



PT Bank Amar Indonesia Tbk.

FY 2021

Performance Presentation

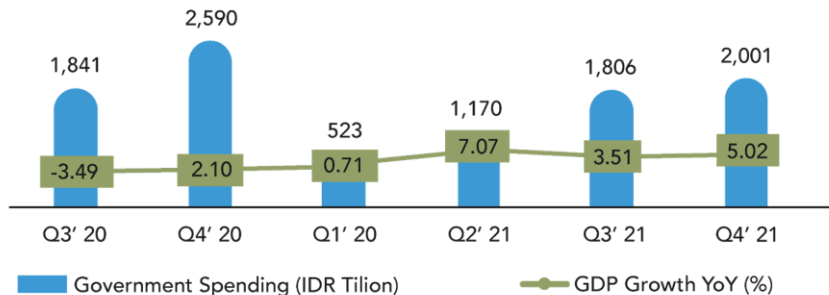
AGENDA

**FY 2021 - Performance
Presentation**

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

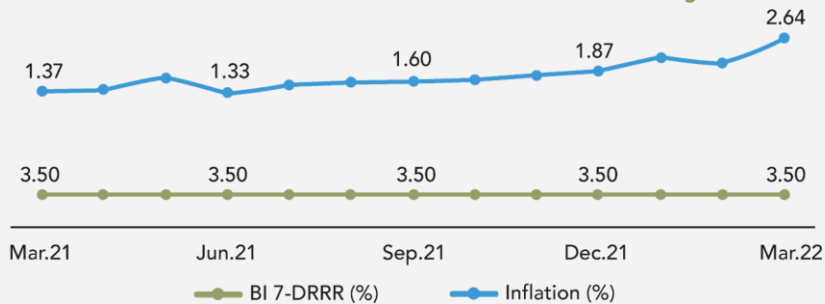
Macroeconomic Highlights

Indonesia economy moved into positive territory



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

Indonesia inflation increases as the economy recovers



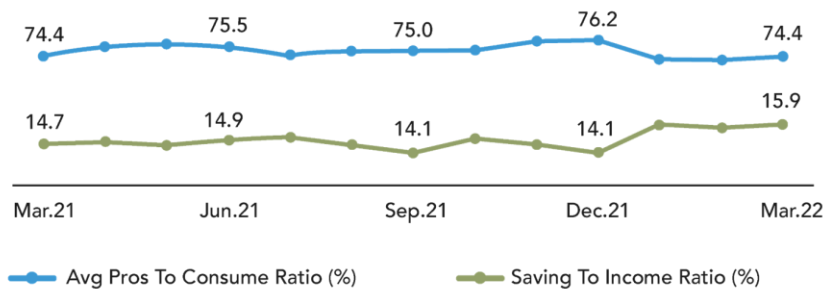
Source: Central Bureau of Statistics (BPS)

Consumer optimism continues to improve



Source: Central Bureau of Statistics (BPS)

Household consumption is still volatile



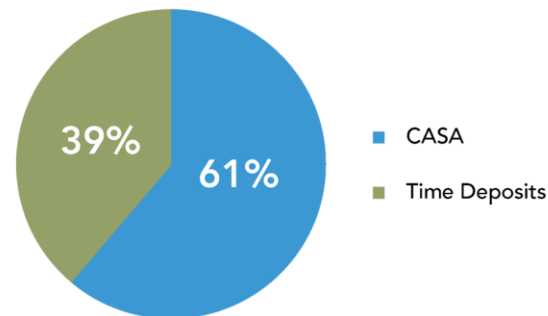
Source: Central Bank of Indonesia (BI)

Banking Sector

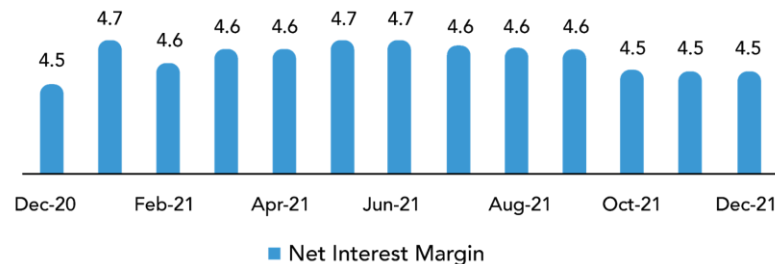
IDR Trillion	Dec-19	Dec-20	Dec-21	YoY
Total Loans	5,684	5,548	5,821	4.3%
Third Party Funds	5,999	6,665	7,480	12.2%
CASA	3,411	3,861	4,576	18.5%
Current Accounts	1,466	1,687	2,144	27.0%
Savings Accounts	1,945	2,174	2,432	11.9%
Time Deposits	2,588	2,805	2,904	3.5%
NIM	4.9%	4.5%	4.6%	16bp
LDR	94.4%	82.5%	77.1%	-537bp
CAR	23.2%	23.9%	26.9%	298bp

Source: Financial Services Authority of Indonesia (OJK)

The majority of TPF is still come from CASA



NIM is stagnant since October 2021



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

> 10,000 Tunaiku loan applications per day
(as of FY 2021)

> 700,000 Tunaiku borrowers served
(2014 - as of FY 2021)

CAGR 56.05% (2017-2021)

IDR 2.4 trillion loans outstanding
(as of FY 2021)

CAGR 47.65% (2017-2021)

IDR 482.2 billion net interest income
(as of FY 2021)

CAGR 46.0% (2017-2021)

IDR 1.06 trillion equity capital
(as of FY 2021)

CAR 29.85% (as of FY 2021)

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Company Profile

- PT Bank Amar Indonesia Tbk (formerly known as PT Anglomas International Bank) was established in 1991 in Surabaya, Indonesia as a KBMI 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\$ 503 million of loans to over 700,000 customers, since inception

Company's **Philosophy,** **Mission And Vision**

Company Philosophy (Belief)

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



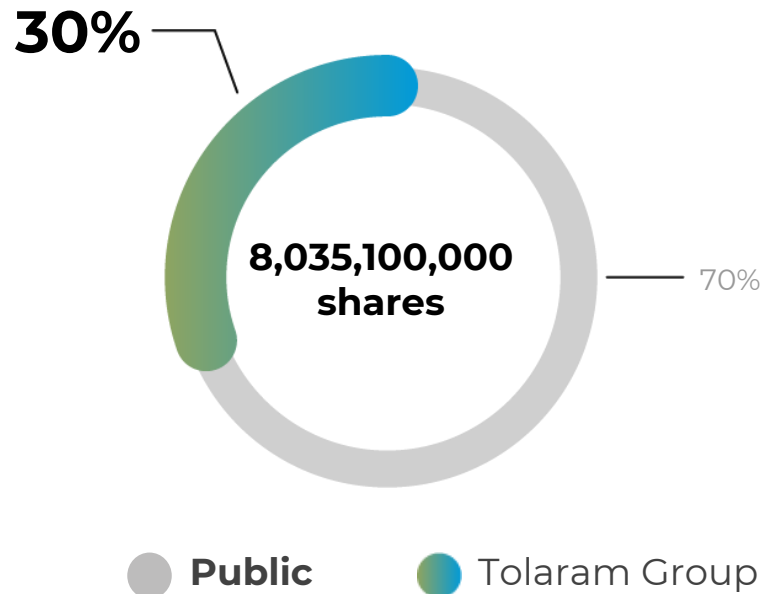
Mission

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

Vision

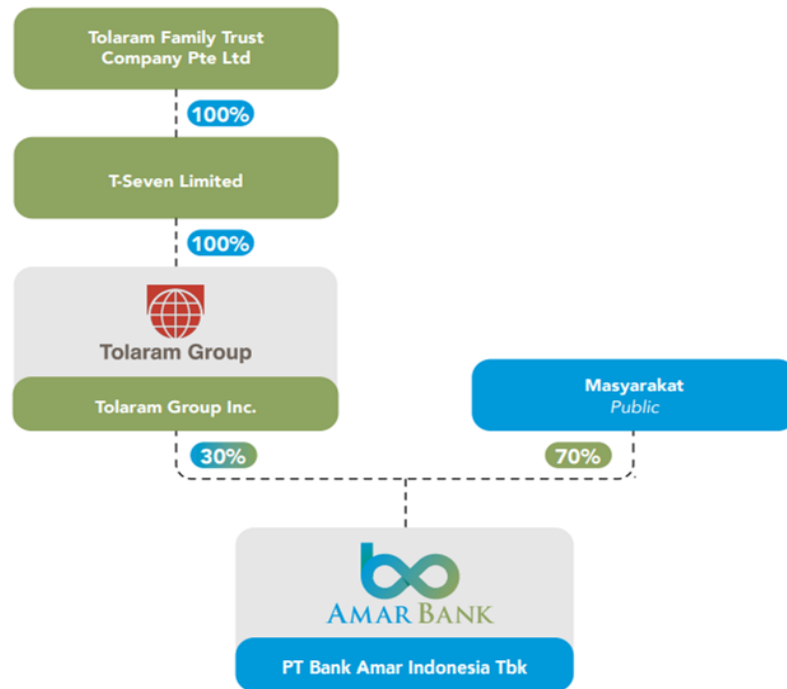
To **bring smiles** on 200
million faces by 2025

Shareholders Composition



*as of 31 December 2021

Company Structure



*as of 31 December 2021

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
31 Dec 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:

Meda, 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.

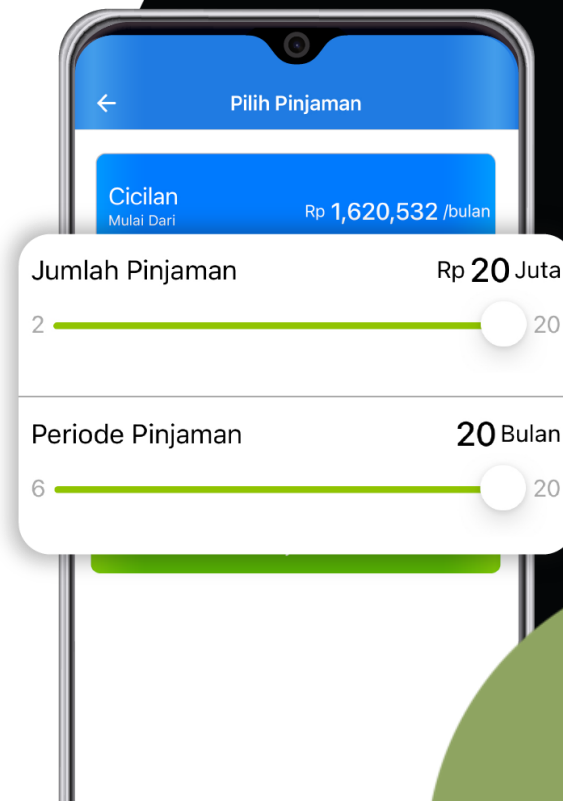
Large Loan Amount

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

No Collateral Needed

Digital Ecosystem Integration

Tunaiku & Senyumku integration, Tunaiku customer wants to open a savings account, they can use Senyumku directly, and vice versa.



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**

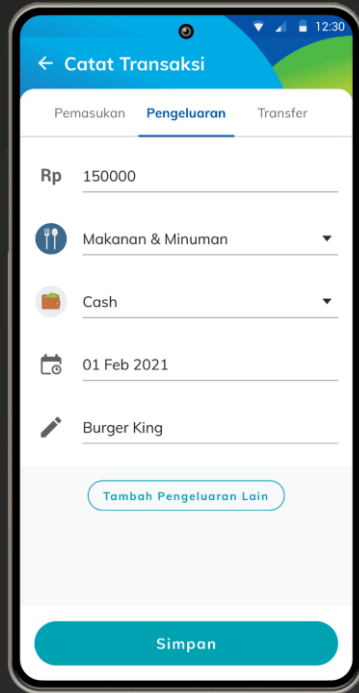




Mobile Only Digital Bank

Digital Banking App to build a savings habit

Product Overviews



The “**Catat**” feature helps customer to manage their financial condition from **multiple sources** of funds

Automated Aggregation of Bank and e-money accounts ensure **seamlessness** of financial condition visibility



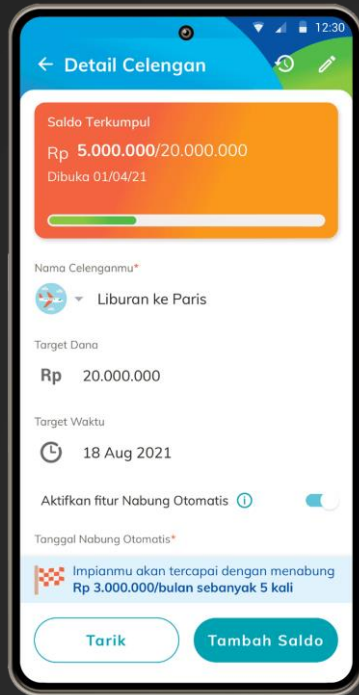
Digital Ecosystem Integration of Tunaiku & Senyumku. Senyumku customer who is in need of a loan can apply for it at Tunaiku and the disbursement will go to the Senyumku account of the customer.



Mobile Only Digital Bank

Digital Banking App to build a savings habit

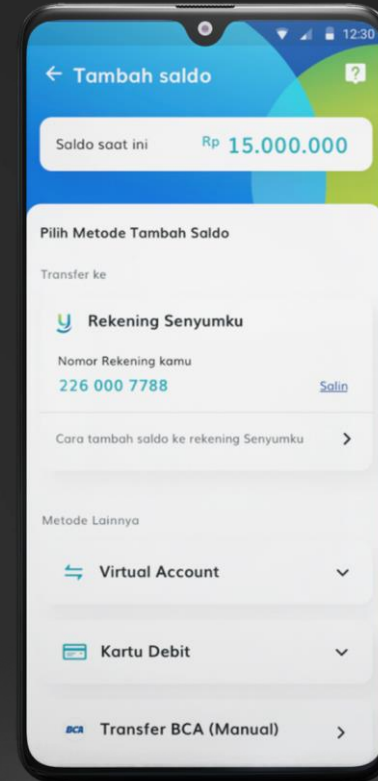
Product Overviews



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

ATM network connection for incoming / outgoing transfer, supporting interoperability of account

Conveniently fund the account by using existing debit card, among other methods, and instantly start earning higher interest rate



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Financial Position

IDR mn	Dec-19	Dec-20	Dec-21	YoY
Cash	3,171	3,061	4,764	55.6%
Placements	1,260,393	1,906,467	1,967,518	3.2%
Securities	101,434	367,139	677,624	84.6%
Gross Loan	2,051,559	1,715,509	2,405,869	40.2%
Total Asset	3,452,515	4,057,989	5,203,045	28.2%
Deposits	1,831,162	2,294,835	3,179,598	38.6%
Total Liabilities	2,374,107	2,990,958	4,136,461	38.3%
Total Equity	1,078,408	1,067,031	1,066,584	0.0%

Financial Performance

IDR mn	FY-19	FY-20	FY-21	YoY
Operating Income	633,848	636,420	684,470	7.6%
Net Interest Income	506,153	462,948	482,226	4.2%
Interest Revenues	651,967	652,086	702,234	7.7%
Interest Expenses	(145,814)	(189,138)	(220,007)	16.3%
Non Interest Income	127,696	173,472	202,244	16.6%
Operating Expenses	(209,905)	(268,037)	(376,459)	40.5%
Net Profit	61,427	8,586	4,115	-52.1%

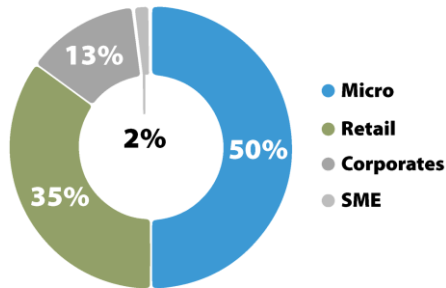
Key Ratios

Ratio %	Dec-19	Dec-20	Dec-21
ROA	3.0	0.7	0.1
ROE	7.5	0.8	0.4
NIM	19.3	13.5	11.8
BOPO	89.4	96.7	99.8
LDR	112.9	74.3	74.7
NPL	-3.3	4.8	1.7
CAR	55.6	45.3	29.9
NSFR	117.2	127.4	126.9
LCR	815	1188.2	1906.3

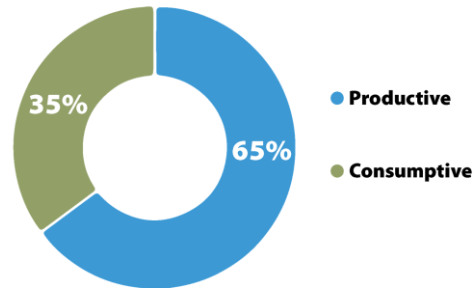
Loan Portfolio **In Depth Look**

Total Loan Book FY 2021 : IDR 2.4 Trillion

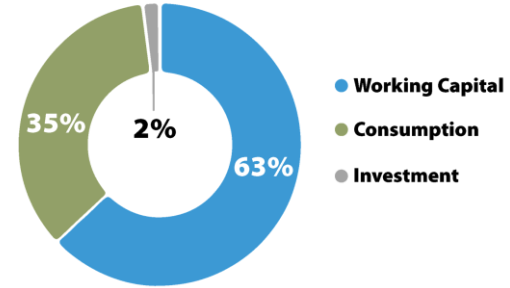
Based on Segment



Productive vs Consumptive

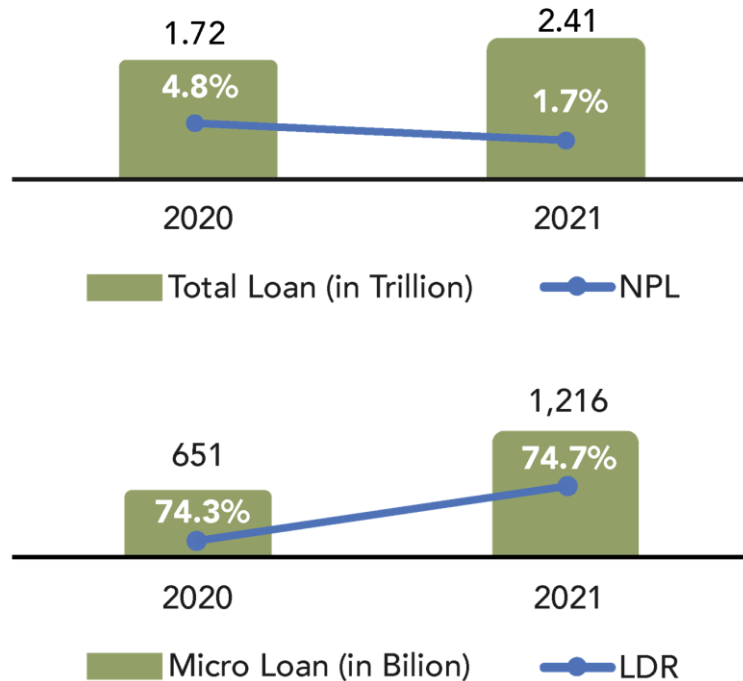


Based on Loan Type



Loan performance continues to improve with the contribution of loans from the Tunaiku platform amounting to 85% of the total loan. There are **65% productive loans** that have been disbursed throughout 2021.

On Track **Loan Management**



Positive loan growth was driven by the Micro Segment, which grew to IDR 1.2 trillion in 2021. On the other hand, total loans grew to IDR 2.4 trillion with a declining NPL trend. Excellent loan management has been carried out by the Company which has produce quality loans during the pandemic.



Tunaiku - Active Customers

Up to 31 December 2021:

264,000+



Tunaiku Loan Disbursement

Lifetime disbursement up to 31 December 2021: **IDR 7.2+ Trillion** to **740,000+ Customers**



Lifetime Incoming apps up to 31 December 2021:

9,800,000+

Customers Profile



Male **50%**
Female **50%**



Jabodetabek **82%**
Surabaya Sidoarjo **10%**
Other Area **8%**



Private Employee **90%**
Entrepreneur **5%**
Other **5%**



S3 **1%**
S2 **2%**
S1 **38%**

D3 **17%**
High School **41%**
Others **1%**

Age

<=30 → **35%**
31-40 → **42%**
41-50 → **19%**
>50 → **4%**





More than
6,700,000+
Download



4,4+

Rating in Google Play
Store



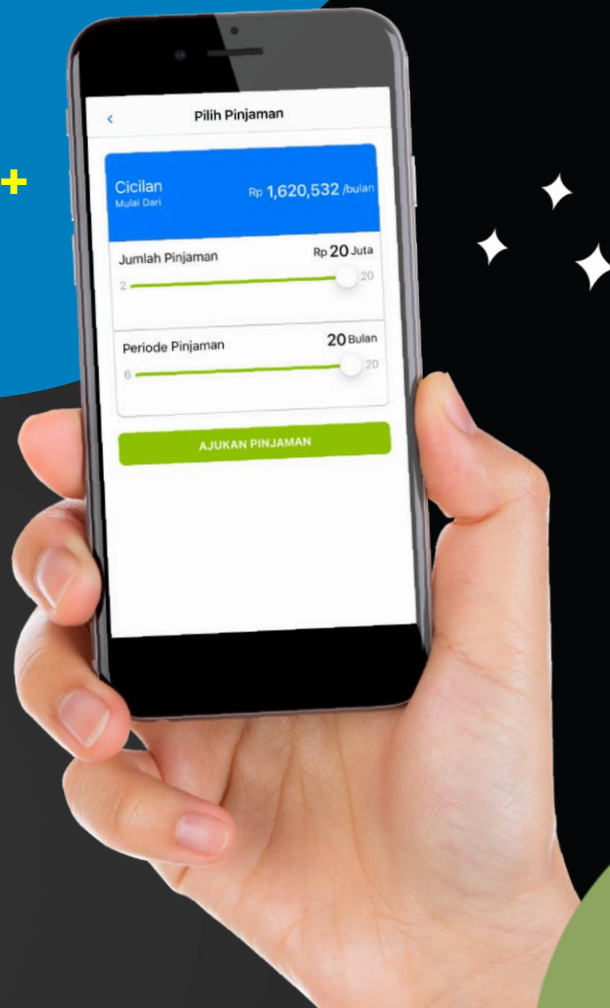
4,5+

Rating in App Store



Tunaiku **Top 3 purpose** during FY 2021

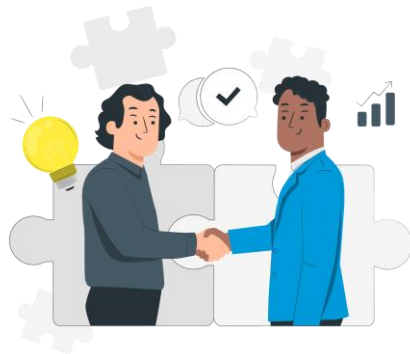
- 1. Renovation = 35%
- 2. Working Capital = 28%
- 3. Education = 14%



Sustainability Performance



Amar Bank fully Supports sustainability practice, in terms of credit portfolio, more than **50%** disburse to sustainable business activities



Amar Bank is a **partner of MSMEs**, the Bank has helped more than 450,000+ MSMEs



Without discriminating against ethnicity, race and gender, the Bank distributes to more than **360,000+** Female creditor



In addition to financial literacy, the Bank also educates the nation by supporting more than **102,000+** people to enrich themselves with knowledge.

Business Collaboration 2021 - Expanding the Ecosystem

Amar Bank Collaborate with Akulaku Finance

Penandatanganan Perjanjian Kredit Akulaku Finance Indonesia dan Amar Bank



PT Akulaku Finance Indonesia and PT Bank Amar Indonesia Tbk (AMAR) have agreed on credit agreements with executing schemes. The credit agreement through the executing scheme was signed by the President Director of Akulaku Finance Indonesia Efrinal Sinaga and the Business Banking Function Head of PT Bank Amar Indonesia Tbk Agus Priambodo on 30 August 2021, in Jakarta.

This collaboration is a tangible form of the continued development of cooperation between digital-based financing platforms and the banking industry in Indonesia.

Corporate Social Responsibility 2021 - Financial Literacy

Free Webinar “Ngopi Bareng Bang Amar”

The banner features a green background with a blue and white circular graphic on the left. At the top left are the logos for Ambar Bank (bo AMAR BANK) and Tunaiku. To the right are logos for BPS, KEMENDUKUMHUTAN, and ISB (Indonesian Social Blogpreneur). The main title "NGOPI BARENG BANG AMAR" is in large white letters, followed by the subtitle "Wise in Managing Finances". The event date and time are listed: "Saturday, 20 March 2021" and "10.00 AM - 12.00 PM". A "Live Webinar" badge is in the top right. Two speakers are shown: Aidil Akbar Madjid, Senior Financial Advisor, and Ghaida Nuris Tsara, Coordinator Referral Program at Tunaiku Ambar Bank. The bottom left indicates the event is streaming on Tunaiku Official.

bo AMAR BANK | tunaiku

ISB Indonesian Social Blogpreneur

Live Webinar

NGOPI BARENG BANG AMAR

Wise in Managing Finances

Saturday, 20 March 2021

10.00 AM - 12.00 PM

Streaming on Tunaiku Official

Aidil Akbar Madjid
Senior Financial Advisor

Ghaida Nuris Tsara
Coordinator Referral Program
Tunaiku Ambar Bank

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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