



July 2015

# 2Q 2015 Results Update



## Loans Growth in line with Industry:

- Loans growth: 11.4% (YoY); 7.1% (YTD) vs Industry: 10.4% (May '15 YoY)
- Deposits growth: 8.4% (YoY) vs Industry: 12.5% (May '15 YoY)

## Liquidity condition remains strong:

- LFR: 86%; LFR (incl. Equity): 72%
- LDR: 98%
- Liquid Asset Ratio: 35%

## Healthy Key Ratios:

- NIM: 11.2%
- NPL: 0.8%
- ROE: 15.0%
- CAR: 23.6%

## Fee Income Growth:

- Fee Income: IDR 366 bio (12% YoY)

## Net Income:

- 1H NPAT: IDR 928 bio (-7% YoY)
  - 2Q NPAT: IDR 448 bio (-7% QoQ; -11% YoY)
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# Balance Sheet Highlights (Consolidated)



IDR billion	Jun '14	Dec '14	Mar '15	Jun '15	ΔYTD	ΔYoY
Cash & BI	5,820	5,758	5,890	7,161	24%	23%
SBI & Placement	12,410	13,928	13,765	12,914	-7%	4%
Loans (gross)	50,013	51,994	53,377	55,727	7%	11%
- Pension	33,157	34,739	35,245	35,765	3%	8%
- Micro/iSME	11,204	12,731	13,694	14,786	16%	32%
- Micro	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	9,393		
- iSME	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	5,393		
- Productive Poor (Syariah)	2,054	2,499	2,651	3,195	28%	56%
- Others*	3,598	2,025	1,788	1,980	-2%	-45%
Allowance for losses	(542)	(507)	(517)	(525)	4%	-3%
Customer Deposits	52,696	53,335	54,367	57,131	7%	8%
Borrowings	6,275	8,214	8,271	7,685	-6%	22%
Total Funding	58,971	61,549	62,637	64,816	5%	10%
Equity	10,934	11,811	12,298	12,763	8%	17%
Total Assets	71,411	75,015	76,566	79,484	6%	11%

Note: \* Others include Joint Financing, Money Market, Employee Loan and ex-Bank Sahabat Loan

# Profit & Loss Highlights (Consolidated)

IDR billion	1H '14	FY '14	1Q '15	2Q '15	1H '15	ΔYoY
Interest income	6,093	12,293	3,150	3,223	6,372	5%
Interest expense	2,560	5,252	1,305	1,333	2,638	3%
Net interest income	3,533	7,041	1,845	1,890	3,734	6%
Fee income	327	740	181	185	366	12%
Operating income	3,860	7,780	2,026	2,075	4,101	6%
Operating expense	2,131	4,501	1,169	1,253	2,422	14%
- <i>Business As Usual (BAU)</i>	1,697	3,602	889	912	1,801	6%
- <i>New Investment*</i>	-	66	49	85	133	
- <i>TUR (Productive Poor)</i>	404	784	225	241	466	15%
- <i>MSOP</i>	30	49	7	15	22	-26%
Net operating income	1,730	3,279	857	822	1,679	-3%
Loan loss provision	373	744	200	198	398	7%
NPBT	1,349	2,523	656	622	1,278	-5%
NPAT	996	1,853	481	448	928	-7%

Note: \* New Investment for SME business and BTPN WOW!

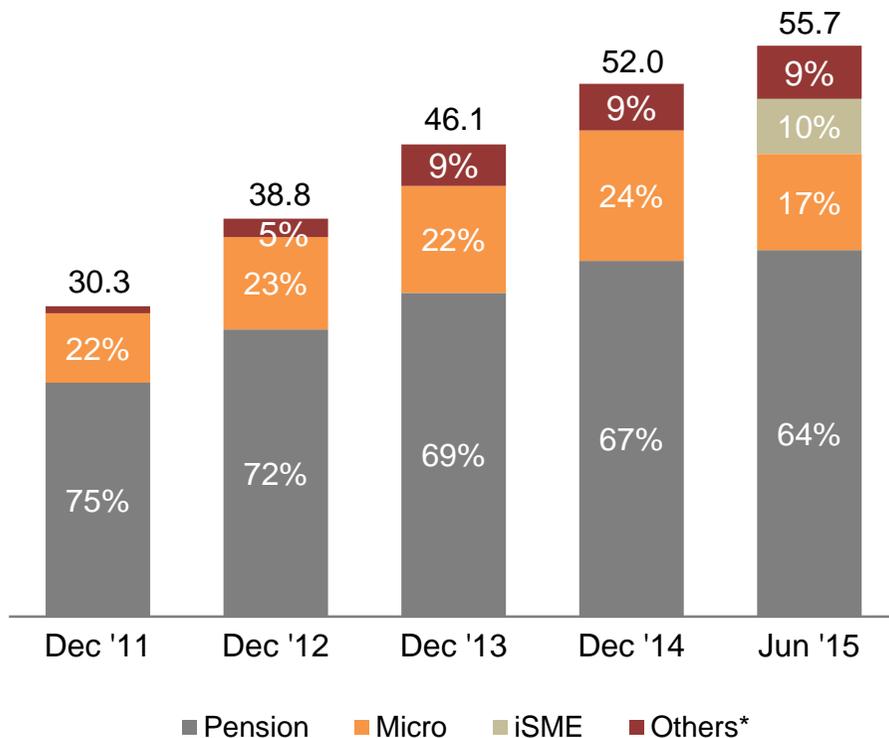
# Key Ratios

%	1H '14	FY '14	1Q '15	2Q '15	1H '15
NIM	11.7	11.4	11.3	11.1	11.2
Cost to Income	55	58	58	60	59
Cost to Income (bank only)	55	56	54	58	56
Cost to Income (bank only - BAU)	54	55	51	52	51
LDR (end of period)	95	97	98	98	98
Loan to Funding	85	84	85	86	86
Loan to Funding (incl. Equity)	72	71	71	72	72
Liquid Asset Ratio	35	37	36	35	35
NPL	0.9	0.7	0.8	0.8	0.8
Cost of Credit/Avg. Loan	1.6	1.5	1.5	1.5	1.5
LLP/NPL	125	139	128	121	121
ROA (before tax)	3.9	3.6	3.5	3.2	3.4
ROE (after tax)	19.0	16.9	15.8	14.2	15.0
CAR (credit & ops risk)	23.4	23.3	24.9	23.6	23.6
Equity/Assets	15.3	15.7	16.1	16.1	16.1

# Loans Composition & Portfolio Quality

## LOANS COMPOSITION

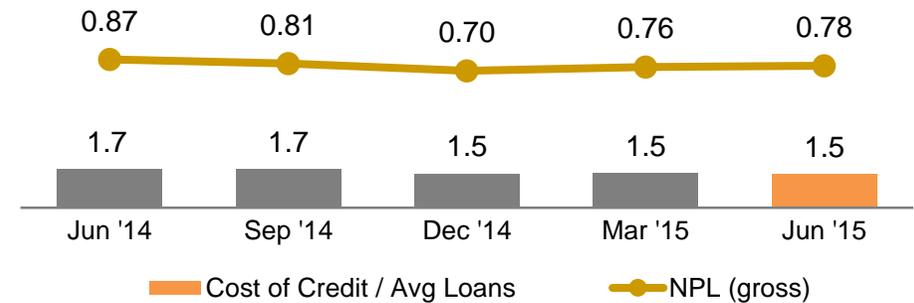
IDR trl



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

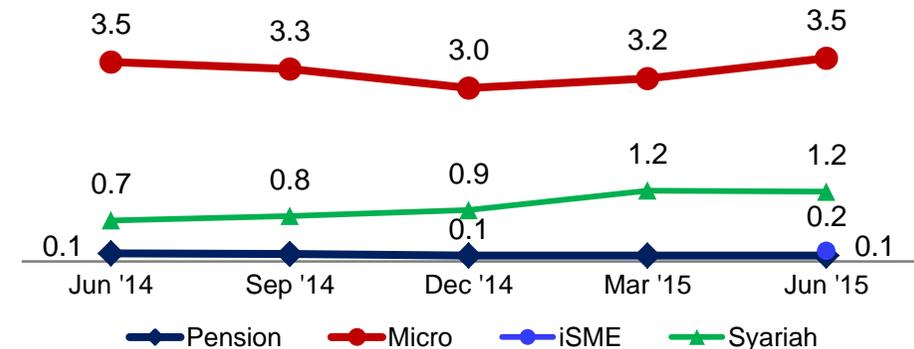
## NPL & COST OF CREDIT

%



## NPL BY BUSINESS

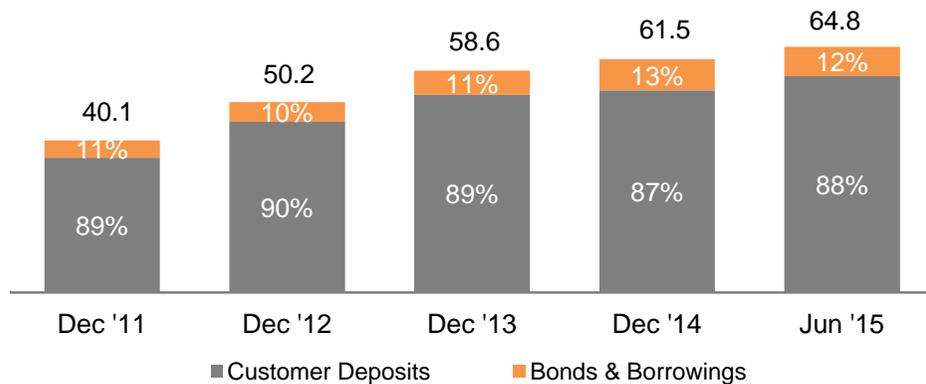
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# Funding Composition & Liquidity Reserves

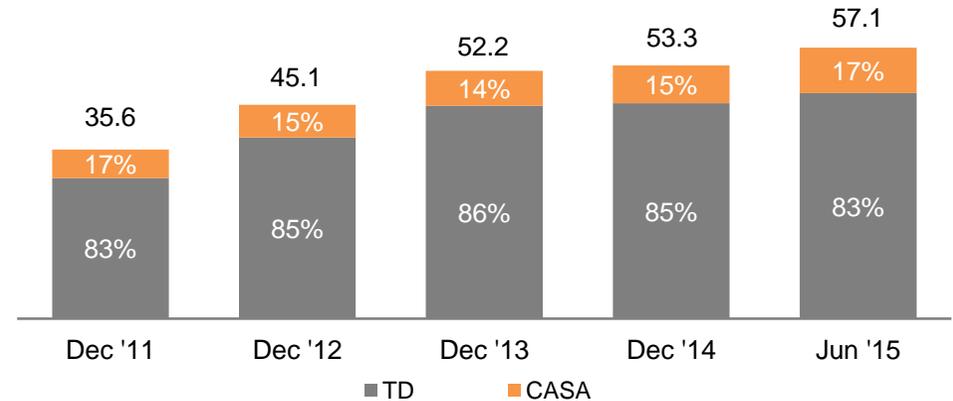
## FUNDING COMPOSITION

IDR tio



## CUSTOMER DEPOSIT COMPOSITION

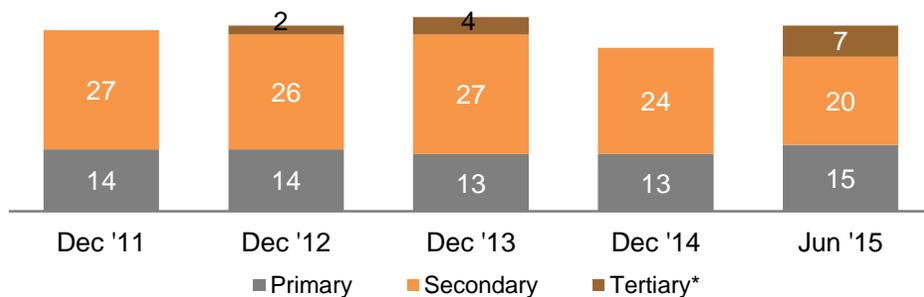
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## LIQUID ASSETS RATIO

(Against Total Customer Deposits)

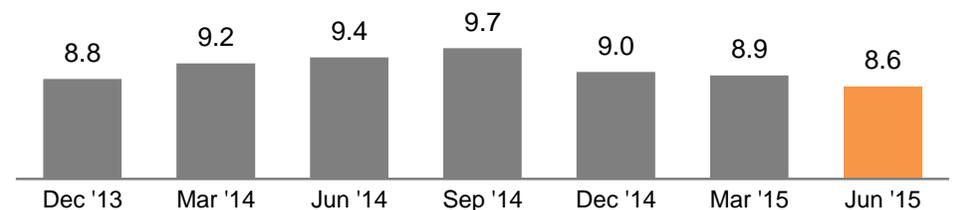
%



\* Revolving Standby Loan IFC/SMBC

## COST OF FUND\*

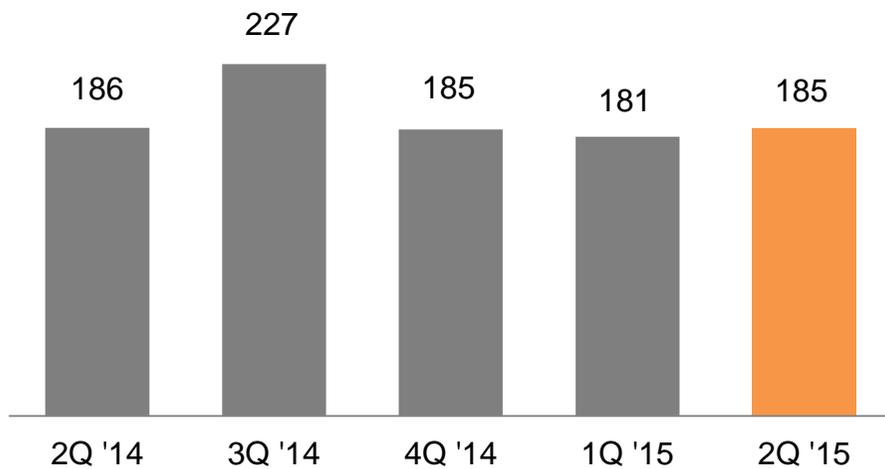
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\* Customer deposits (BTPN only) – monthly

## FEE-BASED INCOME

IDR bio

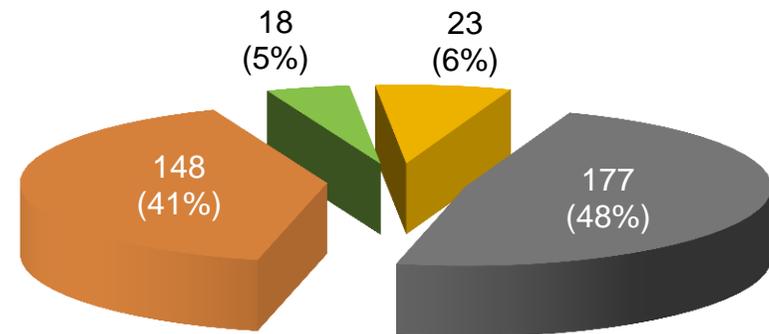


Insurance commission related fee income:



## FEE-BASED INCOME COMPOSITION – YTD

IDR bio



■ Loans ■ Insurance ■ Funding ■ Others

**iSME**

# New Target Market – Lending

Medium & Large Corporation		MARKET (Customers)	SERVED BY	BUSINESS SIZE (Jun '15)	OUR CUSTOMERS
<b>SME</b>	STO: IDR 100 – 400 bio Loan: IDR 10 – 50 bio	~ 550K		<ul style="list-style-type: none"> <li>• Since 2014</li> <li>• 1,300 customers</li> <li>• IDR 5.4 tio lending</li> </ul>	
<b>iSME</b>	STO: IDR 2.5 – 100 bio Loan: IDR 1 – 10 bio				
<b>Micro</b>	STO < IDR 2.5 bio Loan: < IDR 1 bio	~ 40 mio		<ul style="list-style-type: none"> <li>• Since 2009</li> <li>• 255K customers</li> <li>• IDR 9.4 tio lending</li> </ul>	
<b>Productive Poor</b>	Loan: IDR 10 mio	~ 36 mio (female only)		<ul style="list-style-type: none"> <li>• Since 2012</li> <li>• 1.9 mio customers</li> <li>• IDR 3.2 tio financing</li> </ul>	

Note: STO = Annual Sales Turnover

## Financial Solution

A bundle of **Financial Solution** delivered in **simple-flexible-fast** fashion

- Basic lending products (overdraft facility, demand loan, term loan / investment loan)
- Asset Based Financing Products

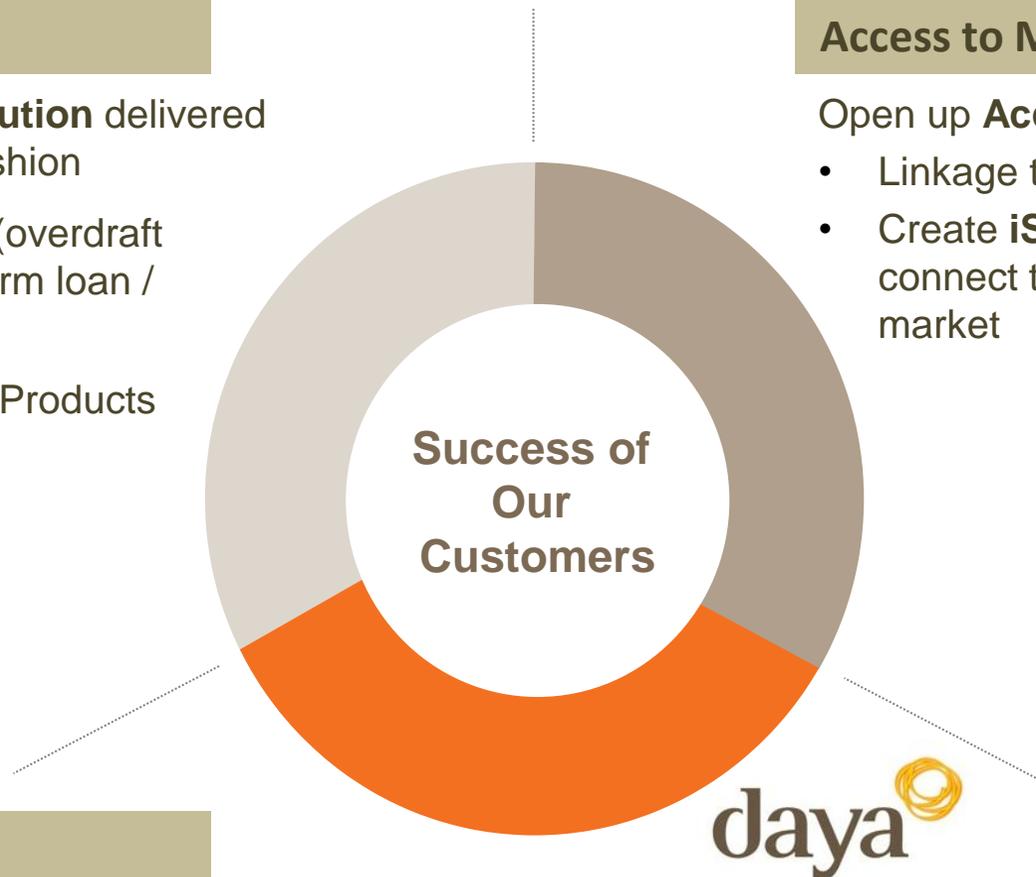
## Access to Market

Open up **Access to Market**:

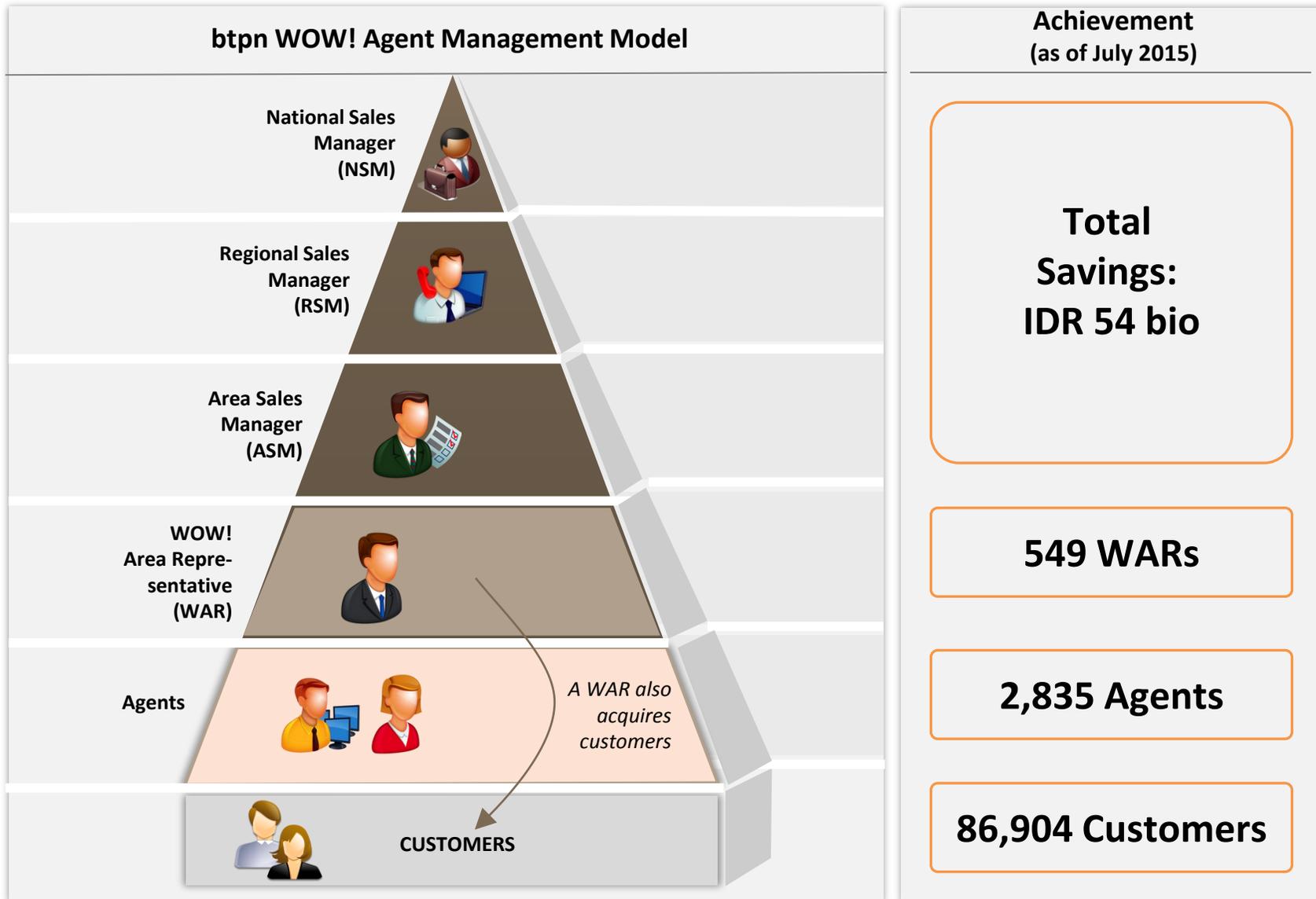
- Linkage to formal **supply chain**
- Create **iSME Virtual Market** to connect the client to the potential market

## Capacity Development

- **Mitra Bisnis Info** for generic and customized information sharing
- **Mitra Bisnis Club** for networking and exchange of experience
- **Mitra Bisnis Consultant** for business consultancy service provided by experienced and certified Relationship Manager



btpn  
WOW!





Build customer education through a BTL heavy approach (including WOM)

WOM campaign: Agen Rumpi with Buzz & Co



BTL Activation: Kampung WOW! Direct selling with 4 wheeler



Community Event: Layar Tancep, Bazaar, Fogging, etc,

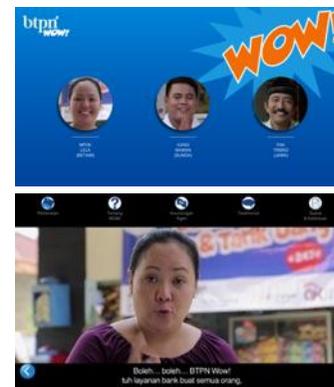


Enable all points of sales and WARs with collaterals and trainings

POS: collaterals



Video for WAR: how to become a WOW! Agent

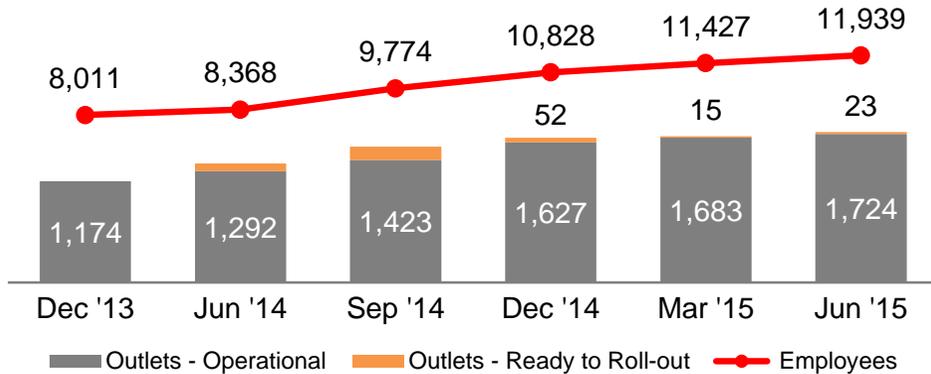


100 Agent Branding visibility

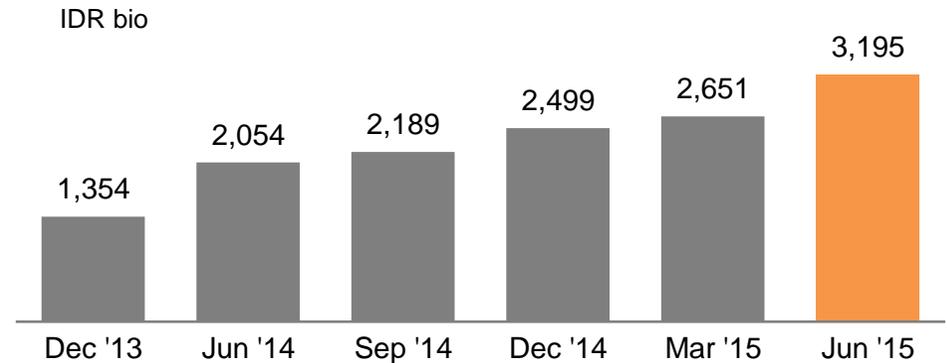


syariah  
btpn

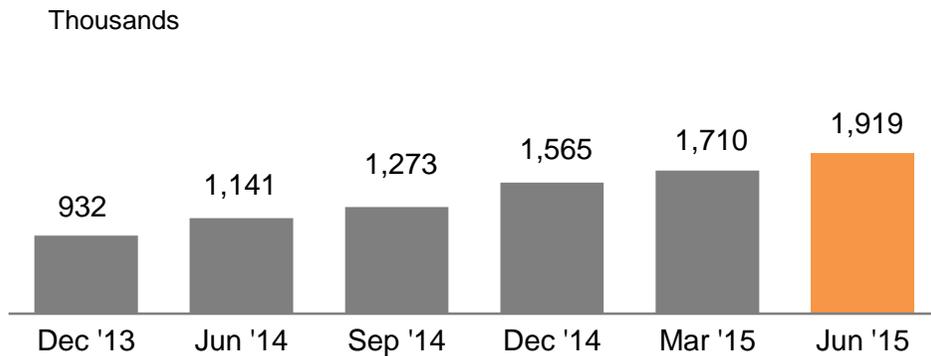
## OUTLETS & EMPLOYEES



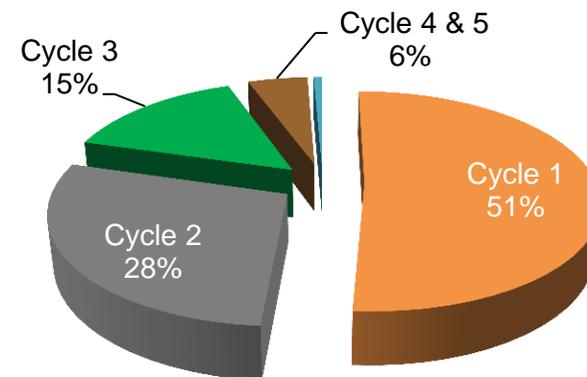
## FINANCING



## TOTAL CUSTOMERS



## FINANCING CUSTOMERS BY CYCLE



# BTPN Syariah: 2Q 2015 Financial Results



## BALANCE SHEET

IDR billion	Mar '15	Jun '15
Cash & BI	251	302
SBI & Placement	737	805
Financing & Loans (gross)	2,686	3,195
- <i>Productive Poor (Syariah)</i>	2,651	3,195
- <i>Others*</i>	35	-
Allowance for losses	(53)	(50)
Deposits & Temporary Syirkah Funds	2,865	3,374
Equity	853	1,053
<b>Total Assets</b>	<b>3,938</b>	<b>4,718</b>

Note: \* ex-Bank Sahabat loans

## PROFIT & LOSS

IDR billion	1Q '15	2Q '15	1H '15
- Bank's share in profit sharing	270	312	582
- Other operating income	3	9	11
<i>Operating income</i>	<i>272</i>	<i>321</i>	<i>593</i>
<i>Operating expense</i>	<i>225</i>	<i>241</i>	<i>466</i>
Loan loss provision	17	26	43
<b>NPAT</b>	<b>22</b>	<b>38</b>	<b>61</b>

**THANK YOU**