



# Investor Presentation 2024Q2

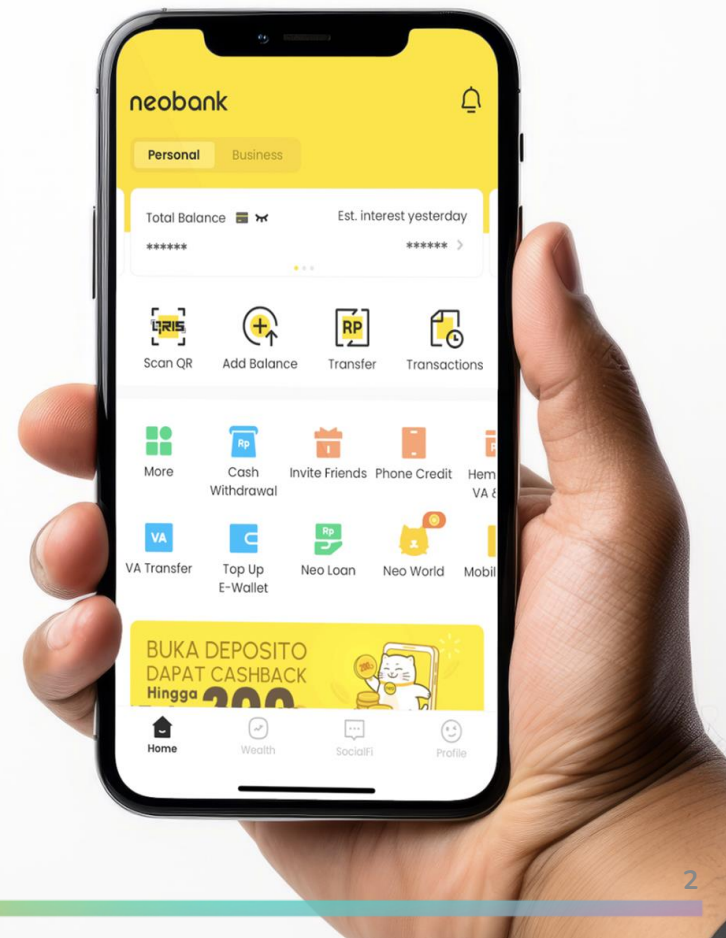
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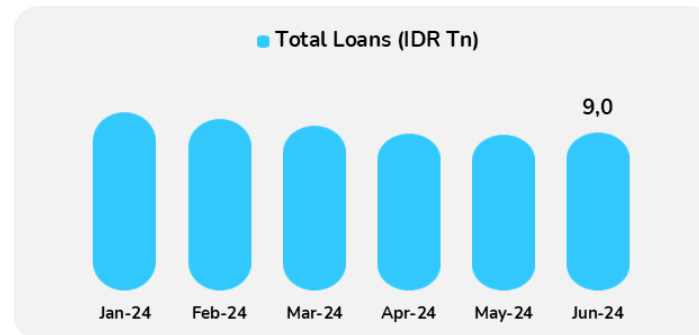
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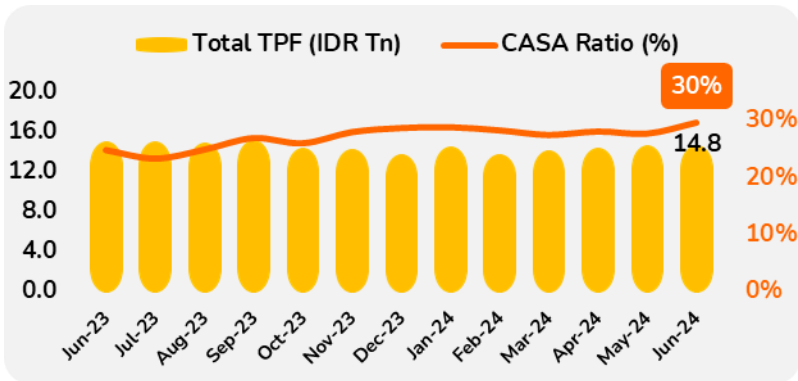


# Key Updates

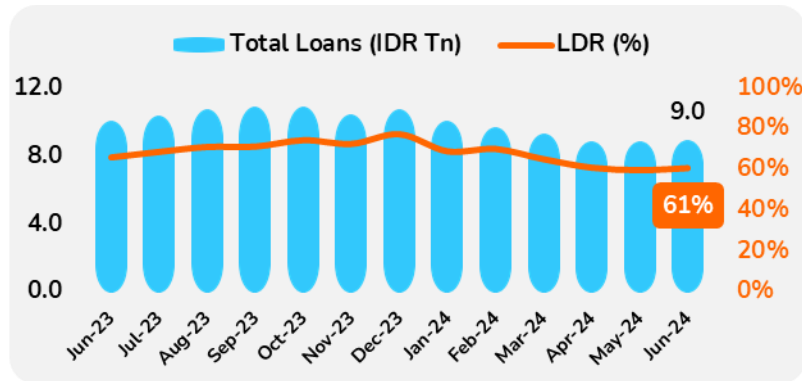
- Loan in June 2024 increased on month-on-month basis since January.
- Conclusion of Right Issue VII
  - New shares issued 1.312 million.
- IT Director has tendered his resignation letter in June 2024. Bank will conduct the General Meetings of Shareholders in August 2024 to approve the resignation.



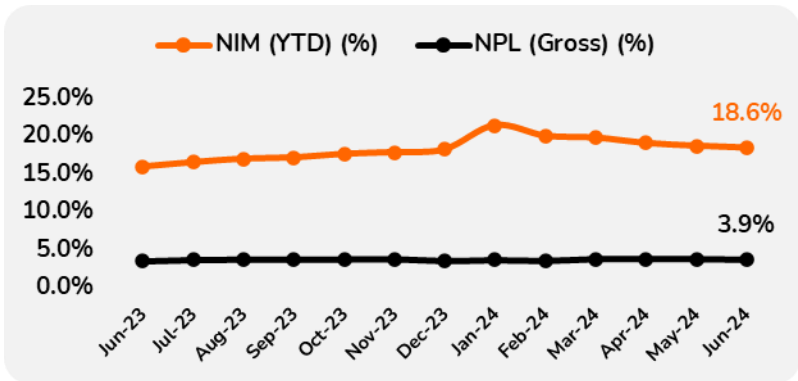
## TPF reached IDR 14.8 tn



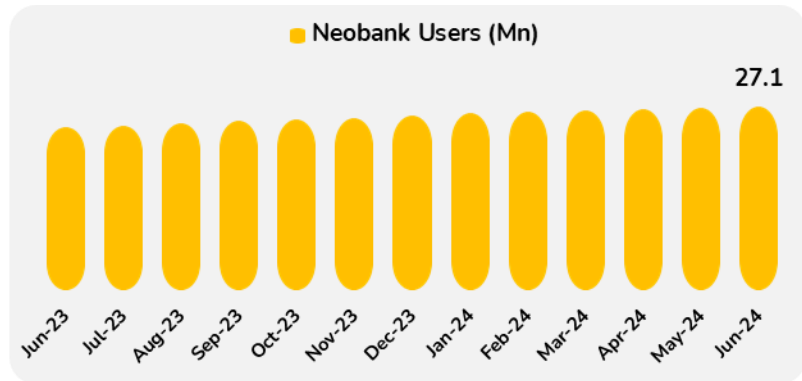
## Gross loans at IDR 9.0 tn



## Increasing NIM & manageable NPL

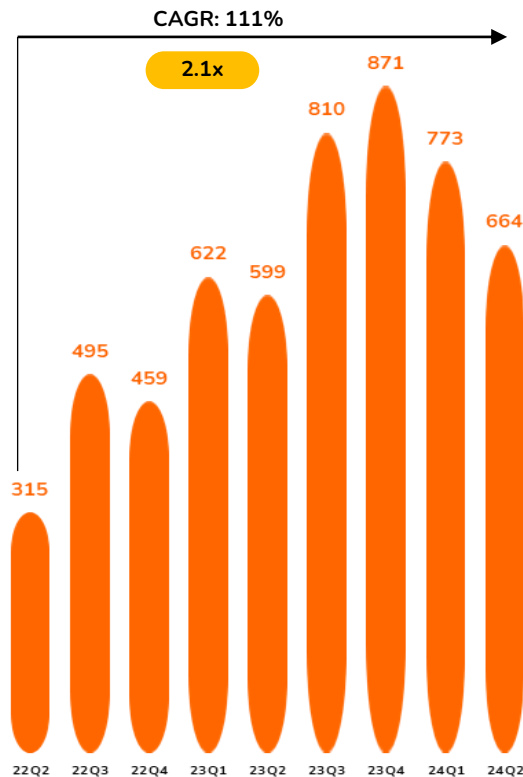


## Continuous user growth

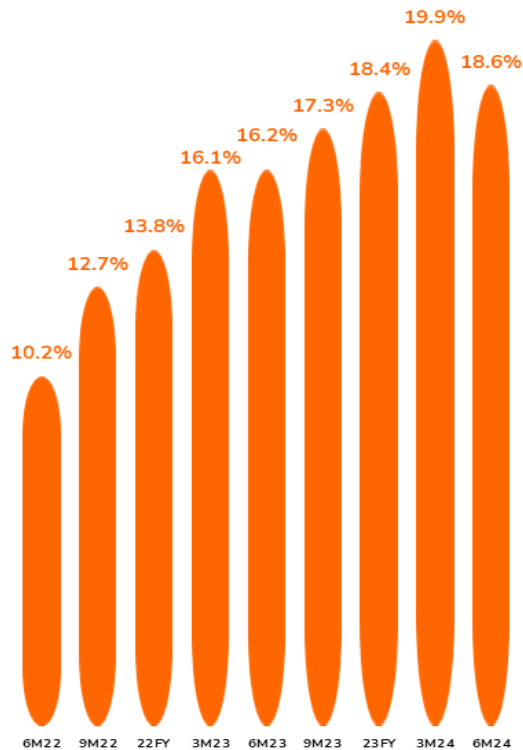


# Meaningful Track to Profitability

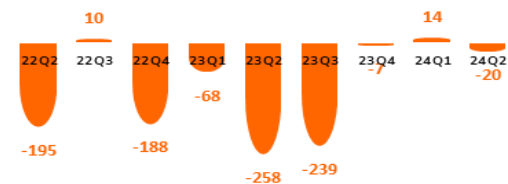
### Net Interest Income (IDR Bn)



### Net Interest Margin (%)



### Net Income (IDR Bn)



# Latest Financial Figures

Balance Sheet	IDR Bn	3M23	6M23	9M23	23FY	3M24	6M24	Δ YoY	Δ QoQ
Total Assets		19,112	19,625	19,449	18,170	18,913	19,058	-3%	5%
Gross Loans		10,909	10,110	10,965	10,783	9,396	9,017	-11%	-16%
Channeling & Digital		8,604	8,316	9,126	8,843	7,892	7,447	-10%	-16%
Third Party Funds		14,751	15,229	15,304	13,872	14,269	14,759	-3%	6%
CASA		3,978	3,797	4,139	3,995	3,960	4,388	16%	10%
Time Deposits		10,773	11,432	11,165	9,878	10,310	10,370	-9%	5%
Equity		3,706	3,499	3,230	3,323	3,622	3,562	2%	7%

Income Statement	IDR Bn	23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	Δ YoY	Δ QoQ	22FY	23FY	Δ YoY
Operating Income		699	713	1,047	1,081	932	819	15%	-24%	1,904	3,540	86%
Net Interest Income		622	599	810	871	773	664	11%	-24%	1,449	2,902	100%
Non-interest Income		77	115	236	209	159	156	36%	-26%	455	637	40%
Operating Expenses		-234	-319	-525	-275	-261	-226	-29%	-18%	(1,616)	(1,353)	-16%
PPOP		465	395	522	805	671	593	50%	-26%	288	2,187	660%
Provisions		-533	-653	-763	-813	-657	-613	-6%	-25%	(1,073)	(2,762)	157%
Operating Profit/(Loss)		-68	-259	-241	-7	14	-20	-92%	178%	(785)	(575)	-27%
Net Profit/(Loss)		-68	-258	-239	-7	14	-20	-92%	186%	(789)	(573)	-27%

Ratios (YTD)	%	3M23	6M23	9M23	23FY	3M24	6M24
CAR		34.8%	31.8%	26.3%	27.9%	32.0%	32.1%
CIR		39.5%	45.0%	47.6%	41.5%	31.8%	32.0%
LDR		74.0%	66.4%	71.7%	77.7%	65.5%	61.1%
NIM		16.1%	16.2%	17.3%	18.4%	19.9%	18.6%
NPL (Gross)		3.5%	3.7%	3.9%	3.7%	3.9%	3.9%
NPL Coverage Ratio		70.7%	96.0%	133.3%	165.0%	150.8%	146.9%
OEOI		106.7%	116.0%	116.9%	112.3%	98.8%	100.3%
ROA		-1.4%	-3.3%	-3.9%	-3.0%	0.3%	-0.1%
ROE		-7.6%	-18.9%	-22.6%	-17.6%	1.7%	-0.4%

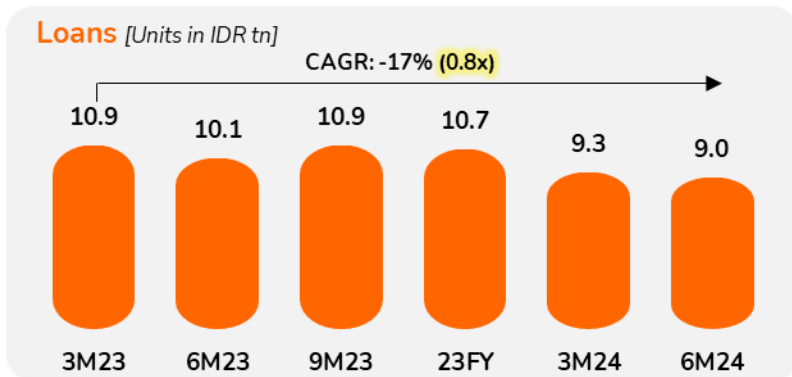
**LDR** indicates a room for growth.

**NPL** remains manageable.

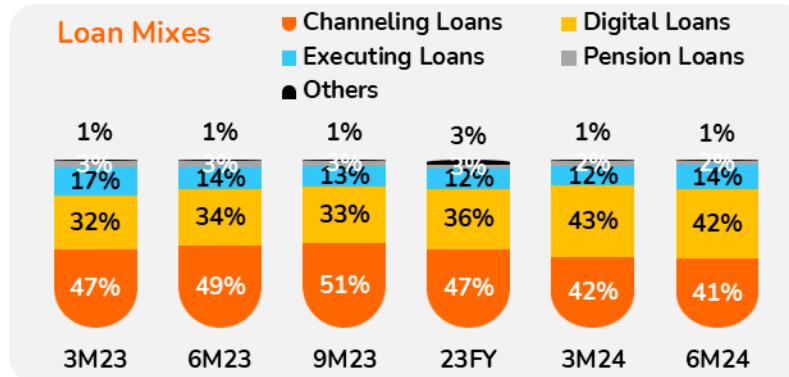
**NPL coverage ratio** has rebounded.

# Profitability Driven by Financial DNA and Digitalization

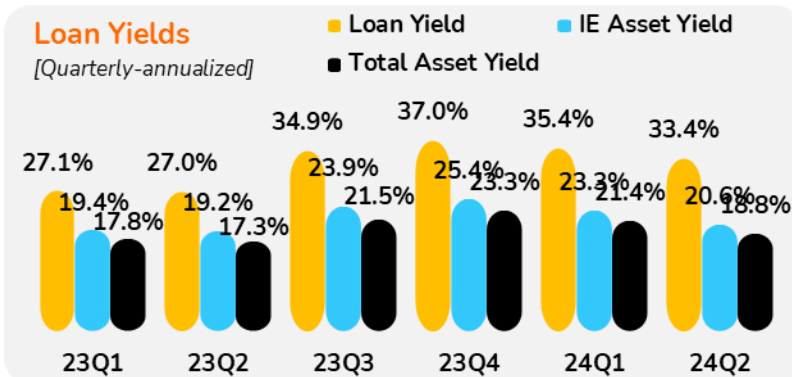
## Lending activities will rebound



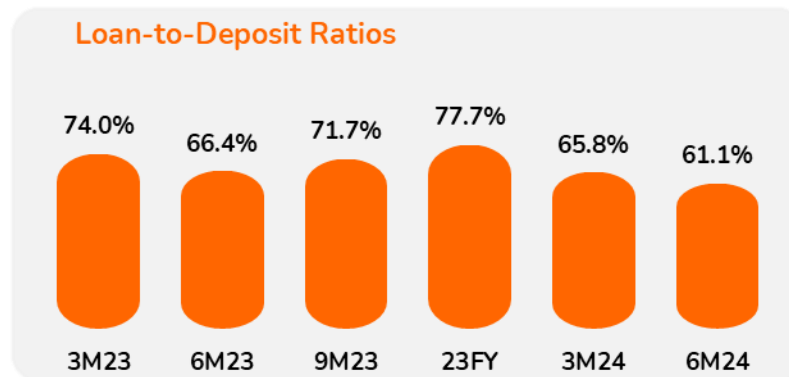
## And continue to be more diversified



## Producing high loan yields

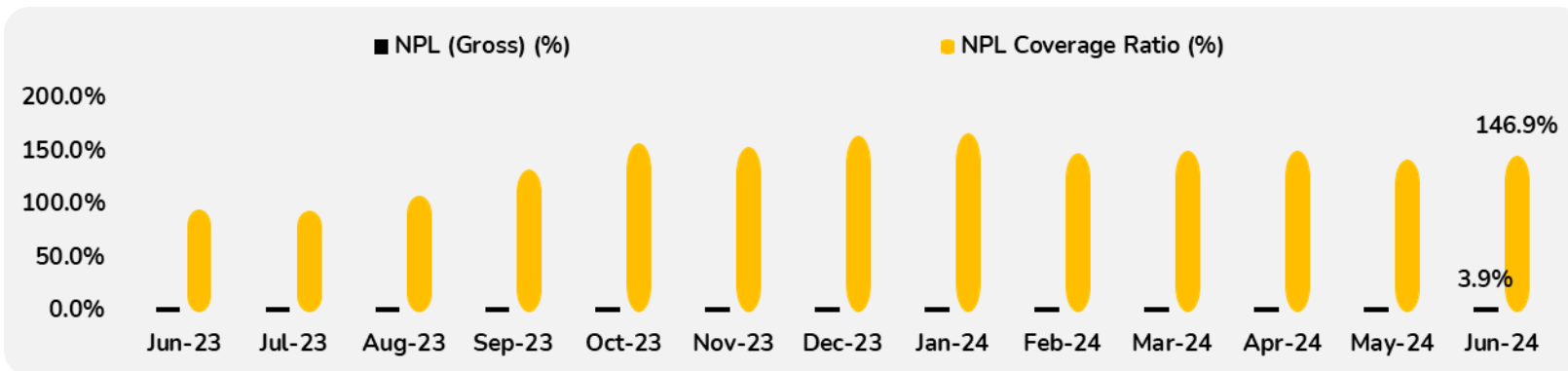


## With an ample room to grow

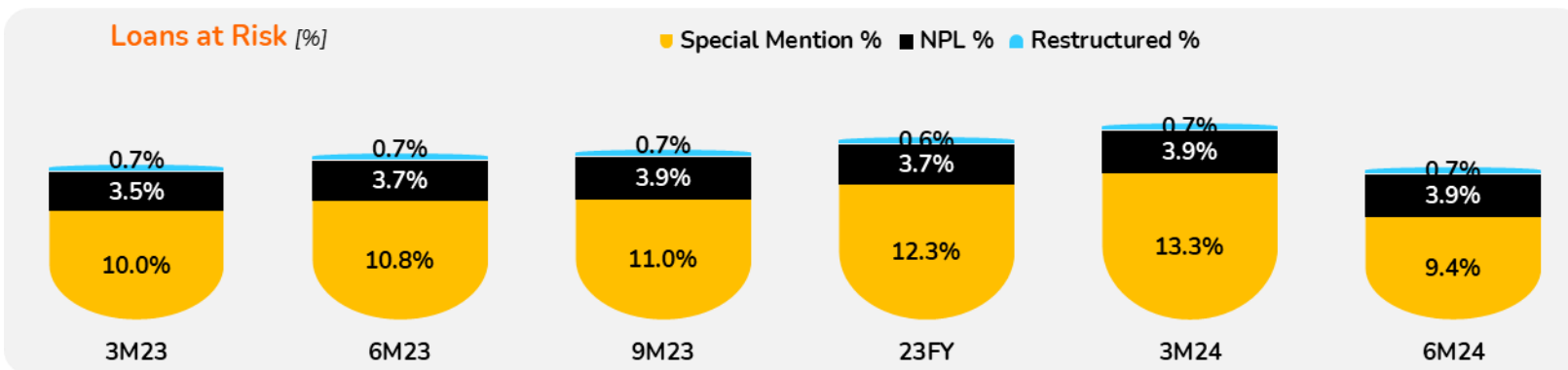


# Strong Business Scalability Potential – Robust Risk Controls

## Implementing prudent standards in credit risk management



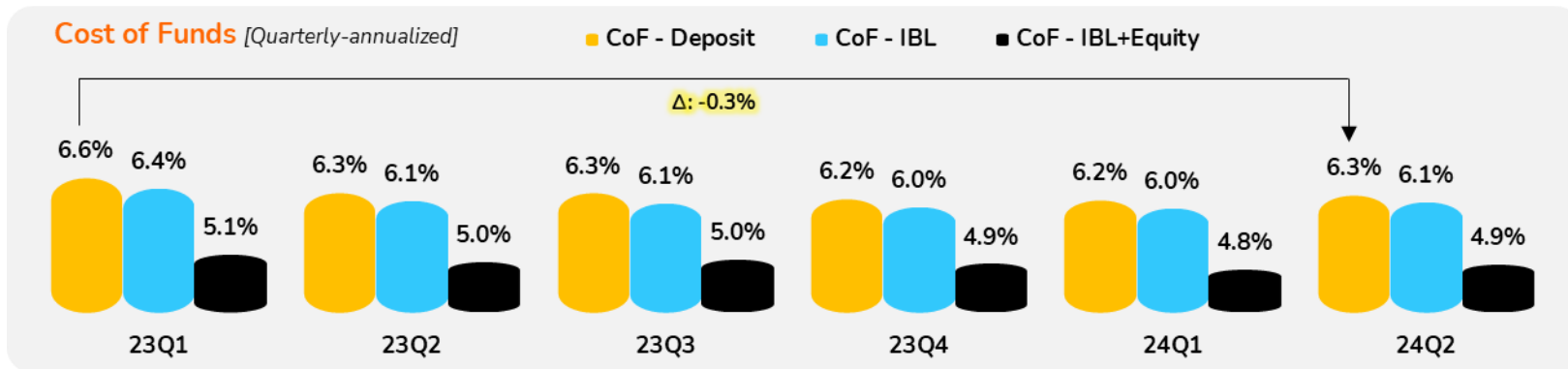
## Declining LAR



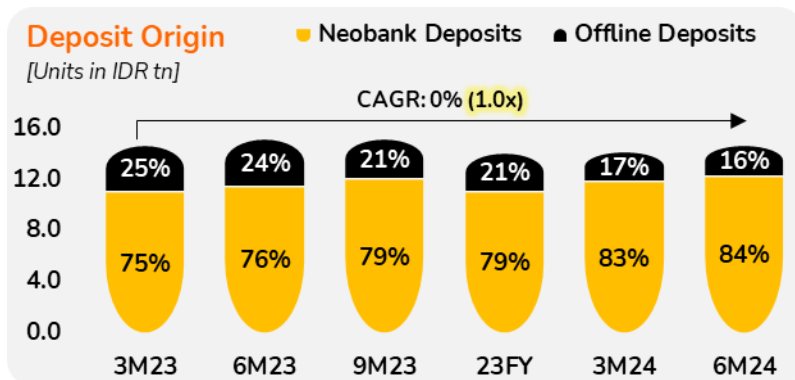


# Profitability Driven by Financial DNA and Digitalization

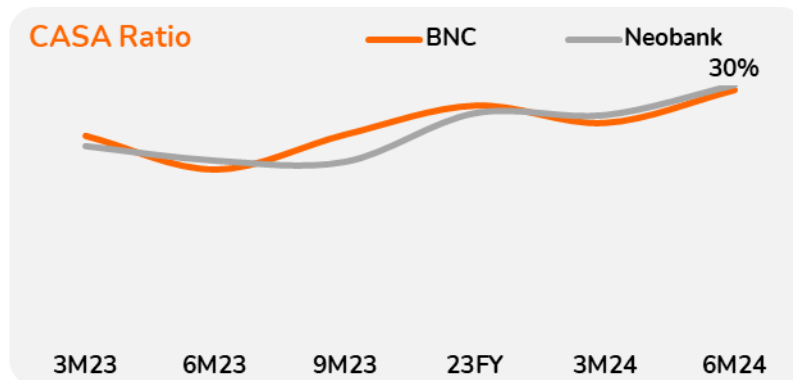
## Cost of funds improved amidst digital transformation



## Digital formed nearly 85% of deposits



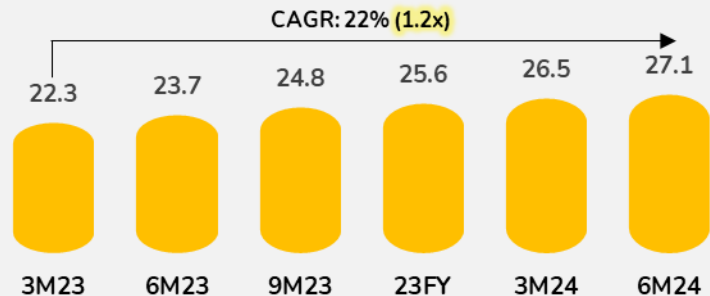
## CASA ratio has reached 30%



# Strong Business Scalability Potential - Continuous Growth

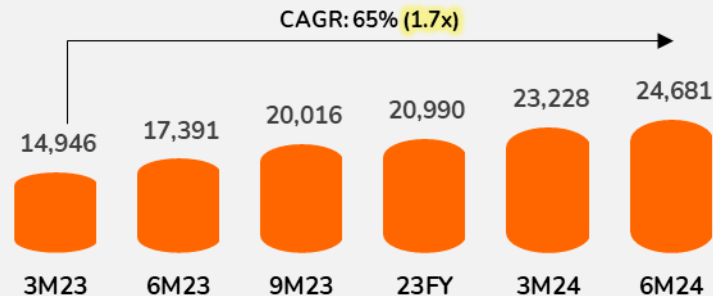
## Largest customer base among peers

Neobank Users [Units in mn]



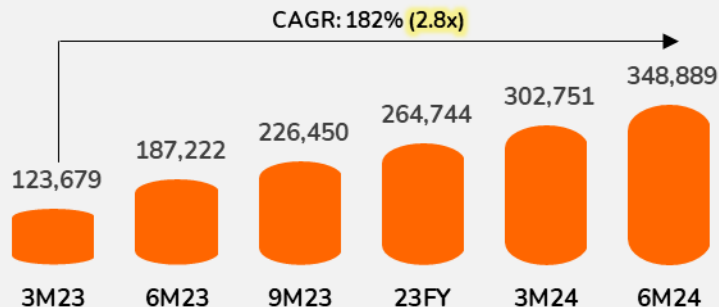
## With a rapidly growing HNWI segment

HNWI Customers [Actual units]



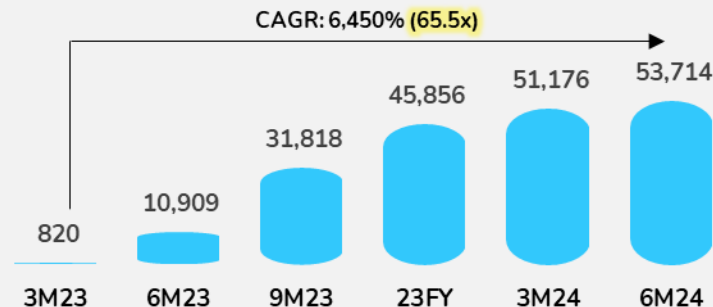
## And strong MSME merchant origination

Neo Business Merchants [Actual units]



## As well as payroll users

Payroll Users [Actual units]



# Unparalleled Shareholder Ecosystems and Partnerships

## Payment (±800 Partners)



## Loan Cooperation (>50 Partners)



## Neo Business (>100 Partners)



## Lifestyle & Wealth (>10 Partners)



## Financial Institutions

BNC collaborates with fintechs, multifinances, and cooperatives in providing **channeling and executing loans**. Up to Jun '24, we have partnered with **55 financial institutions** (38 channeling and 17 executing).



## Multifinances & Cooperatives



## High Growth Enterprises

BNC had around **800 partners** as of Jun '24 to serve their ecosystems and to provide **payment services**.



More partnership products available soon:



## Various Digitally Transforming Companies

BNC launched **corporate internet banking** in Jan '23 and has partnered with nearly **1,700 companies** as of Jun '24. We have product advantages that focus on **digital cash management and payrolls**.

### Corporate Savings:

- 3.5% p.a. savings account
- Online corporate time deposit

### Cash Management:

- Account Management
- Corporate loan withdrawals & repayments
- Payrolls
- Single/bulk bank transfers

### API Banking:

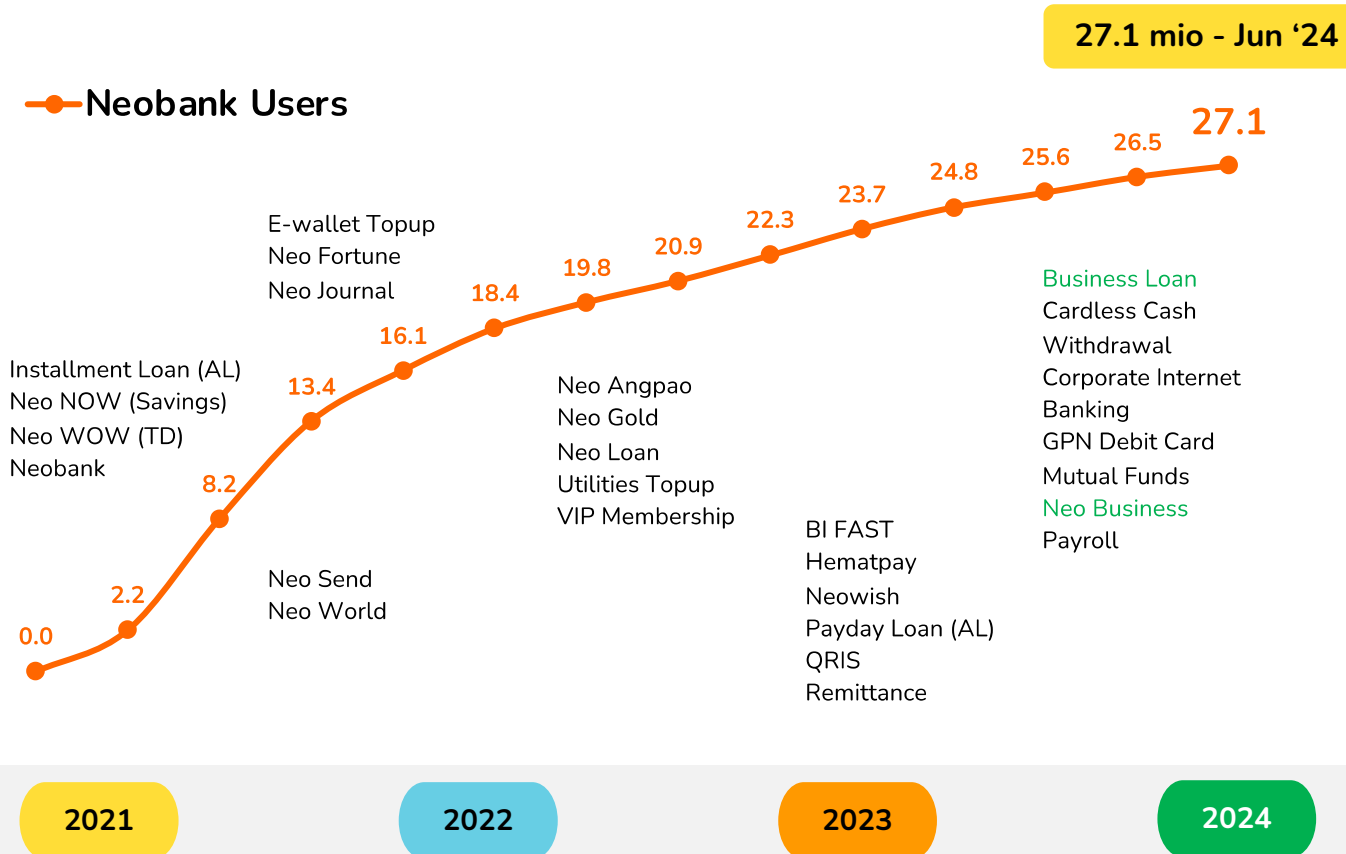
- Corporate QRIS acquiring API
- Disbursement API
- Inquiring
- VA/Direct Debit API



More exciting features coming soon!

# The Largest Listed Digital-serviced Bank in Indonesia

## Neobank Users



Installment Loan (AL)  
Neo NOW (Savings)  
Neo WOW (TD)  
Neobank

E-wallet Topup  
Neo Fortune  
Neo Journal

Neo Send  
Neo World

13.4

18.4

Neo Angpao  
Neo Gold  
Neo Loan  
Utilities Topup  
VIP Membership

19.8

20.9

22.3

BI FAST  
Hematpay  
Neowish  
Payday Loan (AL)  
QRIS  
Remittance

2023

Business Loan  
Cardless Cash  
Withdrawal  
Corporate Internet  
Banking  
GPN Debit Card  
Mutual Funds  
Neo Business  
Payroll

27.1 mio - Jun '24

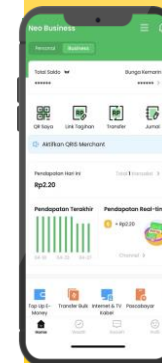
2024

## Neo Business

349k merchants – Jun '24

### Main features:

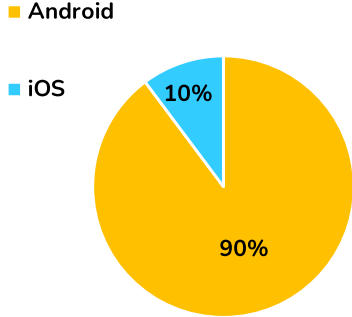
- Agent banking (Merchants to become bank's agents for PPOB and bank services)
- Bookkeeping & analysis
- Business accounts
- Business loans
- Business owner loans
- Categorized savings
- Financial management
- Owner, manager, and staff role supports
- Payment collections
- QRIS & linked payments
- Role management



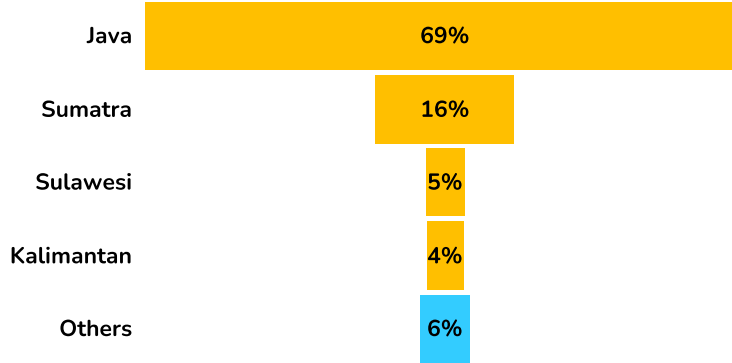
**Note:** Users who have successfully opened Neobank accounts. Units in million.

# User Demographics

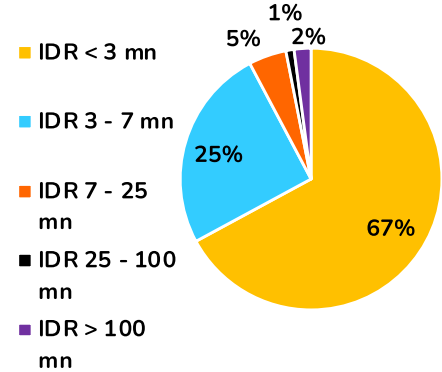
Active Users



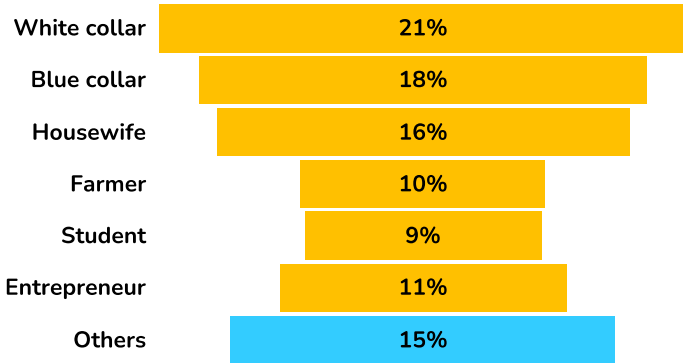
Distribution



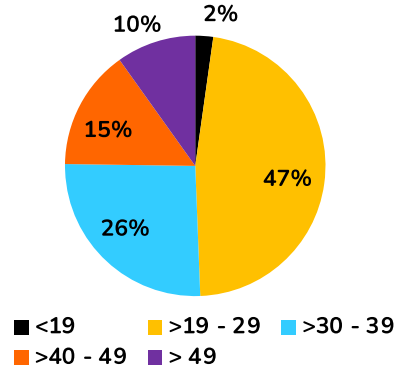
Monthly Income



Occupation



Age Group



Education

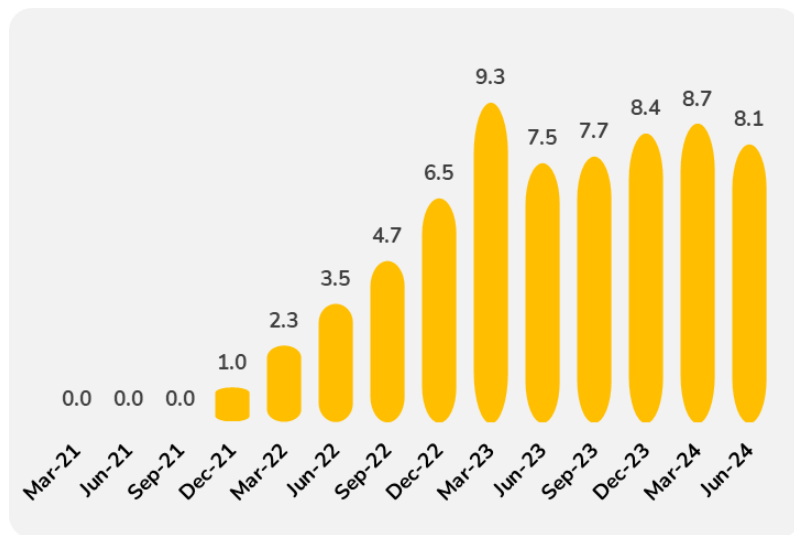


Note: Data as of Jun '24.

# Continuous Improvement in Transaction Values

## Improving transaction value per MAU<sup>1)</sup>

(In IDR mn)



57%

MAU actively transacting<sup>1)</sup>

40%

MAU enjoy Neobank's transfer services<sup>2)</sup>

33%

MAU deposited their funds to BNC<sup>3)</sup>

38%

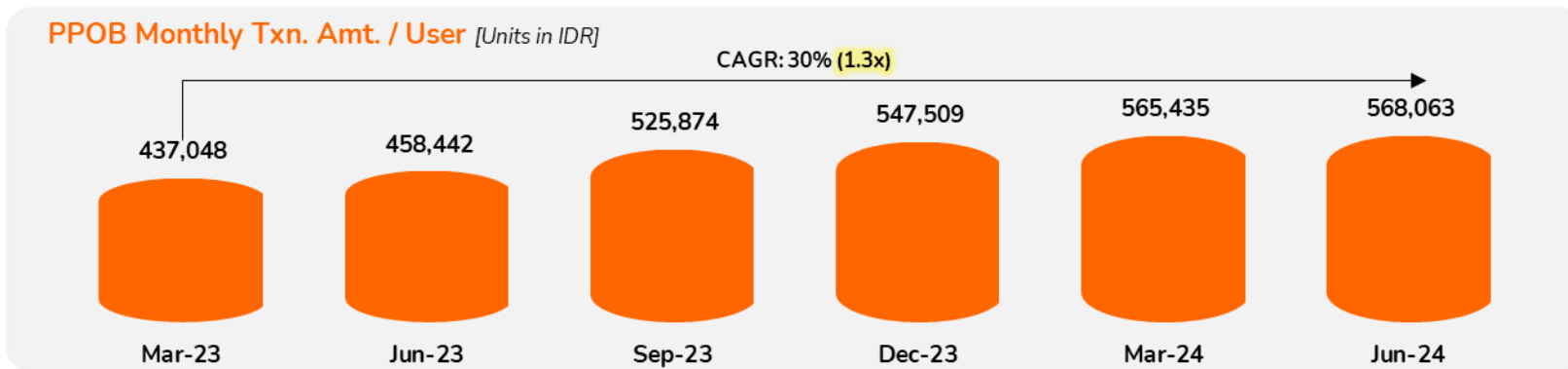
MAU utilized Neobank's payment services<sup>4)</sup>

The presence of additional use cases that offer more opportunities for users to generate transactions and actively save their funds has led to an increase in the average transaction value to IDR 8.1 mn per MAU.

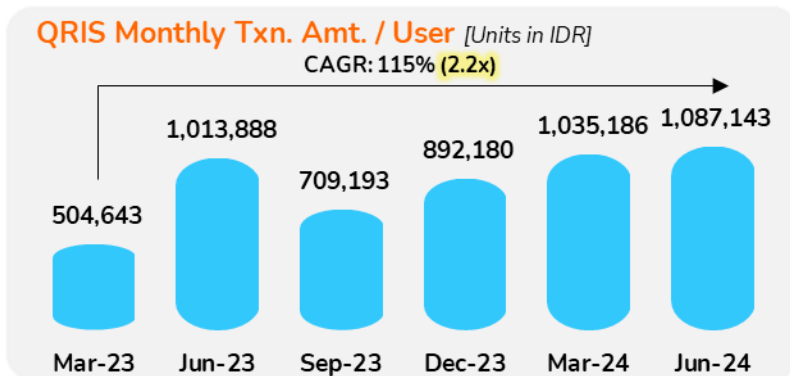
**Note:** <sup>1)</sup> Transaction per customer ID, including incoming transfers, outgoing transfers, and payments – excluding Neo Business. <sup>2)</sup> User who logs in at least once per month to Neobank mobile banking app and utilized transfer services that consist of transfer to BNC and/or other Banks. <sup>3)</sup> User who logs in at least once per month to Neobank mobile banking app and deposited their funds to BNC as savings and/or time-deposit. <sup>4)</sup> User who logs in at least once per month to Neobank mobile banking app and utilized payment services provided by BNC namely payment by virtual account and bill top-up & payment services.

# BNC Transaction Values: Grew Across Features

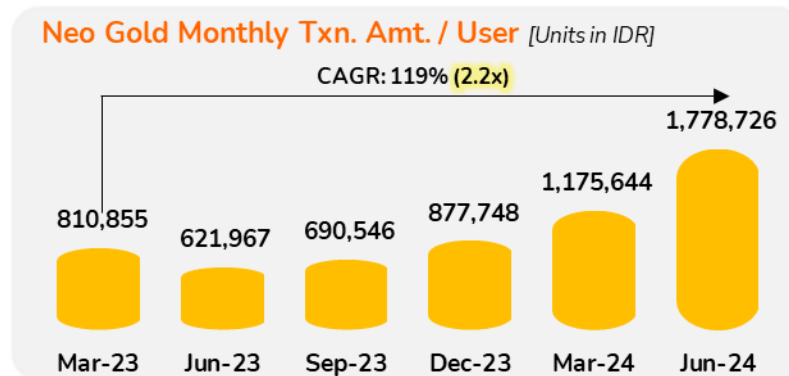
## Continuous increase in PPOB txn. amt.



## And QRIS via HematPay and Neo Business

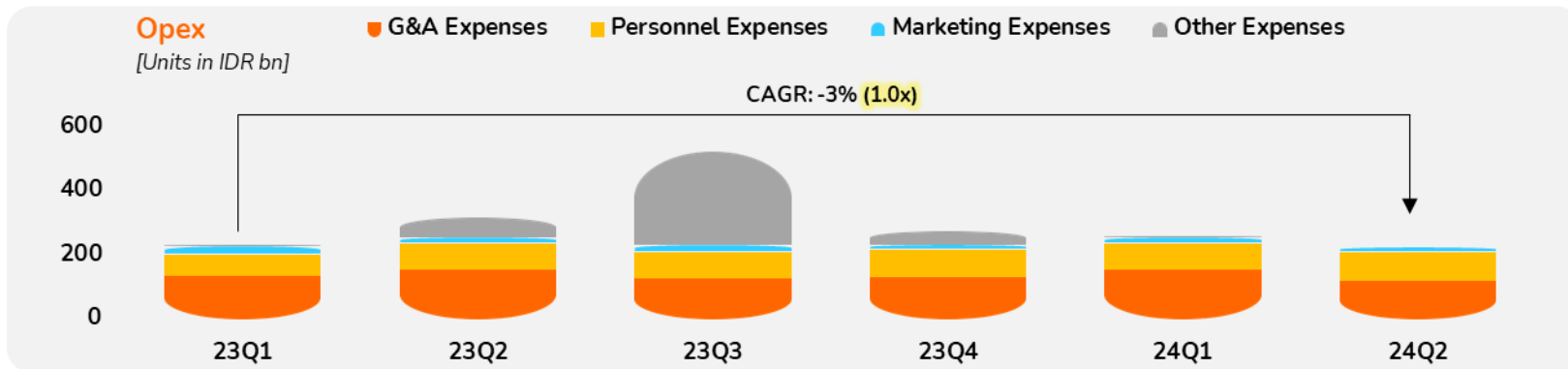


## As well as an uptick in gold transactions

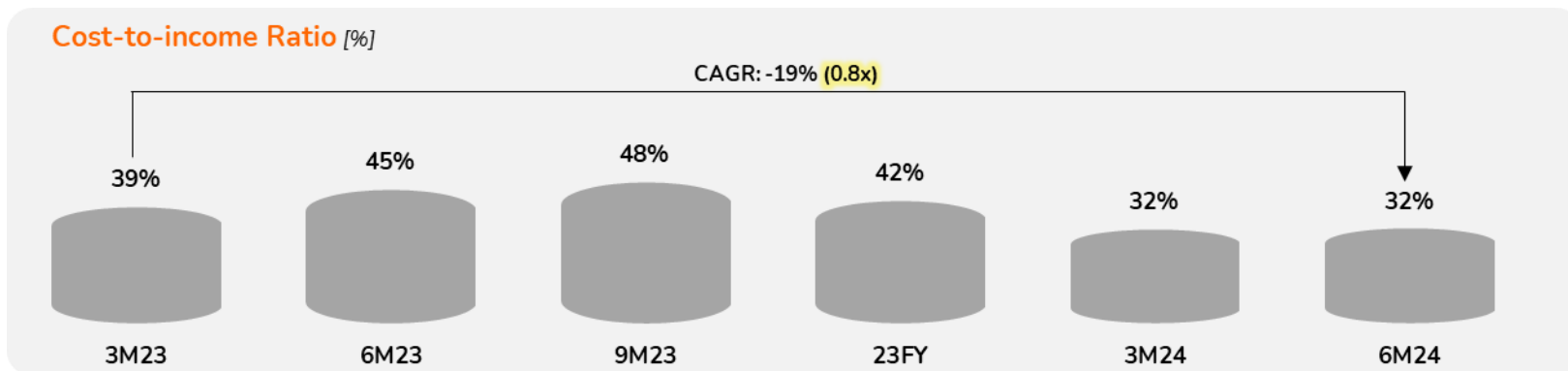




## Opex has become more stabilized



## Cost-to-income ratio has been declining





**Let's Collaborate and Grow Together!**

For more information, please contact our Investor Relations:  
[novian.fitriawan@bankneo.co.id](mailto:novian.fitriawan@bankneo.co.id)