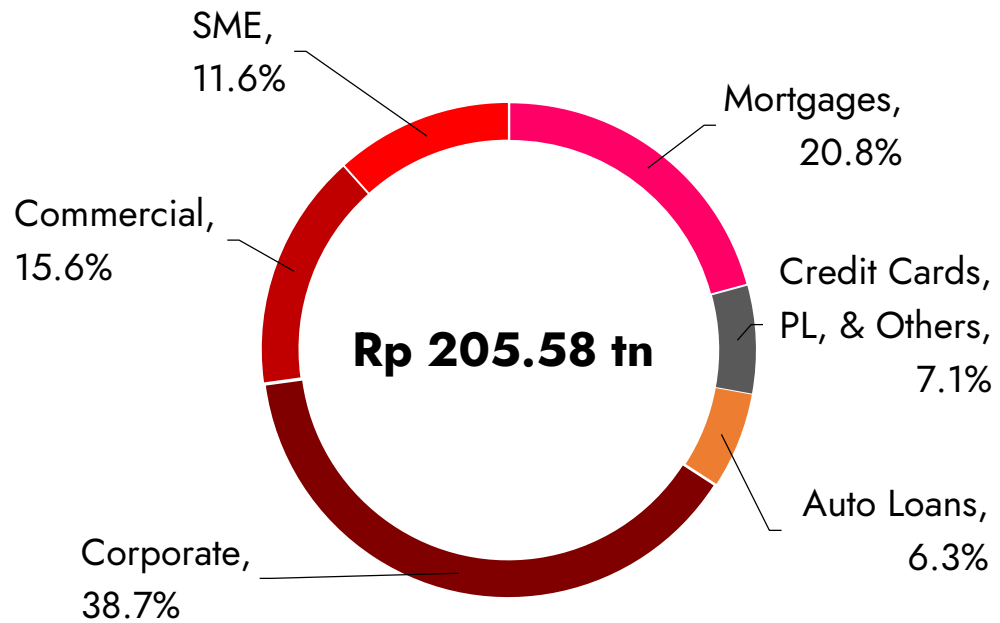


* Conventional branch only, not including Digital Lounges, Cash Mobile, and Sharia Branches

** ATMs include CRM, and MDM

Loan performance

Loan composition by segment



LDR

86.4%

SHARIA
FINANCING

25.8%

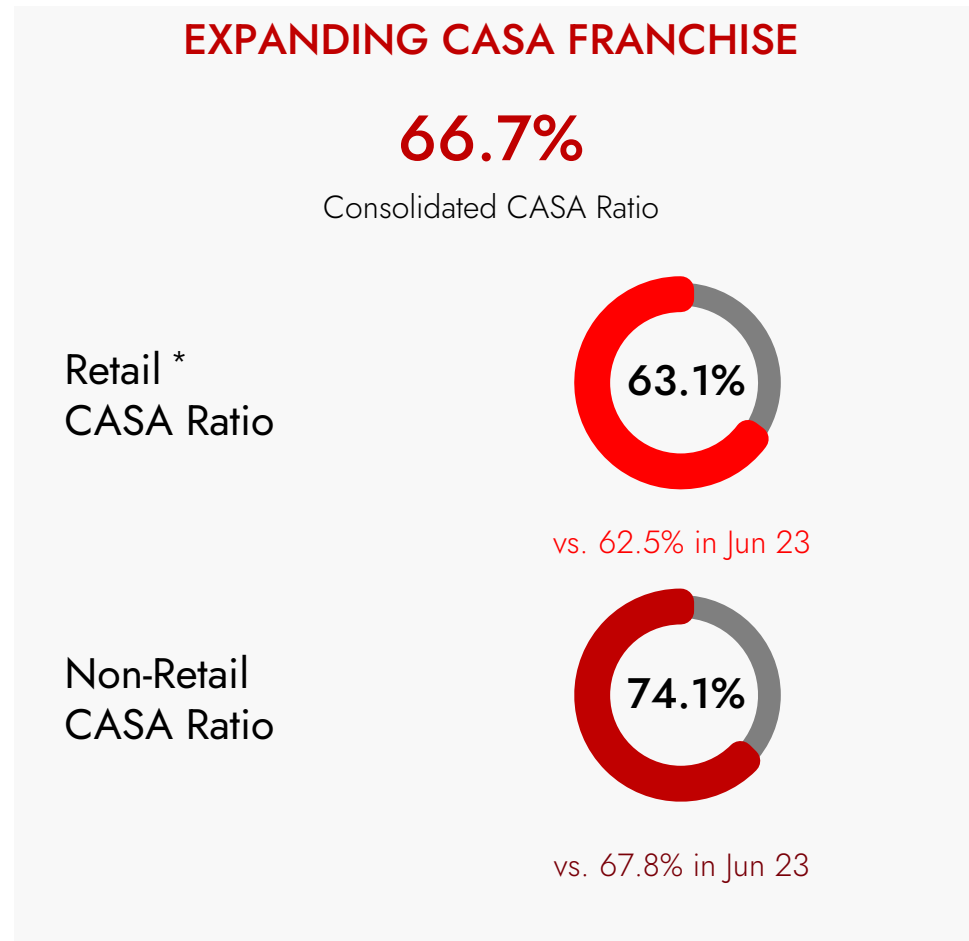
Loan growth by segment

(Rp tn)	Sep-22	Jun-23	Sep-23	QoQ	YTD	YoY
Consumer	66.30	69.34	70.21	1.2%	4.5%	5.9%
Mortgages	41.57	42.30	42.71	1.0%	2.2%	2.7%
Auto loans	11.59	12.64	12.93	2.3%	10.0%	11.5%
Credit cards, Personal loans, & Others	13.14	14.41	14.57	1.1%	6.7%	10.9%
Corporate *	75.01	81.53	79.51	(2.5%)	3.5%	6.0%
Commercial *	31.99	32.05	31.97	(0.2%)	0.2%	(0.1%)
SME	22.08	23.13	23.88	3.3%	4.8%	8.2%
Total Loans *	195.39	206.04	205.58	(0.2%)	3.4%	5.2%
Sharia Financing	45.96	53.00	53.00	0.0%	7.4%	15.3%

* Including Salam financing

Customer deposits

CASA by segment



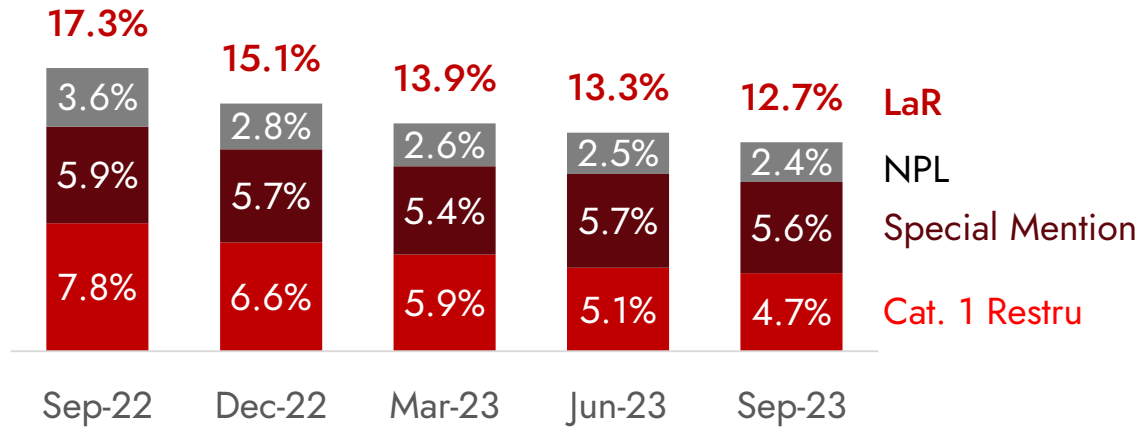
Customer deposits growth

(Rp tn)	Sep-22	Jun-23	Sep-23	QoQ	YTD	YoY
CASA	150.18	151.61	156.96	3.5%	8.7%	4.5%
Current Accounts	75.43	72.00	77.24	7.3%	9.8%	2.4%
Saving Accounts	74.75	79.61	79.72	0.1%	7.6%	6.7%
Time Deposits	71.68	84.18	78.30	(7.0%)	(5.4%)	9.2%
Total Customer Deposits	221.86	235.79	235.26	(0.2%)	3.6%	6.0%
Sharia Customer Deposits	34.63	44.46	42.72	(3.9%)	8.1%	23.4%

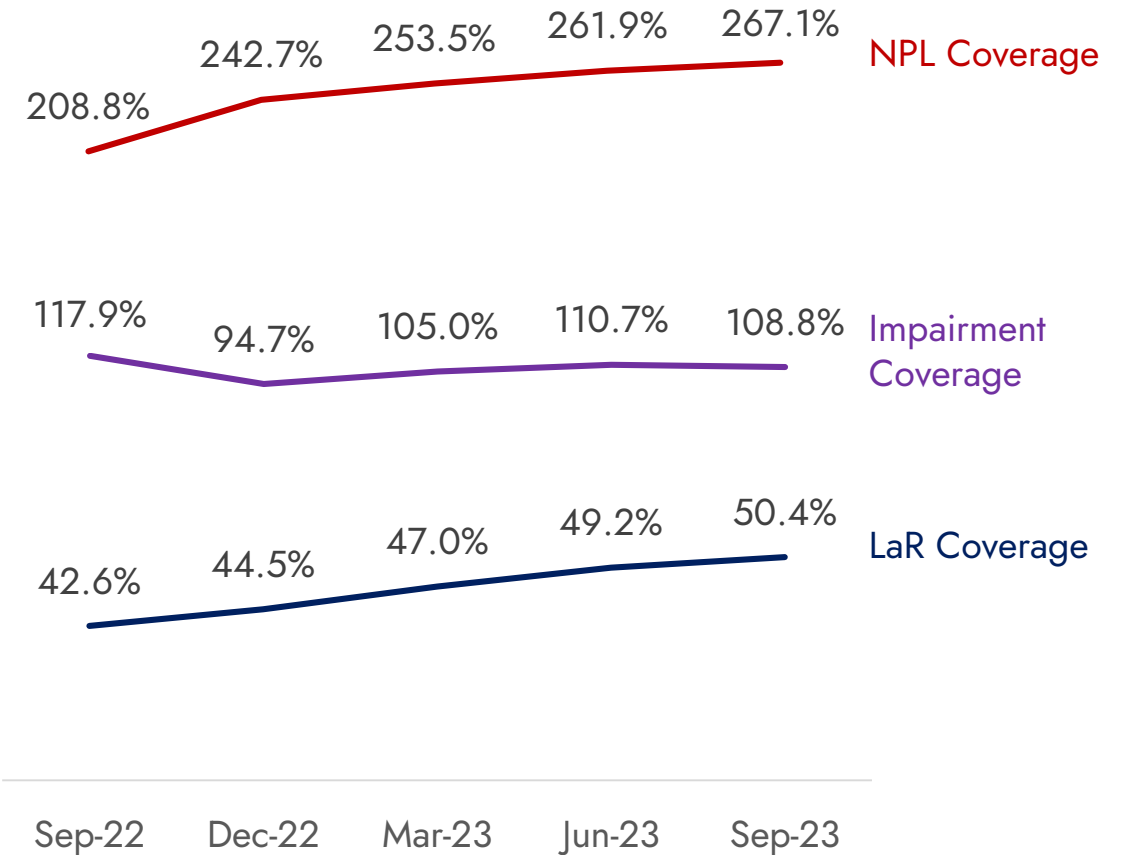
* Retail includes consumer and SME segment

Asset quality

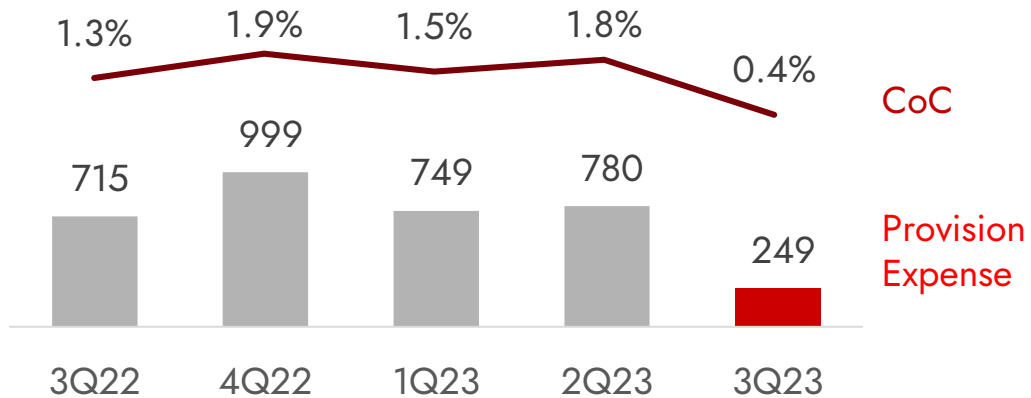
Loans at risks (LAR) trends, %



NPL coverage, Impairment coverage, and LaR coverage trends, %

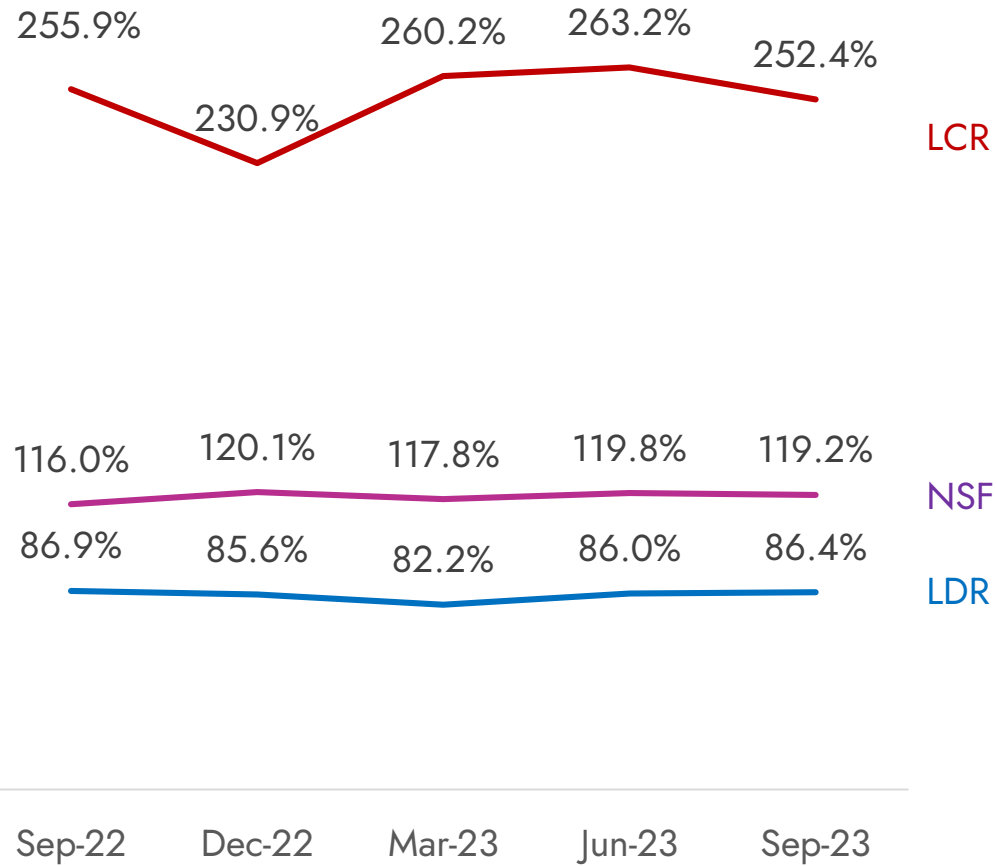


CoC (%) and provision expenses (Rp bn) trends

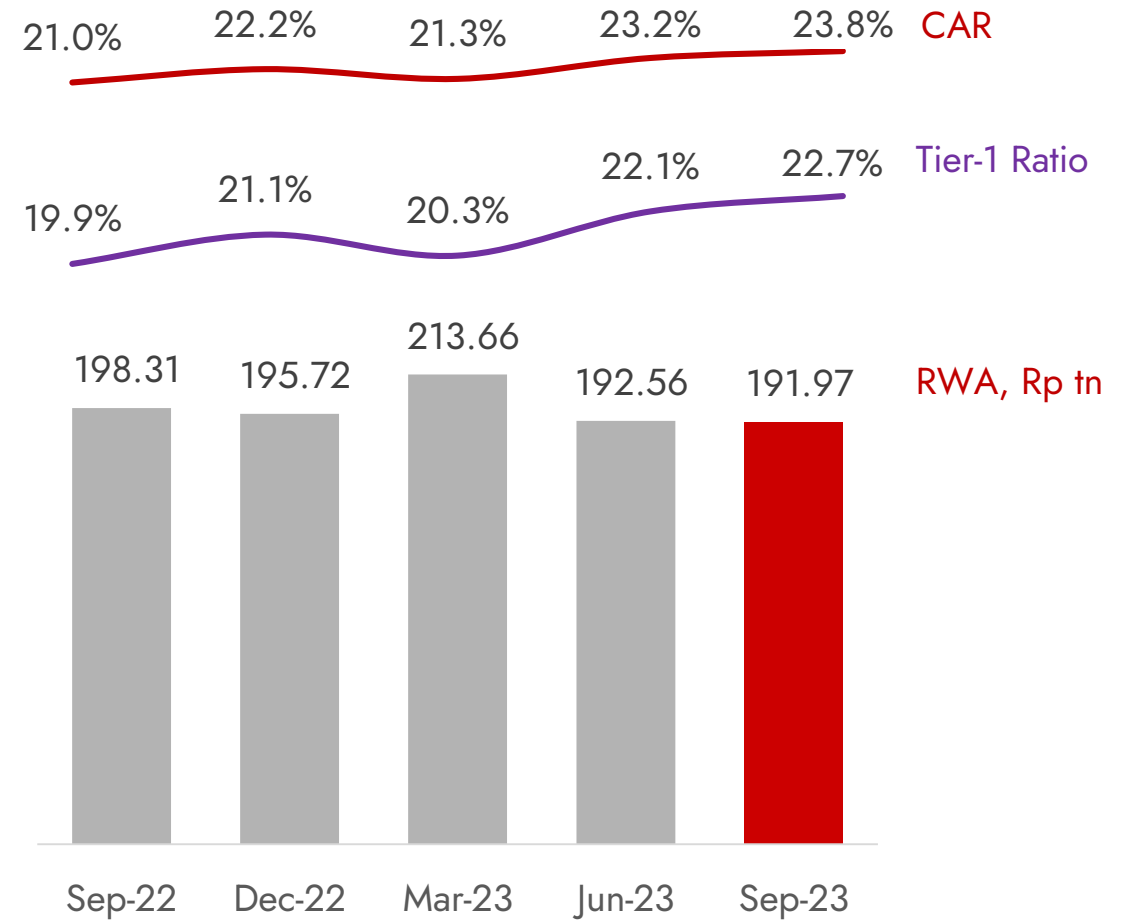


Liquidity and capital

Sound funding and liquidity positions, %



Strong capital, well above minimum requirement, %



Final Remarks



Final remarks

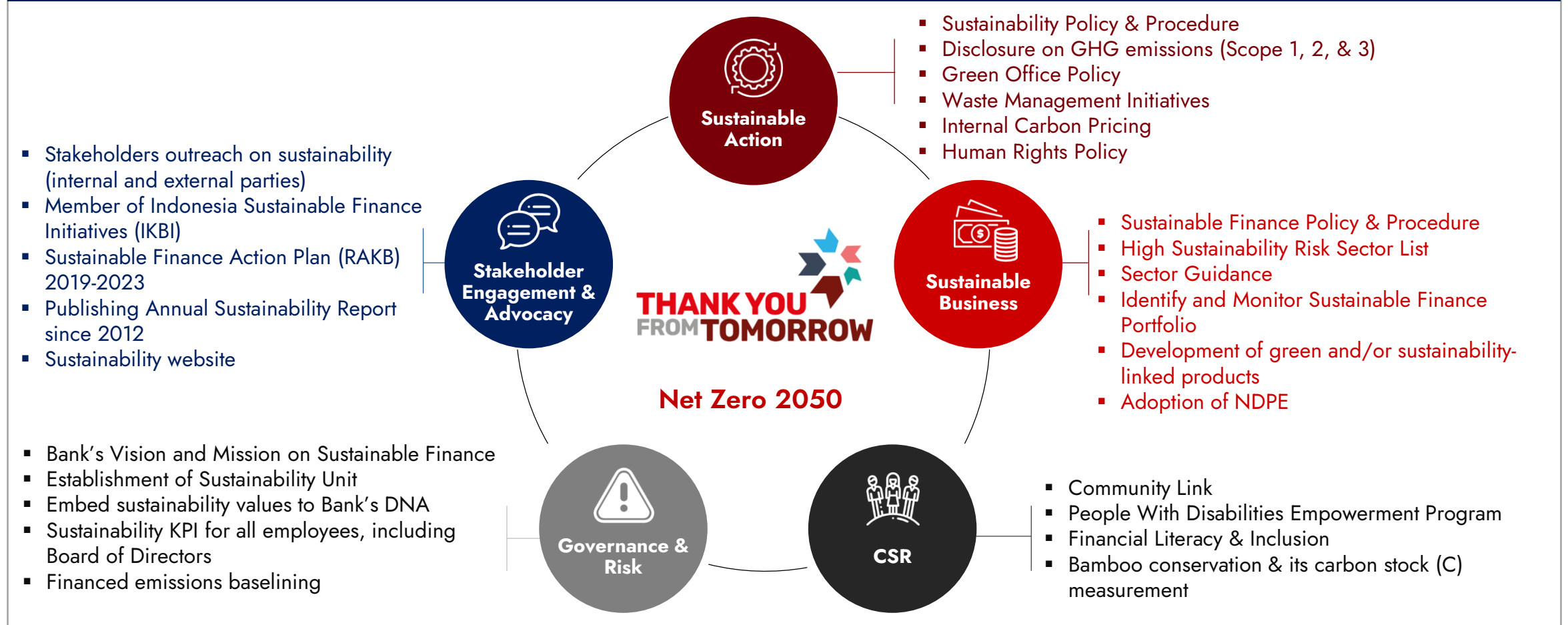
- 1 | Delivered strong 9M23 financial performance with an improved ROE of 15.4% compared to 12.9% in the previous corresponding period.
- 2 | We navigated the business well in 3Q23, although overly cautious on loan growth due to anticipated economic headwinds as we focused to manage asset quality, liquidity, and cost of deposits.
- 3 | Cost control continued to be strong; maintaining positive JAWS and CIR trajectory.
- 4 | Continued to set aside prudent provisioning in line with proactive asset quality management. Gross NPL decreased to 2.4% from 3.6% while NPL coverage increased to 267.1% from 208.8%.
- 5 | Core focus areas: expansion in customer base and CASA, sustainable asset quality improvement, and deeper digital engagement.

Appendix



Sustainability pillars

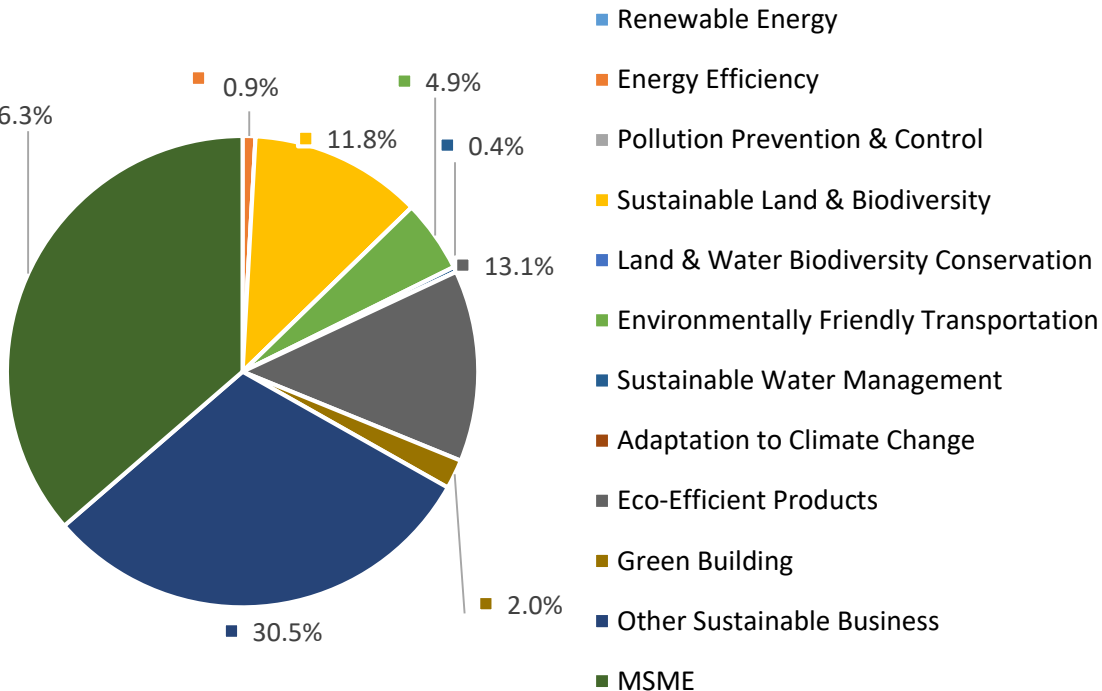
CIMB Niaga is committed in integrating and harmonizing environmental, social, and governance (ESG) aspects in its business activities and supporting the Sustainable Development Goals (SDGs)



Sustainable finance performance

“25.6% of Bank’s total financing supports climate action and sustainable development.”

METRICS	Sep 23
Total SF Portfolio (IDR T)	52.55
% Portion of SF Portfolio	25.6%



Sustainable financing products offered:



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



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 3Q23

Indonesia CSR Awards 2023

- Indonesia Best CSR Awards 2023 with Outstanding Program in Integration of Environmental Conservation and Social Empowerment



Warta Ekonomi

SPEX2 DX Awards 2023 Executing Digital Transformation

- Excellence in Executing Digital Transformation in Banking Industry



Kontan

HR Excellence Awards 2023

- Excellence in The HR Excellence Awards 2023 Wellbeing Management



SWA Network

4th Indonesia Public Relations Summit 2023

- 4th Corporate Reputations Awards 2023 in KBMI 3



The Economics

Indonesia Property Watch (IPW) Golden Property Awards 2023

- Best Housing Mortgage (Program 2023



Indonesia Property Watch (IPW)

Women Oriented CSR Awards 2023

- Best Women Oriented CSR 2023 with Outstanding Program in Integration of Community Welfare Support And Social Environmental Conservation



HERStory

Notable awards 3Q23..con't

HR Excellence Awards Indonesia 2023

- HR Excellence 2023 in 8 Different Categories



Human Resources Online.Net

28th Infobank Award 2023

- Excellent Financial Performance Bank in 2022



Infobank

The Asia Money Awards

- Best Corporate Bank in Indonesia 2023



Asia Money

GRC & Performance Excellence Award 2023

- The Greatest Champions of GRC Excellence Performance 2023
- The Best GRC for IT Digital Transformation 2023 (Foreign Banking)
- The Best GRC Women Leader 2023 (Foreign Banking) Fransiska Oei
- The Best Commissioner for GRC Excellence 2023 (Foreign Banking) Jeffrey Kairupan



Business News

Perhumas PR Excellence Awards 2023

- Juara 3 Internal PR Tema DEI related



Perhumas

Top GRC Awards 2023

- Top Achievement is Awarded to Top GRC Awards 2023 Platinum Trophy
 - The GRC Awards 2023 Star 5
- The Most Committed GRC Leader 2023 Lani Darmawan



Top Business

Notable awards 3Q23..con't

The 14th IICD Awards 2023 Corporate Governance

- Top 50 Big Capitalization Public Listed Company
- Leadership in Corporate Governance PT Bank CIMB Niaga 2023



Antara

Indonesia PR of The Year 2023

- PR Program of The Year 2023 (Editor Choice)
Category: Media Relationship Program
Program: OCTO Mobile by CIMB Niaga Trip to Bali



SWA

IDX Channel Anugerah Inovasi Indonesia 2023

- Special Award Kategori Proses Internal Dengan
- Inovasi Learning Development Journey at CIMB Niaga institution



IDX Channel

Katadata Corporate Sustainability Awards 2023

- Finance Sector: Green Economy Champion



Katadata

Islamic Finance Awards 2023

- Excellence Financial Performance Sharia Business Unit of Conventional Bank in 2022 (Asset Class IDR 10 Trillion)
- The Best Sharia Business Unit in Musyarakah Financing 2022
- Excellence Financial Performance Sharia Business Unit of Conventional Bank in 5 Consecutive Years 2018 2022



Infobank

Corporate social responsibility 3Q23



22 July 2023. CIMB Niaga held Program Be Smart, an advance level of financial literacy for 43 awardee CIMB Niaga Scholarship.



29 July 2023. CIMB Niaga held "Sharing and Caring with CIMB Niaga Employee Volunteer" at SDN 03 Kertarahayu Bogor. This activity is conjunction with donation of Mobil Belajar to Yayasan 1000 Guru. Mobil Belajar will become Mobile Computer Learning for underprivileged children located in remote area in Bekasi, Bogor and Lampung



23 – 24 August 2023. At Turetogo Bamboo Campus, Ngada Flores – NTT, CIMB Niaga collaborated with Yayasan KEHATI and Yayasan Bambu Lingkungan Lestari (YBLL) held 'Basic Bamboo Product Weaving Training' for 17 farmers (Bapak and Mama) in Ngada, Manggarai, East Manggarai, Nagakeo and Ende.



16 September 2023. CIMB Niaga held green workshop "Organic Waste Upcycling Workshop" as one of a series of The Cooler Earth (TCE) Sustainability Summit 2023 and was attended by 34 participants

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

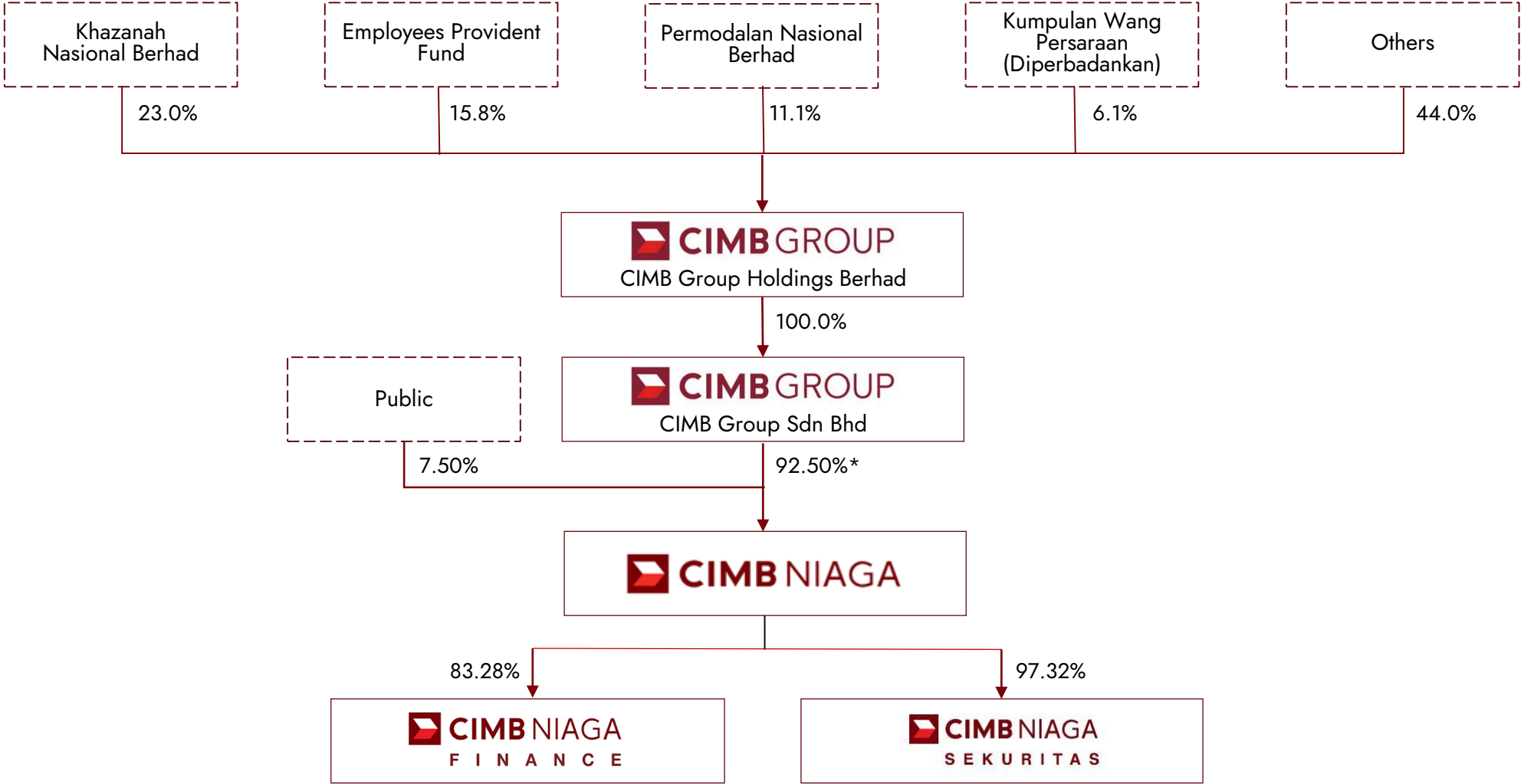


RUSLY JOHANNES
Business Banking Director



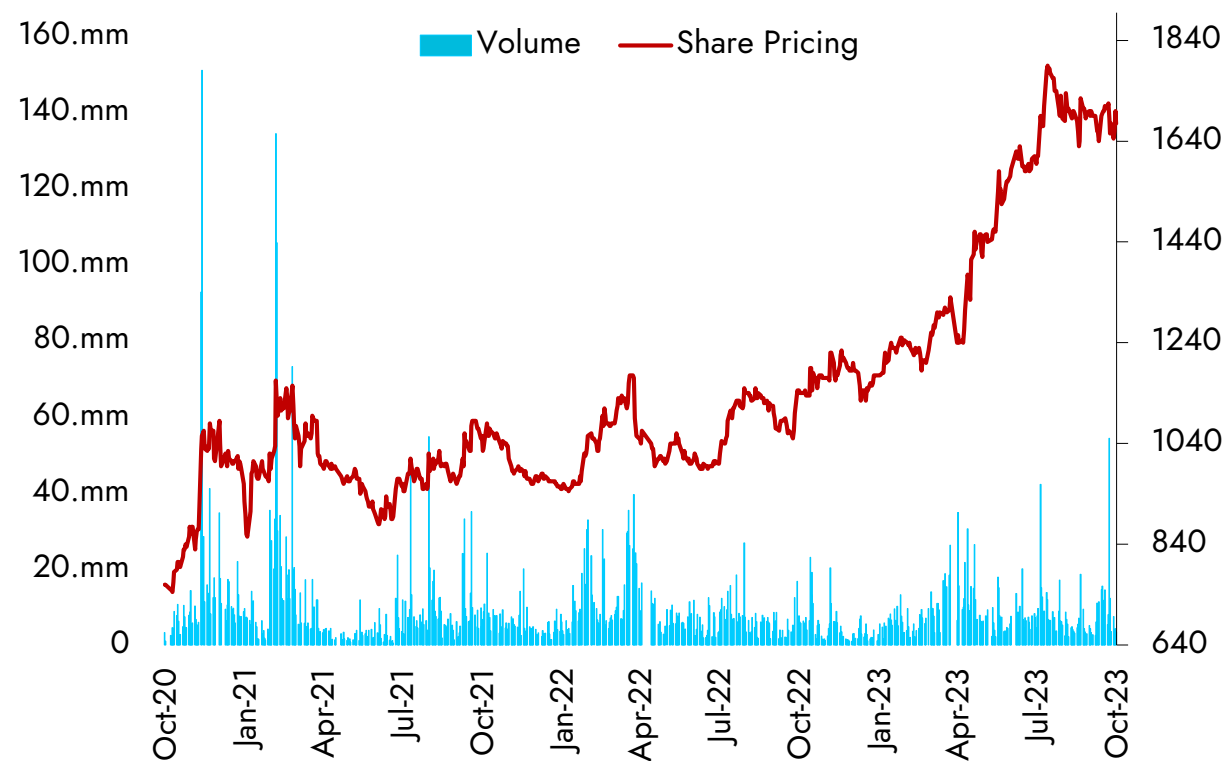
NOVIADY WAHYUDI
Consumer Banking Director

Corporate group structure



Data as at 30 September 2023. * Including PT Commerce Kapital 1.02%

Share performance and credit ratings



Data as at 26 October 2023	
Share price	Rp 1,675 / share
Share outstanding	25.13 bn shares
Market capitalization	Rp 42.39 tn

Rating Agency	Category	Ratings
Moody's	Outlook	Positive
	Counterparty Risk Rating	Baa1/P-2
	Bank Deposits	Baa2/P-2
	Baseline Credit Assessment	Baa3
	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)

Source: Capital IQ

Disclaimers

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Thank you!

PT Bank CIMB Niaga Tbk

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