



PT Bank Amar Indonesia Tbk.

Q2 2021

Performance Presentation

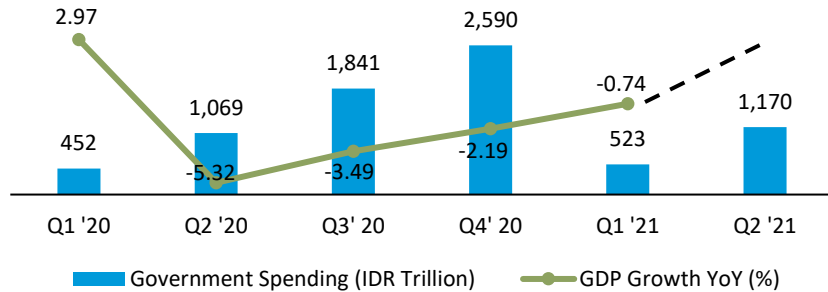
AGENDA

Q2 2021 - Performance Presentation

- **Macroeconomics & Industry Highlights**
- Investment Case
- About AMAR in Brief
- Q2 2021 Financial Results

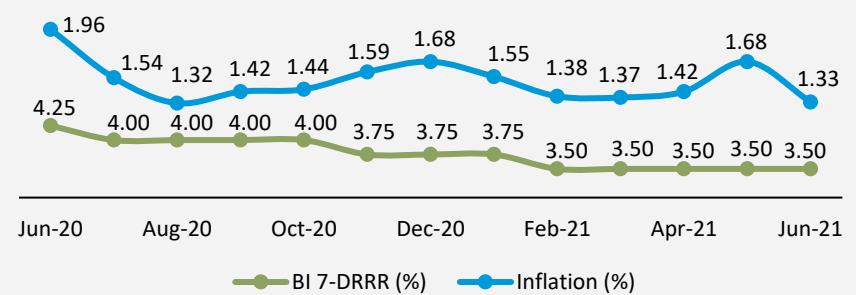
Macroeconomic Highlights

Government Spending is still support GDP Growth



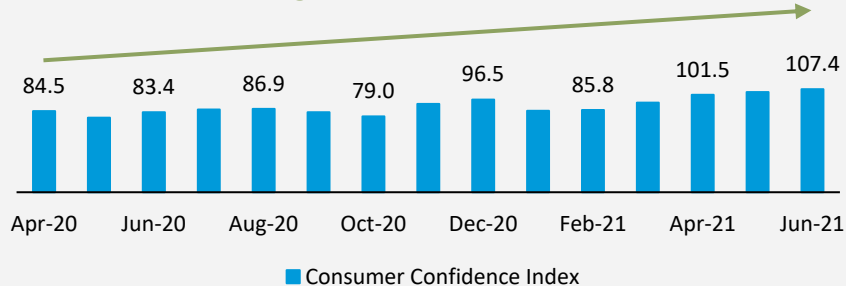
Source: Ministry of Finance, Central Bureau of Statistics (BPS)

Limited room for BI Rate cuts but Inflation is still low



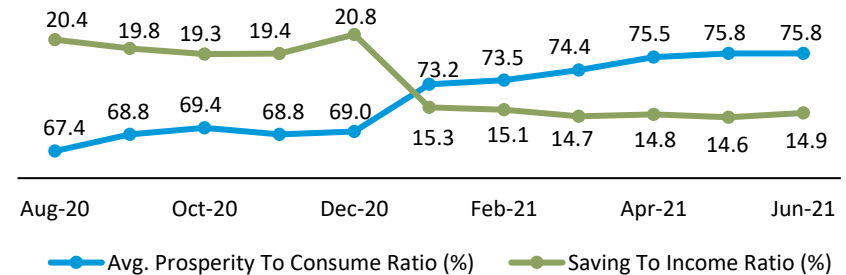
Source: Central Bank of Indonesia (BI)

Consumer Morale strongest in 15 Months



Source: Central Bank of Indonesia (BI)

Better Household Consumption than last year



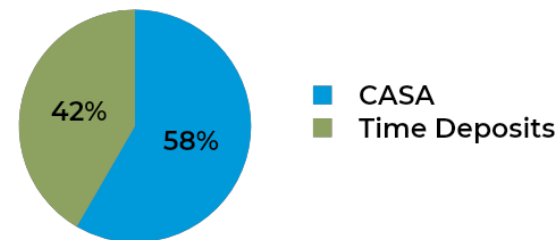
Source: Central Bank of Indonesia (BI)

Banking Sector

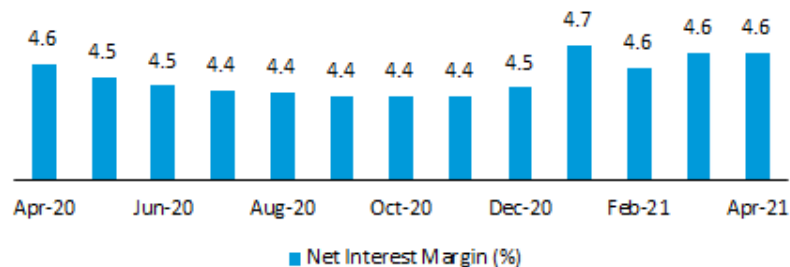
IDR Trillion	Apr-20	Dec-20	Apr-21	YoY	Ytd
Total Loans	5,676	5,548	5,543	-2.3%	-0.1%
Third Party Funds	6,128	6,665	6,798	10.9%	2.0%
CASA	3,476	3,861	3,968	14.2%	2.8%
Current Accounts	1,549	1,687	1,790	15.6%	6.1%
Savings Accounts	1,927	2,174	2,178	13.0%	0.2%
Time Deposits	2,652	2,805	2,830	6.7%	0.9%
NIM	4.6%	4.5%	4.6%	0bp	15bp
LDR	92.2%	82.5%	80.8%	-1140bp	-170bp
NPL	2.9%	3.1%	3.2%	30bp	10bp
CAR	22.1%	23.9%	24.2%	210bp	30bp

Source: Financial Services Authority of Indonesia (OJK)

The majority of TPF is still come from CASA



NIM continues to improve after last year's decline



Source: Financial Services Authority of Indonesia (OJK), as of April 2021

Digital Landscape (as of Jan 2021)



Population

Indonesia had a **population of 274.9 million** or increased by 2.9 million (+1.1% YoY). The 57% of population lives in urban centres, while 43% lives in rural areas.



Mobile Connections

There were **345.3 million mobile connections** in Indonesia, that number increased by 4.0 million (+1.2% YoY) then mobile connections was equivalent to 125.6% of the total population.



Internet Users

There were **202.6 million internet users** in Indonesia, that number increased by 27 million (+16% YoY) with internet penetration stood at 73.7%.



Social Media

Around **170 million social media users** in Indonesia that number increased by 10 million (+6.3% YoY). The number of social media users was equivalent to 61.8% of the total population in January 2021.

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Investment Case



Indonesia's first digital lender

The digital lender with a BUKU II license and fully approved to be a digital bank with the full-stack development of technology



The Only Bank in Indonesia 'Ready for Digital on Day 1'

Digital operations are already in place with a distributed system architecture that enables the continuous delivery of applications, and support by the team in handling big data



Massive market gap across the unserved Retail and MSME universe

Adult population of circa 200 mm of which 50% are unbanked & 70% have no access to formal credit channels



Differentiated product offerings and an obsession with user experience

Flexible loans and savings products, delivered without friction via digital channels



Attractive financial profile: delivering growth and profitability

Explosive customer growth combined with industry-leading NIMs and improving asset quality

>5,000 Tunaiku loan applications per day
(as of Q2 2021)

>660,000 Tunaiku borrowers served
(2014 - as of Q2 2021)

CAGR 52.72% (2017-2020)

IDR 1.85 trillion loans outstanding
(as of Q2 2021)

CAGR 71.11% (2017- 2020)

IDR 168,663 mn net interest income
(as of Q2 2020)

CAGR 85.36% (2017- 2020)

IDR 1,063,457 mn equity capital
(as of Q2 2021)

CAR 33.06% (as of Q2 2021)

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- Q2 2021 Financial Results



Company Profile

- PT. Bank Amar Indonesia (formerly known as PT Anglomas International Bank) was established in 1991 in Surabaya, Indonesia as a BUKU I Bank
- Subsequently embarked on a digital transformation in 2014 under new shareholders and a new management team
- Successfully launched Indonesia's first digital lending product in 2015 with full regulatory approval
- The bank primarily focuses on the Retail and SME segments, continuously developing both funding and lending products (including Tunaiku and Senyumku)
- Through Tunaiku, the Bank has Disbursed US\$390 mn of loans to over 660,000 customers, since inception

Company's Philosophy, Mission And Vision

Company Philosophy (Belief)

**'Technology must impact lives,
must improve lives.'**



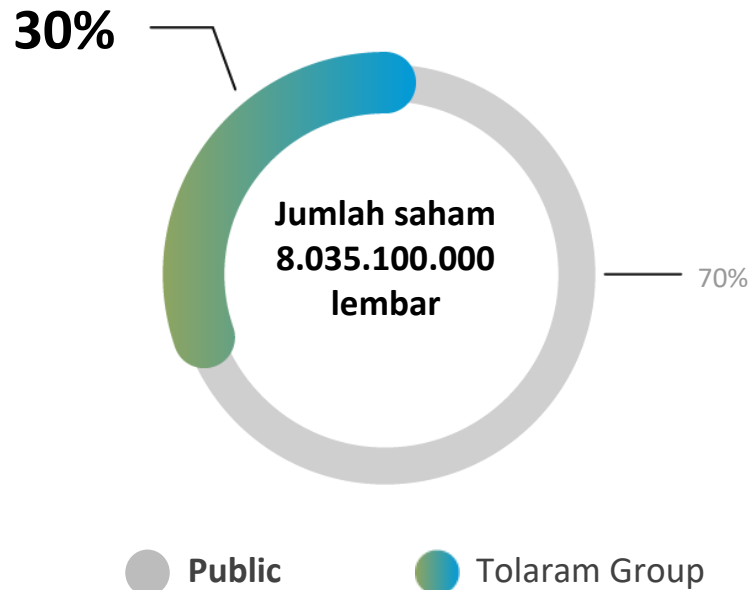
Mission

To provide banking to those who
'need' and not only to those who
'want'

Vision

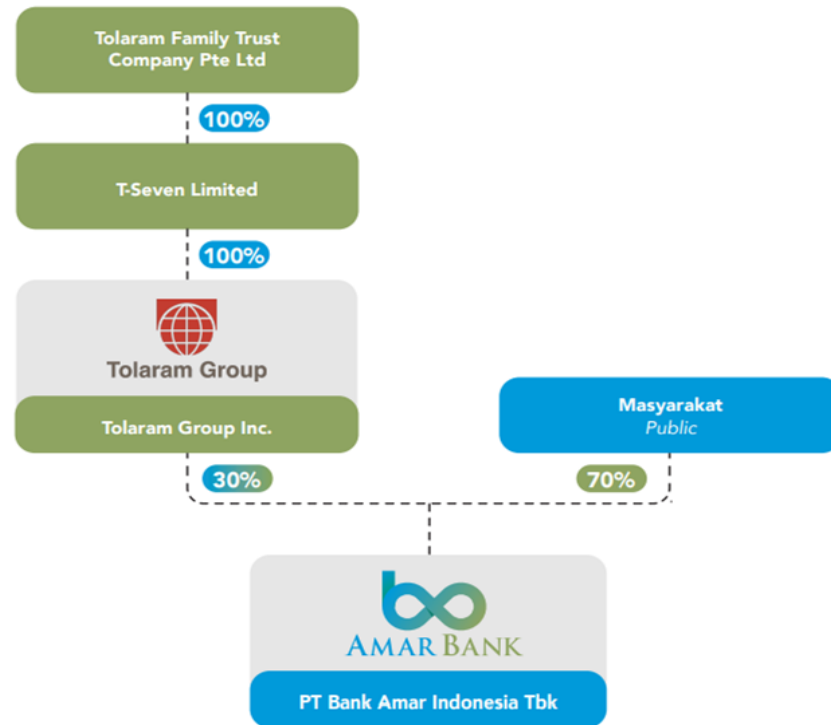
To **bring smiles** on 200
million faces by 2025

Shareholders Composition



*Per tanggal 30 Juni 2020

Company Structure



Board of Commissioner



**Navin
Nahata**

President
Commissioner



**Ir. Zainal
Abidin
Hasni, M.A**

Independent
Commissioner



**Ratna
Heimawaty
Zain**

Independent
Commissioner

Board of Director



**Vishal
Tulsian**

President
Director



**Tuk Yulianto,
S.H., M.M**

Compliance
Director



**Eka
Banyuaji**

SME, Corporate and
Operations Director

Office Networks

Surabaya

Kantor Pusat & Kantor Cabang Pembantu Basuki Rachmat

Jl. Basuki Rahmad No. 109 Surabaya 60271
Telp: (031) 9901595 | Fax : (031) 9901595

Kantor Cabang Wiyung

Ruko Taman Pondok Indah Blok A No.39 Jalan Raya Menganti No. 215, Wiyung Surabaya, 60228

Kantor Cabang Kusuma Bangsa

Jl. Kusuma Bangsa No 110 Surabaya 60136
Telp: (031) 5355339 | Telp: (031)99425775

Jakarta

Kantor Cabang Jakarta

Office Park Thamrin Residences Blok RA. 07-08
Jl. Thamrin Boulevard (d/h. Kebon Kacang Raya) Jakarta Pusat 10220
Telp: (021) 23579899 | Fax : (021) 23579725

Kantor Fungsional

Gedung Grha Niaga Thamrin Lantai 1 Jalan KH. Mas Mansyur, Kebon Melati, Tanah Abang 10230

Kantor Kas Gandaria

Jalan Sultan Iskandar Muda, Blok C No. 99, Kebayoran Lama, Jakarta Selatan.



Total Employees
30 Jun 2021: 1,000+



Product Overviews

Easy Application

Only with KTP, no need NPWP and credit cards, fast loan approval process.

Wide Service Area

Java:

Jakarta, Bogor, Depok, Tangerang, Bekasi, Bandung, Semarang, Yogyakarta, Gresik, Sidoarjo, Surabaya

Sumatera:

Medan, Palembang, Pekanbaru

Others:

Makassar, Denpasar

All-in-One App

Prospective customers can check and find out the status of their loan application in Tunaiku app.

Highly Secured and Transparent

PT Bank Amar Indonesia Tbk. registered and supervised by Financial Service Authority of Indonesia (OJK) since 2014, no hidden fees.

Large Loan Amount

Large loan amount of up to IDR 20 million with long installment period of up to 20 months

No Collateral Needed



Loan Terms



AMOUNT
IDR2 mm - 20 mm
(~US\$130 - 1,400)



INTEREST RATE
2-5% flat per
month



ADMISSION FEE
IDR540,000 (~US\$36)
(no hidden fees)



TENOR 6-20
months (fixed
repayments)

Other Features

- No credit card history required
- No collateral required
- Many repayment channel of loans, including convenience stores, such as Indomaret and Alfamart



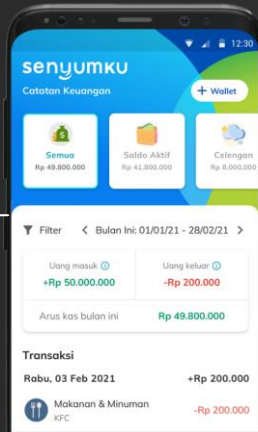


Mobile Only Digital Bank

Digital Banking App to build a savings habit

Product Overviews

- The app where all onboarding processes are sophisticated and integrated. (realtime transfer without additional fee)
- The “**Catat**” feature can detect the financial condition of customers connected to bank accounts and e-wallet.



- The “**Celengan**” feature that forms saving behavior that facilitates user’s financial goals.

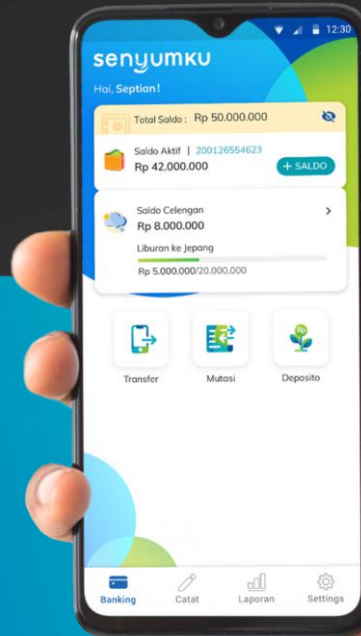


Mobile Only Digital Bank

Digital Banking App to build a savings habit

Product Overviews

In Q2-2021 Senyumku still continually enhanced. Some major overhaul



The app is consolidated to simplify the functionality. Users can seamlessly use the personal financial statement function and Senyumku banking services

New and Fresh UI/UX experience

New Digital onboarding process which users could already have a bank account in minutes by filling up form and ID only, fully online.

Biometric technology for liveness KYC to make sure all photos are coming from real sources.

Awards in Q2 2021



Event: Indonesia's Most Popular Digital Financial Brands Awards 2021 by RRI & The Iconomics

Award Name: Popular Digital Brand in E-loan category

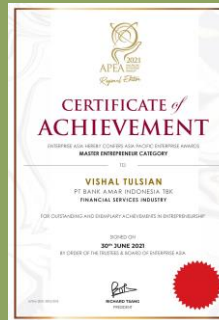
Date: 26th February 2021



Event: Asia Pacific Enterprise Awards 2021 by Enterprise Asia

Award Name: Corporate Excellence Category

Date: 30th June 2021



Event: Asia Pacific Enterprise Awards 2021 by Enterprise Asia

Award Name: Master Entrepreneur Category

Date: 30th June 2021

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- **Q2 2021 Financial Results**

Financial Position

IDR mn	Jun-20	Dec-20	Jun-21	YoY	Ytd
Cash	4,758	3,061	7,923	66.5%	158.8%
Placements	871,996	1,906,467	1,278,137	46.6%	-33.0%
Securities	232,393	367,139	742,633	219.6%	102.3%
Gross Loan	1,940,758	1,715,509	1,856,410	-4.3%	8.2%
Total Asset	3,118,200	4,057,989	3,989,337	27.9%	-1.7%
Deposits	1,748,356	2,294,835	2,259,500	29.2%	-1.5%
Total Liabilities	2,024,429	2,990,958	2,926,171	44.5%	-2.2%
Total Equity	1,093,771	1,067,031	1,063,457	-2.8%	-0.3%

Financial Performance

IDR mn	2Q-20	1Q-21	2Q-21	YoY	QoQ
Operating Income	162,853	125,181	134,552	-17.4%	7.5%
Net Interest Income	124,674	81,509	87,155	-30.1%	6.9%
Interest Revenues	168,504	143,400	147,439	-12.5%	2.8%
Interest Expenses	(43,831)	(61,891)	(60,284)	37.5%	-2.6%
Non Interest Income	38,179	43,672	47,397	24.1%	8.5%
Operating Expenses	(161,542)	(121,979)	(131,457)	-18.6%	7.8%
Operating Profit	1,311	3,202	3,094	136.1%	-3.4%
Net Profit	917	1,602	2,007	118.9%	25.3%

Key Ratios

Ratio %	Jun-20	Dec-20	Jun-21
ROA	1.1	0.7	0.2
ROE	3.0	0.8	0.6
NIM	18.5	13.5	8.2
BOPO	95.9	96.7	98.9
LDR	112.1	74.3	81.4
Net NPL*	-2.1	4.8	3.9
Net NPL**	-	1.5	2.0
CAR	51.0	45.3	33.1
NSFR	142.3	127.4	153.4
LCR	1000.5	1188.2	1873.1

Notes:

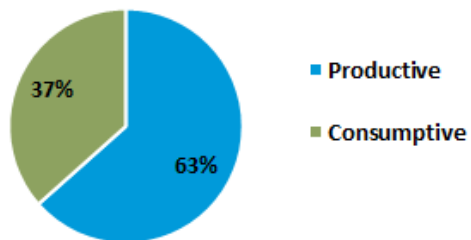
* With the new regulation, on 31 Dec 2020, the net NPL will be calculated as (Number of NPL minus CKPN NPL) divided by the amount of gross credit, according to SE OJK No. 9/SEOJK.03/2020. While in previous regulation, the net NPL is calculated as (Total NPL minus CKPN for total credit) divided by total gross credit.

** Net NPL is calculated as (Total NPL minus CKPN for total credit) divided by total gross credit.

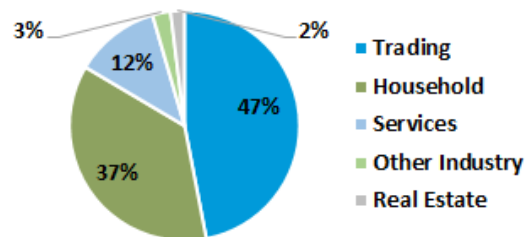
Loan Portfolio Breakdown

Total Loan book as of June 2021 IDR 1.85 Trillion

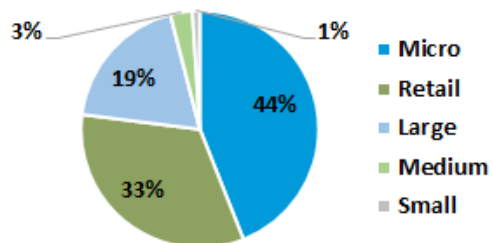
Productive vs Consumptive



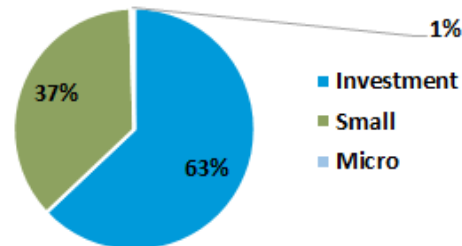
Based on Economic Sector



Based on Segment



Based on Loan Type





Tunaiku - Active Customers

Up to 30 June 2021:

270,000+



Tunaiku Loan Disbursement

Lifetime disbursement up to 30 Jun 2021: **IDR**

5.8+ Billion to 650,000+ Customers



Lifetime Incoming apps up to

30 June 2021: **8,100,000+**

Customers Profile



Male **50.7 %**

Female **49.3%**



Jabodetabek **84%**

Surabaya Sidoarjo **10%**

Other Area **6%**



Private Employee **90%**

Entrepreneur **5%**

Other **5%**



S3 **1%**

S2 **2%**

S1 **36%**

D3 **17%**

High School **43%**

Others **2%**

Age

<=30 → **37%**

31-40 → **41.40%**

41-50 → **18.10%**

>50 → **3.60%**



tunaiku
Pinjam Mudah Cicilan Ringan



More than
5,000,000+
Download



4,5+

Rating in Google Play
Store



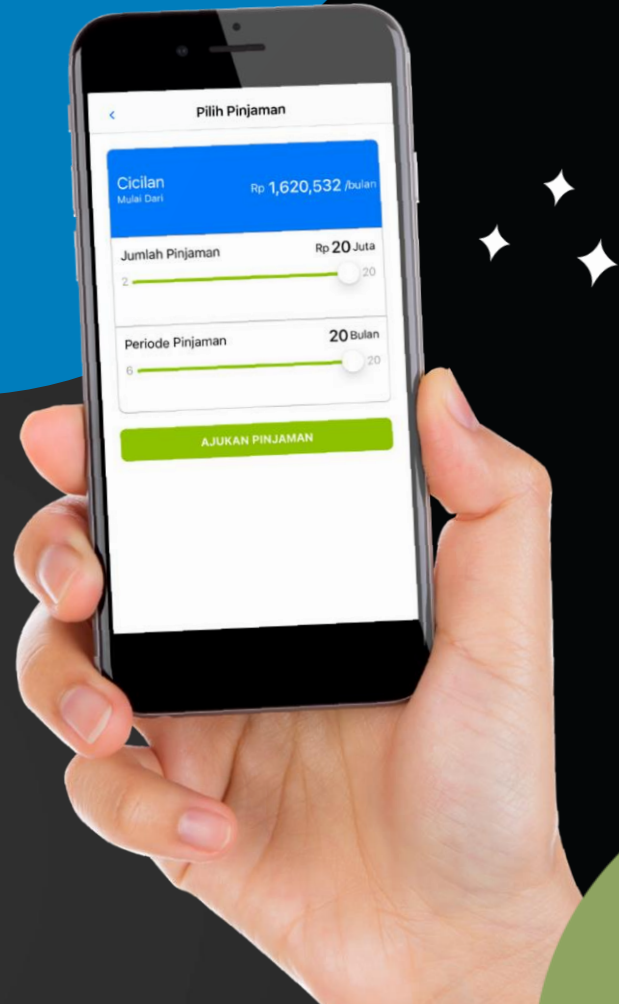
4,6+

Rating in App Store



Tunaiku **Top 3 purpose** during Q2 2021

- | | |
|--------------------|-------|
| 1. Renovation | = 36% |
| 2. Working Capital | = 25% |
| 3. Education | = 13% |

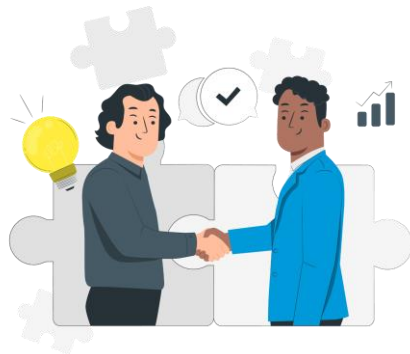


Sustainability Performance



Amar Bank fully Supports sustainability practice, in terms of credit portfolio,

57.4% are sustainable business activities



Amar Bank is a **partner of MSMEs**, the Bank has helped more than 115,000+ MSMEs



Without discriminating against ethnicity, race and gender, the Bank distributes to more than **211,000+** Female creditor



In addition to financial literacy, the Bank also educates the nation by supporting more than **57,000+** people to enrich themselves with knowledge.

Corporate Social Responsibility 2021 - Financial Literacy

Free Webinar “Ngopi Bareng Bang Amar”

The banner features a green background with a large blue circle on the left. At the top left are the logos for **bo AMAR BANK** and **tunaiku**. To the right are logos for the Indonesian Social Blog Preneur (ISB) and the Indonesian Professional Kartini Association (IKAPRI). The main title **NGOPI BARENG BANG AMAR** is in large white letters, followed by the subtitle **Wise in Managing Finances**. The date and time are listed as **Saturday, 20 March 2021** and **10.00 AM – 12.00 PM**. A blue banner on the right says **Live Webinar**. Two speakers are shown: **Aidil Akbar Madjid**, Senior Financial Advisor, and **Ghaida Nuris Tsara**, Coordinator Referral Program, Tunaiku Amar Bank. At the bottom left, it says **Streaming on** with a YouTube icon and **Tunaiku Official**.

Amar Bank is committed to continue educating financial literacy in Indonesian community. This time Amar Bank present through online webinar program called "Ngopi Bareng Bang Amar", this program discussed on how to wisely manages finances, both for family finances and for running a business.

The event has been participated by more than 200 people who are members of the West Jakarta Administrative City PKK, the Indonesian Professional Kartini Association (IKAPRI) and the Indonesian Social Blog Preneur (ISB) communities.

Corporate Social Responsibility 2021 - Financial Literacy

Amar Bank “Podcash”



Please Subscribe
[Amar Bank Official Youtube Channel.](#)

Swara.tunaiku.com



In effort to educate public with inclusion and literacy content at the same time enjoyable content

Also encompass quarterly Bank Performance and market update.



Thank You

For More Information:

<https://amarbank.co.id>

PT Bank Amar Indonesia Tbk.

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