



# Q2 2010 Results

Jakarta, 21 July 2010

- ◆ **Q2 2010 Results**

- ◆ **Company Update**

- Loans grew 25% YTD to IDR 19.7 trillion
- Customer Deposits grew 21% YTD to IDR 22.4 trillion; including IDR 1.3 trillion Bonds issued in May '10, Total Funding grew 26%
- Net Interest Margin maintained at 15.0% for H1 '10
- NPL slightly rose to 0.87%
- NPAT reached IDR 345 bio in H1 '10
- CAR (including Operational Risk) at 16.5%

# Balance Sheet Highlights

| IDR billion          | Jun '09 | Sep '09 | Dec '09 | Mar '10 | Jun '10 | ΔYTD | ΔYoY   |
|----------------------|---------|---------|---------|---------|---------|------|--------|
| Cash & BI            | 1,085   | 1,172   | 1,371   | 1,538   | 1,880   | 37%  | 73%    |
| SBI & Placement      | 4,530   | 3,652   | 3,967   | 3,761   | 5,153   | 30%  | 14%    |
| Loans (gross)        | 12,044  | 13,799  | 15,723  | 17,675  | 19,726  | 25%  | 64%    |
| - Pension            | 10,827  | 11,931  | 13,001  | 14,114  | 15,319  | 18%  | 41%    |
| - Micro              | 811     | 1,442   | 2,298   | 3,128   | 3,964   | 73%  | 389%   |
| - Others*            | 406     | 427     | 424     | 433     | 444     | 5%   | 9%     |
| Allowance for losses | (279)   | (290)   | (269)   | (303)   | (337)   | 25%  | 21%    |
| Customer Deposits    | 15,927  | 16,622  | 18,515  | 20,194  | 22,351  | 21%  | 40%    |
| Borrowings           | 5       | 66      | 789     | 820     | 2,043   | 159% | 42677% |
| Equity               | 1,758   | 1,883   | 2,038   | 2,200   | 2,385   | 17%  | 36%    |
| Total Assets         | 18,236  | 19,253  | 22,272  | 24,248  | 28,023  | 26%  | 54%    |

\* include staff loans (for car & housing) and syariah financing

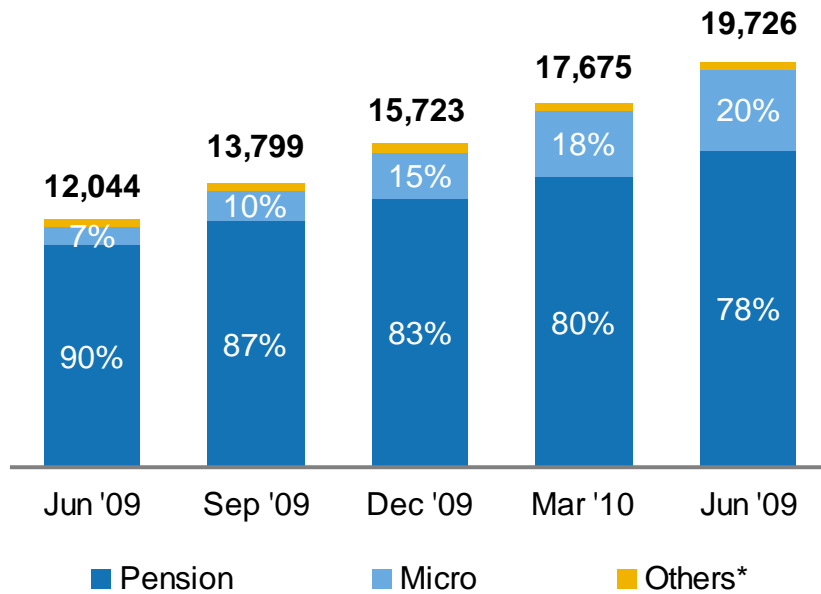
# Profit & Loss Highlights

| IDR billion          | Q2 '09 | Q3 '09 | Q4 '09 | FY '09 | Q1 '10 | Q2 '10 | H1 '09 | H1 '10 | ΔYoY |
|----------------------|--------|--------|--------|--------|--------|--------|--------|--------|------|
| Net interest income  | 423    | 541    | 662    | 1,963  | 774    | 889    | 760    | 1,663  | 119% |
| Fee income           | 84     | 127    | 125    | 379    | 25     | 43     | 127    | 68*    | -46% |
| Operating income     | 507    | 668    | 787    | 2,342  | 799    | 932    | 886    | 1,731  | 95%  |
| Operating expense    | 394    | 463    | 548    | 1,675  | 530    | 587    | 663    | 1,116  | 68%  |
| Net operating income | 113    | 204    | 239    | 667    | 269    | 345    | 223    | 615    | 175% |
| Loan loss provision  | 14     | 22     | (8)    | 31     | 52     | 83     | 17     | 135    | 694% |
| NPAT                 | 82     | 126    | 154    | 420    | 155    | 191    | 141    | 345    | 146% |

\* due to fee income amortization (implementation of PSAK 50/55)

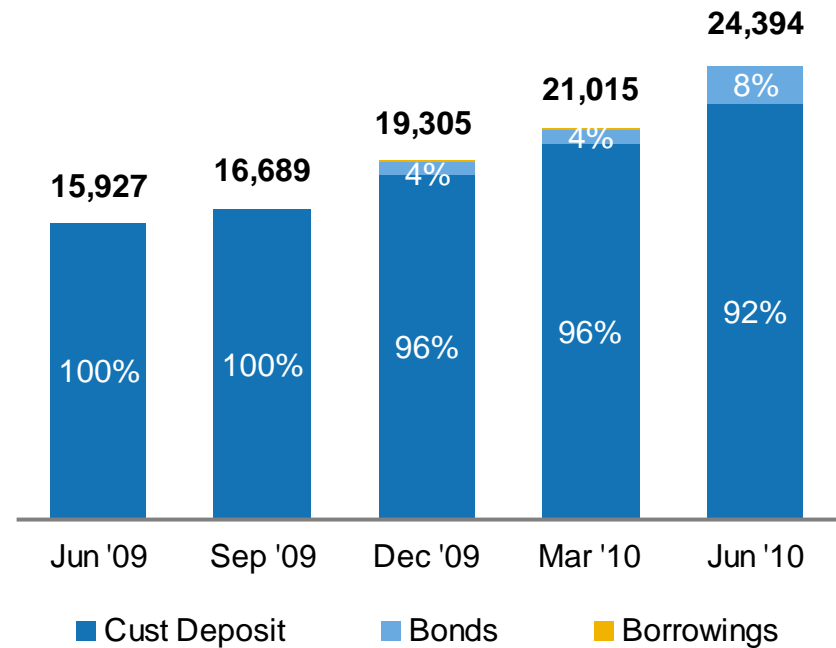
|                            | Q2 '09 | Q3 '09 | Q4 '09 | Q1 '10 | Q2 '10 | H1 '09 | H1 '10 | ΔYoY  |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|-------|
| NIM                        | 11.1%  | 13.0%  | 14.2%  | 14.9%  | 15.1%  | 10.4%  | 15.0%  | 4.6%  |
| Cost to Income             | 78%    | 69%    | 70%    | 66%    | 63%    | 75%    | 64%    | -10%  |
| LDR (end of period)        | 76%    | 83%    | 85%    | 88%    | 88%    | 76%    | 88%    | 13%   |
| Loan to Funding            | 76%    | 83%    | 81%    | 84%    | 81%    | 76%    | 81%    | 5%    |
| Liquid Asset Ratio         | 35%    | 29%    | 29%    | 26%    | 31%    | 35%    | 31%    | -4%   |
| NPL (gross)                | 0.6%   | 0.5%   | 0.5%   | 0.6%   | 0.9%   | 0.6%   | 0.9%   | 0.3%  |
| Cost of Credit / Avg. Loan | 0.5%   | 0.7%   | -0.2%  | 1.2%   | 1.8%   | 0.3%   | 1.5%   | 1.2%  |
| LLP / NPL                  | 424%   | 335%   | 336%   | 269%   | 196%   | 424%   | 196%   | -228% |
| ROA (before tax)           | 2.8%   | 3.8%   | 4.7%   | 3.7%   | 3.9%   | 2.5%   | 3.8%   | 1.4%  |
| ROE (after tax)            | 21.0%  | 30.6%  | 36.1%  | 30.3%  | 35.7%  | 17.8%  | 33.0%  | 15.2% |
| CAR (credit risk only)     | 23.0%  | 21.3%  | 18.5%  | 19.3%  | 17.9%  | 23.0%  | 17.9%  | -5.2% |
| CAR (credit & op risk)     | n.a    | n.a    | n.a    | 17.6%  | 16.5%  | n.a    | 16.5%  | n.a   |

## LOANS COMPOSITION (IDR bio)

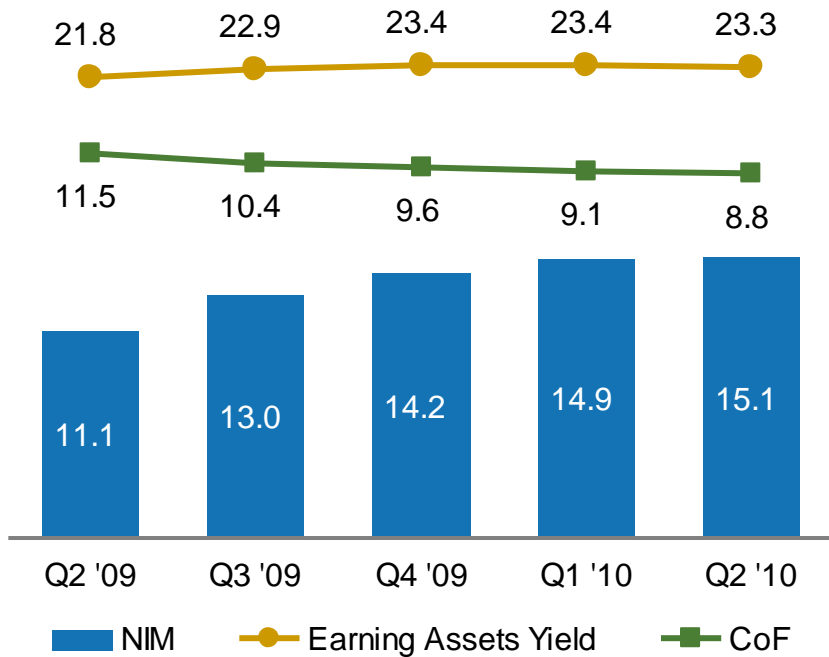


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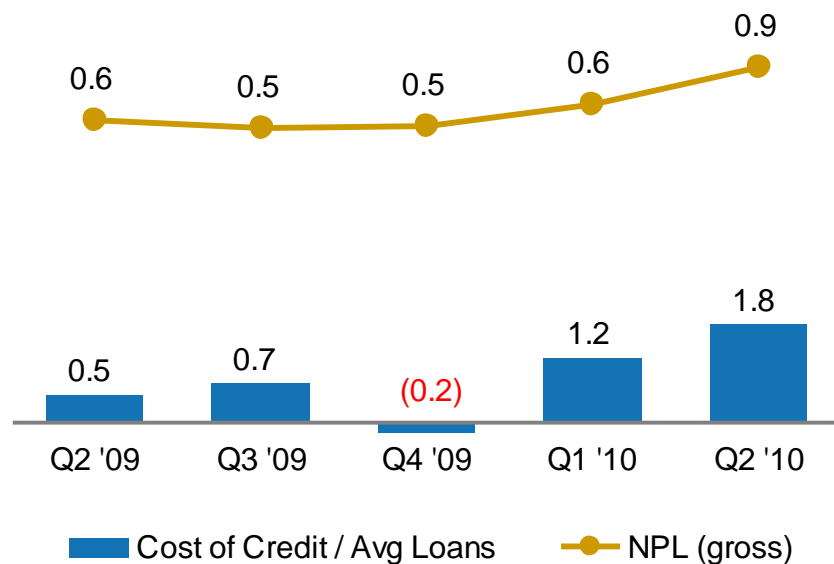
## FUNDING (IDR bio)



### NIM (%)

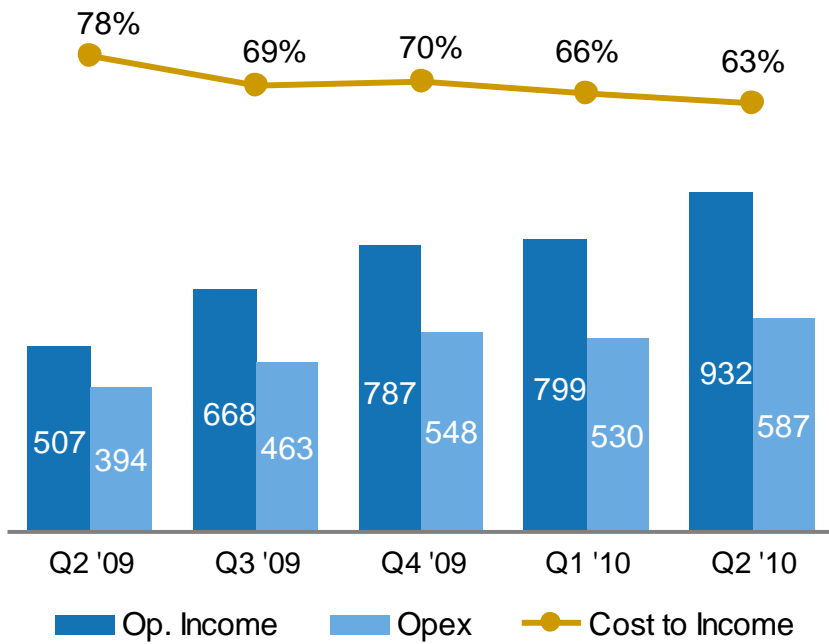


### NPL & COST OF CREDIT (%)

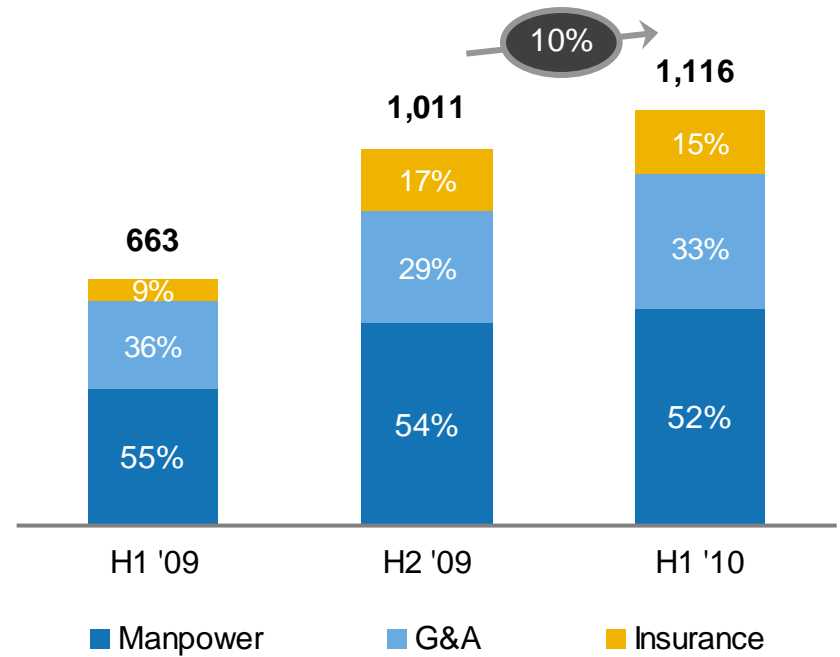




**OPEX**  
(IDR bio)



**OPEX COMPOSITION**  
(IDR bio)

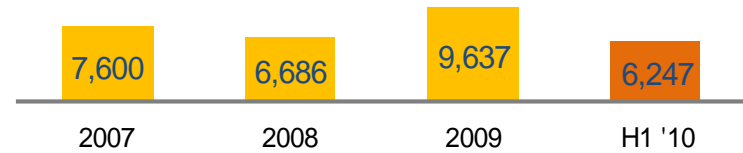


## Revamped End-to-End Process

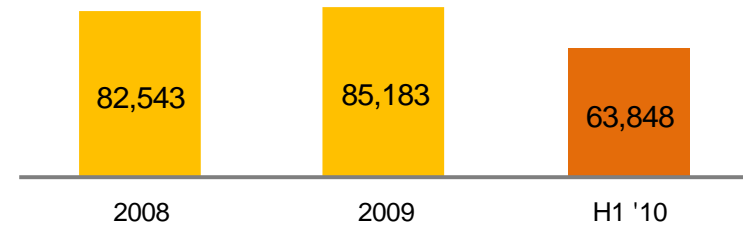
- ◆ Strengthened relationship with Strategic Alliances
- ◆ Restructured life-insurance scheme
- ◆ Introduced new UVP: integrating CSR into new business model
- ◆ Restructured sales process
- ◆ Improved acquisition strategy
- ◆ Revamped and Automated credit process
- ◆ Introduced new incentive program

## Loans Disbursement

(IDR Bio)

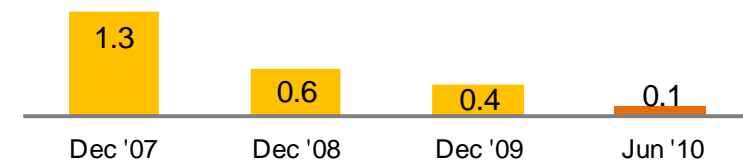


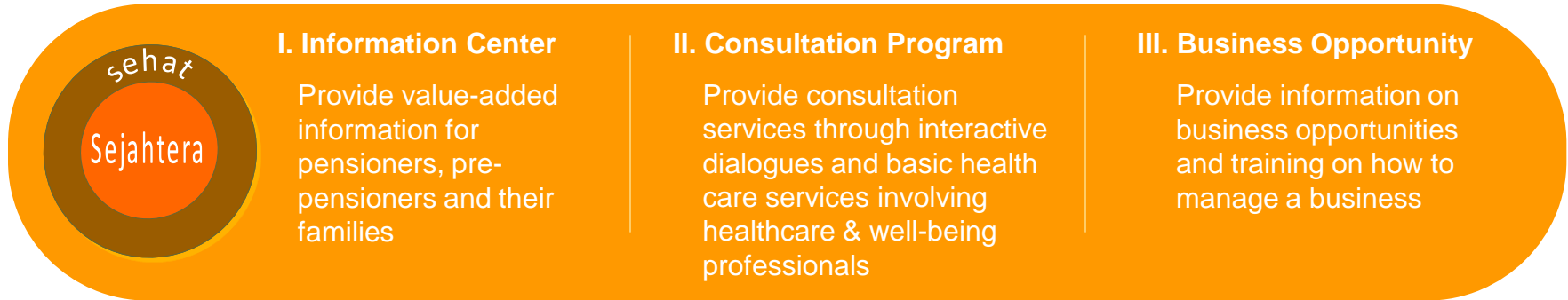
## New Customers



## Loans Quality – NPL

(%)

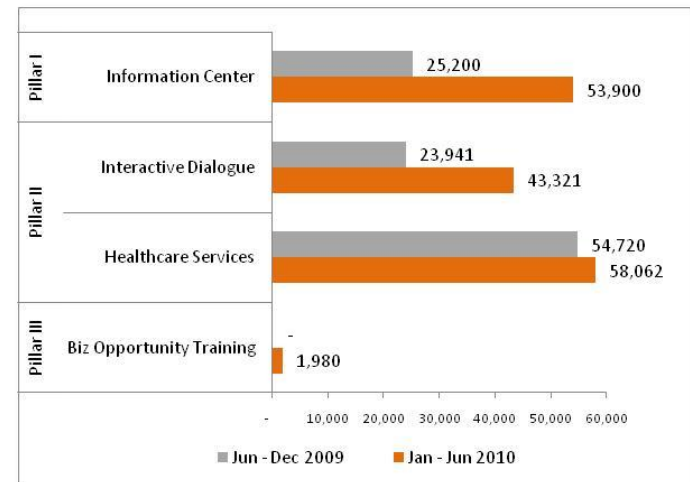




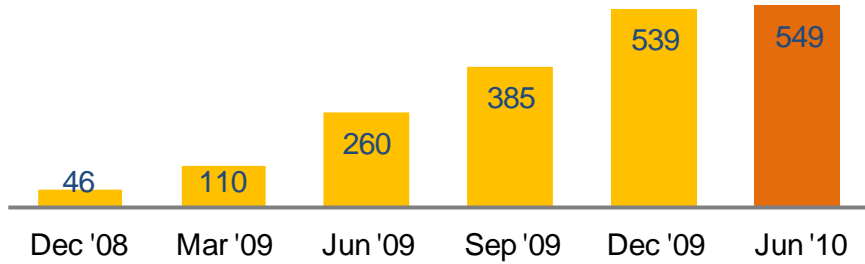
## Pensiun Sehat & Sejahtera



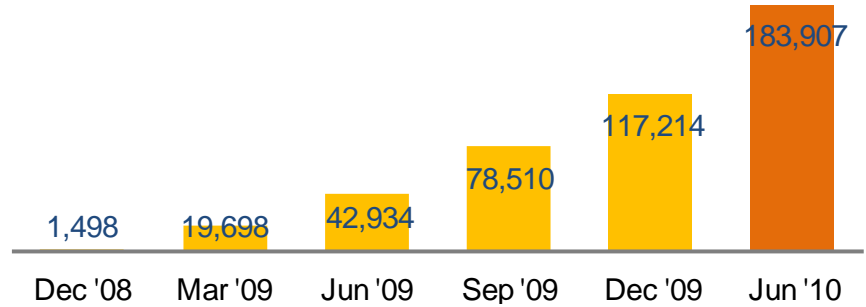
### > 260,000 Pensioners Served



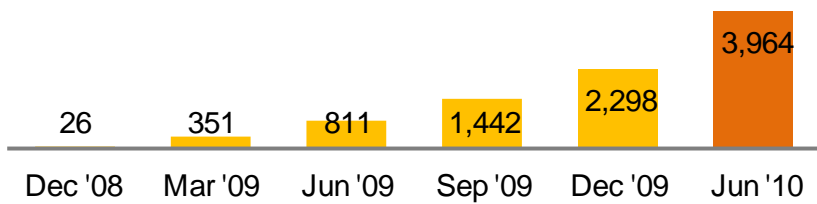
## 549 Branches



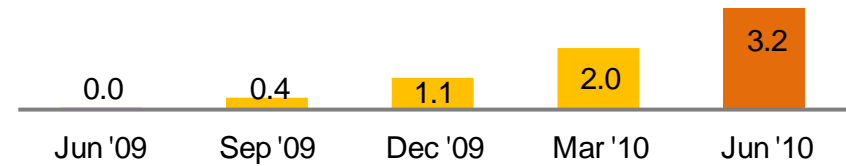
## 183,907 Customers



## IDR 4.0 tio Loans (IDR bio)



## Loans Quality – NPL (%)



## ◆ Q2 2010 Results

## ◆ Company Update

## Long-Term Funding

May 2010: BTPN issued its second IDR Bonds with tenors of 3 years and 5 years for a total amount of IDR 1.3 trillion.

Jul 2010: BTPN secured an IDR 135 billion, 3-year loan from Blue Orchard, a specialized microfinance fund based in Switzerland.

## 6 New Retail Funding Branches

Starting Dec 2009, BTPN had launched 6 new retail funding model branches in Jakarta (4) & Bandung (2). As of Jun 2010, total customer deposits raised by these new branches was IDR 1.6 trillion or 7% of total customer deposits.

## PSAK 50/55 Compliance

PSAK 50/55 system implementation is on progress. First phase will be completed in Q3 2010.

**THANK YOU**