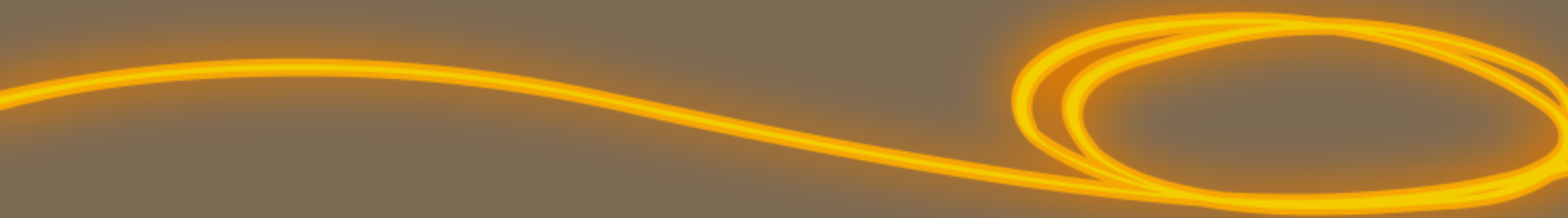




4Q 2018 Results Update





Overall financial update

Update on new digital businesses

BTPN Syariah 4Q 2018 performance

Loans Growth Continued to increase with Strong Liquidity and Asset Quality

Unit: IDR billion

	Dec '16	Dec '17	Dec '18	ΔYoY
Cash & Liquid Asset	22,566	24,406	28,047	15%
Loans (gross)	63,168	65,352	68,137	4%
- <i>Mature Businesses:</i>	<i>47,350</i>	<i>44,879</i>	<i>41,504</i>	<i>-8%</i>
• <i>Pension</i>	<i>40,180</i>	<i>39,419</i>	<i>38,460</i>	<i>-2%</i>
• <i>Micro</i>	<i>7,170</i>	<i>5,460</i>	<i>3,044</i>	<i>-44%</i>
- <i>Growth Businesses:</i>	<i>15,818</i>	<i>20,473</i>	<i>26,633</i>	<i>30%</i>
• <i>SME</i>	<i>9,274</i>	<i>11,571</i>	<i>12,898</i>	<i>11%</i>
• <i>Productive Poor (Syariah)</i>	<i>4,997</i>	<i>6,053</i>	<i>7,277</i>	<i>20%</i>
• <i>Consumer Finance</i>	<i>1,026</i>	<i>2,159</i>	<i>5,635</i>	<i>161%</i>
• <i>Others</i>	<i>521</i>	<i>691</i>	<i>823</i>	<i>19%</i>
Customer Deposits	66,202	67,918	70,845	4%
Total Funding	73,284	76,493	80,499	5%
Equity	15,838	16,529	18,183	10%
Total Assets	91,371	95,490	101,919	7%

- Total Loans grew 4% YoY with NPL maintained at healthy level of 1.2%
- Growth Businesses (SME, Syariah and Consumer Finance continue strong growth momentum with 30% YoY increased loan volume
- Strong liquidity with LDR at 96% and Liquid Asset Ratio at 40%

NPAT grew 61% due to lower Operating Expenses and New Investment despite higher impairment cost

Unit: IDR billion

	<u>FY '17</u>	<u>1H '18</u>	<u>3Q '18</u>	<u>4Q '18</u>	<u>FY '18</u>	<u>ΔYoY</u>
Net interest income	9,527	4,806	2,445	2,350	9,600	1%
Operating income	9,996	5,138	2,574	2,489	10,201	2%
Operating expense	5,351	2,404	1,265	1,321	4,990	-7%
• <i>Business As Usual (incl. MSOP)</i>	3,929	1,675	877	924	3,475	-12%
• <i>TUR (Productive Poor)</i>	1,423	729	388	397	1,514	6%
Loan loss provision	1,098	697	311	367	1,375	25%
NPAT - Core Business	2,395	1,378	666	509	2,553	7%
• <i>Jenius & BTPN Wow!</i>	832	306	154	193	654	-21%
• <i>Restructuring costs¹</i>	736	30	23	23	75	-90%
• <i>Merger costs</i>	-	20	5	5	29	n.a.
NPAT - Reported	1,221	1,092	530	346	1,968	61%
NPAT - BTPN Syariah	670	449	250	267	965	44%

- Reported NPAT grew 61% YoY to IDR 1,968 bio
- Restructuring initiatives in Q4 '17 continue to provide positive result in reduction of Operating Expense (12% YoY reduction of BAU cost)
- Jenius and BTPN Wow! costs continue to normalize after initial set-up investment cost in 2017

1 One time non-recurring restructuring cost (project Gemilang/Sunrise) in 4Q 2017;

Key Ratios

Unit: %

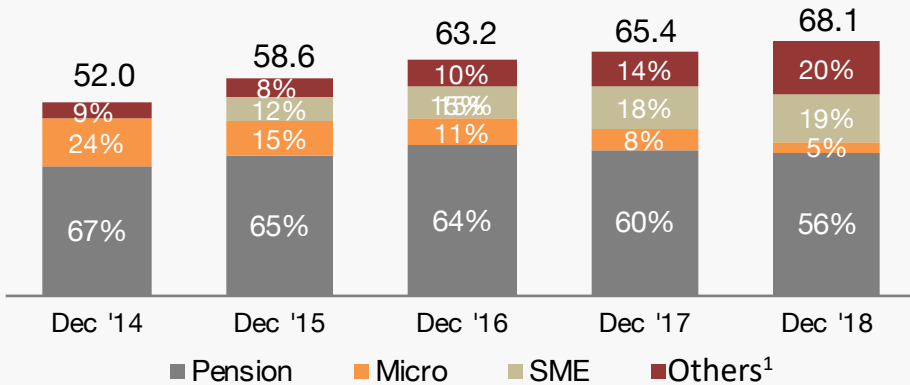
	<u>FY '17</u>	<u>1H '18</u>	<u>3Q '18</u>	<u>4Q '18</u>	<u>FY '18</u>
NIM	11.6	11.5	11.5	10.7	11.3
Cost to Income	69	54	56	62	56
Cost to Income (bank only – BAU)	53	46	49	56	49
LDR (end of period)	96	94	97	96	96
Liquid Asset Ratio	36	37	35	40	40
NPL	0.90	1.13	1.22	1.24	1.24
Cost of Credit/Avg. Loan	1.6	2.1	1.8	2.1	2.0
LLP/NPL	135	129	128	134	134
ROA (before tax)	2.1	3.5	3.3	2.3	3.1
ROA - normalized (Core Business)	3.8	4.2	4.1	3.2	3.9
ROE	7.5	12.9	12.2	7.7	11.4
ROE - normalized (Core Business)	14.3	16.2	15.0	11.0	14.5
CAR (credit & ops risk)	24.6	24.1	25.0	25.3	25.3

- NIM remains robust at 11.3%
- Ample liquidity as shown by better Loan to Funding ratio supported with high Liquid Asset Ratio
- NPL increases to 1.2%, but remains lower than the industry's average NPL (~2.7%)
- CAR remains strong at 25.3%

Loans Composition & Portfolio Quality

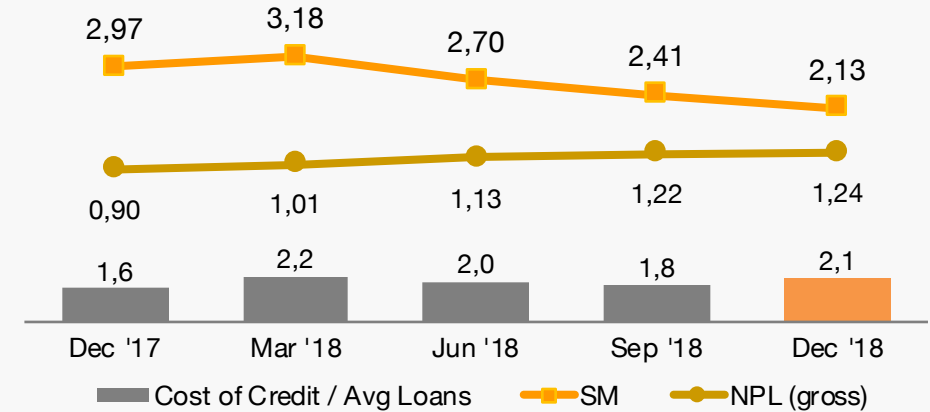
LOANS COMPOSITION

IDR tio



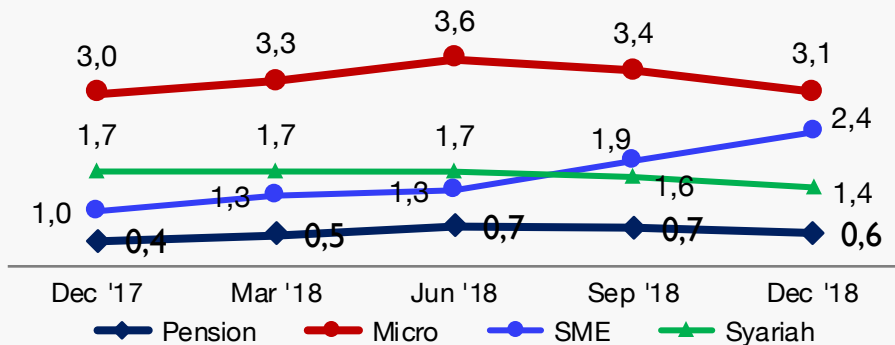
SPECIAL MENTION, NPL & COST OF CREDIT

%



NPL BY BUSINESS

%



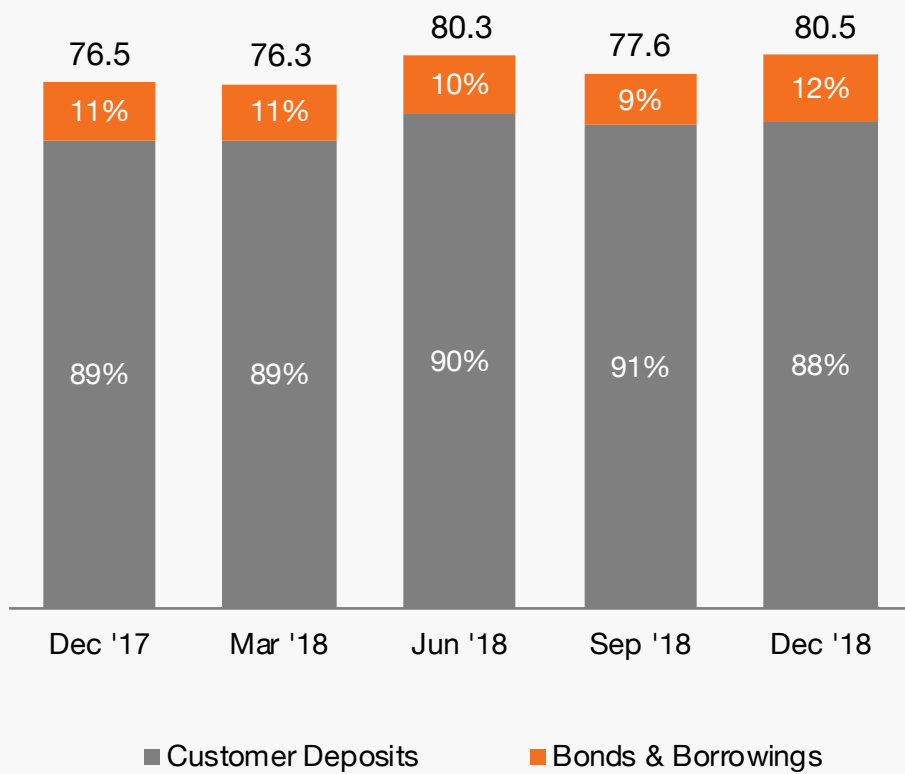
- Loans growth is driven mainly by SME, Syariah and Consumer Finance portfolios
- NPL ratio increased to 1.2%, mainly from SME and Consumer Finance loan portfolios

1 Including Syariah Financing, Joint Financing, Money Market loan and Employee loan

Funding and Customer Deposit Composition

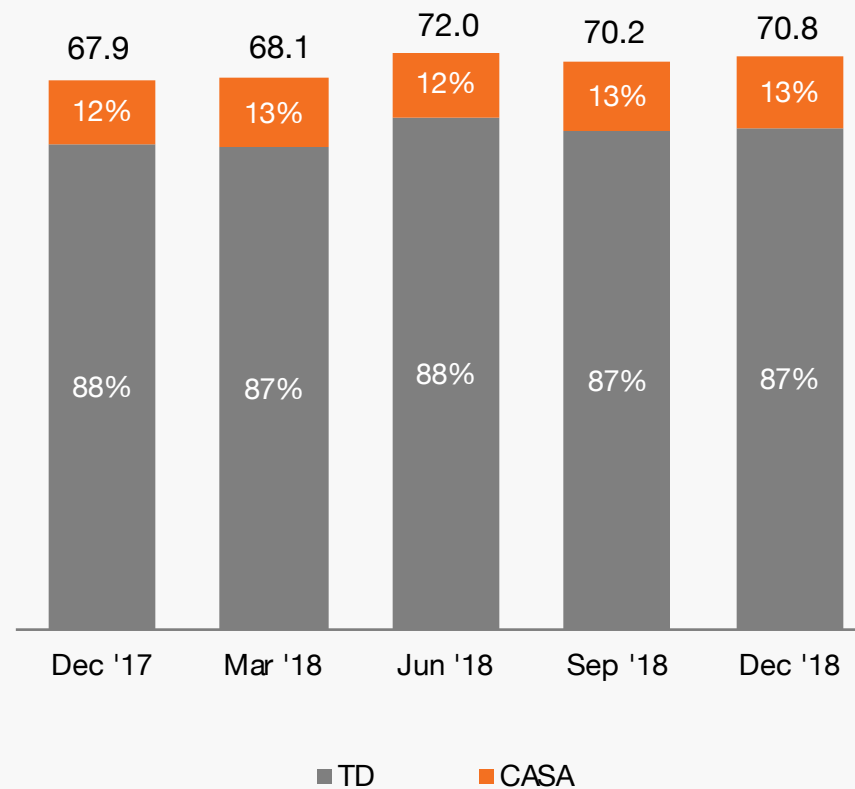
FUNDING COMPOSITION

IDR tio



CUSTOMER DEPOSIT COMPOSITION

IDR tio



Overall financial update

Update on new digital businesses

BTPN Syariah 4Q 2018 performance

2 new digital businesses have been launched as part of BTPN transformation

BTPN Transformation

New digital businesses

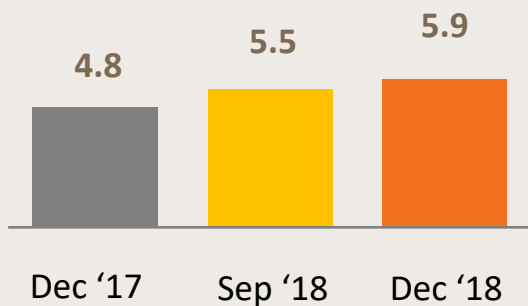
Core businesses transformation

Serves mass market and productive poor with low cost feature-phone based financial services offering

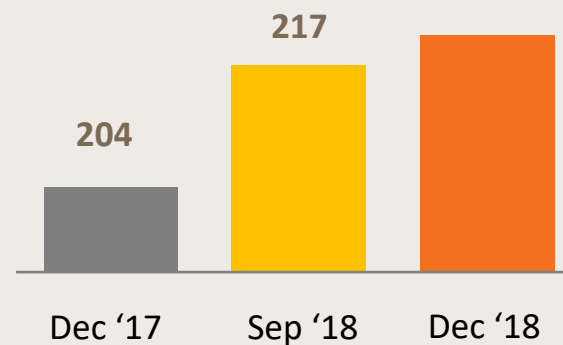
Serves digitally savvy affluent consuming class individuals with a smartphone based digital bank offering

Number of Customers and Customer Activities continue to increase

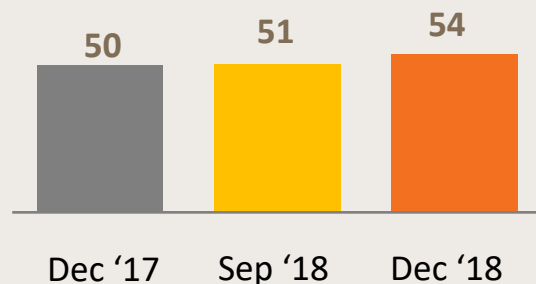
Customers *million*



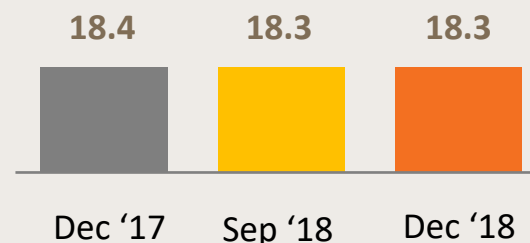
Agents *thousand*



Active Customers *%*



Transactions *million*



Customers continue to increase to ~1,212K



17.5 Mn
YouTube views



32.8K
followers



104K
page likes



63.5K
followers



3.83 Mn+
installs

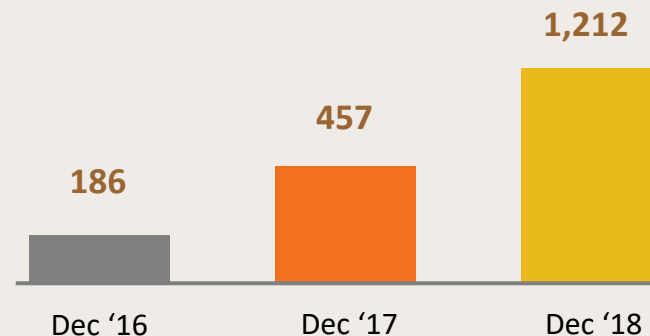


309K+
installs

CUSTOMERS

Thousand

Registered & Pre-screened



Jenius was awarded The Best Digital Bank for 2018 at The Asian Banker Indonesia Country Awards 2018.

The award ceremony was held on August 30, 2018 in conjunction with the prestigious The Future of Finance Indonesia 2018 – the annual meeting for decision-makers in the financial services industry in the country.

Two New Features introduced

New Features



Jenius Keyboard

Other than through applications and websites, now Jenius accounts can be access via Jenius Keyboard. With Jenius Keyboard, interacting while making transactions easier and faster. Besides being able to see Active Balance, you can also access the Send It, Pay Me, and In & Out features through the Jenius Keyboard.



eWallet Center

To provide easy access to life finance solution, Jenius introduced eWallet Center which enables Jenius users to top up GoPay, OVO, and tCash with ease.

- BTPN held the Extraordinary General Meeting of Shareholders (EGMS) in Jakarta on October 5th, 2018.
- The EGMS approved The Merger Plan of BTPN and PT Bank Sumitomo Mitsui Indonesia (SMBCI) including the changes of the Board of Directors and Commissioners and the Articles of Association.

Merger Process Timeline



Overall financial update

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BTPN Syariah 4Q 2018 performance





FY 2018 Results Update



Financial scorecard

Social impact scorecard

Awards



Financial scorecard – maintain strong performance

Balance sheet, IDR billion

	Dec'17	Jun'18	Dec'18	ΔYoY
Cash & Liquid asset	2,738	3,488	4,404	60.9%
Financing (gross)	6,053 20.2%	6,873	7,277	
Allowance for losses	(158)	(181)	(216)	37.0%
Deposits / funding	6,546 16.3%	7,021	7,612	
Total Liabilities	6,902	7,238	8,042	16.5%
Equity	2,255 77.3%	3,444	3,997	
Total Assets	9,157	10,727	12,039	31.5%

Income statement, IDR billion

	FY'17	1H'18	3Q'18	4Q'18	FY'18	ΔYoY
Margin income	2,905	1,623	884	940	3,447	18.7%
Margin expense	346	171	92	105	368	6.4%
Operating income	2,567	1,458	797	837	3,093	20.5%
Operating expense	1,442	729	395	401	1,525	5.8%
Loan loss provision	216	125	66	75	266	23.1%
Profit After Tax	670	449	250	267	965	44.0%

Key ratios (%)

Cost to Income

FY17	1H'18	3Q'18	4Q'18	FY 18
56	50	50	48	49

RoA

FY17	1H'18	3Q'18	4Q'18	FY 18
11.2	12.5	12.2	12.3	12.4

RoE

FY17	1H'18	3Q'18	4Q'18	FY 18
36.5	33.9	28.6	28.6	30.8

CAR

FY17	1H'18	3Q'18	4Q'18	FY 18
28.9	36.9	39.7	40.9	40.9

NPF Gross/Net

FY17	1H18	3Q'18	4Q'18	FY'18
1.67	1.65	1.56	1.39	1.39
0.05	0.01	0.03	0.02	0.02

CoC

FY17	1H18	3Q'18	4Q'18	FY 18
3.9	4.0	3.8	4.2	4.0

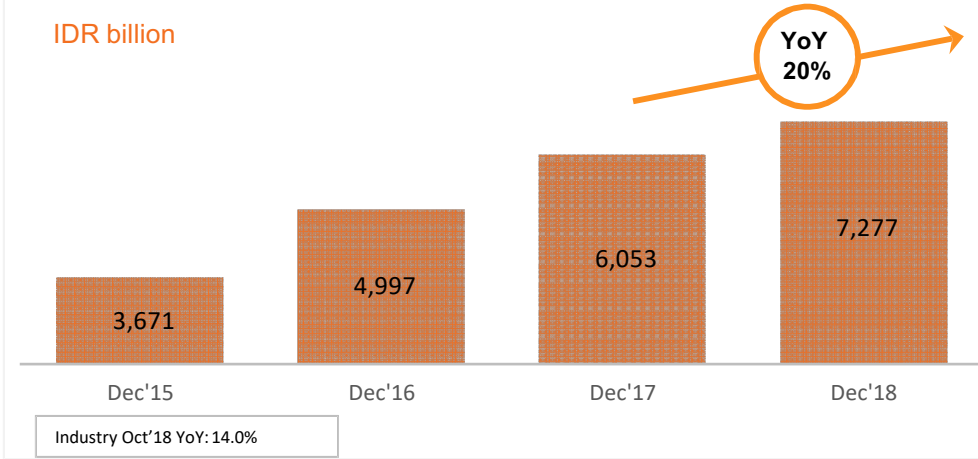
Loss provision coverage

FY17	1H18	3Q'18	4Q'18	FY 18
156	159	182	214	214

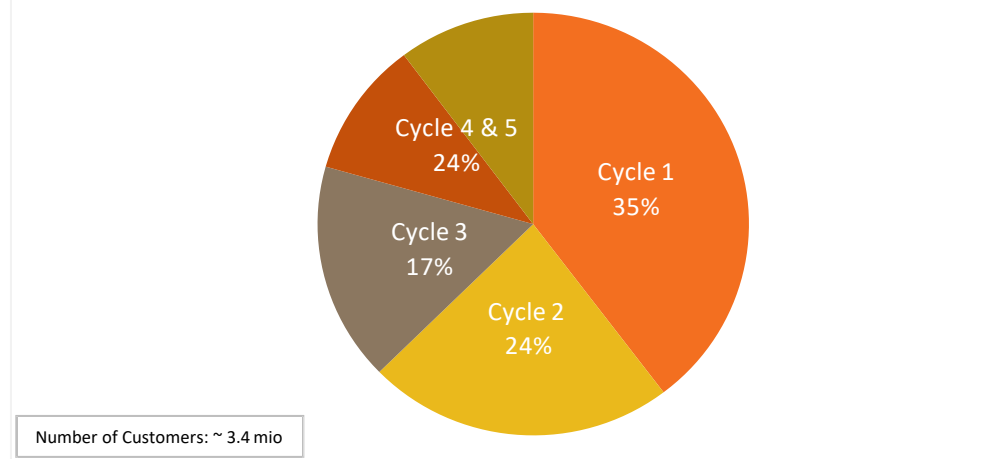
* loss provision coverage 3Q'18 and 4Q'18 excl. recent disasters (Sunda Strait & Lombok) are 156% & 166% respectively

Financing & Customer deposits growth

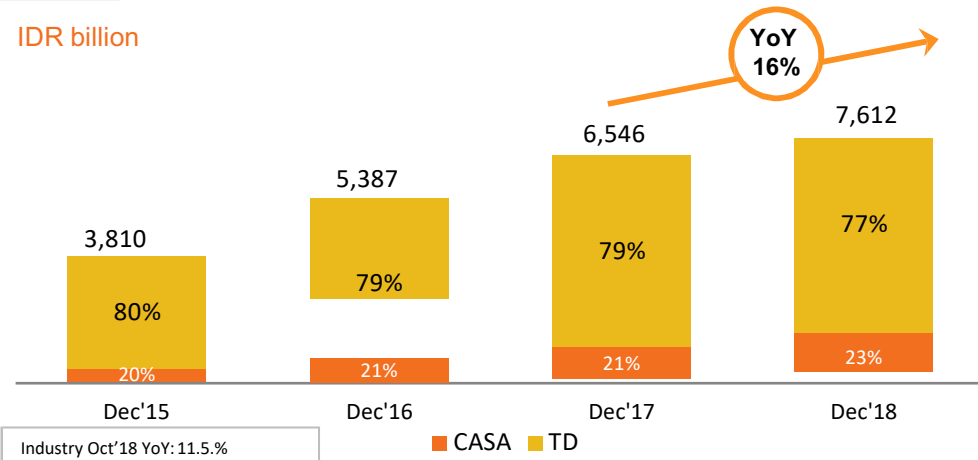
Financing



Customers by Cycle (Dec'18)

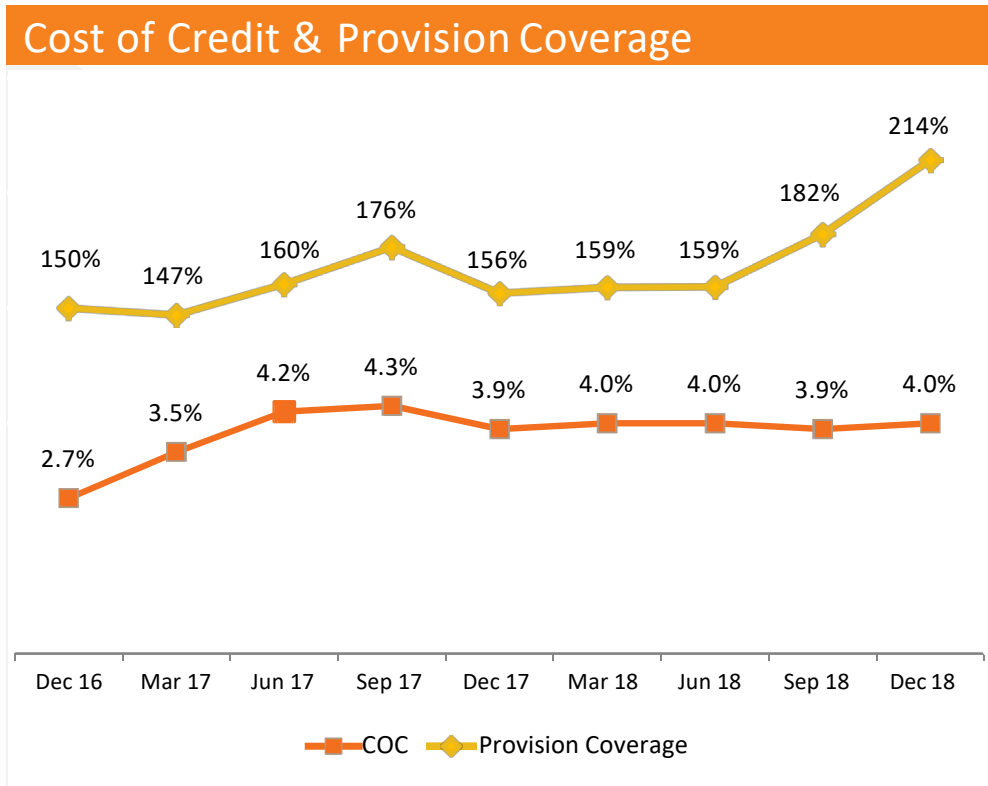
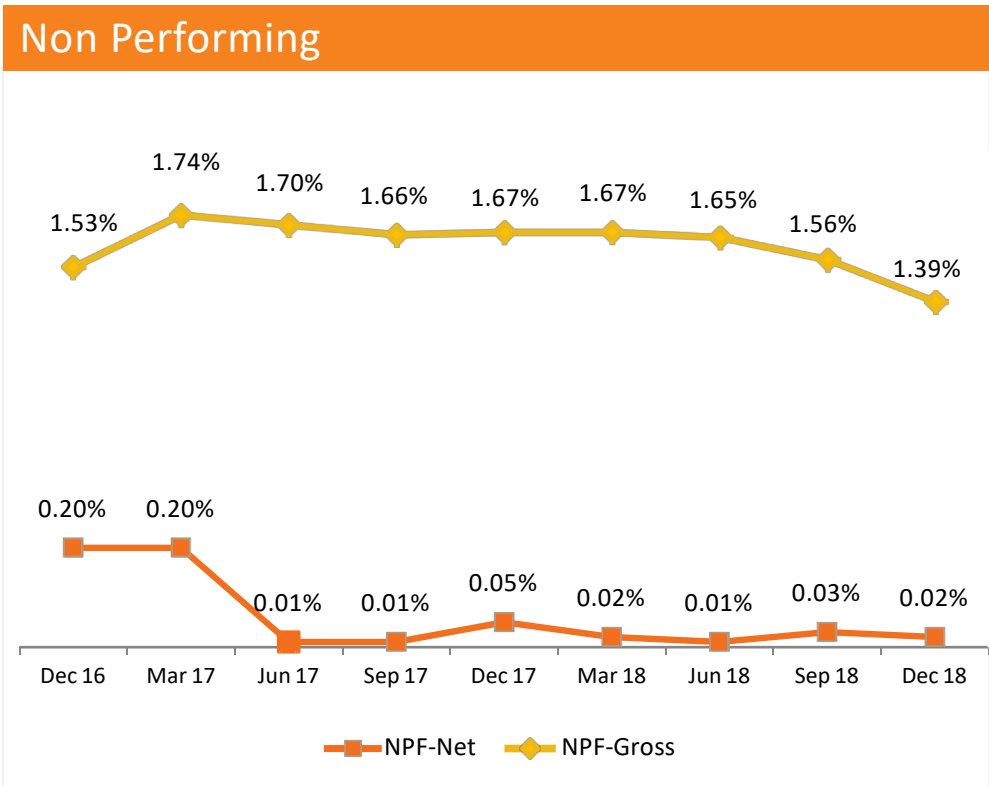


Customer deposits



- YoY total Outstanding Financing grew by 20% to Rp. 7,277 billion - higher than average Syariah industry at 14.0 % as per Oct'18.
- YoY total Customer Deposits grew by 16% to Rp.7,612 billion - higher than average Syariah industry at 11.5 % as per Oct'18.

Improving portfolio quality



* loss provision coverage 3Q'18 and 4Q'18 excl. recent disasters (Sunda Strait & Lombok) are 156% & 166% respectively





Financial scorecard

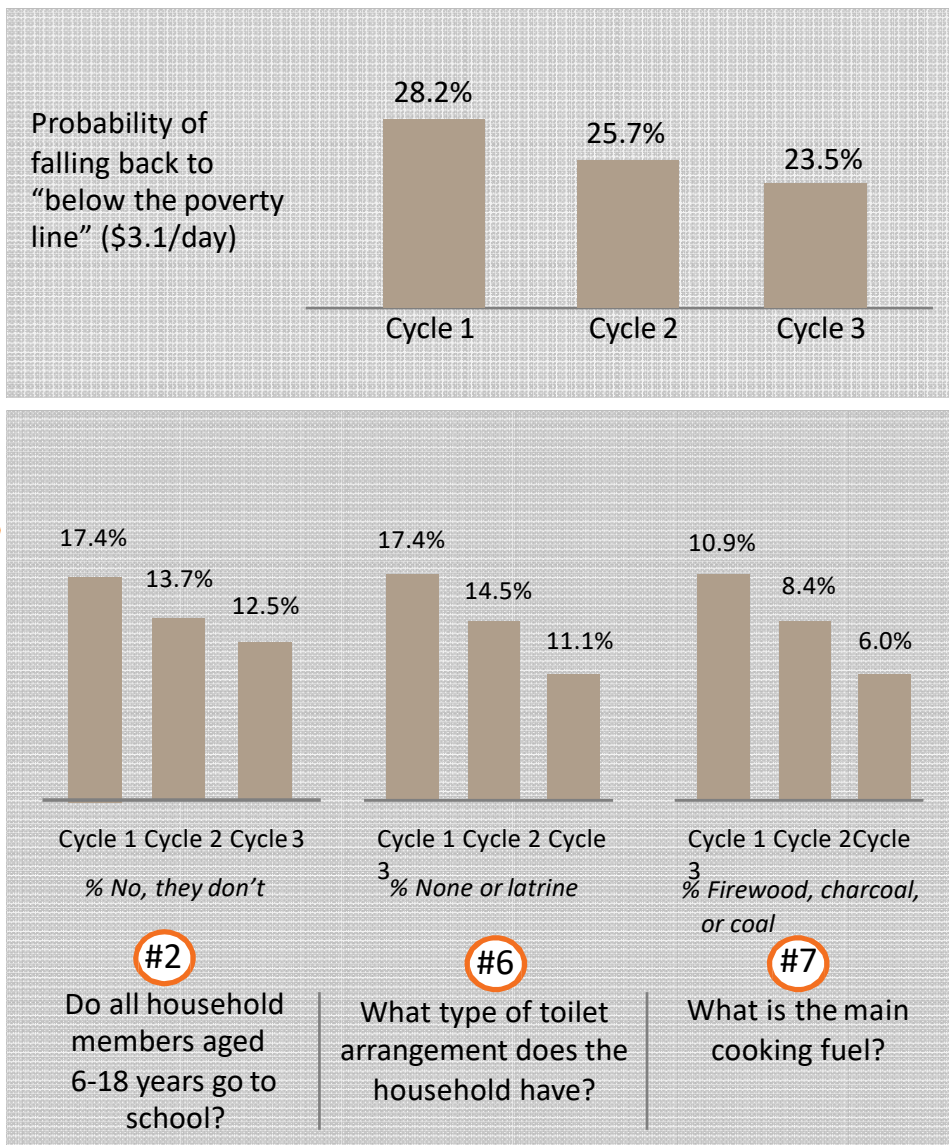
Social impact scorecard

Awards



Social impact scorecard (Dec'18)

Simple Poverty Scorecard for Indonesia				
Entity	Name	ID	Date (DD/MM/YY)	
Participant:			Date joined:	
Field agent:			Date scored:	
Service point:			Household size:	
Indicator	Response	Points	Score	
1. How many household members are there?	A. Six or more	0		
	B. Five	5		
	C. Four	11		
	D. Three	18		
	E. Two	24		
	F. One	37		
2. Do all household members ages 6 to 18 go to school?	A. No members ages 6 to 18	0		
	B. No	0		
	C. Yes	2		
3. What is the highest level of education that the female head/spouse has completed?	A. None	0		
	B. Grade school (incl. disabled, Islamic, or non-formal)	3		
	C. Junior-high school (incl. disabled, Islamic, or non-formal)	4		
	D. No female head/spouse	4		
	E. Vocational school (high-school level)	4		
	F. High school (incl. disabled, Islamic, or non-formal)	6		
	G. Diploma (one-year or higher), or higher	18		
4. What was the employment status of the male head/spouse in the past week in his main job?	A. No male head/spouse	0		
	B. Not working, or unpaid worker	0		
	C. Self-employed	1		
	D. Business owner with only temporary or unpaid workers	3		
	E. Wage or salary employee	3		
	F. Business owner with some permanent or paid workers	6		
5. What is the main material of the floor?	A. Earth or bamboo	0		
	B. Others	5		
6. What type of toilet arrangement does the household have?	A. None, or latrine	0		
	B. Non-flush to a septic tank	1		
	C. Flush	4		
7. What is the main cooking fuel?	A. Firewood, charcoal, or coal	0		
	B. Gas/LPG, kerosene, electricity, others, or does not cook	5		
8. Does the household have a gas cylinder of 12kg or more?	A. No	0		
	B. Yes	6		
9. Does the household have a refrigerator or freezer?	A. No	0		
	B. Yes	8		
10. Does the household have a motorcycle, scooter, or motorized boat?	A. No	0		
	B. Yes	9		
Microfinance Risk Management, L.L.C., microfinance.com			Score:	



PPI (Poverty Probability Index) was built by IPA (Innovations for Poverty Action) to measure the progress out of poverty. www.progressoutofpoverty.org/



Financial scorecard

Social impact scorecard

Awards



Awards and Rating 'AA' (Fitch) in 2018



Awards from International Institutions: :

- Global Islamic Finance Award (GIFA),
- Islamic Retail Banking Award,
- Global Islamic Finance Industry

Awards from Local Institutions :

- Bank Indonesia
- Karim Consulting Indonesia
- Business News Indonesia
- Infobank
- Investor
- Tempo Indonesia
- Economic
- Warta Ekonomi



AA (idn) with Rating Watch Positive based on Fitch per 19 Dec 2018

THANK YOU