



FY 2012 Results Update

February 2013

- Strong growth momentum:
 - Loans growth: 28% (YoY)
 - Deposits growth: 27% (YoY)
- Ample liquidity to fund growth:
 - LDR: 86%
 - Loan to Funding* Ratio: 77%
 - Liquid Asset Ratio: 40%
- Healthy Key Ratios:
 - NIM: 13.1%
 - NPL: 0.6%
 - ROE: 29.3%
 - CAR: 21.5%
- Robust net income growth:
 - FY NPAT: Rp 1,979 bio (41% YoY growth)

Note: * including Bond & Borrowings

Balance Sheet Highlights

IDR billion	Dec '11	Mar '12	Jun '12	Sep '12	Dec '12	ΔYoY
Cash & BI	4,039	4,197	4,703	4,710	4,978	23%
SBI & Placement	10,551	10,291	10,871	12,478	12,887	22%
Loans (gross)	30,310	32,077	34,380	37,085	38,844	28%
- Pension	22,821	23,673	25,125	27,131	28,046	23%
- Micro	6,785	7,472	8,047	8,505	9,006	33%
- Syariah*	111	162	277	352	504	353%
- Others**	592	770	932	1,097	1,288	117%
Allowance for losses	(310)	(341)	(362)	(398)	(384)	24%
Customer Deposits	35,618	37,242	40,035	42,583	45,073	27%
Borrowings	4,496	4,248	4,359	5,615	5,163	15%
Total Funding	40,114	41,490	44,395	48,198	50,235	25%
Equity	5,617	6,195	6,674	7,196	7,734	38%
Total Assets	46,651	48,488	52,006	56,483	59,090	27%

Note: * Tunas Usaha Rakyat (Productive Poor) portfolio
 ** including Joint Financing portfolio

Profit & Loss Highlights

IDR billion	FY '11	1Q '12	2Q '12	3Q '12	4Q '12	FY '12	ΔYoY
Interest income	7,466	2,119	2,217	2,388	2,570	9,293	24%
Interest expense	2,830	800	759	797	866	3,222	14%
Net interest income	4,636	1,319	1,458	1,591	1,704	6,071	31%
Fee income	191	57	82	73	71	283	48%
Operating income	4,827	1,376	1,539	1,664	1,775	6,354	32%
Operating expense	2,591	710	828	869	1,004	3,411	32%
Net operating income	2,235	666	711	795	771	2,942	32%
Loan loss provision	440	111	114	140	90	455	3%
NPBT	1,783	553	605	651	675	2,485	39%
NPAT	1,400	439	482	521	537	1,979	41%

Key Ratios

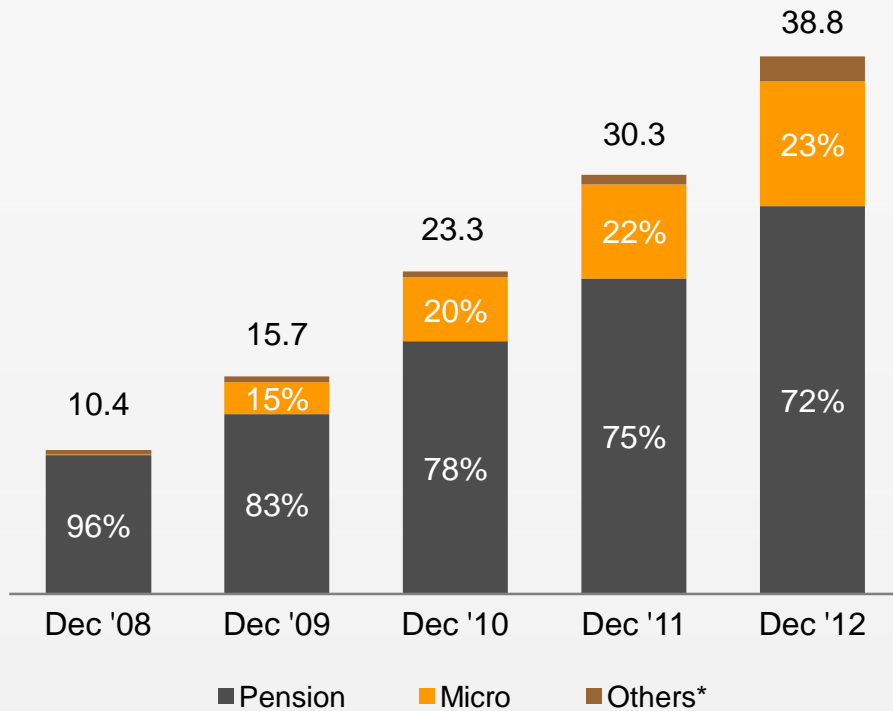
%	FY '11	1Q '12	2Q '12	3Q '12	4Q '12	FY '12
NIM	13.0	12.5	13.2	13.4*	13.4*	13.1*
Cost to Income	54	52	54	52	57**	54
LDR (end of period)	85	86	86	87	86	86
Loan to Funding	76	77	77	77	77	77
Liquid Asset Ratio	41	39	39	40	40	40
NPL	0.7	0.7	0.7	0.7	0.6	0.6
Cost of Credit/Avg. Loan	1.6	1.4	1.4	1.5	0.9	1.3
LLP/NPL	141	144	142	165	171	171
ROA (before tax)	4.4	4.6	4.8	4.8	4.7	4.7
ROE (after tax)	28.9	29.6	29.6	29.7	28.5	29.3
CAR (credit & ops risk)	20.5	22.2	21.9	21.6	21.5	21.5
Equity / Assets	12.0	12.8	12.8	12.7	13.1	13.1

Note: * Due to recognition of unamortized fee from Pension Loan Renewal and charge back of over-amortized insurance cost;
Normalized FY '12 NIM was 12.9%

** Due to unamortized portion of pre-opening Productive Poor Wismas opened in 3Q & 4Q 2012

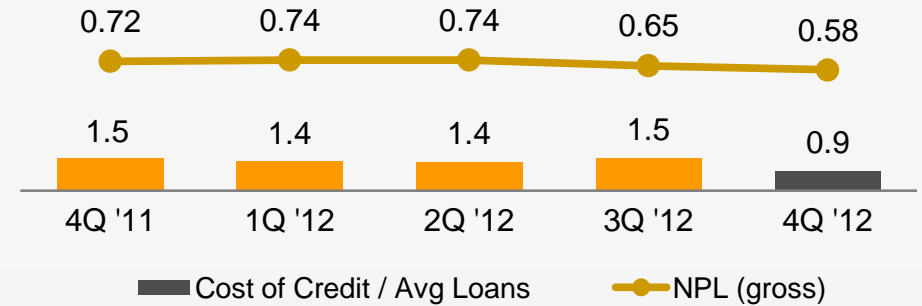
LOANS COMPOSITION

IDR tio



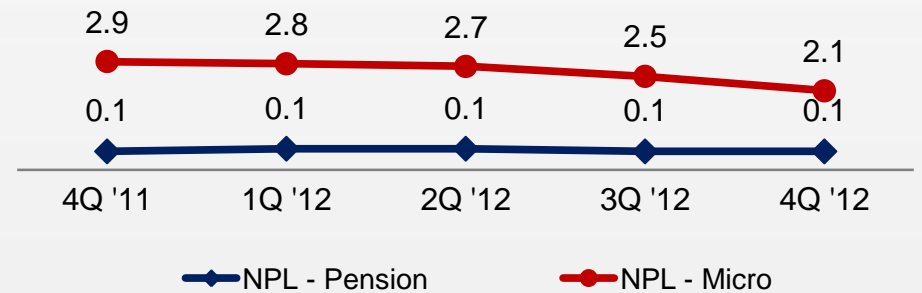
NPL & COST OF CREDIT

%



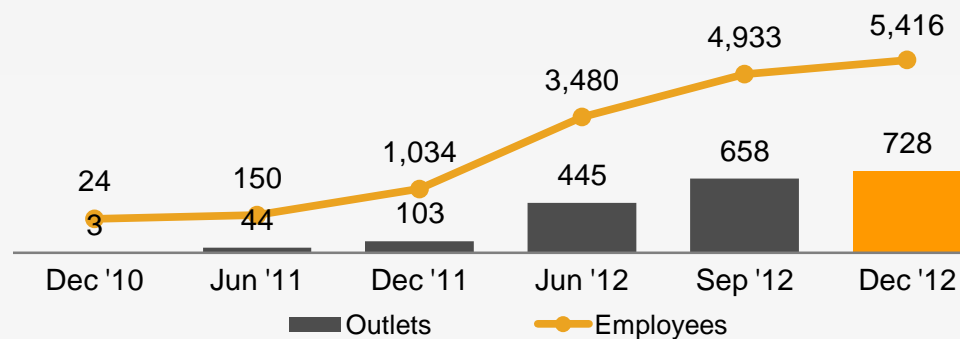
NPL BY BUSINESS

%

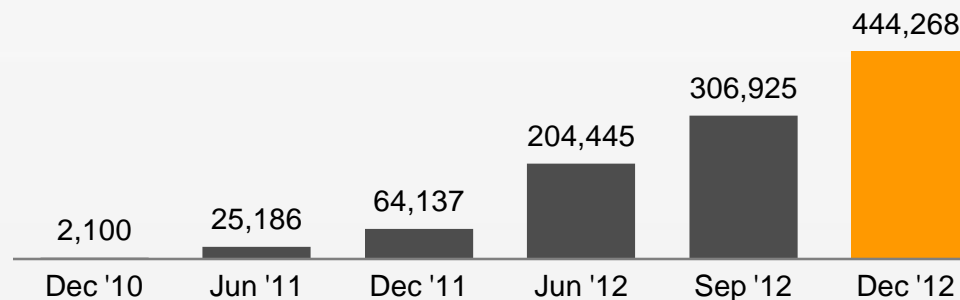


* incl: staff loans (for car & housing), syariah financing & joint financing

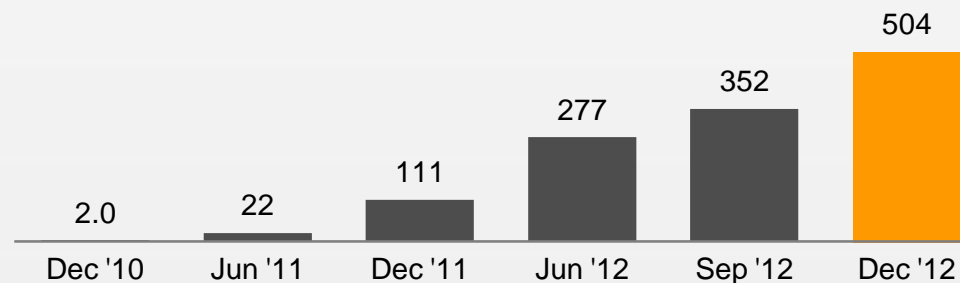
Outlets & Employees



Customers

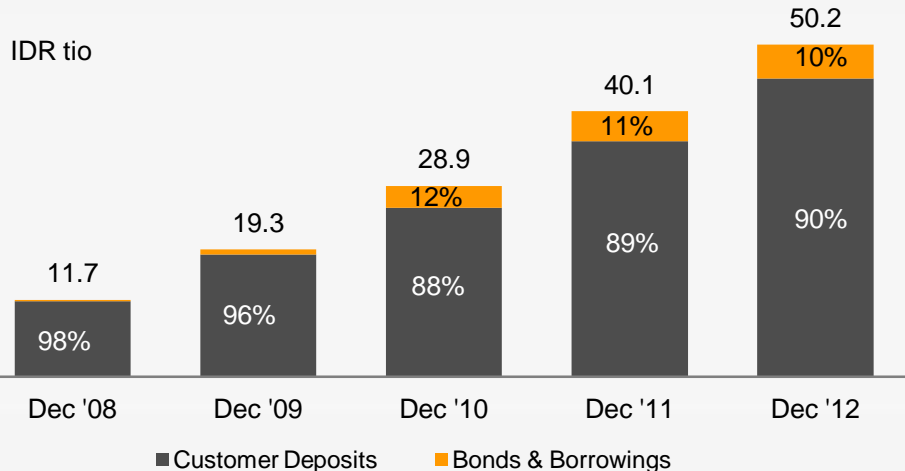


Loans (IDR bio)

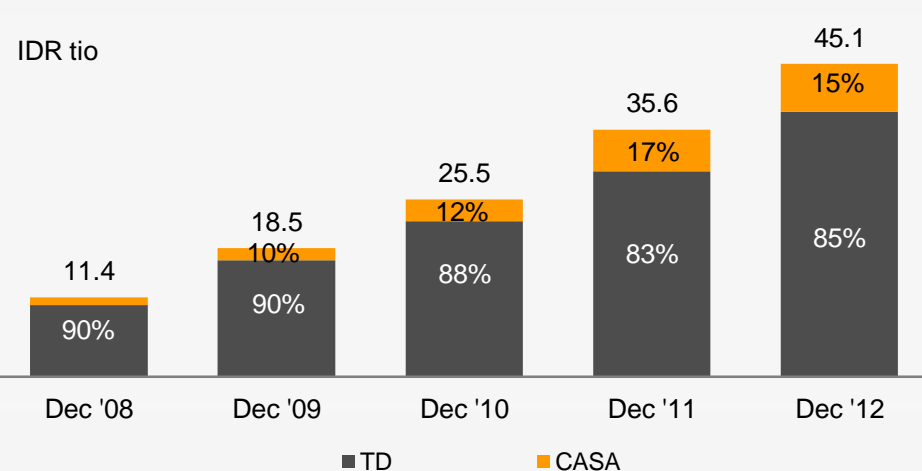


Funding Composition & Liquidity Reserves

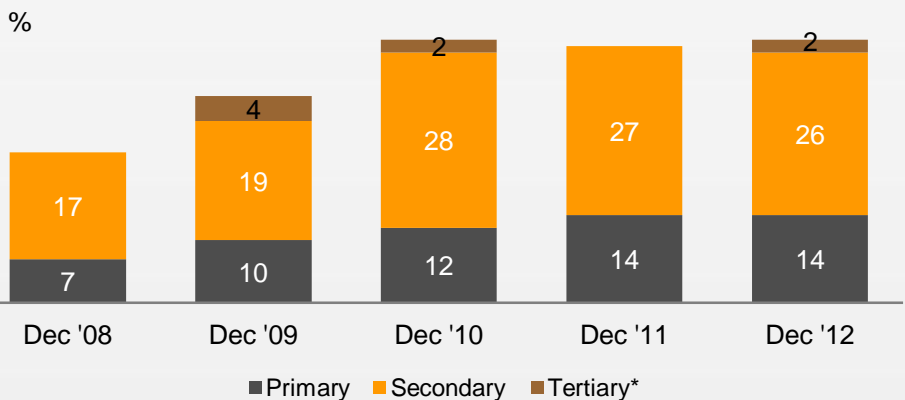
FUNDING COMPOSITION



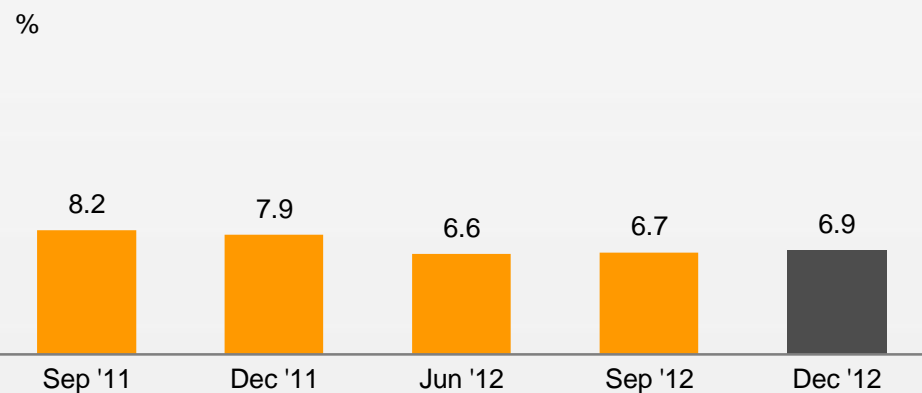
CUSTOMER DEPOSIT COMPOSITION



LIQUID ASSETS RATIO (Against Total Customer Deposits)



COST OF FUND*

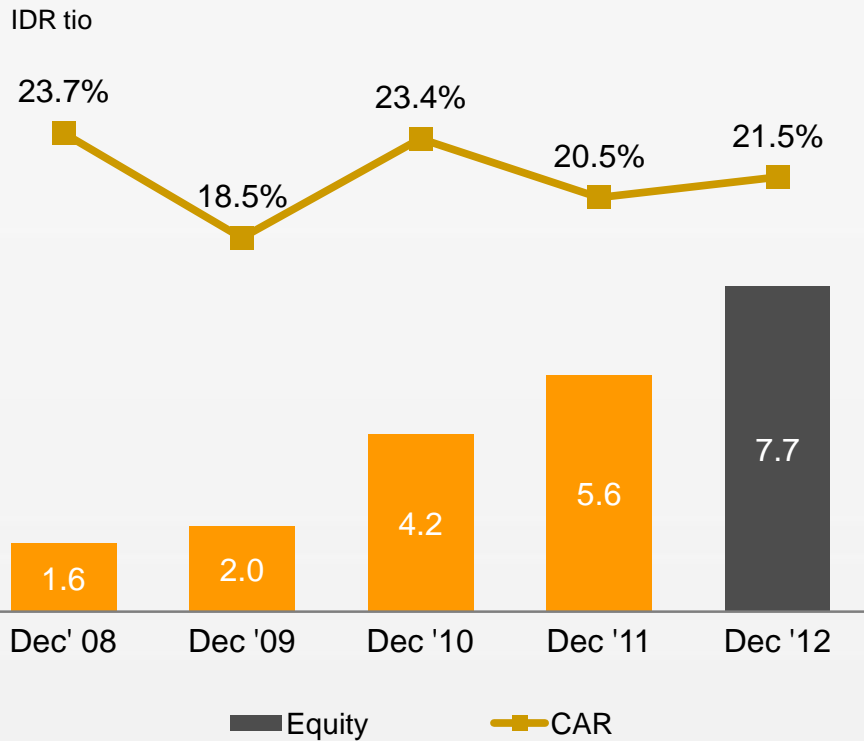


* Revolving Standby Loan from IFC

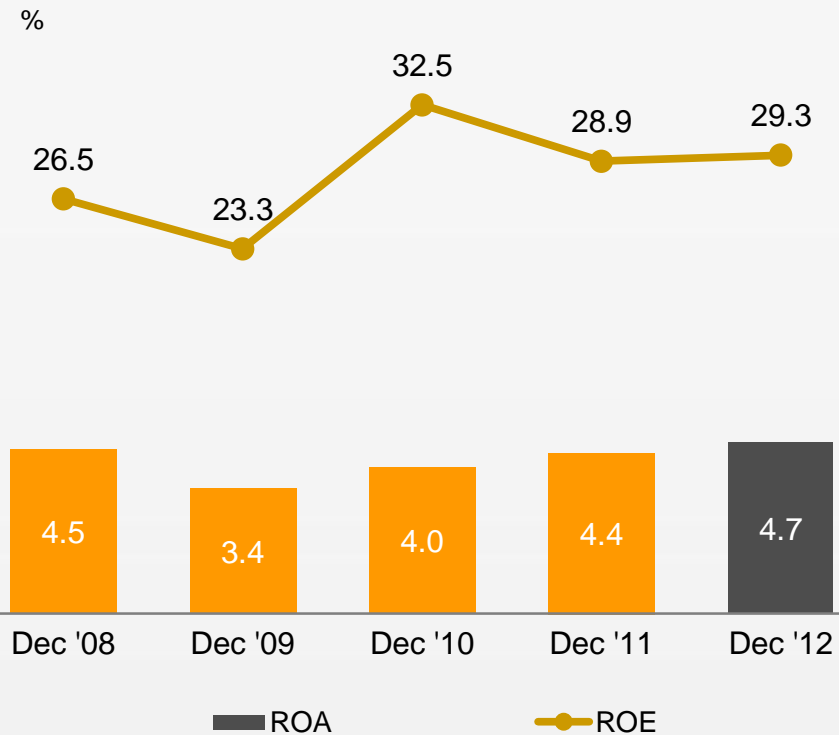
* Customer deposits only

Strong Capital & Profitability Ratios

EQUITY & CAR



ROA & ROE





	2011	2012	Growth
Beneficiaries 	802,069	1,200,468	50%
Activities 	25,994	53,079	104%



- ◆ BTPN to issue IDR 750 bio new bonds in Feb 2013:
 - 3 yrs tenor bond of IDR 350 bio, coupon rate at 7.65%
 - 5 yrs tenor bond of IDR 400 bio, coupon rate at 8.25%

THANK YOU