

# 2Q 2022 Results Presentation

Jakarta, 28 July 2022

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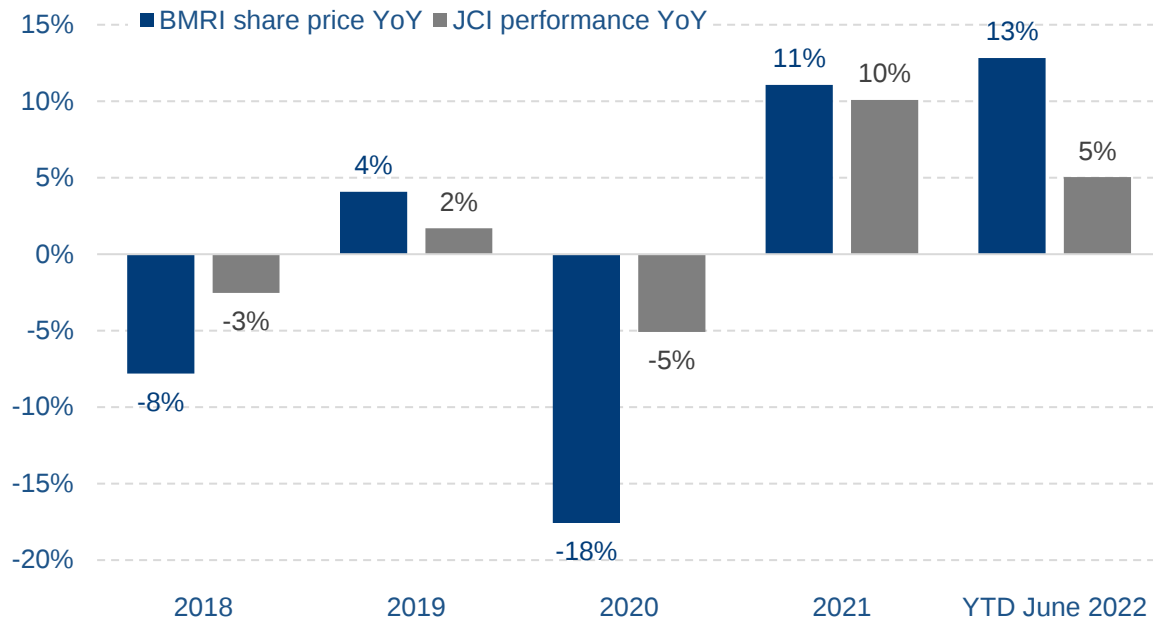
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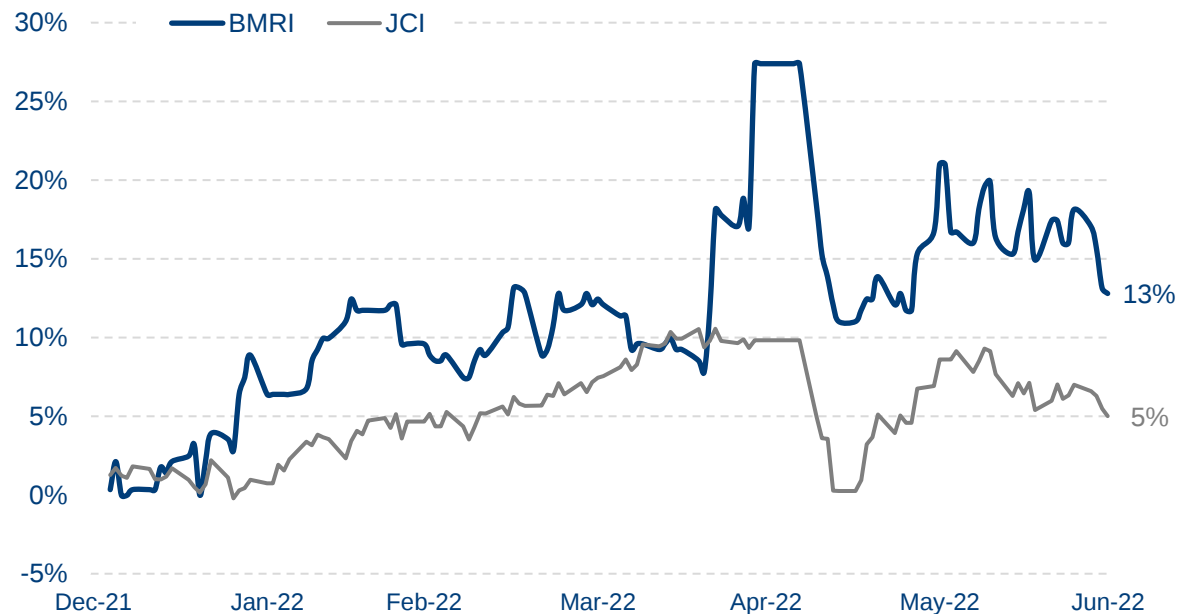
74 – 100

# Share Price Performance & Ownership

## BMRI Historical Share Price Performance Versus JCI



## BMRI Share Performance Versus JCI – YTD Trend



| No    | Shareholder        | December 2021    |        | June 2022        |        |
|-------|--------------------|------------------|--------|------------------|--------|
|       |                    | Number of Shares | %      | Number of Shares | %      |
| 1     | Government of RI   | 24,266,666,667   | 52.0%  | 24,266,666,667   | 52.0%  |
| 2     | INA                | 3,733,333,333    | 8.0%   | 3,733,333,333    | 8.0%   |
| 3     | Local Institutions | 3,521,500,252    | 7.5%   | 3,061,376,214    | 6.6%   |
| 4     | Local Retail       | 600,755,671      | 1.3%   | 582,878,113      | 1.2%   |
| 5     | Foreign            | 14,544,410,743   | 31.2%  | 15,022,412,339   | 32.2%  |
| TOTAL |                    | 46,666,666,666   | 100.0% | 46,666,666,666   | 100.0% |

| BMRI                  | 2021A  | 1H22A  | 2022E* | 2023E* | 2024E* | 5y avg. | 10y avg. |
|-----------------------|--------|--------|--------|--------|--------|---------|----------|
| Net Profit (Rp Bn)    | 28,028 | 20,209 | 35,206 | 40,423 | 45,528 |         |          |
| Net Profit YoY Growth | 64%    | 62%    | 26%    | 15%    | 13%    |         |          |
| ROA – After Tax (%)   | 1.72   | 2.30   | 1.99   | 2.13   | 2.24   | 1.86    | 2.08     |
| ROE – After Tax (%)   | 13.5   | 18.4   | 16.5   | 17.7   | 18.5   | 13.1    | 16.3     |
| P/E (x)               | 11.7   | 10.7   | 10.7   | 9.1    | 8.1    | 13.0    | 12.6     |
| P/B (x)               | 1.62   | 1.69   | 1.69   | 1.57   | 1.45   | 1.76    | 2.03     |
| Dividend Yield (%)    | 5.1    |        | 5.4    | 6.2    | 7.0    |         |          |

\*Bloomberg consensus

# Bank Mandiri Group – Investment Thesis



**Direct Beneficiary to  
Structural Growth in  
Indonesia**



**One-Stop Solution  
for Diverse  
Customers' Needs**



**All-Rounder  
Ecosystem  
Opportunities**



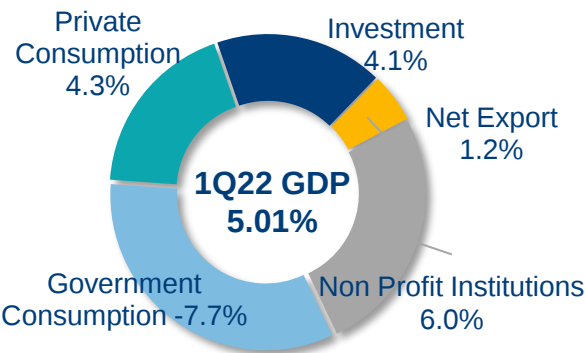
**Securing Dominance  
Through Progressive  
Transformation**



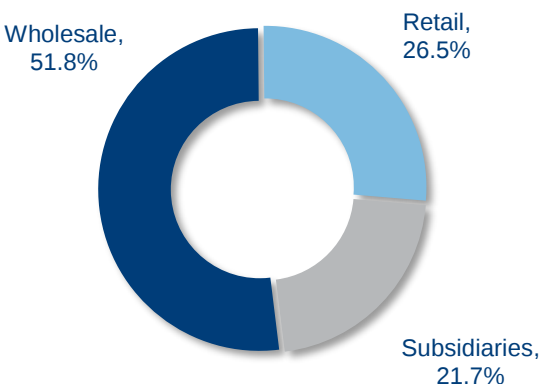
**Respectable and  
Sustainable  
Financial Metrics**

# Direct Beneficiary to Structural Growth in Indonesia

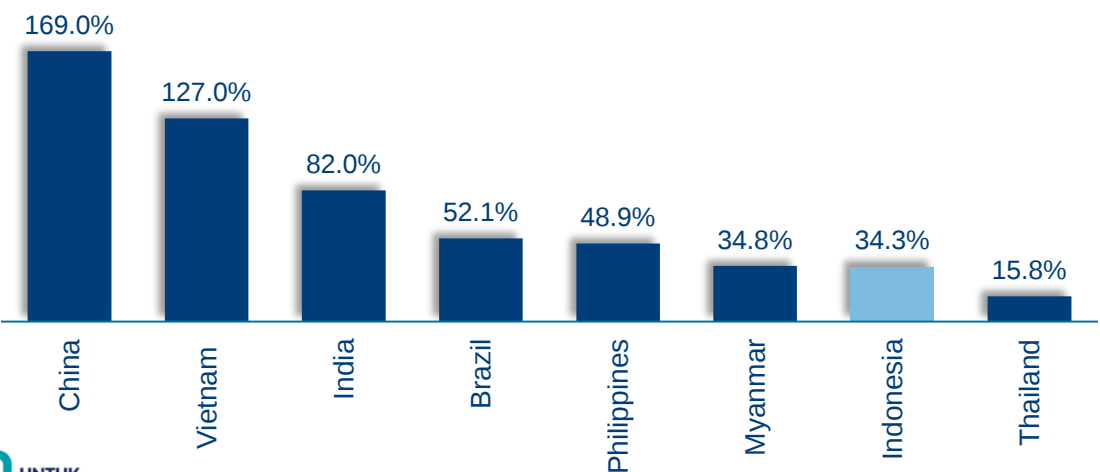
1Q22 GDP Growth by Expenditure  
(in %YoY)



BMRI Loan Breakdown  
As of June 2022



Loan to GDP Ratio (1Q22)



The passing of Omnibus Law will promote more investments and job creations



Rising middle income class is the main driver for structural shift in domestic consumption



The country's huge population with low banking penetration provides ample room for growth



The Bank's dominant share in wholesale and retail captures almost the entire spectrum of Indonesia economic drivers

# One-stop Solution For Diverse Customers' Needs

## Wholesale Segment



### OPERATIONAL FUND

Current Account, Savings accounts, Time Deposit

### WHOLESALE DIGITAL TRANSACTION

KOPRA (Cash Management, Mandiri Host to Host Payment, Mandiri Internet Bisnis, etc), Mandiri Auto Debit, Mandiri Bill Collection

### BUSINESS EXPANSION

Corporate Card, Working Capital, Investment Loan, Digital lending, Syndication

### TRADE FINANCE & TREASURY

|                |                     |
|----------------|---------------------|
| Bank Guarantee | Spot & Forex        |
| Standby LC     | Hedging Instruments |
| Local Trade    | Investment Products |

### INVESTMENT BANKING

Equity & Debt Underwriting, Sharia Financing, Corporate Finance & Advisory

## Retail Segment

### SAVE

Savings accounts, Time Deposit, Mandiri Plan Saving, Pension Savings, Student Savings, Digital Savings

### DIGITAL & RETAIL TRANSACTIONS

New Livin' Super App, Mandiri e-money, Mandiri EDC, Mandiri ATM

### BORROW

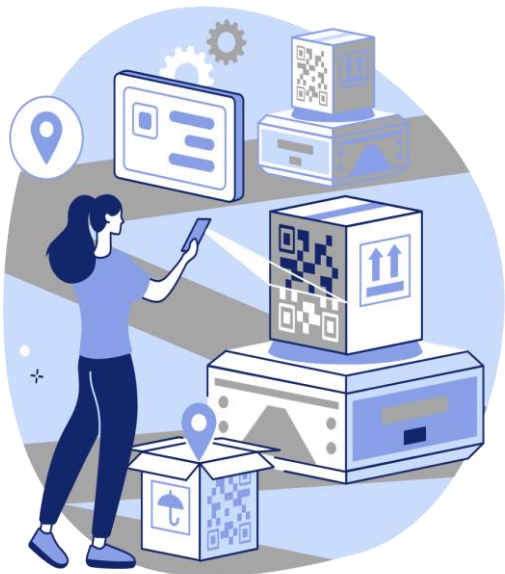
SME loans, Credit Card, Mortgage, Auto Loan, Salary Based Loan (KSM)

### INSURANCE

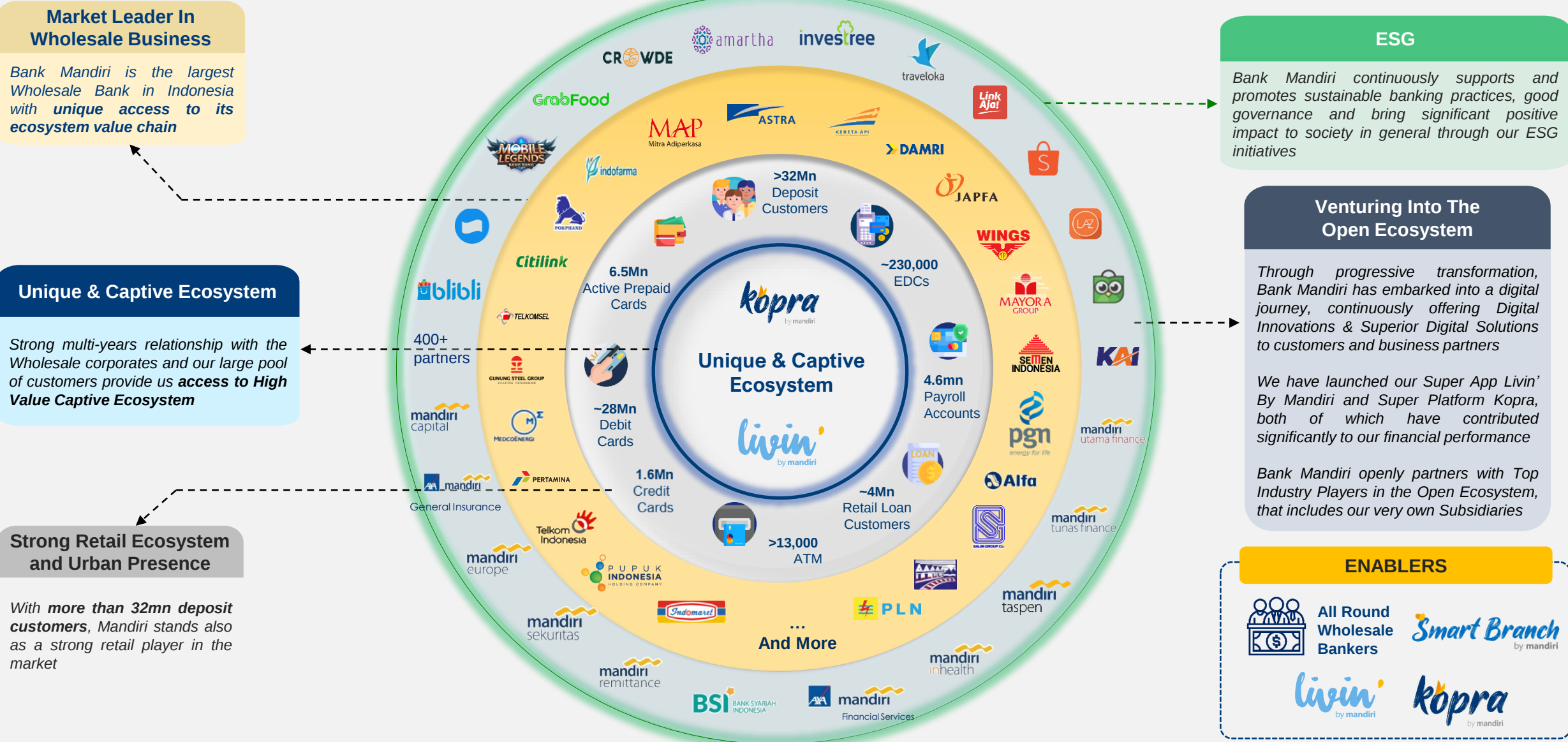
Life Insurance, Health Insurance, General Insurance

### WEALTH MANAGEMENT

Mutual Funds, Stocks and Bond Trading



# “All-Rounder Ecosystem Bank” Empowered By Digital Innovations



# Securing Dominance Through Progressive Transformation

“Mandiri’s Transformation  
is on its way, stay tuned!”

## Branch of the future



### DIGITAL BOX

Fully self-service branch  
Digital branch



### Hybrid Branch

Semi assisted Branch with  
tech digital feature

## Transforming HR

### UPSKILLING

Upgrade Human Capital  
capability



### RESKILLING

Change the function of Human  
resources to “sales centric”



# Respectable and Sustainable Financial Metrics

| Consolidated Financial Snapshot                 | 2017  | 2018  | 2019  | 2020  | 2021  | CAGR/<br>Change<br>'17-'21 | 1H21  | 1H22               | YoY      |
|-------------------------------------------------|-------|-------|-------|-------|-------|----------------------------|-------|--------------------|----------|
| PATMI <sup>(a)</sup> (Rp Tn)                    | 20.6  | 25.0  | 27.5  | 16.8  | 28.0  | 8.00%                      | 12.5  | 20.2               | 61.66%   |
| ROE – after tax (%)                             | 12.90 | 14.43 | 14.02 | 9.20  | 13.48 | 0.58ppt                    | 12.42 | 18.38              | 5.96ppt  |
| ROA – after tax (%)                             | 1.91  | 2.15  | 2.18  | 1.17  | 1.72  | -0.19ppt                   | 1.60  | 2.30               | 0.70ppt  |
| Dividend Payout Ratio (%)                       | 45.0  | 45.0  | 60.0  | 60.0  | 60.0  | 15.00ppt                   | -     | -                  | -        |
| Loan (Rp Tn)                                    | 730   | 820   | 908   | 965   | 1,050 | 9.52%                      | 1,014 | 1,138              | 12.22%   |
| Provision Expense (Rp Tn)                       | 16.0  | 14.2  | 12.1  | 24.9  | 19.5  | 5.13%                      | 11.0  | 7.7                | -30.41%  |
| NIM (%)                                         | 5.87  | 5.74  | 5.56  | 5.10  | 5.09  | -0.78ppt                   | 5.05  | 5.37               | 0.32ppt  |
| CoC (%)                                         | 2.30  | 1.80  | 1.40  | 2.47  | 2.05  | -0.17ppt                   | 2.25  | 1.42               | -0.83ppt |
| NPL (%)                                         | 3.46  | 2.75  | 2.33  | 3.10  | 2.72  | -0.78ppt                   | 3.08  | 2.42               | -0.66ppt |
| NPL Coverage (%)                                | 135   | 143   | 144   | 221   | 243   | 108ppt                     | 222   | 253                | 31.44ppt |
| LAR excluding Covid Restru (%)                  | 10.9  | 9.4   | 9.1   | 10.0  | 10.3  | 0.30ppt                    | 10.4  | 9.5                | -0.87ppt |
| LAR including Covid Restru (%)                  | N/A   | N/A   | N/A   | 21.3  | 17.4  | N/A                        | 20.7  | 14.6               | -6.13ppt |
| # of Active Users Livin' by Mandiri ('000)      | 846   | 1,882 | 3,233 | 4,539 | 6,977 | 69.46%                     | 5,363 | 7,936              | 47.99%   |
| Income fr. Livin', SMS+Internet Banking (Rp Bn) | N/A   | 526   | 808   | 964   | 1,432 | 39.64% <sup>(b)</sup>      | 624   | 729 <sup>(c)</sup> | 16.86%   |

<sup>(a)</sup> Profit After Tax and Minority Interest

<sup>(b)</sup> 3-yr CAGR

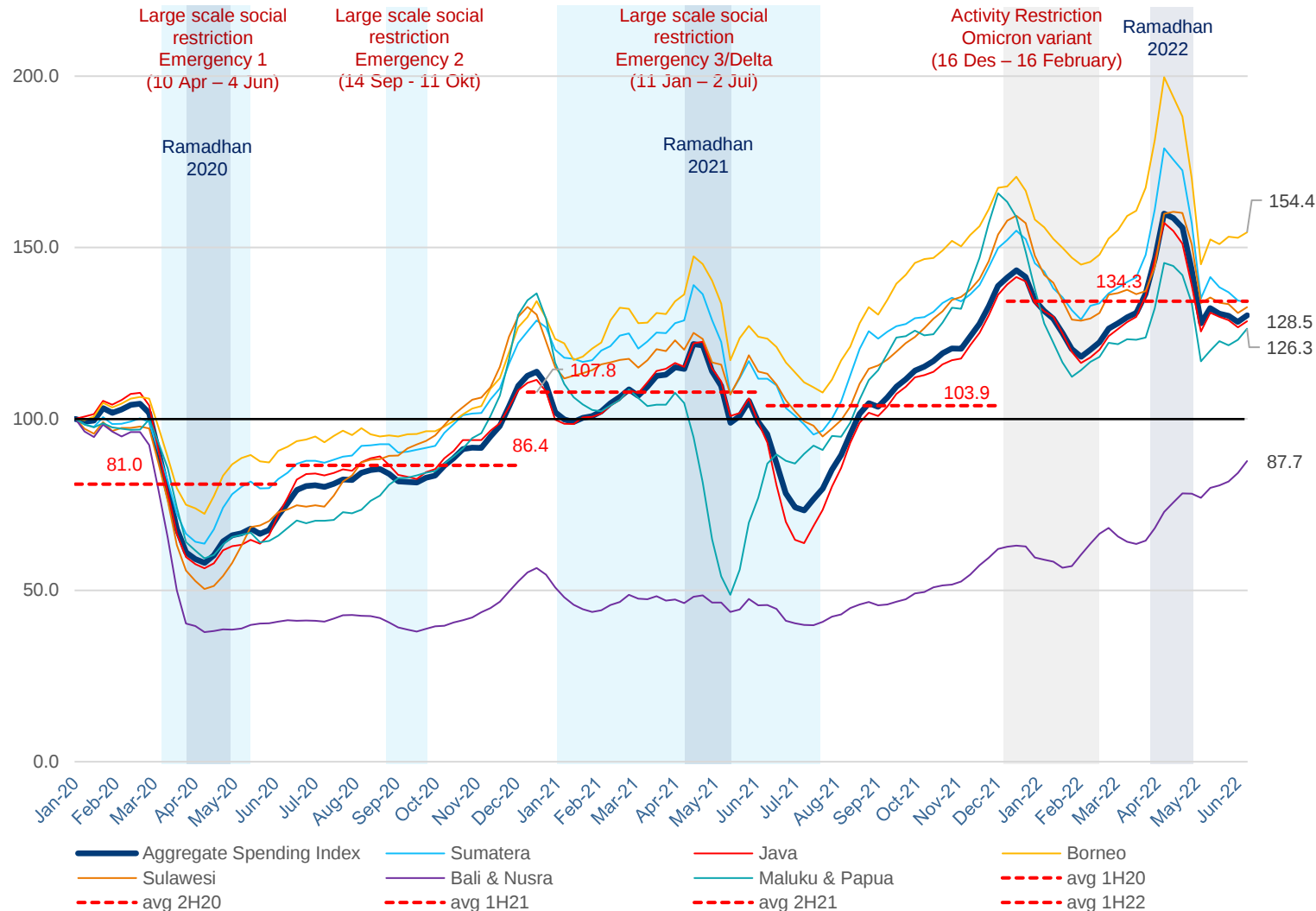
<sup>(c)</sup> Livin' fee Rp714 Bn + SMS & internet banking fee Rp15 Bn



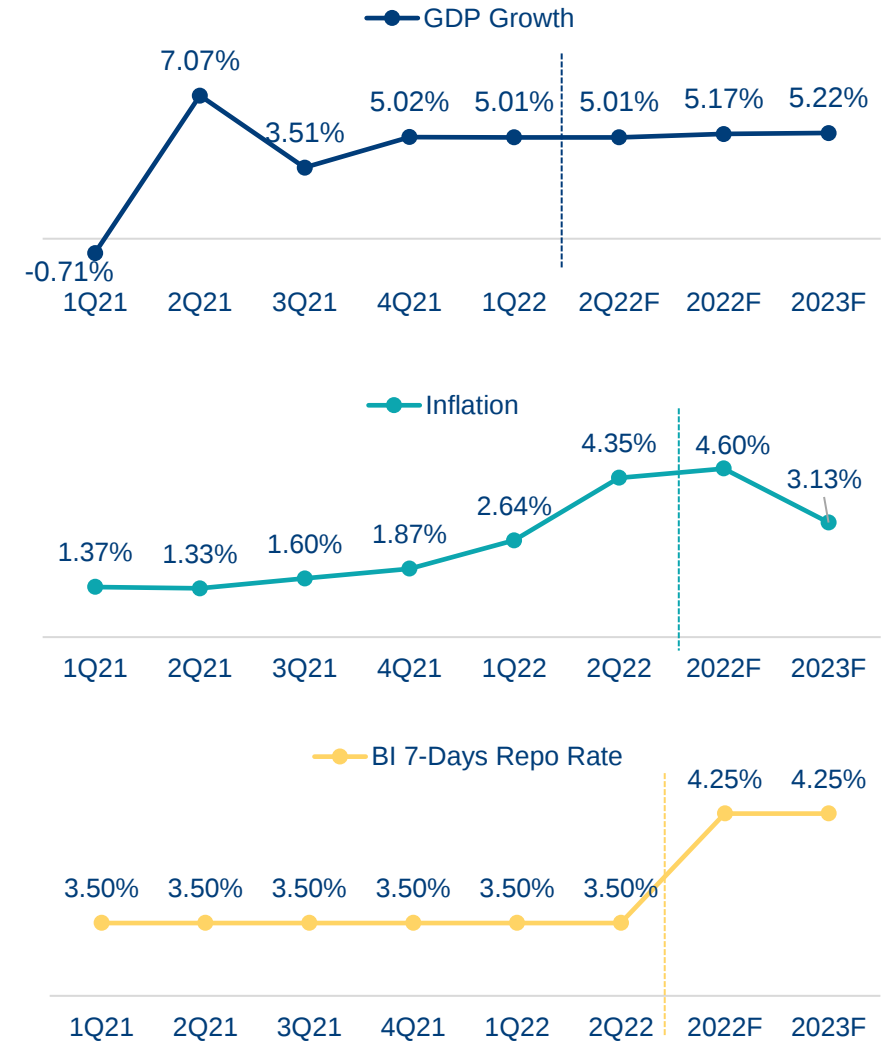
# Management Highlight

# 2022 Economic Outlook – Mandiri Spending Index Analysis

## Mandiri Spending Index (MSI) Trend By Regions



## Macro Assumptions



Note: Mandiri Spending Index Tracks Bank Mandiri's Customer Spending Data Through Debit Cards, Credit Cards, Prepaid Cards, and Other Digital Transaction Channel

# 2Q 2022: Strengths And Challenges To Be Addressed

## KEY STRENGTHS

### Loan growth accelerated

- Loan growth across most segments accelerated; retail and wholesale equally strong
- Maintained dominance in high-profile wholesale segment while gaining market share in retail

### NIM improved QoQ and YoY

- Consolidated CASA ratio continued to hit all time high, 71% as of June 2022...
- ...resulted into lower consolidated cost of deposits
- Yield on interest earning assets improved as well driven by bonds, more than offset the flat loan yield

### Operational efficiencies

- Low cost to income and to asset ratio
- Higher productivity overall

### Asset quality management

- Well-managed restructured book
- Continuous improvement of LaR and CoC
- Coverage level kept healthy

### Progress on digital initiatives

- Livin' and Kopra helped lower cost of deposits
- Livin' and Kopra helped increase recurring fees
- Notable growth in New Livin' and Kopra users
- Launches of new features on schedule



## KEY CHALLENGES TO BE ADDRESSED

### Non-interest income (but...)

- Growth of non-interest income in 1H22 was flat YoY, 2Q22 down QoQ on lower trading gains...
  - ...however, progress on improving recurring fees is encouraging, contributed meaningfully by Livin' and Kopra

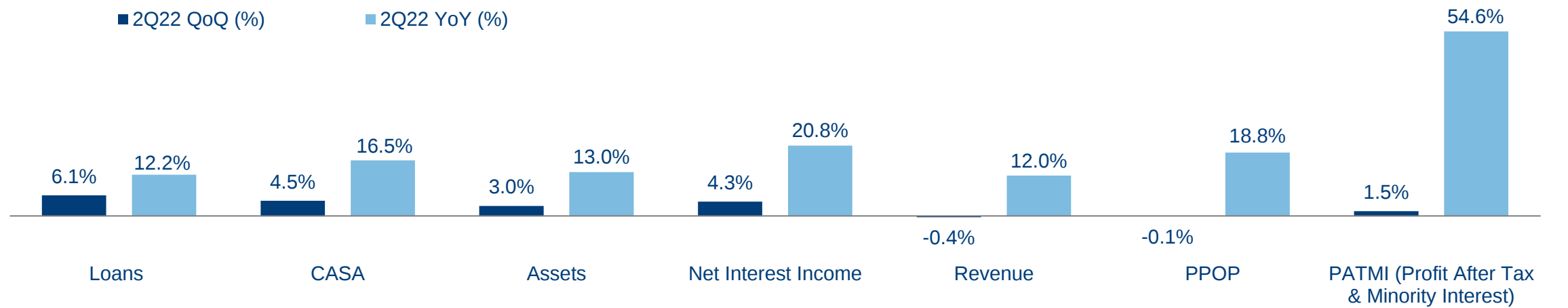
### Rupiah loan yield remained flat

- Rupiah loan yield was flat, while FX loan yield improved, supporting blended loan yield

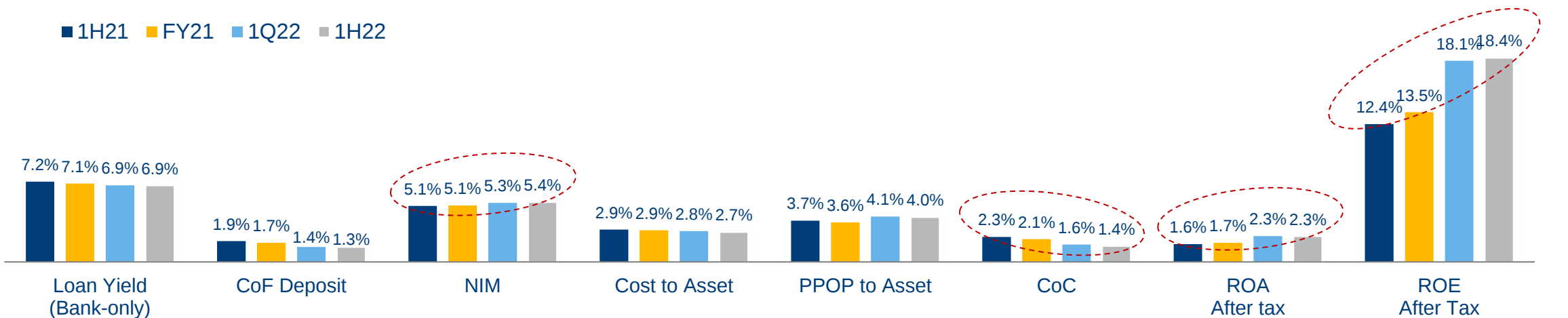


# Solid Consolidated Performance Across Earnings Drivers In 1H 2022

## Positive Balance Sheet and P&L growth...

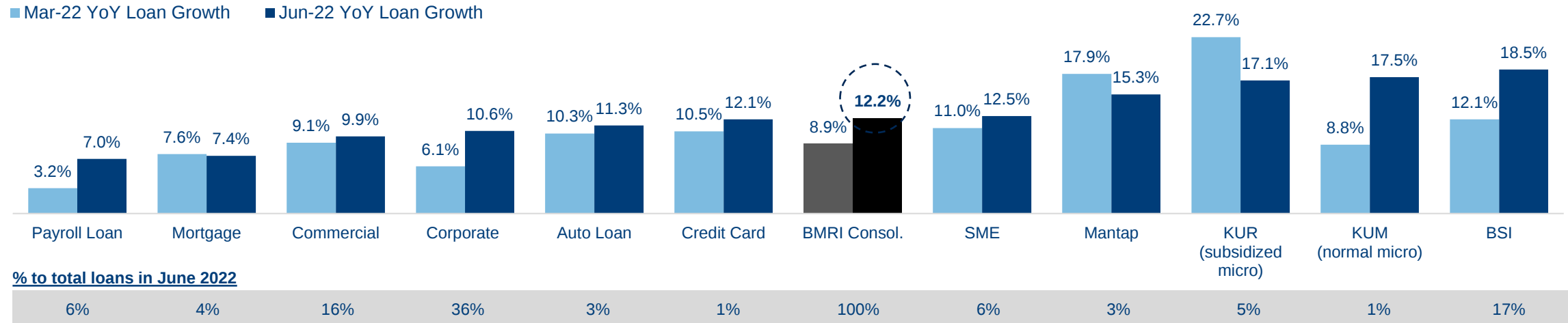


## ...supported by well-managed key ratios

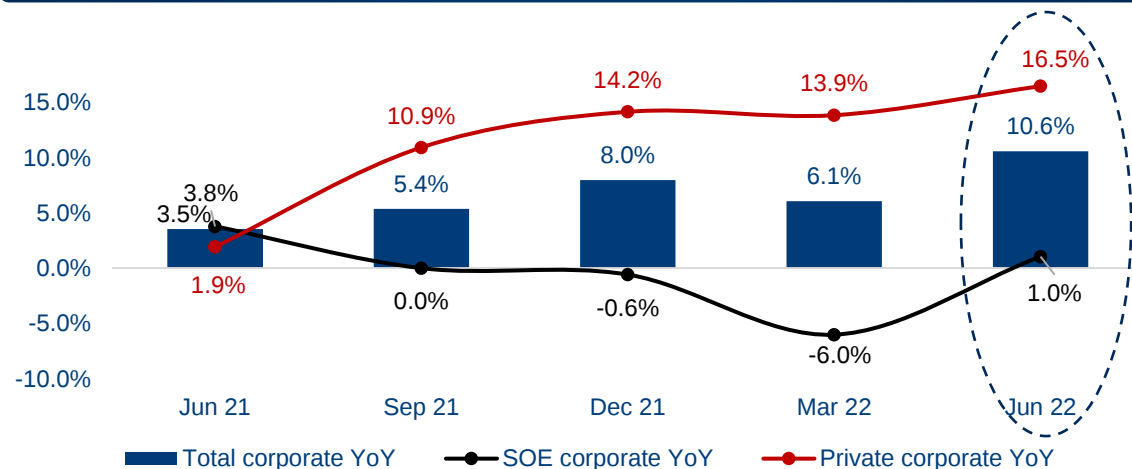


# Consolidated Loan Growth Accelerated In June 2022; Maintaining Dominance in High Quality Wholesale and Retail Loans

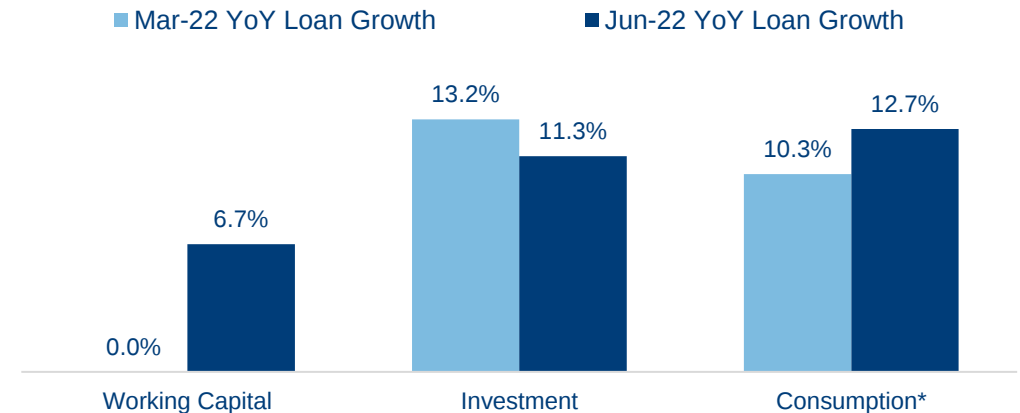
## Loan Growth Accelerated Across Most Segments



## Corporate Loan Growth Breakdown: Private vs. SOE Corporate



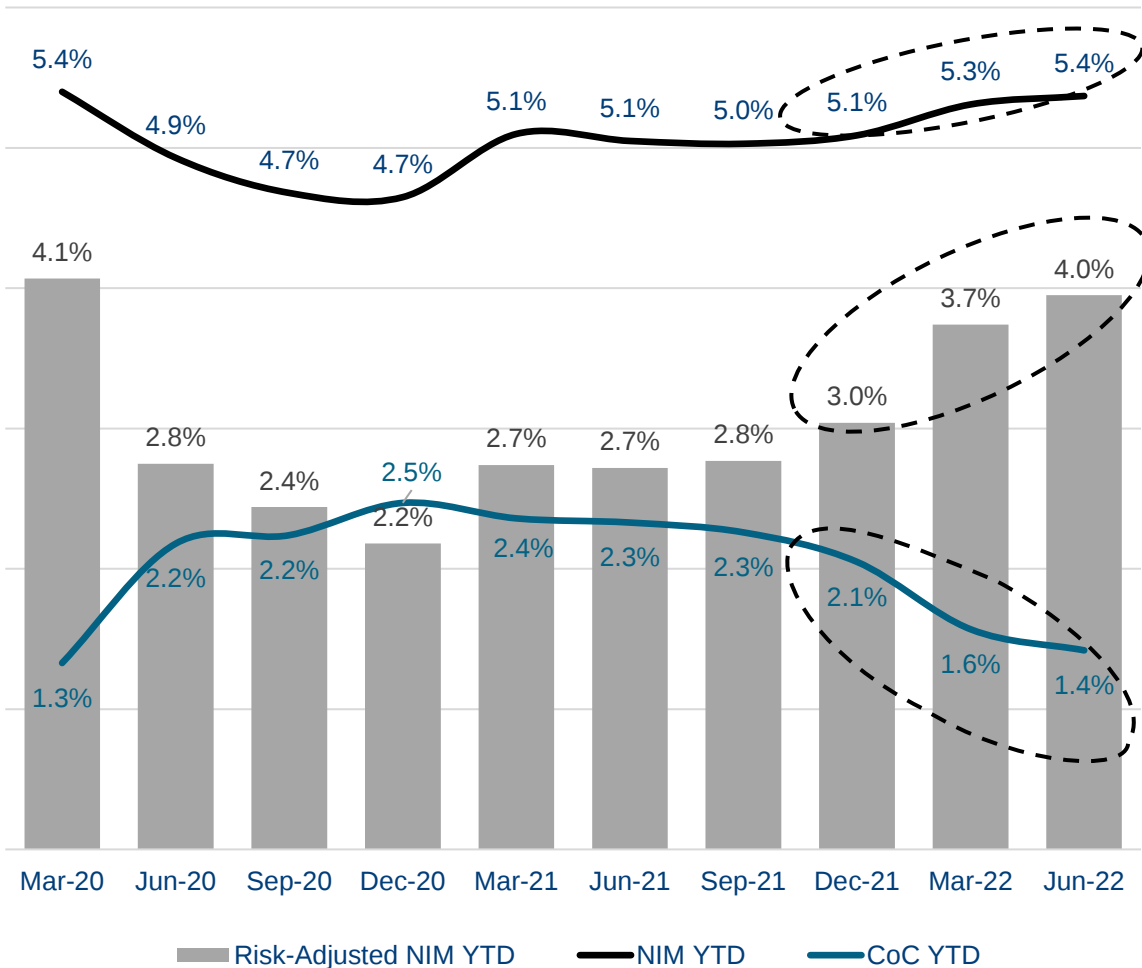
## Consolidated Loan Growth By Type Of Use



\* includes employee loans

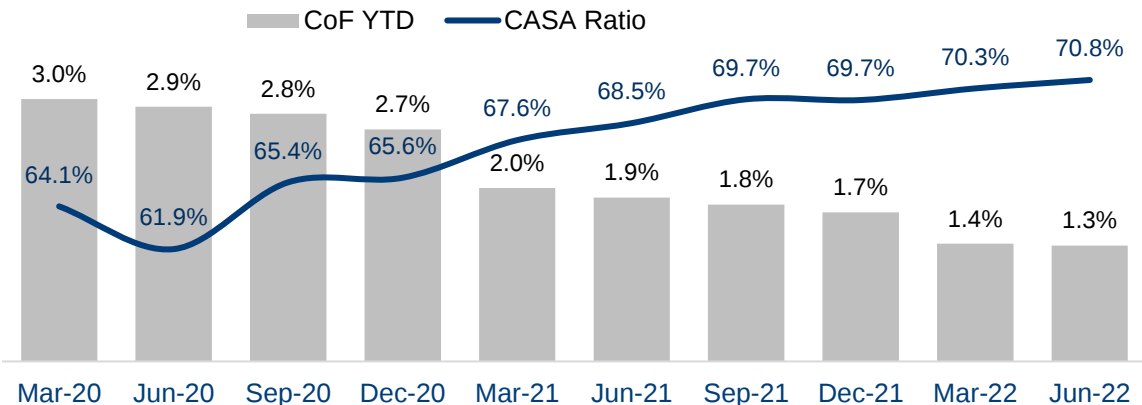
# NIM Improved QoQ And YoY; Risk-Adjusted NIM Improved Even More Meaningfully

Consolidated NIM, CoC and Risk-Adjusted NIM

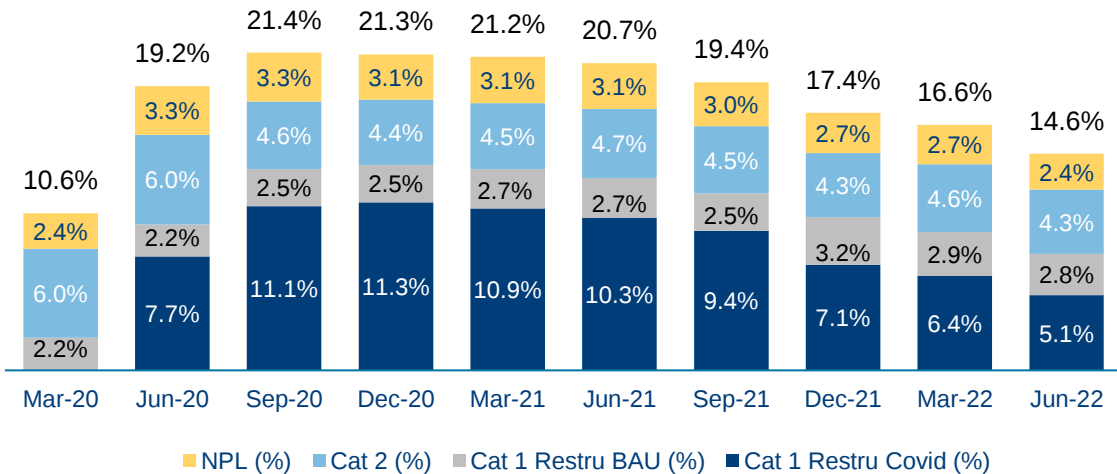


Note: Risk-Adjusted NIM is simplified to = NIM minus CoC

Consolidated CASA ratio and Cost of Deposits

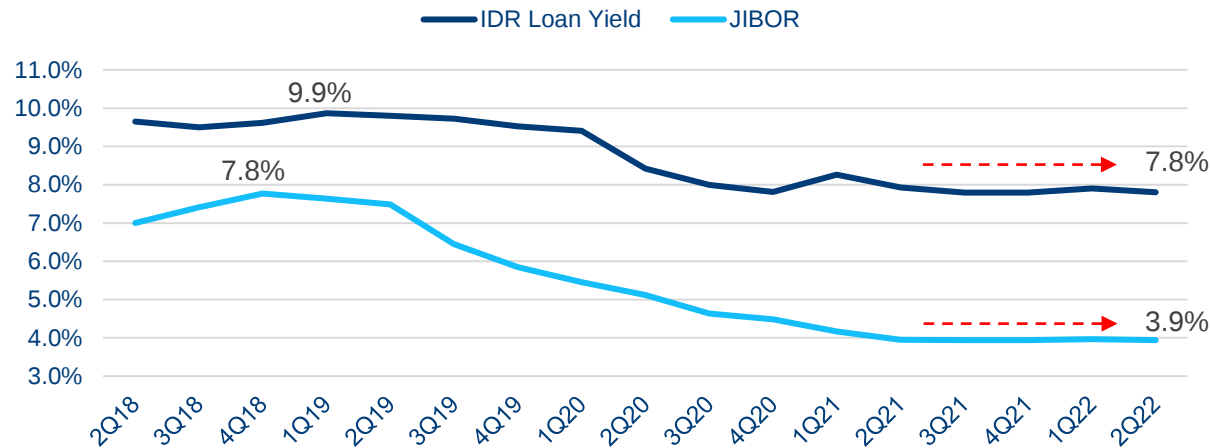


Consolidated Loans At Risk Including Covid-19 Restructured Loans



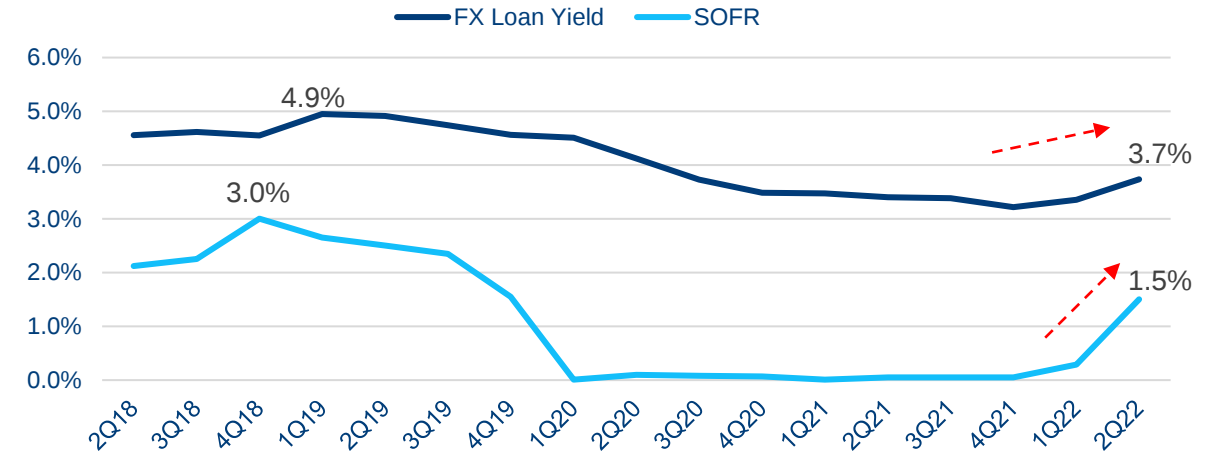
# FX Loan Yield Helped Support Blended Loan Yield Amid Flat Rupiah Yield

## IDR Loan Yield (Bank-Only) vs JIBOR



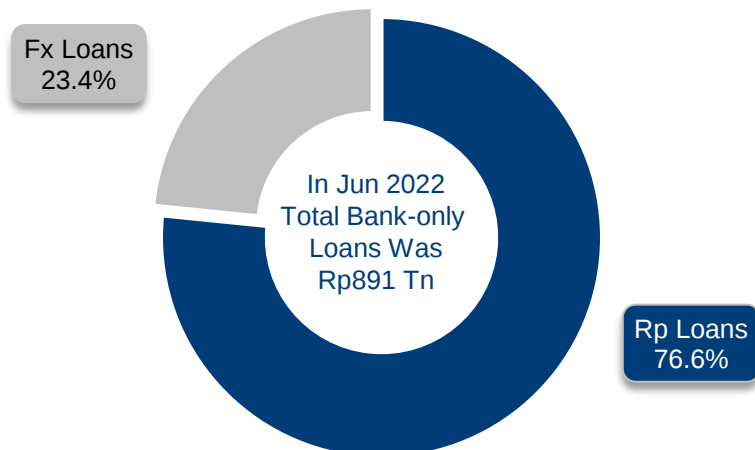
Note: Figure above use average monthly ending balance approach

## FX Loan Yield (Bank-Only) vs SOFR\*

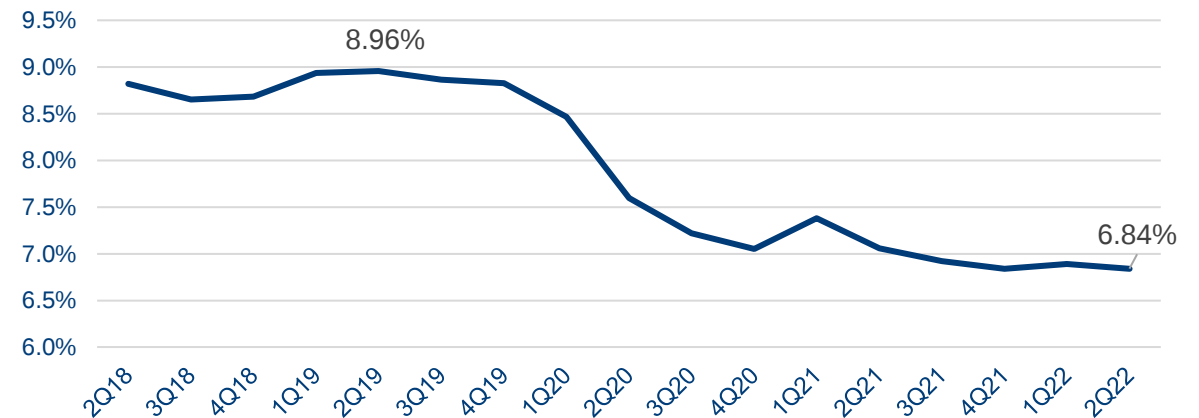


Note: Figures above use average monthly ending balance approach  
 \*SOFR: New benchmark rate since January 2022 (previously LIBOR)

## Composition of FX Loans to Total Loans (Bank-Only)



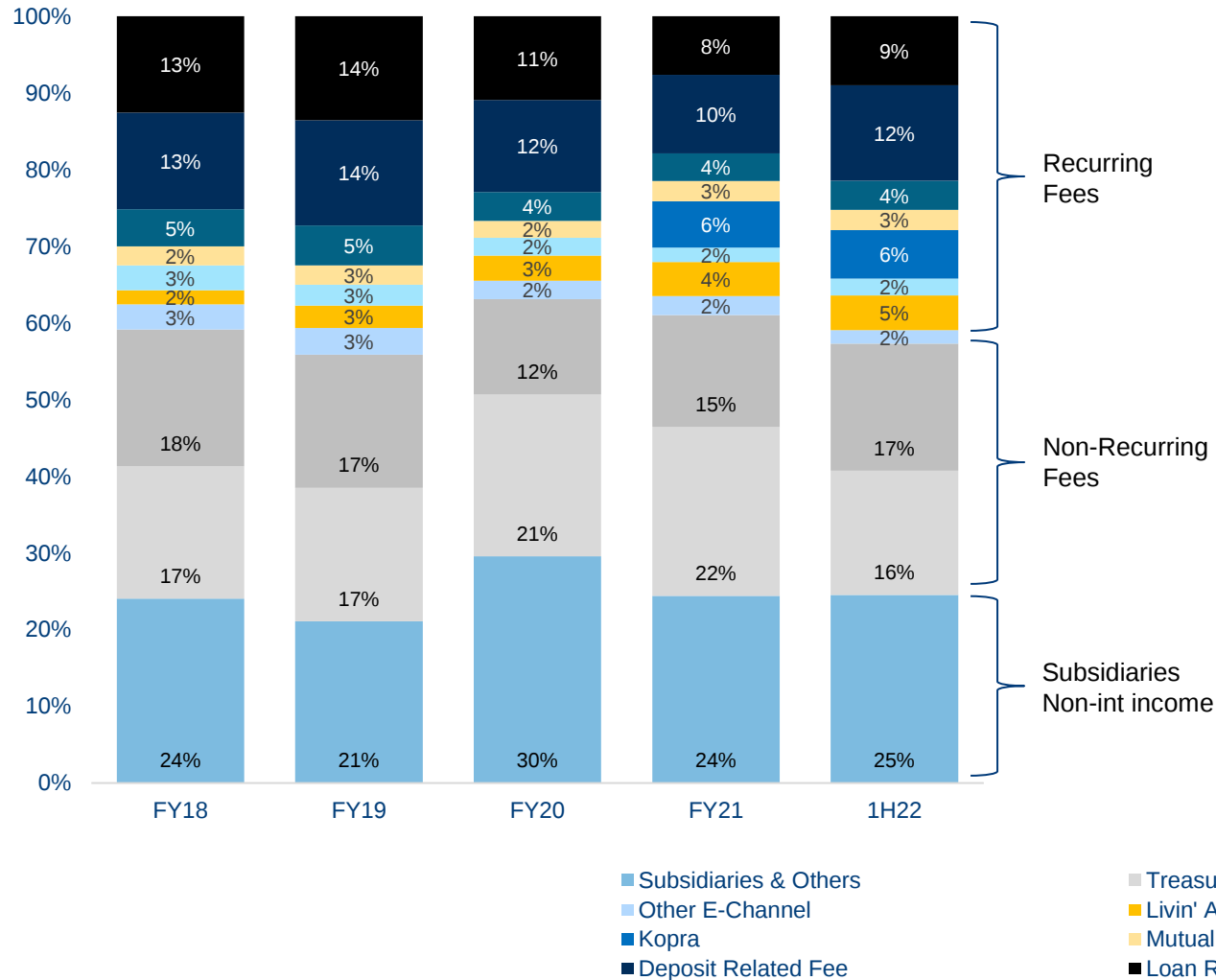
## Blended Loan Yield (Bank-Only)



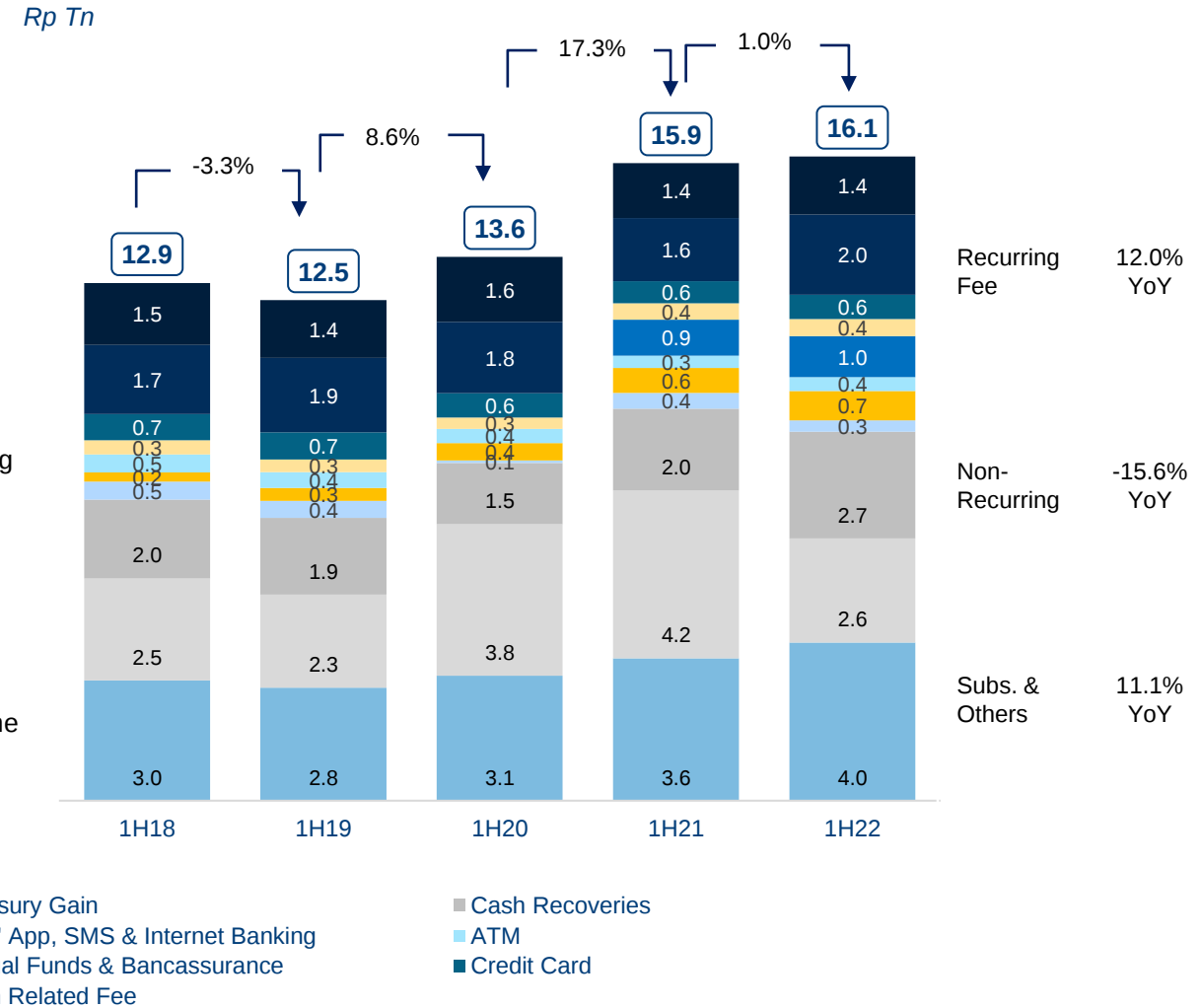
Notes: The figure above uses daily average balance approach

# Recurring Fees More Than Offset The Cyclical Weakness Of Trading Gains

Consolidated Non-Interest Income Composition (% to total Non-II)

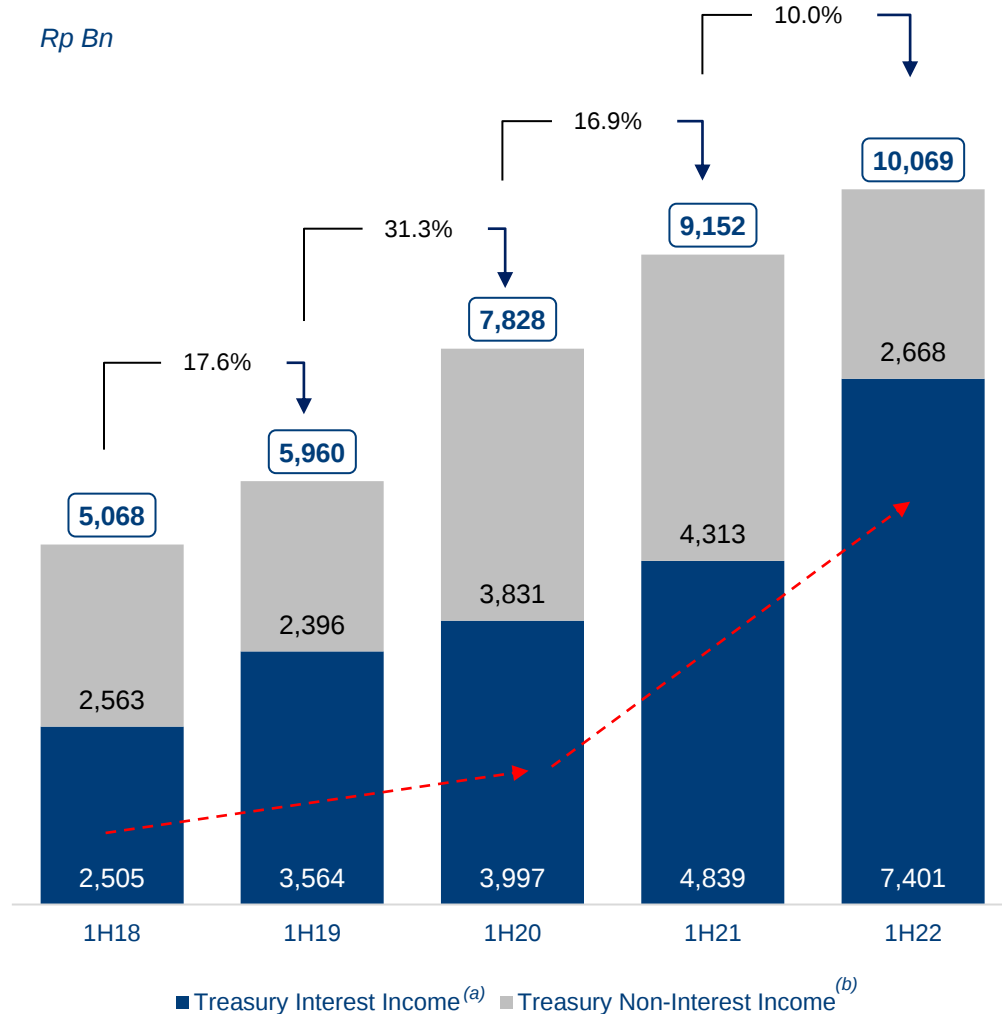


Consolidated Non-Interest Income Trend (Rp Tn)



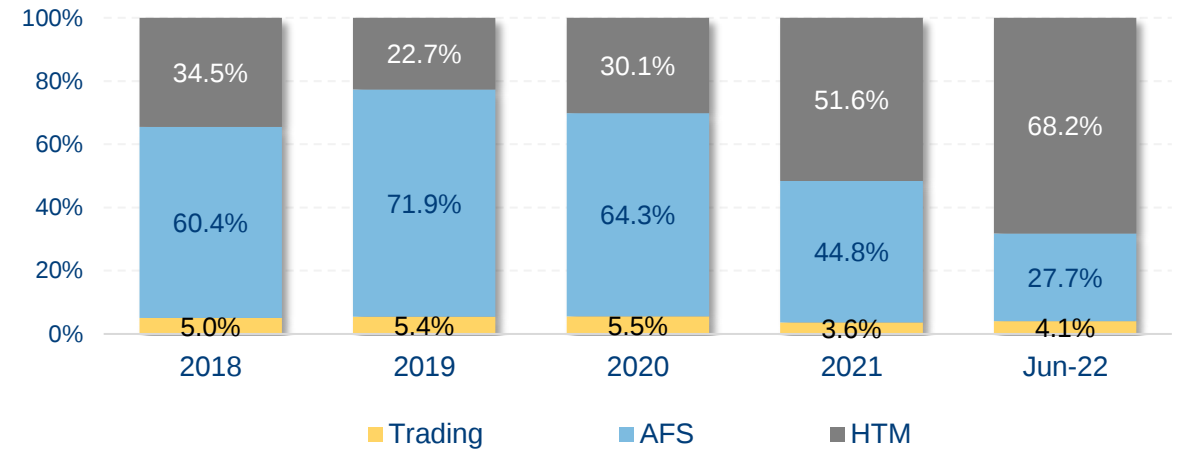
# Treasury Activities – Optimized Revenue Mix & Bonds Profiling

## Treasury Revenue Composition (Bank-Only)

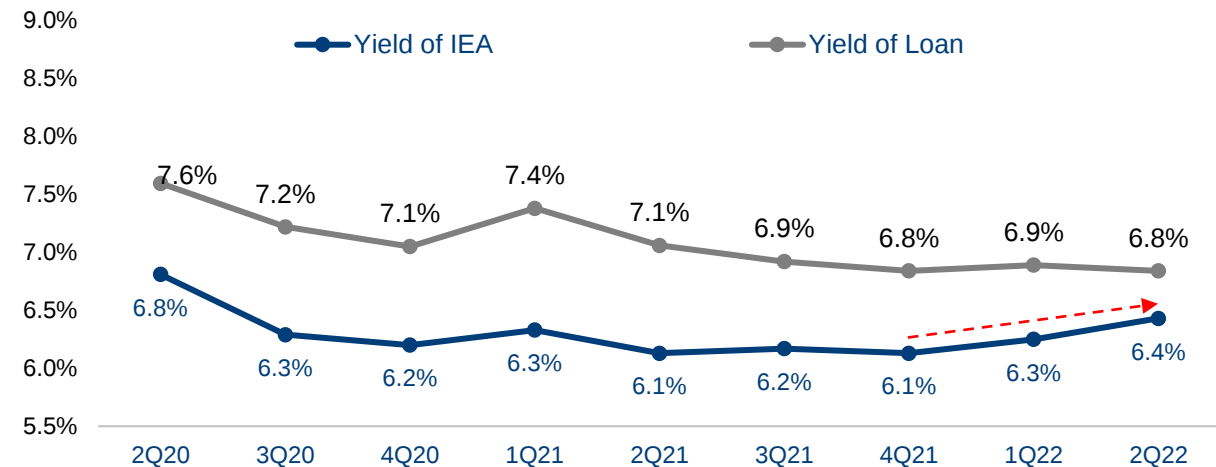


(a) Treasury Interest Income includes government and corporate bonds  
 (b) Non-interest income includes FX and securities trading gain.

## Consolidated Government Bond By Type (% to Total)



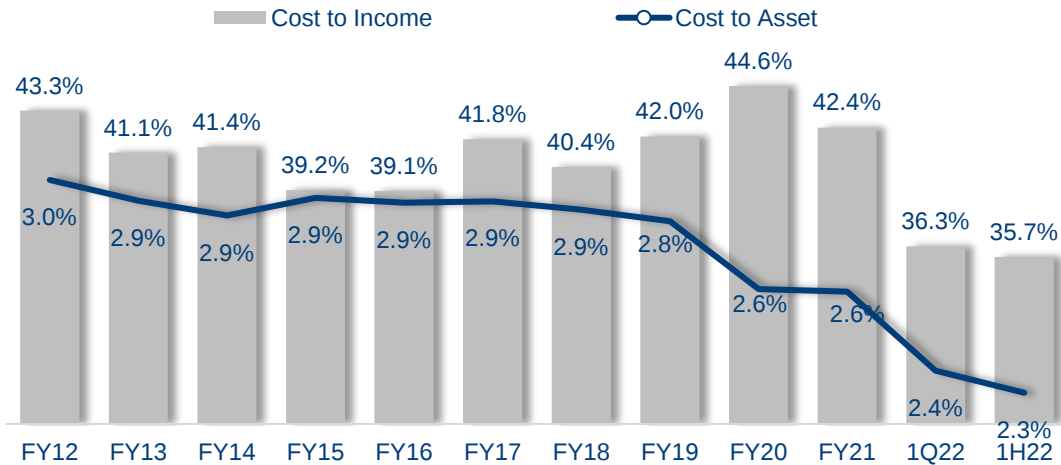
## Yield of IEA and Yield of Loan (Bank-Only)



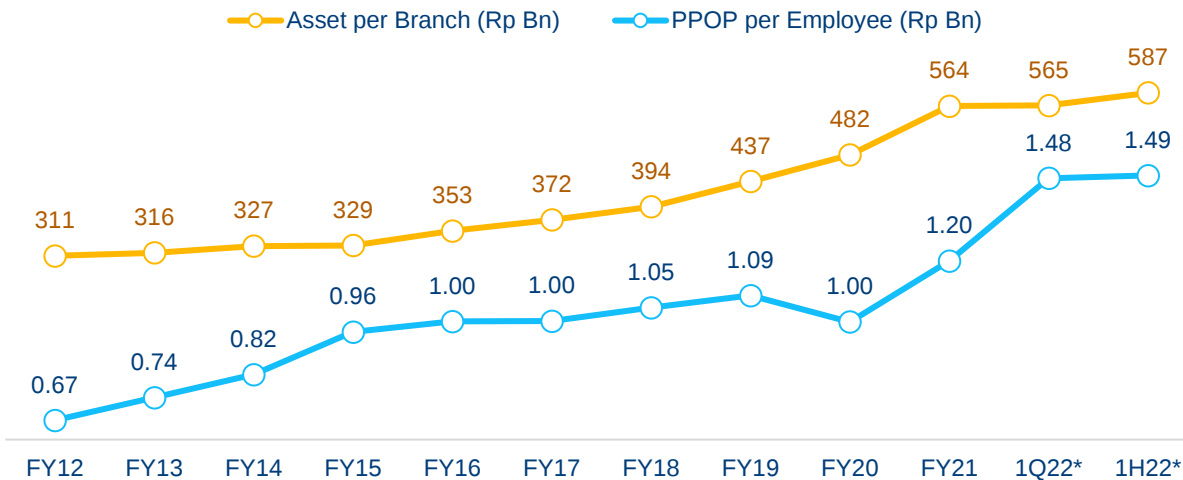
Note: Figure above use average daily balance approach

# Cost Efficiency; An Inevitable Outcome of Digitalization

## Cost to Income Ratio and Cost to Asset Ratio Trend (Bank-Only)

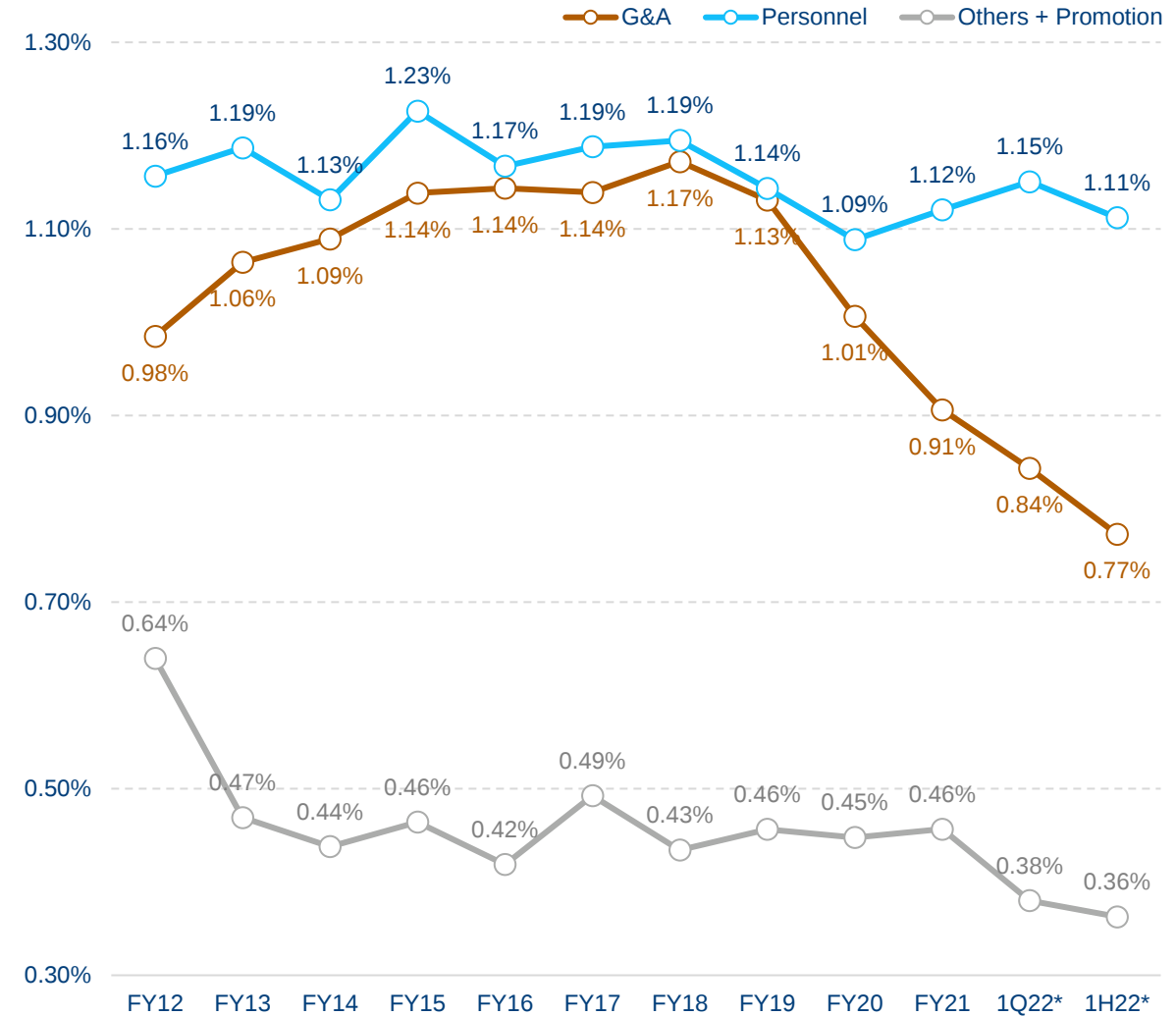


## Improvement in Banking Operations and Productivity (Bank-Only)



\* Annualized

## OPEX Breakdown to Total Asset Ratio Trend (Bank Only)



# Subsidiaries Highlight 1H 2022

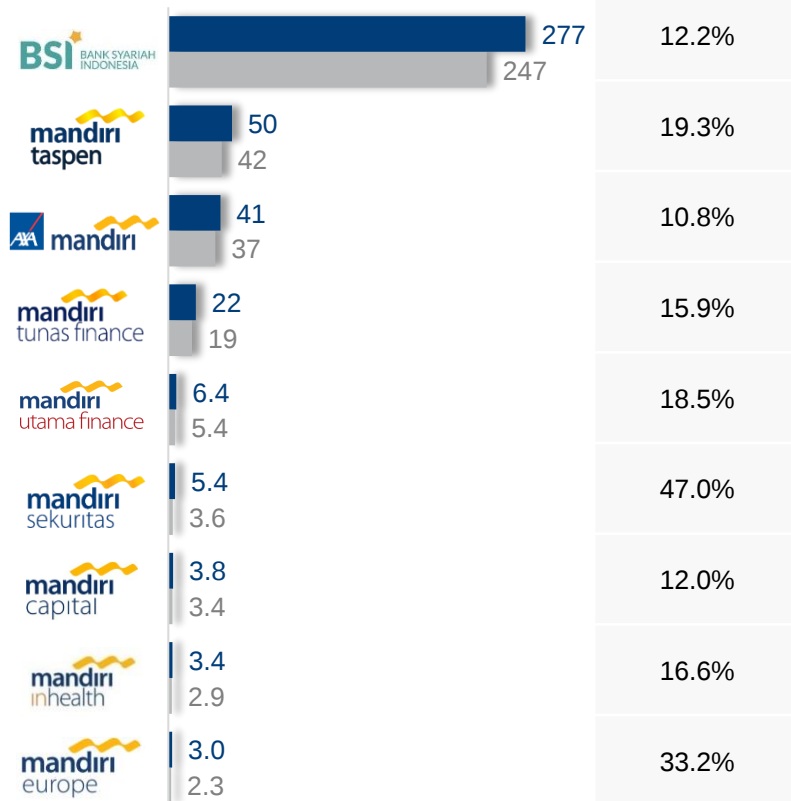
## Asset (Rp Tn)

Total Subsidiaries Asset

Rp **413** Tn

▲ 13.7% YoY

YoY Growth (%)



■ 1H22 ■ 1H21

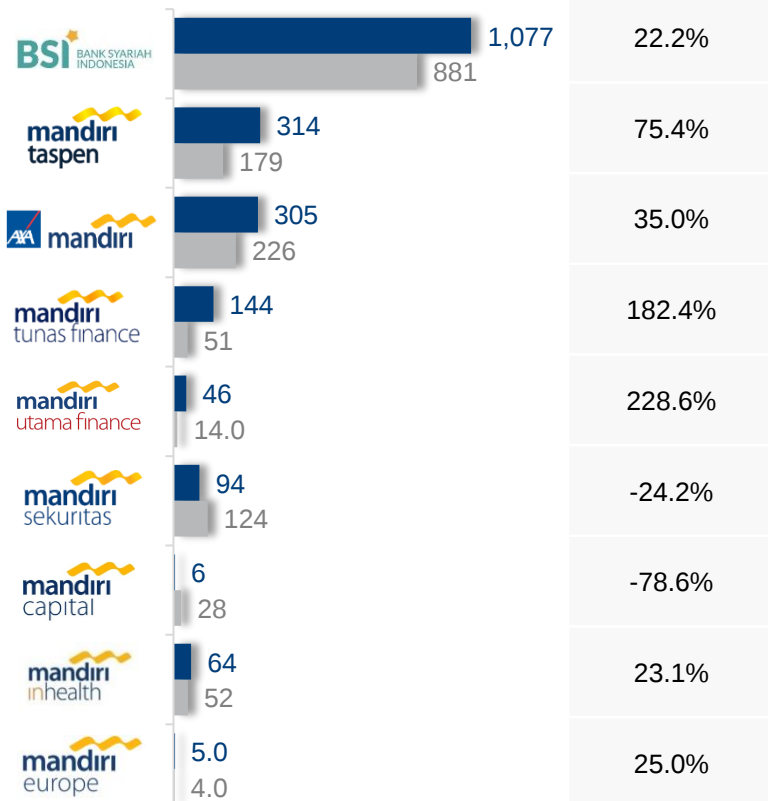
## Contributed Profit <sup>(a)</sup> (Rp Bn)

Total Subs. Profits Contribution to BMRI

Rp **2,057** Bn

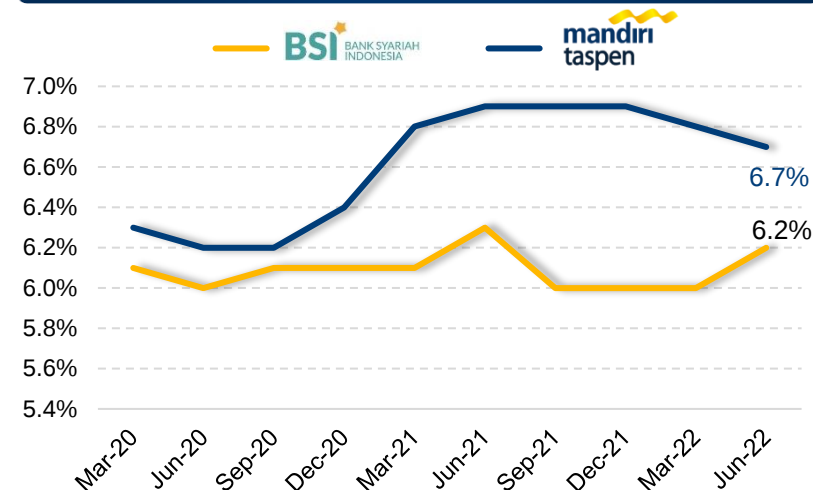
▲ 32.1% YoY

YoY Growth (%)

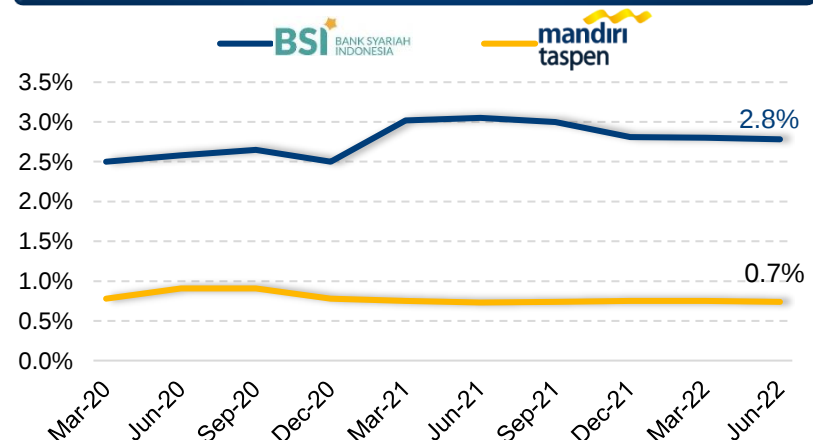


■ 1H22 ■ 1H21

## Net Interest Margin (% YTD)

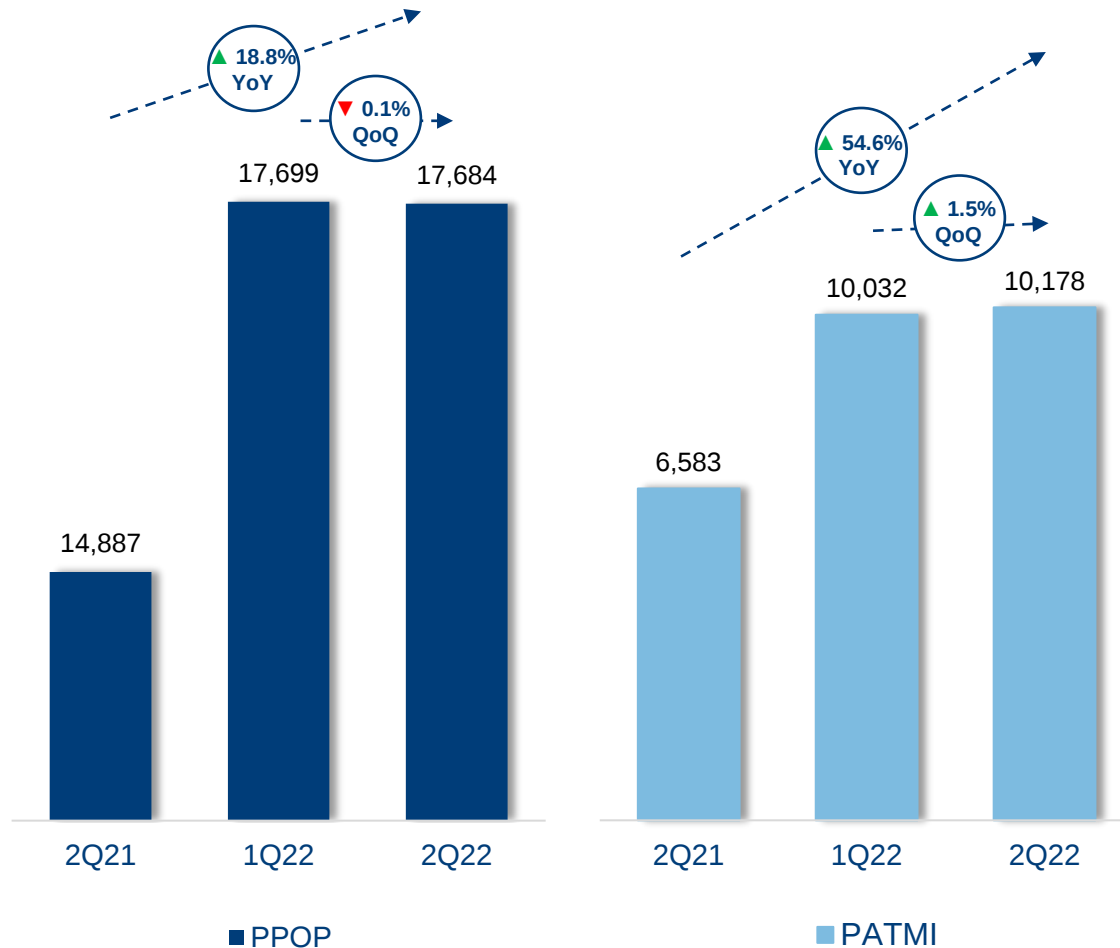


## NPL/NPF (%)

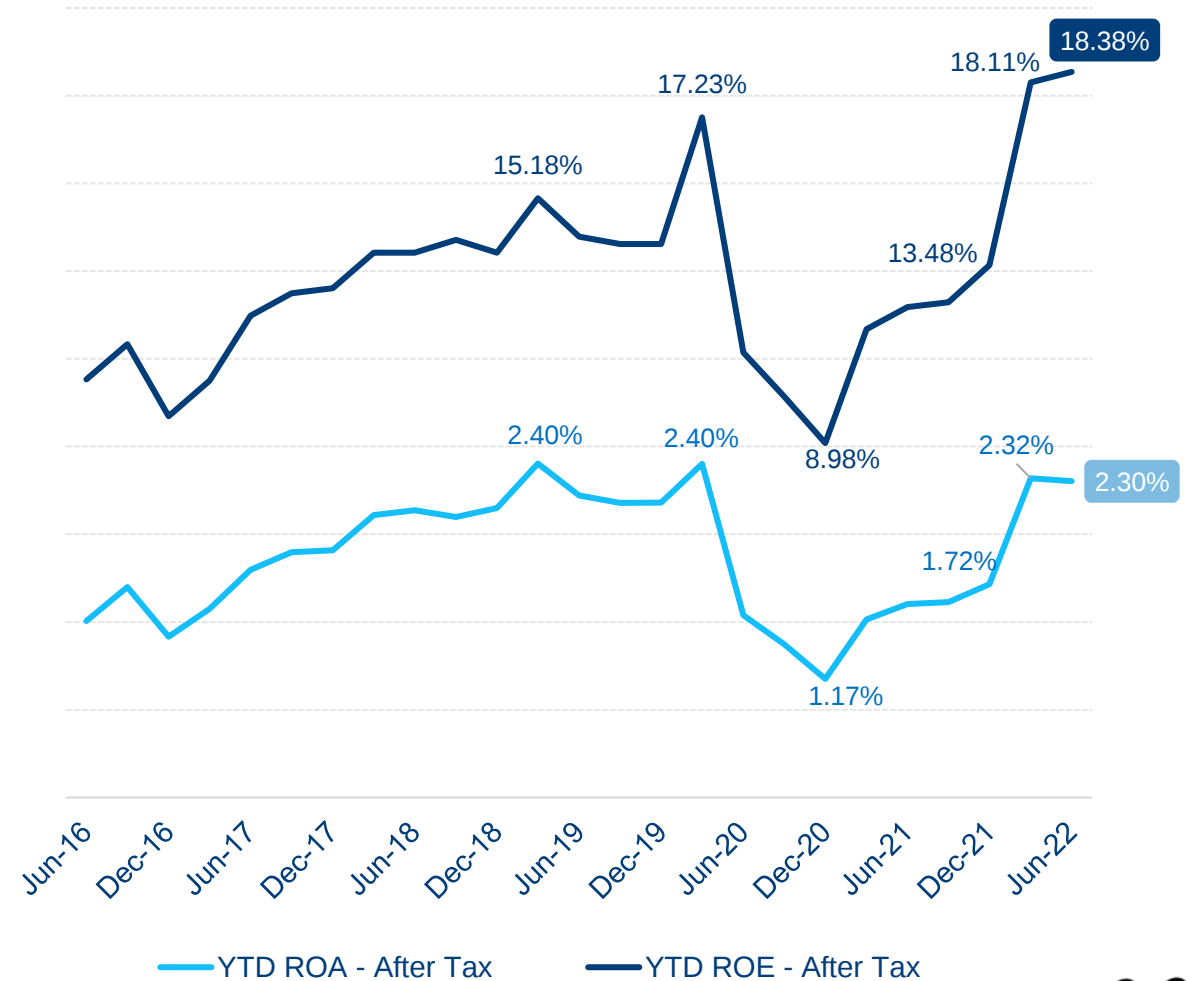


# Profitability: ROA and ROE Trend

PPOP & PATMI – Consolidated (Rp Bn)



YTD ROA and ROE – Consolidated (%)



# Bank Mandiri Consolidated 2022 Guidance

## Loan Growth Drivers:

- We expect loan growth to be higher than or equal to 11% YoY on a consolidated term in Dec-22
- **Previous Guidance: > 8%**



NIM Guidance  
5.1 – 5.5%

## Stable-Higher NIM Drivers:

- We expect flattish-to-better NIM in 2022 relative to 2021 achievement
- Slightly higher LDR level, higher high-yielding assets and CoF management are expected to help us achieve targets
- **Guidance unchanged from 1Q22 briefing**

## Lower CoC Drivers:

- We expect better CoC in 2022 relative to 2021
- Covid-restructured portfolio performs well relative to internal expectation
- Our coverage level is ample
- Better macro environment
- **Guidance unchanged from 1Q22 briefing**

CoC Guidance  
1.4 – 1.7%





# Financial & Operation

# A More Optimized Balance Sheet

Consolidated

| Balance Sheet Summary (Rp Bn)            | Jun-21           | Mar-22           | Jun-22           | QoQ          | YoY           |
|------------------------------------------|------------------|------------------|------------------|--------------|---------------|
| Cash and Placement with BI & Other Banks | 172,307          | 158,337          | 152,831          | -3.48%       | -11.30%       |
| Receivables (Acceptances & Others)       | 33,149           | 37,239           | 39,976           | 7.35%        | 20.59%        |
| Gov't Bonds & Marketable Securities      | 334,230          | 434,001          | 423,302          | -2.47%       | 26.65%        |
| <b>Loans</b>                             | <b>1,014,336</b> | <b>1,072,852</b> | <b>1,138,312</b> | <b>6.10%</b> | <b>12.22%</b> |
| Loan Provisions                          | (68,599)         | (70,127)         | (69,432)         | -0.99%       | 1.21%         |
| Other Provisions                         | (3,740)          | (3,470)          | (3,567)          | 2.79%        | -4.64%        |
| Fixed & Other Assets                     | 98,844           | 105,243          | 104,285          | -0.91%       | 5.50%         |
| <b>Total Assets</b>                      | <b>1,580,527</b> | <b>1,734,075</b> | <b>1,785,707</b> | <b>2.98%</b> | <b>12.98%</b> |
| <b>CASA:</b>                             | <b>800,795</b>   | <b>892,257</b>   | <b>932,826</b>   | <b>4.55%</b> | <b>16.49%</b> |
| Current Account                          | 350,893          | 392,161          | 410,696          | 4.73%        | 17.04%        |
| Savings Account                          | 449,902          | 500,096          | 522,130          | 4.41%        | 16.05%        |
| Time Deposits                            | 368,445          | 376,751          | 385,596          | 2.35%        | 4.66%         |
| <b>Third Party Funds</b>                 | <b>1,169,240</b> | <b>1,269,008</b> | <b>1,318,422</b> | <b>3.89%</b> | <b>12.76%</b> |
| Wholesale Funding                        | 123,186          | 145,791          | 155,178          | 6.44%        | 25.97%        |
| Other Liabilities                        | 82,971           | 105,916          | 91,287           | -13.81%      | 10.02%        |
| <b>Total Liabilities</b>                 | <b>1,375,397</b> | <b>1,520,715</b> | <b>1,564,887</b> | <b>2.90%</b> | <b>13.78%</b> |
| Equity excl. Minority Interest           | 189,077          | 195,115          | 202,555          | 3.81%        | 7.13%         |
| Minority Interest                        | 16,053           | 18,245           | 18,265           | 0.11%        | 13.78%        |
| <b>Total Liabilities &amp; Equity</b>    | <b>1,580,527</b> | <b>1,734,075</b> | <b>1,785,707</b> | <b>2.98%</b> | <b>12.98%</b> |

# Solid PPOP and Net Profit Growth

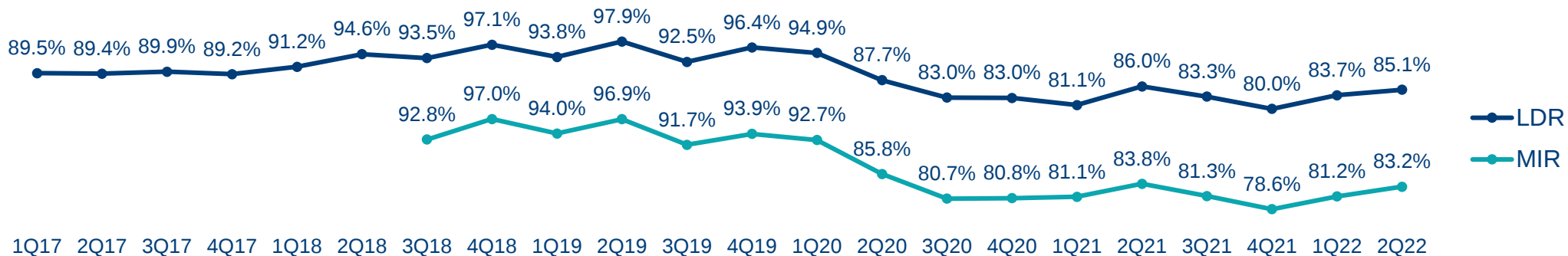
Consolidated

| P&L Summary (Rp Bn)                                     | 2Q21            | 1Q22            | 2Q22            | QoQ            | YoY            | 1H21            | 1H22            | YoY            |
|---------------------------------------------------------|-----------------|-----------------|-----------------|----------------|----------------|-----------------|-----------------|----------------|
| Interest Income                                         | 23,971          | 25,901          | 27,033          | 4.37%          | 12.77%         | 48,113          | 52,934          | 10.02%         |
| Interest Expense                                        | (6,300)         | (5,423)         | (5,678)         | 4.72%          | -9.85%         | (12,956)        | (11,102)        | -14.31%        |
| <b>Net Interest Income</b>                              | <b>17,671</b>   | <b>20,478</b>   | <b>21,355</b>   | <b>4.28%</b>   | <b>20.84%</b>  | <b>35,157</b>   | <b>41,832</b>   | <b>18.98%</b>  |
| Net Premium Income                                      | 429             | 588             | 787             | 33.84%         | 83.56%         | 941             | 1,375           | 46.16%         |
| Total NII & Premium Income                              | 18,100          | 21,066          | 22,142          | 5.10%          | 22.32%         | 36,098          | 43,207          | 19.69%         |
| <b>Non-Interest Income</b>                              | <b>8,329</b>    | <b>8,646</b>    | <b>7,457</b>    | <b>-13.75%</b> | <b>-10.48%</b> | <b>15,943</b>   | <b>16,103</b>   | <b>1.01%</b>   |
| <b>Total Operating Income</b>                           | <b>26,429</b>   | <b>29,712</b>   | <b>29,599</b>   | <b>-0.38%</b>  | <b>11.99%</b>  | <b>52,041</b>   | <b>59,310</b>   | <b>13.97%</b>  |
| <b>Total Operating Expenses:</b>                        | <b>(11,542)</b> | <b>(12,013)</b> | <b>(11,915)</b> | <b>-0.82%</b>  | <b>3.24%</b>   | <b>(23,028)</b> | <b>(23,928)</b> | <b>3.91%</b>   |
| Personnel Expenses                                      | (5,319)         | (5,815)         | (5,934)         | 2.05%          | 11.57%         | (10,829)        | (11,749)        | 8.49%          |
| G&A Expenses                                            | (4,682)         | (4,678)         | (4,325)         | -7.55%         | -7.64%         | (8,902)         | (9,003)         | 1.14%          |
| Other Expenses                                          | (1,541)         | (1,520)         | (1,656)         | 8.95%          | 7.50%          | (3,297)         | (3,176)         | -3.68%         |
| <b>Pre-Provision Operating Profit (PPOP)</b>            | <b>14,887</b>   | <b>17,699</b>   | <b>17,684</b>   | <b>-0.09%</b>  | <b>18.77%</b>  | <b>29,013</b>   | <b>35,382</b>   | <b>21.95%</b>  |
| <b>Provision Expenses</b>                               | <b>(5,592)</b>  | <b>(4,002)</b>  | <b>(3,653)</b>  | <b>-8.72%</b>  | <b>-34.68%</b> | <b>(11,000)</b> | <b>(7,655)</b>  | <b>-30.41%</b> |
| <b>Profit from Operations</b>                           | <b>9,295</b>    | <b>13,697</b>   | <b>14,031</b>   | <b>2.43%</b>   | <b>50.93%</b>  | <b>18,013</b>   | <b>27,727</b>   | <b>53.93%</b>  |
| Non-Operating Income                                    | (68)            | 9               | 21              | 133.33%        | -130.84%       | (85)            | 30              | -135.26%       |
| Net Income Before Tax                                   | 9,227           | 13,706          | 14,052          | 2.52%          | 52.27%         | 17,928          | 27,757          | 54.83%         |
| <b>Profit After Tax &amp; Minority Interest (PATMI)</b> | <b>6,583</b>    | <b>10,032</b>   | <b>10,178</b>   | <b>1.45%</b>   | <b>54.59%</b>  | <b>12,501</b>   | <b>20,209</b>   | <b>61.66%</b>  |

# Liquidity Remained Ample In 2Q22

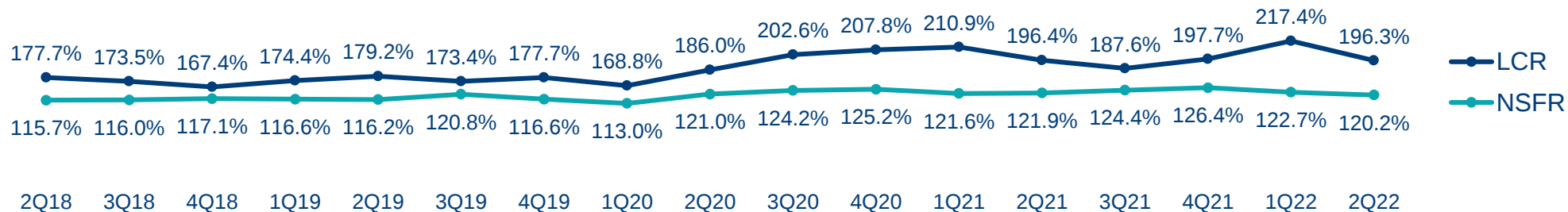
## Funding

Optimizing Asset and Liability Management (Bank Only)



## Liquidity Ratio

LCR & NSFR > 100% (Consolidated)



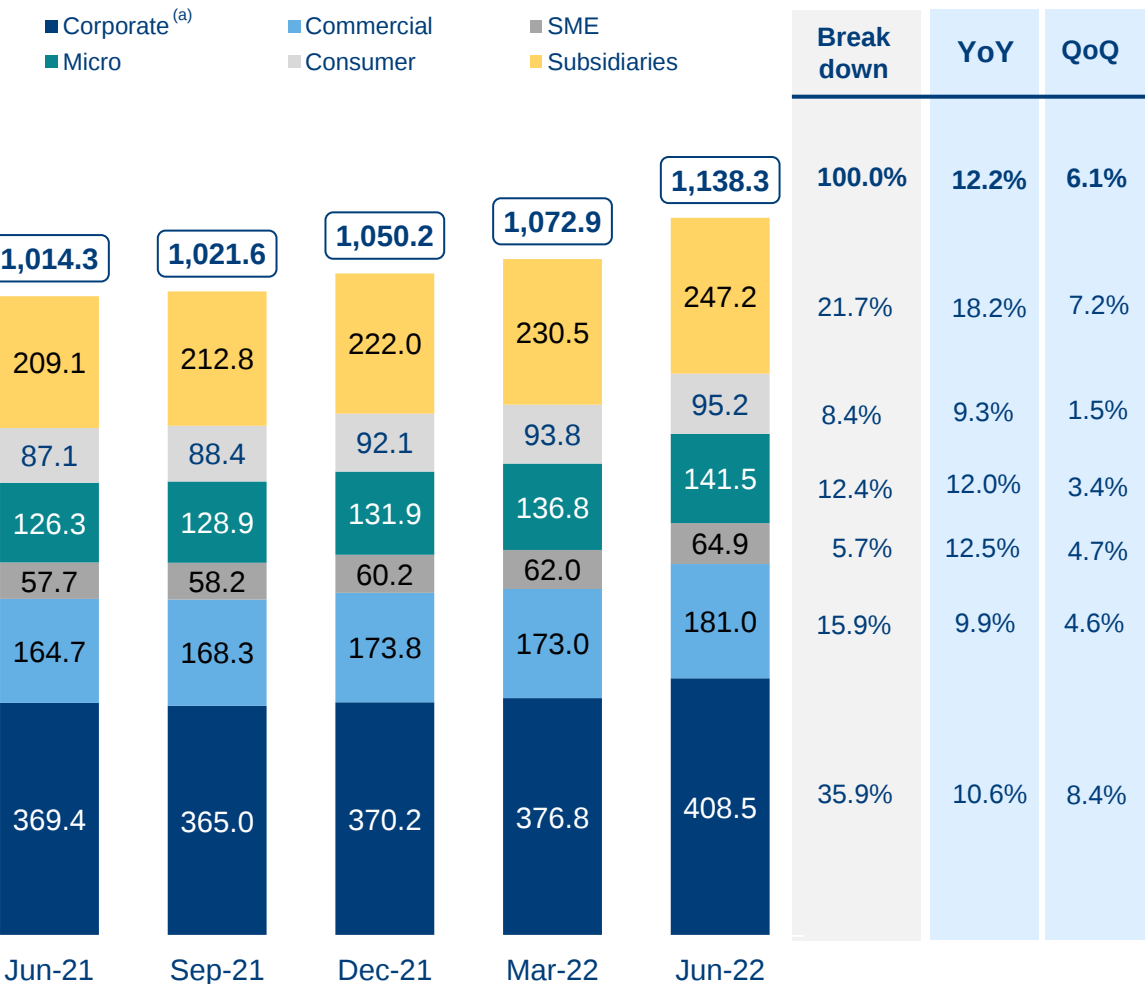
MIR : Macroprudential Intermediation Ratio, defined as Total Financing (Loan & Bonds) divided by Total Funding (3rd party funds & qualified wholesale funding)  
 LCR : High Quality Liquid Asset divided by Net Cash Outflow  
 NSFR : Bank's available stable funding ("ASF") divided by its required stable funding ("RSF")

# Improved Profitability

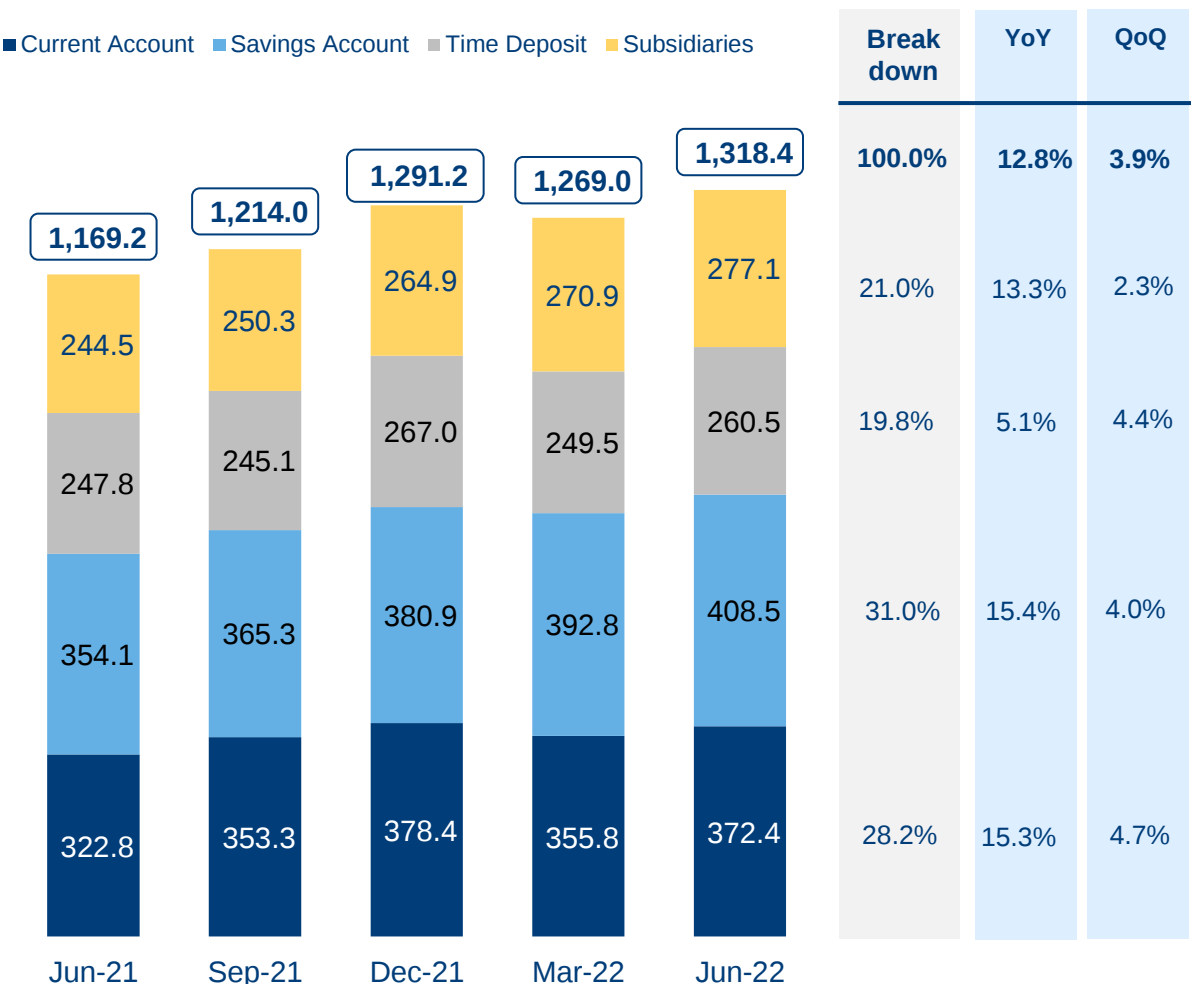
|                                                    |             |             |             |             |             | Consolidated |
|----------------------------------------------------|-------------|-------------|-------------|-------------|-------------|--------------|
| KEY RATIOS (%)                                     | FY19        | FY20        | FY21        | 1H21        | 1H22        | YoY (% ppt)  |
| <b>PROFITABILITY</b>                               |             |             |             |             |             |              |
| NIM                                                | 5.56        | 5.10        | 5.09        | 5.05        | 5.37        | 0.32         |
| Cost to Income Ratio *                             | 45.2        | 48.1        | 47.3        | 45.3        | 40.8        | -4.55        |
| Cost to Asset Ratio (annualized)                   | 3.04        | 2.89        | 2.85        | 2.91        | 2.68        | -0.23        |
| Non-Interest Income to Asset Ratio                 | 2.17        | 2.07        | 1.98        | 2.12        | 1.83        | -0.29        |
| Cost of Credit                                     | 1.40        | 2.47        | 2.05        | 2.25        | 1.42        | -0.83        |
| <b>RoA – after tax</b>                             | <b>2.18</b> | <b>1.17</b> | <b>1.72</b> | <b>1.60</b> | <b>2.30</b> | <b>0.70</b>  |
| RoRWA – after tax                                  | 2.93        | 1.74        | 2.73        | 2.49        | 3.68        | 1.19         |
| RoE – after tax                                    | 14.02       | 8.98        | 13.48       | 12.42       | 18.38       | 5.96         |
| <b>FUNDING, LIQUIDITY &amp; CAPITAL</b>            |             |             |             |             |             |              |
| <b>CASA Ratio</b>                                  | <b>65.3</b> | <b>65.6</b> | <b>69.7</b> | <b>68.5</b> | <b>70.8</b> | <b>2.26</b>  |
| Loan to Deposit Ratio (LDR)                        | 96.5        | 83.4        | 80.8        | 85.9        | 85.7        | -0.18        |
| Deposit to Interest Bearing Liabilities Ratio      | 88.9        | 91.1        | 91.1        | 90.5        | 89.5        | -1.00        |
| Tier-1 Capital                                     | 19.8        | 18.4        | 18.4        | 17.8        | 17.1        | -0.69        |
| CAR                                                | 20.9        | 19.5        | 19.6        | 19.0        | 18.2        | -0.74        |
| <b>ASSET QUALITY</b>                               |             |             |             |             |             |              |
| NPL Ratio                                          | 2.33        | 3.10        | 2.72        | 3.08        | 2.42        | -0.66        |
| Special Mention Ratio                              | 4.58        | 4.39        | 4.31        | 4.66        | 4.34        | -0.32        |
| Coll. 1 Restructured BAU Ratio                     | 2.20        | 2.53        | 3.22        | 2.76        | 2.78        | 0.02         |
| Loan At Risk BAU Ratio                             | 9.11        | 10.0        | 10.2        | 10.4        | 9.5         | -0.87        |
| Coll. 1 Covid Restructured Ratio                   | -           | 11.3        | 6.9         | 10.2        | 5.1         | -5.15        |
| <b>Loan At Risk incl. Covid Restructured Ratio</b> | <b>-</b>    | <b>21.3</b> | <b>17.4</b> | <b>20.7</b> | <b>14.6</b> | <b>-6.13</b> |
| NPL Coverage                                       | 144         | 221         | 243         | 222         | 253         | 31.44        |
| Loan At Risk BAU Coverage                          | 36.8        | 67.7        | 64.3        | 68.2        | 64.0        | -0.59        |

# Loan & Deposit: Ending Balance

Loan Breakdown (Rp Tn)



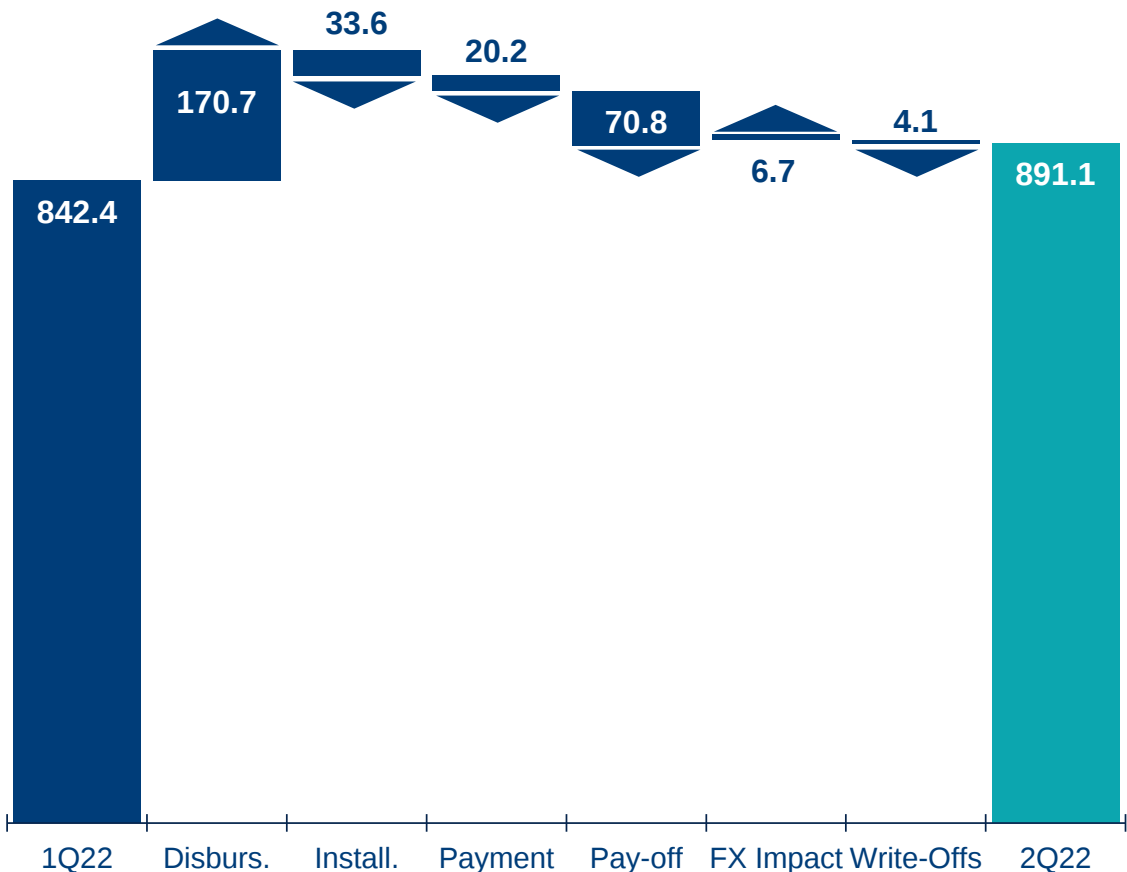
3<sup>rd</sup> Party Funds Breakdown (Rp Tn)



<sup>(a)</sup> Includes Institutional Banking and International Banking

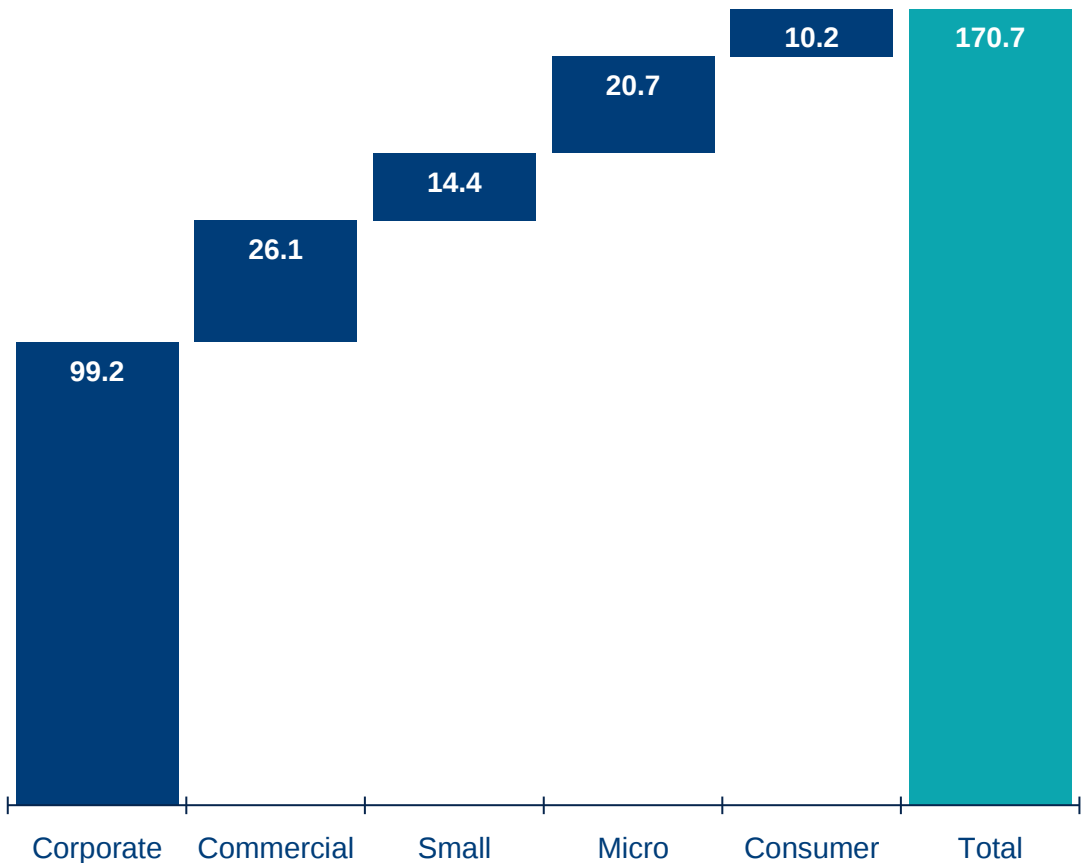
# Rp 170.7 Tn Disbursed in 2Q 2022

Loan Movement – 2Q 2022 (Bank-Only, Rp Tn)



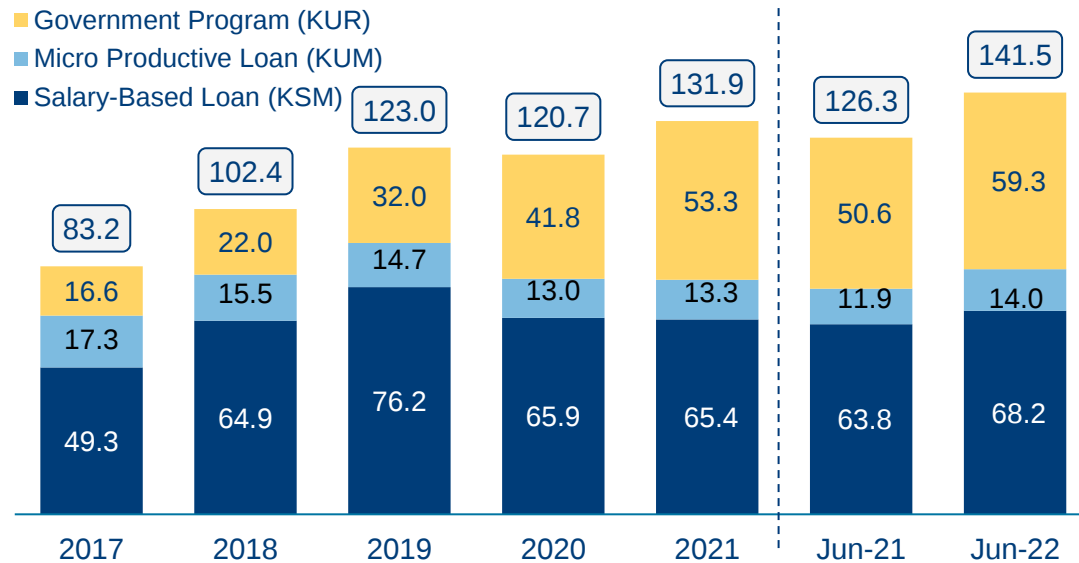
Notes: Since 2Q21, loan movement data analysis includes short term loan, therefore not comparable to older data

Loan Disbursement by Segment – 2Q 2022 (Bank-Only, Rp Tn)

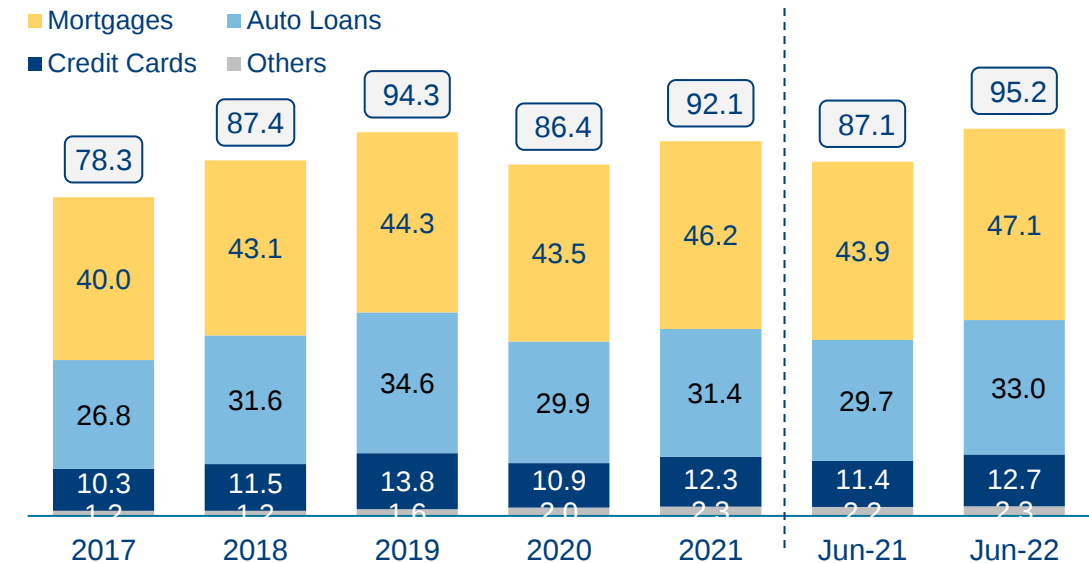


# Prudently Managing Retail Segment

## MICRO: Outstanding Loan by Type (Rp Tn)



## CONSUMER: Outstanding Loan by Type (Rp Tn)



## MICRO Loan Growth by Type as of June 2022

| Loan Type                   | % to Total Loan Bank-Only | % to Total Micro Loan | YoY (%)     | QoQ (%)    |
|-----------------------------|---------------------------|-----------------------|-------------|------------|
| Government Program (KUR)    | 6.7                       | 41.9                  | 17.1        | 4.6        |
| Micro Productive Loan (KUM) | 1.6                       | 9.9                   | 17.5        | 1.6        |
| Salary-Based Loan (KSM)     | 7.7                       | 48.2                  | 7.0         | 2.8        |
| <b>Total Micro Loan</b>     | <b>15.9</b>               | <b>100.0</b>          | <b>12.0</b> | <b>3.4</b> |

Note: All figures are using Bank-Only ending balance loan

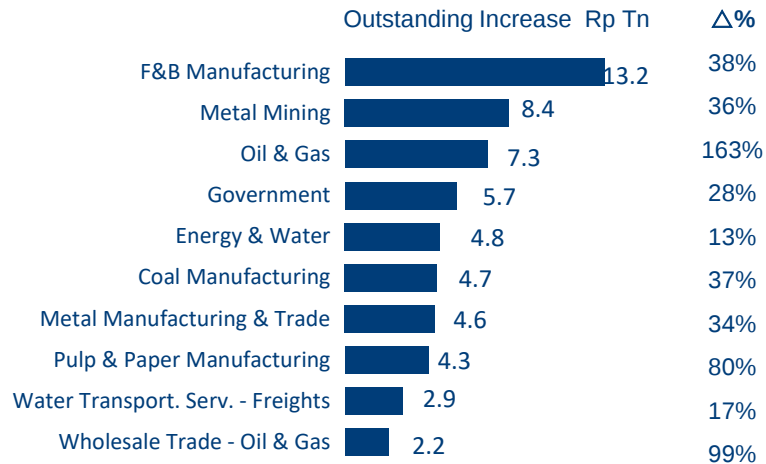
## CONSUMER Loan Growth by Type as of June 2022

| Loan Type             | % to Total Loan Bank-Only | % to Total Consumer Loans | YoY (%)    | QoQ (%)    |
|-----------------------|---------------------------|---------------------------|------------|------------|
| Mortgages             | 5.3                       | 49.5                      | 7.4        | 0.8        |
| Credit Cards          | 1.4                       | 13.4                      | 12.1       | 3.0        |
| Auto Loans            | 3.7                       | 34.7                      | 11.3       | 2.0        |
| Others                | 0.3                       | 2.4                       | 7.2        | 1.8        |
| <b>Total Consumer</b> | <b>10.7</b>               | <b>100.0</b>              | <b>9.3</b> | <b>1.5</b> |

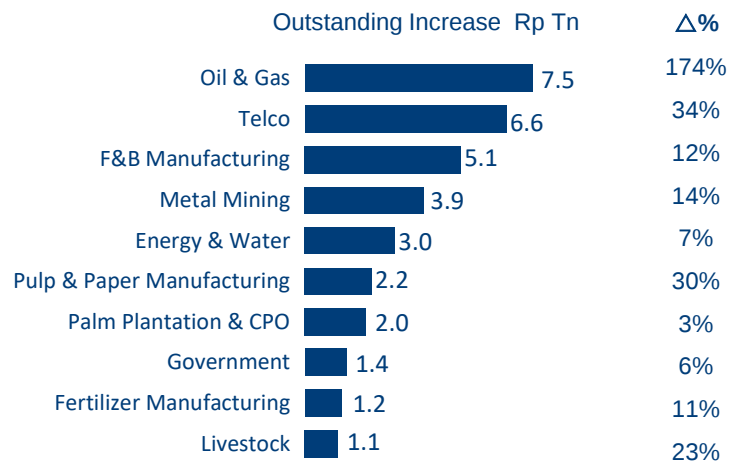
# Wholesale Lending Sector Analysis

## Industries Contributing to Wholesale (Corporate & Commercial Segments) Loan Growth in 2Q22

### Year-on-Year

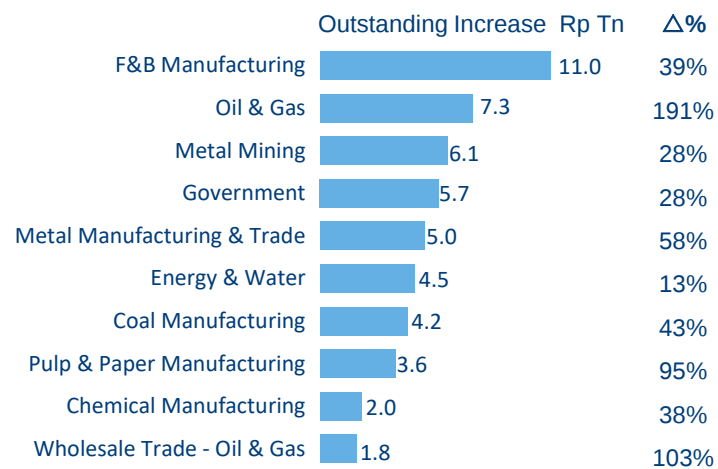


### Quarter-on-Quarter

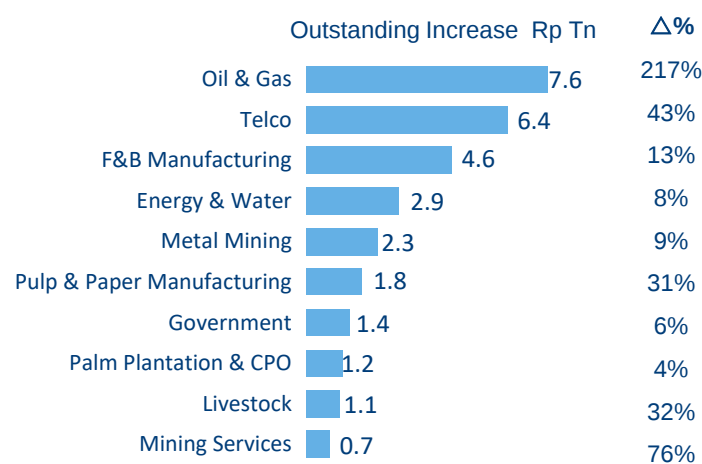


## Top 10 Industries Contributing to Corporate Loan Growth in 2Q22

### Year-on-Year

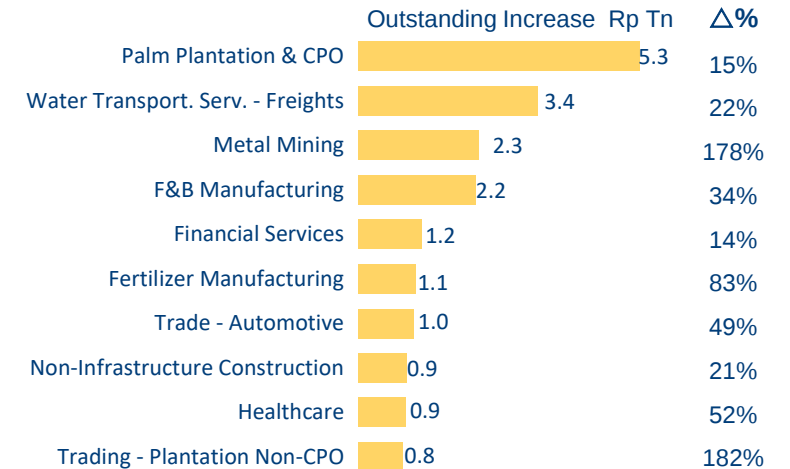


### Quarter-on-Quarter

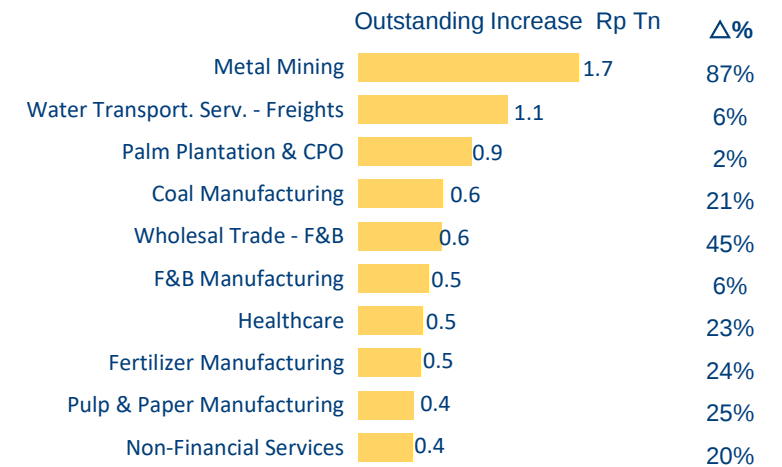


## Top 10 Industries Contributing to Commercial Loan Growth in 2Q22

### Year-on-Year

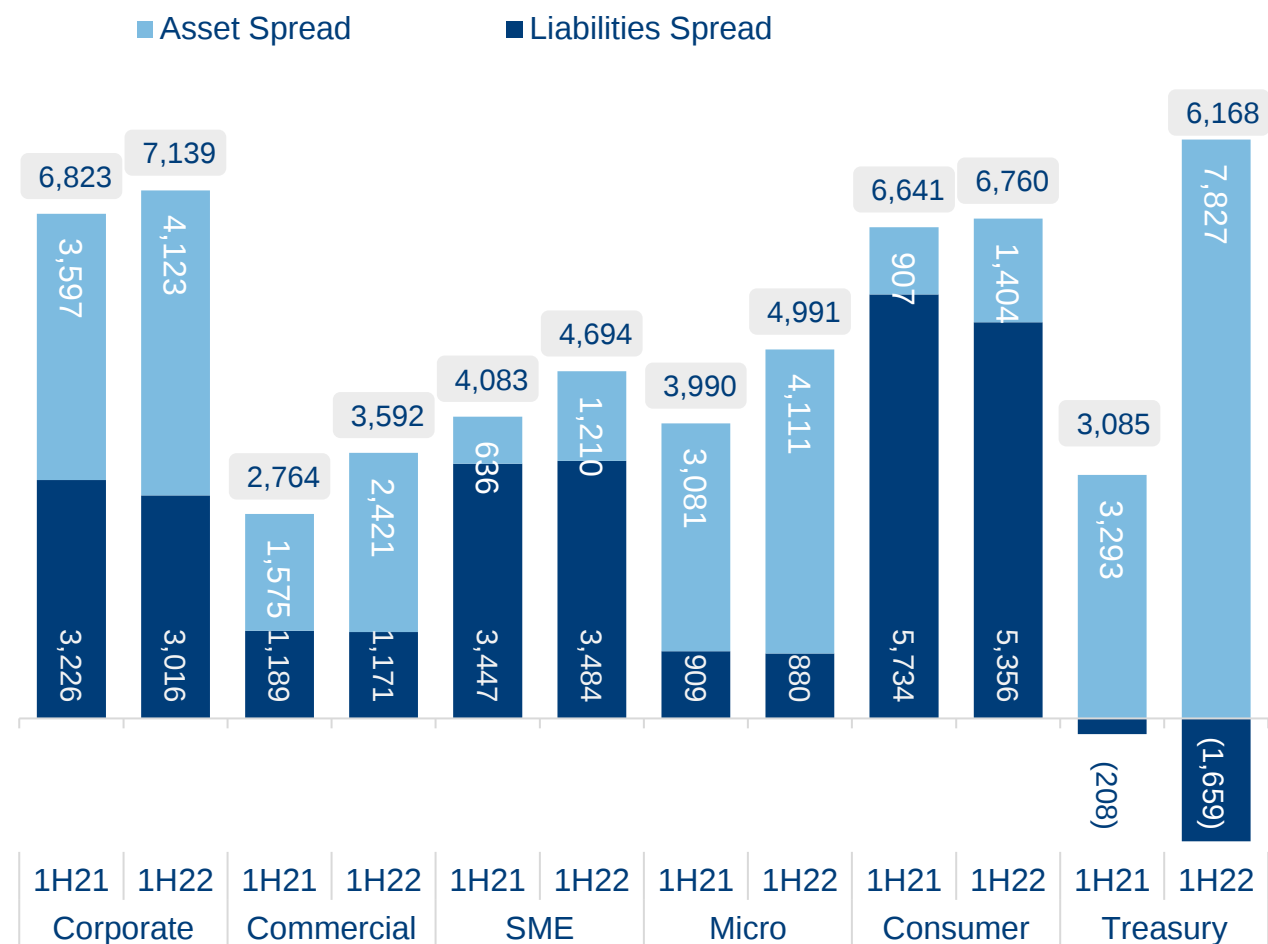


### Quarter-on-Quarter

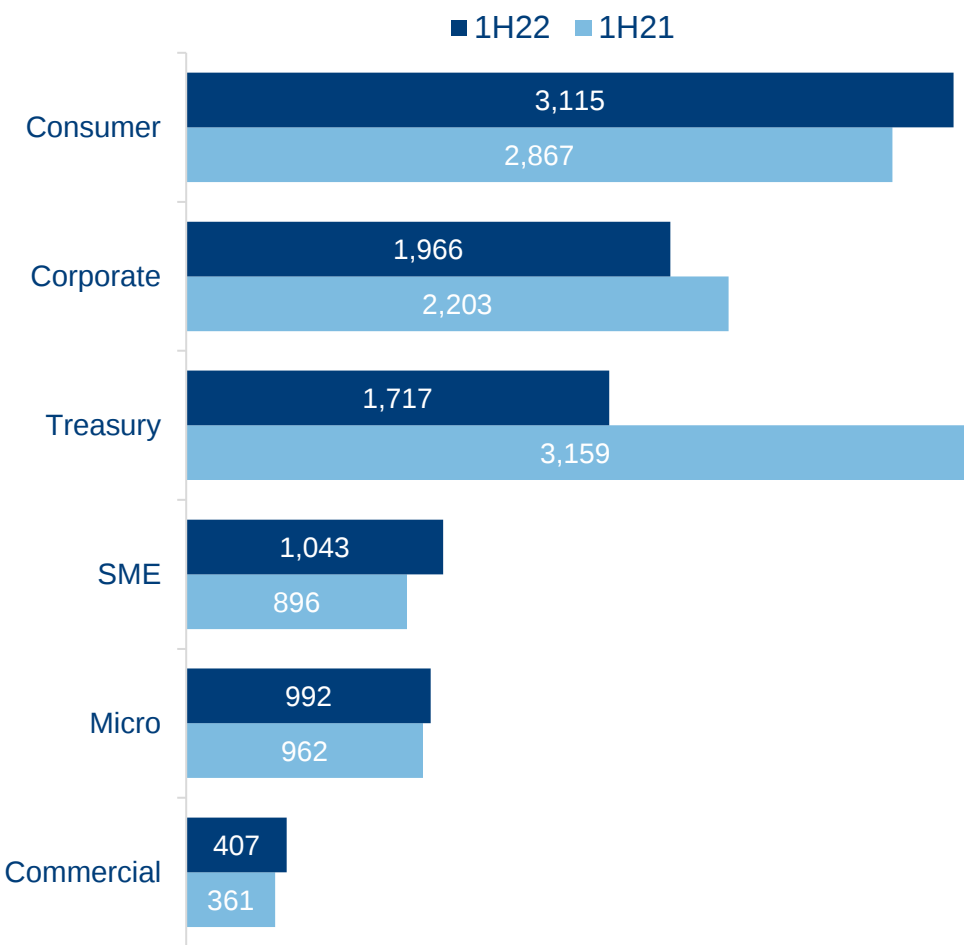


# Balanced Earnings Contribution By Business Units

NII per Segment Analysis 1H 2022 in Rp Bn (Bank Only)

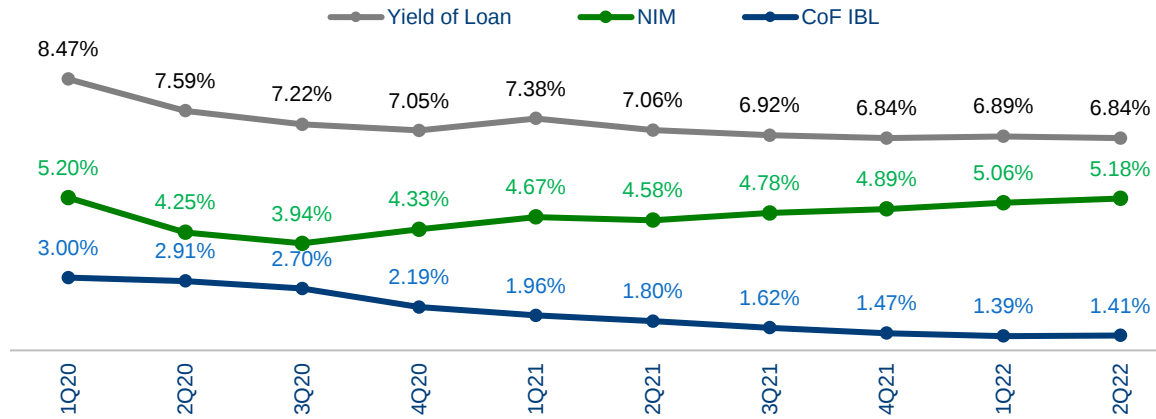


Non-Interest Income per Segment 1H 2022 in Rp Bn (Bank Only)



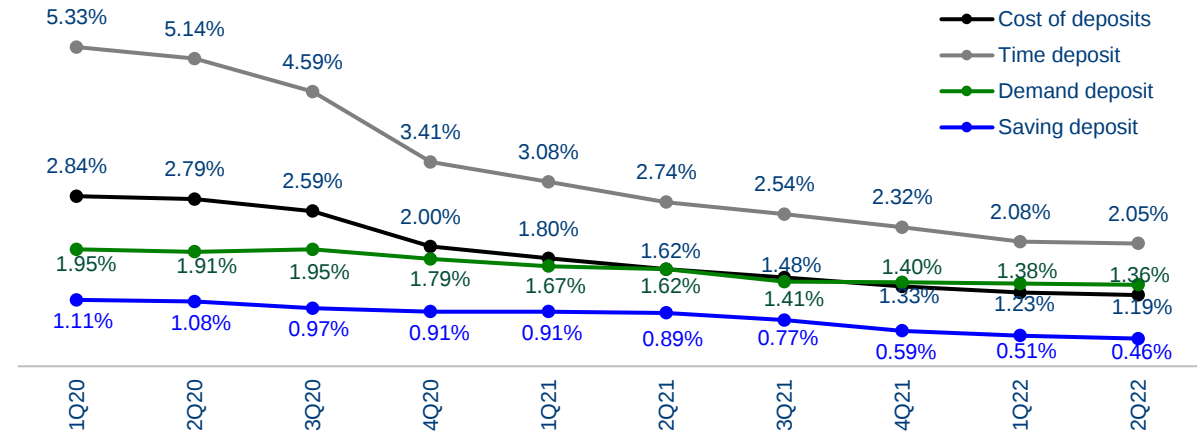
# Net Interest Margin Analysis

## QTD NIM, Loan Yield and Cost of Funds<sup>(a)</sup> (Bank-Only)



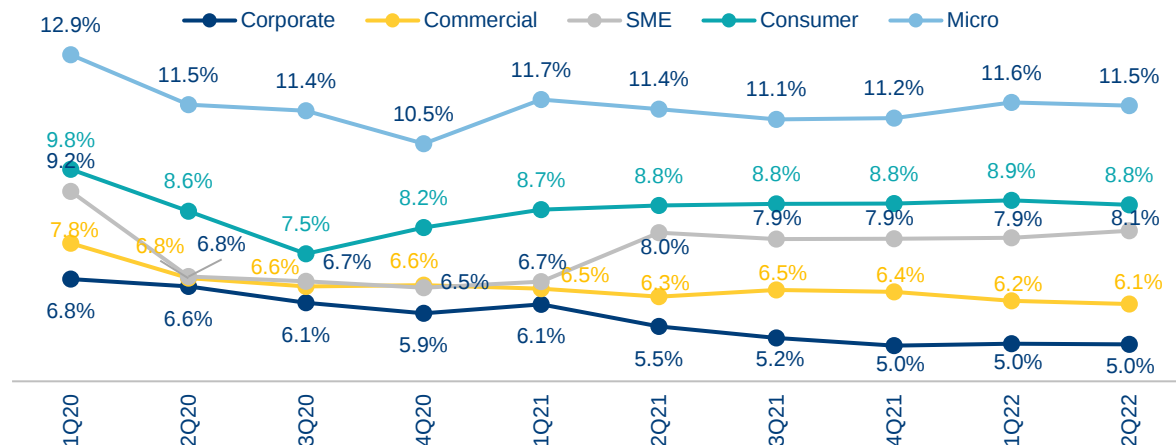
(a) Cost of total interest-bearing liabilities (i.e. bonds, deposits, and other interest-bearing liabilities).  
Note: Figure above use average daily balance approach

## QTD Cost of Deposits (Bank-Only)



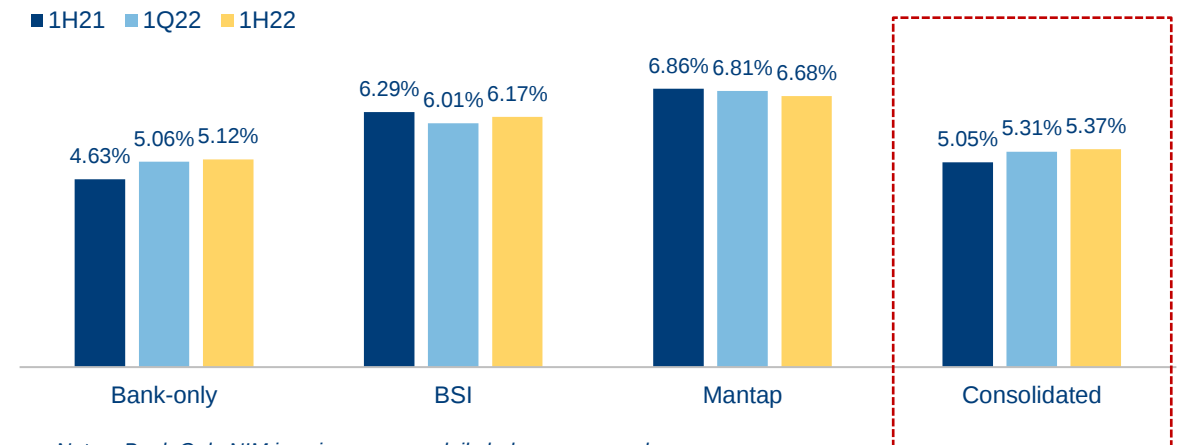
Note: Figure above use average monthly ending balance approach

## QTD Loan Yield per Segment (Bank-Only)



Note: Figure above uses average monthly ending balance approach

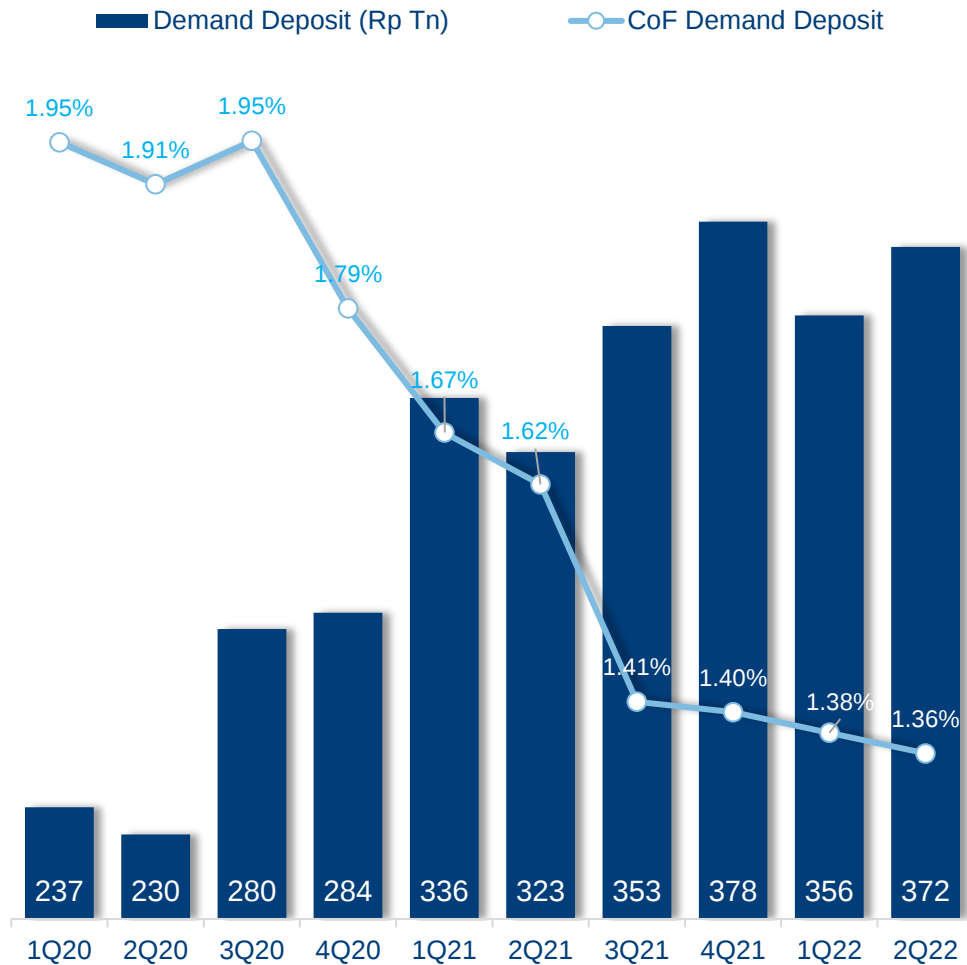
## NIM Analysis – Bank-only, subsidiaries and consolidated (%)



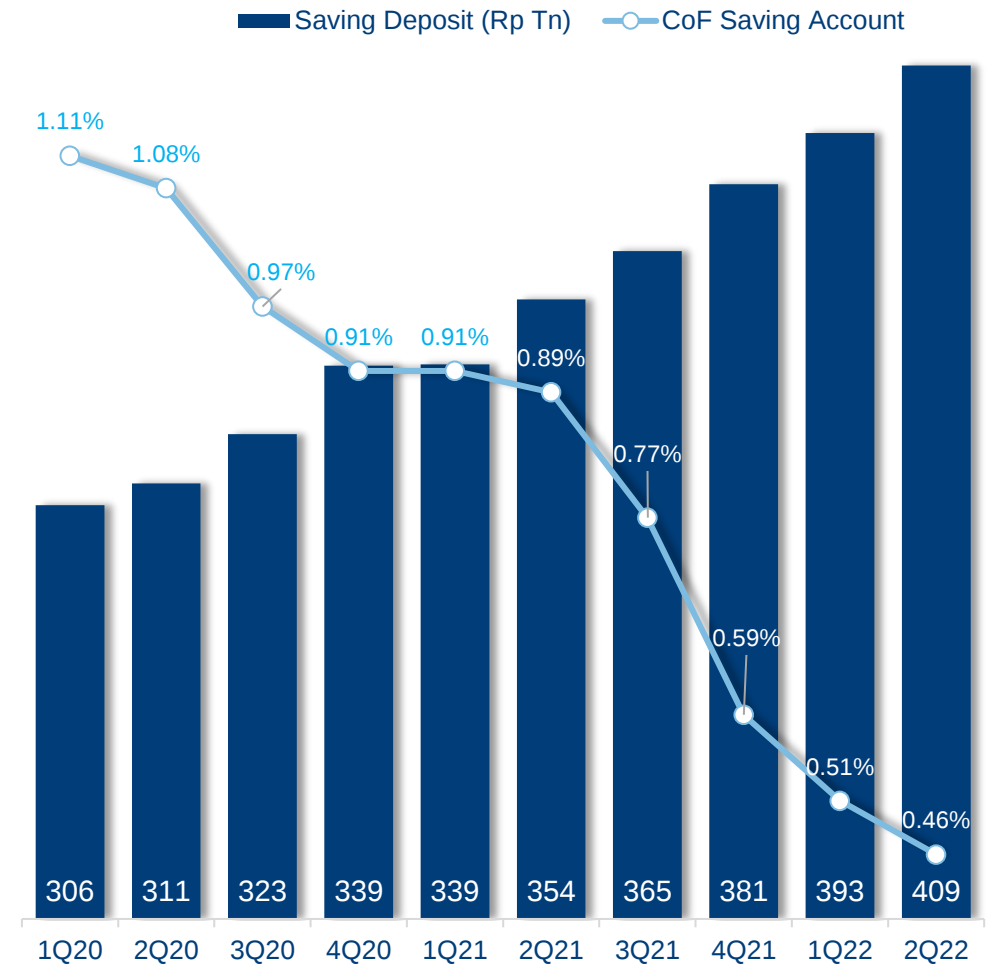
Notes: Bank Only NIM is using average daily balance approach

# Livin' And Kopra Contributed Significantly To The Growth Of CASA And The Drop In Cost of CASA Deposits

## Demand Deposit Trend vs. Cost of Demand Deposit (Bank-Only)



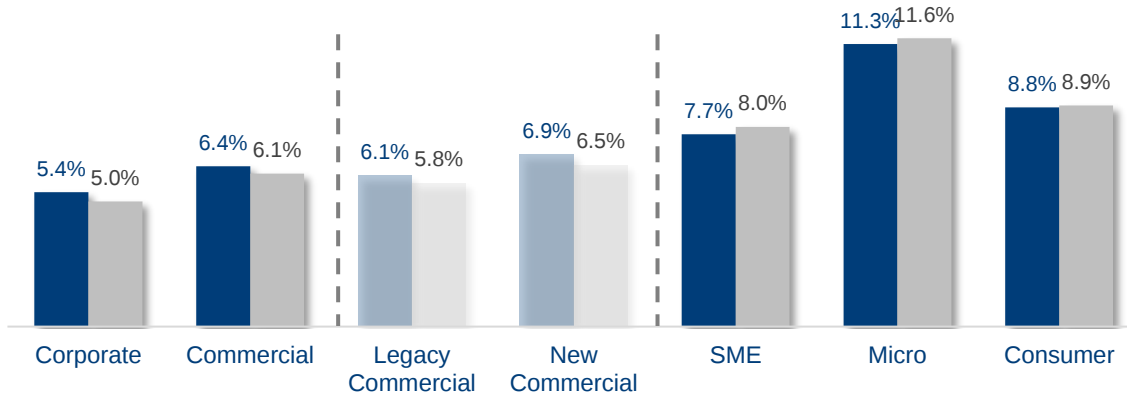
## Saving Deposit Trend vs. Cost of Saving Deposit (Bank-Only)



# Risk-Adjusted Loan Yield Analysis By Segment

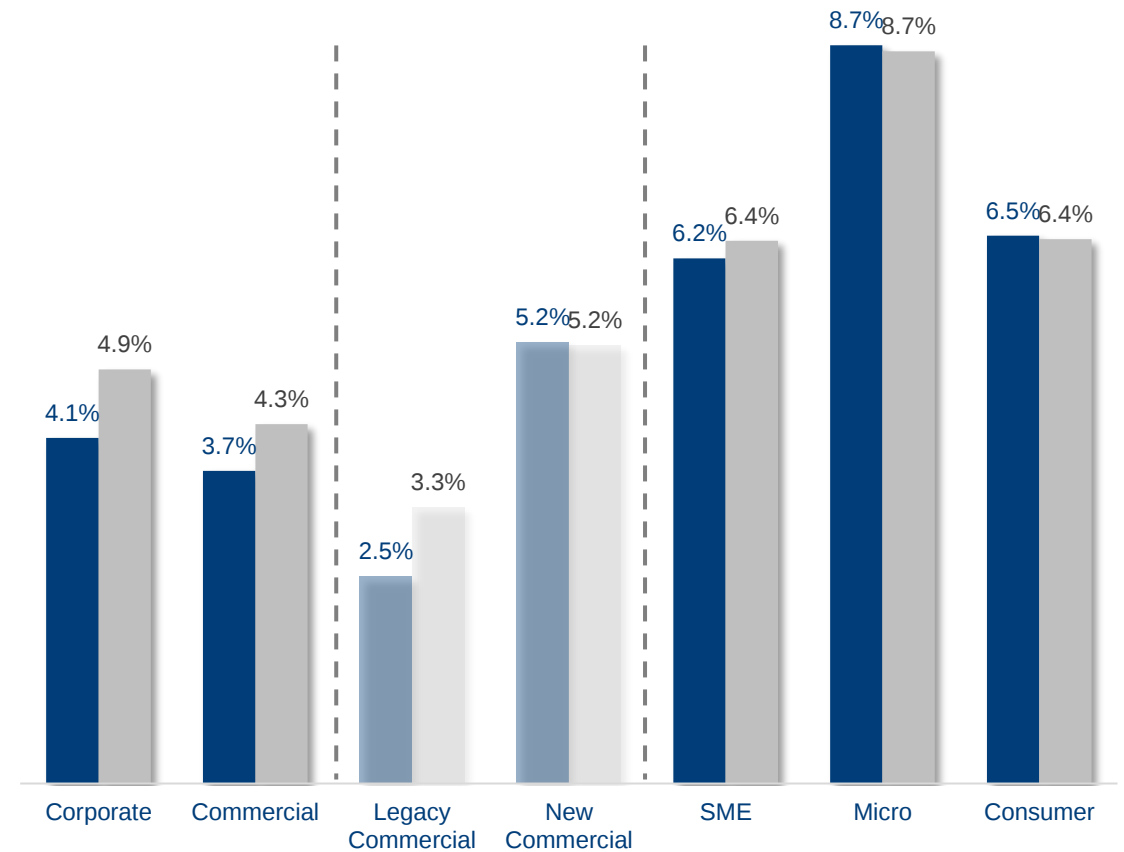
## Yield By Segment

■ FY21 ■ 1H22



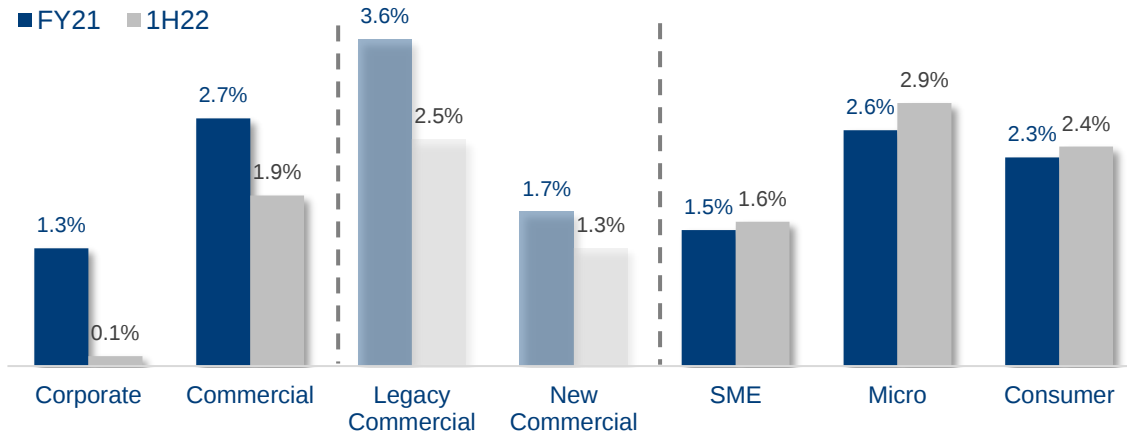
## Risk-Adjusted Yield

■ FY21 ■ 1H22



## CoC By Segment

■ FY21 ■ 1H22



# Non-Interest Income Breakdown

| Non-Interest Income Breakdown (Rp Bn)             | 2Q21         | 1Q22         | 2Q22         | % to Non-Interest Income Consolidated | QoQ           | YoY           | 1H21          | 1H22          | YoY          |
|---------------------------------------------------|--------------|--------------|--------------|---------------------------------------|---------------|---------------|---------------|---------------|--------------|
| Loan Related Fee <sup>(a)</sup>                   | 769          | 661          | 788          | 10.6%                                 | 19.1%         | 2.4%          | 1,374         | 1,449         | 5.4%         |
| Deposit Related and Remittance Fee <sup>(b)</sup> | 795          | 953          | 1,054        | 14.1%                                 | 10.6%         | 32.5%         | 1,577         | 2,006         | 27.2%        |
| Credit Card                                       | 270          | 294          | 316          | 4.2%                                  | 7.5%          | 16.8%         | 552           | 610           | 10.6%        |
| Mutual Fund & Bancassurance                       | 178          | 214          | 211          | 2.8%                                  | -1.7%         | 18.4%         | 414           | 425           | 2.6%         |
| KOPRA Fee <sup>(c)</sup>                          | 452          | 512          | 508          | 6.8%                                  | -0.8%         | 12.5%         | 903           | 1,020         | 13.0%        |
| E-Channel                                         | 691          | 667          | 701          | 9.4%                                  | 5.1%          | 1.4%          | 1,320         | 1,367         | 3.5%         |
| ATM                                               | 152          | 165          | 190          | 2.5%                                  | 15.3%         | 24.7%         | 307           | 354           | 15.2%        |
| Livin' App, SMS & Internet Banking <sup>(d)</sup> | 330          | 351          | 378          | 5.1%                                  | 7.9%          | 14.7%         | 624           | 729           | 16.9%        |
| Other E-Channel                                   | 209          | 151          | 133          | 1.8%                                  | -12.2%        | -36.6%        | 389           | 284           | -27.0%       |
| Fixed Income, FX & Derivatives                    | 2,158        | 1,706        | 899          | 12.1%                                 | -47.3%        | -58.3%        | 4,197         | 2,605         | -37.9%       |
| FX & Derivatives                                  | 859          | 786          | 810          | 10.9%                                 | 3.1%          | -5.7%         | 1,206         | 1,596         | 32.3%        |
| Fixed Income                                      | 1,299        | 920          | 89           | 1.2%                                  | -90.3%        | -93.1%        | 2,991         | 1,009         | -66.3%       |
| <b>Core Non-Interest Income</b>                   | <b>5,315</b> | <b>5,007</b> | <b>4,476</b> | <b>60.0%</b>                          | <b>-10.6%</b> | <b>-15.8%</b> | <b>10,338</b> | <b>9,483</b>  | <b>-8.3%</b> |
| Cash Recoveries                                   | 1,210        | 1,645        | 1,022        | 13.7%                                 | -37.8%        | -15.5%        | 2,048         | 2,667         | 30.3%        |
| Other Income                                      | 607          | 169          | 915          | 12.3%                                 | 440.6%        | 50.8%         | 667           | 1,084         | 62.5%        |
| <b>Total Non-Interest Income - Bank Only</b>      | <b>7,131</b> | <b>6,821</b> | <b>6,414</b> | <b>86.0%</b>                          | <b>-6.0%</b>  | <b>-10.1%</b> | <b>13,053</b> | <b>13,235</b> | <b>1.4%</b>  |
| Subsidiaries                                      | 1,197        | 1,825        | 1,043        | 14.0%                                 | -42.8%        | -12.9%        | 2,889         | 2,868         | -0.7%        |
| <b>Total Non-Interest Income - Consolidated</b>   | <b>8,329</b> | <b>8,646</b> | <b>7,457</b> | <b>100.0%</b>                         | <b>-13.8%</b> | <b>-10.5%</b> | <b>15,943</b> | <b>16,103</b> | <b>1.0%</b>  |
| Non-Interest Income to Revenue                    | 31.5%        | 29.1%        | 25.2%        |                                       | -3.9ppt       | -6.3ppt       | 30.6%         | 27.2%         | -3.4ppt      |

(a) Bank Guarantee and Trade are re-classified into KOPRA Fee since 2Q2022

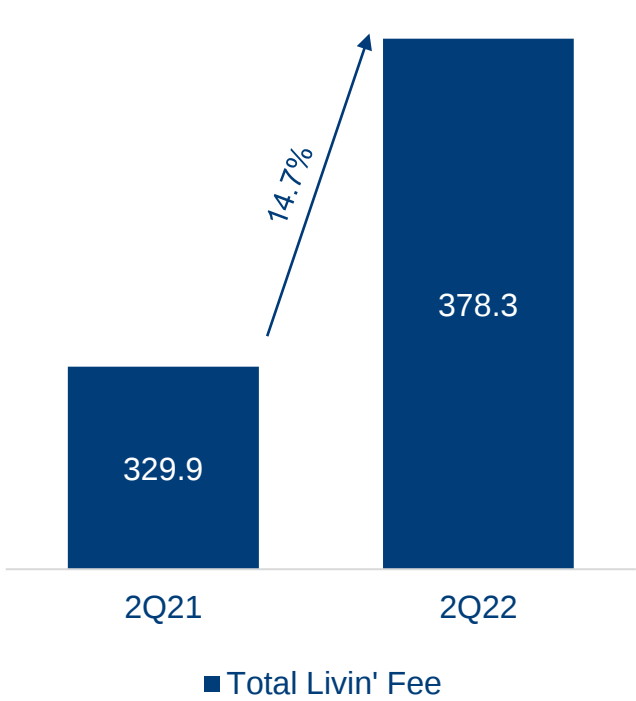
(b) Cash Management and Wholesale Transfer Fee are re-classified into KOPRA Fee since 2Q22

(c) New classification fee since 2Q22 (incl. Bank Guarantee, Trade, Cash Management, Wholesale Transfer Fee)

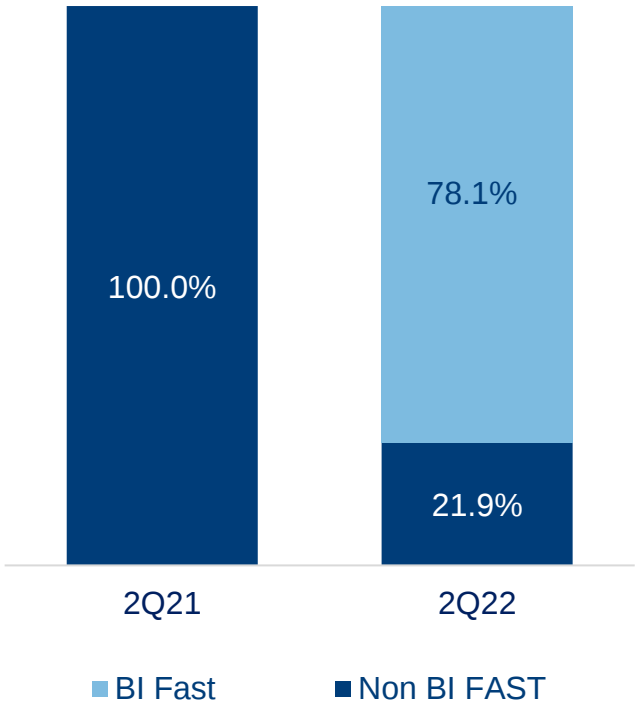
(d) In 2Q22, this consisted of Livin' Fee Rp371 Bn, and SMS and Internet Banking Rp7 Bn

# Pressure of BI-Fast on Fees, More Than Offset By Significantly Higher Transfer

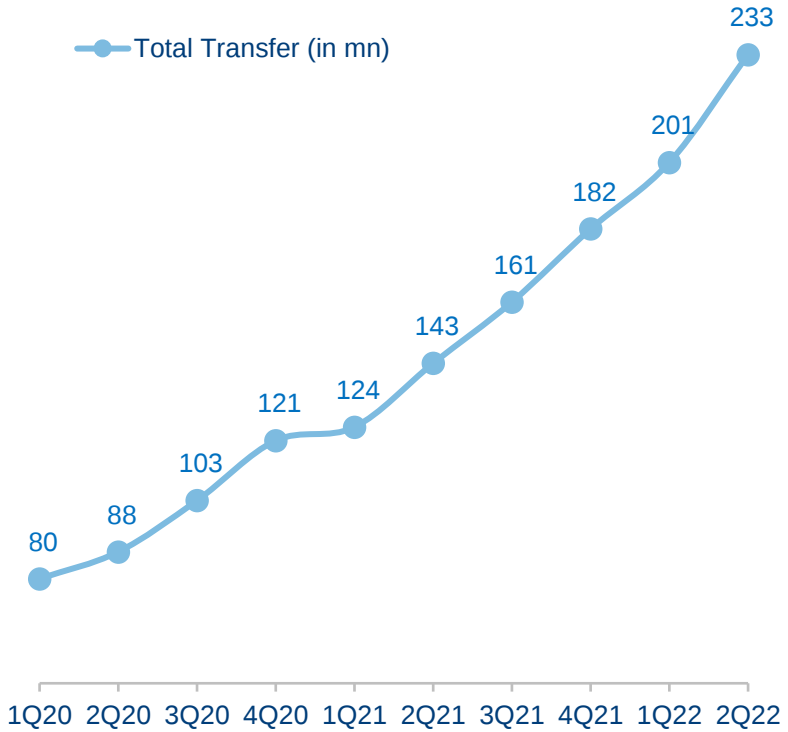
Livin' Fees<sup>(a)</sup> Continued to Grow (Rp Bn)...



...Despite More Transfers Using BI-Fast

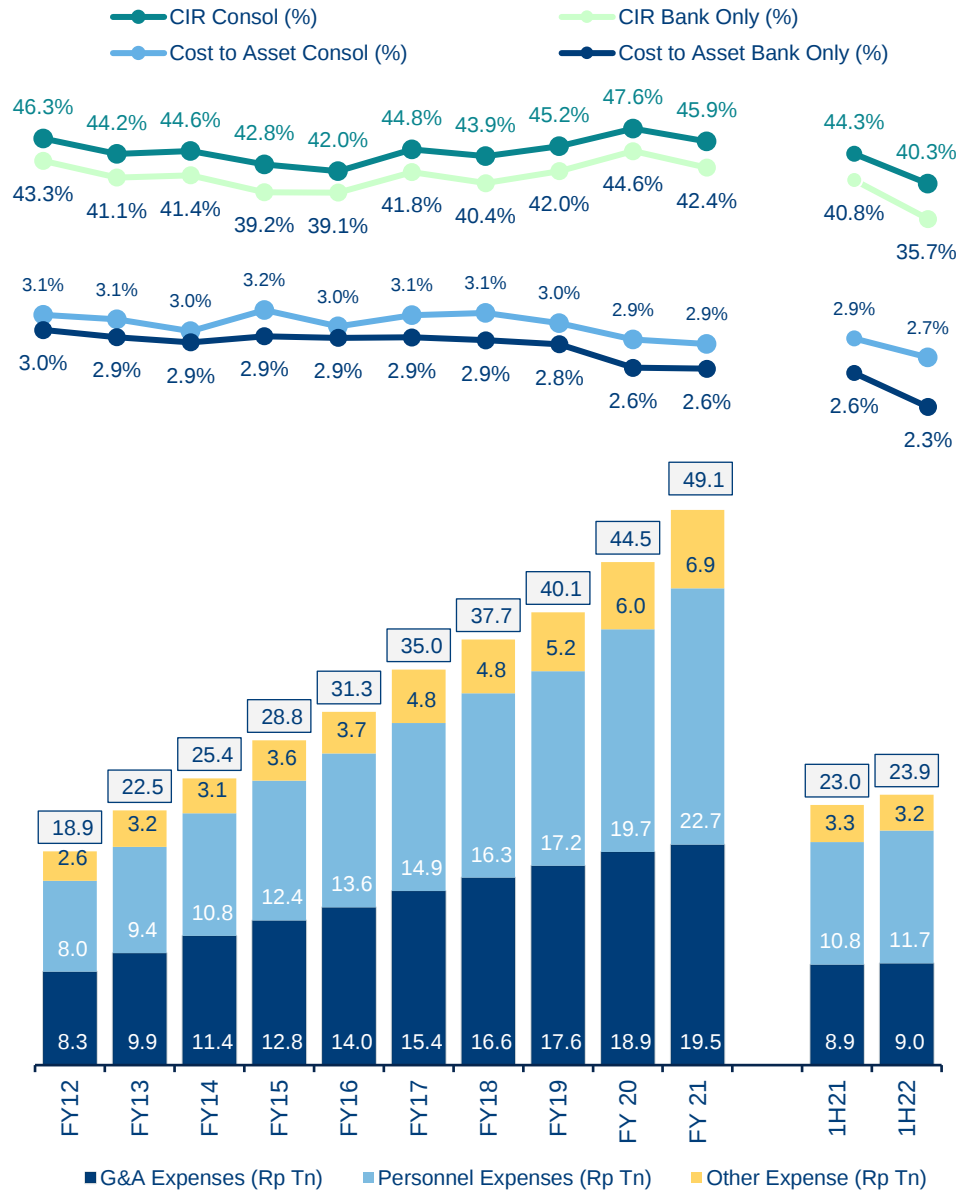


Higher # of Transfers Offsets BI-Fast Impact on Fees



(a) In 2Q22, this consisted of Livin' Fee Rp371 Bn, and SMS and Internet Banking Rp7 Bn

# Operating Expense Breakdown



| Rp Bn                               | 2Q21          | 1Q22          | 2Q22          | Growth        |               | 1H21          | 1H22          | YoY          | % <sup>(a)</sup> |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|------------------|
|                                     |               |               |               | QoQ           | YoY           |               |               |              |                  |
| Base Salary                         | 1,178         | 1,257         | 1,289         | 2.6%          | 9.5%          | 2,399         | 2,546         | 6.1%         | 10.8%            |
| Other Allowances                    | 2,367         | 2,594         | 2,492         | -3.9%         | 5.3%          | 4,977         | 5,086         | 2.2%         | 20.9%            |
| Training                            | 31            | 41            | 74            | 82.7%         | 141.8%        | 52            | 115           | 122.1%       | 0.6%             |
| <b>Bank-Only Personnel Expenses</b> | <b>3,575</b>  | <b>3,891</b>  | <b>3,855</b>  | <b>-0.9%</b>  | <b>7.8%</b>   | <b>7,427</b>  | <b>7,747</b>  | <b>130%</b>  | <b>32.4%</b>     |
| IT & telecoms                       | 603           | 596           | 508           | -14.7%        | -15.7%        | 1,209         | 1,104         | -8.7%        | 4.3%             |
| Occupancy Related                   | 659           | 647           | 619           | -4.3%         | -6.0%         | 1,183         | 1,267         | 7.1%         | 5.2%             |
| Promo & Sponsor                     | 378           | 344           | 233           | -32.3%        | -38.4%        | 540           | 576           | 6.8%         | 2.0%             |
| Transport & Travel                  | 73            | 98            | 94            | -3.9%         | 29.9%         | 154           | 192           | 25.0%        | 0.8%             |
| Goods, Prof. Svcs. & Oth.           | 739           | 698           | 506           | -27.5%        | -31.6%        | 1,611         | 1,204         | -25.3%       | 4.2%             |
| Employee Related                    | 771           | 660           | 684           | 3.7%          | -11.3%        | 1,377         | 1,344         | -2.4%        | 5.7%             |
| <b>Bank-Only G&amp;A Expenses</b>   | <b>3,222</b>  | <b>3,043</b>  | <b>2,644</b>  | <b>-13.1%</b> | <b>-17.9%</b> | <b>6,074</b>  | <b>5,687</b>  | <b>-6.4%</b> | <b>22.2%</b>     |
| <b>Bank-Only Other Expenses</b>     | <b>1,054</b>  | <b>1,058</b>  | <b>1,112</b>  | <b>5.1%</b>   | <b>5.5%</b>   | <b>2,279</b>  | <b>2,170</b>  | <b>-4.8%</b> | <b>9.3%</b>      |
| <b>Bank-Only OPEX (a)</b>           | <b>7,851</b>  | <b>7,992</b>  | <b>7,611</b>  | <b>-4.8%</b>  | <b>-3.1%</b>  | <b>15,781</b> | <b>15,603</b> | <b>-1.1%</b> | <b>63.9%</b>     |
| Subsidiaries - Personnel Expense    | 1,744         | 1,924         | 2,079         | 8.0%          | 19.2%         | 3,402         | 4,003         | 17.7%        | 17.4%            |
| Subsidiaries - G&A Expense          | 1,460         | 1,635         | 1,681         | 2.8%          | 15.1%         | 2,828         | 3,316         | 17.3%        | 14.1%            |
| Subsidiaries - Others Expense       | 487           | 462           | 544           | 17.8%         | 11.7%         | 1,018         | 1,006         | -1.1%        | 4.6%             |
| <b>Subsidiaries OPEX (b)</b>        | <b>3,691</b>  | <b>4,021</b>  | <b>4,304</b>  | <b>7.0%</b>   | <b>16.6%</b>  | <b>7,248</b>  | <b>8,325</b>  | <b>14.9%</b> | <b>36.1%</b>     |
| Personnel expense Consolidated      | 5,319         | 5,815         | 5,934         | 2.0%          | 11.6%         | 10,829        | 11,749        | 8.5%         | 49.8%            |
| G&A Expense Consolidated            | 4,682         | 4,678         | 4,325         | -7.5%         | -7.6%         | 8,902         | 9,003         | 1.1%         | 36.3%            |
| Other Expense Consolidated          | 1,541         | 1,520         | 1,656         | 8.9%          | 7.5%          | 3,297         | 3,176         | -3.7%        | 13.9%            |
| <b>Consolidated OPEX (a+b)</b>      | <b>11,542</b> | <b>12,013</b> | <b>11,915</b> | <b>-0.8%</b>  | <b>3.2%</b>   | <b>23,028</b> | <b>23,928</b> | <b>3.9%</b>  | <b>100.0%</b>    |

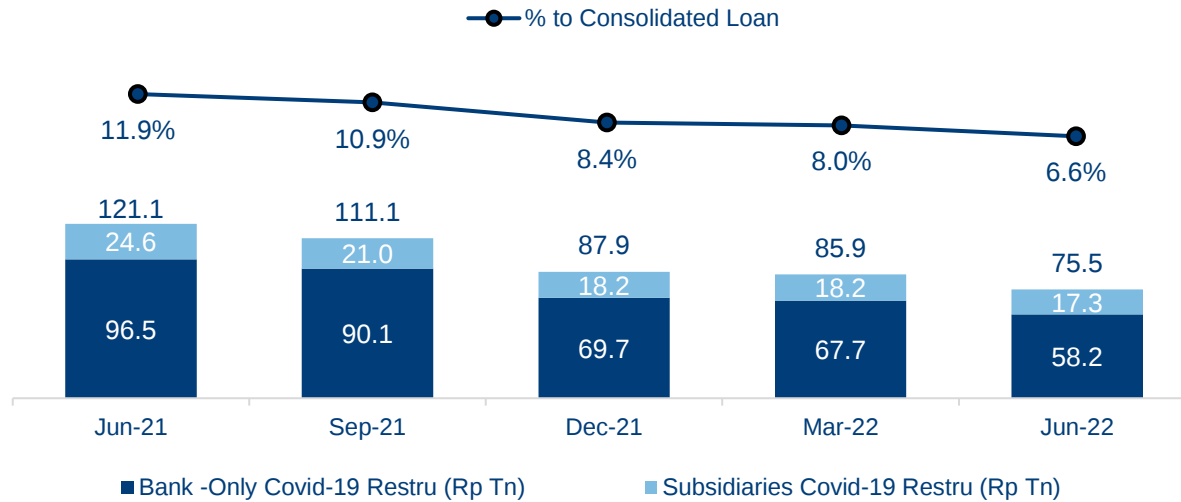
Notes : <sup>(a)</sup> % to consolidated total expense



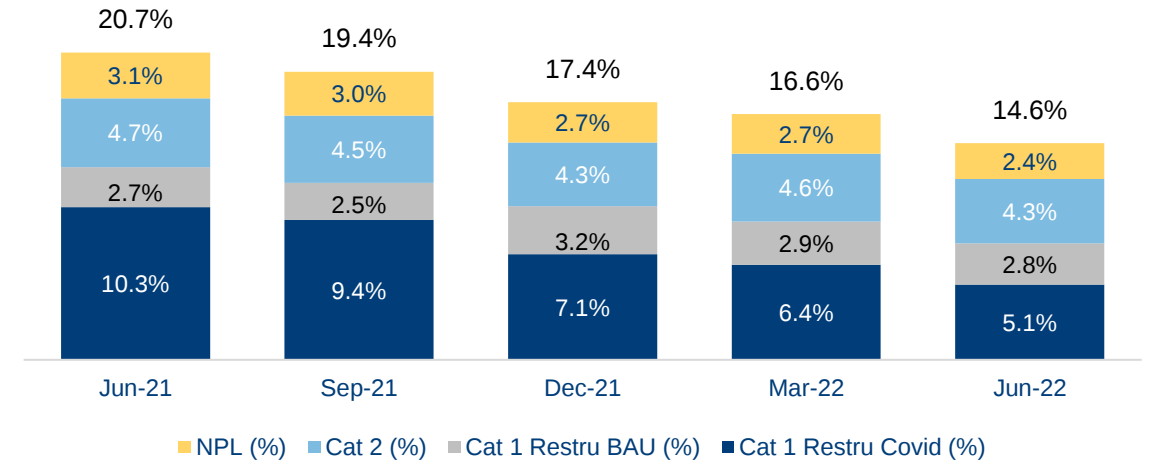
# Risk Management

# Asset Quality Highlight

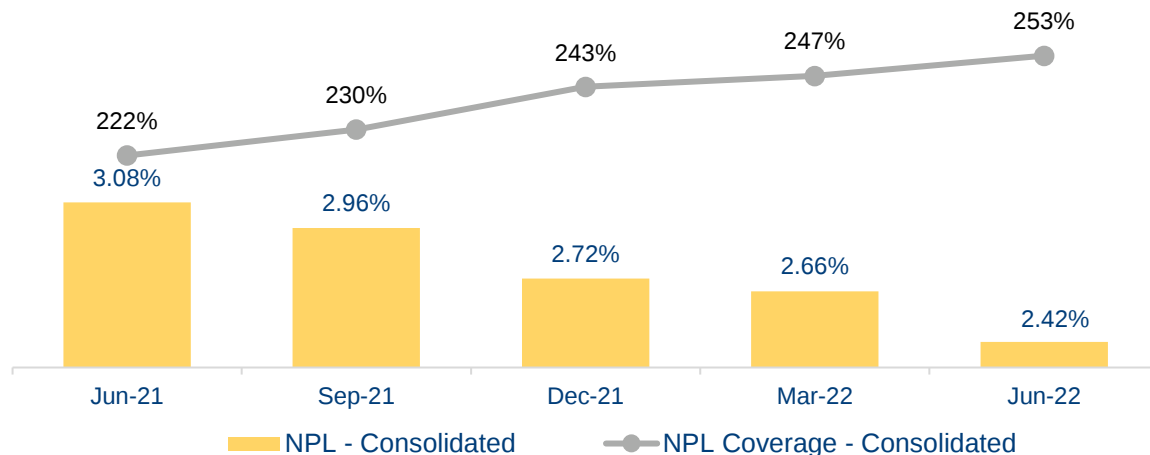
## Consolidated Total Covid-19 Restructured Loans



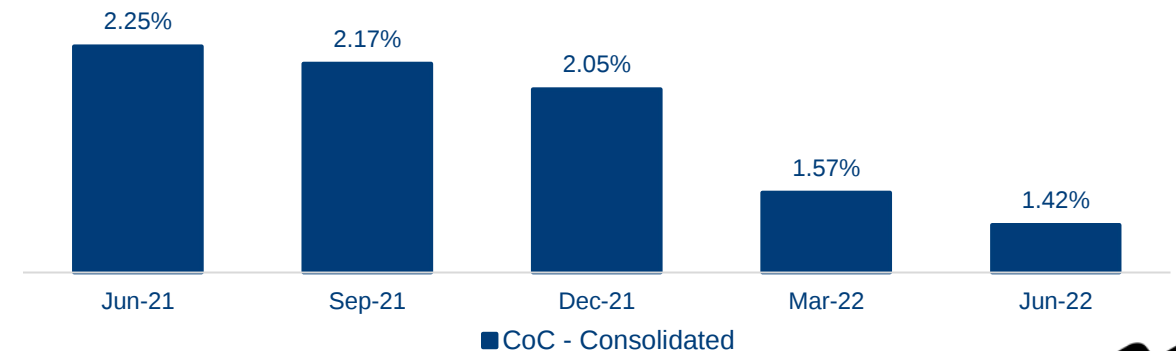
## Consolidated Loans at Risk Including Covid-19 Restructured



## Consolidated Gross NPL Ratio and NPL Coverage

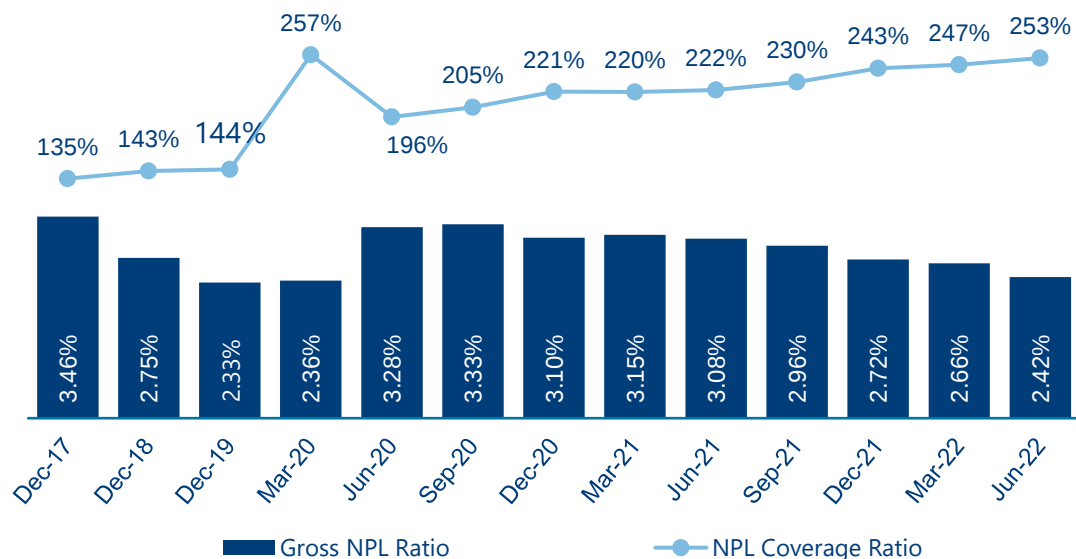


## Consolidated Gross CoC (YTD)

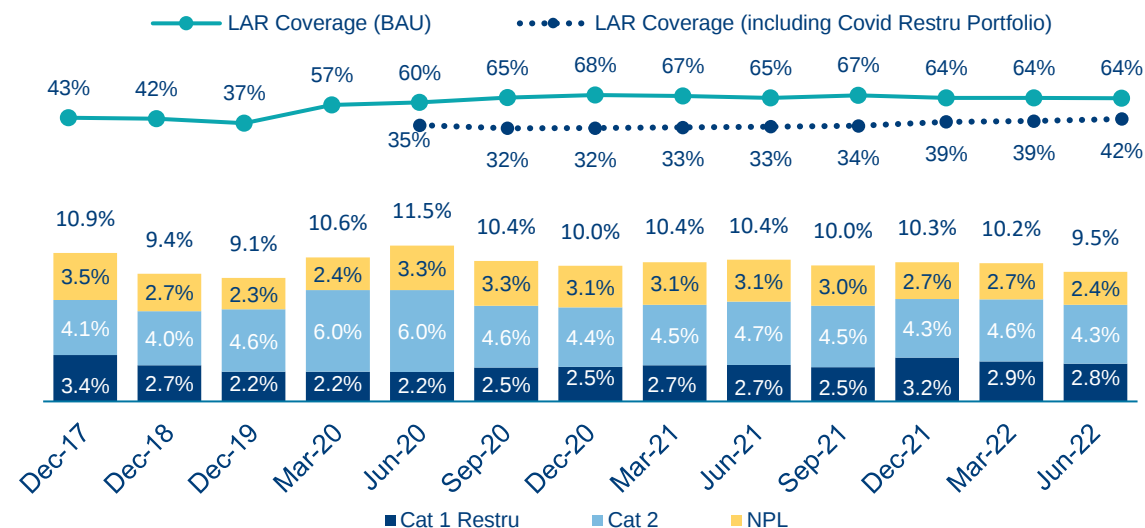


# Non-Performing Loans & Loan-at-Risk

## NPL Ratio & NPL Coverage (Consolidated)



## BAU<sup>(a)</sup> Loan at Risk Ratio & LaR Coverage (Consolidated)



Note: If we include Covid Restructured Col 1, Adjusted LaR Jun 22 would have been 14.6%

## 2Q 2022 Loan Loss Reserve (Bank-only, Rp Tn)

| Stage        | Loan Loss Reserve (LLR) | Total Loan   | LLR/Loan    |
|--------------|-------------------------|--------------|-------------|
| 1            | 11.5                    | 776.0        | 1.5%        |
| 2            | 25.8                    | 88.7         | 29.1%       |
| 3            | 22.5                    | 26.4         | 85.3%       |
| <b>Total</b> | <b>59.8</b>             | <b>891.1</b> | <b>6.7%</b> |

## 2Q 2022 Loan Stage Profile by Segment (Bank-only)

| Stage        | Corporate     | Commercial    | SME           | Micro         | Consumer      |
|--------------|---------------|---------------|---------------|---------------|---------------|
| 1            | 84.3%         | 78.8%         | 95.4%         | 96.6%         | 95.1%         |
| 2            | 13.7%         | 13.8%         | 3.6%          | 1.9%          | 2.9%          |
| 3            | 2.1%          | 7.4%          | 1.0%          | 1.4%          | 2.1%          |
| <b>Total</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> |

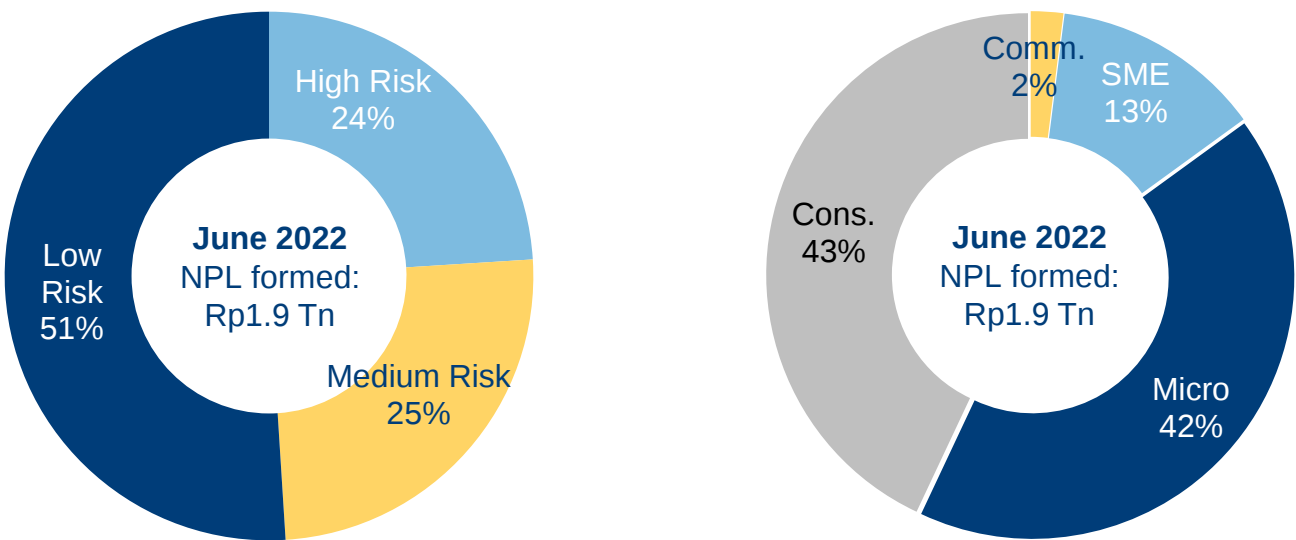
# COVID-19 Restructured Loans – Detailed Analysis by Segment and Risk Profile

## COVID-19 Restructured Loan – Risk Profile Analysis (Bank Only)

| As of<br>2Q 2022                                           | Outstanding<br>(Rp Tn) | Low<br>Risk  | Med<br>Risk  | High<br>Risk | Total<br>Provision | Low Risk    | Med Risk     | High Risk    |
|------------------------------------------------------------|------------------------|--------------|--------------|--------------|--------------------|-------------|--------------|--------------|
| Corporate                                                  | 25.6                   | 26.7%        | 56.9%        | 16.4%        | 22.7%              | 1.2%        | 15.8%        | 81.1%        |
| Commercial                                                 | 8.3                    | 20.4%        | 59.0%        | 20.6%        | 16.9%              | 2.5%        | 11.4%        | 46.8%        |
| SME                                                        | 7.4                    | 81.4%        | 10.8%        | 7.8%         | 16.8%              | 12.9%       | 22.1%        | 51.0%        |
| Micro                                                      | 7.6                    | 57.5%        | 18.8%        | 23.5%        | 16.4%              | 11.4%       | 10.6%        | 33.4%        |
| Consumer                                                   | 9.2                    | 41.3%        | 39.2%        | 19.4%        | 18.1%              | 13.2%       | 10.6%        | 43.8%        |
| <b>Total</b>                                               | <b>58.2</b>            | <b>39.1%</b> | <b>43.5%</b> | <b>17.3%</b> | <b>19.5%</b>       | <b>8.4%</b> | <b>14.1%</b> | <b>58.4%</b> |
| COVID-19 Restructured NPL Ratio, Total & By Risk Profile = |                        |              |              |              | 3.27%              | 4.22%       | 1.91%        | 4.56%        |

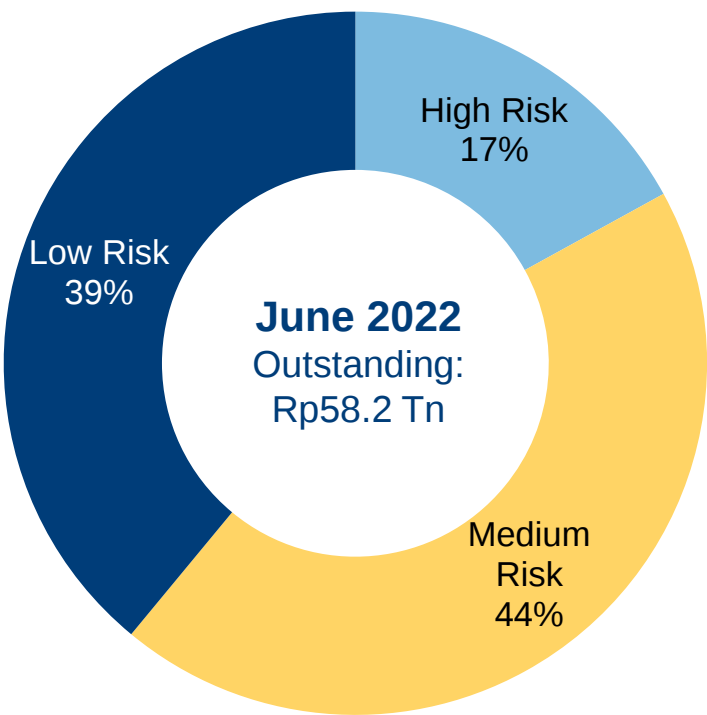
# COVID-19 Restructured Portfolio NPLs Analysis

COVID-19 Restructured NPLs by Risk Profile & Segment



| By Risk Profile                        | Low Risk | Med Risk | High Risk | Total    |
|----------------------------------------|----------|----------|-----------|----------|
| (a) Covid-19 Restructured NPLs (Rp Bn) | 961 Bn   | 483 Bn   | 460 Bn    | 1,903 Bn |
| (b) Covid-19 Restructured book (Rp Tn) | 22.8 Tn  | 25.3 Tn  | 10.1 Tn   | 58.2 Tn  |
| (a/b) NPL Ratio By Risk Profile (%)    | 4.22%    | 1.91%    | 4.56%     | 3.27%    |

COVID-19 Restructured Loan Risk Profile



# Provisioning Details (BAU and Covid-Restructured Build Up)

| Business Unit                         | Loan Mix<br>(% of consolidated loan) |       |       |       |       |       | YTD Cost of Credit (%) |       |       |       |       |                    |                         |       |
|---------------------------------------|--------------------------------------|-------|-------|-------|-------|-------|------------------------|-------|-------|-------|-------|--------------------|-------------------------|-------|
|                                       | 2018                                 | 2019  | 2020  | 2021  | 1H21  | 1H22  | 2018                   | 2019  | 2020  | 2021  | 1H21  | 1H22               |                         |       |
|                                       |                                      |       |       |       |       |       |                        |       |       |       |       | BAU <sup>(b)</sup> | Build Up <sup>(c)</sup> | Total |
| Corporate                             | 40.7                                 | 40.2  | 38.6  | 34.6  | 36.4  | 35.9  | (0.4)                  | 0.4   | 1.2   | 1.3   | 2.0   | -0.41              | 0.52                    | 0.11  |
| Commercial                            | 17.0                                 | 16.7  | 17.5  | 16.5  | 16.2  | 15.9  | 4.8                    | 2.5   | 3.4   | 2.7   | 3.3   | 1.45               | 0.44                    | 1.88  |
| SME                                   | 6.9                                  | 6.5   | 6.2   | 5.7   | 5.7   | 5.7   | 4.5                    | 3.2   | 2.2   | 1.5   | 1.4   | 1.77               | -0.17                   | 1.59  |
| Micro                                 | 12.5                                 | 13.6  | 13.5  | 12.6  | 12.5  | 12.4  | 2.1                    | 1.7   | 3.1   | 2.6   | 2.5   | 3.10               | -0.20                   | 2.90  |
| Consumer                              | 10.7                                 | 10.4  | 9.7   | 8.8   | 8.4   | 8.4   | 2.4                    | 2.1   | 4.4   | 2.3   | 2.6   | 2.82               | -0.43                   | 2.38  |
| Total Bank Only                       | 87.7                                 | 87.3  | 85.5  | 78.9  | 79.4  | 78.3  | 1.6                    | 1.3   | 2.3   | 1.9   | 2.2   | 1.03               | 0.24                    | 1.27  |
|                                       |                                      |       |       |       | 0.0   | 0.0   |                        |       |       |       |       |                    |                         |       |
| Bank Syariah Indonesia <sup>(d)</sup> | 8.2                                  | 8.3   | 9.3   | 16.3  | 15.8  | 16.7  | 3.8                    | 2.1   | 2.3   | 2.4   | 3.2   | 1.86               | 0.05                    | 1.91  |
| Mandiri Taspen                        | 1.9                                  | 2.2   | 2.9   | 3.0   | 2.9   | 3.0   | 0.4                    | 0.5   | 1.6   | 2.6   | 4.4   | 1.03               | 0.26                    | 0.77  |
| Mandiri Tunas Finance <sup>(a)</sup>  | 2.0                                  | 1.9   | 2.0   | 1.7   | 1.7   | 1.8   | 2.9                    | 2.6   | 4.3   | 3.7   | 5.1   | 2.65               | 0.17                    | 2.81  |
| Mandiri Utama Finance <sup>(a)</sup>  | 0.5                                  | 0.5   | 0.5   | 0.5   | 0.5   | 0.5   | 5.2                    | 3.4   | 3.8   | 4.2   | 5.3   | 5.62               | 0.63                    | 6.03  |
| Total Subsidiaries                    | 12.6                                 | 12.9  | 14.7  | 21.5  | 20.9  | 22.0  | 3.2                    | 1.9   | 2.5   | 2.5   | 3.6   | 1.74               | 0.23                    | 1.97  |
| Elimination                           | -0.3                                 | -0.2  | -0.3  | -0.4  | -0.3  | -0.3  |                        |       |       |       |       |                    |                         |       |
| Total Consolidated                    | 100.0                                | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 1.8                    | 1.4   | 2.3   | 2.1   | 2.3   | 1.19               | 0.24                    | 1.42  |
| NPL Coverage – Consolidated (%)       |                                      |       |       |       |       |       | 142.8                  | 144.3 | 229.1 | 243.5 | 221.9 | 253.3              |                         |       |
| LAR BAU Coverage – Consolidated (%)   |                                      |       |       |       |       |       | 41.7                   | 36.8  | 69.2  | 69.4  | 65.6  | 64.0               |                         |       |

(a) Non-Joint Finance only

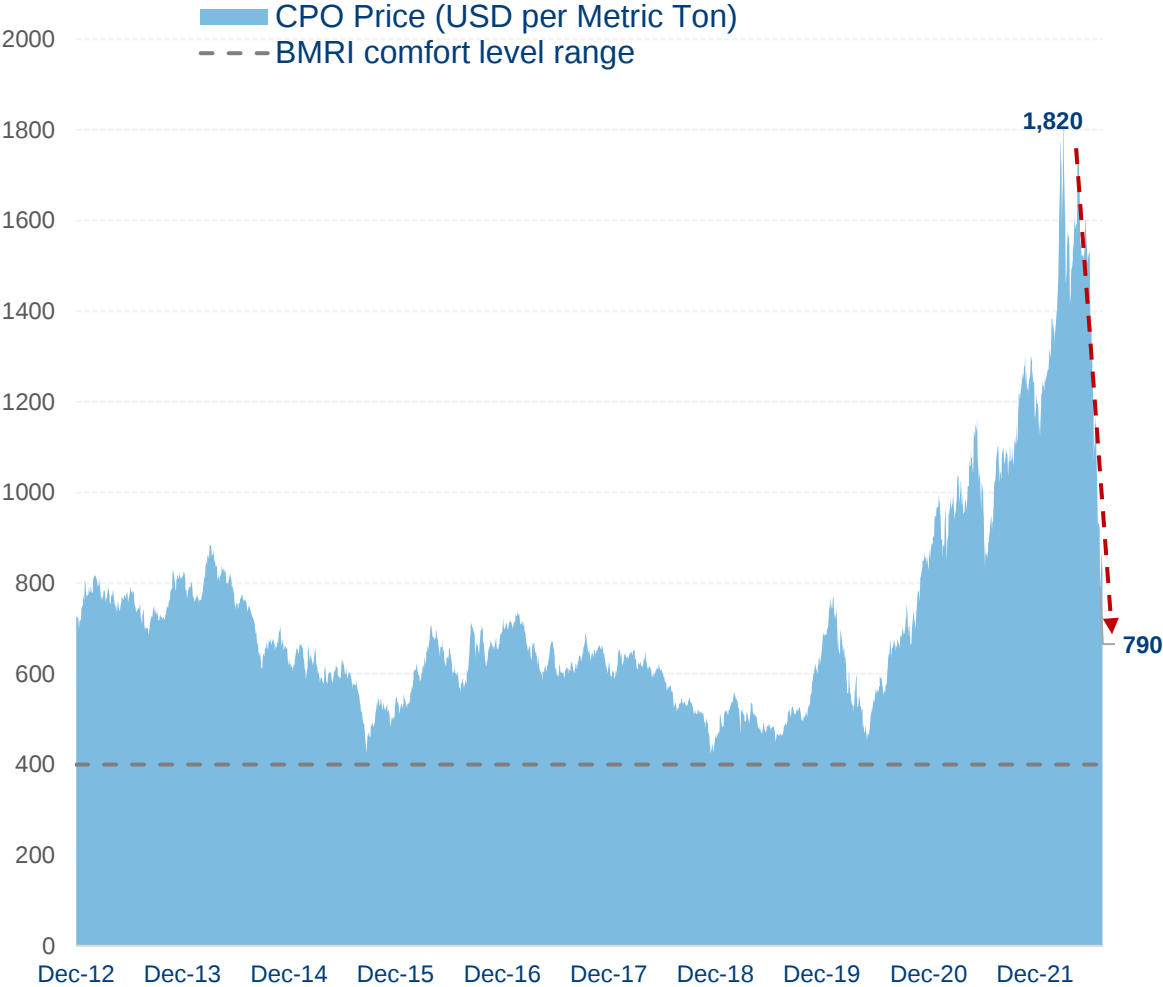
(b) Business As Usual or BAU excludes Covid-19 Restructured Loans

(c) Provisioning Build Up specifically for Covid-19 Restructured Loans

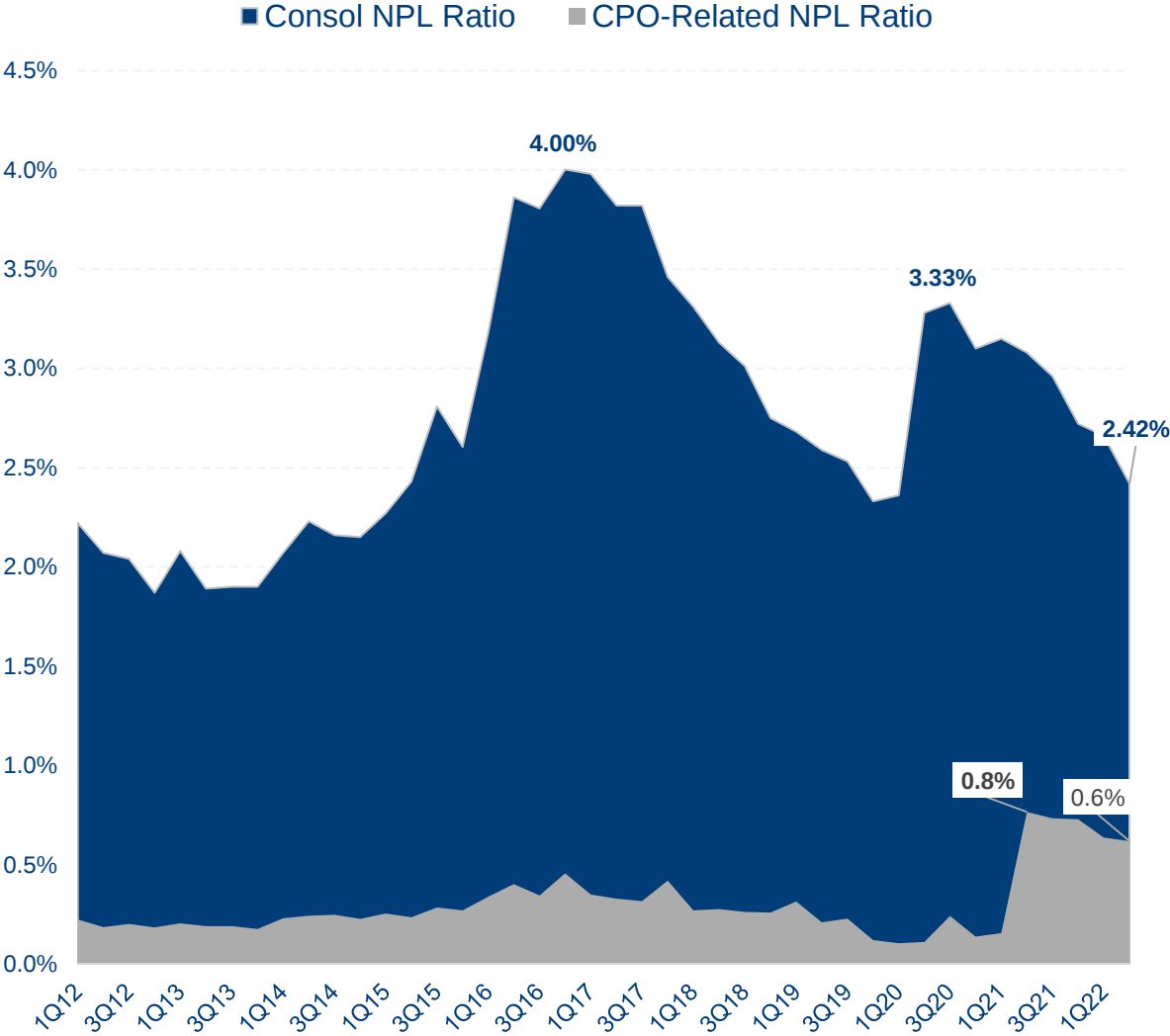
(d) For 2017-2020, number refer to Bank Syariah Mandiri stand alone

# BMRI CPO Loans Performance vs. CPO Price Analysis

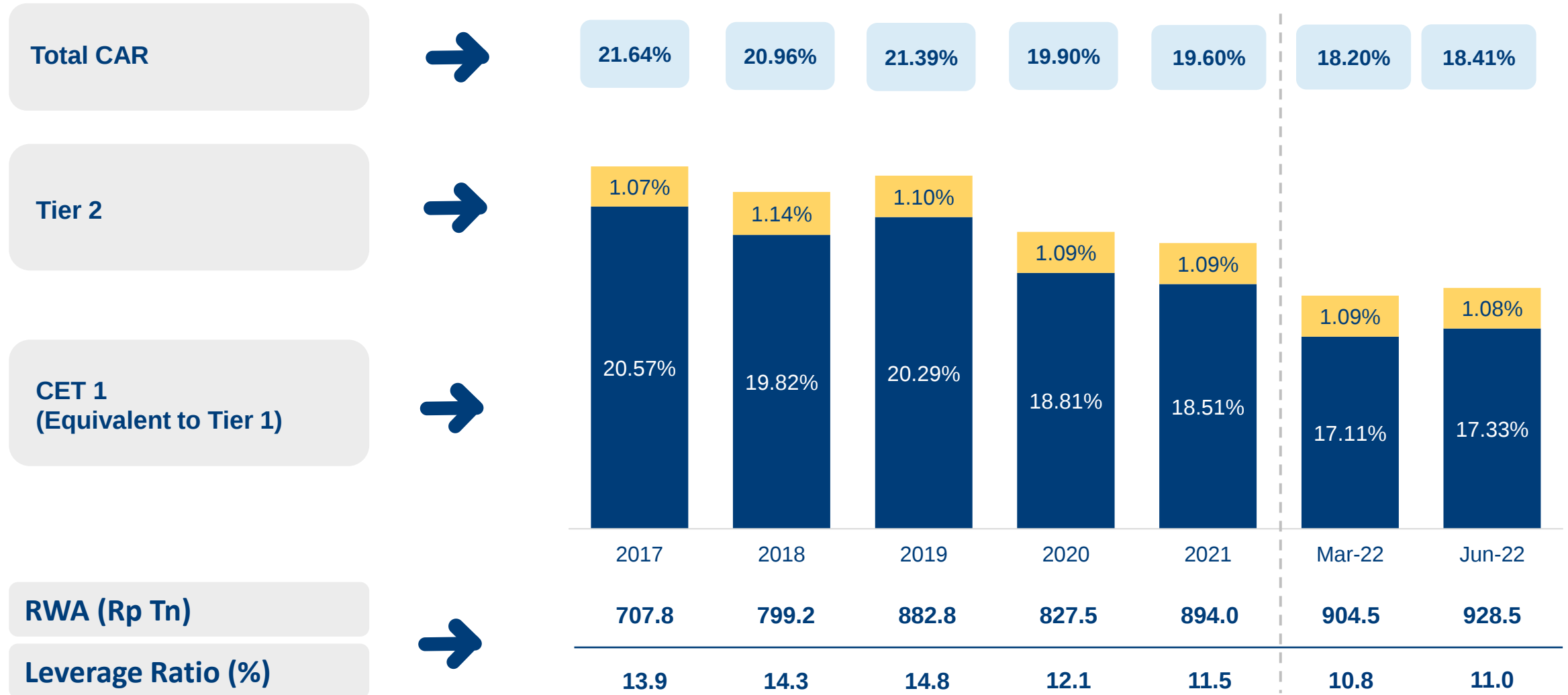
CPO Price Trend



Consolidated BMRI NPL Ratio vs CPO loans NPL ratio



# CAR and CET1 Ratios are Well Above Minimum Requirement (Bank-Only)



Leverage Ratio = Tier 1 Capital divided by Total Exposure (On Balance Sheet Exposure + Derivatives Exposure + Securities Financing Transaction Exposure + Other Off-Balance Sheet Exposures)



Super App **Living'** By Mandiri

**Designed as a journey**, with every stage laying the foundation for sustainable growth

**We are here!**



Venturing into digital ecosystem,  
creating a complete cycle

**THE NEXT BIG THING**

We are ready to swiftly adapt

**ENDLESS OPPORTUNITIES**

Shifting from physical distribution-  
led growth into a new digital model

**BUILDING THE CROWDS**

**STAGE 1**

Monetizing the crowd,  
democratizing the services  
**UNLOCKING VALUE**

**STAGE 2**



**STAGE 3**



livein  
by mandiri



**crowds built in just 9 months, leading to an outstanding performance ...**

**14 Mn**

Downloads

**70%**

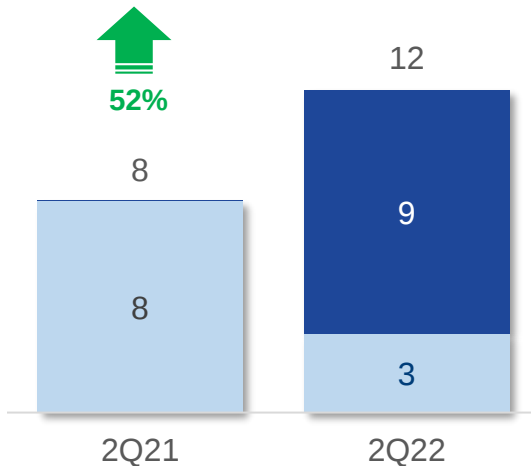
New customers converted to Livin'

**42** **+10** **52**

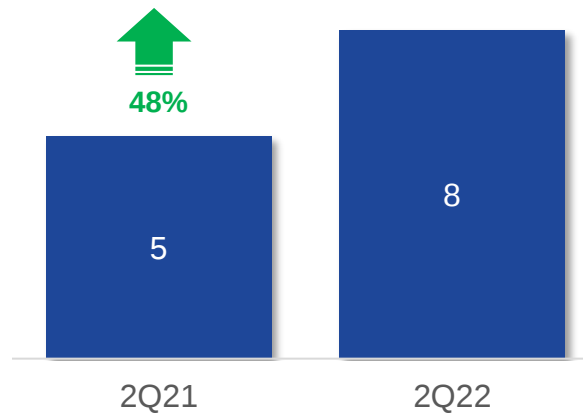
Features launched since Oct-21

**Registered Users  
(in Mn)**

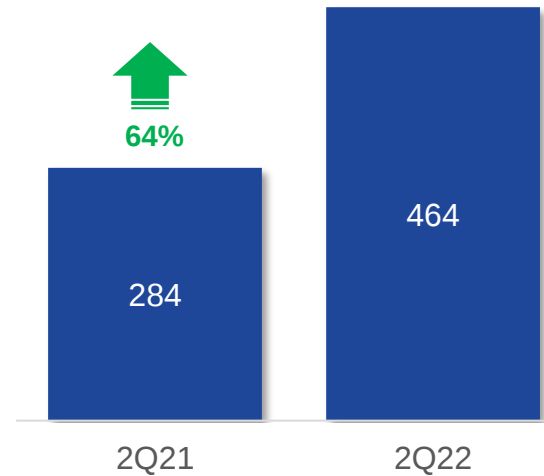
■ Old Mobile App. ■ New Livin'



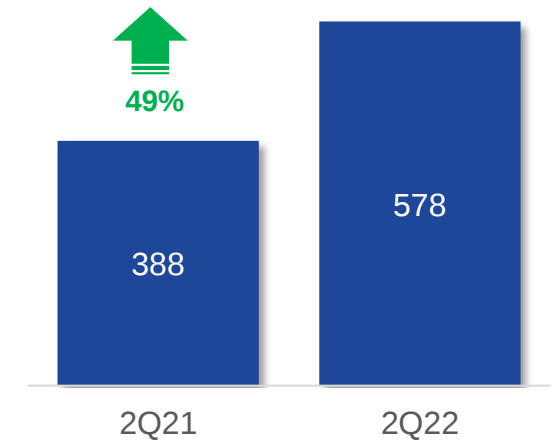
**Monthly Active Users  
(in Mn)**



**Transactions Volume <sup>(a)</sup>  
(in Mn)**

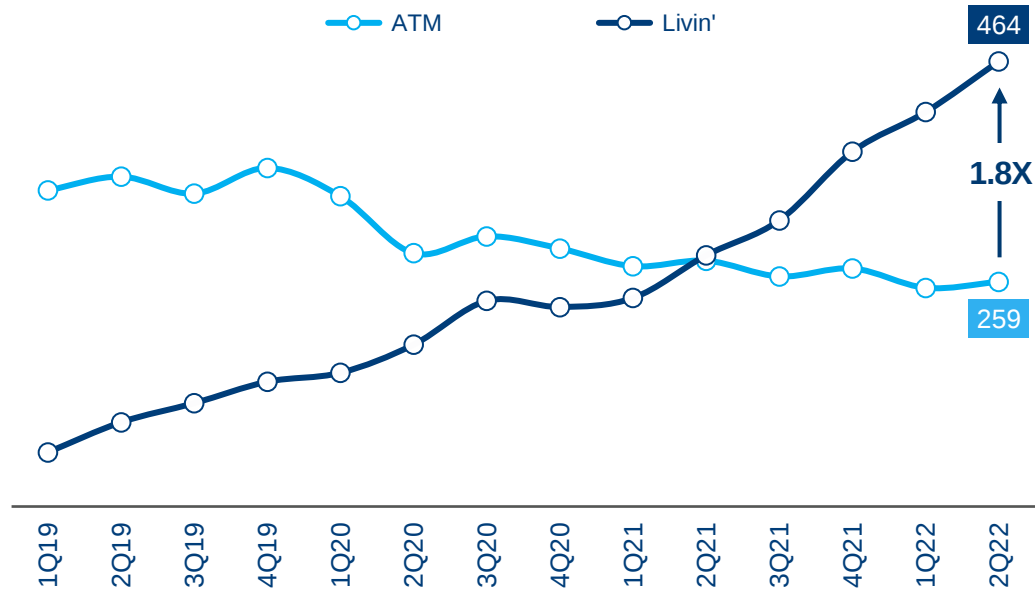


**Transaction Value  
(Rp Tn)**

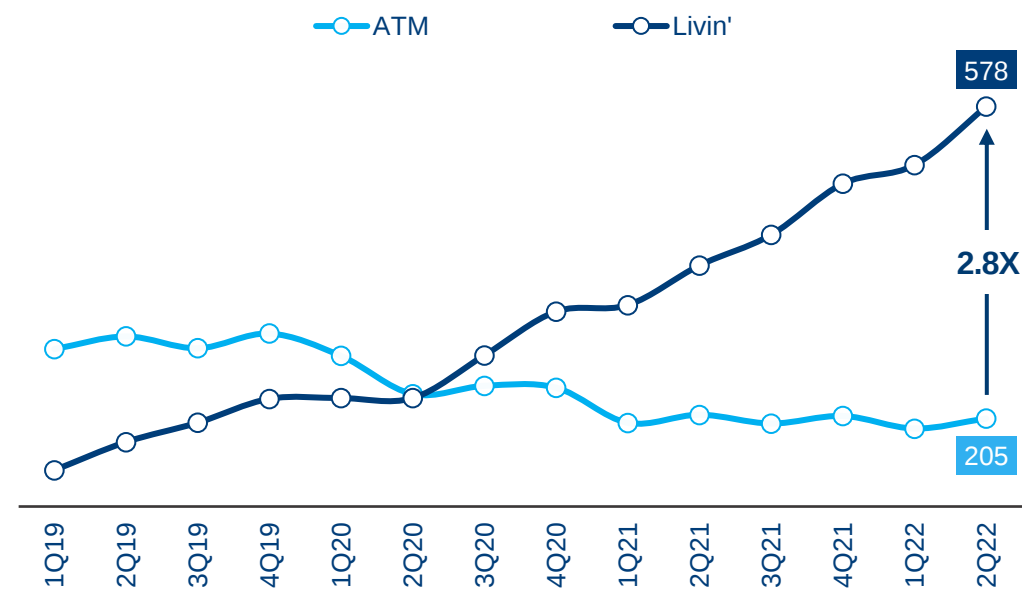


... resulting in an unparalleled consistent growth, leaving ATM far behind

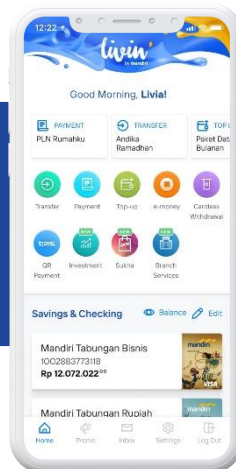
Quarterly Transaction Volume (in Mn)



Quarterly Transaction Value (in Rp Tn)



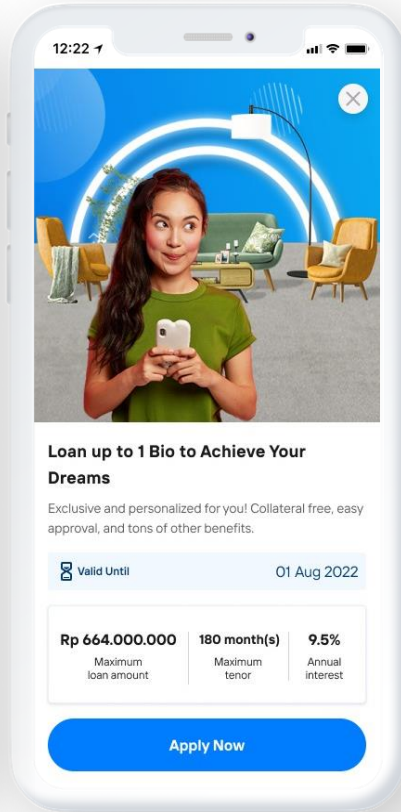
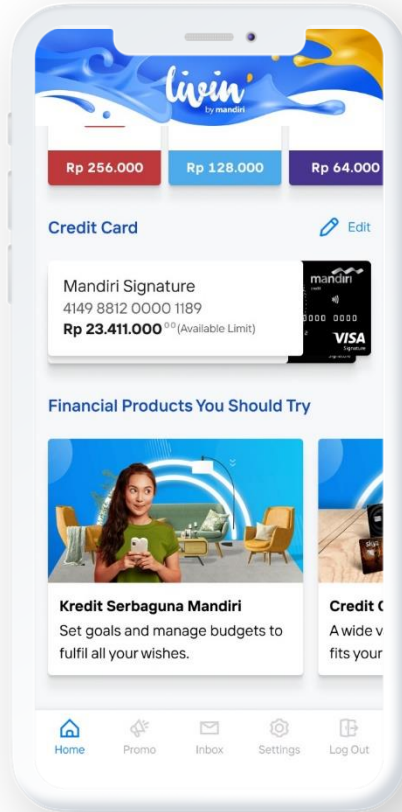
livin'  
by mandiri



We have successfully migrated non-cash transactions to Livin'.  
80% of the remaining transactions in ATM is cash related.

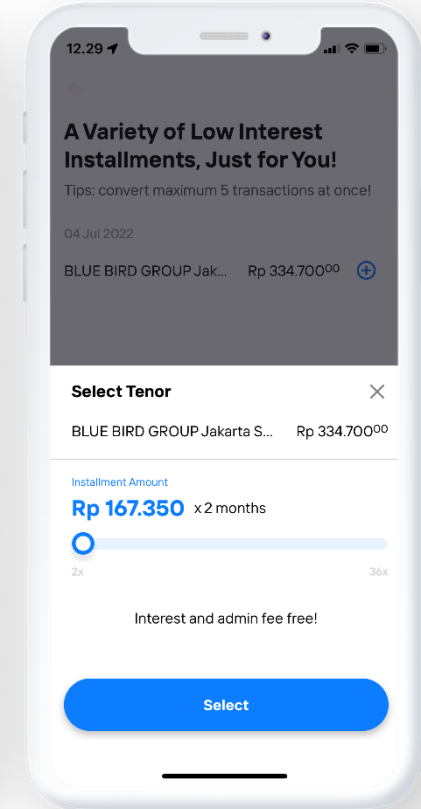
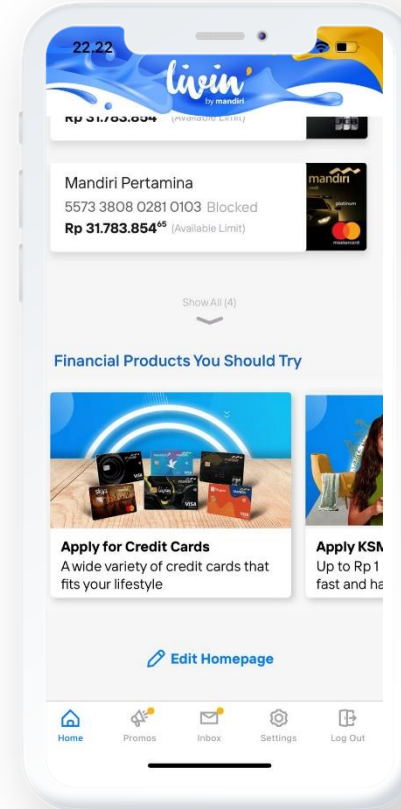


# Further reinforcing retail asset with digital loan application and credit card installment



>16%

personal loans' net booking  
applied through Livin'



>70%

credit cards installment  
converted through Livin'

# Democratizing investment, unlocking the door to wealth creation for the masses

1st Phase of Livin' Investment Launched in May 2022: Mutual Funds Trading



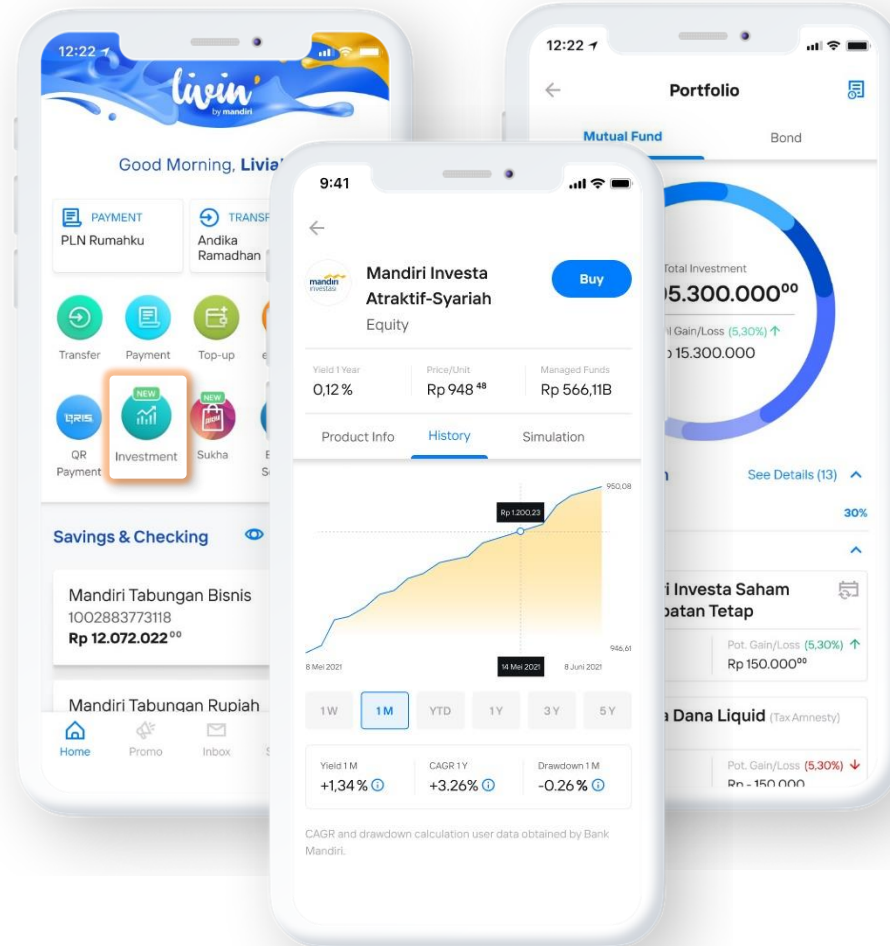
True digital onboarding



One stop shopping, wide variety of product, and competitive transaction fee



Complete information to facilitate product selection



**2X**  
Users Growth  
in just 1 month

**>Rp 500 Bn**  
Total trx since launch

**~ Rp 15 Bn**  
Daily trx value

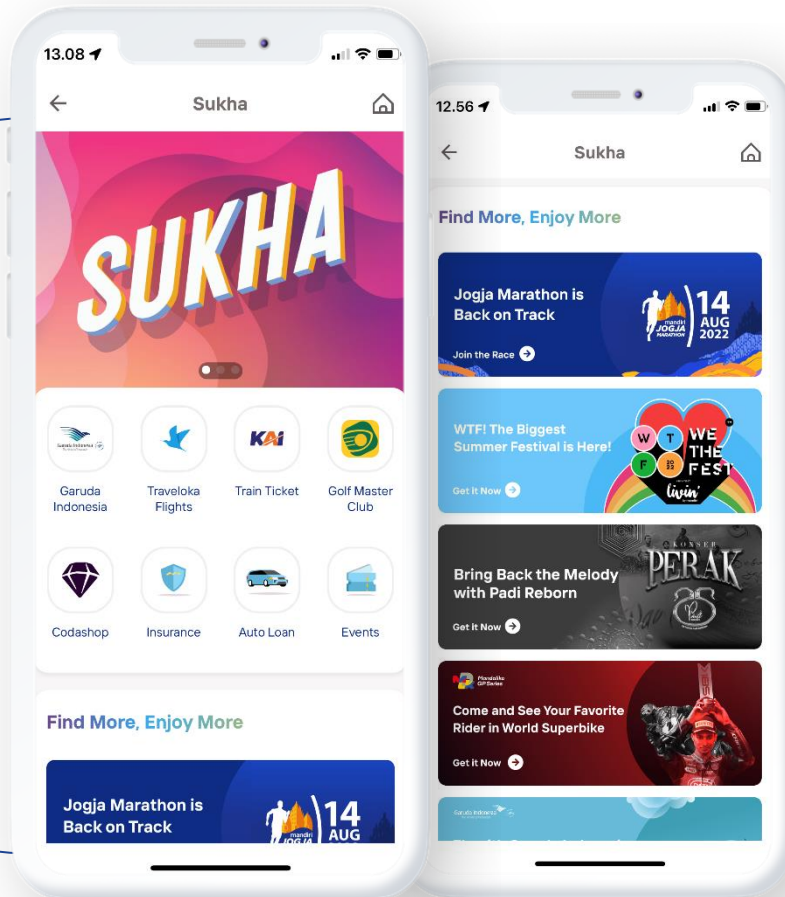
# Venturing beyond banking! Integrating ecosystem in one seamless experience, a new avenue of value creation

Livin' extends our offerings into **lifestyle, beyond banking ...**

... with **curated partners** and **personalized offers** leveraging customer data

## Banking

- Account onboarding
- Savings
- Loan
- Investment
- Transfer



## Lifestyle

- Beauty & Wellness
- Culinary
- Event & Attraction
- Games & Entertainment
- Fashion
- Sport & Activities
- Travel



**25,000**

Tickets sold only in 30 minutes



**1,234**

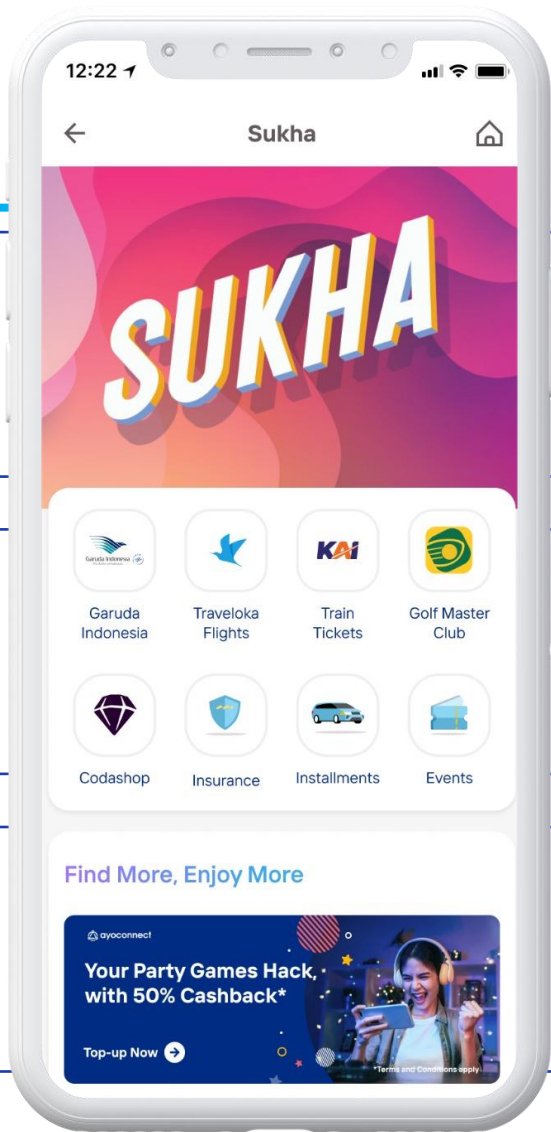
Tickets sold under 2 days

## Now

**Partners**  
4 categories with  
9 partners

**Attractive Promotions**

**General Offerings**

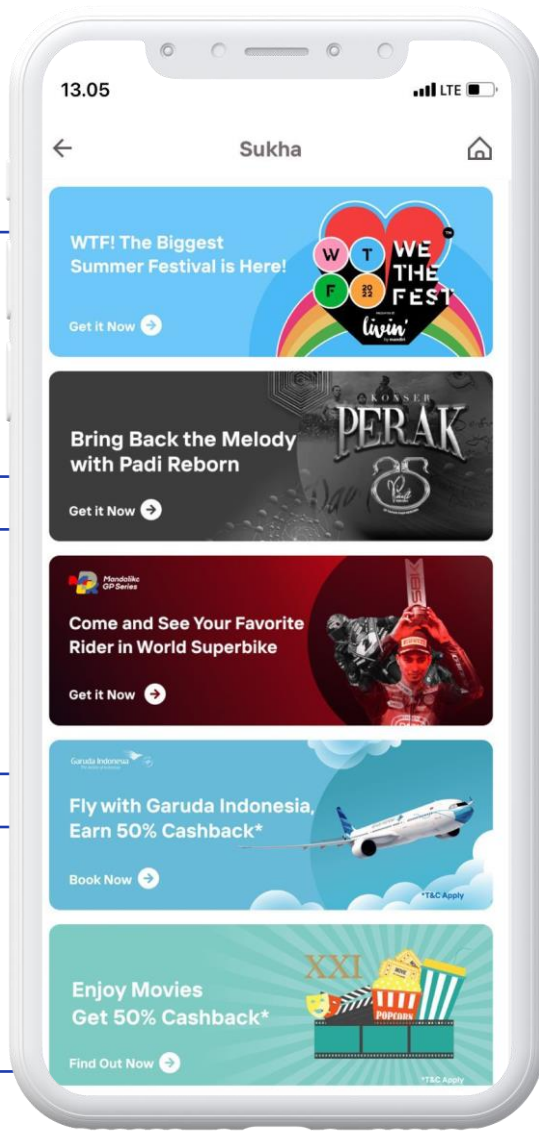


## Future

**Top Curated Partners**  
7 categories with more than  
25 partners

**Partner Specific Special Privileges**

**AI Driven Personalized Offerings**



# Agile methodology to accelerate time-to-market new use cases for new revenue streams

October 2021

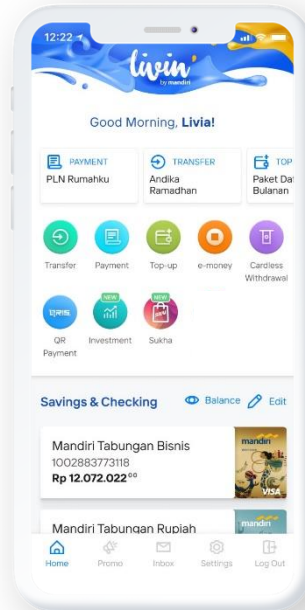
December 2021

January 2022

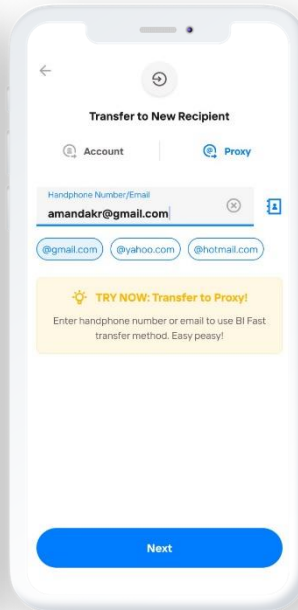
May 2022

June 2022

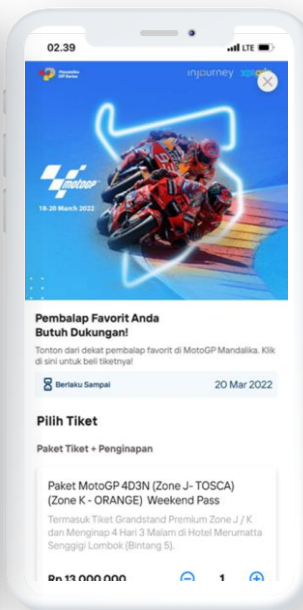
Future Release



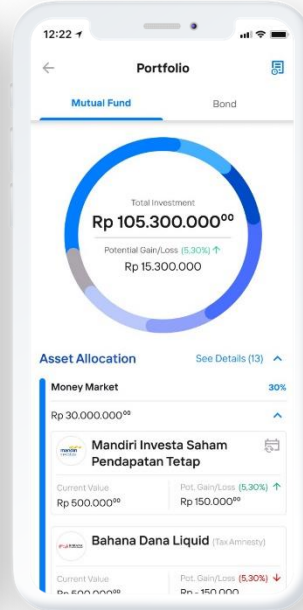
**Public Launch**



**First Bank**  
that implemented  
**BI-Fast**



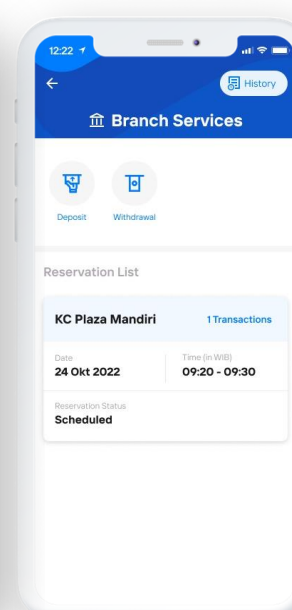
**Exclusive mobile banking partner**  
of MotoGP 2022



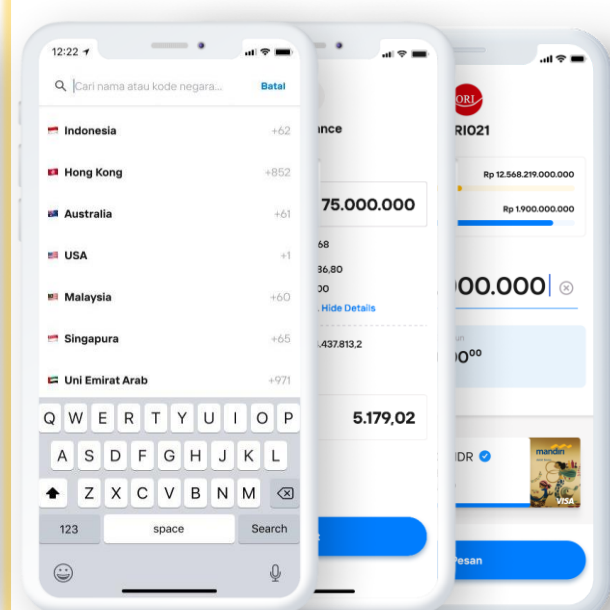
**Seamless access to broad spectrum of investment products**



**Ecosystem Integration**  
for every customer needs



**Skip the queueing using branch reservation<sup>(a)</sup> at any branch**



**Registration for overseas customers**

**Crossborder Remittance**

**Primary Bonds**

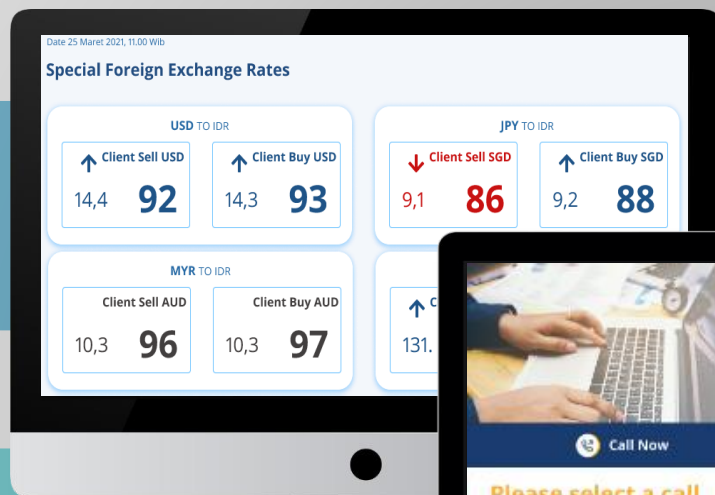


**Super Platform Kopra**

# Superior Features For The Convenience Of Business Transactions

## E-FX

Forex transactions, monitor foreign exchange rates in real time



## Limit Management

Allocation of facilities/limits to other business entities with groups or other facility types

**Limit Summary**

| No. | Debitur            | Total Fasilitas |                  |               | Rincian                |
|-----|--------------------|-----------------|------------------|---------------|------------------------|
|     |                    | Limit (IDR)     | Usage (IDR)      | Ratio         |                        |
| 1   | PT Semen Indonesia | 382.735         | 305.189          | 80,00%        | <a href="#">Detail</a> |
| 2   | PT Semen Gresik    | 416.268         | 333.014          | 80,00%        | <a href="#">Detail</a> |
| 3   | PT Semen Padang    | 100.000         | 20.000           | 20,00%        | <a href="#">Detail</a> |
|     |                    |                 | 172.946          | 80,00%        | <a href="#">Detail</a> |
|     |                    |                 | 374.185          | 80,00%        | <a href="#">Detail</a> |
|     |                    |                 | <b>1.206.335</b> | <b>76,24%</b> |                        |

## Remittance Tracking

Tracking status of forex remittance from Mandiri to other banks



## Virtual Asisstant

Offering administrative assistance without coming to branch

## Onboarding Supplier

Easy registration for supplier to join the KOPRA ecosystem

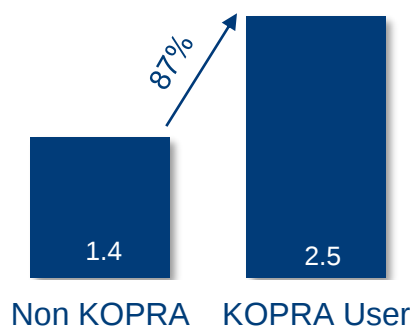
# Bank Mandiri As The Main Operating Bank For Business Clients Through



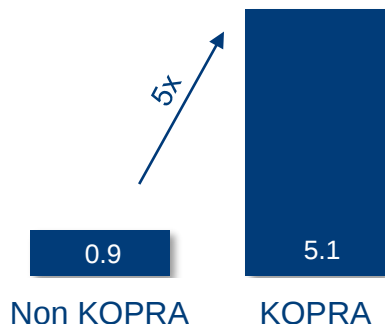
**KOPRA also shows direct financial impact to Bank Mandiri**

**Resulting higher bankwide CA Ratio and lowering CoF Demand Deposits**

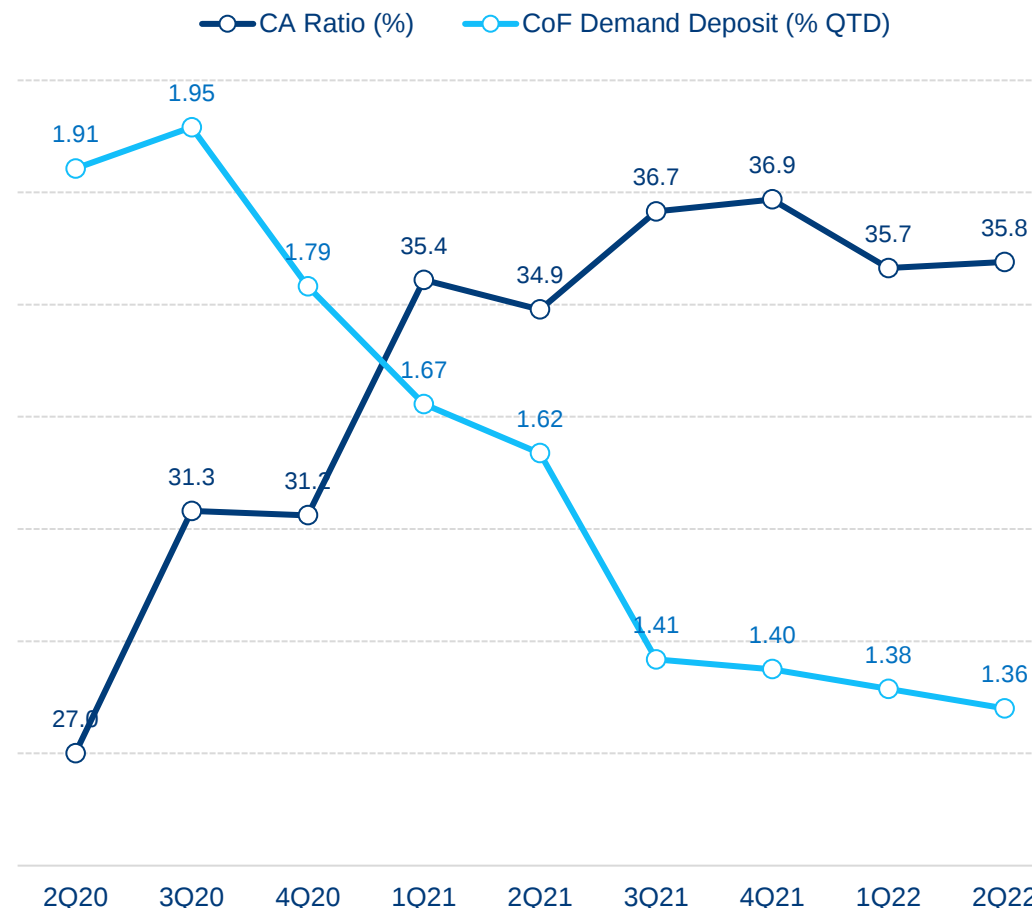
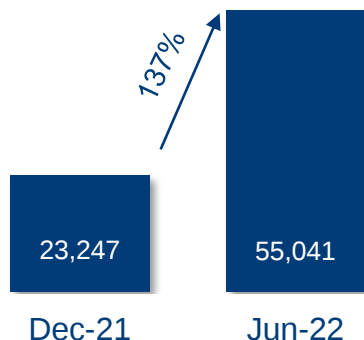
**# of Product Holding\*  
(KOPRA vs Non KOPRA)**



**Avg Bal Current Account – Rp Bn  
(KOPRA vs Non KOPRA)**

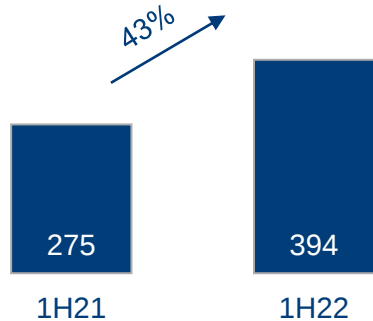


**# of Users Registered**

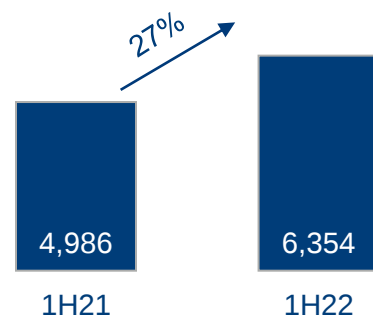


## Bank Mandiri Wholesale Transaction By Type of Product

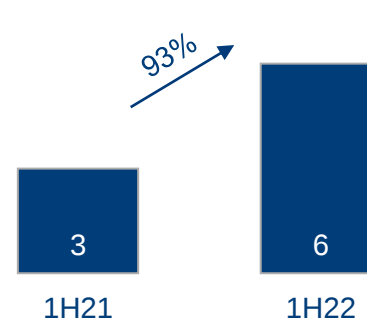
Trade & Guarantee Tx Value  
(Rp Tn)



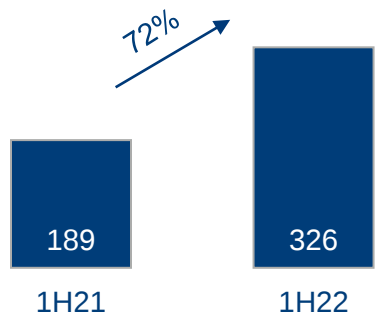
Cash Management Tx Value  
(Rp Tn)



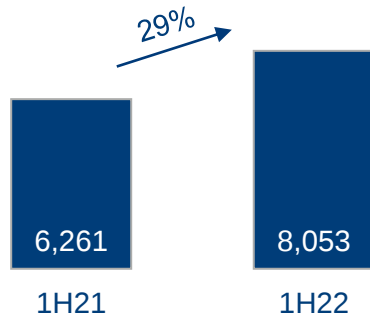
E-FX Tx Value  
(USD Bn)



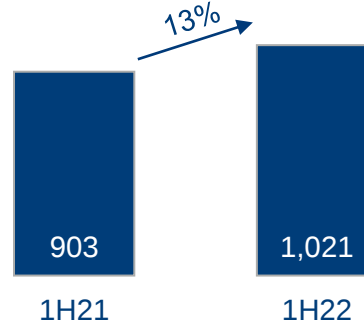
Total Wholesale Tx by Frequency Transaction (Mn)



Total Wholesale Tx by Value (Rp Tn)



Total KOPRA FBI  
(Rp Bn)



# Will Also Available For Overseas Bank Mandiri Customers With Innovative Features

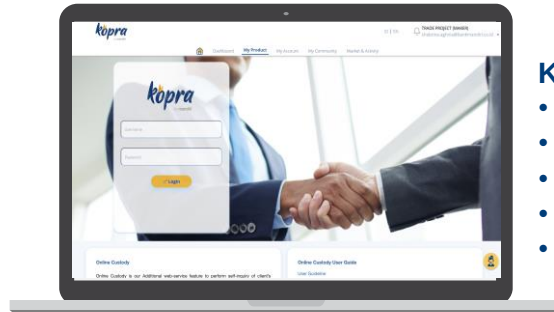
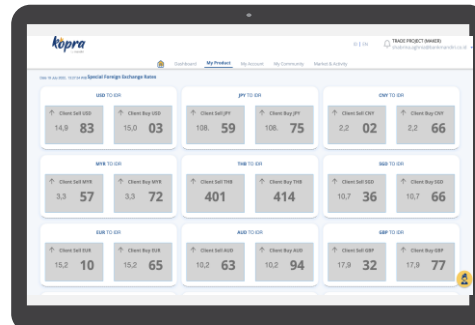
May 2022



KOPRA MCM is available to BMRI Singapore Clients



July 2022

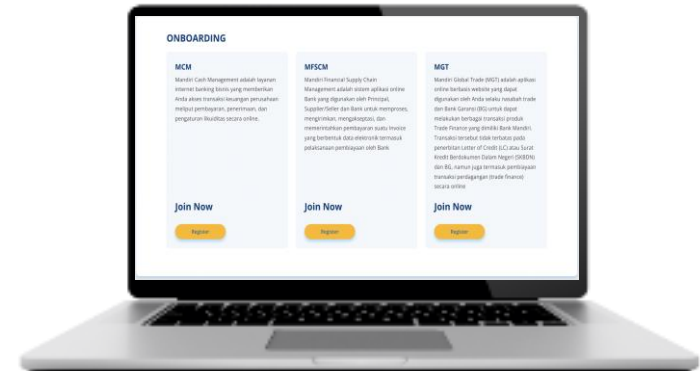


## KOPRA New Features:

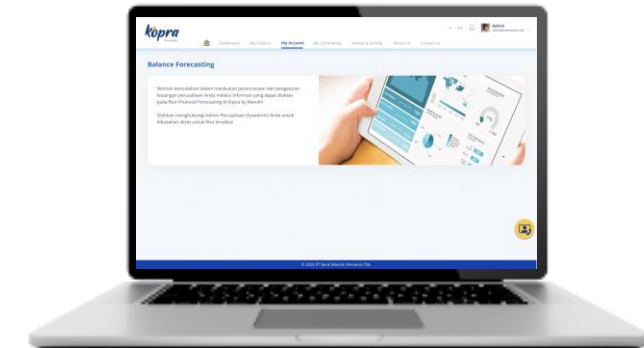
- Mandiri Reconciliation Portal
- Mandiri Hospital Application System
- MCM Lite
- Virtual Assistant 2.0
- Online onboarding transactional product - MCM

October 2022

## Online Onboarding MGT & MFSCM



## Financial Forecasting



Notes :

MGT : Mandiri Global Trade

MFSCM : Mandiri Financial Supply Chain Management



# Subsidiaries Performance

# Subsidiaries Performance

## Sharia Banking



Loan : Rp191 Tn (18.5% YoY)  
ROE : 16.1%

## Niche Banking



Loan : Rp33.7 Tn (15.3% YoY)  
ROE : 29.5%

## Investment Banking



Total Aseet : Rp4.9 Tn (39.6% YoY)  
ROE : 11.5%

## Insurance



Total Revenue : Rp 2.4 Tn (3.5% YoY) Rp 1.3 Tn (10.6% YoY)  
ROE : 37.7% 11.4%

## Multi-Finance



Loan : Rp 41.6 Tn (4.8% YoY) Rp20.0 Tn (45.7% YoY)  
ROE : 22.7% 27.1%

## Asset Management<sup>(a)</sup>

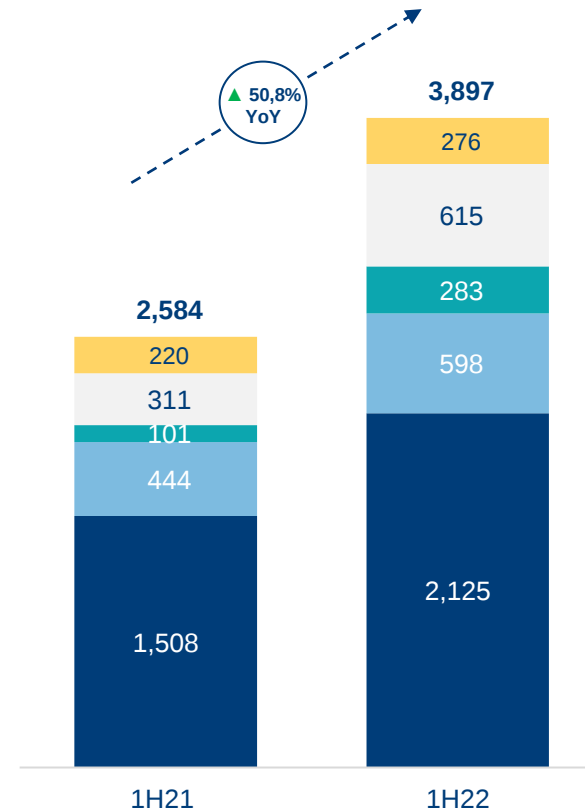


Total Aseet : Rp 503 Bn (12.4% YoY)  
ROE : 10.8%

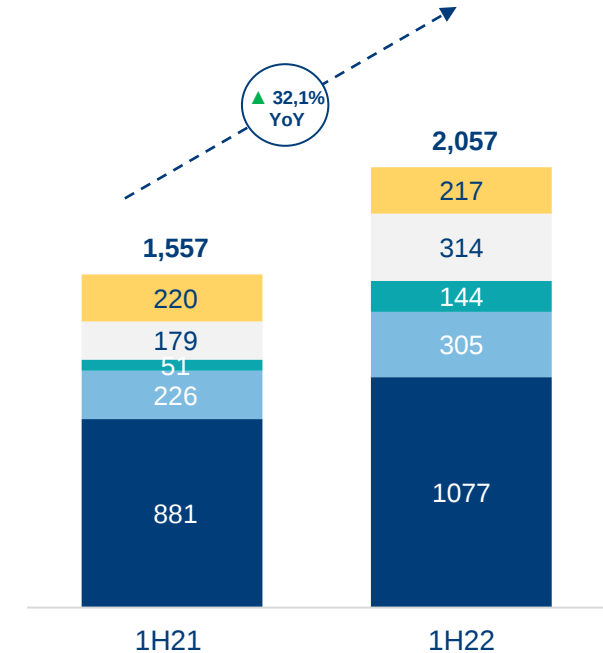
## Subsidiaries Net Profit<sup>(b)</sup> Contribution To Mandiri Group

Rp Billion

### Net Profit After Tax



### NPAT Ownership



■ Bank Syariah Indonesia ■ AXA Mandiri Financial Services ■ Mandiri Tunas Finance ■ Mandiri Taspen Pos ■ Others

Notes:  
a) Owned 99.93% through Mandiri Sekuritas  
b) Net Profit After Tax and Non-Controlling Interest

# Bank Syariah Indonesia

## Financial Performance (Rp Bn)

|                     | FY21    | 1H21    | 1H22    | YoY Growth |
|---------------------|---------|---------|---------|------------|
| Loan                | 171,291 | 161,362 | 191,294 | 18.5%      |
| % to Mandiri Loans  | 16.3    | 15.9    | 16.8    | 0.9ppt     |
| Deposit             | 233,251 | 216,385 | 244,663 | 13.1%      |
| Revenue             | 16,244  | 7,928   | 9,107   | 14.9%      |
| NPAT                | 3028    | 1,508   | 2,125   | 40.9%      |
| % to Mandiri NPAT   |         | 12.1    | 10.5    | (1.5ppt)   |
| Key Financial Ratio |         |         |         |            |
| Cost of Fund (%)    | 2.4     | 2.1     | 1.6     | (0.5ppt)   |
| Gross NPL (%)       | 2.9     | 3.11    | 2.78    | (0.3ppt)   |
| Coverage Ratio (%)  | 148.9   | 150.9   | 155.8   | 4.9ppt     |
| LFR (%)             | 73.4    | 74.5    | 78.1    | 3.6ppt     |
| CAR (%)             | 22.1    | 22.3    | 17.3    | (5.0ppt)   |
| ROA (%)             | 1.6     | 1.6     | 2       | 0.4ppt     |
| ROE (%)             | 12.3    | 12.9    | 16.1    | 3.2ppt     |

## FBI Strategy Focus: E-channel and Pawning

| Fee-based Income (Rp Bn) | 1H21           | 1H22           | YoY          |
|--------------------------|----------------|----------------|--------------|
| E-channel                | 342.3          | 431.6          | 26.1%        |
| Pawning                  | 292.5          | 303.9          | 3.9%         |
| Collection               | 239.1          | 389.1          | 62.7%        |
| Operational              | 114.3          | 149.3          | 30.6%        |
| Treasury                 | 44.9           | 77.1           | 71.7%        |
| Others                   | 313.2          | 345.8          | 10.4%        |
| <b>Total</b>             | <b>1,346.3</b> | <b>1,696.8</b> | <b>26.0%</b> |



2021

2022

December

### Merger Integration

- IT & Operational
- Network
- Human Capital
- Culture
- Business & Product
- Reporting
- Operational

### Further Integration with BMRI

- Target and strategy
- Digital
- Islamic ecosystem

## Strategy Focus in 2022

- **Post-merger value boosting:** operational efficiency, special deposit rate reduction, and lower cost of credit
- **Growth Strategy:** aggressive growth in consumer, pawning and micro products, moderate growth in corporate and commercial, moderate funding growth focus in improving CASA.
- **Digital Initiatives:** super apps, bionic banking and other new services
- **Islamic Ecosystem:** new acquisition and go-digital

# AXA Mandiri Financial Services Continue strong growth momentum since beginning 2022

| IDR bn                       | 2019   | 2020   | 2021   | Q2 2021 | Q2 2022       | YoY Growth |
|------------------------------|--------|--------|--------|---------|---------------|------------|
| <b>Gross Written Premium</b> | 9,504  | 11,199 | 12,845 | 5,598   | <b>6,708</b>  | +19.8%     |
| <b>Total Gross Claim</b>     | 5,348  | 4,856  | 9,052  | 4,331   | <b>5,877</b>  | +35.7%     |
| <b>Management Expense</b>    | 948    | 1,010  | 1,023  | 476     | <b>506</b>    | +6.1%      |
| <b>Net Profit After Tax</b>  | 1,004  | 1,002  | 1,036  | 444     | <b>598</b>    | +34.7%     |
| <b>Total Asset</b>           | 32,753 | 37,556 | 41,079 | 36,613  | <b>40,575</b> | +10.8%     |
| <b>Risk Based Capital</b>    | 591.2% | 536.5% | 423.1% | 343.3%  | <b>312.8%</b> | -30.5pt    |



## Life Insurance Market Rank<sup>1</sup>



### Bancassurance

Rank

**#1**

(14% m/s)



### Telemarketing

Rank

**#2**

(21% m/s)



### All Channel

Rank

**#4**

(7% m/s)

<sup>a)</sup>Based on Weighted New Business Premium, AAJI report Q4 2021

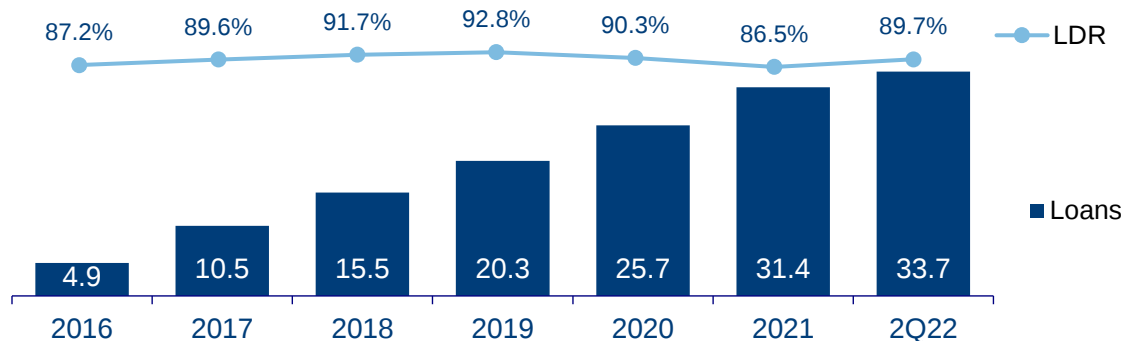
# Mandiri Taspen

Bank Mantap is Still on The Right Track To Be Indonesia's Best Pension Business Bank

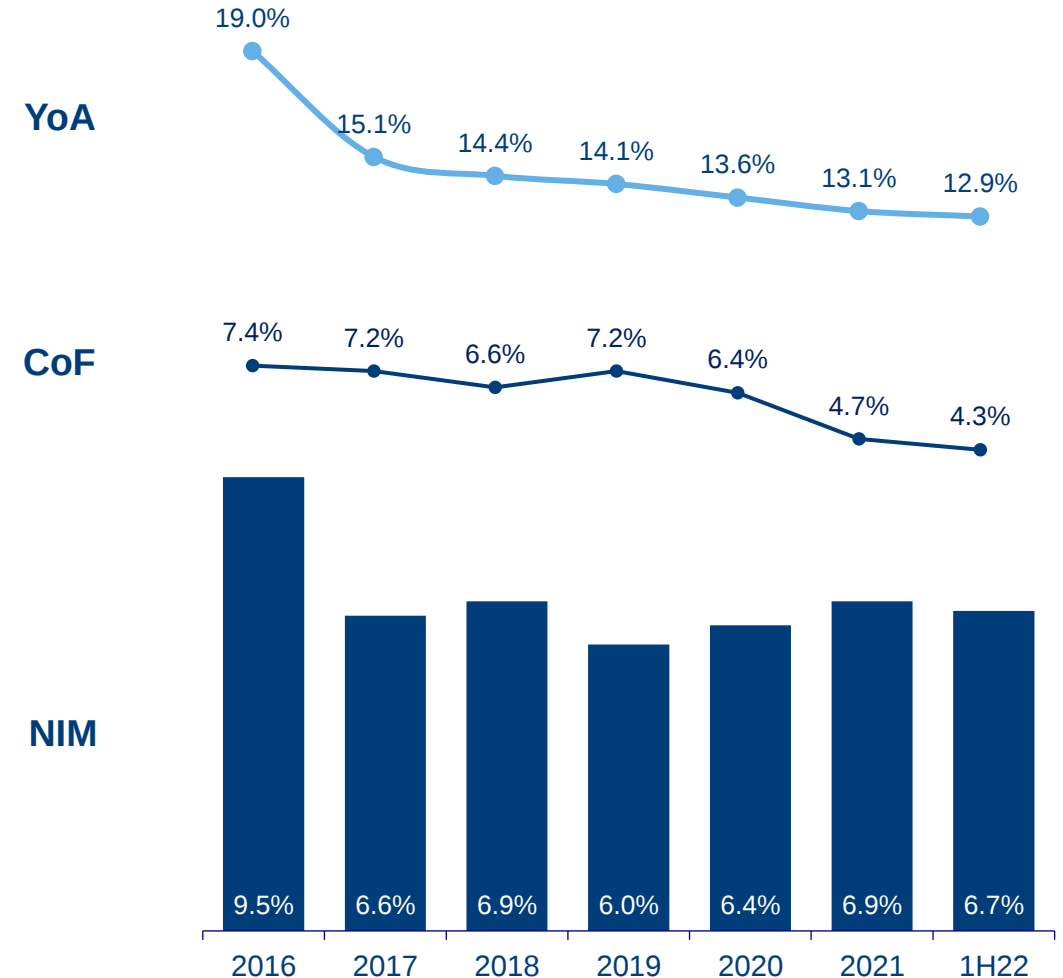
## Financial Performance (Rp Bn)

|                              | 2018   | 2019   | 2020   | 2021   | 1H21   | 1H22   | YoY Growth |
|------------------------------|--------|--------|--------|--------|--------|--------|------------|
| Loans                        | 15,526 | 20,316 | 25,662 | 31,351 | 29,221 | 33,702 | 15.34%     |
| % to Mandiri Loans           | 1.9    | 2.2    | 2.9    | 3.0    | 2.9    | 3.0    | 0.1ppt     |
| Deposits                     | 15,260 | 19,864 | 27,581 | 34,128 | 35,383 | 34,467 | -2.6%      |
| NPAT                         | 334    | 445    | 429    | 630    | 615    | 355    | -42.3%     |
| % Mandiri NPAT               | 1.3    | 1.6    | 2.2    | 2.3    | 4.9    | 1.8    | (3.2ppt)   |
| <b>Key Financial Ratios:</b> |        |        |        |        |        |        |            |
| CER (%)                      | 57.9   | 55.1   | 51.9   | 44.0   | 41.5   | 38.3   | (3.2ppt)   |
| CoC (%)                      | 0.6    | 0.5    | 1.5    | 2.5    | 1.0    | 0.6    | (0.4ppt)   |
| Gross NPL (%)                | 0.6    | 0.7    | 0.8    | 0.7    | 0.7    | 0.7    | 0.0ppt     |
| CAR (%)                      | 24.3   | 21.7   | 17.4   | 19.5   | 19.0   | 19.4   | 0.4ppt     |
| ROA (%)                      | 2.6    | 2.6    | 1.9    | 2.1    | 2.4    | 3.7    | 1.3ppt     |
| ROE (%)                      | 20.5   | 19.3   | 14.9   | 17.3   | 18.0   | 29.5   | 11.5ppt    |

## Total Loans (Rp Tn) & Loan to Deposit Ratio



## Net Interest Margin, Yield of Assets & CoF

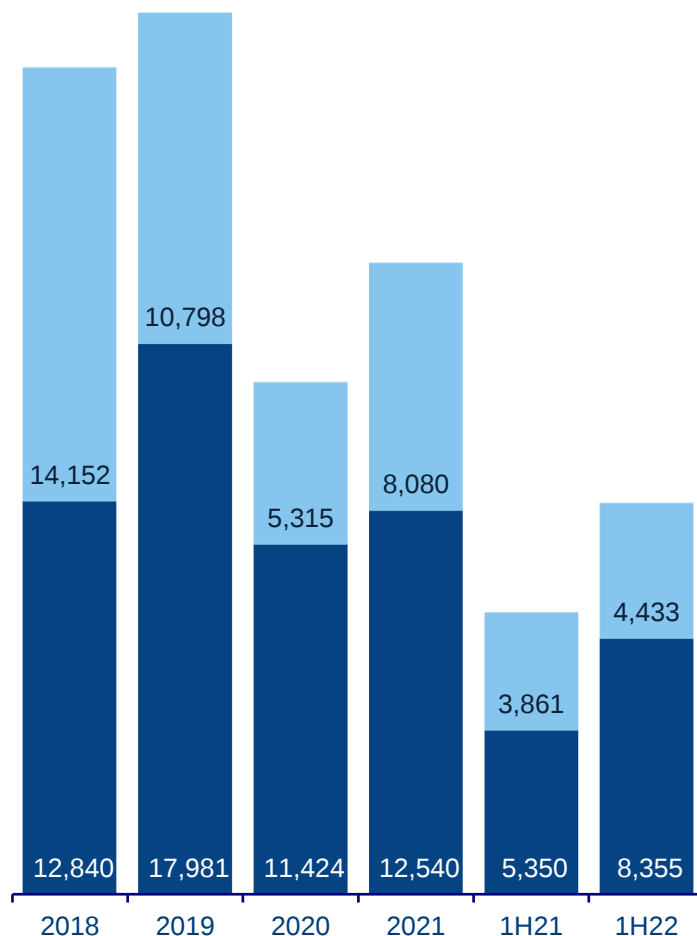


# Mandiri Tunas Finance

## Strong Franchise In New Cars Financing

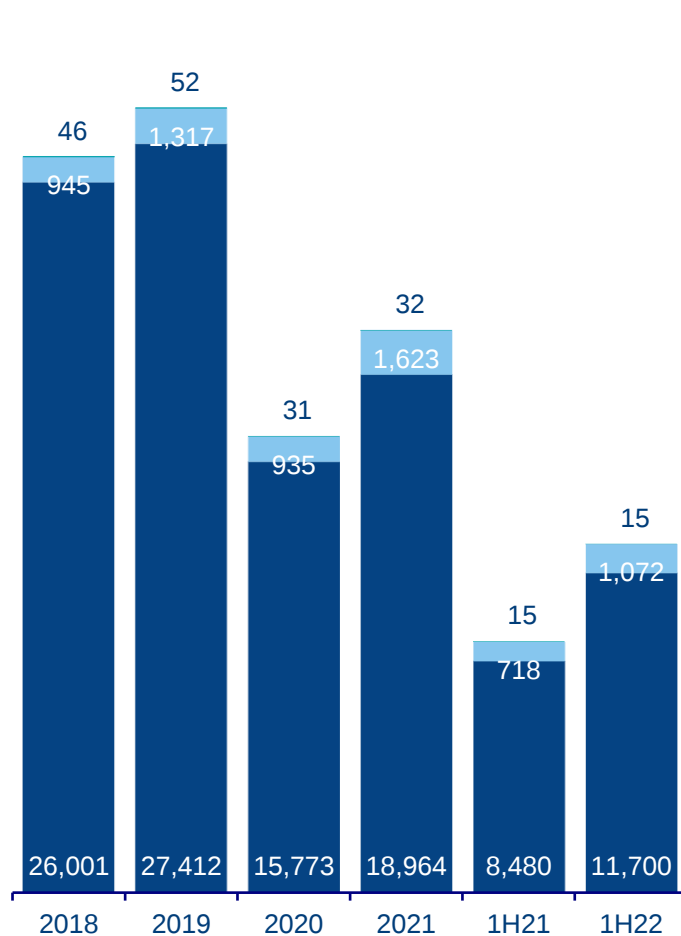
### Disbursement by JF vs NJF (Rp Bn)

■ JF ■ Non JF



### Disbursement by Vehicle Type (Rp Bn)

■ New Car ■ Used Car ■ Motorcycle



### Financial Performance (Rp Bn)

|                              | 2018   | 2019   | 2020   | 2021   | 1Q21   | 1Q22   | YoY Growth |
|------------------------------|--------|--------|--------|--------|--------|--------|------------|
| Loans                        | 43,490 | 46,843 | 41,607 | 39,731 | 39,651 | 41,560 | 4.8%       |
| % to Mandiri Loans (%)       | 5.3    | 5.2    | 4.7    | 3.8    | 3.9    | 3.7    | (0.3ppt)   |
| NPAT                         | 403    | 447    | (299)  | 245.2  | 101.4  | 282.6  | 178%       |
| % to Mandiri NPAT (%)        | 1.6    | 1.6    | (1.7)  | 0.9    | 0.8    | 1.4    | 0.6ppt     |
| Disbursement                 | 26,991 | 28,780 | 16,740 | 20,620 | 9,211  | 12,787 | 38.8%      |
| <b>Key Financial Ratios:</b> |        |        |        |        |        |        |            |
| NIM (%)                      | 2.7    | 2.6    | 1.6    | 3.3    | 2.8    | 2.8    | 0ppt       |
| CER (%)                      | 48.3   | 47.6   | 72.7   | 48.8   | 56.5   | 45.4   | -10.9ppt   |
| CoC (%)                      | 2.1    | 2.2    | 4.2    | 3.7    | 3.0    | 4.7    | 1.7ppt     |
| NPL (%)                      | 0.8    | 0.8    | 0.8    | 1      | 1.4    | 1.0    | -0.4ppt    |
| ROA (%)                      | 3.3    | 3.2    | (2.1)  | 1.6    | 1.4    | 2.0    | 0.6ppt     |
| ROE (%)                      | 20.7   | 19.5   | (12.4) | 10.9   | 9.2    | 12.1   | 2.9ppt     |



# Environmental, Social & Governance

# Bank Mandiri ESG Performance at a Glance

## Environment

### Assets

Loan to green sector  
**Rp 105tn**

% share to Bank Only Loan  
**11.8%**



Credit Card for  
Solar Panel



EV Financing for  
retail Customer  
(Rp 18Bn)

### Liabilities



**46%** of Sustainable Bond allocated to  
finance Green Projects

Launched 1<sup>st</sup> ESG Repo in Indonesia

**#1**



### Operations



**15%**

GHG emissions  
from operations\*)



**22%**

Water Recycled  
used\*)

Lesser Carbon Footprint Through Digital Services



Collaborations in  
Indonesia with PLN  
for Electronic Vehicle  
as operational cars



Providing  
charging station  
in Headquarter  
Office



## Social

### Assets

Loan to social sector  
**Rp 121tn**

% share to Bank Only Loan  
**13.6%**



**17%**  
YoY

Government  
Subsidized  
Loan to more  
than **2.4mn**  
borrowers

**91,360**  
women

financing for  
women in  
rural villages  
through  
**Amartha**

### Liabilities



**54%**

of Sustainable Bond allocated to  
finance social projects

### CSR



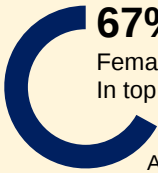
**23%**

Increase social purpose expense in 2022

### Gender Diversity



**52%**  
Female  
employee



**67%**  
Female  
In top level management

AVP to Director Level



## Governance

### Data Privacy & Data Security

#### Data Infrastructure



Developed **EDA (enterprise data analytics)**  
which is operated by more **120** data  
scientist and data analytics\*)



formed CISO office that is responsible for the  
Bank's Information Security Management  
and invested in **84** employees, compare to  
2018, we had 33 employees\*)



Invested about 6% of total technology budget  
for risk tech investment. And in 2022, we  
increase it by **38%**



**ISO 27001 Certified**, For Big Data, Open  
API, Card Production Managing Event &  
Cyber Threat Monitoring, Spacecraft  
Operation & Data Center Facilities

#### ESG Governance



Board Level Committee which is responsible in  
Review and evaluate the implementation of ESG  
policies and initiatives

# Responsible Banking

## Sustainable Portfolio (in Rp)



Renewable Energy  
**4.7Tn**



Sustainable Palm Oil  
**96.6Tn**



MSMEs  
**115Tn**



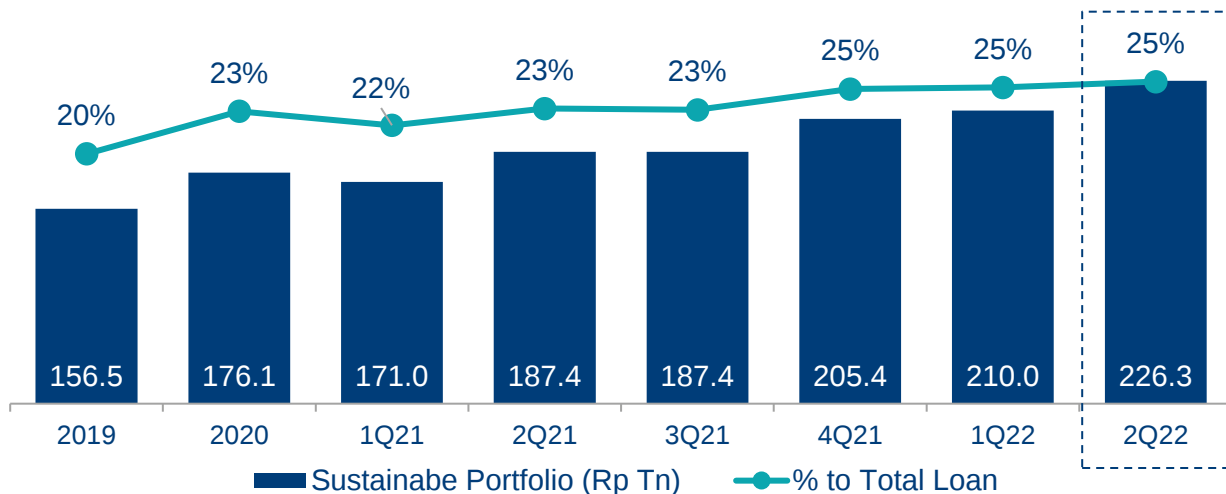
Sustainable water &  
wastewater management  
**1.0Tn**



Clean Transportation  
**2.4Tn**



Others (green buildings, access to  
essential services and pollution  
prevention & control)  
**6.6Tn**



## Bank Mandiri Credit Policy



Prohibit financing project that endanger the environment



Illegal logging



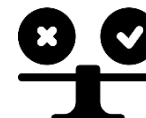
Prohibit Peatland Financing



Prohibit Gambling Business



Prohibit Pornography & Human Right Violations



Contrary to moral norms



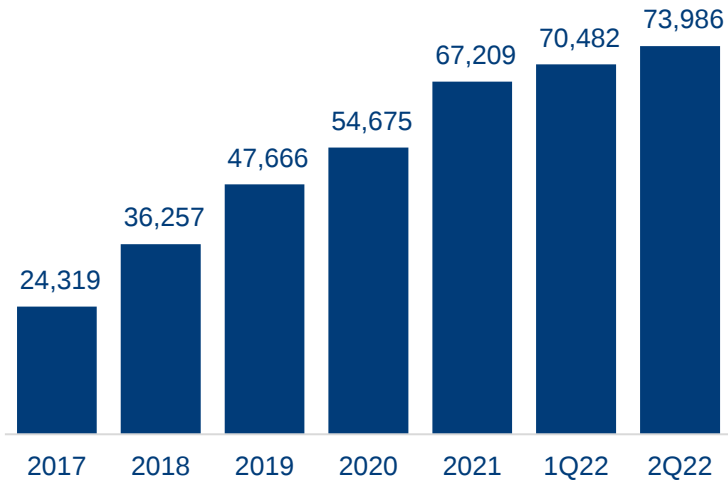
Prohibit Drugs and Narcotics



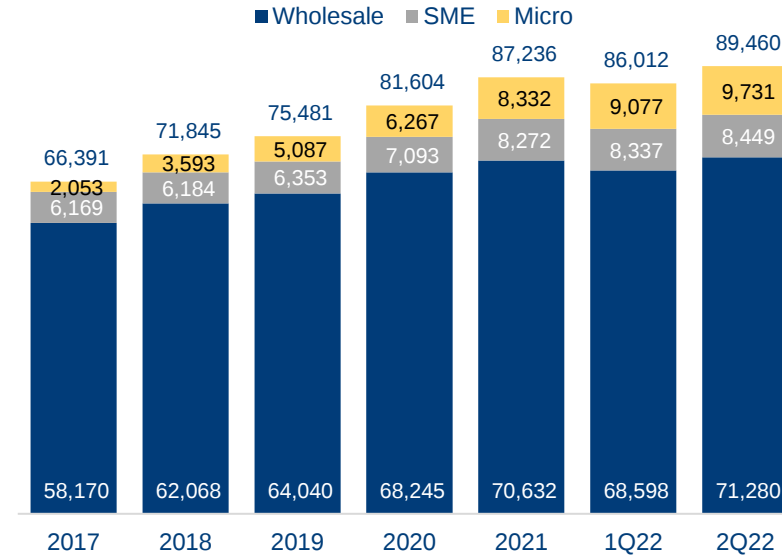
other sectors prohibited by other laws and regulations.

# Towards Responsible and Inclusive Financing Palm Oil Sectors

## Number of CPO Farmers We Financed



## Palm Oil Segment Proportion (in Rp Bn)



## Bank Mandiri Palm Oil Sector Lending Policy

### Mandatory Criteria:

- AMDAL
- Health & Safety Certification
- ISPO Certification

### Evaluation Criteria:

- Environmental Policy
- No Peatland & Exploitation
- ISO 14001 & OHSAS 18001
- Human Rights & Labor Policies
- Protect High Conservative Value-high Carbon Stock Peatlands.
- not employing underage workers & nondiscrimination
- availability of fire monitoring systems & crisis center/fire response teams
- installed a Sewage Treatment Plant (IPL) to process wastewater



GHG Emissions Control



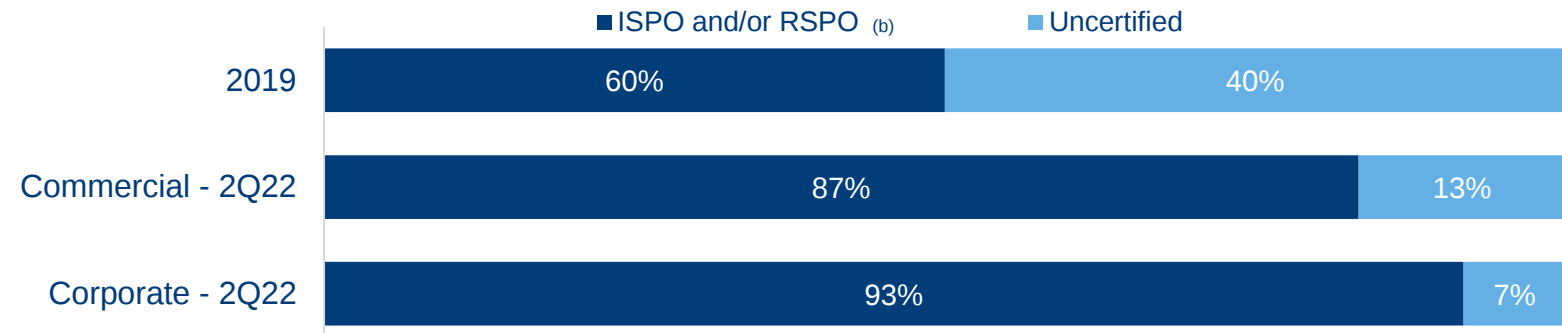
Community Engagement for Schools



Community engagement for sustained livelihood

## Certified Palm Oil

### 88% SHARE OF CERTIFIED CPO PLANTATION & REFINERY<sup>(a)</sup>

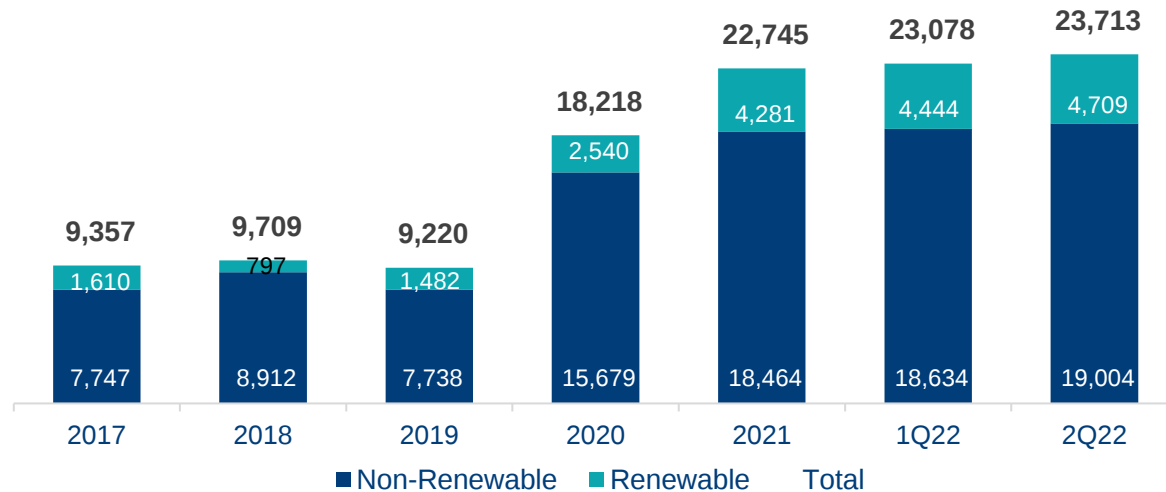


<sup>(a)</sup> Including debtors who are in the certification process

<sup>(b)</sup> Debtors who are RSPO certified are only in Corporate debtors

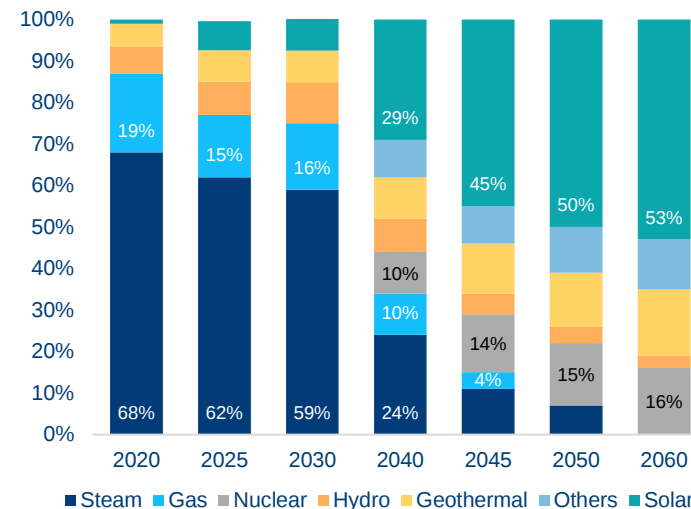
# Bank Mandiri Takes Part in Supporting Renewable Energy Ecosystem

## Renewable and Non-Renewable Energy Portfolio (in Rp Bn)



## Government Aspiration on Renewables

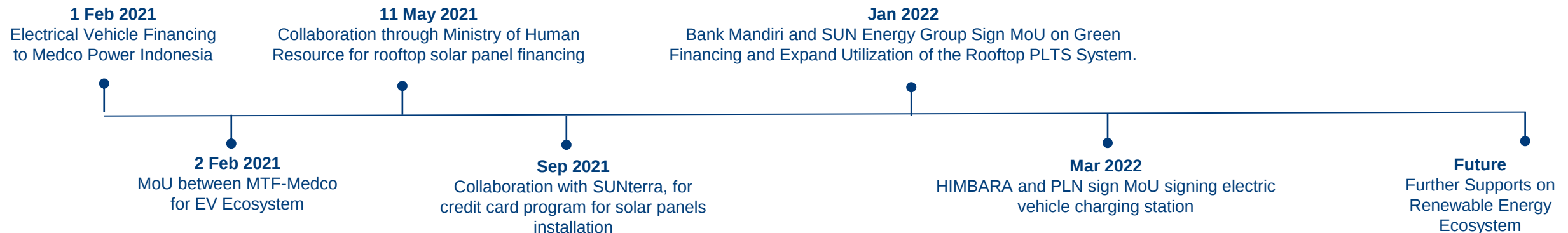
### PLN Long-Term Plan in %



Electricity Supply Business Plan reiterates the government's intention to cut 29% of greenhouse gas emissions by 2030.

Laying the foundation for Indonesia energy transition to achieve carbon neutrality by 2060.

## Our Supports to Renewable Energy



# Bank Mandiri Impact to Society; Financial Inclusions

Government Subsidized Loan  
Portfolio

**Rp59.3<sup>tn</sup>**

**2.4<sup>mn</sup>**

# of borrowers

Collaboration through our  
subsidiary, MCI



CROWDE



investree

ModalRakyat

**101,591**

Clients

**Rp1.5<sup>tn</sup>**

Loan Disbursed

RMU Program provides training and assistance farmers in Kebumen & Pamarican and builds a smart & corporate ecosystem, to be more productive, effective, and premium on pricing. The capacity of production on this project is 3 Ton/hours.

**9,830** farmers

Mandiri Sahabatku is a financial management and entrepreneurship training program for Indonesian Migrant Workers (PMI).

**14,992**

PMIs became entrepreneurs



KUR



Collaborating  
With Fintech



Rumah BUMN



Branchless  
Banking

Through a joint effort by Ministry SOE, the program gathers, empowers and builds SMEs to become qualified MSMEs in Indonesia. Bank Mandiri has helped small businesses to enhance digital marketing capabilities.

**13,814** MSMEs

**3,413** are Listed in E-Commerce

Helping the distribution of banking products to all corners of Indonesia and providing total employment opportunities to

**163,687** agents

Delivers impact to

**±5<sup>mn</sup>**

People

# Bank Mandiri Cyber Resilience Framework

## Bank Mandiri Data Security in 3-Pillars

### Governance & Awareness

#### 1. Security Awareness

- **Program for all employees:**

Knowledge about Data classification, Secure data handling, Proper data usage,  
*Media:* Certification (e-learning), Podcast, Newsletter, Poster

- **Program for customers:**

Knowledge about Secure transaction, Anti-fraud awareness  
*Media:* Website, Prompt Notification, Poster, Video, Podcast

#### 2. Security Policy related to data:

- Data security governance in-place to give a standardized procedure to handle and use data securely.
- Sample policies: Data Loss Prevention (DLP) policy, Data encryption policy, User access management policy, Data sharing policy; reviewed annually.

#### 3. Organization Structure & Personnel

- Dedicated team to handle Data security operation
- Annual training & professional certification to support capability development related to data security

### Protection

#### 1. Defense Mechanism

Implementing multi-layered tools (application, network, endpoint, server level) to protect Bank's data, e.g. : DLP tool, Removable media Blocking, Secure protocol for Data transmission (e.g. Secure File Transfer Protocol (SFTP), Hypertext Transfer Protocol Secure (HTTPS)), Firewall, Virtual Private Network (VPN) with Multi-Factor Authentication (MFA), Disk encryption, Backup encryption

#### 2. Penetration Testing

Regular (annually) & ad-hoc (every system development) penetration testing to identify & fix application vulnerabilities; preventing data leak.

#### 3. User Access Management

- Protecting the data by implementing least-privileged & need-to-know principle (authentication & authorization); and regular review of user access.
- Utilizing tools:
  - a. Identity Access Management (IAM): management of user ID level/expiry date
  - b. Privilege Access Management (PAM): server's privilege user management
  - c. Local Admin Password Solution (LAPS): PC/Laptop's admin user management

### Operations

#### 1. Security Operation Center (SOC) 24x7

Monitor and detect Cyber-threat lead to data breach; fast respond & recover once breach happened.

#### 2. Threat Intelligence

Gather information about latest cyber-threat Technique, Tactic, & Procedure (TTP) to anticipate and mitigate data breach attack.

#### 3. Vendor Security Assessment

Conduct 3<sup>rd</sup> party assessment to ensure they handle Bank's data securely; assessment method: interview, questionnaire fulfillment, and site visit

### Regulations



POJK 38/2016 &  
SEOJK 21/2017 MRTI



PBI PJP  
No 23/6/PBI/2021

### International Standard



ISO 27001

### International Best Practice





# Appendix

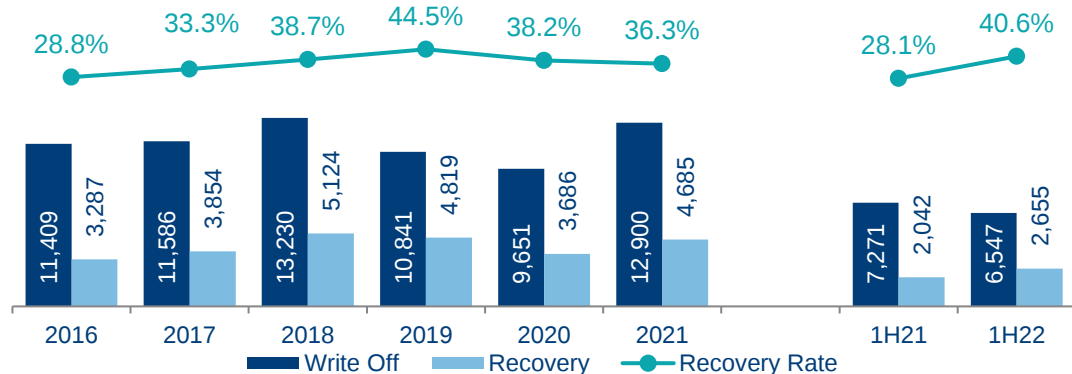
# Breakdown of Interest Income & Interest Expense

In Rp Bn

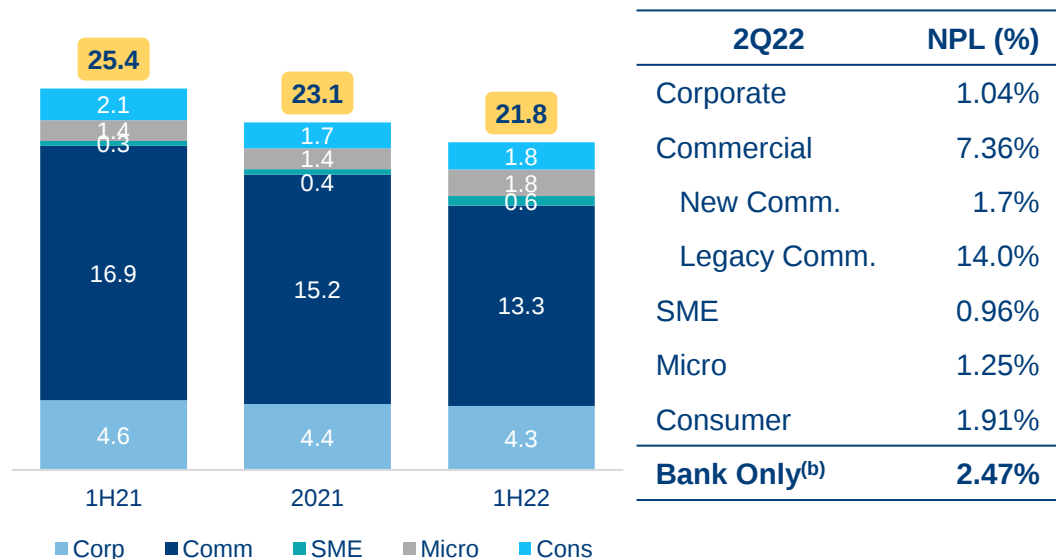
|                                 | 2Q21          | 1Q22          | 2Q22          | QoQ         | YoY           |
|---------------------------------|---------------|---------------|---------------|-------------|---------------|
| <b>Interest Income</b>          |               |               |               |             |               |
| Loans                           | 15,315        | 15,871        | 16,614        | 4.7%        | 8.5%          |
| Government bonds                | 2,600         | 3,872         | 4,164         | 7.5%        | 60.1%         |
| Marketable Securities           | 812           | 1,132         | 493           | -56.5%      | -39.4%        |
| Consumer financing              | 913           | 872           | 1,449         | 66.2%       | 58.8%         |
| Placement at BI and other banks | 177           | 161           | 272           | 69.4%       | 53.6%         |
| Others                          | 255           | 260           | 60            | -77.0%      | -76.6%        |
| Syariah Income                  | 3,899         | 3,733         | 3,981         | 6.7%        | 2.1%          |
| <b>Total</b>                    | <b>23,971</b> | <b>25,901</b> | <b>27,033</b> | <b>4.4%</b> | <b>12.8%</b>  |
| <b>Interest Expense</b>         |               |               |               |             |               |
| Time Deposits                   | 2,962         | 2,045         | 2,574         | 25.8%       | -13.1%        |
| Savings                         | 972           | 716           | 549           | -23.4%      | -43.6%        |
| Current Account                 | 1,176         | 1,543         | 971           | -37.0%      | -17.4%        |
| Borrowings                      | 503           | 482           | 542           | 12.3%       | 7.8%          |
| Securities issued               | 682           | 634           | 874           | 37.7%       | 28.1%         |
| Subordinated loan               | 1             | 0             | 1             | 186.5%      | 4.5%          |
| Others (Incl. Syariah Expense)  | 3             | 2             | 3             | 38.6%       | -14.6%        |
| <b>Total</b>                    | <b>6,299</b>  | <b>5,423</b>  | <b>5,512</b>  | <b>1.6%</b> | <b>-12.5%</b> |

# Improvement in Asset Quality

## Write Off & Recovery (Rp Bn) – Bank Only



## NPL by Segment (Rp Tn) – Bank Only



| 2Q22                           | NPL (%)      |
|--------------------------------|--------------|
| Corporate                      | 1.04%        |
| Commercial                     | 7.36%        |
| New Comm.                      | 1.7%         |
| Legacy Comm.                   | 14.0%        |
| SME                            | 0.96%        |
| Micro                          | 1.25%        |
| Consumer                       | 1.91%        |
| <b>Bank Only<sup>(b)</sup></b> | <b>2.47%</b> |

## Net NPL Formation <sup>(a)</sup> (%) – Bank Only

|      | Corp   | Comm | SME  | Micro | Cons | Total Bank Only |
|------|--------|------|------|-------|------|-----------------|
| 2017 | (0.51) | 4.06 | 5.67 | 3.40  | 3.32 | 2.13            |
| 2018 | -      | 4.67 | 4.34 | 2.42  | 3.18 | 1.96            |
| 2019 | 0.07   | 4.22 | 3.41 | 2.18  | 2.93 | 1.80            |
| 2020 | 1.19   | 4.73 | 1.79 | 2.27  | 3.60 | 2.37            |
| 2021 | 0.16   | 3.26 | 2.27 | 2.79  | 3.15 | 1.69            |
| 1Q21 | 0.39   | 5.45 | 1.10 | 2.82  | 3.74 | 2.22            |
| 1Q22 | 0.17   | 2.66 | 2.58 | 2.73  | 2.67 | 1.52            |

## NPL Movement (Rp Tn) – Bank Only

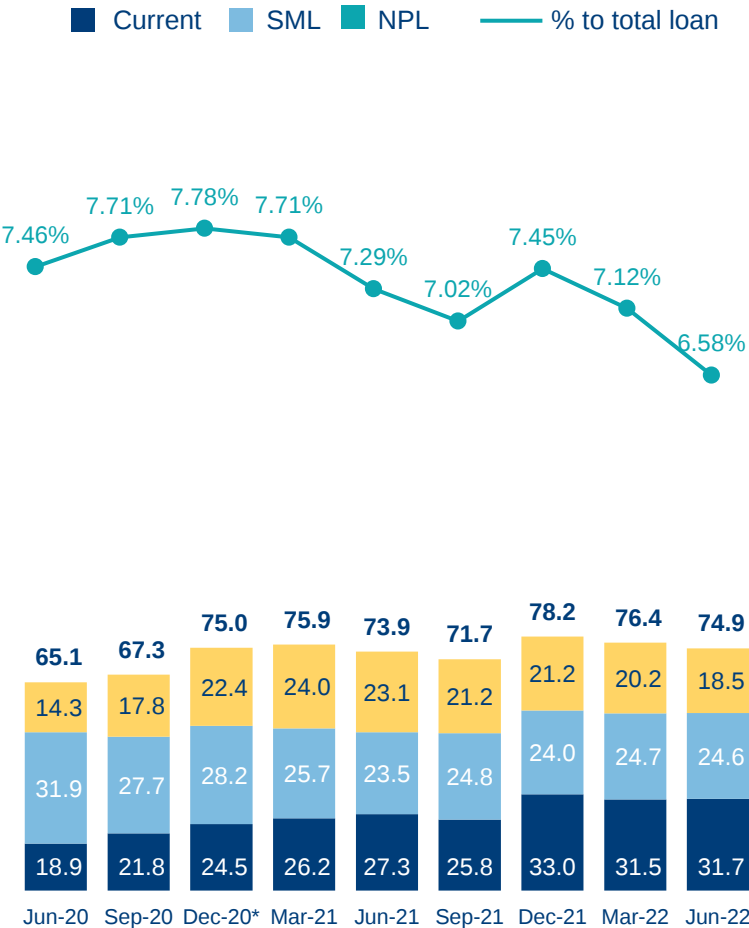
| NPL Movement             | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|--------------------------|------|------|------|------|------|
| <b>Wholesale Banking</b> |      |      |      |      |      |
| Beginning Balance        | 22.3 | 21.5 | 20.3 | 19.2 | 19.2 |
| (+) Downgrade            | 2.3  | 0.4  | 0.8  | 1.0  | 0.8  |
| (-) Upgrade              | -    | 0.3  | 0.0  | 0.0  | 0.0  |
| (-) Collection           | 0.2  | 0.3  | 0.3  | 0.2  | 0.2  |
| (-) Write-Offs           | 2.9  | 0.9  | 1.2  | 1.3  | 2.2  |
| (+) Others               | 0    | -0.1 | 0.1  | 0.0  | 0.1  |
| Ending Balance           | 21.5 | 20.4 | 19.6 | 19.2 | 17.6 |
| <b>Retail Banking</b>    |      |      |      |      |      |
| Beginning Balance        | 3.1  | 3.8  | 4.2  | 3.5  | 4.2  |
| (+) Downgrade            | 2.6  | 3.2  | 2.0  | 2.2  | 0.9  |
| (-) Upgrade              | 0.5  | 0.8  | 0.6  | 0.5  | 0.2  |
| (-) Collection           | 0.2  | 0.3  | 0.4  | 0.3  | 0.1  |
| (-) Write-Offs           | 1.2  | 1.7  | 1.7  | 1.2  | 0.6  |
| (+) Others               | 0    | 0.0  | 0.0  | 0.0  | 0.0  |
| Ending Balance           | 3.8  | 4.2  | 3.5  | 3.8  | 4.2  |

(a) Net NPL Formation = (Downgrade – Upgrade) / Average Balance Bank Only Loan

(b) Excl. Loan to other banks

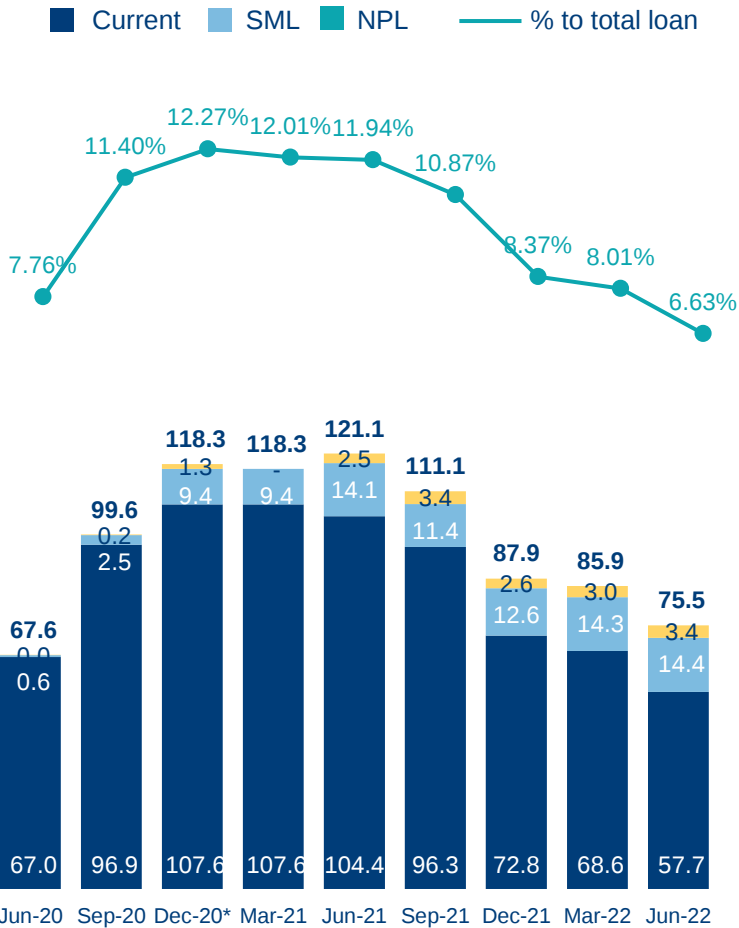
# Consolidated Restructured Loan

## Restructured Loan (BAU)



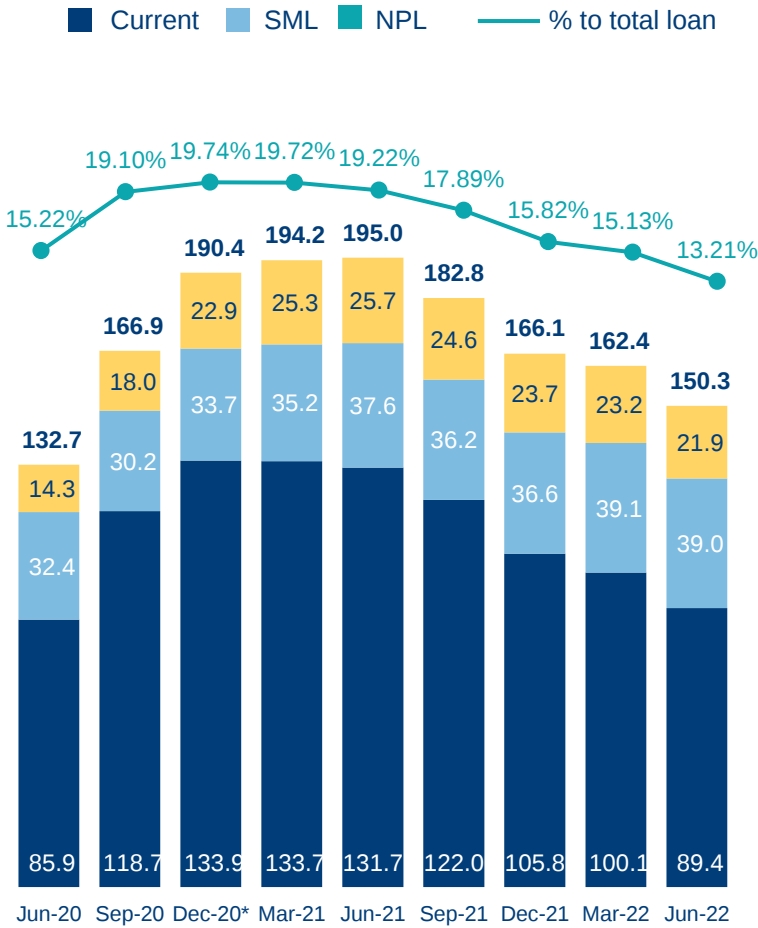
|               |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Ratio | 29.1% | 32.3% | 32.6% | 34.5% | 36.9% | 35.9% | 42.2% | 41.2% | 42.4% |
| SML           | 49.0% | 41.2% | 37.5% | 33.9% | 31.8% | 34.6% | 30.7% | 32.3% | 32.9% |
| NPL           | 22.0% | 26.5% | 29.9% | 31.7% | 31.3% | 29.5% | 27.1% | 26.4% | 24.8% |

## Restructured Loan (Covid)



|               |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Ratio | 99.1% | 97.3% | 90.9% | 90.9% | 86.2% | 86.7% | 82.8% | 79.9% | 76.5% |
| SML           | 0.8%  | 2.5%  | 8.0%  | 8.0%  | 11.7% | 10.3% | 14.3% | 16.7% | 19.1% |
| NPL           | 0.1%  | 0.2%  | 1.1%  | 1.1%  | 2.1%  | 3.1%  | 2.9%  | 3.5%  | 4.4%  |

## Restructured Loan (BAU + Covid)



|               |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Current Ratio | 64.8% | 71.1% | 70.3% | 68.8% | 67.6% | 66.8% | 63.7% | 61.7% | 59.5% |
| SML           | 24.4% | 18.1% | 17.7% | 18.1% | 19.3% | 19.8% | 22.0% | 24.1% | 25.9% |
| NPL           | 10.8% | 10.8% | 12.0% | 13.0% | 13.2% | 13.4% | 14.3% | 14.3% | 14.6% |

## Outstanding Amount of Adj. Restructured Loan (BAU + Covid)

|                                     | Bank Only   |             |             | Consolidated |             |             |
|-------------------------------------|-------------|-------------|-------------|--------------|-------------|-------------|
|                                     | Jun 2021    | Dec 2021    | Jun 2022    | Jun 2021     | Dec 2021    | Jun 2022    |
| <u>BAU Restru</u>                   | Rp 64.1 Tn  | Rp 68.2 Tn  | Rp 65.6 Tn  | Rp 73.9 Tn   | Rp 78.2 Tn  | Rp 74.9 Tn  |
| <u>COVID Restru</u>                 | Rp 96.5 Tn  | 69.7 Tn     | 58.2 Tn     | Rp 121.1 Tn  | Rp 87.9 Tn  | Rp 75.5 Tn  |
| <u>Total Restru</u>                 | Rp 160.6 Tn | Rp 137.9 Tn | Rp 123.8 Tn | Rp 195.0 Tn  | Rp 166.1 Tn | Rp 150.3 Tn |
| <u>Total Restru/<br/>Total Loan</u> | 19.9%       | 16.7%       | 13.9%       | 19.2%        | 15.8%       | 13.2%       |

# Recoveries of Written Off Loan – Historical Data

## Recoveries of Written off Loans

Aggregate of Rp91.5 Tn (US\$ 6.139 Bn) in written-off loans as of end-of June 2022, with significant recoveries and write back on-going:

|        |                          |        |                           |
|--------|--------------------------|--------|---------------------------|
| Q1'10: | Rp 0.287 Tn (US\$ 31.6m) | Q1'17: | Rp 0.686 Tn (US\$ 51.5m)  |
| Q2'10: | Rp 0.662 Tn (US\$ 73.0m) | Q2'17: | Rp 0.886 Tn (US\$ 66.5m)  |
| Q3'10: | Rp 0.363 Tn (US\$ 40.7m) | Q3'17: | Rp 0.965 Tn (US\$ 71.7m)  |
| Q4'10: | Rp 1.349 Tn (US\$149.7m) | Q4'17: | Rp 1.199 Tn (US\$ 88.4m)  |
| Q1'11: | Rp 0.468 Tn (US\$53.8m)  | Q1'18: | Rp 0.965 Tn (US\$ 70.1m)  |
| Q2'11: | Rp 0.446 Tn (US\$51.9m)  | Q2'18: | Rp 1.010 Tn (US\$ 70.5m)  |
| Q3'11: | Rp 0.508 Tn (US\$57.8m)  | Q3'18: | Rp 1.016 Tn (US\$ 68.2m)  |
| Q4'11: | Rp 0.78 Tn (US\$86.1m)   | Q4'18: | Rp 2.079 Tn (US\$ 144.5m) |
| Q1'12: | Rp 1.647 Tn (US\$180.1m) | Q1'19: | Rp 1.072 Tn (US\$ 75.3m)  |
| Q2'12: | Rp 0.721 Tn (US\$76.8m)  | Q2'19: | Rp 0.846 Tn (US\$ 59.9m)  |
| Q3'12: | Rp 0.489 Tn (US\$51.1m)  | Q3'19: | Rp 1.024 Tn (US\$ 72.1m)  |
| Q4'12: | Rp 0.885 Tn (US\$91.8m)  | Q4'19: | Rp 1.586 Tn (US\$ 144.2m) |
| Q1'13: | Rp 0.918 Tn (US\$94.5m)  | Q1'20: | Rp 5.004 Tn (US\$ 306.8m) |
| Q2'13: | Rp 0.683 Tn (US\$68.8m)  | Q2'20: | Rp 0.684 Tn (US\$ 48.0m)  |
| Q3'13: | Rp 0.630 Tn (US\$54.4m)  | Q3'20: | Rp 0.950 Tn (US\$ 63.9m)  |
| Q4'13: | Rp 0.845 Tn (US\$69.4m)  | Q4'20: | Rp 1.216 Tn (US\$ 86.6m)  |
| Q1'14: | Rp 0.552 Tn (US\$48.7m)  | Q1'21: | Rp 2.788 Tn (US\$ 191.9m) |
| Q2'14: | Rp 0.765 Tn (US\$64.5m)  | Q2'21: | Rp 3.231 Tn (US\$ 222.9m) |
| Q3'14: | Rp 0.566 Tn (US\$46.4m)  | Q3'21: | Rp 0.993 Tn (US\$ 69.4m)  |
| Q4'14: | Rp 0.803 Tn (US\$64.8m)  | Q4'21: | Rp 2.982 Tn (US\$ 209.2m) |
| Q1'15: | Rp 0.553 Tn (US\$42.4m)  | Q1'22: | Rp 2.486 Tn (US\$ 173.0m) |
| Q2'15: | Rp 0.646 Tn (US\$48.5m)  | Q2'22: | Rp 3.577 Tn (US\$ 240.1m) |
| Q3'15: | Rp 0.751 Tn (US\$51.3m)  |        |                           |
| Q4'15: | Rp 1.089 Tn (US\$79.0m)  |        |                           |
| Q1'16: | Rp 0.570 Tn (US\$43.0m)  |        |                           |
| Q2'16: | Rp 0.645 Tn (US\$48.9m)  |        |                           |
| Q3'16: | Rp 0.833 Tn (US\$63.8m)  |        |                           |
| Q4'16: | Rp 1.145 Tn (US\$85.0m)  |        |                           |

# Government Bond Portfolio (Rp329 Tn as of June 2022)

## Government Bond Portfolio by Type and Maturity

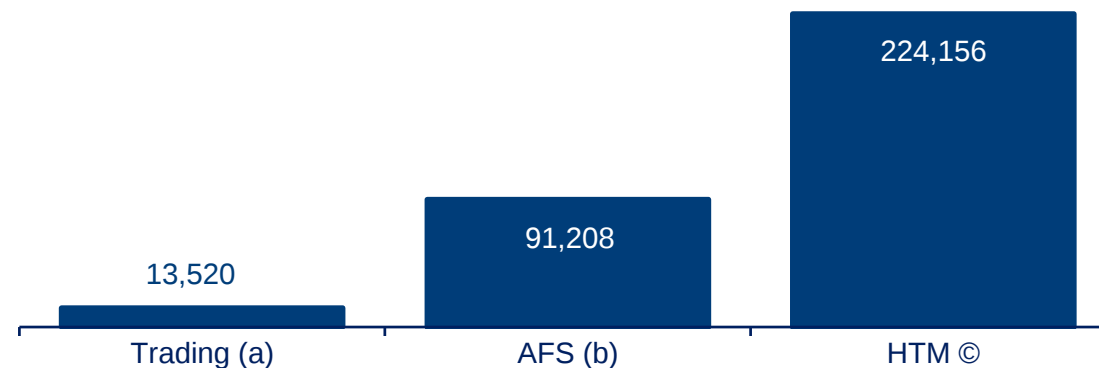
| Maturity<br>(Rp Bn) | FVTPL Portfolio |        | FVOCI   |        | AC      |
|---------------------|-----------------|--------|---------|--------|---------|
|                     | Nominal         | MTM    | Nominal | MTM    |         |
| Fixed Rate Bonds    |                 |        |         |        |         |
| < 1 year            | 3,128           | 3,220  | 6,179   | 4,196  | 14,886  |
| 1 - 5 year          | 7,531           | 7,602  | 27,293  | 29,841 | 96,256  |
| 5 - 10 year         | 2,016           | 2,025  | 46,517  | 45,931 | 65,018  |
| > 10 year           | 560             | 557    | 11,302  | 11,241 | 47,996  |
| Total               | 13,235          | 13,404 | 91,291  | 91,208 | 224,156 |
| Variable Rate Bonds |                 |        |         |        |         |
| < 1 year            | -               | -      | -       | -      | -       |
| 1 - 5 year          | 116             | 116    | -       | -      | -       |
| 5 - 10 year         | -               | -      | -       | -      | -       |
| > 10 year           | -               | -      | -       | -      | -       |
| Sub Total           | 116             | 116    | -       | -      | -       |
| T o t a l           | 13,351          | 13,520 | 91,291  | 91,208 | 224,156 |

FVTPL : Fair Value to Profit & Loss  
FVOCI : Fair Value to Other Comprehensive Income  
AC : Amortized Cost

## Bonds by Rate Type & Portfolio as of June 2022

■ Fixed Rate

(a) Mark to Market impacts Profit  
(b) Mark to Market impacts Equity  
(c) Nominal value



## 2Q 2022 Government Bond Gains/(Losses) (Rp Bn)

|                                  | 2Q21         | 3Q21         | 4Q21       | 1Q22         | 2Q22         |
|----------------------------------|--------------|--------------|------------|--------------|--------------|
| Realized Gains/Losses on Bonds   | 709.7        | 251.5        | 2.4        | 1,799        | 1,159        |
| Unrealized Gains/Losses on Bonds | 6.4          | 1.1          | 0.8        | 3.5          | 3.4          |
| <b>Total</b>                     | <b>716.1</b> | <b>252.6</b> | <b>3.2</b> | <b>1,802</b> | <b>1,162</b> |

# Bank Mandiri Credit Ratings

## Moody's (7 July 2022)

|                             |                |
|-----------------------------|----------------|
| Outlook                     | <b>STABLE</b>  |
| LT Counterparty Risk Rating | <b>Baa2</b>    |
| LT Debt                     | <b>(P)Baa2</b> |
| LT Deposit                  | <b>Baa2</b>    |

## PEFINDO (10 February 2022)

|                       |               |
|-----------------------|---------------|
| Corporate Rating      | <b>STABLE</b> |
| LT General Obligation | <b>idAAA</b>  |

## MSCI (4 March 2022)

|            |            |
|------------|------------|
| ESG Rating | <b>BBB</b> |
|------------|------------|

## Fitch Rating (11 February 2022)

|                         |                 |
|-------------------------|-----------------|
| Outlook                 | <b>STABLE</b>   |
| International LT Rating | <b>BBB-</b>     |
| International ST Rating | <b>F3</b>       |
| National LT Rating      | <b>AA+(idn)</b> |
| National ST Rating      | <b>F1+(idn)</b> |
| Viability Rating        | <b>bb+</b>      |
| Support Rating          | <b>2</b>        |
| Support Rating Floor    | <b>BBB-</b>     |

## Standard & Poor (21 January 2022)

|         |                          |
|---------|--------------------------|
| Outlook | <b>BBB-/Negative/A-3</b> |
|---------|--------------------------|

# Bank Mandiri Corporate Actions

## Dividend Payment

Net profit for the financial year of 2021 of Rp 28.03 Tn was distributed as follows:

- 60% for the annual dividend payment
- Total dividend payment of Rp 360.36 per share

Schedule:

- Cum Date:
  - Regular and Negotiated Market 18 March 2022
  - Cash Market 22 March 2022
- Ex Date
  - Regular and Negotiated Market 19 March 2022
  - Cash Market 23 March 2022
- Recording Date 22 March 2022
- Payment Date 6 April 2022

## Sustainable Bonds

Bank Mandiri raised USD300 million from its first green bond to finance environmentally and socially focused projects with details as followed:

| Action               | Date                                                                                                                                                                                                       |
|----------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Tenor                | 5 years                                                                                                                                                                                                    |
| Coupon               | 2% semi annual                                                                                                                                                                                             |
| Coupon Payment Dates | 19 October & 19 April of each year                                                                                                                                                                         |
| Settlement Date      | 19 April 2026                                                                                                                                                                                              |
| Use of Proceeds      | To finance or refinance in whole or in part, Eligible Sustainability Bond Projects in accordance with certain prescribed eligibility criteria as described under the Bank's Sustainability Bond Framework. |
| Joint Bookrunners    | Deutsche Banks, HSBC, Mandiri Sekuritas                                                                                                                                                                    |

# Key Statistics of Bank Mandiri (Bank Only)

## Office Network



|                   |         |
|-------------------|---------|
| Overseas Branch   | 7       |
| Branches          | 2,375   |
| Micro Outlets     | 1,631   |
| Branchless Agents | 163,687 |
| # Employees       | 37,632  |

## Active Cards



|               |         |
|---------------|---------|
| Debit Cards   | 28 Mn   |
| Credit Cards  | 1.6 Mn  |
| Prepaid Cards | 27.6 Mn |

## Subsidiaries



As of 1H22

Total Contribution to Bank Mandiri Rp 2.1 Tn

Top 3 contributors:

- Bank Syariah Indonesia
- Mandiri Taspen
- AXA Mandiri Financial Services

## # of Accounts



|         |         |
|---------|---------|
| Deposit | 36.3 Mn |
| Loan    | 5.0 Mn  |

## E-Channel



### Wholesale

|                              |            |
|------------------------------|------------|
| # Kopra User Registered      | 55,041     |
| Wholesale Trx Value          | Rp8,058 Tn |
| Trade & Bank Guarantee Value | Rp394Tn    |
| Cash Management Trx Value    | Rp6,354 Tn |

### Retail

|                                             |         |
|---------------------------------------------|---------|
| Livin' Monthly Active Users ('000)          | 7,936   |
| ATMs                                        | 13,077  |
| # EDC <sup>1)</sup>                         | 227,761 |
| # Active E-Money Cards ('000) <sup>2)</sup> | 3,094   |

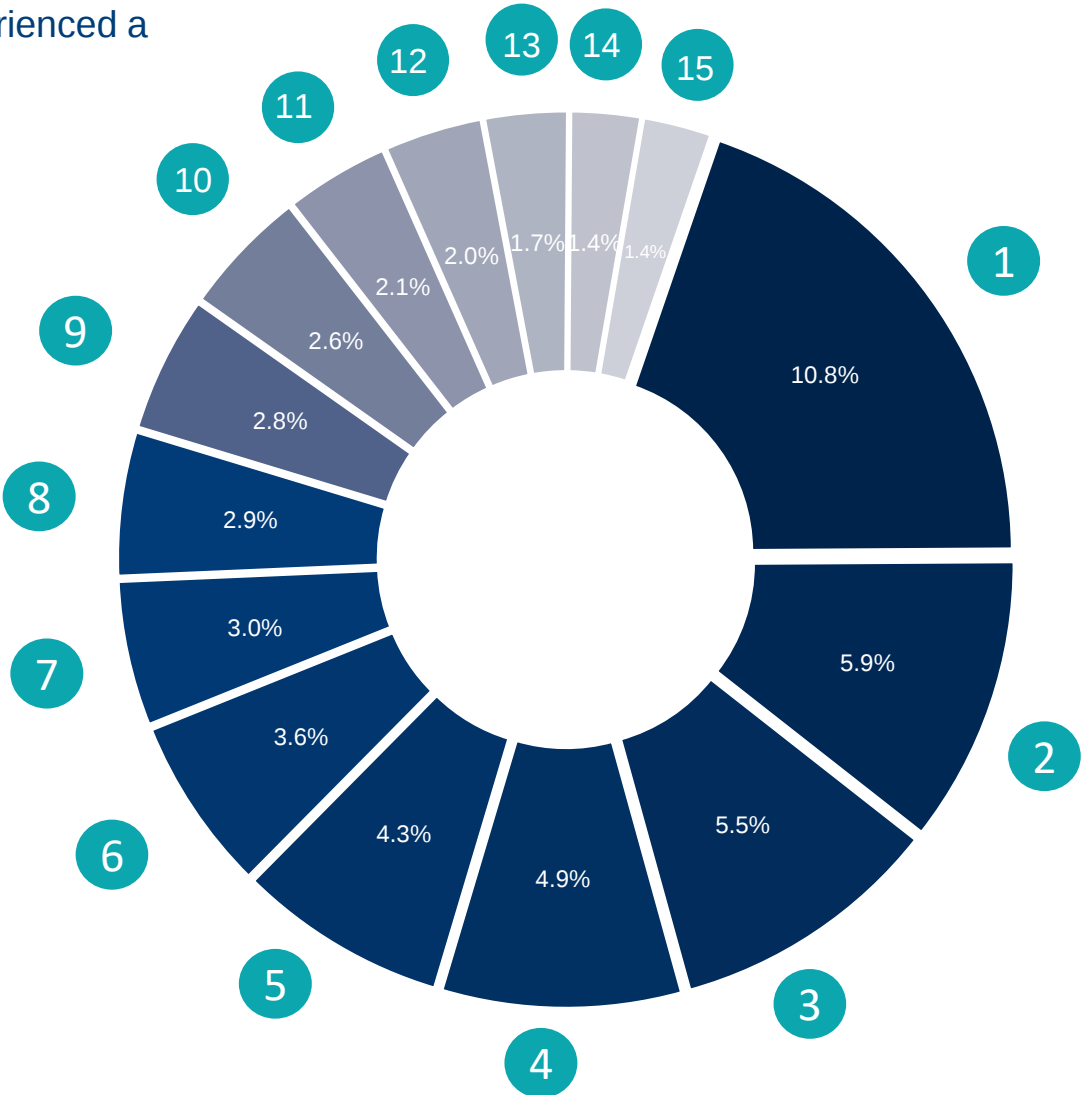
1) All EDC (EDC Merchant, EDC Bansos, EDC Branchless Banking)

2) E-money only, if we included E-toll and other Prepaid Cards, it would be 6,459,505 active cards

# Loan Portfolio by Industry Sectors, June 2022

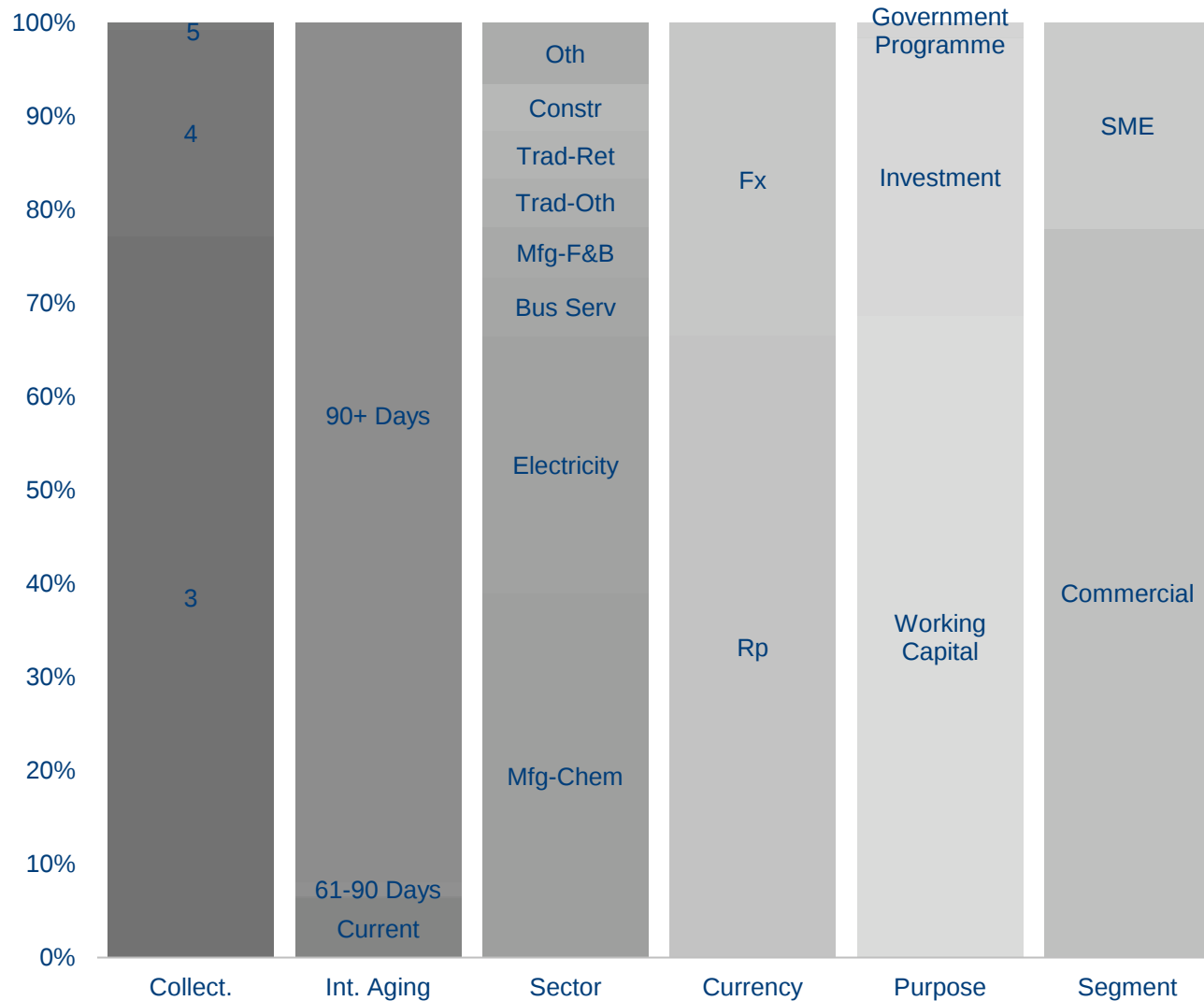
Top 15 sectors consist of prospective sectors, although some sectors have experienced a decline in growth and quality due to covid-19 pandemic

| No    | Top 15 Productive Ecosystem Sectors | % Share (Bank Only) | Cumulative % |
|-------|-------------------------------------|---------------------|--------------|
| 1     | Palm Plantation & CPO               | 10.8%               | 10.8%        |
| 2     | Infra. Constr.                      | 5.9%                | 16.6%        |
| 3     | F&B Manufacturing                   | 5.5%                | 22.1%        |
| 4     | Energy & Water                      | 4.9%                | 27.0%        |
| 5     | Financial Services                  | 4.3%                | 31.3%        |
| 6     | Metal Mining                        | 3.6%                | 34.9%        |
| 7     | Telco                               | 3.0%                | 37.8%        |
| 8     | Government                          | 2.9%                | 40.8%        |
| 9     | Property - Investment               | 2.8%                | 43.6%        |
| 10    | Water Transport. Serv. - Freights   | 2.6%                | 46.1%        |
| 11    | Metal Manufacturing & Trade         | 2.1%                | 48.3%        |
| 12    | Coal Manufacturing                  | 2.0%                | 50.3%        |
| 13    | Hotel, Restaurant & Accomodation    | 1.7%                | 52.0%        |
| 14    | Non-Infrastructure Construction     | 1.4%                | 53.4%        |
| 15    | Transport. Support                  | 1.4%                | 54.8%        |
|       | Others (68 Ecosystem)               | 45.2%               | 100.0%       |
| Total |                                     | 100.0%              |              |



# 2Q22 Loan Detail\*: Downgrades to NPL

Loan Profile: Downgrades to NPL (Rp 1,980 Bn) Bank Only



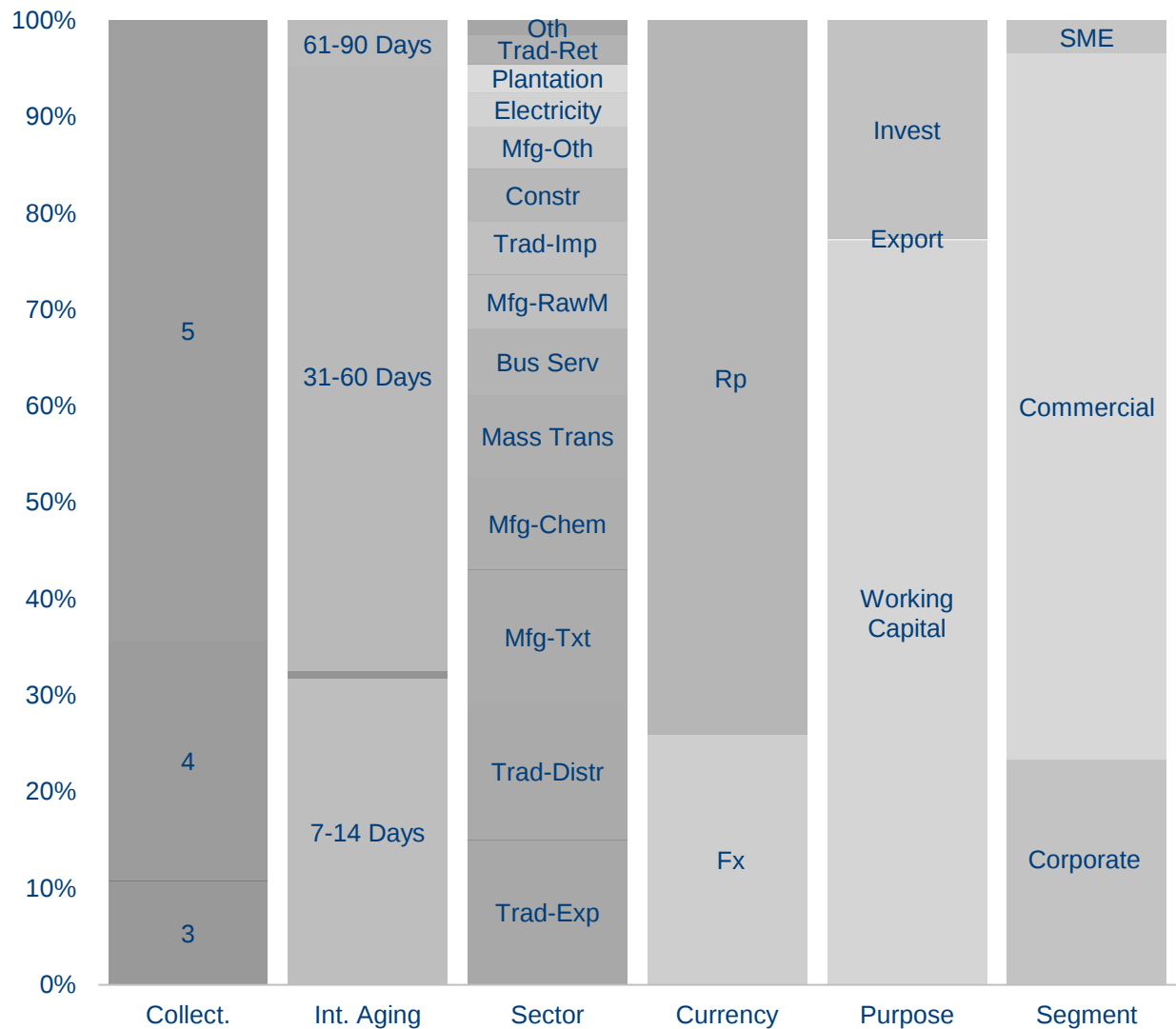
The downgrade to Non-Performing Loan in 2Q 2022 totaled Rp 1,980 Bn. Of these loans:

- 6.3% were still current in interest payment
- 78.0% came from Commercial Segment
- Largest downgrades by sector:
  - Chemical Manufacturing
  - Electricity
  - Business Services
- 66.5% were Rp loans
- 68.7% were Working Capital loans.

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: Non-Performing Loans

Loan Profile: Non-Performing Loans (Rp 21,782 Bn) Bank Only



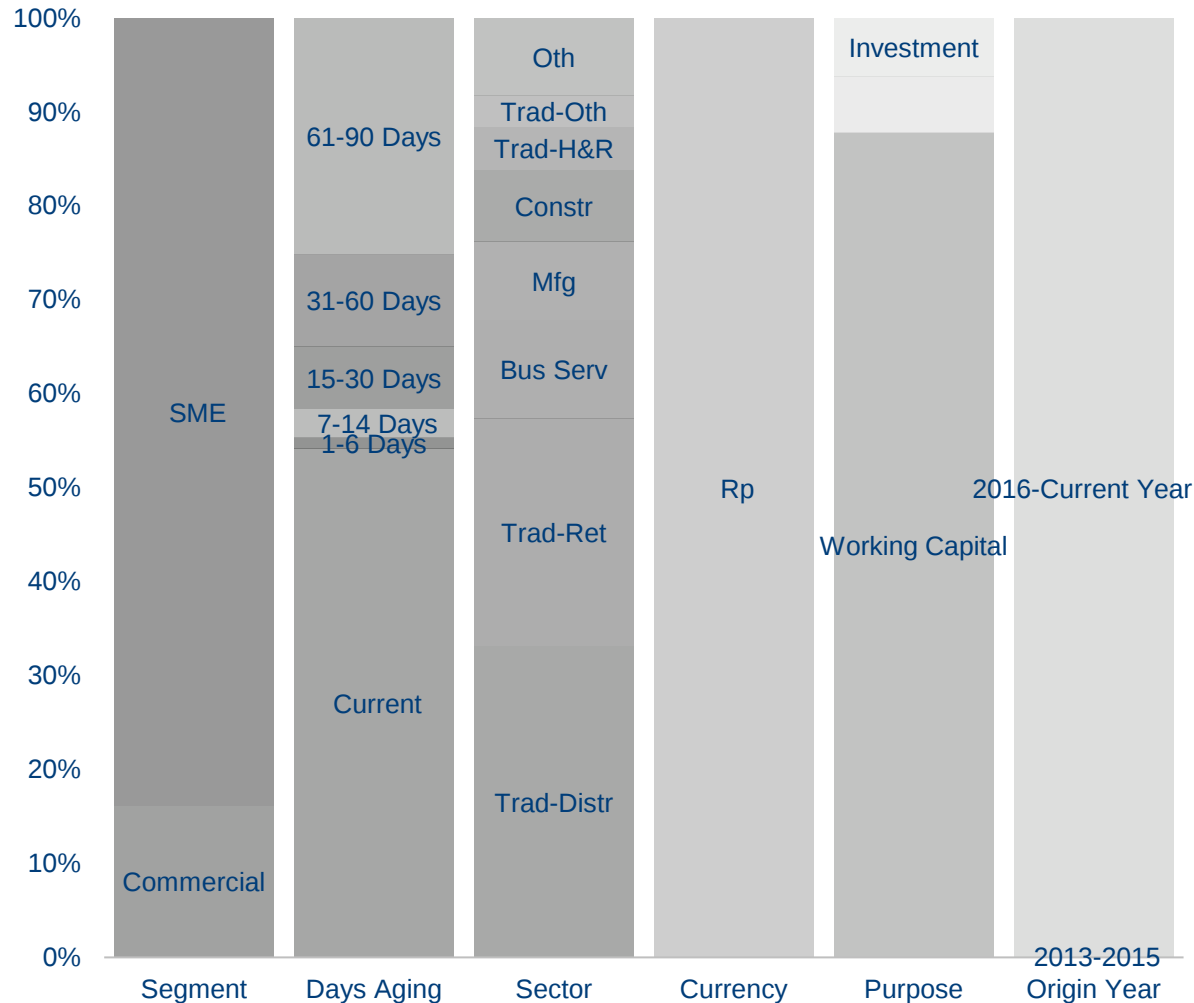
NPLs totaled Rp 21,782 Bn. Of these NPLs in 2Q 2022:

- 27.6% were still in Current on interest payments
- 73.2% were to Commercial Segment
- 77.2% were Working Capital Loans and 22.6% were Investment loans
- Primary sectors were:
  - Export Trading
  - Distribution Trading
  - Textile Manufacturing
- 74.1% were Rp loans

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: Downgrades to Category 2

Loan Profile: Downgrades to Cat. 2 (Rp 1,755 Bn) Bank Only



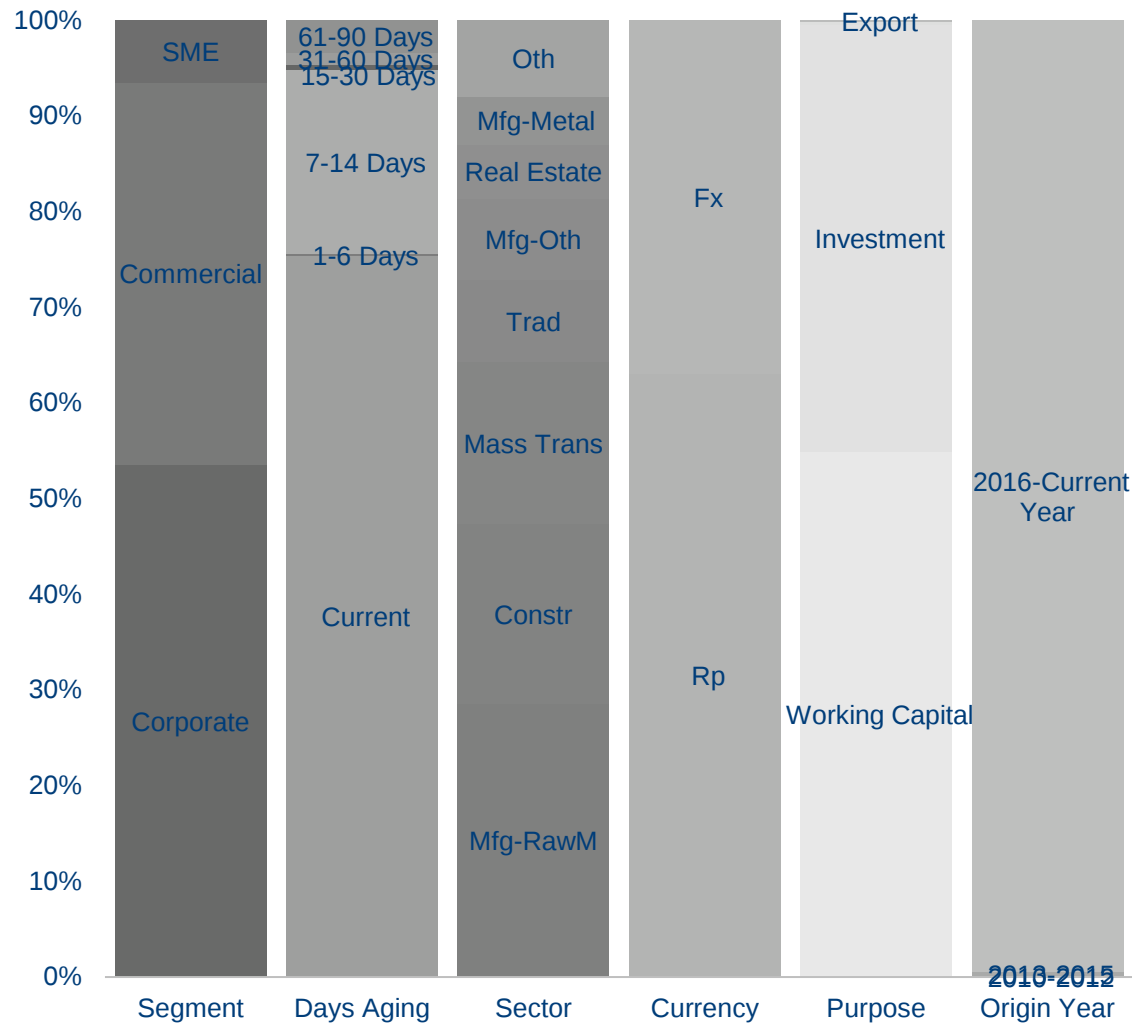
The downgrade loan to Category 2 in 2Q 2022 totaled Rp1,755Bn. Of these loans:

- 83.8% were from SME segment
- 55.4% were less than 7 days overdue on payments
- Primary sectors downgraded were:
  - Distribution Trading
  - Retail Trading
  - Business Services
- 100.0% were Rp loans
- 87.9% of the total downgrades to Category 2 were Working Capital loans

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: Category 2 Loans

Loan Profile: Category 2 Loans (Rp 43,360 Bn) Bank Only



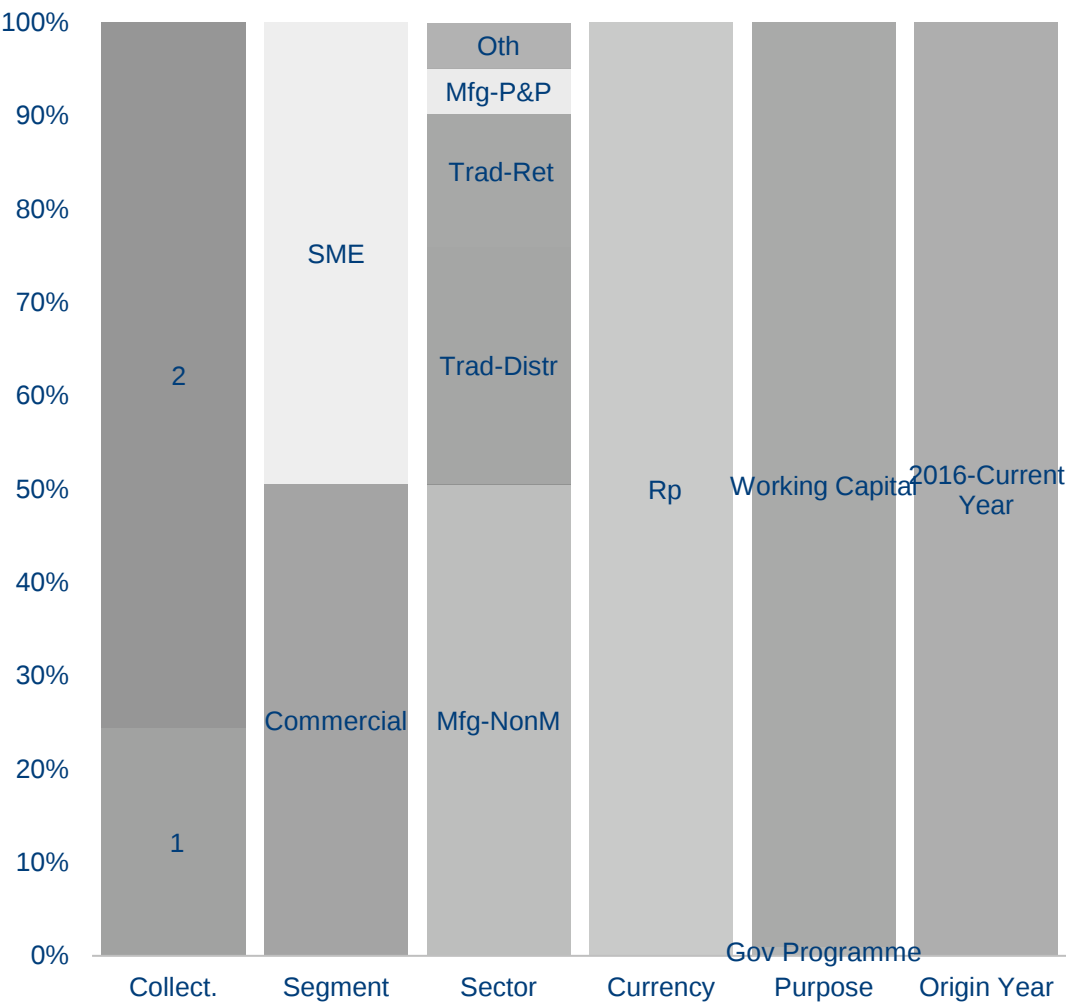
Rp 43,360 Bn loans were in Category 2 in 2Q 2022. Of these Special Mention (Category 2) loans:

- 53.6% were to Corporate Segment, 40.0% were to Commercial Segment
- 75.4% of the Special Mention Loan (Category 2) were Current in payment
- Primary sectors in Category 2 were:
  - Raw Material Manufacturing
  - Construction
  - Mass Transportation
- 63.1% were Rp loans
- 54.9% were Working Capital loans and 44.7% were Investment loans
- 99.5% were originated since 2016

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: Upgrade to PL

Loan Profile Upgrades to PL (Rp 74Bn) Bank Only



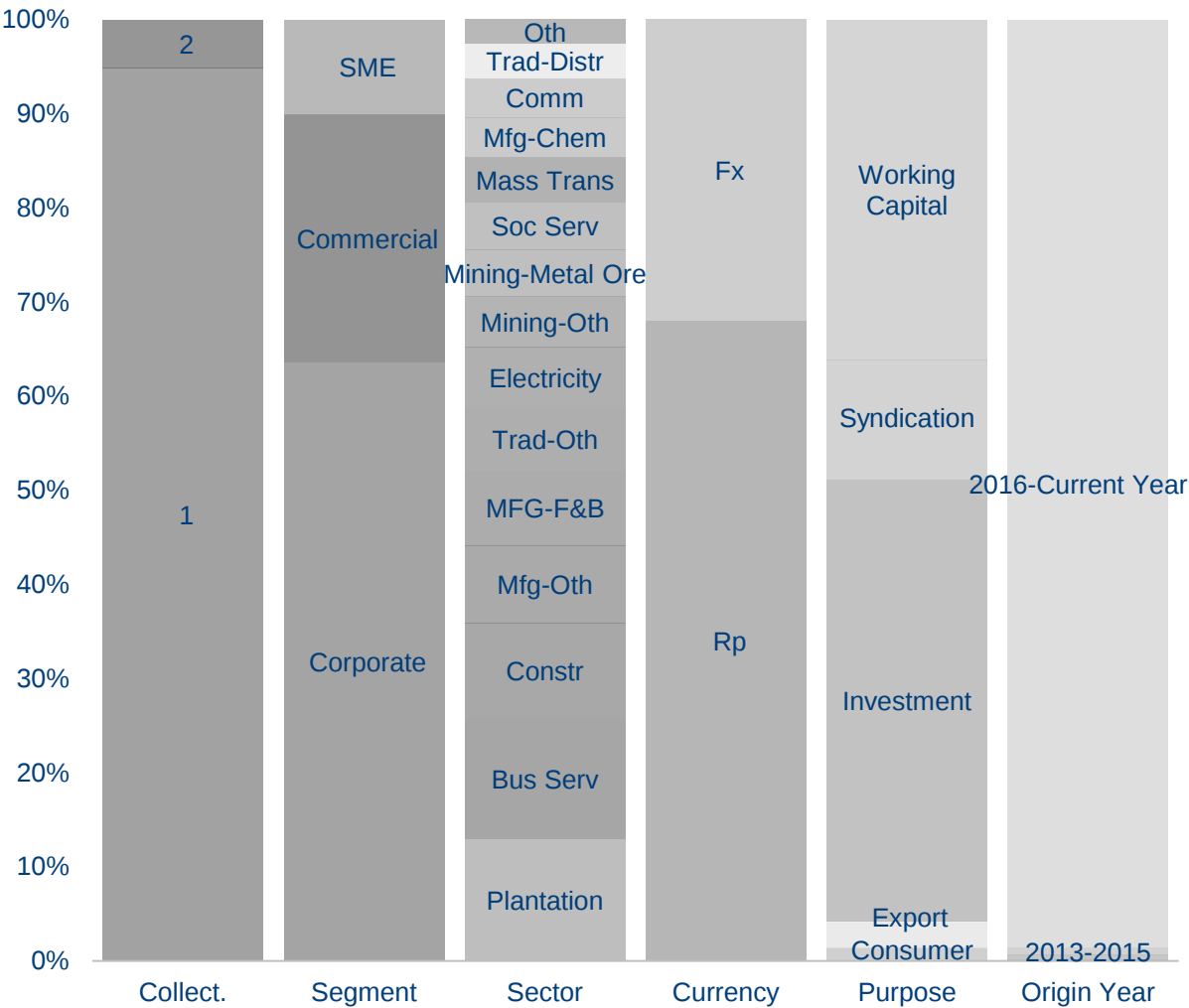
Rp74Bn of loans were upgraded to PL in 2Q 2022. Of these loans:

- 50.6% were Commercial segment
- 100% loans were originated since 2016
- Largest upgrades by sector:
  - Non Metal Manufacturing
  - Distribution Trading
  - Retail Trading
- 99.1% were Working Capital Loans

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: Performing Loans

Loan Profile: Performing Loans (Rp 617,431Bn) Bank Only



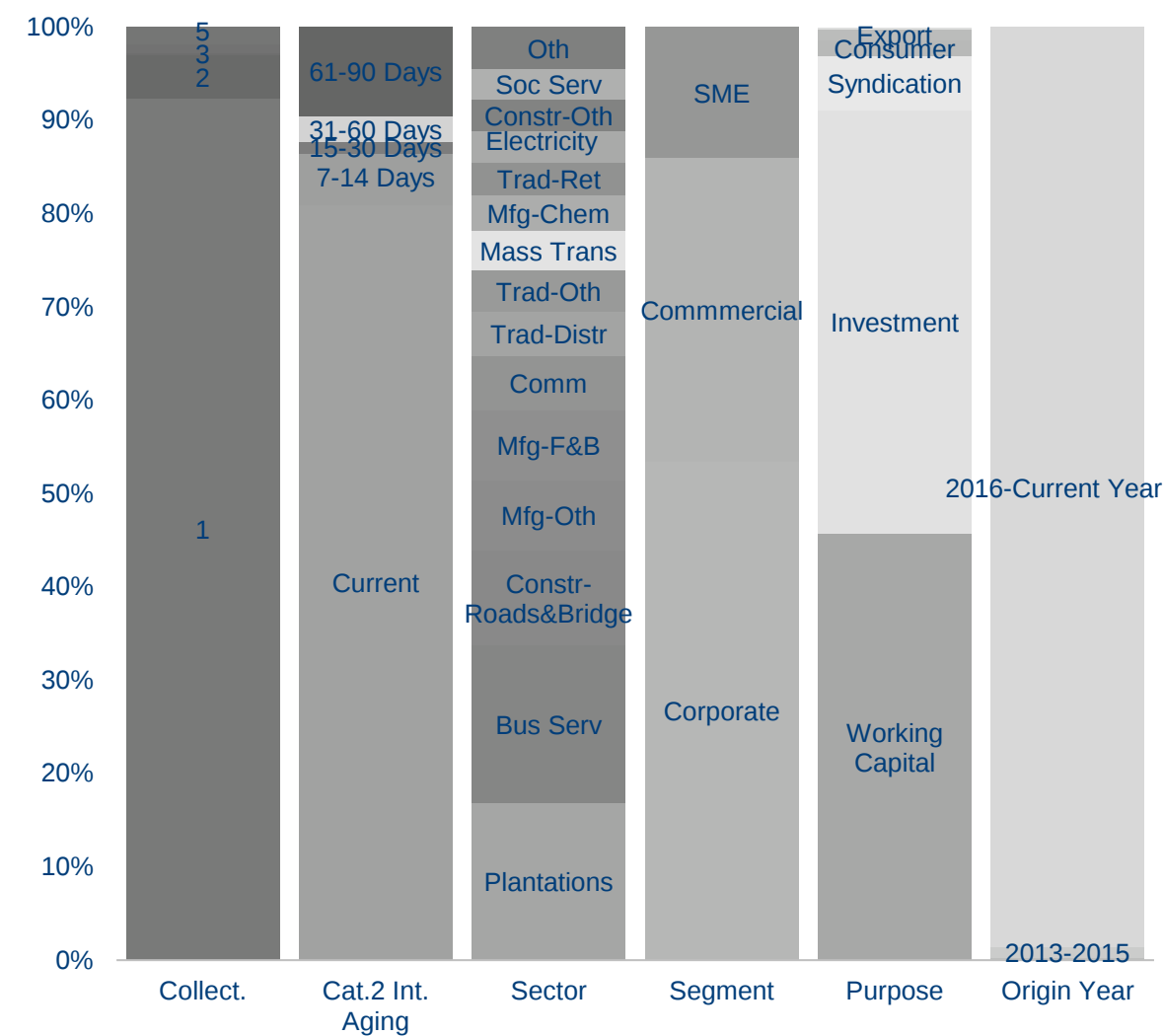
Rp617,431Bn in Corporate, Commercial & SME loans were performing in 2Q 2022. Of these performing loans:

- 63.5% were from Corporate segment, 26.4% were from Commercial segment
- 98.5% of loan originated in since 2016
- Primary sectors are:
  - Plantations
  - Business Services
  - Construction
- 68.0% were Rp loans
- 46.9% were Investment loans; 36.1% were Working Capital loans

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: Rupiah Loans

Loan Profile: Rupiah Loans (Rp 682,573 Bn) Bank Only



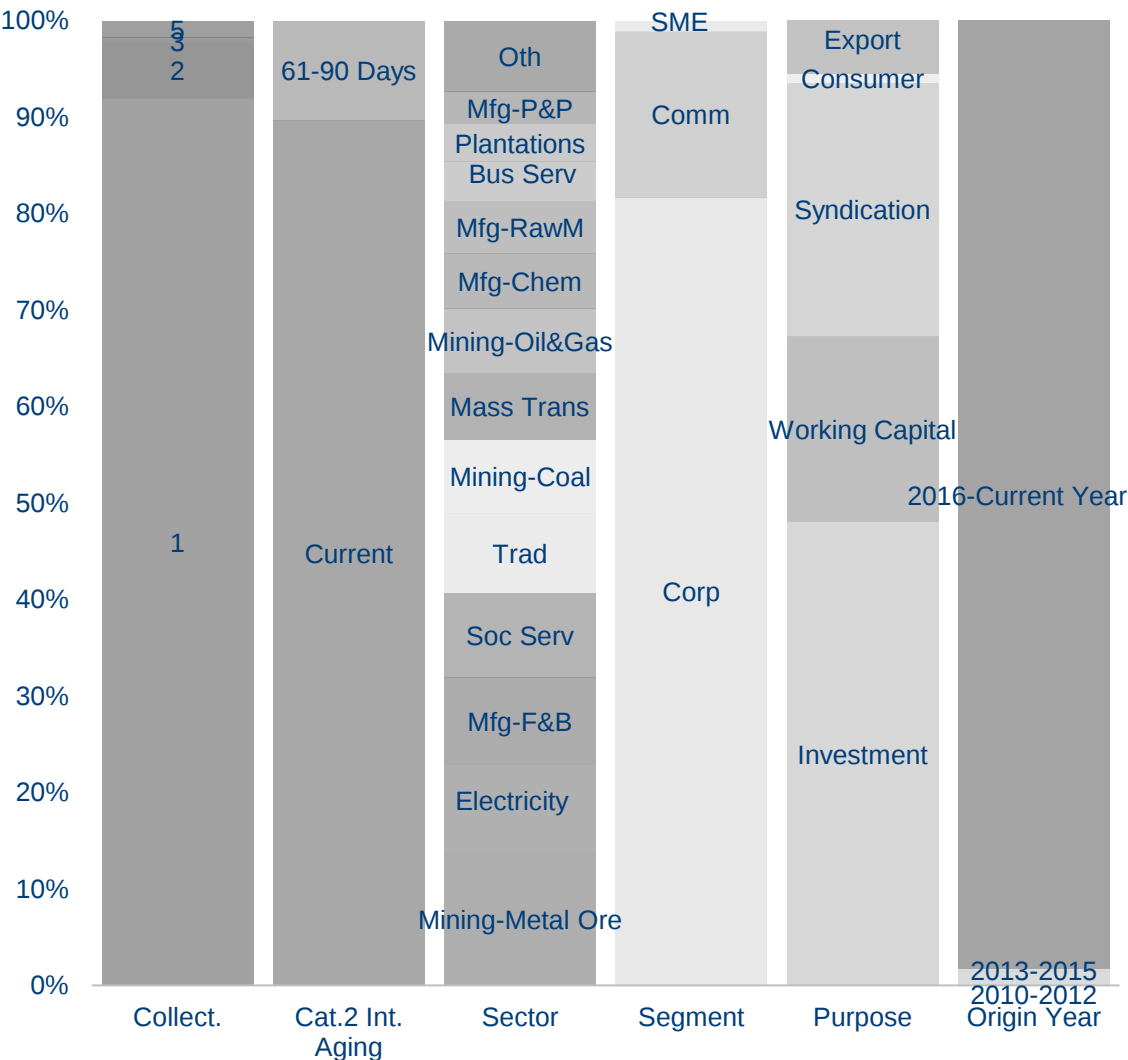
Rp 682,573 Bn in loans were Rupiah denominated in 2Q 2022.  
Of the Rupiah Loans in 2Q 2022:

- 97.0% were Performing Loans (Category 1 & 2), with 4.6% in Category 2
- Primary sectors in Rupiah loans were:
  - Plantations
  - Business Services
  - Roads & Bridge Construction
- 53.4% were Corporate loans, 32.5% were Commercial loans, and 14.1% were SME loans
- 45.7% were Working Capital loans, 45.4% were Investment loans

\* Excluding Micro & Consumer

# 2Q22 Loan Detail\*: FX Loans

Loan Profile: FX Loans (Rp 208,550Bn) Bank Only



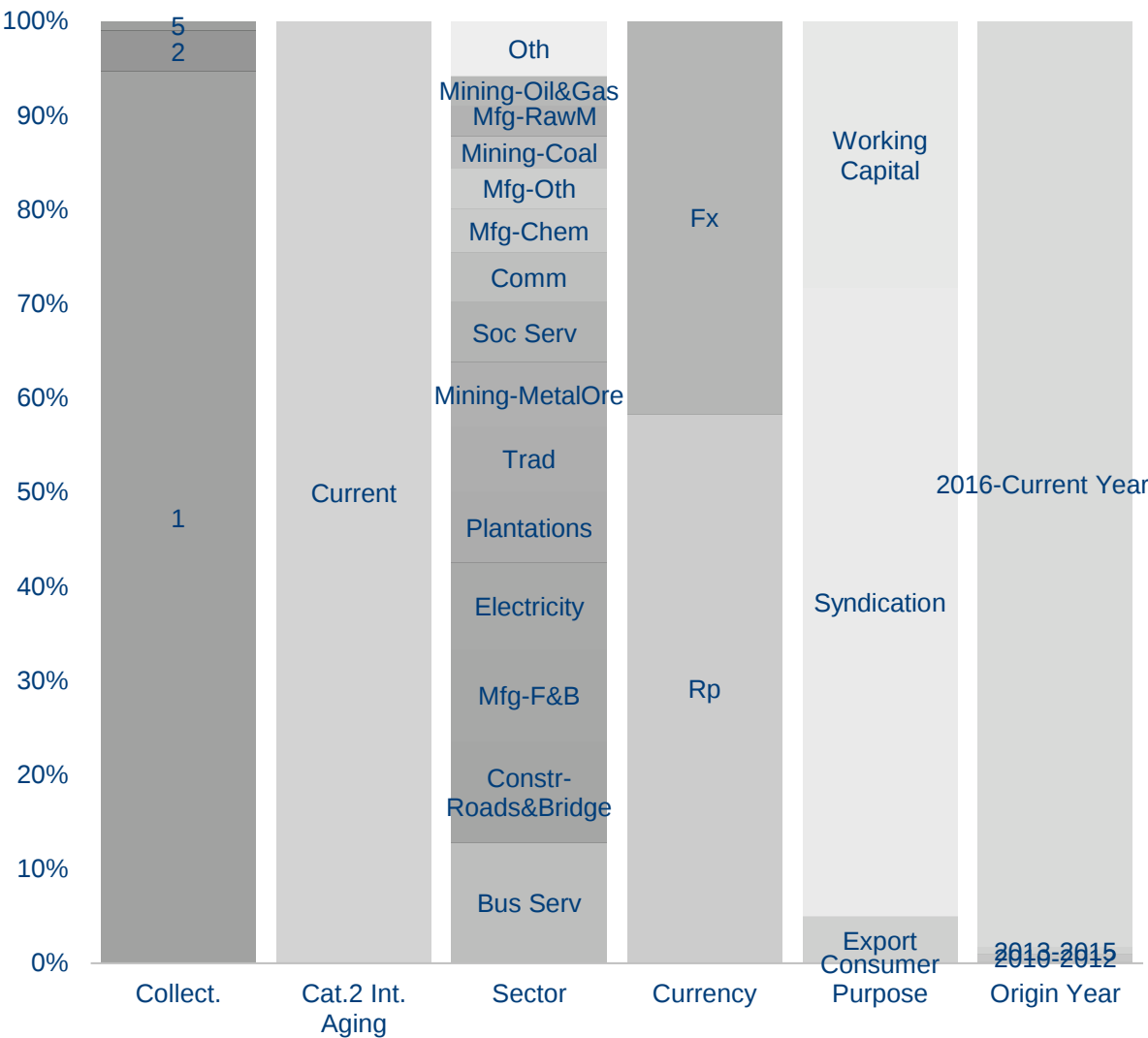
Rp 208,550 Bn in loans were FX denominated in 2Q 2022.  
Of the FX Loans in 2Q 2022:

- 97.7% were Performing Loans (Category 1 & 2), with 5.8% in Category 2
- 89.7% of the loans in Category-2 were Current in interest payments
- Primary sectors in FX loans are:
  - Metal Ore Mining
  - Electricity
  - F&B Manufacturing
- 81.7% were Corporate loans
- 48.0% were Investment loans; 26.3% were Syndication; 19.2% were Working Capital Loan

\* Excluding Micro & Consumer

# 2Q22 Loan Detail: Corporate Loan

Loan Profile: Corporate Loans (Rp 408,542 Bn) Bank Only

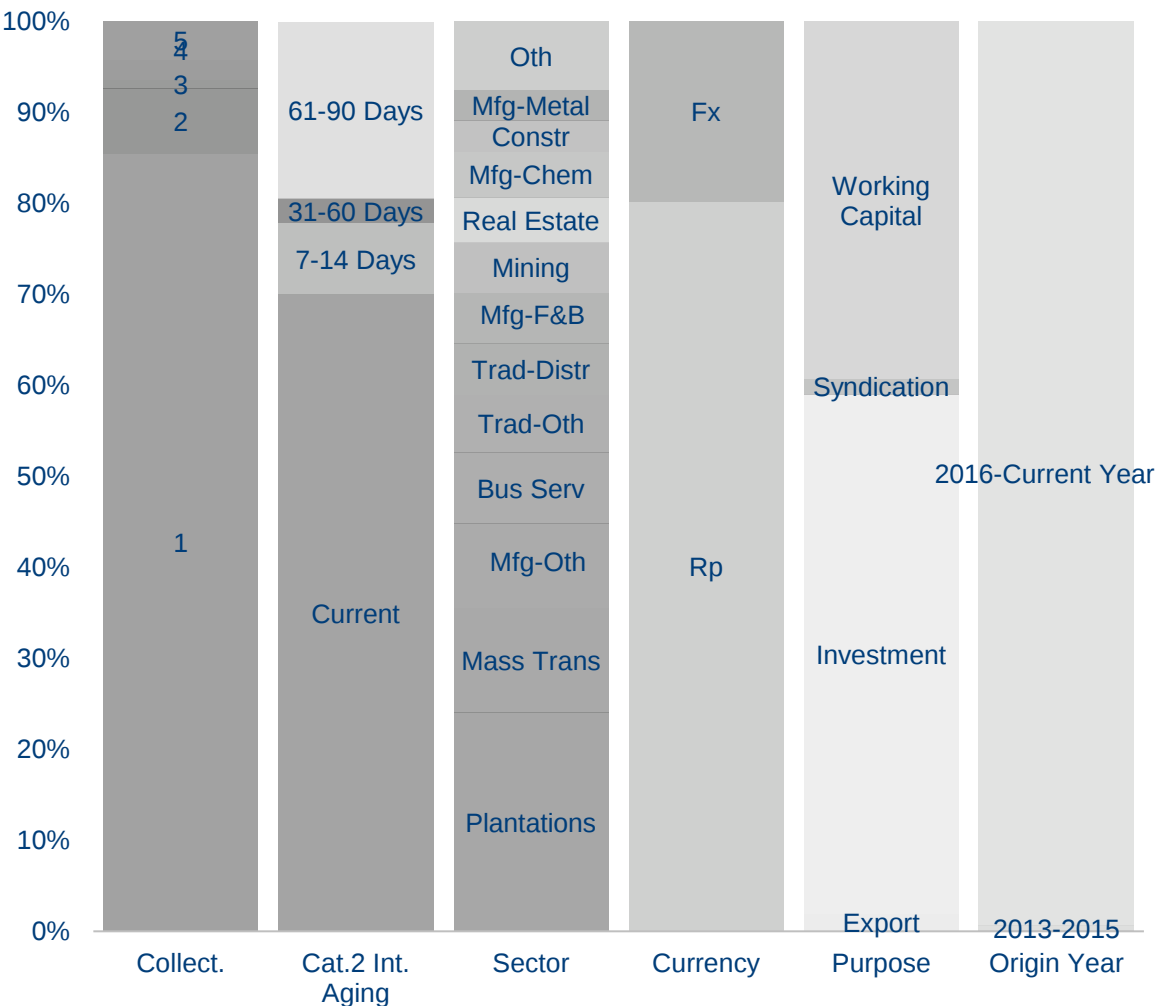


Rp 408,542 Bn in loans were in the Corporate portfolio in 2Q 2022. Of the Corporate Loans:

- 99.0% were performing loans, with 4.3% in Category 2
- All of the Category-2 loan in Corporate portfolio were Current in interest payments
- Primary sectors in Corporate were:
  - Business Services
  - Roads & Bridge Construction
  - F&B Manufacturing
- 58.3% were Rp loans
- 45.2% were Investment Loans; 32.3% were Working Capital Loans

# 2Q22 Loan Detail: Commercial Loan

Loan Profile: Commercial Loans (Rp 181,041 Bn) Bank Only

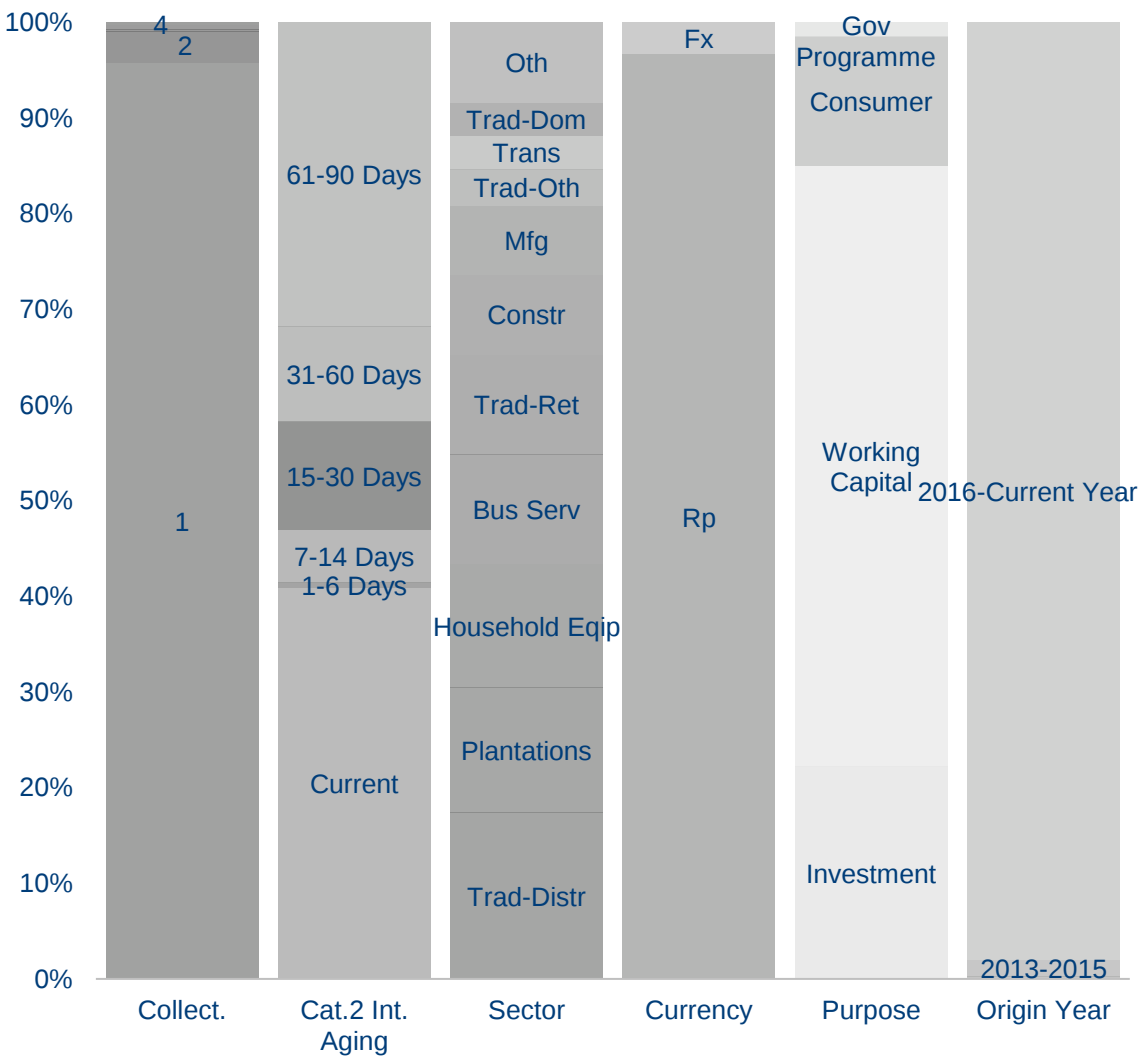


Rp 181,041 Bn in loans were in the Commercial portfolio in 2Q 2022. Of the Commercial Loans in 2Q 2022:

- 92.6% were Performing Loans, with 7.2% in Category 2
- 70.0% of the Cat.2 in Commercial Loan were Current in interest payments
- Primary sectors in Commercial were:
  - Plantations
  - Mass Transportation
  - Manufacturing Other Than F&B, Chemical, & Metal
- 80.2% were Rp loans
- 57.1% were Investment loans, 39.3% were Working Capital loans

# 2Q22 Loan Detail: SME Loan

Loan Profile: Small Business Loans (Rp 64,862 Bn) Bank Only

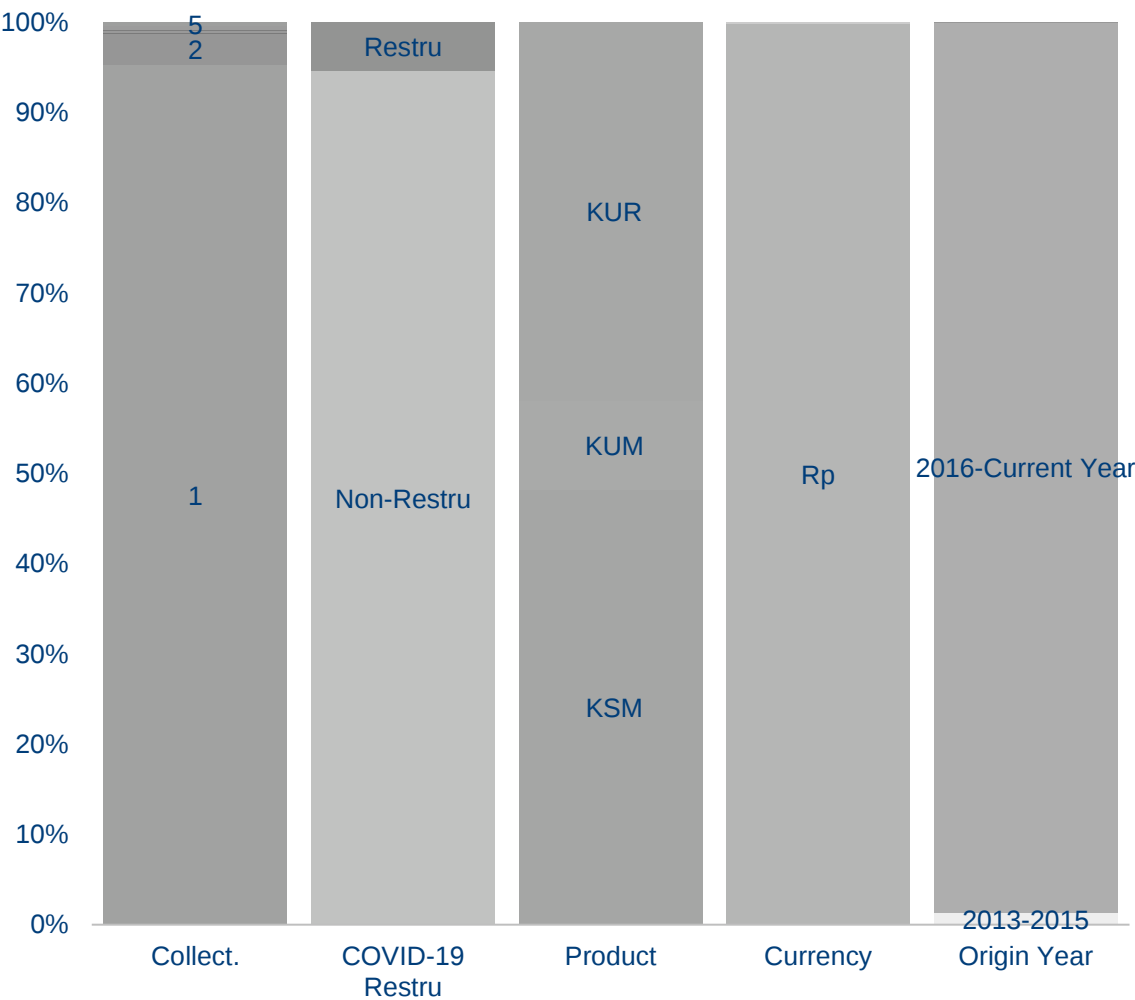


Rp 64,862 Bn in loans were in the SME portfolio in 2Q 2022:

- 99.0% were Performing Loans, with 3.3% in Cat.2
- Primary sectors in Small Business were:
  - Distribution Trading
  - Plantations
  - Household Equipment
- 96.7% were Rupiah loans
- 62.7% were Working Capital loans and 22.3% were Investment loans

# 2Q22 Loan Detail: Micro Loan

Loan Profile: Micro Loans (Rp 141,495 Bn) Bank Only

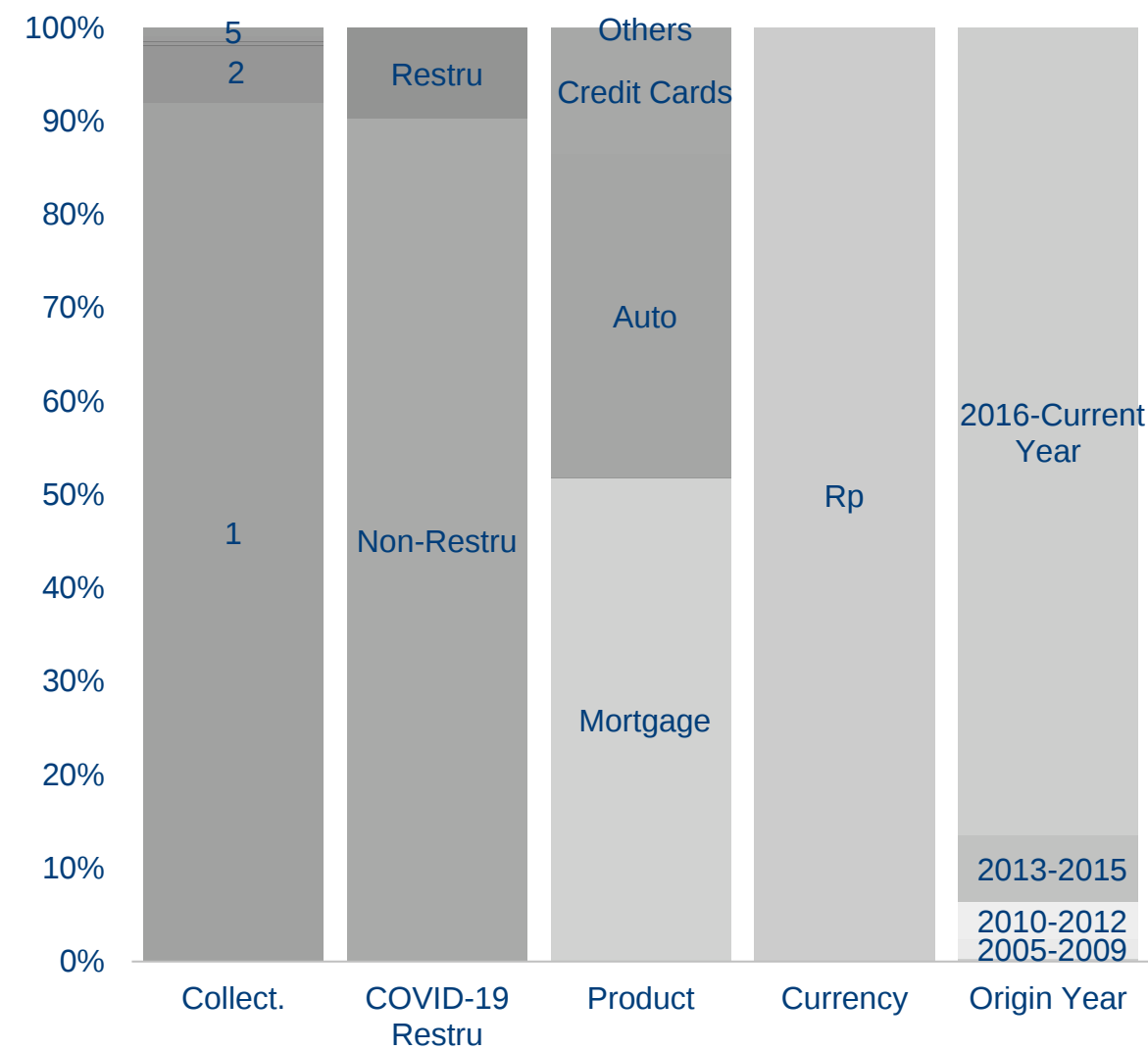


Rp 141,495 Bn in loans were in the Micro portfolio in 2Q 2022. Of this Micro Loans :

- 98.8% were Performing Loans, with 3.5% in Category 2
- Rp 1,765 Bn (1.3% of Micro Loans) were in NPL
- 48.2% were KSM (Micro Personal Loans) and 41.9% were KUR (Government Program Micro Loan)
- 99.9% were Rupiah loans

# 2Q22 Loan Detail: Consumer Loan

Loan Profile: Consumer Loans (Rp 95,182 Bn) Bank Only

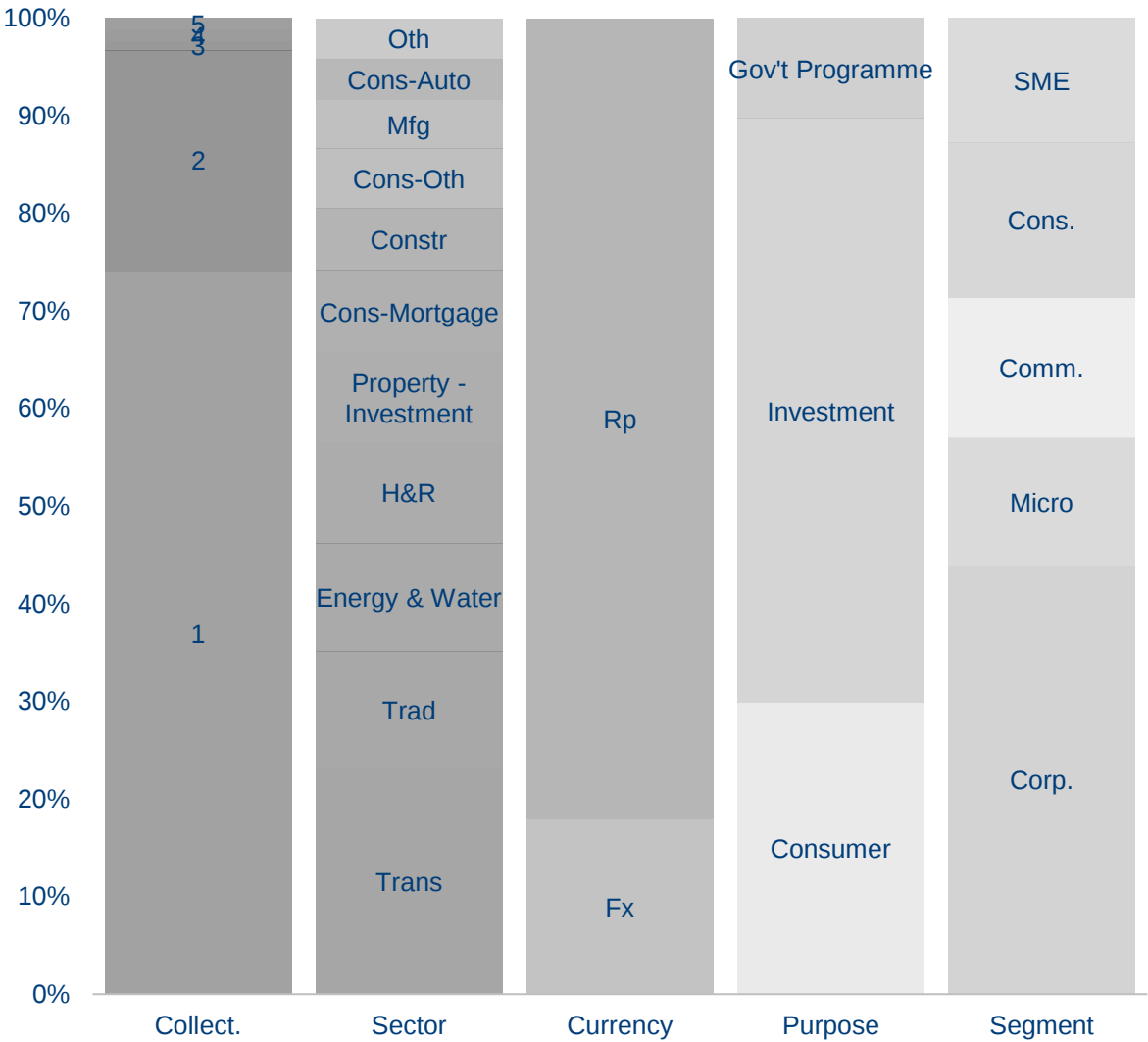


Rp 95,182 Bn in loans were in the Consumer portfolio in 2Q 2022. Of this Consumer Loans in 2Q 2022:

- 98.1% were Performing Loans, with 6.1% in Category 2
- Rp 1,820 Bn (1.9% of Consumer Loans) were in NPL
- 9.7% in Consumer were still in COVID-19 restructured book
- 51.8% were Mortgage and 34.7% were Auto loan
- 100% were Rupiah loans

# 2Q22 Loan Detail: C-19 Restructured Loans

Loan Profile: C-19 Restructured Loans (Rp58,180 Bn) Bank Only

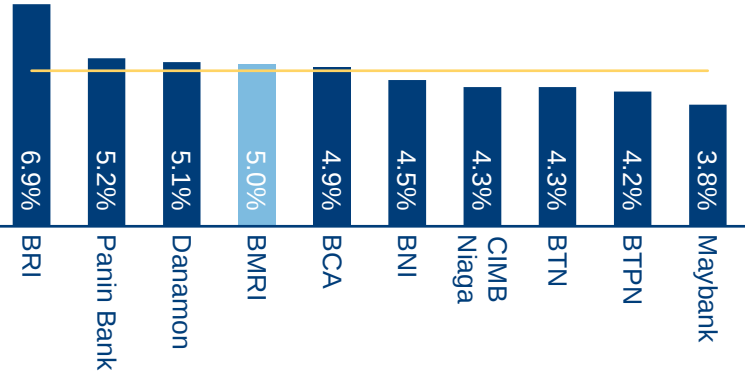


Of the remaining Rp 58,180 Bn in Covid-19 restructured loans in 2Q 2022, consists of:

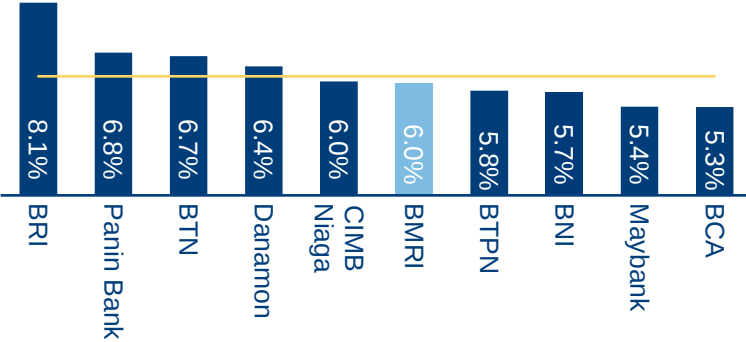
- 96.7% were Performing Loan, with 22.7% were in Category 2
- Primary sectors were:
  - Transportation
  - Trading
  - Energy & Water
- 82.0% were Rp Loans
- 30.0% were Investment loans, while 29.3% were Working Capital loans
- 43.9% were from Corporate segment and 15.9% were from Consumer segment

# Measure of Scale and Returns Relative to Peers – Bank Only as of Dec 2021

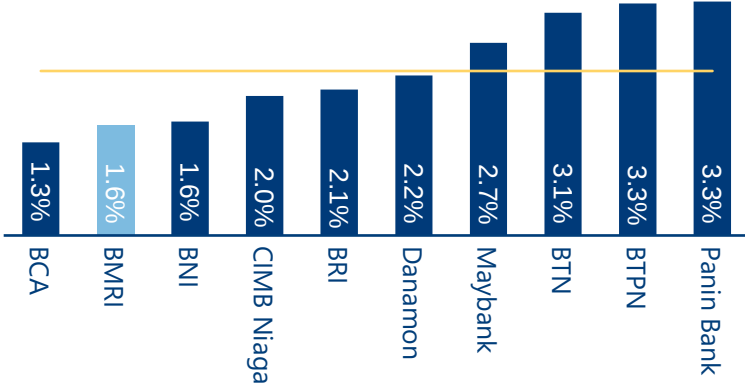
Net Interest Margins



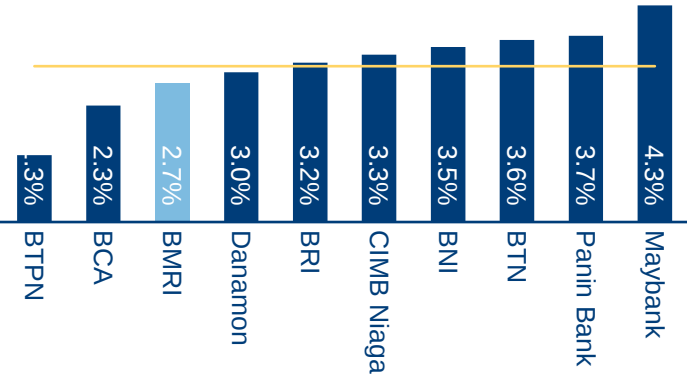
Yield on Assets (p.a.)



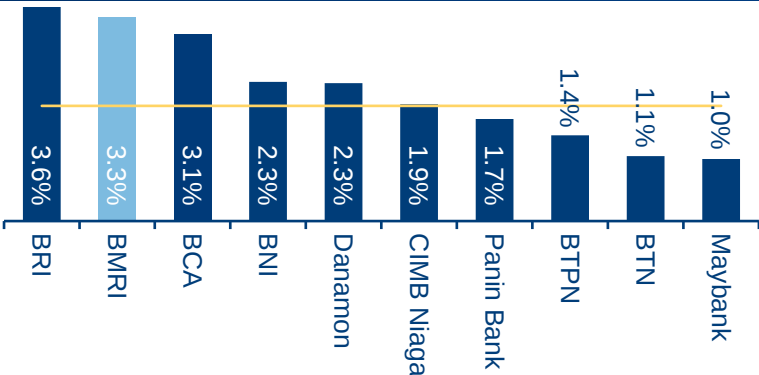
Cost of Funds



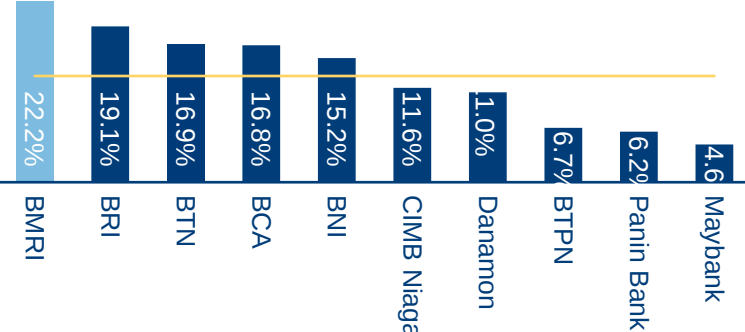
NPL Ratio (Gross)



Return on Assets



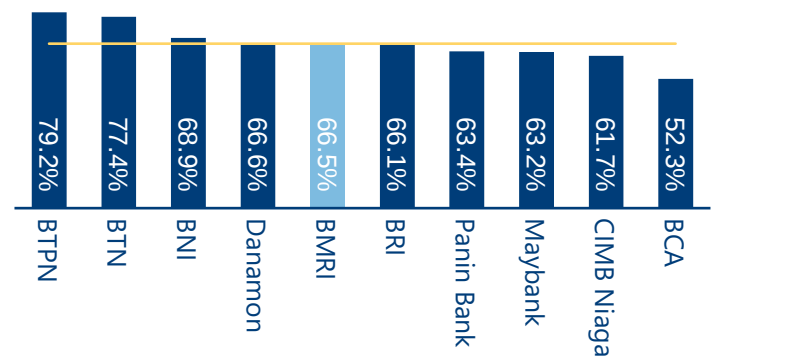
Return on Equity



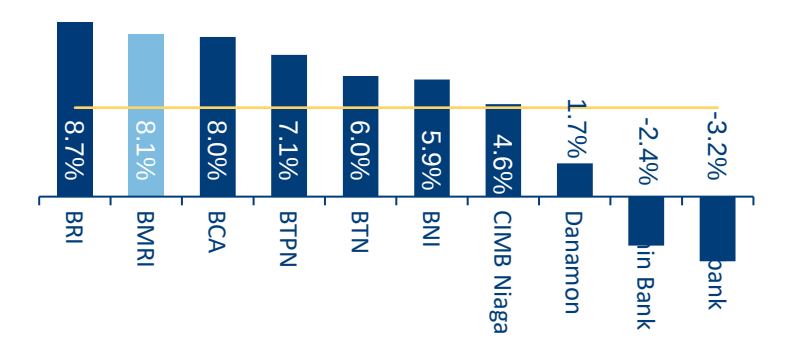
Average

# Measure of Scale and Returns Relative to Peers – Bank Only as of Dec 2021

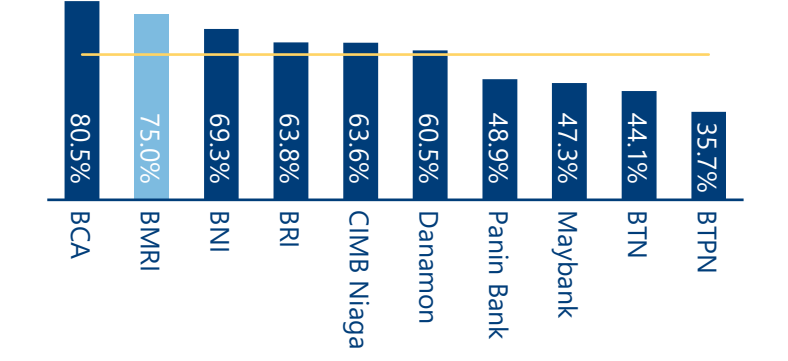
Loans to Total Earning Assets



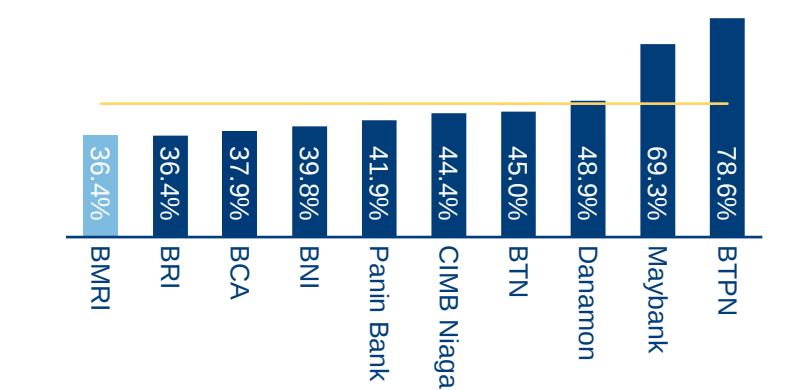
Loan Growth (YoY)



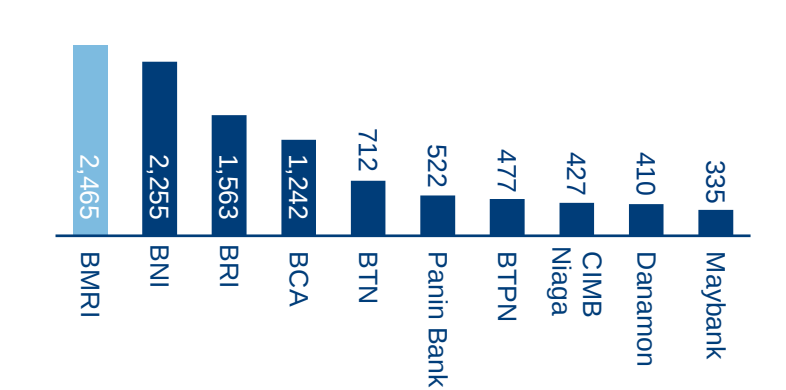
CASA Ratio



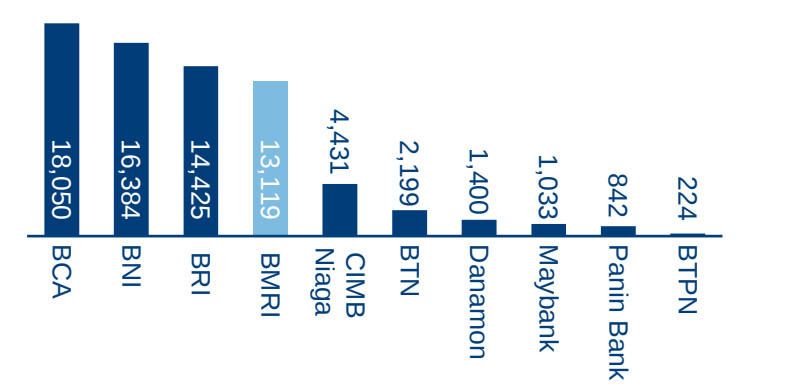
Cost to Income Ratio



# Branches



# ATMs



Average

# Notes

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