



July 2016

2Q 2016 Results Update



Moderate Loans Growth with Good Portfolio Quality:

- Loans growth: 11% (YoY); Deposit growth: 14% (YoY)
- Loans quality:
 - NPL: 0.7%
 - Special Mention: 2.0%

Strong Liquidity maintained:

- LFR*: 89%
- LDR: 94%
- Liquid Asset Ratio: 28%

Robust Key Ratios:

- NIM: 11.8%
- ROA: 3.1%
- ROE: 12.7%
- CAR: 24.0%
- 1H 2016 NPAT: IDR 918 bio (-1% YoY)
- 1H 2016 Normalized NPAT (excl. new investment): IDR 1,062 bio (11% YoY)

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

Balance Sheet – Consolidated

IDR billion	Jun '15	Dec '15	Mar '16	Jun '16	ΔYTD	ΔYoY
Cash & BI	7,161	6,127	5,454	7,330	20%	2%
SBI & Placement	12,914	12,288	13,887	11,073	-10%	-14%
Loans (gross)	55,727	58,587	59,268	61,635	5%	11%
- Pension	36,101	37,882	38,407	39,333	4%	9%
- Micro/SME	14,786	15,600	15,808	16,226	4%	10%
- Micro	9,393	8,732	8,461	8,143	-7%	-13%
- SME	5,393	6,868	7,346	8,083	18%	50%
- Productive Poor (Syariah)	3,195	3,678	3,886	4,607	25%	44%
- Others ¹⁾	1,645	1,427	1,167	1,469	3%	-11%
Allowance for losses	(525)	(544)	(585)	(589)	8%	12%
Customer Deposits	57,131	60,273	61,714	65,316	8%	14%
Borrowings	7,685	5,343	5,295	4,236	-21%	-45%
Total Funding	64,816	65,616	67,008	69,553	6%	7%
Equity	12,763	13,576	14,565 ²⁾	14,989	10%	17%
Total Assets	79,484	81,040	83,552	86,671	7%	9%

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	1H '15	FY '15	1Q '16	2Q '16	1H '16	ΔYoY
Interest income	6,372	13,004	3,367	3,423	6,790	7%
Interest expense	2,638	5,308	1,335	1,205	2,540	-4%
Net interest income	3,734	7,696	2,032	2,218	4,250	14%
Fee income	366	706	173	173	346	-6%
Operating income	4,101	8,401	2,205	2,391	4,596	12%
Operating expense	2,422	5,156	1,384	1,485	2,869	18%
- Business As Usual (BAU)	1,892	3,909	997	1,044	2,041	8%
- New Investment*	42	184	80	114	195	359%
- TUR (Productive Poor)	466	1,013	295	315	610	31%
- MSOP	22	50	12	11	22	2%
Net operating income	1,679	3,246	821	906	1,727	3%
Loan loss provision	398	786	212	209	421	6%
NPBT	1,278	2,433	608	697	1,305	2%
NPAT	928	1,702	429	489	918	-1%
NPAT BTPN Syariah	61	169	69	93	162	167%
Normalized NPAT (excl. new investment)	960	1,903	488	573	1,062	11%

Note: * New Investment for BTPN Wow! and Digital Banking

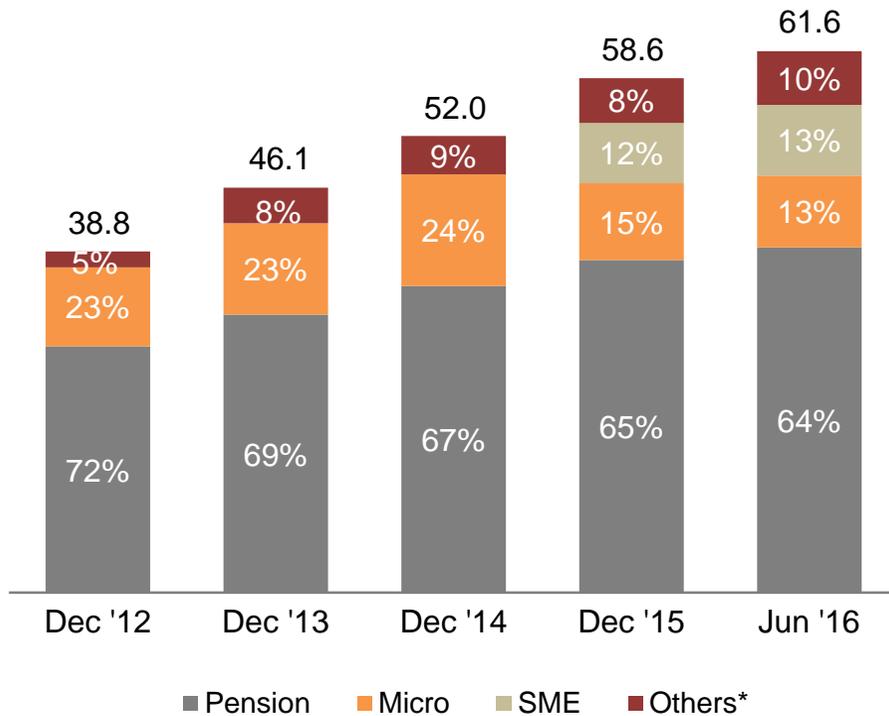
Key Ratios – Consolidated

%	1H '15	FY '15	1Q '16	2Q '16	1H '16
NIM	11.2	11.3	11.4	12.2	11.8
Cost to Income	59	61	63	62	62
Cost to Income (bank only)	56	59	61	61	61
Cost to Income (bank only - BAU)	55	56	56	55	56
LDR (end of period)	98	97	96	94	94
Loan to Funding	86	89	88	89	89
Loan to Funding (incl. Equity)	72	74	73	73	73
Liquid Asset Ratio	35	31	31	28	28
NPL	0.8	0.7	0.7	0.7	0.7
Cost of Credit/Avg. Loan	1.5	1.4	1.4	1.4	1.4
LLP/NPL	121	132	132	130	130
ROA (before tax)	3.4	3.1	3.0	3.3	3.1
ROE	15.0	13.3	12.2	13.2	12.7
ROE - normalized (excl. new investment)	15.5	14.8	13.9	15.4	14.6
CAR (credit & ops risk)	23.6	23.8	24.9	24.0	24.0
Equity/Assets	16.1	16.8	17.4	17.3	17.3

Loans Composition & Portfolio Quality

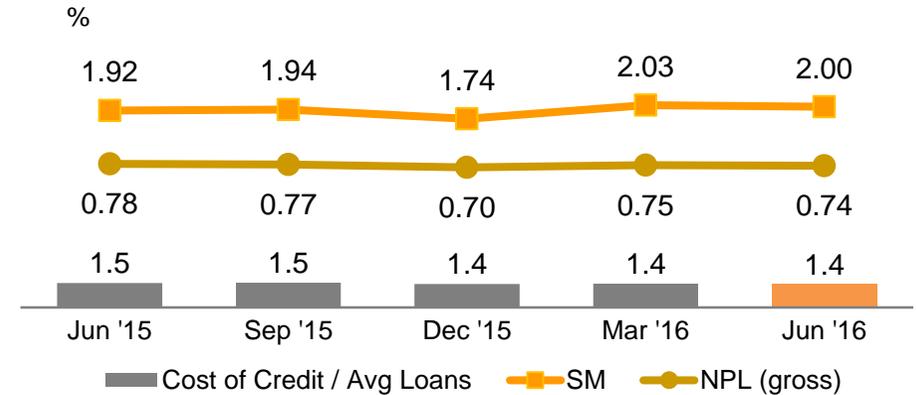
LOANS COMPOSITION

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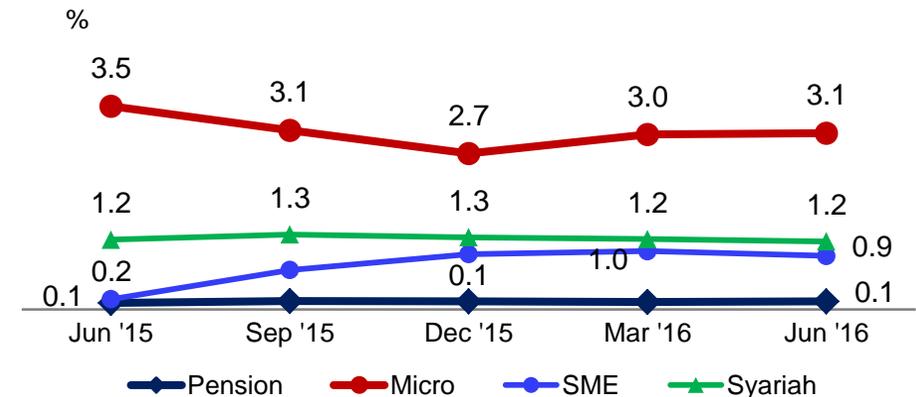


Note: * including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

SPECIAL MENTION, NPL & COST OF CREDIT

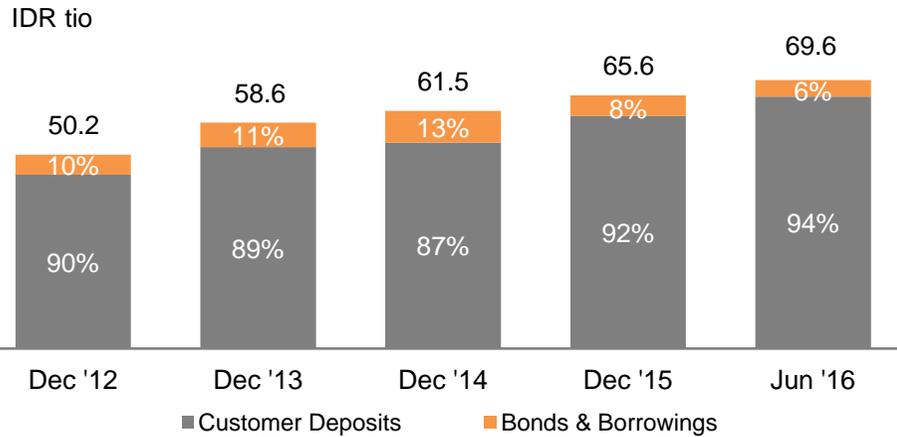


NPL BY BUSINESS

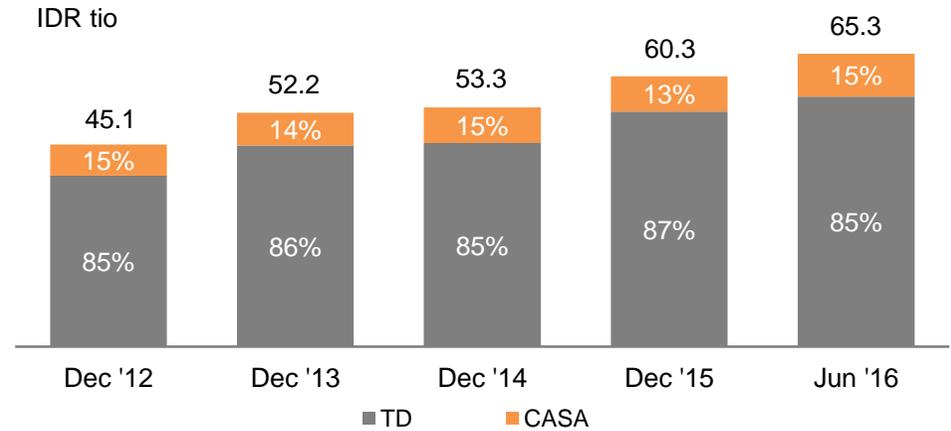


Funding Composition & Liquidity Reserves

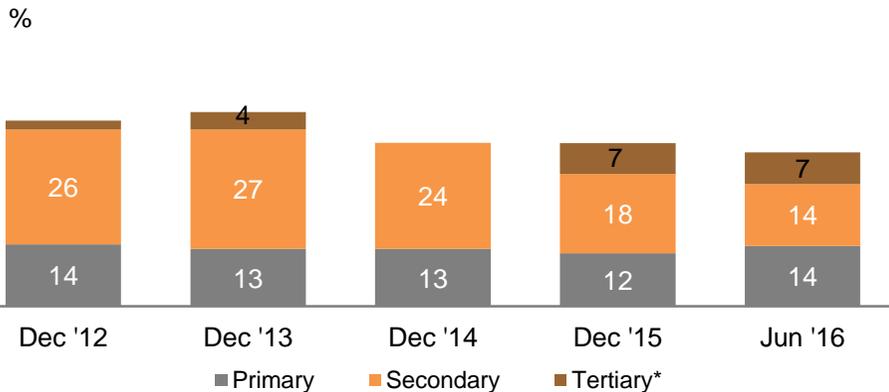
FUNDING COMPOSITION



CUSTOMER DEPOSIT COMPOSITION

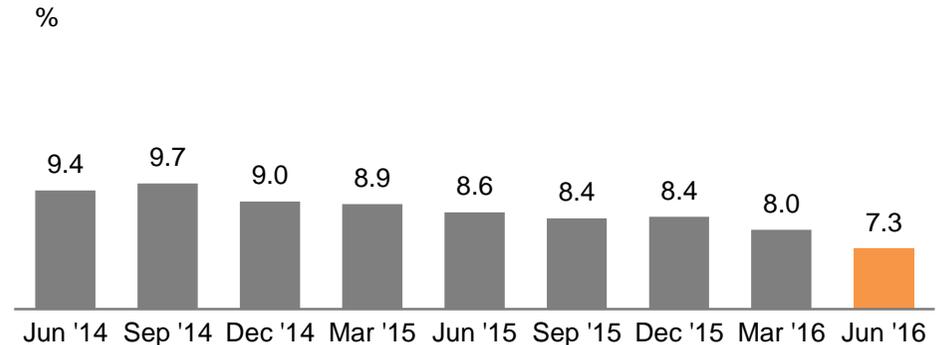


LIQUID ASSETS RATIO (Against Total Customer Deposits)



* Revolving Standby Loan IFC/SMBC

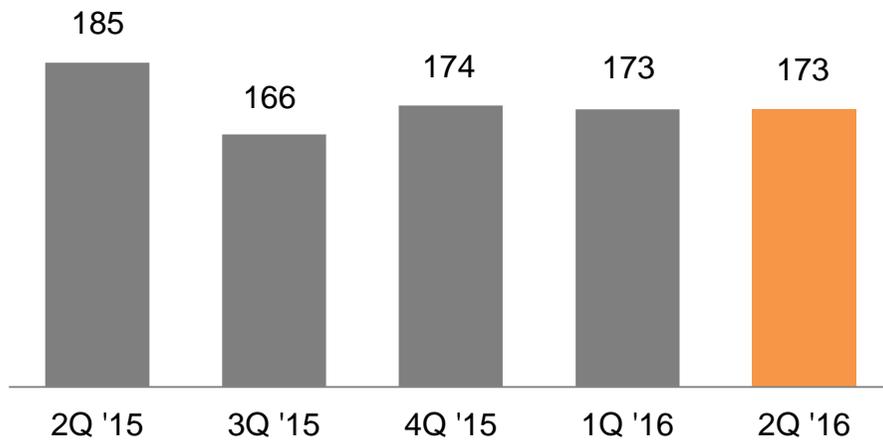
COST OF FUND*



* Customer deposits (BTPN only) – monthly

FEE-BASED INCOME

IDR bio

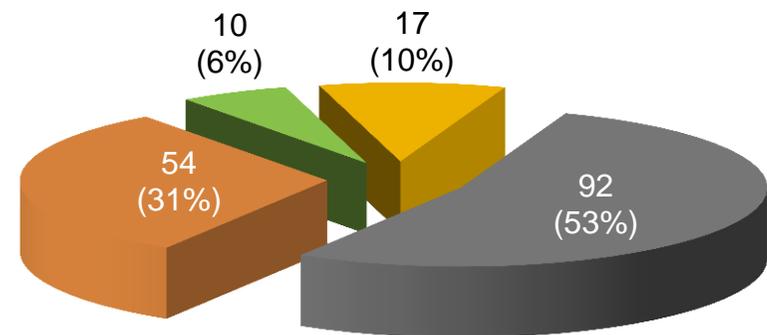


Insurance commission related fee income:



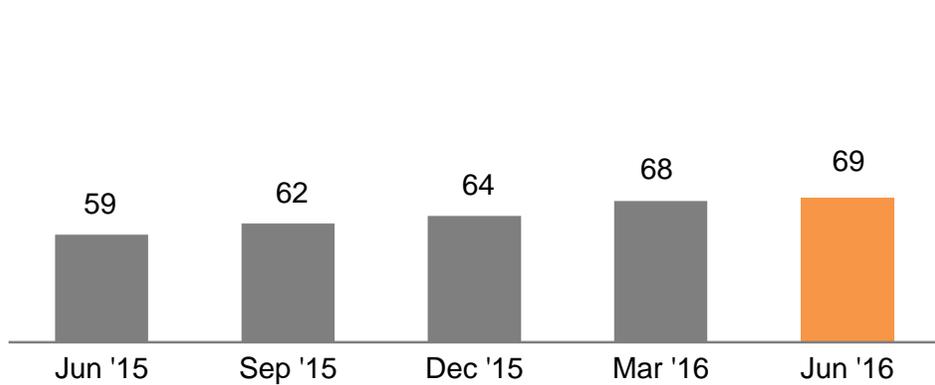
FEE-BASED INCOME COMPOSITION – 2Q 2016

IDR bio

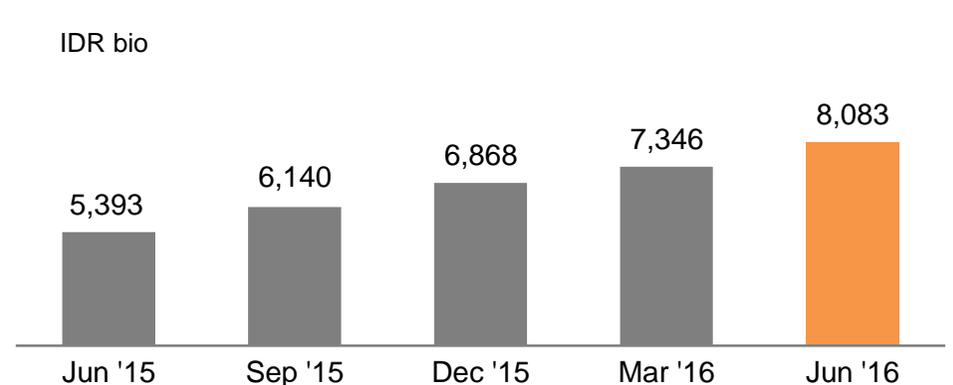


■ Loans ■ Insurance ■ Funding ■ Others

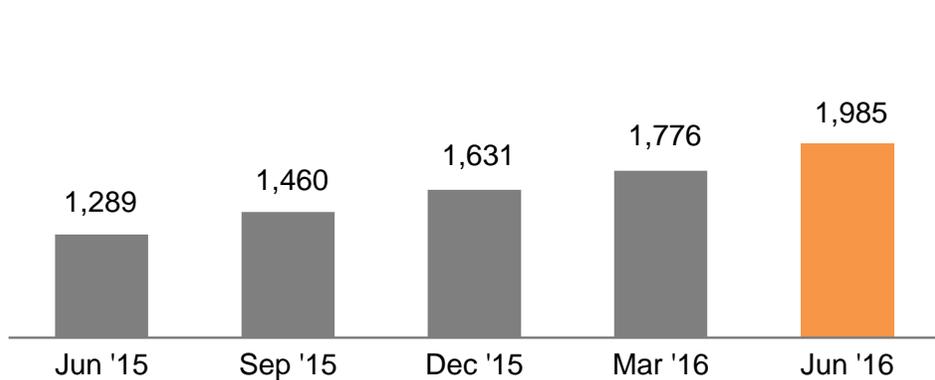
OUTLETS



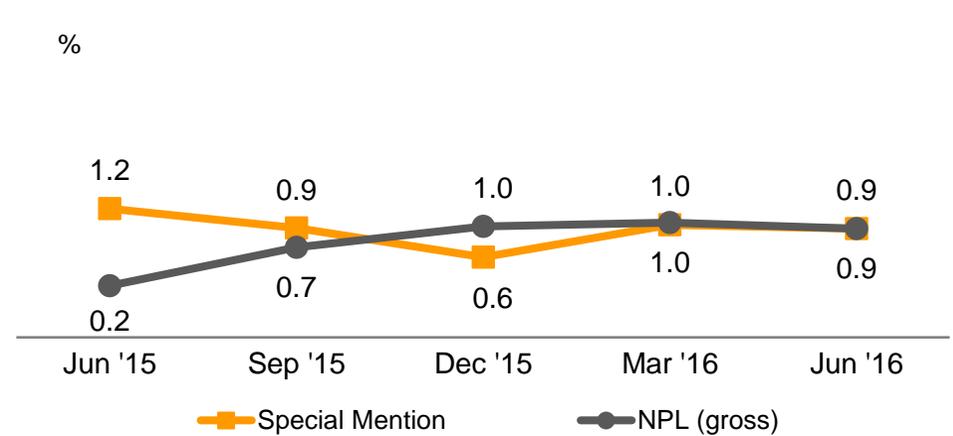
LOANS



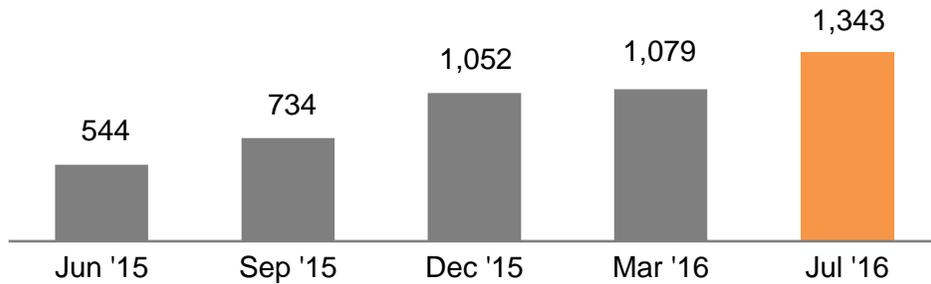
CUSTOMERS



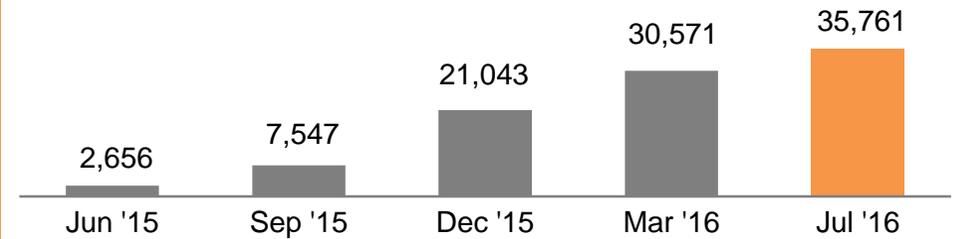
LOANS PORTFOLIO QUALITY



AREA REPRESENTATIVES (WAR)

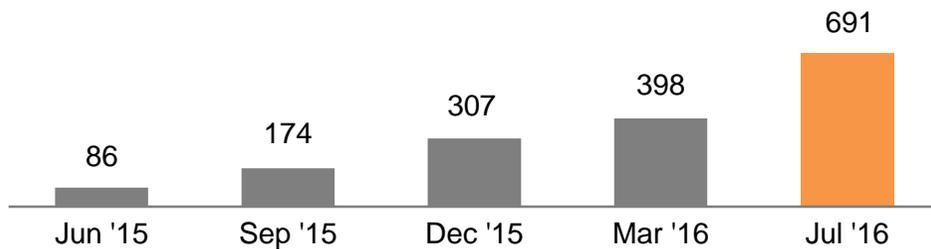


AGENTS



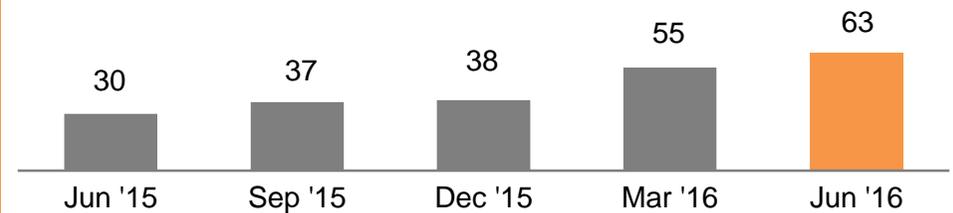
CUSTOMERS

Thousands



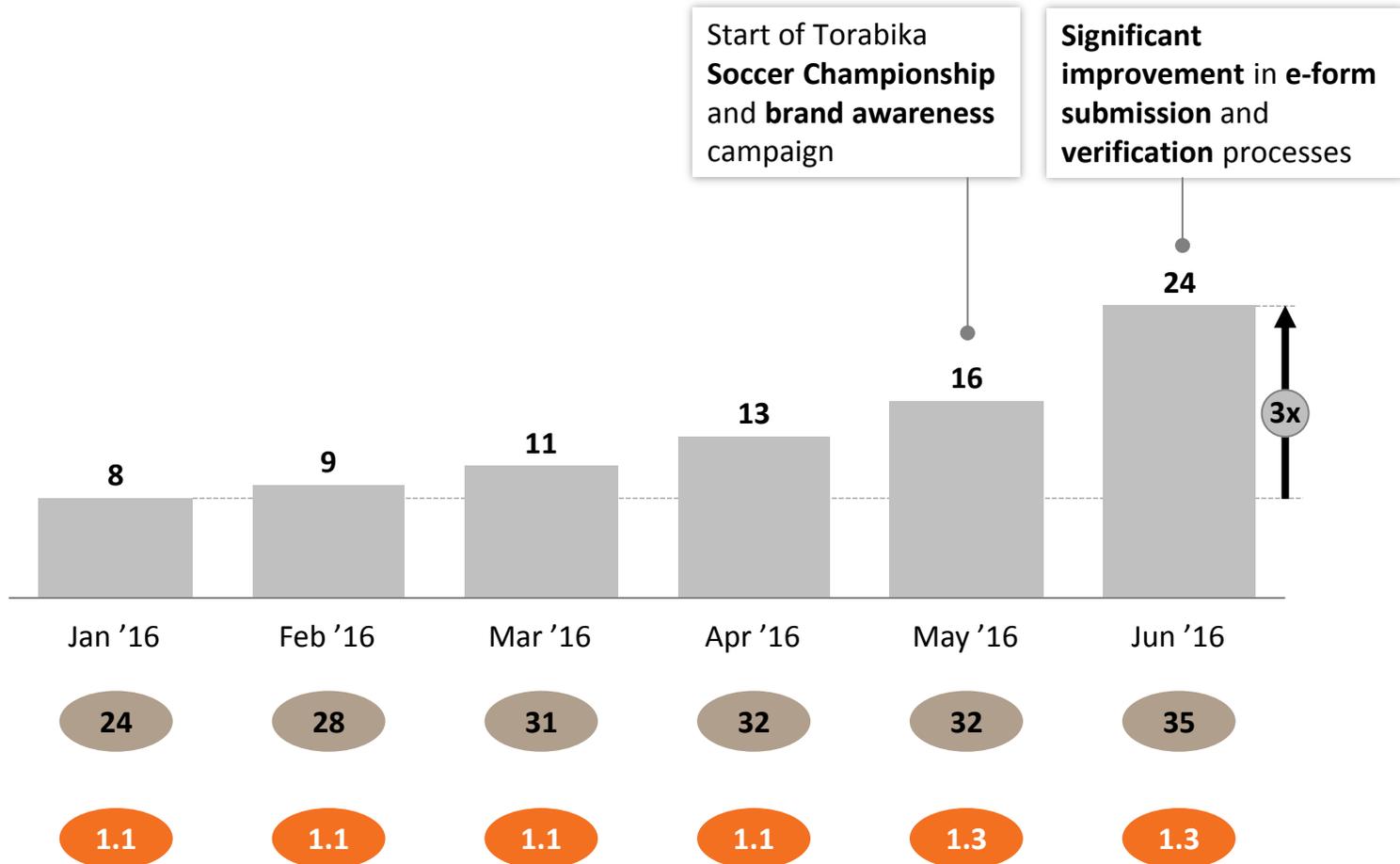
SAVINGS BALANCE

IDR bio

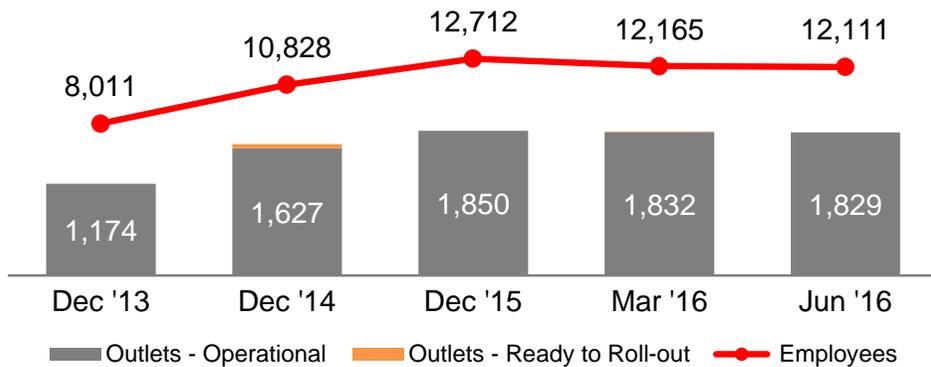


Average weekly customers acquisition rate

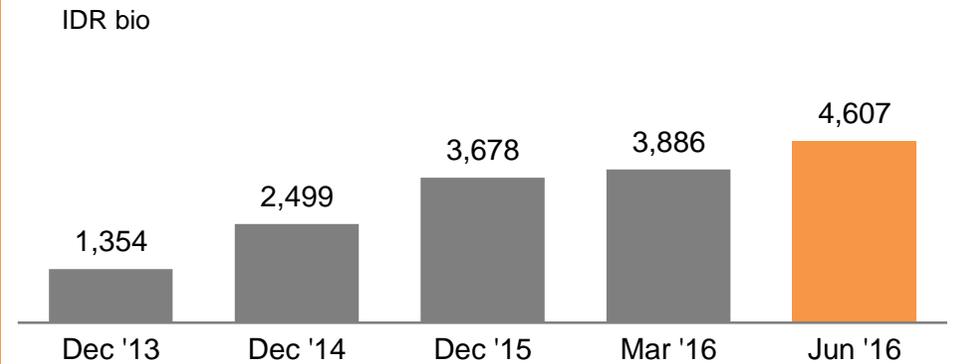
Actuals, '000



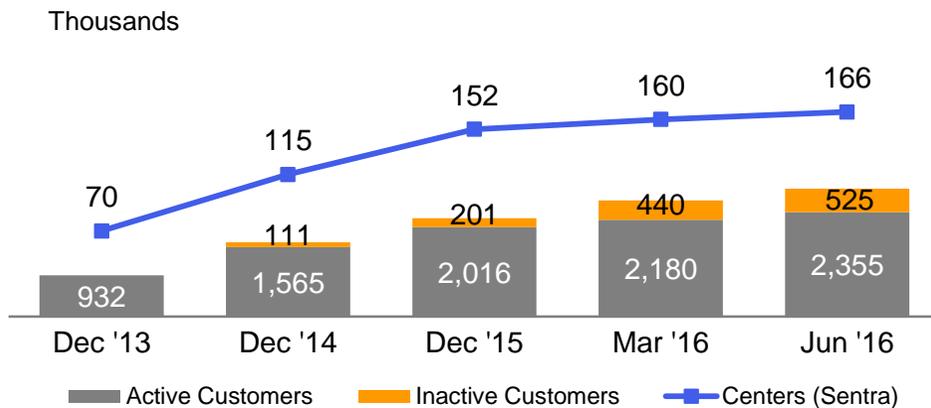
OUTLETS & EMPLOYEES



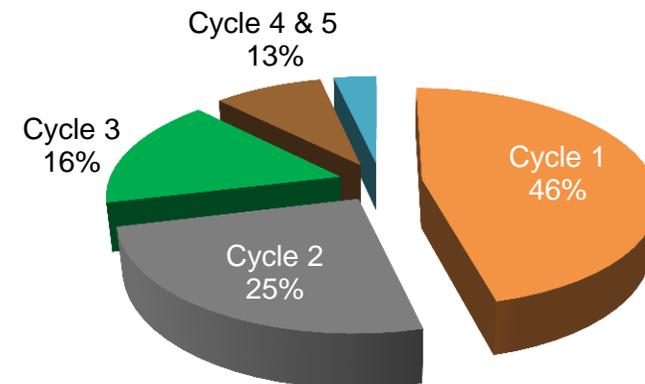
FINANCING



CUSTOMERS & CENTERS



FINANCING CUSTOMERS BY CYCLE



BTPN Syariah: 2Q 2016 Financial Results



BALANCE SHEET

IDR billion	Mar '16	Jun '16
Cash & BI	391	430
SBI & Placement	949	1,314
Financing (gross)	3,886	4,607
Allowance for losses	(70)	(86)
Deposits & Temporary Syirkah Funds	4,032	5,012
Equity	1,240	1,334
Total Assets	5,575	6,711

PROFIT & LOSS

IDR billion	1Q '16	2Q '16	1H '16
- Bank's share in profit sharing	412	472	884
- Other operating income	1	1	2
<i>Operating income</i>	<i>414</i>	<i>473</i>	<i>887</i>
<i>Operating expense</i>	<i>295</i>	<i>315</i>	<i>610</i>
Loan loss provision	25	33	58
NPAT	69	93	162

THANK YOU