

bank  
**btpn**

 **SMBC** A MEMBER OF  
SMBC Group



# 3Q 2019 Results Update



**BTPN at Glance**

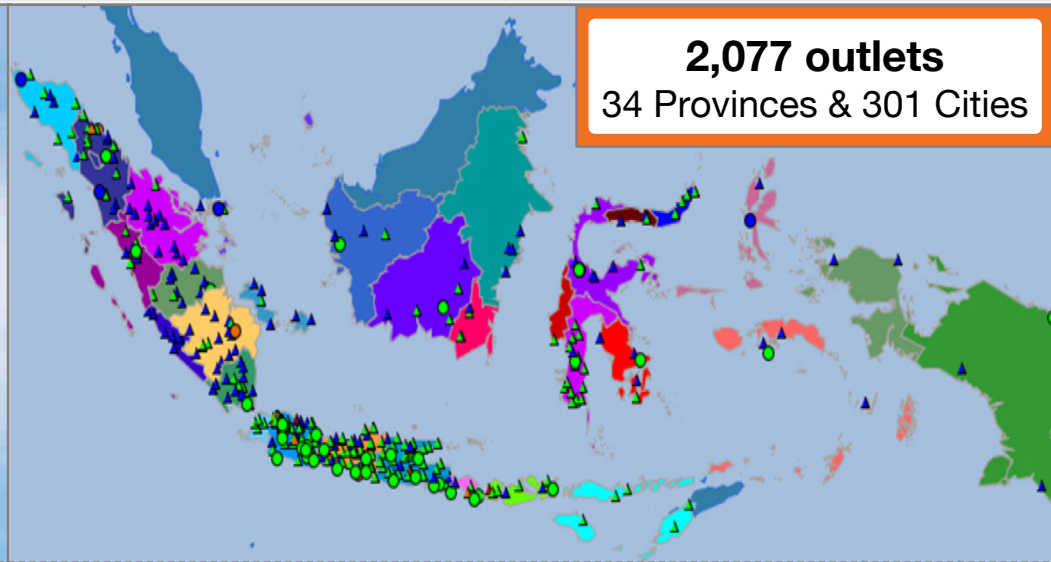
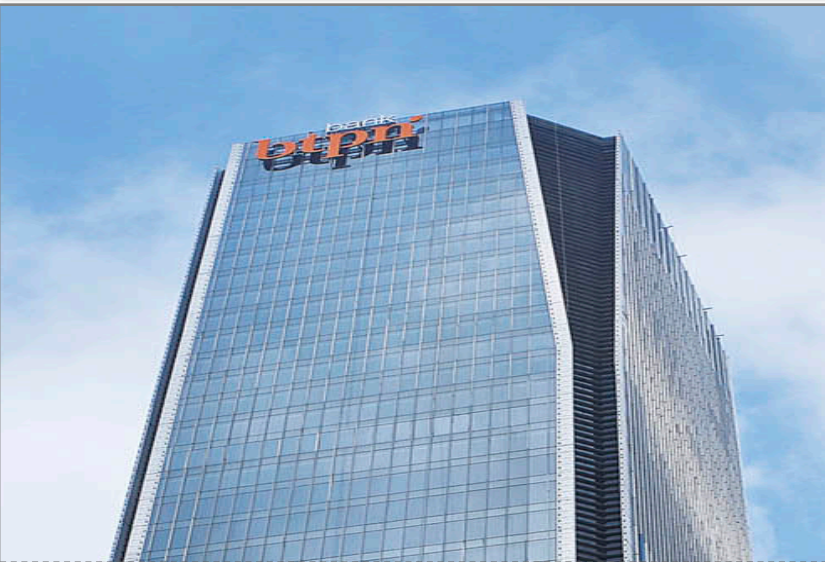
Update on BTPN Business

3Q 2019 Financial Performance

# Bank BTPN Profile (Consolidated) as of September 2019



SMBC A MEMBER OF SMBC Group



**2,077 outlets**  
34 Provinces & 301 Cities

The Merger of PT Bank Tabungan Pensiunan Nasional with PT Bank Sumitomo Mitsui Indonesia was completed on February 1, 2019, with the use of a new name of PT Bank BTPN Tbk.

<b>Total Assets</b>	Rp 182,2 trillion	<b>No. of Employee</b>	19,465 (73% Female)
<b>Corporate Rating</b>	<ul style="list-style-type: none"> <li>Fitch Ratings: 'AAA(idn)'; Stable Outlook</li> <li>Pefindo: 'idAAA'; Stable Outlook</li> </ul>	<b>No. of Customer</b>	~12.2 million Retail Customer ~ 1.7 thousands Corporate Customer

# Shareholders and Management

## Shareholders

Bank BTPN Shareholders	30 Jun 2019	31 Aug 2019
Sumitomo Mitsui Banking Corporation	97.34%	92.43%
PT Bank Central Asia Tbk	1.02%	1.02%
PT Bank Negara Indonesia (Persero) Tbk	0.15%	0.15%
Public	0.32%	5.23%
Treasury Stocks	1.17%	1.17%

## Board of Commissioners



**Prof. Mari Elka Pangestu**  
President Commissioner\*

- Professor – Faculty of Economics and business, Universitas Indonesia (UI), Senior Fellow di Centre for Strategic & International Studies (CSIS) and Audit Committee members of PT AKR Corporindo Tbk
- 2015-2017: Independent Commissioner of PT Astra International Tbk
- 2004-2011: Minister of Commerce, Republic of Indonesia
- 2011-2014: Minister of Tourism and Creative economy, Republic of Indonesia
- 1988-1990: Deputy Director, Antar Universitas, Fakultas Ekonomi UI
- 1988-1998: Chairwoman, International Section, Indonesian Economist Association (ISEI)
- Bachelor in Economics (1978) and Master of Economics from Australian National University (1979) as well as PhD in Economics from University of California, Davis, USA (1986)

**Chow Ying Hoong**  
Deputy President Commissioner  
**Ninik Herlani Masli Ridhwan**  
Commissioner\*

**Takeshi Kimoto**  
Commissioner  
**Irwan Mahjudin Habsjah**  
Commissioner\*

## Directors

**Ongki Wanadjati Dana**  
President Director



- 2008-Feb 2019: Deputy President Director, BTPN
- 2002-2008 : Wholesale Banking Director, Bank Permata
- 2000-2002 : Deputy President Director, Bank Universal
- 1998 : President Director, Bank Subentra
- 1990 : Vice President Consumer Banking, Citibank NA
- 1982 : Account Officer Corporate Banking, Citibank NA
- Bachelor Degree (Mechanical Engineering) from Institut Teknologi Bandung ; and participate in various executive training programs at Center for Creative Leadership, Singapore, Saïd Business School, Oxford University, UK dan Harvard Business School, USA.

**Ongki W. Dana**  
President Director  
**Hirokichi Kubo**  
Director  
**Adrianus Dani Prabawa**  
Director

**Kazuhisa Miyagawa**  
Deputy President Director  
**Dini Herdini**  
Compliance Director\*  
**Merisa Darwis**  
Operational Director

**Yasuhiro Daikoku**  
Director  
**Henoch Munandar**  
Director  
**Hanna Tantani**  
Director

\*Independent



## Board of Commisioners



**Mari Elka Pangestu**  
President Commisioner  
(Independent)



**Chow Ying Hoong**  
Deputy President  
Commisioner



**Takeshi Kimoto**  
Commisioner



**Ninik Herlani  
Masli Ridhwan**  
Independent  
Commisioner



**Irwan Mahjudin  
Habsjah**  
Independent  
Commisioner

## Board of Directors



**Ongki W. Dana**  
President Director



**Kazuhisa Miyagawa**  
Deputy Pres. Director



**Dini Herdini**  
Director (Independent)



**Yasuhiro Daikoku**  
Director



**Henoch Munandar**  
Director



**A. Dani Prabawa**  
Director



**Hiromichi Kubo**  
Director



**Merisa Darwis**  
Director

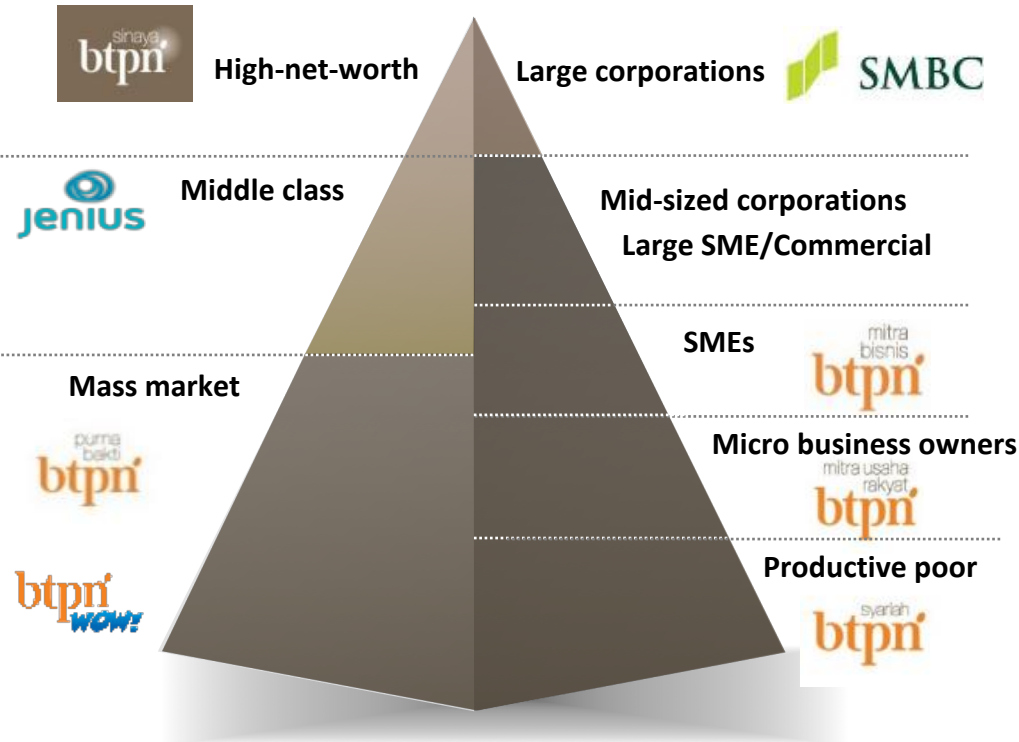


**Hanna Tantani**  
Director

# Universal Bank That Serves The Full Spectrum Of Indonesian Customer Segments

## Target Market

Enhance, synergize and expand the bank's business to provide complete banking services and use digital banking capabilities and global support from SMBC



Digital Banking

SMBC's Global Support

## Vision

“To become the first choice bank in Indonesia, which give significant change in the life of millions of people, mainly with the support of digital technology”.

## Mission

- To offer complete financial solution and service to various segments of retail, micro, SME and corporate business in Indonesia, and for Indonesian Nation and Country as a whole;
- To provide valuable opportunity for the professional growth of the Bank BTPN employees;
- To create significant and sustainable values for the stakeholders, including for Indonesian society;
- To use technology innovation as the main differentiator to provide the best quality and experience in its class to the Bank BTPN clients and partners.

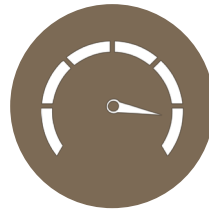
# Bank BTPN's Values



**Customer-centric**  
Focus on stakeholder interests



**Proactive & Innovative**  
Step up and continue to innovate



**Agile**  
Embrace change and move fast



**Achieving The Best**  
Maintain and provide the best service quality



**Synergy**  
Collaborate as one team

# Strategies priorities for the next 5 years

## 2019 Stabilize



**Integration** of both bank processes and **mitigate risks**; improving synergy and preparing new growth engines

## 2020 Synergize



Combining existing Assets to drive cross-sell and serve new segments

## 2021-2023 Scale up



Creating new engines to support the growth and profitability of the Bank's business

- **Ensure smooth and successful integration of the two banks**
- **Increase value of core business**
  - Corporate banking
  - SME and micro-SME
  - Retail banking (PUR, Sinaya, Jenius, Wow!)
- **Synergize** (e.g. supply chain) & **cross-sell** (including OTO Group)
- **Maintain digital banking transformation** and growth momentum to prepare for future growth

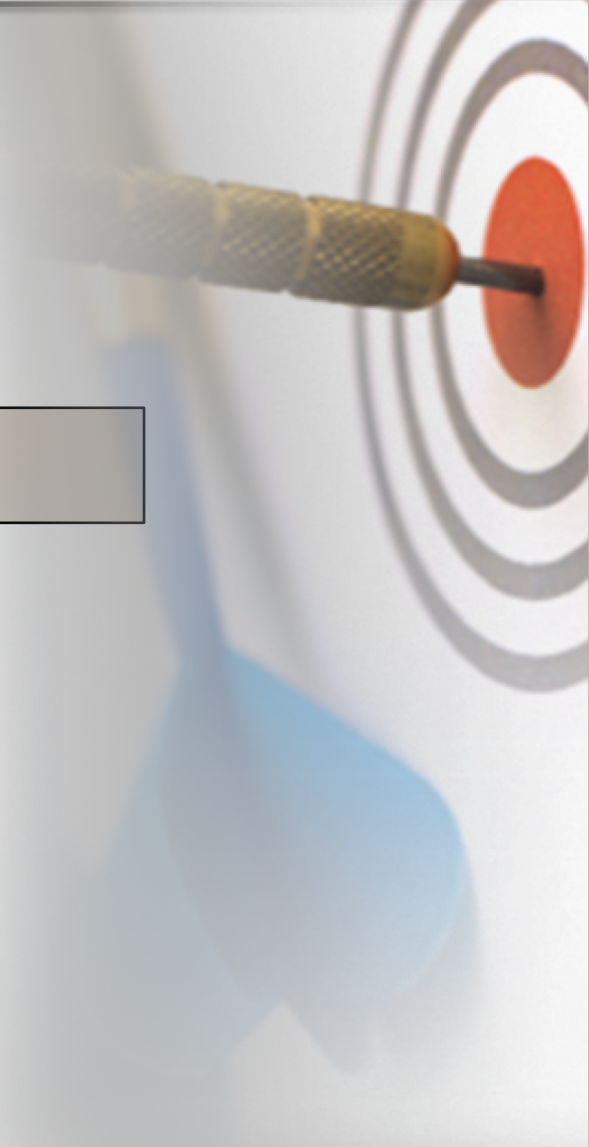
- **Build capabilities** to increase competitiveness including improving CASA ratios across the core business
- **Scale up:**
  - **Commercial Banking and enterprise**
  - **Digital Platform SME**
- **Expanding Retail Banking Coverage**



BTPN at Glance

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# Strong track record of building a new business

**Pension business launch (Purna Bakti)**

**DAYA launch – Empowerment Platform**

**SME business pilot launch**

**mobile banking for mass market launch**

- **Corporate Banking & Middle Market**
- **Large SME/Commercial**
- **Treasury**
- **Retail Lending Business**



**Micro Banking business launch**

**Funding business launch (now Sinaya)**

**Productive Poor business launch**

**Digital Bank launch**

# Our excellence: Digital banking Capabilities & Global support from SMBC Group

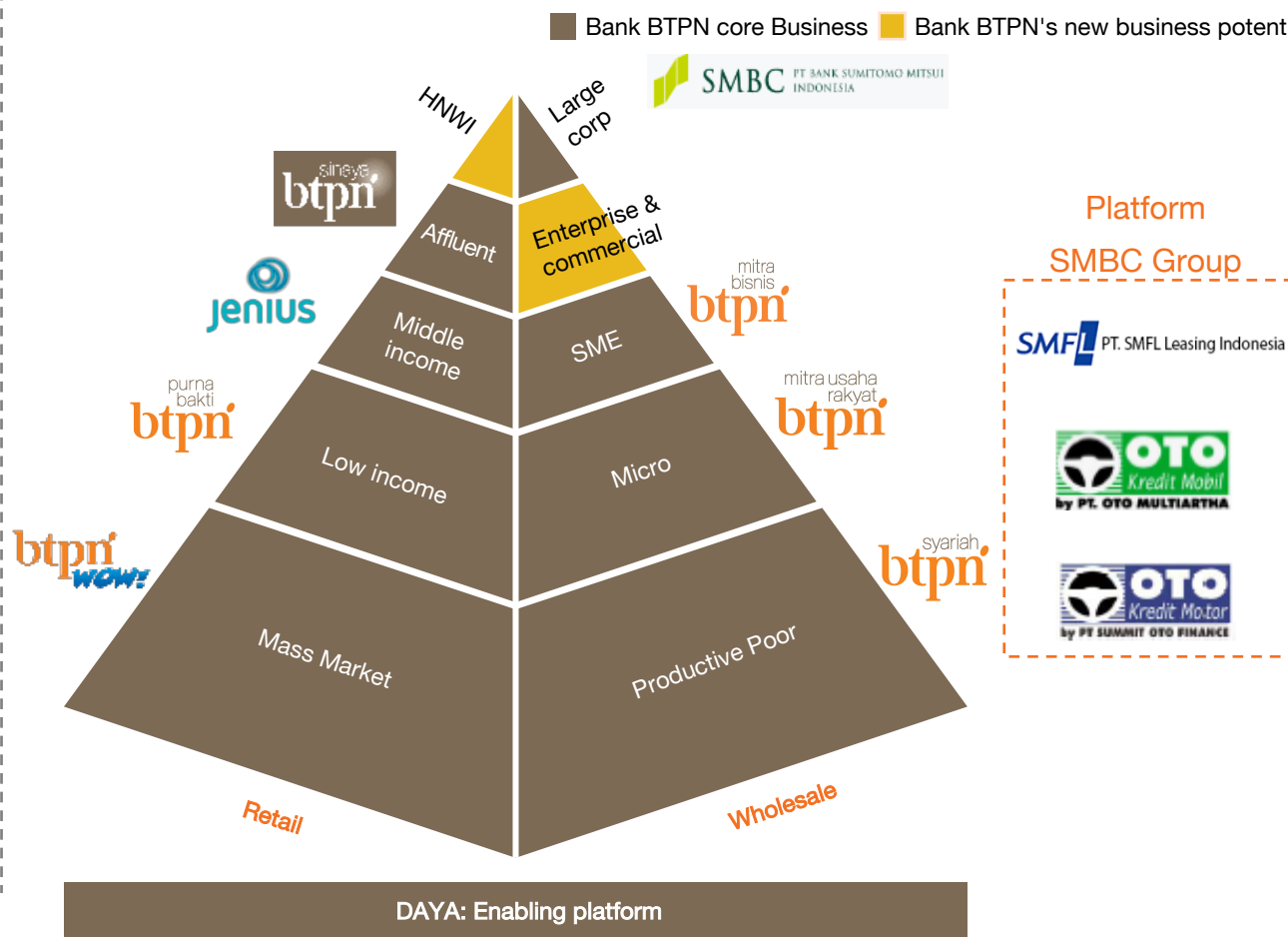
## 1 Superior and reusable digital Platform

- Have a reliable banking architecture (example: Product & Microbusiness Services)
- Agile Implementation Methodology
- Modern Platform & way of working

## 2 Extensive distribution network

**2,077**  
Outlets

## 3 Serving a wider customer segment



## 4 Global Support from SMBC Group

## Corporate/Wholesale Banking Business



- Loan
- Syndication
- Project Finance
- ECA Financing
- Corporate Account
- Remittance
- Tax Payment
- Project Finance
- Trade
- Cash Management
- Treasury

## Sinaya



- CASA
- Deposits
- Bancassurance
- Investment Product

## Retail Lending Business



- Pension (Purna Bakti)
- Savings
- Business/Payroll Loan
- Loan

## Micro Business



- Paketmu
- Paketmu Kredit Usaha Rakyat
- Digital Channel

## Mitra Bisnis



- Current Account
- Loan
- Supply Chain Financing
- AksesBisnis@BTPN

## • Jenius



- Smart Digital Banking aimed at 'digitally savvy mass-affluent individuals' in major cities

## • BTPN Wow!



- Utilizing mobile phone technology supported by agents as BTPN's hand in serving the mass market



# Corporate/Wholesale Banking

Corporate/Wholesale Banking Group includes Corporate/Wholesale Banking, Enterprise Banking, Transactional Banking and Wholesale Funding

## UVP



## Products and Services

### Hedging Products (\*):

- IRS/CCS
- Forex Transactions

(\*) But not limited to the above products

### Loan Products:

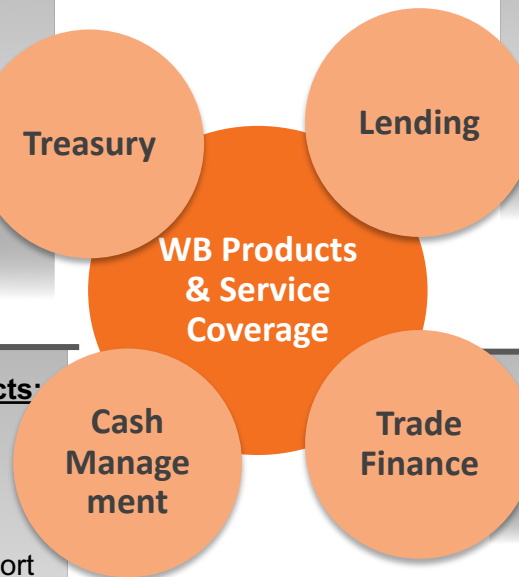
- Bilateral and Syndication Loans (IDR, USD, and JPY)
- Project/ Structured Finance
- ECA

### Cash Management Products:

- Current Account, Term Deposits
- Payment (ACH, RTGS, Payroll, Wires)
- E-Tax Payment (non-import and import tax)
- Collections (ACH, RTGS, Payroll, Wires, Cheque/Cash Deposit, GIRO Collection)
- GIRO Depository Service
- Virtual Account
- Internet Banking/ Host-to Host
- Liquidity Management (domestic cash polling)

### Domestic, Export and Import Trade Products:

- Import LC Issuance / Import Bill Negotiation
- Export LC Advising / Confirmation / Export Bill Collection
- Documentary Collection (DP, DA)
- Trust Receipt / Trade Loan
- Structured Trade Finance
- Receivable Purchase
- Bank Guarantees / SBLC

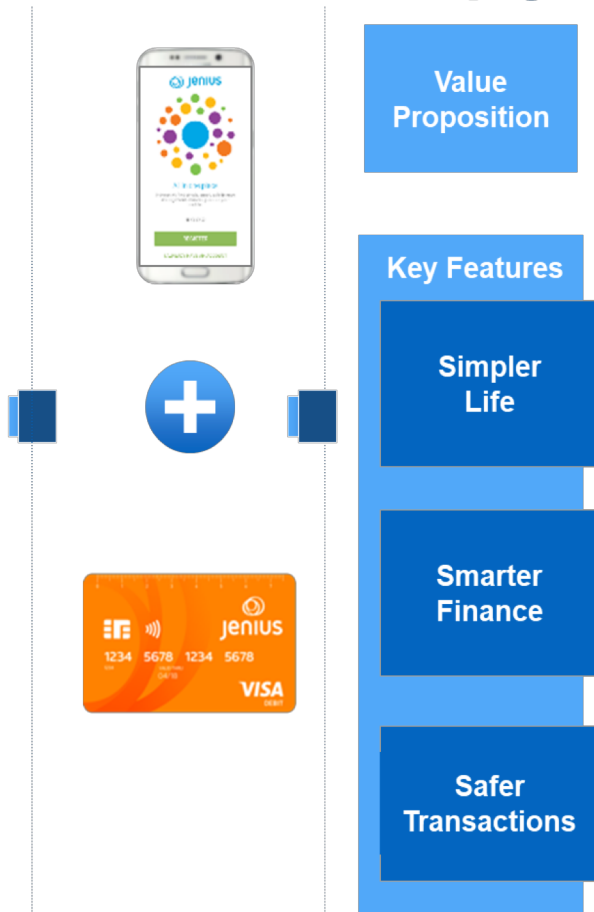


## Target Segments

Target Company under Wholesale Banking Group:

1. Local Companies
2. MNC
3. State-owned Enterprises
4. Japanese Corporations
5. Bank and Non-Bank FI

# A Simpler, Smarter & Safer Way to Manage Your Life and Finance, Simply from Your Smartphone



“Simpler Life Happier You”

- Send it    
  \$Cashtag    
  e-Wallet Center
- Pay Me    
  One Touch    
  Jenius Keyboard
- Dream Saver    
  Maxi Saver    
  Flexi Cash    
  Foreign Currency
- Card Center    
  Flexi Saver    
  Split Bill

- Powered by Bank BTPN, regulated by OJK, guaranteed by LPS
- Secured by the latest encryption & technology
- Second level authentication for peace of mind

## 2.1 million Jenius users spread in 34 provinces across Indonesia



### Simple

- Your Life Finance access in one touch
- Manage your Life Finance in 3 easy steps
- Saving, payment, transaction connected all in one place

### Smart

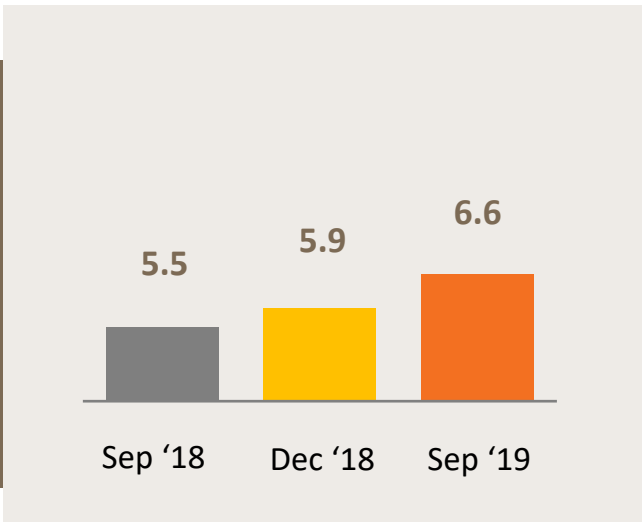
- Can be customize based on your needs and preferences
- Smartly connected with Indonesia's Banking Ecosystem
- Evolving along with your life growth

### Safe

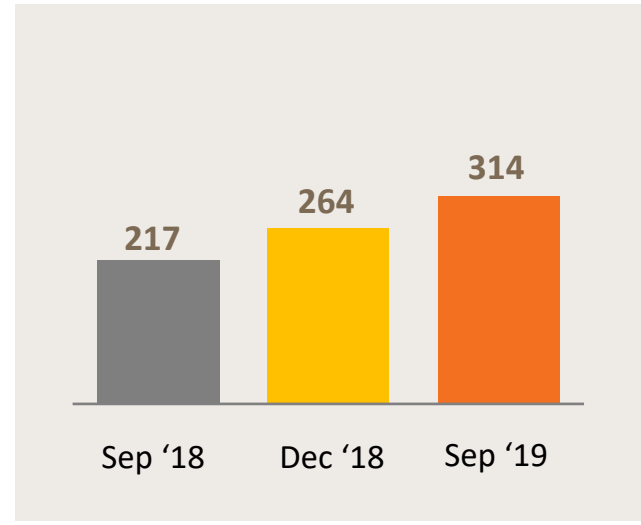
- Powered by Bank BTPN, regulated by OJK and guaranteed by LPS
- Secured by the latest encryption & technology
- Second level authentication for peace of mind

# Number of Customers and Customer Activities continue to increase

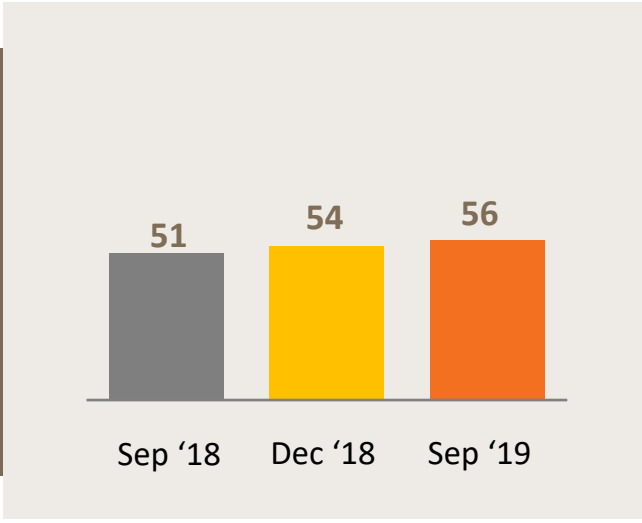
**Customers**  
*million*



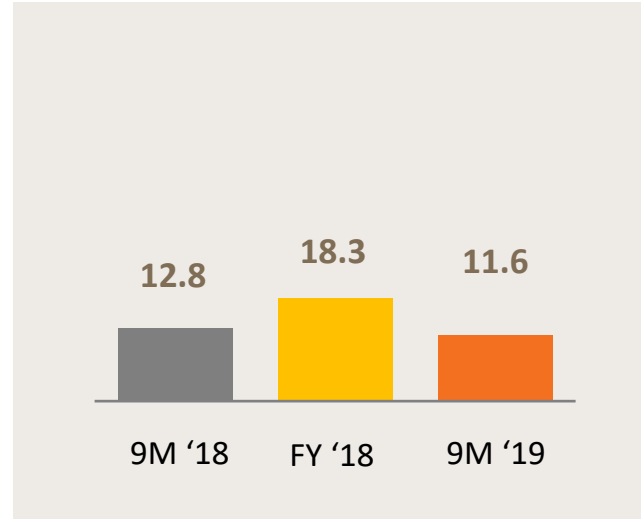
**Agents**  
*thousand*



**Active Customers**  
*%*



**Transactions**  
*million*





# Daya

Daya is the embodiment of BTPN's commitment to sustainably improve the capacity of its customers by providing them with opportunities for growth and a meaningful life

## Customer Segment

High net-worth  
Large Corporation

Middle class  
Mid Size  
Corporation

Mass market  
Micro business  
Productive poor

## Program Pillar



Digital Access:  
[www.daya.id](http://www.daya.id)



Healthy  
Check



Online  
Marketing  
Training



Collaoration  
with Djarum  
Foundation



Beneficiaries: **1.527.134**  
Activities: **90.183**

Beneficiaries: **1.410.368**  
Activities: **101.976**

Beneficiaries: **1.148.097**  
Activities: **134.383**



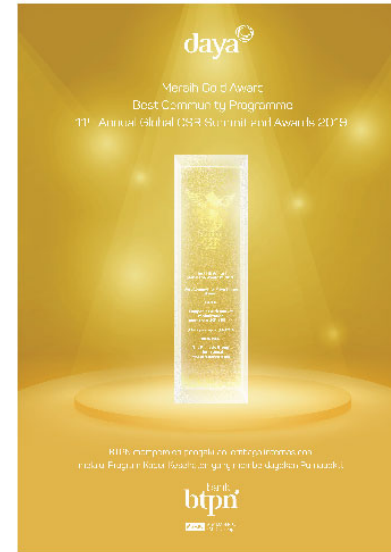
Beneficiaries: **1.187.599**  
Activities: **52.639**

Beneficiaries: **1.770.299**  
Activities: **143.277**

Beneficiaries: **1.322.997**  
Activities: **225.589**

Beneficiaries: **1.698.555**  
Activities: **237.255**

# AWARDS2019

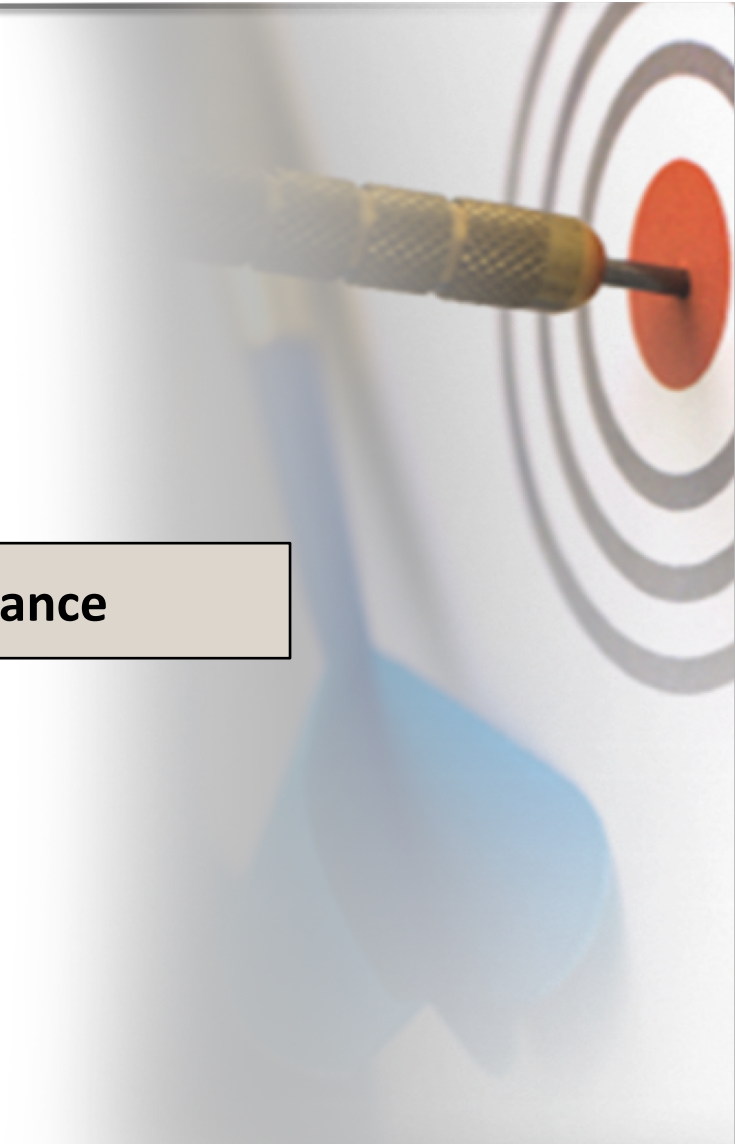


No.	Awards	Category	Year
1	The World's Best Bank - Forbes	2 <sup>nd</sup> Rank - Indonesia	Feb-19
2	11 <sup>th</sup> Annual Global CSR Summit and Awards 2019	Gold Award - Best Community Programme	Apr-19
3	Best Bank 2019 - Investor Magazine	Best Bank on BUKU III Category (Core Capital Rp 5-30 Trillion)	Jun-19
4	Best GCG Practices of 24 Big Cap dan 22 Mid Cap listed companies on IDX - by Indonesian Institute for Corporate Directorship (IICD)	Best Disclosure and Transparency Big Cap Listed Company	Okt-19

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**3Q 2019 Financial Performance**



# Financial Performance - Consolidated

Balance Sheet (Rp billion)	Sep'18 (Unaudited)	Dec'18 (Audited)	Sep'19 (Unaudited)	ΔYoY
Liquid Assets	24,708	28,055	30,277	23%
Loans (gross)	67,823	68,137	140,593	107%
Customer Deposits	70,232	70,845	98,331	40%
Borrowings & Subordinated Loan	7,320	9,655	47,344	547%
Total Funding	77,552	80,500	145,675	88%
Equity	17,610	17,605	29,805	69%
<b>Total Assets</b>	<b>98,055</b>	<b>101,341</b>	<b>182,241</b>	<b>86%</b>

Income Statement (Rp billion)	Sep'18 (Unaudited)	Dec'18 (Audited)	Sep'19 (Unaudited)	ΔYoY
Net Interest Income	7,250	9,600	8,076	11%
Other Operating Income	461	600	1,173	154%
Operating Income	7,712	10,201	9,249	20%
Operating Expense	(4,206)	(5,878)	(5,175)	23%
Cost of Credit	(1,008)	(1,375)	(1,062)	5%
Non-Operating Income (Expense)	(27)	(28)	(6)	-76%
Profit Before Tax	2,471	2,919	3,006	22%
<b>Net Profit After Tax attributable to the Shareholders</b>	<b>1,622</b>	<b>1,838</b>	<b>1,947</b>	<b>20%</b>
Net Profit After Tax - BTPN Syariah	698	965	976	40%

- Total assets reached Rp 182.2 trillion. Total Loan reached Rp 140.6 trillion (YoY growth of 107%), driven by Growth Business portfolio.
- Third party funds reached Rp 98.3 trillion. Besides the third party fund, BTPN has a long-term borrowing facility from SMBC amounting to USD2.3 billion, MTN, NCD, bonds and other bilateral loans.
- The Bank booked net profit after tax amounted to Rp 1,947 billion (up 20% YoY).
- NII increased by 11% YoY
- Other operating income increased by 154% to Rp 1,173 billion of higher fee from FX and derivative transaction

\*Note: Financial Performance for year 2018 is Bank BTPN number before merger



# Key Financial Ratios - Consolidated

Ratios (%)	Sep'18 (Unaudited)	Dec'18 (Audited)	Sep'19 (Unaudited)
NIM	11.46	11.27	6.81
LDR	96.57	96.18	142.98
NSFR	113.20	113.13	111.25
LCR	142.15	158.96	218.95
Loan to Funding	87.00	84.64	97.00
NPL (gross)	1.22	1.24	0.84
ROA	3.42	3.00	2.25
ROE	13.81	11.64	10.25
CAR	24.97	24.61	24.41

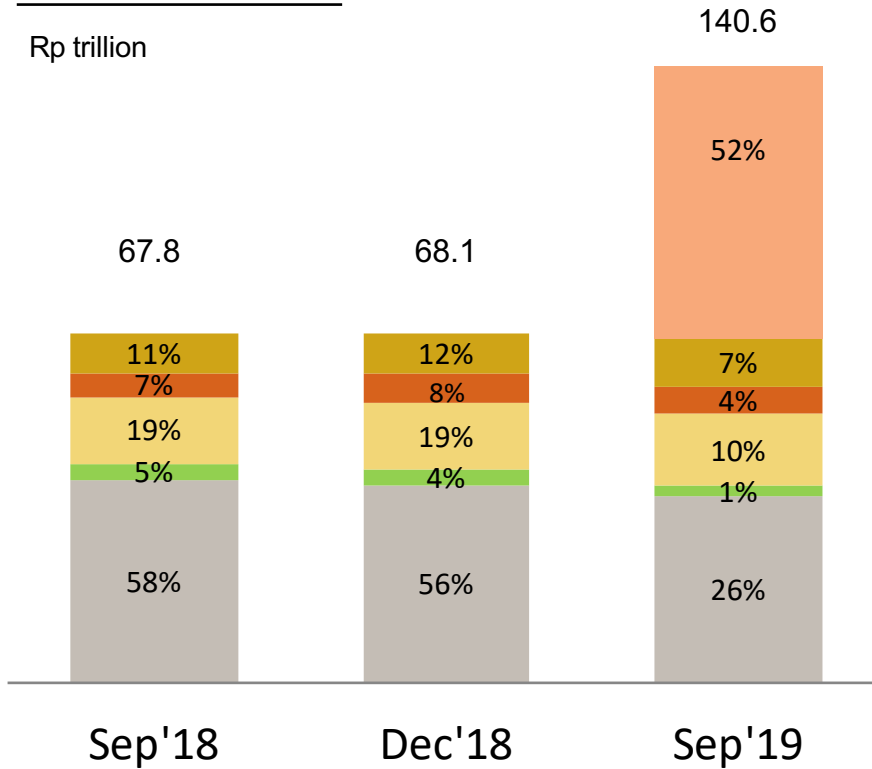
- NIM maintained at the rate of 6.81% (including corporate banking business after the merger).
- NSFR at the end of September 2019 was 111.25%; LCR 218.95%.
- Sound loan growth, NPL gross maintained at 0.84%.
- CAR maintained at a healthy level at 24.41%.

\*Note: Financial Ratio for year 2018 is Bank BTPN number before merger

# Loans Composition & Quality

## LOAN COMPOSITION

Rp trillion

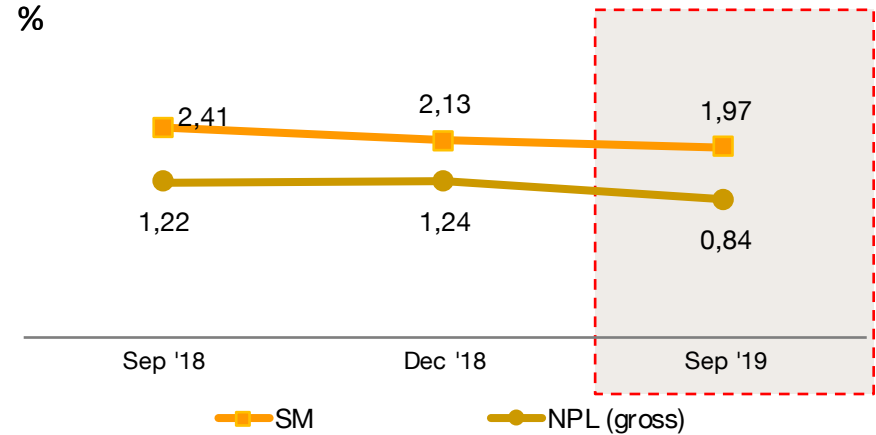


- Retail Lending    ■ Micro    ■ SME
- Consumer Asset    ■ Others\*    ■ Corporate

*Others: Including Syariah Financing, Joint Financing, Money Market loan and Employee loan*

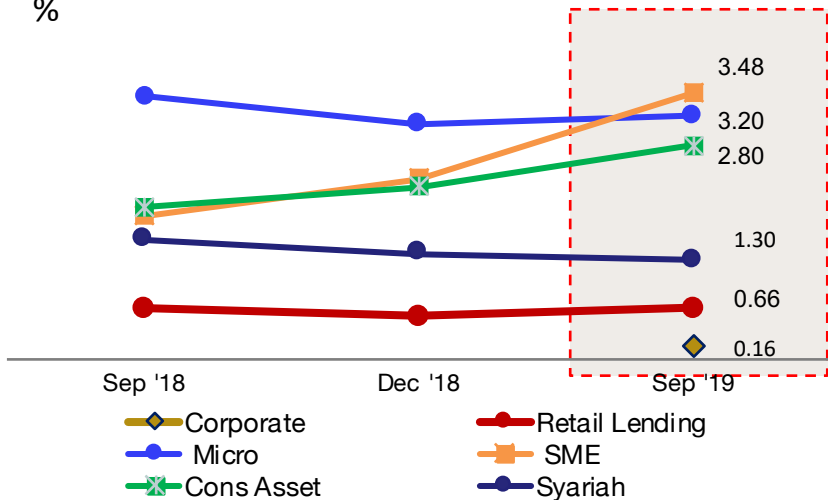
## SPECIAL MENTION & NPL

%



## NPL BY BUSINESS

%

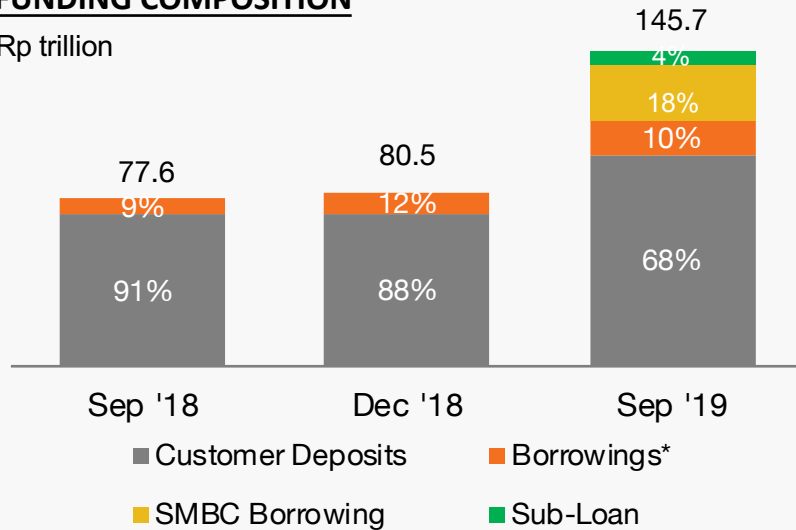


\*Note: Financial Performance for year 2018 is Bank BTPN number before merger

# Funding Composition & Liquidity Reserves

## FUNDING COMPOSITION

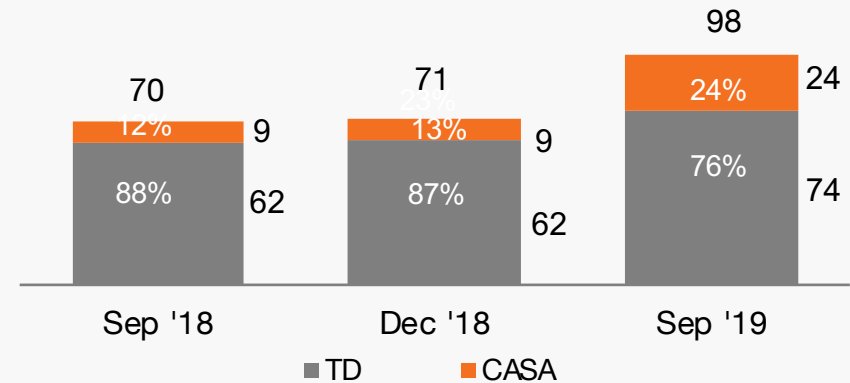
Rp trillion



\*Include MTN, NCD, bonds and other bilateral loans

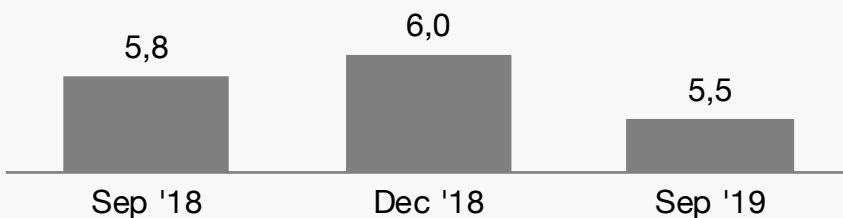
## CUSTOMER DEPOSIT COMPOSITION

Rp trillion



## COST OF FUND (IDR + FCY) – BTPN Only

%



- Time Deposit remains the main contributor for Customer Deposit (76% of total Customer Deposit). CASA ratio continued to improve.
- Besides Customer Deposits, BTPN has diversified funding source from MTN, NCD, bonds and other bilateral loans. BTPN also has a long-term borrowing facility from SMBC amounting to total USD2.3 billion and subordinated loan USD 435 million.

\*Note: Financial Performance for year 2018 is Bank BTPN number before merger

**THANK YOU**