



ANALYST MEETING

PT Bank Tabungan Negara (Persero) Tbk.
Business & Financial Performance
as of September 30, 2020

Jakarta, 22nd Oct 2020

Disclaimer

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AGENDA

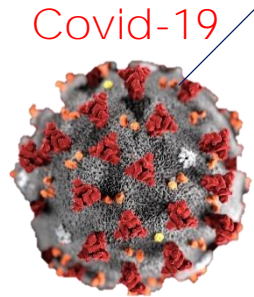
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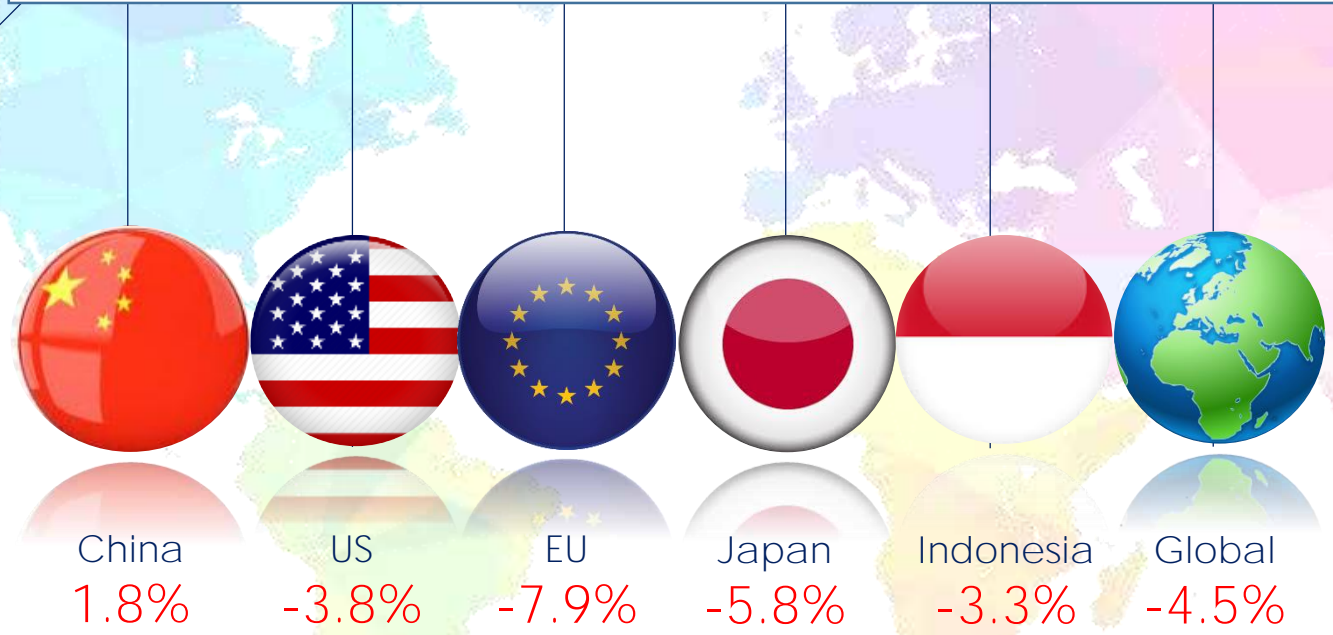
PRELIMINARIES

Macroeconomic Condition

Impact of Covid-19 pandemic to global economy, including Indonesia



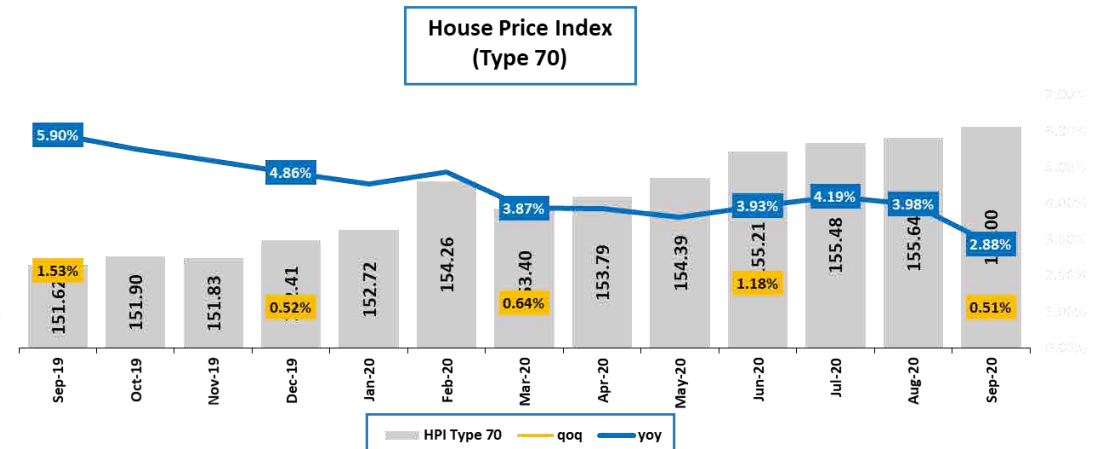
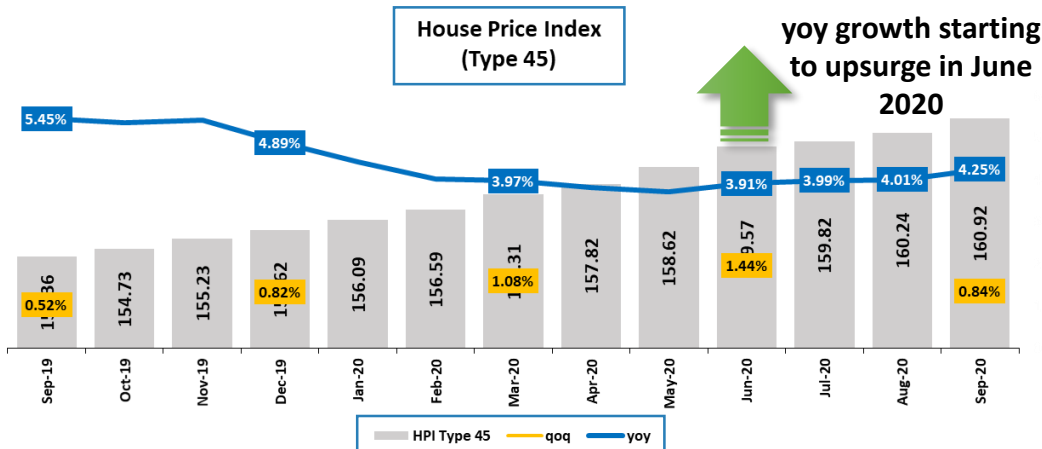
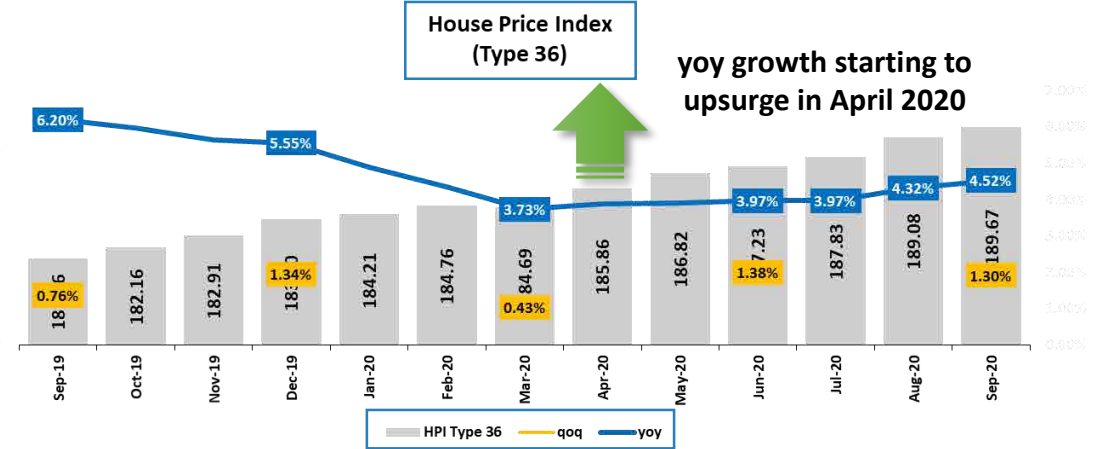
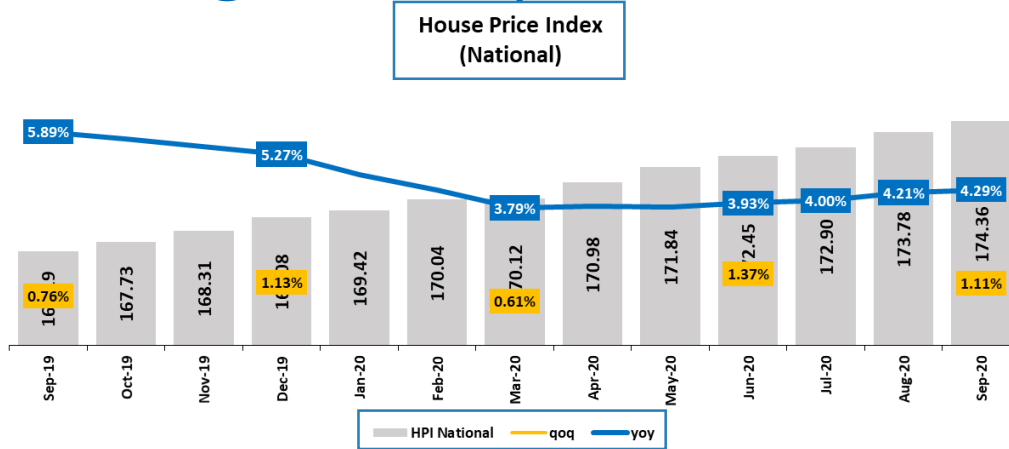
Projections of Economic Growth in Various Countries in 2020



Source: OECD (September, 2020)

IMF, World Bank and OECD predict that the global economy will grow negatively in 2020 but will experience positive growth in 2021

Housing Industry Based on Bank BTN's House Price Index

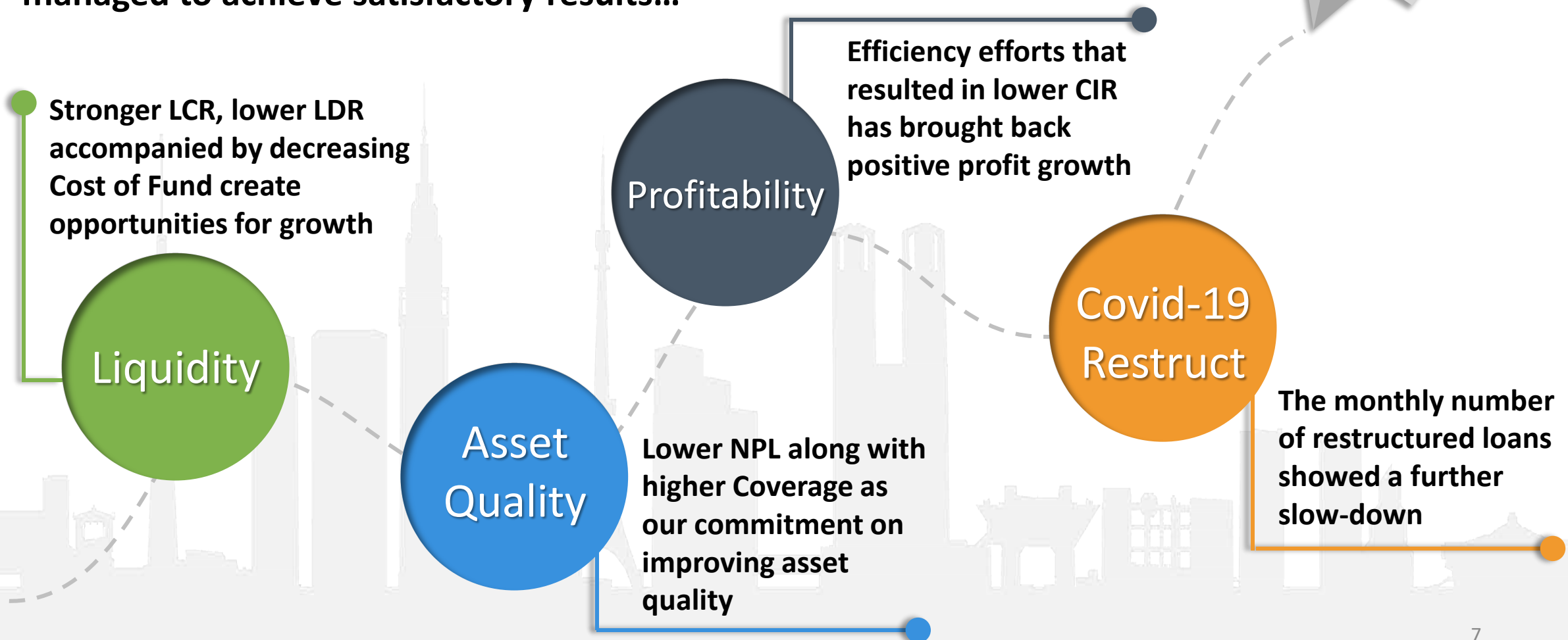


Source: Company, House Price Index

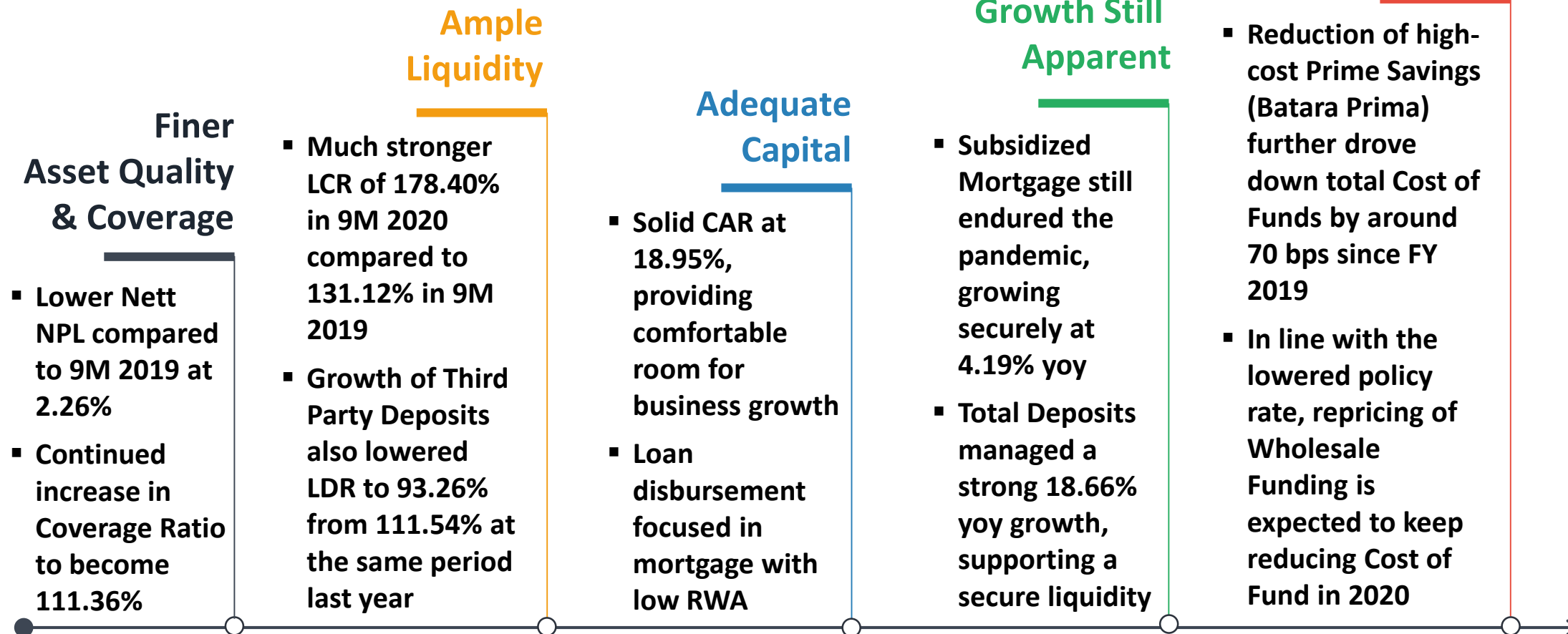
The growth of the national House Price Index (HPI) for House Type 36 & 45 began to show a fairly good upsurge in April and June 2020 respectively. HPI in Total (National) recorded growth of 4.29% (yoy) and 1.11% (qoq) in 3Q20

3rd Quarter of 2020: Improvement Areas

Despite the challenges during the Covid-19 pandemic, Bank BTN has managed to achieve satisfactory results...

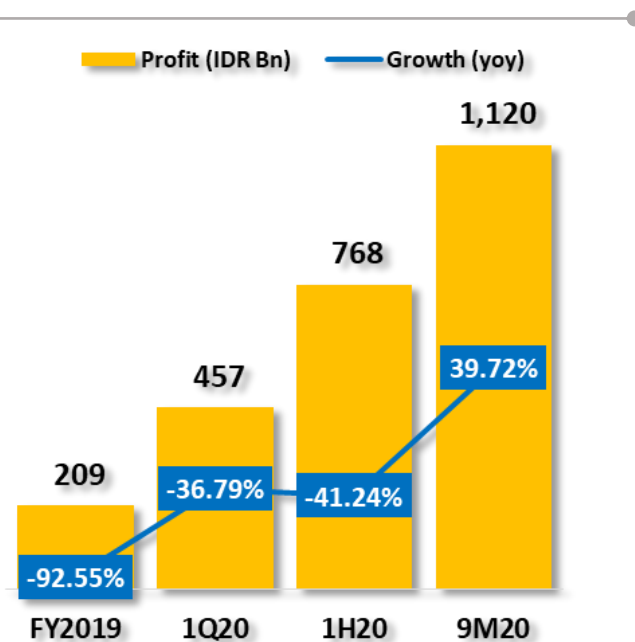


9M 2020 Summary

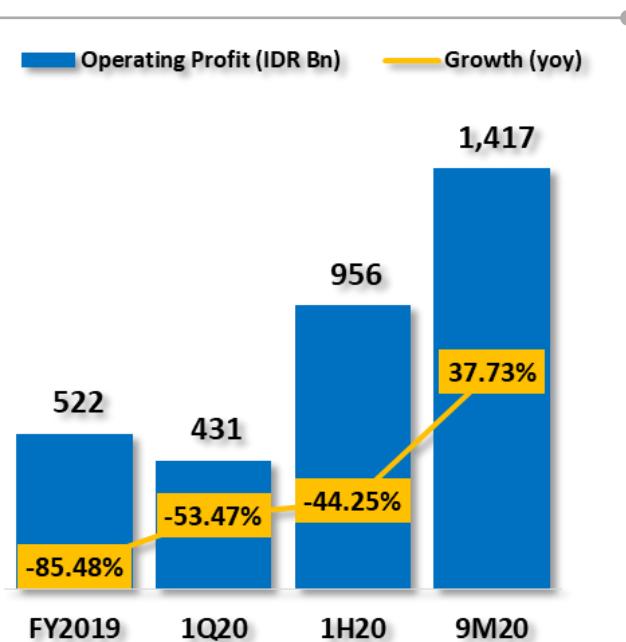


9M 2020 Profit: Bring Back Positive Growth

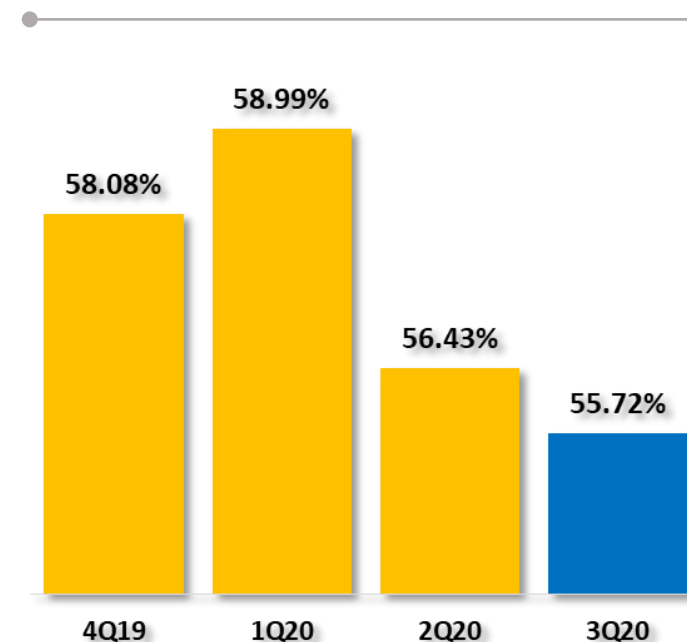
Net Profit



Operating Profit



CIR



9M 2020 Net Profit grew positively. 9M 2020 Net Profit grew 39.72% (yoy) and CIR showed an improvement at 55.72%

2025 Aspirations



Best Mortgage Bank in South East Asia

Achieving the highest profitability and housing-linked asset growth among peers



A Double low-cost funding

Transforming channel capabilities to become the transactional bank and growing FBI



B Democratize housing

Delivering banking products to improve lives, financing in subsidized homes for mass segment, and building a new direct-to-consumer channel for mass affluent segment



C Build one stop shop financial solution for consumer and housing-related businesses

Providing lending and investment solutions to triple non-mortgage portfolio and double product holdings of emerging affluent customers



D Become a digital innovator and home of Indonesia's best talent

Digitizing processes to build the most efficient operations and developing top-notch talent



E Build a high-quality portfolio and sustain low levels of NPL

Leveraging technology to develop integrated and rigorous risk management processes to lower NPL in line with market sustainably

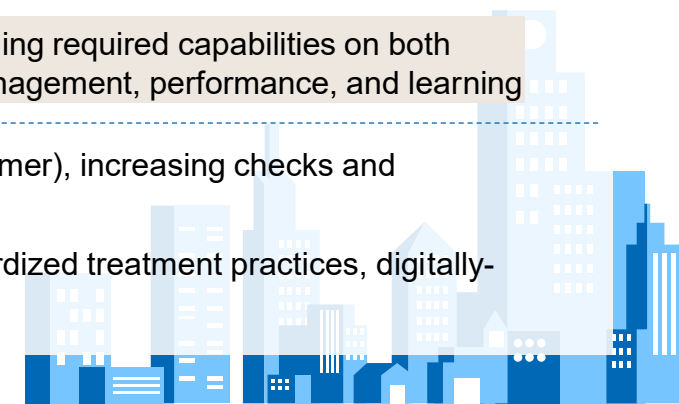


10 Strategic Themes Supporting BTN's 2025 Aspirations



- 1 Enhancement of branch operating model to grow low-cost deposits and retail business by optimizing network footprint and building end-to-end customer ownership (commercial, SME, consumer) including funding, lending, fees and other services
- 2 Partnership/inorganic growth to support the main business in the housing sector, capturing opportunities in multi-finance, insurance & asset management
- 3 Development of housing financing for emerging affluent and affluent segments, by enhancing direct-to-consumer proposition, and partnering with high-end developers and network of real-estate agents
- 4 Development of housing ownership programs for subsidized mortgage to support the national agenda for affordable housing
- 5 Expanding real estate value chain targeting SME suppliers and contractors by providing supply chain financing, bank guarantee, SKBDN and business savings solutions
- 6 Develop complete financial solutions (lending, savings, transactions, and investments) to target fixed-income earners especially emerging affluent and SMEs, and set up cross-selling and upselling strategy
- 7 Development of electronic transaction channels, automating various business processes and developing partnerships with digital ecosystems, including setup of supporting IT infrastructure and operating model
- 8 Implementation of SBU structure, suitable for BTN, for a performance-driven organization, building required capabilities on both hard & soft skills, and launch of culture program on sales and service, governance and risk management, performance, and learning
- 9 Improved sound credit business processes by centralizing credit operations (CBC, SME, consumer), increasing checks and balances, and strengthened risk framework through precise risk guidelines
- 10 Sustaining low levels of NPL across all segments through strengthened risk monitoring, standardized treatment practices, digitally-enabled collection processes, and asset sale strategies

Biggest shifts





Funding Initiatives



#1

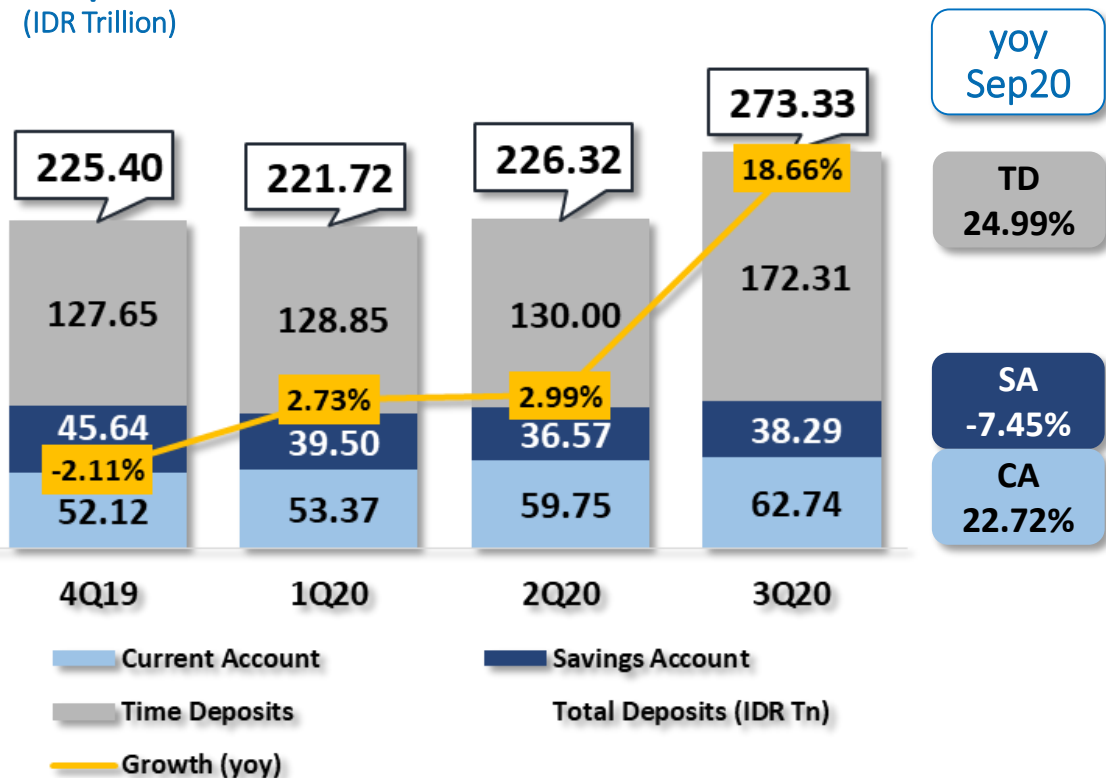


Stronger Liquidity Along With Improved Cost of Fund

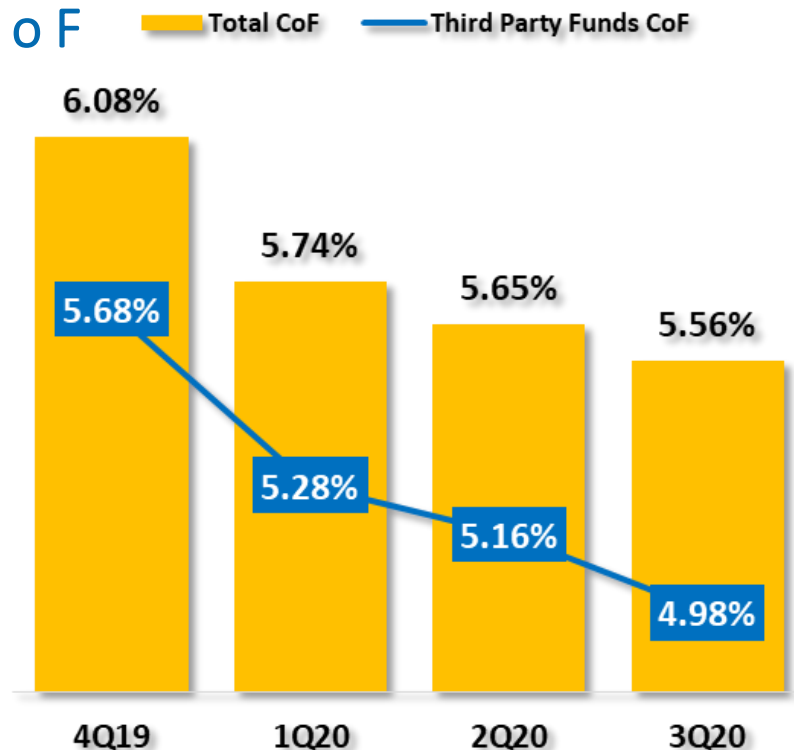
Total Deposits recorded a significant growth of 18.66% (yoy), supported by growth of Current Accounts and Time Deposits

CoF continuing to show a decreasing rate over time

Deposits Mix (IDR Trillion)



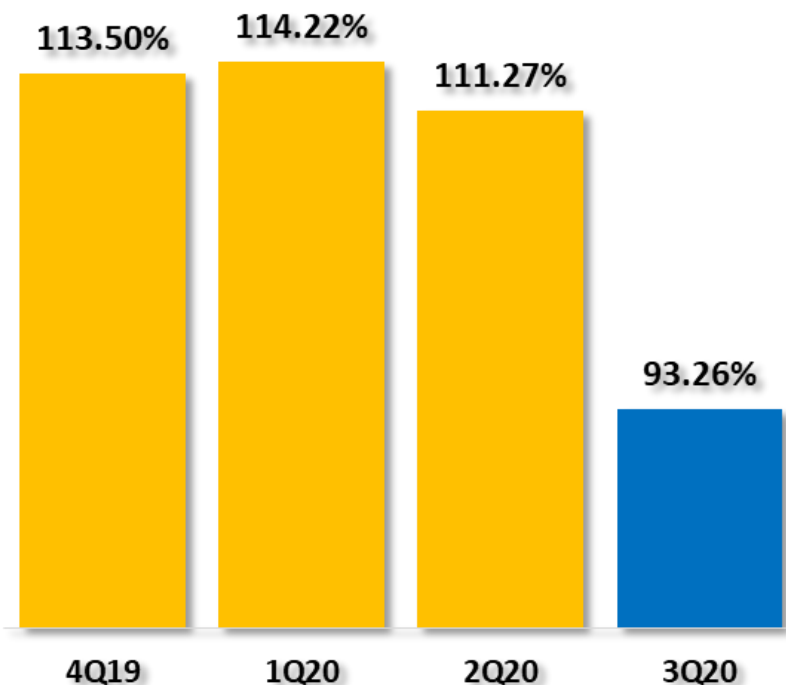
CoF



Stronger Liquidity Along With Improved Cost of Fund

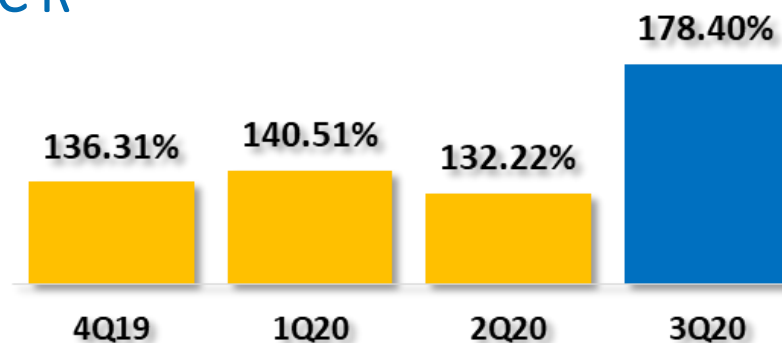
LDR has reached below 100%

LDR

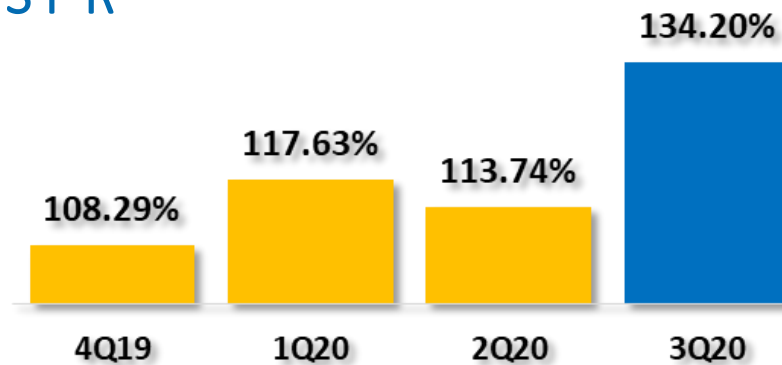


Much stronger LCR & NSFR

LCR



NSFR





New Business Model for Retail Funding: BATARA SPEKTA



Loyalty program in the form of Poin Spekta, which are collected by customers based on the average balance of Savings Account and/or transactions using ATM/Debit Card or BTN Mobile Banking

batara spekta
Exchange of Poin Spekta
<https://poinpekta.btn.co.id>



Voucher Exchange



Open Bid Auction



Drawing




New Business Model for Retail Funding: DBEST PROGRAM

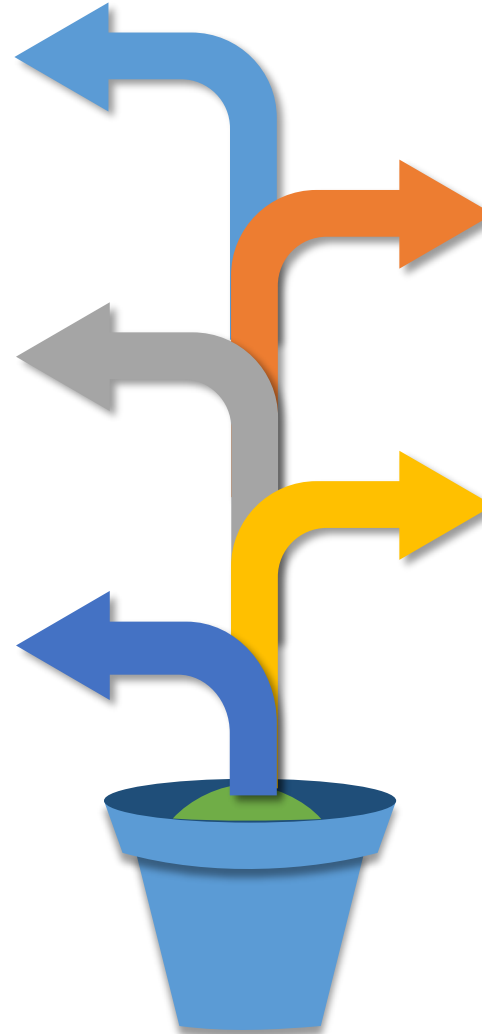
Incentive program for new/existing customers who participate in the bundling program of Time Deposit (fresh fund with a minimum period of 3 months) and BTN Batara Savings Account (fresh fund)

Fund Composition

Min. 25% placement in the BTN Batara
75% placement in Time Deposit

Program Benefit

-  Cash Back
-  Free Card Admin Fee
-  SDB Fee Discounts



Nominal Placement

Min. Rp50 mn (Fresh Fund)

The benefit formulation is based on the average position of the BTN Batara Savings Account at the end of the month during the program period



One Stop Payroll Solution from BTN that provides easy payroll for the company and benefits for its employees.

Harmonization of funding and lending sales to target B2B and B2C.

As of Sep 30, 2020



45,573

New Payroll Accounts



141,740

Outstanding NOA

**Government
(Ministry/Institution)**



SOEs and its subsidiaries



**Domestic/Foreign
Private Companies**



**Industrial Area:
Cikarang, Jababeka, Karawang, Tangerang-Cilegon, Gresik, etc.**





Digitalization Progress

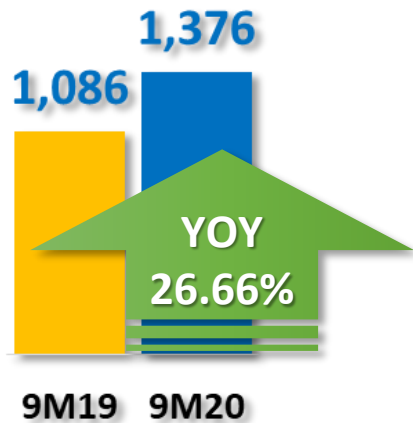


BTN Mobile & Internet Banking Performance

Mobile Banking

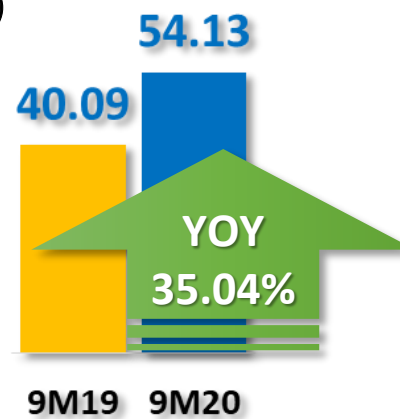
User

(Thousand)



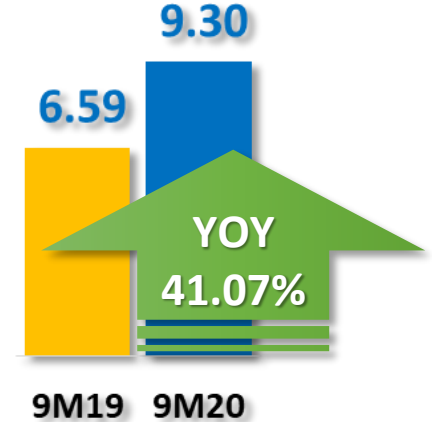
Transaction

(Mio Transactions)



Transaction Value

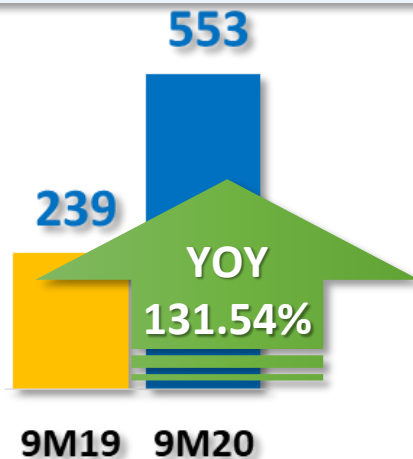
(IDR Tn)



Internet Banking

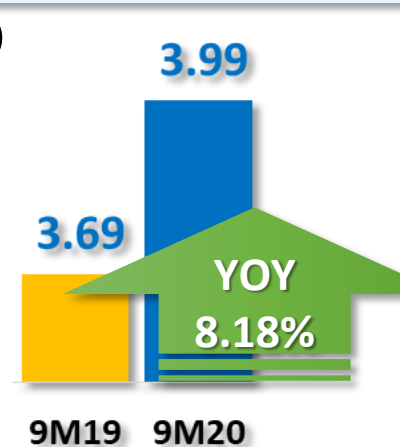
User

(Thousand)



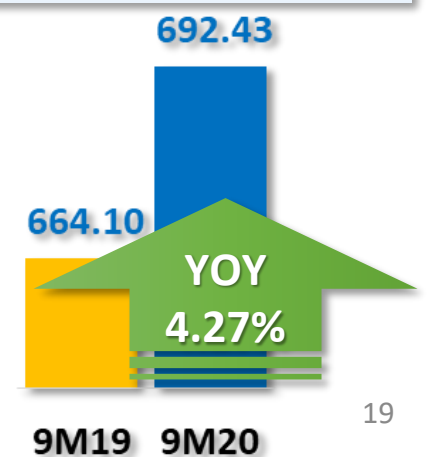
Transaction

(Mio Transactions)



Transaction Value

(IDR Bn)

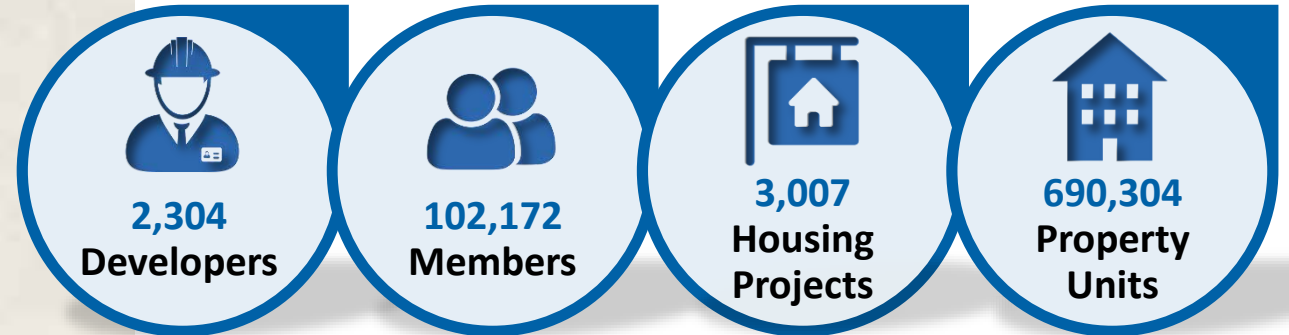


BTN Properti



BTN Properti Portal Performance

As of Sep 30, 2020



9M 2020





Business

Process

Improvement

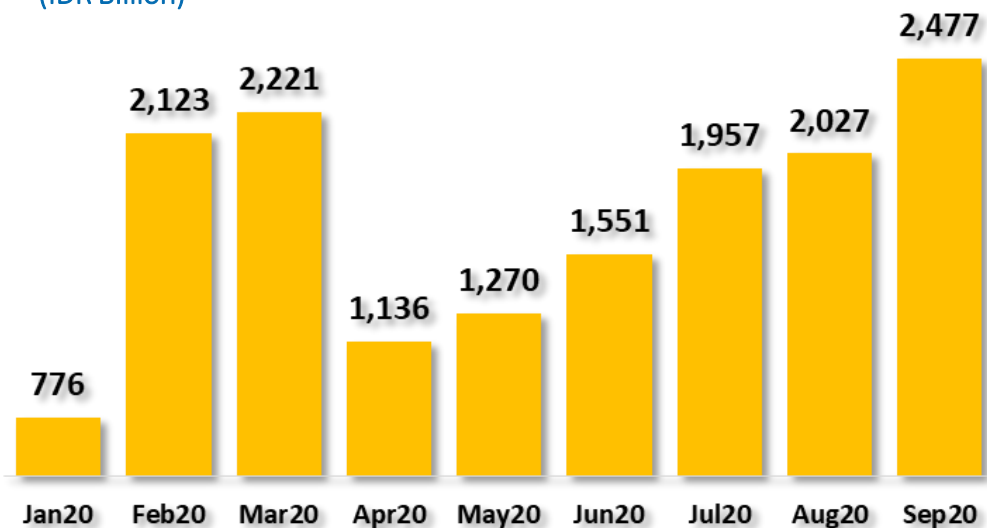


Business Process Improvement: Better Early Payment Default

Mortgage disbursement under the improved business process experienced an uptick despite the pandemic

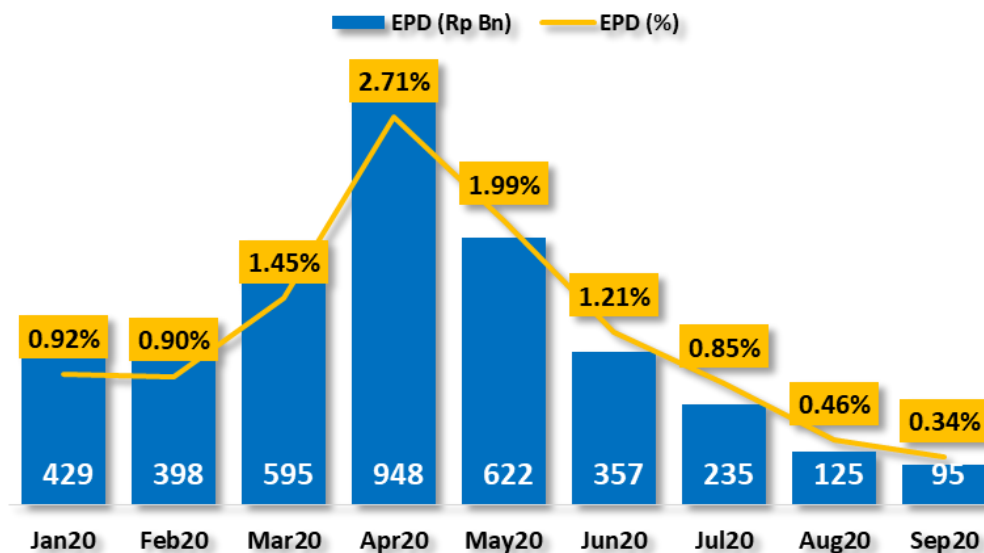
Monthly Disbursement of Mortgages

(IDR Billion)

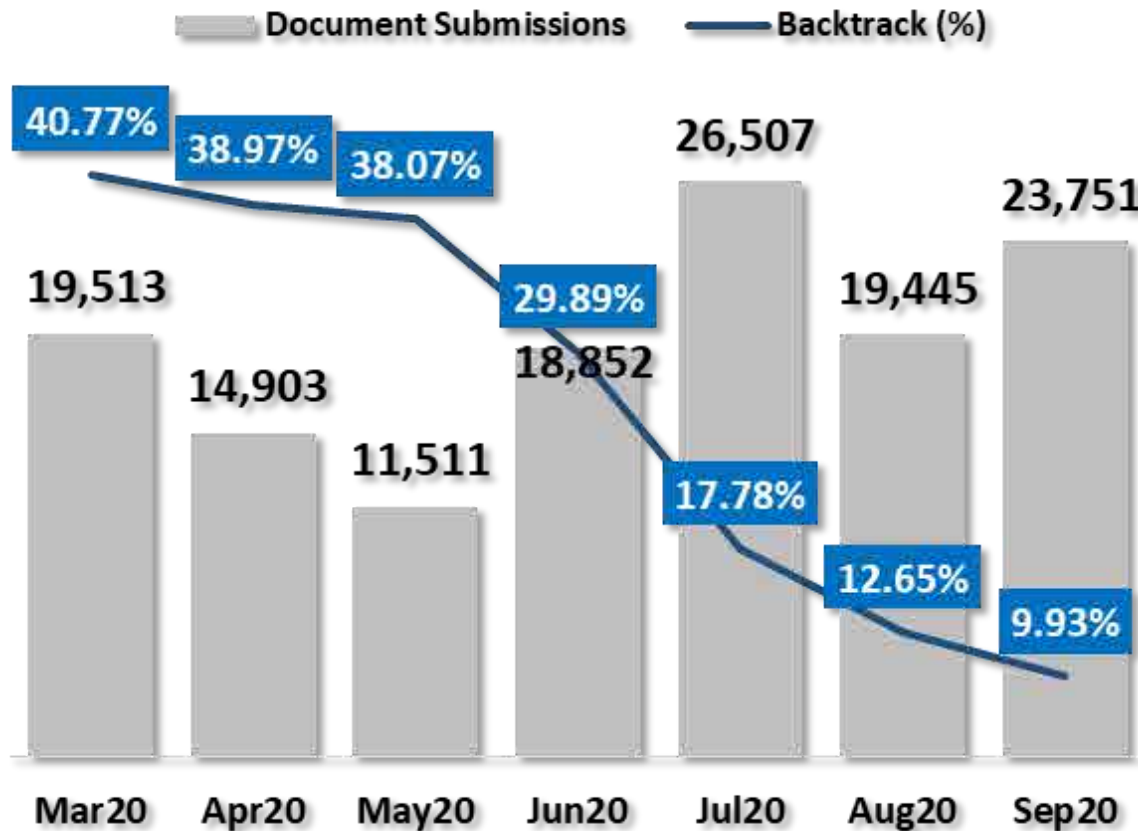


	Feb20	Mar20	Apr20	May20	Jun20	Jul20	Aug20	Sep20
Growth (mom)	173.69%	4.63%	-48.88%	11.83%	22.14%	26.13%	3.57%	22.23%

New Business Process Improvement resulted in lower Early Payment Default (EPD) with more prudent customer selection



Business Process Improvement: Better Backtrack Rate



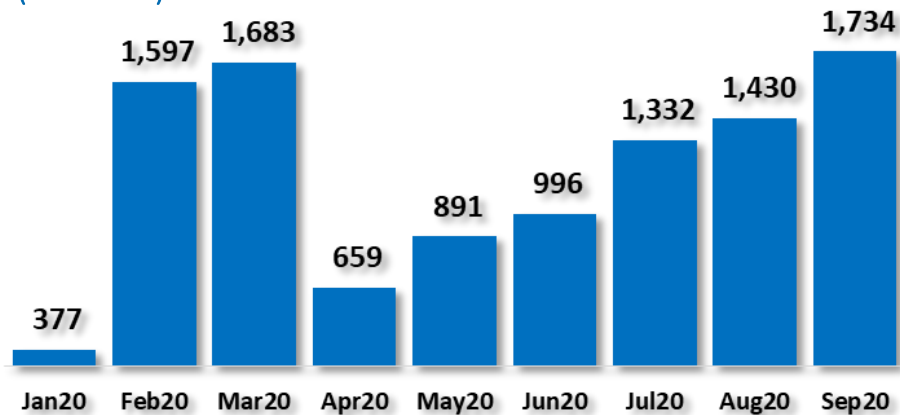
The decrease in backtrack was due to better coordination between branches, regional offices and regional loan processing centers

Disbursement of Subsidized Mortgages: After Covid-19 Strikes

Monthly disbursement continues to show increasing trend after a heavy fall in April 2020

Monthly Disbursement of Subs Mortgages

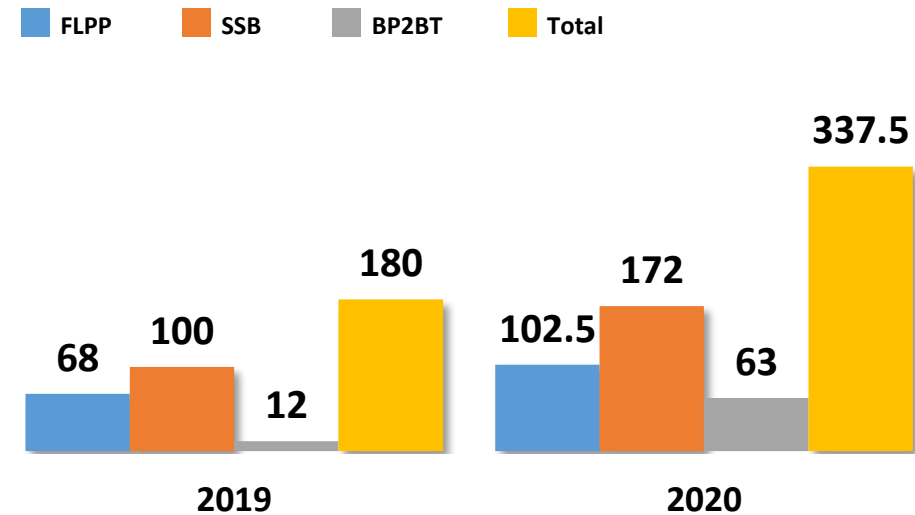
(IDR Billion)



	Feb20	Mar20	Apr20	May20	Jun20	Jul20	Aug20	Sep20
Growth (mom)	324.06%	5.38%	-60.82%	35.06%	11.85%	33.75%	7.30%	21.32%

Despite a significant decrease in April 2020 month-on-month (mom) disbursement, the figures showed positive mom growth in May 2020 onwards

The high demand in Subsidized Mortgages is supported by the increase in the 2020 government allocation to 337.5 thousand units



The government increased the budget for Subsidized Mortgages by Rp1.5 tn, resulting allocation of 2020 increased to 337.5 thousand units (from the initial allocation of 102.5 thousand units)



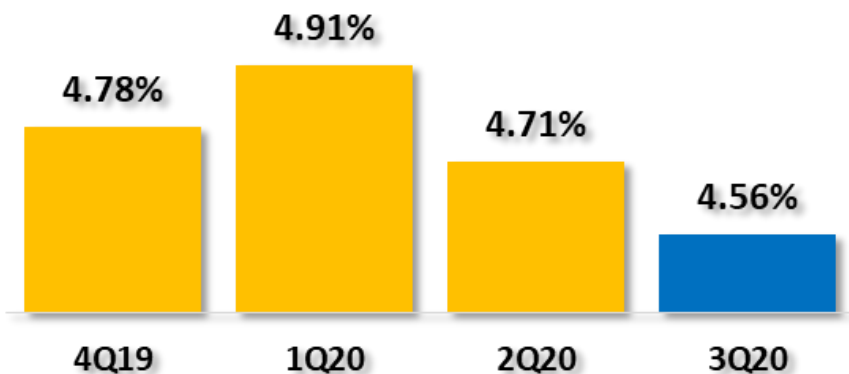
Risk Management & Asset Quality Improvement



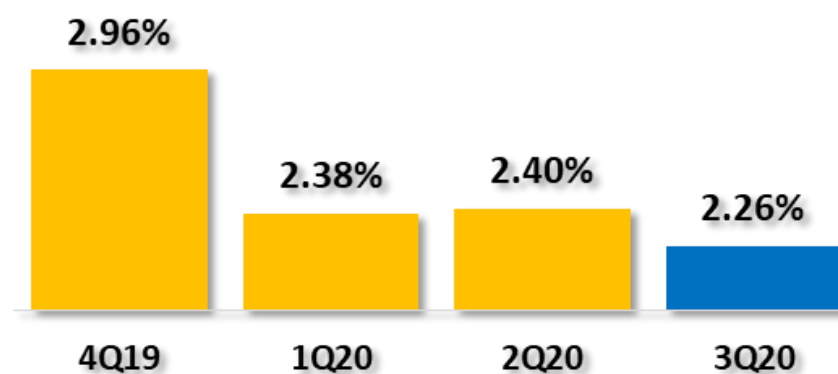
Finer Asset Quality & Coverage

Lower NPL along with higher Coverage as our commitment on improving asset quality...

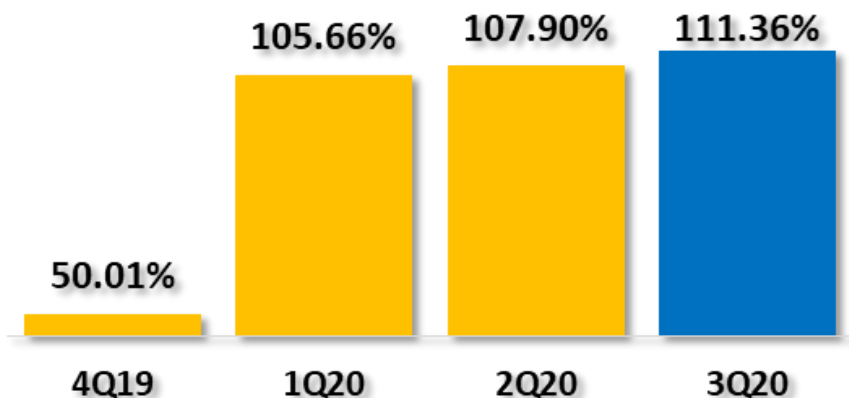
NPL Gross



NPL Nett



Coverage Ratio



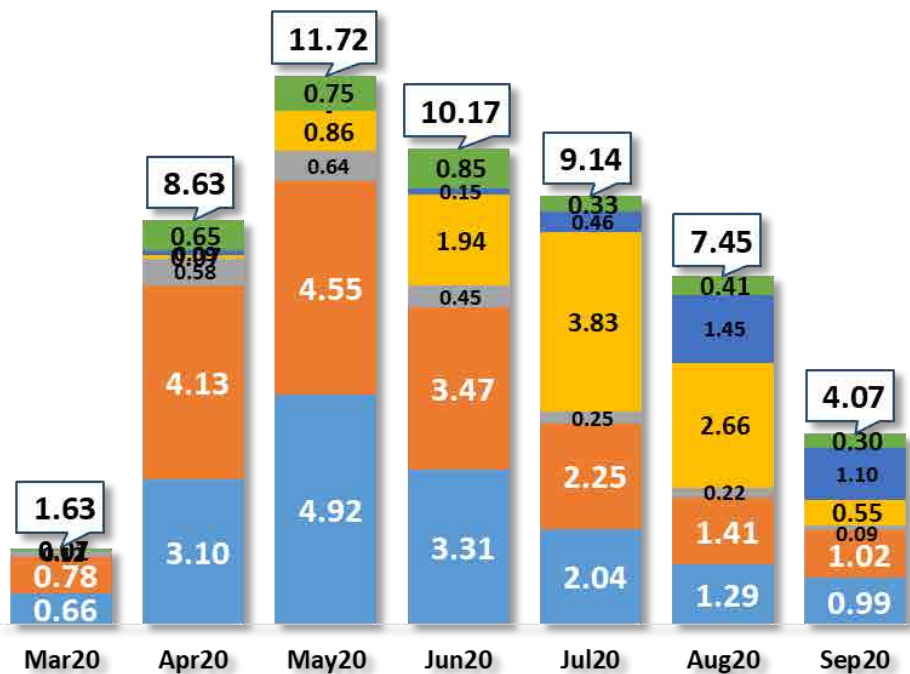
We continue to carry out various strategic initiatives in order to reduce non-performing loans by strengthening collection management & accelerating collateral sales...

Covid-19 Loan Restructuring by Segment

Covid-19 loan restructuring keeps declining since the peak in April and in total is lower than initial projection...

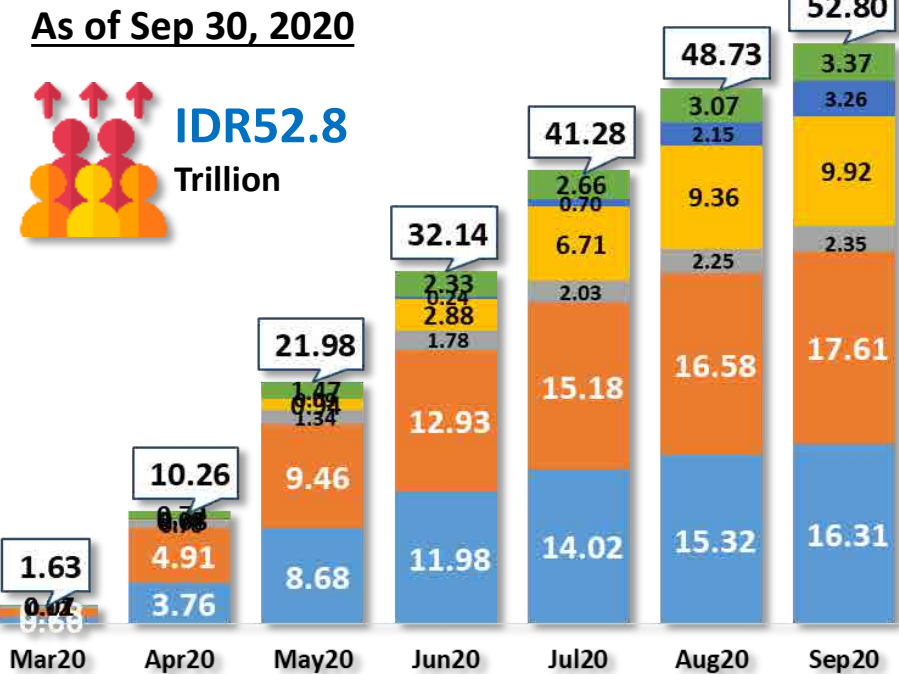
Monthly Restructuring

(IDR Trillion)



Outstanding Restructured Loans

(IDR Trillion)



- Subsidized Mortgage
- Non Subsidized Mortgage
- Other Housing & Consumer Loans
- Construction & Commercial Loans
- Corporate Loans
- Sharia Financing

Covid-19 Restructuring: Quality Assessment based on Assumptions

Assumptions

Consumer segment (Mortgage, Other Housing Loans and Consumer Loan) are assessed based on customer profile and historical delinquencies



DESCRIPTION	LOW RISK	MEDIUM RISK	HIGH RISK
1. Customer Profile	Civil Servants, Armed Forces, Police, SOE Employee	Permanent Private Employees, Contract and Other Private Employees, Self Employed	Contract and Other Private Employees, Self Employed
2. Historical Delinquencies (Sept 19 - Feb 20)		No historical delinquency of over 15 days	Having historical delinquency of over 15 days

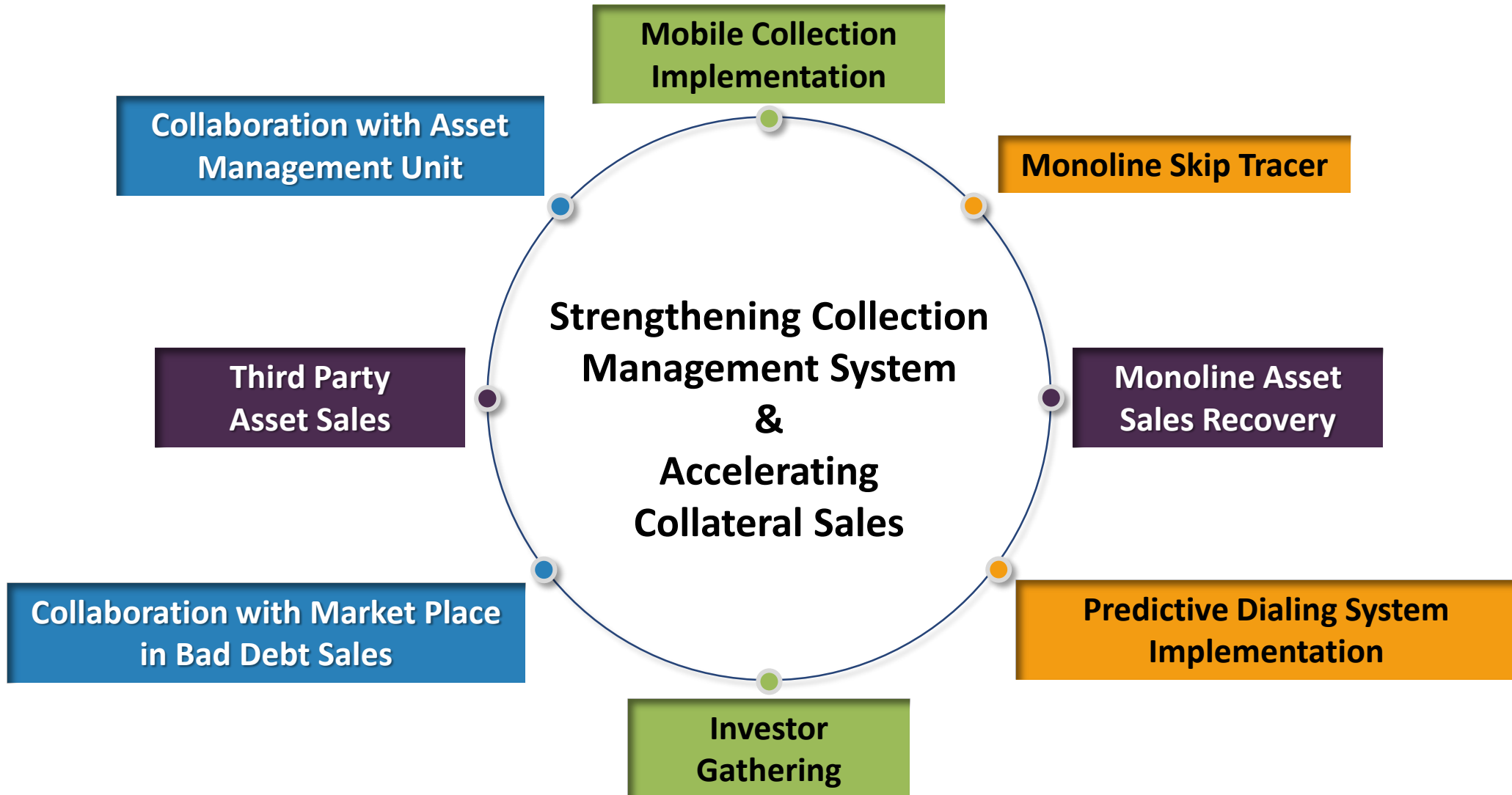
Assessment

Estimated downgrade post COVID-19 based on internal assessment



Segment	Estimated Downgrade	
	Baseline	Conservative
Mortgage and Consumer Loans	3.5%	6.9%
Construction and Commercial Loans	6.4%	12.7%
SME	3.5%	6.9%
Corporate	0.2%	0.4%
Total	3.8%	7.6%

Initiatives for Reducing NPL





Value Chain Partnership



Value Chain Partnership: Collaboration with KoinWorks

PARTNERSHIP BACKGROUND

- The P2P Lending in Indonesia has been growing rapidly in the last few years
- The collaboration with P2P Lending will expand loan/financing for the SME segment of Bank BTN
- Bank BTN is currently developing supply chain financing, in order to expand the business and services to prime customers
- KoinWorks is one of the largest P2P Lending in Indonesia with a loan disbursement of IDR 1.5 trillion in 2019 and rate of return which in line with the industry average

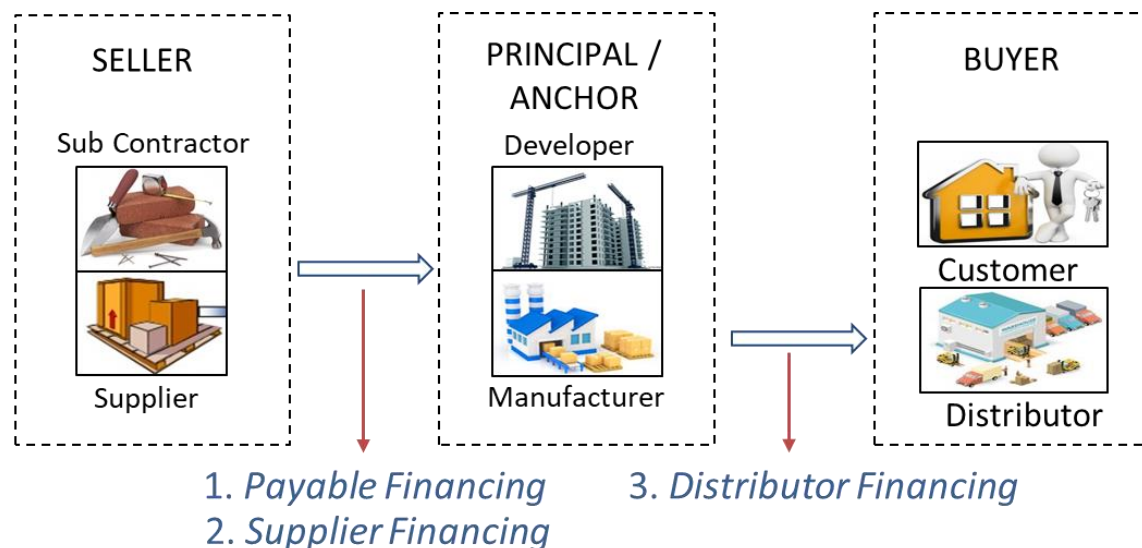


PARTNERSHIP GOALS

- Supporting the main focus of Bank BTN, "Partnership & Building Ecosystem in the Property and Housing Sector"
- Collaborating with the Supply Chain Financing (SCF) scheme in channelling loans to the SME segment, especially suppliers/sub-contractors from prime borrowers of Bank BTN through an online platform owned by KoinWorks

Initiatives on Value Chain

Supply Chain Financing: ONE STOP SERVICE



As of Sep 30, 2020



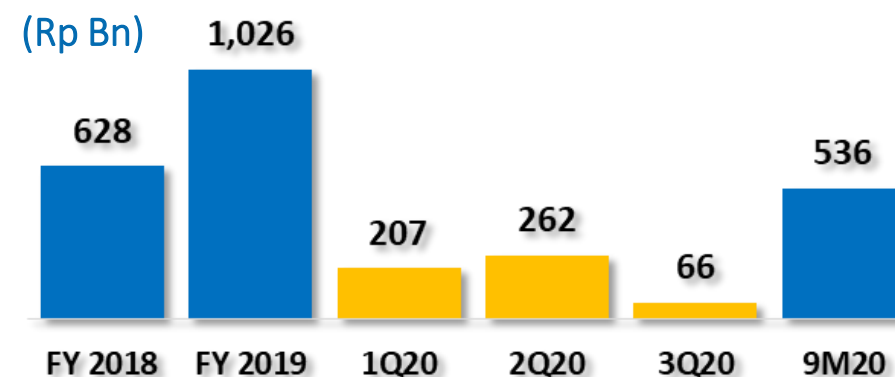
9 Potential Anchors &
> 170 Potential Suppliers



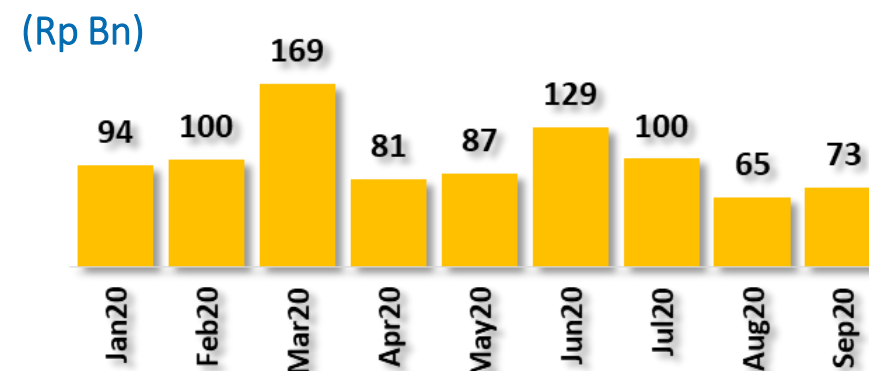
Rp2.15 Tn
Loan limit

Development of Trade Finance

SKBDN Issuance



Bank Guarantee Issuance





9M 2020 RESULT PRESENTATION

Financial Highlight – Stronger Liquidity & Improving Profitability

(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Total Asset	171,808	214,168	261,365	306,436	311,777	316,211	356,974	12.89%
Total Loan & Financing	138,956	164,446	198,991	238,298	255,825	256,934	254,918	-0.78%
Total Deposits	127,746	160,192	192,949	230,264	225,401	230,352	273,333	18.66%
Equity	13,860	19,131	21,663	23,840	23,836	24,120	17,616	-26.97%
Net Profit	1,851	2,619	3,027	2,808	209	801	1,120	39.72%
Earning per Share (IDR)	175	247	286	265	20	76	106	39.72%
CAR (Tier 1)	14.87%	16.54%	15.99%	15.97%	15.60%	15.08%	12.69%	
CAR (BI)	16.97%	20.34%	18.87%	18.21%	17.32%	16.88%	18.95%	
NPL (Gross)	3.42%	2.84%	2.66%	2.81%	4.78%	3.54%	4.56%	
NPL (Nett)	2.11%	1.85%	1.66%	1.83%	2.96%	2.33%	2.26%	
N I M	4.87%	4.98%	4.76%	4.32%	3.32%	3.41%	3.13%	
C I R	50.08%	48.41%	50.19%	52.28%	58.08%	57.13%	55.72%	
COVERAGE RATIO	43.14%	45.25%	44.55%	49.24%	50.01%	52.67%	111.36%	
ROE	16.84%	18.35%	18.11%	14.89%	1.00%	5.11%	9.56%	
ROA	1.61%	1.76%	1.71%	1.34%	0.13%	0.44%	0.59%	
LDR	108.78%	102.66%	103.13%	103.49%	113.50%	111.54%	93.26%	
LCR	165.98%	162.25%	144.95%	108.99%	136.31%	131.12%	178.40%	

Balance Sheet – Assets Still Growing

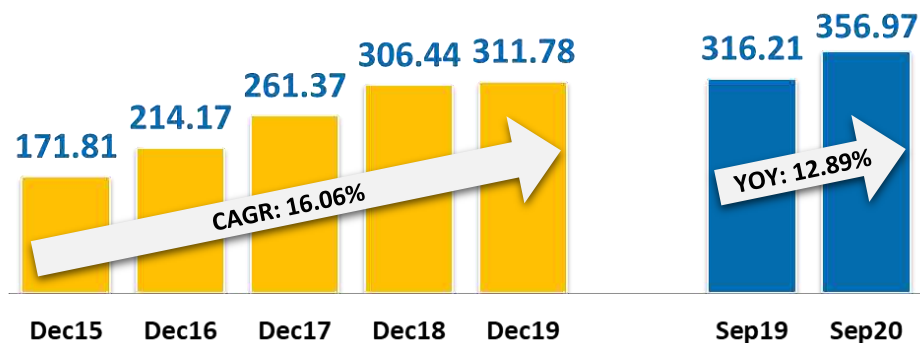
(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Total Assets	171,808	214,168	261,365	306,436	311,777	316,211	356,974	12.89%
Total Earning Assets	157,049	195,780	234,152	266,356	284,338	288,102	315,557	9.53%
- Term Deposit with BI	7,529	17,581	18,693	11,204	6,134	4,742	12,226	157.82%
- Loans and Financing	138,956	164,446	198,991	238,298	255,825	256,934	254,918	-0.78%
- Securities	10,001	12,785	15,252	15,021	18,628	23,106	42,269	82.93%
- Other Earning Assets	562	968	1,217	1,833	3,751	3,320	6,144	85.05%
Provision on Earning Asset	(2,064)	(2,132)	(2,373)	(3,320)	(6,145)	(4,822)	(12,950)	168.54%
Others	16,823	20,520	29,586	43,401	33,584	32,931	54,367	65.09%
Deposits	127,746	160,192	192,949	230,264	225,401	230,352	273,333	18.66%
Securities Issued	10,937	12,935	17,932	17,036	19,784	19,781	15,959	-19.33%
Deposits from Other Banks	3,255	5,459	8,035	6,249	4,522	4,046	1,133	-72.00%
Repurchase Agreements	2,135	1,385	1,401	948	947	947	0	-100.00%
Borrowings	7,725	7,999	10,990	18,499	28,465	24,945	38,581	54.66%
Others	6,151	7,068	8,395	9,599	8,823	12,019	10,353	-13.86%
Equity	13,860	19,131	21,663	23,840	23,836	24,120	17,616	-26.97%

Asset & Earning Asset Composition

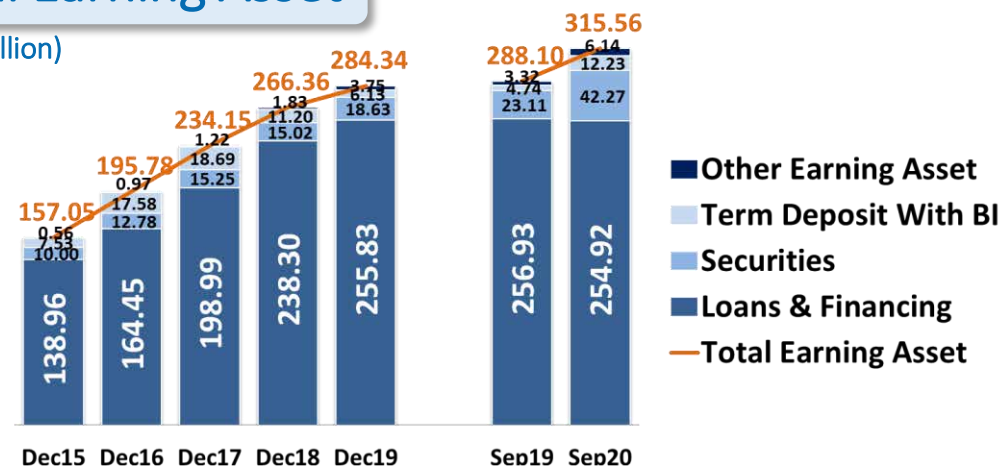
Total Asset

(IDR Trillion)



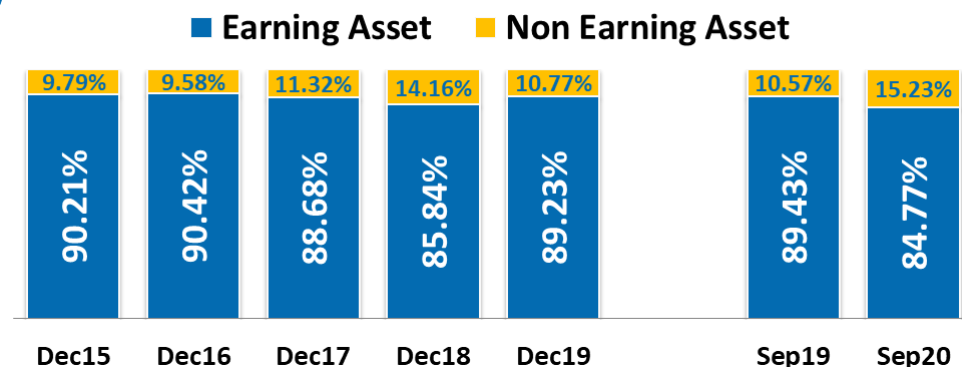
Total Earning Asset

(IDR Trillion)



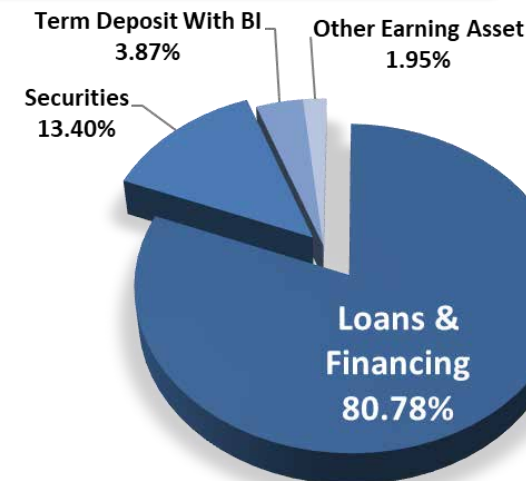
Asset Composition

(%)



Earning Asset Composition

(%)



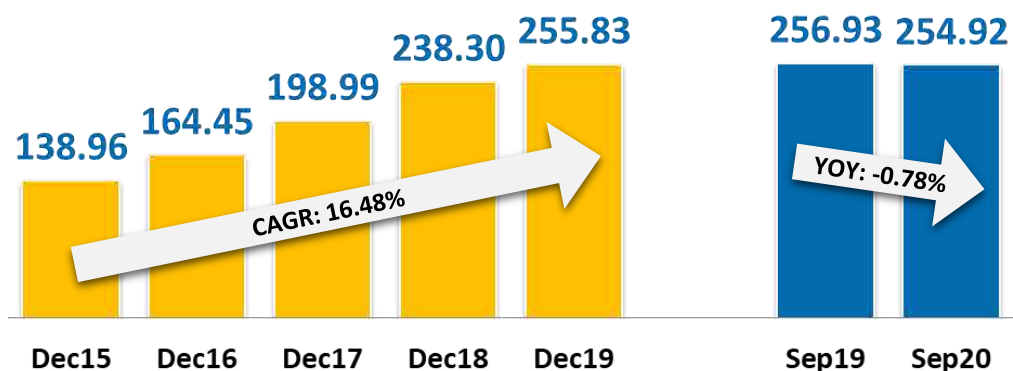
Loans Composition – Growth Driven by Subsidized Mortgages in the Midst of Pandemic

Loan Type	31-Dec-15		31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		30-Sep-19		30-Sep-20*		yoy
	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	
Housing Loans	124,927	89.90%	147,948	89.97%	179,228	90.07%	213,619	89.64%	229,266	89.62%	231,736	90.19%	231,811	90.94%	0.03%
Subsidized Mortgages	43,527	31.32%	56,835	34.56%	75,278	37.83%	98,173	41.20%	111,133	43.44%	111,650	43.45%	116,331	45.63%	4.19%
Non-Subsidized Mortgages	53,567	38.55%	60,469	36.77%	69,309	34.83%	77,760	32.63%	80,644	31.52%	82,168	31.98%	80,184	31.45%	-2.41%
Other Housing Loans	8,934	6.43%	8,723	5.30%	8,561	4.30%	8,426	3.54%	8,032	3.14%	8,239	3.21%	7,419	2.91%	-9.96%
Construction Loan	18,900	13.60%	21,921	13.33%	26,081	13.11%	29,261	12.28%	29,458	11.51%	29,678	11.55%	27,876	10.94%	-6.07%
Non-Housing Loans	14,029	10.10%	16,498	10.03%	19,763	9.93%	24,679	10.36%	26,559	10.38%	25,198	9.81%	23,107	9.06%	-8.30%
Consumer Loan	3,839	2.76%	4,738	2.88%	4,813	2.42%	5,695	2.39%	4,891	1.91%	4,725	1.84%	4,775	1.87%	1.05%
Commercial Loan	10,190	7.33%	11,761	7.15%	14,950	7.51%	16,817	7.06%	14,952	5.84%	14,052	5.47%	8,134	3.19%	-42.11%
Corporate Loan							2,167	0.91%	6,715	2.62%	6,421	2.50%	10,198	4.00%	58.84%
Total Loans	138,956	100.00%	164,446	100.00%	198,991	100.00%	238,298	100.00%	255,825	100.00%	256,934	100.00%	254,918	100.00%	-0.78%

*) Reclassified

Gross Loan

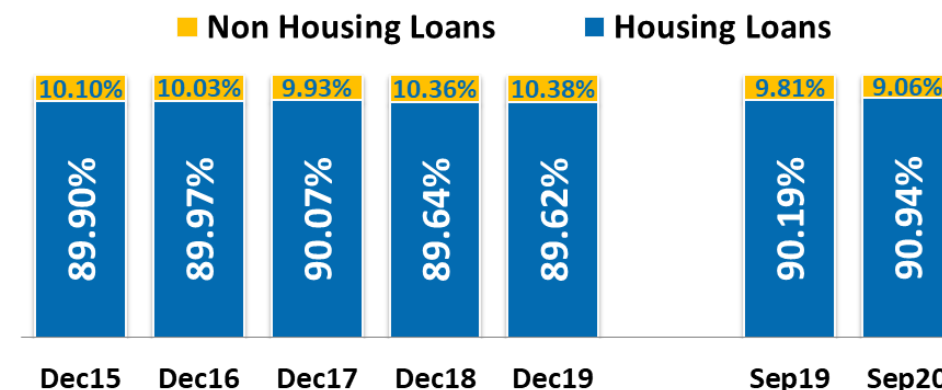
(IDR Trillion)



Note: Figures on graph and table include Sharia Financing

Housing & Non-Housing Loans

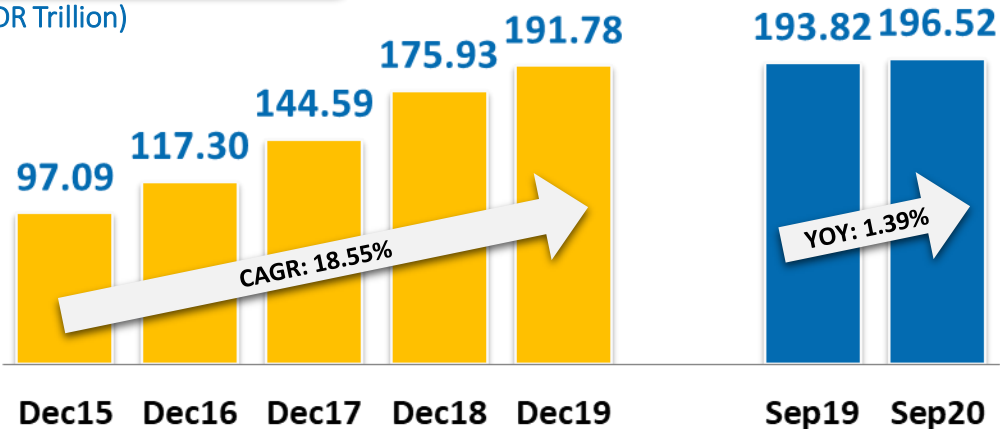
(%)



Mortgages – Subsidized Mortgages Still Grew Well

Total Mortgage

(IDR Trillion)



Mortgage Composition

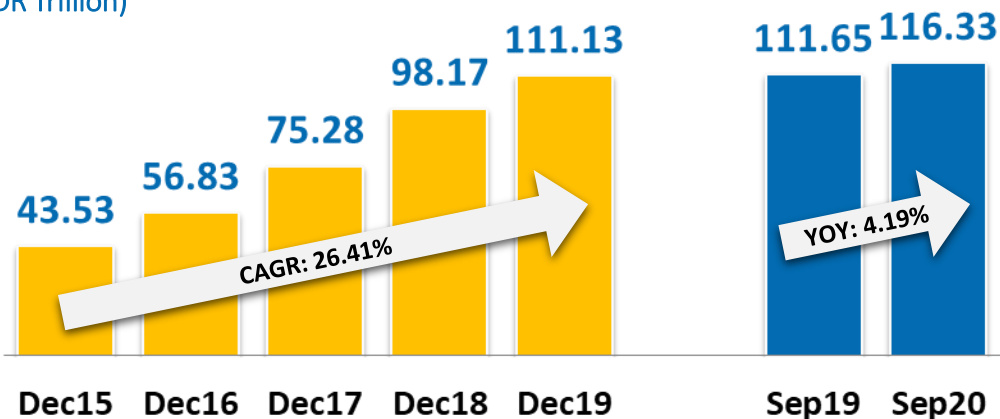
(%)

■ Non Subsidized Mortgage ■ Subsidized Mortgage



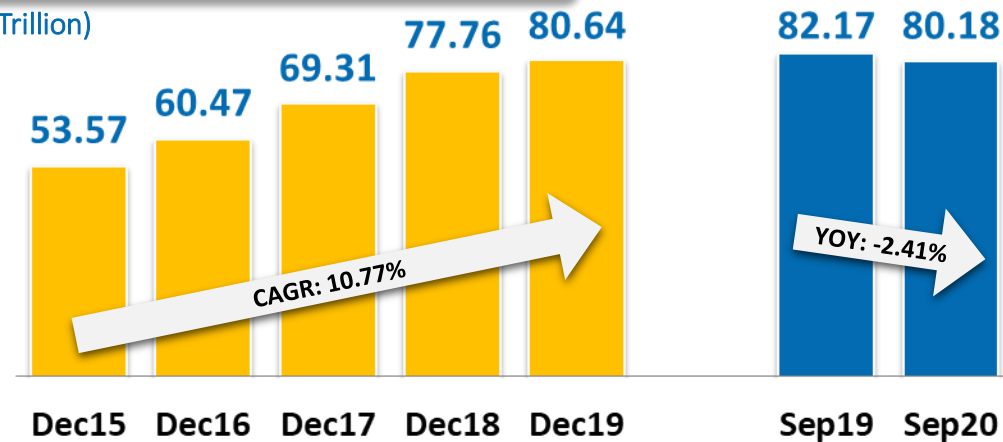
Subsidized Mortgages

(IDR Trillion)



Non-Subsidized Mortgages

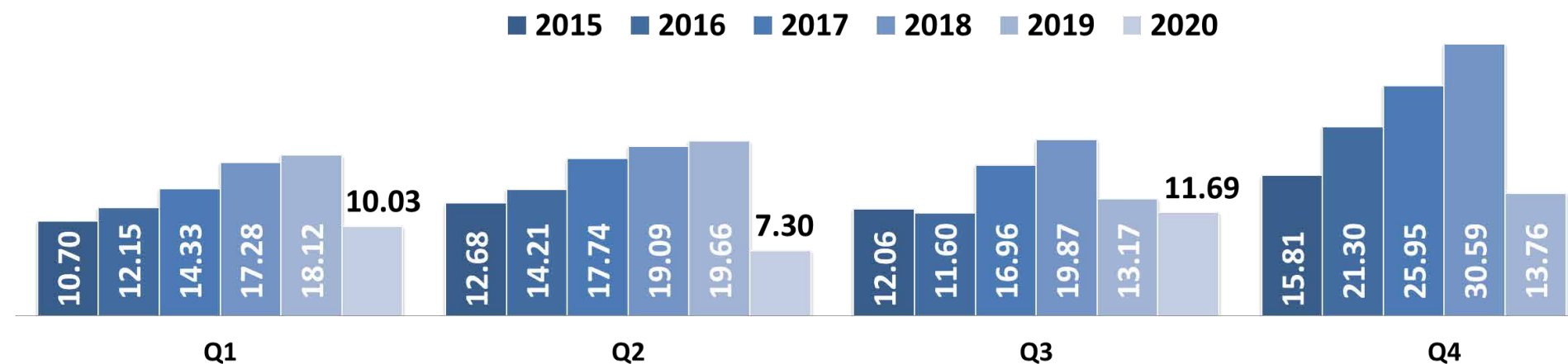
(IDR Trillion)



Note: Figures on all graphs include Sharia Financing

Loan Disbursement

(IDR Trillion)



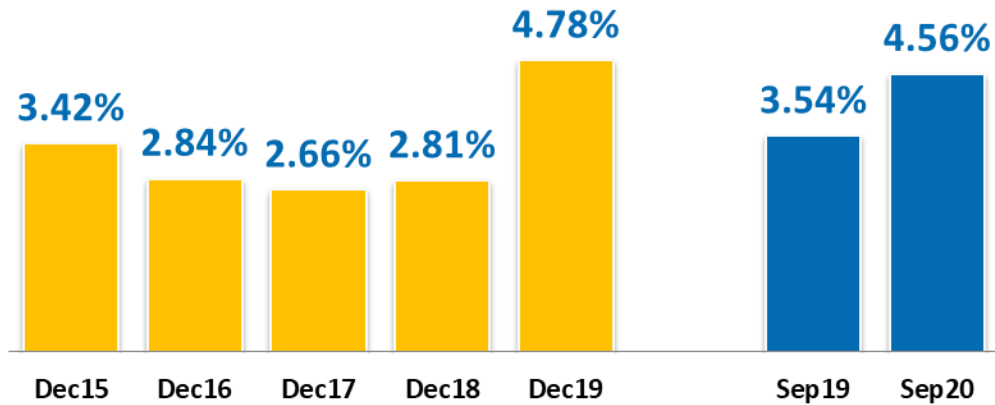
IDR Billion

Loan Type	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9 Months of		yoy
						2019	2020	
Housing Loans	41,812	47,216	57,888	65,095	44,117	36,606	19,608	-46.43%
Subsidized Mortgages	12,771	17,527	23,499	28,578	19,272	16,598	10,699	-35.54%
Non-Subsidized Mortgages	13,404	14,315	16,803	18,350	12,498	9,974	4,838	-51.49%
Other Housing Loans	2,418	1,823	1,825	1,875	1,365	1,148	480	-58.16%
Construction Loan	13,219	13,551	15,761	16,292	10,982	8,886	3,591	-59.59%
Non-Housing Loans	9,434	12,043	17,087	21,738	20,587	14,340	9,406	-34.41%
Consumer Loan	4,268	4,779	6,578	6,239	4,184	3,027	2,810	-7.17%
Commercial Loan	5,166	7,264	10,508	13,280	10,762	3,290	2,246	-31.72%
Corporate Loan				2,218	5,641	8,024	4,350	-45.79%
Total Loans	51,246	59,259	74,975	86,833	64,704	50,946	29,014	-43.05%

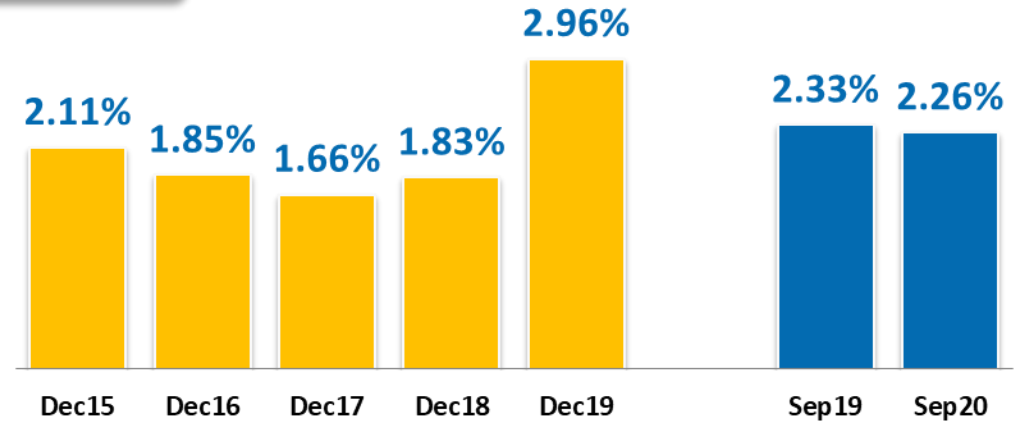
Note: Figures on graph and table include Sharia Financing

Loan Quality – NPL was Manageable at 4.56%

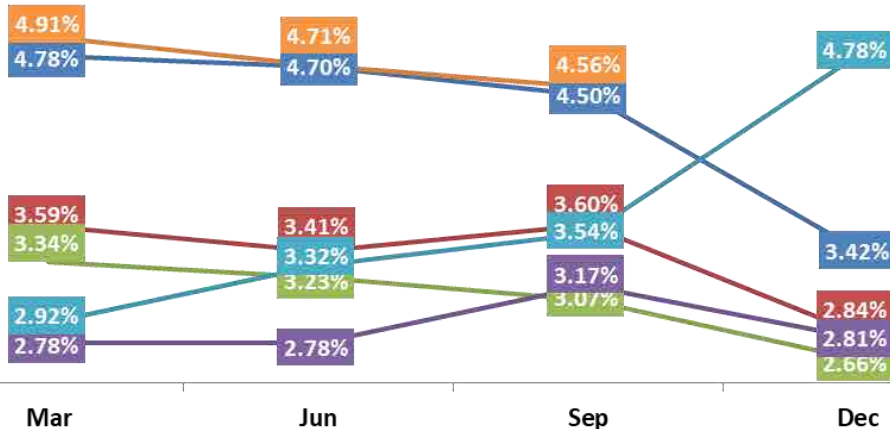
Gross NPL



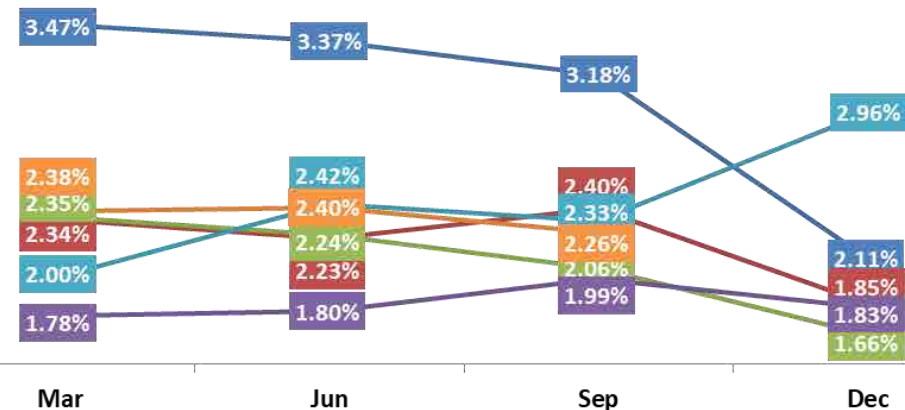
Net NPL



— 2015 — 2016 — 2017 — 2018 — 2019 — 2020



— 2015 — 2016 — 2017 — 2018 — 2019 — 2020



Note: Figures on all graphs include Sharia Financing

Loan Quality Breakdown

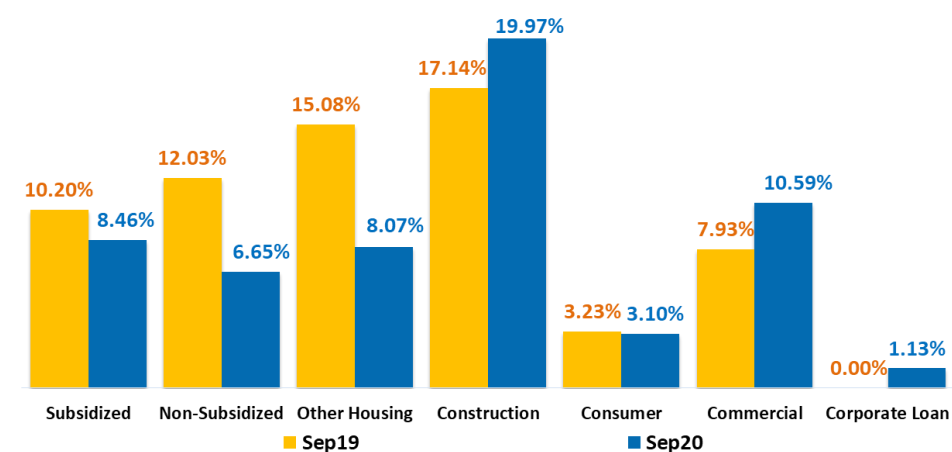
Collectibility	31-Dec-15		31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		30-Sep-19		30-Sep-20	
	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share
Current	116,887	84.12%	142,963	86.94%	176,247	88.57%	211,289	88.67%	217,344	84.96%	218,959	85.22%	220,820	86.62%
Special Mentioned	17,316	12.46%	16,807	10.22%	17,455	8.77%	20,309	8.52%	26,251	10.26%	28,873	11.24%	22,474	8.82%
PL	134,203	96.58%	159,770	97.16%	193,703	97.34%	231,598	97.19%	243,595	95.22%	247,832	96.46%	243,293	95.44%
Substandard	250	0.18%	260	0.16%	236	0.12%	570	0.24%	3,088	1.21%	1,034	0.40%	764	0.30%
Doubtful	359	0.26%	333	0.20%	349	0.18%	473	0.20%	1,396	0.55%	1,255	0.49%	784	0.31%
Loss	4,144	2.98%	4,083	2.48%	4,703	2.36%	5,656	2.37%	7,747	3.03%	6,813	2.65%	10,076	3.95%
NPL	4,753	3.42%	4,676	2.84%	5,288	2.66%	6,700	2.81%	12,230	4.78%	9,102	3.54%	11,625	4.56%
PL + NPL	138,956	100.00%	164,446	100.00%	198,991	100.00%	238,298	100.00%	255,825	100.00%	256,934	100.00%	254,918	100.00%
NPL Gross	3.42%		2.84%		2.66%		2.81%		4.78%		3.54%		4.56%	
NPL Netto	2.11%		1.85%		1.66%		1.83%		2.96%		2.33%		2.26%	

Loan Type (Gross)	31-Dec					30-Sep	
	2015	2016	2017	2018	2019	2019	2020*
Housing Loans	2.79%	2.36%	2.31%	2.49%	4.45%	3.23%	4.26%
Subsidized Mortgages	2.48%	1.52%	1.16%	0.81%	0.98%	1.08%	1.14%
Non-Subsidized Mortgages	2.57%	2.65%	3.00%	2.77%	3.92%	3.77%	3.96%
Other Housing Loans	3.44%	3.59%	4.09%	3.58%	4.71%	4.70%	5.41%
Construction Loan	3.81%	3.21%	3.14%	7.13%	18.99%	9.43%	17.84%
Non-Housing Loans	9.02%	7.14%	5.82%	5.52%	7.60%	6.40%	7.57%
Consumer Loan	2.17%	1.35%	1.34%	1.33%	2.67%	3.00%	2.10%
Commercial Loan	11.57%	9.44%	7.99%	8.64%	13.01%	10.47%	20.26%
Corporate Loan				0.00%	0.00%	0.00%	0.00%
Total Loans	3.42%	2.84%	2.66%	2.81%	4.78%	3.54%	4.56%

Note: Figures on all tables include Sharia Financing

*) *Reclassified*

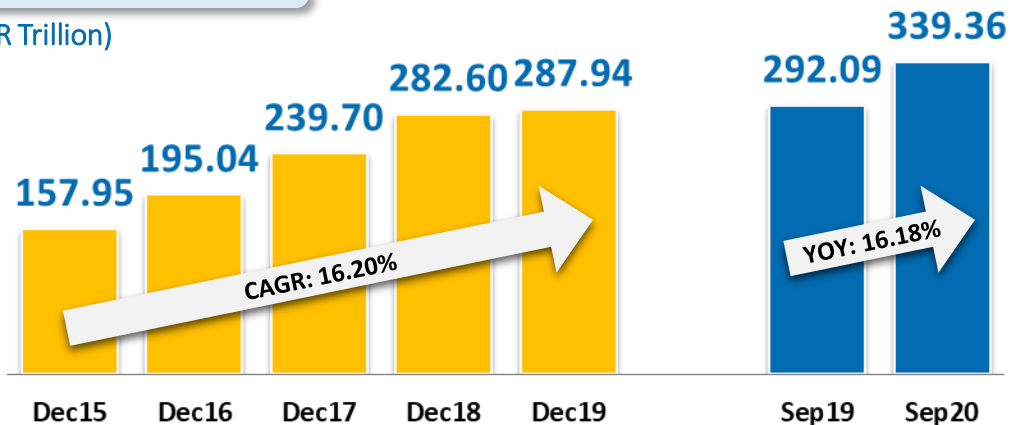
Special-Mentioned by Loan Type



Liabilities

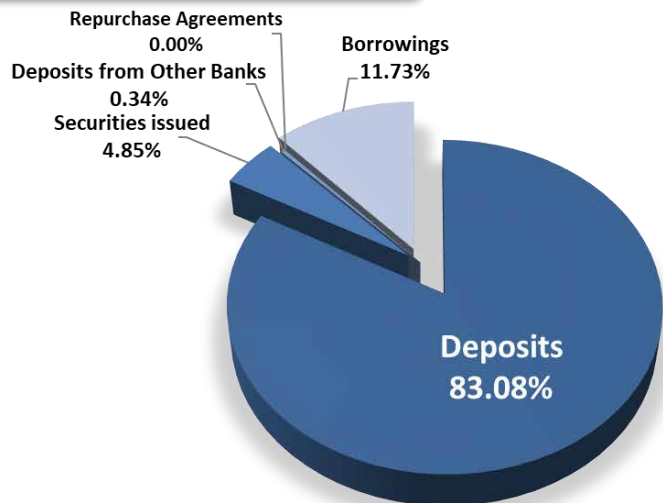
Total Liabilities

(IDR Trillion)



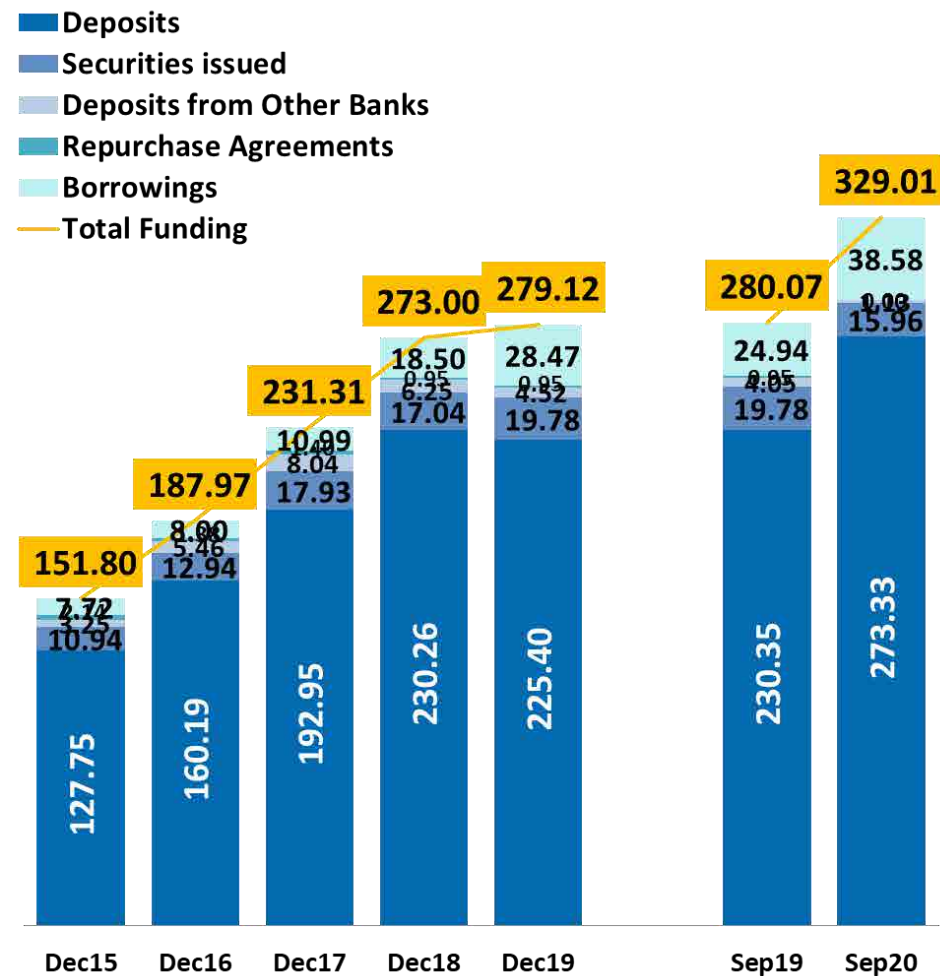
Funding Composition

(%)



Funding Composition

(IDR Trillion)



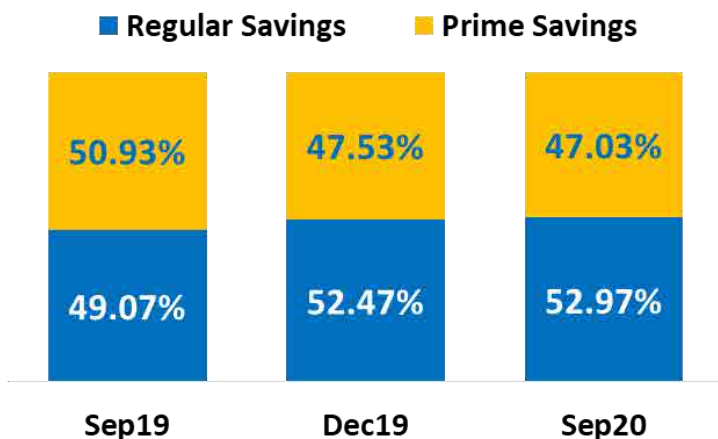
Deposits – Gradually Shifting to Low-cost Funds

Total Deposits Mix

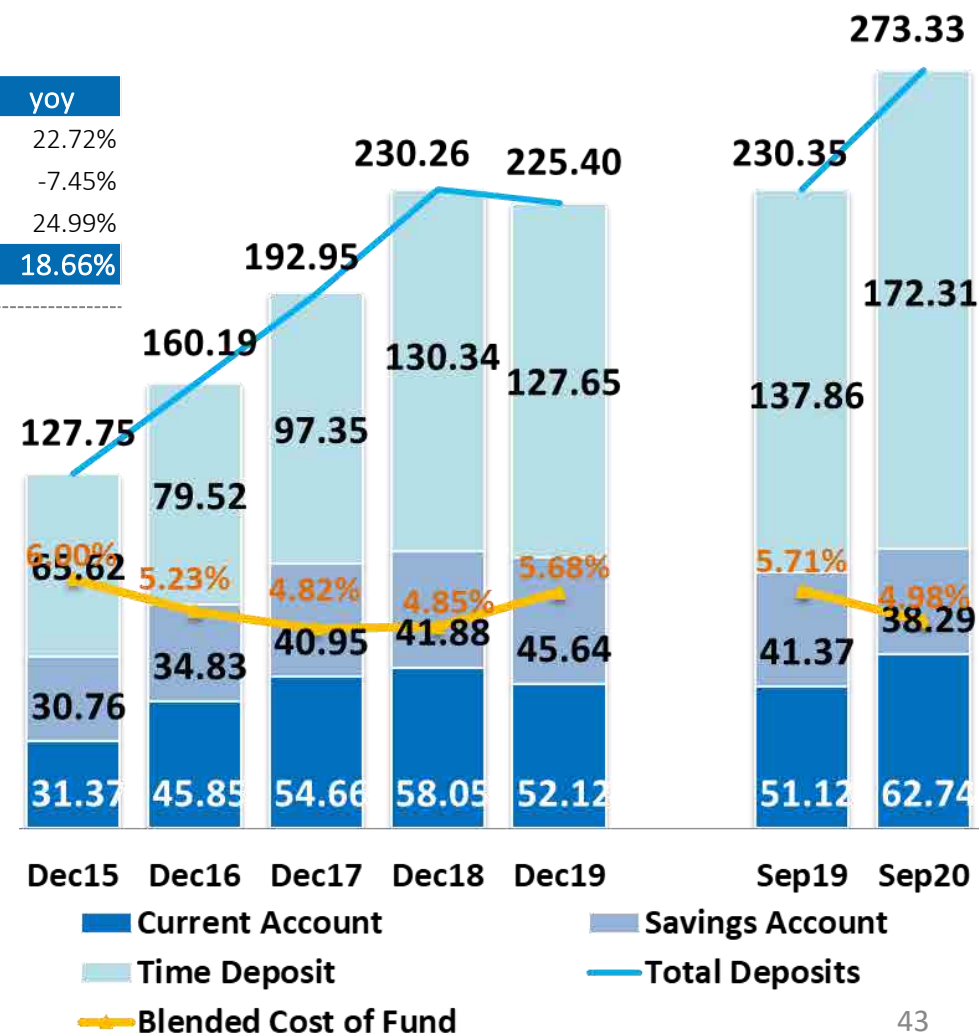
(IDR Trillion)

Deposits	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Current Account	31.37	45.85	54.66	58.05	52.12	51.12	62.74	22.72%
Savings Account	30.76	34.83	40.95	41.88	45.64	41.37	38.29	-7.45%
Time Deposits	65.62	79.52	97.35	130.34	127.65	137.86	172.31	24.99%
Total	127.75	160.19	192.95	230.26	225.40	230.35	273.33	18.66%

Savings Account Composition



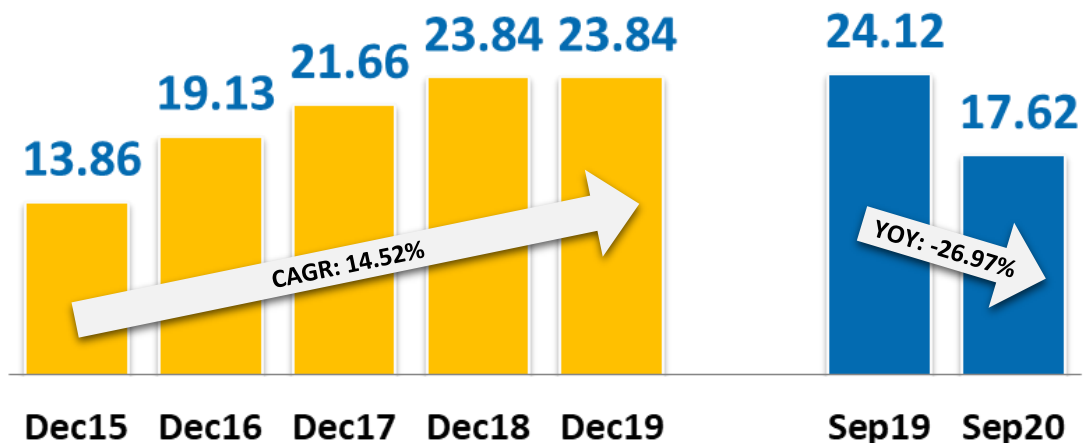
BTN has gradually shifted to low-cost funds by reducing the portion of Prime Savings Account that often result in high Interest Expenses



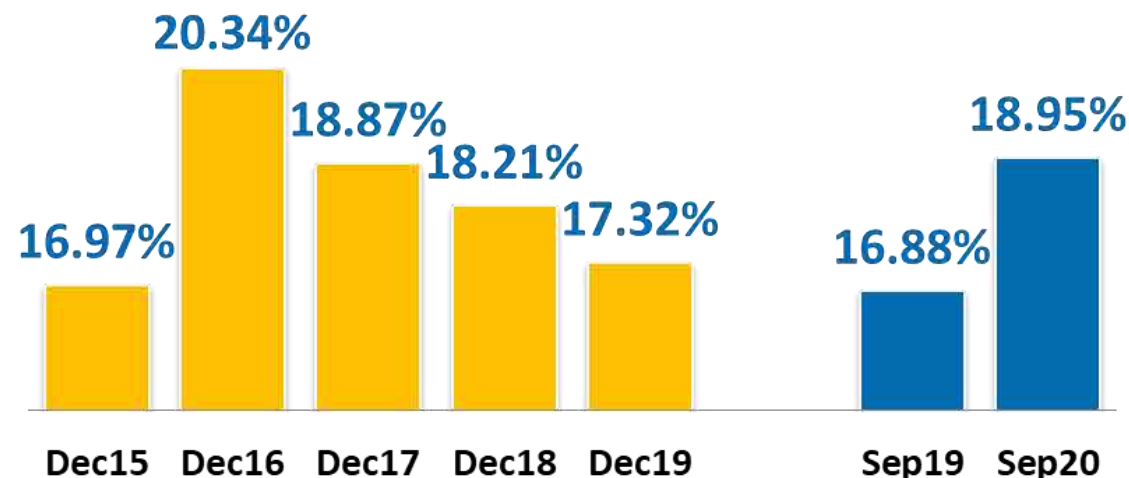
Equity (#1/2) – Strong CAR to Support Business

Total Equity

(IDR Trillion)



CAR – BI



As a result of the IFRS 9 implementation in January, Equity has declined from Rp24.12 trillion in Sep 2019 to become Rp17.62 trillion in Sep 2020

BTN has raised tier II capital in 2 stages:

- ❑ The issuance of Sub Debt to the value of Rp3 trillion
- ❑ Junior Global bonds to the value of USD300 million or Rp4.2 trillion

Equity (#2/2) – CAR Above 18%

	2015	2016	2017	2018	2019	30-Sep-19	30-Sep-20
Tier - 1 Capital	12,172	16,443	18,727	20,460	21,037	21,226	16,332
Tier - 2 Capital	1,721	3,776	3,368	2,868	2,313	2,528	8,070
Capital on B/S	13,860	19,131	21,663	23,840	23,836	24,120	17,616
RWA - Credit Risk	70,474	86,189	101,494	109,507	113,079	118,281	103,919
RWA - Market Risk	223	344	664	1,007	802	1,495	2,625
RWA - Operational Risk	11,185	12,899	14,934	17,623	20,963	20,963	22,203
RWA - Total	81,882	99,432	117,092	128,138	134,844	140,739	128,746
CAR Tier – 1/(Total RWA)	14.87%	16.54%	15.99%	15.97%	15.60%	15.08%	12.69%
CAR B/S/(Total RWA)	16.93%	19.24%	18.50%	18.61%	17.68%	17.14%	13.68%
CAR BI ((Tier 1+2)/(Total RWA))	16.97%	20.34%	18.87%	18.21%	17.32%	16.88%	18.95%
CAR Tier – 2	2.10%	3.80%	2.88%	2.24%	1.72%	1.80%	6.27%
Capital Conservation Buffer		0.63%	1.25%	1.88%	2.50%	2.50%	0.00%
Countercyclical Buffer		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Capital Surcharge (D-SIB)		0.25%	0.50%	0.75%	1.00%	1.00%	1.00%

Income Statement

(IDR Billion)

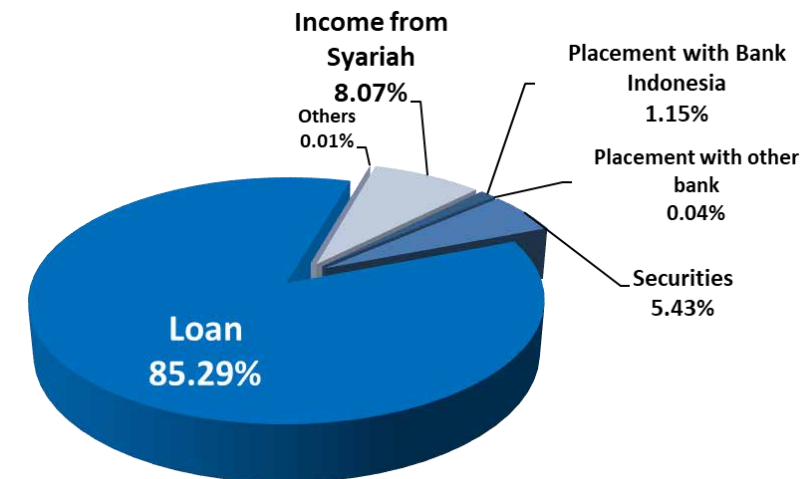
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Interest Income	15,567	17,852	20,081	22,839	25,678	19,326	18,683	-3.32%
Interest Expense	(8,700)	(9,600)	(10,637)	(12,634)	(16,600)	(12,389)	(11,957)	-3.49%
Net Interest Income	6,867	8,252	9,444	10,205	9,078	6,937	6,726	-3.03%
Other Operating Income	1,132	1,285	1,612	2,085	2,114	1,596	1,624	1.73%
Other Operating Expense (Exclude Provisions)	(4,563)	(5,477)	(6,279)	(6,983)	(7,184)	(5,328)	(5,333)	0.10%
Profit From Operating (Exclude Provisions)	3,435	4,060	4,776	5,308	4,009	3,204	3,016	-5.87%
Provisions	(901)	(708)	(884)	(1,714)	(3,487)	(2,175)	(1,599)	-26.50%
Profit From Operating	2,534	3,352	3,892	3,594	522	1,029	1,417	37.73%
Non Operating Income (Expense)	8	(22)	(30)	16	(111)	(23)	(9)	-59.66%
Profit Before Tax	2,542	3,330	3,862	3,610	411	1,006	1,408	39.96%
Net Profit	1,851	2,619	3,027	2,808	209	801	1,120	39.72%

- ❑ Profit from Operating recorded 37.73% (yoy) growth to Rp1.42 tn in 9M 2020
- ❑ Booked Net Profit of Rp1.12 tn in 9M 2020, grew positively at 39.72% (yoy) after experiencing negative growth since 1H 2019

Interest Income Composition

(IDR Billion)

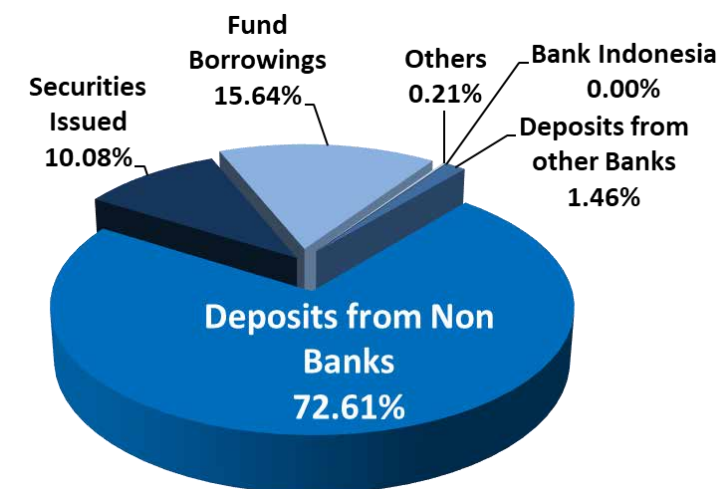
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Placement with Bank Indonesia	107	111	154	145	199	135	215	59.73%
Placement with other bank	37	56	15	35	27	18	8	-54.65%
Securities	858	971	971	853	989	694	1,015	46.23%
Loan	13,523	15,458	17,387	19,852	22,203	16,817	15,935	-5.24%
Others						-	2	-
Income from Syariah	1,042	1,256	1,553	1,955	2,261	1,662	1,508	-9.27%
Total	15,567	17,852	20,081	22,839	25,678	19,326	18,683	-3.32%



Interest Expense Composition

(IDR Billion)

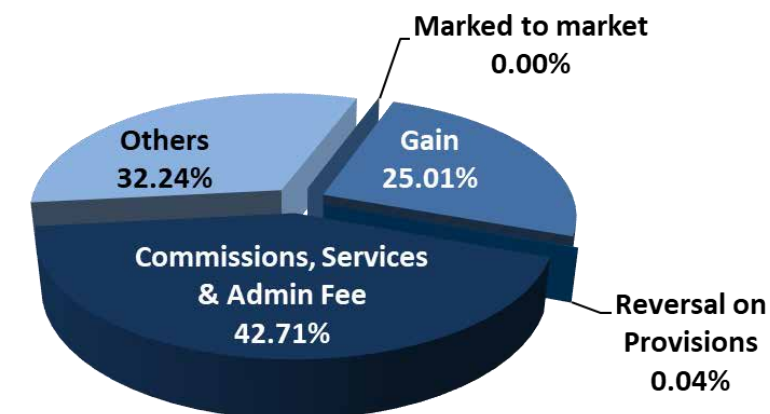
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Bank Indonesia	1.06	-	-	-	-	-	-	-
Deposits from other Banks	328	285	394	459	508	409	175	-57.29%
Deposits from Non Banks	6,750	7,363	7,946	9,498	12,679	9,494	8,683	-8.55%
Securities Issued	883	1,088	1,368	1,556	1,652	1,214	1,205	-0.74%
Fund Borrowings	516	718	837	1,026	1,689	1,216	1,870	53.81%
Others	222	147	92	94	73	57	25	-55.85%
Total	8,700	9,600	10,637	12,634	16,600	12,389	11,957	-3.49%



Other Operating Income Composition

(IDR Billion)

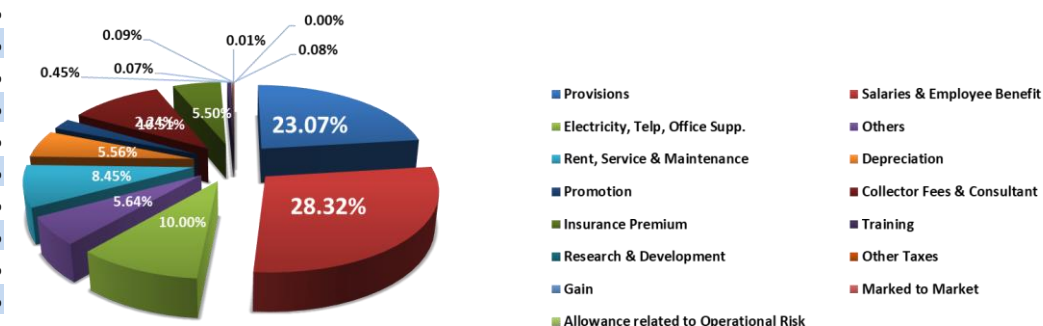
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Marked to market	-	10	7	42	23	75	0.06	-99.92%
Gain	170	273	396	456	623	405	406	0.16%
Reversal on Provisions	7.51	0.10	0.02	-	0.09	0.09	0.57	531.46%
Commissions, Services & Admin Fee	596	656	893	1,044	1,107	860	693	-19.37%
Others	358	347	315	543	360	255	523	104.89%
Total	1,132	1,285	1,612	2,085	2,114	1,596	1,624	1.73%



Other Operating Expense Composition

(IDR Billion)

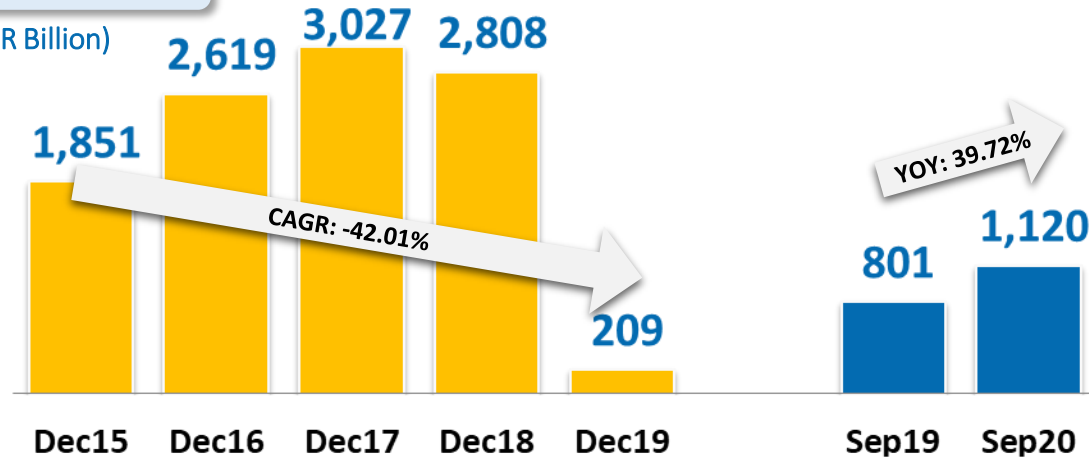
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020	yoy
Provisions	901	708	884	1,714	3,487	2,175	1,599	-26.50%
Salaries & Employee Benefit	1,459	1,619	1,907	2,474	2,435	1,915	1,963	2.54%
Electricity, Telp, Office Supp.	591	660	853	877	875	589	693	17.69%
Others	422	452	592	395	483	358	391	9.28%
Rent, Service & Maintenance	563	703	799	849	966	680	586	-13.89%
Depreciation	196	219	216	264	314	230	386	67.66%
Promotion	417	402	523	597	455	317	155	-51.03%
Collector Fees & Consultant	544	684	814	932	1,036	757	729	-3.70%
Insurance Premium	245	303	366	421	489	387	381	-1.44%
Training	106	136	165	138	96	64	31	-51.18%
Research & Development	7	14	13	14	16	12	5	-62.17%
Other Taxes	8	9	10	10	12	11	6	-40.36%
Gain	4	2	0.42	11	6	4	1	-75.48%
Marked to Market	0.19	0.00	1	0.15	0.01	4.34	5.82	34.01%
Allowance related to Operational Risk	-	274	19	-	-	-	-	#DIV/0!
Total	5,465	6,184	7,164	8,697	10,670	7,503	6,932	-7.61%



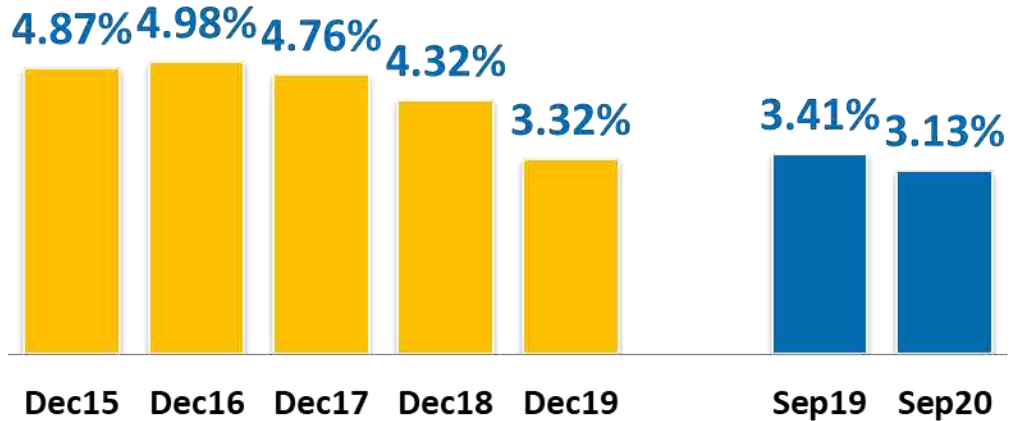
Key Financial Ratios (#1/3)

Net Profit

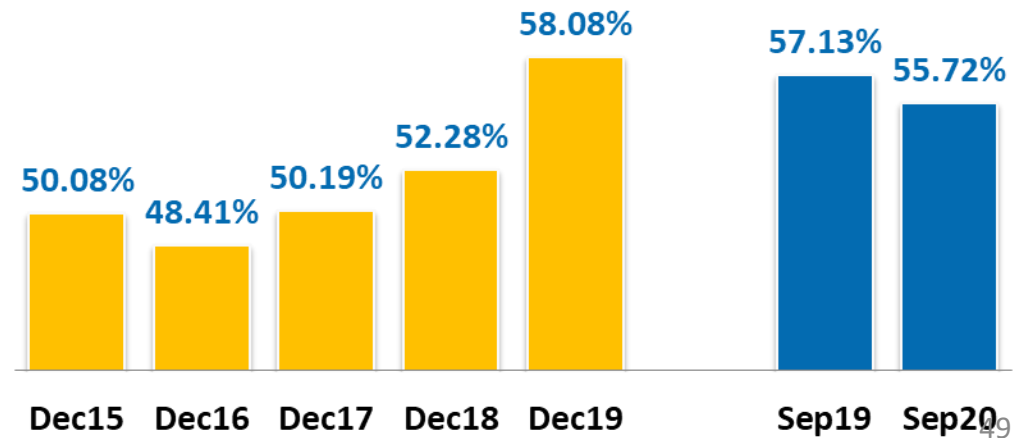
(IDR Billion)



Net Interest Margin

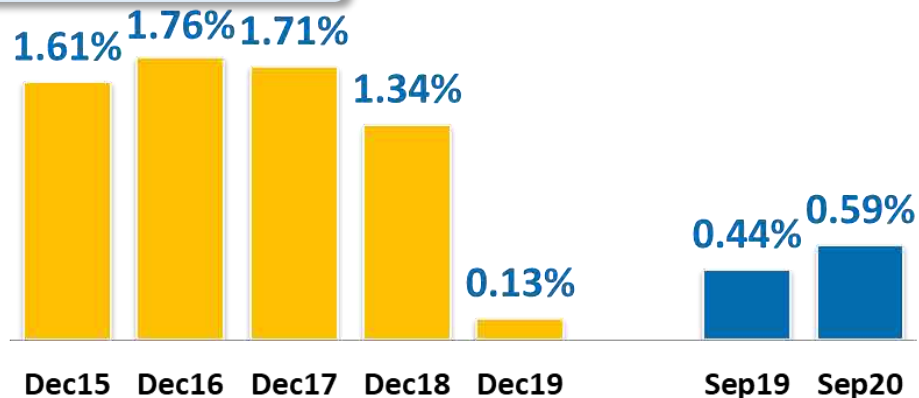


Cost to Income Ratio



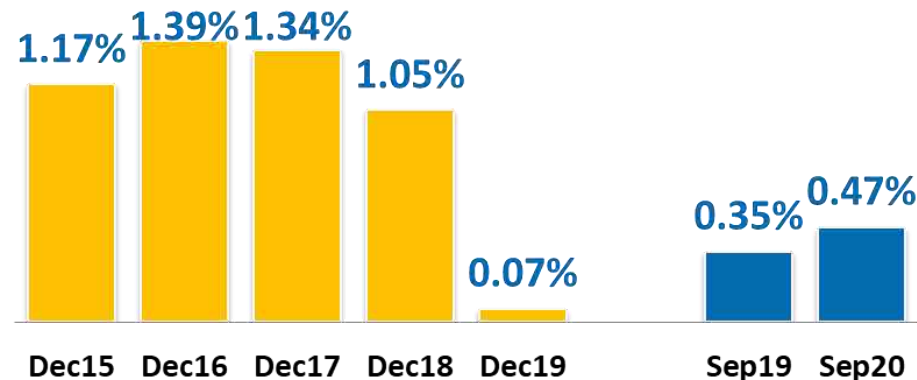
Key Financial Ratios (#2/3)

ROA¹ – Before Tax



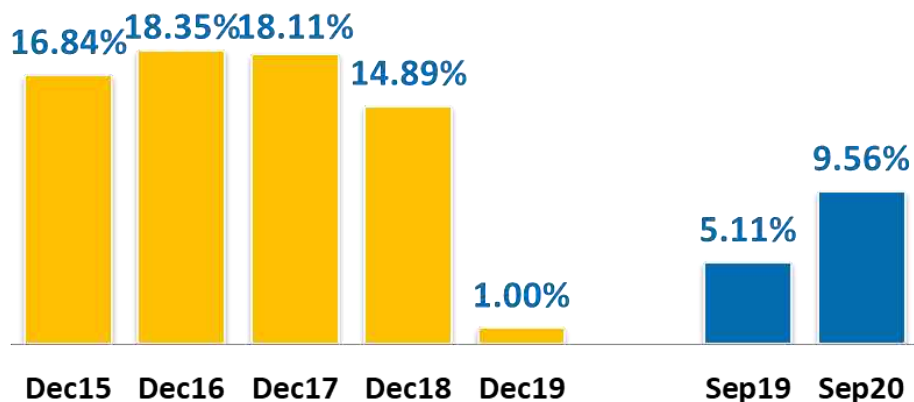
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

ROA² – After Tax



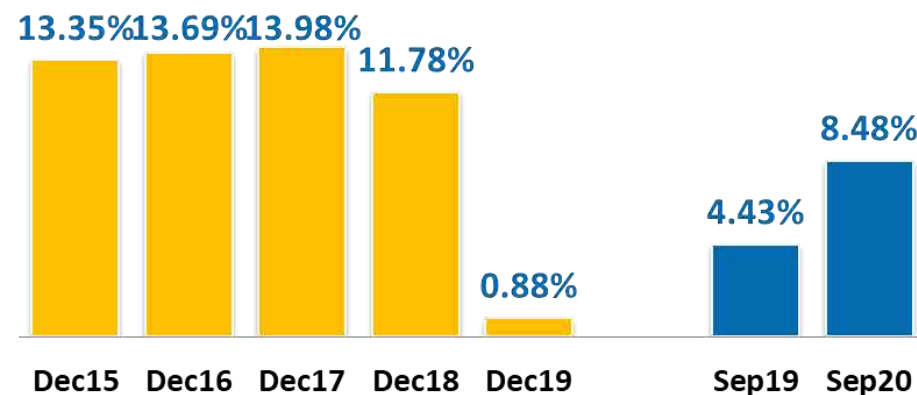
²Calculated based on net profit/average total asset

ROE³ – Tier 1 Capital



³Calculated based on net profit/average Tier 1 Capital based on Bank Indonesia regulation

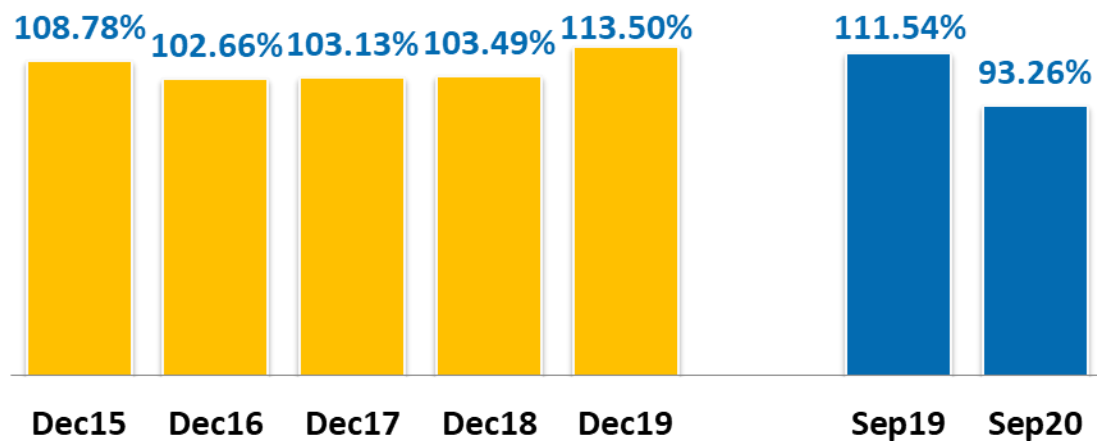
ROE⁴ – Balance Sheet



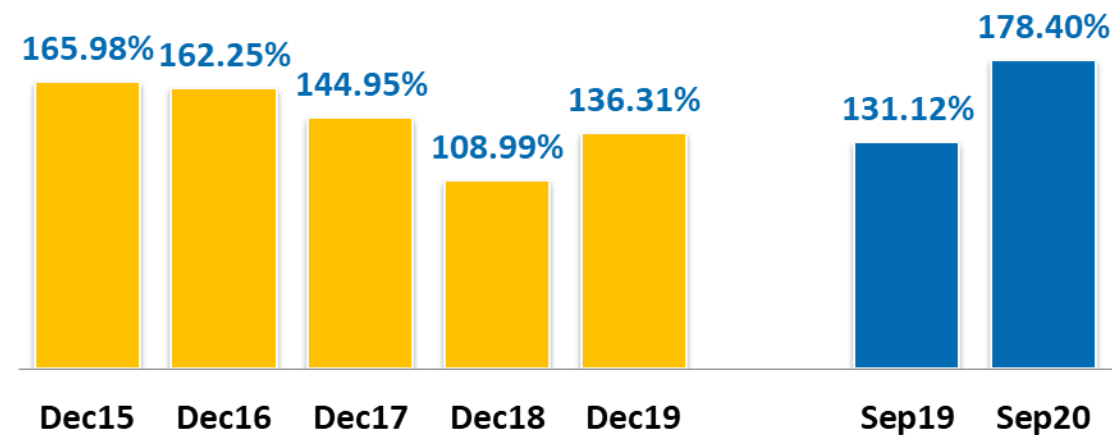
⁴Calculated based on net profit/total stakeholder's equity

Key Financial Ratios (#3/3)

Loan to Deposit Ratio



Liquidity Coverage Ratio



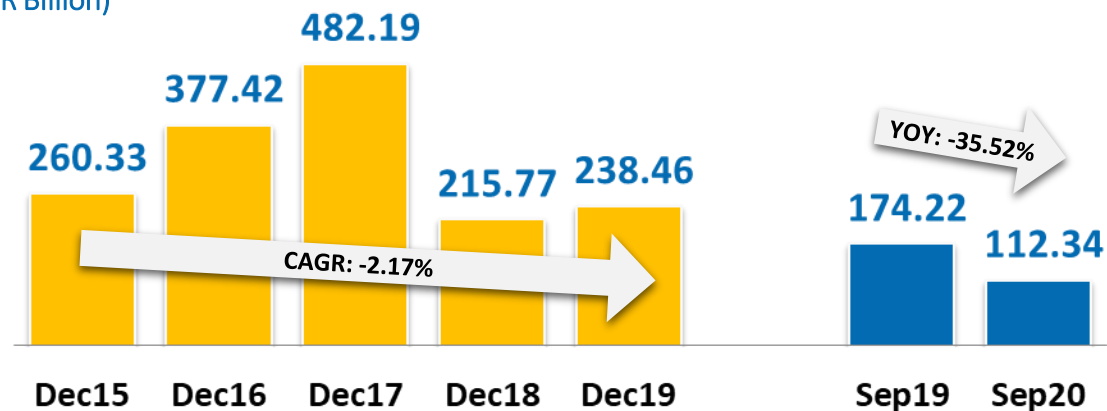


SHARIA BUSINESS

Sharia Business

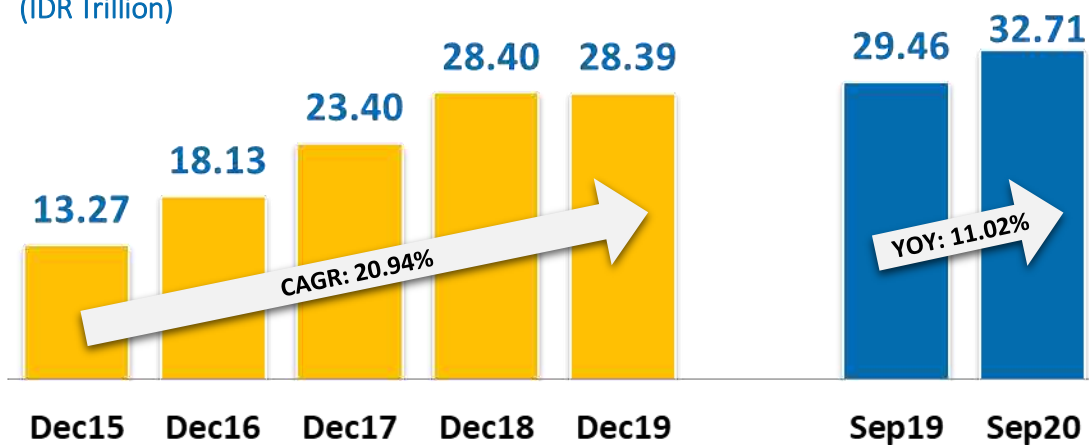
Sharia Net Profit

(IDR Billion)



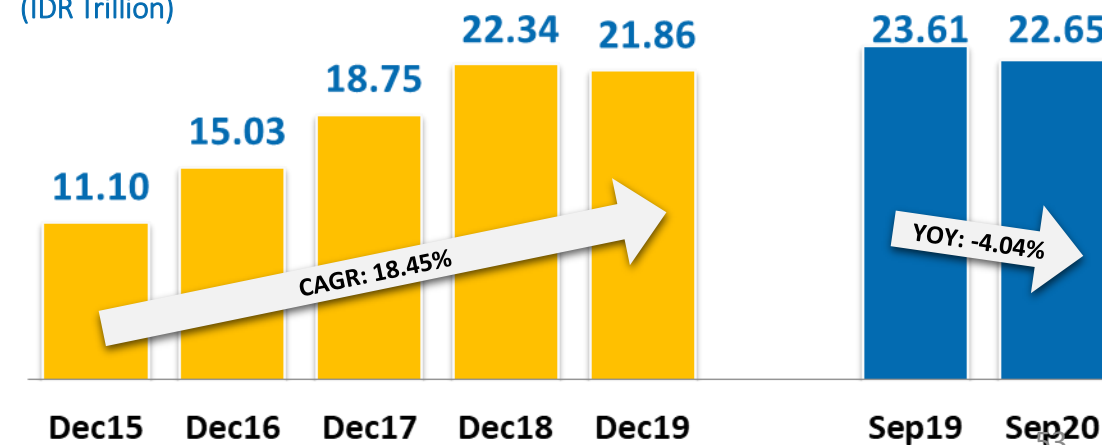
Sharia Asset

(IDR Trillion)



Sharia Deposits

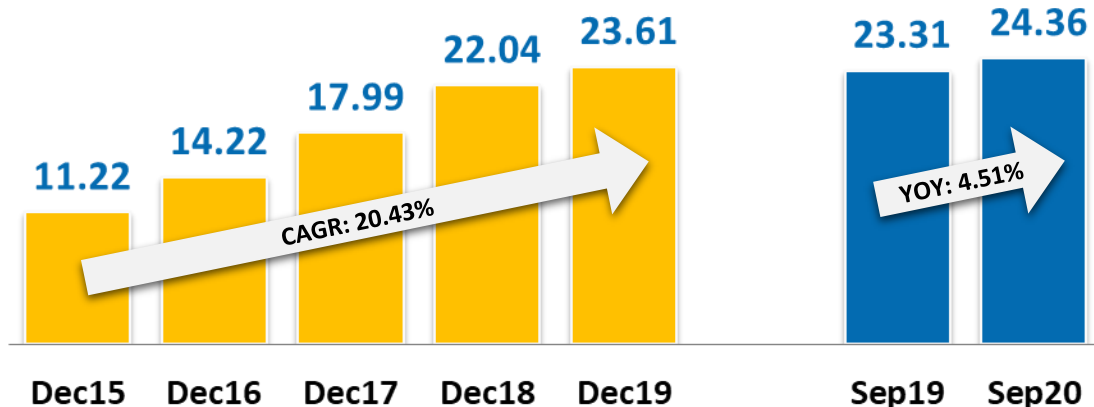
(IDR Trillion)



Sharia Financings & NPF

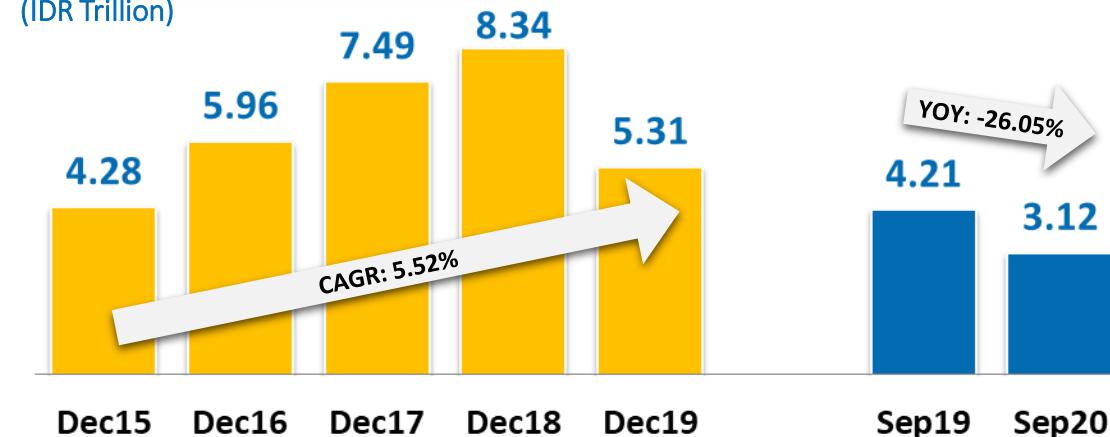
Sharia Financings

(IDR Trillion)

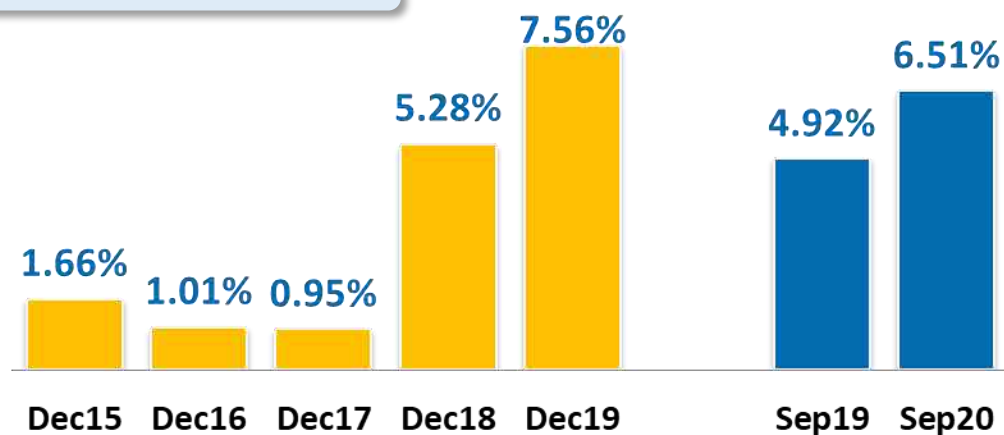


Sharia Disbursement

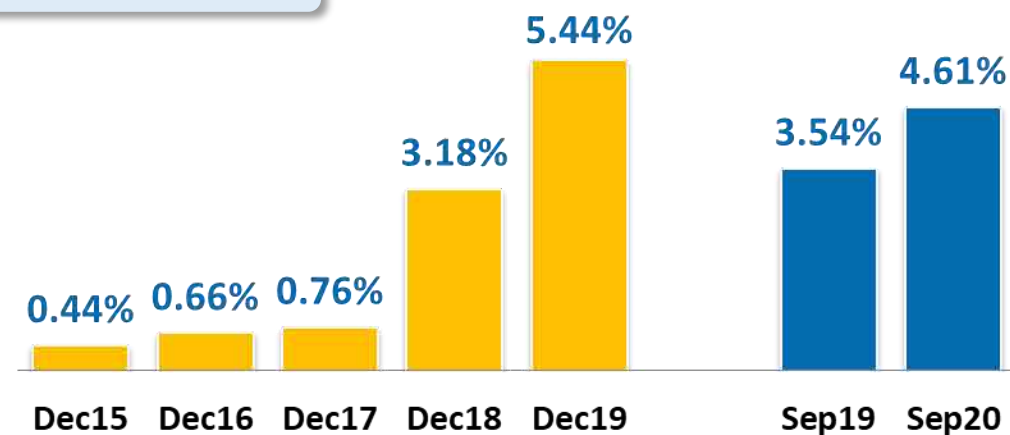
(IDR Trillion)



Sharia NPF (Gross)



Sharia NPF (Net)



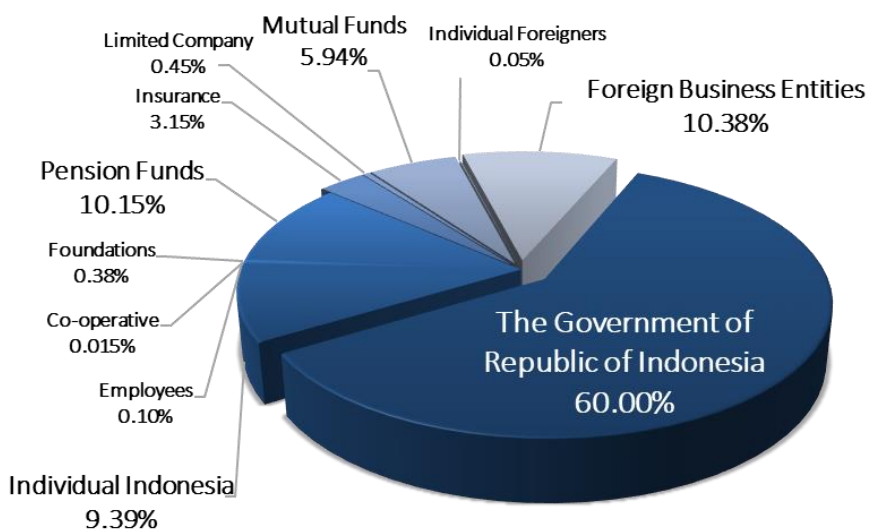


APPENDICES

Shares Information

Shares Ownership Composition as of Sep 30, 2020

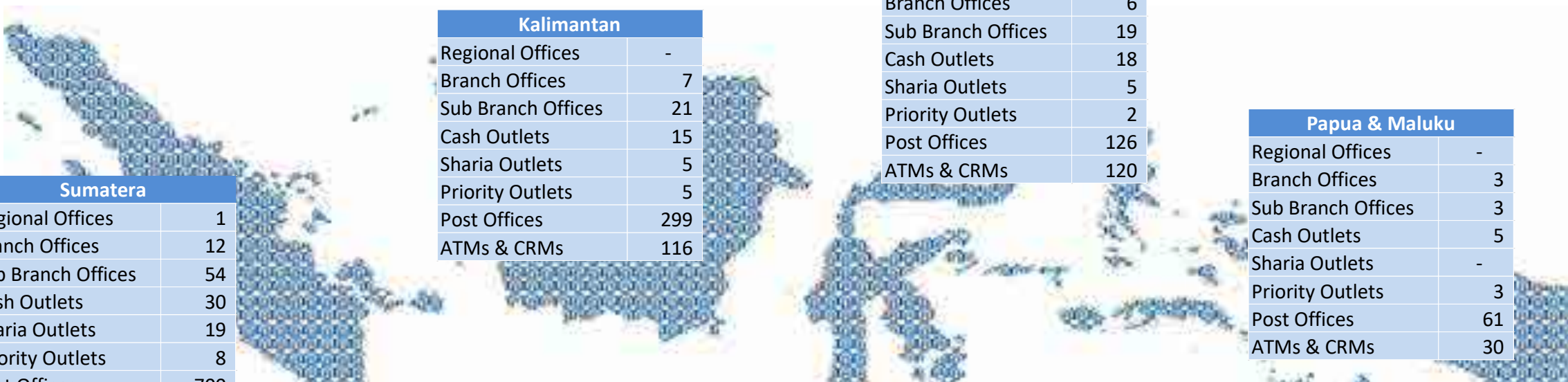
Ownership	# of Shares	%
G O I	6,354,000,000	60.00%
Public	4,236,000,000	40.00%
- Domestic	3,131,630,446	29.57%
- Foreign	1,104,369,554	10.43%
Total	10,590,000,000	100.00%



Period	Opening	Lowest	Highest	Closing	Average Volume (Lots)	PBV (x)	BVPS	Market Cap (IDR Million)
3Q 2020	1,250	1,130	1,620	1,200	647,594	0.72	1,663	12,708,000
3Q 2019	2,490	1,950	2,550	1,960	218,295	0.86	2,278	20,756,400
% (yoy)	-49.80%	-42.05%	-36.47%	-38.78%	196.66%	-16.17%	-26.97%	-38.78%

- IPO by listed on IDX on 17 December 2009 at IDR800 per share
- Rights issue successfully done in November 2012 by issuing additional 1,512,857,500 new shares
- Market cap as of Sep 30, 2020 was IDR12.71 Trillion

Outlets



Sumatera	
Regional Offices	1
Branch Offices	12
Sub Branch Offices	54
Cash Outlets	30
Sharia Outlets	19
Priority Outlets	8
Post Offices	700
ATMs & CRMs	287

Kalimantan	
Regional Offices	-
Branch Offices	7
Sub Branch Offices	21
Cash Outlets	15
Sharia Outlets	5
Priority Outlets	5
Post Offices	299
ATMs & CRMs	116

Sulawesi	
Regional Offices	1
Branch Offices	6
Sub Branch Offices	19
Cash Outlets	18
Sharia Outlets	5
Priority Outlets	2
Post Offices	126
ATMs & CRMs	120

Papua & Maluku	
Regional Offices	-
Branch Offices	3
Sub Branch Offices	3
Cash Outlets	5
Sharia Outlets	-
Priority Outlets	3
Post Offices	61
ATMs & CRMs	30

Jawa	
Regional Offices	4
Branch Offices	47
Sub Branch Offices	220
Cash Outlets	220
Sharia Outlets	60
Priority Outlets	31
Post Offices	1,621
ATMs & CRMs	1,483

Bali & Nusa Tenggara	
Regional Offices	-
Branch Offices	3
Sub Branch Offices	13
Cash Outlets	8
Sharia Outlets	1
Priority Outlets	2
Post Offices	141
ATMs & CRMs	62

	2015	2016	2017	2018	2019	3Q 2019	3Q 2020
Regional Offices	4	4	5	6	6	6	6
Branch Offices	65	65	75	76	78	76	78
Sub Branch Offices	223	243	275	304	326	314	330
Cash Outlets	479	477	484	468	358	442	296
Sharia Outlets	50	65	72	80	85	82	90
Total Outlets	821	854	911	934	853	920	800
Priority Outlets	39	40	41	43	51	43	51
Post Offices	2,951	2,951	2,951	2,951	2,950	2,948	2,948
ATMs & CRMs	1,830	1,900	1,964	2,126	2,159	2,160	2,098
Employees	9,042	9,380	10,372	11,810	11,647	11,620	11,331



THANK YOU

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