



3Q 2012 Results Update

October 2012

- Strong growth momentum:
 - Loans growth: 22% (YTD) and 30% (YoY)
 - Deposits growth: 20% (YTD) and 30% (YoY)
- Ample liquidity to fund growth:
 - LDR: 87%
 - Loan to Funding* Ratio: 77%
 - Liquid Asset Ratio: 40%
- Healthy Key Ratios:
 - NIM: 13.0%
 - NPL: 0.7%
 - ROE: 29.6%
 - CAR: 21.6%
- Robust net income growth:
 - 9M NPAT: Rp 1,442 bio (46% YoY growth)

Note: * including Bond & Borrowings

Balance Sheet Highlights

| IDR billion | Sep '11 | Dec '11 | Mar '12 | Jun '12 | Sep '12 | ΔYTD | ΔYoY |
|----------------------|---------|---------|---------|---------|---------|------|------|
| Cash & BI | 3,768 | 4,039 | 4,197 | 4,703 | 4,710 | | |
| SBI & Placement | 9,925 | 10,551 | 10,291 | 10,871 | 12,478 | 18% | 26% |
| Loans (gross) | 28,562 | 30,310 | 32,077 | 34,380 | 37,085 | 22% | 30% |
| - Pension | 21,918 | 22,821 | 23,673 | 25,125 | 27,131 | 19% | 24% |
| - Micro | 6,129 | 6,786 | 7,472 | 8,047 | 8,505 | 25% | 39% |
| - Syariah * | 63 | 111 | 162 | 277 | 352 | 216% | 454% |
| - Others ** | 452 | 592 | 770 | 932 | 1,097 | 85% | 143% |
| Allowance for losses | (297) | (310) | (341) | (362) | (398) | | |
| Customer Deposits | 32,809 | 35,618 | 37,242 | 40,035 | 42,583 | 20% | 30% |
| Borrowings | 4,384 | 4,496 | 4,248 | 4,359 | 5,615 | 25% | 28% |
| Total Funding | 37,193 | 40,114 | 41,490 | 44,395 | 48,198 | 20% | 30% |
| Equity | 5,178 | 5,617 | 6,195 | 6,674 | 7,196 | 28% | 39% |
| Total Assets | 43,414 | 46,651 | 48,488 | 52,006 | 56,483 | 21% | 30% |

Note: * Tunas Usaha Rakyat (Productive Poor) portfolio

** including Joint Financing portfolio

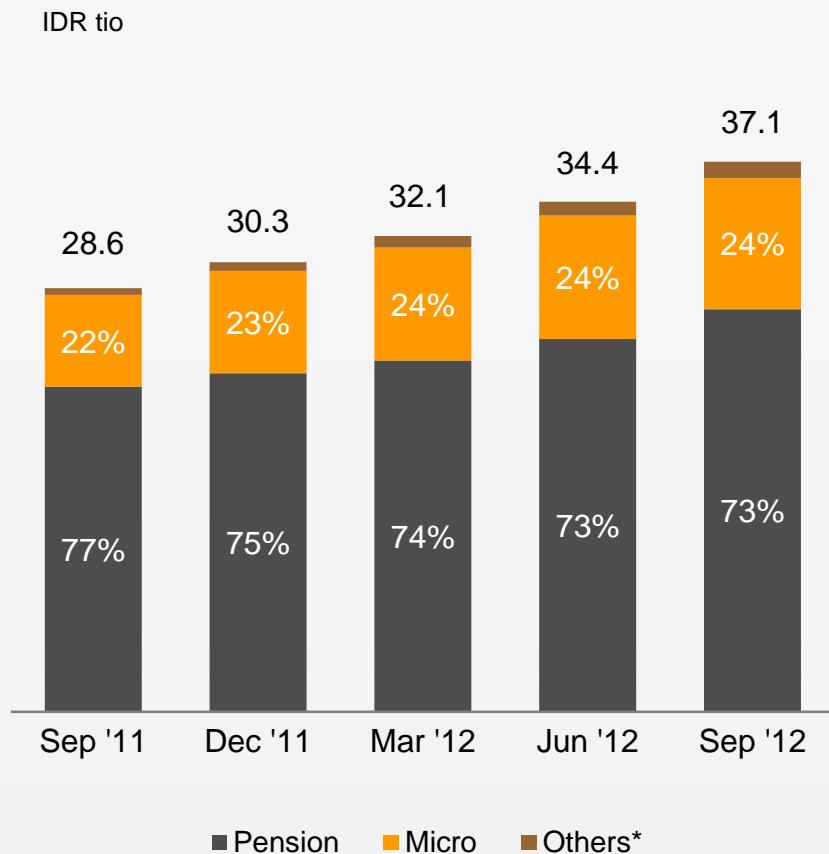
Profit & Loss Highlights

| IDR billion | 9M '11 | FY '11 | 1Q '12 | 2Q '12 | 3Q '12 | 9M '12 | ΔYoY |
|----------------------|--------|--------|--------|--------|--------|--------|------|
| Interest income | 5,324 | 7,466 | 2,119 | 2,217 | 2,388 | 6,723 | 26% |
| Interest expense | 2,036 | 2,830 | 800 | 759 | 797 | 2,356 | 16% |
| Net interest income | 3,287 | 4,636 | 1,319 | 1,458 | 1,591 | 4,367 | 33% |
| Fee income | 148 | 191 | 57 | 82 | 73 | 212 | 43% |
| Operating income | 3,436 | 4,827 | 1,376 | 1,539 | 1,664 | 4,579 | 33% |
| Operating expense | 1,850 | 2,591 | 710 | 828 | 869 | 2,407 | 30% |
| Net operating income | 1,586 | 2,235 | 666 | 711 | 795 | 2,172 | 37% |
| Loan loss provision | 327 | 440 | 111 | 114 | 140 | 366 | 12% |
| NPBT | 1,253 | 1,772 | 553 | 605 | 651 | 1,810 | 44% |
| NPAT | 990 | 1,400 | 439 | 482 | 521 | 1,442 | 46% |

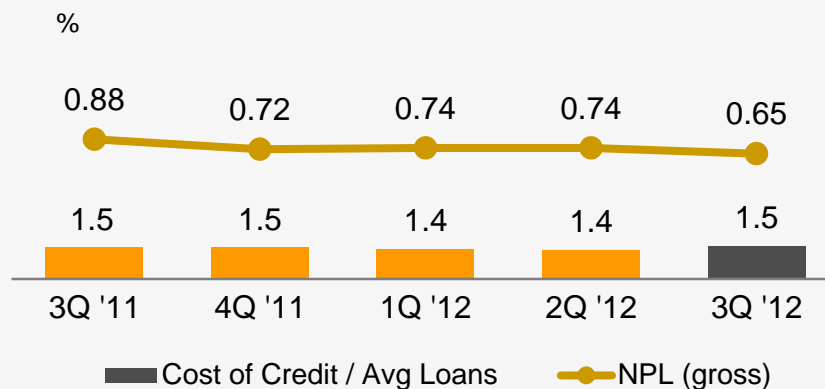
| % | 9M '11 | FY '11 | 1Q '12 | 2Q '12 | 3Q '12 | 9M '12 |
|--------------------------|--------|--------|--------|--------|--------|--------|
| NIM | 12.7 | 13.0* | 12.5 | 13.2 | 13.4 | 13.0 |
| Cost to Income | 54 | 54 | 52 | 54 | 52 | 53 |
| LDR (end of period) | 87 | 85 | 86 | 86 | 87 | 87 |
| Loan to Funding | 77 | 76 | 77 | 77 | 77 | 77 |
| Liquid Asset Ratio | 42 | 41 | 39 | 39 | 40 | 40 |
| NPL | 0.9 | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 |
| Cost of Credit/Avg. Loan | 1.7 | 1.6 | 1.4 | 1.4 | 1.5 | 1.4 |
| LLP/NPL | 119 | 141 | 144 | 142 | 165 | 165 |
| ROA (before tax) | 4.4 | 4.4 | 4.6 | 4.8 | 4.8 | 4.7 |
| ROE (after tax) | 27.1 | 28.9 | 29.6 | 29.6 | 29.7 | 29.6 |
| CAR (credit & ops risk) | 20.9 | 20.5 | 22.2 | 21.9 | 21.6 | 21.6 |
| Equity / Assets | 11.9 | 12.0 | 12.8 | 12.8 | 12.7 | 12.7 |

Note: * due to insurance premium refund; normalized 4Q & FY '11 NIM was 12.8%

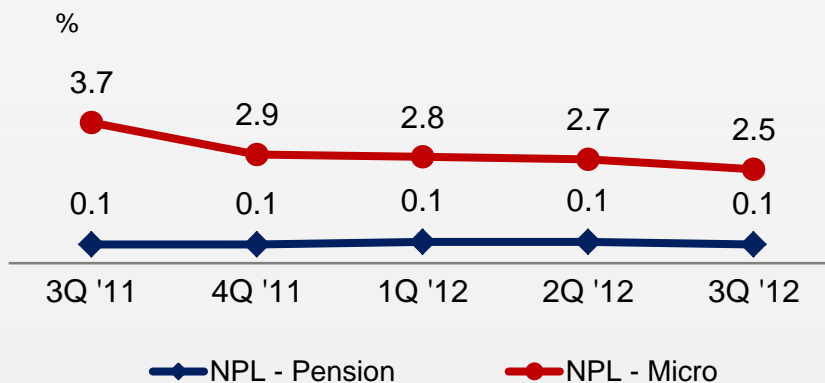
LOANS COMPOSITION



NPL & COST OF CREDIT



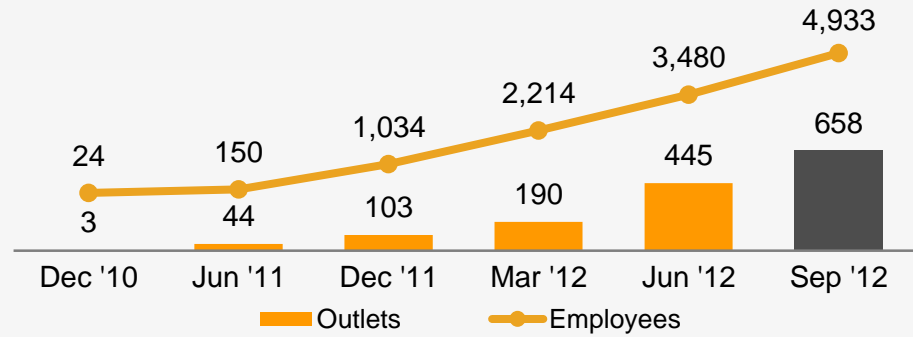
NPL BY BUSINESS



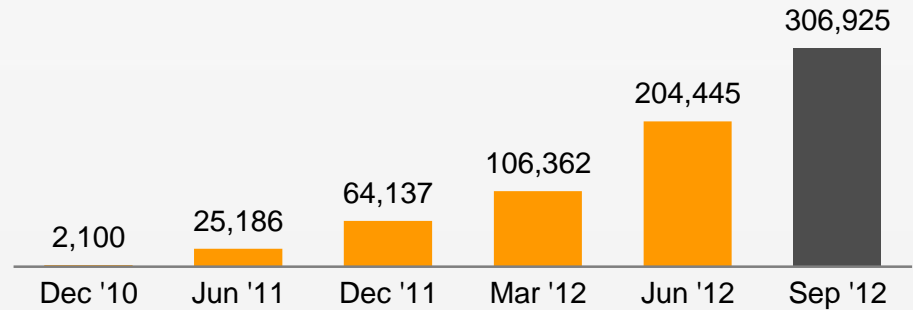
* incl: staff loans (for car & housing) and joint financing

Productive Poor: Piloted in 2010, Rolled out in 2011

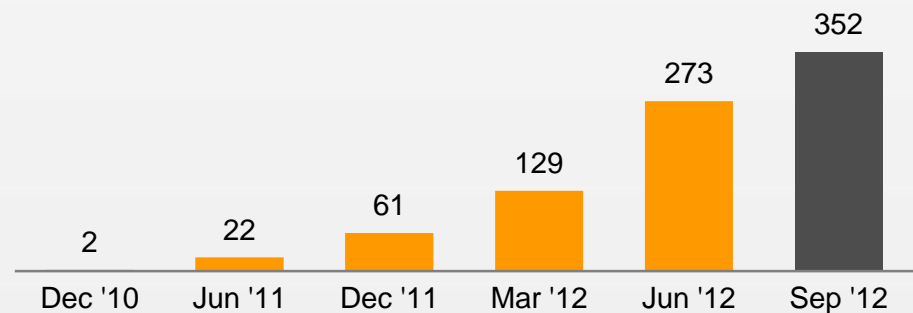
Outlets & Employees



Customers

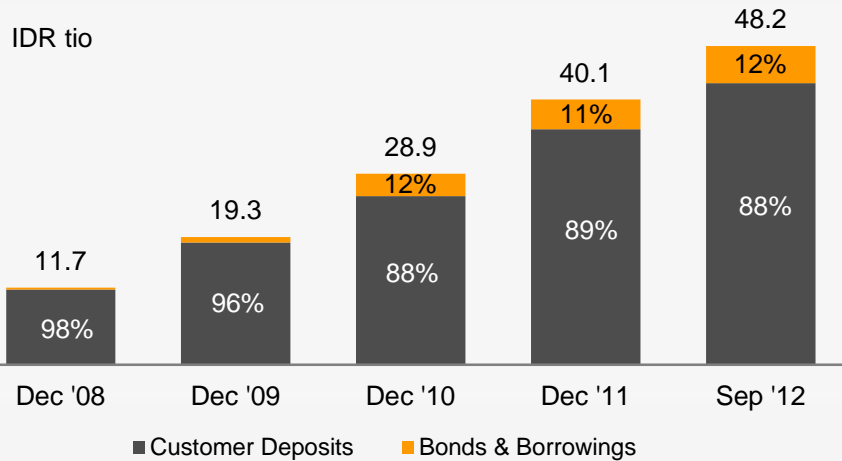


Loans (IDR bio)

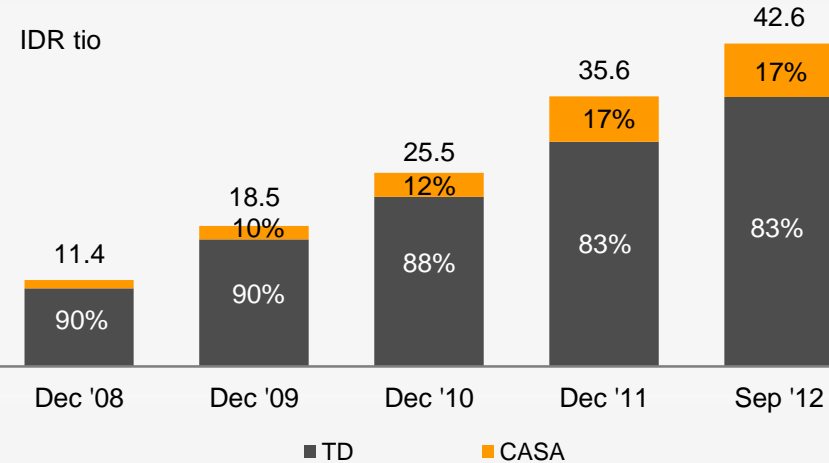


Funding Composition & Liquidity Reserves

FUNDING COMPOSITION

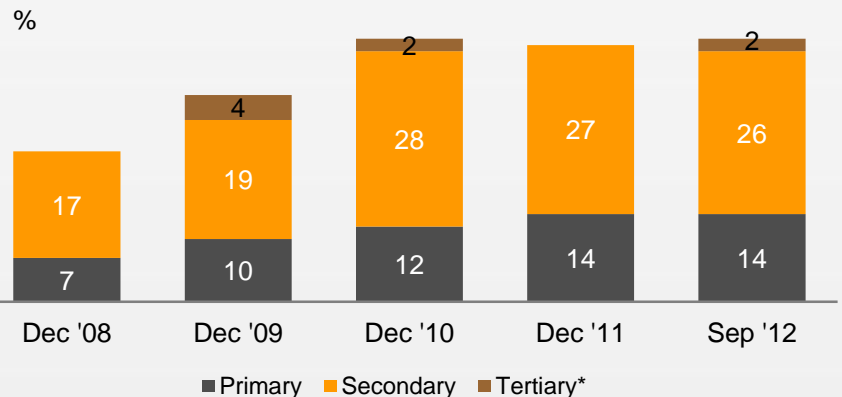


CUSTOMER DEPOSIT COMPOSITION

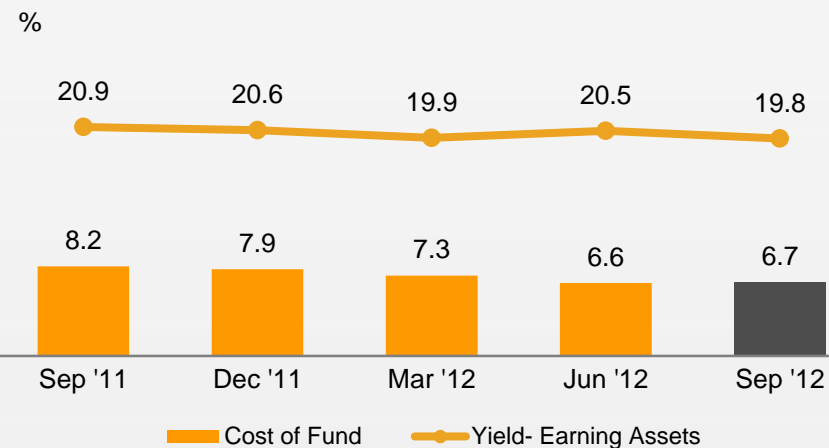


LIQUID ASSETS RATIO

(Against Total Customer Deposits)



COST OF FUND* & EARNING ASSETS YIELD



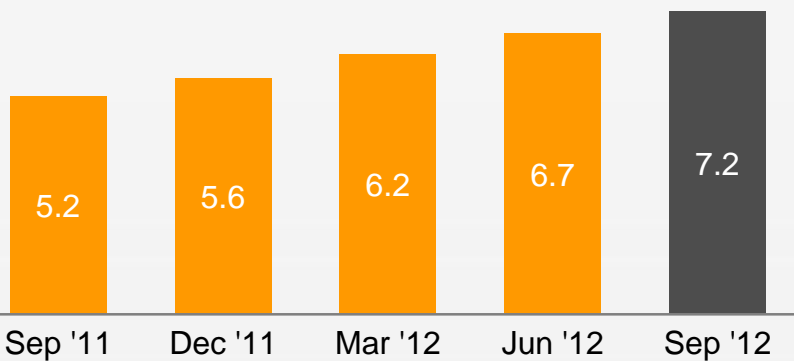
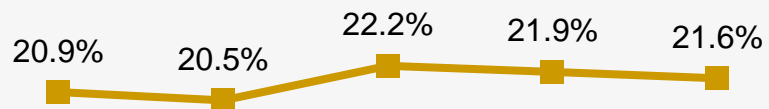
* Revolving Standby Loan from IFC

* Customer deposits only

Strong Capital & Profitability Ratios

EQUITY & CAR

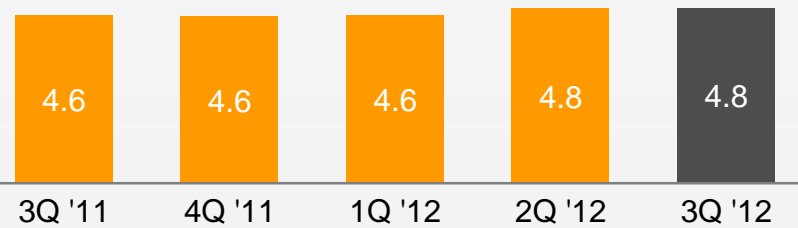
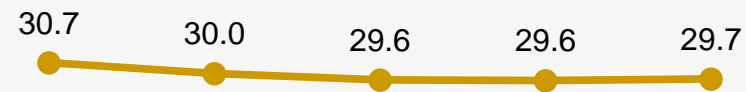
IDR tio



■ Equity ■ CAR

ROA & ROE

%



■ ROA ● ROE

- ◆ Issued IDR 1.25 trillion new bonds in Aug 2012:
 - 3 yrs tenor bond of IDR 525 billion, coupon rate at 7.75%
 - 5 yrs tenor bond of IDR 725 billion, coupon rate at 8.25%

- ◆ Paid off matured BTPN Bond IA, total amount of IDR 350 billion (3 yrs tenor with coupon rate at 11.25%) on Oct 7, 2012

- ◆ Signed Revolving Standby Loan IDR facility from IFC worth equivalent USD100 million on Oct 9, 2012

THANK YOU