



April 2017

# 1Q 2017 Results Update



# Maintain Moderate Growth, Asset Quality and Good Earning momentum



## Moderate Loans Growth with Good Portfolio Quality:

- Loans growth: 10% (YoY); Deposit growth: 12% (YoY)
- Loans quality:
  - NPL: 0.79%
  - Special Mention: 2.02%
  - CoC: 1.6%

## Strong Liquidity maintained:

- LFR\*: 88%
- LDR: 94%
- Liquid Asset Ratio: 32%

## Robust Key Ratios:

- NIM: 12.0%
- ROA: 3.1%
- ROE: 12.0%
- CAR: 23.9% (post IDR 574.5 bio Dividend payment)
- 1Q 2017 NPAT: IDR 478 bio (35% QoQ; 11% YoY)
- 1Q 2017 Normalized NPAT (excl. new investment): IDR 631 bio (5% QoQ; 29% YoY)

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Note: \* Funding consists of customer deposits, long-term borrowings and bonds issued

# Balance Sheet – Consolidated

IDR billion	Mar '16	Jun '16	Sep '16	Dec '16	Mar '17	ΔYoY
Cash & BI	5,454	7,330	6,009	6,074	6,022	10%
SBI & Placement	13,887	11,073	12,037	16,493	16,156	16%
Loans (gross)	59,268	61,635	62,587	63,168	64,994	10%
- Pension	38,407	39,333	39,511	40,180	40,735	6%
- Micro/SME	15,808	16,226	16,293	16,444	16,930	7%
- Micro	8,461	8,143	7,583	7,170	6,894	-19%
- SME	7,346	8,083	8,710	9,274	10,036	37%
- Productive Poor (Syariah)	3,886	4,607	4,501	4,997	5,118	32%
- Others	1,167	1,469	2,282	1,547	2,211 <sup>1)</sup>	90%
Allowance for losses	(585)	(589)	(599)	(685)	(740)	27%
Customer Deposits	61,714	65,316	65,226	66,202	68,906	12%
Borrowings	5,295	4,236	3,540	7,083	5,354	1%
Total Funding	67,008	69,553	68,766	73,284	74,260	11%
Equity	14,565 <sup>2)</sup>	14,989	15,488	15,838	15,760 <sup>3)</sup>	8%
Total Assets	83,552	86,671	86,089	91,371	92,948	11%

Note: 1) Others include employee loans, money market and consumer financing (IDR 1.3 tio)

2) Included gain on fixed assets revaluation of IDR724 bio booked in March 2016

3) Included dividend payout IDR 574.5 bio distributed on April 21, 2017

# Profit & Loss – Consolidated

IDR billion	1Q '16	2Q '16	3Q '16	4Q '16	FY '16	1Q '17	ΔYoY
Interest income	3,367	3,423	3,436	3,469	13,695	3,509	4%
Interest expense	1,335	1,205	1,170	1,131	4,841	1,126	-16%
Net interest income	2,032	2,218	2,266	2,338	8,854	2,383	17%
Other operating income	173	154	114	168	610	145	-16%
- Fee income	173	171	140	205	689	191	10%
- FX Loss (swap cost)	(0)	(16)	(25)	(37)	(79)	(46)	
Operating income	2,205	2,372	2,381	2,506	9,464	2,528	15%
Operating expense	1,384	1,466	1,503	1,631	5,984	1,574	14%
- Core Businesses	997	1,026	1,011	1,033	4,066	1,009	1%
- New Investment	80	114	159	258	611	207	157%
- TUR (Productive Poor)	295	315	321	330	1,261	345	17%
- MSOP	12	11	14	10	46	13	13%
Net operating income	821	906	877	875	3,479	954	16%
Loan loss provision	212	209	180	268	870	253	19%
NPAT - Reported	429	489	481	353	1,752	478	11%
NPAT BTPN Syariah	69	93	115	136	412	136	97%
Core Biz NPAT (excl. new investment)	488	573	599	600	2,261	631	29%

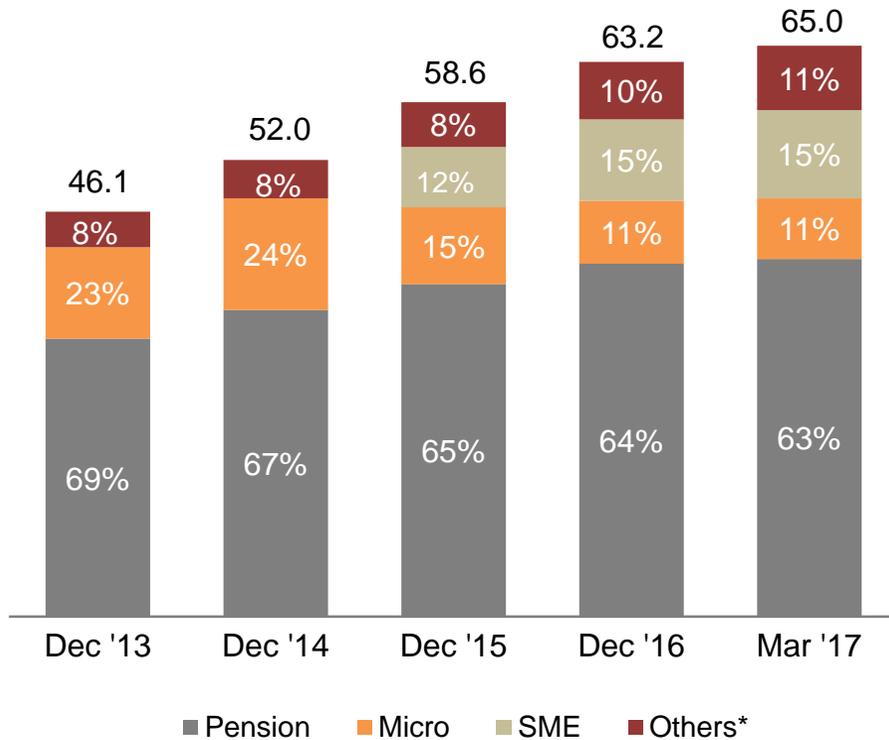
# Key Ratios – Consolidated

%	1Q '16	2Q '16	3Q '16	4Q '16	FY '16	1Q '17
NIM	11.4	12.2	12.2	12.3	12.0	12.0
Cost to Income	63	62	63	65	63	62
Cost to Income (bank only)	61	61	63	66	63	63
Cost to Income (bank only - Core Biz)	56	55	55	53	55	52
LDR (end of period)	96	94	96	95	95	94
Loan to Funding	88	89	91	86	86	88
Loan to Funding (incl. Equity)	73	73	74	71	71	72
Liquid Asset Ratio	31	28	28	34	34	32
NPL	0.75	0.74	0.78	0.79	0.79	0.79
Cost of Credit/Avg. Loan	1.4	1.4	1.2	1.7	1.4	1.6
LLP/NPL	132	130	123	137	137	144
ROA (before tax)	3.0	3.3	3.2	2.7	3.1	3.1
ROE	12.2	13.2	12.6	9.0	11.7	12.0
ROE - Core Biz	13.9	15.4	15.4	15.0	15.0	15.7
CAR (credit & ops risk)	24.9	24.0	24.8	25.0	25.0	23.9
Equity/Assets	17.4	17.3	18.0	17.3	17.3	17.0

# Loans Composition & Portfolio Quality

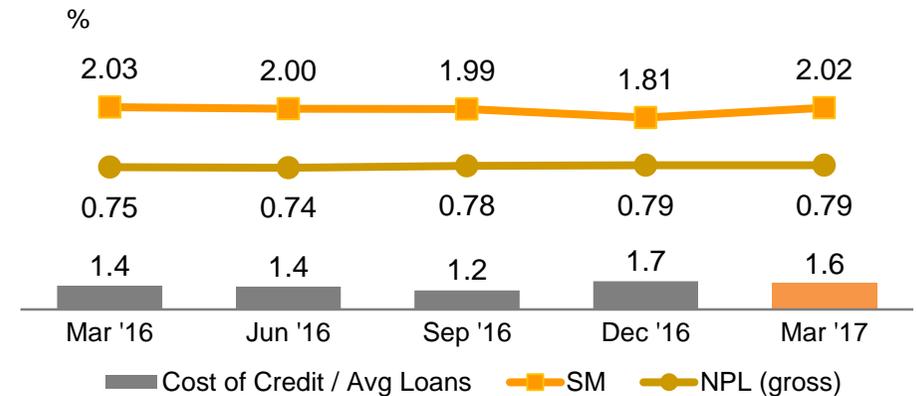
## LOANS COMPOSITION

IDR tio

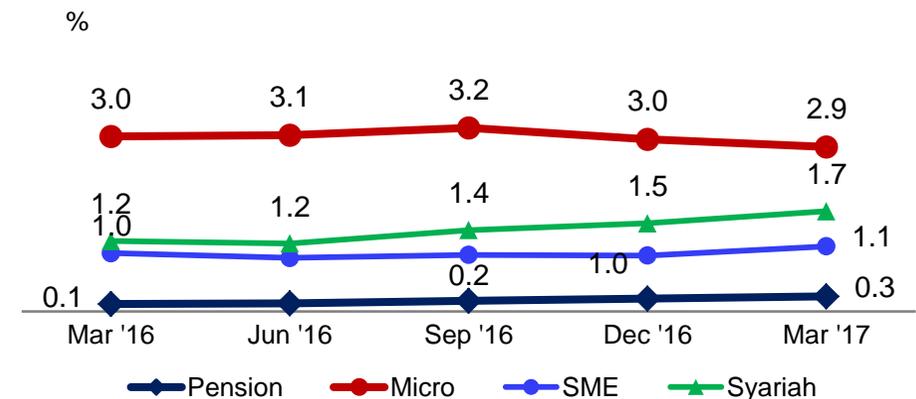


**Note:** \* including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

## SPECIAL MENTION, NPL & COST OF CREDIT



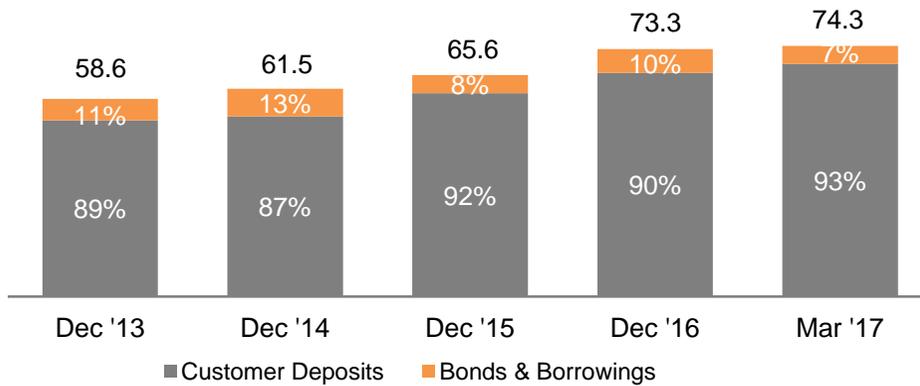
## NPL BY BUSINESS



# Funding Composition & Liquidity Reserves

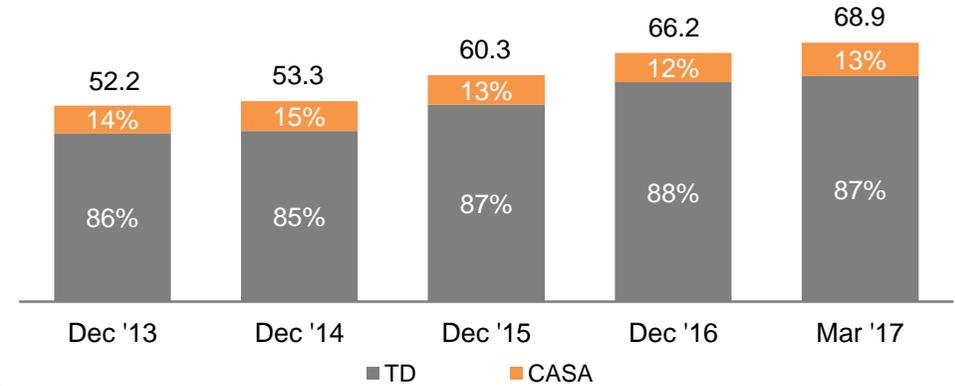
## FUNDING COMPOSITION

IDR tio



## CUSTOMER DEPOSIT COMPOSITION

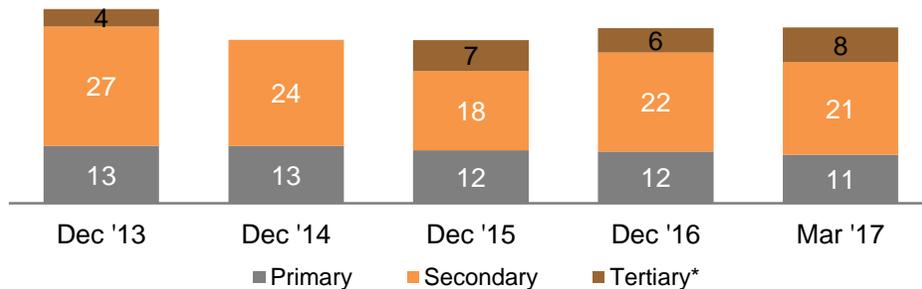
IDR tio



## LIQUID ASSETS RATIO

(Against Total Customer Deposits)

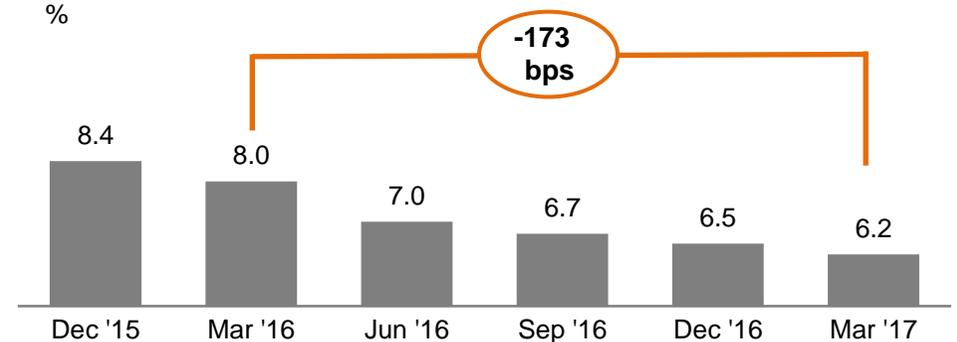
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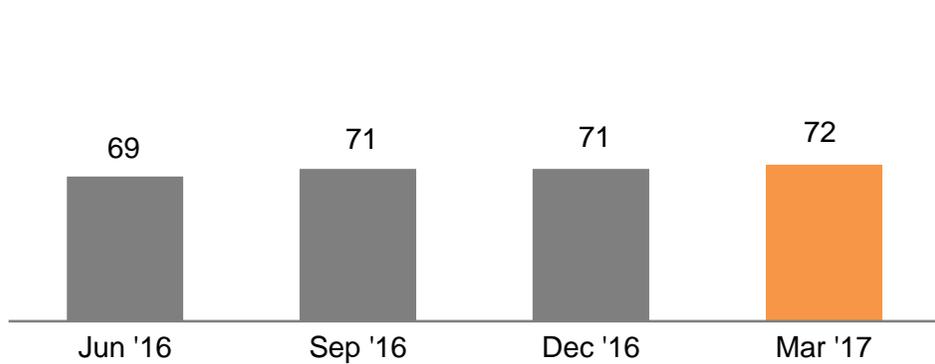
\* Revolving Standby Loan IFC/SMBC

## COST OF FUND

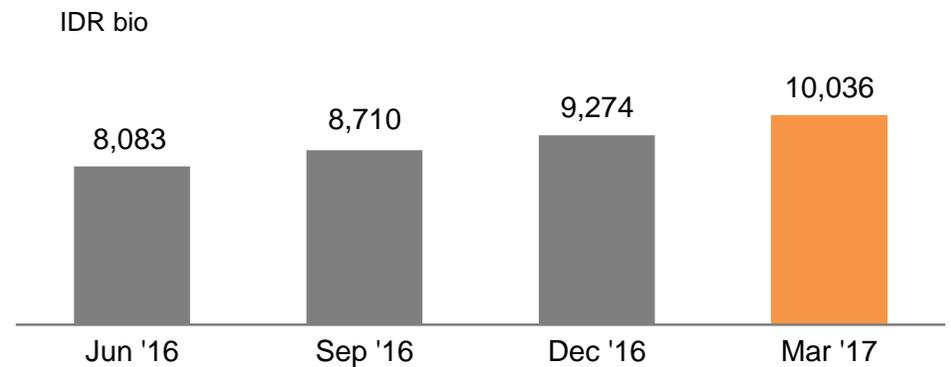
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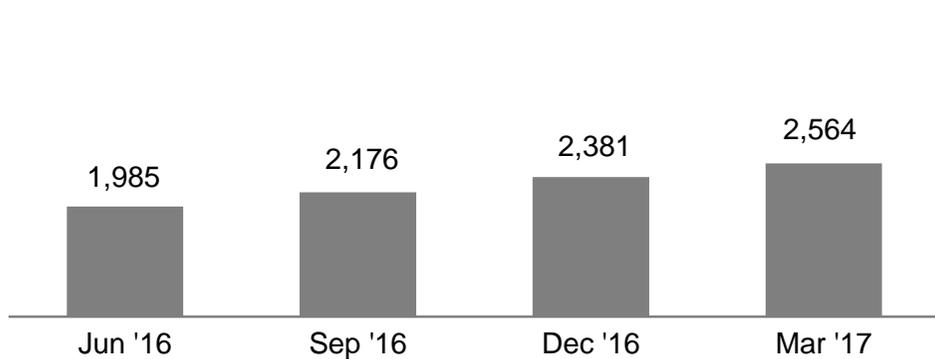
## OUTLETS



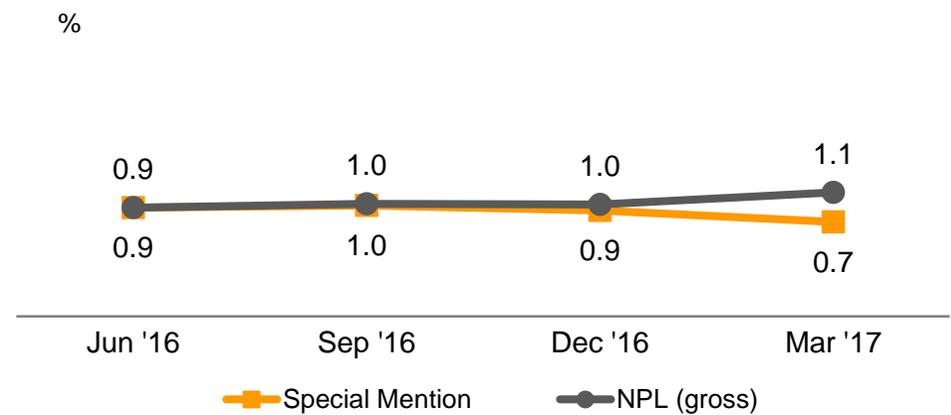
## LOANS



## CUSTOMERS

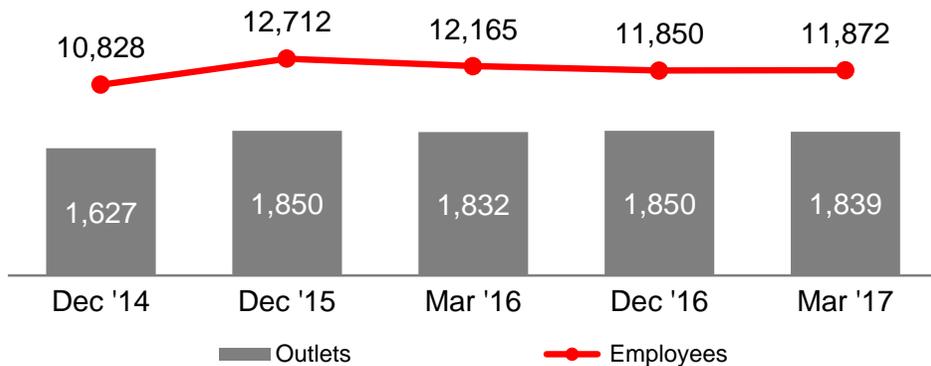


## LOANS PORTFOLIO QUALITY

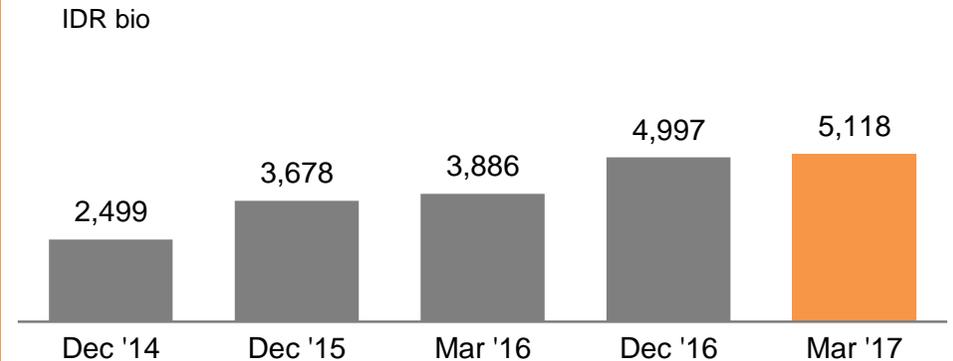


# Productive Poor (BTPN Syariah)

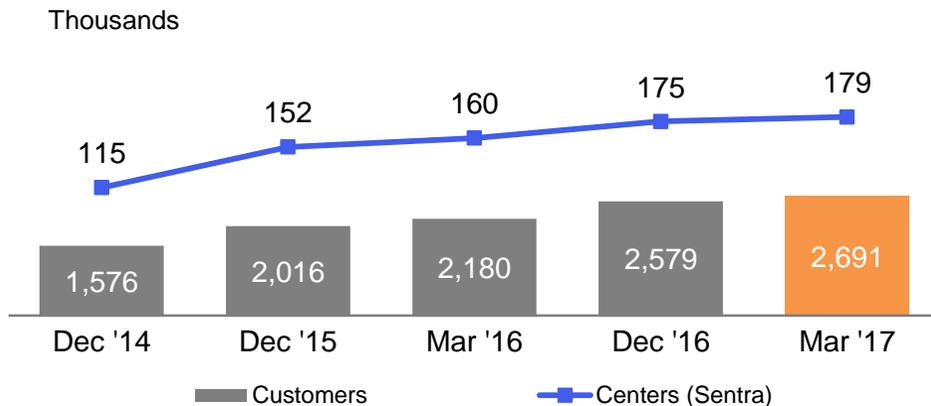
## OUTLETS & EMPLOYEES



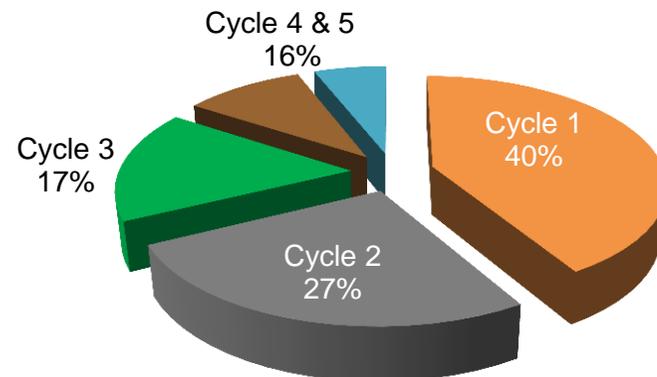
## FINANCING



## CUSTOMERS & CENTERS



## FINANCING CUSTOMERS BY CYCLE



# BTPN Syariah: 1Q 2017 Financial Results

## Balance Sheet

IDR billion	Mar '16	Dec '16	Mar '17
Cash & BI	391	467	474
SBI & Placement	949	1,307	1,524
Financing (gross)	3,886	4,997	5,118
Allowance for losses	(70)	(114)	(131)
Deposits & Temporary Syirkah Funds	4,032	5,388	5,635
Equity	1,240	1,593	1,730
Total Assets	5,575	7,323	7,646

## Profit & Loss

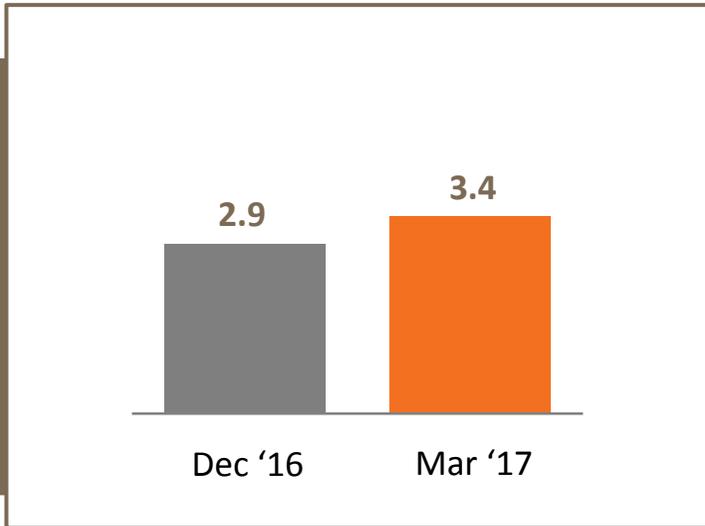
IDR billion	1Q '16	FY '16	1Q '17
- Bank's share in profit sharing	412	1,929	572
- Other operating income	1	5	1
<i>Operating income</i>	<i>414</i>	<i>1,934</i>	<i>574</i>
<i>Operating expense</i>	<i>295</i>	<i>1,261</i>	<i>345</i>
Loan loss provision	25	119	44
NPAT	69	412	136

- ◆ ROA (before tax): 10.0%
- ◆ ROE (after tax): 34.2%
- ◆ Cost to Income: 72%
- ◆ NPF: 1.7%
- ◆ FDR: 90.8%
- ◆ CAR: 23.9%

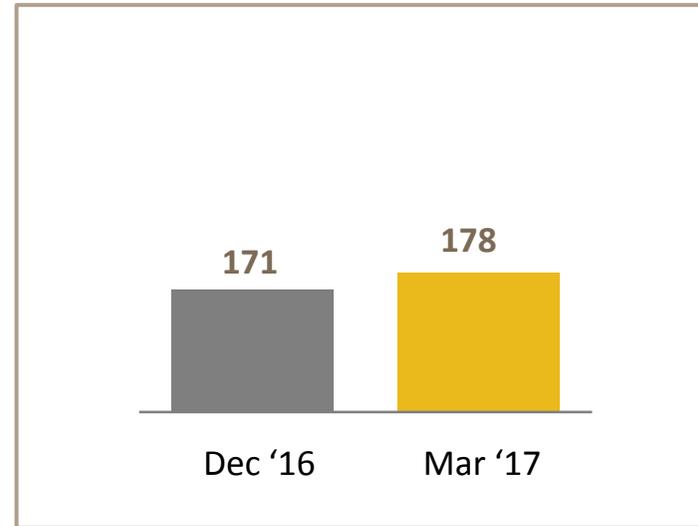
**Update on  
New Businesses**

# Number of Customers and Customer Activities continue to increase

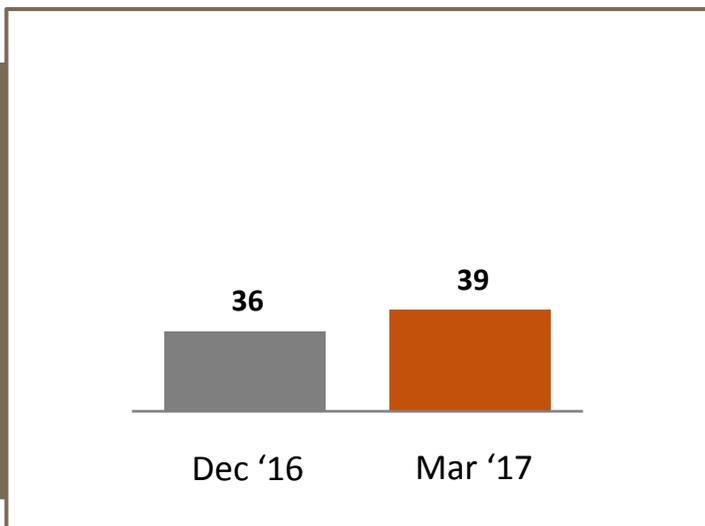
Customers  
*million*



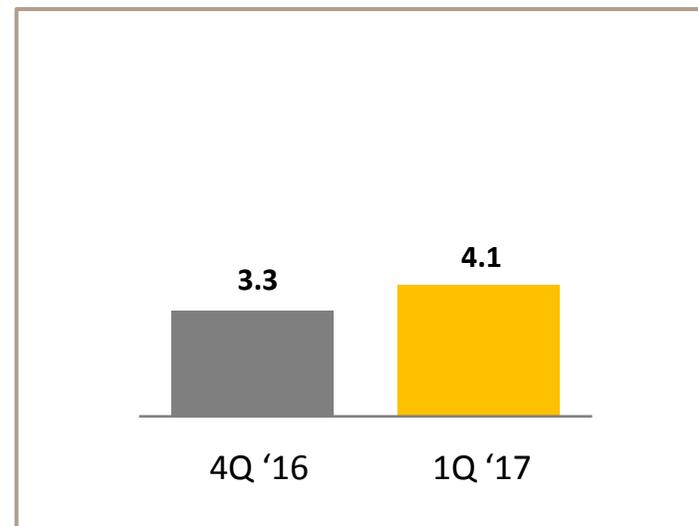
Agents  
*thousand*



Active  
Customers  
%

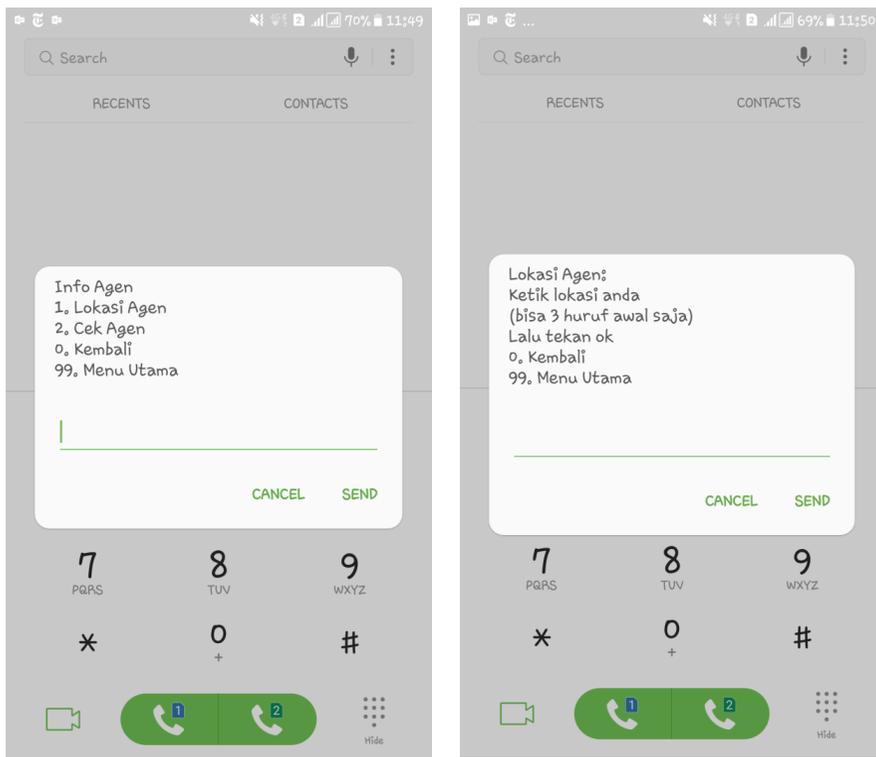


Transactions  
*million*



## New Features

## Agents' Info and Location



## New Product

## Pico Loan

- Pilot stage
- Simple features: 1 month tenor, small loan amount (IDR 100K – 1,000K)
- Simple process:
  - Direct Offering to customers through SMS and USSD
  - Customer data updates through USSD menu
  - Upon customer confirmation (via USSD), loans are credited immediately to his/her BTPN Wow! account

# Has gained Strong Traction following Launch last August



## Jenius launch

event got significant media coverage and was awarded “Best Product Launching Activation 2016” with more than 19 million impressions



24.7 million impressions

#1 Twitter trending topic

5 million unique people reached on Facebook alone

#1 trending search on App Store



29th Sept – 2nd Oct

370 Million impressions



5 Million YouTube views



21K followers



61K page likes



1.6Mn+ installs



60K+ installs



250K+

Registered Customers



Jenius  
PT Bank Tabungan Pe...  
★★★★★

App Store/Google Play Rating



28,313

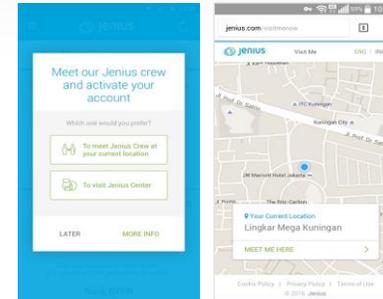
# Continue to innovate, with New Features launched every 4 - 6 weeks



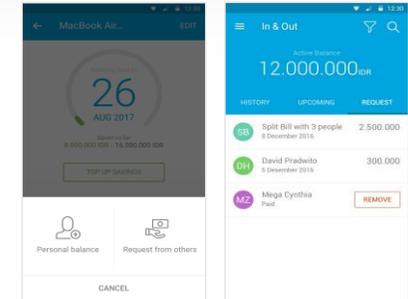
29 Sep—2 Oct:  
Brightspot x Jenius Live



Feb:  
KYC on demand with  
“live map” functionality



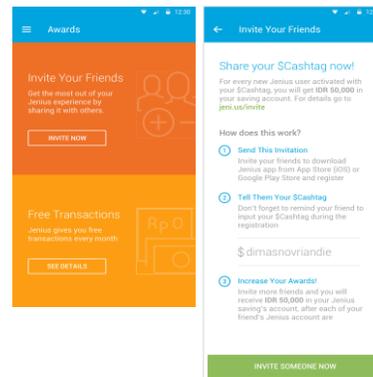
Mar:  
Dream Saver and Pay Me  
enhancements



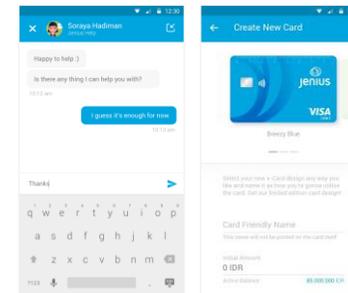
11 Aug:  
Launch Jenius



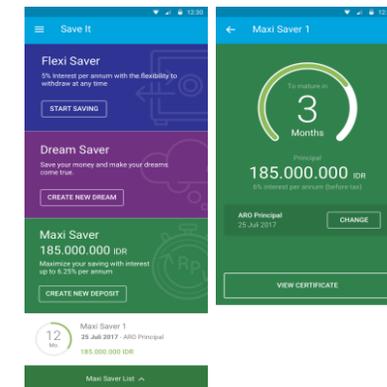
Nov:  
Awards functionality,  
including FGF



Jan:  
Live Chat and X-cards



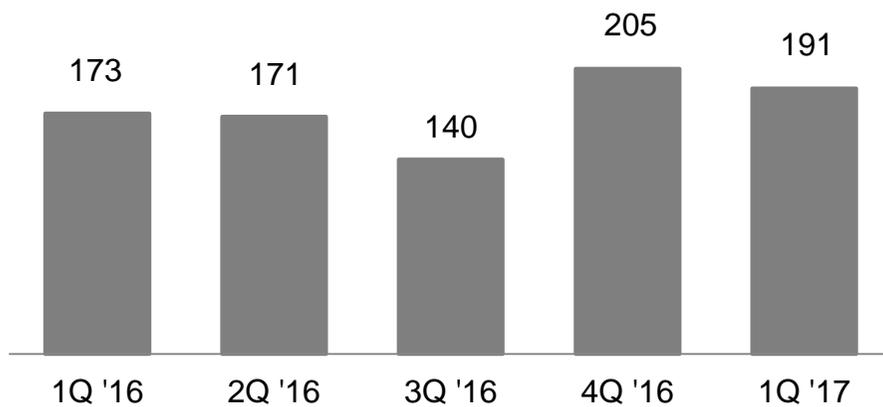
Apr:  
Maxi Saver (Term deposits)



**THANK YOU**

## FEE-BASED INCOME

IDR bio



Insurance commission related fee income:



## FEE-BASED INCOME COMPOSITION – 1Q 2017

IDR bio

