

1Q 2020 Results Update

bank
btpn

 SMBC A MEMBER OF
SMBC Group





BTPN at Glance

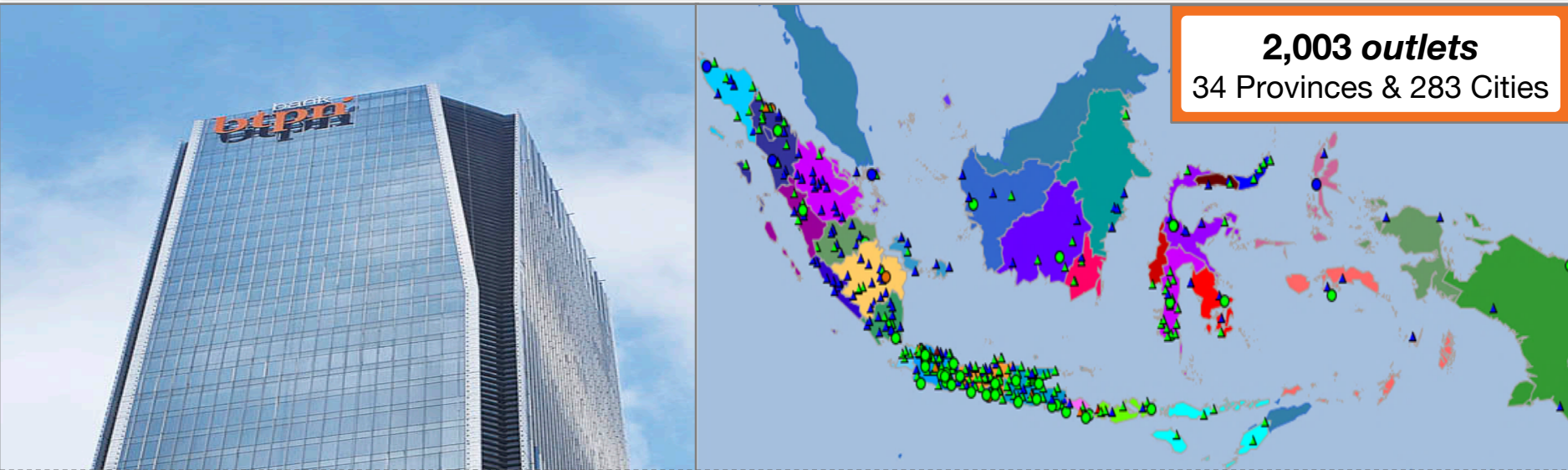
Update on BTPN Business

1Q 2020 Financial Performance

Bank BTPN Profile (Consolidated) as of March 2020



SMBC A MEMBER OF SMBC Group



2,003 outlets
34 Provinces & 283 Cities

The Merger of PT Bank Tabungan Pensiunan Nasional with PT Bank Sumitomo Mitsui Indonesia was completed on February 1, 2019, with the use of a new name of PT Bank BTPN Tbk.

Total Assets	Rp 199.7 trillion	No. of Employee	19,322 (73% Female)
Corporate Rating	<ul style="list-style-type: none"> Fitch Ratings: 'AAA(idn)'; Stable Outlook Pefindo: 'idAAA'; Stable Outlook 	No. of Customer	~12.6 million Retail Customer ~ 1.7 thousand Corporate Customer

Shareholders and Management

*) Mari Elka Pangestu has submitted her resignation through official letter dated 30 January 2020, with the effective date as of 1 March 2020. Her resignation as well as the release and discharge of her responsibility (acquit et de charge) as the President Commissioner (Independent) has been resolved by the Annual General Meeting of the Shareholders on April 23rd, 2020.

Shareholders

Bank BTPN Shareholders	Percentages
Sumitomo Mitsui Banking Corporation	92.43%
PT Bank Central Asia Tbk	1.02%
PT Bank Negara Indonesia (Persero) Tbk	0.15%
Public	5.23%
Treasury Stocks	1.17%

Board of Commissioners



Prof. Mari Elka Pangestu*
President Commissioner**

- Professor – Faculty of Economics and business, Universitas Indonesia (UI), Senior Fellow di Centre for Strategic & International Studies (CSIS) and Audit Committee members of PT AKR Corporindo Tbk
- 2015-2017: Independent Commissioner of PT Astra International Tbk
- 2004-2011: Minister of Commerce, Republic of Indonesia
- 2011-2014: Minister of Tourism and Creative economy, Republic of Indonesia
- 1988-1990: Deputy Director, Antar Universitas, Fakultas Ekonomi UI
- 1988-1998: Chairwoman, International Section, Indonesian Economist Association (ISEI)
- Bachelor in Economics (1978) and Master of Economics from Australian National University (1979) as well as PhD in Economics from University of California, Davis, USA (1986)

Chow Ying Hoong
Deputy President Commissioner
Ninik Herlani Masli Ridhwan
Commissioner**

Takeshi Kimoto
Commissioner
Irwan Mahjudin Habsjah
Commissioner**

Directors

Ongki Wanadjati Dana
President Director



- 2008-Feb 2019: Deputy President Director, BTPN
- 2002-2008 : Wholesale Banking Director, Bank Permata
- 2000-2002 : Deputy President Director, Bank Universal
- 1998 : President Director, Bank Subentra
- 1990 : Vice President Consumer Banking, Citibank NA
- 1982 : Account Officer Corporate Banking, Citibank NA
- Bachelor Degree (Mechanical Engineering) from Institut Teknologi Bandung ; and participate in various executive training programs at Center for Creative Leadership, Singapore, Saïd Business School, Oxford University, UK dan Harvard Business School, USA.

Ongki W. Dana
President Director
Hiroimichi Kubo
Director
Adrianus Dani Prabawa
Director

Kazuhisa Miyagawa
Deputy President Director
Dini Herdini
Compliance Director**
Merisa Darwis
Operational Director

Yasuhiro Daikoku
Director
Henoch Munandar
Director
Hanna Tantani
Director

**Independent

Management

*) Mari Elka Pangestu has submitted her resignation through official letter dated 30 January 2020, with the effective date as of 1 March 2020. Her resignation as well as the release and discharge of her responsibility (acquitted de charge) as the President Commissioner (Independent) has been resolved by the Annual General Meeting of the Shareholders on April 23rd, 2020.

Board of Commisioners



Mari Elka Pangestu*
President Commisioner
(Independent)



Chow Ying Hoong
Deputy President
Commisioner



Takeshi Kimoto
Commisioner



**Ninik Herlani
Masli Ridhwan**
Independent
Commisioner



**Irwan Mahjudin
Habsjah**
Independent
Commisioner

Board of Directors



Ongki W. Dana
President Director



Kazuhisa Miyagawa
Deputy Pres. Director



Dini Herdini
Director (Independent)



Yasuhiro Daikoku
Director



Henoch Munandar
Director



A. Dani Prabawa
Director



Hiromichi Kubo
Director



Merisa Darwis
Director

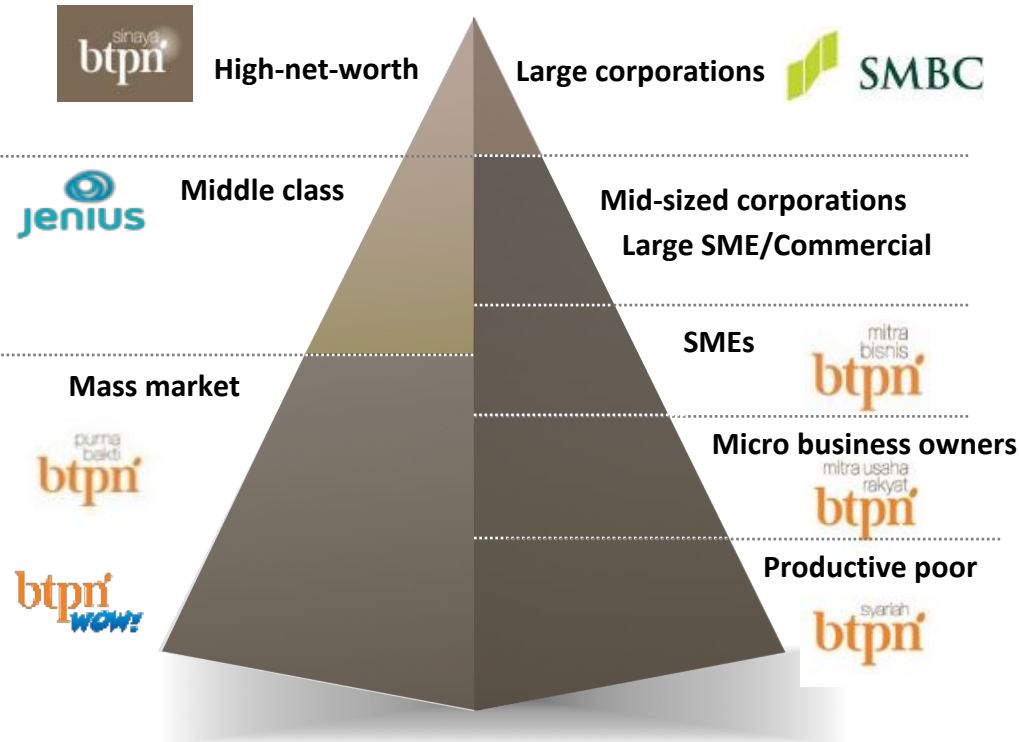


Hanna Tantani
Director

Universal Bank That Serves The Full Spectrum Of Indonesian Customer Segments

Target Market

Enhance, synergize and expand the bank's business to provide complete banking services and use digital banking capabilities and global support from SMBC



Digital Banking

SMBC's Global Support

Vision

“To become the first choice bank in Indonesia, which give significant change in the life of millions of people, mainly with the support of digital technology”.

Mission

- To offer complete financial solution and service to various segments of retail, micro, SME and corporate business in Indonesia, and for Indonesian Nation and Country as a whole;
- To provide valuable opportunity for the professional growth of the Bank BTPN employees;
- To create significant and sustainable values for the stakeholders, including for Indonesian society;
- To use technology innovation as the main differentiator to provide the best quality and experience in its class to the Bank BTPN clients and partners.

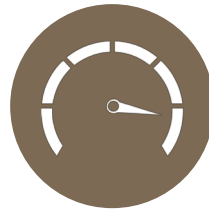
Bank BTPN's Values



Customer-centric
Focus on stakeholder interests



Proactive & Innovative
Step up and continue to innovate



Agile
Embrace change and move fast



Achieving The Best
Maintain and provide the best service quality



Synergy
Collaborate as one team

Strategic Priorities: post merger

BTPN has completed the legal merger on 1 Feb 2019. Since then the bank put focus to integrate culture, consolidation and stabilization, as well as to expand the Bank's business



Stabilize

Successfully integrate and mitigate risks, guided by regulatory support

Synergize

Combine existing assets to drive higher cross-sell, serve new segments, or reduce costs

Scale up

Create new engines for growth and profitability for the combined entity

▪ Ensure a smooth and successful integration of the two banks:

- Build new solid management team and retain key people
- Harmonize both bank values and build synergy among all employees
- Preserve Corporate clients trust level
- Smooth execution of adopted and revised BTPN Retail Banking business model, process, system and risk management model
- Implement compliance to expanded and stricter regulatory requirement

▪ Carefully navigate through changes and increasing uncertainties in the economic and political environment

▪ Protect and Enhance value of core business – Corporate banking, SME and Retail banking, synergize /cross-sell, including OTO Group

Build organization, process and infrastructure as enabler for synergy

▪ Maintain the digital banking transformation and growth momentum to prepare the bank for future growth

- Scale up Jenius business model including launching Jenius for business catered toward micro and small, medium (SME) business owners
- Continue to build digital banking infrastructure, i.e agile organization, micro services, digitized process
- Continue digital transformation of Pension, Micro and SME businesses

▪ Build capabilities to increase competitiveness to include higher CASA ratio across all core businesses:

- Capture synergy, build and capitalize on Business Value Chain ecosystem – capture cash transactions and provide better risk mitigation to increase competitiveness
- Capitalize on the digital banking capabilities, partnership and collaboration with other digital ecosystems.

▪ Expand business scope to new businesses: Middle Corporate/Enterprise banking, Commercial Banking and expand scope of Retail Banking

BTPN at Glance

Update on BTPN Business

1Q 2020 Financial Performance



Strong track record of building a new business

Pension business launch (Purna Bakti)

DAYA launch – Empowerment Platform

SME business pilot launch

mobile banking for mass market launch

- **Corporate Banking & Middle Market**
- **Large SME/Commercial**
- **Treasury**
- **Retail Lending Business**



Micro Banking business launch

Funding business launch (now Sinaya)

Productive Poor business launch

Digital Bank launch

Our excellence: Digital banking Capabilities & Global support from SMBC Group

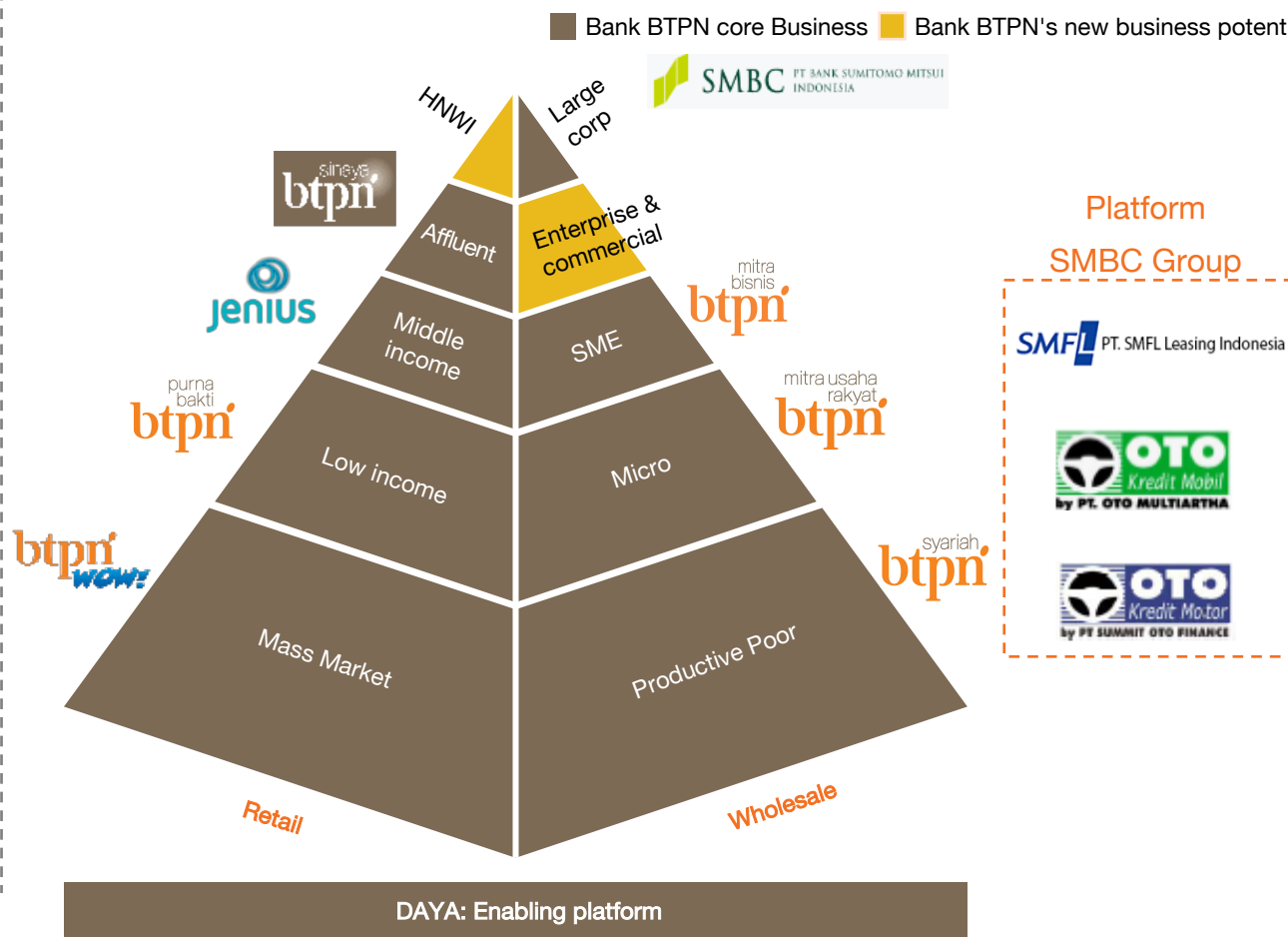
1 Superior and reusable digital Platform

- Have a reliable banking architecture (example: Product & Microbusiness Services)
- Agile Implementation Methodology
- Modern Platform & way of working

2 Extensive distribution network

2,003
Outlets

3 Serving a wider customer segment



4 Global Support from SMBC Group

➤ Corporate/Wholesale *Banking*

- Hedging
- Loan
- Cash Management
- Domestic, Export and Import Trade Product

➤ Retail Funding Business

- Taseto Premium
- Taseto Bisnis
- Tabungan Pasti
- Giro Sinaya
- Time Deposits
- Flexi Deposits
- Mutual Fund
- Bancassurance
- Sinaya ATM/Debit Card
- Sinaya Online & Mobile
- Safe Deposit Box
- Sharia Bank Services
- Weekend Banking
- Sinaya Priority

➤ Retail Lending Business

- Pension Loan
- Payroll Loan
- Cross Over Loan

➤ Bisnis Mikro

- Kredit Usaha Rakyat
- Palm Oil Farmer Financing
- Upper Micro

➤ BTPN Wow!

- Funding Wow!
- Productive and Consumptive
- Student Loan
- Supply Chain

➤ Jenius

- Fund it Flexi Cash

➤ Treasury & FI

- Foreign Exchange
- Derivative
- Money Market

➤ Supply Chain and Structured Program

- Supply Chain
- Lending Program

➤ Business Banking

- Cash Management
- CPP Mitra Bisnis
- BPR Financing
- ABF
- Commercial

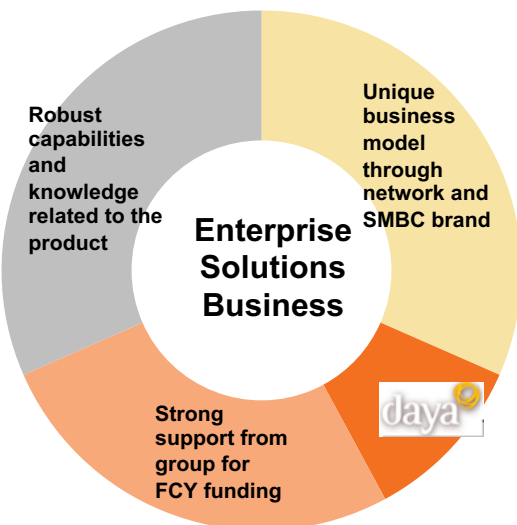
➤ Consumer Assets

- Asset Based Financing (A/R Financing)
- Fintech
- Financing with MF

Corporate/Wholesale Banking

Corporate/Wholesale Banking Group includes Corporate/Wholesale Banking, Enterprise Banking, Transactional Banking and Wholesale Funding

UVP



Products and Services

Hedging Products (*):

- IRS/CCS
- Forex Transactions

(*) But not limited to the above products

Loan Products:

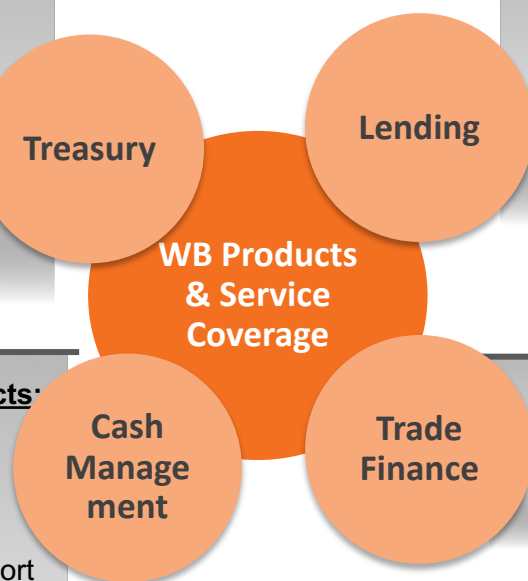
- Bilateral and Syndication Loans (IDR, USD, and JPY)
- Project/ Structured Finance
- ECA

Cash Management Products:

- Current Account, Term Deposits
- Payment (ACH, RTGS, Payroll, Wires)
- E-Tax Payment (non-import and import tax)
- Collections (ACH, RTGS, Payroll, Wires, Cheque/Cash Deposit, GIRO Collection)
- GIRO Depository Service
- Virtual Account
- Internet Banking/ Host-to Host
- Liquidity Management (domestic cash polling)

Domestic, Export and Import Trade Products:

- Import LC Issuance / Import Bill Negotiation
- Export LC Advising / Confirmation / Export Bill Collection
- Documentary Collection (DP, DA)
- Trust Receipt / Trade Loan
- Structured Trade Finance
- Receivable Purchase
- Bank Guarantees / SBLC

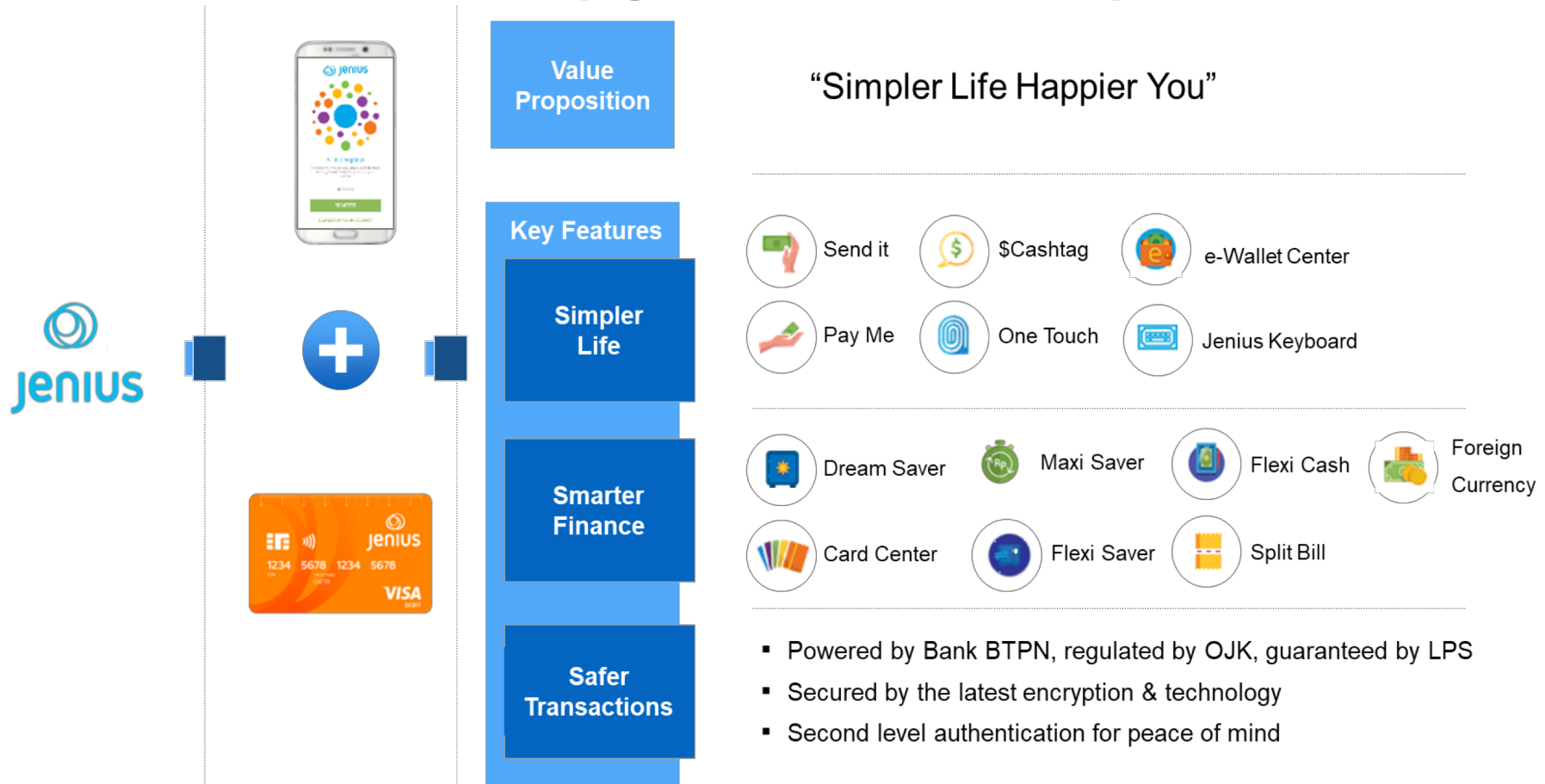


Target Segments

Target Company under Wholesale Banking Group:

1. Local Companies
2. MNC
3. State-owned Enterprises
4. Japanese Corporations
5. Bank and Non-Bank FI

A Simpler, Smarter & Safer Way to Manage Your Life and Finance, Simply from Your Smartphone



More than **2.5 million Jenius users** spread in **34 provinces** across Indonesia



Simple

- Your Life Finance access in one touch
- Manage your Life Finance in 3 easy steps
- Saving, payment, transaction connected all in one place

Smart

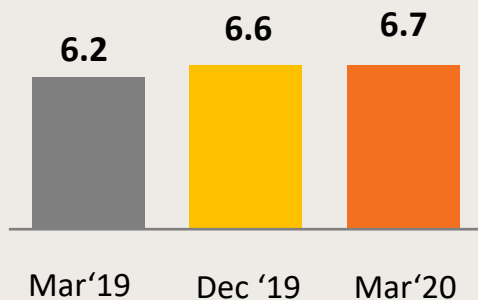
- Can be customize based on your needs and preferences
- Smartly connected with Indonesia's Banking Ecosystem
- Evolving along with your life growth

Safe

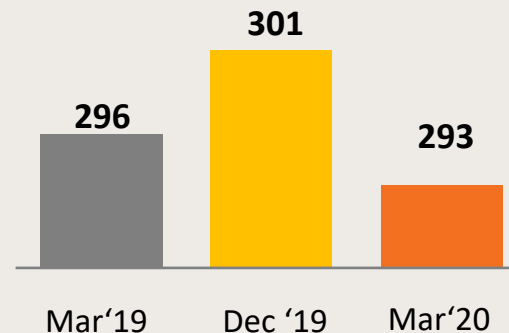
- Powered by Bank BTPN, regulated by OJK and guaranteed by LPS
- Secured by the latest encryption & technology
- Second level authentication for peace of mind

Number of Customers and Customer Activities still on track

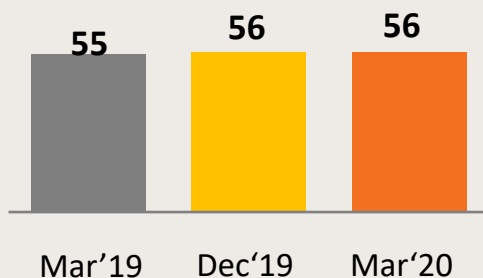
Customers
million



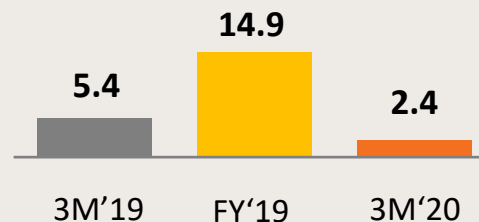
Agents
thousand



Active Customers
%



Transactions
million



Daya

Daya is the embodiment of BTPN's commitment to sustainably improve the capacity of its customers by providing them with opportunities for growth and a meaningful life

Customer Segment

High net-worth
Large Corporation

Middle class
Mid Size
Corporation

Mass market
Micro business
Productive poor

Program Pillar



Digital Access:
www.daya.id



Healthy
Check



Online
Marketing
Training



Collbaoration
with Djarum
Foundation



BTPN at Glance

Update on BTPN Business

1Q 2020 Financial Performance



Financial Performance - Consolidated

Balance Sheet (Rp billion)	Mar'19 (Unaudited)	Dec'19 (Audited)	Mar'20 (Unaudited)	ΔYoY
Liquid Assets	40,013	30,646	31,771	-21%
Loans (gross)	139,844	141,760	157,011	12%
Customer Deposits	104,149	86,939	97,117	-7%
Borrowings & Subordinated Loan	52,390	58,910	64,069	22%
Total Funding	156,539	145,850	161,186	3%
Equity	28,447	29,868	29,985	5%
Total Assets	192,151	181,631	199,670	4%

Income Statement (Rp billion)	Mar'19 (Unaudited)	Dec'19 (Audited)	Mar'20 (Unaudited)	ΔYoY
Net Interest Income	2,438	11,048	2,923	20%
Other Operating Income	342	1,561	432	26%
Operating Income	2,780	12,608	3,356	21%
Operating Expense	(1,610)	(7,130)	(1,777)	10%
Cost of Credit	(362)	(1,446)	(411)	13%
Non-Operating Income (Expense)	(7)	(14)	1	-118%
Profit Before Tax	801	4,019	1,169	46%
Net Profit After Tax attributable to the Shareholders	507	2,573	752	48%
Net Profit After Tax - BTPN Syariah	288	1,400	402	39%

- Total assets reached Rp 199.7 trillion. Total Loan reached Rp 157.0 trillion (YoY growth of 12%)
- Third party funds reached Rp 97.1 trillion. Besides the third party fund, BTPN has a long-term borrowing facility from SMBC amounting to USD 2.8 billion, MTN, bonds, other bilateral loans and interbank borrowings.
- The Bank booked net profit after tax amounted to Rp 752 billion (up 48% YoY).

Key Financial Ratios - Consolidated

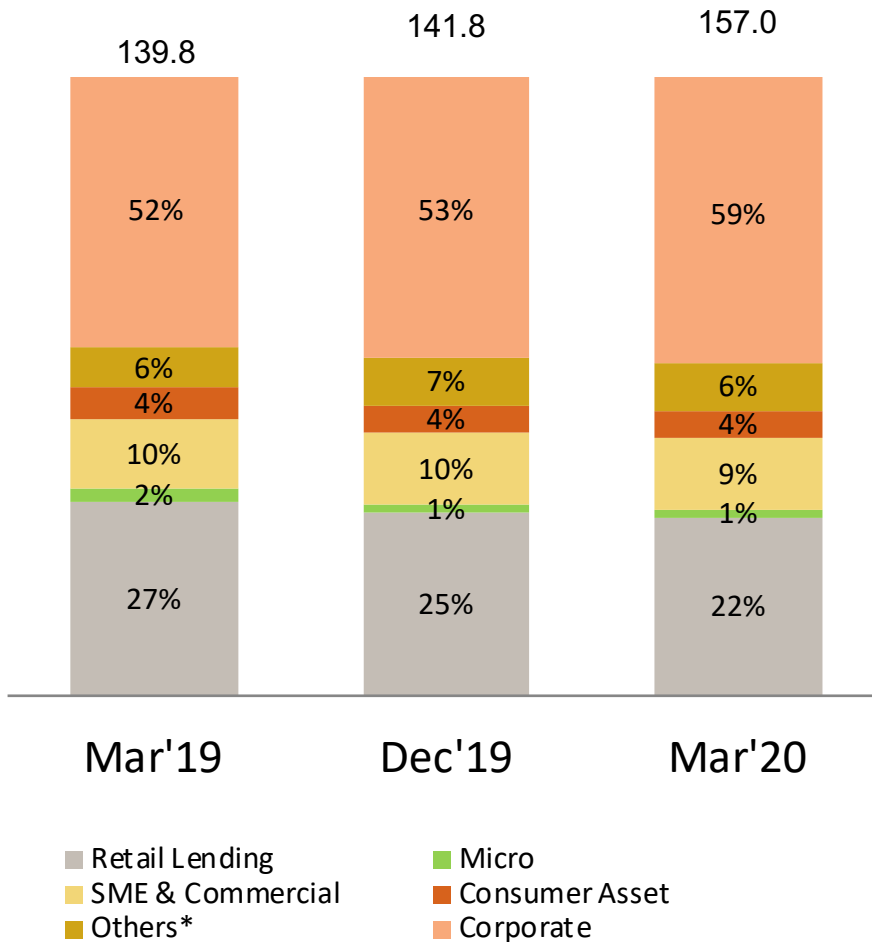
Ratios (%)	Mar'19 (Unaudited)	Dec'19 (Audited)	Mar'20 (Unaudited)
NIM	6.95	6.92	6.89
LDR	134.27	163.06	161.67
NSFR	109.59	113.04	115.86
LCR	244.48	229.14	212.45
Loan to Funding	89.33	97.20	97.41
NPL (gross)	0.77	0.81	0.97
ROA	1.98	2.25	2.51
ROE	8.95	9.94	10.76
CAR	23.13	24.24	22.48

- NIM maintained at the rate of 6.89%.
- NSFR at the end of Mar 2020 was 115.86%; LCR 212.45%.
- Sound loan growth, NPL gross maintained at 0.97%.
- CAR maintained at a healthy level at 22.48%.

Loans Composition & Quality

LOAN COMPOSITION

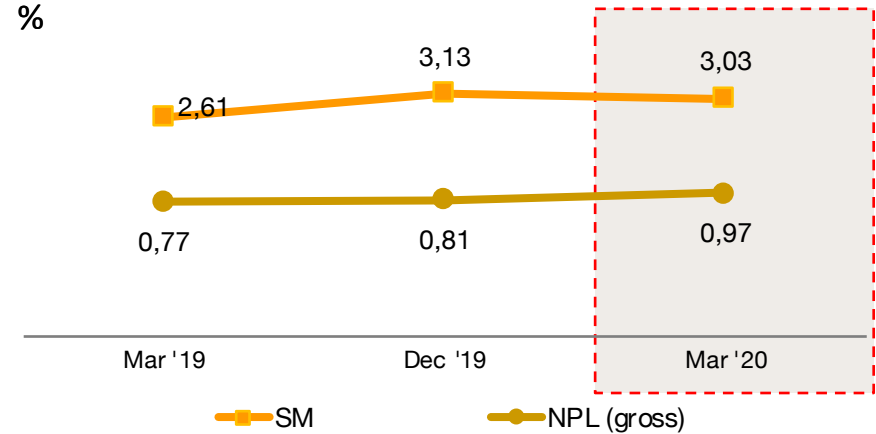
Rp trillion



Others: Including Syariah Financing, Joint Financing, Money Market loan and Employee loan

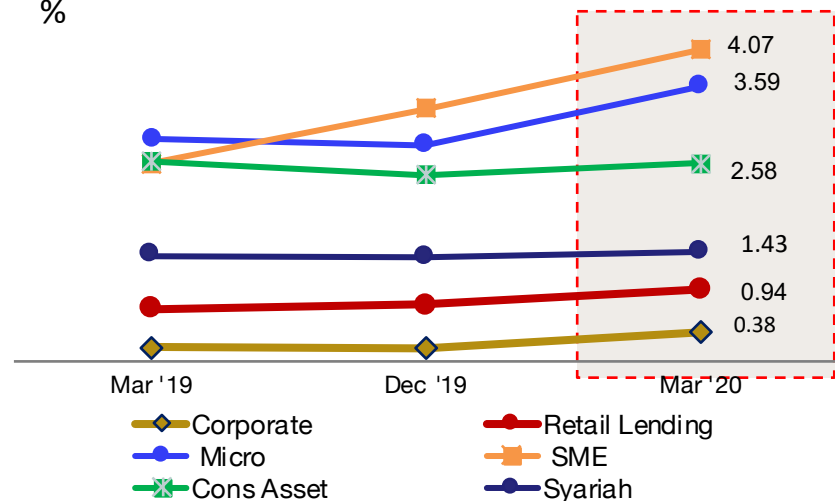
SPECIAL MENTION & NPL

%



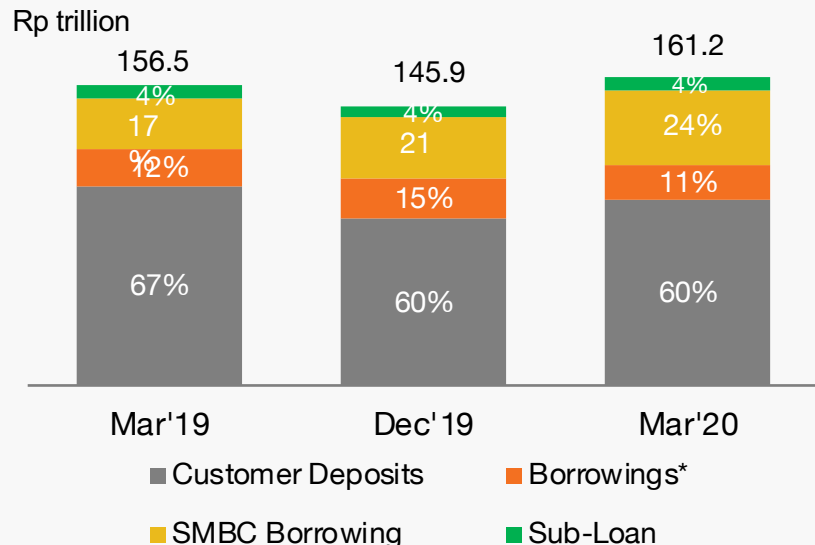
NPL BY BUSINESS

%



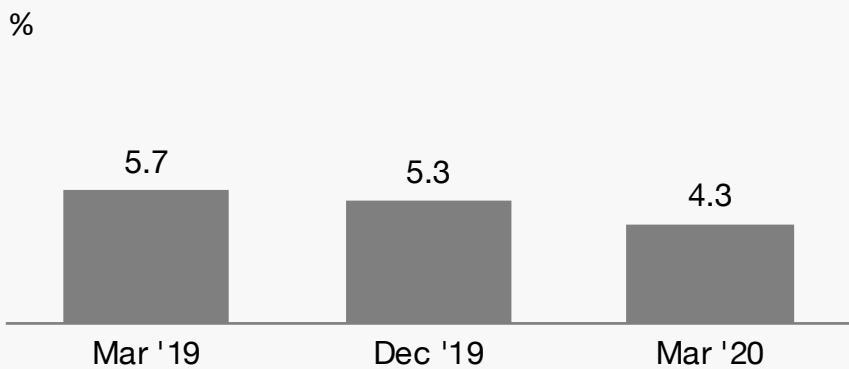
Funding Composition

FUNDING COMPOSITION

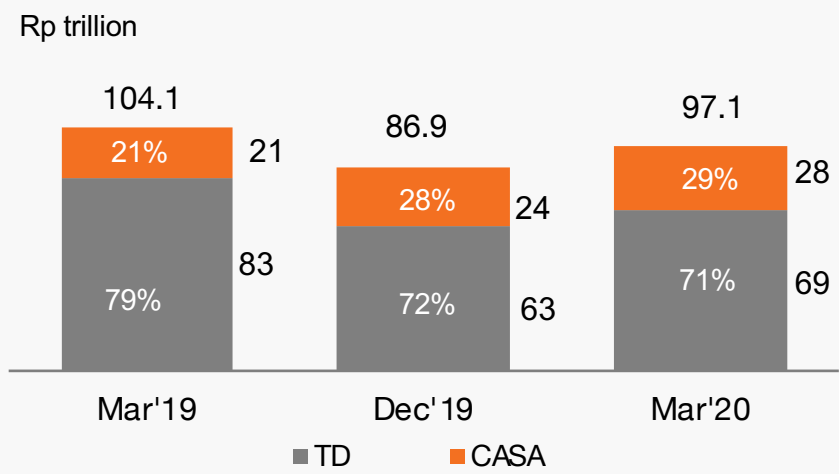


*Include MTN, bonds, bilateral loans and inter-bank borrowings

COST OF FUND (IDR + FCY) – BTPN Only



CUSTOMER DEPOSIT COMPOSITION



- CASA balance grew by 31% YoY. CASA ratio continued to improve from 21% as of 31Mar19 to 29% as of 31Mar20.
- Besides Customer Deposits, BTPN has diversified funding source from MTN, bonds, bilateral loans and inter-bank borrowings. BTPN also has a long-term borrowing facility from SMBC amounting to total USD 2.8 billion and subordinated loan of USD 435 million.

THANK YOU