



April 2015

1Q 2015 Results Update



Steady Loans Growth and Q on Q Earning Improvement in line with the Declining CoF

Loans Growth in line with Industry:

- Loans growth: 13% (YoY) vs Industry: 12% (Feb '15 YoY)
- Deposits growth: 10% (YoY) vs Industry: 15% (Feb '15 YoY)

Liquidity condition remains strong:

- LFR: 85%; LFR (incl. Equity): 71%
- LDR: 98%
- Liquid Asset Ratio: 36%

Healthy Key Ratios:

- NIM: 11.3%
- NPL: 0.8%
- ROE: 15.8%
- CAR: 24.9%

Robust Fee Income Growth:

- Fee Income: IDR 181 bio (28% YoY)

Net Income:

- 1Q 2015 NPAT: IDR 481 bio (10% QoQ, -3% YoY)

Balance Sheet Highlights (Consolidated)



IDR billion	Mar '14	Jun '14	Sep '14	Dec '14	Mar '15	ΔYoY
Cash & BI	5,513	5,820	5,920	5,758	5,890	7%
SBI & Placement	11,722	12,410	11,351	13,928	13,765	17%
Loans (gross)	47,037	50,013	51,135	51,994	53,377	13%
- Pension	31,738	33,157	34,260	34,739	35,245	11%
- Micro (incl. SME)	10,641	11,204	11,669	12,731	13,694	29%
- Productive Poor (Syariah)	1,620	2,054	2,189	2,499	2,651	64%
- Others*	3,038	3,598	3,017	2,025	1,788	-41%
Allowance for losses	(494)	(542)	(534)	(507)	(517)	5%
Customer Deposits	49,263	52,696	52,550	53,335	54,367	10%
Borrowings	6,441	6,275	6,316	8,214	8,271	28%
Total Funding	55,704	58,971	58,867	61,549	62,637	12%
Equity	10,418	10,934	11,368	11,811	12,298	18%
Total Assets	67,349	71,411	71,698	75,015	76,566	14%

Note: * Others include Joint Financing, Money Market, Employee Loan and ex-Bank Sahabat Loan

Profit & Loss Highlights (Consolidated)



IDR billion	1Q '14	2Q '14	3Q '14	4Q '14	FY '14	1Q '15	ΔYoY
Interest income	2,993	3,100	3,086	3,114	12,293	3,150	5%
Interest expense	1,259	1,300	1,388	1,304	5,252	1,305	4%
Net interest income	1,734	1,799	1,698	1,810	7,041	1,845	6%
Fee income	142	186	227	185	740	181	28%
Operating income	1,875	1,985	1,925	1,995	7,780	2,026	8%
Operating expense	1,033	1,098	1,124	1,246	4,501	1,169	13%
- BAU	824	873	916	989	3,602	889	8%
- New Investment*	-	-	31	35	66	49	n.a
- TUR (Productive Poor)	194	209	162	218	784	225	15%
- MSOP	15	15	15	5	49	7	-54%
Net operating income	842	888	800	749	3,279	857	2%
Loan loss provision	171	202	220	151	744	200	17%
NPBT	668	681	576	597	2,523	656	-2%
NPAT	493	502	421	436	1,853	481	-3%

Note: * New Investment for SME business and BTPN Wow!

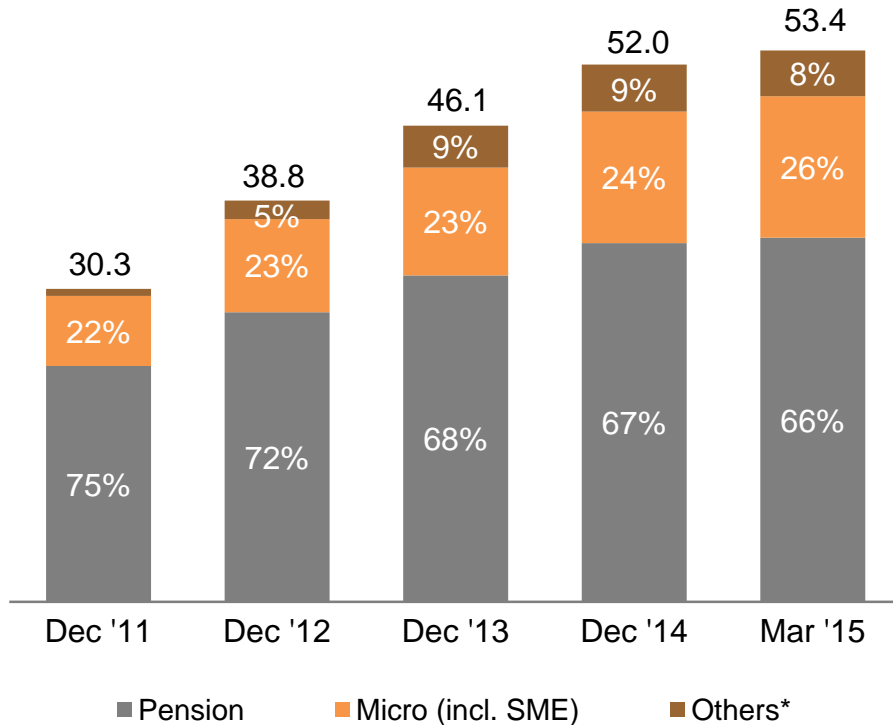
Key Ratios

	1Q '14	2Q '14	3Q '14	4Q '14	FY '14	1Q '15
%						
NIM	11.7	11.8	10.8	11.3	11.4	11.3
Cost to Income	55	55	58	62	58	58
Cost to Income (bank only)	55	55	57	59	56	54
LDR (end of period)	95	95	97	97	97	98
Loan to Funding	84	85	87	84	84	85
Loan to Funding (incl. Equity)	71	72	73	71	71	71
Liquid Asset Ratio	35	35	33	37	37	36
NPL	0.7	0.9	0.8	0.7	0.7	0.8
Cost of Credit/Avg. Loan	1.5	1.7	1.7	1.2	1.5	1.5
LLP/NPL	141	125	129	139	139	128
ROA (before tax)	3.9	3.9	3.2	3.3	3.6	3.5
ROE (after tax)	19.3	18.7	15.0	15.0	16.9	15.8
CAR (credit & ops risk)	24.0	23.4	23.6	23.3	23.3	24.9
Equity/Assets	15.5	15.3	15.9	15.7	15.7	16.1

Loans Composition & Portfolio Quality

LOANS COMPOSITION

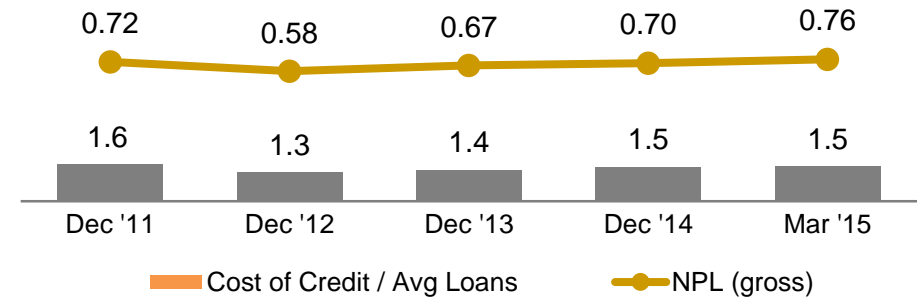
IDR tio



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

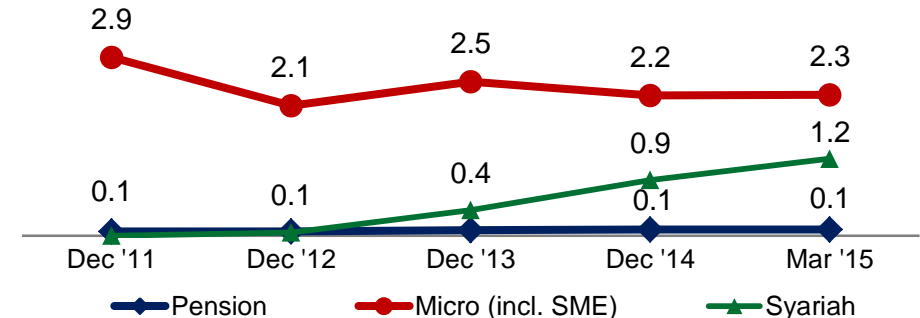
NPL & COST OF CREDIT

%



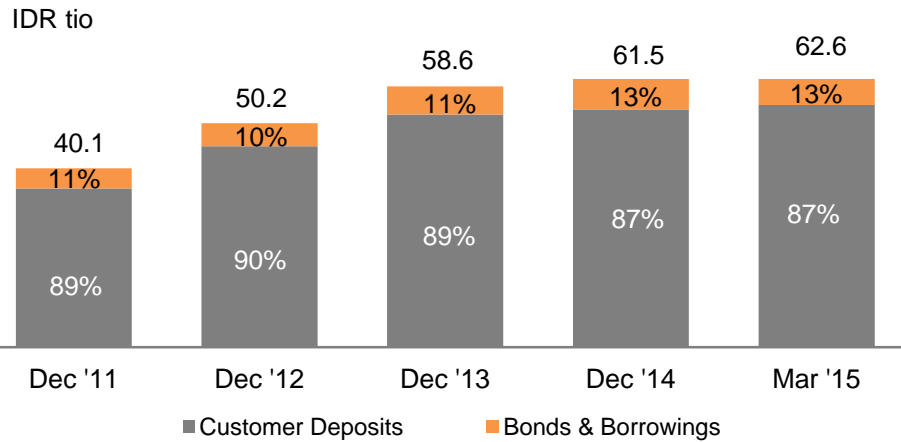
NPL BY BUSINESS

%

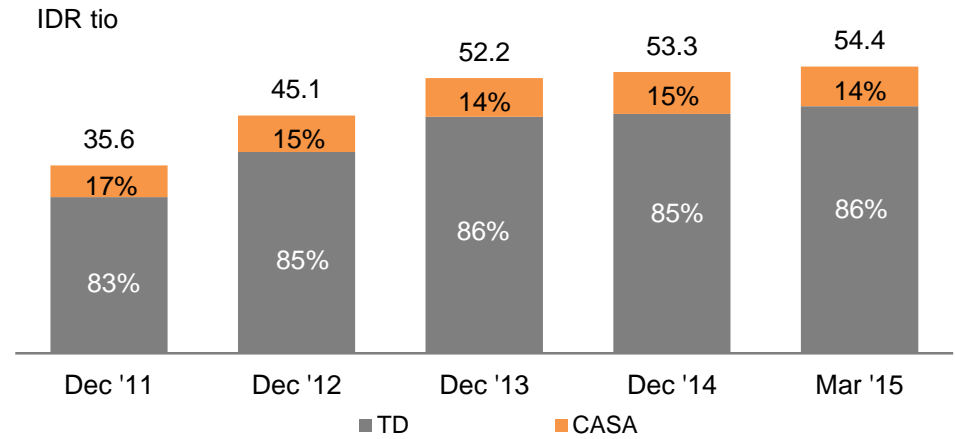


Funding Composition & Liquidity Reserves

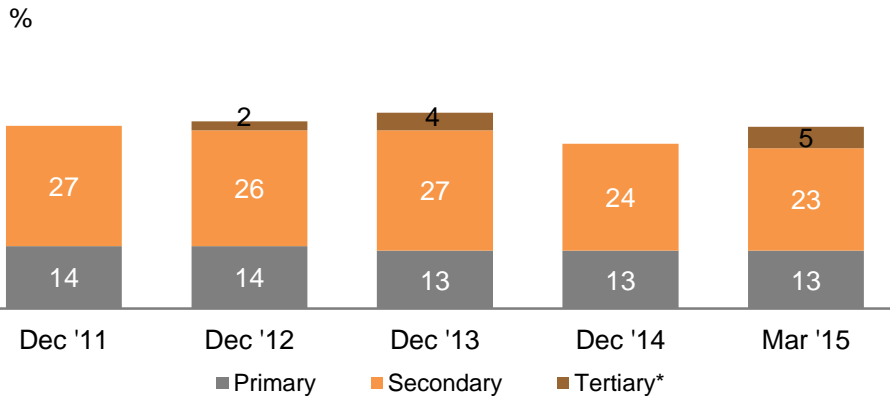
FUNDING COMPOSITION



CUSTOMER DEPOSIT COMPOSITION

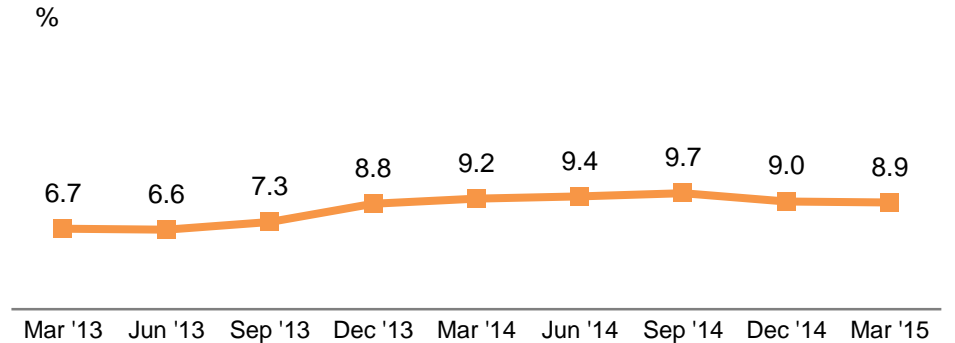


LIQUID ASSETS RATIO (Against Total Customer Deposits)



* Revolving Standby Loan IFC/SMBC

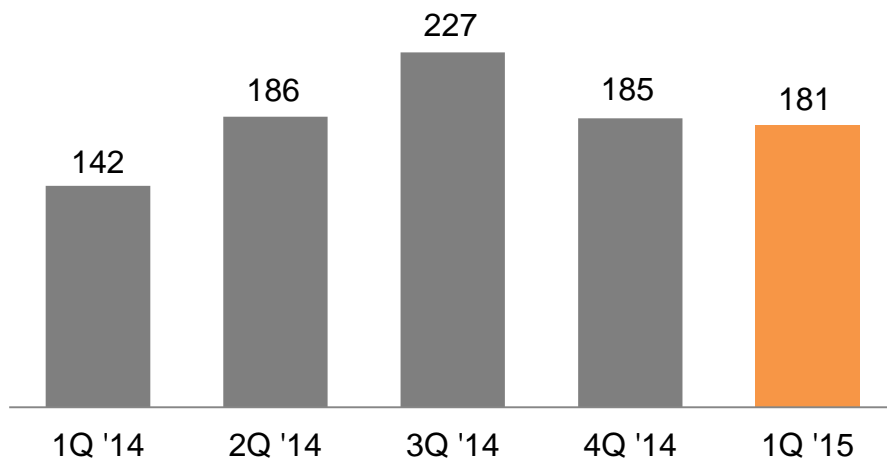
COST OF FUND*



* Customer deposits (BTPN only)

FEE-BASED INCOME

IDR bio

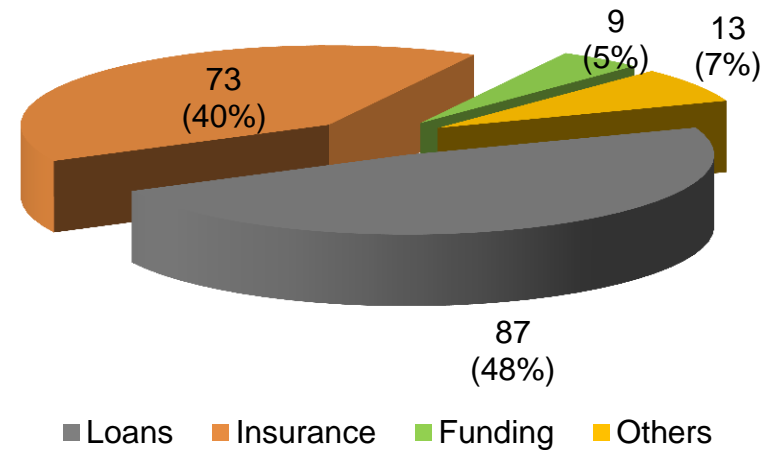


Insurance commission related fee income:



FEE-BASED INCOME COMPOSITION

IDR bio



- ◆ BTPN launched its mobile banking for mass market called **btpn** WOW! on March 30, 2015 in Deli Serdang, Sumatera.
- ◆ A new stock option program (MESOP) for maximum 233.6 mio new shares (4% of total existing shares) has been approved and launched in April 2015.

Launched on 30 March 2015 in Deli Serdang, Sumatera



btpni Product features



USSD-based product that works with even 1 bar signal



Savings led product

Other features



Airtime top up



Bill payments



Payments



Transfers



Micro-loans



Micro-insurance

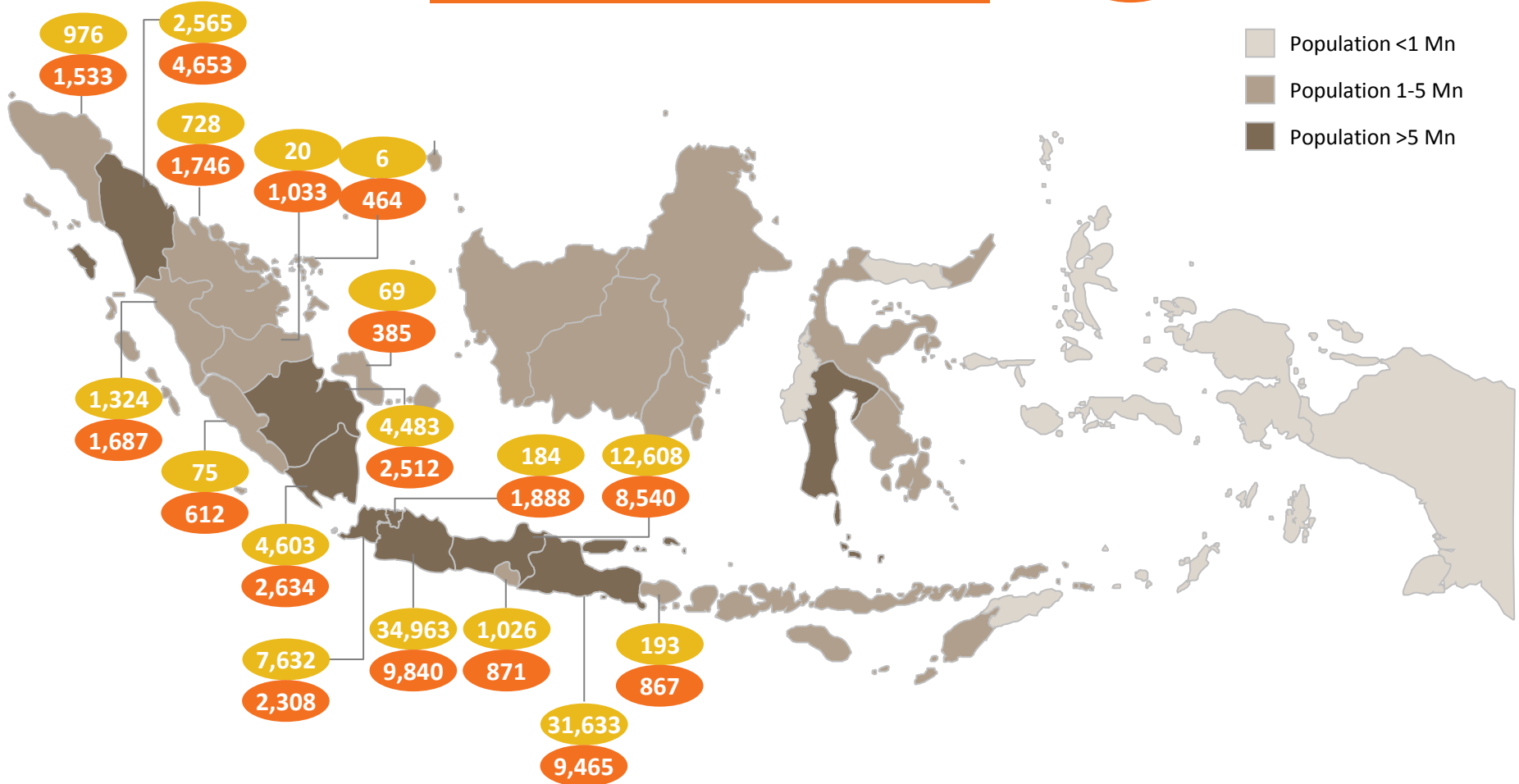
Present footprint of 107k branches and sentras

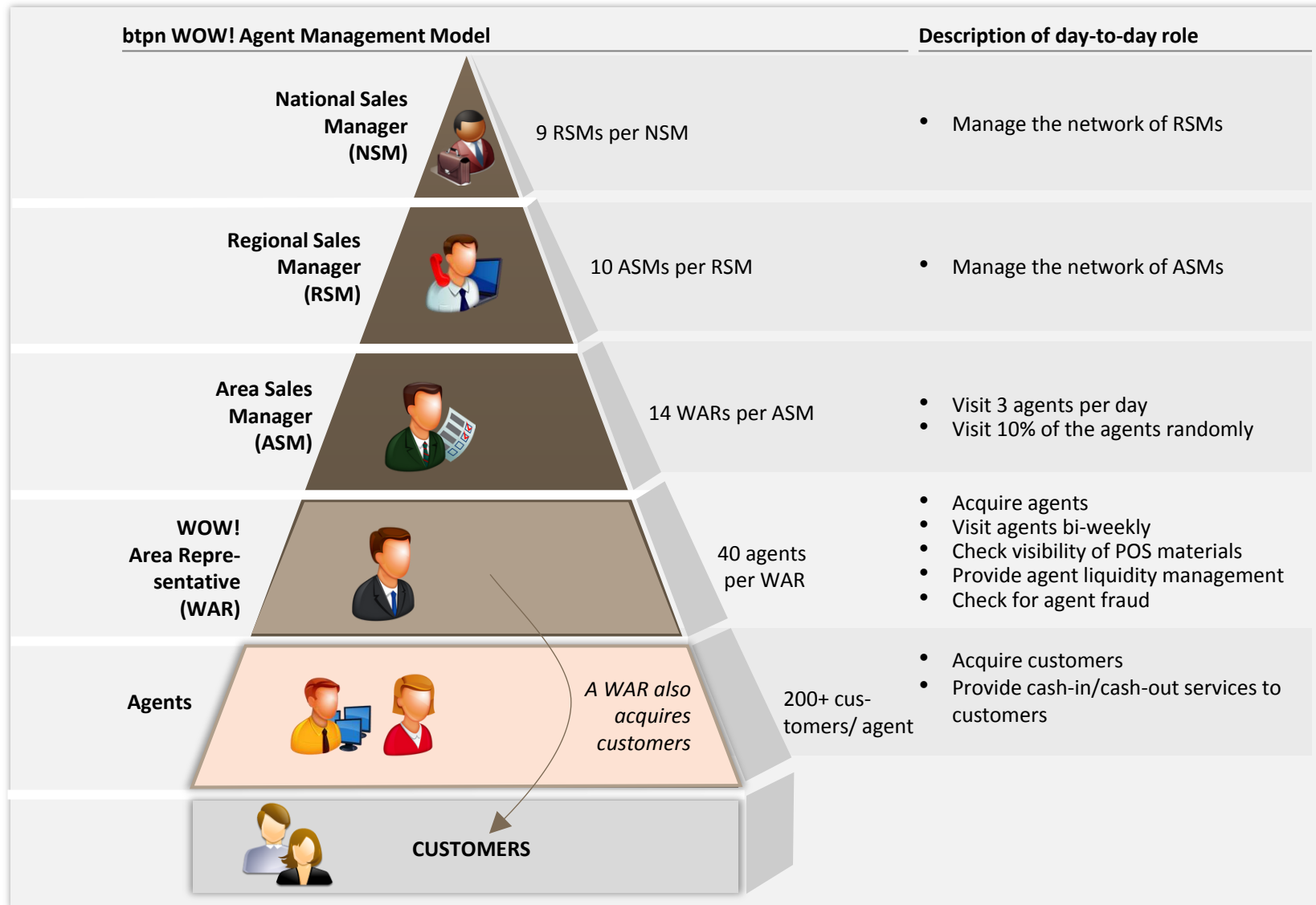
A total of 51k agents acquired in year 1

xx Current # of btpn branches / sentras

xx # of agents planned for rollout

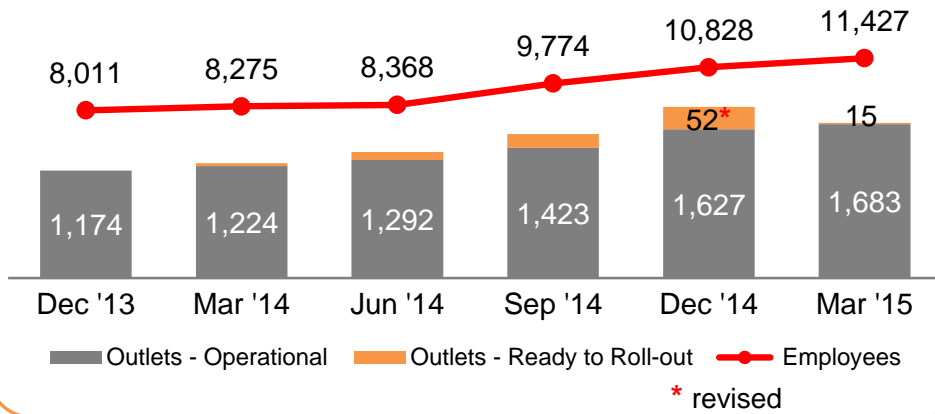
- Population <1 Mn
- Population 1-5 Mn
- Population >5 Mn



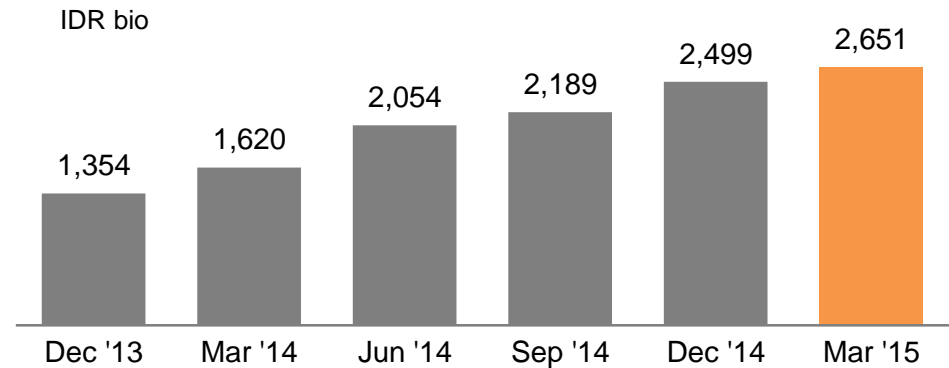


syariah
btpn

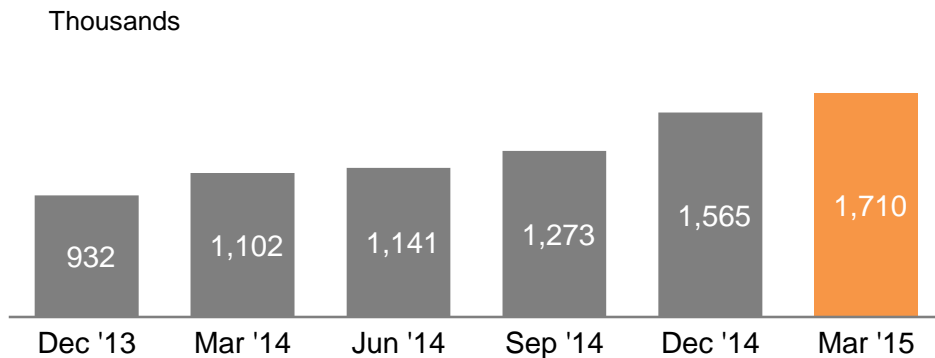
OUTLETS & EMPLOYEES



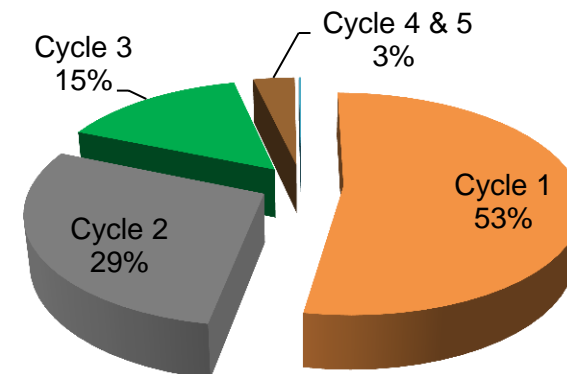
FINANCING



TOTAL CUSTOMERS



FINANCING CUSTOMERS BY CYCLE



BTPN Syariah: 1Q 2015 Financial Results



BALANCE SHEET

IDR billion	Mar '15
Cash & BI	251
SBI & Placement	737
Financing & Loans (gross)	2,686
- <i>Productive Poor (Syariah)</i>	2,651
- <i>Others</i> *	35
Allowance for losses	(53)
Deposits & Temporary Syirkah Funds	2,865
Equity	853
Total Assets	3,938

Note: * ex-Bank Sahabat loans

PROFIT & LOSS

IDR billion	1Q '15
- Bank's share in profit sharing	270
- Income from conventional business	2
- Other operating income	1
<i>Operating income</i>	<i>272</i>
<i>Operating expense</i>	<i>225</i>
Loan loss provision	17
NPAT	22

THANK YOU