



July 2017

2Q 2017 Results Update



Maintain Moderate Growth, Asset Quality and Strong Liquidity



Moderate Loans Growth with Good Portfolio Quality:

- Loans growth: 8% (YoY); Deposit growth: 6% (YoY)
- Loans quality:
 - NPL: 0.89%
 - Special Mention: 2.16%
 - CoC: 1.5%

Strong Liquidity maintained:

- LFR*: 85%
- LDR: 96%
- Liquid Asset Ratio: 36%

Robust Key Ratios:

- NIM: 11.8%
- ROA: 3.0%
- ROE: 11.7%
- CAR: 24.0%
- 1H 2017 NPAT: IDR 935 bio (2% YoY)
- 1H 2017 Normalized NPAT (excl. new investment): IDR 1,251 bio (18% YoY)

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

Balance Sheet – Consolidated

IDR billion	Jun '16	Dec '16	Mar '17	Jun '17	ΔYTD	ΔYoY
Cash & BI	7,330	6,074	6,022	6,756	11%	-8%
SBI & Placement	11,073	16,493	16,156	18,060	10%	63%
Loans (gross)	61,635	63,168	64,994	66,336	5%	8%
- Pension	39,333	40,180	40,735	40,572	1%	3%
- Micro/SME	16,226	16,444	16,930	17,596	7%	8%
- Micro	8,143	7,170	6,894	6,594	-8%	-19%
- SME	8,083	9,274	10,036	11,002	19%	36%
- Productive Poor (Syariah)	4,607	4,997	5,118	5,770	15%	25%
- Consumer Finance	702	1,026	1,312	1,707	66%	143%
- Others	767	521	899	690	32%	-10%
Allowance for losses	(589)	(685)	(740)	(746)	9%	27%
Customer Deposits	65,316	66,202	68,906	69,439	5%	6%
Borrowings	4,236	7,083	5,354	9,027	27%	113%
Total Funding	69,553	73,284	74,260	78,467	7%	13%
Equity	14,989	15,838	15,760	16,233	2%	8%
Total Assets	86,671	91,371	92,948	97,057	6%	12%

Profit & Loss – Consolidated

IDR billion	1H '16	FY '16	1Q '17	2Q '17	1H '17	ΔYoY
Interest income	6,790	13,695	3,509	3,513	7,022	3%
Interest expense	2,540	4,841	1,126	1,133	2,259	-11%
Net interest income	4,250	8,854	2,383	2,380	4,763	12%
Other operating income	327	610	145	123	268	-18%
- Fee income	344	689	191	164	354	3%
- FX Loss (swap cost)	(16)	(79)	(46)	(41)	(86)	425%
Operating income	4,578	9,464	2,528	2,503	5,031	10%
Operating expense	2,850	5,984	1,574	1,587	3,161	11%
- Business As Usual (BAU)	2,023	4,066	1,009	1,002	2,011	-1%
- New Investment	195	611	207	220	427	119%
- TUR (Productive Poor)	610	1,261	345	351	697	14%
- MSOP	22	46	13	13	26	16%
Net operating income	1,727	3,479	954	916	1,870	8%
Loan loss provision	421	870	253	235	488	16%
NPAT	918	1,752	478	457	935	2%
NPAT BTPN Syariah	162	412	136	156	293	80%
Normalized NPAT (excl. new investment)	1,062	2,261	631	620	1,251	18%

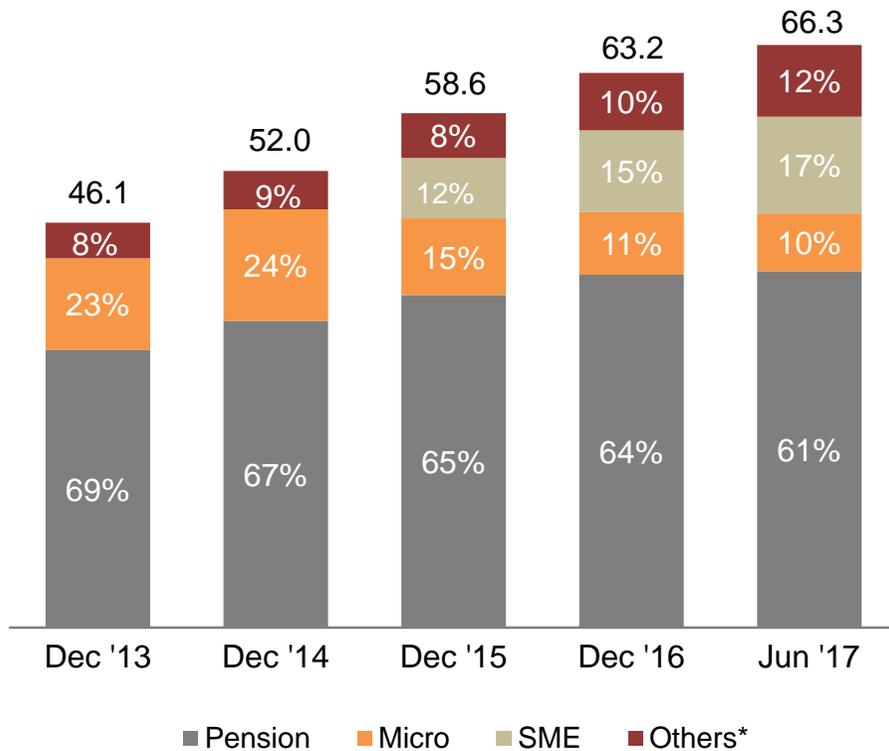
Key Ratios – Consolidated

%	1H '16	FY '16	1Q '17	2Q '17	1H '17
NIM	11.8	12.0	12.0	11.6	11.8
Cost to Income	62	63	62	63	63
Cost to Income (bank only)	61	63	63	66	64
Cost to Income (bank only - BAU)	56	55	52	56	54
LDR (end of period)	94	95	94	96	96
Loan to Funding	89	86	88	85	85
Loan to Funding (incl. Equity)	73	71	72	70	70
Liquid Asset Ratio	28	34	32	36	36
NPL	0.74	0.79	0.79	0.89	0.89
Cost of Credit/Avg. Loan	1.4	1.4	1.6	1.4	1.5
LLP/NPL	130	137	144	127	127
ROA (before tax)	3.1	3.1	3.1	2.9	3.0
ROE	12.7	11.7	12.0	11.4	11.7
ROE - normalized (excl. new investment)	14.6	15.0	15.7	15.2	15.4
CAR (credit & ops risk)	24.0	25.0	23.9	24.0	24.0
Equity/Assets	17.3	17.3	17.0	16.7	16.7

Loans Composition & Portfolio Quality

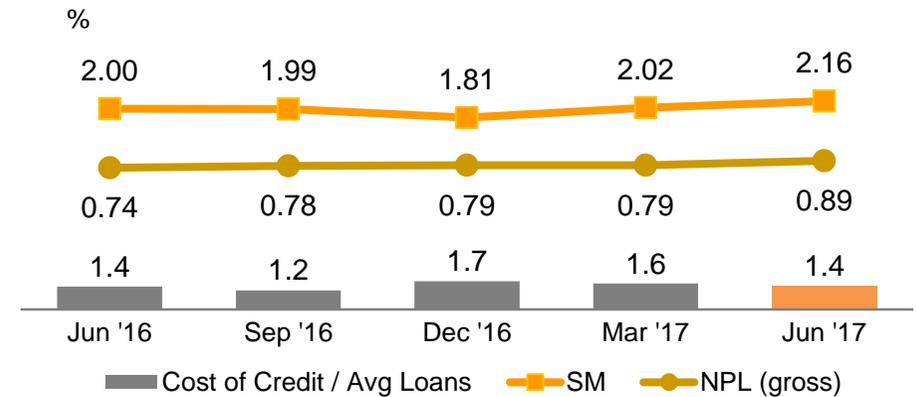
LOANS COMPOSITION

IDR tio

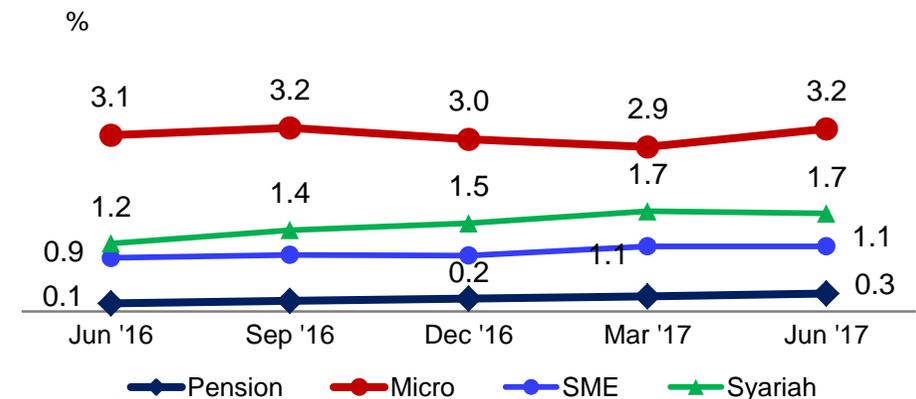


Note: * including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

SPECIAL MENTION, NPL & COST OF CREDIT



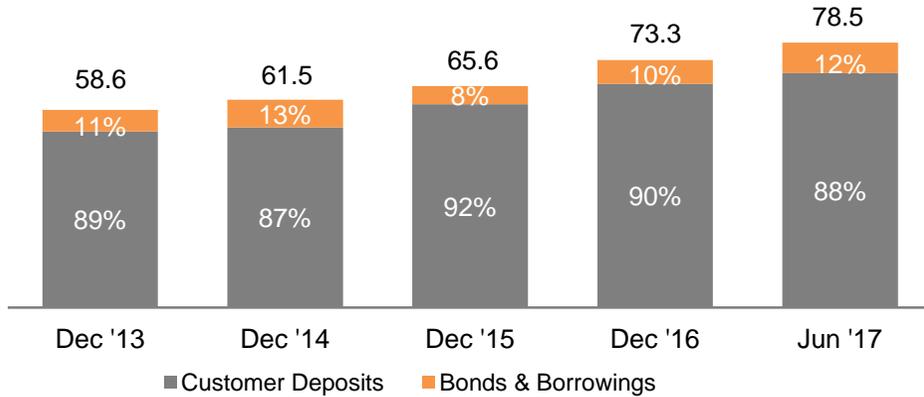
NPL BY BUSINESS



Funding Composition & Liquidity Reserves

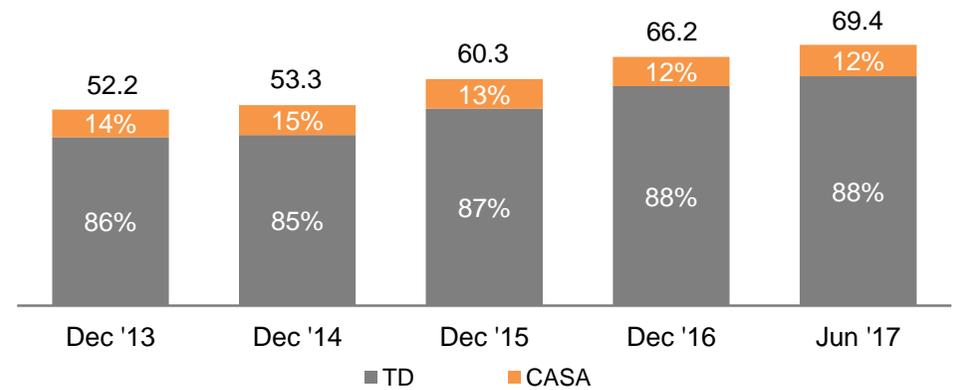
FUNDING COMPOSITION

IDR tio



CUSTOMER DEPOSIT COMPOSITION

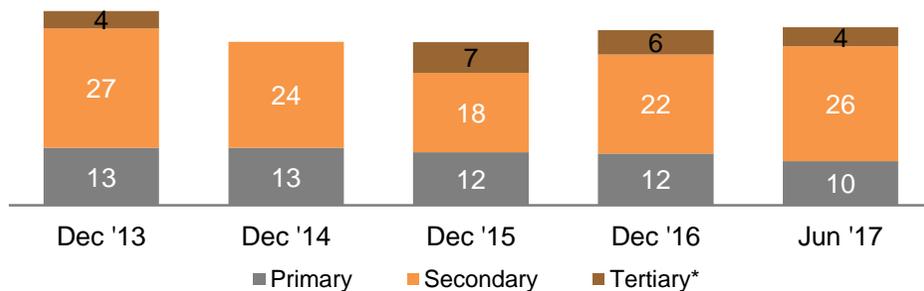
IDR tio



LIQUID ASSETS RATIO

(Against Total Customer Deposits)

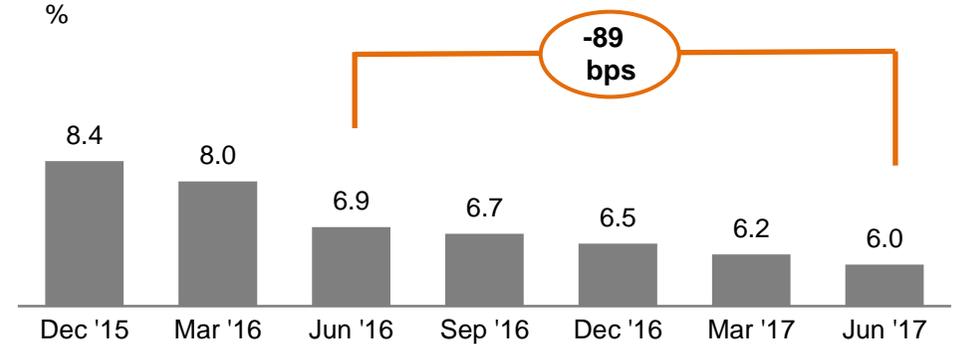
%



* Revolving Standby Loan IFC/SMBC

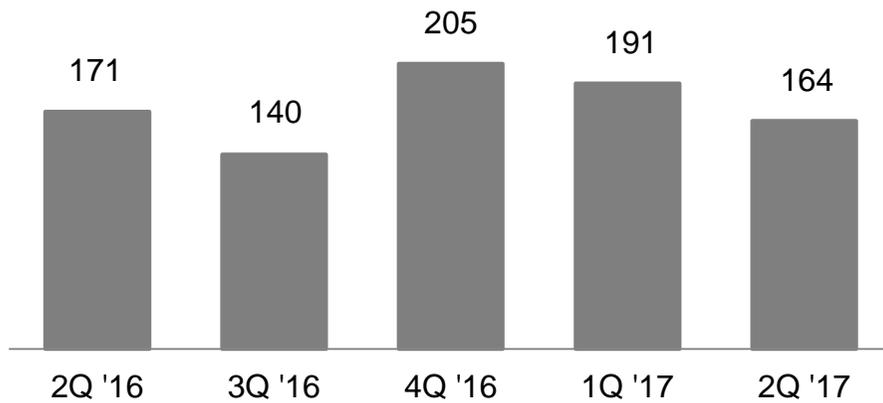
COST OF FUND

%



FEE-BASED INCOME

IDR bio



Insurance commission related fee income:

37%

37%

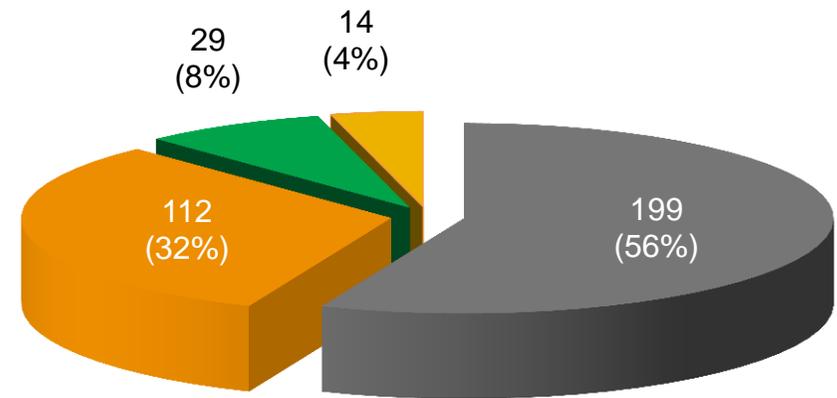
50%

32%

31%

FEE-BASED INCOME COMPOSITION – 1H 2017

IDR bio



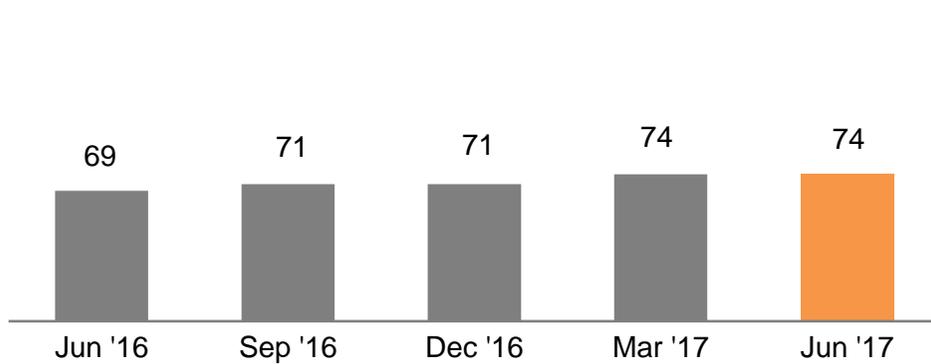
Loans

Insurance

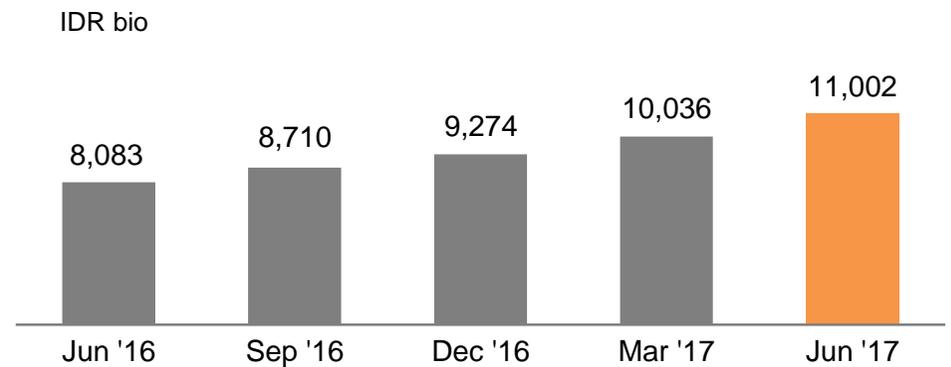
Funding

Others

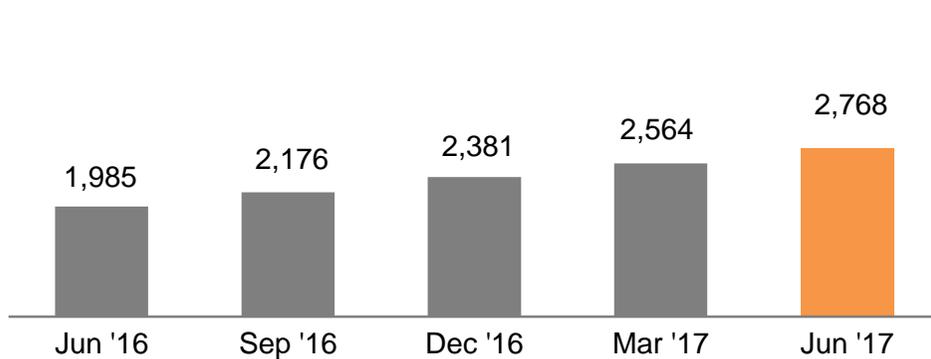
OUTLETS



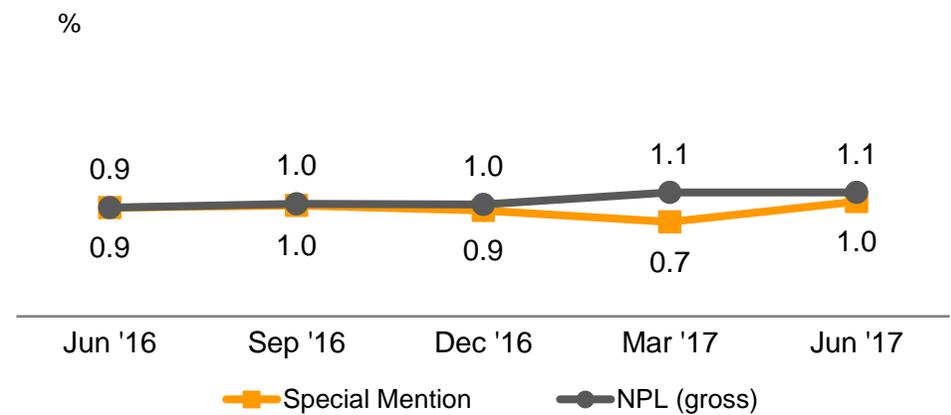
LOANS



CUSTOMERS

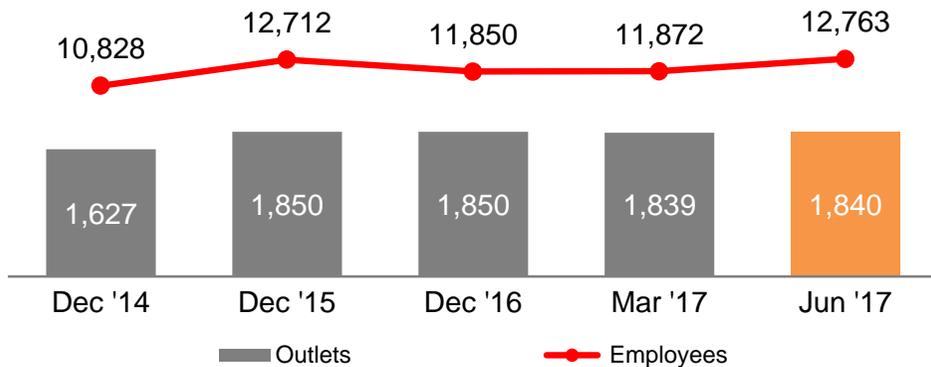


LOANS PORTFOLIO QUALITY

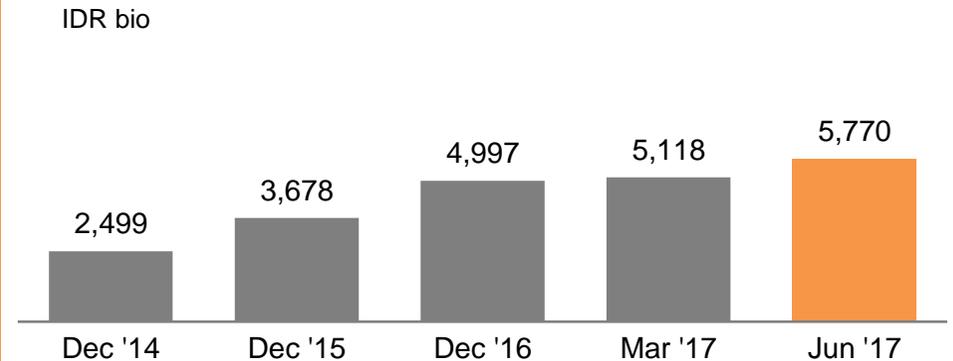


Productive Poor (BTPN Syariah)

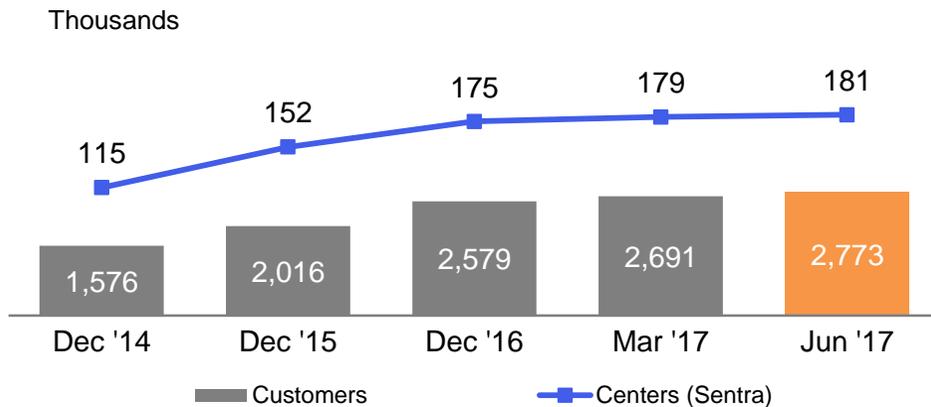
OUTLETS & EMPLOYEES



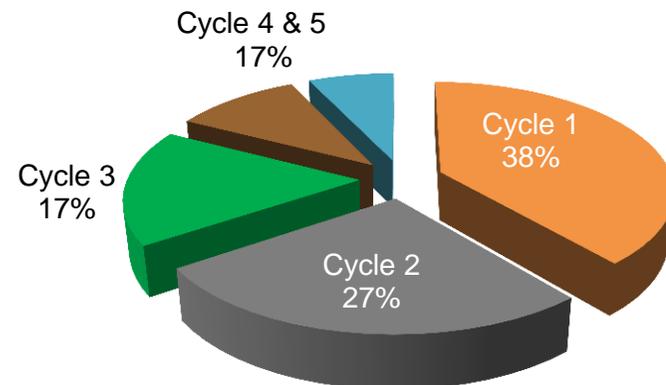
FINANCING



CUSTOMERS & CENTERS



FINANCING CUSTOMERS BY CYCLE



BTPN Syariah: 2Q 2017 Financial Results

Balance Sheet

IDR billion	Mar '17	Jun '17
Cash & BI	474	461
SBI & Placement	1,524	1,419
Financing (gross)	5,118	5,770
Allowance for losses	(131)	(157)
Deposits & Temporary Syirkah Funds	5,635	5,959
Equity	1,730	1,888
Total Assets	7,646	8,096

Profit & Loss

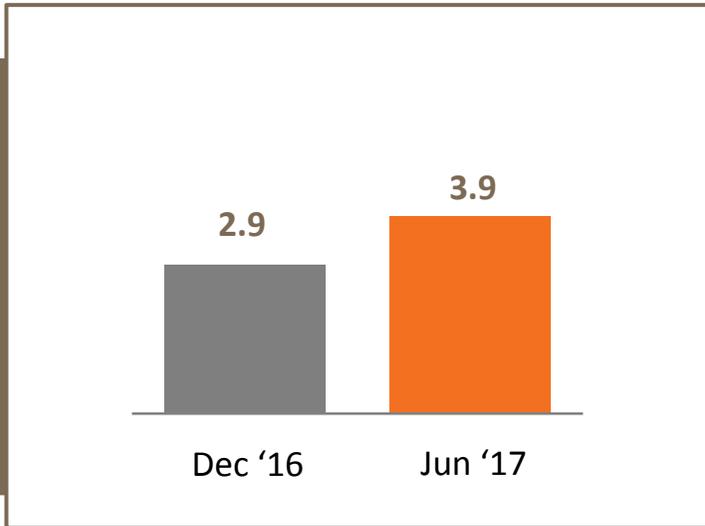
IDR billion	1Q '17	2Q '17	1H '17
- Bank's share in profit sharing	572	624	1,196
- Other operating income	1	1	2
<i>Operating income</i>	<i>574</i>	<i>625</i>	<i>1,199</i>
<i>Operating expense</i>	<i>345</i>	<i>351</i>	<i>697</i>
Loan loss provision	44	65	109
NPAT	136	156	293

- ◆ ROA (before tax): 10.4%
- ◆ ROE (after tax): 35.0%
- ◆ Cost to Income: 71%
- ◆ NPF: 1.7%
- ◆ FDR: 97%
- ◆ CAR: 24.8%

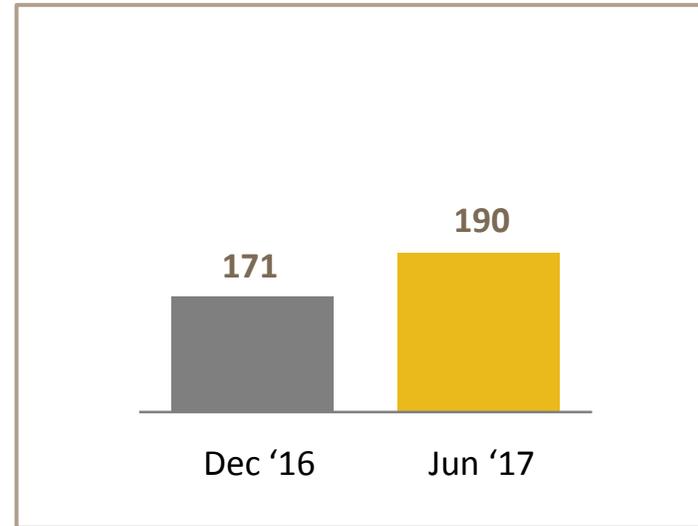
**Update on
New Businesses**

Number of Customers and Customer Activities continue to increase

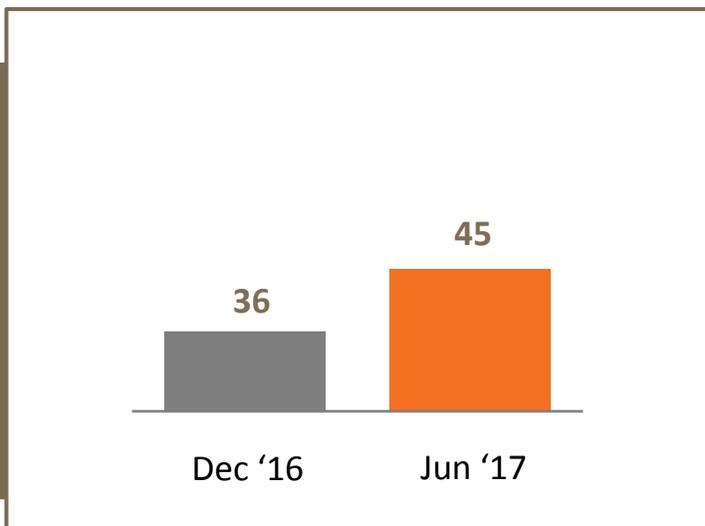
Customers
million



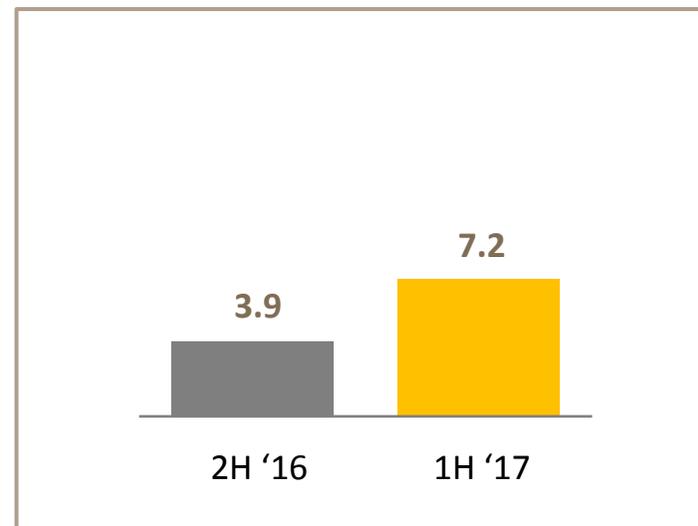
Agents
thousand



Active
Customers
%



Transactions
million



Education and Customer Activation Programs

Education Campaign



Customer Activation Campaign



Customers continue to increase to ~300K

RETAIL BANKER INTERNATIONAL

8th Retail Banker International Asia Trailblazer Awards 2017

- Winner of Excellence in Business Model Innovation
- Highly Commended of Excellence in Mobile Banking – Customization



430 Million impressions



9 Million YouTube views



21K followers



81K page likes



2.2 Mn+ installs

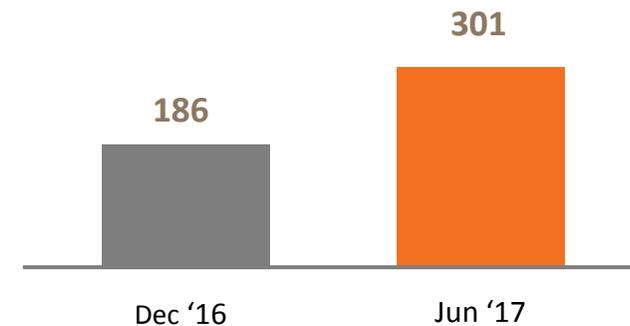


74 K+ installs

CUSTOMERS

(thousand)

Registered & Pre-screened



THANK YOU