



October 2015

3Q 2015 Results Update



1. Healthy Loans Growth with Good Portfolio Quality:

- Loans growth: 11.3% (YoY); 9.5% (YTD)
- Loans quality:
 - NPL: 0.8%
 - Special Mention: 1.9%
- Ample capital for expansion with CAR: 23.8%

2. Strong Liquidity maintained:

- LFR: 87%; LFR (incl. Equity): 73%
- LDR: 96%
- Liquid Asset Ratio: 33%

3. Despite New Investments, Profitability remains robust:

- 9M NPAT: IDR 1,375 bio (-3% YoY)
 - 3Q NPAT: IDR 446 bio (6% YoY)
 - ROE: 14.5%
 - ROA: 3.3
 - NIM: 11.2%
-

Balance Sheet Highlights (Consolidated)

IDR billion	Sep '14	Dec '14	Mar '15	Jun '15	Sep '15	ΔYTD	ΔYoY
Cash & BI	5,920	5,758	5,890	7,161	6,428	12%	9%
SBI & Placement	11,351	13,928	13,765	12,914	12,938	-7%	14%
Loans (gross)	51,135	51,994	53,377	55,727	56,938	10%	11%
- Pension	34,355	34,908	35,495	36,101	37,044	6%	8%
- Micro/iSME	11,669	12,731	13,694	14,786	15,246	20%	31%
- Micro	n.a.	n.a.	n.a.	9,393	9,107	n.a.	n.a.
- iSME	n.a.	n.a.	n.a.	5,393	6,140	n.a.	n.a.
- Productive Poor (Syariah)	2,189	2,499	2,651	3,195	3,190	28%	46%
- Others*	2,922	1,856	1,537	1,645	1,457	-21%	-50%
Allowance for losses	(534)	(507)	(517)	(525)	(542)	7%	1%
Customer Deposits	52,550	53,335	54,367	57,131	59,103	11%	12%
Borrowings	6,316	8,214	8,271	7,685	6,100	-26%	-3%
Total Funding	58,867	61,549	62,637	64,816	65,203	6%	11%
Equity	11,368	11,811	12,298	12,763	13,225	12%	16%
Total Assets	71,698	75,015	76,566	79,484	80,113	7%	12%

Note: * Others include Joint Financing, Money Market, Employee Loan and ex-Bank Sahabat Loan

Profit & Loss Highlights (Consolidated)

IDR billion	9M '14	FY '14	1Q '15	2Q '15	3Q '15	9M '15	ΔYoY
Interest income	9,179	12,293	3,150	3,223	3,298	9,670	5%
Interest expense	3,948	5,252	1,305	1,333	1,332	3,970	1%
Net interest income	5,231	7,041	1,845	1,890	1,966	5,700	9%
Fee income	555	740	181	185	166	532	-4%
Operating income	5,785	7,780	2,026	2,075	2,132	6,233	8%
Operating expense	3,255	4,501	1,169	1,253	1,287	3,709	14%
- Business As Usual (BAU)	2,613	3,602	889	912	912	2,713	4%
- New Investment *	31	66	49	85	92	225	619%
- TUR (Productive Poor)	566	784	225	241	269	734	30%
- MSOP	44	49	7	15	15	37	-17%
Net operating income	2,530	3,279	857	822	845	2,524	0%
Loan loss provision	593	744	200	198	218	616	4%
NPBT	1,925	2,523	656	622	625	1,904	-1%
NPAT	1,417	1,853	481	448	446	1,375	-3%

Note: * New Investment for SME business and BTPN WOW!

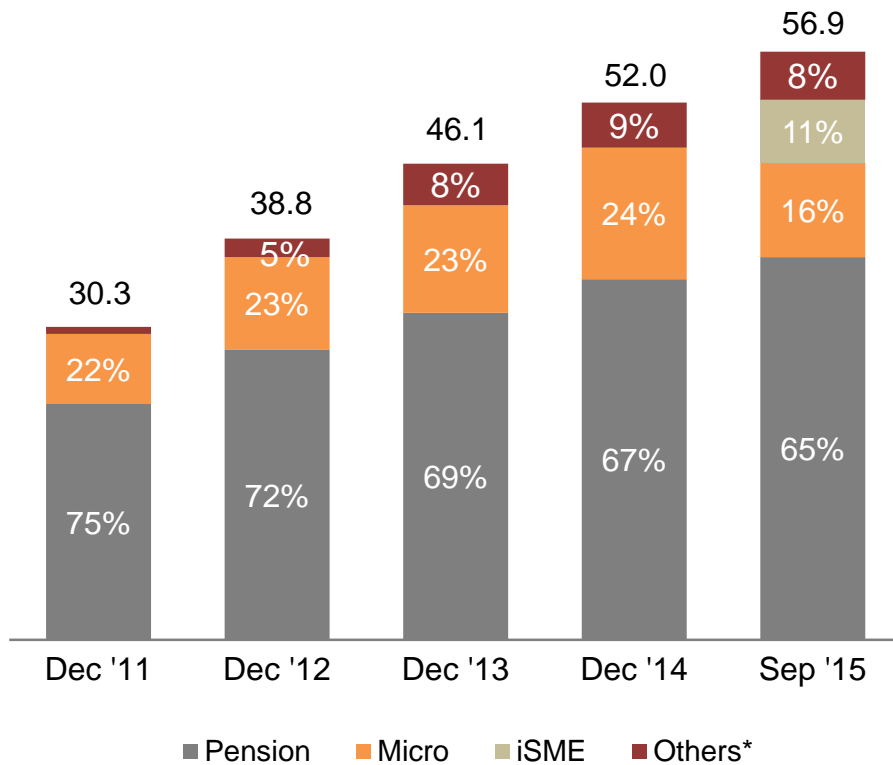
Key Ratios

	9M '14	FY '14	1Q '15	2Q '15	3Q '15	9M '15
%						
NIM	11.4	11.4	11.3	11.1	11.4	11.2
Cost to Income	56	58	58	60	60	60
Cost to Income (bank only)	55	56	54	58	58	56
Cost to Income (bank only - BAU)	55	55	51	52	52	51
LDR (end of period)	97	97	98	98	96	96
Loan to Funding	87	84	85	86	87	87
Loan to Funding (incl. Equity)	73	71	71	72	73	73
Liquid Asset Ratio	33	37	36	35	33	33
NPL	0.8	0.7	0.8	0.8	0.8	0.8
Cost of Credit/Avg. Loan	1.6	1.5	1.5	1.5	1.5	1.5
LLP/NPL	129	139	128	121	124	124
ROA (before tax)	3.7	3.6	3.5	3.2	3.2	3.3
ROE (after tax)	17.6	16.9	15.8	14.2	13.6	14.5
CAR (credit & ops risk)	23.6	23.3	24.9	23.6	23.8	23.8
Equity/Assets	15.9	15.7	16.1	16.1	16.5	16.5

Loans Composition & Portfolio Quality

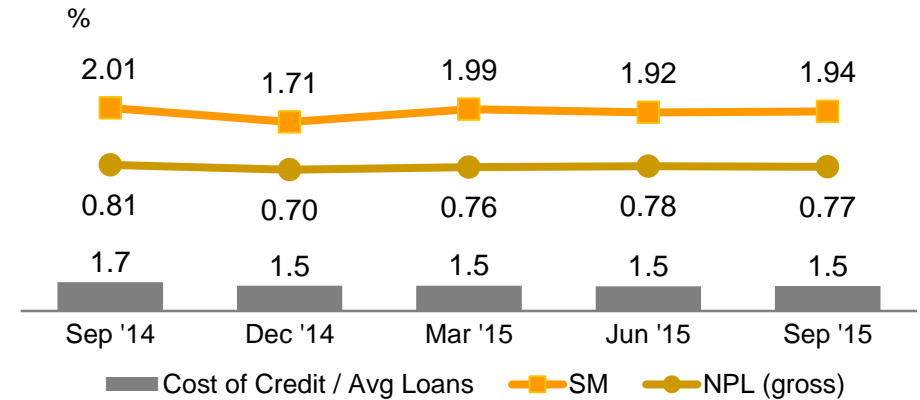
LOANS COMPOSITION

IDR tio

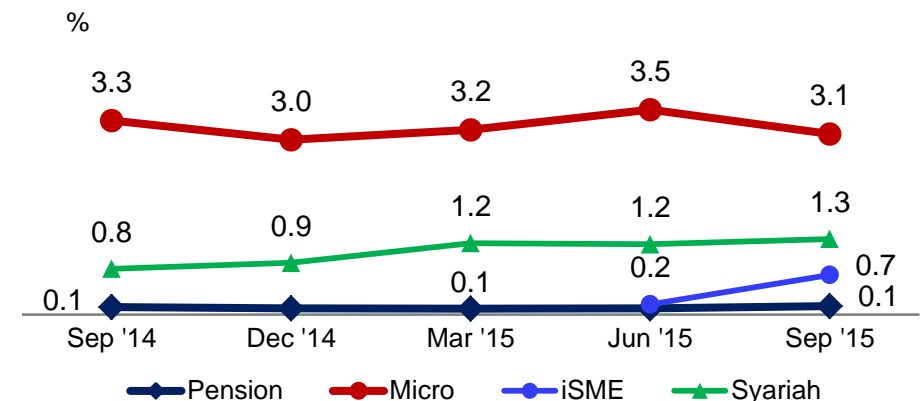


Note: * including Syariah Financing, Joint Financing, Money Market loan, Employee loan and ex-Bank Sahabat loan

SPECIAL MENTION, NPL & COST OF CREDIT



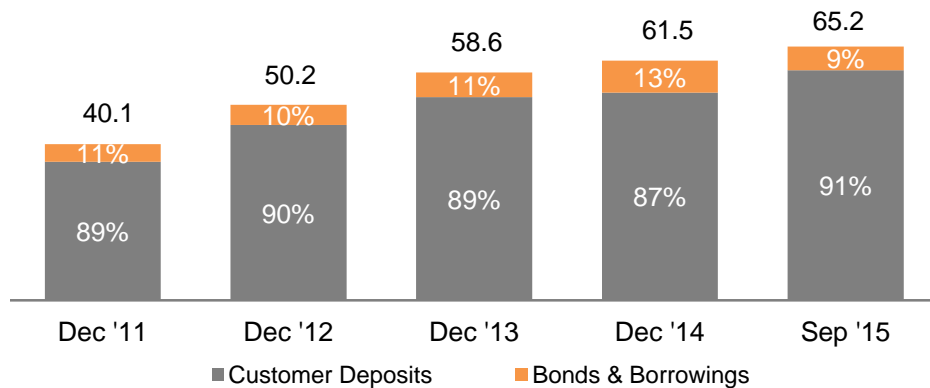
NPL BY BUSINESS



Funding Composition & Liquidity Reserves

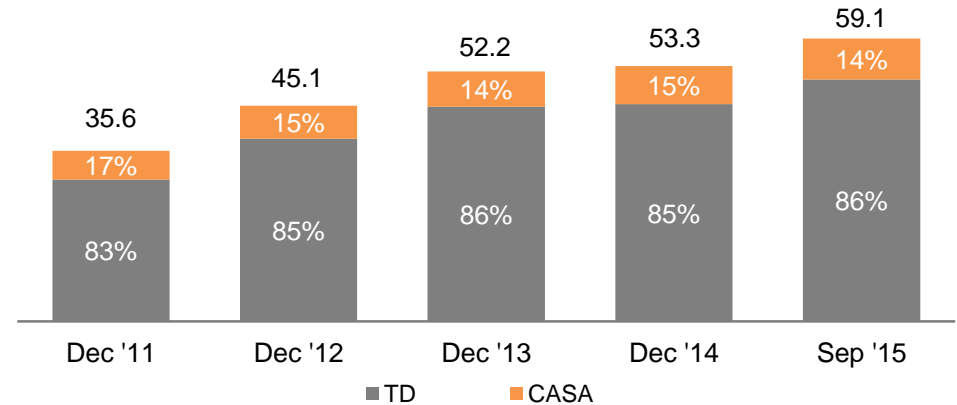
FUNDING COMPOSITION

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CUSTOMER DEPOSIT COMPOSITION

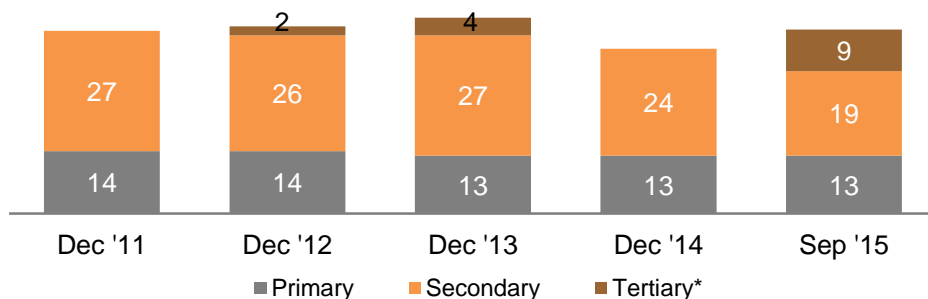
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LIQUID ASSETS RATIO

(Against Total Customer Deposits)

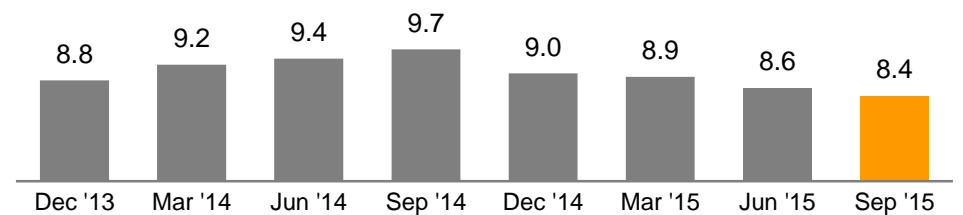
%



* Revolving Standby Loan IFC/SMBC

COST OF FUND*

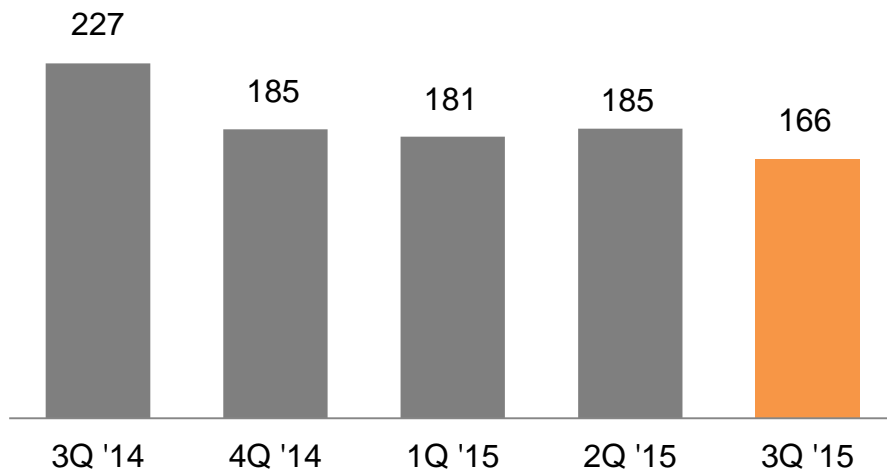
%



* Customer deposits (BTPN only) – monthly

FEE-BASED INCOME

IDR bio

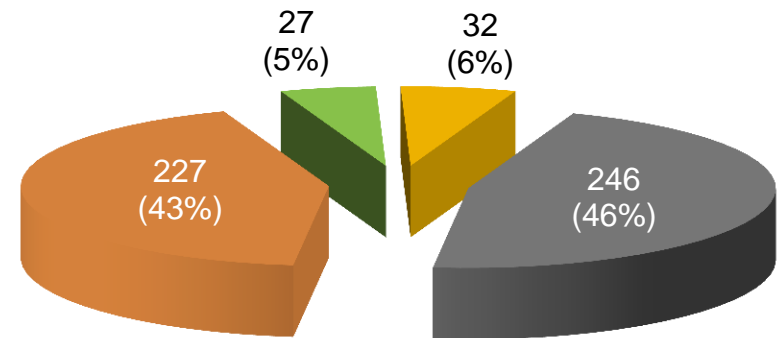


Insurance commission related fee income:



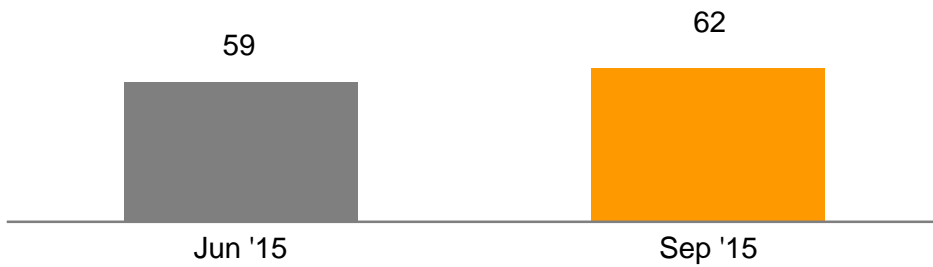
FEE-BASED INCOME COMPOSITION – YTD

IDR bio

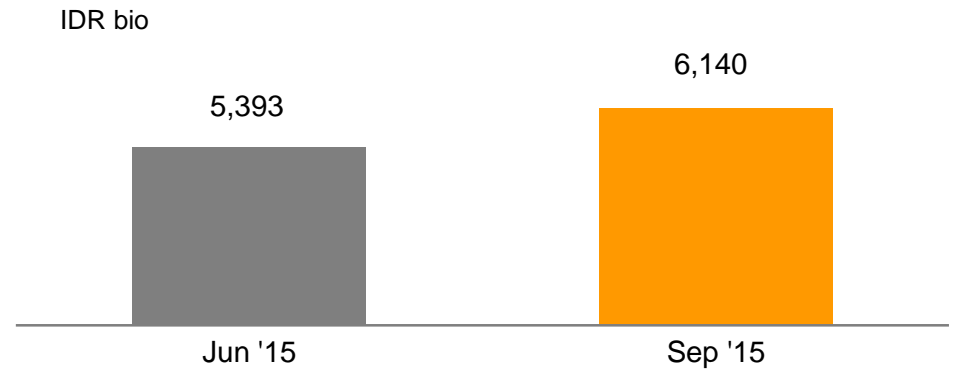


■ Loans ■ Insurance ■ Funding ■ Others

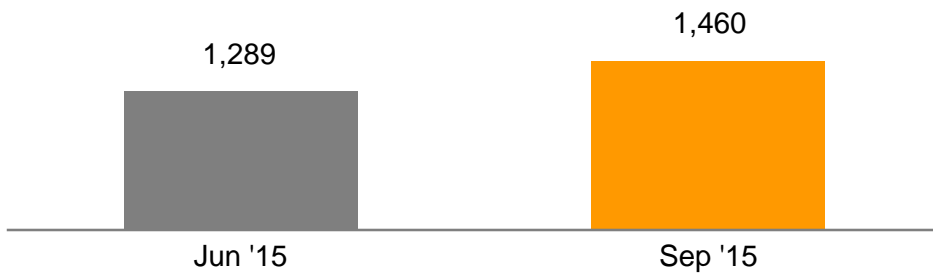
OUTLETS



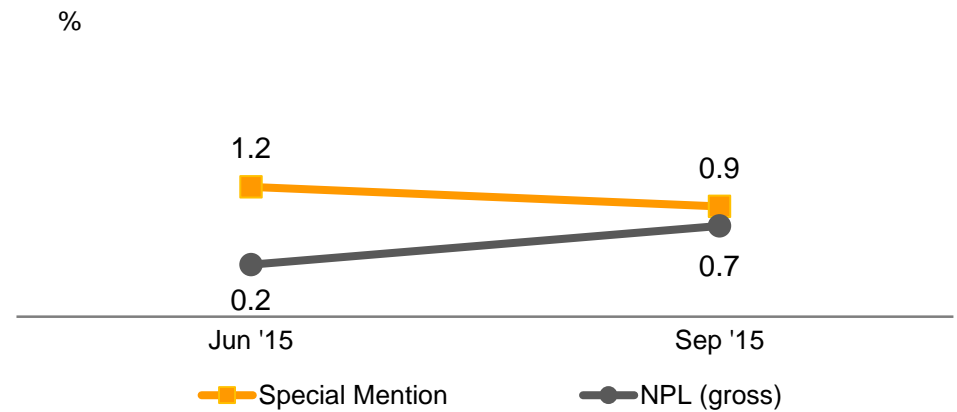
LOANS



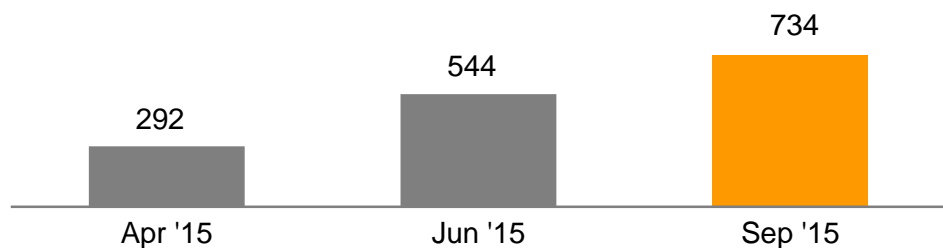
CUSTOMERS



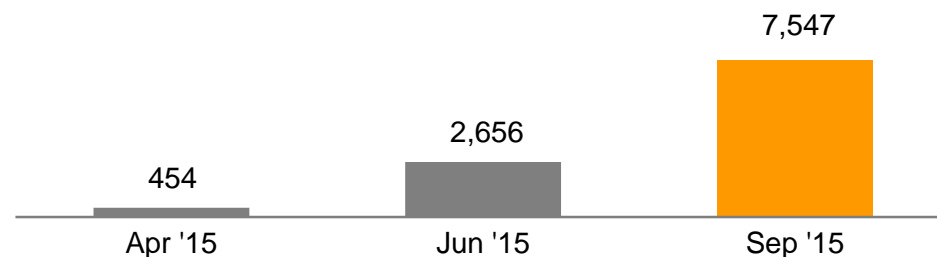
LOANS PORTFOLIO QUALITY



AREA REPRESENTATIVES (WAR)

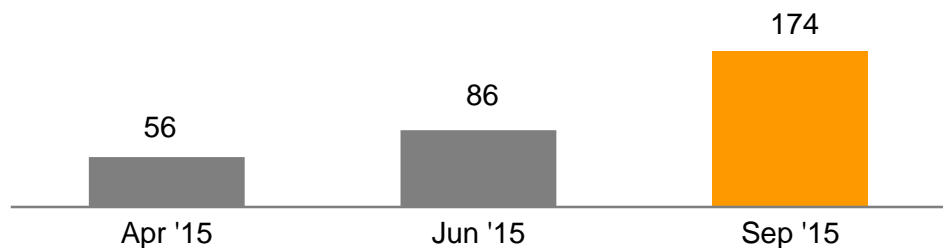


AGENTS



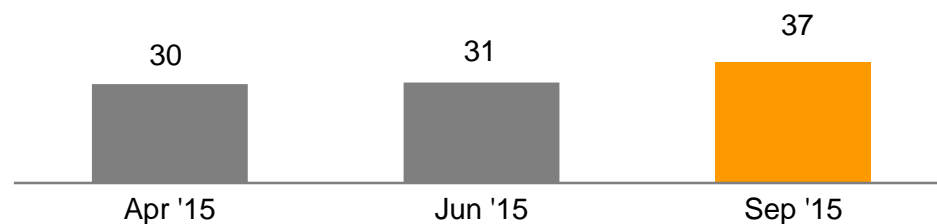
CUSTOMERS

Thousands



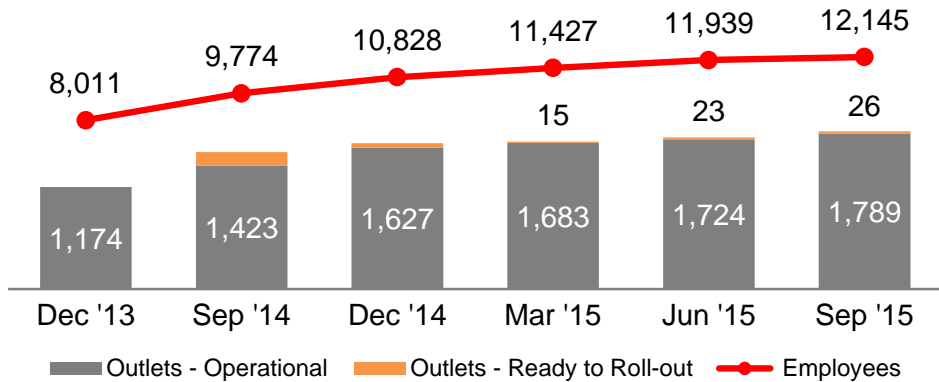
SAVINGS BALANCE

IDR bio

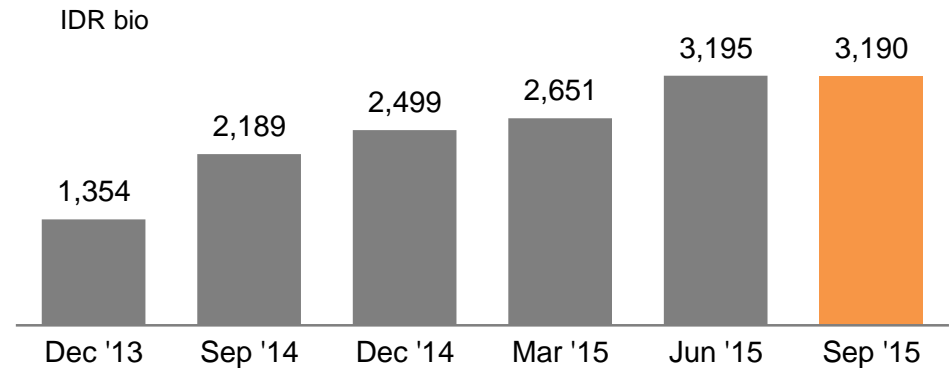


Productive Poor (BTPN Syariah)

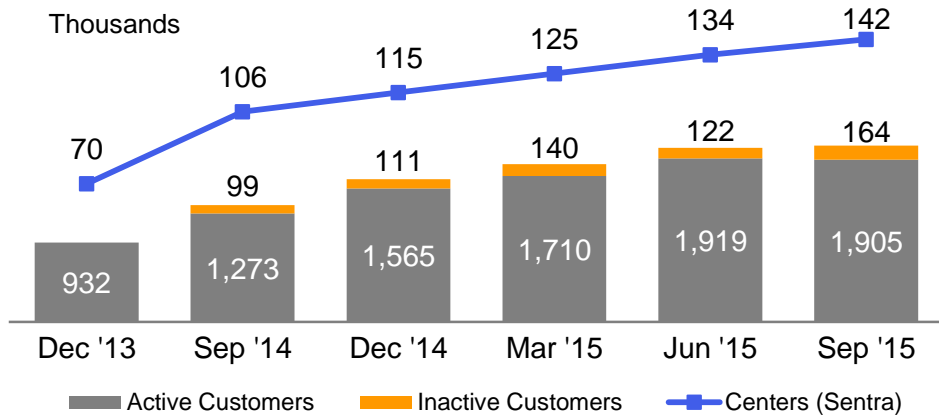
OUTLETS & EMPLOYEES



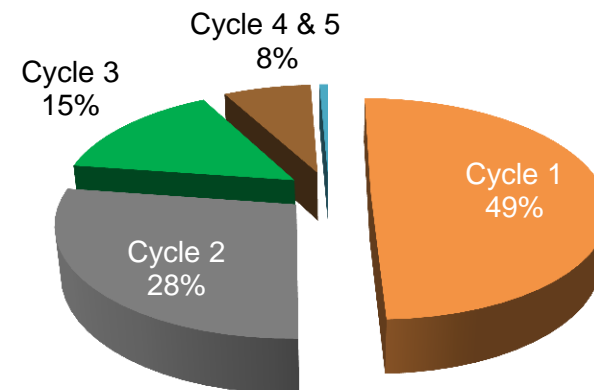
FINANCING



CUSTOMERS & CENTERS



FINANCING CUSTOMERS BY CYCLE



BTPN Syariah: 3Q 2015 Financial Results



BALANCE SHEET

IDR billion	Mar '15	Jun '15	Sep '15
Cash & BI	251	302	312
SBI & Placement	737	805	784
Financing & Loans (gross)	2,686	3,195	3,190
- <i>Productive Poor (Syariah)</i>	2,651	3,195	3,190
- <i>Others*</i>	35	-	-
Allowance for losses	(53)	(50)	(55)
Deposits & Temporary Syirkah Funds	2,865	3,374	3,387
Equity	853	1,053	1,106
Total Assets	3,938	4,718	4,587

Note: * ex-Bank Sahabat loans

PROFIT & LOSS

IDR billion	1Q '15	2Q '15	3Q '15	9M '15
- Bank's share in profit sharing	270	312	356	937
- Other operating income	3	9	0	11
<i>Operating income</i>	272	321	356	949
<i>Operating expense</i>	225	241	269	734
Loan loss provision	17	26	16	59
NPAT	22	38	52	112

THANK YOU

Agent Branding

POS at New Agents



Kampung WOW!

Community-based Events



Kampung WOW!
Merdeka

Community-based Events to celebrate
Independence Day



Kampung WOW!
Kurban

Community-based Qurban Donation
Events



