

3Q 2022 Results Presentation

Jakarta, 26 October 2022



Table of Contents

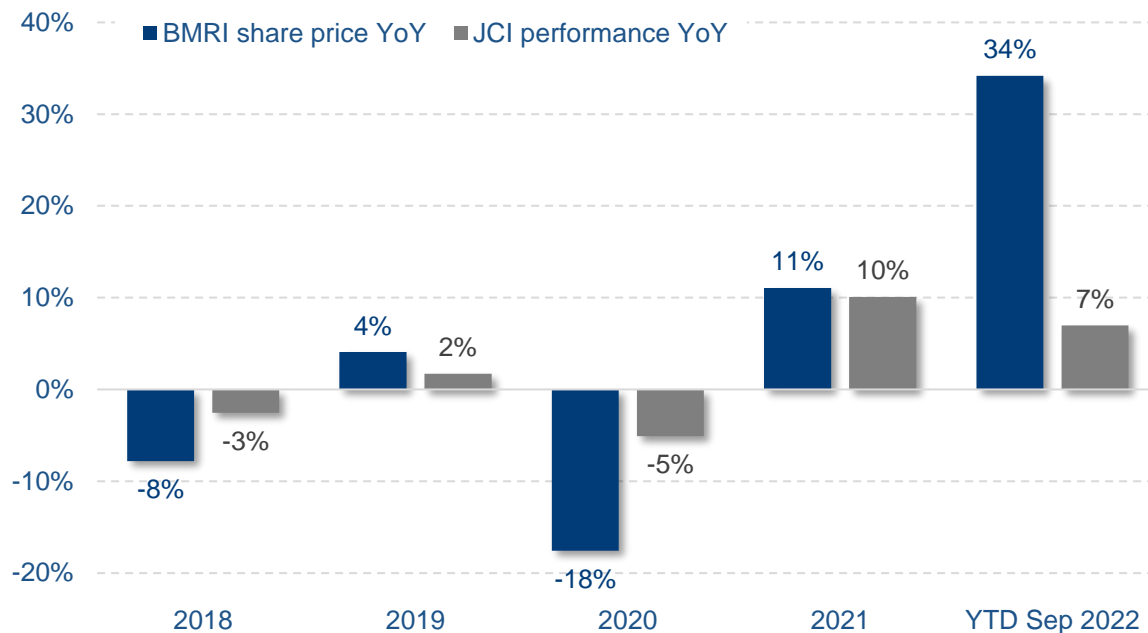
List of Contents

Page

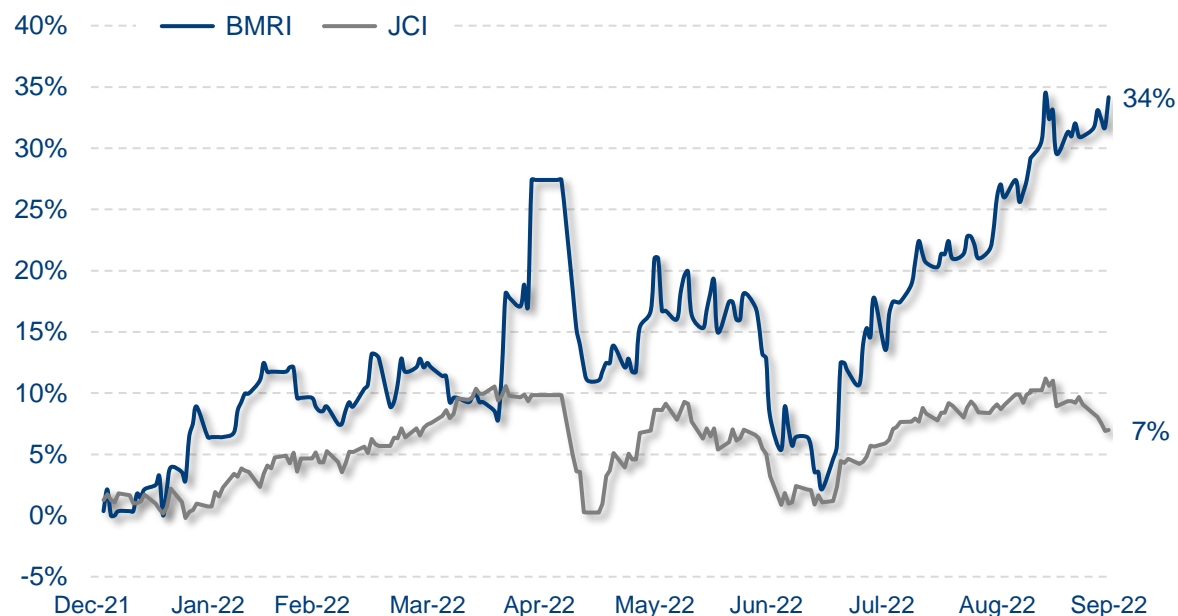
<i>Introduction</i>	3	–	9
<i>Management Highlights</i>	10	–	20
<i>Financial & Operation</i>	21	–	34
<i>Risk Management</i>	35	–	41
<i>Super App  by Mandiri</i>	42	–	47
<i>Super Platform </i>	48	–	50
<i>Subsidiaries Performance</i>	51	–	56
<i>Environmental, Social & Governance</i>	57	–	63
<i>Appendix</i>	64	–	90

Share Price Performance & Ownership

BMRI Historical Share Price Performance Versus JCI



BMRI Share Performance Versus JCI – YTD Trend



No	Shareholder	December 2021		September 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%	2,493,008,945	5.3%
4	Local Retail	600,755,671	1.3%	508,191,395	1.1%
5	Foreign	14,544,410,743	31.2%	15,665,466,326	33.6%
TOTAL		46,666,666,666	100.0%	46,666,666,666	100.0%

BMRI	2021 A	9M22A	2022E*	2023E*	2024E*	5y avg.	10y avg.
Net Profit (Rp Bn)	28,028	30,653	37,833	42,910	47,454		
Net Profit YoY Growth (%)	64%	59%	35.0	13.4	10.6		
ROA – After Tax (%)	1.72	2.29	2.13	2.25	2.32	1.86	2.08
ROE – After Tax (%)	13.5	18.3	17.23	17.97	18.65	13.1	16.3
P/E (x)	11.7	14.35	11.43	10.09	9.13	13.0	12.6
P/B (x)	1.62	1.90	1.94	1.74	1.62	1.76	2.03
Dividend Yield (%)	5.1		4.5	5.5	5.9		

*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**



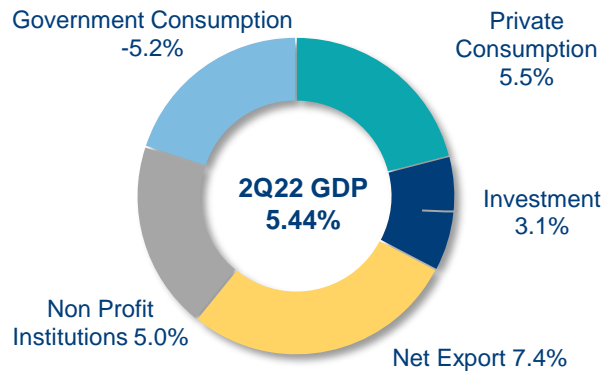
**Securing Dominance
Through Progressive
Transformation**



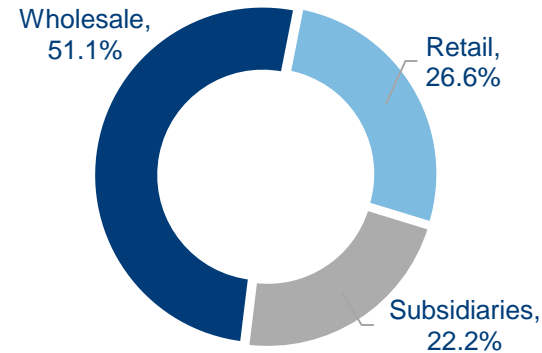
**Respectable and
Sustainable
Financial Metrics**

Direct Beneficiary to Structural Growth in Indonesia

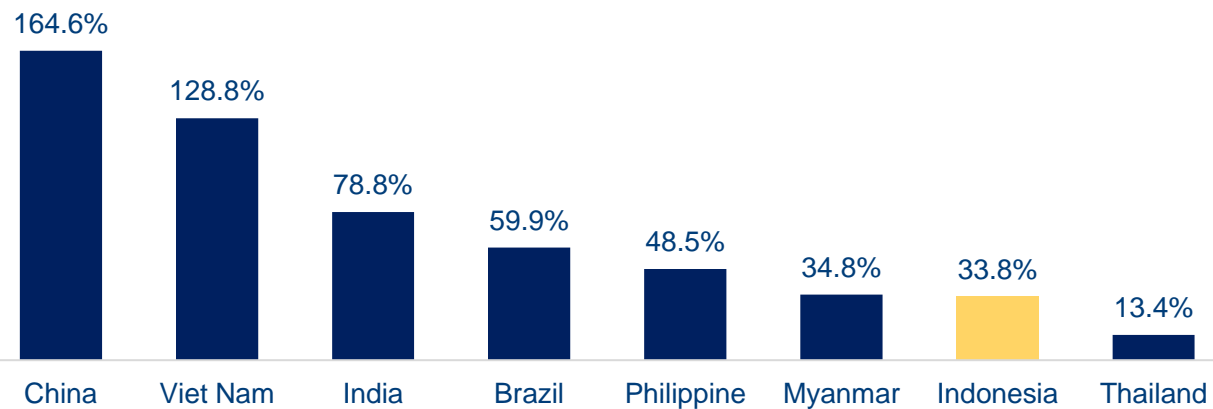
2Q22 GDP Growth by Expenditure (in %YoY)



BMRI Loan Breakdown As of September 2022



Loan to GDP Ratio (2Q22)



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

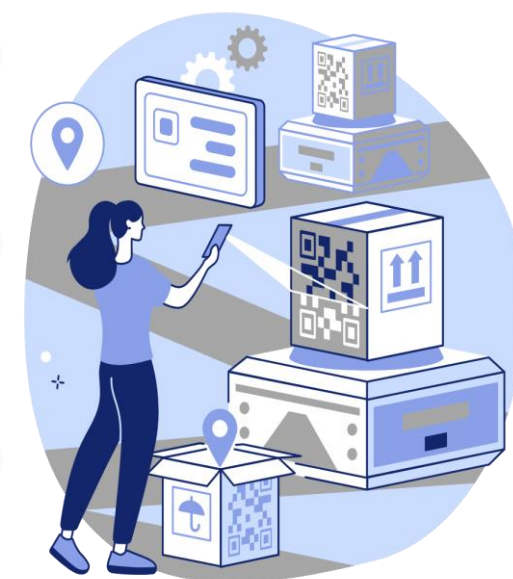
SME loans, Credit Card, Mortgage, Auto Loan, Salary Based Loan (KSM)

INSURANCE

Life Insurance, Health Insurance, General Insurance

WEALTH MANAGEMENT

Mutual Funds, Stocks and Bond Trading



"All-Rounder Ecosystem Bank" Empowered By Digital Innovations

Market Leader In Wholesale Business

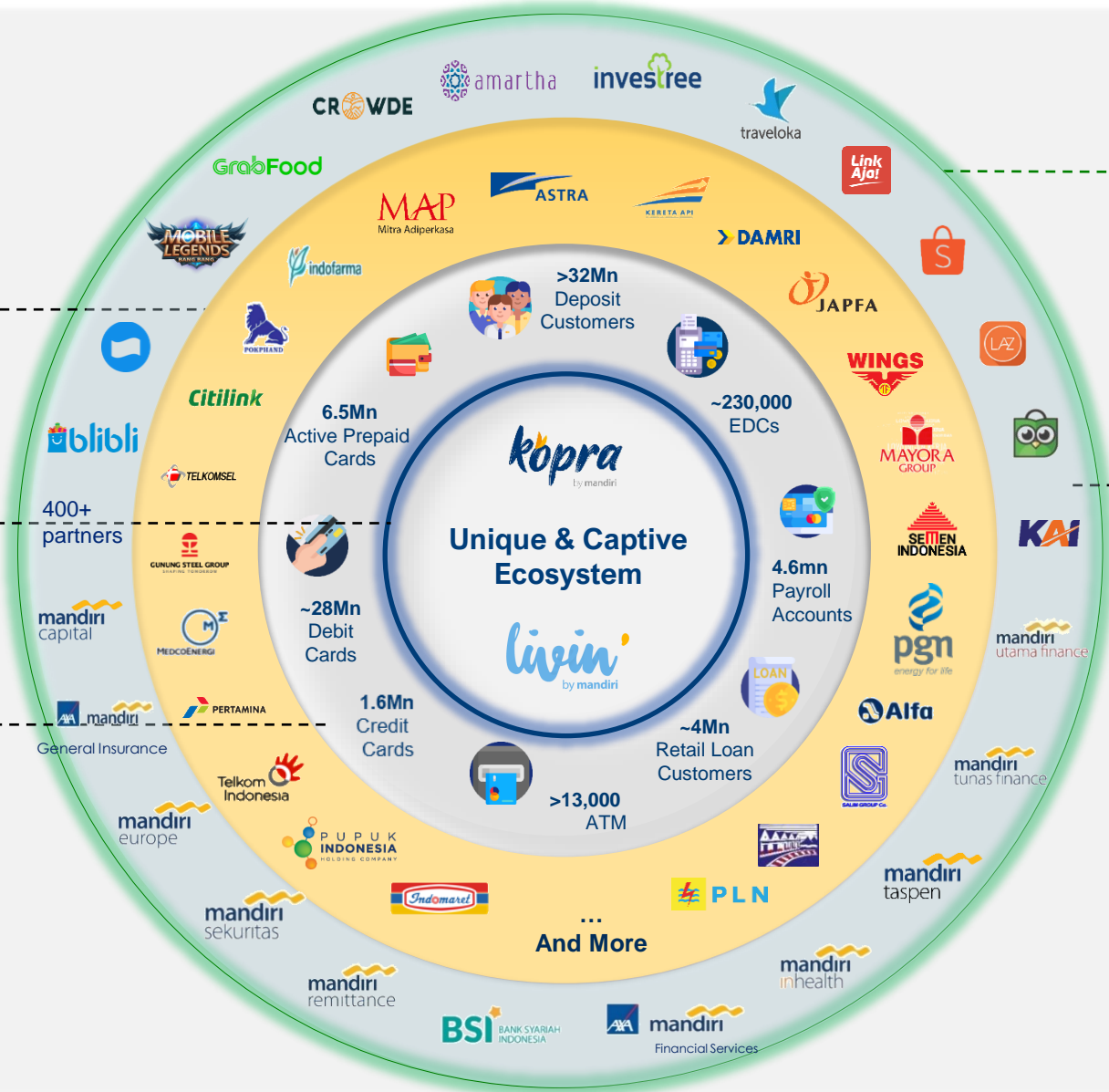
Bank Mandiri is the largest Wholesale Bank in Indonesia with **unique access to its ecosystem value chain**

Unique & Captive Ecosystem

Strong multi-years relationship with the Wholesale corporates and our large pool of customers provide us **access to High Value Captive Ecosystem**

Strong Retail Ecosystem and Urban Presence

With **more than 32mn deposit customers**, Mandiri stands also as a strong retail player in the market



ESG

Bank Mandiri continuously supports and promotes sustainable banking practices, good governance and bring significant positive impact to society in general through our ESG initiatives

Venturing Into The Open Ecosystem

Through progressive transformation, Bank Mandiri has embarked into a digital journey, continuously offering Digital Innovations & Superior Digital Solutions to customers and business partners

We have launched our Super App 'Livin' By Mandiri and Super Platform Kopra, both of which have contributed significantly to our financial performance

Bank Mandiri openly partners with Top Industry Players in the Open Ecosystem, that includes our very own Subsidiaries

ENABLERS

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/ Change '17-'21	9M21	9M22	YoY
PATMI ^(a) (Rp Tn)	20.6	25.0	27.5	16.8	28.0	8.00%	19.2	30.7	59.41%
ROE – after tax (%)	12.90	14.43	14.02	9.20	13.48	0.58ppt	12.54	18.34	5.80ppt
ROA – after tax (%)	1.91	2.15	2.18	1.17	1.72	-0.19ppt	1.61	2.29	0.68ppt
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%	1,022	1,168	14.28%
Provision Expense (Rp Tn)	16.0	14.2	12.1	24.9	19.5	5.13%	16.4	11.8	-27.96%
NIM (%)	5.87	5.74	5.56	5.10	5.09	-0.78ppt	5.03	5.42	0.39ppt
CoC (%)	2.30	1.80	1.40	2.47	2.05	-0.17ppt	2.25	1.46	-0.79ppt
NPL (%) ^(d)	3.46	2.75	2.33	3.10	2.72	-0.78ppt	2.96	2.24	-0.72ppt
NPL Coverage (%) ^(d)	135	143	144	221	243	108ppt	230	268	37.56ppt
LAR excluding Covid Restru (%) ^(d)	10.9	9.4	9.1	10.0	10.3	0.30ppt	10.0	9.3	-0.70ppt
LAR including Covid Restru (%) ^(d)	N/A	N/A	N/A	21.3	17.4	N/A	19.4	13.4	-6.00ppt
# of Active Users Livin' by Mandiri ('000)	846	1,882	3,233	4,539	6,977	69.46%	5,961.0	8,946	50.08%
Income fr. Livin', SMS+Internet Banking (Rp Bn)	N/A	526	808	964	1,432	39.64% ^(b)	992.0	1,275 ^(c)	28.55%

^(a) Profit After Tax and Minority Interest

^(b) 3-yr CAGR

^(c) Livin' fee Rp1,260 Bn + SMS & internet banking fee Rp16 Bn

^(d) Include loan to other banks

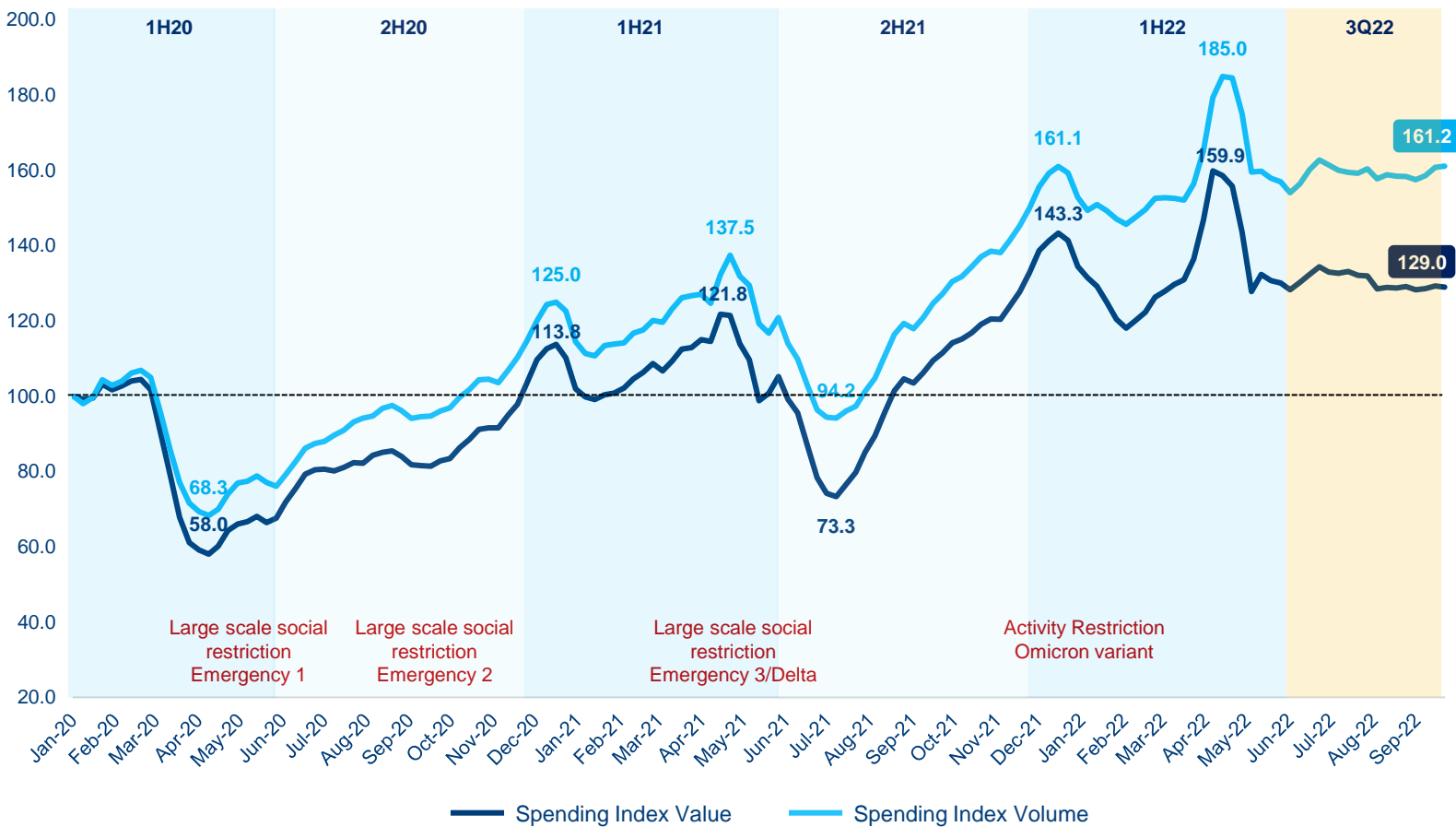
Management Highlight



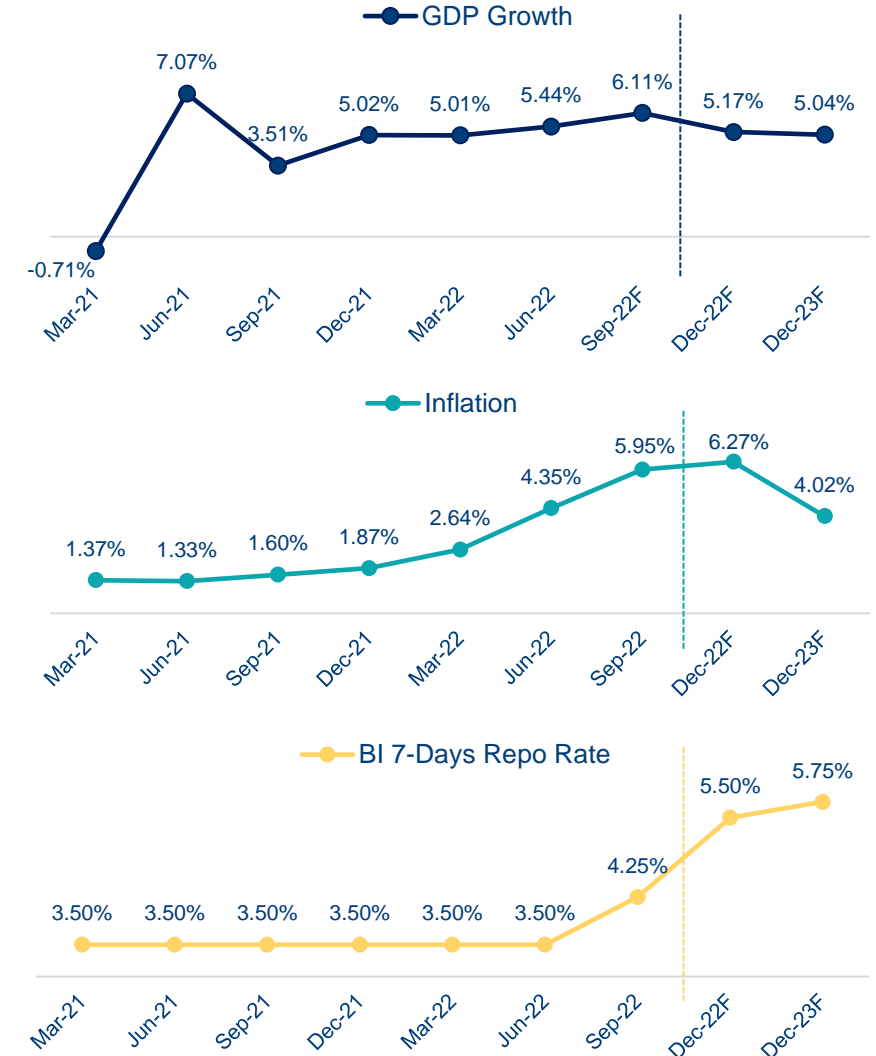
Mandiri Spending Index Analysis and Macroeconomic Outlook

Mandiri Spending Index (MSI) Trend

As of 16 October 2022

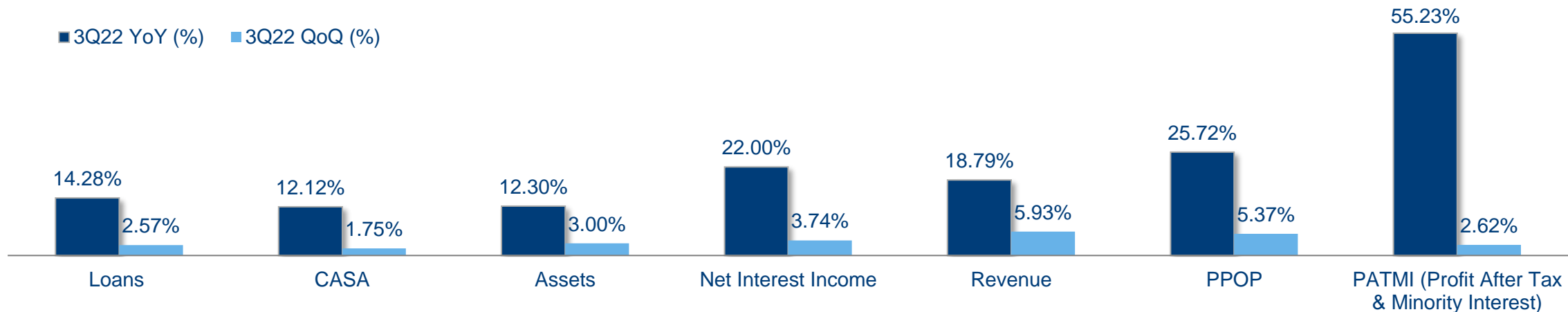


Macro Assumptions

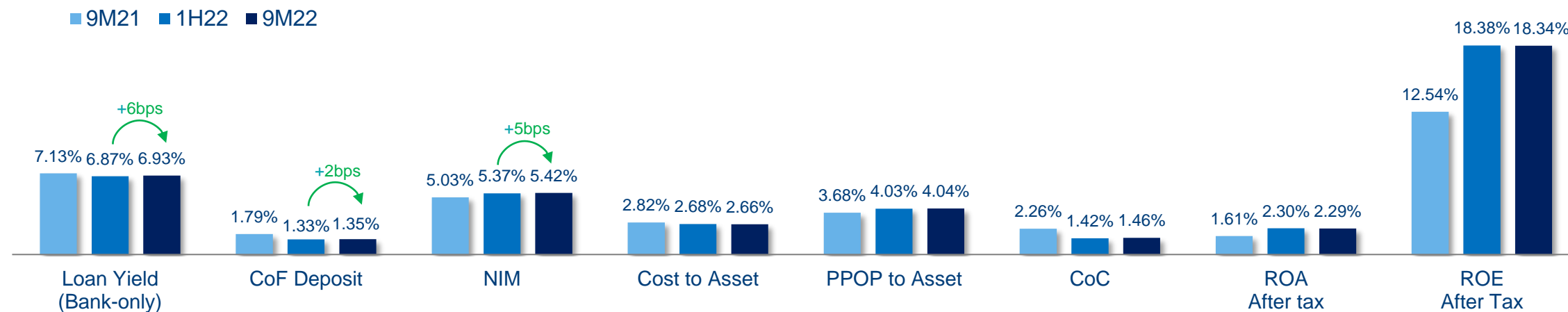


Solid Consolidated Performance Across Earnings Drivers In 3Q/9M 2022

Positive Balance Sheet and P&L growth...

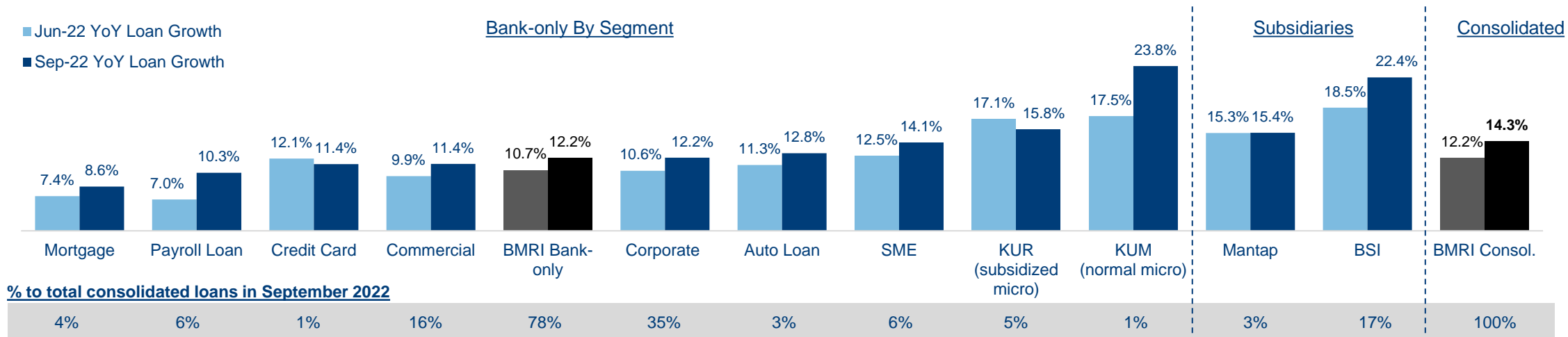


...supported by well-managed key ratios

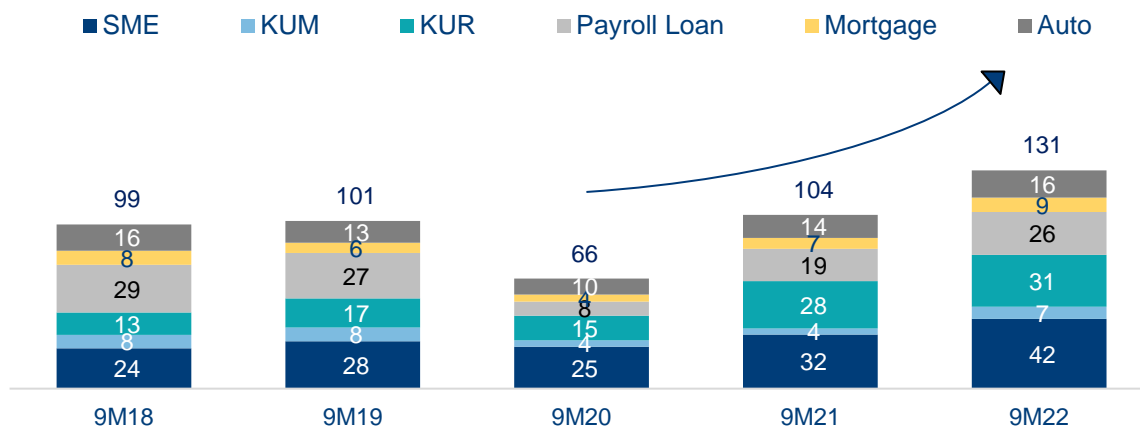


Consolidated Loan Growth Accelerated In September 2022; Maintaining Dominance in High Quality Wholesale and Retail Loans

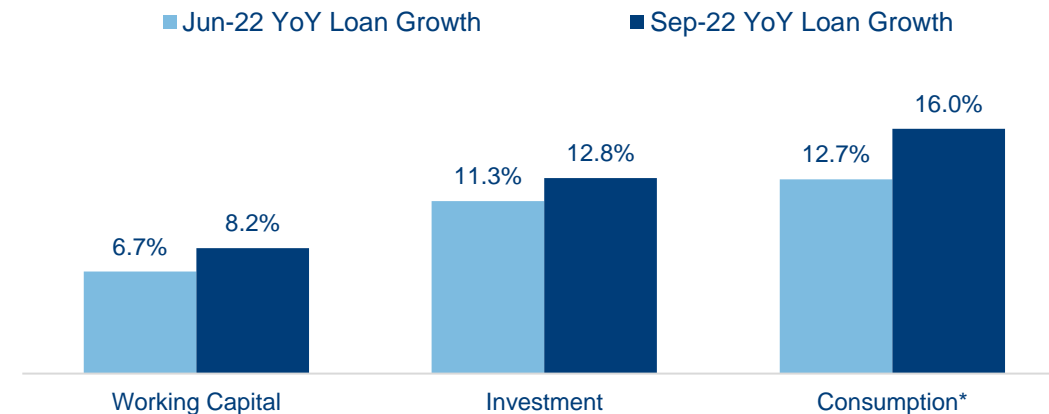
Loan Growth Accelerated Across Most Segments



Retail Loans New Booking Improved in 9M22 (Rp Tn)



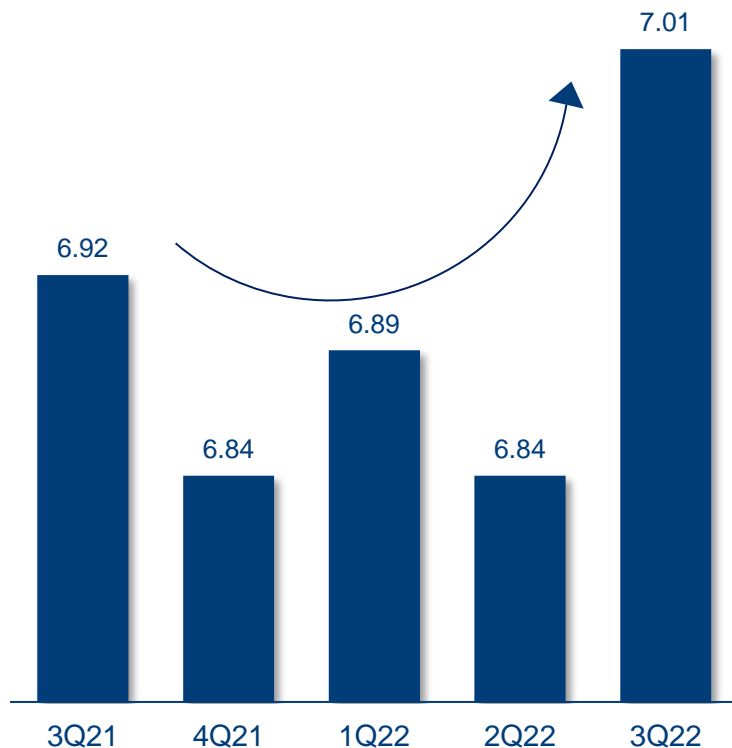
Consolidated Loan Growth By Type Of Use



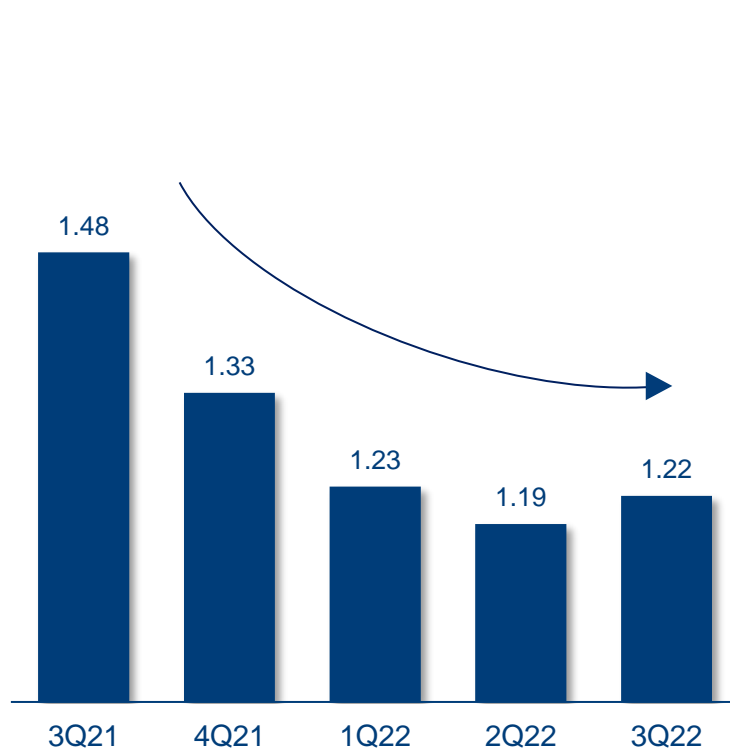
* includes employee loans

Quarterly NIM Improved, Driven By Higher Yield of Loan and Well Managed CoF

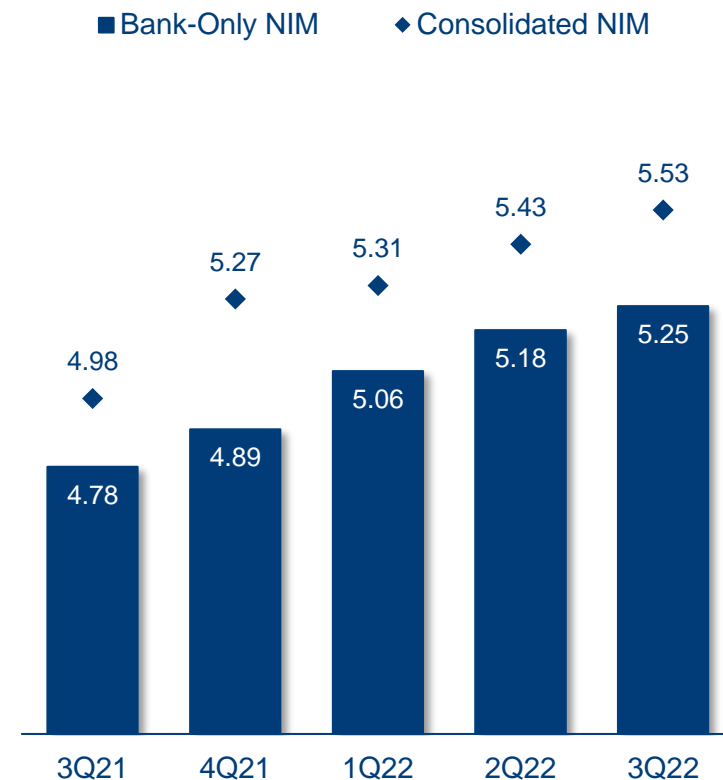
Quarterly Yield of Loan – Bank Only (%)



Quarterly Cost of Deposits – Bank Only (%)



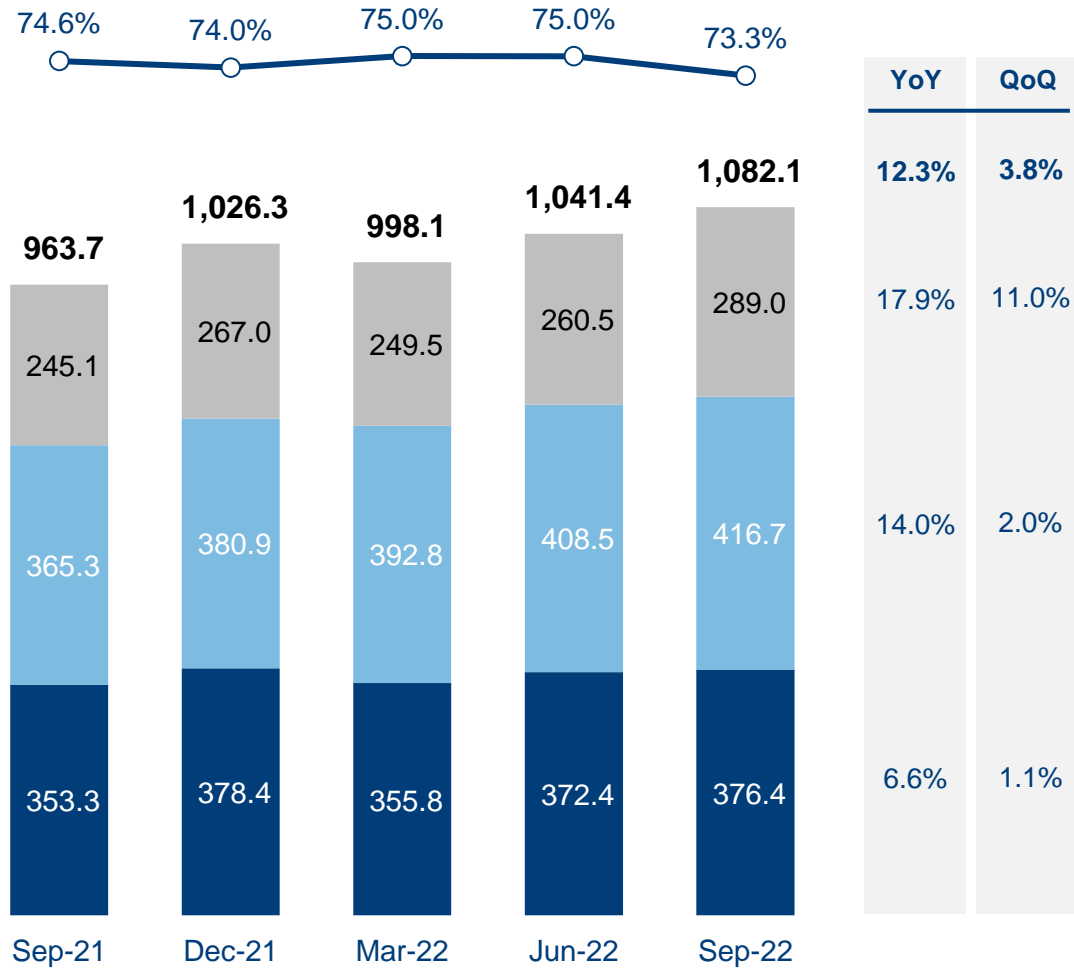
Net Interest Margin (%)



CASA Ratio Remained High; Cost of CASA Down QoQ Despite BI-Rate Hike

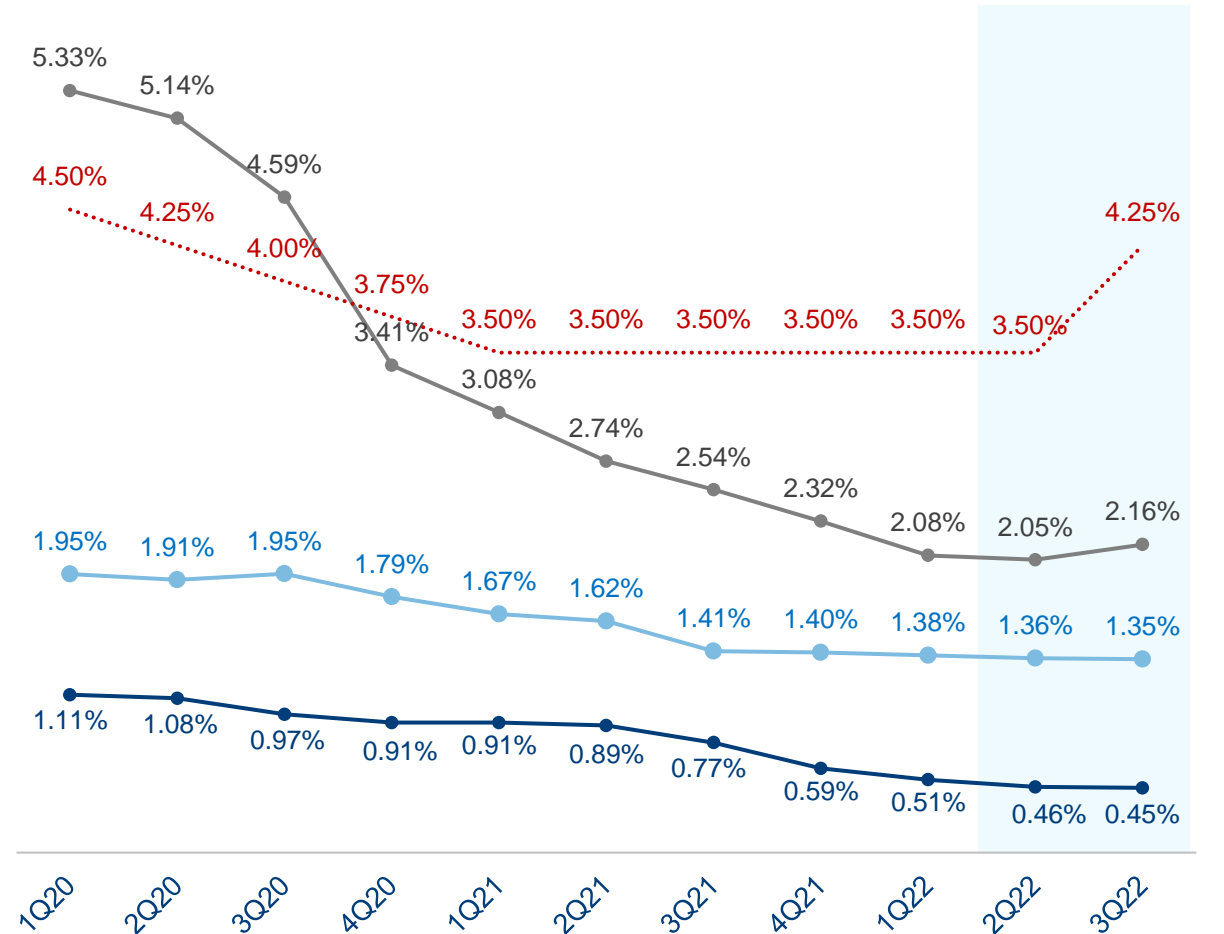
Third-Party Deposits Breakdown (Bank-Only) (Rp Tn)

Current Account Savings Account Time Deposit CASA Ratio



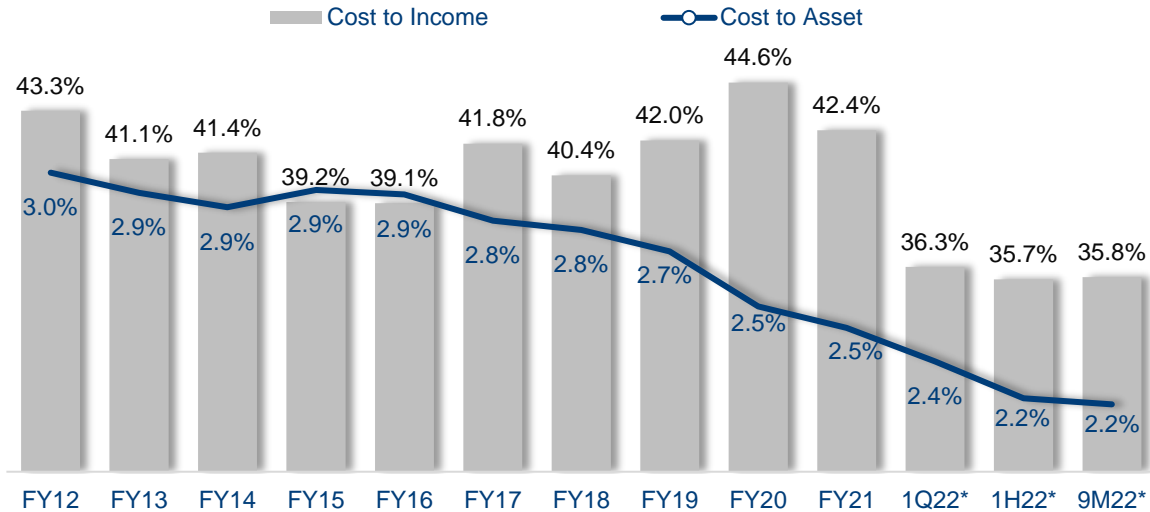
Cost of Deposits By Type (Bank-Only) vs BI-7 Days Repo Rate

Time deposit Demand deposit Saving deposit BI-7 Days Repo Rate

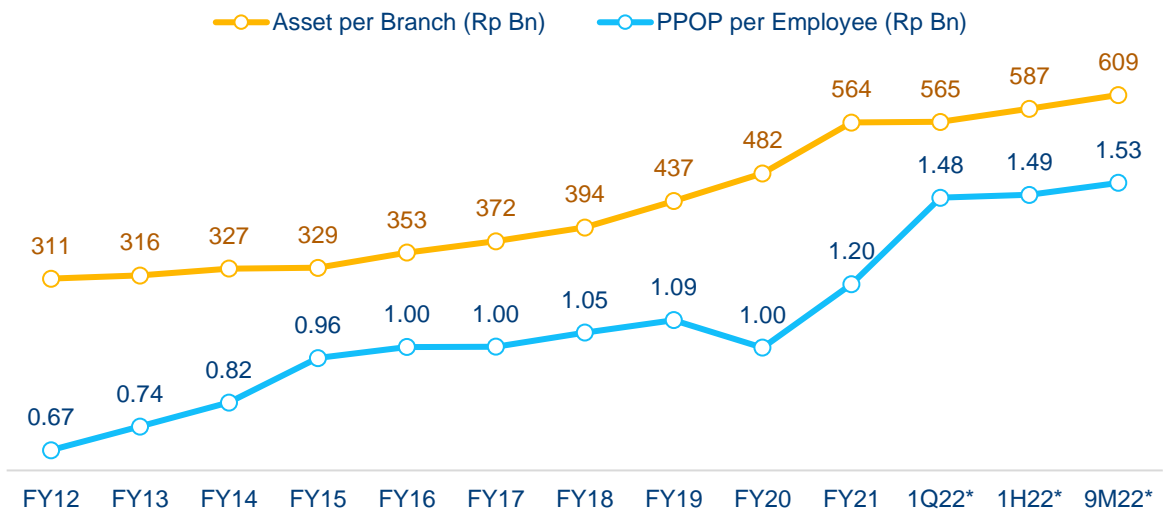


Cost-To-Income Ratio Remained Low On Higher Productivity

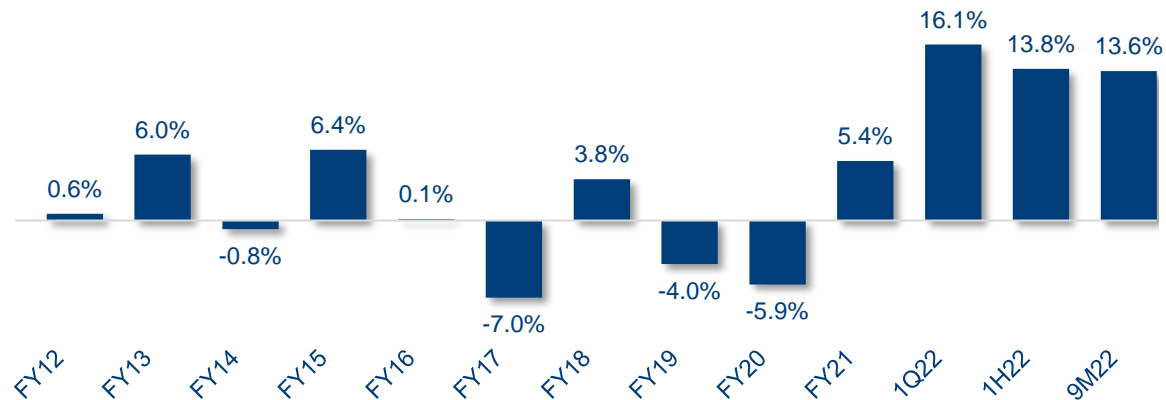
Cost to Income Ratio and Cost to Asset Ratio Trend (Bank-Only)



Improvement in Banking Operations and Productivity (Bank-Only)

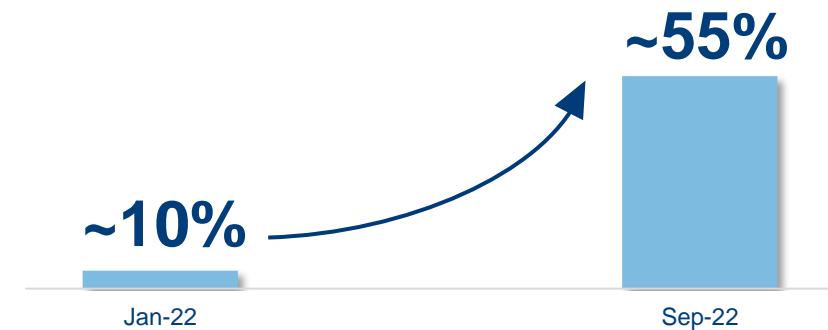


Jaws Ratio (Bank-Only)



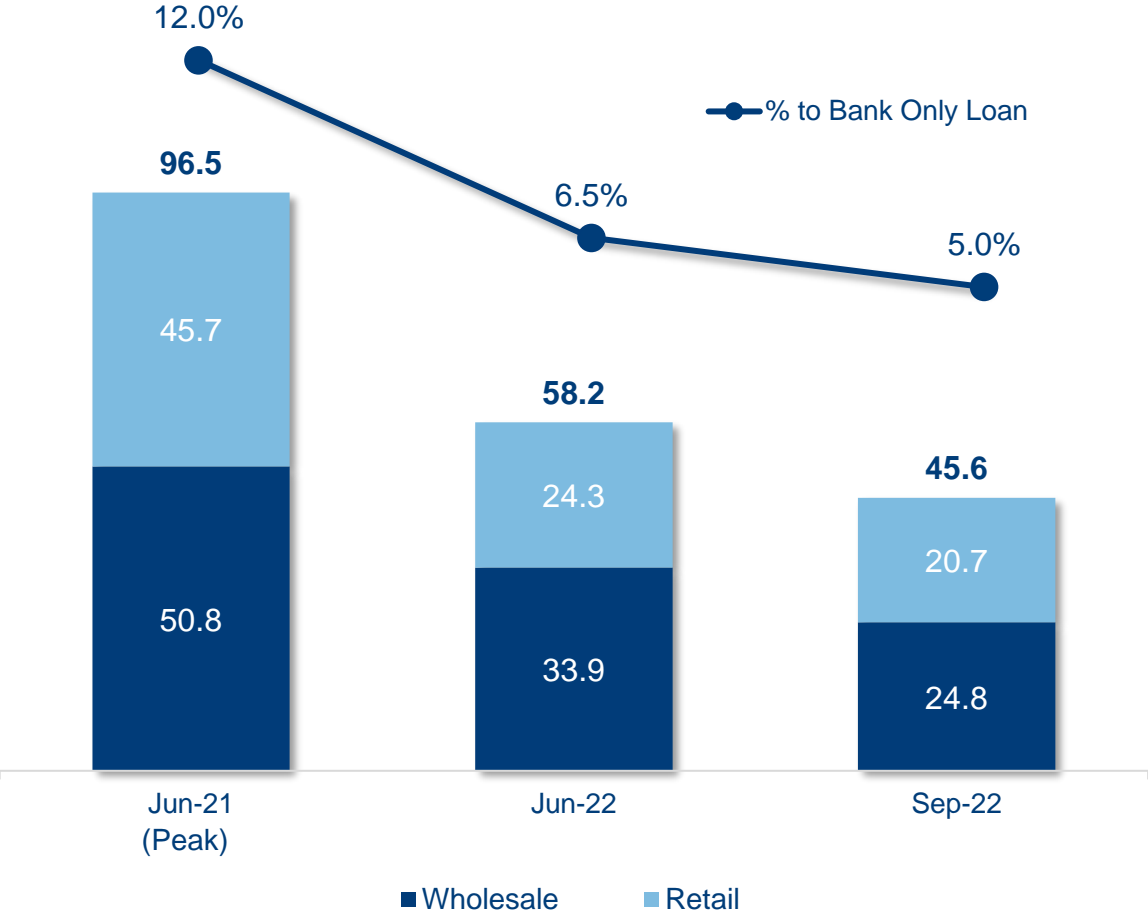
New Customers Acquired Through Livin' App Online

■ % of New to Bank Customers Onboarded Through Livin' MTD

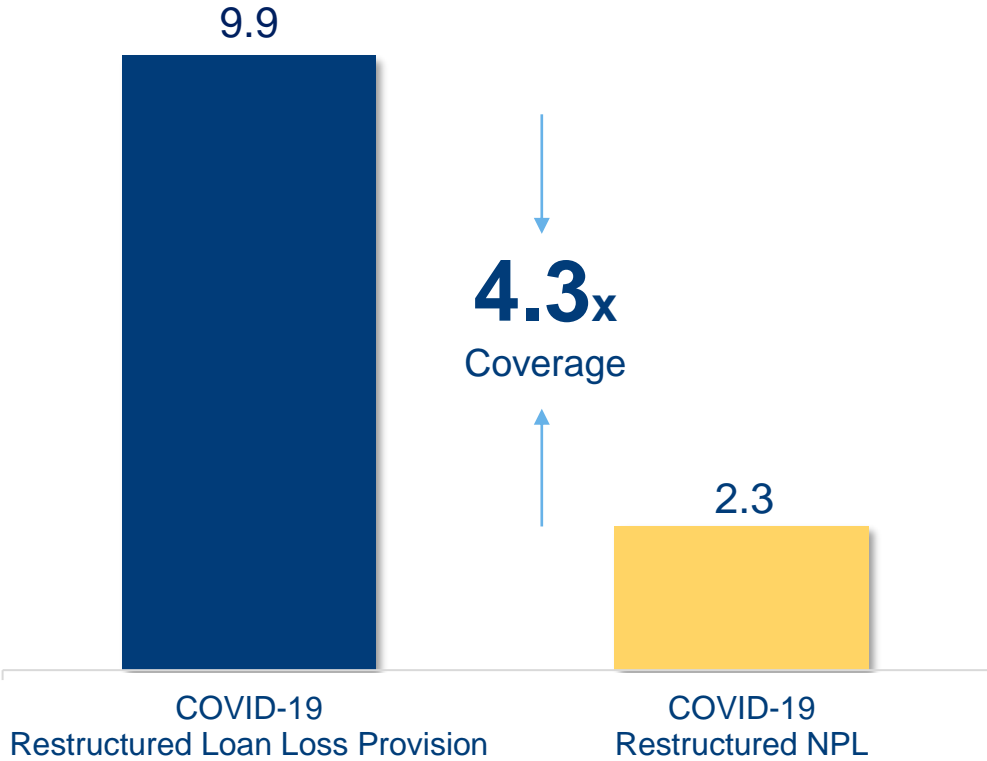


Bank-Only Covid-19 Restructuring Book Improved; We Have Set Side Ample Coverage

COVID-19 Restructured Book by Segment (Rp Tn)



COVID-19 Restructured Loan Provisions vs. NPLs As Of Sept-22 (Rp Tn)



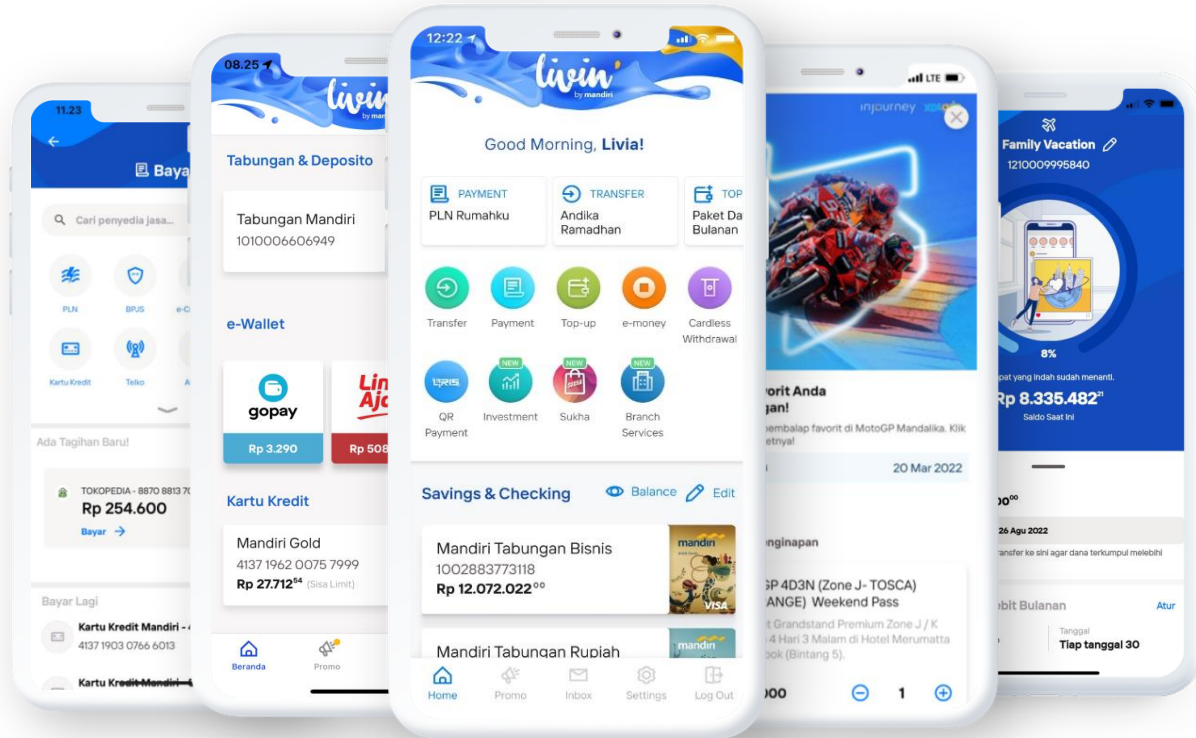
Securing Dominance Through Progressive Transformation And Digital Innovation By Launching "Digital Bank" *livein* by mandiri And "Wholesale Super Platform" *kopra* by mandiri

livein by mandiri

- 18Mn** Downloads In Just 12 months
- 14Mn** Registered Users YTD Sept 22
- Rp1,716 Tn** Transaction Value YTD Sept 22

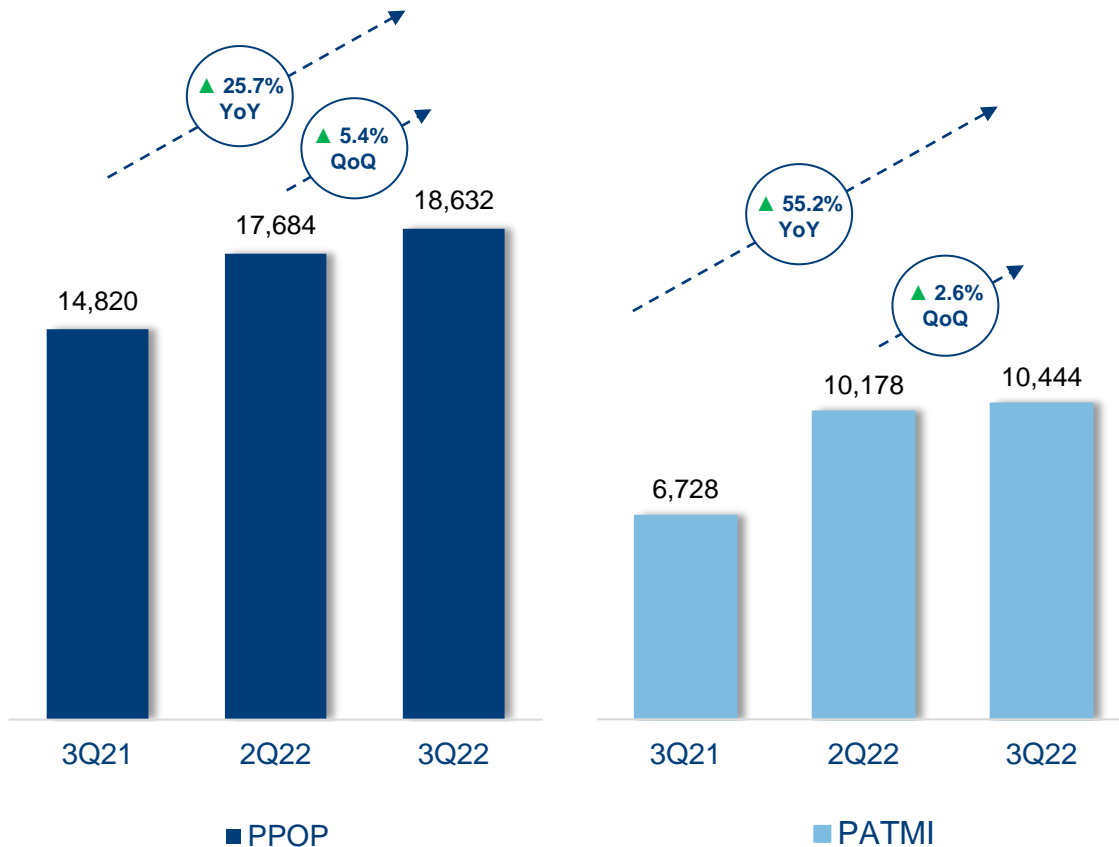
kopra by mandiri

- 68K** Registered users
- ~80%** Monthly active user
- Rp 13,420 Tn** Transaction Value YTD Sept 22

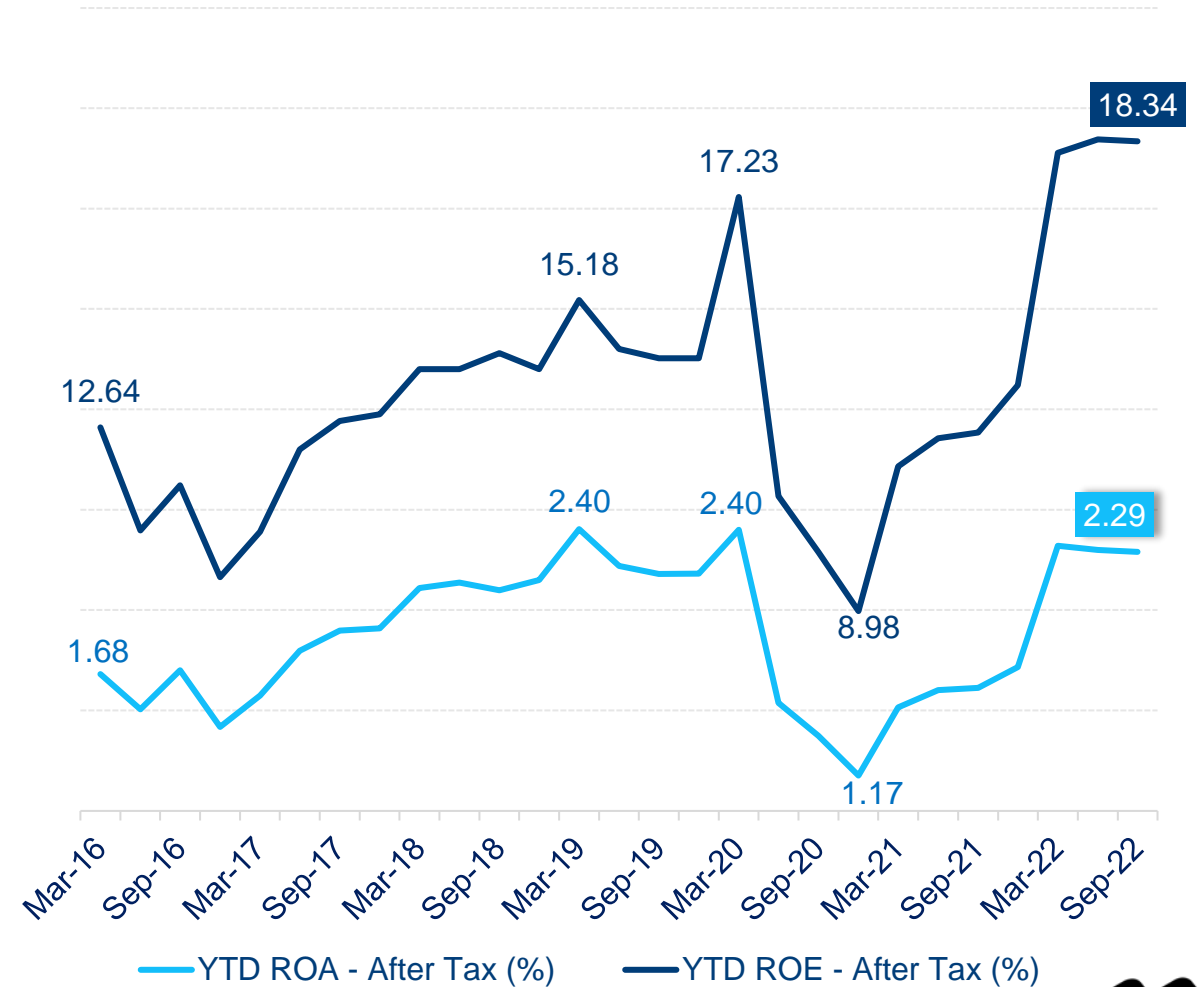


Strong Profit Growth; Stable Profitability

PPOP & PATMI – Consolidated (Rp Bn)



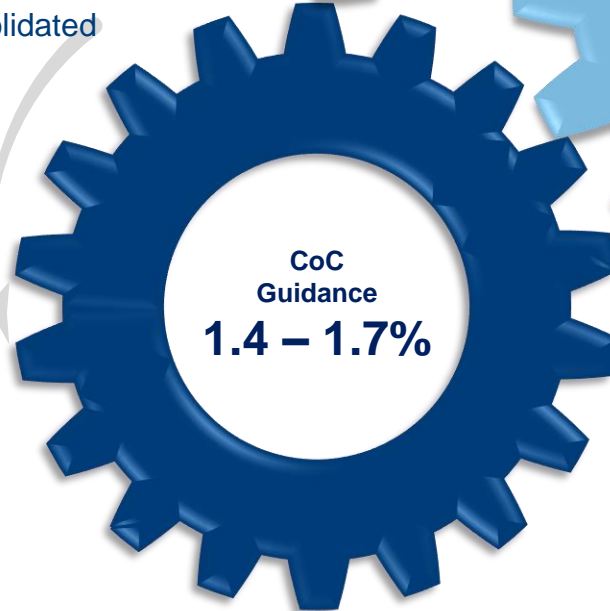
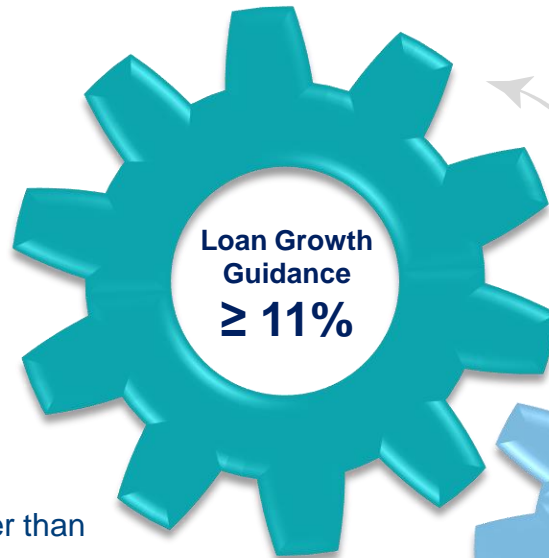
YTD ROA and ROE – Consolidated (%)



Bank Mandiri Consolidated 2022 Guidance (Unchanged)

Loan Growth Drivers:

- We expect loan growth to be higher than or equal to 11% YoY on a consolidated term in Dec-22.



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

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

Financial & Operation



A More Optimized Balance Sheet

Consolidated

Balance Sheet Summary (Rp Bn)	Sep-21	Jun-22	Sep-22	QoQ	YoY
Cash and Placement with BI & Other Banks	167,431	152,831	180,000	17.78%	7.51%
Receivables (Acceptances & Others)	35,932	39,976	41,102	2.82%	14.39%
Gov't Bonds & Marketable Securities	384,422	423,302	418,718	-1.08%	8.92%
Loans	1,021,632	1,138,312	1,167,518	2.57%	14.28%
Loan Provisions	(69,105)	(69,432)	(69,569)	0.20%	0.67%
Other Provisions	(3,498)	(3,567)	(3,565)	-0.03%	1.92%
Fixed & Other Assets	101,136	104,285	105,133	0.82%	3.95%
Total Assets	1,637,950	1,785,707	1,839,336	3.00%	12.30%
CASA:	846,598	932,826	949,165	1.75%	12.12%
Current Account	383,470	410,696	416,012	1.29%	8.49%
Savings Account	463,128	522,130	533,153	2.11%	15.12%
Time Deposits	367,387	385,596	412,133	6.88%	12.18%
Third Party Funds	1,213,985	1,318,422	1,361,298	3.25%	12.13%
Wholesale Funding	119,031	155,178	159,011	2.47%	33.59%
Other Liabilities	92,109	91,287	87,640	-4.00%	-4.85%
Total Liabilities	1,425,125	1,564,887	1,607,949	2.75%	12.83%
Equity excl. Minority Interest	196,152	202,555	212,096	4.71%	8.13%
Minority Interest	16,673	18,265	19,291	5.62%	15.70%
Total Liabilities & Equity	1,637,950	1,785,707	1,839,336	3.00%	12.30%

Solid PPOP and Net Profit Growth

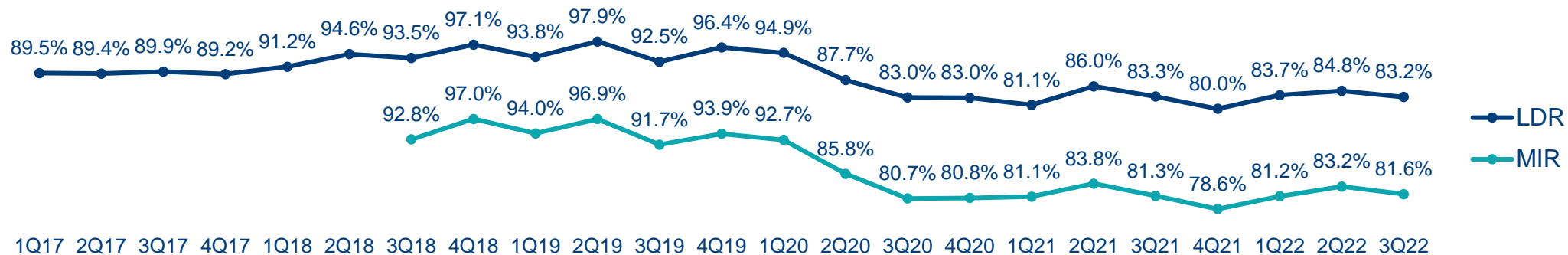
Consolidated

P&L Summary (Rp Bn)	3Q21	2Q22	3Q22	QoQ	YoY	9M21	9M22	YoY
Interest Income	24,156	27,033	28,325	4.78%	17.26%	72,269	81,259	12.44%
Interest Expense	(5,997)	(5,678)	(6,172)	8.68%	2.92%	(18,952)	(17,274)	-8.86%
Net Interest Income	18,159	21,355	22,153	3.74%	22.00%	53,316	63,985	20.01%
Net Premium Income	388	787	624	-20.71%	60.94%	1,328	1,999	50.47%
Total NII & Premium Income	18,547	22,142	22,777	2.87%	22.81%	54,645	65,984	20.75%
Non-Interest Income	7,849	7,457	8,577	15.02%	9.28%	23,791	24,680	3.74%
Total Operating Income	26,395	29,599	31,354	5.93%	18.79%	78,436	90,664	15.59%
Total Operating Expenses:	(11,575)	(11,915)	(12,722)	6.77%	9.90%	(34,604)	(36,650)	5.91%
Personnel Expenses	(5,352)	(5,934)	(5,906)	-0.47%	10.35%	(16,181)	(17,655)	9.11%
G&A Expenses	(4,857)	(4,325)	(5,512)	27.45%	13.49%	(13,758)	(14,515)	5.50%
Other Expenses	(1,367)	(1,656)	(1,304)	-21.26%	-4.59%	(4,664)	(4,480)	-3.95%
Pre-Provision Operating Profit (PPOP)	14,820	17,684	18,632	5.37%	25.72%	43,832	54,014	23.23%
Provision Expenses	(5,439)	(3,653)	(4,188)	14.65%	-23.00%	(16,439)	(11,843)	-27.96%
Profit from Operations	9,381	14,031	14,444	2.95%	53.98%	27,393	42,171	53.95%
Non-Operating Income	102	21	(8)	-138.10%	-107.82%	17	22	27.38%
Net Income Before Tax	9,483	14,052	14,436	2.74%	52.23%	27,411	42,193	53.93%
Profit After Tax & Minority Interest (PATMI)	6,728	10,178	10,444	2.62%	55.23%	19,229	30,653	59.41%

Liquidity Remained Ample In 3Q22

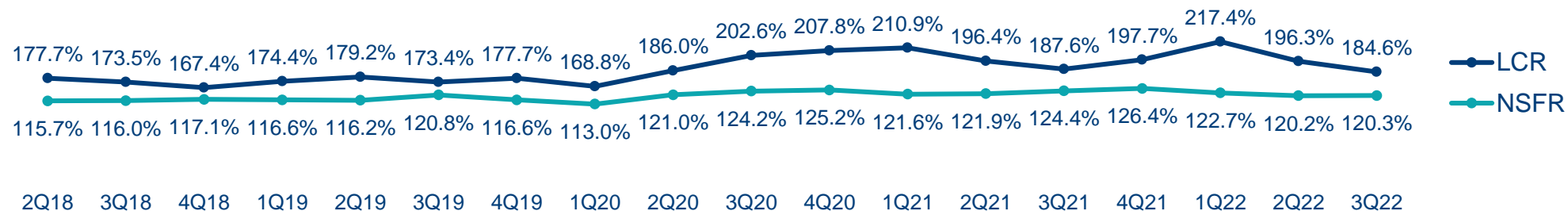
Funding

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")

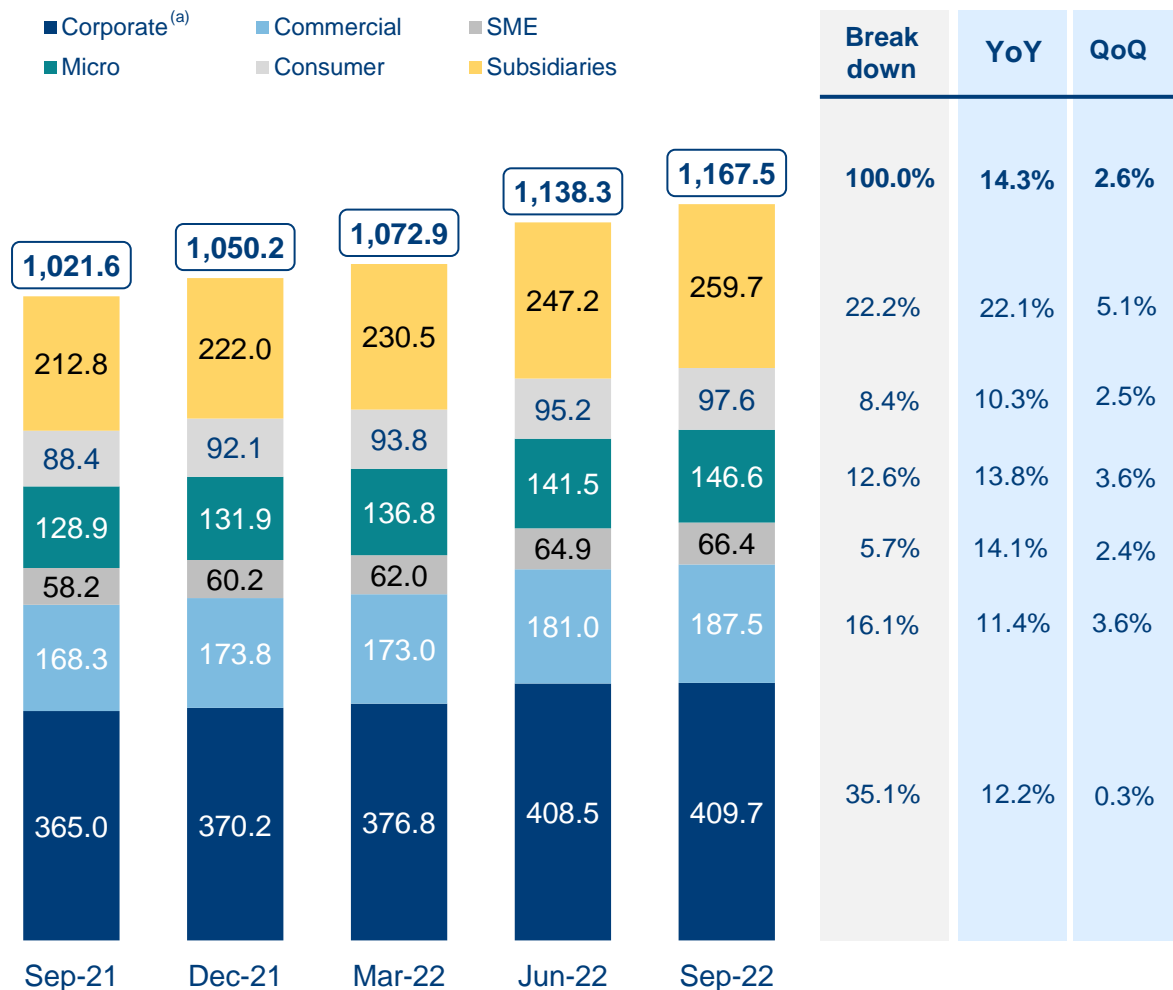
Improved Profitability

Consolidated

KEY RATIOS (%)	FY19	FY20	FY21	9M21	9M22	YoY
PROFITABILITY						
NIM	5.56	5.10	5.09	5.03	5.42	0.39ppt
Cost to Income Ratio ^(a)	45.2	47.6	45.9	44.7	40.7	-4.00ppt
Cost to Asset Ratio (annualized)	3.04	2.89	2.85	2.82	2.66	-0.16ppt
Non-Interest Income to Asset Ratio	2.17	2.07	1.98	2.07	1.85	-0.22ppt
Cost of Credit	1.40	2.47	2.05	2.26	1.46	-0.79ppt
RoA – after tax	2.18	1.17	1.72	1.61	2.29	0.68ppt
RoRWA – after tax	2.93	1.74	2.73	2.53	3.70	1.17ppt
RoE – after tax	14.02	8.98	13.48	12.54	18.34	5.80ppt
FUNDING, LIQUIDITY & CAPITAL						
CASA Ratio	65.3	65.6	69.7	69.7	69.7	-0.01ppt
Loan to Deposit Ratio (LDR)	96.5	83.4	80.8	83.6	85.2	1.55ppt
Deposit to Interest Bearing Liabilities Ratio	88.9	91.1	91.1	91.1	89.5	-1.53ppt
Tier-1 Capital	19.8	18.4	18.4	18.2	17.8	-0.39ppt
CAR	20.9	19.5	19.6	19.3	18.9	-0.44ppt
ASSET QUALITY						
NPL Ratio	2.33	3.10	2.72	2.96	2.24	-0.72ppt
Special Mention Ratio	4.58	4.39	4.31	4.53	4.01	-0.52ppt
Coll. 1 Restructured BAU Ratio	2.20	2.53	3.22	2.52	3.05	0.53ppt
Loan At Risk BAU Ratio	9.11	10.0	10.2	10.0	9.3	-0.71ppt
Coll. 1 Covid Restructured Ratio	-	11.3	6.9	9.4	4.1	-5.31ppt
Loan At Risk incl. Covid Restructured Ratio	-	21.3	17.4	19.4	13.4	-6.00ppt
NPL Coverage	144	221	243	230	268	37.56ppt
Loan At Risk BAU Coverage	36.8	67.7	64.3	67.2	64.2	-2.99ppt

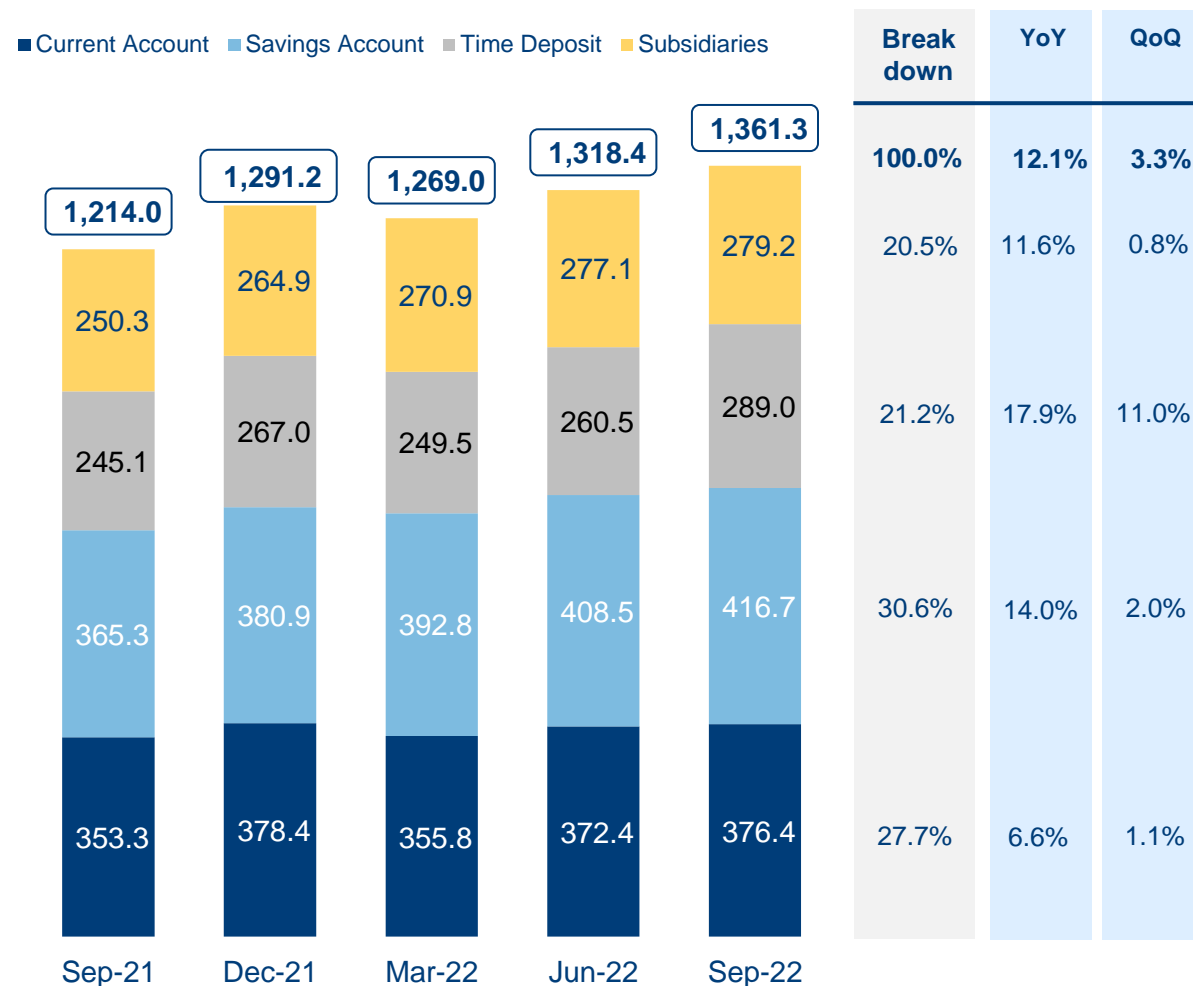
Loan & Deposit: Ending Balance

Loan Breakdown (Rp Tn)



^(a) Includes Institutional Banking and International Banking

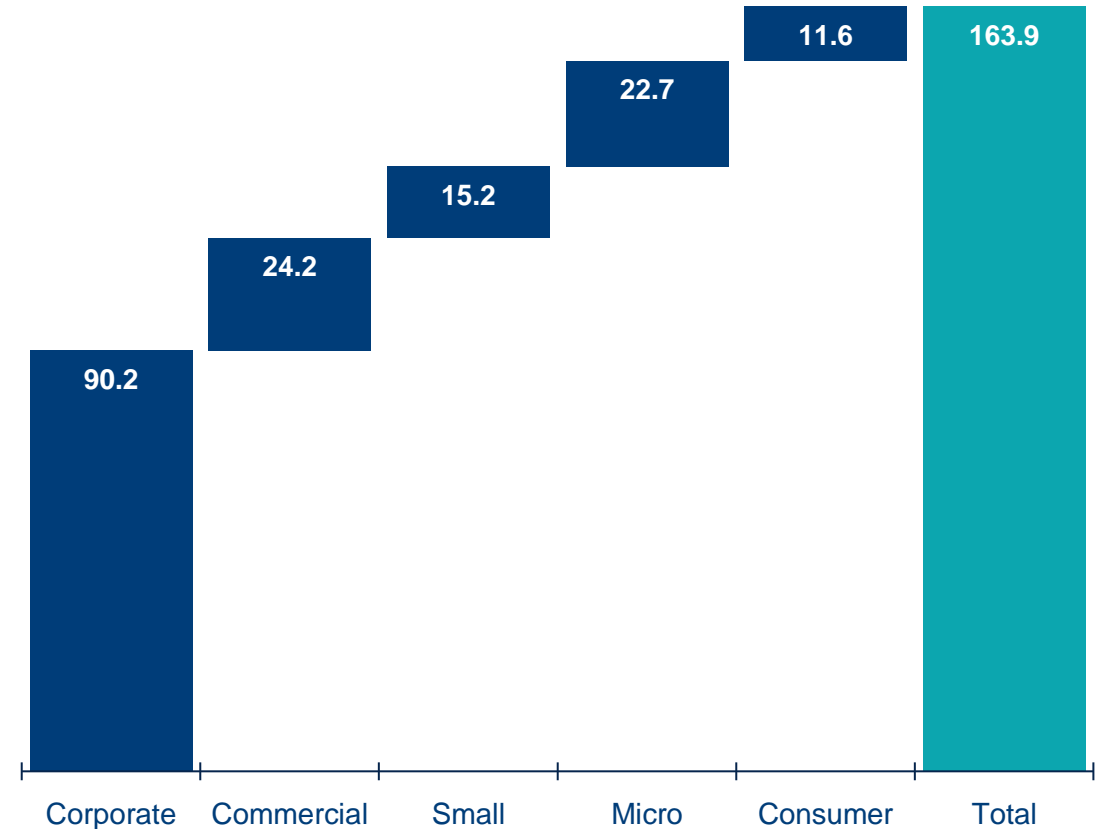
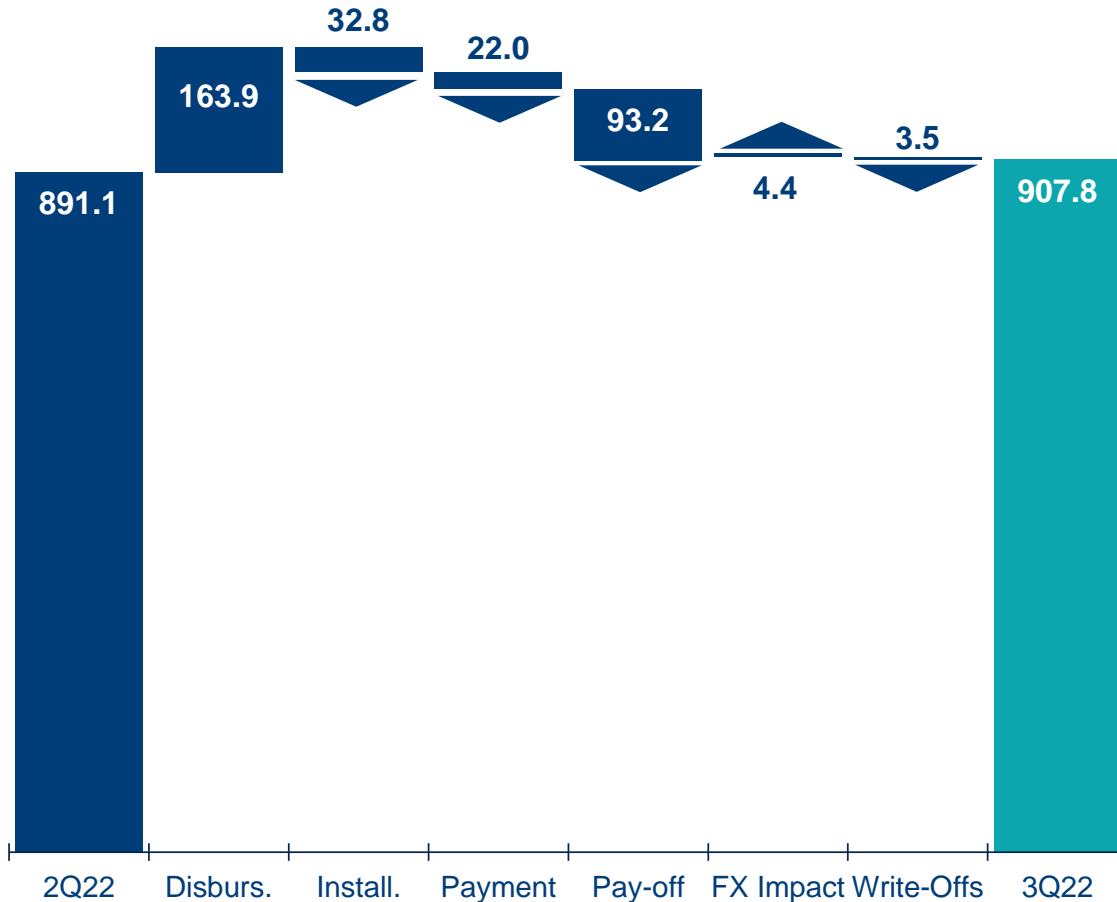
3rd Party Funds Breakdown (Rp Tn)



Rp 163.9 Tn Disbursed in 3Q 2022

Loan Movement – 3Q 2022 (Bank-Only, Rp Tn)

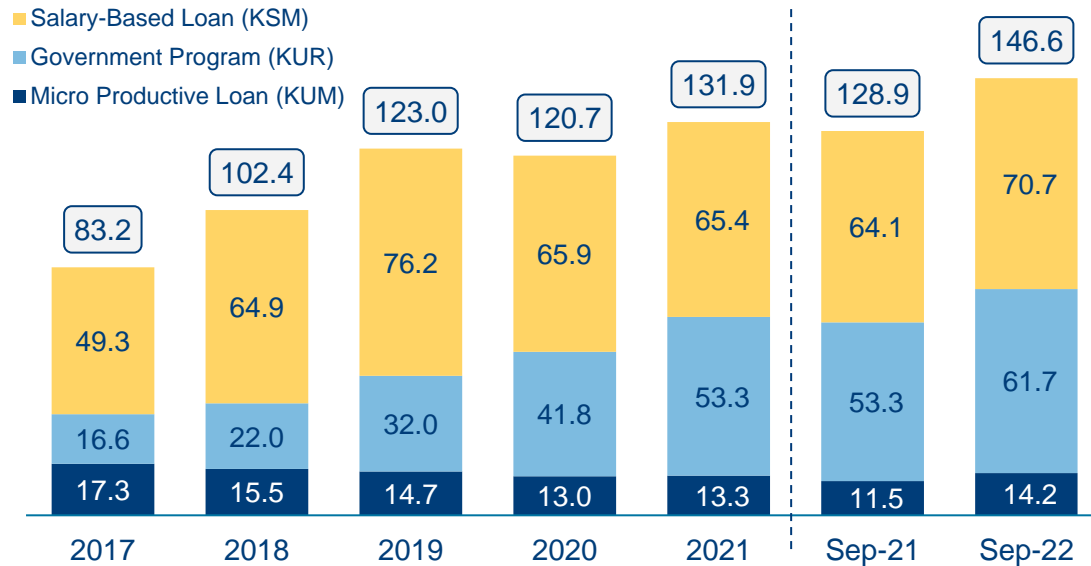
Loan Disbursement by Segment – 3Q 2022 (Bank-Only, Rp Tn)



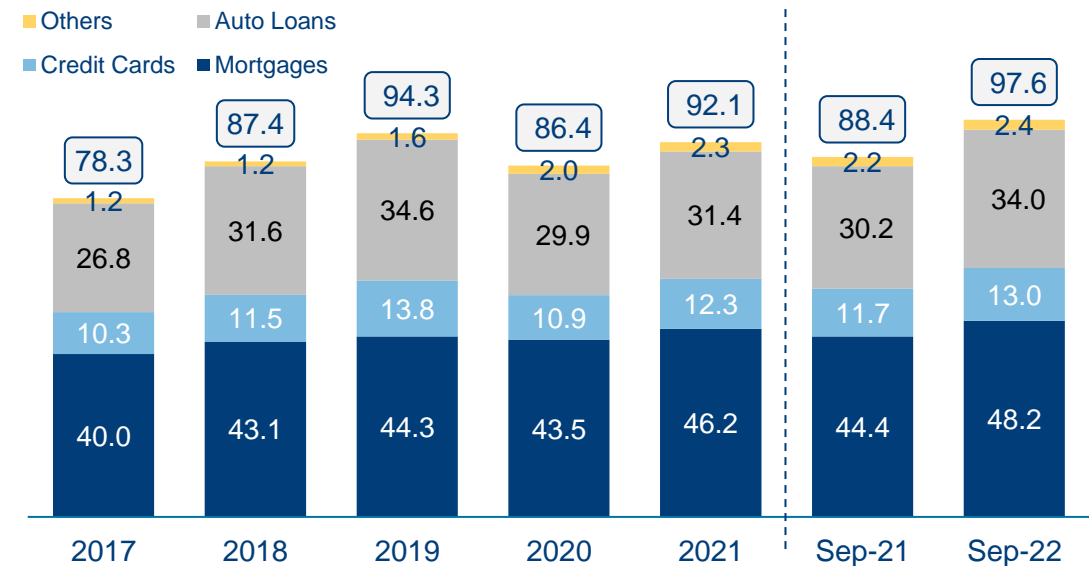
Notes: Since 2Q21, loan movement data analysis includes short term loan, therefore not comparable to older data

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 Sep 2022

Loan Type	% to Total Loan Bank-Only	% to Total Micro Loan	YoY (%)	QoQ (%)
Government Program (KUR)	6.8	42.1	15.8	4.1
Micro Productive Loan (KUM)	1.6	9.7	23.8	1.5
Salary-Based Loan (KSM)	7.8	48.2	10.3	3.7
Total Micro Loan	16.2	100.0	13.8	3.6

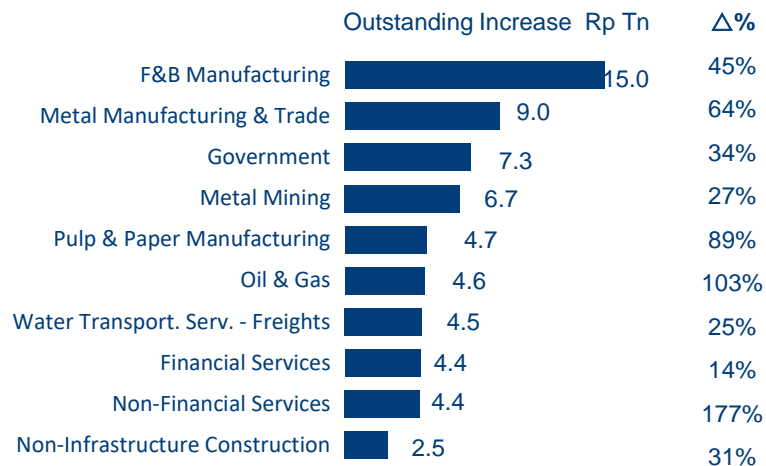
CONSUMER Loan Growth by Type as of Sep 2022

Loan Type	% to Total Loan Bank-Only	% to Total Consumer Loans	YoY (%)	QoQ (%)
Mortgages	5.3	49.4	8.6	2.3
Credit Cards	1.4	13.3	11.4	2.0
Auto Loans	3.7	34.9	12.8	3.0
Others	0.3	2.5	6.9	3.0
Total Consumer	10.7	100.0	10.3	2.5

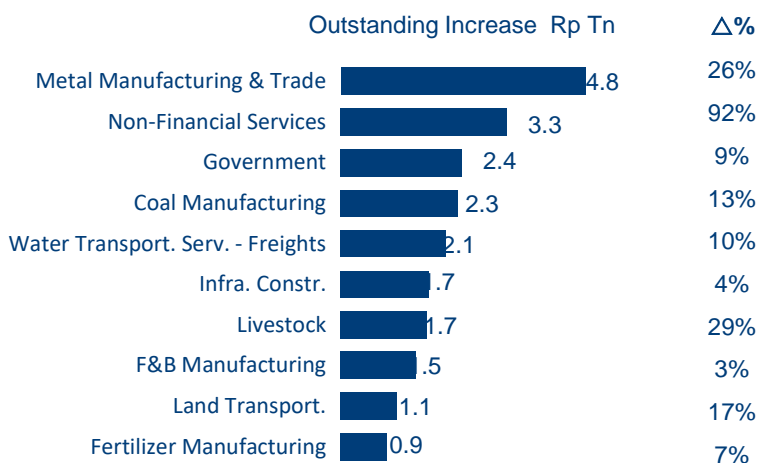
Wholesale Lending Sector Analysis

Industries Contributing to Wholesale (Corporate & Commercial Segments) Loan Growth in 3Q22

Year-on-Year

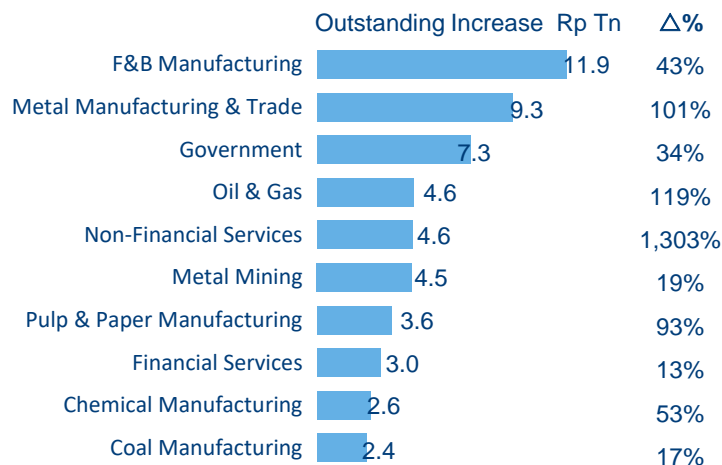


Quarter-on-Quarter

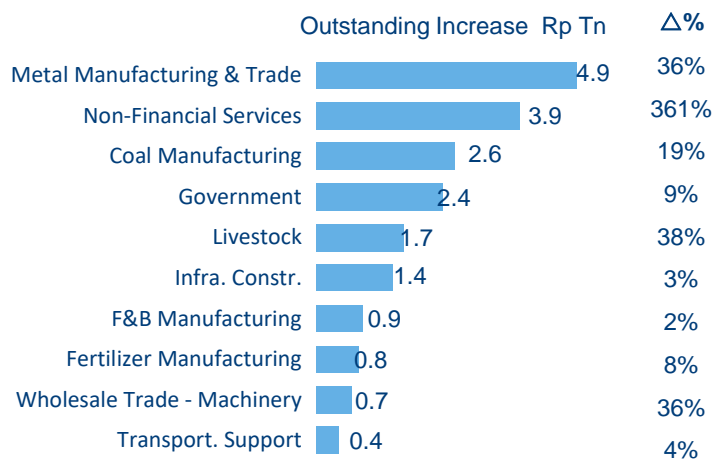


Top 10 Industries Contributing to Corporate Loan Growth in 3Q22

Year-on-Year

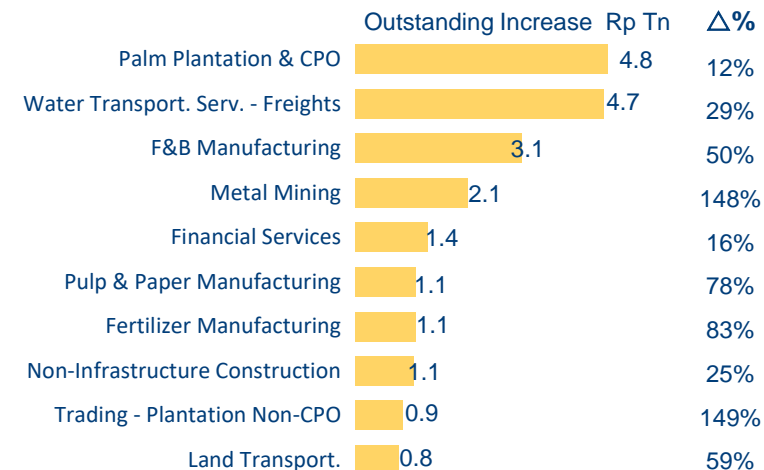


Quarter-on-Quarter

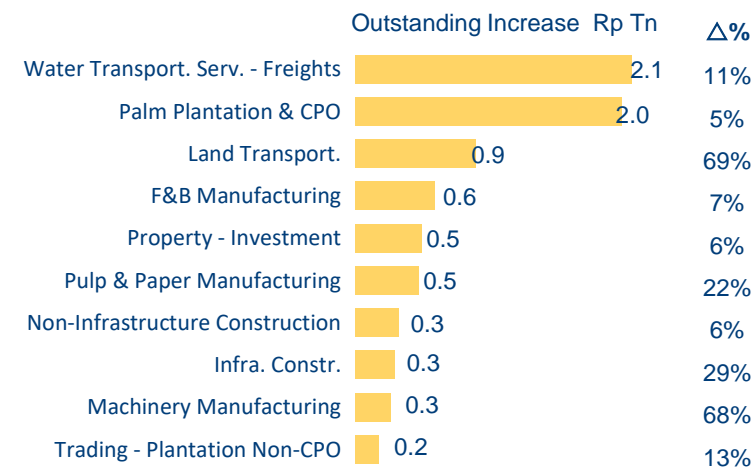


Top 10 Industries Contributing to Commercial Loan Growth in 3Q22

Year-on-Year

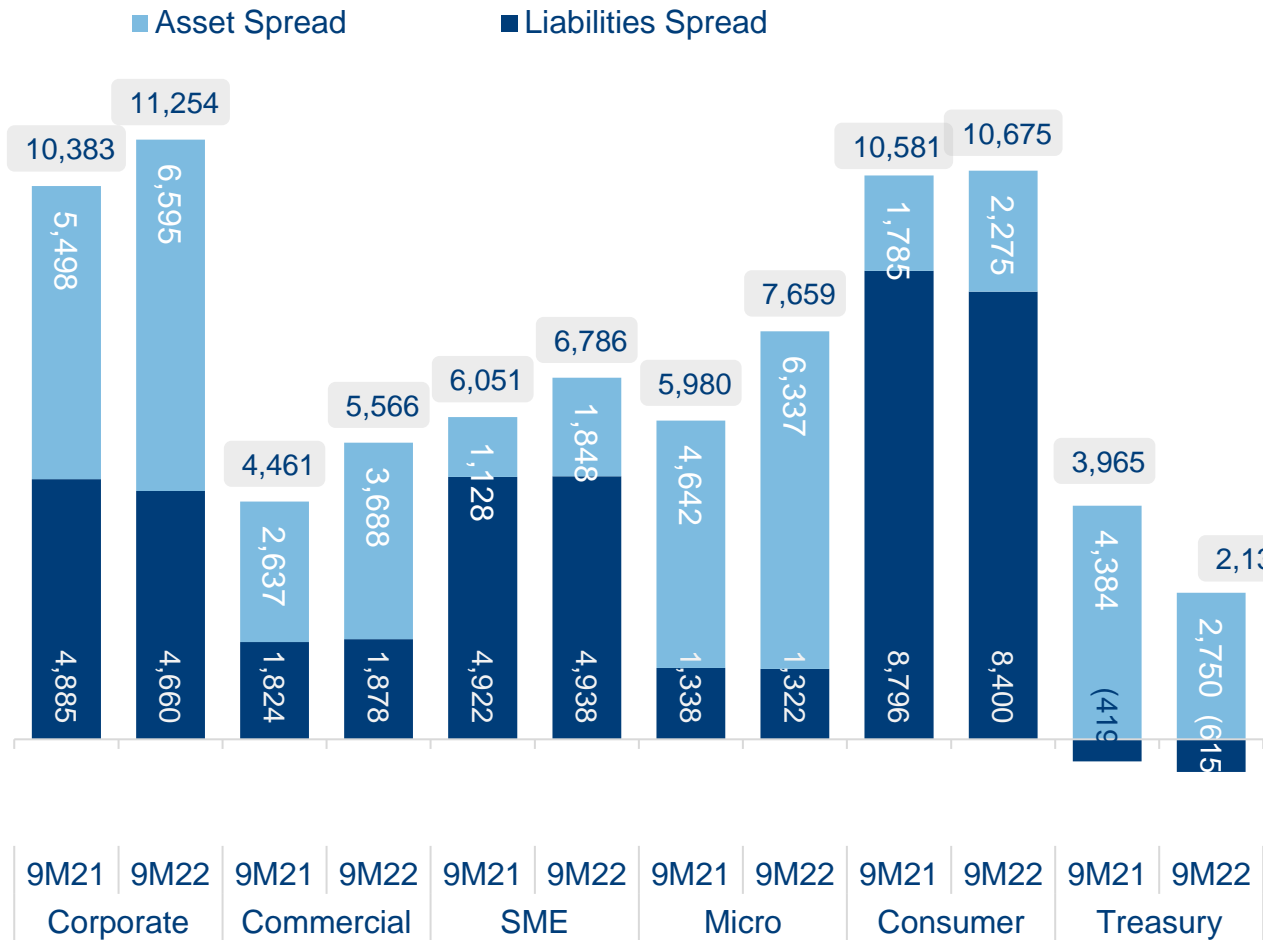


Quarter-on-Quarter

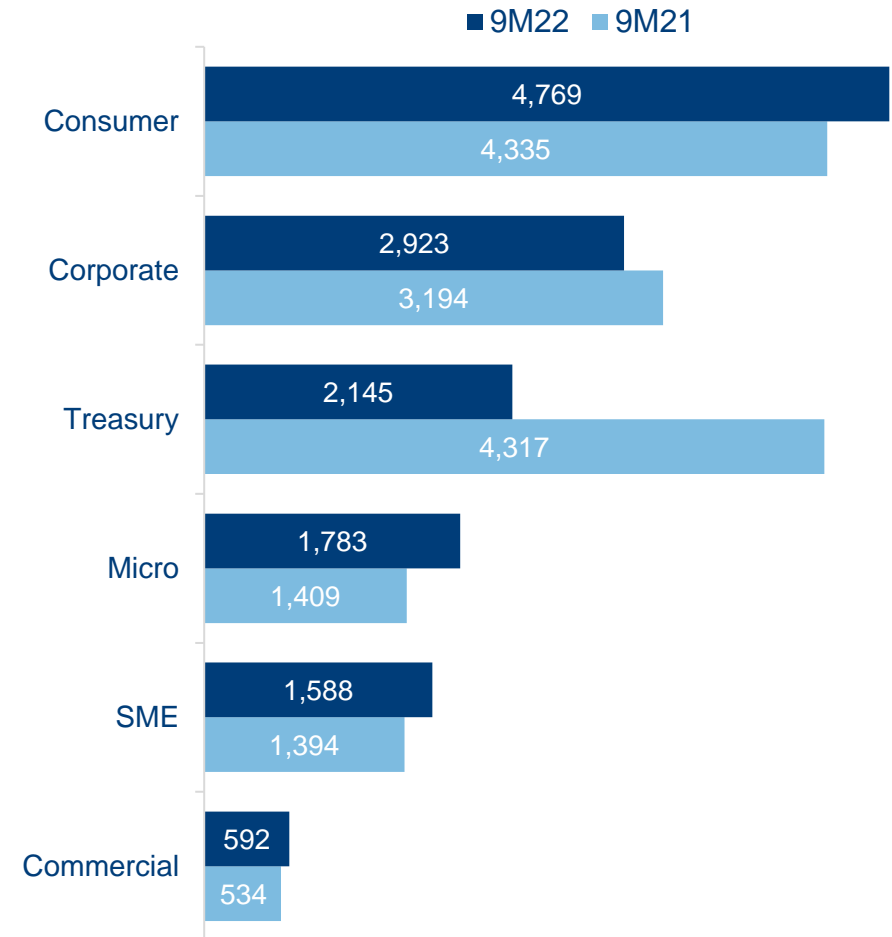


Balanced Earnings Contribution By Business Units

NII per Segment Analysis 9M 2022 in Rp Bn (Bank Only)

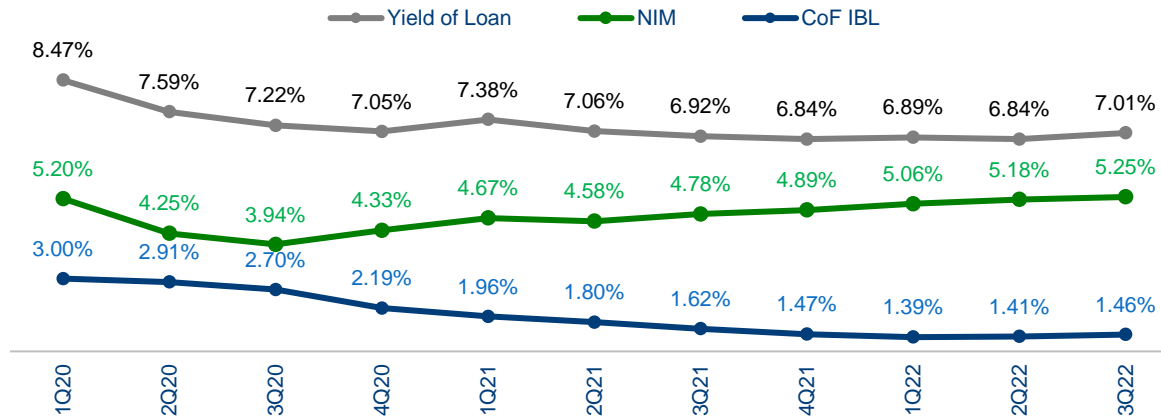


Non-Interest Income per Segment 9M 2022 in Rp Bn (Bank Only)



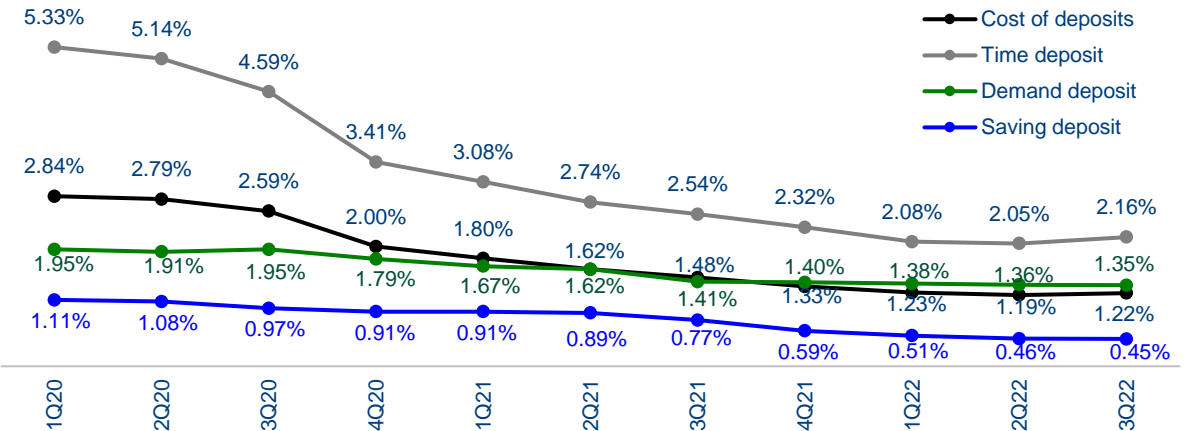
Net Interest Margin Analysis

QTD NIM, Loan Yield and Cost of Funds^(a) (Bank-Only)



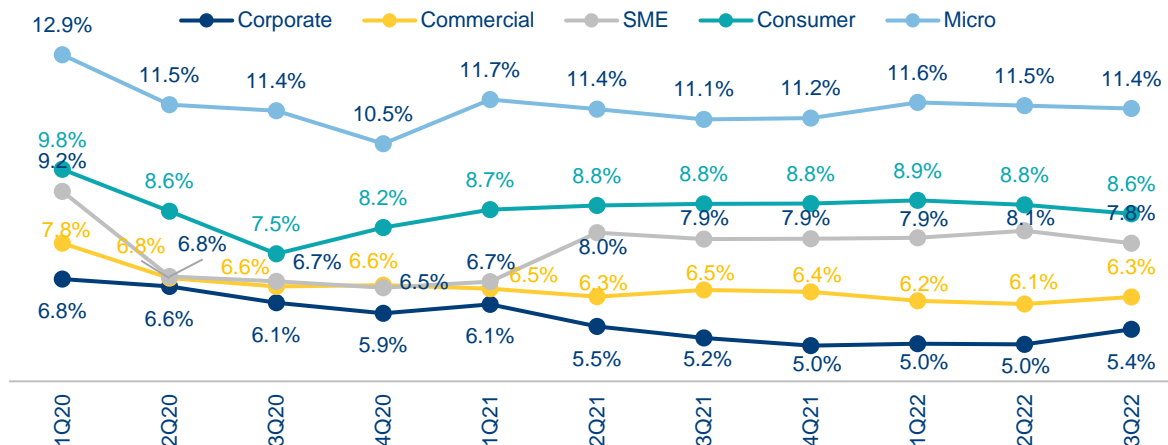
(a) Cost of total interest-bearing liabilities (i.e. bonds, deposits, and other interest-bearing liabilities).
Note: Figure above use average daily balance approach

QTD Cost of Deposits (Bank-Only)



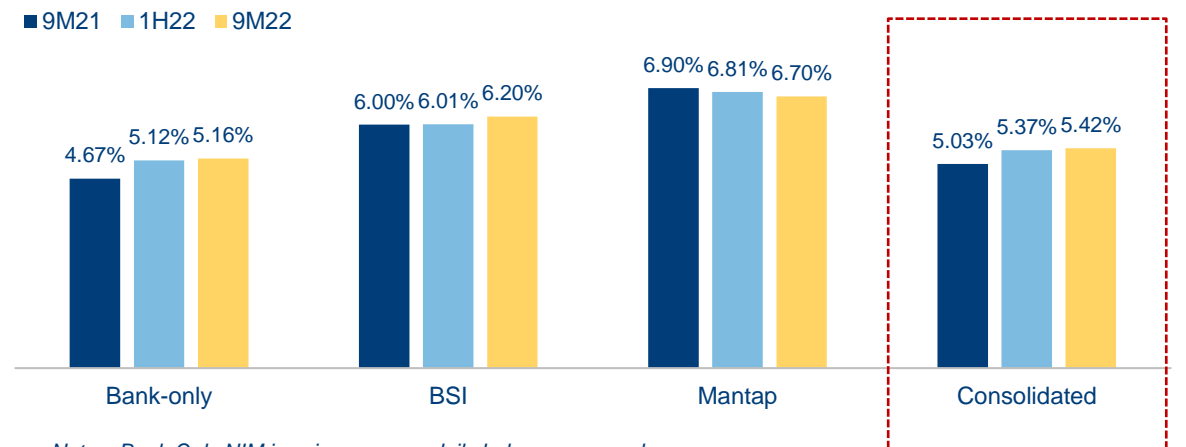
Note: Figure above use average monthly ending balance approach

QTD Loan Yield per Segment (Bank-Only)



Note: Figure above uses average monthly ending balance approach

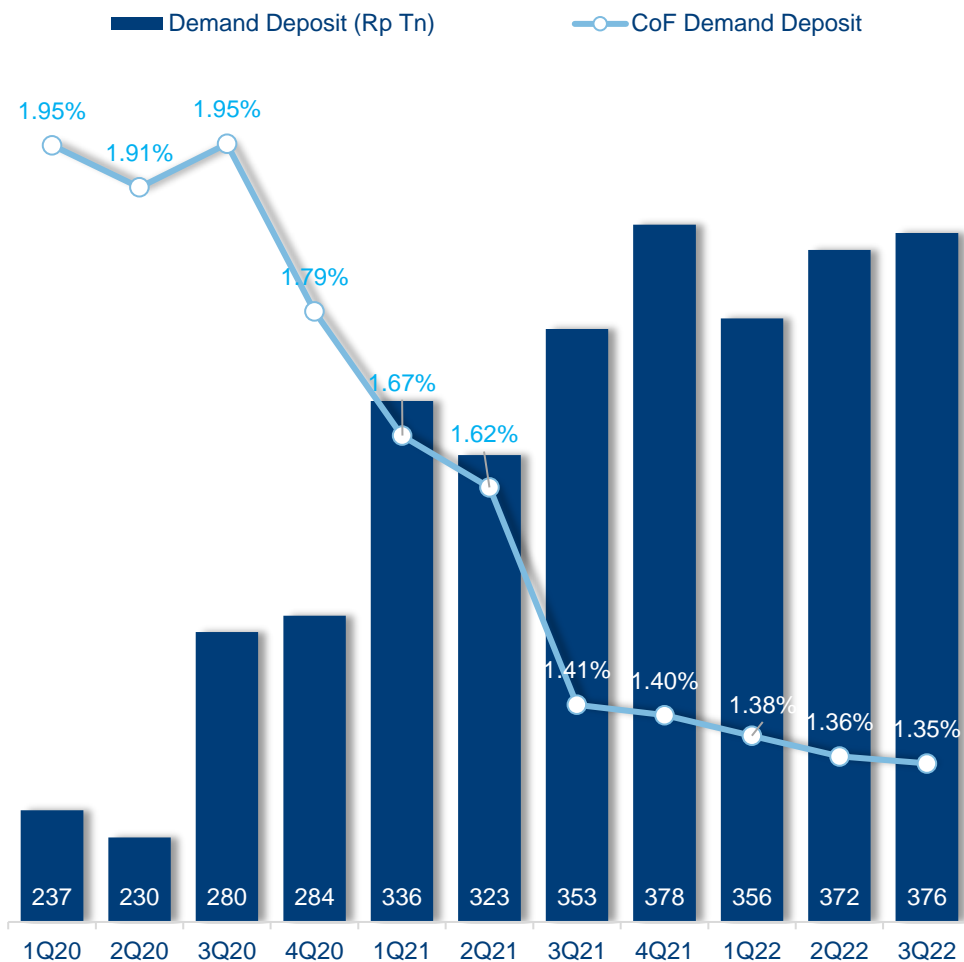
NIM Analysis – Bank-only, subsidiaries and consolidated (%)



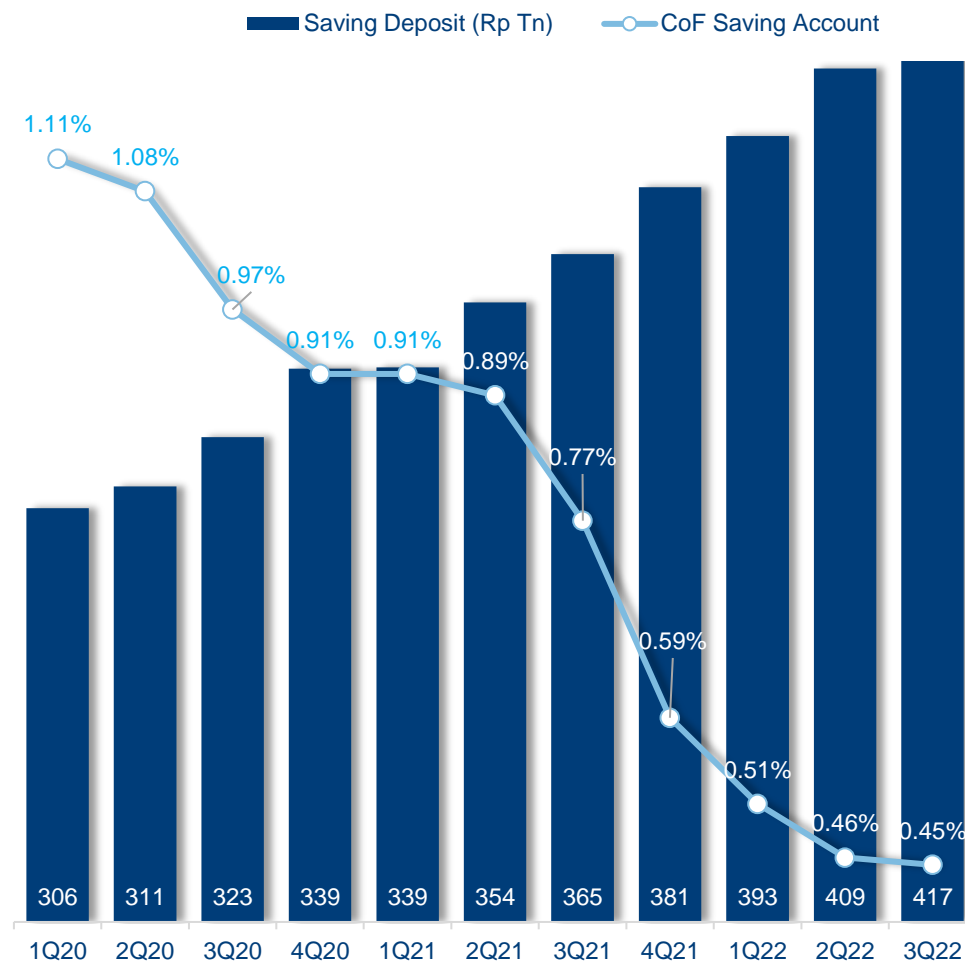
Notes: Bank Only NIM is using average daily balance approach

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)



Non-Interest Income Breakdown

Consolidated

Non-Interest Income Breakdown (Rp Bn)	3Q21	2Q22	3Q22	% to Non-Interest Income Consolidated	QoQ	YoY	9M21	9M22	YoY
Loan Related Fee ^(a)	649	788	791	9.2%	0.4%	21.9%	2,023	2,240	10.7%
Deposit Related and Remittance Fee ^(b)	882	908	950	11.1%	4.6%	7.6%	2,460	2,732	11.1%
Credit Card	278	316	328	3.8%	3.8%	18.1%	829	938	13.1%
Mutual Fund & Bancassurance	215	211	202	2.4%	-3.9%	-5.8%	629	627	-0.3%
KOPRA Fee ^(c)	481	508	529	6.2%	4.0%	9.9%	1,385	1,549	11.9%
E-Channel	685	847	831	9.7%	-1.8%	21.4%	2,005	2,423	20.8%
ATM	141	121	122	1.4%	0.7%	-13.9%	449	362	-19.3%
Livin' App, SMS & Internet Banking ^(d)	368	453	422	4.9%	-6.9%	14.7%	992	1,275	28.6%
Other E-Channel	176	272	287	3.4%	5.5%	63.5%	565	786	39.1%
Fixed Income, FX & Derivatives	1,672	865	747	8.7%	-13.7%	-55.3%	5,869	3,352	-42.9%
FX & Derivatives	859	776	532	6.2%	-31.4%	-38.1%	2,065	2,128	3.0%
Fixed Income	812	89	215	2.5%	140.1%	-73.6%	3,803	1,224	-67.8%
Core Non-Interest Income	4,862	4,442	4,378	51.0%	-1.4%	-10.0%	15,200	13,861	-8.8%
Cash Recoveries	1,033	1,023	1,995	23.3%	95.1%	93.1%	3,081	4,663	51.4%
Other Income	76	529	695	8.1%	31.3%	815.6%	743	1,394	87.5%
Total Non-Interest Income - Bank Only	5,970	5,994	7,068	82.4%	17.9%	18.4%	19,024	19,917	4.7%
Subsidiaries	1,879	1,463	1,509	17.6%	3.2%	-19.7%	4,768	4,763	-0.1%
Total Non-Interest Income - Consolidated	7,849	7,457	8,577	100.0%	15.0%	9.3%	23,791	24,680	3.7%
Non-Interest Income to Revenue	29.7%	25.2%	27.4%		2.2ppt	-2.3ppt	30.3%	27.2%	-3.1ppt

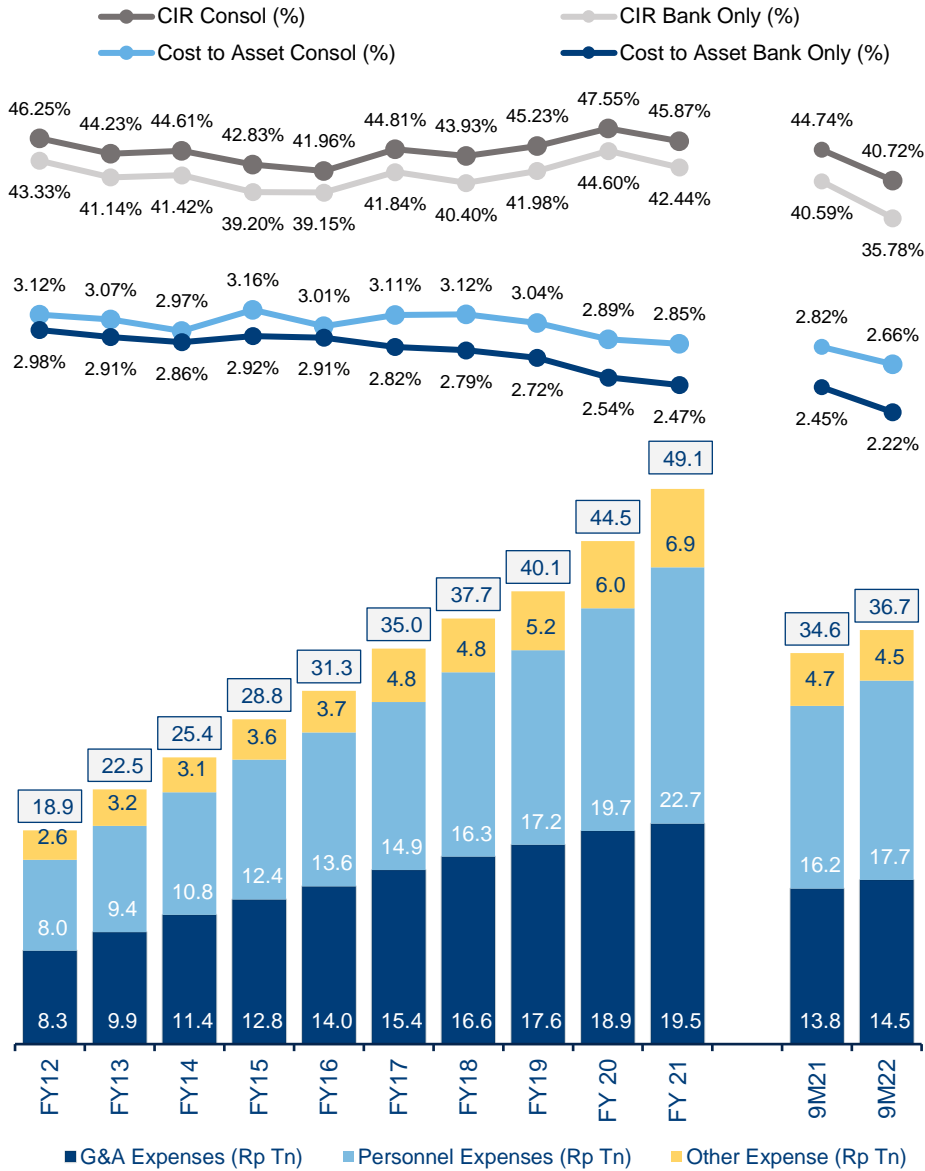
(a) Bank Guarantee and Trade are re-classified into KOPRA Fee since 2Q22

(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 3Q22, this consisted of Livin' Fee Rp418Bn, and SMS and Internet Banking Rp4Bn

Operating Expense Breakdown



Rp Bn	3Q21	2Q22	3Q22	Growth		9M21	9M22	YoY	%(a)
				QoQ	YoY				
Base Salary	1,197	1,289	1,281	-0.7%	7.0%	3,595	3,826	6.4%	9.8%
Other Allowances	2,325	2,492	2,358	-5.3%	1.4%	7,302	7,444	1.9%	18.0%
Training	49	74	97	30.4%	98.8%	101	212	110.8%	0.7%
Bank-Only Personnel Expenses	3,571	3,855	3,736	-3.1%	4.6%	10,998	11,482	4.4%	28.6%
IT & telecoms	691	508	676	32.9%	-2.2%	1,900	1,780	-6.3%	5.2%
Occupancy Related	682	619	723	16.8%	6.1%	1,865	1,990	6.7%	5.5%
Promo & Sponsor	534	233	666	186.4%	24.8%	1,073	1,242	15.7%	5.1%
Transport & Travel	83	94	119	26.6%	44.2%	237	312	31.7%	0.9%
Goods, Prof. Svcs. & Oth.	670	506	899	77.8%	34.2%	2,281	2,103	-7.8%	6.9%
Employee Related	652	684	467	-31.7%	-28.3%	2,029	1,811	-10.7%	3.6%
Bank-Only G&A Expenses	3,311	2,644	3,551	34.3%	7.2%	9,385	9,238	-1.6%	27.2%
Bank-Only Other Expenses	910	1,112	1,113	0.1%	22.3%	3,190	3,283	2.9%	8.7%
Bank-Only OPEX (a)	7,793	7,611	8,400	10.4%	7.8%	23,573	24,003	1.8%	66.0%
Subsidiaries - Personnel Expense	1,781	2,079	2,170	4.4%	21.8%	5,183	6,172	19.1%	17.1%
Subsidiaries - G&A Expense	1,545	1,681	1,961	16.6%	26.9%	4,373	5,277	20.7%	15.4%
Subsidiaries - Others Expense	456	544	192	-64.8%	-58.0%	1,474	1,198	-18.8%	1.5%
Subsidiaries OPEX (b)	3,783	4,304	4,322	0.4%	14.2%	11,031	12,647	14.7%	34.0%
Personnel expense Consolidated	5,352	5,934	5,906	-0.5%	10.3%	16,181	17,655	9.1%	46.4%
G&A Expense Consolidated	4,857	4,325	5,512	27.4%	13.5%	13,758	14,515	5.5%	43.3%
Other Expense Consolidated	1,367	1,656	1,304	-21.2%	-4.5%	4,664	4,480	-3.9%	10.3%
Consolidated OPEX (a+b)	11,575	11,915	12,722	6.8%	9.9%	34,604	36,650	5.9%	100.0%

Notes : (a) % to consolidated total expense (QTD)

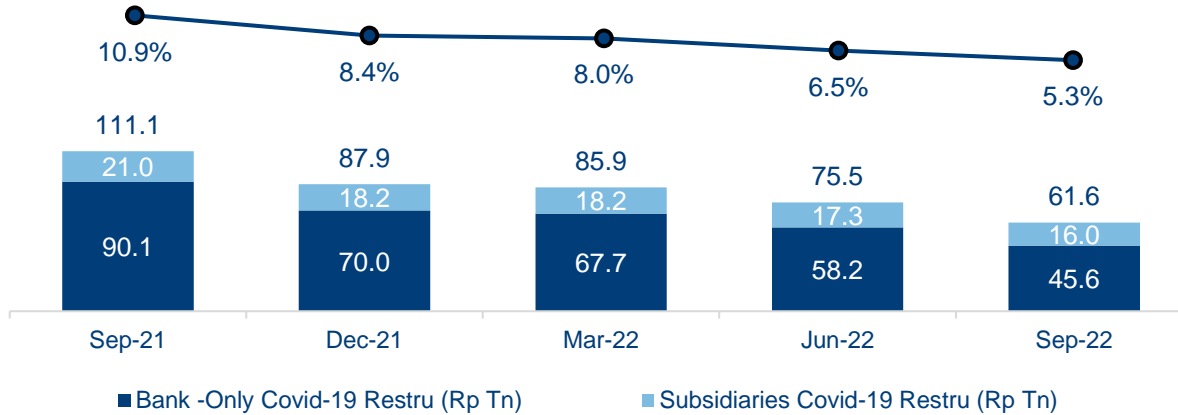
Risk Management



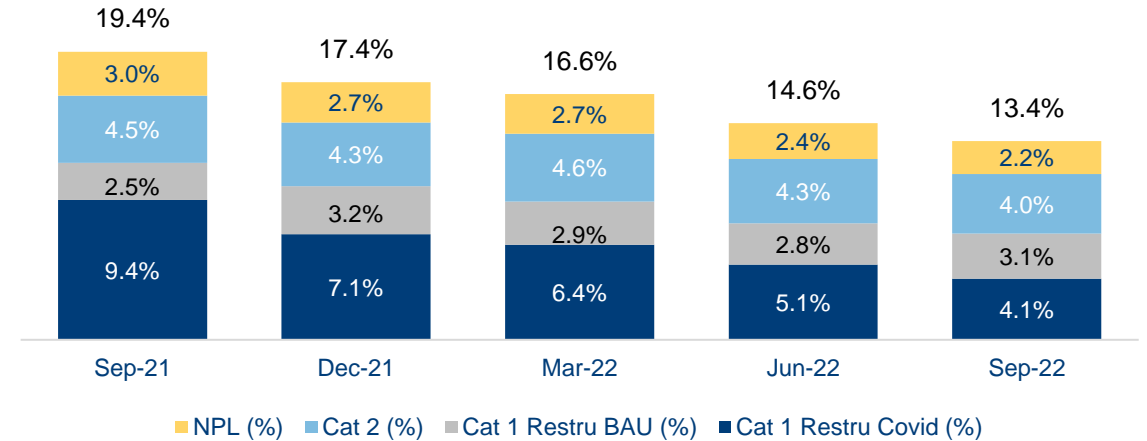
Asset Quality Highlight

Consolidated Total Covid-19 Restructured Loans

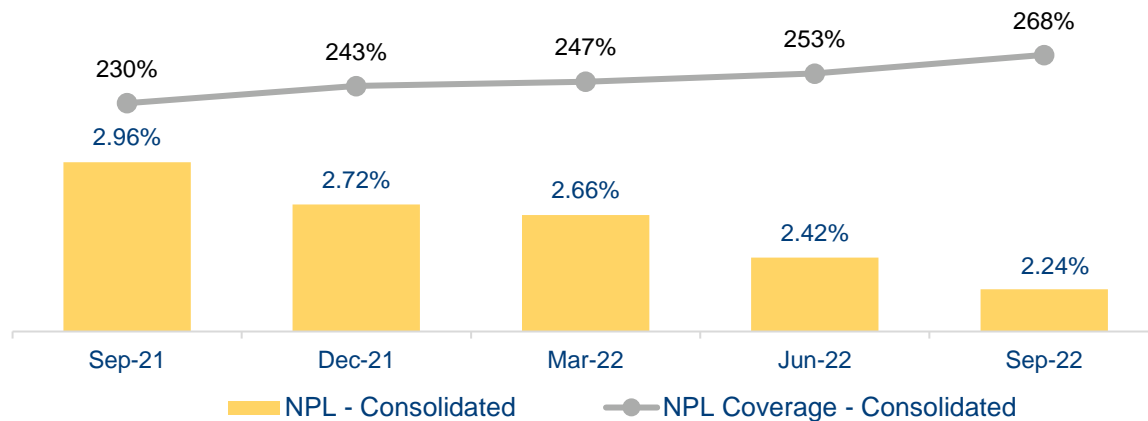
● % to Consolidated Loan



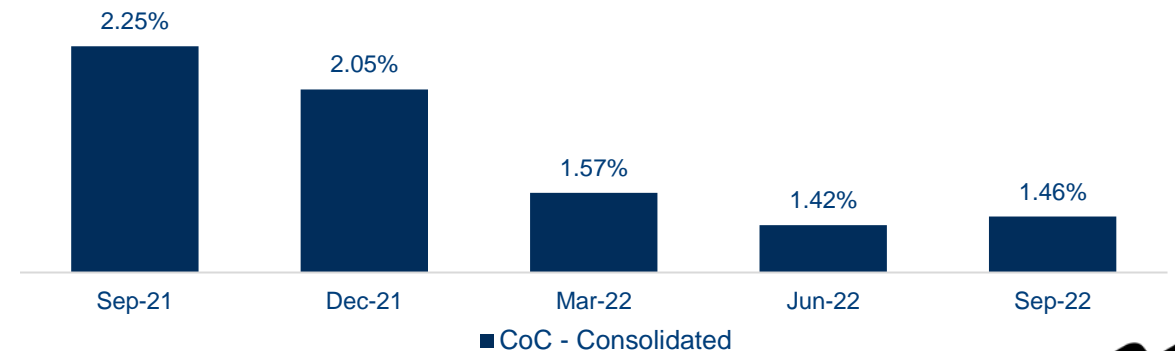
Consolidated Loans at Risk Including Covid-19 Restructured



Consolidated Gross NPL Ratio and NPL Coverage

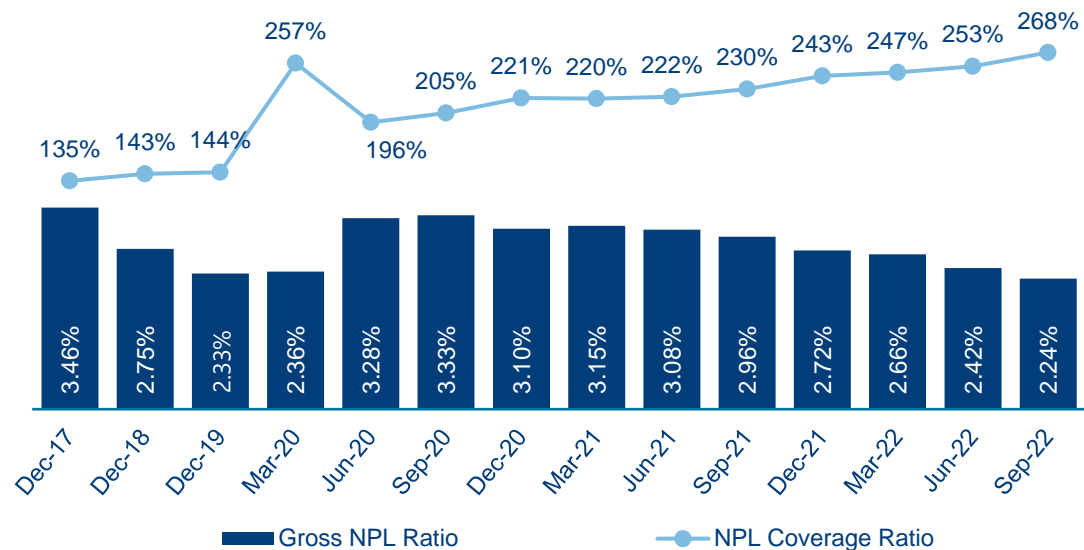


Consolidated Gross CoC (YTD)

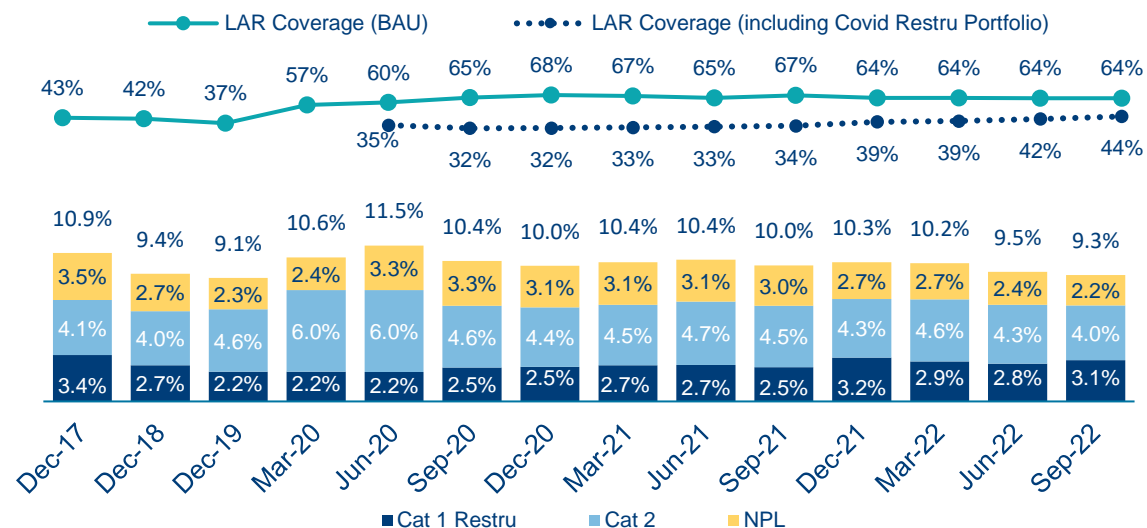


Non-Performing Loans & Loan-at-Risk

NPL Ratio & NPL Coverage (Consolidated)



BAU^(a) Loan at Risk Ratio & LaR Coverage (Consolidated)



Note: If we include Covid Restructuring Col 1, Adjusted LaR Sept 22 would have been 13.4%

3Q 2022 Loan Loss Reserve (Bank-only, Rp Tn)

Stage	Loan Loss Reserve (LLR)	Total Loan	LLR/Loan
1	11.7	795.6	1.47%
2	26.6	87.2	30.49%
3	21.3	25.1	85.01%
Total	59.5	907.8	6.56%

3Q 2022 Loan Stage Profile by Segment (Bank-only)

Stage	Corporate	Commercial	SME	Micro	Consumer
1	84.5%	80.0%	96.0%	97.1%	95.5%
2	13.5%	13.6%	2.8%	1.5%	2.4%
3	2.0%	6.4%	1.2%	1.4%	2.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

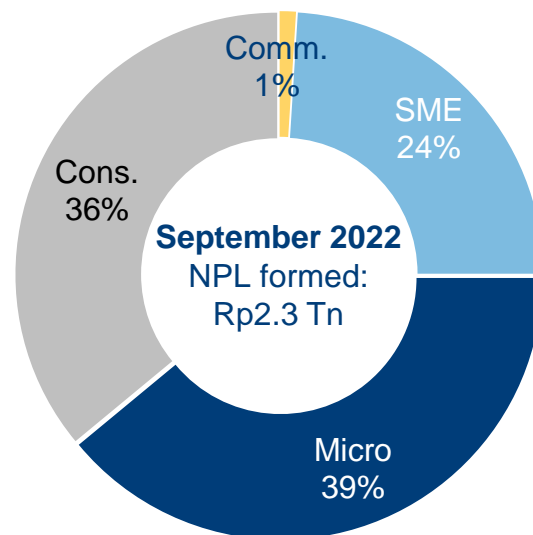
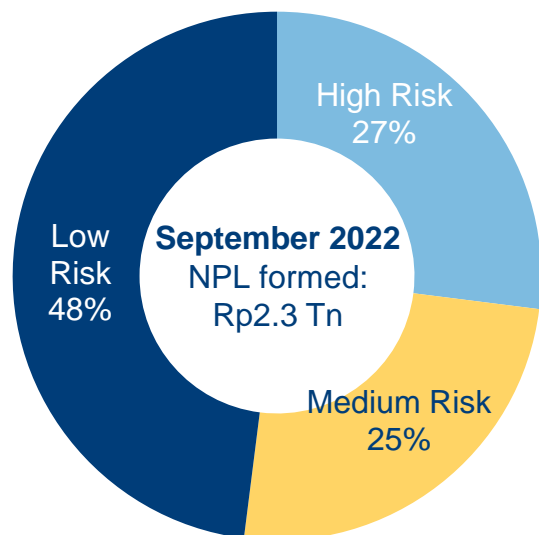
COVID-19 Restructured Loans – Detailed Analysis by Segment and Risk Profile

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

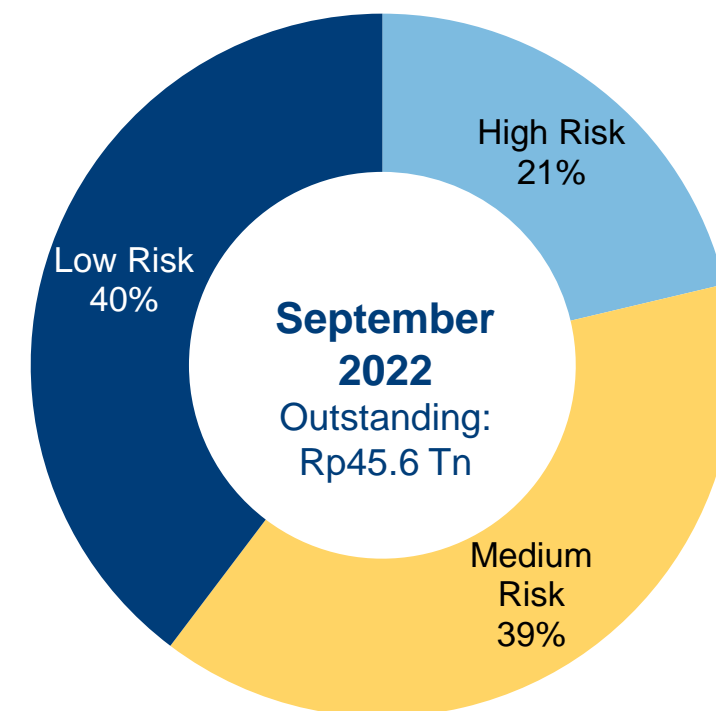
As of 3Q 2022	Outstanding (Rp Tn)	Low Risk	Med Risk	High Risk	Total Provision	Low Risk	Med Risk	High Risk
Corporate	16.3	24.3%	49.8%	25.8%	27.7%	1.5%	12.8%	81.0%
Commercial	8.5	26.7%	51.3%	22.0%	18.8%	5.0%	11.2%	53.3%
SME	6.2	82.6%	10.7%	6.6%	19.6%	15.8%	28.6%	51.3%
Micro	6.2	52.3%	22.0%	25.7%	18.2%	13.7%	11.0%	33.6%
Consumer	8.4	41.9%	38.8%	19.4%	17.8%	12.8%	10.6%	43.0%
Total	45.6	39.7%	39.0%	21.3%	21.8%	10.3%	12.5%	60.3%
COVID-19 Restructured NPL Ratio, Total & By Risk Profile =					5.11%	6.14%	3.24%	6.60%

COVID-19 Restructured Portfolio NPLs Analysis

COVID-19 Restructured NPLs by Risk Profile & Segment



COVID-19 Restructured Loan Risk Profile



By Risk Profile	Low Risk	Med Risk	High Risk	Total
(a) Covid-19 Restructured NPLs (Rp)	1,110 Bn	576 Bn	641 Bn	2,327 Bn
(b) Covid-19 Restructured book (Rp)	18.1 Tn	17.8 Tn	9.7 Tn	45.6 Tn
(a/b) NPL Ratio By Risk Profile (%)	6.14%	3.24%	6.60%	5.11%

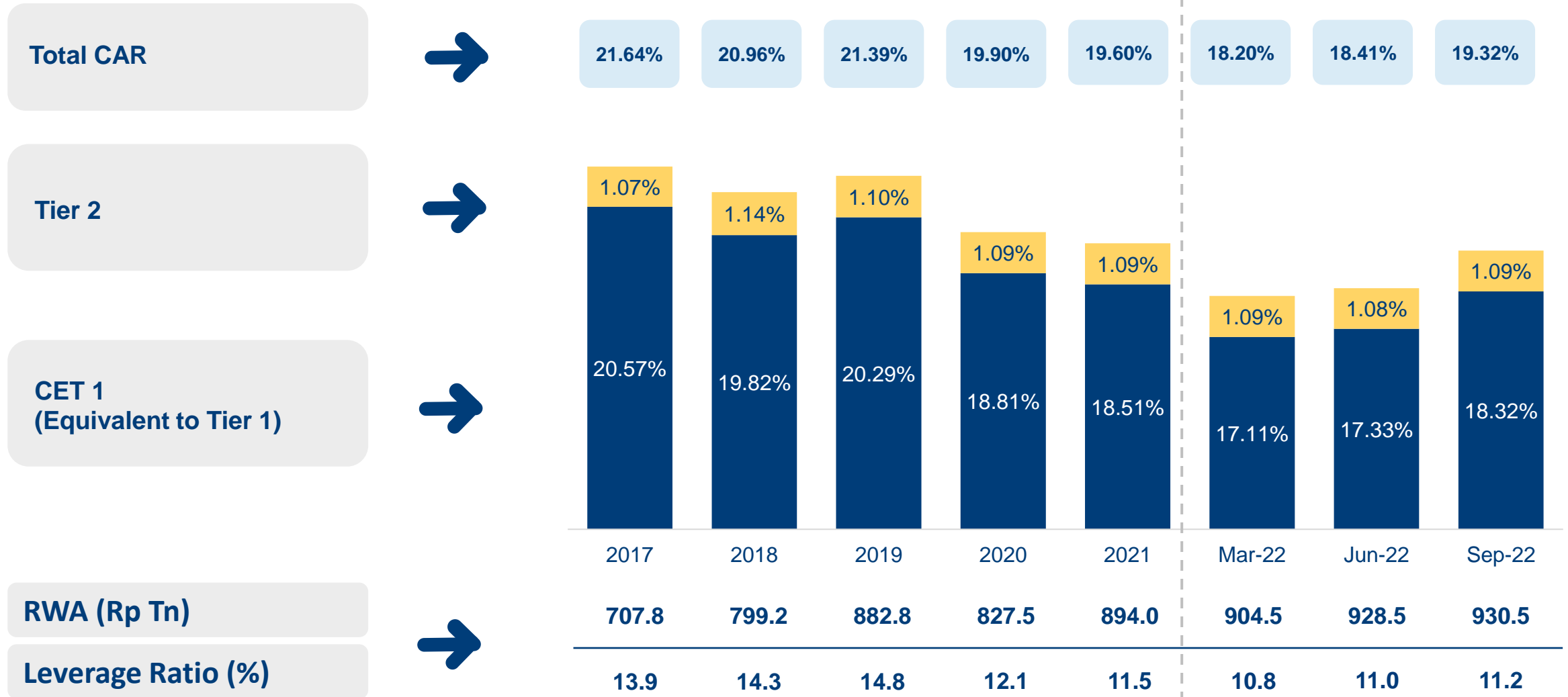
Provisioning Details (BAU and Covid-Restructured Build Up)

Business Unit	Loan Mix (% of consolidated loan)						YTD Cost of Credit (%)						
	2018	2019	2020	2021	9M21	9M22	2018	2019	2020	2021	9M21	9M22	
Corporate	40.7	40.2	38.6	34.6	35.7	35.1	(0.4)	0.4	1.2	1.3	1.3	0.23	
Commercial	17.0	16.7	17.5	16.5	16.5	16.1	4.8	2.5	3.4	2.7	3.4	1.51	
SME	6.9	6.5	6.2	5.7	5.7	5.7	4.5	3.2	2.2	1.5	1.8	2.37	
Micro	12.5	13.6	13.5	12.6	6.9	12.6	2.1	1.7	3.1	2.6	3.3	2.90	
Consumer	10.7	10.4	9.7	8.8	8.4	8.2	2.4	2.1	4.4	2.3	2.5	2.39	
Total Bank Only	87.7	87.3	85.5	78.9	79.2	77.8	1.6	1.3	2.3	1.9	2.1	1.30	
Bank Syariah Indonesia ^(b)	8.2	8.3	9.3	16.3	15.9	17.0	3.8	2.1	2.3	2.4	2.9	1.96	
Mandiri Taspen	1.9	2.2	2.9	3.0	3.0	3.0	0.4	0.5	1.6	2.6	2.1	1.29	
Mandiri Tunas Finance ^(a)	2.0	1.9	2.0	1.7	1.7	1.9	2.9	2.6	4.3	3.7	3.7	2.00	
Mandiri Utama Finance ^(a)	0.5	0.5	0.5	0.5	0.5	0.5	5.2	3.4	3.8	4.2	3.9	6.11	
Total Subsidiaries	12.6	12.9	14.7	21.5	21.1	22.5	3.2	1.9	2.5	2.5	2.9	1.97	
<i>Elimination</i>	<i>-0.3</i>	<i>-0.2</i>	<i>-0.3</i>	<i>-0.4</i>	<i>-0.3</i>	<i>-0.3</i>							
Total Consolidated	100.0	100.0	100.0	100.0	100.0	100.0	1.8	1.4	2.3	2.1	2.3	1.46	
							NPL Coverage – Consolidated (%)	142.8	144.3	229.1	243.5	230.1	267.6
							LAR BAU Coverage – Consolidated (%)	41.7	36.8	69.2	69.4	67.8	64.2

(a) Non-Joint Finance only

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

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**'



Become Digital: Everything You Need In A Digital Bank Is Delivered By

Launched on
2 Oct 2021..

delivered all financial services and integrated with
urban lifestyle ecosystem in ONE APPLICATION



Comprehensive Banking Experiences

All banking services controlled in your hand

Full-suite Financial Services

Integration with best customer lifestyle ecosystem

Open Ecosystem

Complete financial services from insurance, investment and consumer financing



Designed As A Journey to Go Beyond Banking, 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

Monetizing the crowd,
democratizing the services
UNLOCKING VALUE

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

BUILDING THE CROWDS

STAGE 1

STAGE 2

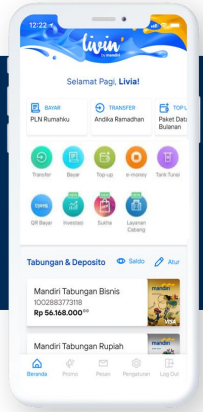


STAGE 3





Constantly Delivering **Outstanding Performance** from the Very First of its Inception, in Just 12 Months!



18 Mn
Downloads in
just 12 Months

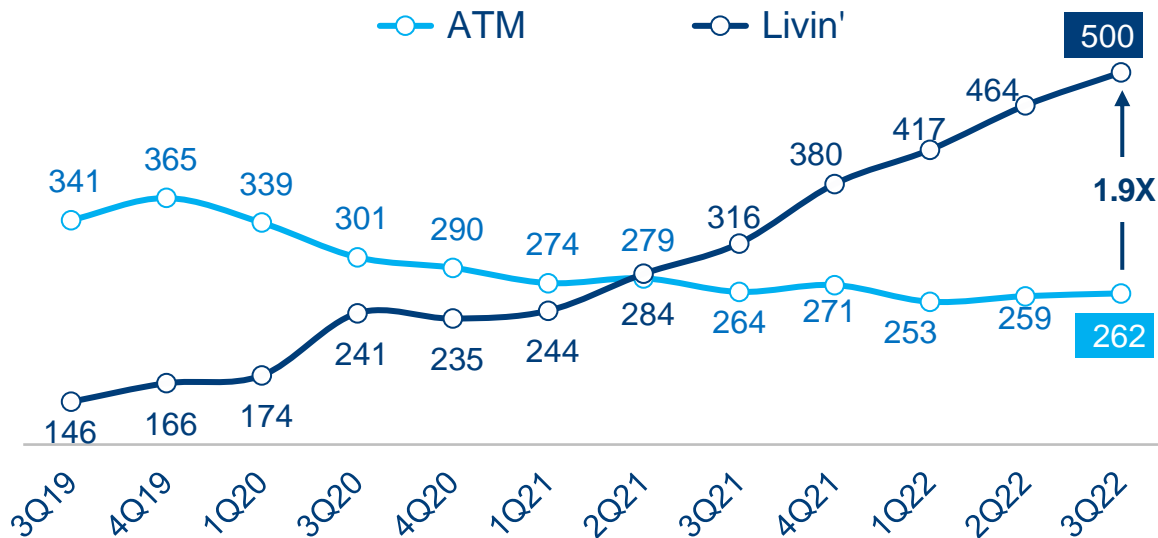
14 Mn
Registered
User

~55%
New Cust. Onboarded
In September 2022

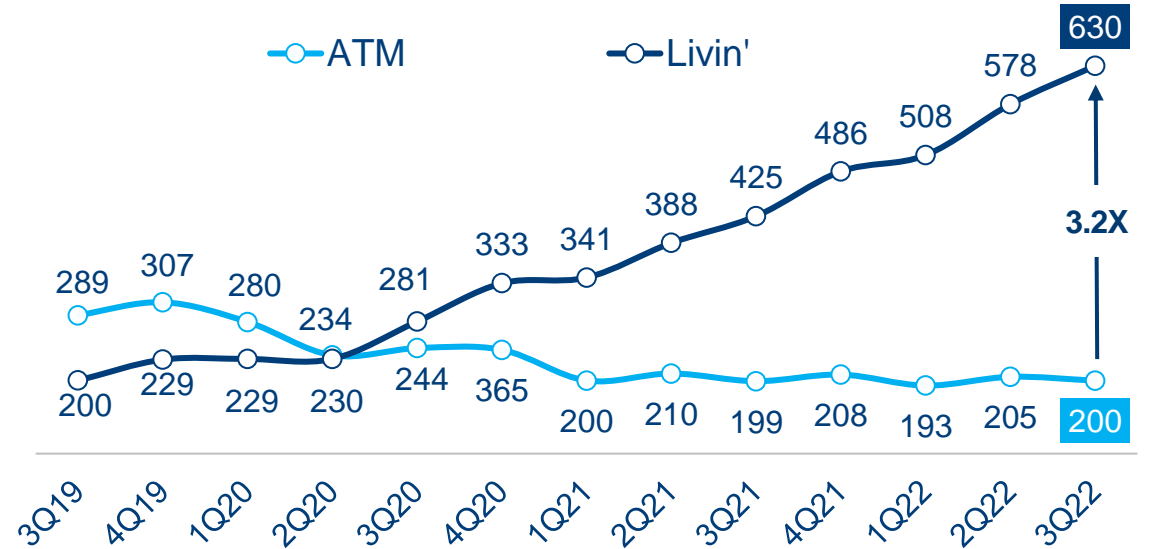
↑ ~60%
Growth Transaction Vol.
Q3 2022 (YoY)

↑ ~50%
Growth Transaction Value
Q3 2022 (YoY)

Livin' vs ATM Quarterly Transaction Volume (in Mn)



Livin' vs ATM Quarterly Transaction Value (in Rp Tn)

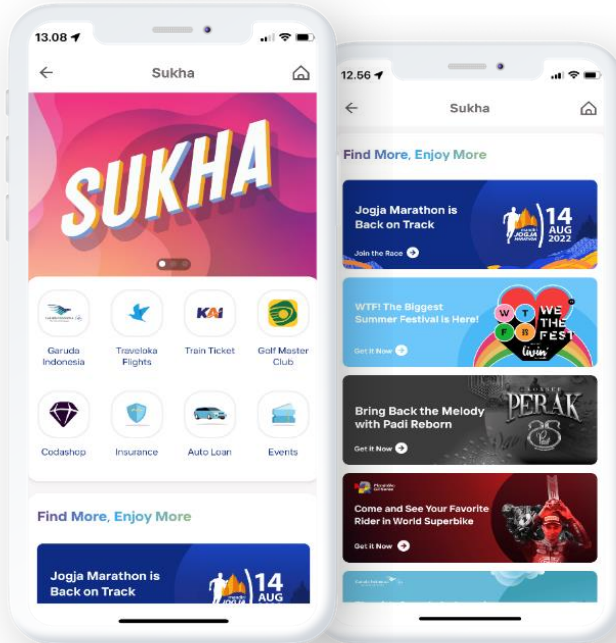




Sukha & Investment: Satisfying Customers' Needs Beyond Ordinary Banking, A New Engine of Value Creation

Venturing Beyond Banking! Non-stop Innovation To Bring Digital Lifestyle Use Cases

Launched: May 2022



Growth Q3 2022 (QoQ):

2x Growth of user base

4x Growth of transaction value

6x Growth of transaction volume



Plane Ticket



Train Ticket



Golf Course



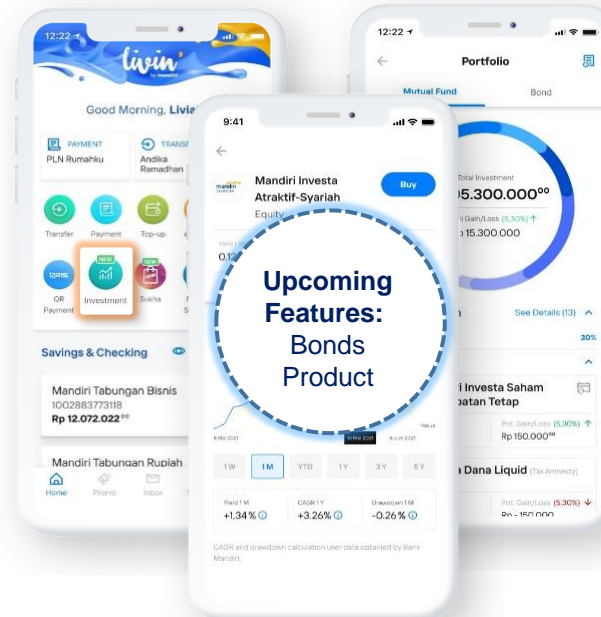
Concert & Event



Game Voucher

Democratizing Investment, Unlocking The Door To Wealth Creation For The Masses

Launched: May 2022



Growth Q3 2022 (QoQ):

20 % Growth of user base

45 % Growth of AUM

IDR 1.5Tn Value of transactions (Since Launched)

In Partnership With:



Schroders



Ashmore



mandiri investasi

...and many more



Endlessly Innovating, Focus on Staying Relevant and Creating New Revenue Streams

October 2021

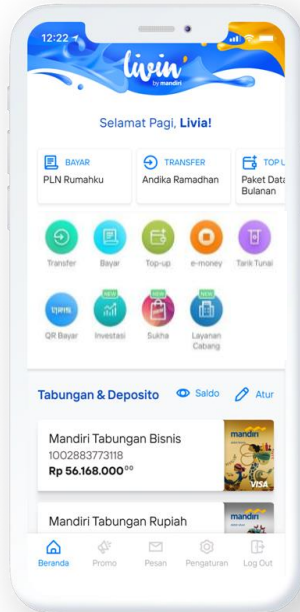
December 2021

January 2022

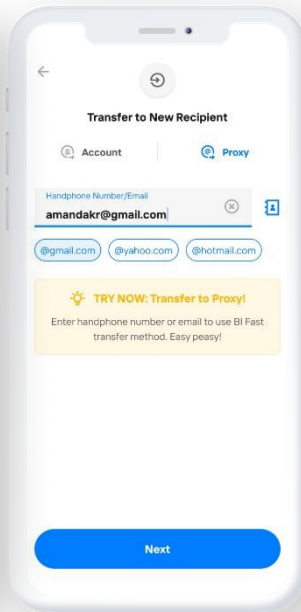
May 2022

June 2022

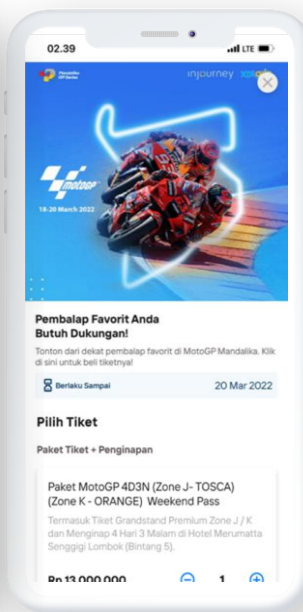
Future Release



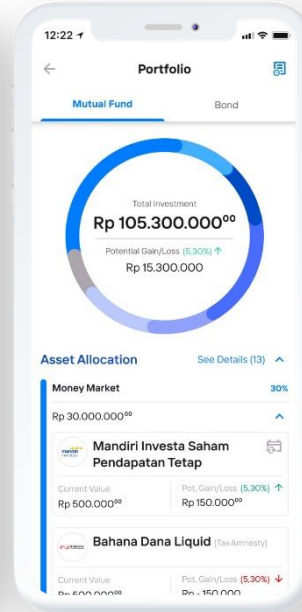
Public Launch



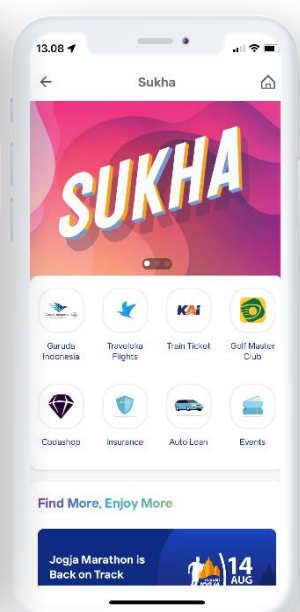
First Bank that implemented **BI-Fast**



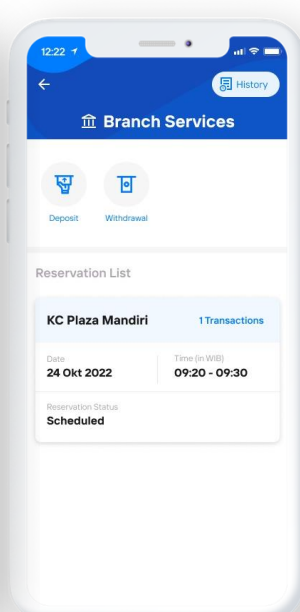
Exclusive mobile banking partner of MotoGP 2022



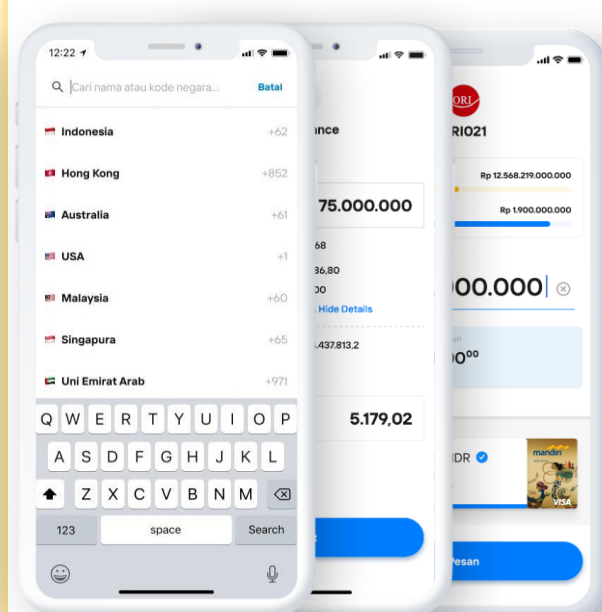
Seamless access to broad spectrum of investment products



Ecosystem Integration for every customer needs



Skip the queuing using branch reservation at any branch



Registration for overseas customers

Crossborder Remittance

Primary Bonds

Super Platform **Kopra**



Offering Superior Mobile Features for Extra Convenience in Every Business Transaction

Primary Features of KOPRA



E-FX

Forex transactions, monitor foreign exchange rates in real time



ONBOARDING SUPPLIER

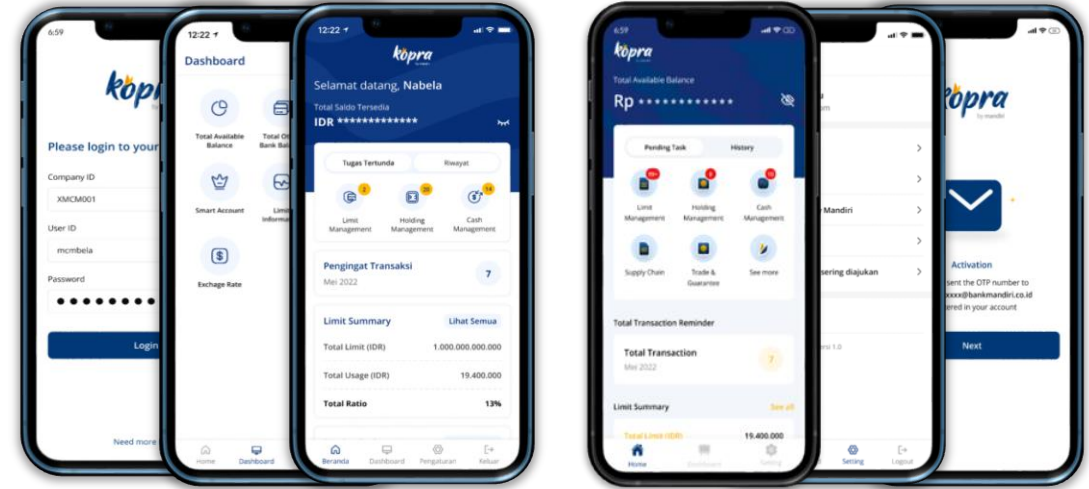
Easy registration for supplier to join the KOPRA ecosystem



ONBOARDING TRANSACTION CHANNEL

Register to KOPRA Cash Management, KOPRA Trade and KOPRA Value Chain Portal with ease

NEW! Recently Launched KOPRA Mobile App



MOBILE APP

Convenience Transactions Anywhere & Anytime

NEW!



GIRO ONLINE NOW (GO NOW)

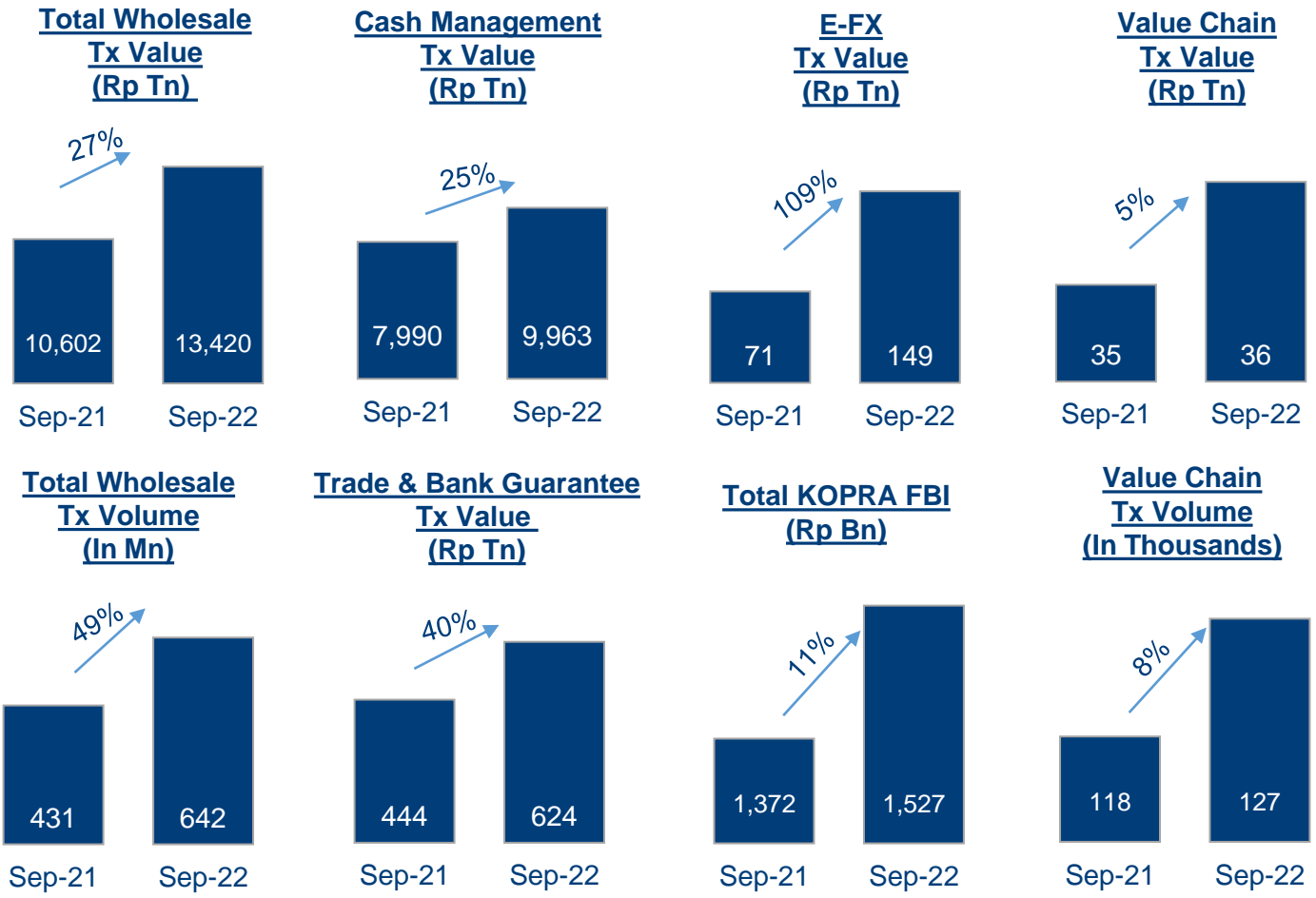
Opening additional current/Giro account digitally through KOPRA Portal



VIRTUAL ASISSTANT 2.0

Offering administrative assistance without coming to branch through chatbot, voice call, and appointment

Bank Mandiri Wholesale Transaction By Type of Product



Subsidiaries Performance



Subsidiaries Performance

Sharia Banking



Loan : Rp199.8 Tn (22.4% YoY)
ROE : 16.2%

Niche Banking



Loan : Rp35.3 Tn (15.4% YoY)
ROE : 28.3%

Investment Banking



Total Asset	: Rp4.5 Tn (13.6% YoY)	Rp437 Bn (-8.1% YoY)	Rp3.8 Tn (12.3% YoY)
ROE	: 12.6%	10.1%	-0.1%

Insurance



Total Revenue	: Rp 3.7 Tn (8.2% YoY)	Rp 1.9 Tn (15.1% YoY)
ROE	: 38.7%	11.6%

Multi-Finance



Loan	: Rp 43.9Tn (12.1% YoY)	Rp21.8 Tn (48.1% YoY)
ROE	: 26.6%	33.4%

International Banking

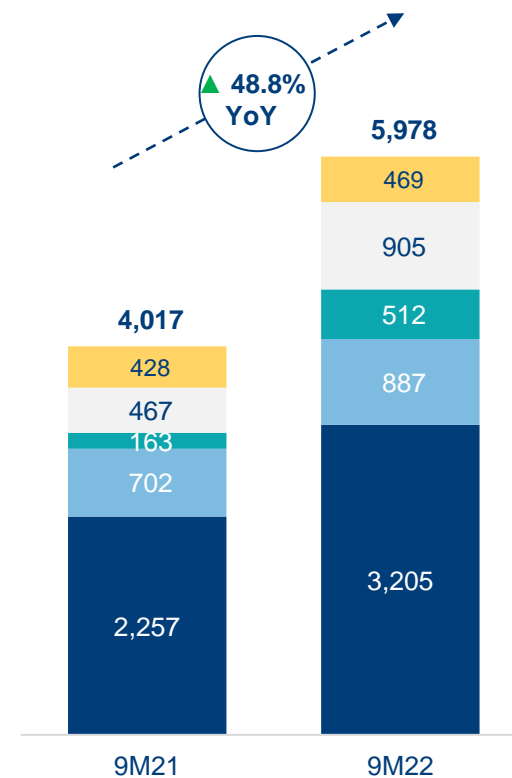


Total Asset	: Rp3,503 Bn (39.8% YoY)	Rp23.1 Bn (0.9% YoY)
ROE	: 1.9%	4.1%

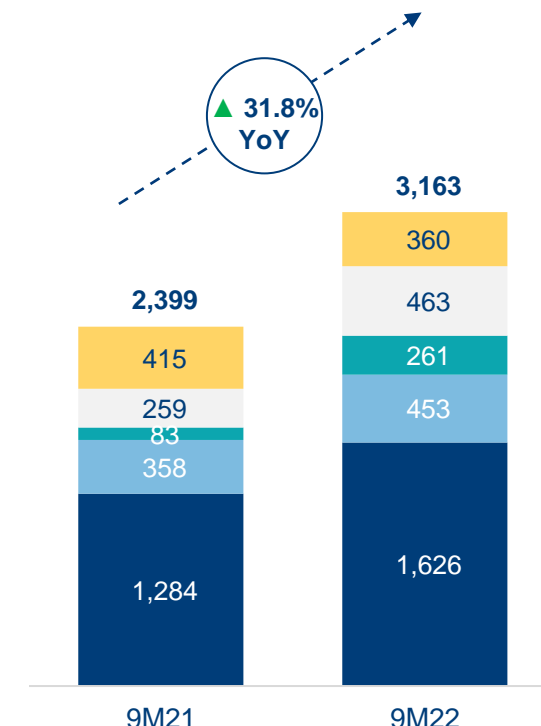
Subsidiaries Net Profit^(b) Contribution To Mandiri Group

Rp Billion

Net Profit After Tax



NPAT Ownership



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

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	9M21	9M22	YoY Growth
Loan	171,291	163,317	199,822	22.4%
% to Mandiri Loans	16.3	16.0	17.1	1.1ppt
Deposit	233,251	219,188	245,176	11.9%
Revenue	16,244	11,828	14,000	18.4%
NPAT	3,028	2,257	3,205	42.0%
% to Mandiri NPAT		11.7	10.5	(1.2ppt)
Key Financial Ratio				
Cost of Fund (%)	2.4	2.1	1.6	(0.5ppt)
Gross NPL (%)	2.9	3.1	2.7	(0.4ppt)
Coverage Ratio (%)	148.9	141.0	162.3	21.2ppt
LFR (%)	73.4	74.5	81.5	7.0ppt
CAR (%)	22.1	22.7	17.2	(5.6ppt)
ROA (%)	1.6	1.7	2.1	0.4ppt
ROE (%)	12.9	12.5	16.2	3.7ppt

FBI Strategy Focus: E-channel and Pawning

Fee-based Income (Rp Bn)	9M21	9M22	YoY
E-channel	517.0	664.0	28.4%
Pawning	445.0	466.6	4.9%
Collection	454.6	698.6	53.7%
Operational	166.3	196.9	18.4%
Treasury	82.7	108.1	30.6%
Others	454.5	698.6	53.7%
Total	2,144.7	2,691.7	25.5%



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	Q3 2021	Q3 2022	YoY Growth
Gross Written Premium	9,504	11,199	12,845	8,556	9,465	10.6%
Total Gross Claim	5,348	4,856	9,052	6,388	8,888	39.1%
Management Expense	948	1,010	1,023	736	788	7.1%
Net Profit After Tax	1,004	1,002	1,036	702	887	26.4%
Total Asset	32,753	37,556	41,079	37,256	39,643	6.4%
Risk Based Capital	591.2%	536.5%	423.1%	371.8%	327.8%	-44.0pt



Life Insurance Market Rank¹



Bancassurance

Rank

#2

(15% m/s)



Telemarketing

Rank

#2

(20% m/s)



All Channel

Rank

#4

(7% m/s)

^{a)}Based on Weighted New Business Premium, AAJI report Q4 2021

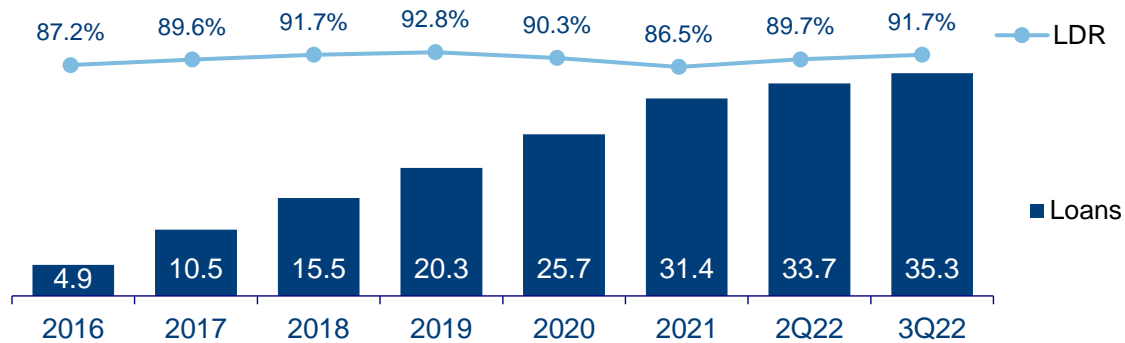
Mandiri Taspen

Bank Mantap is Still on The Right Track To Be Indonesia's Best Pension Business Bank in 2021

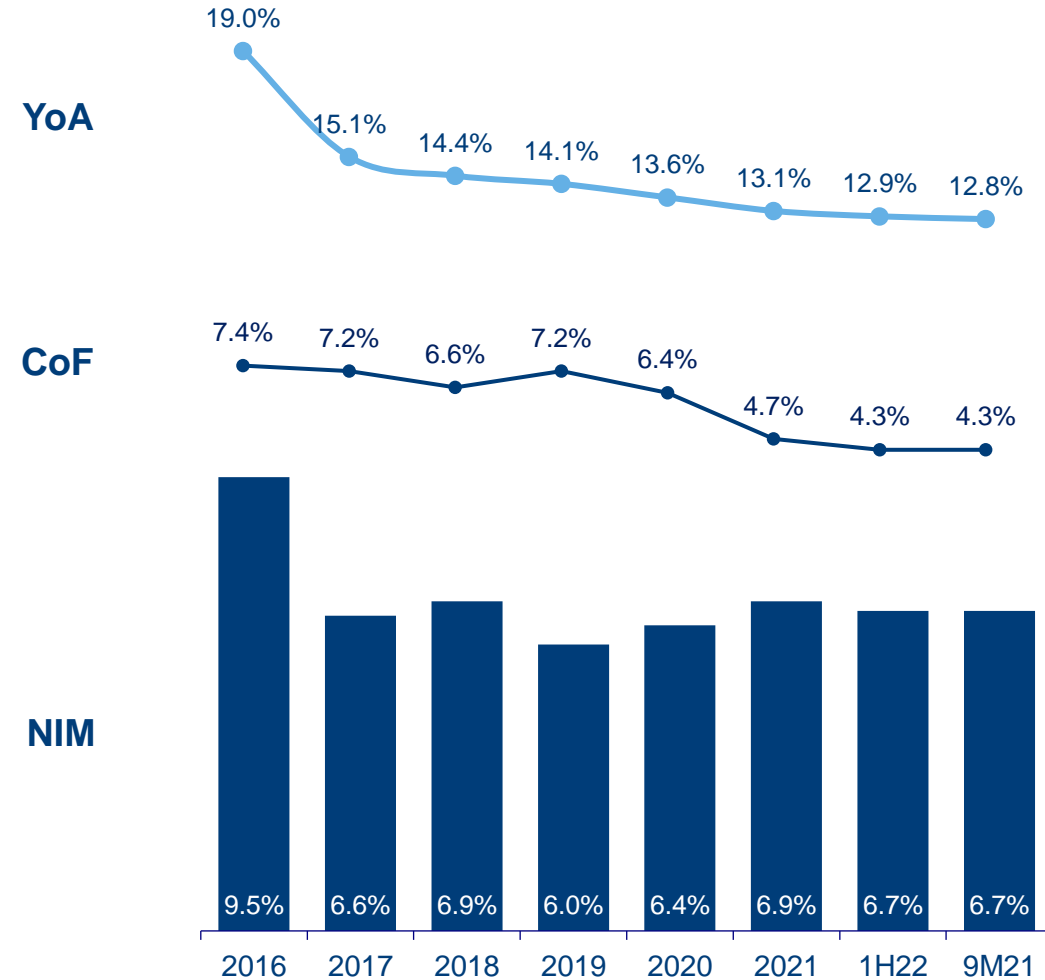
Financial Performance (Rp Bn)

	2018	2019	2020	2021	9M21	9M22	YoY Growth
Loans	15,526	20,316	25,662	31,351	30,634	35,347	15.4%
% to Mandiri Loans	1.9	2.2	2.9	3.0	3.0	3.0	0.0ppt
Deposits	15,260	19,864	27,581	34,128	33,247	36,870	10.9%
NPAT	334	445	429	646	467	905	93.7%
% Mandiri NPAT	1.3	1.6	2.2	2.3	2.4	3.0	0.5ppt
Key Financial Ratios:							
CER (%)	57.9	55.1	51.9	44.0	43.8	41.3	(2.5ppt)
CoC (%)	0.6	0.5	1.5	2.5	2.1	1.3	(0.8ppt)
Gross NPL (%)	0.6	0.7	0.8	0.7	0.7	0.8	0.0ppt
CAR (%)	24.3	21.7	17.4	19.5	19.4	19.9	0.5ppt
ROA (%)	2.6	2.6	1.9	2.1	2.4	3.5	1.2ppt
ROE (%)	20.5	19.3	14.9	17.3	17.5	28.3	10.8ppt

Total Loans (Rp Tn) & Loan to Deposit Ratio



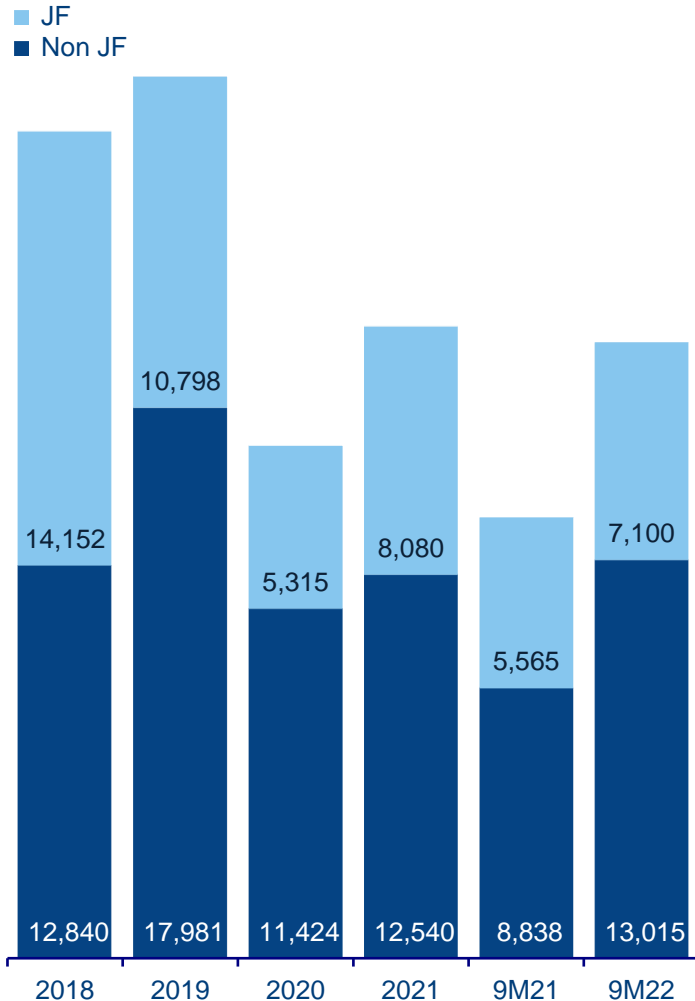
Net Interest Margin, Yield of Assets & CoF



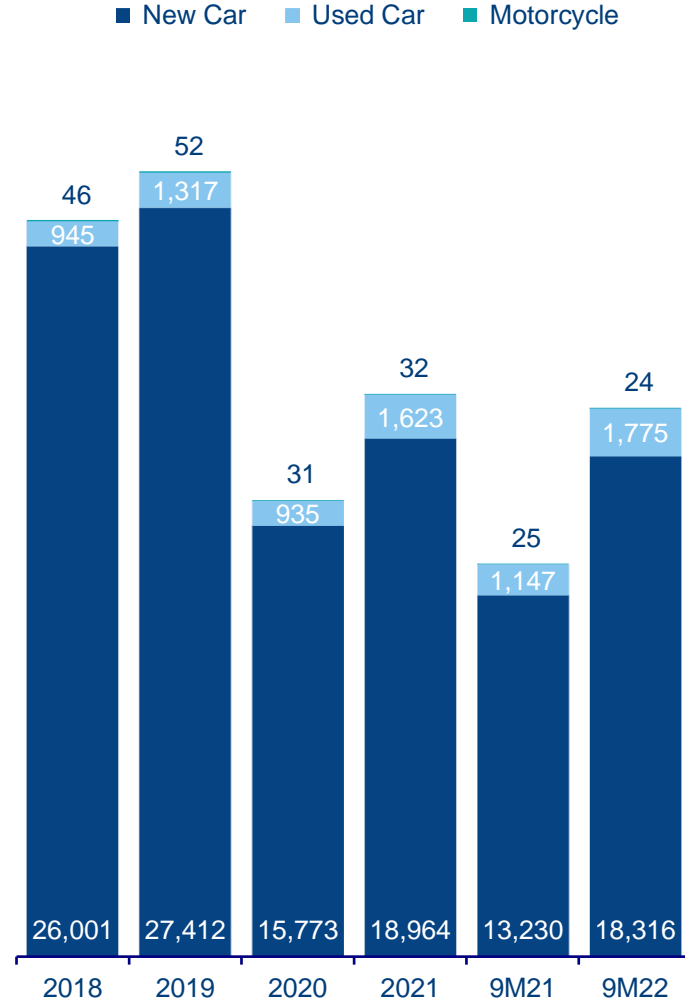
Mandiri Tunas Finance

Strong Franchise In New Cars Financing

Disbursement by JF vs NJF (Rp Bn)



Disbursement by Vehicle Type (Rp Bn)



Financial Performance (Rp Bn)

	2018	2019	2020	2021	9M21	9M22	YoY Growth
Loans	43,490	46,843	41,607	39,731	39,183	43,938	12.1%
% to Mandiri Loans (%)	5.3	5.2	4.7	3.8	3.8	3.8	(0.0ppt)
NPAT	403	447	(299)	245.9	162.8	511.7	214.3%
% to Mandiri NPAT (%)	1.6	1.6	(1.7)	0.9	0.8	1.7	0.8ppt
Disbursement	26,991	28,780	16,740	20,621	14,402	20,115	39.7%
Key Financial Ratios:							
NIM (%)	2.7	2.6	1.6	3.3	3.0	4.2	1.2ppt
CER (%)	48.3	47.6	72.7	49.0	49.1	45.8	-3.3ppt
CoC (%)	2.1	2.2	4.2	3.7	3.7	2.0	-1.7ppt
NPL (%)	0.8	0.8	0.8	1.0	1.2	0.8	-0.2ppt
ROA (%)	3.3	3.2	(2.1)	1.7	1.5	4.2	2.7ppt
ROE (%)	20.7	19.5	(12.4)	11.0	9.8	26.6	16.8ppt

Environmental, Social & Governance



Bank Mandiri ESG Performance at a Glance

Environment

Assets

Loan to green sector
Rp 101tn



Credit Card for Solar Panel

% share to Bank Only Loan
11.1%



EV Financing for retail Customer (Rp 58Bn)

Liabilities



46% of Sustainable Bond allocated to finance Green Projects

Launched 1st ESG Repo in Indonesia **#1**



Operations



15% Water Recycled used*)



22% Water Recycled used*)

Lesser Carbon Footprint Through Digital Services



#1

Collaborations in Indonesia with PLN for Electronic Vehicle as operational cars



Providing charging station in Headquarter Office

Social

Assets

Loan to social sector
Rp 120tn



16% YoY

Government Subsidized Loan to more than **2.5mn** borrowers

% share to Bank Only Loan
13.2%

114,293 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



34% Female Employee in Top Level Management (AVP above)

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



Dedicated ESG Function in our organization



Responsible Banking

Sustainable Portfolio (in Rp)



Renewable Energy
4.8Tn



Sustainable Agriculture
92.4Tn



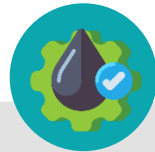
MSMEs
114Tn



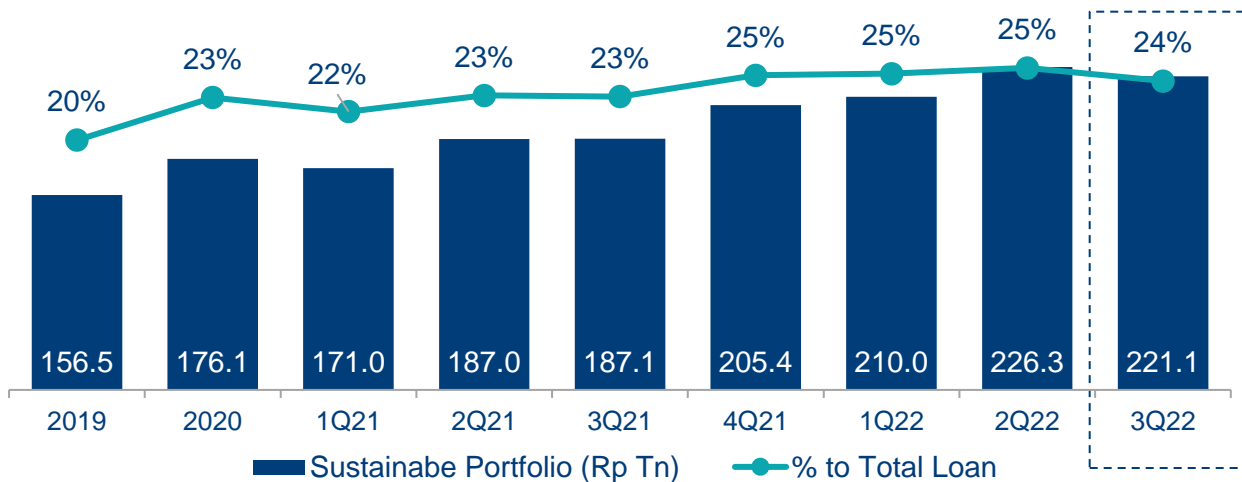
Sustainable water & wastewater management
1.0Tn



Clean Transportation
2.8Tn



Others (green buildings, access to essential services and pollution prevention & control)
5.9Tn



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



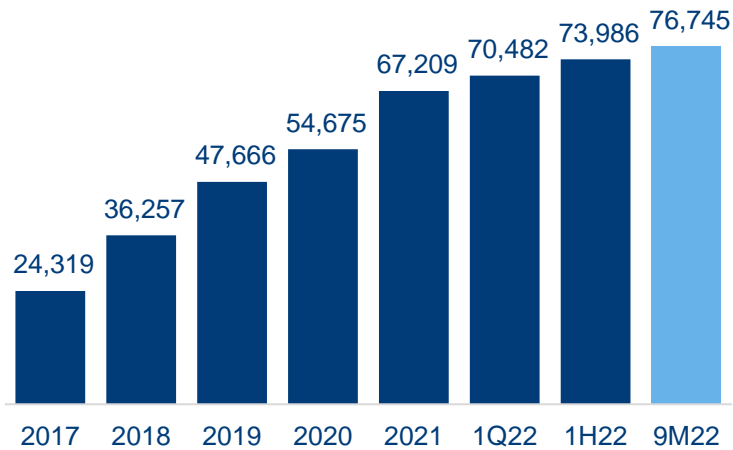
Prohibit Drugs and Narcotics



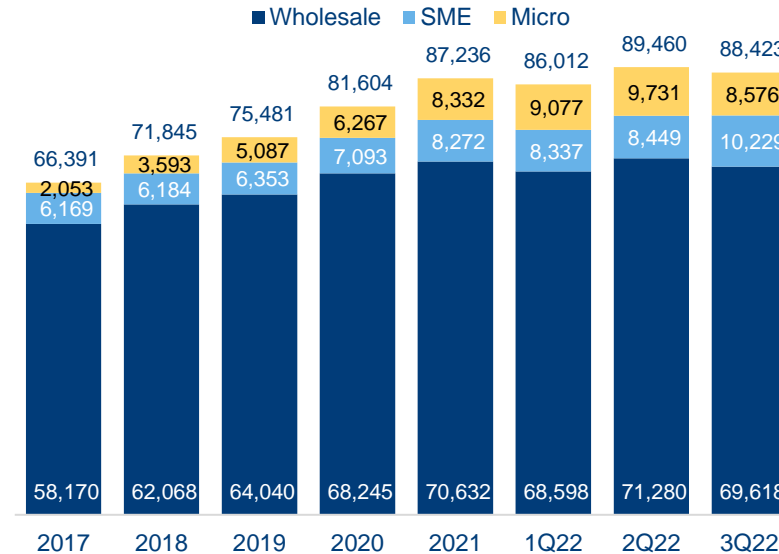
other sectors prohibited by other laws and regulations.

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



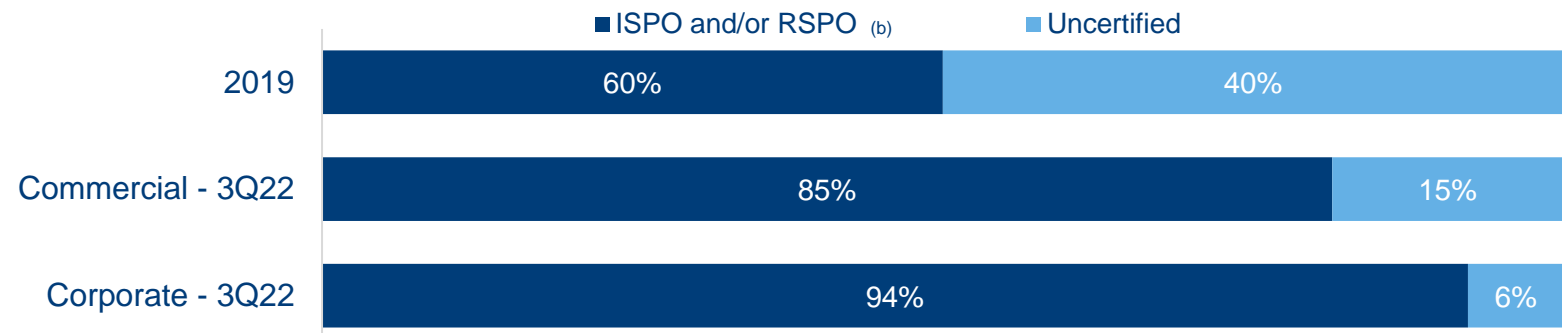
Community Engagement for Schools



Community engagement for sustained livelihood

Certified Palm Oil

87% SHARE OF CERTIFIED CPO PLANTATION & REFINERY^(a)

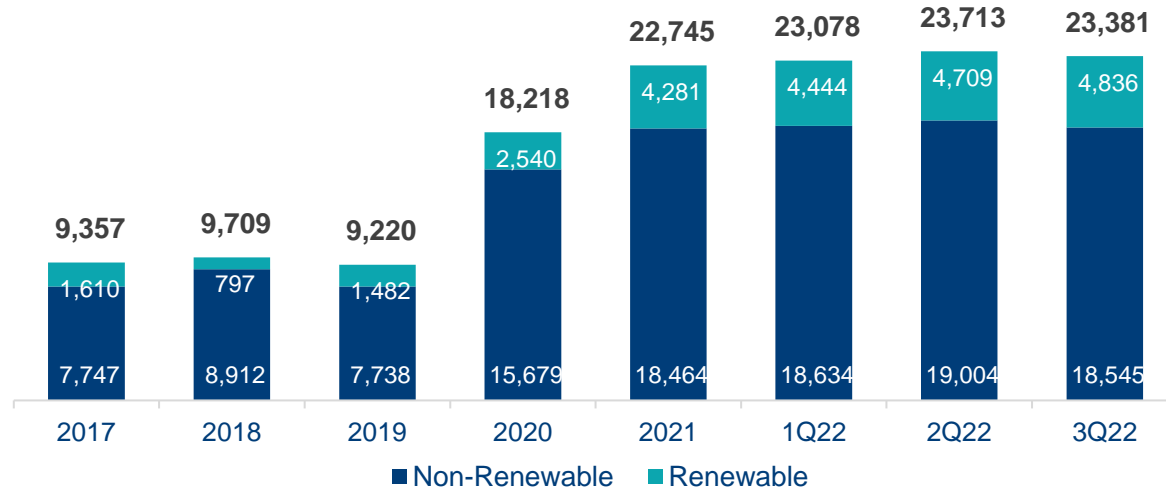


^(a) Including debtors who are in the certification process

^(b) Debtors who are RSPO certified are only in Corporate debtors

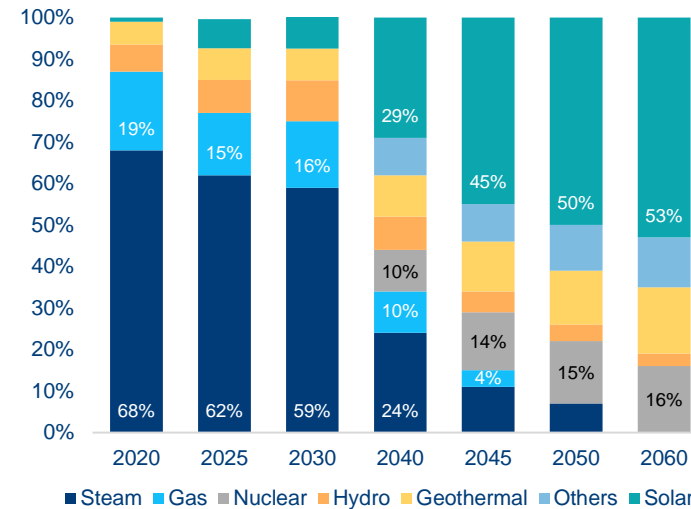
Bank Mandiri Takes Part in Supporting Renewable Energy Ecosystem

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



Government Aspiration on Renewables

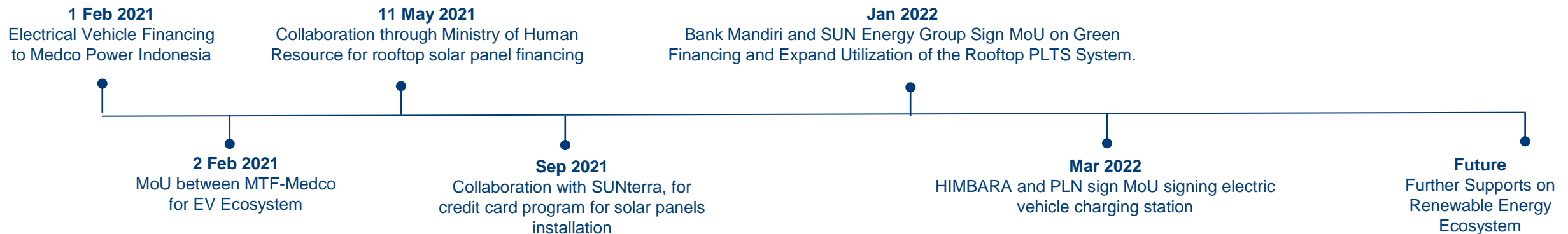
PLN Long-Term Plan in %



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

Rp61.7^{tn}

2.5^{mn}

of borrowers

Collaboration through our subsidiary, MCI



128,056

Clients

Rp1.79^{tn}

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



Rice Milling Unit



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

3,415 are Listed in E-Commerce

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

156,191 agents

Delivers impact to

±5Mn

People

(Inc. 1.9Mn account from branchless agent)

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

15,585

PMIs became entrepreneurs



Mandiri Sahabatku

Environmental CSR

Eco Ranger x Mandiri: Clean Tourism

Collaboration with Greeneration Foundation that focuses on handling waste and improving social welfare in Indonesian tourism destinations

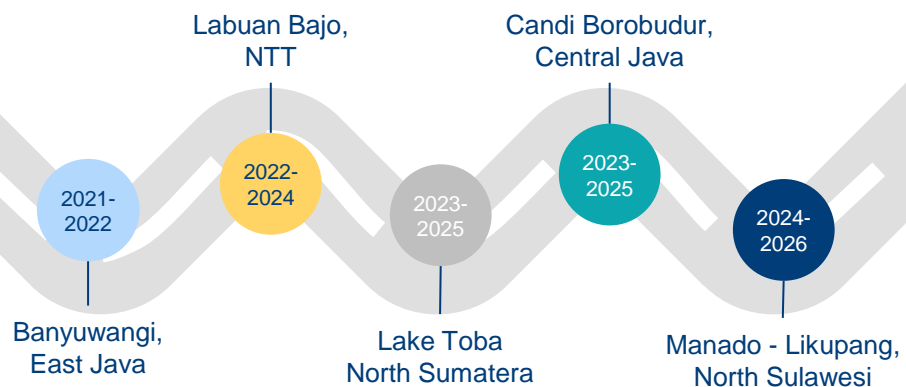


1.5 Ton waste management
March to September 22



247 family
Education for society and tourist

Program Location Roadmap



“Waste to Energy”

1. Optimization of Maggot Black Soldier Fly to decompose organic waste
2. Production of biogas from livestock waste into a source of energy



147 Ton waste management
March to September 22



>130tCO₂
Reduce emissions



7x
Optimization Biogas
Maggot Training



5 Building maggot
cultivation houses



A hand in a dark suit jacket points towards a glowing padlock icon. The padlock is the center of a circular interface with various business and technology icons around it, including a group of people, a lightbulb, a smartphone, a handshake, a classical building, gears, a bar chart, and a globe. The background is dark and features a blurred image of a person in a white shirt and tie.

Appendix

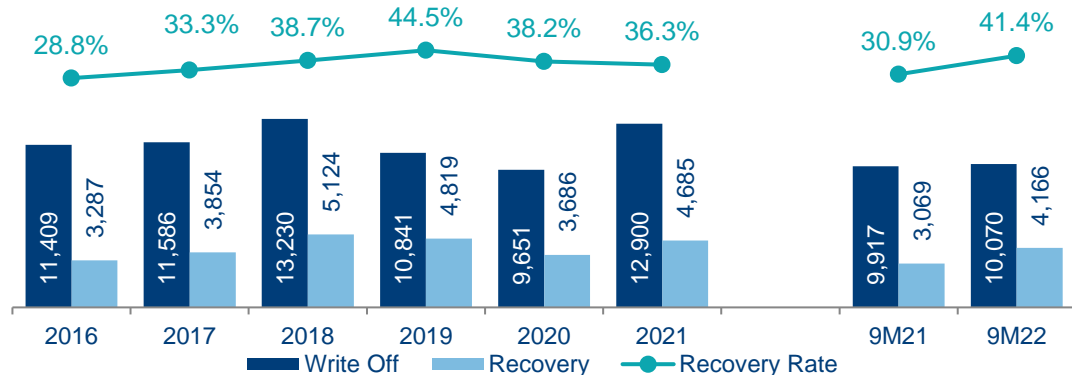
Breakdown of Interest Income & Interest Expense

In Rp Bn

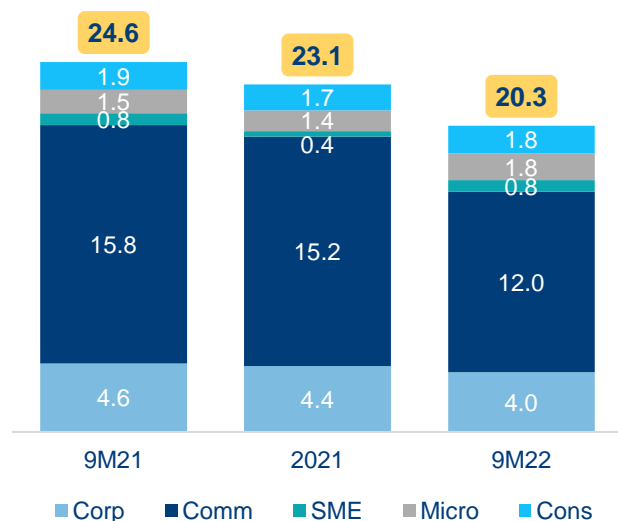
	3Q21	2Q22	3Q22	QoQ	YoY
Interest Income					
Loans	15,715	16,614	17,676	6.4%	12.5%
Government bonds	2,942	4,164	4,113	-1.2%	39.8%
Marketable Securities	841	752	746	-0.9%	-11.3%
Consumer financing	944	1,190	1,247	4.8%	32.0%
Placement at BI and other banks	279	272	302	10.9%	8.2%
Others	115	60	133	122.9%	15.5%
Syariah Income	3,319	3,981	4,108	3.2%	23.8%
Total	24,156	27,033	28,325	4.8%	17.3%
Interest Expense					
Time Deposits	2,822	2,574	2,479	-3.7%	-12.2%
Savings	900	715	863	20.8%	-4.1%
Current Account	1,187	971	1,295	33.3%	9.1%
Borrowings	482	542	626	15.5%	30.0%
Securities issued	602	874	905	3.6%	50.4%
Subordinated loan	0	1	0	-72.8%	-33.9%
Others (Incl. Syariah Expense)	5	3	5	73.5%	2.2%
Total	5,997	5,512	6,172	8.7%	2.9%

Improvement in Asset Quality

Write Off & Recovery (Rp Bn) – Bank Only



NPL by Segment (Rp Tn) – Bank Only



Segment	3Q22	NPL (%)
Corporate		0.97%
Commercial		6.40%
New Comm.		0.68%
Legacy Comm.		41.19%
SME		1.16%
Micro		1.22%
Consumer		1.89%
Bank Only^(b)		2.26%

Net NPL Formation ^(a) (%) – 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
9M21	0.28	3.71	2.69	2.95	3.47	1.90
9M22	0.09	2.16	3.19	2.89	2.79	1.48

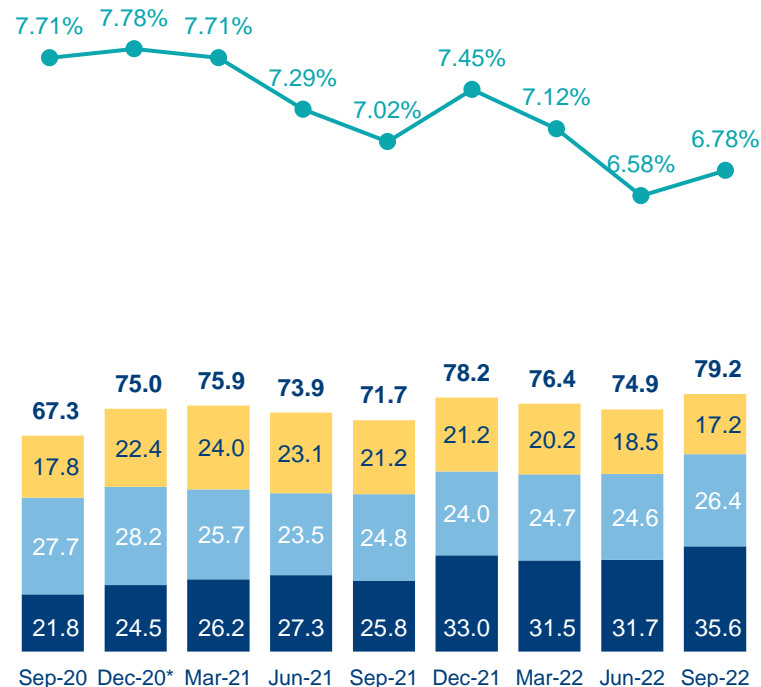
NPL Movement (Rp Tn) – Bank Only

NPL Movement	3Q21	4Q21	1Q22	2Q22	3Q22
Wholesale Banking					
Beginning Balance	21.5	20.3	19.2	19.2	17.6
(+) Downgrade	0.4	0.8	1.0	0.8	0.5
(-) Upgrade	0.3	0.0	0.0	0.0	0.0
(-) Collection	0.3	0.3	0.2	0.2	0.7
(-) Write-Offs	0.9	1.2	1.3	2.2	1.5
(+) Others	-0.1	0.1	0.0	0.1	0.0
Ending Balance	20.4	19.6	19.2	17.6	15.9
Retail Banking					
Beginning Balance	3.8	4.2	3.5	4.2	4.2
(+) Downgrade	3.2	2.0	2.2	0.9	3.2
(-) Upgrade	0.8	0.6	0.5	0.2	0.6
(-) Collection	0.3	0.4	0.3	0.1	0.4
(-) Write-Offs	1.7	1.7	1.2	0.6	2.0
(+) Others	0.0	0.0	0.0	0.0	0.0
Ending Balance	4.2	3.5	3.8	4.2	4.4

Consolidated Restructured Loan

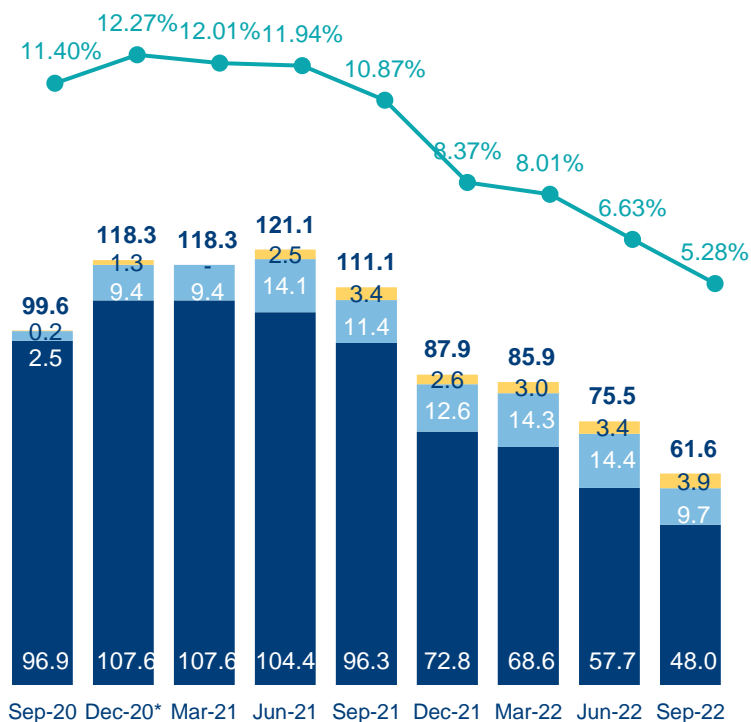
Restructured Loan (BAU)

■ Current ■ SML ■ NPL — % to total loan



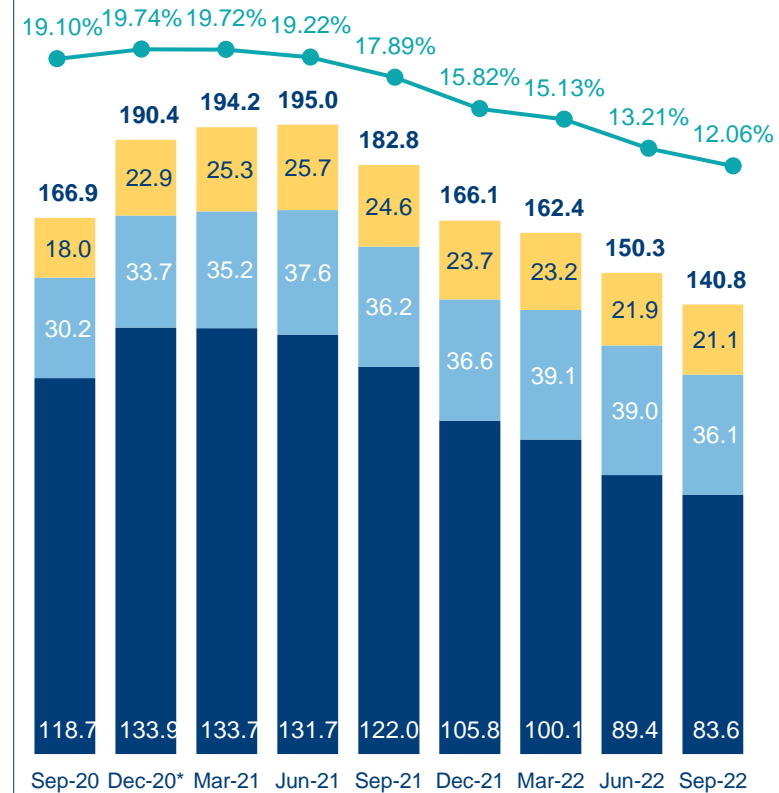
Restructured Loan (Covid)

■ Current ■ SML ■ NPL — % to total loan



Restructured Loan (BAU + Covid)

■ Current ■ SML ■ NPL — % to total loan



	Sep-20	Dec-20*	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22
Current Ratio	32.3%	32.6%	34.5%	36.9%	35.9%	42.2%	41.2%	42.4%	44.9%
SML	41.2%	37.5%	33.9%	31.8%	34.6%	30.7%	32.3%	32.9%	33.3%
NPL	26.5%	29.9%	31.7%	31.3%	29.5%	27.1%	26.4%	24.8%	21.8%

	Sep-20	Dec-20*	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22
Current Ratio	97.3%	90.9%	90.9%	86.2%	86.7%	82.8%	79.9%	76.5%	77.9%
SML	2.5%	8.0%	8.0%	11.7%	10.3%	14.3%	16.7%	19.1%	15.8%
NPL	0.2%	1.1%	1.1%	2.1%	3.1%	2.9%	3.5%	4.4%	6.3%

	Sep-20	Dec-20*	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22
Current Ratio	71.1%	70.3%	68.8%	67.6%	66.8%	63.7%	61.7%	59.5%	59.4%
SML	18.1%	17.7%	18.1%	19.3%	19.8%	22.0%	24.1%	25.9%	25.6%
NPL	10.8%	12.0%	13.0%	13.2%	13.4%	14.3%	14.3%	14.6%	15.0%

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

	Bank Only			Consolidated		
<u>BAU Restru</u>	Sep 2021 Rp 64.1 Tn	Dec 2021 Rp 68.2 Tn	Sep 2022 Rp 70.1Tn	Sep 2021 Rp 71.7 Tn	Dec 2021 Rp 78.2 Tn	Sep 2022 Rp 79.2 Tn
<u>COVID Restru</u>	Sep 2021 Rp 90.8 Tn	Dec 2021 69.7 Tn	Jun 2022 45.5 Tn	Sep 2021 Rp 111.1 Tn	Dec 2021 Rp 87.9 Tn	Sep 2022 Rp 61.6 Tn
<u>Total Restru</u>	Rp 154.7 Tn	Rp 137.9 Tn	Rp 115.6 Tn	Rp 182.8 Tn	Rp 166.1 Tn	Rp 140.8 Tn
<u>Total Restru/ Total Loan</u>	20.6%	16.7%	12.7%	17.9%	15.8%	12.1%

Recoveries of Written Off Loan – Historical Data

Recoveries of Written off Loans

Aggregate of Rp93.5 Tn (US\$ 6.139 Bn) in written-off loans as of end-of September 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)	Q3'22:	Rp 3.524 Tn (US\$ 231.4m)
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)		

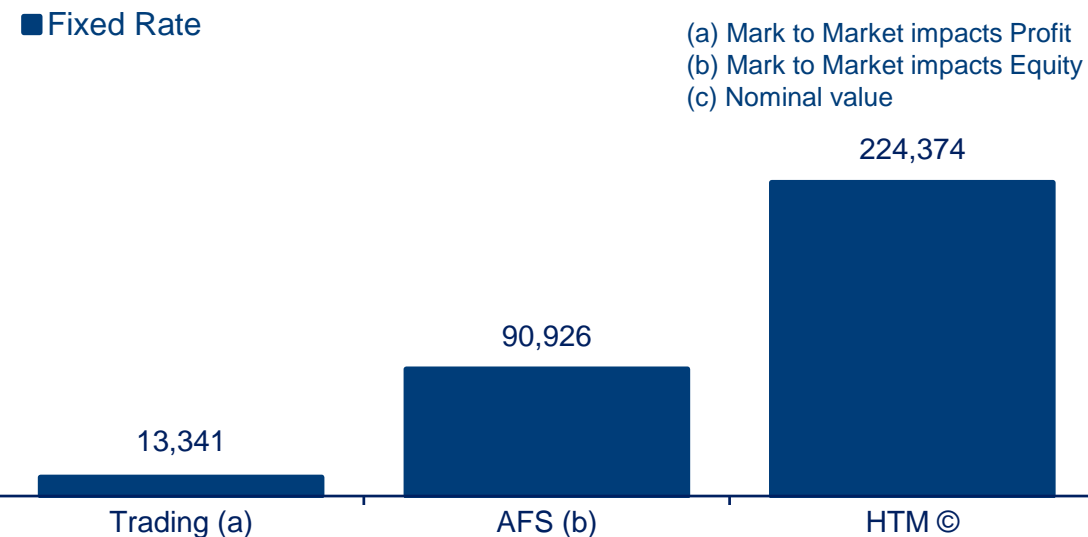
Government Bond Portfolio (Rp329 Tn as of September 2022)

Government Bond Portfolio by Type and Maturity

Maturity (Rp Bn)	FVTPL Portfolio		FVOCI		AC
	Nominal	MTM	Nominal	MTM	
Fixed Rate Bonds					
< 1 year	3,816	3,855	5,887	6,044	27,367
1 - 5 year	5,958	5,921	28,218	28,172	84,829
5 - 10 year	2,873	2,861	49,268	47,894	64,804
> 10 year	711	705	9,137	8,816	47,373
Total	13,357	13,341	92,510	90,926	224,374
Variable Rate Bonds					
< 1 year	-	-	-	-	-
1 - 5 year	116	117	-	-	-
5 - 10 year	-	-	-	-	-
> 10 year	-	-	-	-	-
Sub Total	116	117	-	-	-
Total	13,473	13,458	92,510	90,926	224,374

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

Bonds by Rate Type & Portfolio as of September 2022



3Q 2022 Government Bond Gains/(Losses) (Rp Bn)

	3Q21	4Q21	1Q22	2Q22	3Q22
Realized Gains/Losses on Bonds	251.5	2.4	1,799	(1,159)	(2.6)
Unrealized Gains/Losses on Bonds	1.1	0.8	3.5	(3.8)	3,228.0
Total	252.6	3.2	1,802	(1,163)	3,225

Bank Mandiri Credit Ratings

Moody's (7 July 2022)

Outlook	STABLE
LT Counterparty Risk Rating	Baa2
LT Debt	(P)Baa2
LT Deposit	Baa2

PEFINDO (10 February 2022)

Corporate Rating	STABLE
LT General Obligation	idAAA

MSCI (4 March 2022)

ESG Rating	BBB
------------	------------

Fitch Rating (11 February 2022)

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

Standard & Poor (21 January 2022)

Outlook	BBB-/Negative/A-3
---------	--------------------------

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

As of 9M22

Overseas Branch	7
Branches	2,370
• Conventional Branch	2,134
• Smart Branch	241
○ Digital Box	18
○ Hybrid Branch	196
○ Upgrade Branch	27
Micro Outlets	1,641
Branchless Agents	156,191
# Employees	37,605



Subsidiaries

As of 9M22

Total Contribution to Bank Mandiri	Rp 3.2 Tn
Top 3 contributors:	
• Bank Syariah Indonesia	
• Mandiri Taspem	
• AXA Mandiri Financial Services	



E-Channel

Wholesale

# Kopra User Registered	68,041
Wholesale Trx Value	Rp13,420 Tn
Trade & Bank Guarantee Value	Rp624Tn
Cash Management Trx Value	Rp9,963 Tn



Active Cards

Debit Cards	29 Mn
Credit Cards	1.7 Mn
Prepaid Cards	28.4 Mn



of Accounts

Deposit	37.9 Mn
Loan	5.2 Mn



Retail

Livin' Monthly Active Users ('000)	8,946
ATMs	13,076
# EDC ('000) ¹⁾	222
# Active E-Money Cards ('000) ²⁾	3,050

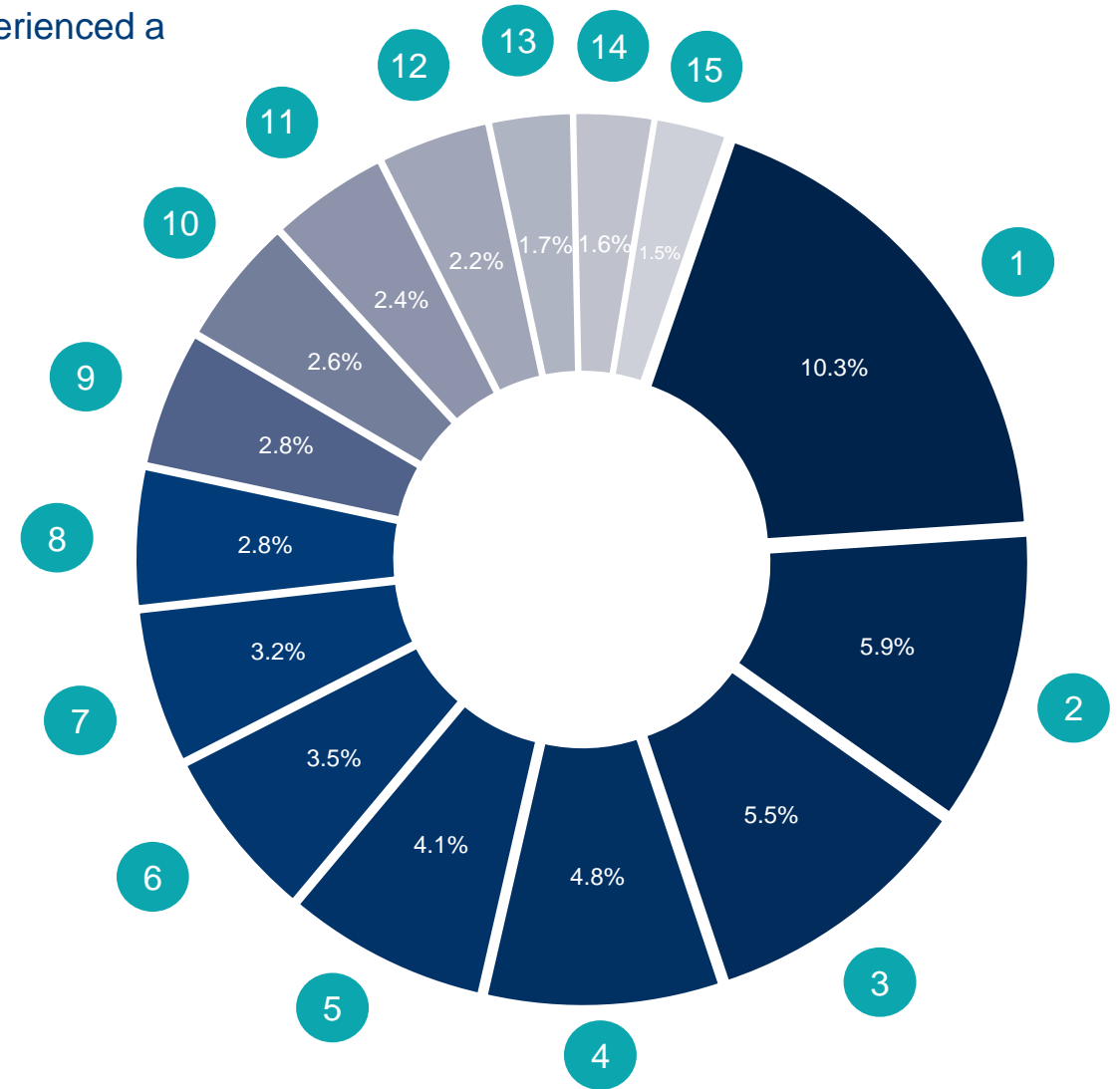
¹⁾ All EDC (EDC Merchant, EDC Bansos, EDC Branchless Banking)

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, September 2022

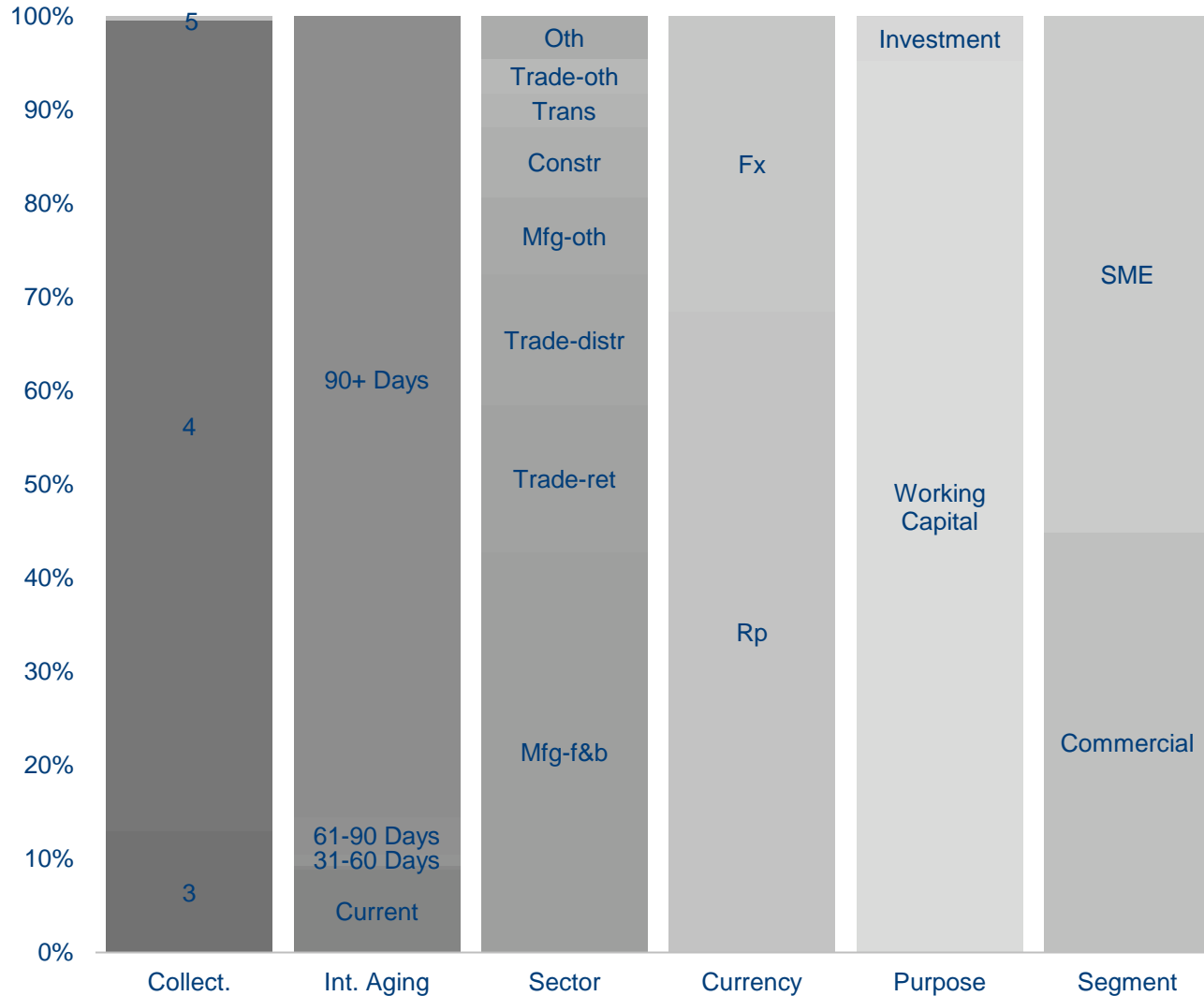
Top 15 sectors consist of prospective sectors, although some sectors have experienced a decline in growth and quality due to covid-19 pandemic

No	Top 15 Productive Ecosystem Sectors	% Share (Bank Only)	Cumulative %
1	Palm Plantation & CPO	10.3%	10.3%
2	Infra. Constr.	5.9%	16.3%
3	F&B Manufacturing	5.5%	21.7%
4	Energy & Water	4.8%	26.5%
5	Financial Services	4.1%	30.6%
6	Metal Mining	3.5%	34.2%
7	Government	3.2%	37.3%
8	F&B Retail Trading	2.8%	40.1%
9	Property	2.8%	42.9%
10	Metal Manufacturing & Trade	2.6%	45.5%
11	Telco	2.4%	47.9%
12	Coal Manufacturing	2.2%	50.2%
13	Hotel, Restaurant & Accommodation	1.7%	51.8%
14	Non-Financial Services	1.6%	53.4%
15	Fertilizer Manufacturing	1.5%	54.9%
	Others (68 Ecosystem)	45.1%	100.0%
Total		100.0%	



3Q22 Loan Detail*: Downgrades to NPL

Loan Profile: Downgrades to NPL (Rp 1,155 Bn) Bank Only



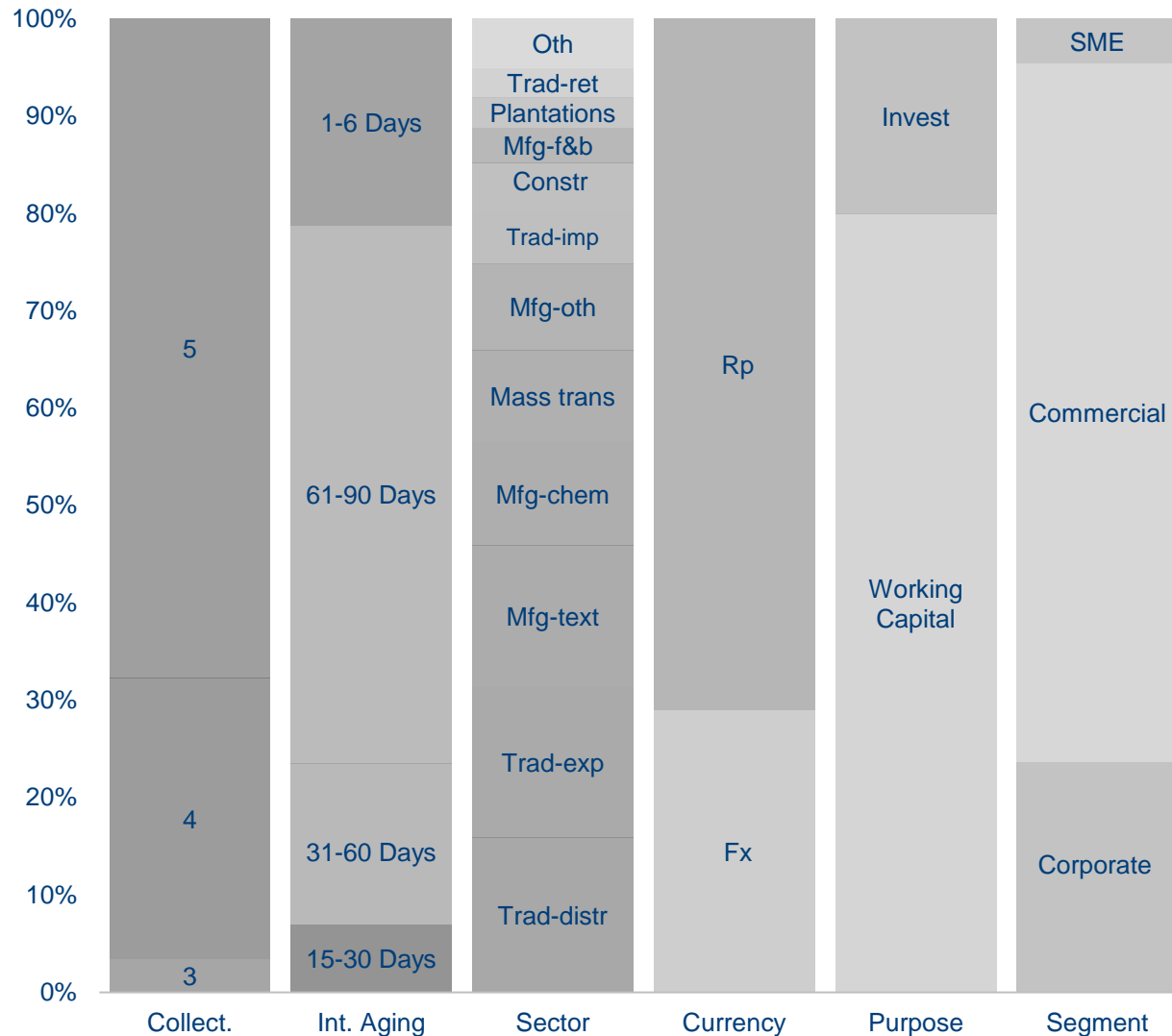
The downgrade to Non-Performing Loan in 3Q 2022 totaled Rp 1,155 Bn. Of these loans:

- 8.9% were still current in interest payment
- 55.0% came from Small Business Segment
- Largest downgrades by sector:
 - F&B manufacturing
 - Retail Trading
 - Distribution Trading
- 68.5% were Rp loans
- 95.3% were Working Capital loans.

* Excluding Micro & Consumer

3Q22 Loan Detail*: Non-Performing Loans

Loan Profile: Non-Performing Loans (Rp 16,731 Bn) Bank Only



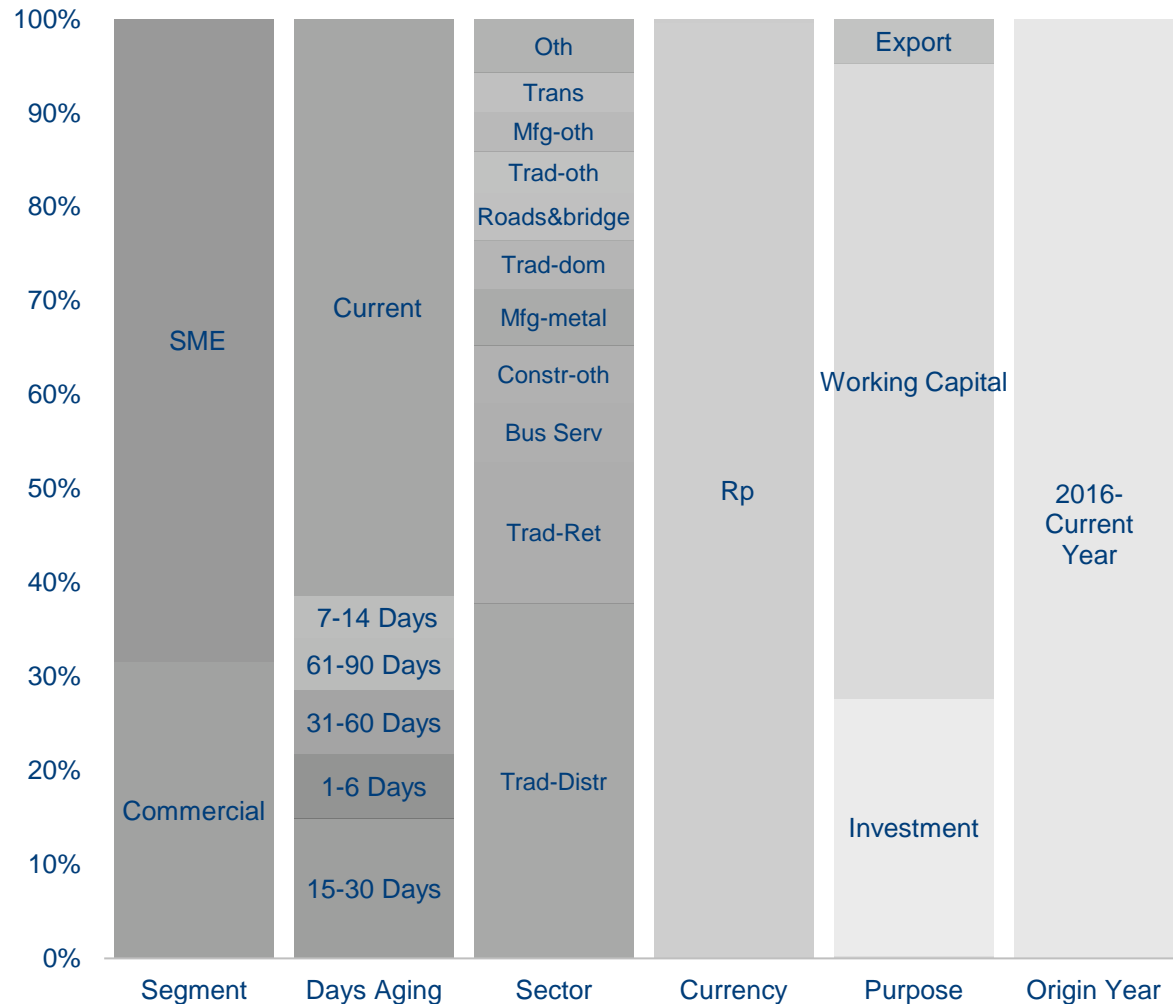
NPLs totaled Rp 16,731 Bn. Of these NPLs in 3Q 2022:

- 30.6% were still in Current on interest payments
- 71.7% were to Commercial Segment
- 79.9% were Working Capital Loans and 20.0% were Investment loans
- Primary sectors were:
 - Distribution Trading
 - Export Trading
 - Textile Manufacturing
- 71.1% were Rp loans

* Excluding Micro & Consumer

3Q22 Loan Detail*: Downgrades to Category 2

Loan Profile: Downgrades to Cat. 2 (Rp 741 Bn) Bank Only



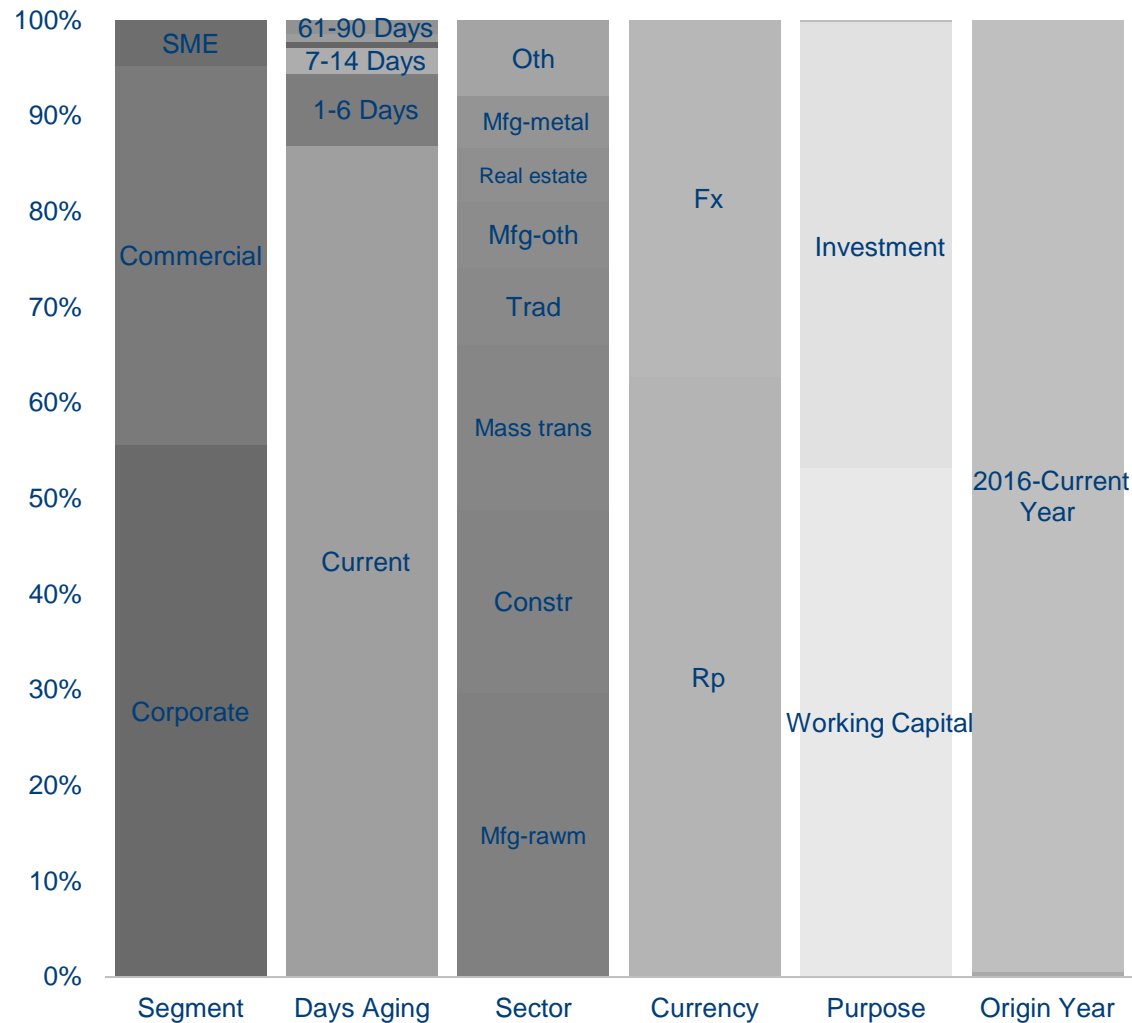
The downgrade loan to Category 2 in 3Q 2022 totaled Rp741Bn. Of these loans:

- 68.4% were from SME segment
- 61.4% were still in Current on interest payments
- Primary sectors downgraded were:
 - Distribution Trading
 - Retail Trading
 - Business Services
- 99.6% were Rp loans
- 67.7% of the total downgrades to Category 2 were Working Capital loans

* Excluding Micro & Consumer

3Q22 Loan Detail*: Category 2 Loans

Loan Profile: Category 2 Loans (Rp 31,647 Bn) Bank Only



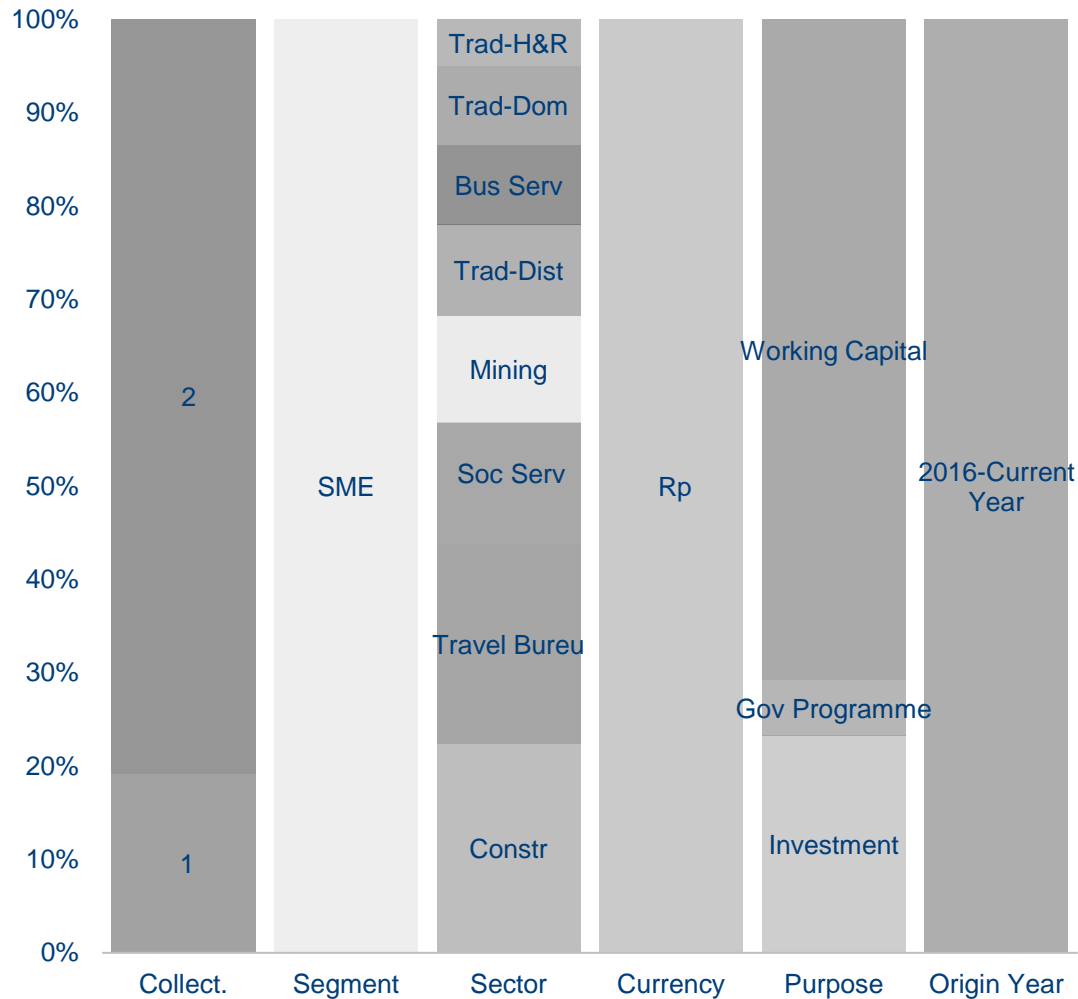
Rp 31,647 Bn loans were in Category 2 in 3Q 2022. Of these Special Mention (Category 2) loans:

- 55.6% were to Corporate Segment, 39.7% were to Commercial Segment
- 86.9% of the Special Mention Loan (Category 2) were Current in payment
- Primary sectors in Category 2 were:
 - Raw Material Manufacturing
 - Construction
 - Mass Transportation
- 62.7% were Rp loans
- 53.2% were Working Capital loans and 46.4% were Investment loans
- 99.4% were originated since 2016

* Excluding Micro & Consumer

3Q22 Loan Detail*: Upgrade to PL

Loan Profile Upgrades to PL (Rp 13 Bn) Bank Only



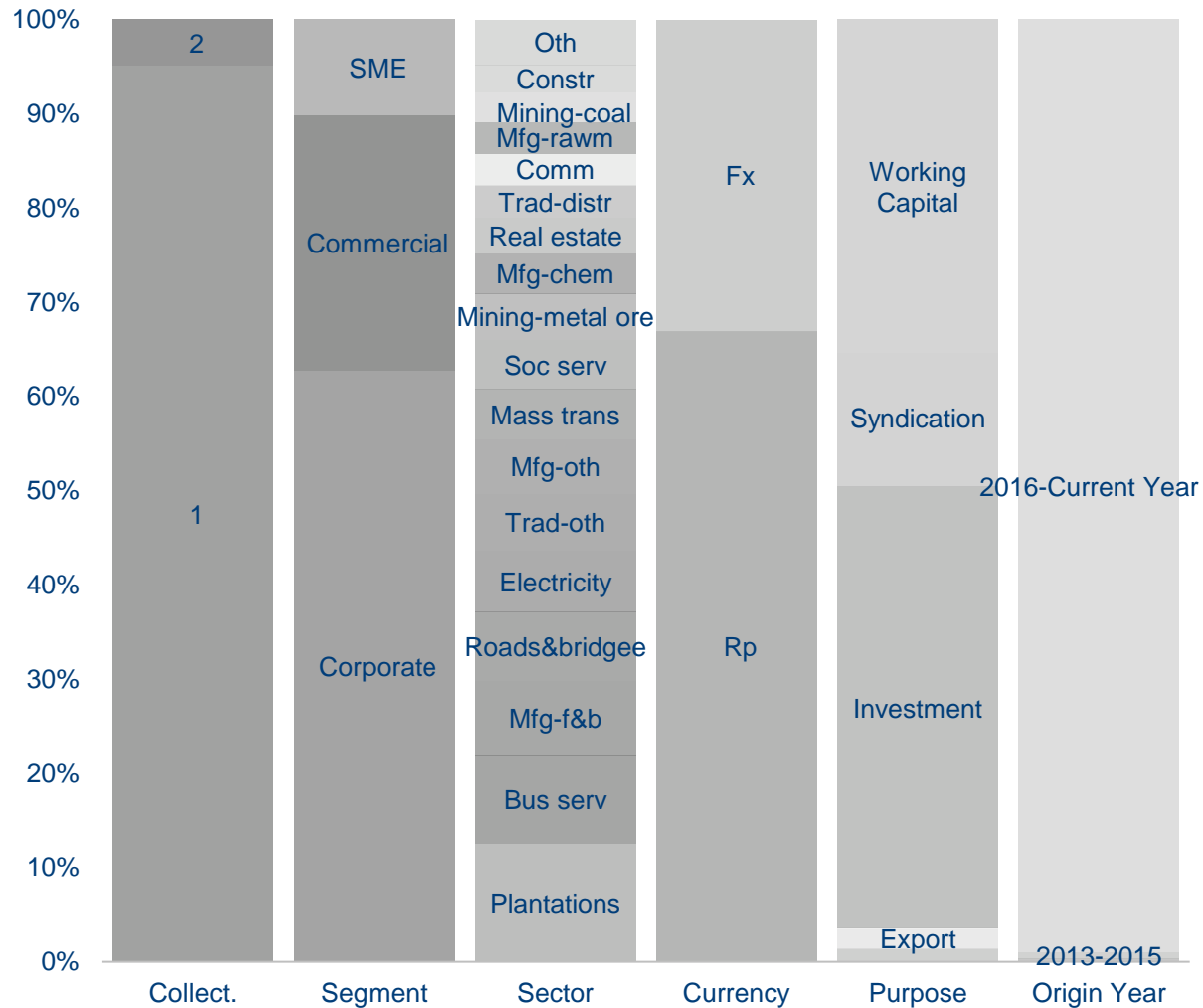
Rp13Bn of loans were upgraded to PL in 3Q 2022. Of these loans:

- 100.0% were Small Business segment
- 100% loans were originated since 2016
- Largest upgrades by sector:
 - Construction
 - Travel Bureau
 - Social Serving
- 70.8% were Working Capital Loans

* Excluding Micro & Consumer

3Q22 Loan Detail*: Performing Loans

Loan Profile: Performing Loans (Rp 646,849 Bn) Bank Only



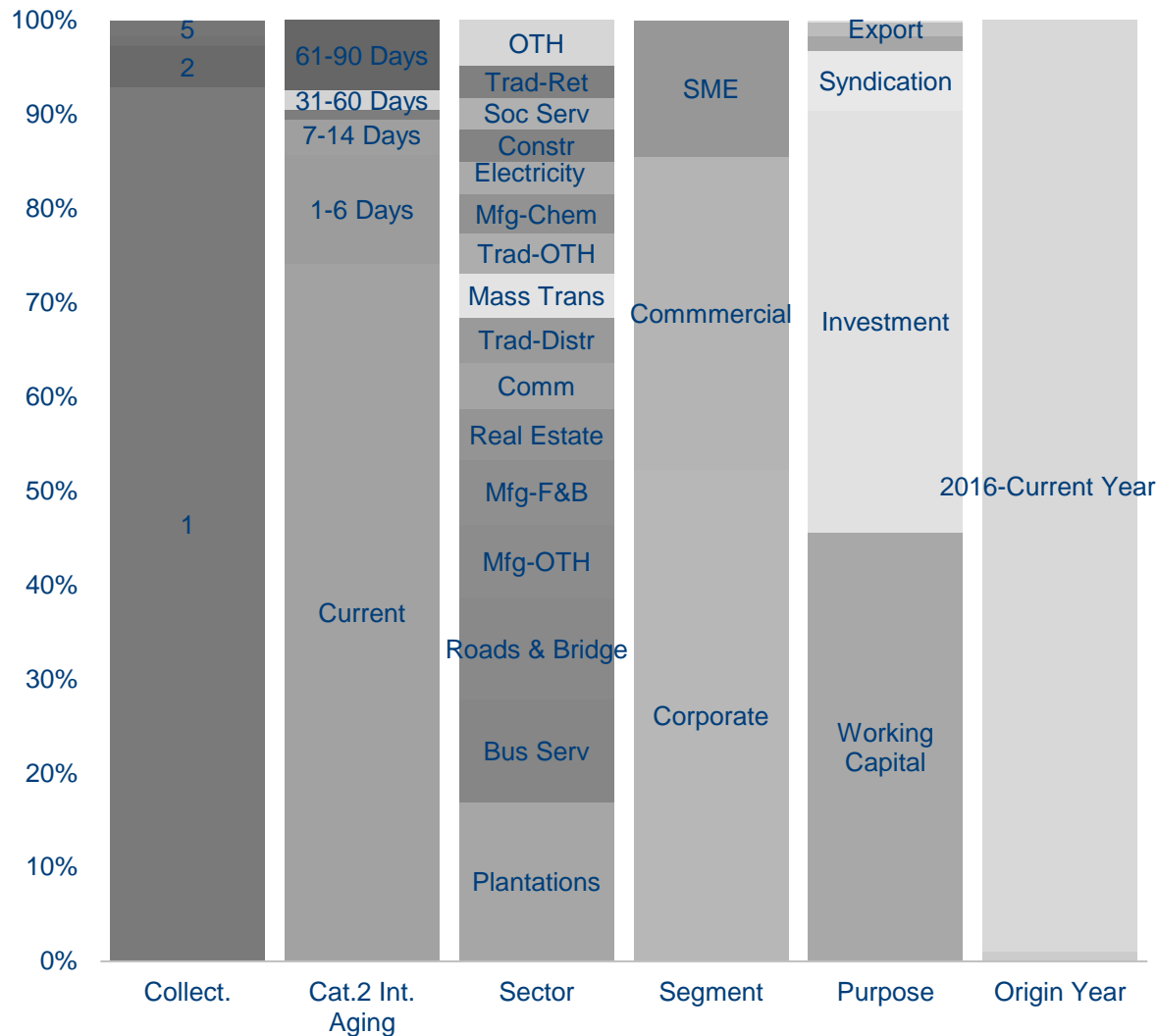
Rp646,849 Bn in Corporate, Commercial & SME loans were performing in 3Q 2022. Of these performing loans:

- 62.7% were from Corporate segment, 27.1% were from Commercial segment
- 99.0% of loan originated in since 2016
- Primary sectors are:
 - Plantations
 - Business Services
 - F&B Manufacturing
- 66.9% were Rp loans
- 46.9% were Investment loans; 35.4% were Working Capital loans

* Excluding Micro & Consumer

3Q22 Loan Detail*: Rupiah Loans

Loan Profile: Rupiah Loans (Rp 444,743 Bn) Bank Only



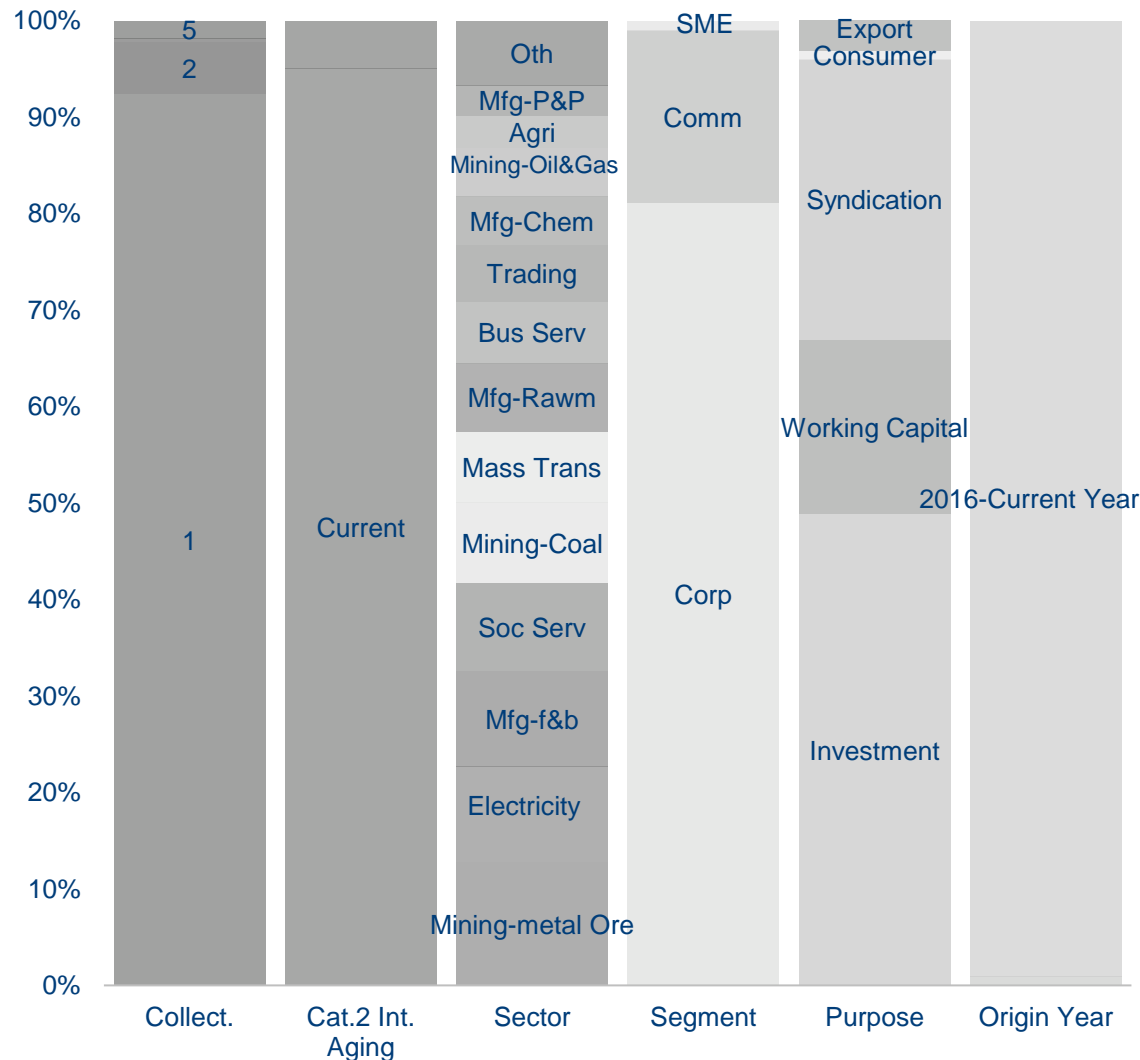
Rp 444,743 Bn in loans were Rupiah denominated in 3Q 2022.
Of the Rupiah Loans in 3Q 2022:

- 97.3% were Performing Loans (Category 1 & 2)
- Primary sectors in Rupiah loans were:
 - Plantations
 - Business Services
 - Roads & Bridge Construction
- 52.2% were Corporate loans, 33.4% were Commercial loans, and 14.4% were SME loans
- 45.6% were Working Capital loans, 44.9% were Investment loans

* Excluding Micro & Consumer

3Q22 Loan Detail*: FX Loans

Loan Profile: FX Loans (Rp 218,838 Bn) Bank Only



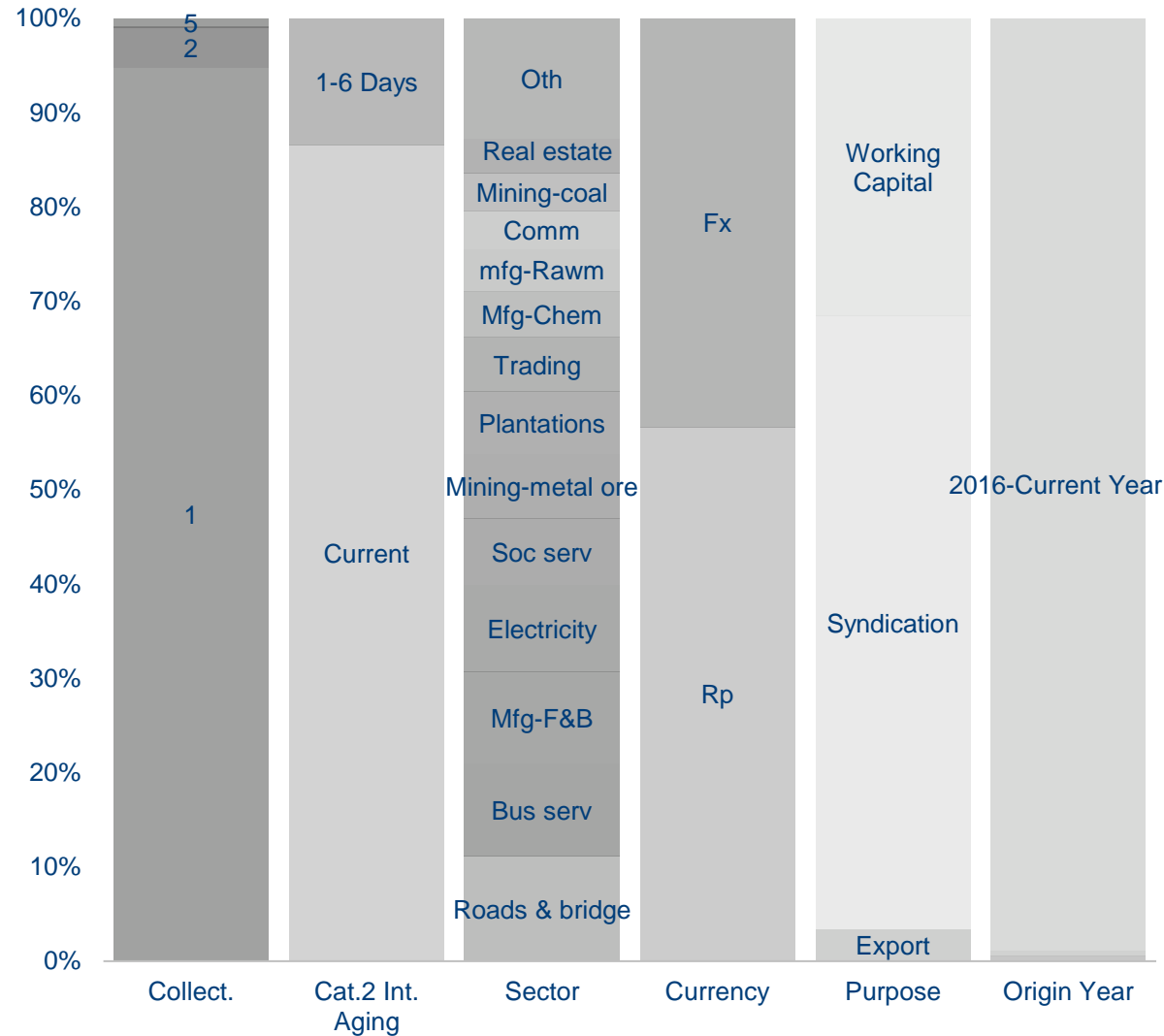
Rp 218,838 Bn in loans were FX denominated in 3Q 2022.
Of the FX Loans in 3Q 2022:

- 97.8% were Performing Loans (Category 1 & 2)
- 95.1% of the loans in Category-2 were Current in interest payments
- Primary sectors in FX loans are:
 - Metal Ore Mining
 - Electricity
 - F&B Manufacturing
- 81.1% were Corporate loans
- 48.9% were Investment loans; 29.1% were Syndication; 18.0% were Working Capital Loan

* Excluding Micro & Consumer

3Q22 Loan Detail: Corporate Loan

Loan Profile: Corporate Loans (Rp 409,654 Bn) Bank Only

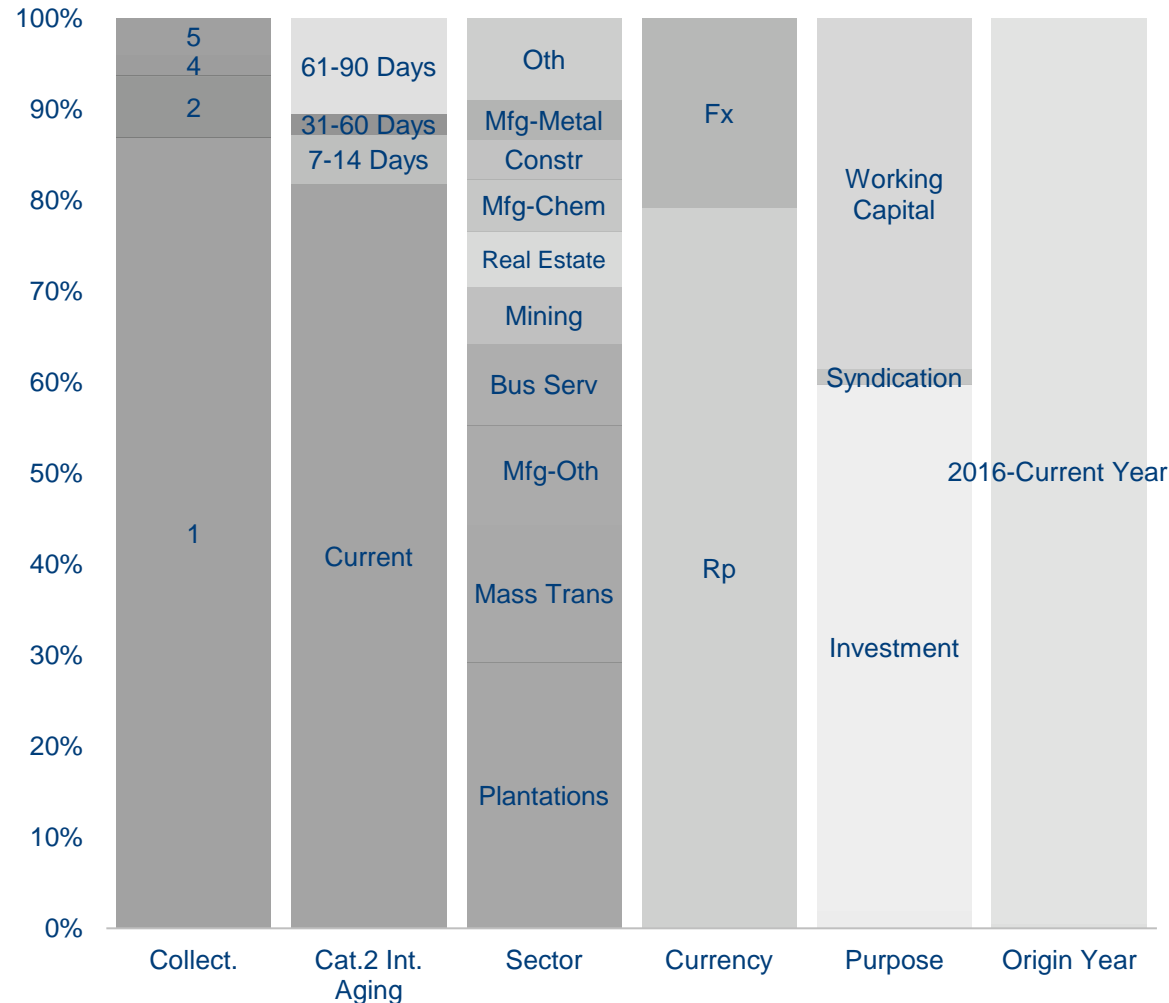


Rp 409,654 Bn in loans were in the Corporate portfolio in 3Q 2022. Of the Corporate Loans:

- 99.0% were performing loans
- 84.1% of the loans in Category-2 were Current in interest payments
- Primary sectors in Corporate were:
 - Roads & Bridge Construction
 - Business Services
 - F&B Manufacturing
- 56.7% were Rp loans
- 44.6% were Investment Loans; 31.4% were Working Capital Loans

3Q22 Loan Detail: Commercial Loan

Loan Profile: Commercial Loans (Rp 187,523 Bn) Bank Only

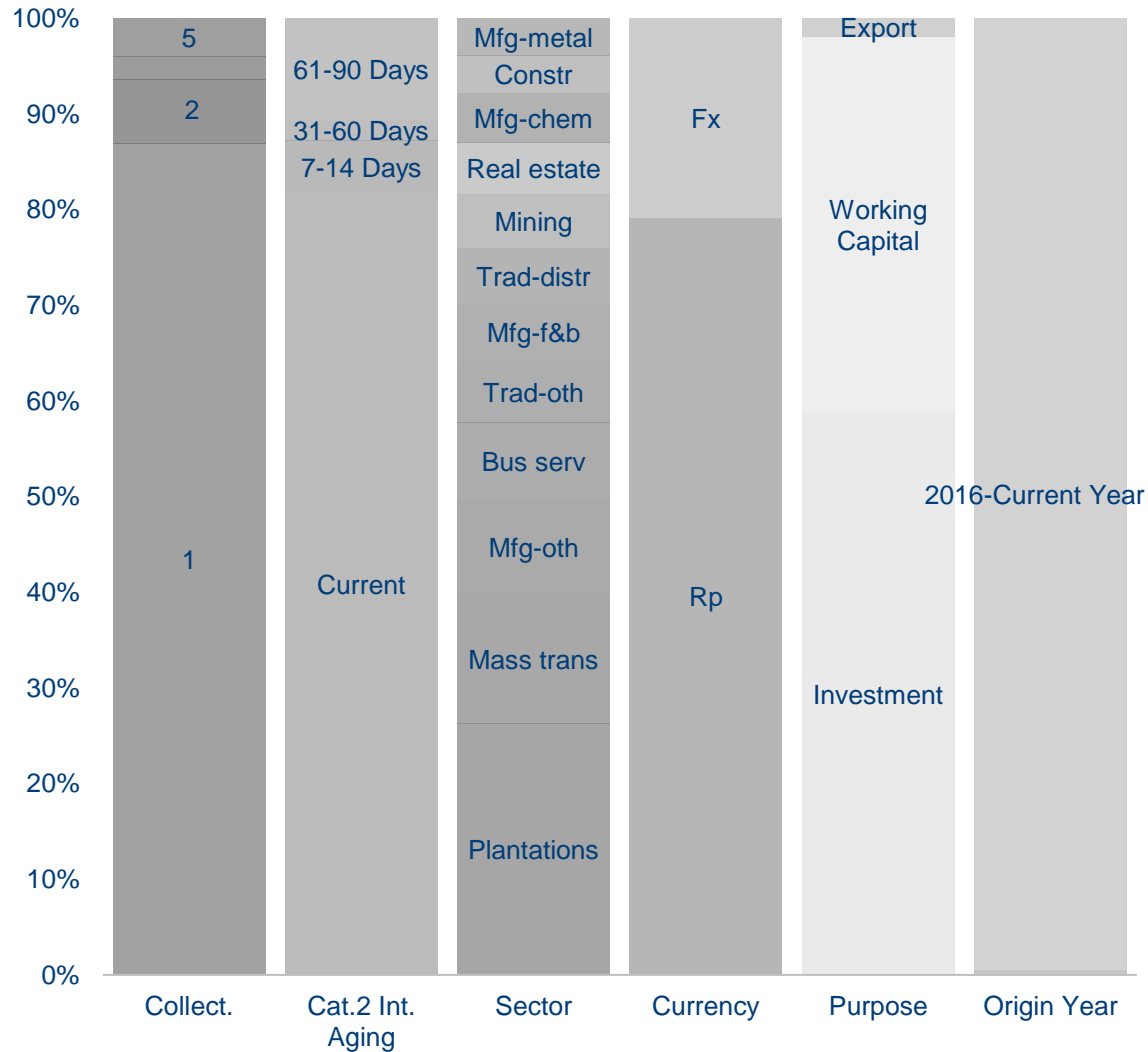


Rp 187,523 Bn in loans were in the Commercial portfolio in 3Q 2022. Of the Commercial Loans in 3Q 2022:

- 93.6% were Performing Loans, with 6.7% in Category 2
- 81.7% 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
- 79.1% were Rp loans
- 57.9% were Investment loans, 38.5% were Working Capital loans

3Q22 Loan Detail: SME Loan

Loan Profile: Small Business Loans (Rp 187,523 Bn) Bank Only

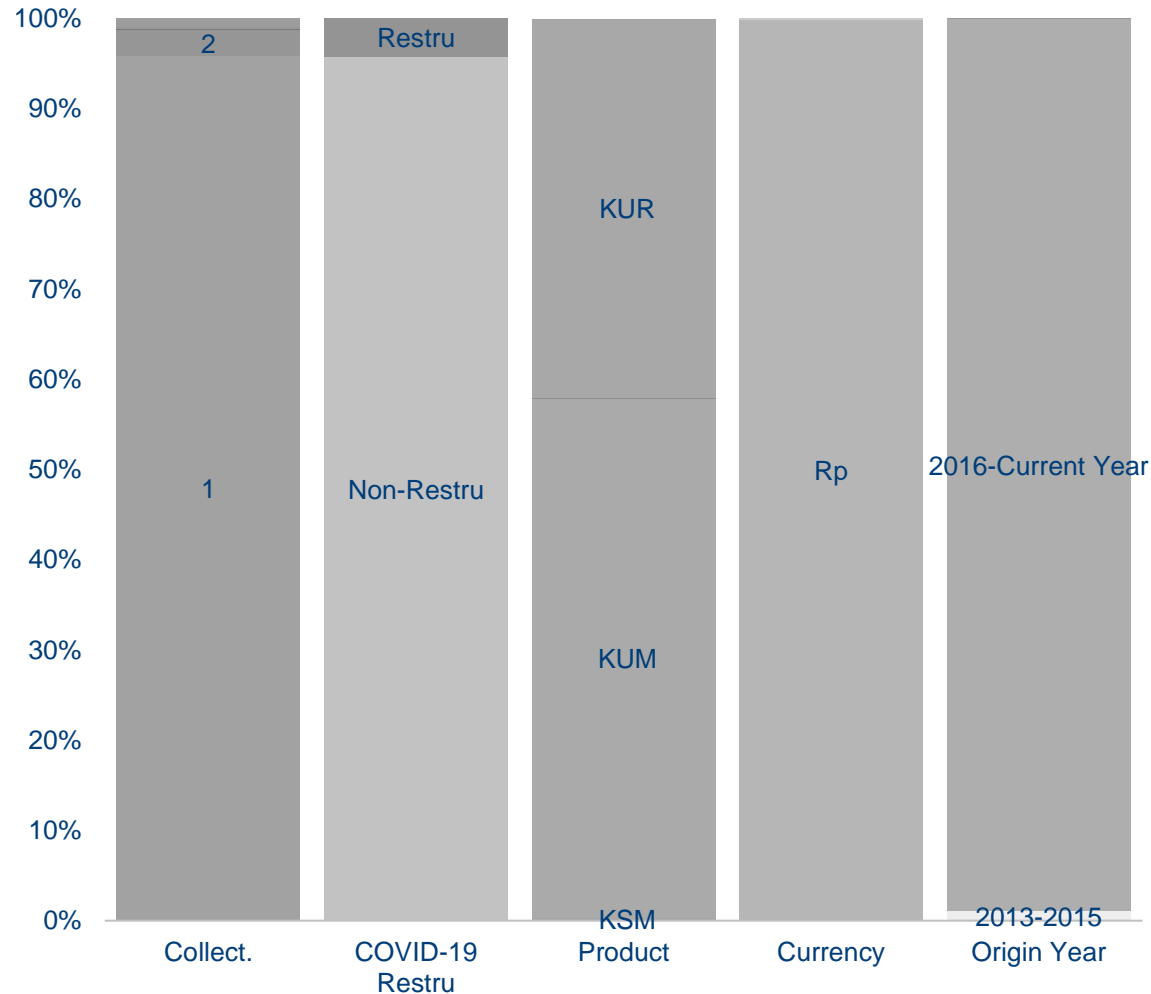


Rp 187,523 Bn in loans were in the SME portfolio in 3Q 2022:

- 93.6% were Performing Loans, with 6.7% in Category 2
- Primary sectors in Small Business were:
 - Plantations
 - Mass Transportation
 - Other Manufacturing
- 79.1% were Rupiah loans
- 38.5% were Working Capital loans and 57.9% were Investment loans

3Q22 Loan Detail: Micro Loan

Loan Profile: Micro Loans (Rp 146,633 Bn) Bank Only

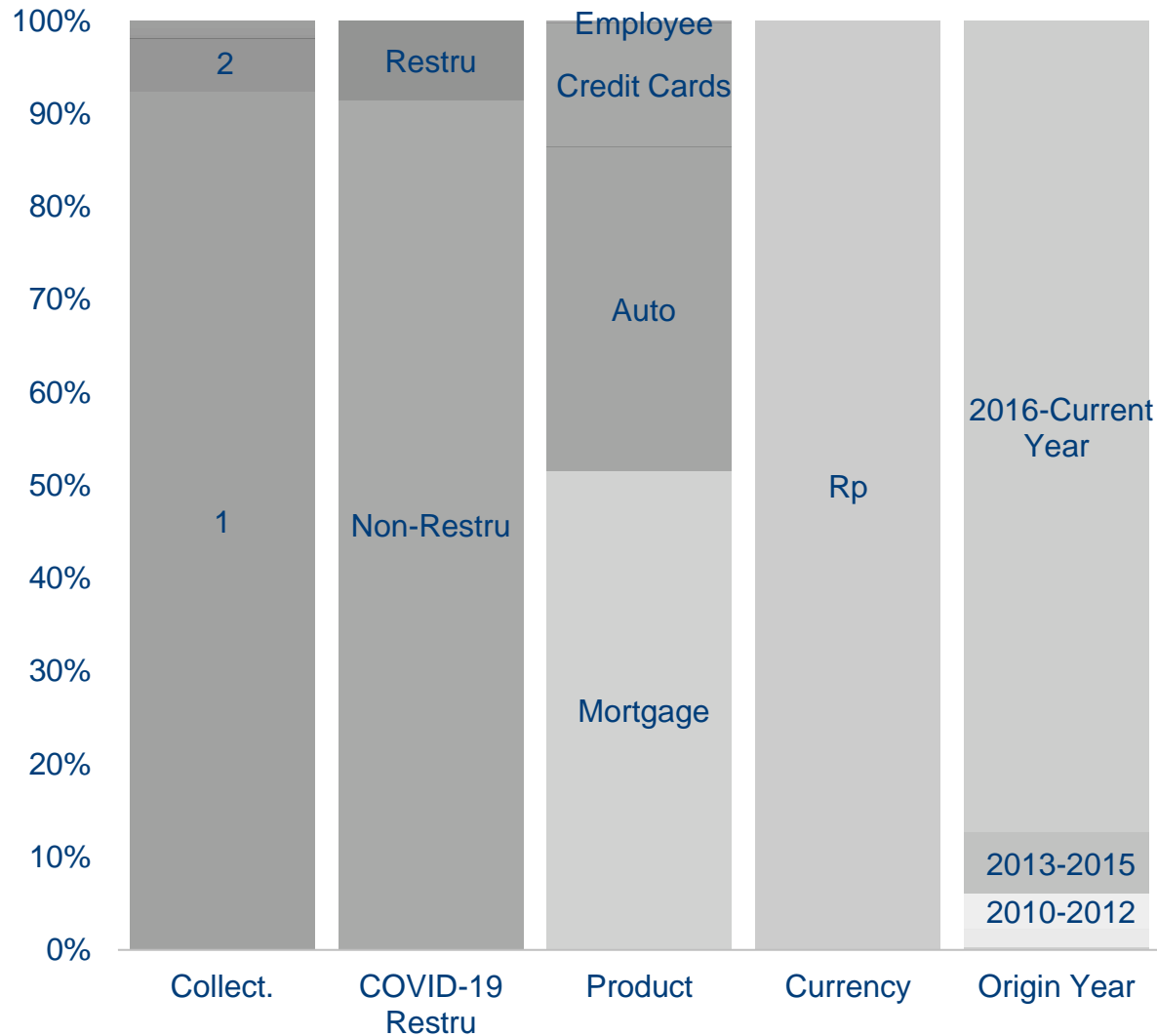


Rp 146,633 Bn in loans were in the Micro portfolio in 3Q 2022. Of this Micro Loans :

- 98.8% were Performing Loans, with 3.0% in Category 2
- Rp 1,784 Bn (1.2% of Micro Loans) were in NPL
- 57.6% were KUM (Micro Personal Loans) and 42.1% were KUR (Government Program Micro Loan)
- 4.2% in Micro Loan were still in COVID-19 restructured book
- 99.9% were Rupiah loans

3Q22 Loan Detail: Consumer Loan

Loan Profile: Consumer Loans (Rp 97,575 Bn) Bank Only

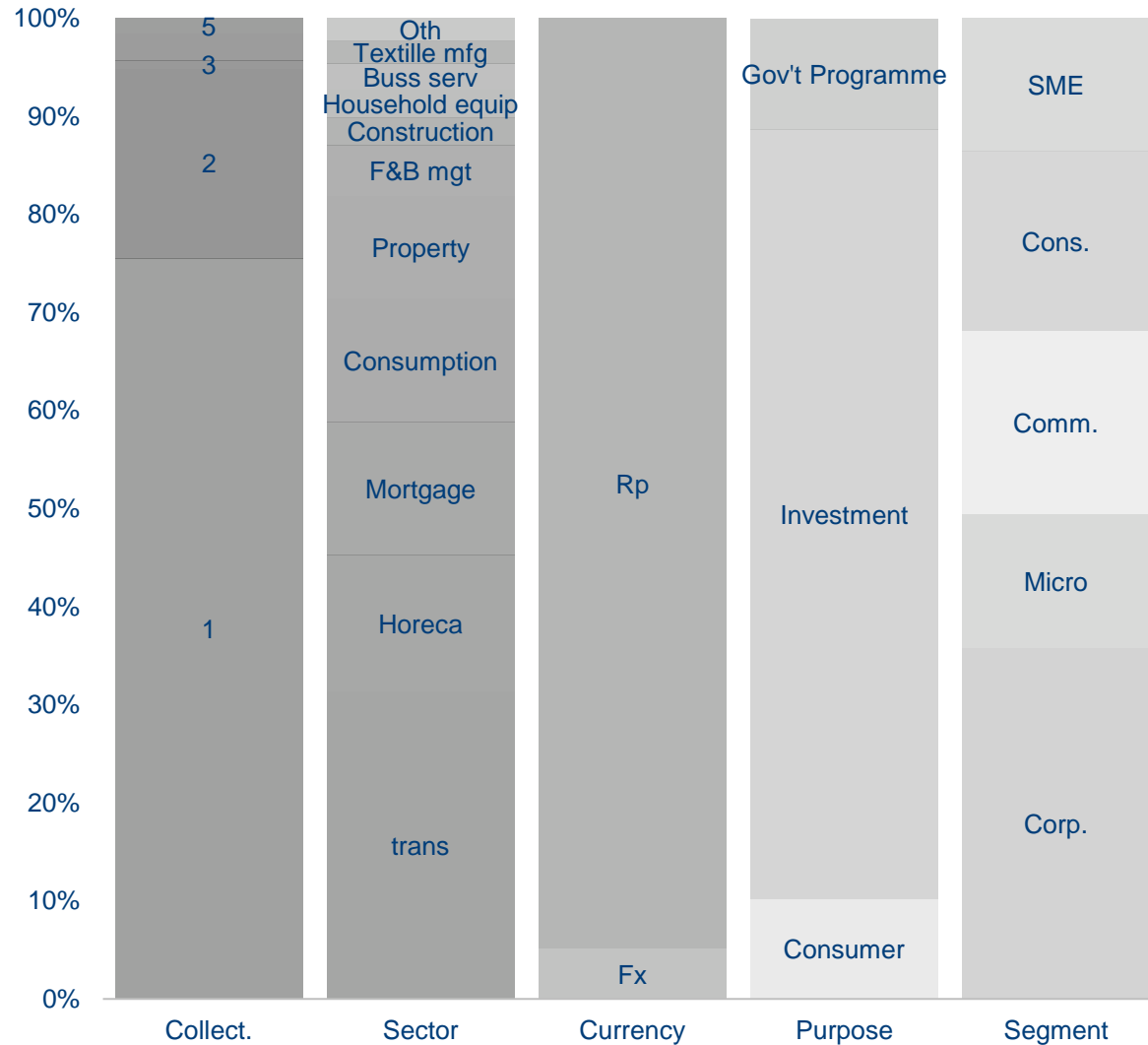


Rp 97,575 Bn in loans were in the Consumer portfolio in 3Q 2022. Of this Consumer Loans in 3Q 2022:

- 91.4% were Performing Loans, with 8.6% in Category 2
- Rp 1,845 Bn (1.9% of Consumer Loans) were in NPL
- 8.6% in Consumer were still in COVID-19 restructured book
- 51.6% were Mortgage and 34.9% were Auto loan
- 100% were Rupiah loans

3Q22 Loan Detail: C-19 Restructured Loans

Loan Profile: C-19 Restructured Loans (Rp45,554 Bn) Bank Only

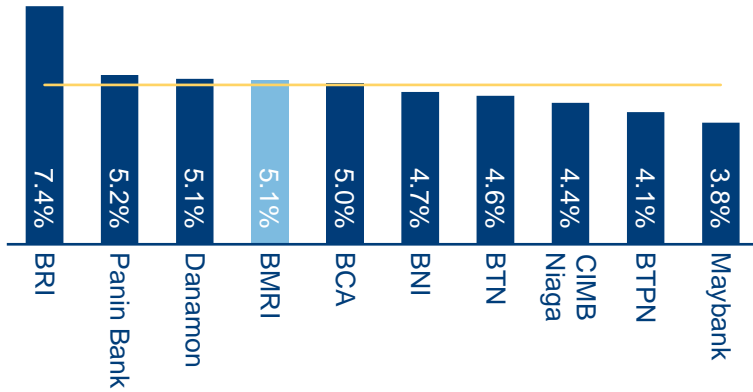


Of the remaining Rp 45,554 Bn in Covid-19 restructured loans in 3Q 2022, consists of:

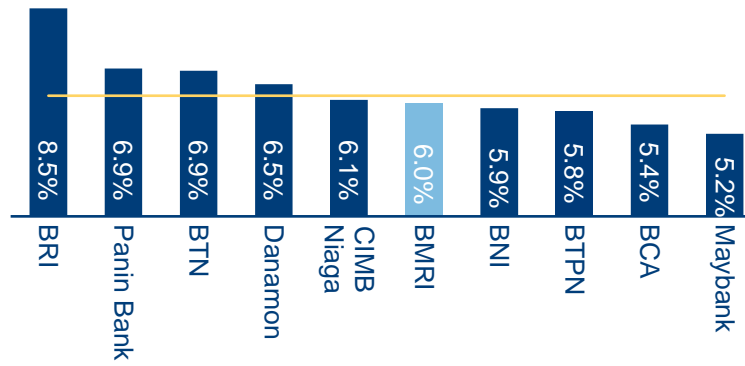
- 94.9% were Performing Loan, with 19.4% were in Category 2
- Primary sectors were:
 - Transportation
 - Horeca
 - Mortgage
- 94.8% were Rp Loans
- 37.3% were Investment loans, while 28.8% were Working Capital loans
- 35.8% were from Corporate segment and 18.3% were from Consumer segment

Measure of Scale and Returns Relative to Peers – Bank Only as of June 2022

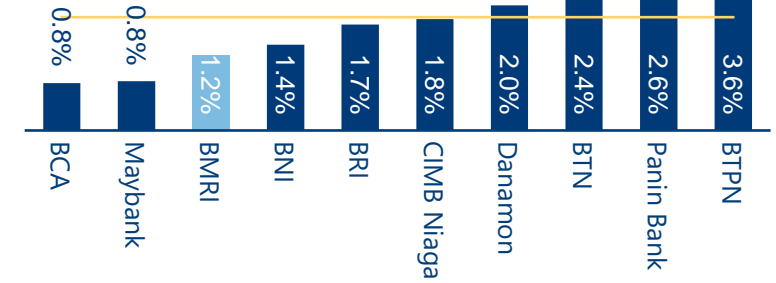
Net Interest Margins



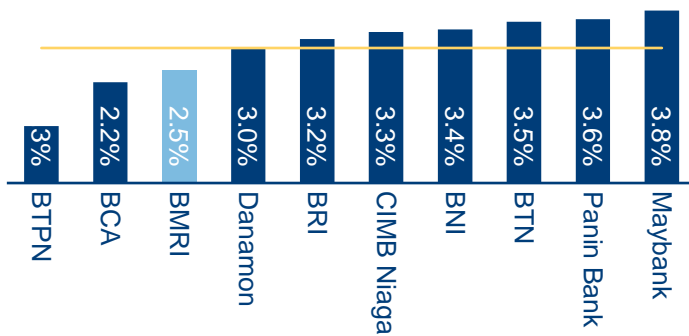
Yield on Assets (p.a.)



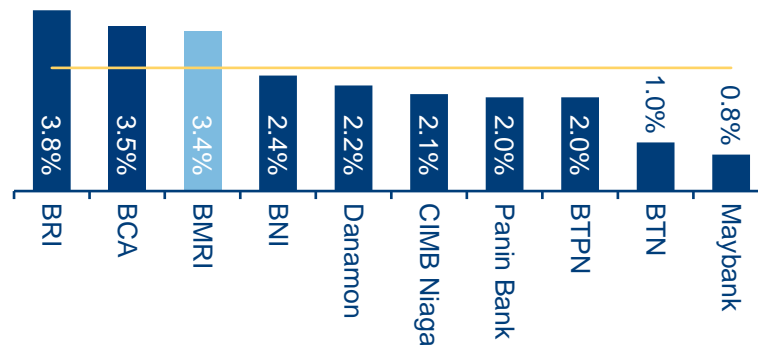
Cost of Funds



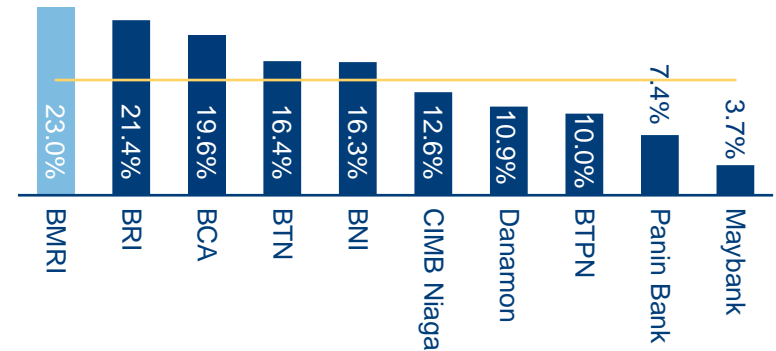
NPL Ratio (Gross)



Return on Assets



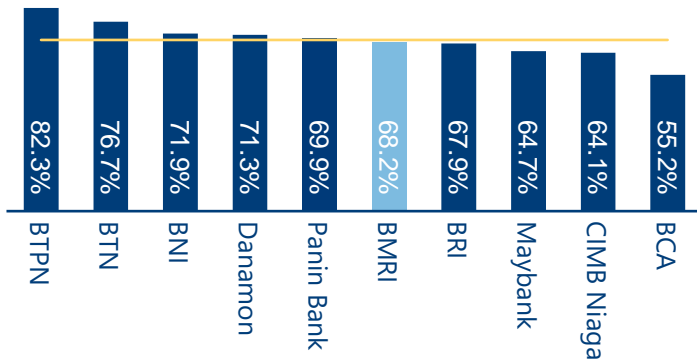
Return on Equity



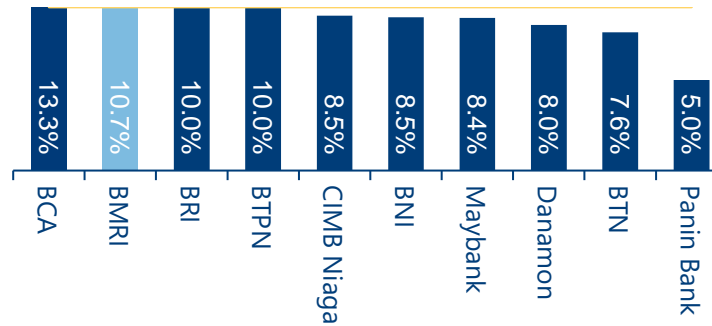
— Average

Measure of Scale and Returns Relative to Peers – Bank Only as of June 2022

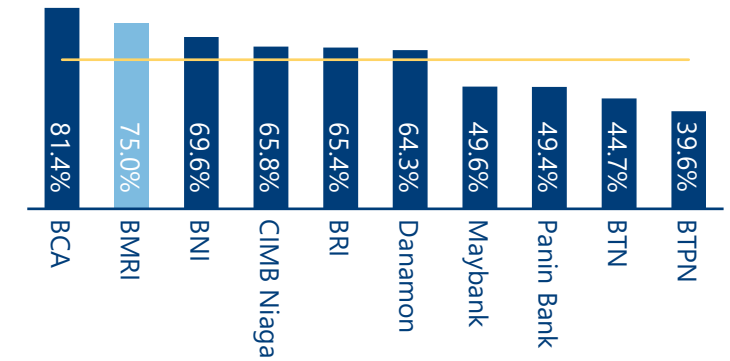
Loans to Total Earning Assets



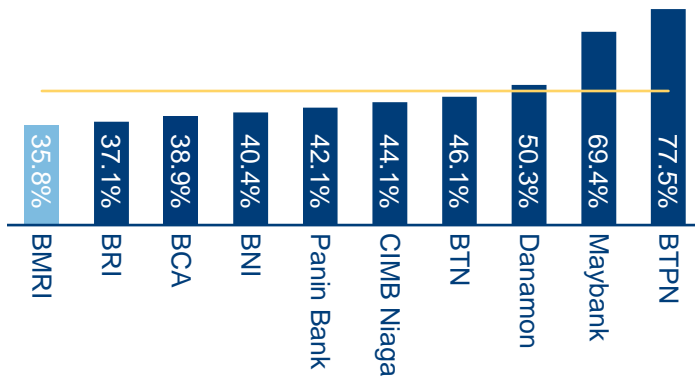
Loan Growth (YoY)



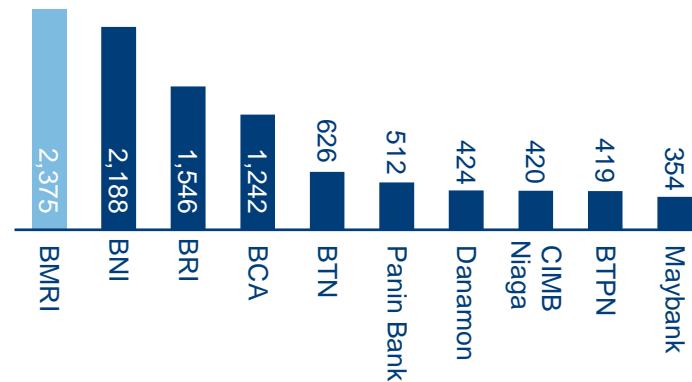
CASA Ratio



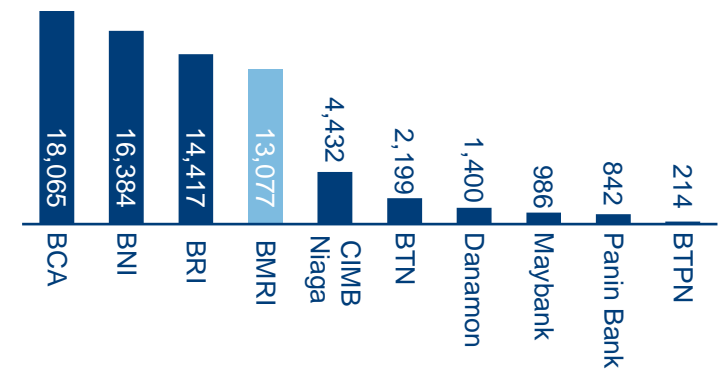
Cost to Income Ratio



Branches



ATMs



— Average

Notes

Equity Research Contact Details

COMPANY NAME	ANALYST	E-MAIL
BAHANA SECURITIES	Yusuf Ade	yusuf.ade@bahana.co.id
BANK OF AMERICA-MERRILL LYNCH	Anand Swaminathan	anand.swaminathan@bofa.com
BCA SEKURITAS	Johanes Prasetia	johanes.prasetia@bcasekuritas.co.id
BNI SEKURITAS	Yulinda Hartanto	Yulinda.Hartanto@bnisekuritas.co.id
CITI INVESTMENT RESEARCH	Ferry Wong	ferry.wong@citi.com
CLSA LIMITED	Sarina Lesmina	Sarina.Lesmina@clsa.com
CREDIT SUISSE	Hanel Topada	hanel.topada@credit-suisse.com
CIMB SEKURITAS	Handy Noverdanius	Handy.noverdanius@cgs-cimb.com
DANAREKSA SEKURITAS	Eka Savitri	Eka.savitri@danareksa.com
KOREA INVESTMENT & SECURITIES	Edward Ariadi Tanuwijaya	edward.t@kisi.co.id
GOLDMAN SACHS (ASIA)	Melissa Kuang	melissa.kuang@gs.com
HSBC	Weldon Sng	Weldon.sng@hsbc.com.sg
INDO PREMIER SECURITIES	Jovent Muliadi	jovent.muliadi@ipc.co.id
J.P. MORGAN ASIA	Harsh Modi	Harsh.w.modi@jpmorgan.com
MAYBANK KIM ENG SECURITIES	Rahmi Marina	Rahmi.Marina@maybank-ke.co.id
MACQUARIE SECURITIES	Jayden Vantarakis	Jayden.vantarakis@macquarie.com
MIRAE ASSET SEKURITAS	Handiman Soetoyo	Handiman.soetoyo@miraeasset.co.id
MORGAN STANLEY	Selvie Jusman	Selvie.Jusman@morganstanley.com
NOMURA VERDHANA	Raymond Kosasih	raymond.kosasih@verdhanaindonesia.com
SANFORD C. BERNSTEIN	Kevin Kwek	Kevin.Kwek@bernstein.com
SAMUEL SEKURITAS INDONESIA	Suria Dharma	suria.dharma@samuel.co.id
SINARMAS SEKURITAS	Aryana Paramita	Aryana.paramita@sinarmassekuritas.co.id
SUCORINVEST CENTRAL GANI	Edward Lowis	edward.lowis@sucorsekuritas.com
TRIMEGAH SECURITIES	Prasetya Gunadi	Prasetya.gunadi@trimegah.com
UBS	Joshua Tanja	Joshua.Tanja@ubs.com
UOB Kay Hian	Stevanus Juanda	Researchindonesia@uobkayhian.com

Contact Information:

Investor Relations

Tel: +62 21 3002 3000 ext 7125207

Fax: +62 21 5290 4249

E-mail: ir@bankmandiri.co.id

<https://www.bankmandiri.co.id/web/ir>

Corporate Secretary

Tel: +62 21 524 5740

Fax: +62 21 526 8246

PT Bank Mandiri (Persero) Tbk.

Menara Mandiri II, 26th floor

Jl. Jend. Sudirman Kav. 54-55

Jakarta, Indonesia 12190

Tel: 62-21 526 5045

Fax: 62-21 527 4477, 527 5577

Call Center: 14000

www.bankmandiri.co.id