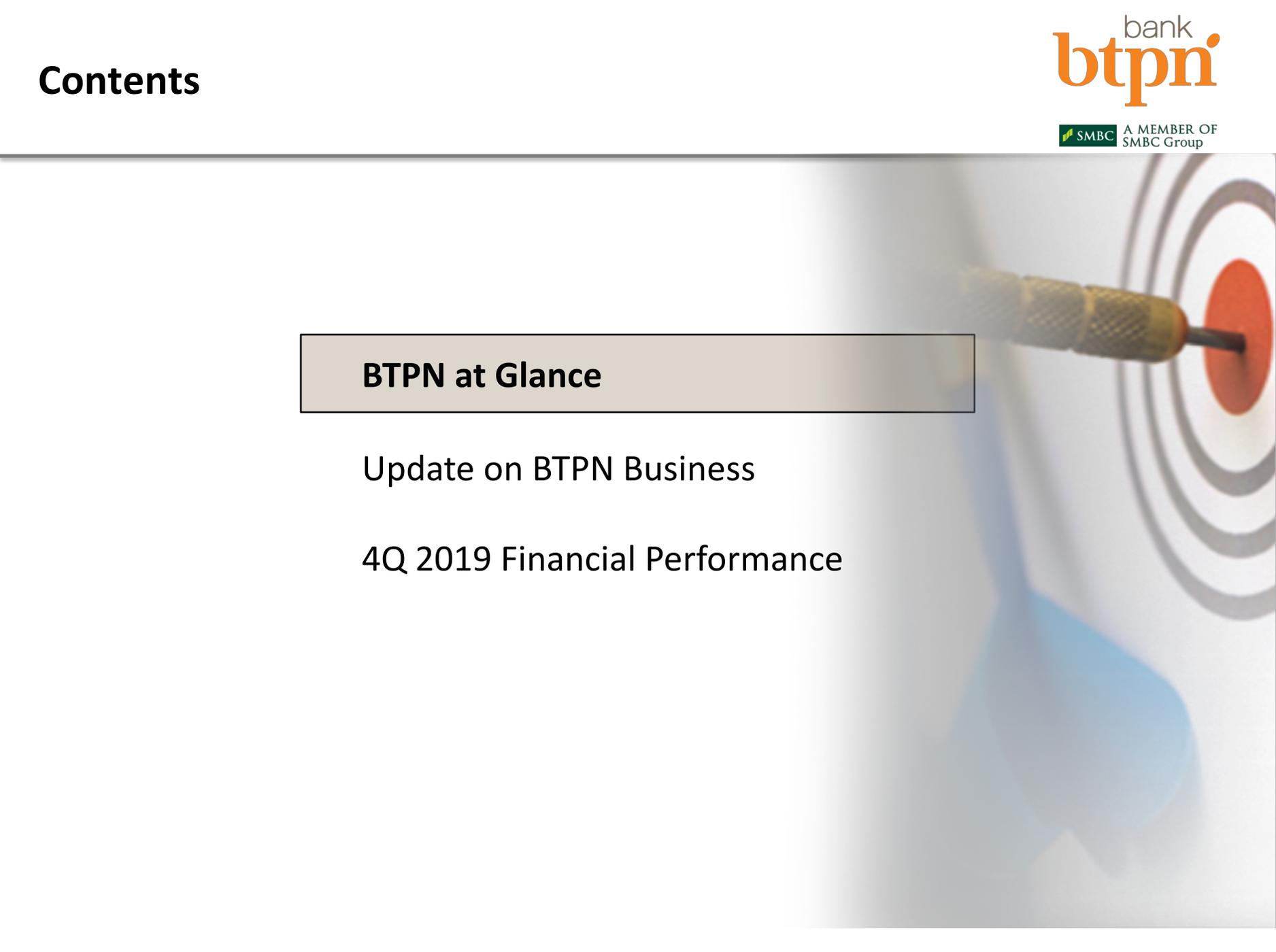


bank
btpn

 **SMBC** A MEMBER OF
SMBC Group



4Q 2019 Results Update

A background image showing a hand holding a pencil, with the pencil tip pointing at a target. The target has concentric circles and a red bullseye. The hand is in the lower right, and the pencil is in the upper right, pointing towards the center of the target.

BTPN at Glance

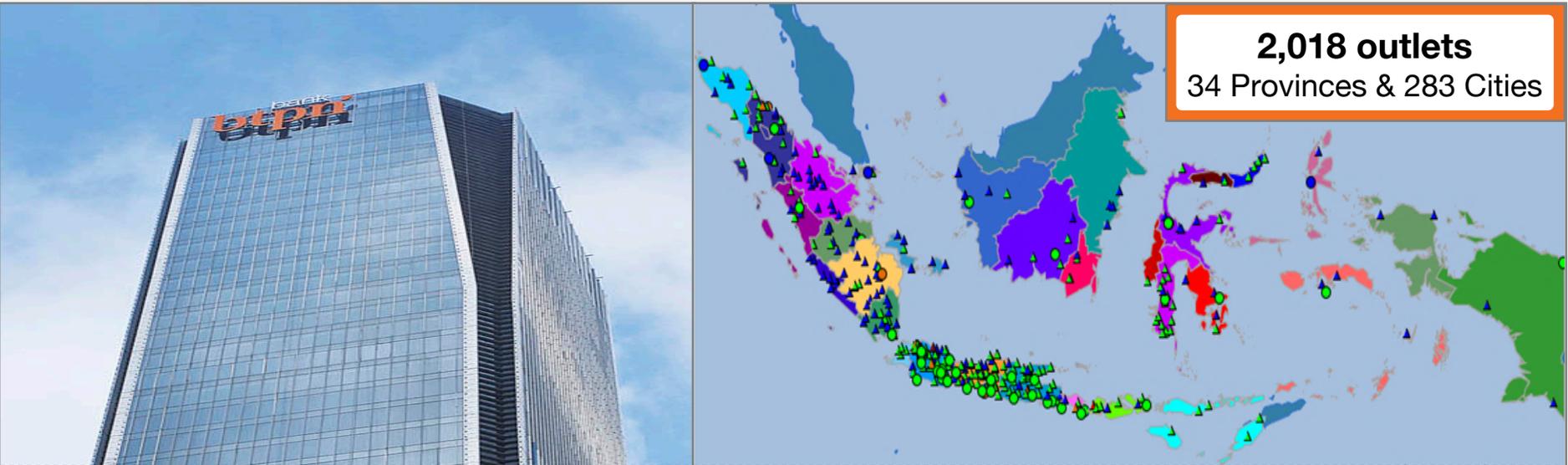
Update on BTPN Business

4Q 2019 Financial Performance

Bank BTPN Profile (Consolidated) as of December 2019



SMBC A MEMBER OF SMBC Group



2,018 outlets
34 Provinces & 283 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 181,6 trillion	No. of Employee	19,235 (73% Female)
Corporate Rating	<ul style="list-style-type: none"> Fitch Ratings: 'AAA(idn)'; Stable Outlook Pefindo: 'idAAA'; Stable Outlook 	No. of Customer	~12.5 million Retail Customer ~ 1.8 thousands Corporate Customer

Shareholders and Management

Shareholders

Bank BTPN Shareholders	Percentages
Sumitomo Mitsui Banking Corporation	92.43%
PT Bank Central Asia Tbk	1.02%
PT Bank Negara Indonesia (Persero) Tbk	0.15%
Public	5.23%
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
Irwan Mahjudin Habsjah
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
Hiromichi 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
Hanna Tantani
Director

*Independent

Board of Commisioners



Mari Elka Pangestu
President Commisioner
(Independent)



Chow Ying Hoong
Deputy President
Commisioner



Takeshi Kimoto
Commisioner



**Ninik Herlani
Masli Ridhwan**
Independent
Commisioner



**Irwan Mahjudin
Habsjah**
Independent
Commisioner

Board of Directors



Ongki W. Dana
President Director



Kazuhisa Miyagawa
Deputy Pres. Director



Dini Herdini
Director (Independent)



Yasuhiro Daikoku
Director



Henoch Munandar
Director



A. Dani Prabawa
Director



Hiromichi Kubo
Director



Merisa Darwis
Director

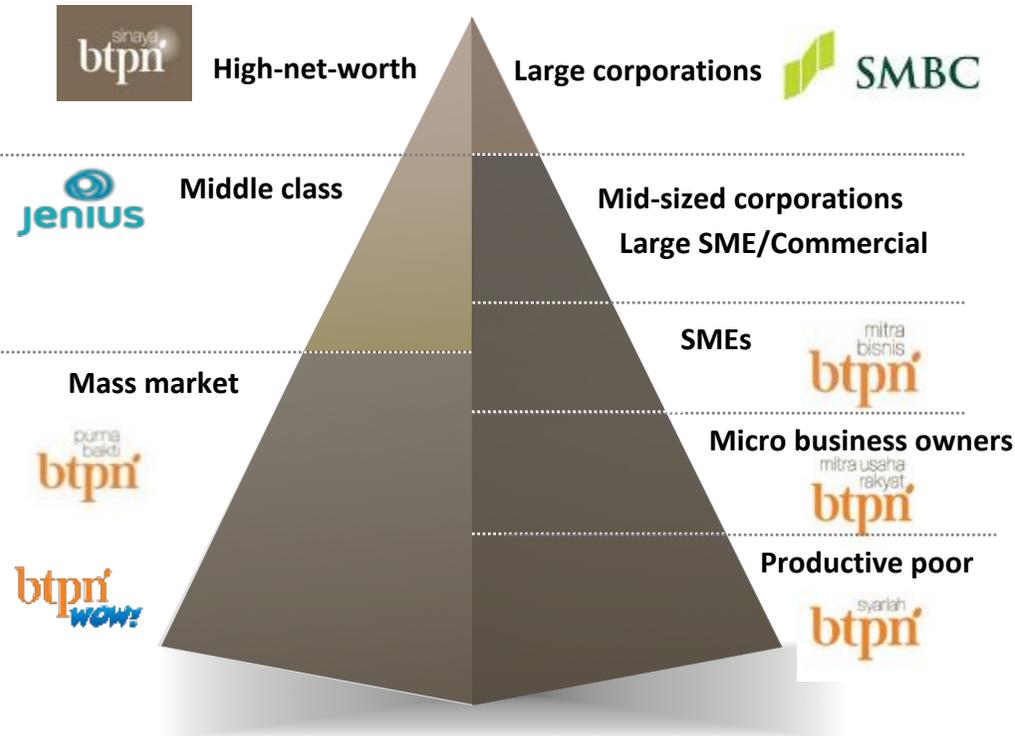


Hanna Tantani
Director

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.

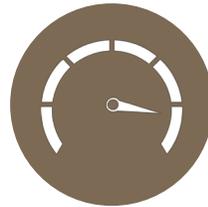
Bank BTPN's Values



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

Strategic Priorities: post merger

BTPN has completed the legal merger on 1 Feb 2019. Since then the bank put focus to integrate culture, consolidation and stabilization, as well as to expand the Bank's business



Stabilize

Successfully integrate and mitigate risks, guided by regulatory support

Synergize

Combine existing assets to drive higher cross-sell, serve new segments, or reduce costs

Scale up

Create new engines for growth and profitability for the combined entity

▪ Ensure a smooth and successful integration of the two banks:

- Build new solid management team and retain key people
- Harmonize both bank values and build synergy among all employees
- Preserve Corporate clients trust level
- Smooth execution of adopted and revised BTPN Retail Banking business model, process, system and risk management model
- Implement compliance to expanded and stricter regulatory requirement

▪ Carefully navigate through changes and increasing uncertainties in the economic and political environment

▪ Protect and Enhance value of core business – Corporate banking, SME and Retail banking, synergize /cross-sell, including OTO Group

Build organization, process and infrastructure as enabler for synergy

▪ Maintain the digital banking transformation and growth momentum to prepare the bank for future growth

- Scale up Jenius business model including launching Jenius for business catered toward micro and small, medium (SME) business owners
- Continue to build digital banking infrastructure, i.e agile organization, micro services, digitized process
- Continue digital transformation of Pension, Micro and SME businesses

▪ Build capabilities to increase competitiveness to include higher CASA ratio across all core businesses:

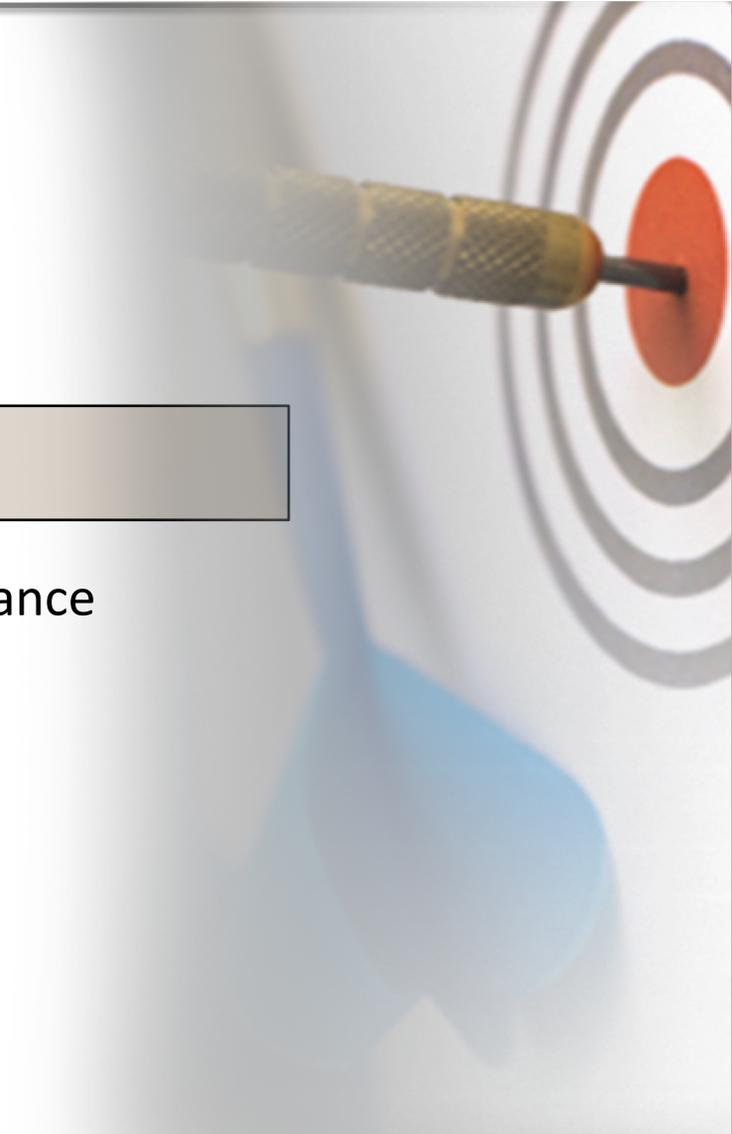
- Capture synergy, build and capitalize on Business Value Chain ecosystem – capture cash transactions and provide better risk mitigation to increase competitiveness
- Capitalize on the digital banking capabilities, partnership and collaboration with other digital ecosystems.

▪ Expand business scope to new businesses: Middle Corporate/Enterprise banking, Commercial Banking and expand scope of Retail Banking

BTPN at Glance

Update on BTPN Business

4Q 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

- **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

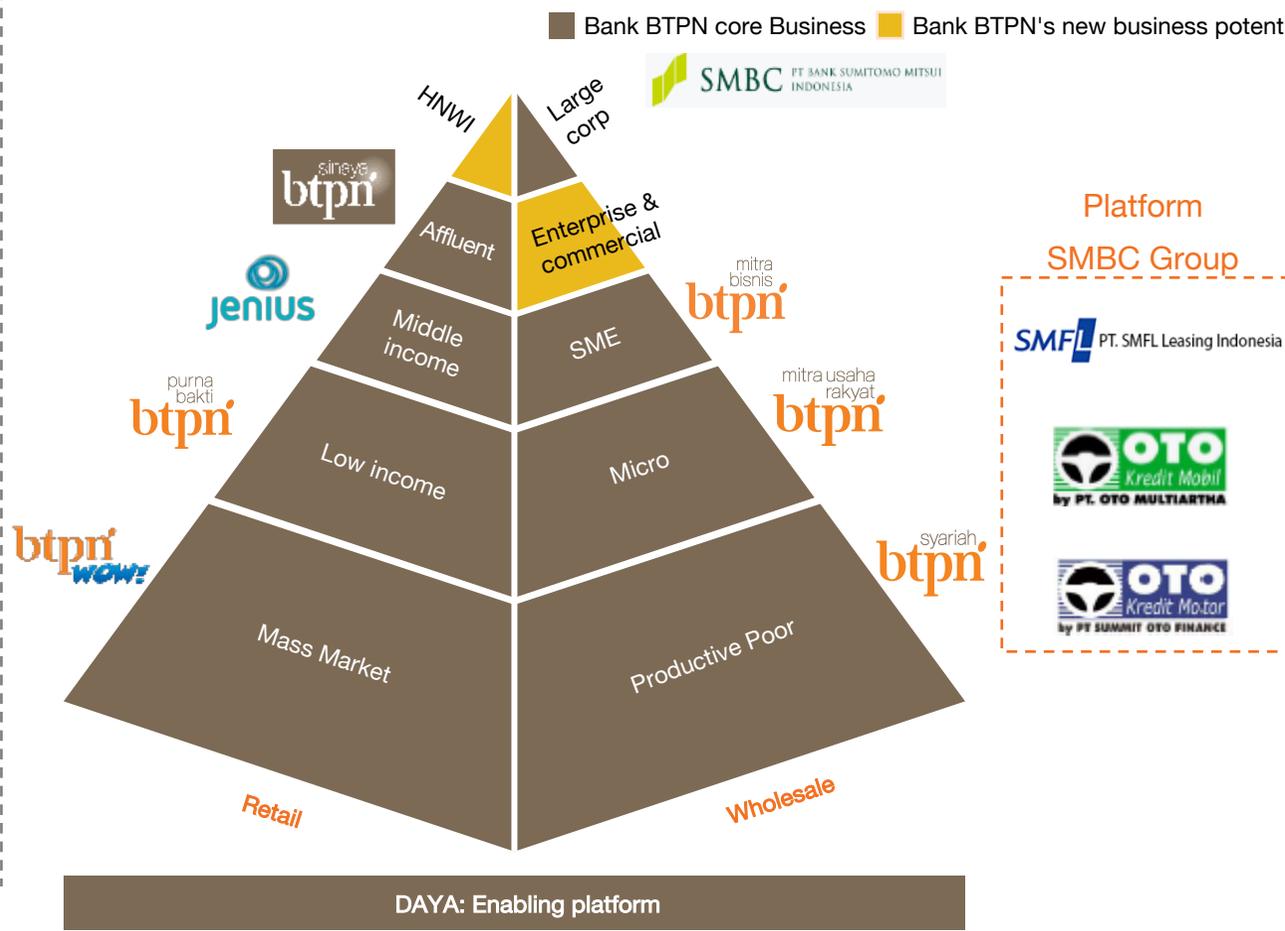
1 Superior and reusable digital Platform

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

2 Extensive distribution network

2,018
Outlets

3 Serving a wider customer segment



4 Global Support from SMBC Group

➤ Corporate/Wholesale *Banking*

- Hedging
- Loan
- Cash Management
- Domestic, Export and Import Trade Product

➤ Retail Funding Business

- Taseto Premium
- Taseto Bisnis
- Tabungan Pasti
- Giro Sinaya
- Time Deposits
- Flexi Deposits
- Mutual Fund
- Bancassurance
- Sinaya ATM/Debit Card
- Sinaya Online & Mobile
- Safe Deposit Box
- Sharia Bank Services
- Weekend Banking
- Sinaya Priority

➤ Retail Lending Business

- Pension Loan
- Payroll Loan
- Cross Over Loan

➤ Bisnis Mikro

- Term Installment Loan
- Kredit Usaha Rakyat
- Mitra Usaha Savings
- Tabungan Setara Deposito
- Palm Oil Farmer Financing
- Upper Micro

➤ BTPN Wow!

- Funding Wow!
- Productive and Consumptive
- Student Loan
- Supply Chain

➤ Jenius

- Fund it Flexi Cash

➤ Treasury & FI

- Foreign Exchange
- Derivative
- Money Market

➤ Supply Chain and Structured Program

- Supply Chain
- Lending Program

➤ Business Banking

- Cash Management
- CPP Mitra Bisnis
- BPR Financing
- ABF
- Commercial

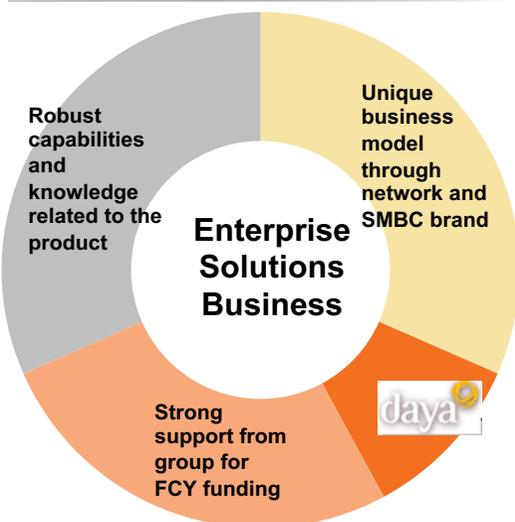
➤ Consumer Assets

- Asset Based Financing (A/R Financing)
- Fintech
- Financing with MF

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:

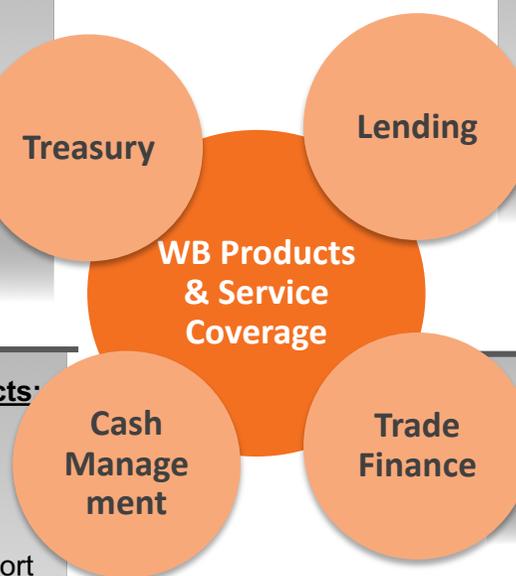
- Bilateral and Syndication Loans (IDR, USD, and JPY)
- Project/ Structured Finance
- ECA

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

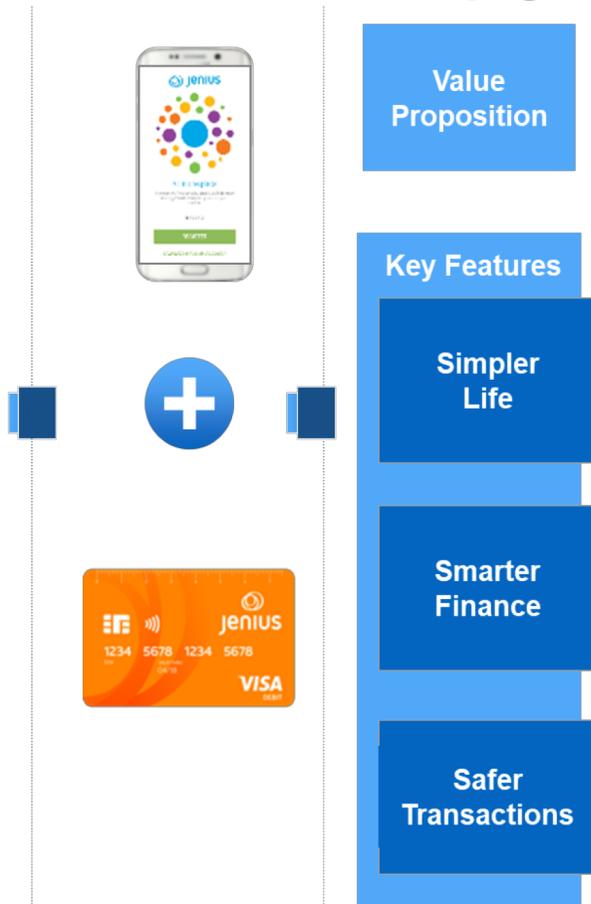


Target Segments

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

More than 2 million Jenius users spread in 34 provinces across 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

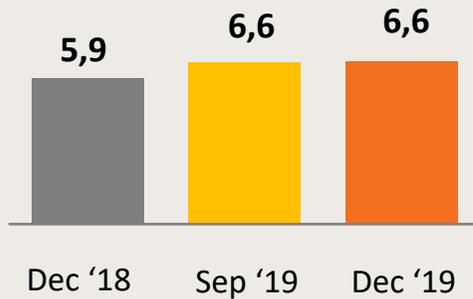
- Can be customize based on your needs and preferences
- Smartly connected with Indonesia's Banking Ecosystem
- Evolving along with your life growth

Safe

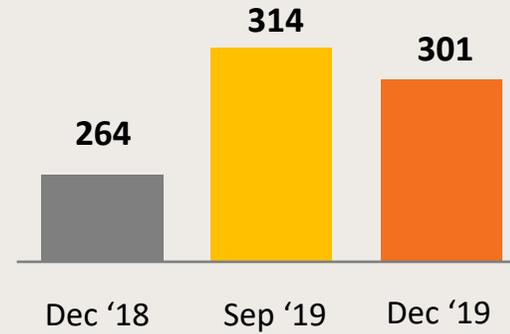
- Powered by Bank BTPN, regulated by OJK and guaranteed by LPS
- Secured by the latest encryption & technology
- Second level authentication for peace of mind

Number of Customers and Customer Activities still on track

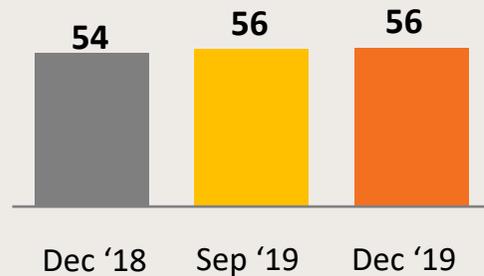
Customers
million



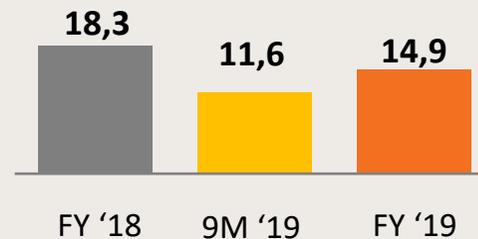
Agents
thousand



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



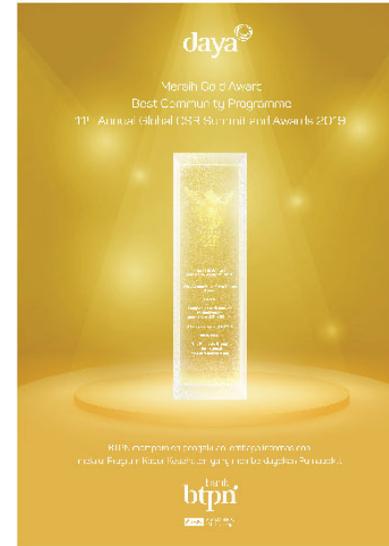
Online
Marketing
Training



Collbaoration
with Djarum
Foundation



AWARDS2019

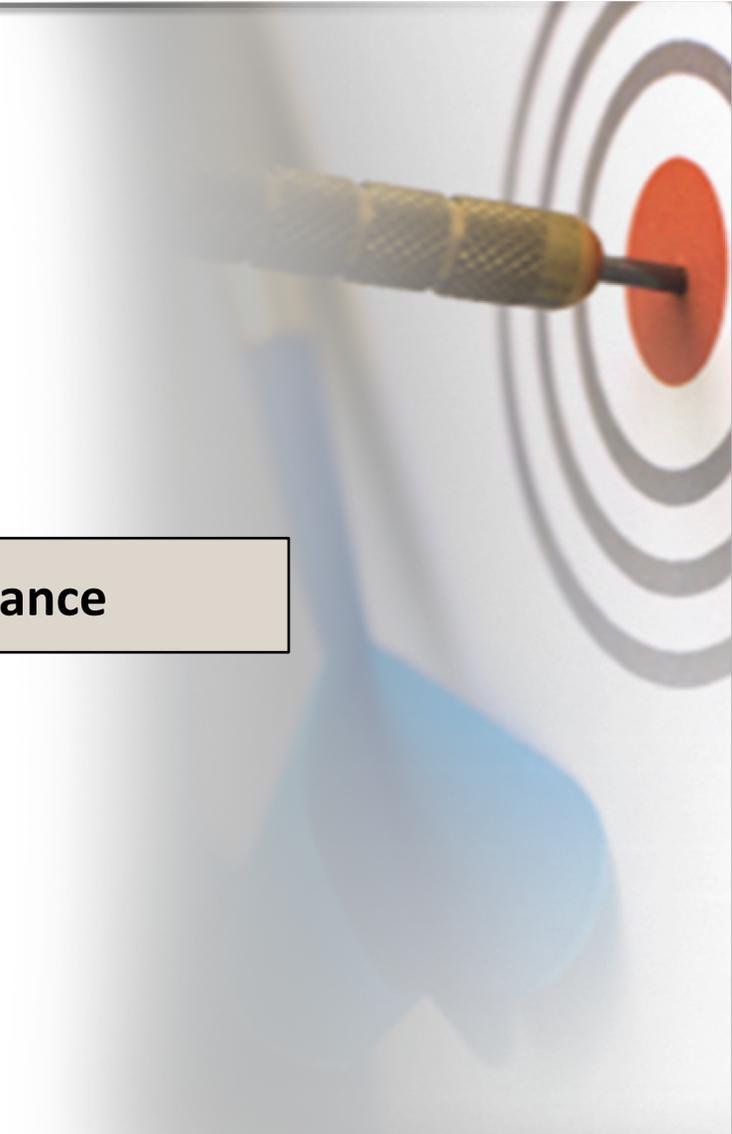


No.	Awards	Category	Year
1	The World's Best Bank - Forbes	2 nd Rank - Indonesia	Feb-19
2	11 th Annual Global CSR Summit and Awards 2019	Gold Award - Best Community Programme	Apr-19
3	Best Bank 2019 - Investor Magazine	Best Bank on BUKU III Category (Core Capital Rp 5-30 Trillion)	Jun-19
4	Best GCG Practices of 24 Big Cap dan 22 Mid Cap listed companies on IDX - by Indonesian Institute for Corporate Directorship (IICD)	Best Disclosure and Transparency Big Cap Listed Company	Okt-19

BTPN at Glance

Update on BTPN Business

4Q 2019 Financial Performance



Financial Performance - Consolidated

Balance Sheet (Rp billion)	Dec'18 (Audited)	Dec'19 (Audited)	ΔYoY
Liquid Assets	28,055	30,646	9%
Loans (gross)	68,137	141,760	108%
Customer Deposits	70,845	86,939	23%
Borrowings & Subordinated Loan	9,655	58,910	510%
Total Funding	80,500	145,850	81%
Equity	17,605	29,868	70%
Total Assets	101,341	181,631	79%

Income Statement (Rp billion)	Dec'18 (Audited)	Dec'19 (Audited)	ΔYoY
Net Interest Income	9,600	11,048	15%
Other Operating Income	600	1,561	160%
Operating Income	10,201	12,608	24%
Operating Expense	(5,878)	(7,130)	21%
Cost of Credit	(1,375)	(1,446)	5%
Non-Operating Income (Expense)	(28)	(14)	-52%
Profit Before Tax	2,919	4,019	38%
Net Profit After Tax attributable to the Shareholders	1,838	2,573	40%
Net Profit After Tax - BTPN Syariah	965	1,400	45%

- Total assets reached Rp 181.6 trillion. Total Loan reached Rp 141.8 trillion (YoY growth of 108%), driven by Growth Business portfolio.
- Customer Deposits reached Rp 86,9 trillion. Besides the third party fund, BTPN has a long-term borrowing facility from SMBC amounting to USD2.8 billion, MTN, bonds, other bilateral loans and interbank borrowings.
- The Bank booked net profit after tax amounted to Rp 2,573 billion (up 40% YoY).
- NII increased by 15% YoY
- Other operating income increased by 160% to Rp 1,561 billion of higher fee from FX and derivative transaction

Key Financial Ratios - Consolidated

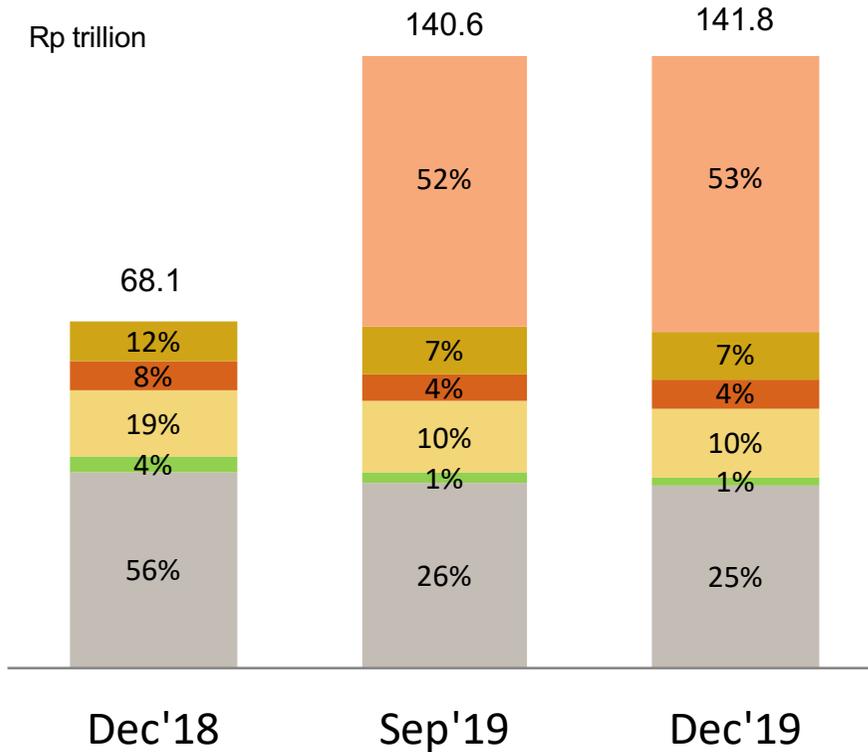
Ratios (%)	Dec'18 (Audited)	Dec'19 (Audited)
NIM	11.27	6.92
LDR	96.18	163.06
NSFR	113.13	113.04
LCR	158.96	229.14
Loan to Funding	84.64	97.20
NPL (gross)	1.24	0.81
ROA	3.00	2.25
ROE	11.64	9.94
CAR	24.61	24.24

- NIM maintained at the rate of 6.92% (including corporate banking business after the merger).
- NSFR at the end of Dec 2019 was 113.04%; LCR 229.14%.
- Sound loan growth, NPL gross maintained at 0.81%.
- CAR maintained at a healthy level at 24.24%.

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

Loans Composition & Quality

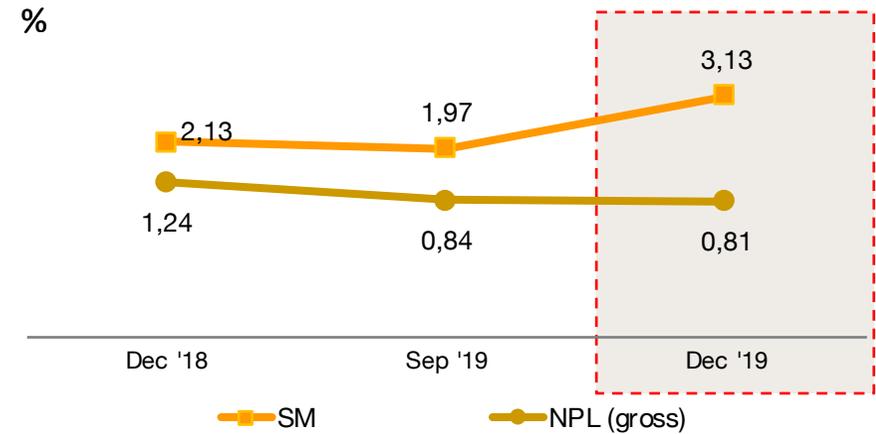
LOAN COMPOSITION



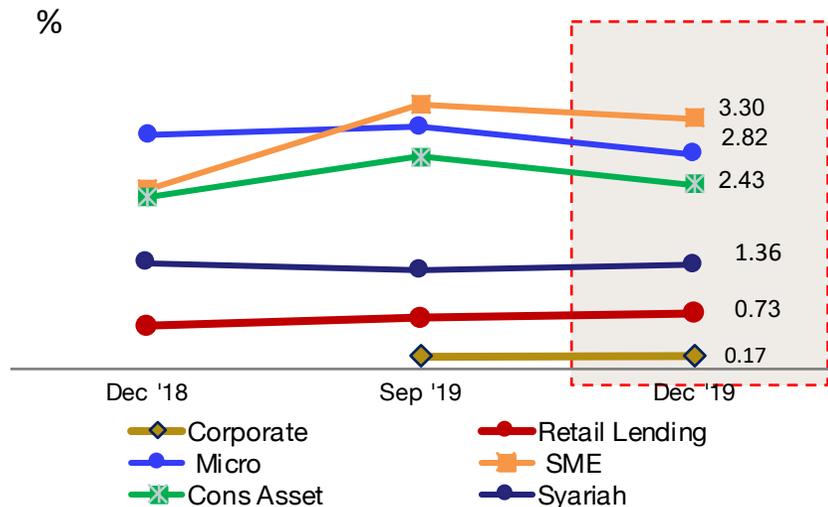
- Retail Lending
- SME
- Others*
- Micro
- Consumer Asset
- Corporate

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

SPECIAL MENTION & NPL



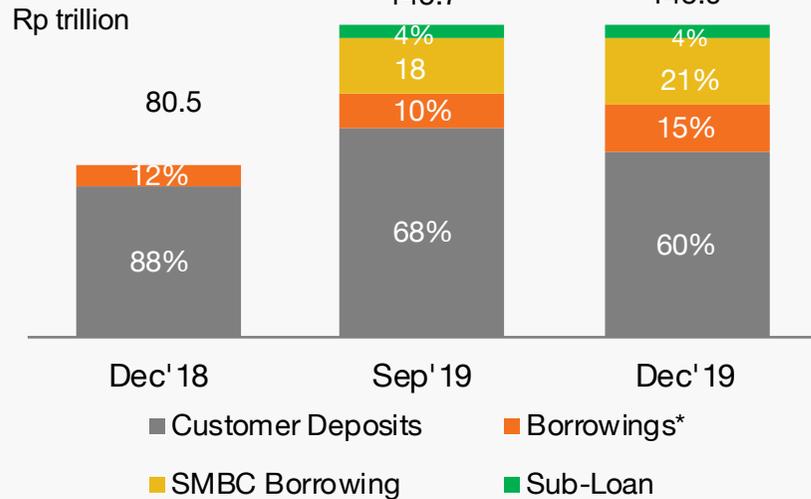
NPL BY BUSINESS



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

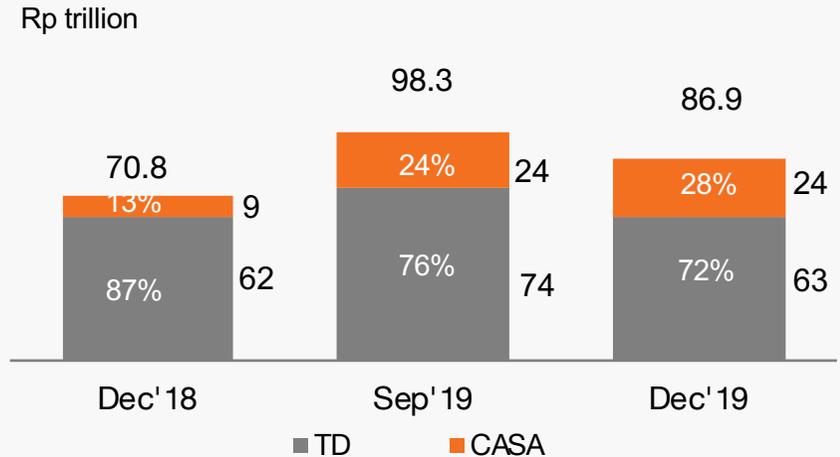
Funding Composition

FUNDING COMPOSITION

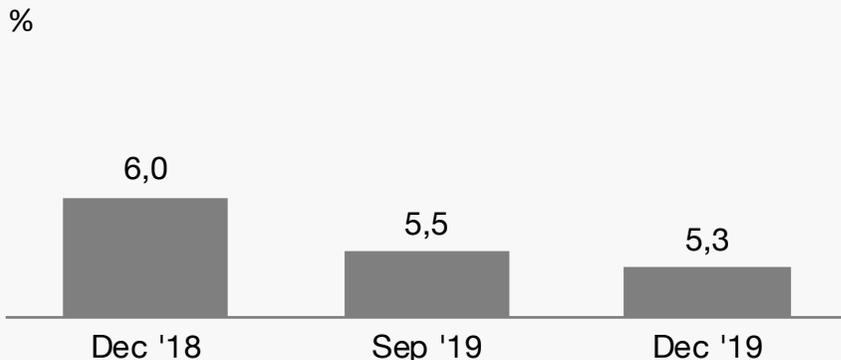


*Include MTN, NCD, bonds, bilateral loans and inter-bank borrowings

CUSTOMER DEPOSIT COMPOSITION



COST OF FUND (IDR + FCY) – BTPN Only



- Time Deposit remains the main contributor for Customer Deposit (72% of total Customer Deposit). CASA ratio continued to improve.
- Besides Customer Deposits, BTPN has diversified funding source from MTN, bonds, bilateral loans and inter-bank borrowings. BTPN also has a long-term borrowing facility from SMBC amounting to total USD2,825 million and subordinated loan USD 435 million.

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

THANK YOU