



Q3 2010 Results

Jakarta, 28 October 2010

- ◆ **Q3 2010 Results**

- ◆ **Company Update**

- Loans grew 39% YTD to IDR 21.8 trillion
- Customer Deposits grew 32% YTD to IDR 24.5 trillion; Total Funding (incl. Bond) grew 38% YTD
- YTD Net Interest Margin maintained at 14.2%
- NPL rose slightly to 1.0%
- NPAT reached IDR 578 bio or increased by 117% vs the same period last year
- CAR (including Operational Risk) at 15.2%

Balance Sheet Highlights

	Sep '09	Dec '09	Jun '10	Sep '10	ΔYTD	ΔYoY
IDR billion		(Audited)	(Audited)			
Cash & BI	1,172	1,371	1,880	2,020	47%	72%
SBI & Placement	3,652	3,967	5,154	5,971	50%	63%
Loans (gross)	13,799	15,723	20,066	21,824	39%	58%
- Pension	11,931	13,001	15,696	17,156	32%	44%
- Micro	1,442	2,298	3,926	4,222	84%	193%
- Others*	427	424	444	447	5%	5%
Allowance for losses	(290)	(269)	(290)	(308)	15%	6%
Customer Deposits	16,622	18,515	22,351	24,484	32%	47%
Borrowings	66	789	2,041	2,242	184%	3288%
Equity	1,883	2,038	2,426	2,648	30%	41%
Total Assets	19,253	22,272	28,059	30,760	38%	60%

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

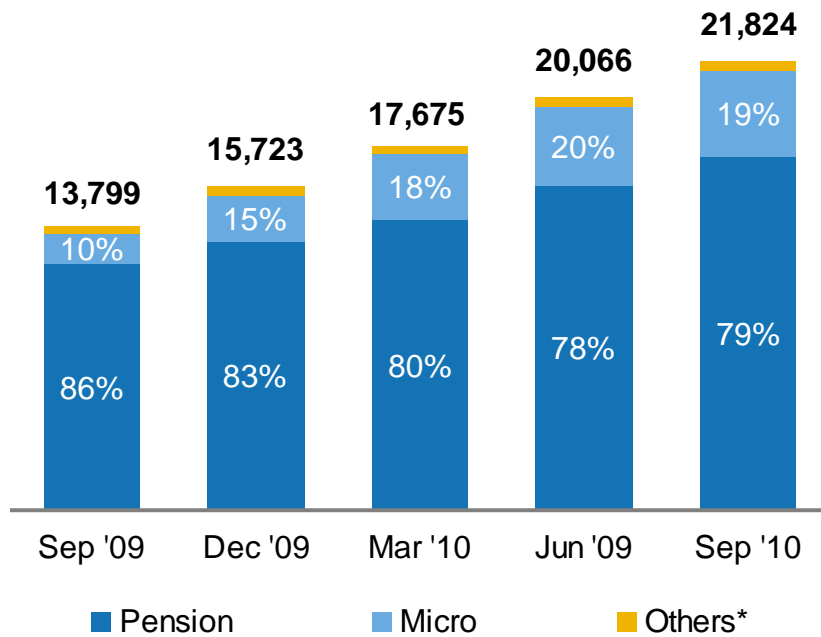
Profit & Loss Highlights

	FY '09	1H '10	3Q '10	9M '09	9M '10	ΔYoY
IDR billion	(Audited)	(Audited)				
Net interest income	1,963	1,609	940	1,300	2,550	96%
Fee income	379	53	35	254	88*	-65%
Operating income	2,342	1,662	975	1,554	2,638	70%
Operating expense	1,675	1,039	566	1,127	1,605	42%
Net operating income	667	624	409	428	1,033	142%
Loan loss provision	31	121	114	39	235	500%
NPAT	420	359	219	266	578	117%

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

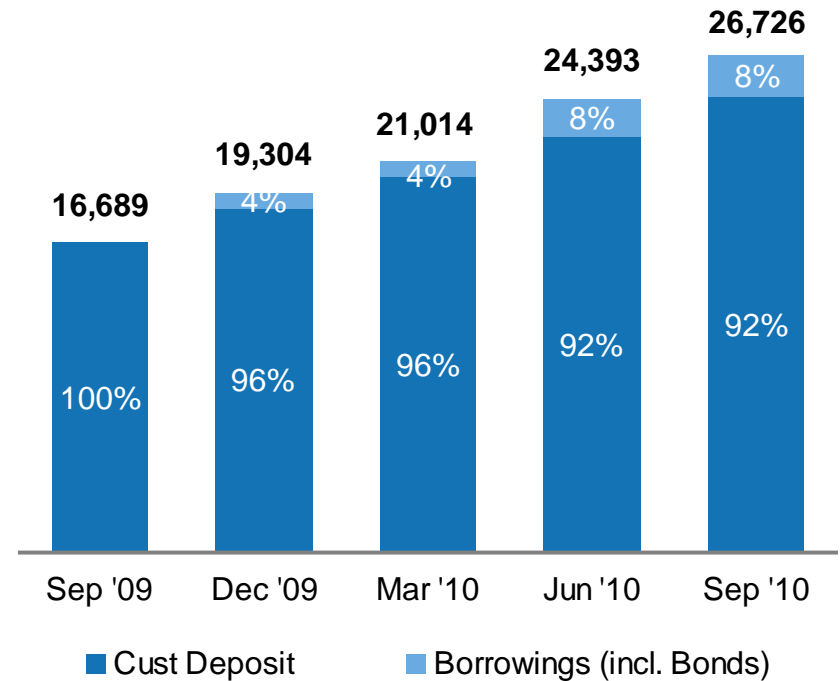
	FY '09 (Audited)	1H '10 (Audited)	3Q '10	9M '09	9M '10	ΔYoY
NIM	12.2%	14.5%	13.7%	11.5%	14.2%	2.8%
Cost to Income	72%	62%	58%	72%	61%	-12%
LDR (end of period)	85%	90%	89%	83%	89%	6%
Loan to Funding	81%	82%	82%	83%	82%	-1%
Liquid Asset Ratio	29%	31%	32%	29%	32%	3%
NPL (gross)	0.5%	0.9%	1.0%	0.5%	1.0%	0.5%
Cost of Credit / Avg. Loan	0.3%	1.3%	2.2%	0.4%	1.6%	1.2%
LLP / NPL	336%	169%	143%	335%	143%	-192%
ROA (before tax)	3.4%	3.9%	3.9%	3.0%	3.9%	0.9%
ROE (after tax)	23.3%	32.0%	34.5%	20.3%	32.8%	12.4%
CAR (credit & op risk)	18.5%	16.7%	15.2%	21.3%	15.2%	-6.0%

LOANS COMPOSITION (IDR bio)

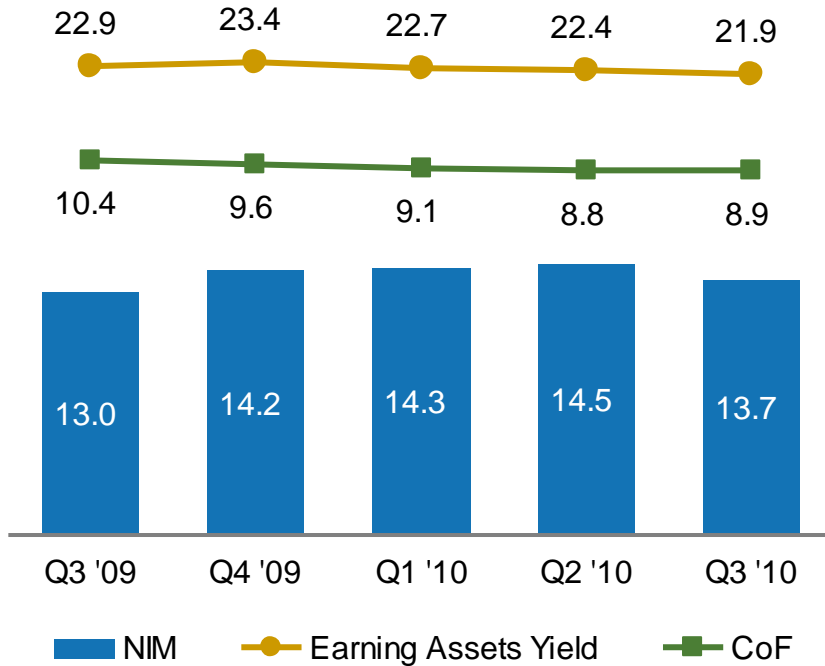


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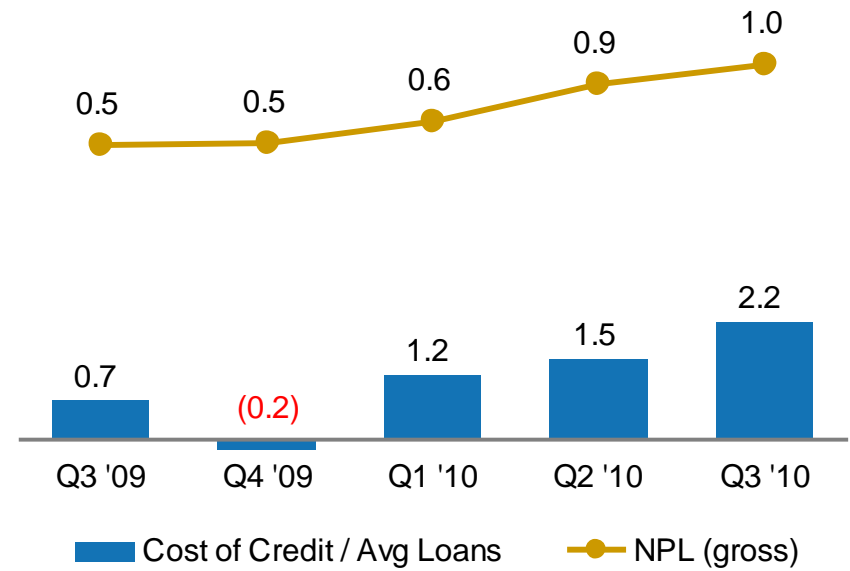
FUNDING (IDR bio)



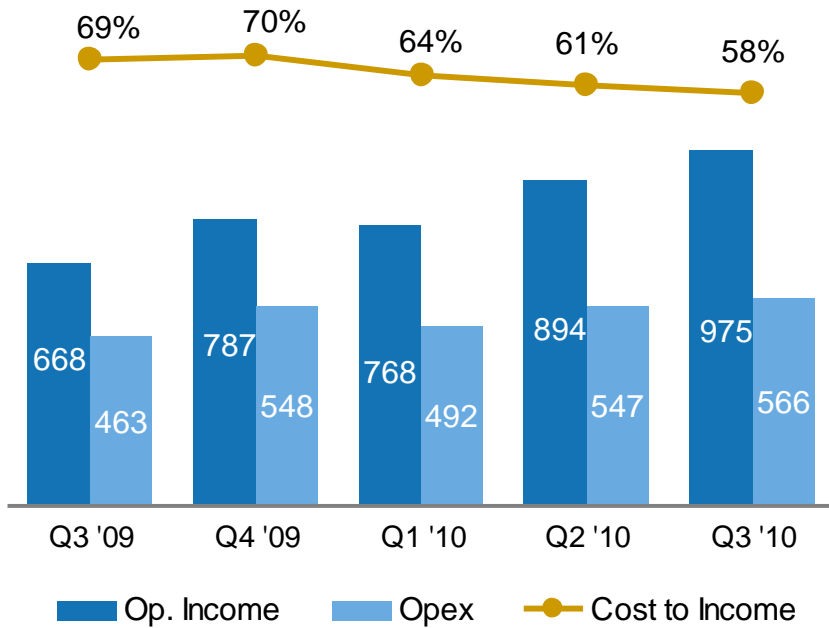
NIM
(%)



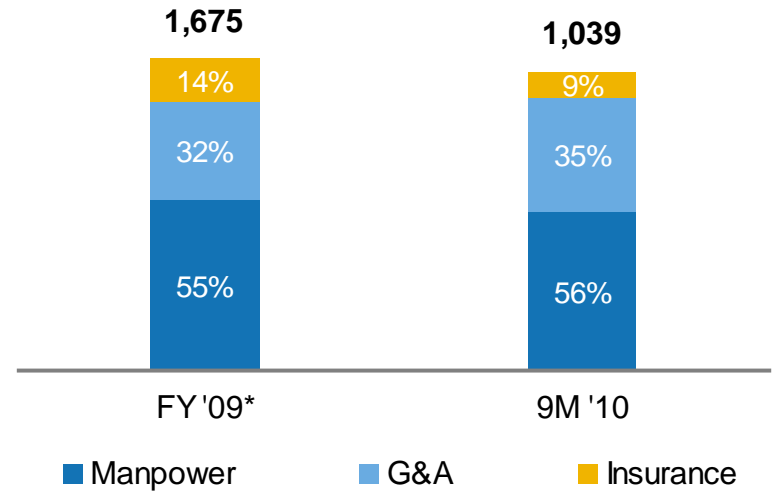
NPL & COST OF CREDIT
(%)



OPEX (IDR bio)



OPEX COMPOSITION (IDR bio)



* audited

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◆ Company Update

Long-Term Funding Plan

BTPN plans to issue IDR Senior Bonds in Q4 2010 with amount up to IDR 1 trillion. Tenor will be 3 and 5 years.

Rights Issue Plan

To strengthen its capital base, BTPN also plans to do rights issue with a size of IDR 1.2 – 1.3 trillion in Q4 2010.

PSAK 50/55 Compliance

PSAK 50/55 system implementation is progressing. The first phase has been completed in Q3 2010.

THANK YOU