



FY 2010 Results

Jakarta, 28 February 2011

- ◆ **FY 2010 Results**
- ◆ **“Do Good” 2010**
- ◆ **Company Update**

- Loans grew 48%
- Customer Deposits grew 38%; Total Funding (incl. Bond) grew 50%
- LDR at 91%; while Loan to Funding ratio at 81%
- Net Interest Margin at 14.0%
- NPL maintained at low level of 1.1%
- NPAT reached IDR 837 bio or increased 99%
- CAR (including Operational Risk) at 23.4%

Balance Sheet Highlights

IDR billion	Dec '09	Dec '10	ΔYoY	Mar '10	Jun '10	Sep '10	Dec '10
Cash & BI	1,371	2,949	115%	1,538	1,880	2,020	2,949
SBI & Placement	3,967	7,385	86%	3,761	5,154	5,971	7,385
Loans (gross)	15,723	23,328	48%	17,675	20,066	21,824	23,328
- Pension	13,001	18,256	40%	14,114	15,696	17,156	18,256
- Micro	2,298	4,634	102%	3,128	3,926	4,222	4,634
- Others*	424	439	4%	433	444	447	439
Allowance for losses	(269)	(341)	27%	(303)	(290)	(308)	(341)
Customer Deposits	18,515	25,526	38%	20,194	22,351	24,484	25,526
Borrowings	789	3,359	326%	820	2,041	2,242	3,359
Total Funding	19,304	28,885	50%	21,014	24,393	26,726	28,885
Equity	2,038	4,217	107%	2,200	2,426	2,648	4,217
Total Assets	22,272	34,523	55%	24,248	28,059	30,760	34,523

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

Profit & Loss Highlights

IDR billion	2009	2010	ΔYoY	1Q '10	2Q '10	3Q '10	4Q '10
Interest income	3,608	5,605	55%	1,178	1,333	1,498	1,595
Interest expense	1,645	2,066	26%	434	469	559	605
Net interest income	1,963	3,539	80%	745	865	939	990 ^{**}
Fee income	379	135 [*]	-64%	23	30	35	47
Operating income	2,342	3,674	57%	768	894	974	1,038
Operating expense	1,675	2,159	29%	492	547	566	555
Net operating income	667	1,515	127%	276	348	408	483
Loan loss provision	31	369	1071%	52	69	114	134
NPBT	622	1,127	81%	221	264	292	349
NPAT	420	837	99%	164	195	218	260 ^{**}

Notes:

* due to reclassification of loan related fee income to NII (implementation of PSAK 50/55)

** due to one time adjustment for recognition of un-amortized fee portion of paid-off pension loans;
Q4 Normalized NII : IDR 961 bio and NPAT: IDR 238 bio

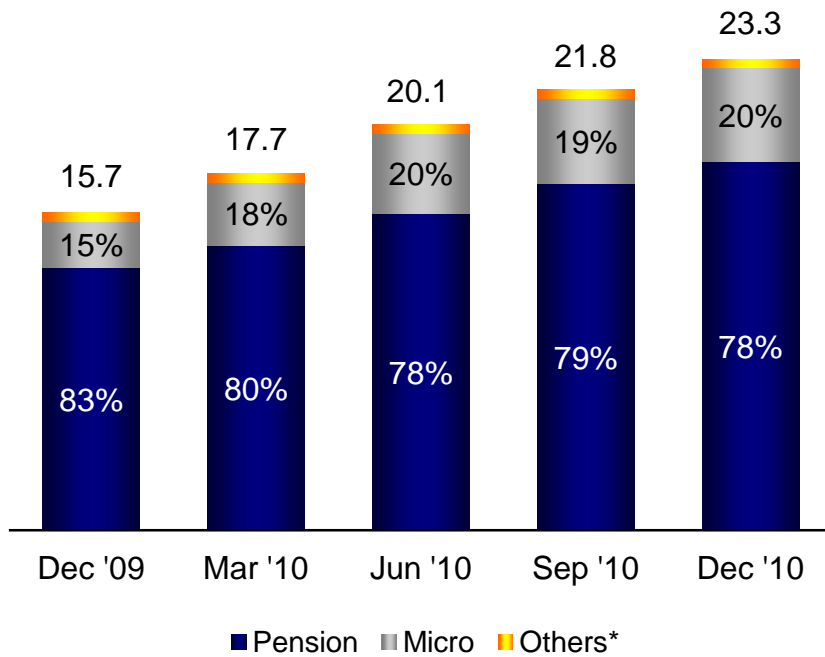
%	FY '09	FY '10	1Q '10	2Q '10	3Q '10	4Q '10
NIM	12.2	14.0	14.3	14.5	13.7	13.4*
Cost to Income	72	59	64	61	58	53*
LDR (end of period)	85	91	88	90	89	91
Loan to Funding	81	81	84	82	82	81
Liquid Asset Ratio	29	40	26	31	33	40
NPL	0.5	1.1	0.6	0.9	1.0	1.1
Cost of Credit/Avg. Loan	0.3	1.8	1.2	1.5	2.2	2.4
LLP/NPL	336	128	269	169	143	128
ROA (before tax)	3.4	4.0	3.8	4.0	3.9	4.2*
ROE (after tax)	23.3	32.5	30.9	34.0	34.5	34.9*
CAR (credit & ops risk)	18.5	23.4	17.6	16.7	15.2	23.4

Note:

* due to one time adjustment for recognition of un-amortized fee portion of paid-off pension loans; Q4 Normalized NIM: 13.0%, Cost to Income: 55%, ROA: 3.9% and ROE: 29.2%

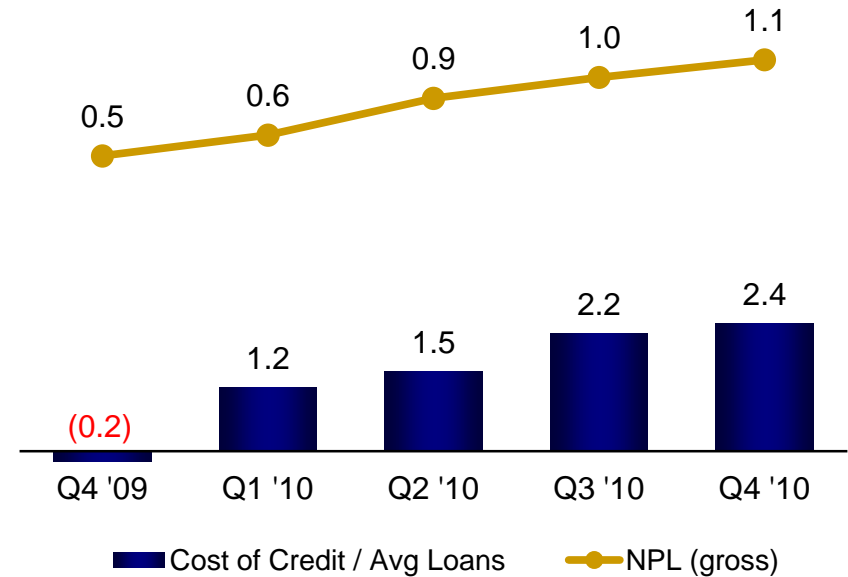
LOANS COMPOSITION

IDR tio



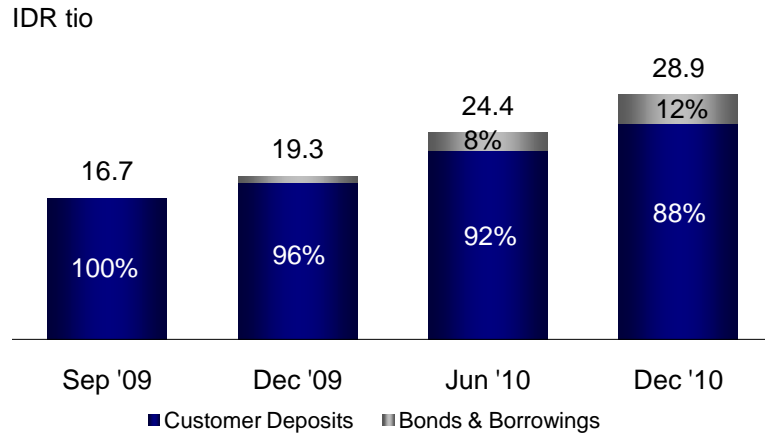
NPL & COST OF CREDIT

%

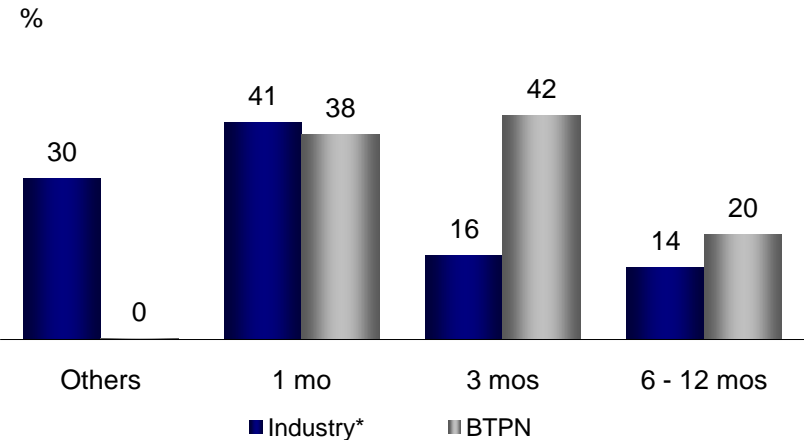


* include staff loans (for car & housing) and syariah financing

FUNDING COMPOSITION

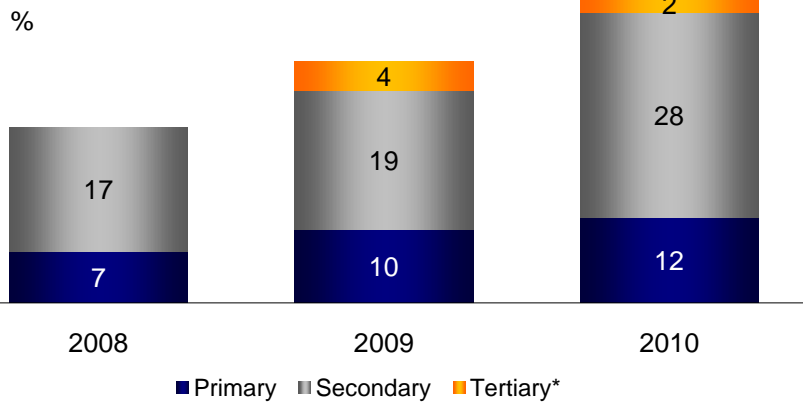


TIME DEPOSIT BY TERMS



* Source: Indonesia Financial Statistics (Dec 2010), Bank Indonesia

LIQUID ASSETS RATIO (Against Total Customer Deposits)



STRUCTURED FUNDING INITIATIVES

Completed:

◆ IDR Bonds I	IDR	750 bio
◆ IDR Bonds II	IDR	1,300 bio
◆ IDR Bonds III	IDR	1,100 bio
◆ LT Loan – Blue Orchard	IDR	135 bio

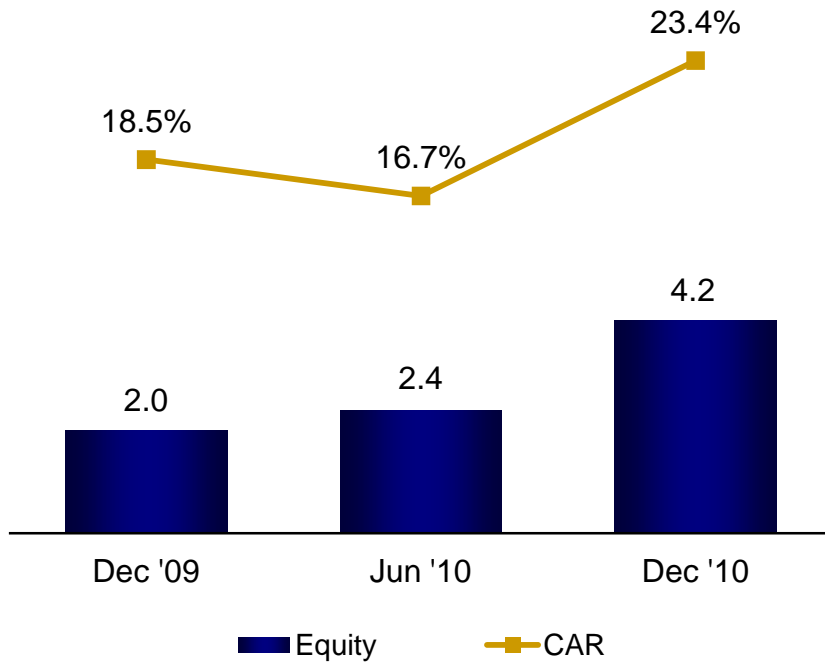
Standby:

◆ LT Facility - IFC	US\$	70 mio
◆ Joint Financing	IDR	900 bio

* Standby facilities from IFC

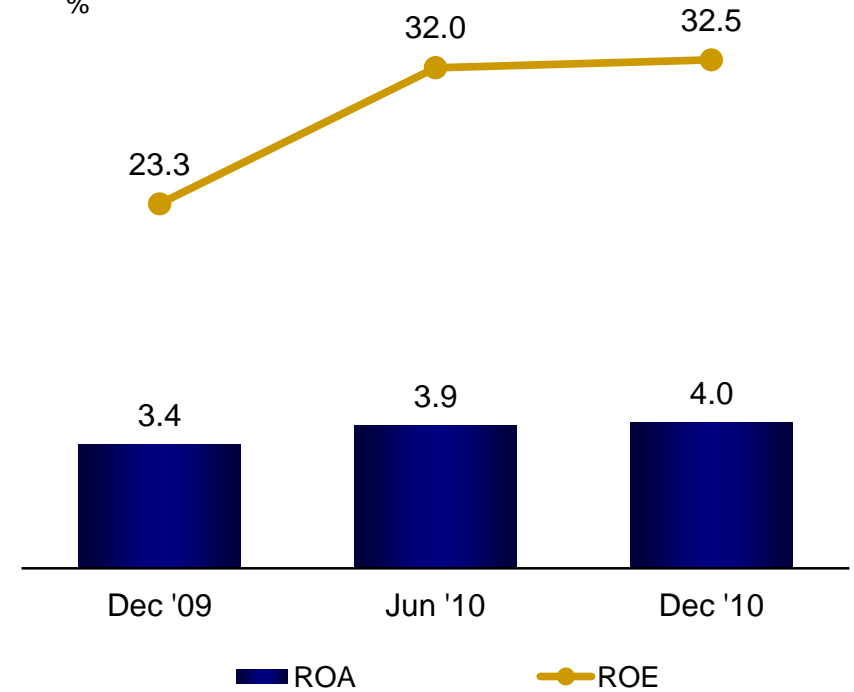
EQUITY & CAR

IDR tio



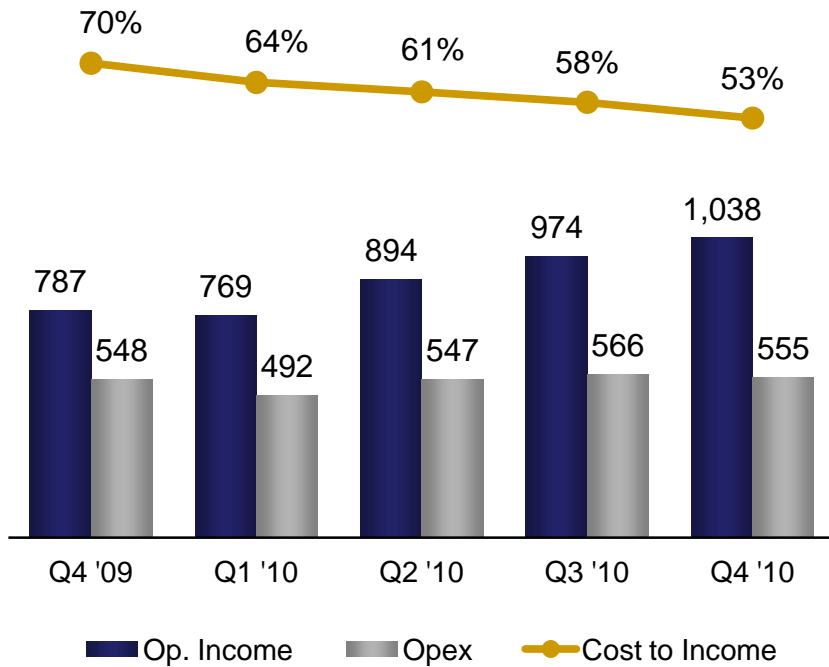
ROA & ROE

%



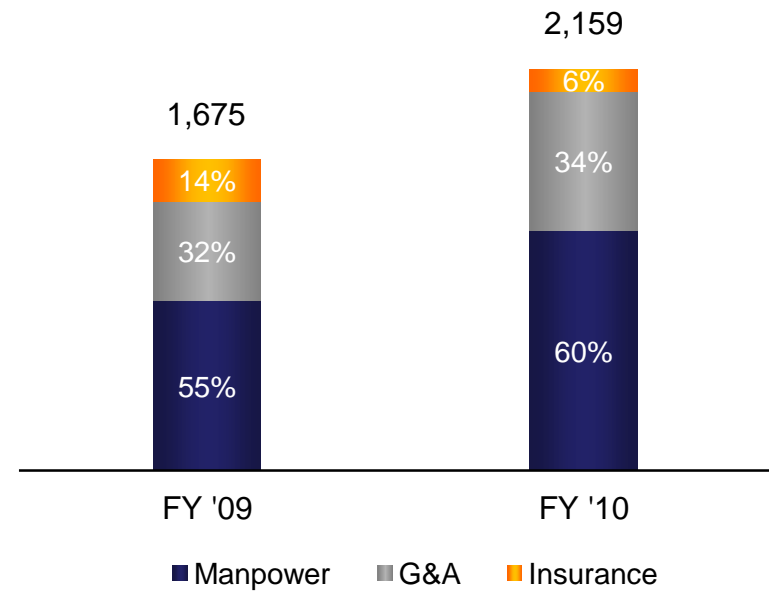
OPEX

IDR tio



OPEX COMPOSITION

%



- ◆ **FY 2010 Results**
- ◆ **“Do Good” 2010**
- ◆ **Company Update**

Differentiated Business Models – Integrated CSR as part of Our UVP

Pensiun Sehat & Sejahtera



Information Center



Consultation Program



Business Opportunity Training

DO GOOD

Capacity to Grow (C2G)



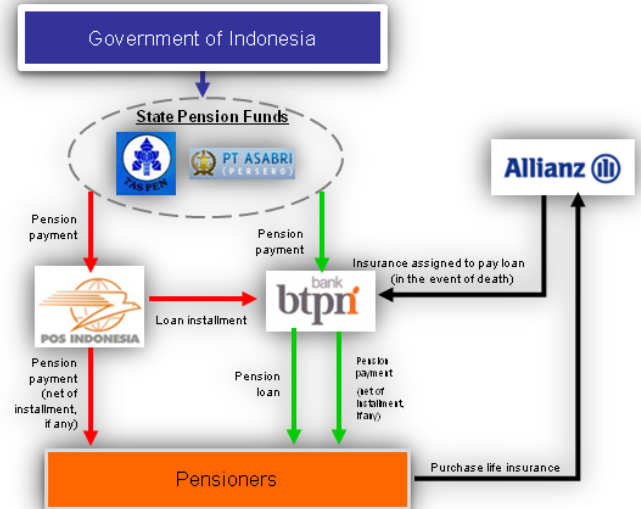
Training Programs



Information Sharing

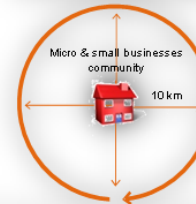


Micro Biz Franchise



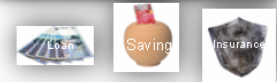
DO WELL

Community Banking



Capital to Grow

Package of
Loan + Saving + Insurance



Well Aligned Working System

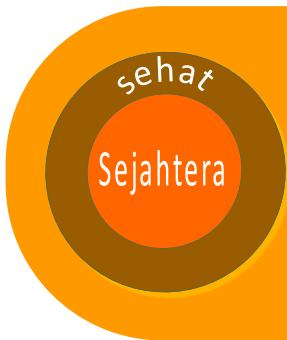
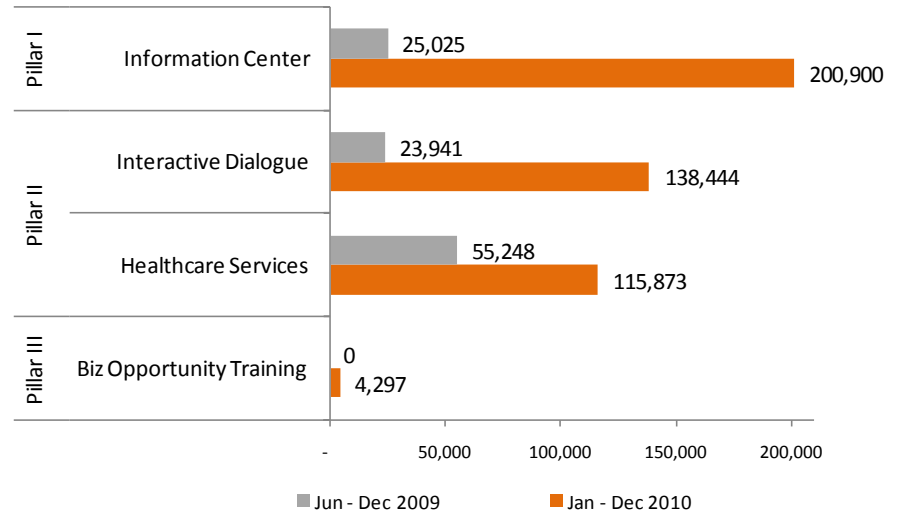




Pensiun Sehat & Sejahtera



> 450,000 Pensioners served with CSI = 89%



I. Information Center

Provide value-added information for pensioners, pre-pensioners and their families

II. Consultation Program

Provide consultation services through interactive dialogues and basic health care services involving healthcare & well-being professionals

III. Business Opportunity

Provide information on business opportunities and training on how to manage a business

programmu
program mengembangkan usaha



□ Training Modules

- 4 available modules:
 - **Practical Financial Management**
 - 3,630 classes; ~50,000 customers
 - 96% net promoter score
 - **Inventory Management**
 - 1,228 classes; 17,907 customers
 - **Marketing Management**
 - 1,226 classes; 18,823 customers
 - **Sales Management**
 - 427 classes; 7,254 customers
- 150 certified trainers

□ Micro Biz Franchise

- **Electronic Voucher Retailer (PULSAMU)**
 - 1,587 packages taken; IDR1.2 bio trx volume/month

□ Buy-Sell Information

- 150,420 product advertisements in the system
- accessible in all micro branches
- ~1.5 mio copies of “Warta” bulletin distributed to customers

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Long-Term Funding

Completed the 3rd issuance of IDR 1.1 tio Senior Unsecured Bonds with 3 and 5 years tenor on Dec 23, 2010.

Rights Issue

To strengthen its capital base, BTPN had conducted Rights Issue in December 2010. Number of new shares issued were 188.8 million (1 new for every 5 existing shares) which raised IDR 1.3 tio of new capital. CAR increased to 23.4% at end of Dec 2010.

Stock Split Plan

BTPN will conduct stock split (ratio: 1 to 5), raising number of shares from 1.13 bio to 5.66 bio, to increase liquidity of shares and trading volume.

THANK YOU