



April 2018

1Q 2018 Results Update





Overall financial update

Update on new digital businesses

Maintained Strong Liquidity and Asset Quality despite Flat Loans Growth



Unit: IDR billion

	Mar '17	Dec '17	Mar '18	ΔYoY
Cash & Liquid Asset	22,177	24,406	24,690	11%
Loans (gross)	64,994	65,352	65,293	0%
- <i>Mature Businesses:</i>	47,629	44,879	43,302	-9%
• <i>Pension</i>	40,735	39,419	38,586	-5%
• <i>Micro</i>	6,894	5,460	4,716	-32%
- <i>Growth Businesses:</i>	17,365	20,473	21,991	27%
• <i>SME</i>	10,036	11,571	11,969	19%
• <i>Productive Poor (Syariah)</i>	5,118	6,053	6,241	22%
• <i>Consumer Finance</i>	1,312	2,159	2,970	126%
• <i>Others</i>	899	691	812	-10%
Customer Deposits	68,906	67,918	68,096	-1%
Total Funding	74,260	76,493	76,300	3%
Equity	15,760	16,529	17,090	8%
Total Assets	92,948	95,490	95,829	3%

- Overall Loans growth relatively flat at 0.5% (YoY) and NPL stable at 1.0%
- Growth Businesses (SME, Syariah and Consumer Finance) continue strong growth momentum with 27% YoY increase in portfolio
- Strong liquidity with LFR at 86% and Liquid Asset Ratio at 36%

NPAT grew 12% due to lower operating expenses and New Investment despite higher impairment cost

Unit: IDR billion

	1Q '17	2Q '17	3Q '17	4Q '17	FY '17	1Q '18	ΔYoY
Net interest income	2,383	2,380	2,353	2,406	9,522	2,383	0%
Operating income	2,528	2,503	2,460	2,500	9,991	2,540	0%
Operating expense	1,367	1,367	1,351	1,281	5,366	1,202	-12%
• <i>Business As Usual (incl. MSOP)</i>	1,022	1,016	990	901	3,929	847	-17%
• <i>TUR (Productive Poor)</i>	345	351	360	380	1,437	355	3%
Loan loss provision	253	235	255	336	1,079	366	45%
NPAT - Core Business	631	620	577	567	2,395	659	4%
• <i>Jenius & BTPN Wow!</i>	207	188	162	275	832	150	-27%
• <i>Restructuring costs¹</i>	-	32	35	669	736	16	<i>n.a.</i>
NPAT - Reported	478	457	432	(146)	1,221	535	12%
NPAT - BTPN Syariah	136	156	176	201	670	212	56%

- Reported NPAT grew 12% YoY to IDR 535 bio
- Restructuring initiatives in Q4 '17 showing strong positive result in reduction of Operating Expense (17% YoY reduction of BAU cost)
- Jenius and BTPN Wow! cost are starting to normalize after initial set-up investment cost in 2017

1 One time non-recurring restructuring cost (project Gemilang/Sunrise) in 4Q 2017

Key Ratios

Unit: %

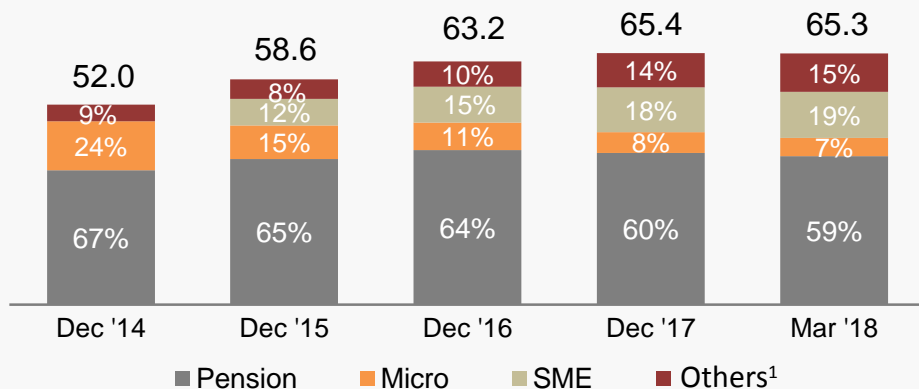
	1Q '17	2Q '17	3Q '17	4Q '17	FY '17	1Q '18
NIM	12.0	11.6	11.5	11.5	11.6	11.3
Cost to Income	62	63	63	89	69	54
Cost to Income (bank only – BAU)	52	54	55	50	53	46
LDR (end of period)	94	96	94	96	96	96
Loan to Funding	88	85	88	85	85	86
Liquid Asset Ratio	32	36	32	36	36	36
NPL	0.79	0.89	0.90	0.90	0.90	1.01
Cost of Credit/Avg. Loan	1.6	1.4	1.5	2.0	1.6	2.2
ROA (before tax)	3.1	2.9	2.8	(0.4)	2.1	3.3
ROA - normalized (Core Business)	4.0	3.8	3.6	3.7	3.8	4.0
ROE	12.0	11.4	10.4	(3.5)	7.5	12.7
ROE - normalized (Core Business)	15.7	15.2	13.6	12.9	14.3	15.5
CAR (credit & ops risk)	23.9	24.0	24.8	24.6	24.6	24.8

- NIM remains robust at 11.3%
- Ample liquidity as shown by better Loan to Funding ratio supported with high Liquid Asset Ratio
- NPL increases to 1.0%, but remain lower than average industry (~2.9%)
- CAR remains strong at 24.8%

Loans Composition & Portfolio Quality

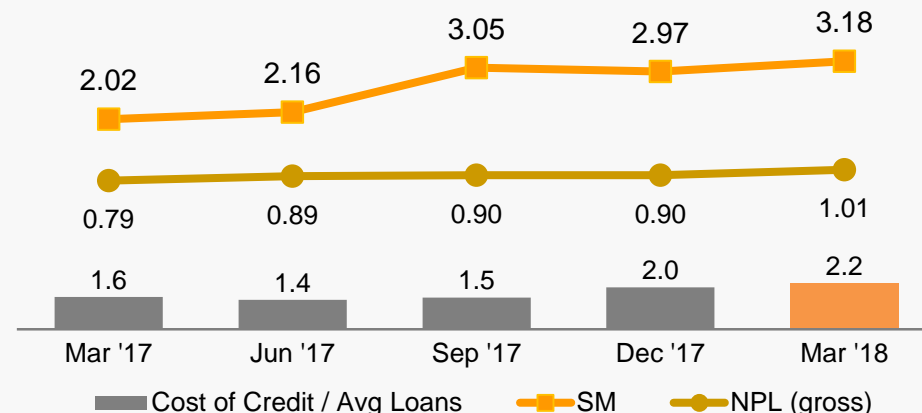
LOANS COMPOSITION

IDR tio



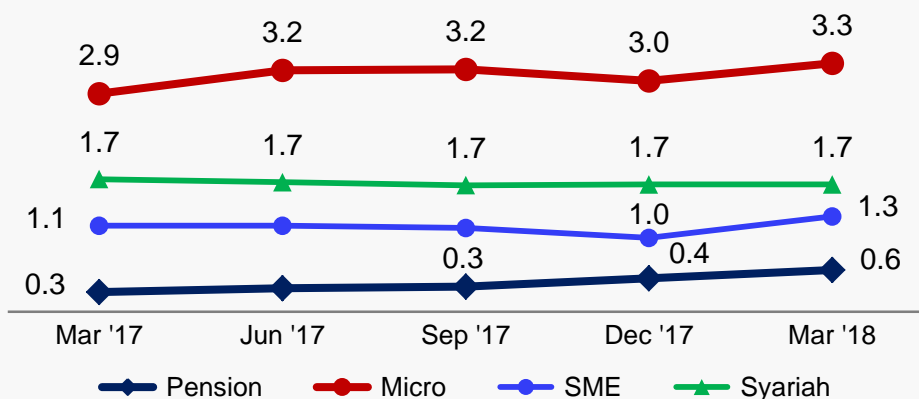
SPECIAL MENTION, NPL & COST OF CREDIT

%



NPL BY BUSINESS

%



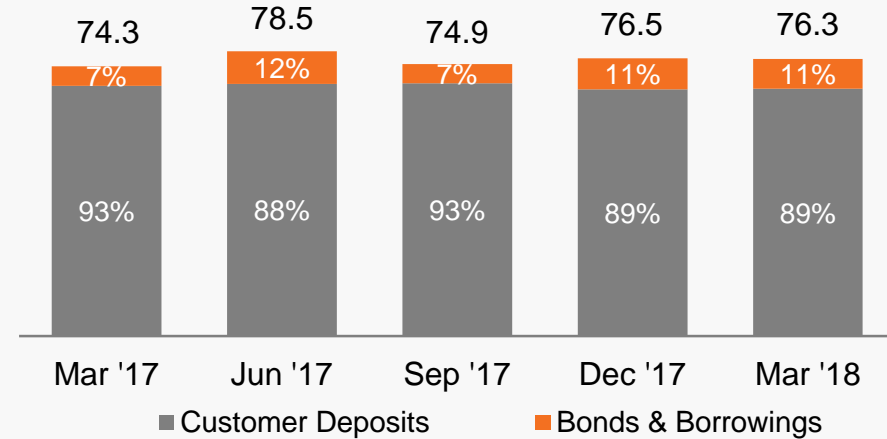
- Loans growth is driven mainly by SME, Syariah and Consumer Finance portfolios
- NPL ratio increased slightly to 1.0%, mainly in Micro, SME and Pension

¹ Including Syariah Financing, Joint Financing, Money Market loan and Employee loan

Funding Composition & Liquidity Reserves

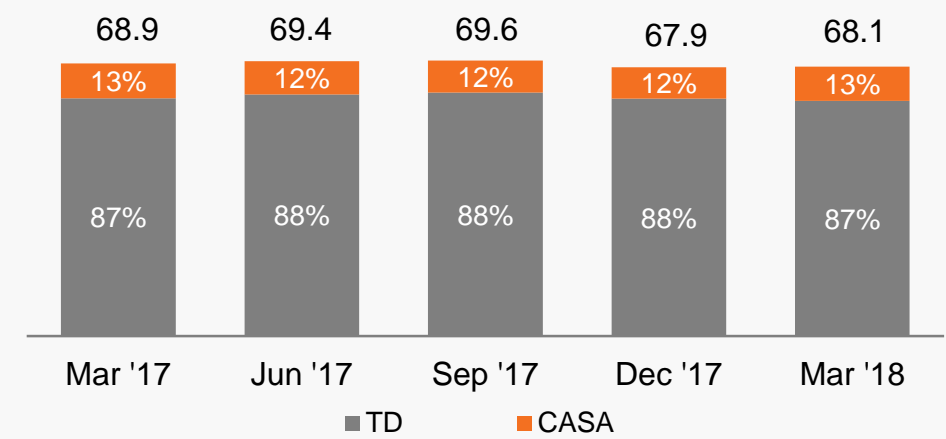
FUNDING COMPOSITION

IDR tio



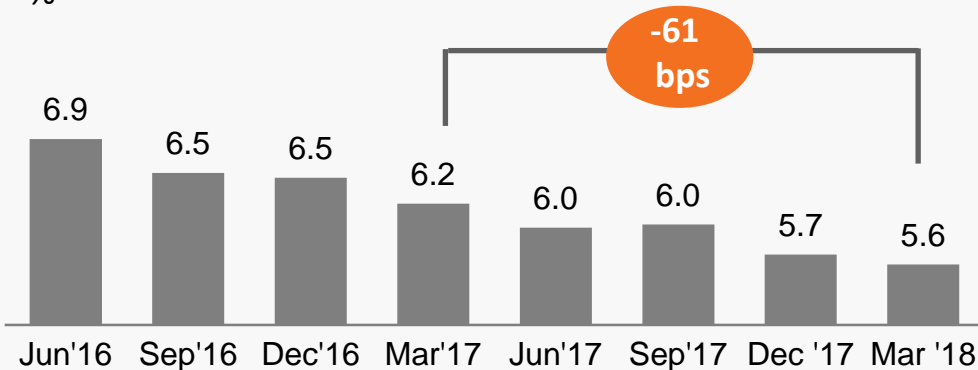
CUSTOMER DEPOSIT COMPOSITION

IDR tio



COST OF FUND

%



- Cost of Fund continues to decline although at slower rate; decreased 61 bps on YoY basis
- Time Deposit still the main contributor for Customer Deposit (87% of total Customer Deposit)

BTPN Syariah: 1Q 2018 Financial Results

BALANCE SHEET

IDR billion

	Mar '17	Dec '17	Mar '18
Cash & BI	474	593	548
SBI & Placement	1,524	2,146	2,341
Financing (gross)	5,118	6,053	6,241
Allowance for losses	(131)	(158)	(166)
Deposits & Temporary Syirkah Funds	5,635	6,546	6,696
Equity	1,730	2,255	2,474
Total Assets	7,646	9,157	9,485

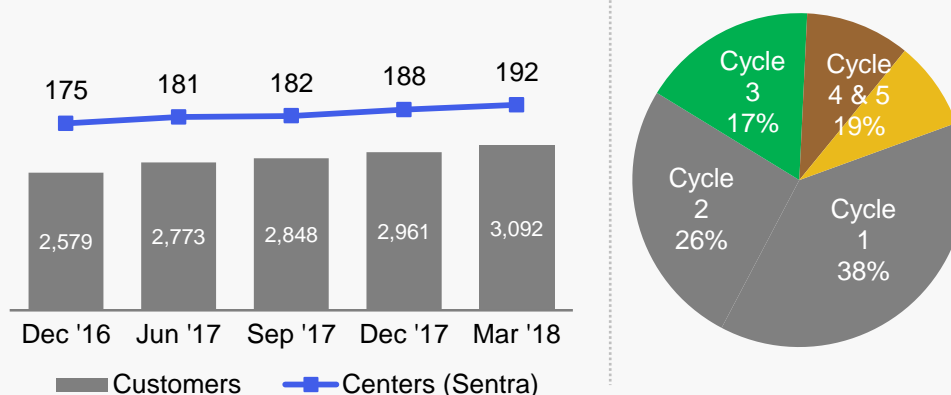
PROFIT & LOSS

IDR billion

	1Q '17	FY '17	1Q '18
- Bank's share in profit sharing	572	2,554	699
- Other operating income	1	7	3
Operating income	574	2,561	701
Operating expense	345	1,437	355
Loan loss provision	44	216	62
NPAT	136	670	212

CUSTOMERS, CENTERS, BORROWERS BY CYCLE

Thousands



ROA
(before tax)

12.5 %

NPF

1.7 %

ROE
(after tax)

37.2 %

FDR

93.2 %

Cost to Income

63.8 %

CAR

27.7 %

Overall financial update

Update on new digital businesses



2 new digital businesses have been launched as part of BTPN transformation

BTPN Transformation

New digital businesses

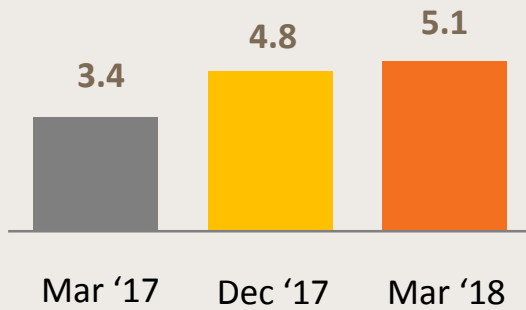
Core businesses transformation

Serves mass market and productive poor with low cost feature-phone based financial services offering

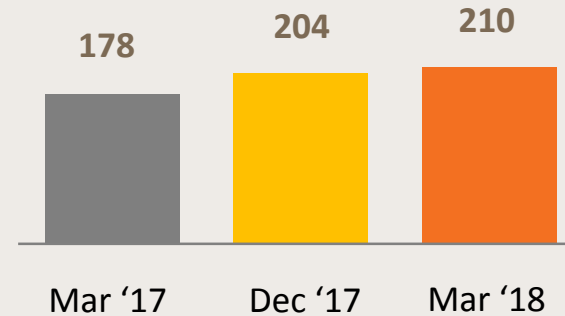
Serves digitally savvy affluent consuming class individuals with a smartphone based digital bank offering

Number of Customers and Customer Activities continue to increase

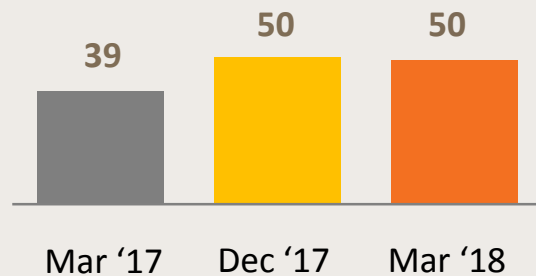
Customers
million



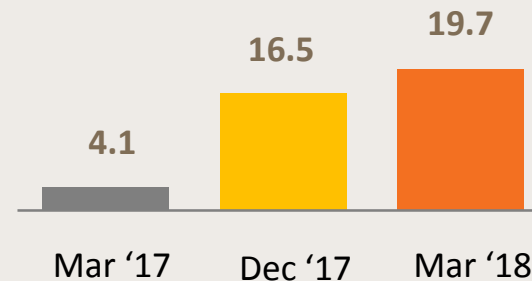
Agents
thousand



Active Customers
%



Transactions
million



Customers continue to increase to ~560K



Jenius was awarded The Best Content Marketing Implementation (1st Prize) in Finance category in the Indonesia Content Marketing Awards (ICMA) 2018 for the outstanding content marketing implementation during 2017.



13.5 Mn
YouTube views



26.8K
followers



93K
page likes



39K
followers



3.4 Mn+
installs

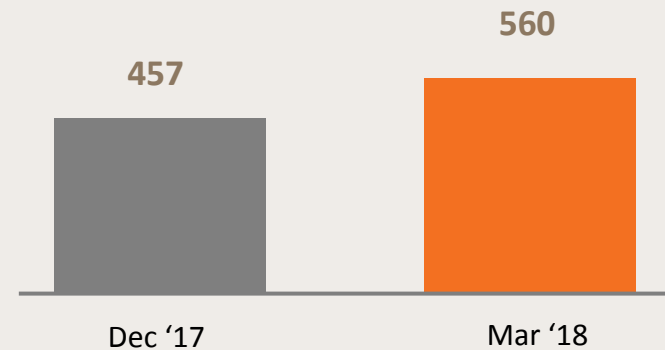


203.8K+
installs

CUSTOMERS

Thousand

Registered & Pre-screened



Collaborating with Co.Working Space & Media

Jenius X EV Hive



Jenius collaborates with EV Hive, the largest co-working space provider in the Southeast Asia, to bridge the growth and establishment of good cooperation in order to develop financial technology (fintech) industry in the future.

Jenius X Kompas.com



Jenius collaborated with Kompas.com to raise financial literacy growth. The events were held on February 2, 2018 in Jakarta and April 4, 2018 in Bandung.

THANK YOU