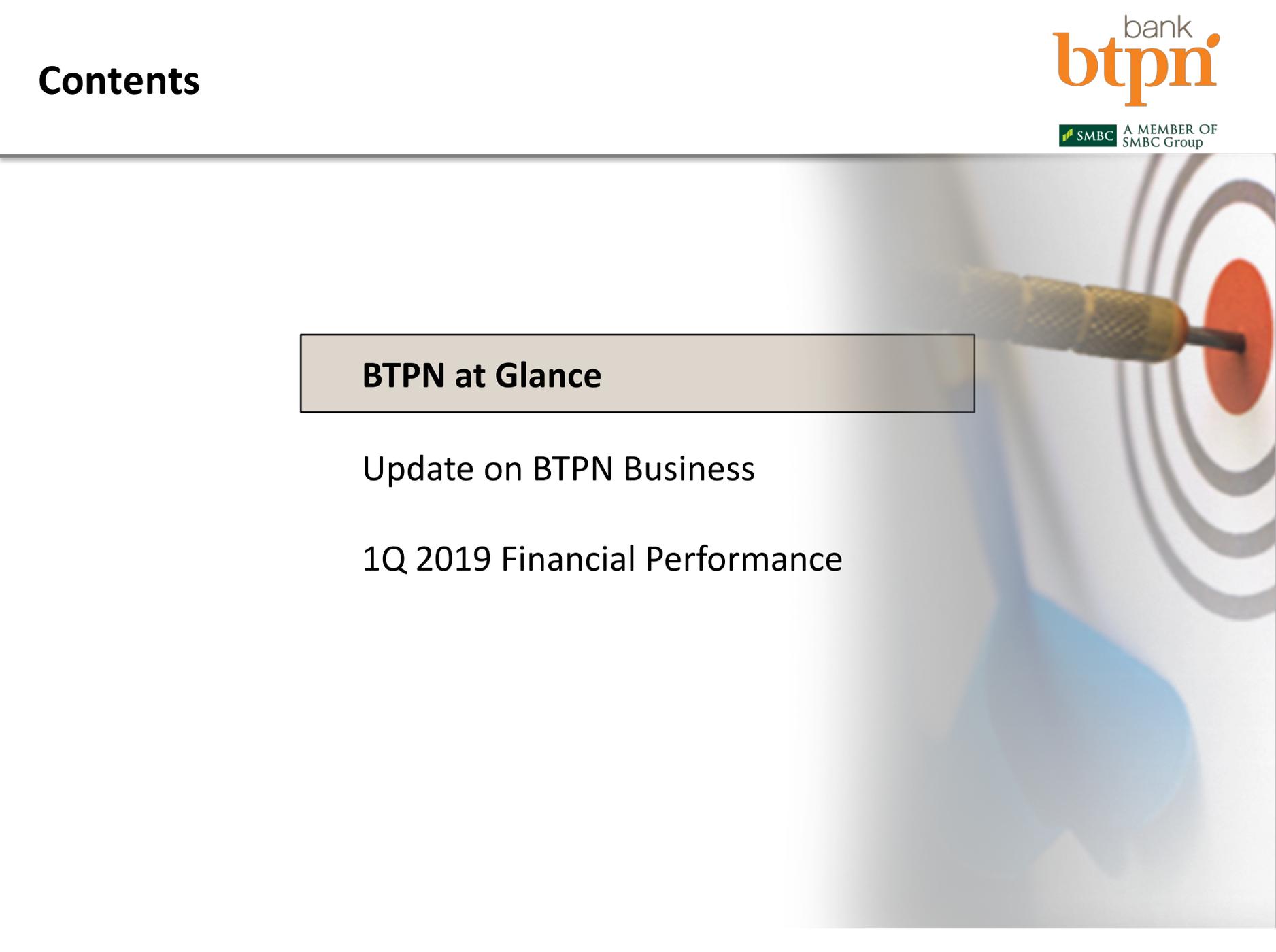


bank
btpn

 **SMBC** A MEMBER OF
SMBC Group



1Q 2019 Results Update

A background image showing a hand holding a pencil, with the pencil tip pointing at a target. The target has a red bullseye and concentric grey rings. The hand is in shadow, and the pencil is in focus.

BTPN at Glance

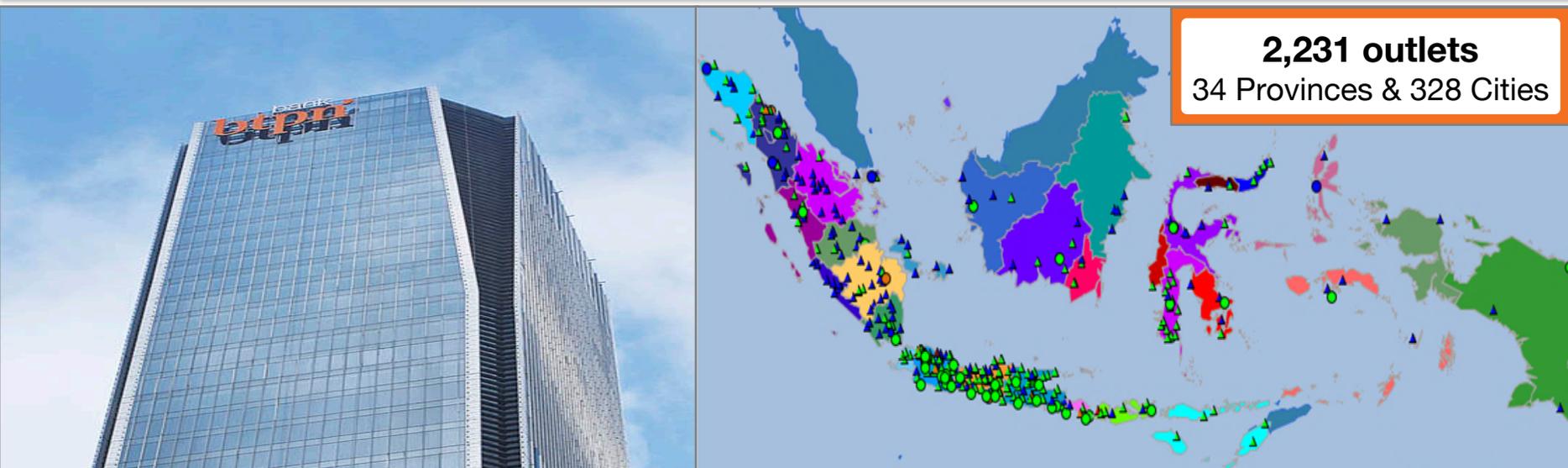
Update on BTPN Business

1Q 2019 Financial Performance

Bank BTPN Profile (Consolidated) as of March 2019



SMBC A MEMBER OF SMBC Group



2,231 outlets
34 Provinces & 328 Cities

The Merger of PT Bank Tabungan Pensiunan Nasional with PT Bank Sumitomo Mitsui Indonesia was completed on February 1, 2019, with the use of a new name of PT Bank BTPN Tbk.

Total Assets	Rp 192.2 trillion	No. of Employee	19,454 (71% Female)
Corporate Rating	<ul style="list-style-type: none"> Fitch Ratings: 'AAA(idn)'; Stable Outlook Pefindo: 'idAAA'; Stable Outlook 	No. of Customer	~11.2 million Retail Customer ~ 1.7 thousands Corporate Customer

Shareholders and Management

Shareholders

Bank BTPN Shareholders	31 Mar 2019
Sumitomo Mitsui Banking Corporation	97.34%
PT Bank Central Asia Tbk	1.02%
PT Bank Negara Indonesia (Persero) Tbk	0.15%
Public	0.32%
Treasury Stocks	1.17%

Board of Commissioners



Prof. Mari Elka Pangestu
President Commissioner*

- Professor – Faculty of Economics and business, Universitas Indonesia (UI), Senior Fellow di Centre for Strategic & International Studies (CSIS) and Audit Committee members of PT AKR Corporindo Tbk
- 2015-2017: Independent Commissioner of PT Astra International Tbk
- 2004-2011: Minister of Commerce, Republic of Indonesia
- 2011-2014: Minister of Tourism and Creative economy, Republic of Indonesia
- 1988-1990: Deputy Director, Antar Universitas, Fakultas Ekonomi UI
- 1988-1998: Chairwoman, International Section, Indonesian Economist Association (ISEI)
- Bachelor in Economics (1978) and Master of Economics from Australian National University (1979) as well as PhD in Economics from University of California, Davis, USA (1986)

Chow Ying Hoong
Deputy President Commissioner
Ninik Herlani Masli Ridhwan
Commissioner*

Takeshi Kimoto
Commissioner

Directors

Ongki Wanadjati Dana
President Director



- 2008-Feb 2019: Deputy President Director, BTPN
- 2002-2008 : Wholesale Banking Director, Bank Permata
- 2000-2002 : Deputy President Director, Bank Universal
- 1998 : President Director, Bank Subentra
- 1990 : Vice President Consumer Banking, Citibank NA
- 1982 : Account Officer Corporate Banking, Citibank NA
- Bachelor Degree (Mechanical Engineering) from Institut Teknologi Bandung ; and participate in various executive training programs at Center for Creative Leadership, Singapore, Saïd Business School, Oxford University, UK dan Harvard Business School, USA.

Ongki W. Dana
President Director
Hirokichi Kubo
Director
Adrianus Dani Prabawa
Director

Kazuhisa Miyagawa
Deputy President Director
Dini Herdini
Compliance Director*
Merisa Darwis
Operational Director

Yasuhiro Daikoku
Director
Henoch Munandar
Director

*Independent

Board of Commisioners



Mari Elka Pangestu
President Commissioner
(Independent)



Chow Ying Hoong
Deputy President
Commissioner



Takeshi Kimoto
Commissioner



**Ninik Herlani
Masli Ridhwan**
Independent
Commissioner

Board of Directors



Ongki W. Dana
President Director



Kazuhisa Miyagawa
Deputy Pres. Director



Dini Herdini
Director (Independent)



Yasuhiro Daikoku
Director



Henoeh Munandar
Director



A. Dani Prabawa
Director



Hironmichi Kubo
Director

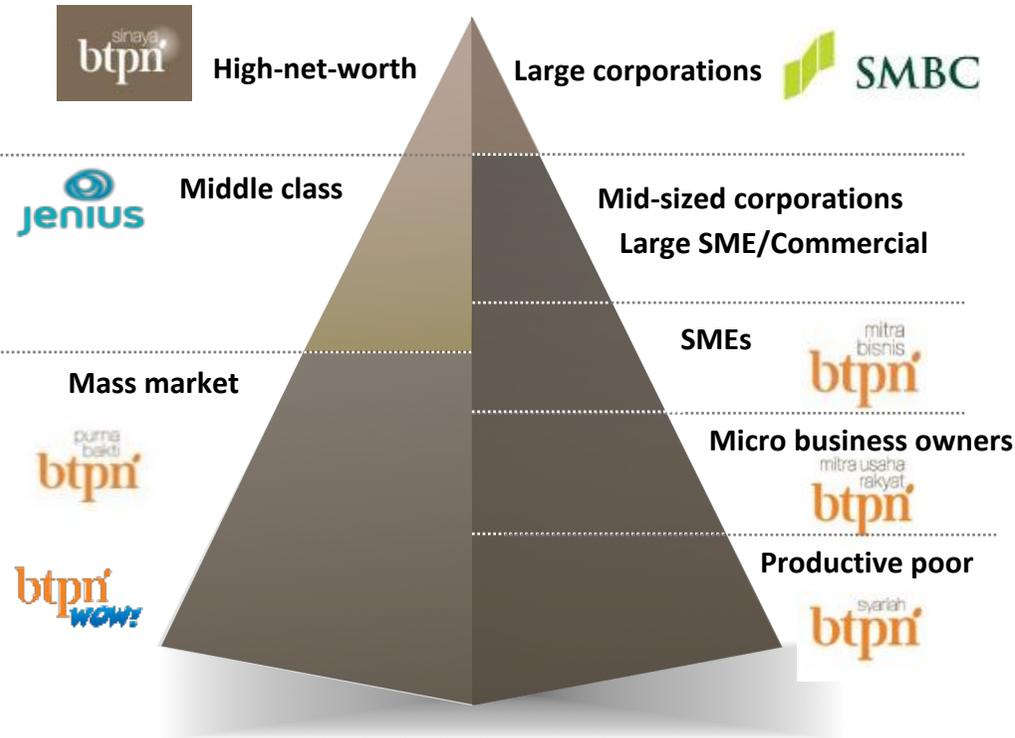


Merisa Darwis
Director

Universal Bank That Serves The Full Spectrum Of Indonesian Customer Segments

Target Market

Enhance, synergize and expand the bank's business to provide complete banking services and use digital banking capabilities and global support from SMBC



Vision

“To become the first choice bank in Indonesia, which give significant change in the life of millions of people, mainly with the support of digital technology”.

Mission

- To offer complete financial solution and service to various segments of retail, micro, SME and corporate business in Indonesia, and for Indonesian Nation and Country as a whole;
- To provide valuable opportunity for the professional growth of the Bank BTPN employees;
- To create significant and sustainable values for the stakeholders, including for Indonesian society;
- To use technology innovation as the main differentiator to provide the best quality and experience in its class to the Bank BTPN clients and partners.

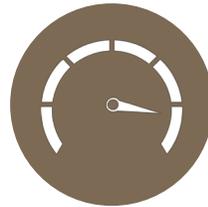
Bank BTPN's Values



Customer-centric
Focus on stakeholder interests



Proactive & Innovative
Step up and continue to innovate



Agile
Embrace change and move fast



Achieving The Best
Maintain and provide the best service quality



Synergy
Collaborate as one team

Strategies priorities for the next 5 years

2019 Stabilize



Integration of both bank processes and **mitigate risks**; improving synergy and preparing new growth engines

2020 Synergize



Combining existing Assets to drive cross-sell and serve new segments

2021-2023 Scale up



Creating new engines to support the growth and profitability of the Bank's business

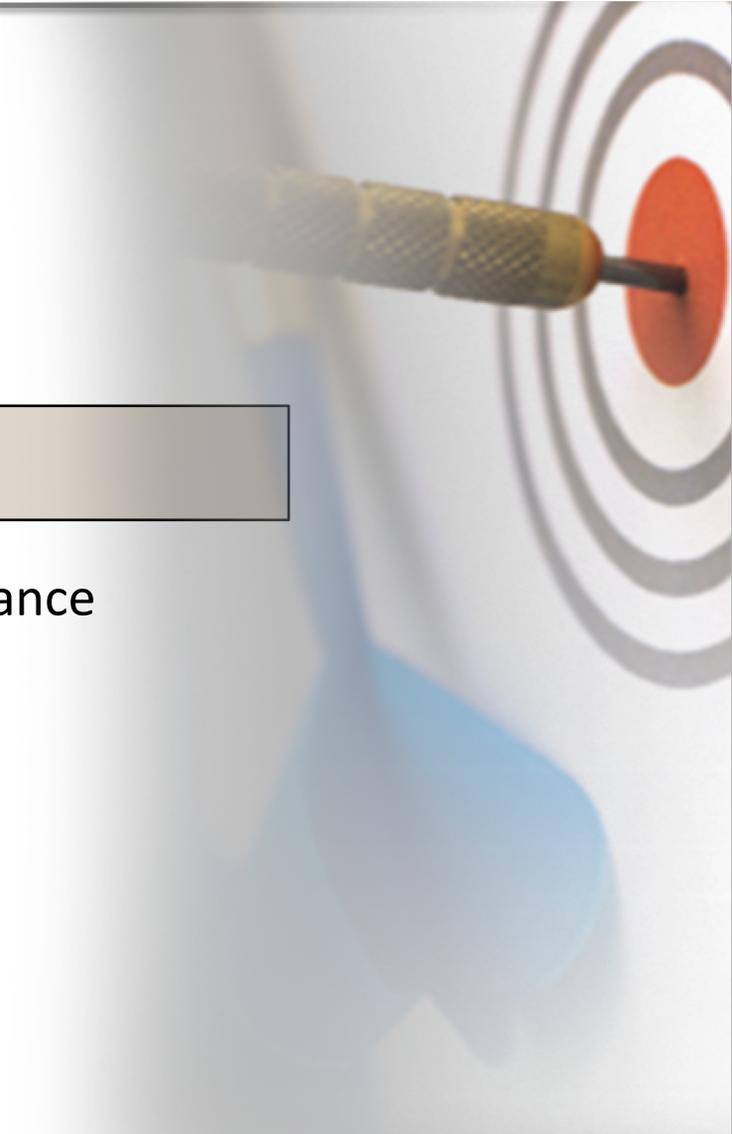
- **Ensure smooth and successful integration of the two banks**
- **Increase value of core business**
 - Corporate banking
 - SME and micro-SME
 - Retail banking (PUR, Sinaya, Jenius, Wow!)
- **Synergize** (e.g. supply chain) & **cross-sell** (including OTO Group)
- **Maintain digital banking transformation** and growth momentum to prepare for future growth

- **Build capabilities** to increase competitiveness including improving CASA ratios across the core business
- **Scale up:**
 - **Commercial Banking and enterprise**
 - **Digital Platform SME**
- **Expanding Retail Banking Coverage**

BTPN at Glance

Update on BTPN Business

1Q 2019 Financial Performance



Strong track record of building a new business


Pension
business launch
(Purna Bakti)


DAYA launch –
Empowerment
Platform


SME business
pilot launch


mobile banking
for mass
market launch

 SMBC A MEMBER OF SMBC Group

- Corporate Banking & Middle Market
- Large SME/Commercial
- Treasury
- Retail Lending Business




Micro Banking
business launch


Funding
business launch
(now Sinaya)


Productive
Poor
business
launch


Digital Bank
launch

Our excellence: Digital banking Capabilities & Global support from SMBC Group

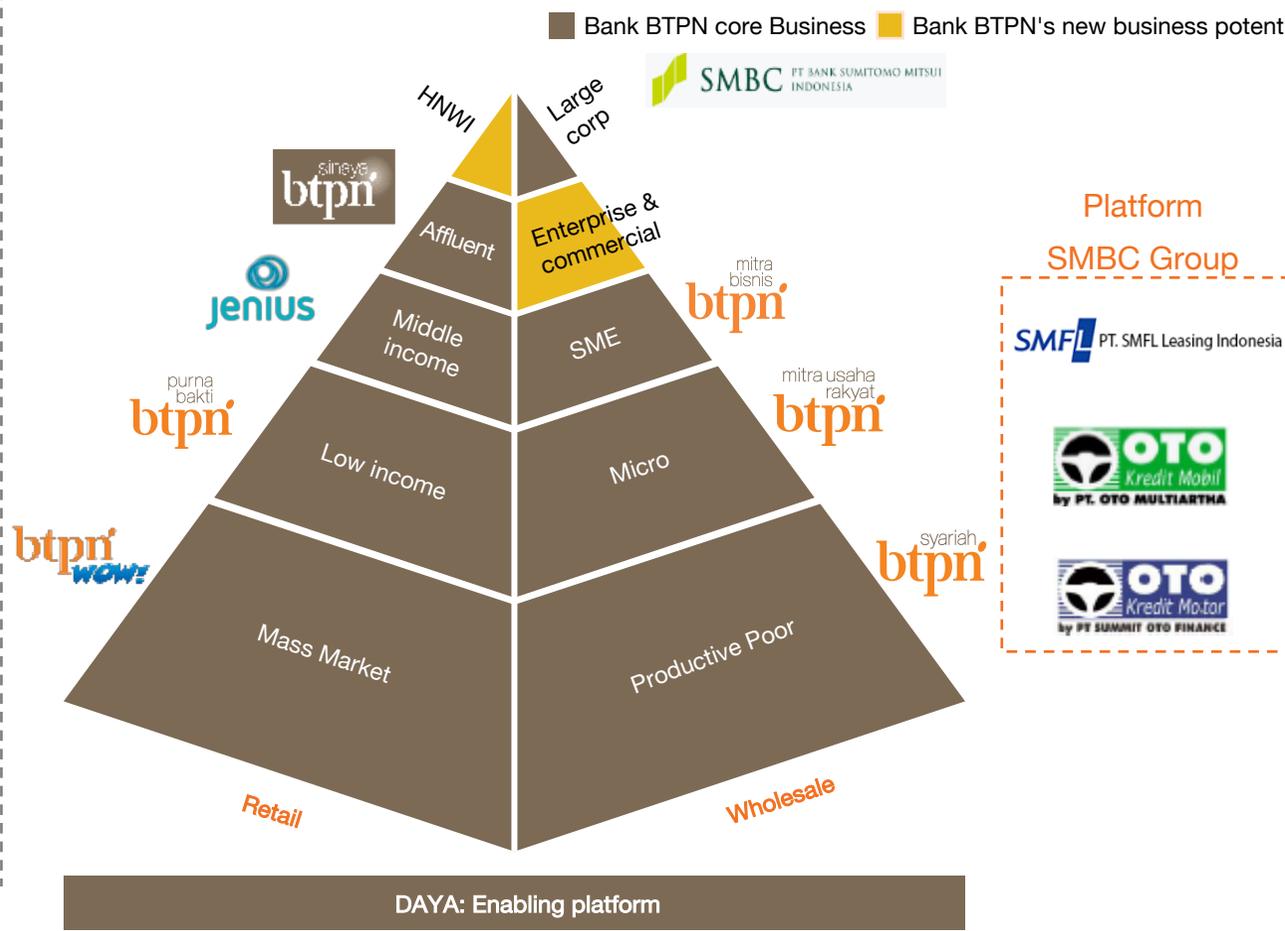
1 Superior and reusable digital Platform

- Have a reliable banking architecture (example: Product & Microbusiness Services)
- Agile Implementation Methodology
- Modern Platform & way of working

2 Extensive distribution network

2,231
Outlets

3 Serving a wider customer segment



4 Global Support from SMBC Group

Corporate/Wholesale Banking Business



- Loan
- Syndication
- Project Finance
- ECA Financing
- Corporate Account
- Remittance
- Tax Payment
- Project Finance
- Trade
- Cash Management
- Treasury

Sinaya



- CASA
- Deposits
- Bancassurance
- Investment Product

Retail Lending Business



- Pension (Purna Bakti)
- Savings
- Business/Payroll Loan
- Loan

Micro Business



- Paketmu
- Paketmu Kredit Usaha Rakyat
- Digital Channel

Mitra Bisnis



- Current Account
- Loan
- Supply Chain Financing
- AksesBisnis@BTPN

• Jenius



- Smart Digital Banking aimed at 'digitally savvy mass-affluent individuals' in major cities

• BTPN Wow!

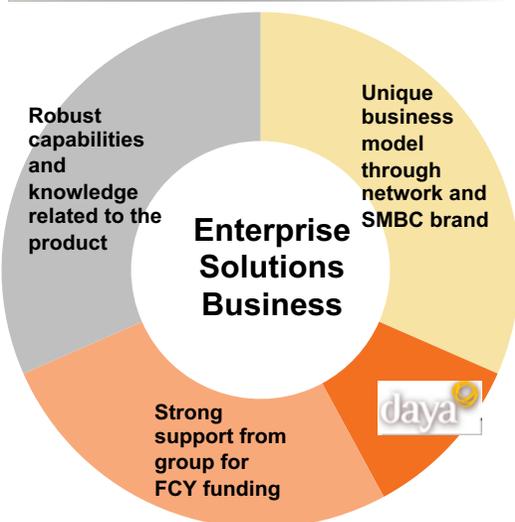


- Utilizing mobile phone technology supported by agents as BTPN's hand in serving the mass market

Corporate/Wholesale Banking

Corporate/Wholesale Banking Group includes Corporate/Wholesale Banking, Enterprise Banking, Transactional Banking and Wholesale Funding

UVP



Products and Services

Hedging Products (*):

- IRS/CCS
- Forex Transactions

(*) But not limited to the above products

Loan Products:

- Bilateral and Syndication Loans (IDR, USD, and JPY)
- Project/ Structured Finance
- ECA

Cash Management Products:

- Current Account, Term Deposits
- Payment (ACH, RTGS, Payroll, Wires)
- E-Tax Payment (non-import and import tax)
- Collections (ACH, RTGS, Payroll, Wires, Cheque/Cash Deposit, GIRO Collection)
- GIRO Depository Service
- Virtual Account
- Internet Banking/ Host-to Host
- Liquidity Management (domestic cash polling)

Domestic, Export and Import Trade Products:

- Import LC Issuance / Import Bill Negotiation
- Export LC Advising / Confirmation / Export Bill Collection
- Documentary Collection (DP, DA)
- Trust Receipt / Trade Loan
- Structured Trade Finance
- Receivable Purchase
- Bank Guarantees / SBLC

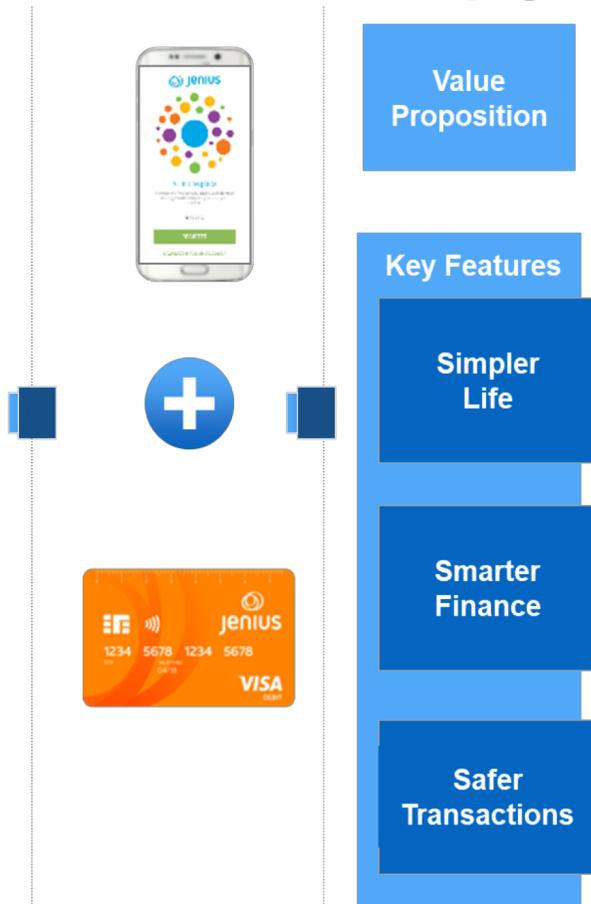


Target Segments

Target Company under Wholesale Banking Group:

1. Local Companies
2. MNC
3. State-owned Enterprises
4. Japanese Corporations
5. Bank and Non-Bank FI

A Simpler, Smarter & Safer Way to Manage Your Life and Finance, Simply from Your Smartphone



“Simpler Life Happier You”

- Send it
 \$Cashtag
 e-Wallet Center
- Pay Me
 One Touch
 Jenius Keyboard
- Dream Saver
 Maxi Saver
 Flexi Cash
 Foreign Currency
- Card Center
 Flexi Saver
 Split Bill

- Powered by Bank BTPN, regulated by OJK, guaranteed by LPS
- Secured by the latest encryption & technology
- Second level authentication for peace of mind

1.4 million Jenius users spread In 34 provinces of Indonesia



Simple

- Your Life Finance access in one touch
- Manage your Life Finance in 3 easy steps
- Saving, payment, transaction connected all in one place

Smart

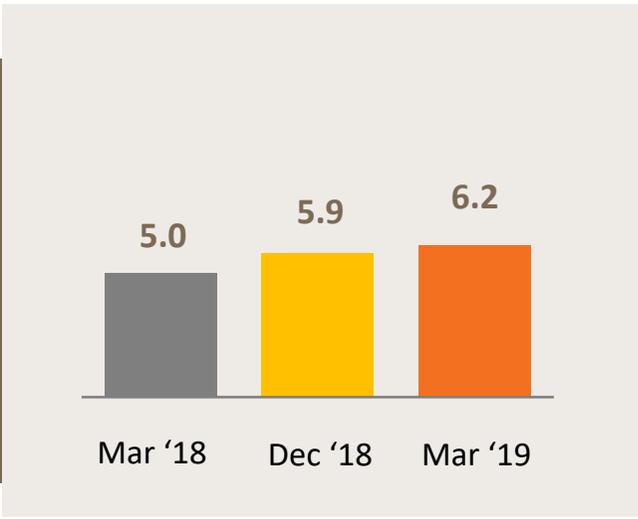
- Can be customize based on your needs and preferences
- Smartly connected with Indonesia's Banking Ecosystem
- Evolving along with your life growth

Safe

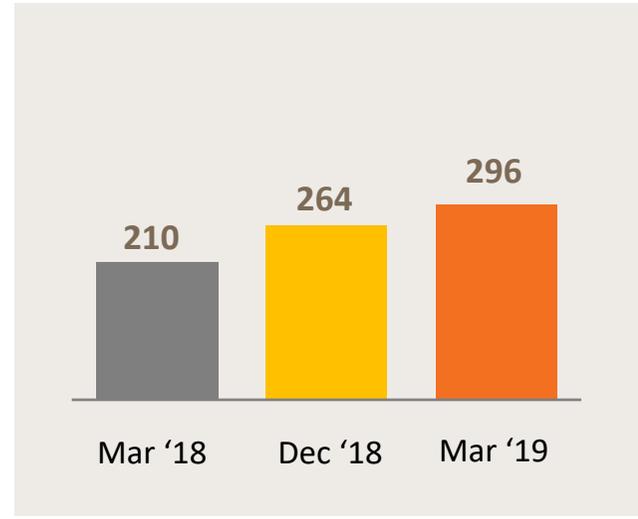
- Powered by Bank BTPN, regulated by OJK and guaranteed by LPS
- Secured by the latest encryption & technology
- Second level authentication for peace of mind

Number of Customers and Customer Activities continue to increase

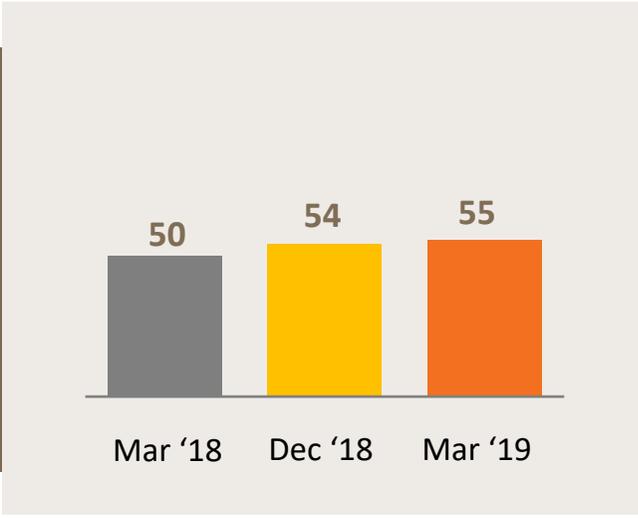
Customers
million



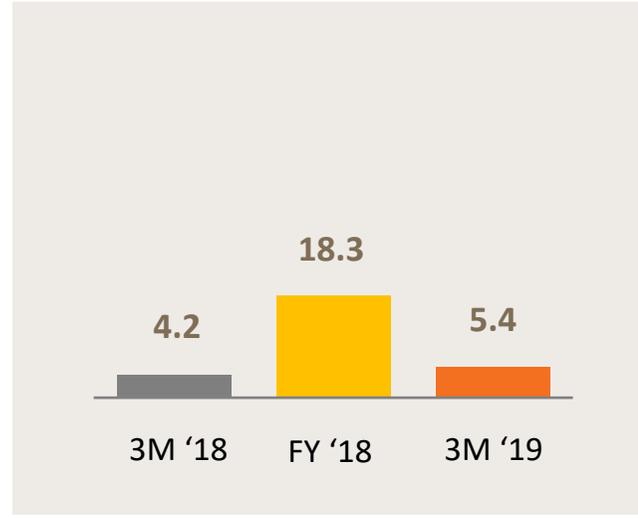
Agents
thousand



Active Customers
%



Transactions
million



Daya

Daya is the embodiment of BTPN's commitment to sustainably improve the capacity of its customers by providing them with opportunities for growth and a meaningful life

Customer Segment

High net-worth
Large Corporation

Middle class
Mid Size
Corporation

Mass market
Micro business
Productive poor

Program Pillar



Digital Access:
www.daya.id



Healthy
Check



Online
Marketing
Training



Collaoration
with Djarum
Foundation



Beneficiaries: **1.527.134**
Activities: **90.183**

Beneficiaries: **1.410.368**
Activities: **101.976**

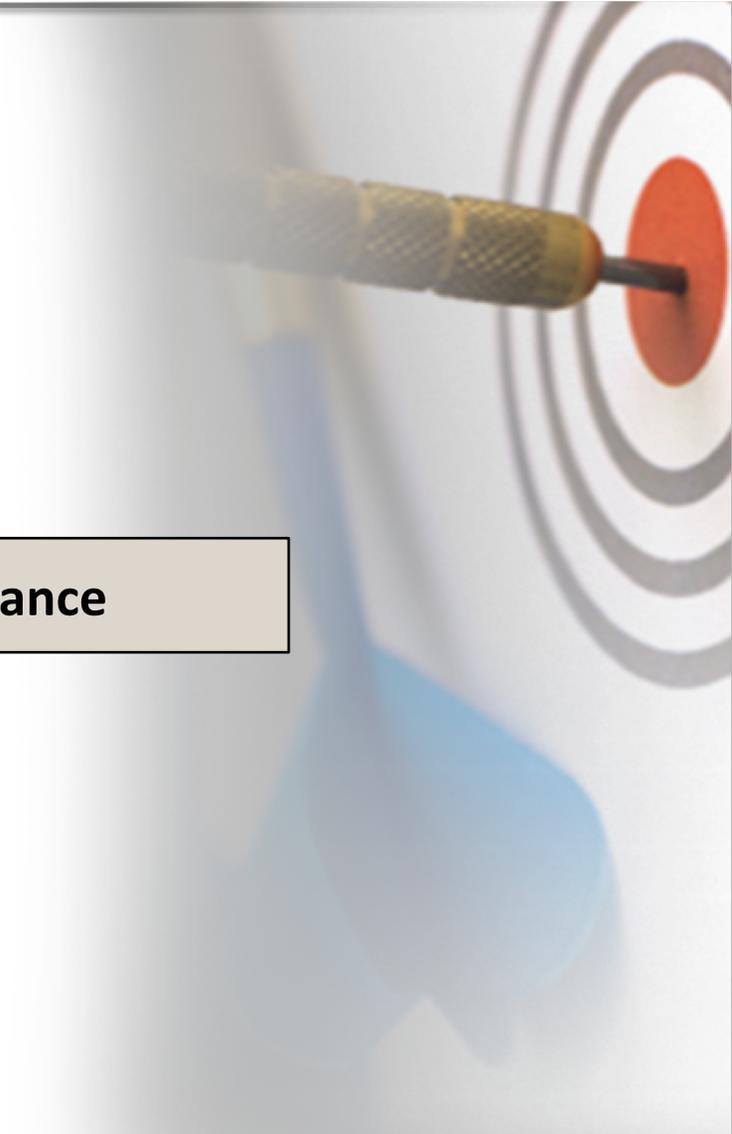
Beneficiaries: **1.148.097**
Activities: **134.383**



BTPN at Glance

Update on BTPN Business

1Q 2019 Financial Performance



Financial Performance - Consolidated

Balance Sheet (Rp billion)	Mar'18 (Unaudited)	Dec'18 (Audited)	Mar'19 (Unaudited)	ΔYoY
Liquid Assets	36,843	28,055	40,013	9%
Loans (gross)	65,293	68,137	139,844	114%
Customer Deposits	68,096	70,845	104,149	53%
Borrowings & Subordinated Loan	7,653	9,655	52,390	585%
Total Funding	75,750	80,500	156,539	107%
Equity	17,090	18,183	28,447	66%
Total Assets	95,829	101,919	192,151	101%

Income Statement (Rp billion)	Mar'18 (Unaudited)	Dec'18 (Audited)	Mar'19	ΔYoY
Net Interest Income	2,383	9,600	2,438	2%
Other Operating Income	157	600	342	119%
Operating Income	2,540	10,201	2,780	9%
Operating Expense	(1,369)	(5,748)	(1,610)	18%
Cost of Credit	(366)	(1,375)	(362)	-1%
Non-Operating Income (Expense)	(0)	(28)	(7)	16654%
Profit Before Tax	805	3,049	801	0%
Net Profit After Tax attributable to the Shareholders	535	1,968	507	-5%
Net Profit After Tax - BTPN Syariah	212	965	288	36%

- Total assets reached Rp 192.2 trillion. Total Loan reached Rp 139.8 trillion (YoY growth of 114%), driven by Growth Business portfolio.
- Third party funds reached Rp 104.1 trillion. Besides the third party fund, BTPN has a long-term borrowing facility from SMBC, MTN, NCD, bonds and other bilateral loans.
- The Bank booked net profit after tax amounted to Rp 507 billion (down 5% YoY).

*Note: Financial Performance for year 2018 is Bank BTPN number before merger

Key Financial Ratios - Consolidated

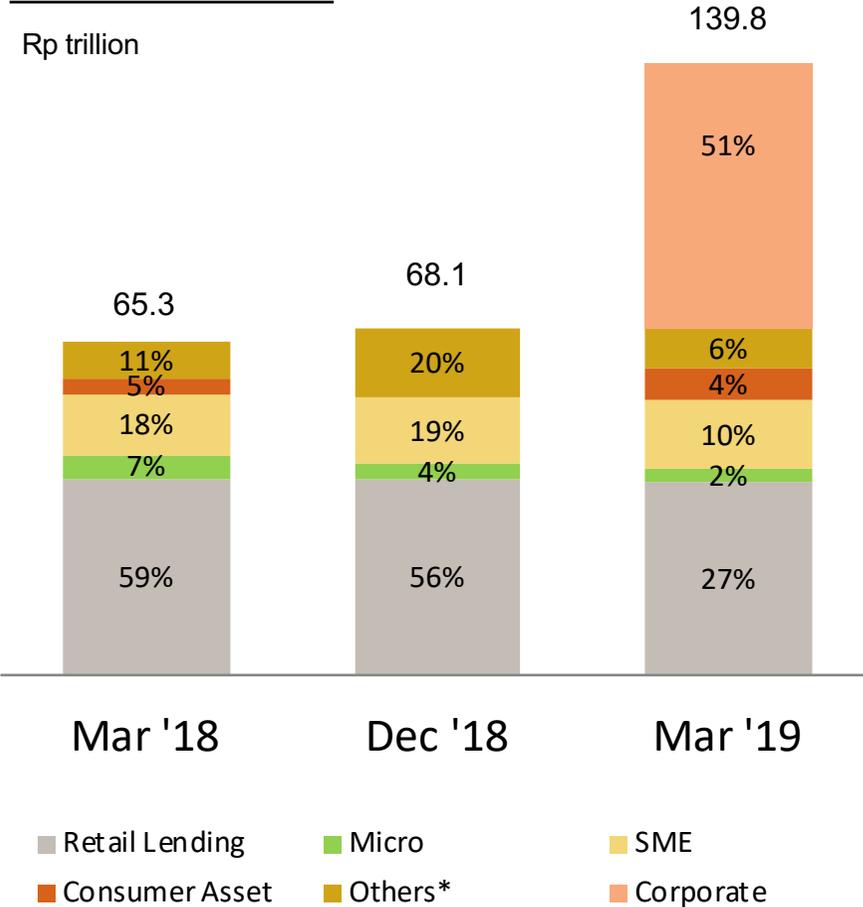
Ratios (%)	Mar'18 (Unaudited)	Dec'18 (Audited)	Mar'19 (Unaudited)
NIM	11.30	11.30	6.95
LDR	95.88	96.00	134.27
Loan to Funding	86.20	84.64	89.33
NPL (gross)	1.01	1.24	0.77
ROA	3.34	3.10	1.98
ROE	13.84	12.40	8.95
CAR	24.80	25.30	23.13

*Note: Financial Ratio for year 2018 is Bank BTPN number before merger

- NIM maintained at the rate of 6.95% (including corporate banking business after the merger).
- Sound loan growth, NPL gross maintained at 0.77%.
- CAR maintained at a healthy level at 23.1%.
- LDR down to 134% due to higher deposit balance
- Lower ROA and ROE from last year was largely driven by limited growth in Operating Income.

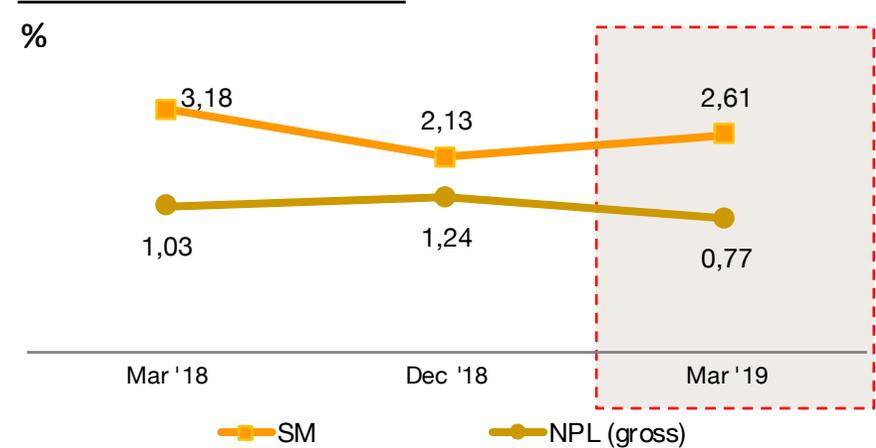
Loans Composition & Quality

LOAN COMPOSITION

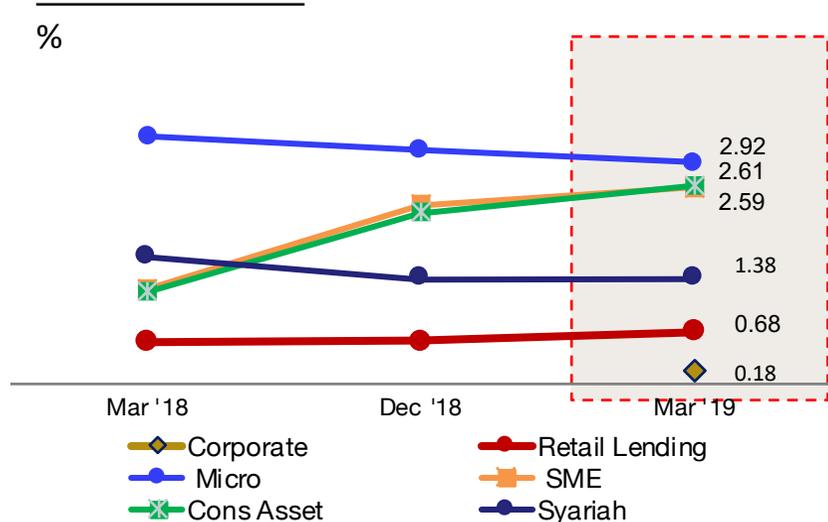


Others: Including Syariah Financing, Joint Financing, Money Market loan and Employee loan

SPECIAL MENTION & NPL



NPL BY BUSINESS

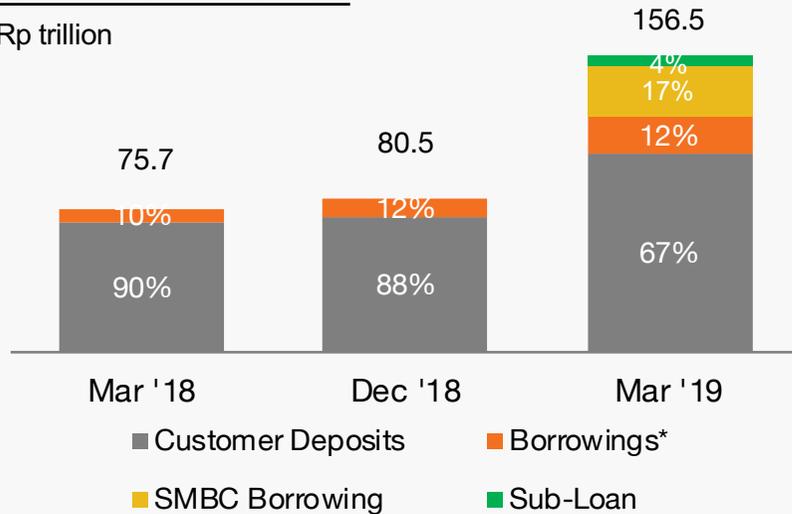


*Note: Financial Performance for year 2018 is Bank BTPN number before merger

Funding Composition & Liquidity Reserves

FUNDING COMPOSITION

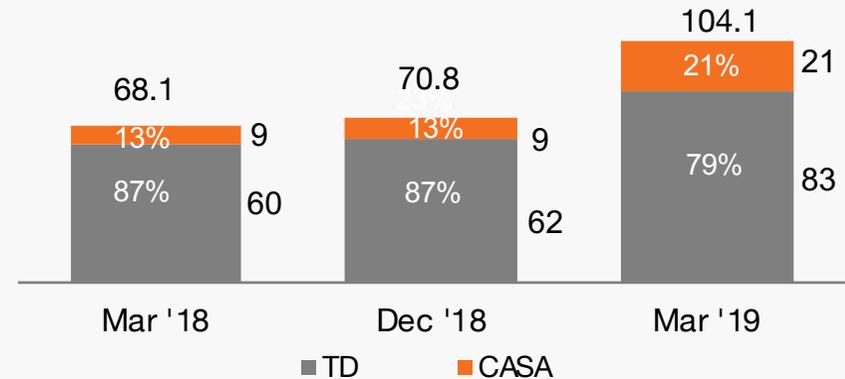
Rp trillion



*Include MTN, NCD, bonds and other bilateral loans

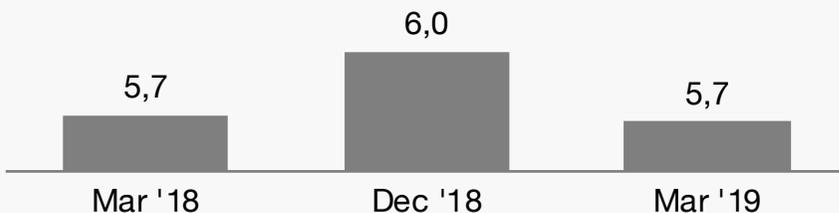
CUSTOMER DEPOSIT COMPOSITION

Rp trillion



COST OF FUND (IDR + FCY) – BTPN Only

%



- Time Deposit remains the main contributor for Customer Deposit (79% of total Customer Deposit). CASA ratio continued to improve.
- Besides Customer Deposits, BTPN has diversified funding source from MTN, NCD, bonds and other bilateral loans. BTPN also has a long-term borrowing facility from SMBC and subordinated loan.

THANK YOU