



PT Bank Amar Indonesia Tbk.

Q3 2021

Performance Presentation

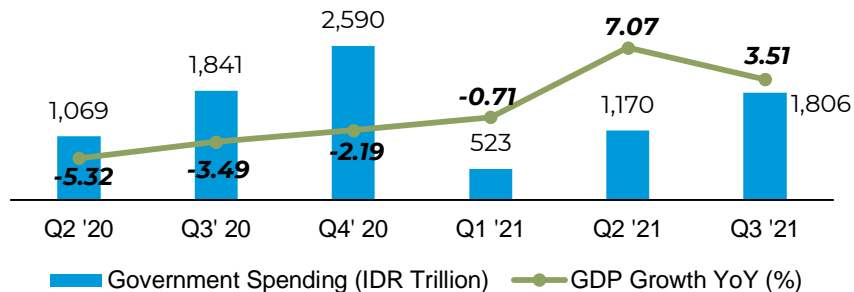
AGENDA

**Q3 2021 - Performance
Presentation**

- **Macroeconomics & Industry Highlights**
- Investment Case
- About AMAR in Brief
- Q3 2021 Financial Results

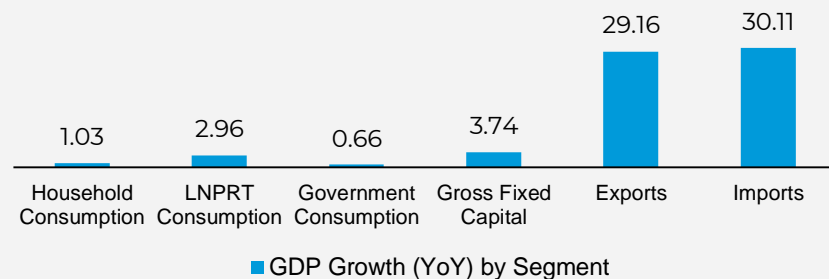
Macroeconomic Highlights

Indonesia economy moved into positive territory



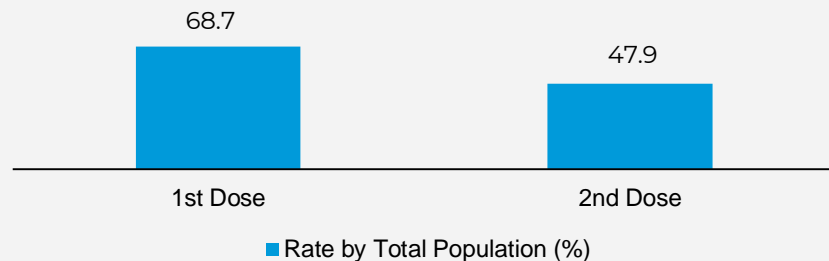
Source: Ministry of Finance (Kemkes), Central Bureau of Statistics (BPS)

3Q '21 economy was boosted by Exports-Imports



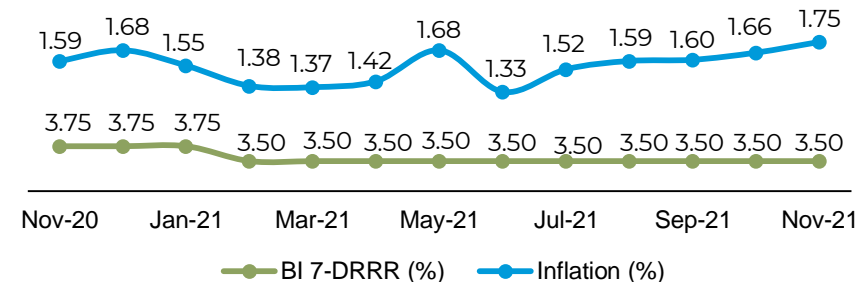
Source: Central Bureau of Statistics (BPS)

Indonesia Vaccination Rate is getting better



Source: Ministry of Health (Kemkes)

Limited room for BI Rate cuts but Inflation is still going up



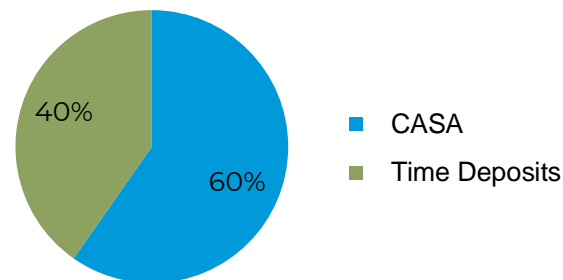
Source: Central Bank of Indonesia (BI)

Banking Sector

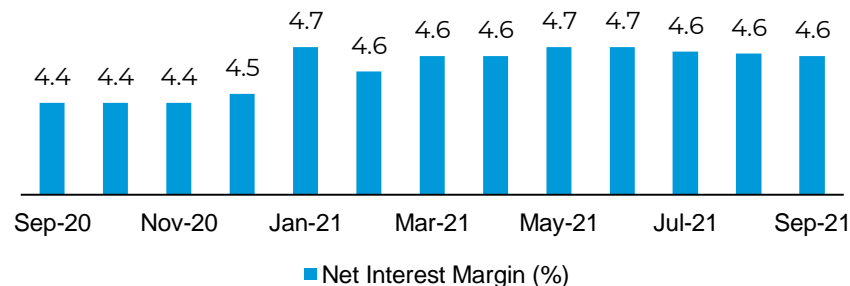
IDR Trillion	Sep-20	Dec-20	Sep-21	YoY	Ytd
Total Loans	5,676	5,548	5,543	-2.3%	-0.1%
Third Party Funds	6,128	6,665	6,798	10.9%	2.0%
CASA	3,476	3,861	3,968	14.2%	2.8%
Current Accounts	1,549	1,687	1,790	15.6%	6.1%
Savings Accounts	1,927	2,174	2,178	13.0%	0.2%
Time Deposits	2,652	2,805	2,830	6.7%	0.9%
NIM	4.4%	4.5%	4.6%	20bp	10bp
LDR	83.5%	82.5%	79.1%	-440bp	-340bp
NPL	3.2%	3.2%	3.3%	10bp	10bp
CAR	23.5%	23.9%	25.2%	170bp	130bp

Source: Financial Services Authority of Indonesia (OJK)

The majority of TPF is still come from CASA



NIM is slightly decreased since July 2021



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

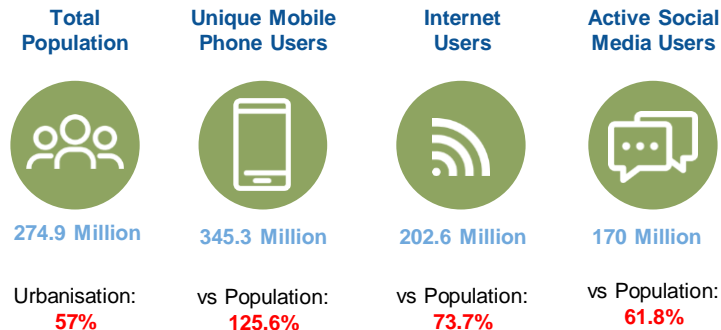
Digital Landscape in Indonesia

Indonesia is the **5th** most internet-engaged country in the world



Source: World Bank

Indonesia's internet users already **73.7%** from Indonesia's population



Source: Hootsuite

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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

> 8,000 Tunaiku loan applications per day
(as of Q3 2021)

> 600,000 Tunaiku borrowers served
(2014 - as of Q3 2021)

CAGR 52.72% (2017-2020)

IDR 2.06 trillion loans outstanding
(as of Q3 2021)
CAGR 71.11% (2017-2020)

IDR 303.9 billion net interest income
(as of Q3 2021)
CAGR 85.36% (2017-2020)

IDR 1.6 trillion equity capital
(as of Q3 2021)
CAR 30.34% (as of Q3 2021)

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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.'**



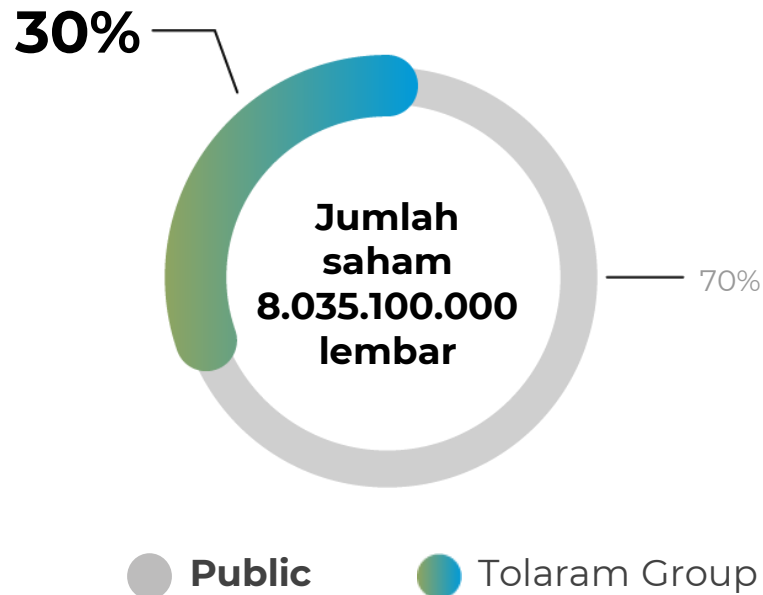
Mission

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

Vision

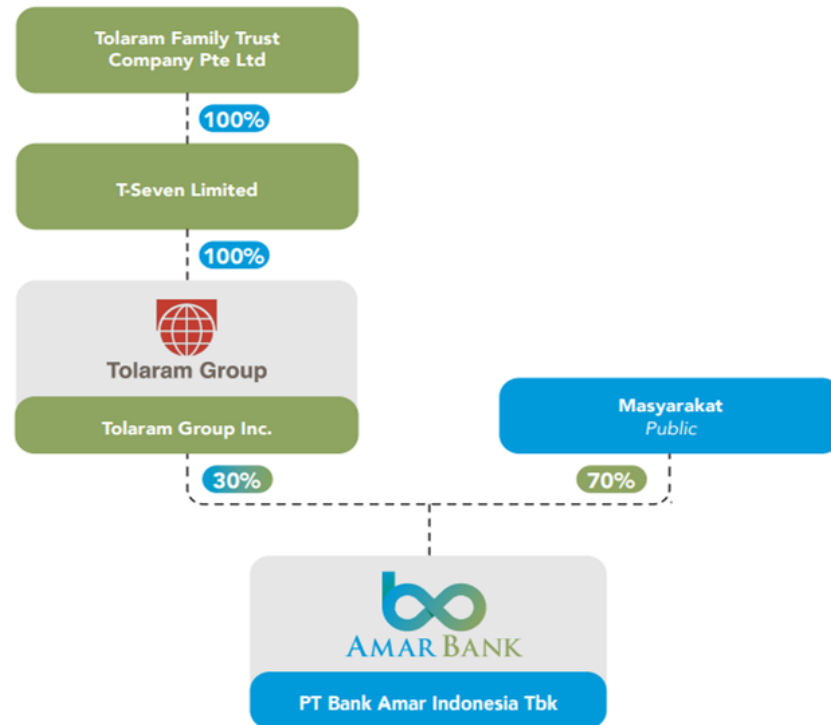
To **bring smiles** on 200
million faces by 2025

Shareholders Composition



*as of 30 November 2021

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 Sep 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.

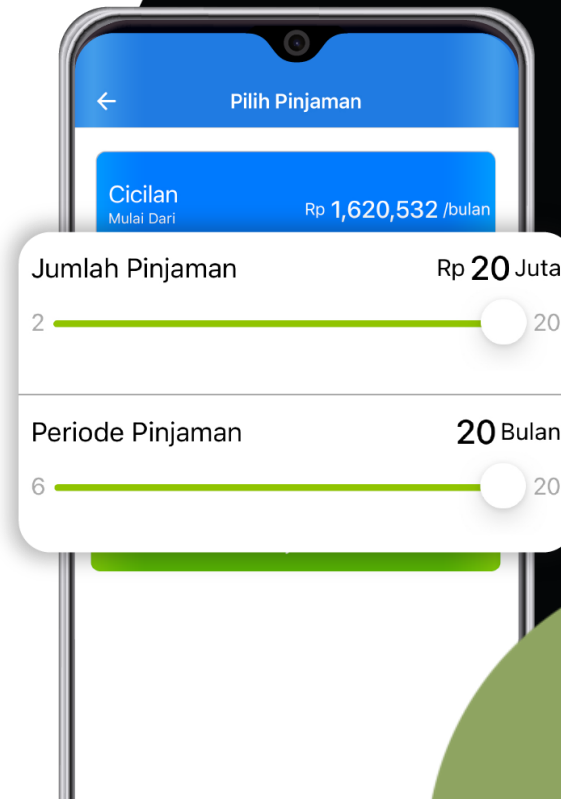
Highly Secured and Transparent

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



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**

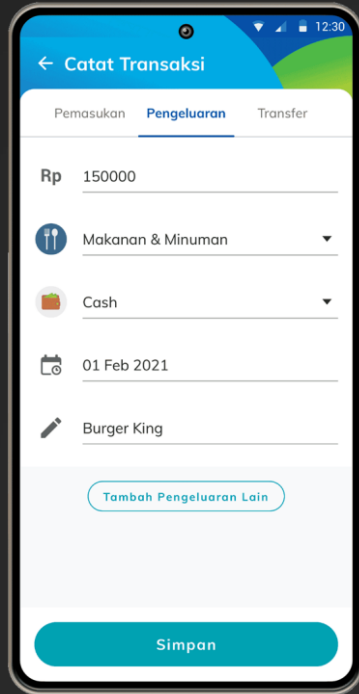




Mobile Only Digital Bank

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

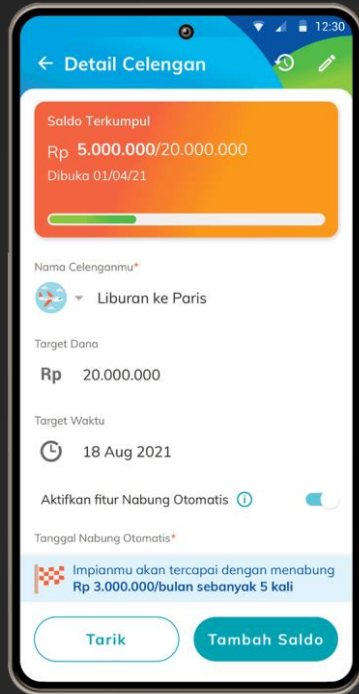




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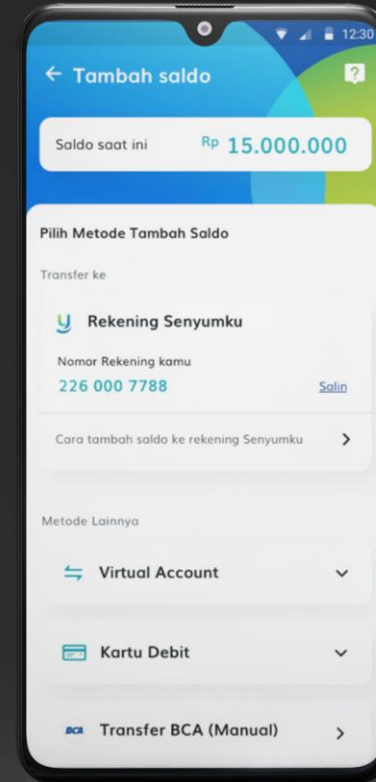
Product Overviews



“**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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- **Q3 2021 Financial Results**

Financial Position

IDR mn	Mar-21	Jun-21	Sep-21	Mar-Jun %	Jun-Sep %
Cash	2,277	7,923	4,928	248.0%	-37.8%
Placements	2,250,782	1,278,137	1,018,731	-43.2%	-20.3%
Securities	409,268	742,633	717,784	81.5%	-3.3%
Gross Loan	1,764,454	1,856,410	2,089,716	5.2%	12.6%
Total Asset	4,525,034	3,989,628	3,937,962	-11.8%	-1.3%
Deposits	2,723,780	2,259,500	2,137,448	-17.0%	-5.4%
Total Liabilities	3,448,411	2,926,171	2,874,301	-15.1%	-1.8%
Total Equity	1,076,623	1,063,457	1,063,661	-1.2%	0.0%

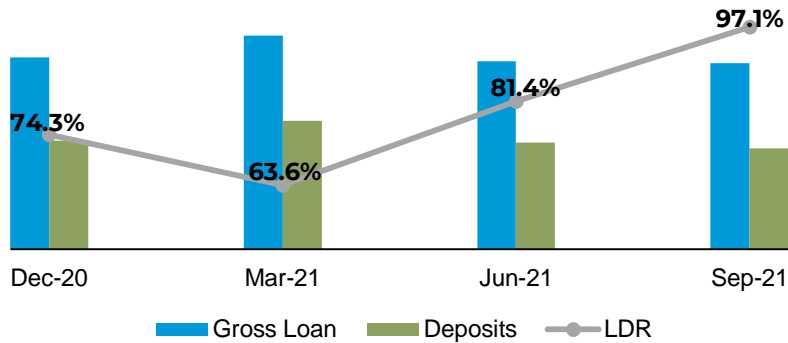
Financial Performance

IDR mn	9M20	3M21	6M21	9M21	YoY
Operating Income	532,490	125,181	259,732	451,887	-15.1%
Net Interest Income	404,112	81,509	168,663	303,927	-24.8%
Interest Revenues	544,015	143,400	290,838	476,152	-12.5%
Interest Expenses	(139,903)	(61,891)	(122,175)	(172,225)	23.1%
Non Interest Income	128,379	43,672	91,069	147,960	15.3%
Operating Expenses	(200,124)	(80,338)	(176,231)	(251,033)	25.4%
Operating Profit	27,586	3,202	6,296	4,332	-84.3%
Net Profit	8,678	1,602	3,609	565	-93.5%

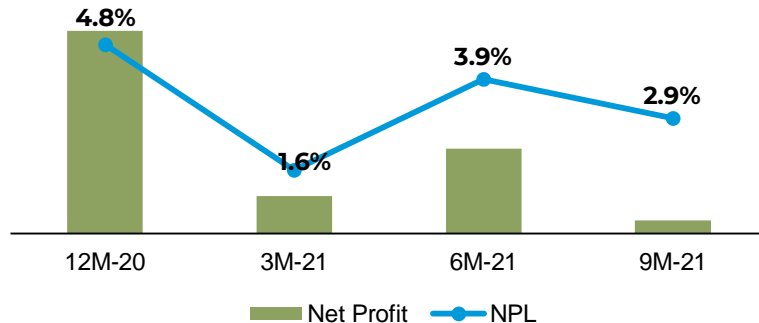
Key Ratios

Ratio %	Sep-20	Dec-20	Sep-21
ROA	1.0	0.7	0.1
ROE	2.5	0.8	0.07
NIM	16.0	13.5	10.1
BOPO	96.1	96.7	99.9
LDR	95.7	74.3	97.1
NPL	1.5	4.8	2.9
CAR	49.6	45.3	31.5
NSFR	132.4	127.8	138.2
LCR	1012.0	1188.2	1979.5

Effective Loan Management



Despite a bit decrease in funding, it actually had a positive impact on the overall business performance which became more optimal as reflected in the Loan to Deposit Ratio (LDR) which consistently improved.

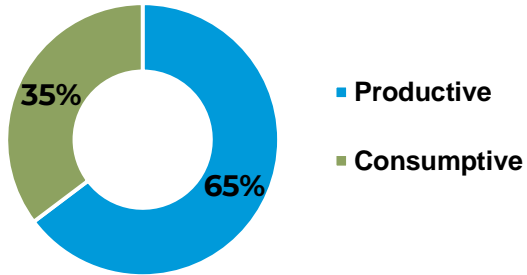


Lower net profit was due to an increase in Allowance for Impairment Losses (CKPN), however those increment improve the NPL performance significantly as shown in Sep-21 of 2.9% compared to December 2020's NPL of 4.8%.

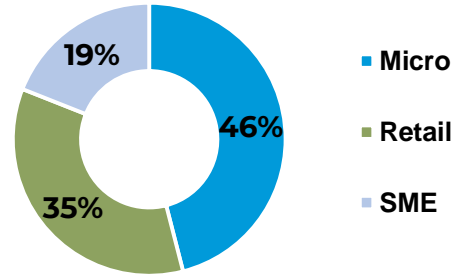
Loan Portfolio **In Depth Look**

Total Loan book as of September 2021 IDR 2.09 Trillion

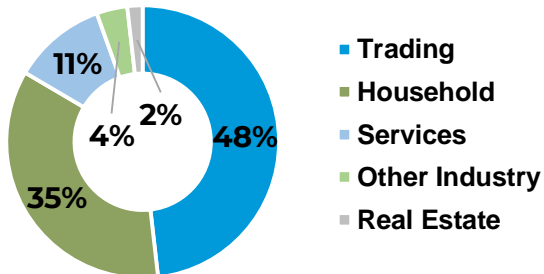
Productive vs Consumptive



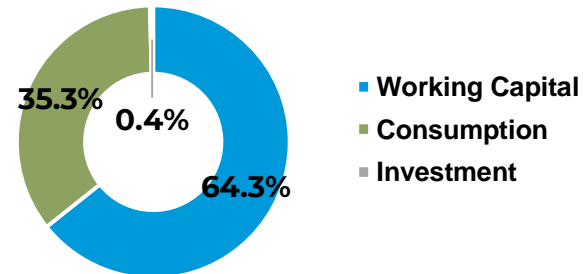
Based on Segment



Based on Economic Sector



Based on Loan Type



Driven by Tunaiku loan disbursement and growth, which dominated the loan book by more than 70% of the loan book, most of the loan is a productive loan which focuses towards MSMEs



Tunaiku - Active Customers

Up to 30 September

2021: **212,000+**



Tunaiku Loan Disbursement

Lifetime disbursement up to 30 September 2021: **IDR 6.4+ Trillion** to **630,000+ Customers**



Lifetime Incoming apps up to 30 September 2021:

8,900,000+

Customers Profile



Male **56%**
Female **44%**



Jabodetabek **84%**
Surabaya Sidoarjo **9%**
Other Area **7%**



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



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

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

Age

<=30 → **36%**
31-40 → **42%**
41-50 → **18%**
>50 → **4%**





More than
6,700,000+
Download



4,5+

Rating in Google Play
Store



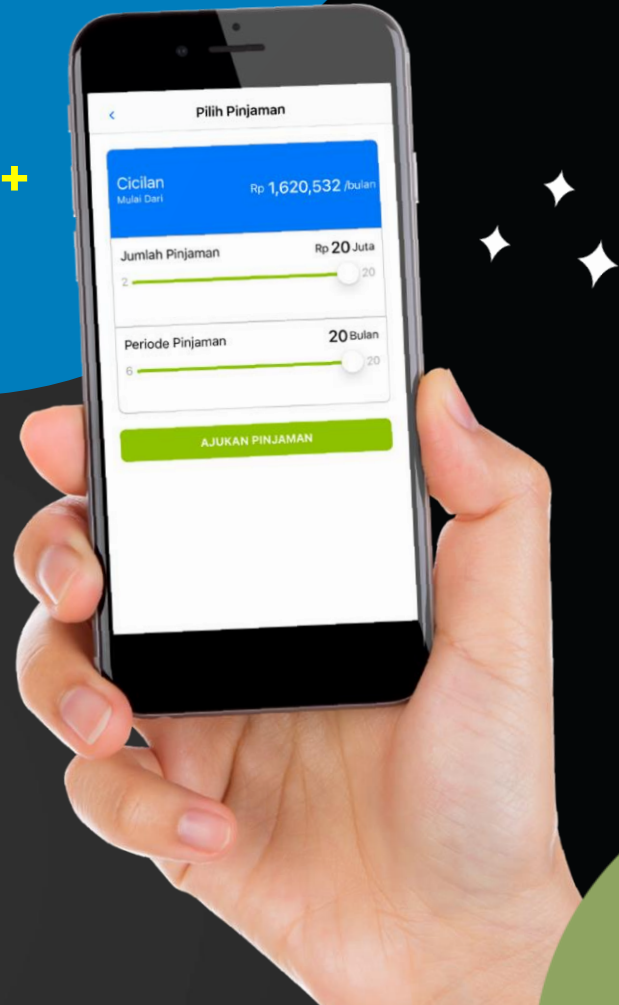
4,5+

Rating in App Store



Tunaiku **Top 3 purpose** during Q3 2021

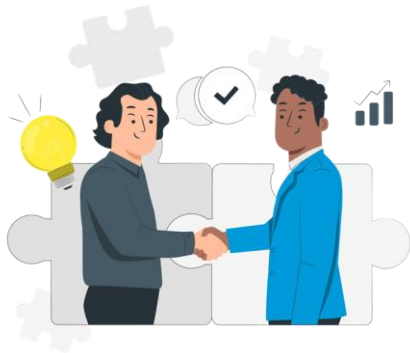
- 1. Renovation = 36%
- 2. Working Capital = 23%
- 3. Education = 14%



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 109,000+ MSMEs



Without discriminating against ethnicity, race and gender, the Bank distributes to more than **206,000+** Female creditor



In addition to financial literacy, the Bank also educates the nation by supporting more than **53,000+** people to enrich themselves with knowledge.

**Road to Corporate
Action 2022 - AMAR**
will fulfill the core
capital requirements

Shareholder bless Amar Bank plan to issue new rights



PT Bank Amar Indonesia Tbk (AMAR) held an Extraordinary General Meeting of Shareholders (EGMS) on November 12, 2021. The meeting approved the Company's plan to conduct additional capital through Rights Issue by issuing a maximum of 20,000,000,000 new shares with a nominal value of Rp.100.00 per share.

The proceeds from the Rights Issue will increase the company's minimum core capital as a BUKU II Bank. It means following OJK Regulation (POJK) No. 12/2020, which requires BUKU II Banks to add a minimum core capital of up to IDR 2 trillion in December 2021 and IDR 3 trillion in December 2022

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". Below this, the date "Saturday, 20 March 2021" and time "10.00 AM – 12.00 PM" are listed. At the bottom left, it says "Streaming on" with a YouTube icon and "Tunaiku Official". On the right, there are two speaker portraits: Aidil Akbar Madjid, Senior Financial Advisor, and Ghaida Nuris Tsara, Coordinator Referral Program at Tunaiku Ambar Bank. A blue "Live Webinar" button is in the top right corner.

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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