



July 2014

# 2Q 2014 Results Update



## Despite Challenging Macro Condition, Healthy Business Growth:

- Loans growth: 14.6% (YoY); 8.5% (YTD) vs 4% Industry (YTD Jun 2014)
- Deposits growth: 10.4% (YoY); 1.0% (YTD) vs 0.8% Industry (YTD Apr 2014)

## Continue to Maintain Ample Liquidity:

- LFR: 85%; LFR (incl. Equity): 72%
- LDR: 95%
- Liquid Asset Ratio: 35%

## Robust Key Ratios:

- NIM: 11.7% (1Q: 11.7% vs 2Q: 11.8%)
- NPL: 0.87% (1Q: 0.74% vs 2Q: 0.87%)
- ROE: 19.0%
- CAR: 23.4%

## Strong Fee Income Growth:

- Fee Income: Rp 327 bio (97.9% YoY)

## Net Income:

- 1H NPAT: Rp 996 bio (-9.6% YoY)
  - 2Q NPAT: Rp 502 bio (1.9% QoQ)
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# Balance Sheet Highlights (Consolidated)



IDR billion	Jun '13	Dec '13	Mar '14	Jun '14	ΔYoY
Cash & BI	5,329	5,414	5,513	5,820	9%
SBI & Placement	12,281	15,352	11,722	12,410	1%
Loans (gross)	43,629	46,105	47,037	50,013	15%
- Pension	29,944	31,614	31,738	33,157	11%
- Micro	9,978	10,427	10,641	11,204	12%
- Productive Poor (Syariah)	901	1,354	1,620	2,054	128%
- Others	2,806	2,710	3,038	3,598	28%
Allowance for losses	(415)	(486)	(494)	(542)	31%
Customer Deposits	47,748	52,196	49,263	52,696	10%
Borrowings	6,165	6,361	6,441	6,275	2%
Total Funding	53,913	58,557	55,704	58,971	9%
Equity	8,849	9,908	10,418	10,934	24%
Total Assets	63,882	69,665	67,349	71,411	12%

Note: Other loans include joint financing, money market loan, employee loan and ex-Bank Sahabat loan

# Profit & Loss Highlights (Consolidated)

IDR billion	1H '13	FY '13	1Q '14	2Q '14	1H '14	ΔYoY
Interest income	5,249	10,943	2,993	3,100	6,093	16%
Interest expense	1,807	3,895	1,259	1,300	2,560	42%
Net interest income	3,442	7,048	1,734	1,799	3,533	3%
Fee income	165	400	142	186	327	98%
Operating income	3,607	7,449	1,875	1,985	3,860	7%
Operating expense	1,870	3,980	1,033	1,098	2,131	14%
- BAU	1,667	3,449	824	873	1,697	2%
- TUR (Productive Poor)	189	488	194	209	404	114%
- MSOP	14	43	15	15	30*	113%
Net operating income	1,738	3,469	842	888	1,730	0%
Loan loss provision	257	591	171	202	373	45%
NPBT	1,479	2,869	668	681	1,349	-9%
NPAT	1,102	2,131	493	502	996	-10%

\* NPAT 1H 2014 excluding MSOP would have been Rp 1,015 bio (-8% yoy growth)

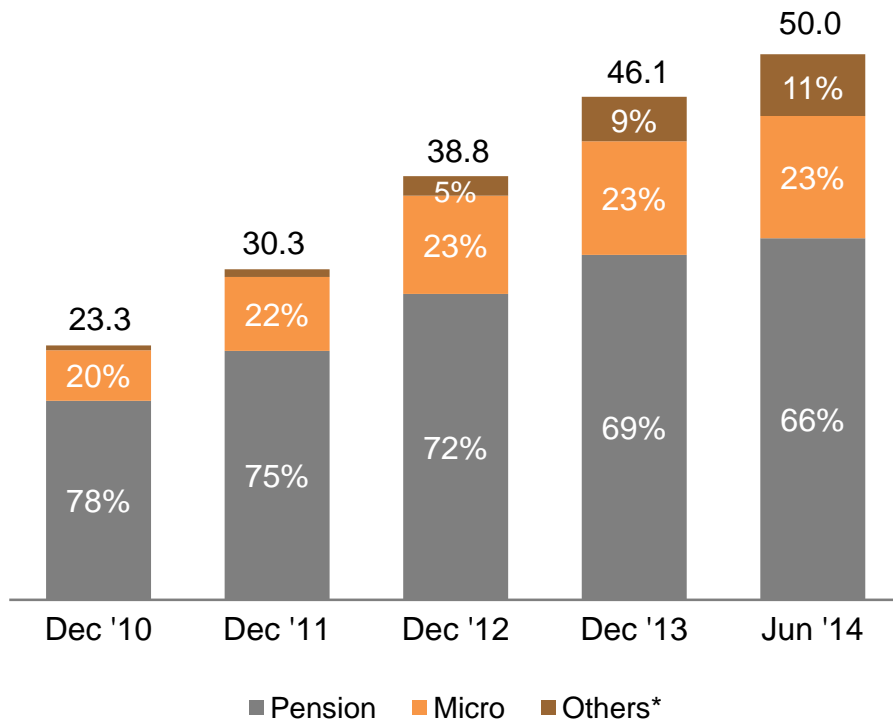
# Key Ratios

%	1H '13	FY '13	1Q '14	2Q '14	1H '14
NIM	12.8	12.7	11.7	11.8	11.7
Cost to Income	52	53	55	55	55
LDR (end of period)	91	88	95	95	95
Loan to Funding	81	79	84	85	85
Loan to Funding (incl. Equity)	70	67	71	72	72
Liquid Asset Ratio	37	40	35	35	35
NPL	0.6	0.7	0.7	0.9	0.9
Cost of Credit/Avg. Loan	1.2	1.4	1.5	1.7	1.6
LLP/NPL	147	158	141	125	125
ROA (before tax)	4.8	4.5	3.9	3.9	3.9
ROE (after tax)	26.3	23.8	19.3	18.7	19.0
CAR (credit & ops risk)	22.6	23.1	24.0	23.4	23.4
Equity / Assets	13.9	14.2	15.5	15.3	15.3

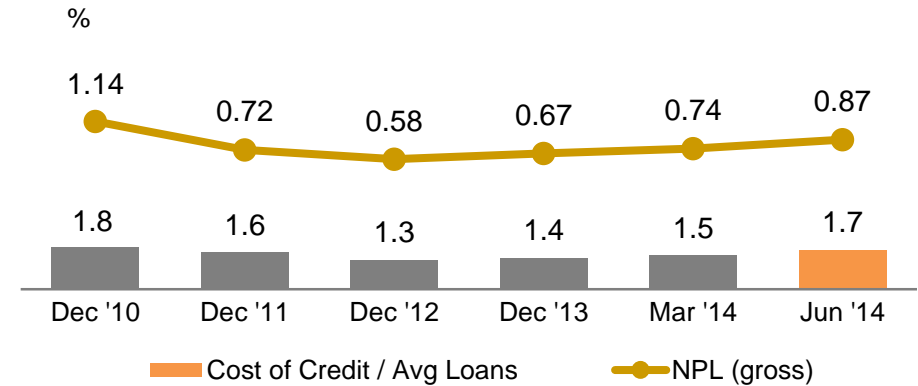
# Loans Composition & Portfolio Quality

## LOANS COMPOSITION

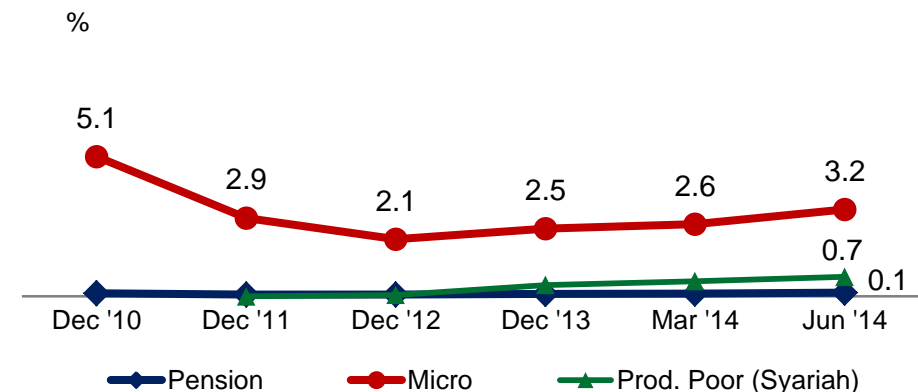
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## NPL & COST OF CREDIT

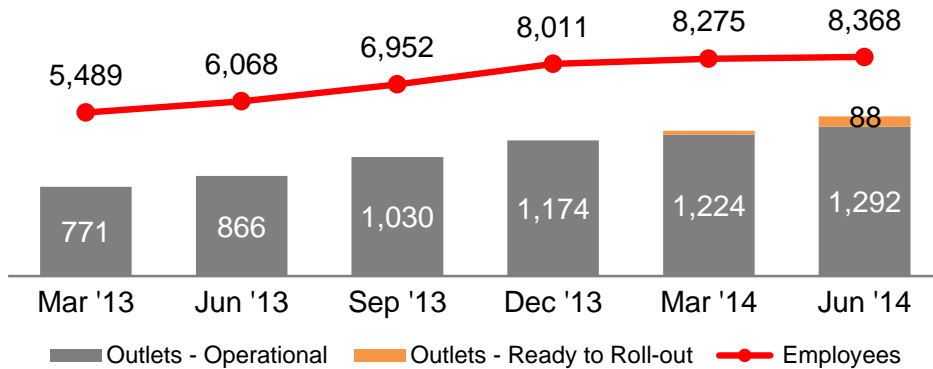


## NPL BY BUSINESS

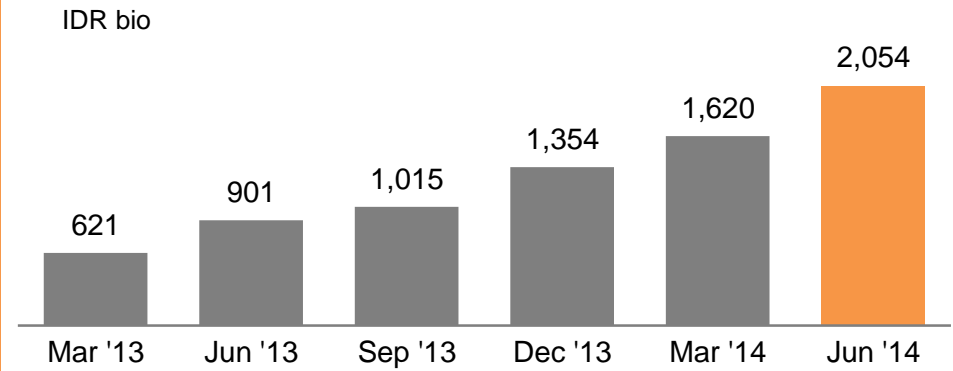


\* including syariah financing, joint financing, money market loan, employee loan and ex-Bank Sahabat loan

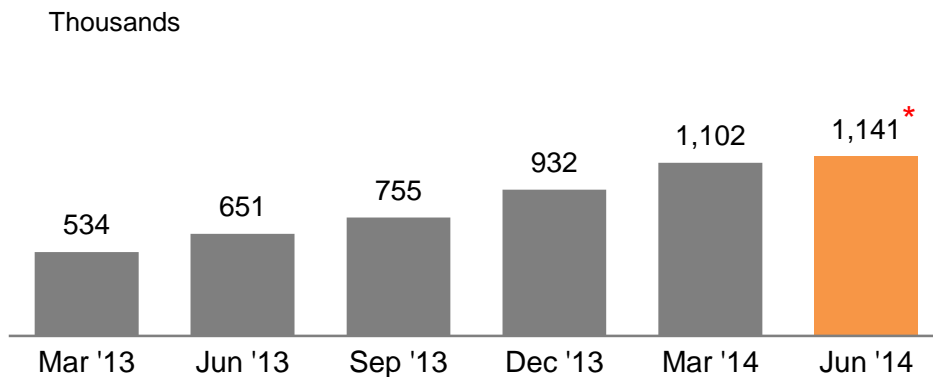
## Outlets & Employees



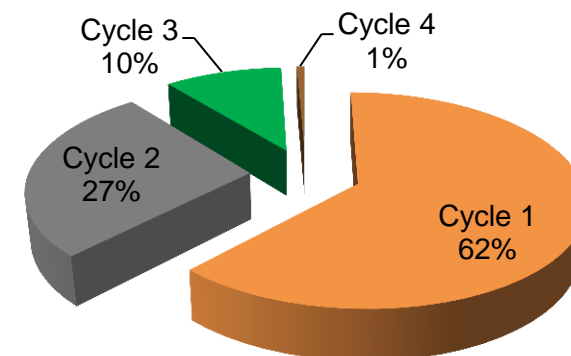
## Financing



## Total Customers



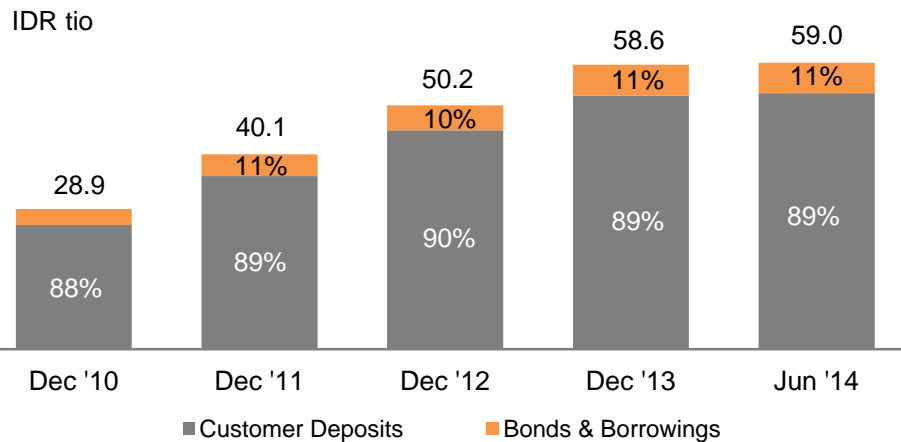
## Financing Customers by Cycle



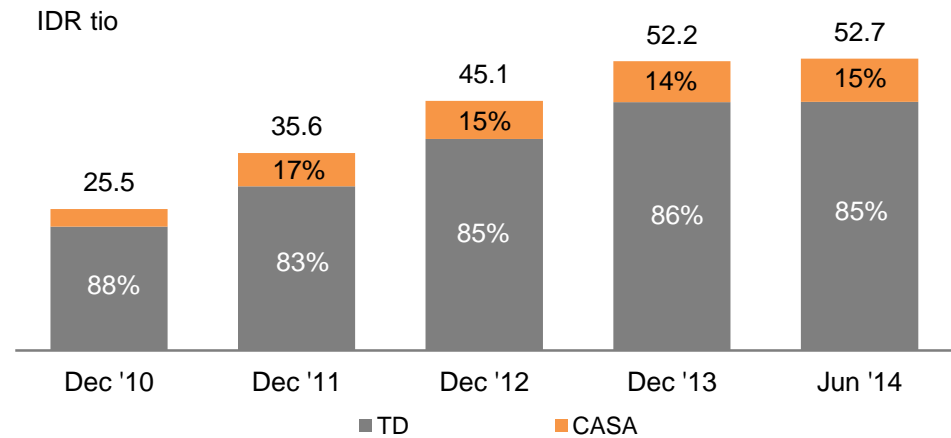
\* Net of 85K savings account data cleansing (1,227K without data cleansing)

# Funding Composition & Liquidity Reserves

## FUNDING COMPOSITION

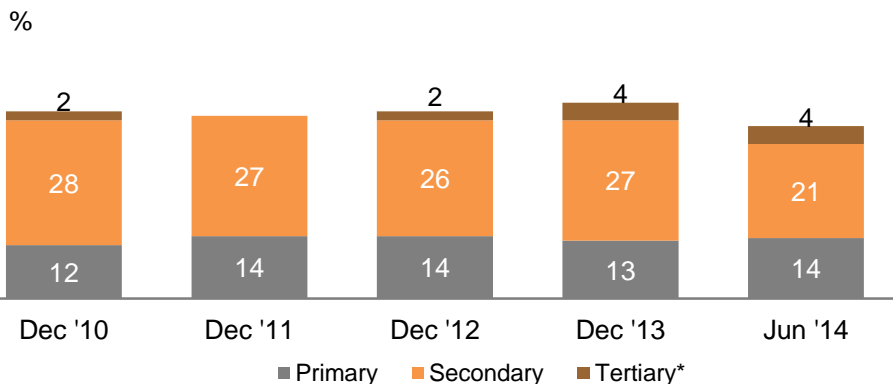


## CUSTOMER DEPOSIT COMPOSITION



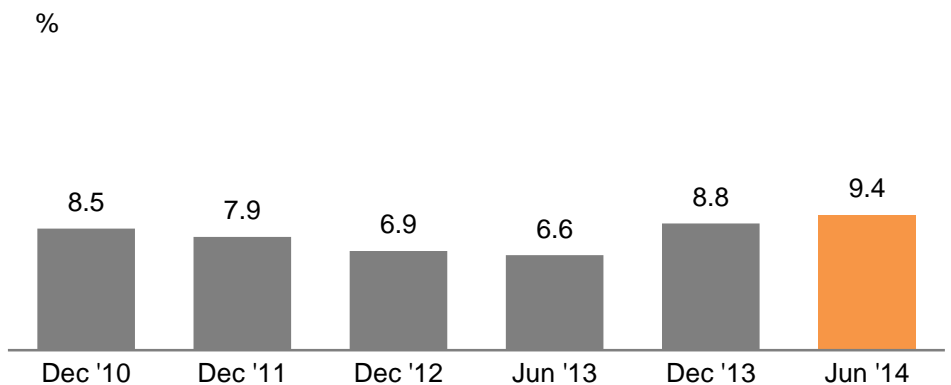
## LIQUID ASSETS RATIO

(Against Total Customer Deposits)



\* Revolving Standby Loan IFC

## COST OF FUND\*



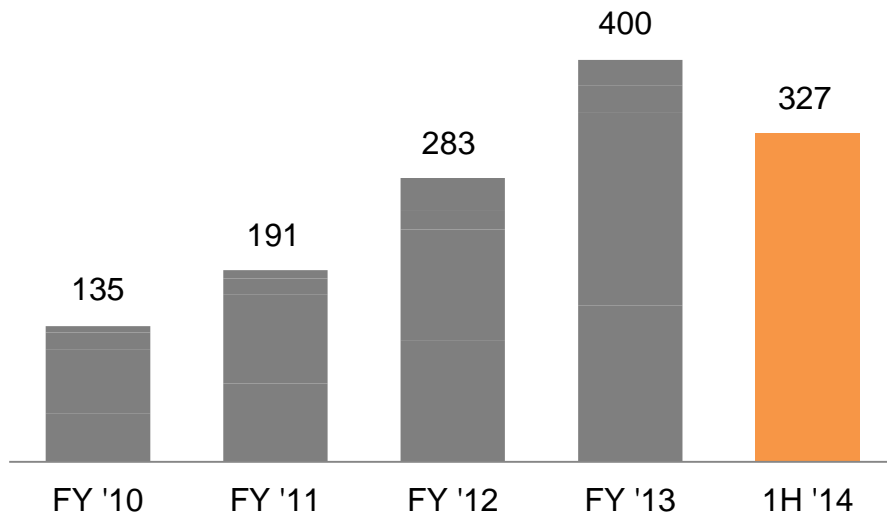
\* Customer deposits only



# Fee-based Income & NPAT

## Fee-based Income

IDR bio

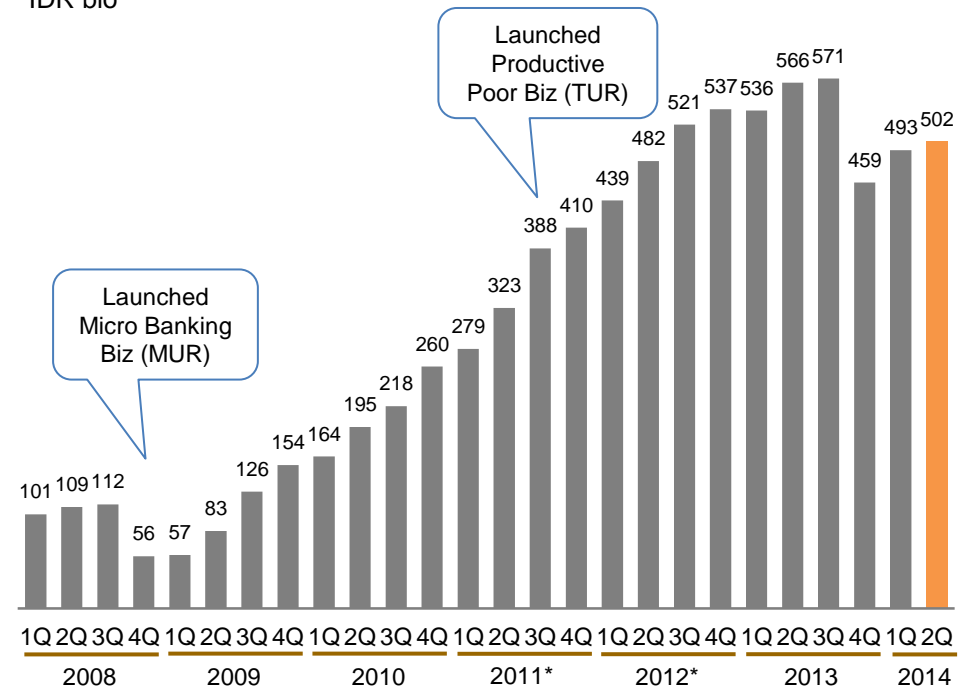


Fee income from Insurance:



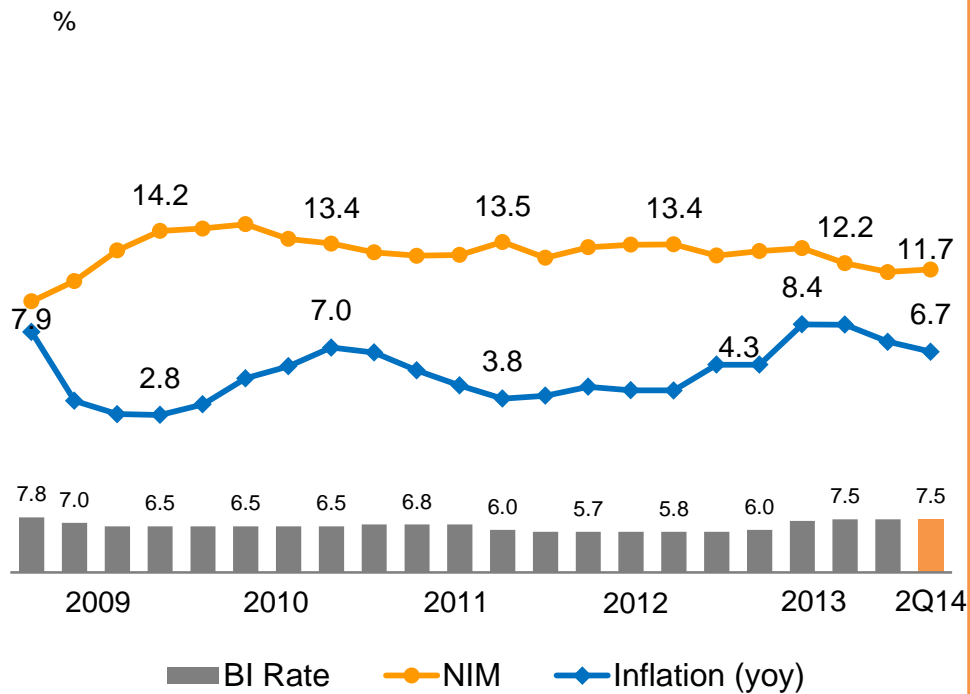
## NPAT (Quarterly)

IDR bio

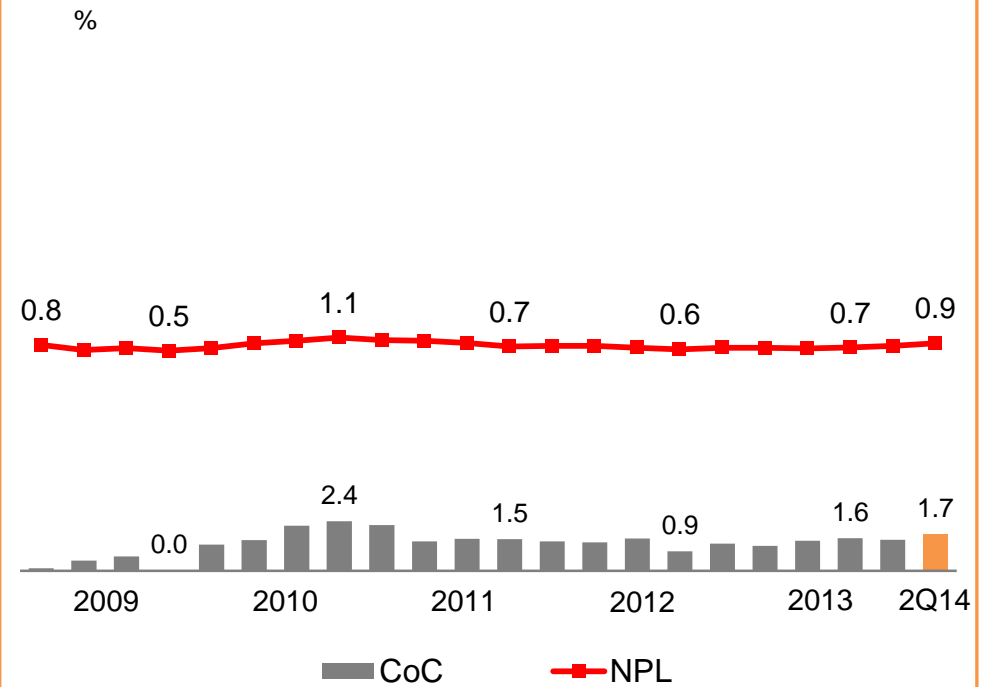


\* corporate tax rate: 20%

### NIM vs Inflation & BI Rate



### NPL & Cost of Credit



- ◆ BTPN has completed its Syariah Unit (UUS) spin-off and conversion of Bank Sahabat into BTPN Syariah on July 14, 2014; making BTPN Syariah one of 12 syariah banks in Indonesia and the only one which focuses on serving the productive poor segment.
- ◆ Fitch Ratings has upgraded BTPN's rating by one notch to AA from AA- in June 2014.

**THANK YOU**



	1H 2013	1H 2014	Growth
<b>Participants</b> 	631,308	977,261	55%
<b>Activities</b> 	35,874	76,659	114%

