



March 2016

FY 2015 Results Update



Healthy Loans Growth with Good Portfolio Quality:

- Loans growth: 13% (YoY); Deposit growth: 13% (YoY)
- Loans quality:
 - NPL: 0.7%
 - Special Mention: 1.7%

Strong Liquidity maintained:

- LFR: 89%
- LDR: 97%
- Liquid Asset Ratio: 31%
- Undrawn standby facilities: equivalent ~USD 300 mio

Robust Key Ratios:

- NIM: 11.3%
 - ROA: 3.1%
 - ROE: 13.3%
 - CAR: 23.8%
 - FY 2015 NPAT: IDR 1,702 bio (-9% YoY)
-

Balance Sheet – Consolidated

IDR billion	Dec '14	Mar '15	Jun '15	Sep '15	Dec '15	ΔYoY
Cash & BI	5,758	5,890	7,161	6,428	6,127	6%
SBI & Placement	13,928	13,765	12,914	12,938	12,288	-12%
Loans (gross)	51,994	53,377	55,727	56,938	58,587	13%
- Pension	34,908	35,495	36,101	37,044	37,882	9%
- Micro/SME	12,731	13,694	14,786	15,246	15,600	23%
- Micro	<i>n.a.</i>	<i>n.a.</i>	9,393	9,107	8,732	<i>n.a.</i>
- SME	<i>n.a.</i>	<i>n.a.</i>	5,393	6,140	6,868	<i>n.a.</i>
- Productive Poor (Syariah)	2,499	2,651	3,195	3,190	3,678	47%
- Others ¹⁾	1,856	1,537	1,645	1,457	1,427	-23%
Allowance for losses	(507)	(517)	(525)	(542)	(544)	7%
Customer Deposits	53,335	54,367	57,131	59,103	60,273	13%
Borrowings	8,232	8,271	7,685	6,100	5,343	-35%
Total Funding	61,567	62,637	64,816	65,203	65,616	7%
Equity	11,680	12,298	12,763	13,225	13,576	16%
Total Assets	75,059	76,566	79,484	80,113	81,040	8%

Note: ¹⁾ Others include money market, employee loan and ex-Bank Sahabat's loan

Profit & Loss – Consolidated

IDR billion	FY '14	1Q '15	2Q '15	3Q '15	4Q '15	FY '15	ΔYoY
Interest income	12,293	3,150	3,223	3,298	3,334	13,004	6%
Interest expense	5,252	1,305	1,333	1,332	1,339	5,308	1%
Net interest income	7,041	1,845	1,890	1,966	1,995	7,696	9%
Fee income	740	181	185	166	174	706	-5%
Operating income	7,780	2,026	2,075	2,132	2,169	8,401	8%
Operating expense	4,480	1,169	1,253	1,287	1,447	5,156	15%
- Business As Usual (BAU)	3,581	889	912	912	1,000	3,713	4%
- New Investment *	66	49	85	92	156	380	478%
- TUR (Productive Poor)	784	225	241	269	278	1,013	29%
- MSOP	49	7	15	15	13	50	1%
Net operating income	3,300	857	822	845	722	3,246	-2%
Loan loss provision	744	200	198	218	170	786	6%
NPBT	2,544	656	622	625	529	2,433	-4%
NPAT	1,869	481	448	446	327	1,702	-9%

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

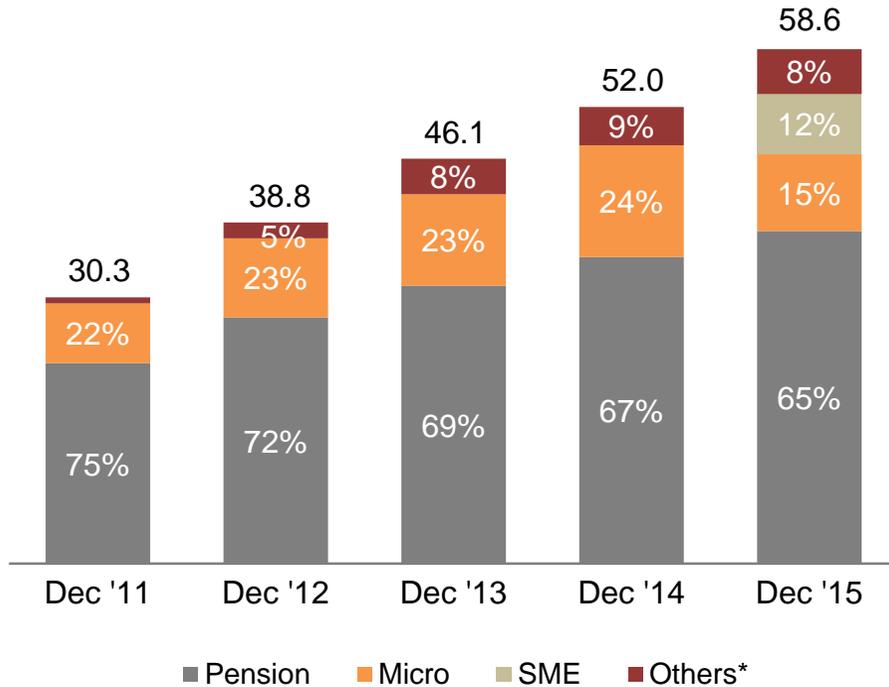
Key Ratios – Consolidated

%	FY '14	1Q '15	2Q '15	3Q '15	4Q '15	FY '15
NIM	11.4	11.3	11.1	11.4	11.4	11.3
Cost to Income	58	58	60	60	67	61
Cost to Income (bank only)	56	54	58	58	65	59
Cost to Income (bank only - BAU)	55	51	53	53	56	53
LDR (end of period)	97	98	98	96	97	97
Loan to Funding	84	85	86	87	89	89
Loan to Funding (incl. Equity)	71	71	72	73	74	74
Liquid Asset Ratio	37	36	35	33	31	31
NPL	0.7	0.8	0.8	0.8	0.7	0.7
Cost of Credit/Avg. Loan	1.5	1.5	1.5	1.5	1.2	1.4
LLP/NPL	139	128	121	124	132	132
ROA (before tax)	3.6	3.5	3.2	3.2	2.6	3.1
ROE (after tax)	16.9	15.8	14.2	13.6	9.7	13.3
CAR (credit & ops risk)	23.2	24.9	23.6	23.8	23.8	23.8
Equity/Assets	15.6	16.1	16.1	16.5	16.8	16.8

Loans Composition & Portfolio Quality

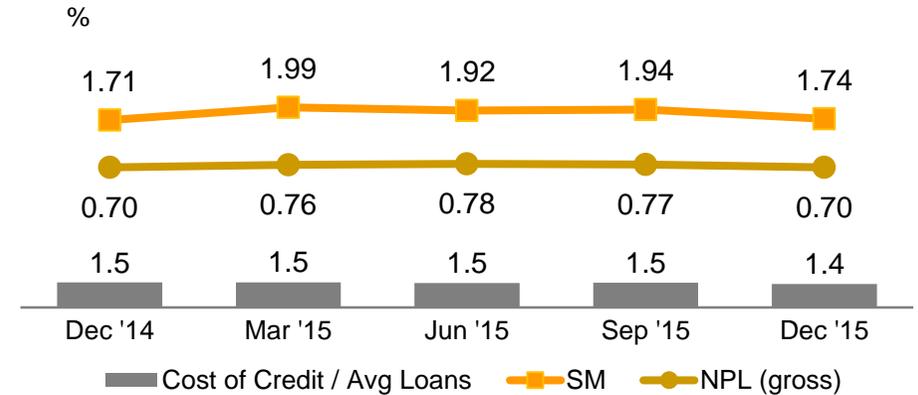
LOANS COMPOSITION

IDR tio

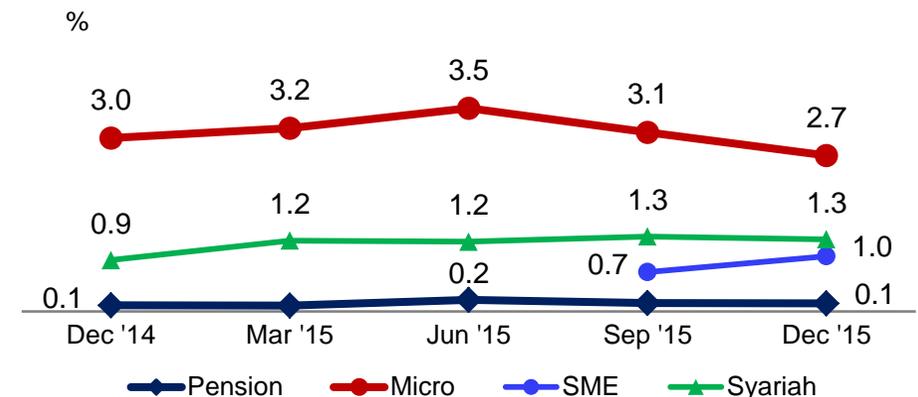


Note: * including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

SPECIAL MENTION, NPL & COST OF CREDIT



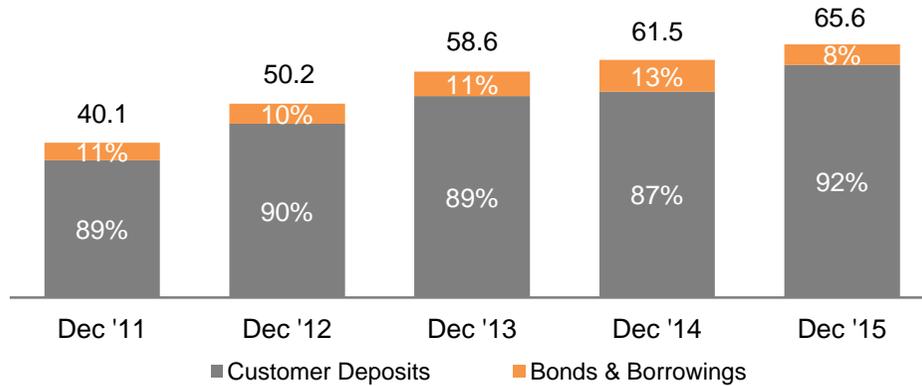
NPL BY BUSINESS



Funding Composition & Liquidity Reserves

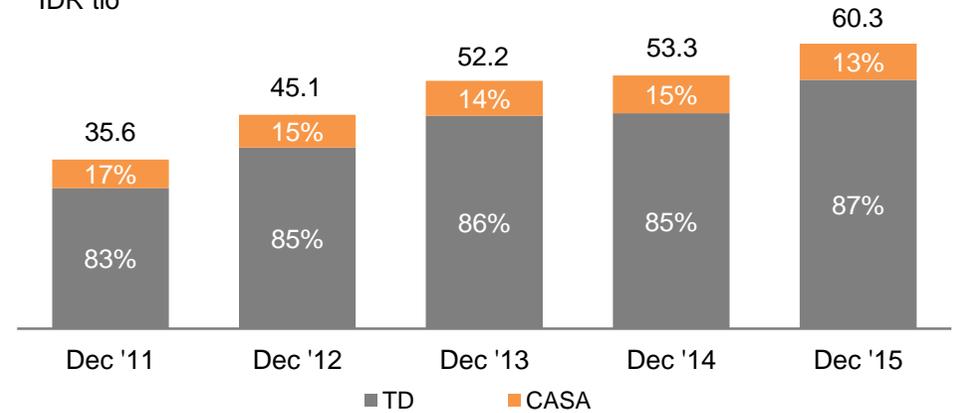
FUNDING COMPOSITION

IDR tio



CUSTOMER DEPOSIT COMPOSITION

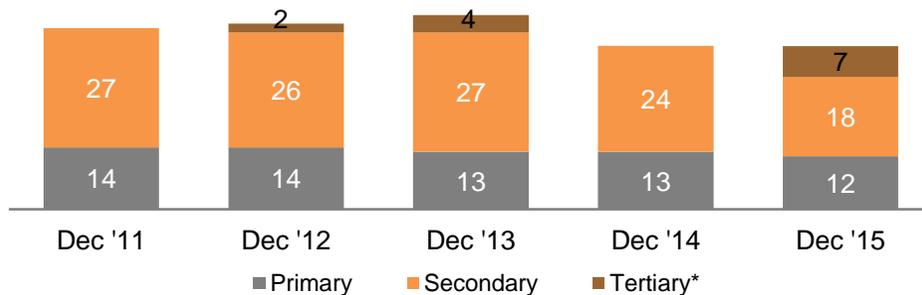
IDR tio



LIQUID ASSETS RATIO

(Against Total Customer Deposits)

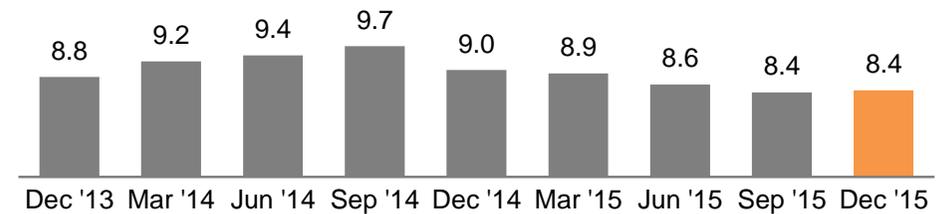
%



* Revolving Standby Loan IFC/SMBC

COST OF FUND*

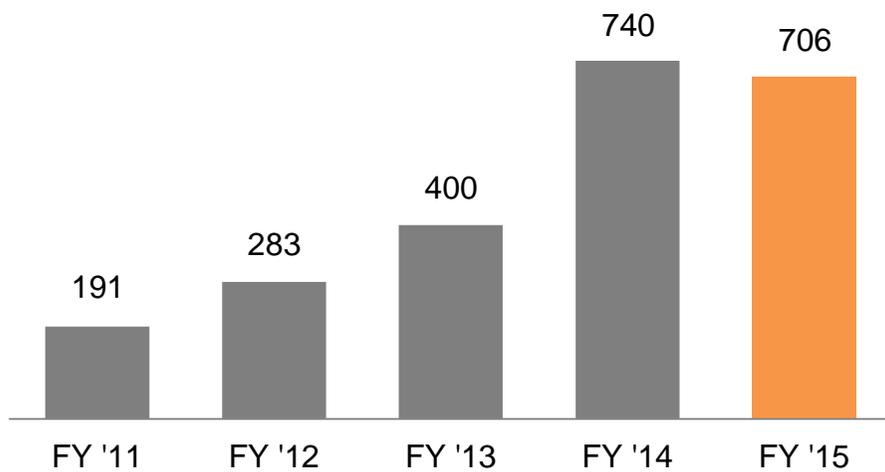
%



* Customer deposits (BTPN only) – monthly

FEE-BASED INCOME

IDR bio

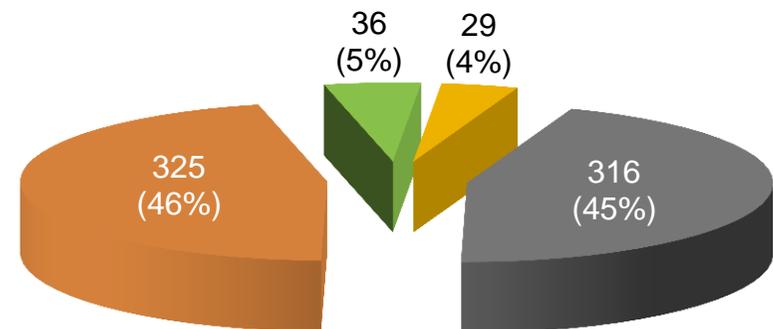


Insurance commission related fee income:



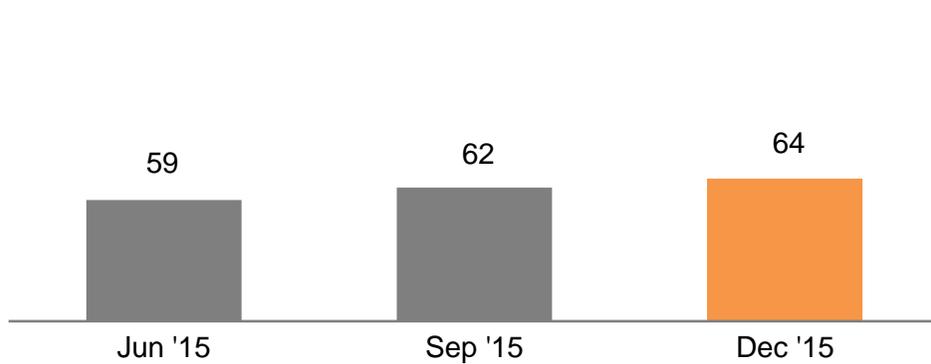
FEE-BASED INCOME COMPOSITION – FY 2015

IDR bio

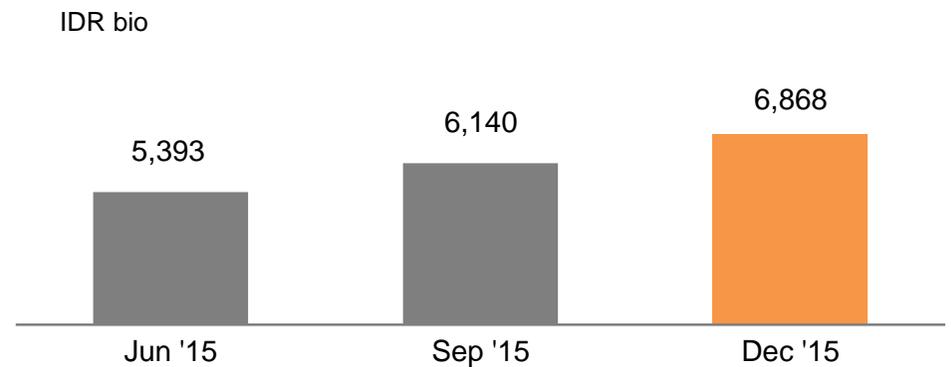


■ Loans ■ Insurance ■ Funding ■ Others

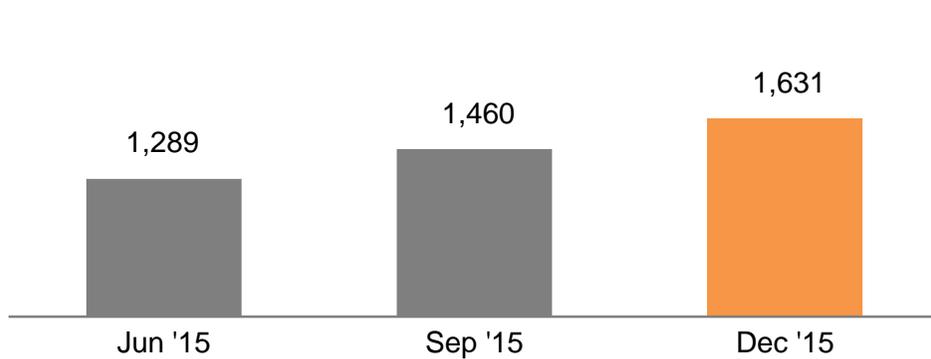
OUTLETS



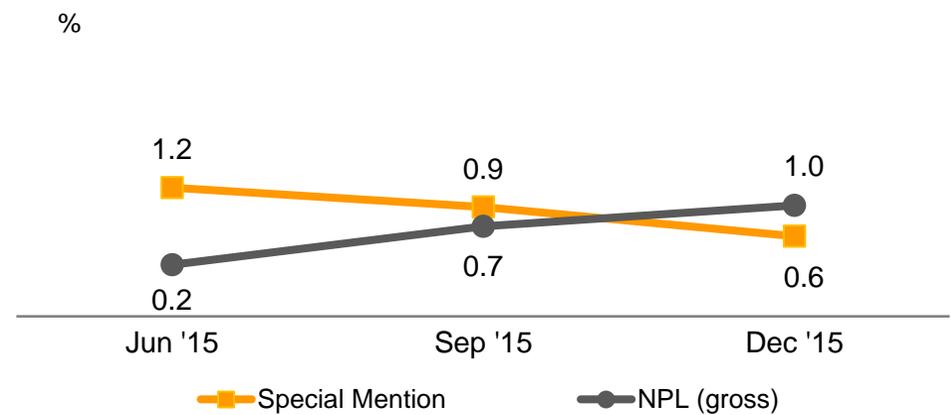
LOANS



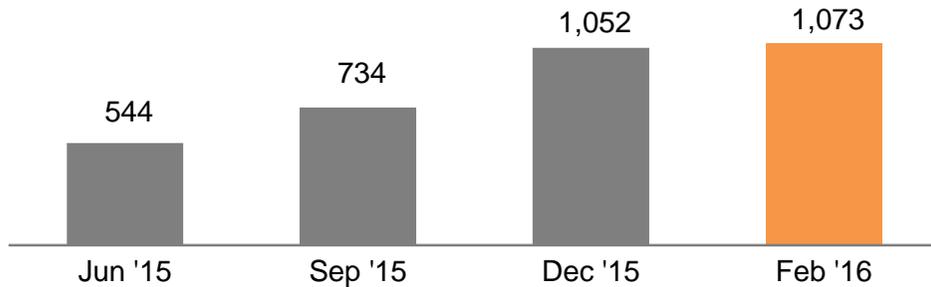
CUSTOMERS



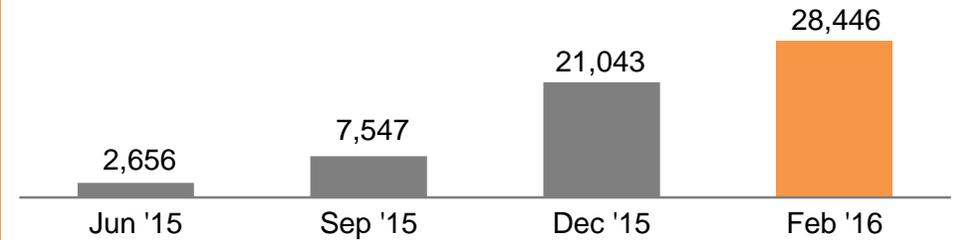
LOANS PORTFOLIO QUALITY



AREA REPRESENTATIVES (WAR)

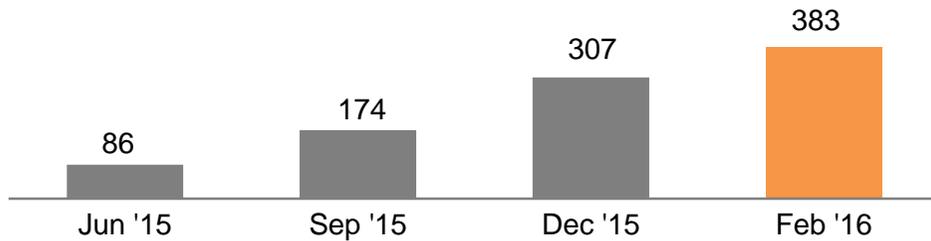


AGENTS



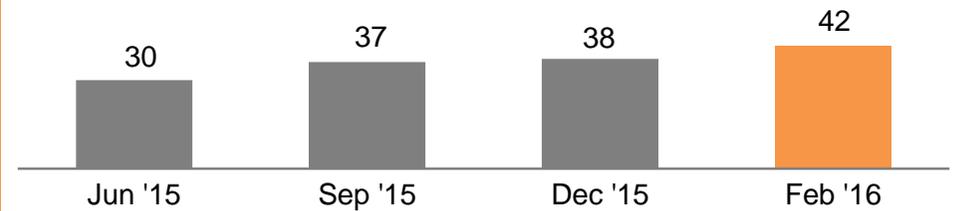
CUSTOMERS

Thousands



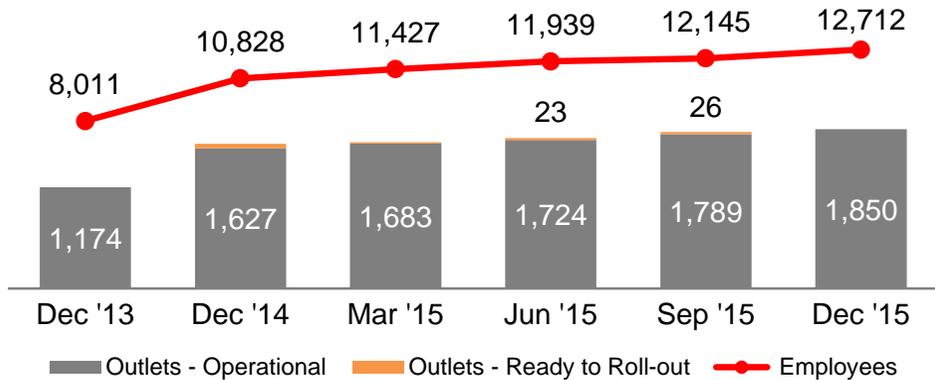
SAVINGS BALANCE

IDR bio

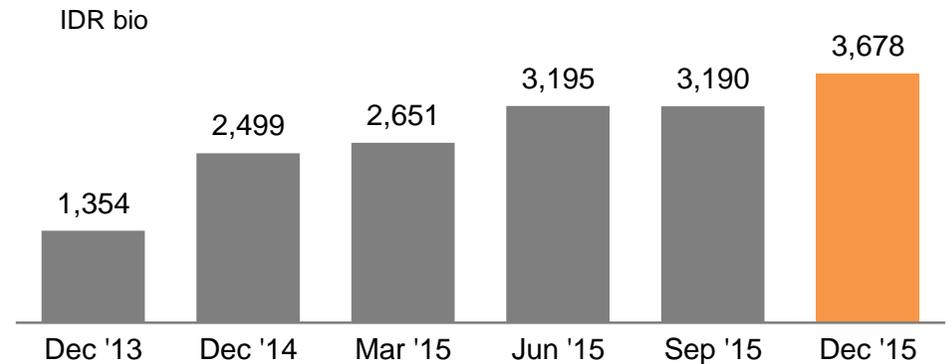


Productive Poor (BTPN Syariah)

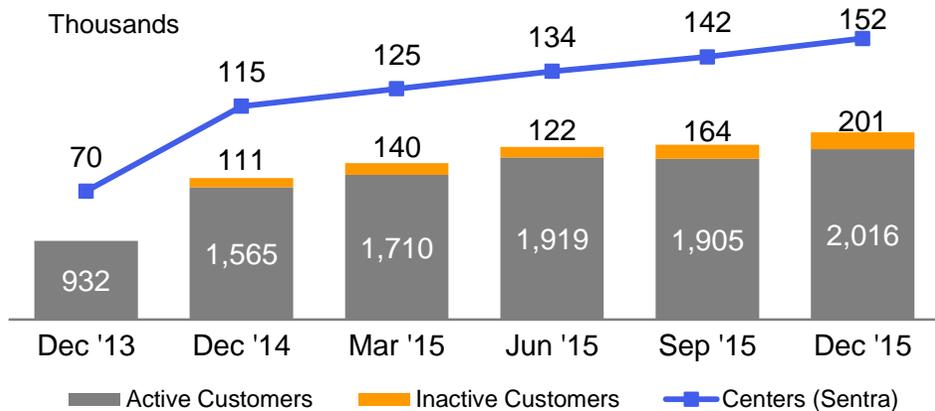
OUTLETS & EMPLOYEES



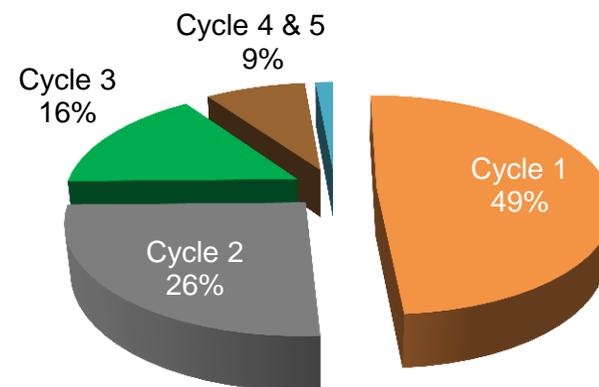
FINANCING



CUSTOMERS & CENTERS



FINANCING CUSTOMERS BY CYCLE



Balance Sheet

IDR billion	Dec '14	Dec '15
Cash & BI	200	312
SBI & Placement	704	870
Financing & Loans (gross)	2,550	3,678
- <i>Productive Poor (Syariah)</i>	2,499	3,678
- <i>Others*</i>	51	-
Allowance for losses	(43)	(62)
Deposits & Temporary Syirkah Funds	2,714	3,810
Equity	824	1,163
Total Assets	3,710	5,189

Note: * ex-Bank Sahabat loans

Profit & Loss

IDR billion	FY '14	FY '15
- Bank's share in profit sharing	924	1,316
- Other operating income	5	9
<i>Operating income</i>	929	1,326
<i>Operating expense</i>	768	1,013
Loan loss provision	26	82
NPAT	99	169

- ◆ ROA (before tax): 5.2%
- ◆ ROE (after tax): 17.9%
- ◆ Cost to Income: 76%
- ◆ NPF: 1.3%
- ◆ FDR: 97%
- ◆ CAR: 20.0%

- ❑ BTPN had been granted a forex bank license by the Indonesia Financial Services Authority (OJK) in December 2015 and has commenced operation as forex bank since February 16, 2016.
- ❑ BTPN has performed fixed assets revaluation which will be reflected in 1Q 2016 results with additional net asset value of IDR 744 bio.
- ❑ BTPN launched share buyback program with the target to buy back up to 150 million shares from February to May 2016.

THANK YOU