



February 2017

FY 2016 Results Update



Moderate Loans Growth with Good Portfolio Quality:

- Loans growth: 8% (YoY); Deposit growth: 10% (YoY)
- Loans quality:
 - NPL: 0.79%
 - Special Mention: 1.81%
 - CoC: 1.4%

Strong Liquidity maintained:

- LFR* 86%
- LDR: 95%
- Liquid Asset Ratio: 34%

Robust Key Ratios:

- NIM: 12.0%
- ROA: 3.1%
- ROE: 11.7%
- CAR: 25.0%
- FY 2016 NPAT: IDR 1,752 bio (3% YoY)
- FY 2016 Normalized NPAT (excl. new investment): IDR 2,261 bio (19% YoY)

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

Balance Sheet – Consolidated

IDR billion	Dec '15	Mar '16	Jun '16	Sep '16	Dec '16	ΔYoY
Cash & BI	6,127	5,454	7,330	6,009	6,074	-1%
SBI & Placement	12,288	13,887	11,073	12,037	16,493	34%
Loans (gross)	58,587	59,268	61,635	62,587	63,168	8%
- Pension	37,882	38,407	39,333	39,511	40,180	6%
- Micro/SME	15,600	15,808	16,226	16,293	16,444	5%
- Micro	8,732	8,461	8,143	7,583	7,170	-18%
- SME	6,868	7,346	8,083	8,710	9,274	35%
- Productive Poor (Syariah)	3,678	3,886	4,607	4,501	4,997	36%
- Others ¹⁾	1,427	1,167	1,469	2,282	1,547	8%
Allowance for losses	(544)	(585)	(589)	(599)	(685)	26%
Customer Deposits	60,273	61,714	65,316	65,226	66,202	10%
Borrowings	5,343	5,295	4,236	3,540	7,083	33%
Total Funding	65,616	67,008	69,553	68,766	73,284	12%
Equity	13,576	14,565 ²⁾	14,989	15,488	15,838	17%
Total Assets	81,040	83,552	86,671	86,089	91,371	13%

Note: ¹⁾ Others include money market and employee loans

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

Profit & Loss – Consolidated

IDR billion	FY '15	1Q '16	2Q '16	3Q '16	4Q '16	FY '16	ΔYoY
Interest income	13,004	3,367	3,423	3,436	3,469	13,695	5%
Interest expense	5,308	1,335	1,205	1,170	1,131	4,841	-9%
Net interest income	7,696	2,032	2,218	2,266	2,338	8,854	15%
Other operating income	706	173	154 ¹⁾	114	168	610	-14%
- Fee income	706	173	171	140	205	689	-2%
- FX Loss (swap cost)	-	(0)	(16)	(25)	(37)	(79)	
Operating income	8,401	2,205	2,372	2,381	2,506	9,464	13%
Operating expense	5,156	1,384	1,466	1,503	1,631	5,984	16%
- Business As Usual (BAU)	3,909	997	1,026 ¹⁾	1,011	1,033	4,066	4%
- New Investment ²⁾	184	80	114	159	258	611	232%
- TUR (Productive Poor)	1,013	295	315	321	330	1,261	24%
- MSOP	50	12	11	14	10	46	-7%
Net operating income	3,246	821	906	877	875	3,479	7%
Loan loss provision	786	212	209	180	268	870	11%
NPAT	1,702	429	489	481	353	1,752	3%
NPAT BTPN Syariah	169	69	93	115	136	412	144%
Normalized NPAT (excl. new investment)	1,903	488	573	599	600	2,261	19%

Note: 1) Restated due to FX swap cost net-off

2) New investment for BTPN Wow! and Jenius (Digital Banking)

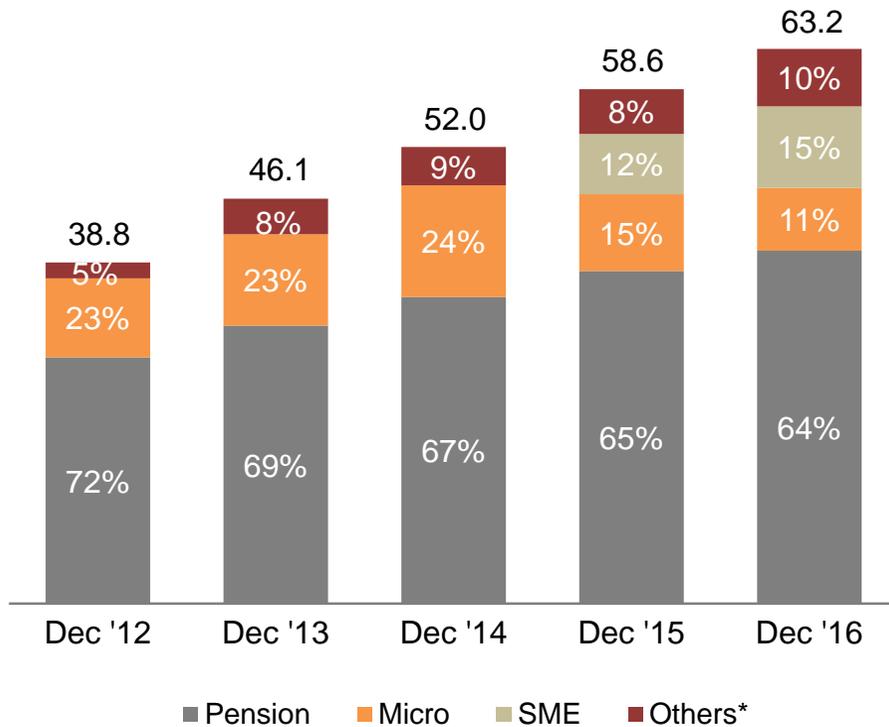
Key Ratios – Consolidated

%	FY '15	1Q '16	2Q '16	3Q '16	4Q '16	FY '16
NIM	11.3	11.4	12.2	12.2	12.3	12.0
Cost to Income	61	63	62	63	65	63
Cost to Income (bank only)	59	61	61	63	66	63
Cost to Income (bank only - BAU)	56	56	55	55	53	55
LDR (end of period)	97	96	94	96	95	95
Loan to Funding	89	88	89	91	86	86
Loan to Funding (incl. Equity)	74	73	73	74	71	71
Liquid Asset Ratio	31	31	28	28	34	34
NPL	0.70	0.75	0.74	0.78	0.79	0.79
Cost of Credit/Avg. Loan	1.4	1.4	1.4	1.2	1.7	1.4
LLP/NPL	132	132	130	123	137	137
ROA (before tax)	3.1	3.0	3.3	3.2	2.7	3.1
ROE	13.3	12.2	13.2	12.6	9.0	11.7
ROE - normalized (excl. new investment)	14.8	13.9	15.4	15.4	15.0	15.0
CAR (credit & ops risk)	23.8	24.9	24.0	24.8	25.0	25.0
Equity/Assets	16.8	17.4	17.3	18.0	17.3	17.3

Loans Composition & Portfolio Quality

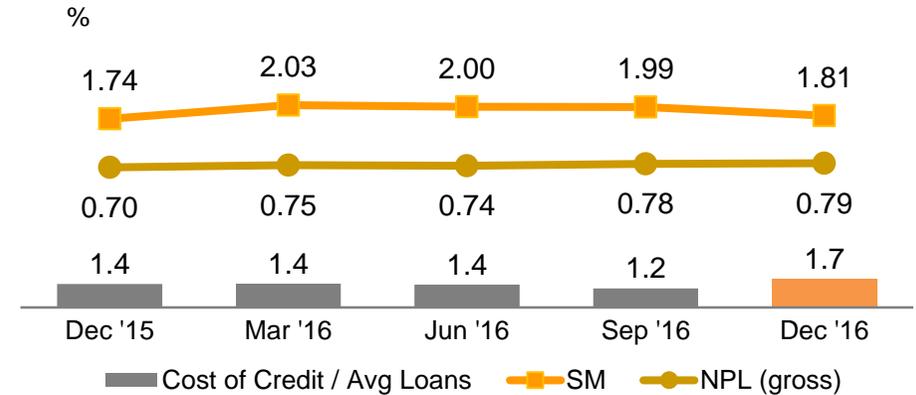
LOANS COMPOSITION

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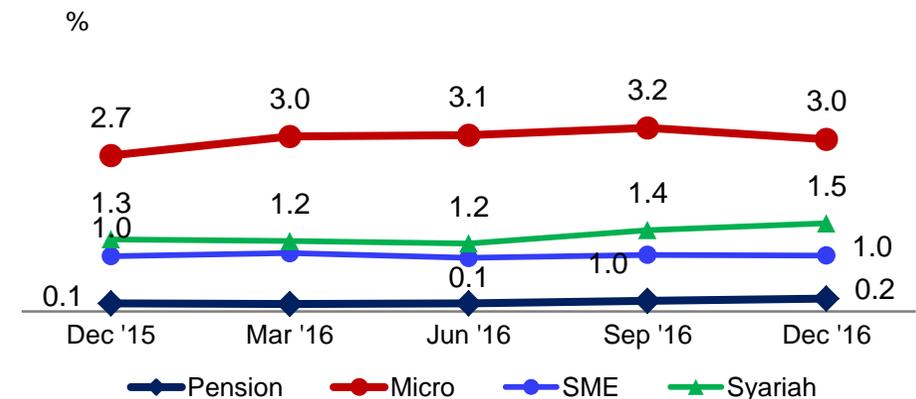


Note: * including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

SPECIAL MENTION, NPL & COST OF CREDIT

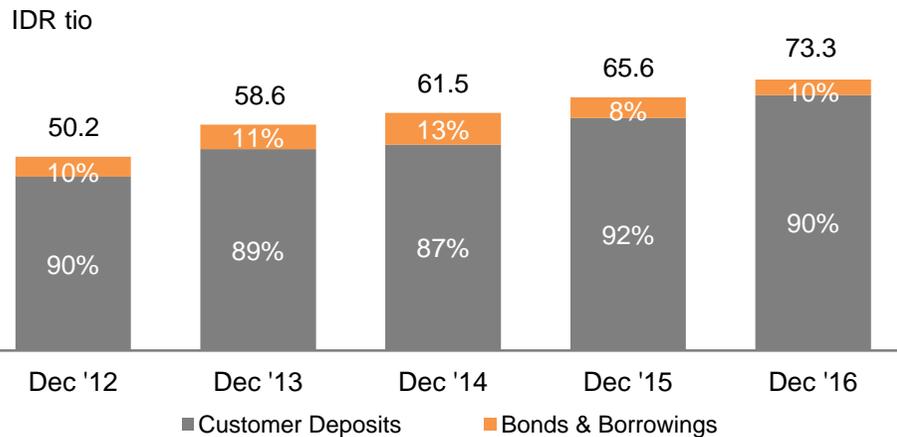


NPL BY BUSINESS

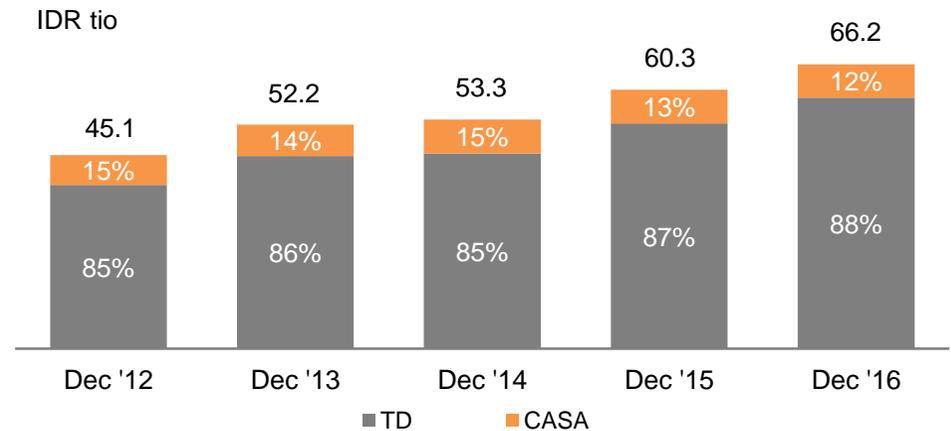


Funding Composition & Liquidity Reserves

FUNDING COMPOSITION

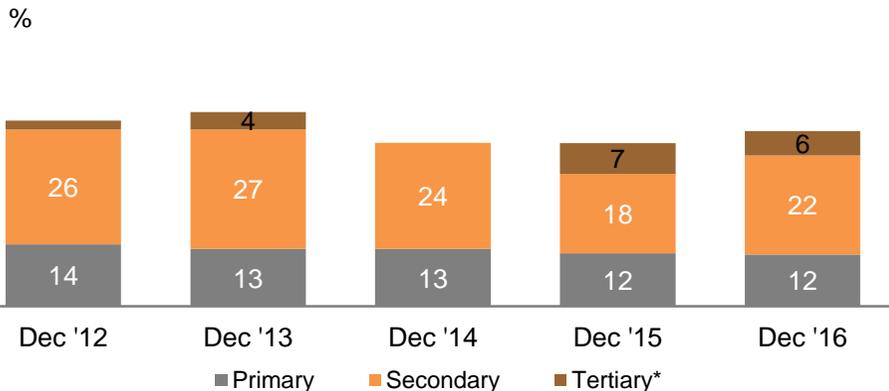


CUSTOMER DEPOSIT COMPOSITION



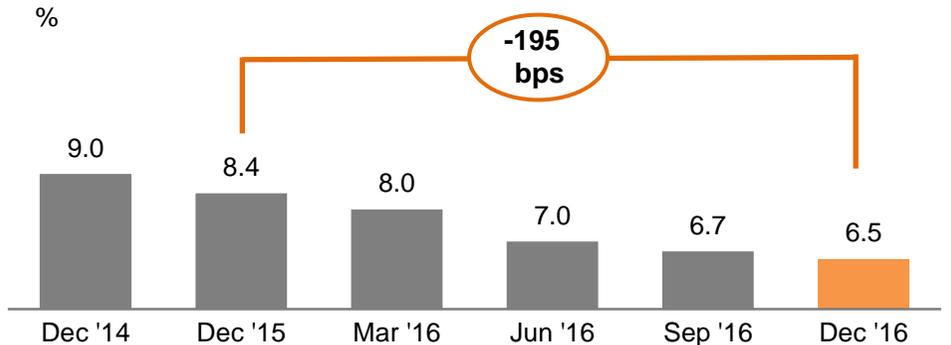
LIQUID ASSETS RATIO

(Against Total Customer Deposits)

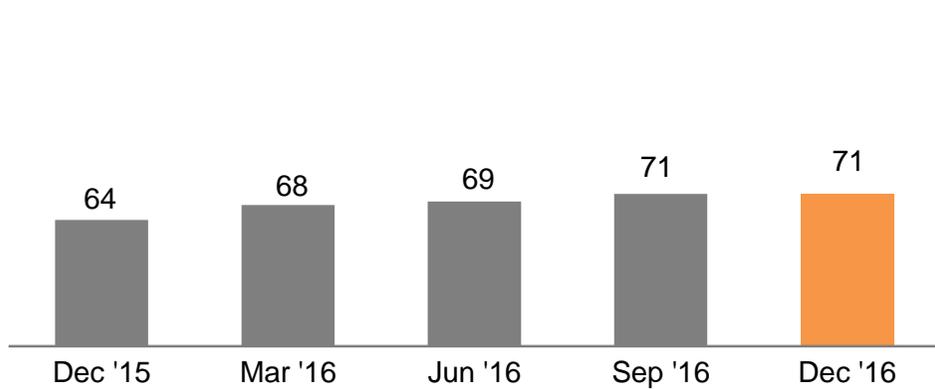


* Revolving Standby Loan IFC/SMBC

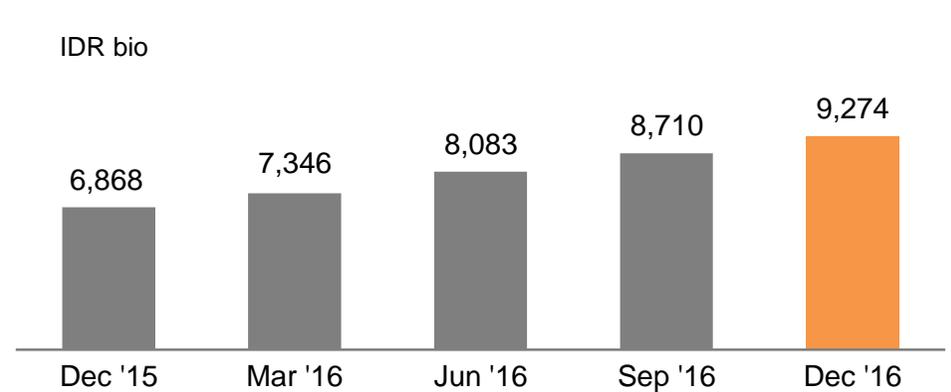
COST OF FUND



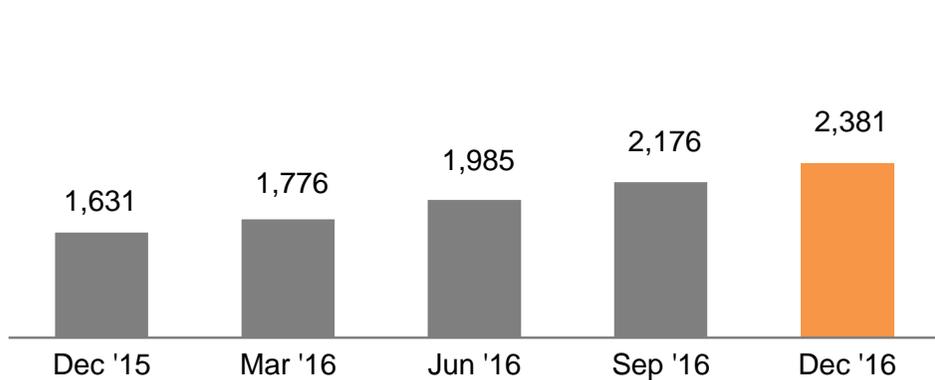
OUTLETS



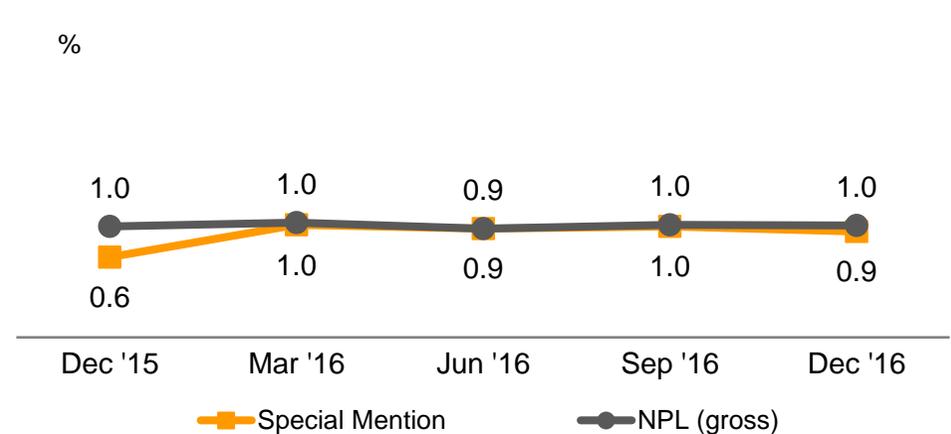
LOANS



CUSTOMERS

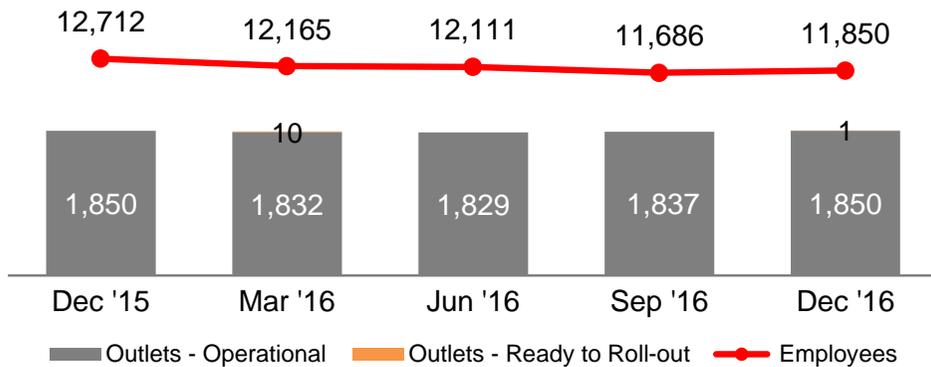


LOANS PORTFOLIO QUALITY

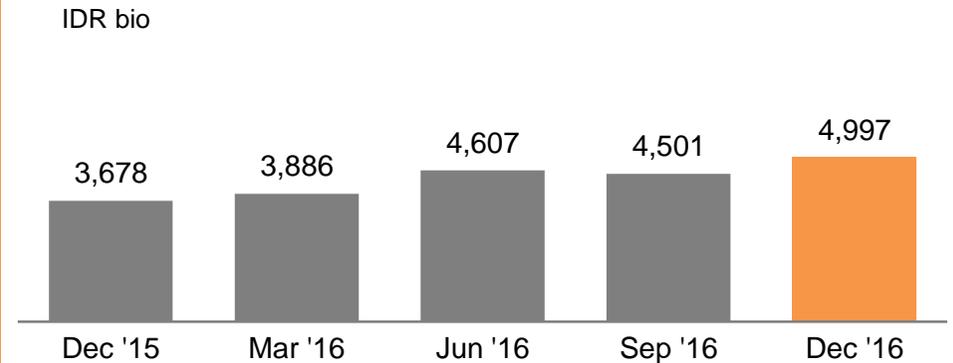


Productive Poor (BTPN Syariah)

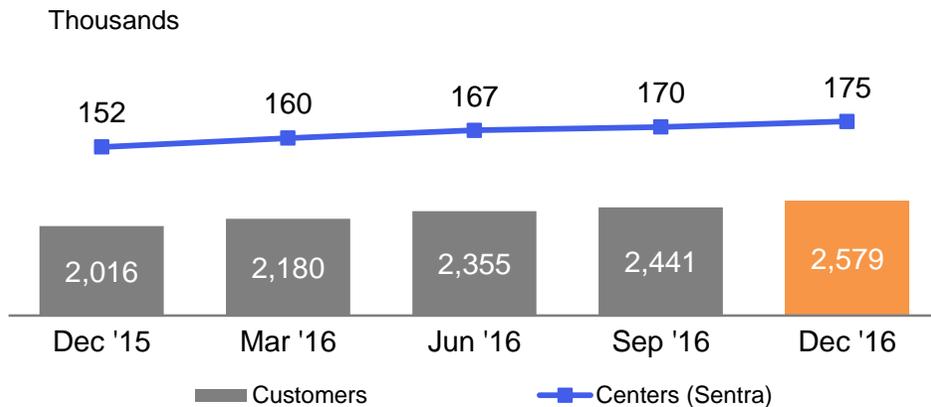
OUTLETS & EMPLOYEES



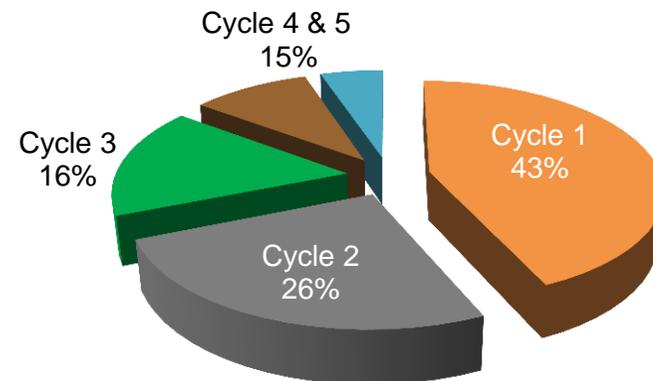
FINANCING



CUSTOMERS & CENTERS



FINANCING CUSTOMERS BY CYCLE



BTPN Syariah: 2016 Financial Results

Balance Sheet

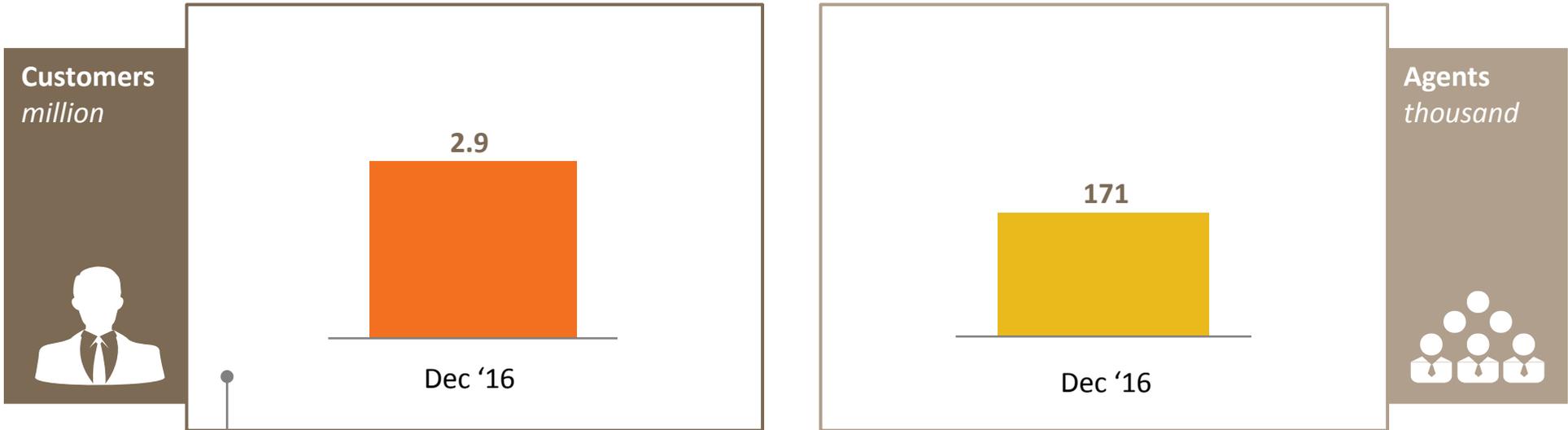
IDR billion	Dec '15	Dec '16	ΔYoY
Cash & BI	312	467	
SBI & Placement	870	1,307	
Financing (gross)	3,678	4,997	36%
Allowance for losses	(62)	(114)	
Deposits & Temporary Syirkah Funds	3,810	5,388	41%
Equity	1,163	1,593	37%
Total Assets	5,189	7,323	41%

Profit & Loss

IDR billion	FY '15	FY '16	ΔYoY
- Bank's share in profit sharing	1,316	1,929	
- Other operating income	9	5	
Operating income	1,326	1,934	46%
Operating expense	1,013	1,261	24%
Loan loss provision	82	119	44%
NPAT	169	412	144%

- ◆ ROA (before tax): 9.0%
- ◆ ROE (after tax): 31.7%
- ◆ Cost to Income: 75%
- ◆ NPF: 1.5%
- ◆ FDR: 92.7%
- ◆ CAR: 23.8%

To date, BTPN Wow! has acquired ~3mn customers and ~170k agents



- 1 Organic Wow!:** Conventional customers acquired organically via Wow! network
- 2 Syariah partnership:** Syariah customers converted to Wow! iB
- 3 Telkomsel partnership:** Customers acquired through partnership between BTPN Wow! and Telkomsel

Significant numbers have been achieved since Genius launch

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 Appstore



29th Sept - 2nd Oct



367 Million impressions



5 Million Youtube views



21k followers



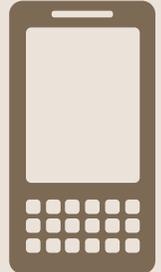
61k page likes



53k installs



1.5Mn installs



180K+

Registered Customers

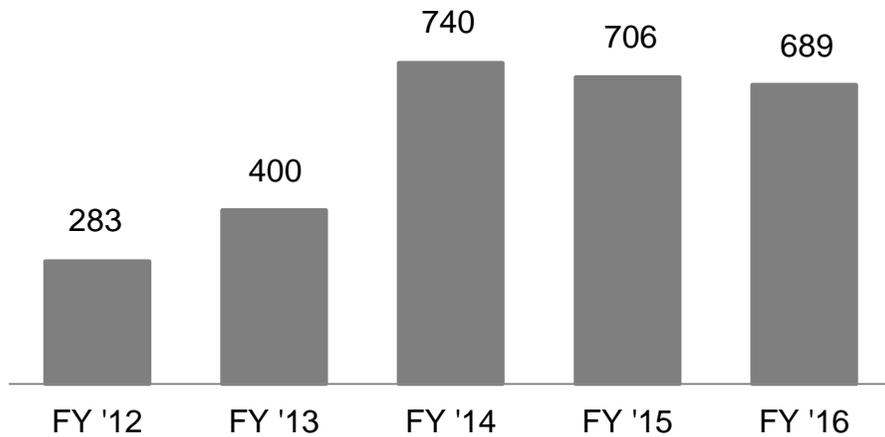
~100K

Approved Customers

THANK YOU

FEE-BASED INCOME

IDR bio



Insurance commission related fee income:



FEE-BASED INCOME COMPOSITION – FY 2016

IDR bio

