



1Q 2021 Results Update

About BTPN

BTPN Business Activities

Banking Industry Overview

1Q 2021 Financial Performance

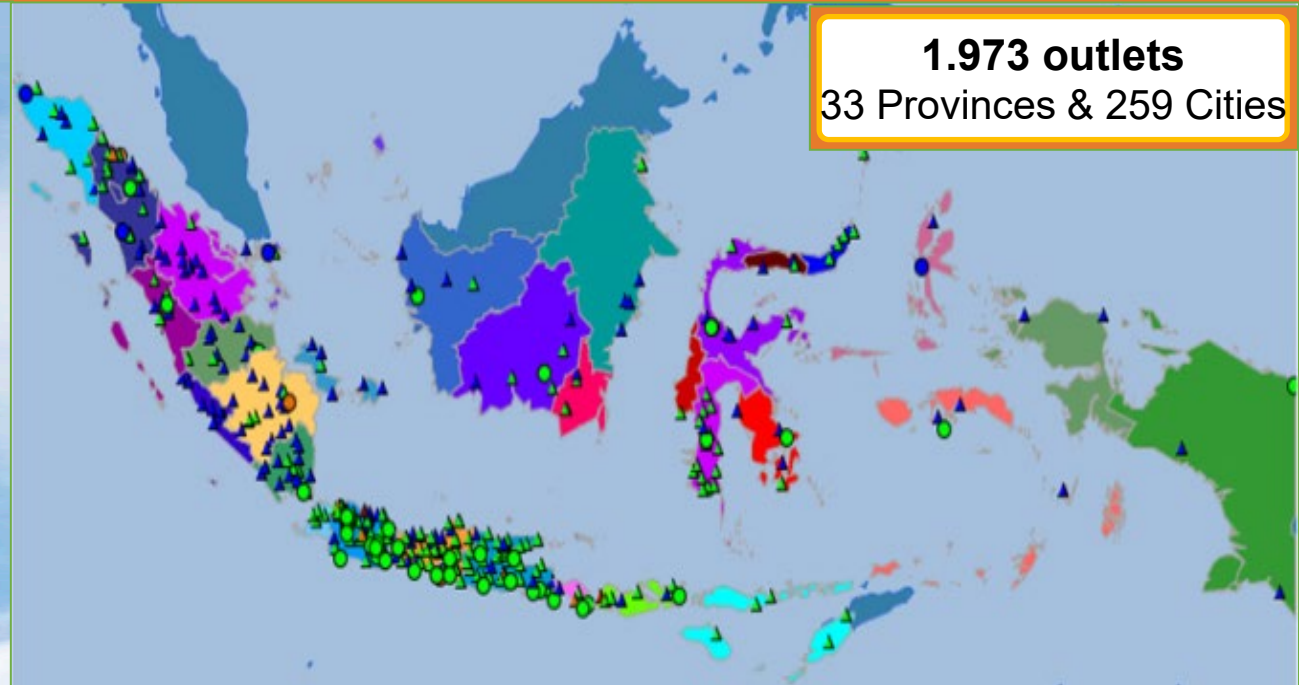
CSR & Awards

Handling COVID-19 at BTPN



Bank BTPN Profile (Consolidated)

As of March 2021



Total Assets	IDR 174.2 trillion	Total Employees	19,402 (75% Female)
Corporate Rating	<ul style="list-style-type: none">Fitch Ratings: 'AAA(idn)'; Stable OutlookPefindo: 'idAAA'; Stable Outlook	Total Customers	~12.3 million customers

Shareholders as of 31 March 2021

Bank BTPN Shareholders	Percentages	Number of Shares	Nominal (in IDR million)
Sumitomo Mitsui Banking Corporation	92.43%	7,532,311,297	150,646
PT Bank Central Asia Tbk *	1.02%	83,052,408	1,661
PT Bank Negara Indonesia (Persero) Tbk **	0.15%	12,007,137	240
Public	5.23%	426,537,127	8,531
Treasury Stocks	1.17%	95,198,900	1,904
Total	100%	8,149,106,869	162,982

* Meets the provisions of PP No.29 of 1999 concerning Purchase of Commercial Bank Shares and is a shares resulting from the conversion due to the Business Merger with PT Bank Sumitomo Mitsui Indonesia.

** Shares resulting from the conversion due to the Merger with PT Bank Sumitomo Mitsui Indonesia.

Board of Commissioners



Chow Ying Hoong
President Commissioner



Takeshi Kimoto
Commissioner



Ninik Herlani Masli Ridhwan
Independent Commissioner



Irwan M. Habsjah
Independent Commissioner



Edmund Tondobala
Independent Commissioner

Board of Directors



Ongki Wanadjati Dana
President Director



Kaoru Furuya
Deputy President Director



Darmadi Sutanto
Deputy President Director



Dini Herdini
Compliance Director



Henoch Munandar
Director



Adrianus Dani Prabawa
Director



Yasuhiro Daikoku*
Director



Merisa Darwis
Director



Hiromichi Kubo
Director



Hanna Tantani
Director

*Yasuhiro Daikoku had submitted his resignation as Director through the letter dated 19 Mar'21 and had been approved by AGMS on 22 Apr'21. AGMS accordingly approved the appointment of Kan Funakoshi as Director who will be effectively assumes the office after obtaining the completed working permit and limited stay permit.

Bank BTPN's Medium-Term Aspirations

Bank that serves all segments with digital technology

Vision

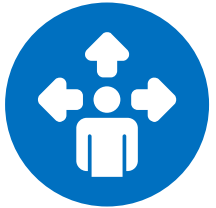
To become the first choice bank in Indonesia, which give significant change in the life of millions of people, mainly with the support of digital technology

Long Term Aspiration

Creating a financial business group and expanding business reach in the regional markets



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

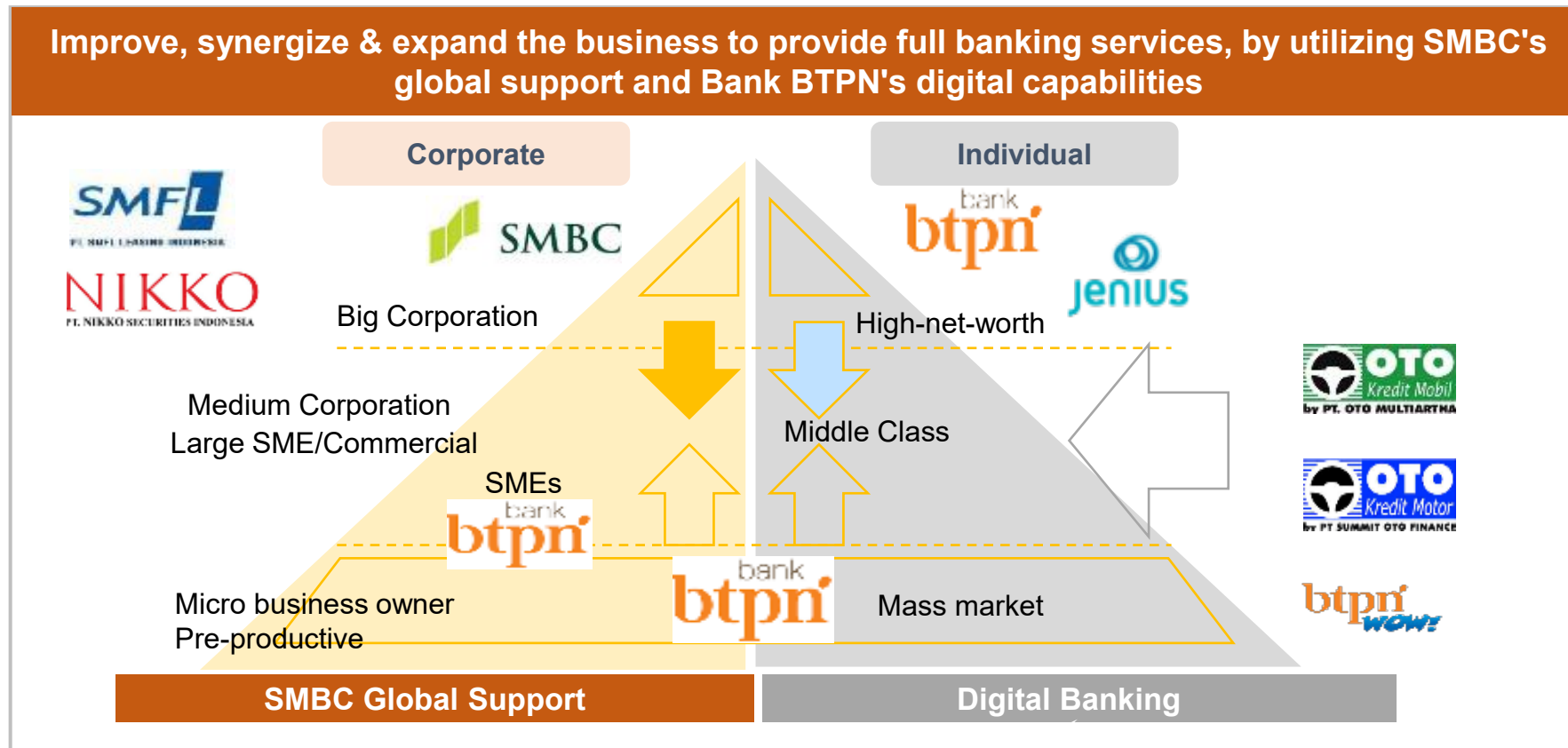
Maintain and provide the best service quality



Synergy

Collaborate as one team

2 Competitive Advantages of Bank BTPN to achieve our aspirations: SMBC's global support & BTPN's digital capabilities



2019

Integration
Successfully integrate and mitigate risk, supported by regulatory compliance

2020

Synergy
Combine existing assets to drive cross-sell, serve new segments, or reduce costs

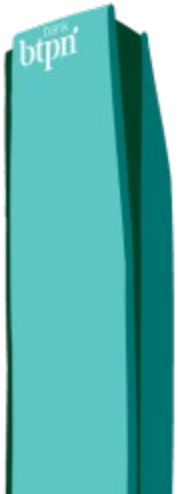
2021-2023

Scale up
Creating new engines for growth and profitability for the whole entity

BTPN Syariah Overview

as of March 2021

Our Journey



- **Established** in 2010 as BTPN Sharia Unit; massive roll-out in 2011
- **Spin-off** as PT BTPN Syariah on 14 July 2014
- **Listed** as PT BTPN Syariah Tbk on 8 May 2018
- **Changed** name into PT Bank BTPN Syariah Tbk on 4 June 2020
- Officially became **Bank BUKU 3** Category according to the approval of The Financial Services Authority on 7 July 2020
- **Today:** Spread across 23 provinces, with 12,000 employees (~95% female and ~44% high school graduates)
- **Rating :** Upgraded on November 2020 to AAA (idn) Fitch with stable outlook

Serving Sumatera, Java, NTT, Kalimantan and Sulawesi



1Q 2021 Performance

Customer & Coverage

Serving ~ 6 mn customers,
~ 4.0 mn active



Coverage ~231k communities,
in ~ 2,600 sub-districts

Assets

17.3 trillion

NPF

2.1%

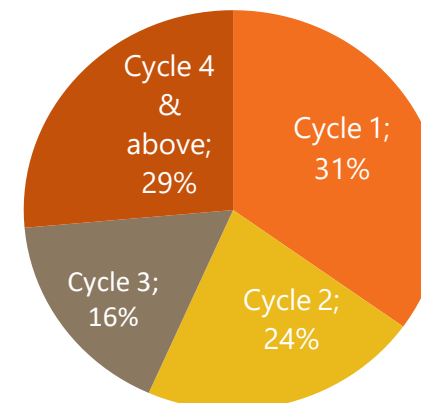
ROE

25.8%

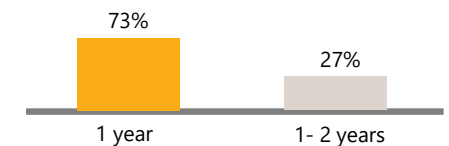
ROA

11.4%

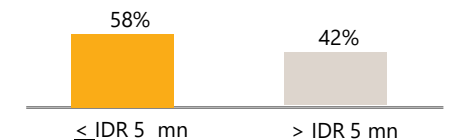
Customers by Cycle



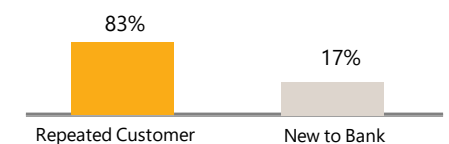
Maturity Composition*



Ticket Size*



Financing Composition*



*based on outstanding



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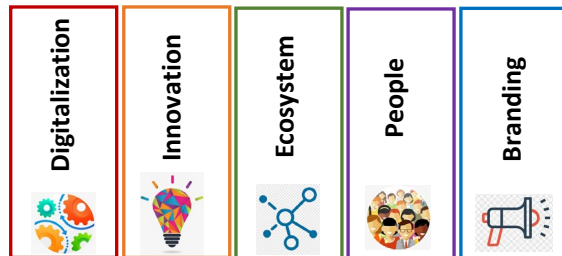
Handling COVID-19 at BTPN

Retail Banking

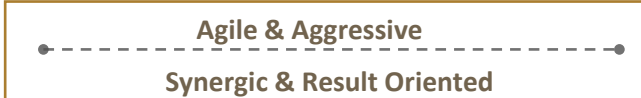
Value Proposition



Key Business Drivers



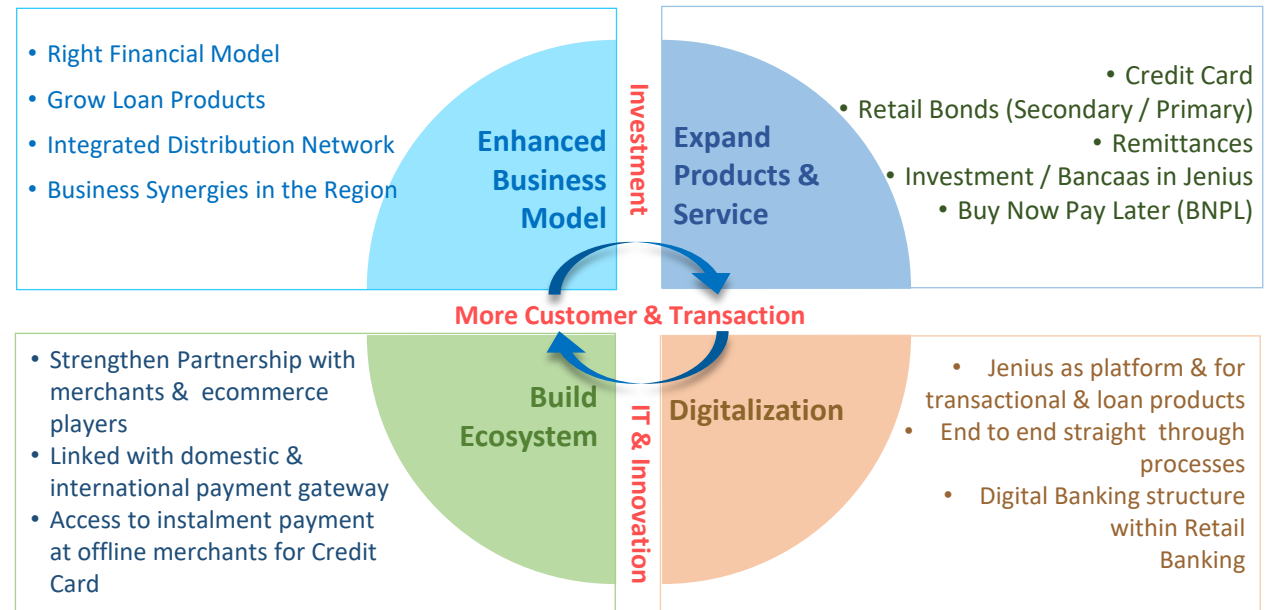
Management Discipline



Retail Banking Group

Include Retail Lending Business, Wealth Management Banking, Digital Banking, Branchless Banking & Micro Business

Execution Strategy



Retail Banking

Jenius: Registered Customers continue to increase to ~3.2 million


128.4 Mn
YouTube views


80.8 K
followers


110 K
page likes


185K
followers



9 Mn+
installs

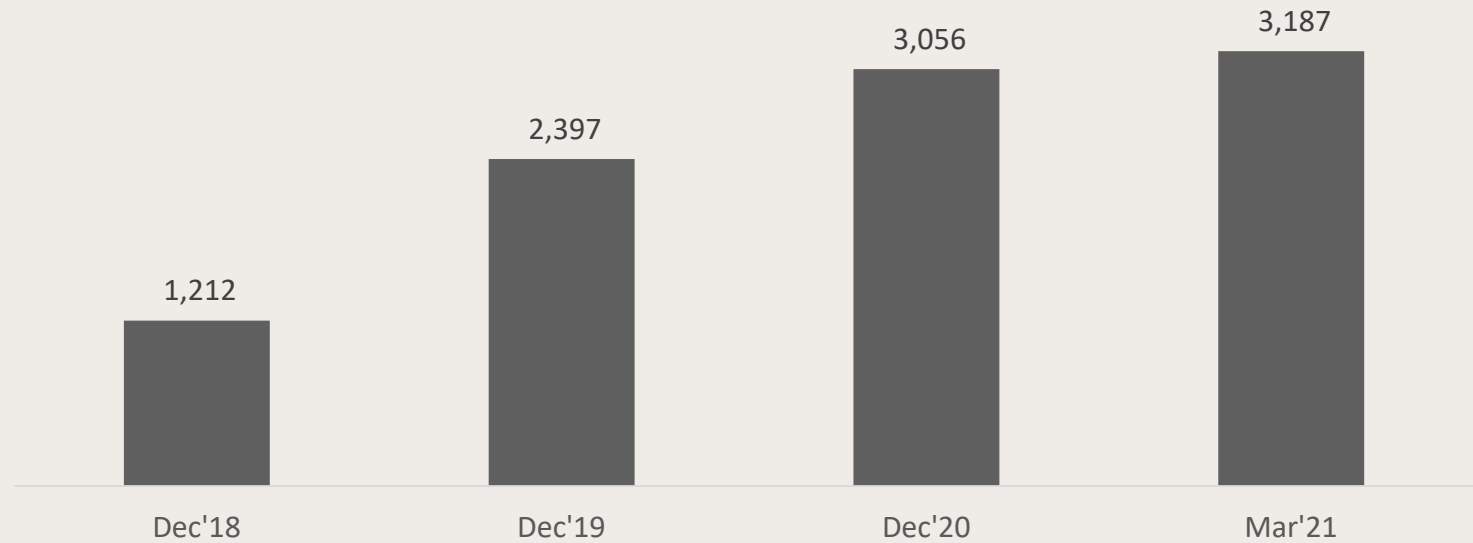


1.2 Mn+
installs

CUSTOMERS

In Thousand

Registered



Business Banking

Business Banking Group includes SME and Consumer Finance Business

Business Model

FINANCIAL SOLUTION

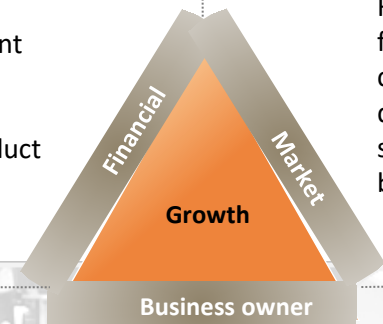
Simple – flexible – fast financial services:

- Loan products (PRK, PB, PAB/Investment Loans)
- Asset Based Financing Product

ACCESS TO MARKET

Open access to the market:

- Supply Chain Financing to facilitate customers in dealing with suppliers and buyers



CAPACITY DEVELOPMENT

- Bisnis Info Partner
- Bisnis Club Partner

UVP

Financial Solution

access to marketing and business network expansion



daya

Target Market

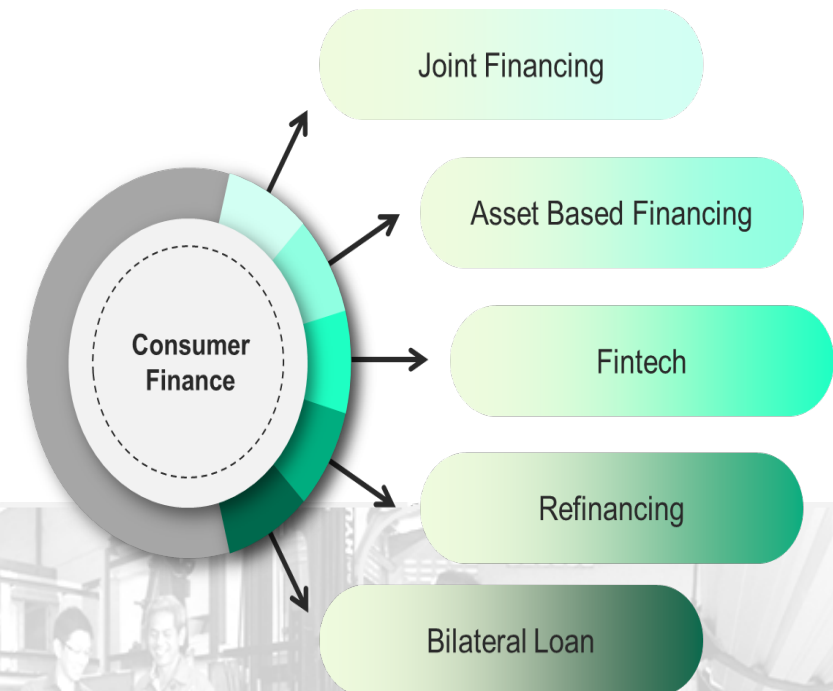
SME

SMEs (under Individual names and PT Company) with annual sales turnover between IDR 2,5 bio and IDR 500 bio

Consumer Finance

- Multifinance Company
- Fintech
- Others

Consumer Finance Products



Underlying Transaction

- 4 Wheeler • 2 Wheeler • Truck (Light & Heavy) • Medical Equipment
- Durable Goods • Others Asset Based Finance • Non Collateral

The 3-pronged SME Operating Model

- *powered by Digital*

1

RM led & branch model

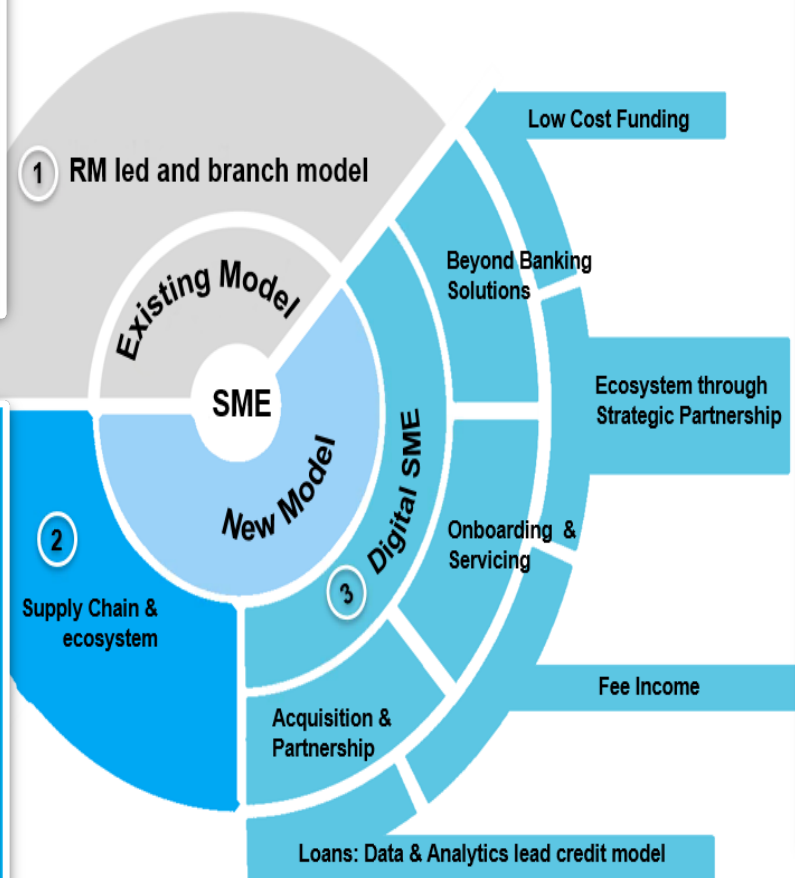
- To transform and digitalize internal processes to improve efficiency and speed to market
- To introduce digital solutions to help SMEs' business operations
- To continue serving SMEs who are traditional in nature

Current State	100% (1)
Future State	30% (1 & 2) & 70% (3)

2

Supply Chain & Ecosystem

- To optimize traditional Anchor-led SCF model
- To build up ecosystem, connecting B-B-C (buyer & supplier, owner & employee)
- To build scale and to grow Ecosystem through digital partnerships



3

Digital SME

a) Objective

- To scale NTB through ecosystem or strategic partnerships
- To grow SME lending portfolio by targeting under-served mass SME
- To build Operating Account through beyond banking solutions (Digital CFO proposition)

b) Target Market:

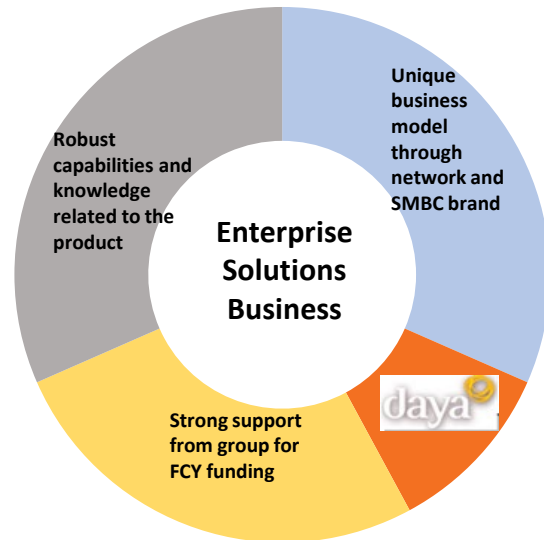
- Under-served & digital savvy mass SME- aligned with the growth of future SMEs within 3 years:
 - 2nd Generation Business Owners
 - Entrepreneurs served by FT
 - Businesses in growth hotspot

Aspiration: Journey towards becoming a Digital SME Bank where SMEs are powered by Digital
(giving the bank the ability to scale and grow exponentially and profitably)

Wholesale Banking Group

Corporate/Wholesale Banking Group includes Corporate/Wholesale Banking, Commercial Banking, Transactional Banking, Supply Chain Financing and Wholesale Funding

UVP



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
6. Commercial Companies

Products and Services

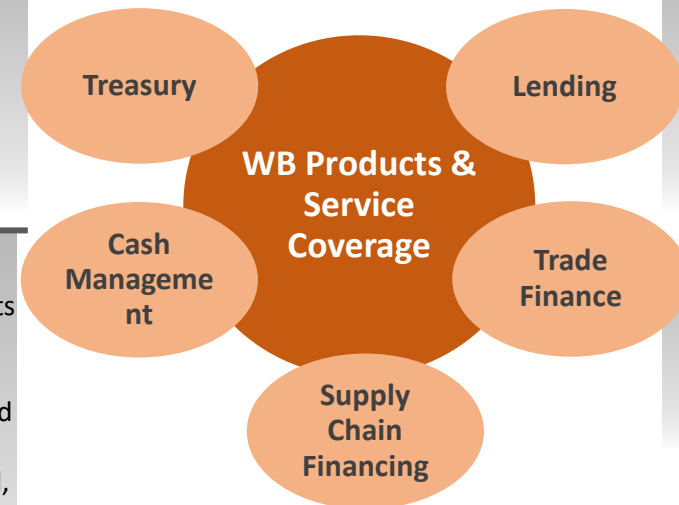
Hedging Products (*):

- IRS/CCS
- Forex Transactions

(*) But not limited to the above products

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)



Supply Chain Financing

Products:

- Distributor Financing
- Supplier Financing

Loan Products:

- Bilateral and Syndication Loans (IDR, USD, and JPY)
- Project/ Structured Finance
- ECA
- Green Loan /Sustainability Linked Loan (SLL)

Domestic, Export and Import Trade Products:

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

Green Banking: New Way to Next Level Banking



SMBC Group Green x Globe 2030

SMBC Group's Sustainability
Roadmap into 2030

Translating Global Strategies into Local Initiatives

Strategic intent is to be
at the forefront of SLL
(Sustainability Loan
Linked)/Green
Financing Projects in
Indonesia

Example:

- 1) Wind Power Plant in Sidrap: Indonesia's first 'Wind Farm' with a capacity of 75 MW
- 2) Hydroelectric Power Plant in Asahan
- 3) Sarulla Geothermal Power Plant which is the largest in the world.
- 4) Cirata Floating Solar Power Plant which is the first large-scale solar power project in Indonesia

Bank BTPN together with its parent company SMBC received three awards from The Asset Triple A Infrastructure Awards 2021:

1. Renewable Energy Deal of The Year-Wind related to Sidrap PLTB financing.
2. Renewable Energy Deal of The Year-Hydro related to the Asahan hydropower plant financing.
3. Project Finance House of the Year.

A group of three young people (two women and one man) are looking at a smartphone together in a modern, industrial-style setting. The man is holding the phone, and the two women are looking at it with interest. The background shows a large, open space with a grid-like structure and warm lighting.

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Handling COVID-19 at BTPN

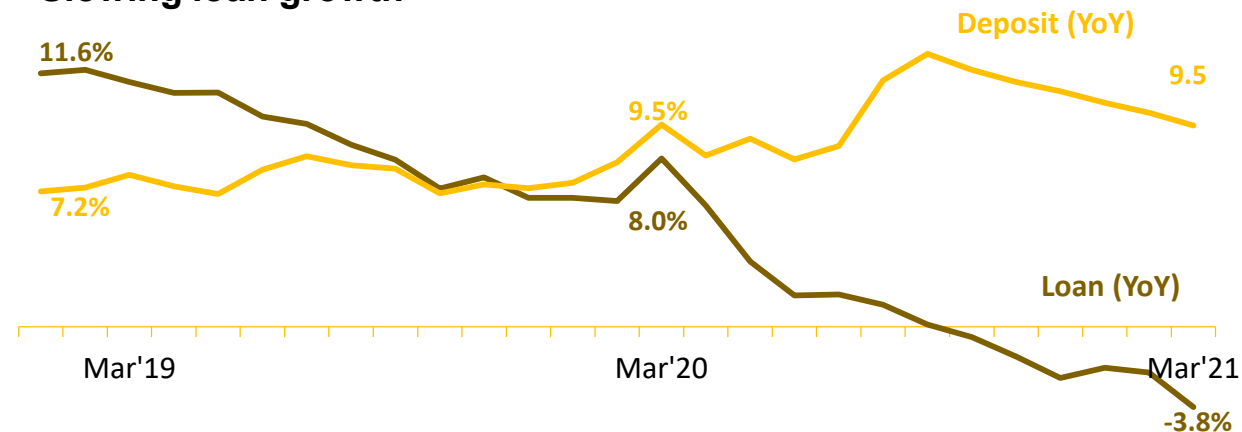
Banking Industry

Loan growth continue to experienced a contraction in 2021

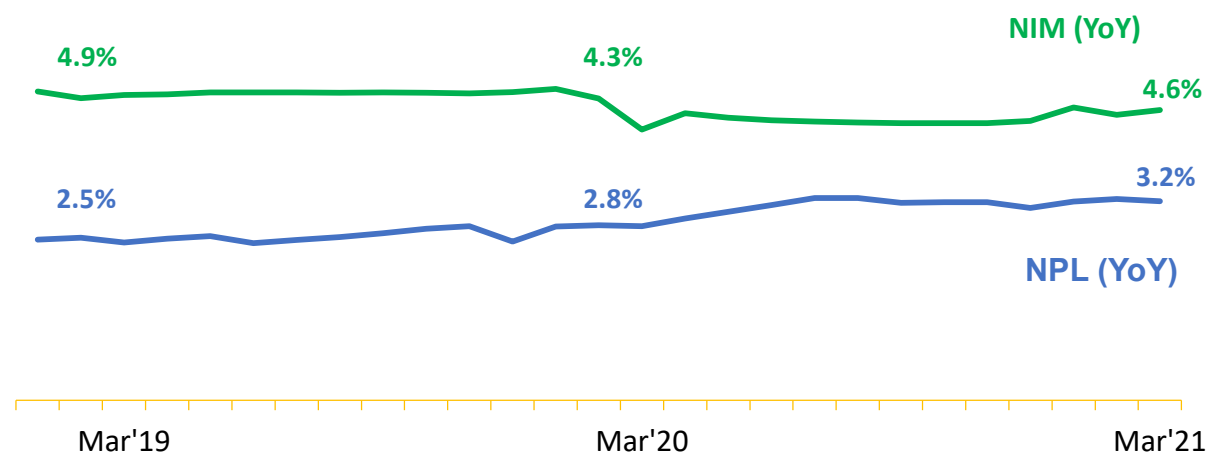
Indonesia Banking Industry Financial Summary

IDR trillion	Mar'20	Dec'20	Mar'21	ΔYoY
Total Assets	8,793	9,178	9,276	5.5%
Total Loans	5,712	5,482	5,496	-3.8%
Customer Deposits	6,214	6,665	6,805	9.5%
CASA	3,543	3,861	3,982	12.4%
Current Accounts	1,611	1,687	1,850	14.8%
Savings	1,932	2,174	2,132	10.4%
Time Deposits	2,672	2,805	2,822	5.6%
Net Profit	43	105	33	-22.9%
LDR	92.6%	82.5%	80.9%	-11.6%
NIM	4.3%	4.4%	4.6%	0.3%
NPL	2.8%	3.1%	3.2%	0.4%
CAR	21.7%	23.9%	24.0%	2.4%

Slowing loan growth



NIM & NPL



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Financial Performance - Consolidated

1Q'21 Key Highlights



- Total Assets reached IDR 174.7T. Total Loan balance reached IDR 132.7T.
- Customer Deposits continue to grow, up by 2% YoY, reaching almost IDR 99T. CASA avg. balance up by 12% YoY (IDR 2.9T, largely equally contributed by retail & corporate). IDR Cost of Fund reduced from 5.6% YTD Q1'20 to 3.8% YTD Q1'21. CASA ratio increased to 31% in Q1 2021, vs 29% last year.
- Healthy liquidity and funding. As end of March 2021, LCR was recorded at 199.70% and NSFR 115.59%.
- Profit before tax increased by 19% YoY, mainly due to lower interest expense following reduction in cost of funds and one off positive adjustments in cost of credit and other operating income.
- Operating expense can be managed to decrease by 5% YoY due to lower personnel as well as facilities cost.
- Gross NPL 1.42%, better than industry's average.
- Solid capital structure. CAR at a healthy level of 27.53%.

Financial Performance - Consolidated

Balance Sheet (IDR billion)	Mar'20 (Unaudited)	Dec'20 (Audited)	Mar'21 (Unaudited)	ΔQoQ	ΔYoY
Liquid Assets	31,771	39,426	35,004	-11%	10%
Loans (gross)	157,011	136,213	132,680	-3%	-15%
Total Assets	199,670	183,166	174,720	-5%	-12%
CASA	28,026	27,690	30,557	10%	9%
TD	69,092	73,099	68,371	-6%	-1%
Total Customer Deposits	97,117	100,789	98,927	-2%	2%
Borrowings & Subordinated Loan	64,069	44,718	37,196	-17%	-42%
Total Liabilities	167,965	150,201	140,703	-6%	-16%
Equity	31,705	32,965	34,018	3%	7%

Financial Performance - Consolidated

Income Statement (IDR billion)	1Q'20	4Q'20	1Q'21	ΔQoQ	ΔYoY
Net Interest Income	2,914	2,693	2,785	3%	-4%
Other Operating Income	442	376	466	24%	6%
Operating Income	3,356	3,069	3,251	6%	-3%
Operating Expense	(1,777)	(1,812)	(1,697)	-6%	-5%
Cost of Credit	(411)	(847)	(164)	-81%	-60%
Profit Before Tax	1,169	411	1,392	239%	19%
Net Profit After Tax	873	309	1,084	250%	24%
Net Profit After Tax attributable to the Shareholders	752	205	971	374%	29%
Net Profit After Tax - BTPN Syariah	402	348	375	8%	-7%

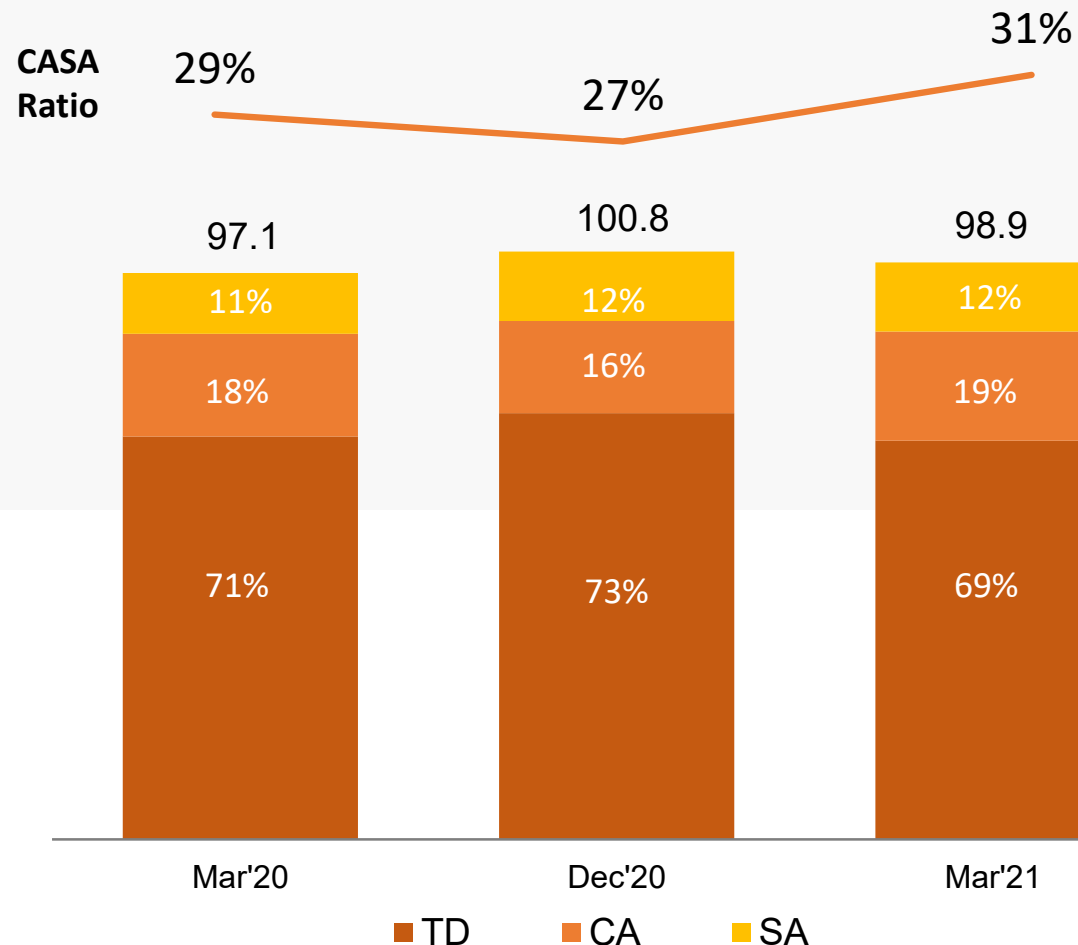
Key Financial Ratios - Consolidated

Ratios (%)	Mar'20 (Unaudited)	Dec'20 (Audited)	Mar'21 (Unaudited)	ΔQoQ	ΔYoY
NIM	6.89	6.11	6.75	0.64	(0.14)
NSFR	115.86	115.34	115.59	0.25	(0.27)
LCR	212.45	281.70	199.70	(82.00)	(12.75)
Loan to Funding	97.41	93.60	97.47	3.87	0.06
NPL (gross)	0.97	1.21	1.42	0.21	0.45
ROA	2.51	1.41	3.16	1.75	0.65
ROE	10.76	6.12	12.94	6.82	2.18
CAR	22.48	25.55	27.53	1.98	5.05

Deposits Growth

CUSTOMER DEPOSITS COMPOSITION

Rp trillion



Customer Deposits (IDR billion)	Mar'20 (Unaudited)	Dec'20 (Audited)	Mar'21 (Unaudited)	ΔQoQ	ΔYoY
CASA	28,026	27,690	30,557	10%	9%
Current Account	17,584	15,761	18,730	19%	7%
Savings	10,441	11,929	11,827	-1%	13%
Time Deposits	69,092	73,099	68,371	-6%	-1%
Total Customer Deposits	97,117	100,789	98,927	-2%	2%

- CASA balance increased by 9% YoY. CASA Ratio increased to 31% in Mar'21 from 29% of the same period last year.
- Besides Customer Deposits, BTPN has diversified funding source from bonds, bilateral loans and inter-bank borrowings. BTPN also has a long-term borrowing facility from SMBC.

Loan Growth by Segment

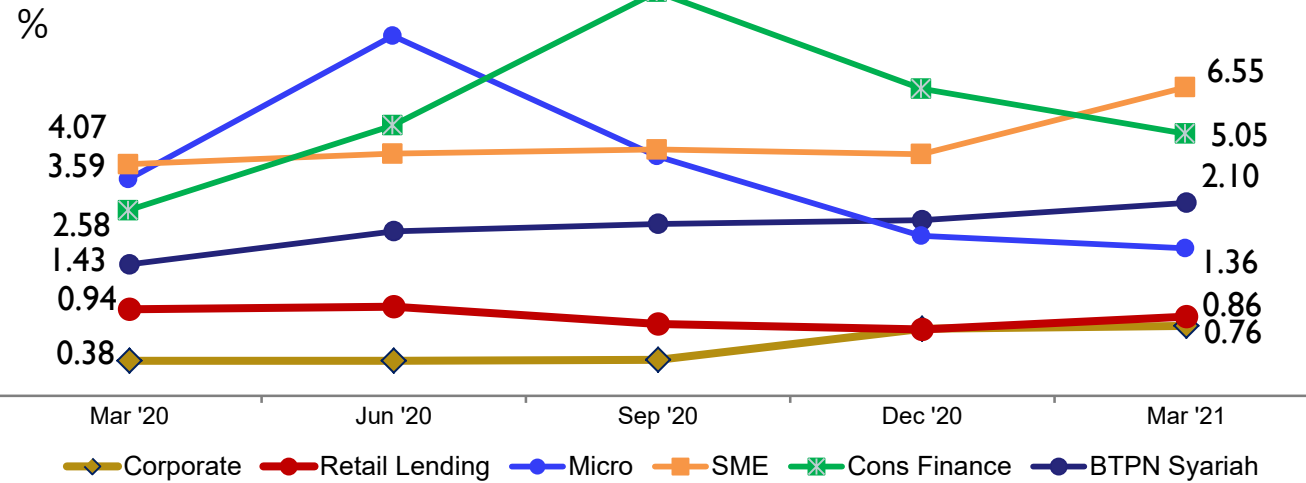
Loan Growth (IDR billion)	Mar'20 (Unaudited)	Dec'20 (Audited)	Mar'21 (Unaudited)	ΔQoQ	ΔYoY
Total Loan	157,011	136,213	132,680	-3%	-15%
<i>Mature Businesses :</i>	36,284	33,013	31,829	-4%	-12%
- Retail Lending	34,907	32,108	31,073	-3%	-11%
- Micro	1,377	905	756	-17%	-45%
<i>Growth Businesses :</i>	120,727	103,199	100,851	-2%	-16%
- Corporate	91,958	78,705	75,818	-4%	-18%
- SME	12,794	11,451	11,240	-2%	-12%
- Commercial	1,214	1,186	2,243	89%	85%
- BTPN Syariah	9,166	9,523	9,697	2%	6%
- Consumer Finance	5,172	2,026	1,515	-25%	-71%
- Others	423	308	338	10%	-20%

Asset Quality

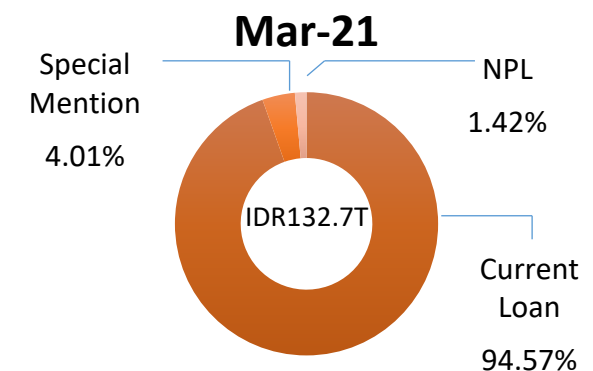
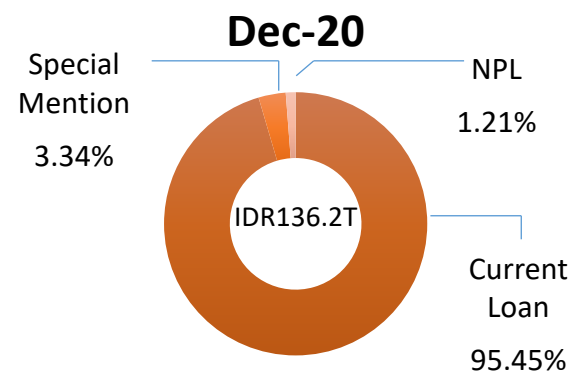
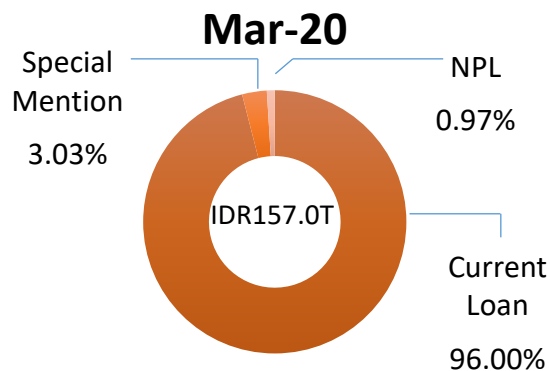
Asset Quality

%	Mar-20	Dec-20	Mar-21
Gross NPL	0.97	1.21	1.42
Net NPL	0.46	0.50	0.58
Gross Cost of Credit	1.14	1.89	0.49
Loan Loss Provision/NPL	134.32	208.79	174.50

Gross NPL by Segment



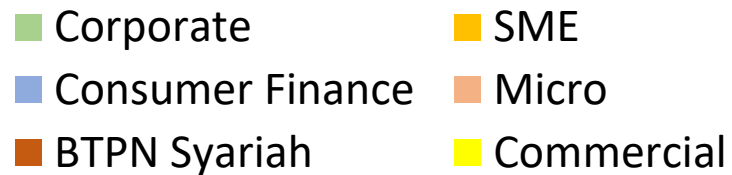
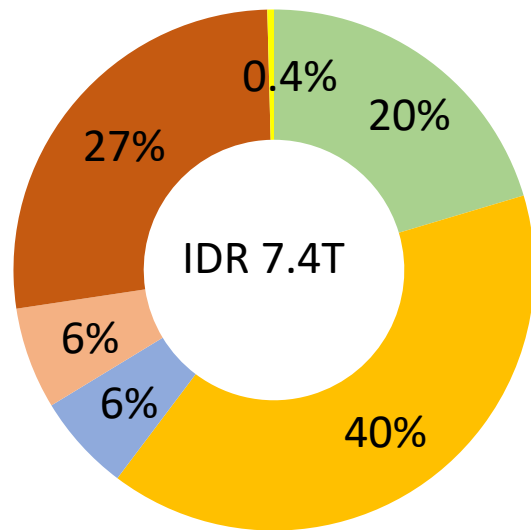
Loan by Collectability (% of Total Loan)



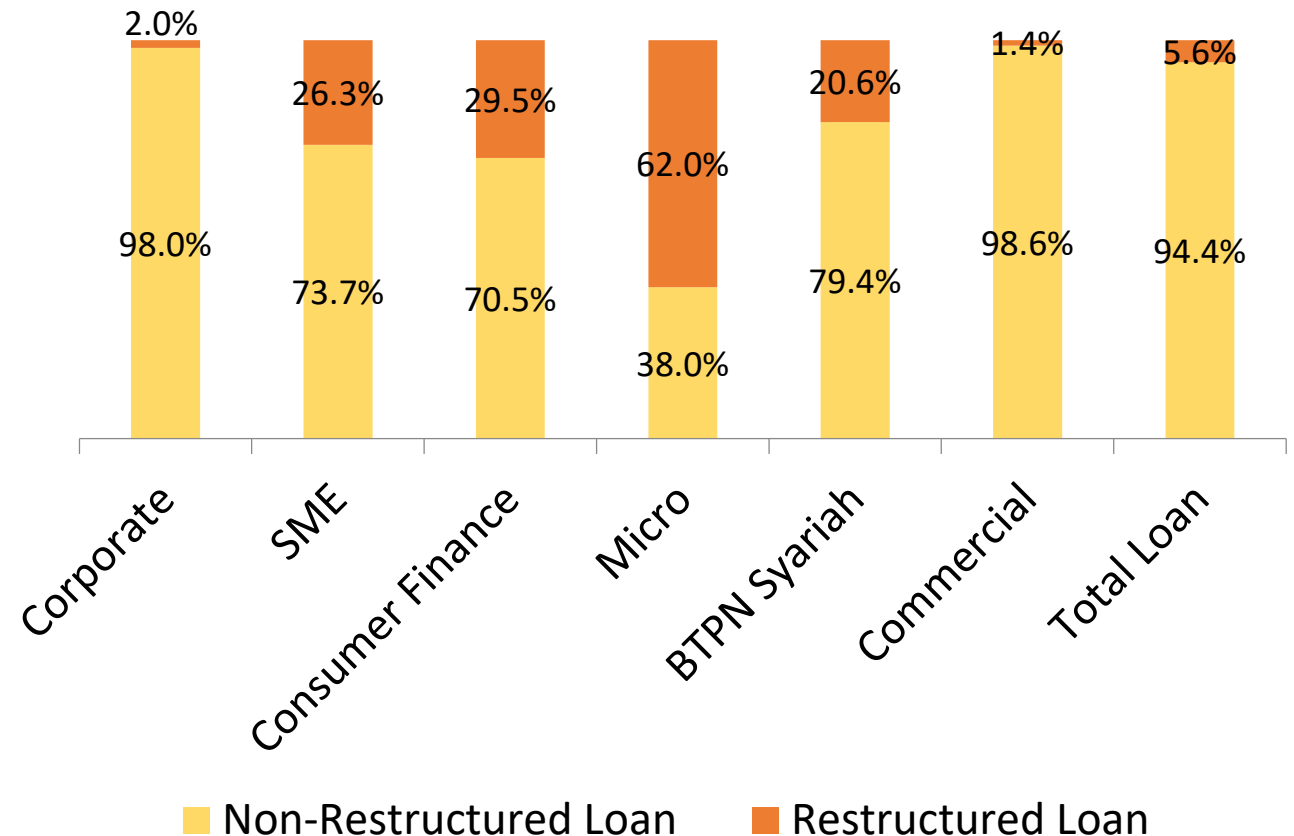
Loan Restructuring as of 1Q 2021

Restructured Loan

end of March 2021



Proportion to Total Loan



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Daya Program

Corporate Social Responsibility

Manifestation of Bank BTPN's commitment to sustainably increase the capacity of the customers by giving them opportunity to grow and significant change in their lives.

Customer Segments



Program Pillars



Digital access:
www.daya.id

Health
Check
Service

Digital
Marketing
Training

Collaboration
with Djarum
Foundation





Telkomsel D'FRONTRUNNER AWARDS Retail Banking Category

Bank BTPN received an award from Telkomsel in their awarding program: D'FRONTRUNNER AWARDS "Thriving in an Uncertain World Through Transformation"

This program aimed to support and accelerate business digital transformation. Bank BTPN was selected for Retail Banking Category

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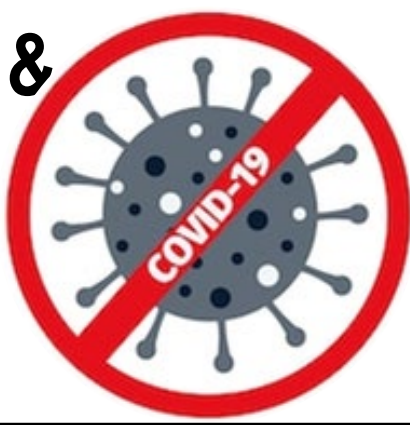
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ANTICIPATION & HANDLING OF COVID-19



HANDLING AND ANTICIPATION ACTION

1. PROVIDE HAND SANITIZER AND MASK
2. VISITOR LIMITATION (including HEALTH DECLARATION FORM)
3. TEMPERATURE CHECKING
4. TRAVEL WARNING
5. REGULAR DISINFECTANT SPRAY AT ALL BTPN OFFICES / BRANCHES



1

FORM A DEDICATED **TASK FORCE** LED BY PRESIDENT DIRECTOR



Risk Management, Operations, Businesses, IT, Human Capital, Communications & Daya, Compliance and Legal

2

CARE FOR **STAFF**



 SPLIT OPERATIONS	 WORK FROM HOME	 FLEXIBLE WORKING HOUR
 MASKER & VITAMIN FOR WFO EMPLOYEE	 TRAVEL WARNING	 ASURANSI KESEHATAN
 COMMUNICATION TO STAFF	 HEALTH PROTOCOL	 AVOID/ MINIMIZATION OF MEETING

3

CARE FOR **CUSTOMER**



 LOAN RESTRUCTURE	BRANCH
 CONTACT CENTER	 SHORTENED SERVICE HOURS
 SPLIT OPS IN THE BCP LOCATION	 WASH STAND, HAND SANITIZER & THERMO GUN AT BRANCH
 CONTACT CENTER ACTIVATION IN OTHER CITY	 PHYSICAL DISTANCING SEATING
	 ENCOURAGE USAGE OF DIGITAL CHANNEL
	 LIAISE WITH LOCAL POLICE

4

CARE FOR **COMMUNITY**



Organize donation from staff, management, BTPN including the SMBC Group with a total fund around IDR 14.4 billion

THANK YOU

bank
btpn
A MEMBER OF
SMBC Group