



October 2016

3Q 2016 Results Update



Moderate Loans Growth with Good Portfolio Quality:

- Loans growth: 10% (YoY); Deposit growth: 10% (YoY)
- Loans quality:
 - NPL: 0.78%
 - Special Mention: 1.99%
 - CoC: 1.3%

Strong Liquidity maintained:

- LFR*: 91%
- LDR: 96%
- Liquid Asset Ratio: 28%

Robust Key Ratios:

- NIM: 11.9%
- ROA: 3.2%
- ROE: 12.7%
- CAR: 24.8%
- 9M 2016 NPAT: IDR 1,399 bio (2% YoY)
- 9M 2016 Normalized NPAT (excl. new investment): IDR 1,661 bio (16% YoY)

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

Balance Sheet – Consolidated

IDR billion	Sep '15	Dec '15	Mar '16	Jun '16	Sep '16	ΔYTD	ΔYoY
Cash & BI	6,428	6,127	5,454	7,330	6,009	-2%	-7%
SBI & Placement	12,938	12,288	13,887	11,073	12,037	-2%	-7%
Loans (gross)	56,938	58,587	59,268	61,635	62,587	7%	10%
- Pension	37,044	37,882	38,407	39,333	39,511	4%	7%
- Micro/SME	15,246	15,600	15,808	16,226	16,293	4%	7%
- Micro	9,107	8,732	8,461	8,143	7,583	-13%	-17%
- SME	6,140	6,868	7,346	8,083	8,710	27%	42%
- Productive Poor (Syariah)	3,190	3,678	3,886	4,607	4,501	22%	41%
- Others ¹⁾	1,457	1,427	1,167	1,469	2,282	60%	57%
Allowance for losses	(542)	(544)	(585)	(589)	(599)	10%	11%
Customer Deposits	59,103	60,273	61,714	65,316	65,226	8%	10%
Borrowings	6,100	5,343	5,295	4,236	3,540	-34%	-42%
Total Funding	65,203	65,616	67,008	69,553	68,766	5%	5%
Equity	13,225	13,576	14,565 ²⁾	14,989	15,488	14%	17%
Total Assets	80,113	81,040	83,552	86,671	86,089	6%	7%

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	9M '15	FY '15	1Q '16	2Q '16	3Q '16	9M '16	ΔYoY
Interest income	9,670	13,004	3,367	3,423	3,436	10,226	6%
Interest expense	3,970	5,308	1,335	1,205	1,170	3,710	-7%
Net interest income	5,700	7,696	2,032	2,218	2,266	6,516	14%
Other operating income	532	706	173	154 ¹⁾	114	442	-17%
- Fee income	532	706	173	171	140	484	-9%
- FX loss (swap cost)	-	-	(0)	(16)	(25)	(42)	
Operating income	6,233	8,401	2,205	2,372	2,381	6,958	12%
Operating expense	3,709	5,156	1,384	1,466	1,503	4,354	17%
- Business As Usual (BAU)	2,855	3,909	997	1,026 ¹⁾	1,011	3,033	6%
- New Investment ²⁾	83	184	80	114	159	353	326%
- TUR (Productive Poor)	734	1,013	295	315	321	931	27%
- MSOP	37	50	12	11	14	36	-2%
Net operating income	2,524	3,246	821	906	877	2,605	3%
Loan loss provision	616	786	212	209	180	602	-2%
NPAT	1,375	1,702	429	489	481	1,399	2%
NPAT BTPN Syariah	112	169	69	93	115	277	147%
Normalized NPAT (excl. new investment)	1,435	1,903	488	573	599	1,661	16%

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

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

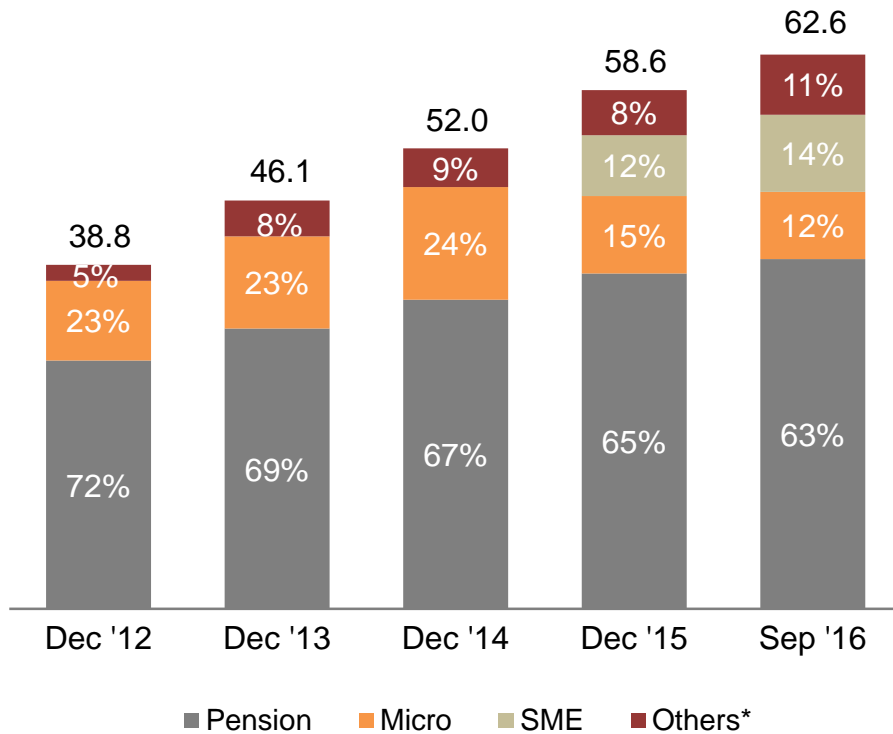
Key Ratios – Consolidated

%	9M '15	FY '15	1Q '16	2Q '16	3Q '16	9M '16
NIM	11.2	11.3	11.4	12.2	12.2	11.9
Cost to Income	60	61	63	62	63	63
Cost to Income (bank only)	56	59	61	61	63	61
Cost to Income (bank only - BAU)	55	56	56	55	55	55
LDR (end of period)	96	97	96	94	96	96
Loan to Funding	87	89	88	89	91	91
Loan to Funding (incl. Equity)	73	74	73	73	74	74
Liquid Asset Ratio	33	31	31	28	28	28
NPL	0.77	0.70	0.75	0.74	0.78	0.78
Cost of Credit/Avg. Loan	1.5	1.4	1.4	1.4	1.2	1.3
LLP/NPL	124	132	132	130	123	123
ROA (before tax)	3.3	3.1	3.0	3.3	3.2	3.2
ROE	14.5	13.3	12.2	13.2	12.6	12.7
ROE - normalized (excl. new investment)	15.1	14.8	13.9	15.4	15.4	14.9
CAR (credit & ops risk)	23.8	23.8	24.9	24.0	24.8	24.8
Equity/Assets	16.5	16.8	17.4	17.3	18.0	18.0

Loans Composition & Portfolio Quality

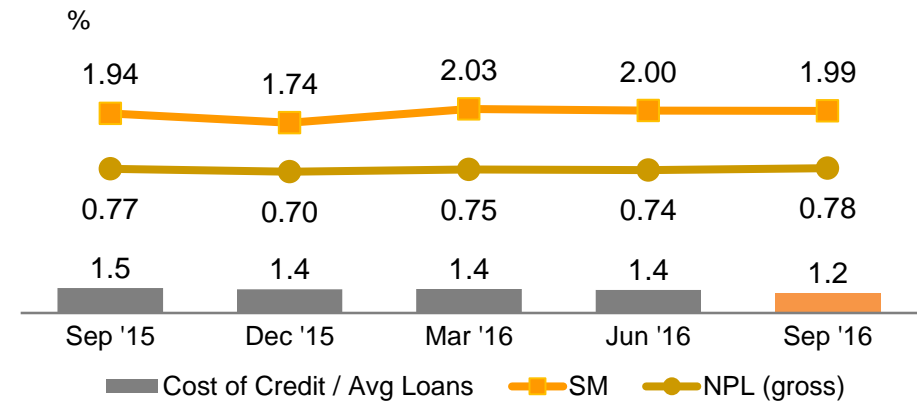
LOANS COMPOSITION

IDR tio

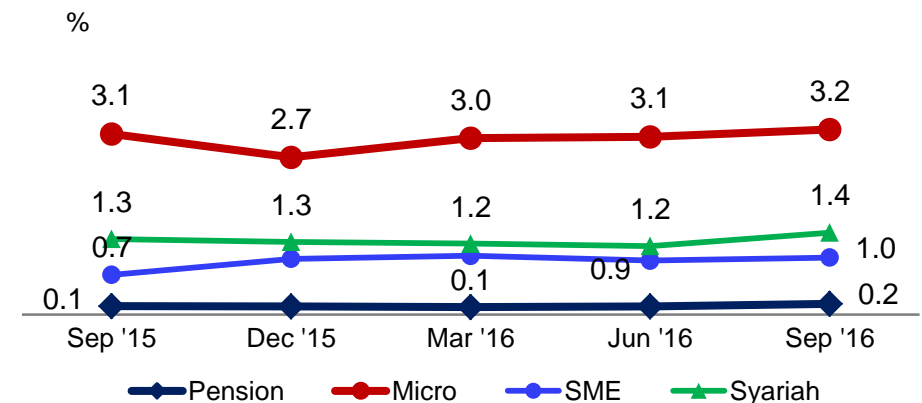


Note: * including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

SPECIAL MENTION, NPL & COST OF CREDIT

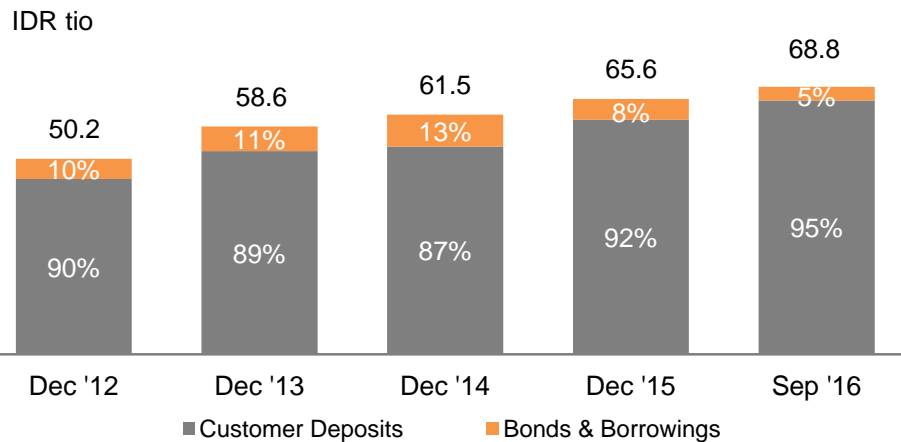


NPL BY BUSINESS

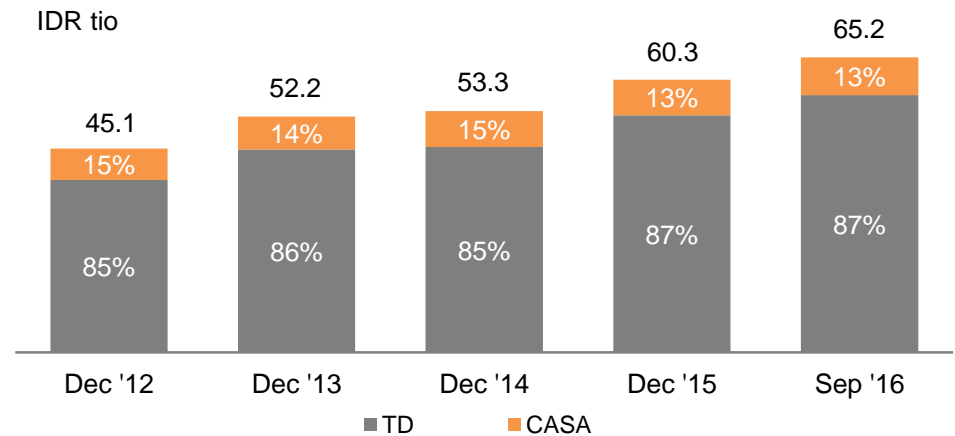


Funding Composition & Liquidity Reserves

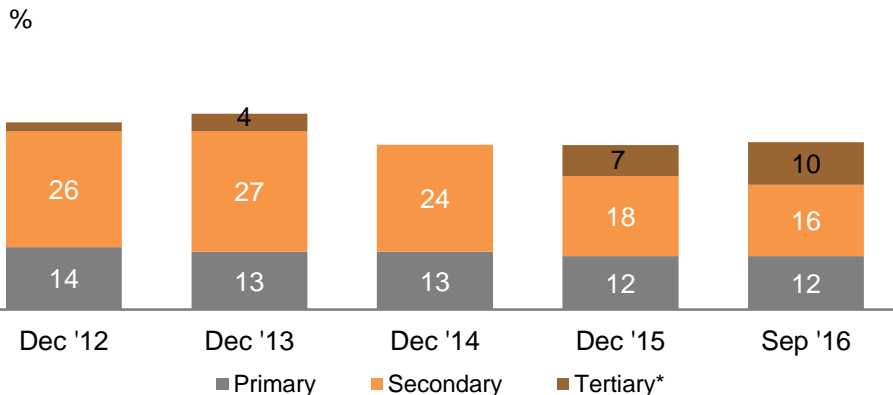
FUNDING COMPOSITION



CUSTOMER DEPOSIT COMPOSITION

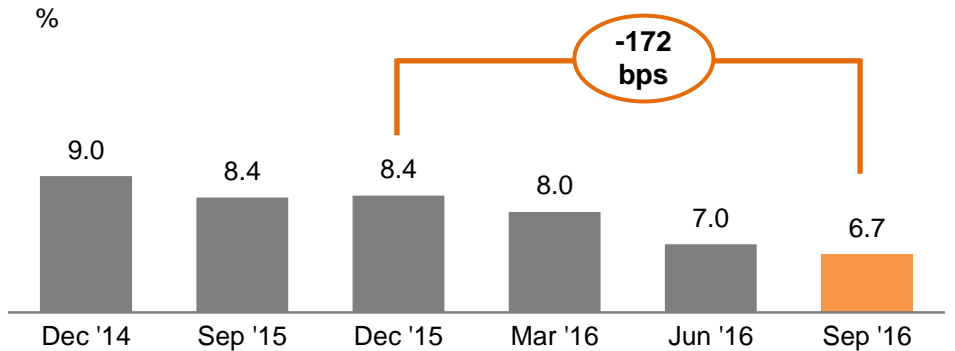


LIQUID ASSETS RATIO (Against Total Customer Deposits)



* Revolving Standby Loan IFC/SMBC

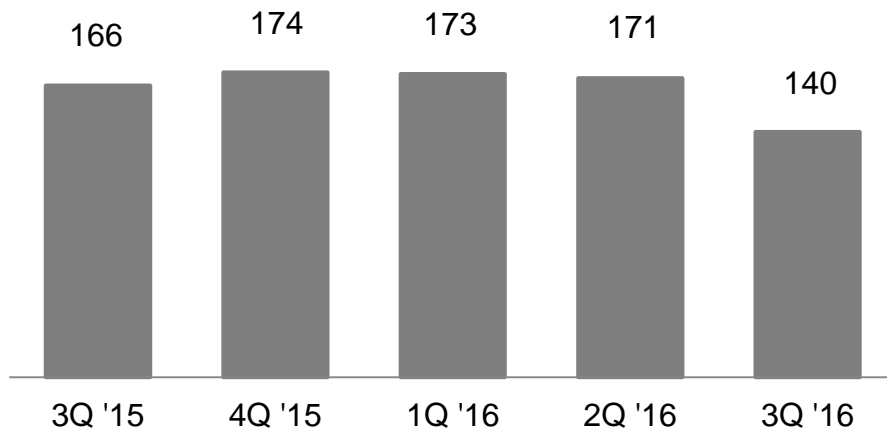
COST OF FUND*



* Blended customer deposits (including swap cost) – BTPN only

FEE-BASED INCOME

IDR bio

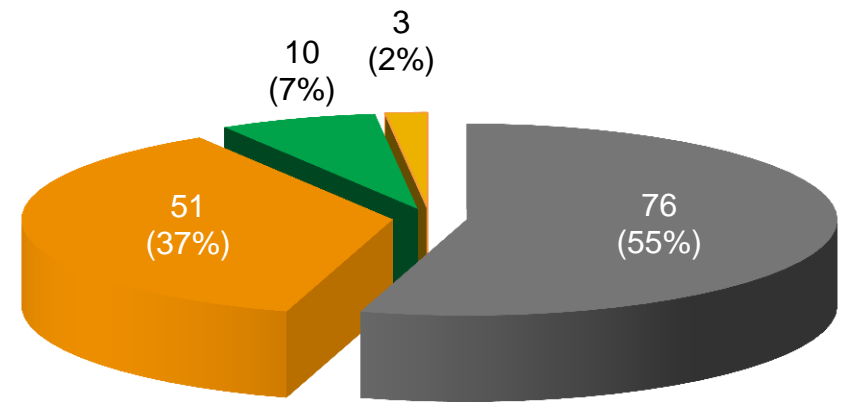


Insurance commission related fee income:



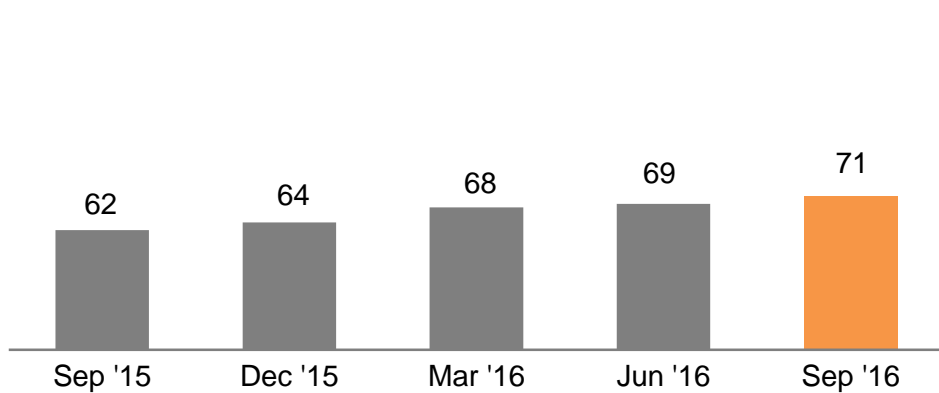
FEE-BASED INCOME COMPOSITION – 3Q 2016

IDR bio

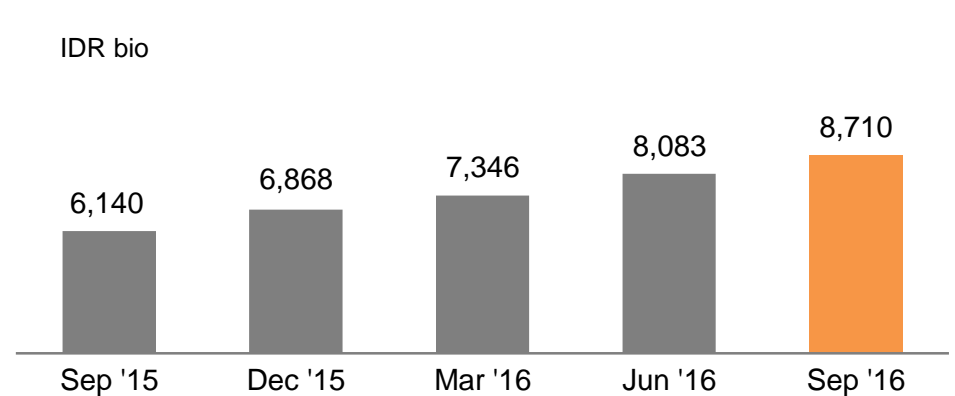


■ Loans ■ Insurance ■ Funding ■ Others

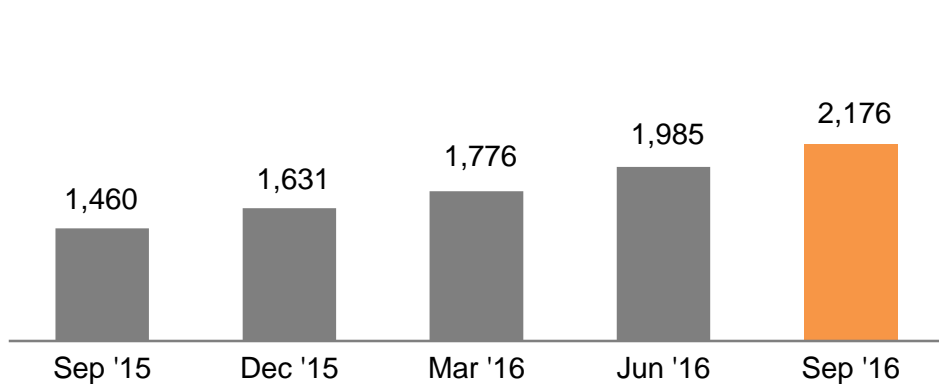
OUTLETS



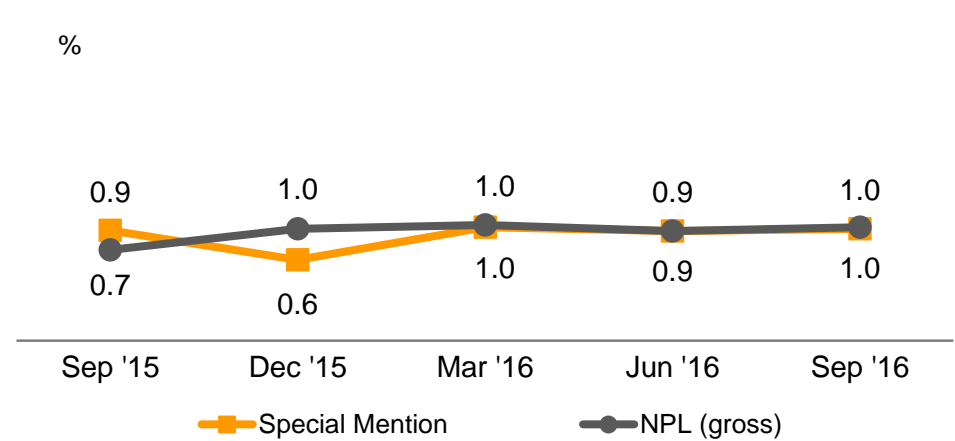
LOANS



CUSTOMERS

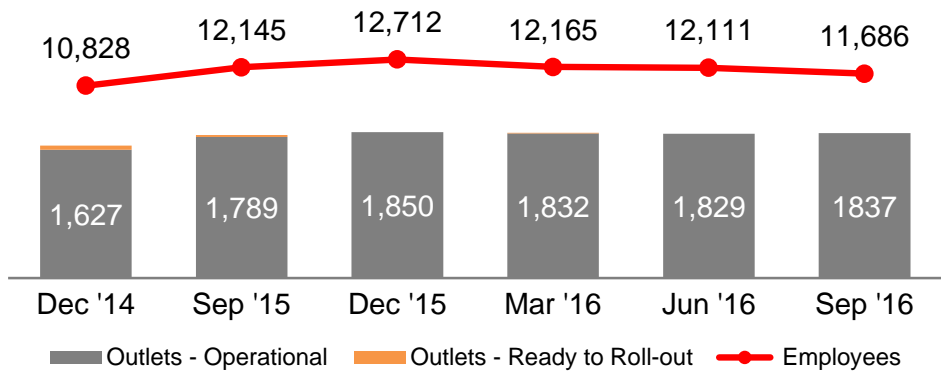


LOANS PORTFOLIO QUALITY

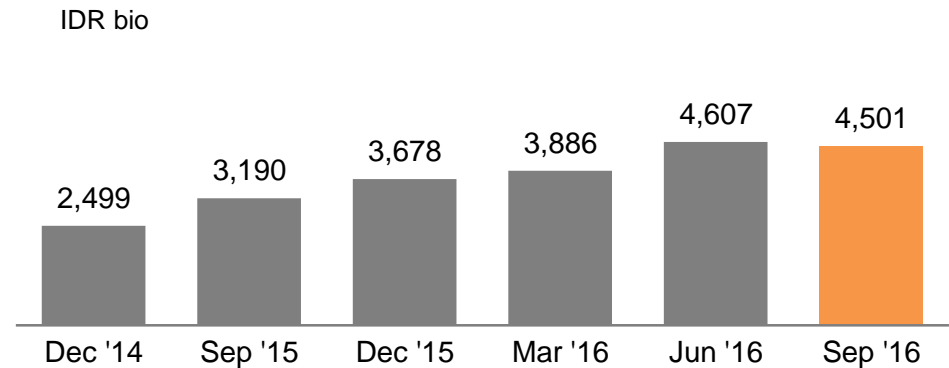


Productive Poor (BTPN Syariah)

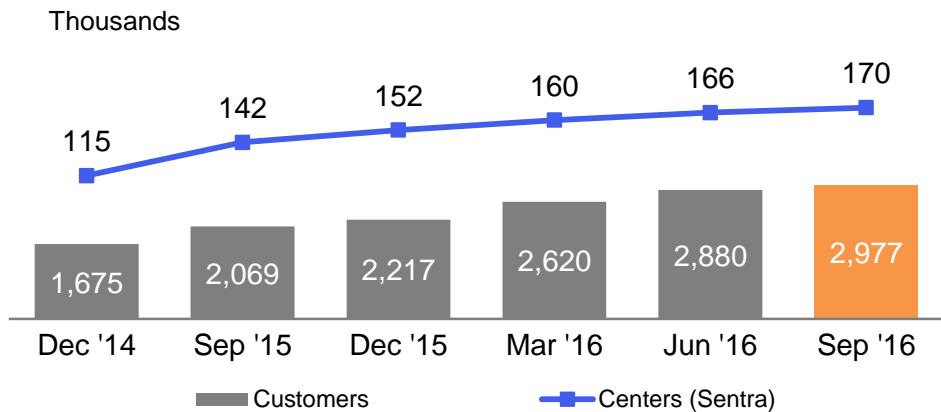
OUTLETS & EMPLOYEES



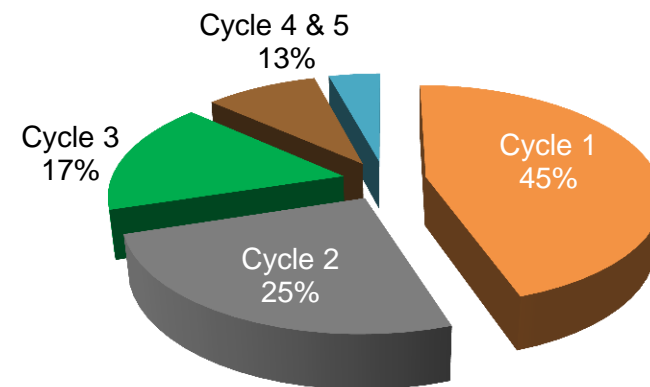
FINANCING



CUSTOMERS & CENTERS



FINANCING CUSTOMERS BY CYCLE



BTPN Syariah: 3Q 2016 Financial Results



BALANCE SHEET

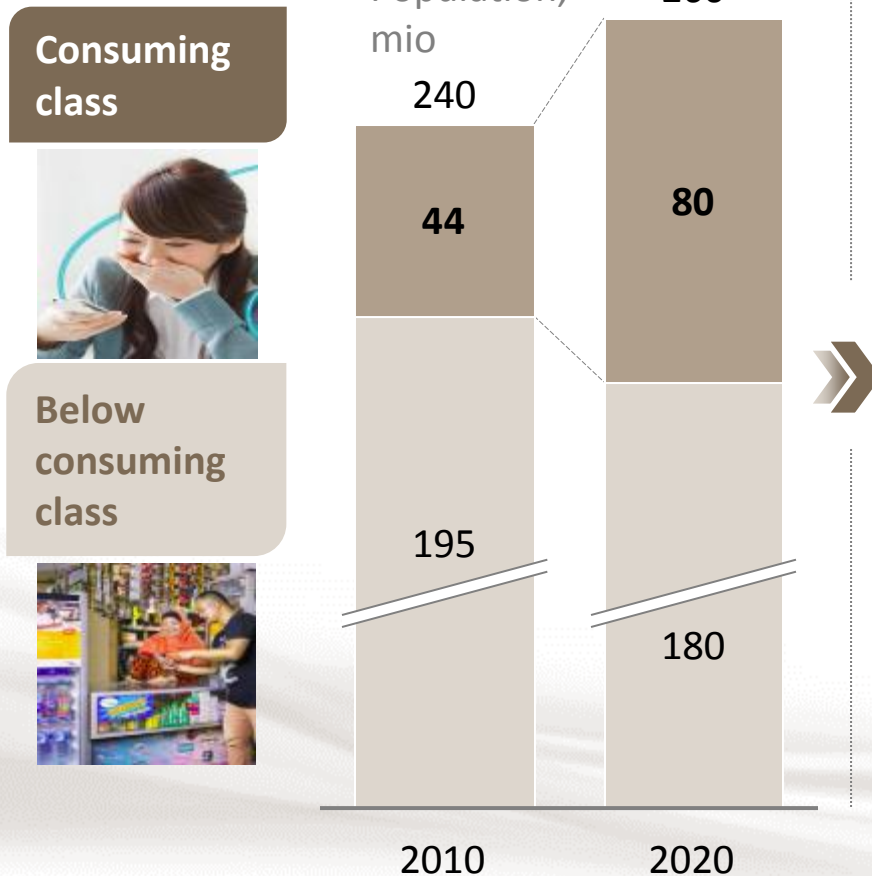
IDR billion	Mar '16	Jun '16	Sep '16
Cash & BI	391	430	441
SBI & Placement	949	1,314	968
Financing (gross)	3,886	4,607	4,501
Allowance for losses	(70)	(86)	(97)
Deposits & Temporary Syirkah Funds	4,032	5,012	4,618
Equity	1,240	1,334	1,450
Total Assets	5,575	6,711	6,290

PROFIT & LOSS

IDR billion	1Q '16	2Q '16	3Q '16	9M '16
- Bank's share in profit sharing	412	472	503	1,388
- Other operating income	1	1	1	3
<i>Operating income</i>	<i>414</i>	<i>473</i>	<i>504</i>	<i>1,391</i>
<i>Operating expense</i>	<i>295</i>	<i>315</i>	<i>321</i>	<i>931</i>
Loan loss provision	25	33	29	86
NPAT	69	93	115	277

BTPN is creating two new platforms to capture the opportunities

Significant market for both segments



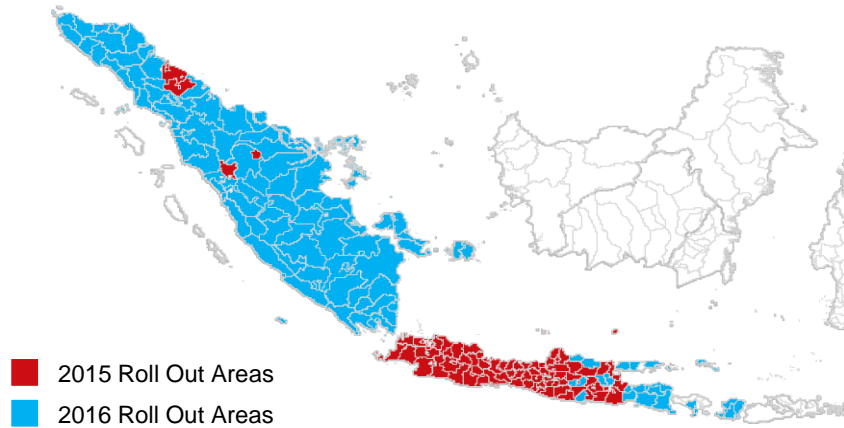
BTPN is creating two new innovative businesses

Jenius
Address digitally savvy affluent consuming class individuals with a smartphone based digital bank offering

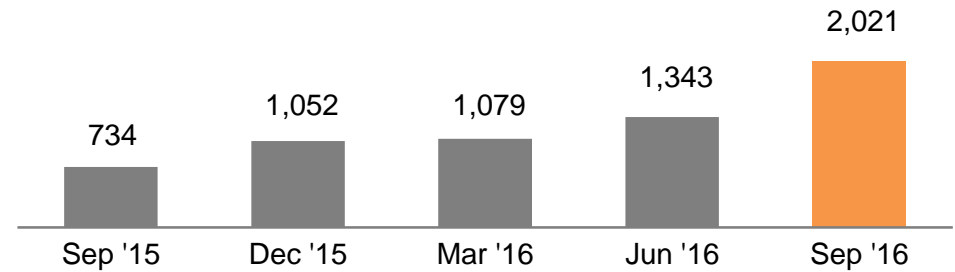
btpn WOW!
Address mass market and productive poor¹ with low cost feature-phone based financial services offering

¹ IDR 1-3 mn monthly income

COVERAGE AREAS

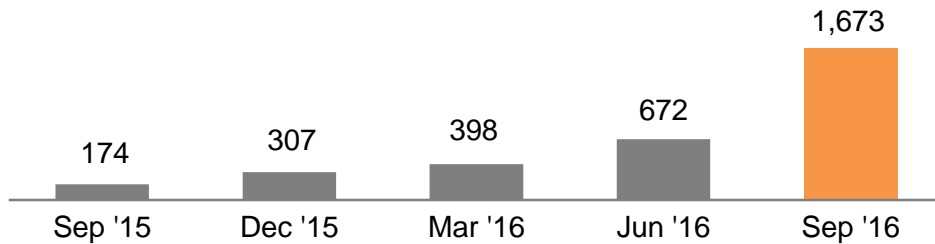


AREA REPRESENTATIVES (WAR)

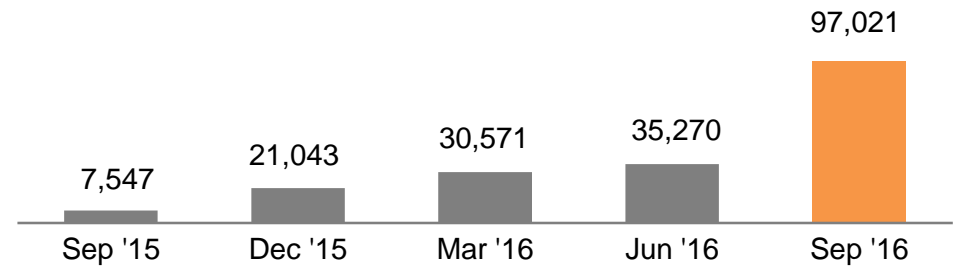


CUSTOMERS

Thousands



AGENTS



Jenius is a mobile and web app coupled with an international debit card



Value proposition

- “Life Finance, Banking Reinvented”
- *A revolutionary new app and card for simple, smart, safe Life Finance Management*

Key features

Simpler Life



Send it



Pay Me

Smarter Finance



Dream Saver

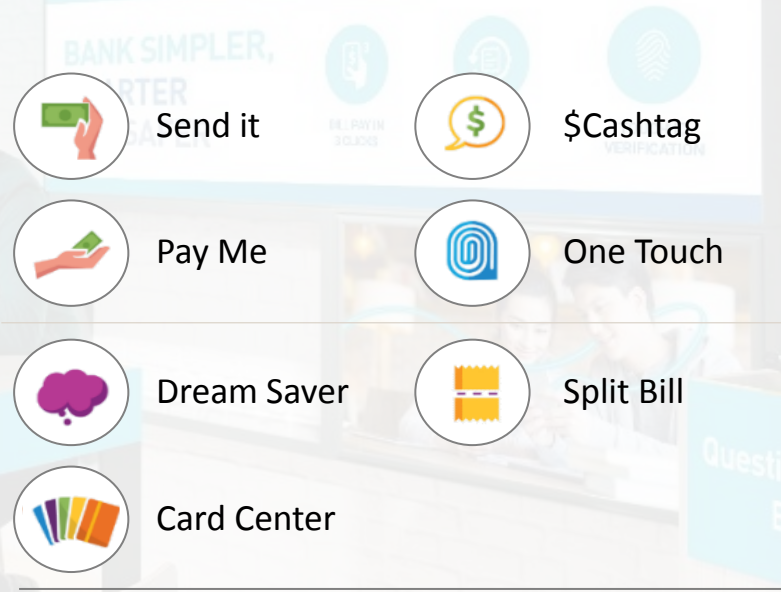


Card Center

Safer transactions



- Powered by BTPN & Guaranteed by IDC
- Secured by the Latest Encryption & Technology
- Second level authentication for peace of mind



Launch event generated excitement in media and social channels, which Jenius Live will amplify



Successful launch event Aug 11...

1200+

of Jakarta's most influential media, A-listers, celebrities and social influencers



... created significant media buzz...

20+

 of Indonesia's most influential bloggers

#1

 trending topic during launch
16.5M impressions

18k

 followers on social media sites

Aulia Masna @aulia



I think BTPN is the first Indonesian bank to really understand what mobile banking means with #HiJenius.

3M+

 views of Jenius videos

Coverage across popular press



... which Jenius Live will amplify

brightspot

Largest annual event for the urban digitally savvy, with over

50k+

Visitors

Unique Jenius benefits at event:

Free entry

Cashback



+ additional products and prizes

Exclusive retail, F&B, speakers and performances

50k+ customers signed up as of Oct 21

THANK YOU