



PT Bank Tabungan Negara (Persero) Tbk.
Business & Financial Performances
as of 30 Sept 2010

Jakarta, 25 October 2010

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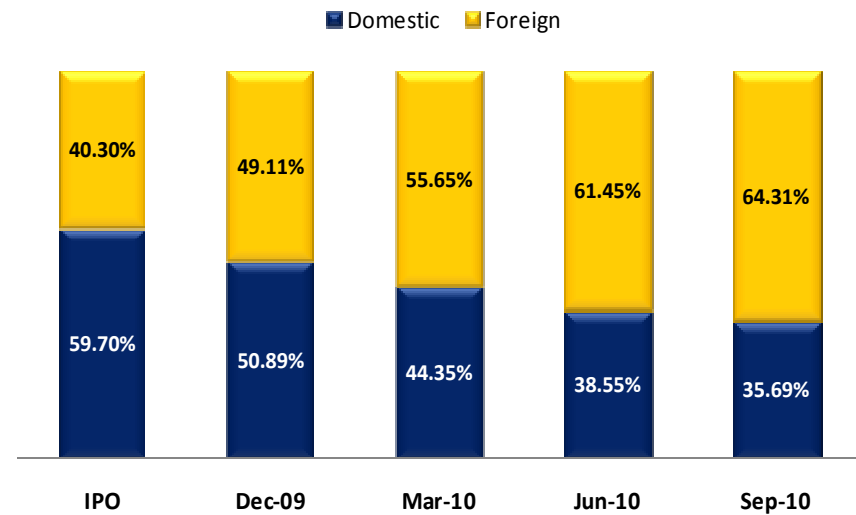
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Share Ownerships Composition – as of 30 Sep 2010

Ownerships	# of Shares	%
GOI	6.354.000.000	72.92%
Public	2.360.057.000	27.08%
- Domestic	842.313.533	35.69%
- Foreign	1.517.743.467	64.31%

Public Share Ownerships



- Total number of shares : **8.714.057.000**
- As of 30 Sep 2010, BBTN closed at IDR 1.820. The price has been steadily increasing by 127.50% since the IPO date 17 Dec 09.
- Market cap is IDR 15.84 Trillion or equal to USD 1.7 Billion

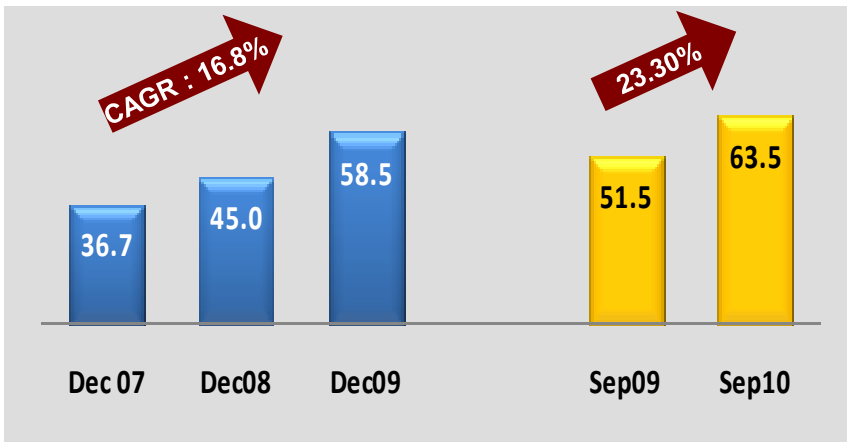
FINANCIAL HIGHLIGHTS	FY 2009	Q3 2010	Δ %	Q3 2009	Q3 2010	Y.O.Y %
Total Asset (idr billion)	58.516	63.498	8,51%	51.495	63.498	23,31%
Total Loan & Financing – Gross (idr billion)	40.732	49.179	20,74%	38.123	49.179	29,00%
Total Deposits (idr billion)	40.215	43.029	7,00%	33.717	43.029	27,62%
Equity (idr billion)	5.462	5.805	6.28%	3.400	5.805	70,74%
Net Profit (idr billion)	490	597		324	597	84,26%
CAR (Tier 1 → BI)	20,52% → 21,75%	15.97%→16,99%		13.94%→15.15%	15.97%→16,99%	
NPL (Gross → Net)	3,36% → 2.75%	4,22% → 3,48%		4,03% → 3,36%	4,22% → 3,48%	
NIM	4,65%	5,72%		4,29%	5,72%	
CIR	68.69%	59.06%		70.61%	59.06%	
Coverage Ratio	51,34%	46,62%		43,99%	46,62%	
ROE (balance sheet)	14.14%	14,41%		13,36%	14,41%	

in IDR Billion

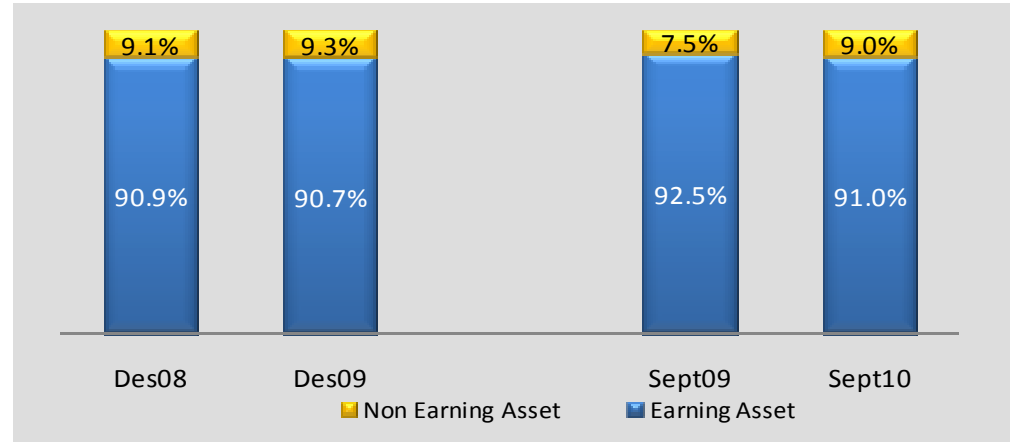
	FY 2009	Q3 2010	Δ %	Q3 2009	Q3 2010	Y.O.Y
BALANCE SHEET HIGHLIGHTS						
Total Asset	58.516	63.498	8,51%	51.495	63.498	23,31%
Total Earning Asset	53.771	58.742	9,24%	48.309	58.742	21,60%
- SBI	5.185	1.803	(65,23%)	1.944	1.803	(7,25%)
- Loans & Financing	40.733	49.179	20,74%	38.123	49.179	29,00%
- Government Bonds	7.380	6.945	(5,90%)	7.314	6.945	(5,05%)
- Other Earning Asset	473	814	72,09%	927	814	(12,19%)
Provision on Earning Asset	(719)	(969)	34,77%	(676)	(969)	43,34%
Total Non Earning Asset	5.464	5.725	4,78%	3.863	5.725	48,20%
Third Party Deposits	40.215	43.029	7,00%	33.717	43.029	27,62%
Securities Issued	3.222	4.140	28,49%	3.221	4.140	28,53%
Deposits from Other Banks	505	1.316	160,59%	1.261	1.316	4,36%
Repurchase Agreements	3.565	3.206	(10,07%)	4.658	3.206	(31,17%)
Other Interest Bearing Liabilities	2.984	3.255	9,08%	2.940	3.255	10,71%
Non Interest Bearing Liabilities	2.564	2.747	7,14%	2.298	2.747	19,54%
Equity	5.461	5.805	6,30%	3.400	5.805	70,74%

Total Asset Compositions

Total Assets (IDR tr)

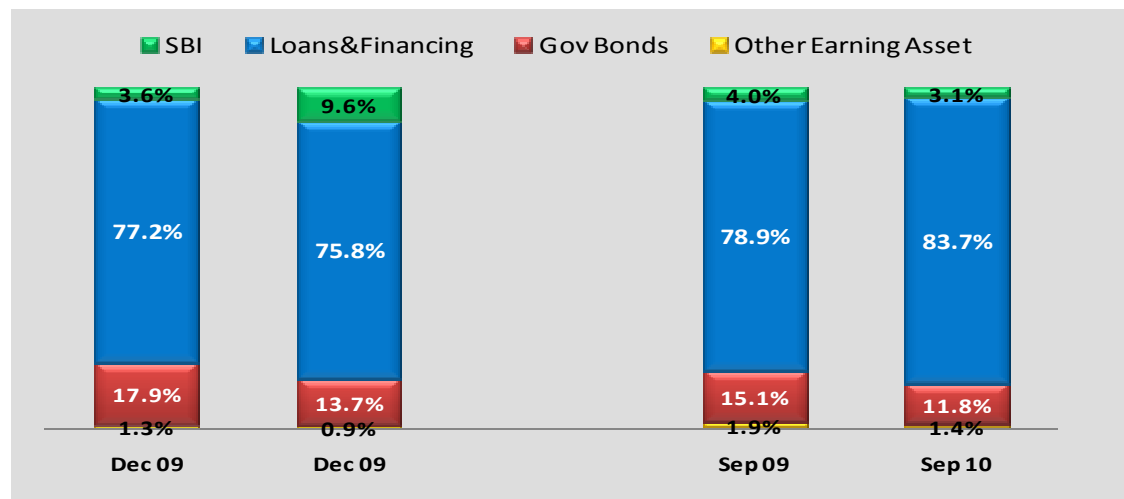


Assets Compositions (%)



- As of 30 Sep 2010, total assets stood at IDR 63,5 trillion or US\$ 7,1 billion, of which 91% was comprised of earning assets and the rest 9% was of non earning assets.
- The earning assets are mainly loan and financing with 83,7% and government bond with 11,8%. As one of our strategies to have a better NIM, we are trying to swap the bond with loan, which will give us higher yield.

Earning Asset Compositions (%)

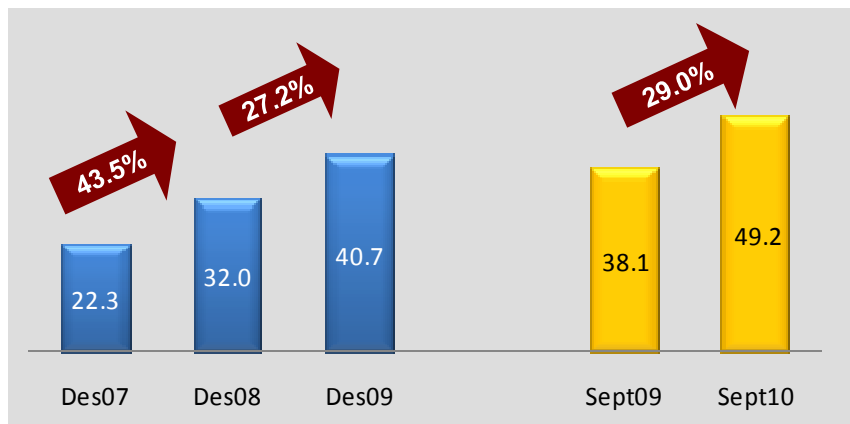


Total Loans Compositions

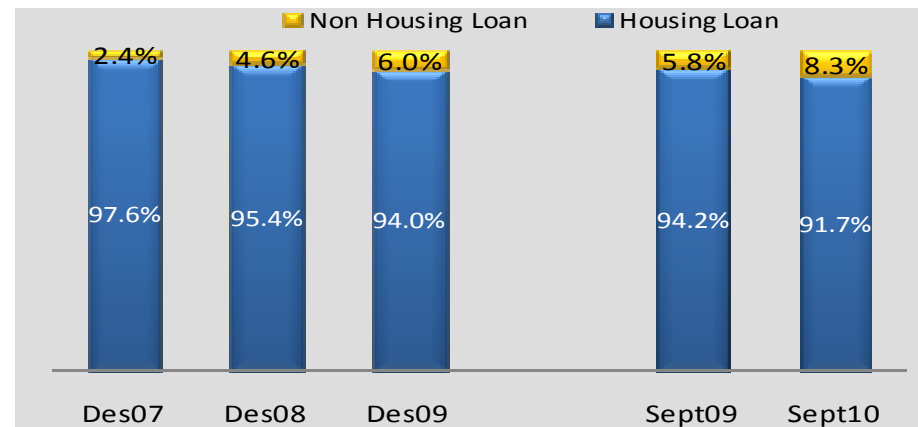
Loans type	Dec-08		Sep-09		Dec-09		Sep-10	
	IDR Bio	Comp	IDR Bio	Comp	IDR Bio	Comp	IDR Bio	Comp
Housing Loans	30,548	95.39%	35,920	94.22%	38,285	93.99%	45,089	91.68%
Subsidized Mortgages	14,774	46.13%	17,903	46.96%	18,909	46.42%	21,442	43.60%
Non-Subsidized Mortgages	10,568	33.00%	11,996	31.47%	12,661	31.08%	15,017	30.54%
Other Housing	2,649	8.27%	2,723	7.14%	2,923	7.18%	3,553	7.22%
Construction Loan	2,557	7.98%	3,298	8.65%	3,792	9.31%	5,078	10.33%
Non-Housing Loans	1,477	4.61%	2,203	5.78%	2,447	6.01%	4,090	8.32%
Consumer Loan	539	1.68%	676	1.77%	477	1.17%	965	1.96%
Commercial Loans	938	2.93%	1,527	4.01%	1,970	4.84%	3,125	6.35%
Total Loans	32,025	100.00%	38,123	100.00%	40,732	100.00%	49,179	100.00%

- Total loans stood at IDR 49,2 trillion or US\$ 5,5 billion as of 30 Sep 2010, grew by 29% YOY and about 20.7% from 31 Dec 2009
- Gross loans grew by a CAGR of 22.2% from 2007-2009
- We plan to have a bigger portion of non housing loan to gain better yield and shorter duration of asset.
- 91.68% is housing loan and the rest 8.32% is Non Housing loan

Gross Loans (IDR tr)

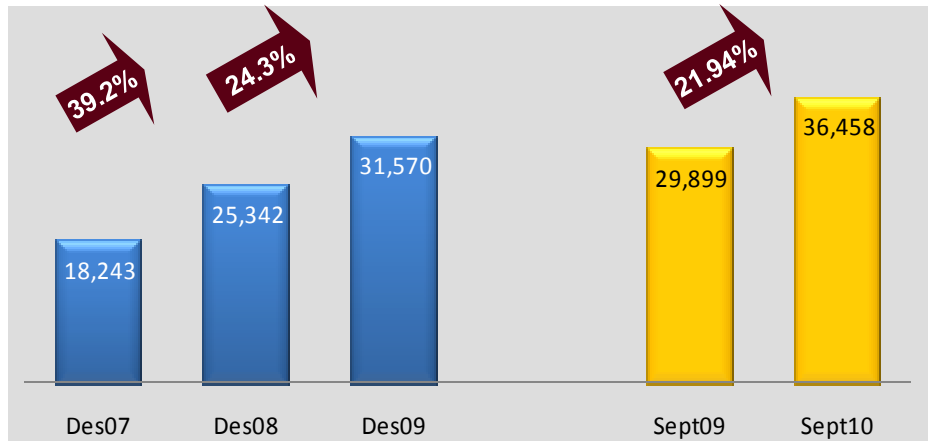


Housing & Non Housing Loan



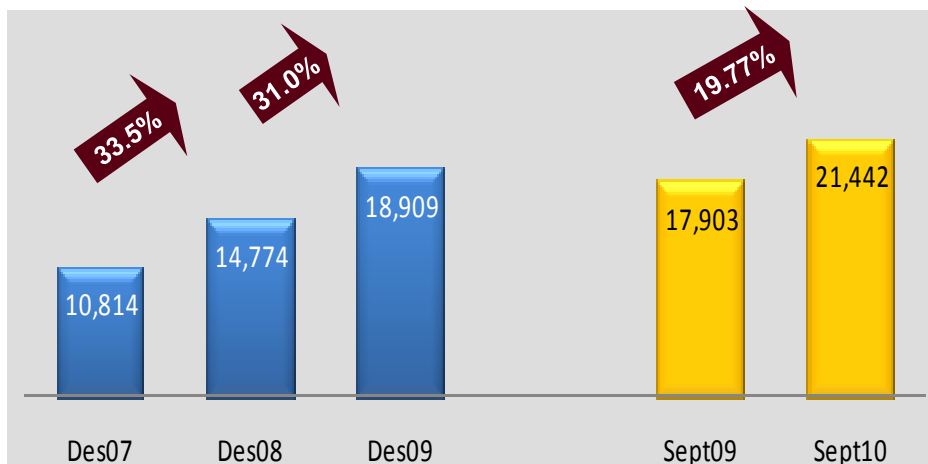
Strong Growth in Mortgages

Total Mortgages (IDR bn)

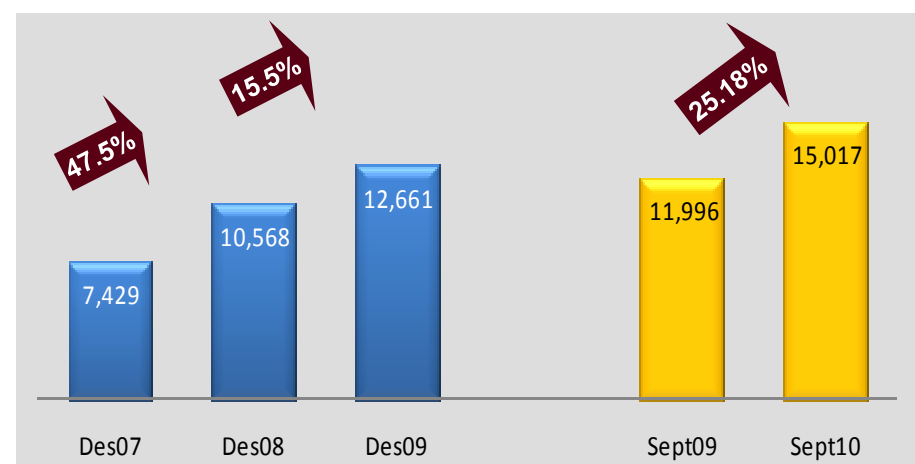


- We have total outstanding mortgages of IDR 36,5 trillion or US\$4,1 billion, which is 74.1% of our total loans & financing of IDR 49,2 trillion.
- Today, our mortgage portfolio comprises (i) government-subsidized mortgages at 58.8% of our mortgage portfolio, and (ii) non-subsidized mortgages at 41.2% of our mortgages portfolio

Subsidized Mortgages (IDR bn)

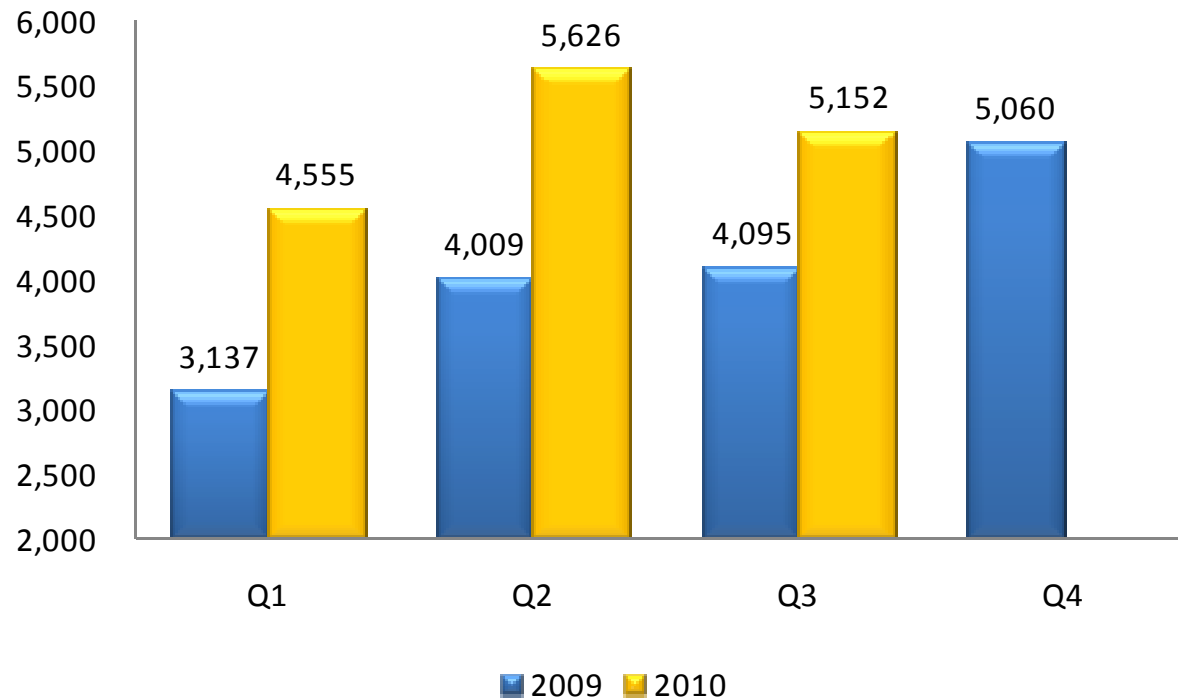


Non-Subsidized Mortgages (IDR bn)



Note : Figures on all graphs are Included Sharia housing financings

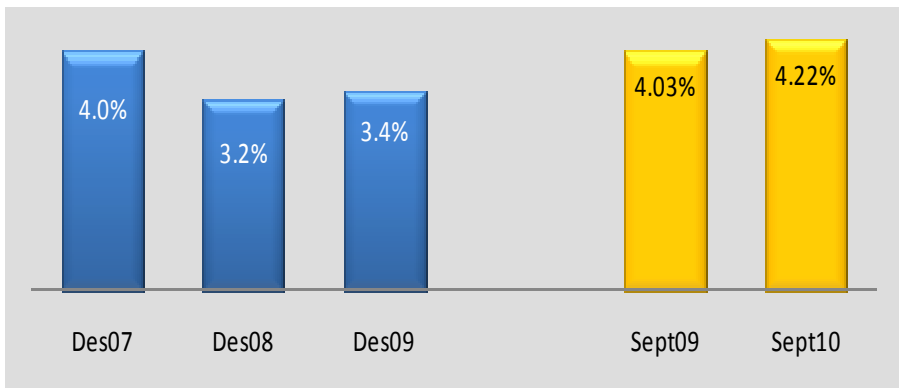
New Loan Disbursement and Sharia Financing



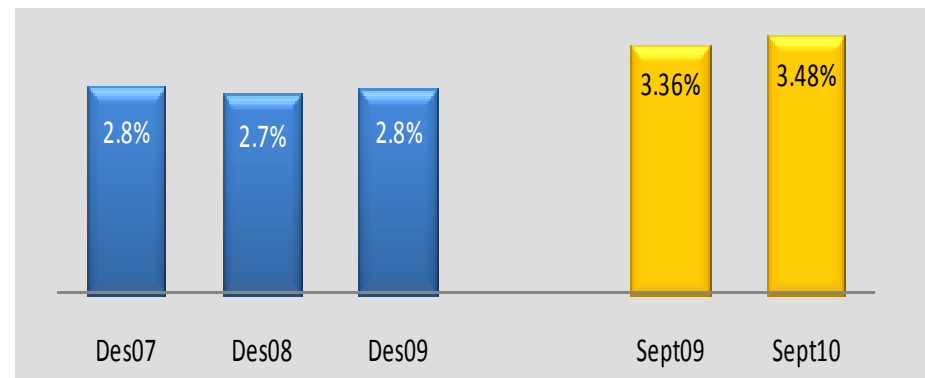
- ⓐ Quarterly new loan disbursement and sharia financing in 2010 are much higher than those in 2009
- ⓐ Total loans disbursement and new financing in 3rd quarter 2010 with the amount of IDR 15.3 Trillion are much higher than those in 3rd quarter 2009 with the amount of IDR 11.2 Trillion
- ⓐ Total mortgage loan disbursement IDR 7.4 Trillion consist of IDR 3.5 Trillion of subsidized mortgage and IDR 3.9 Trillion of non subsidized mortgage

Strong Asset Quality with Low Non-Performing Loans

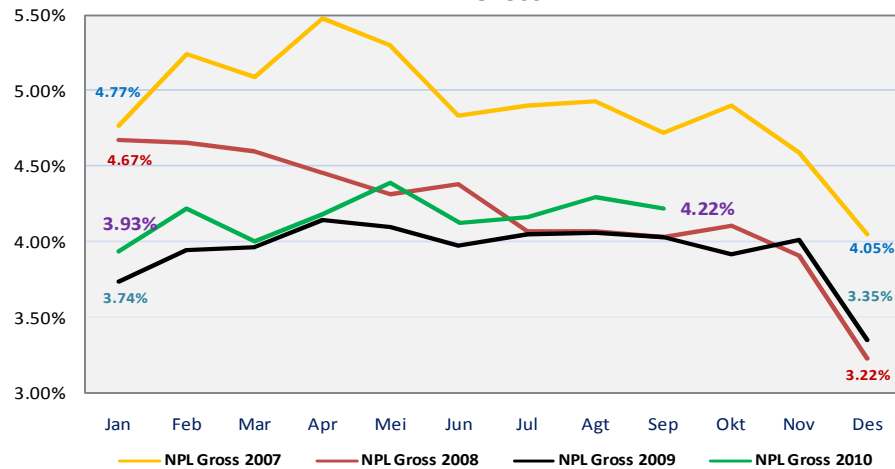
Gross NPL



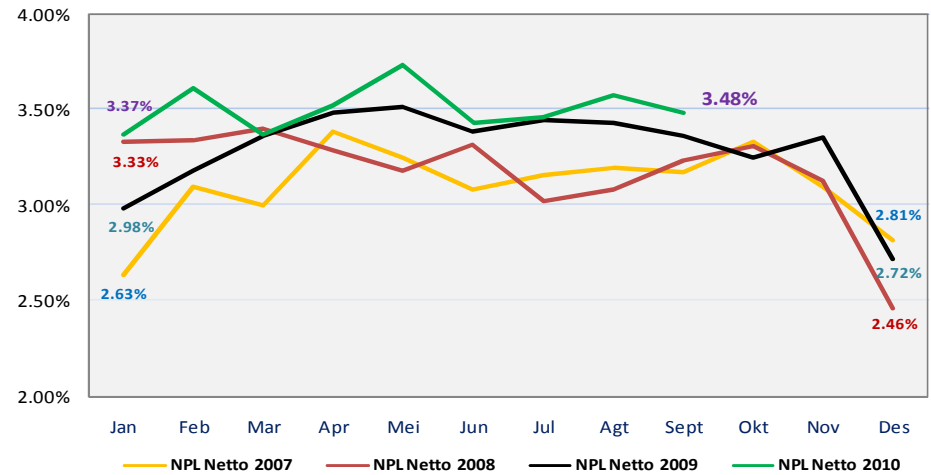
Net NPL



NPL GROSS



NPL NET



- ▶ Gross NPL relatively stable at 4,22% in Sep 2010 slightly higher than 4.03% in Sep 2009
- ▶ Net NPL is at 3.48% in Sep 2010 slightly increased compare to 3.36% in Sep 2010.

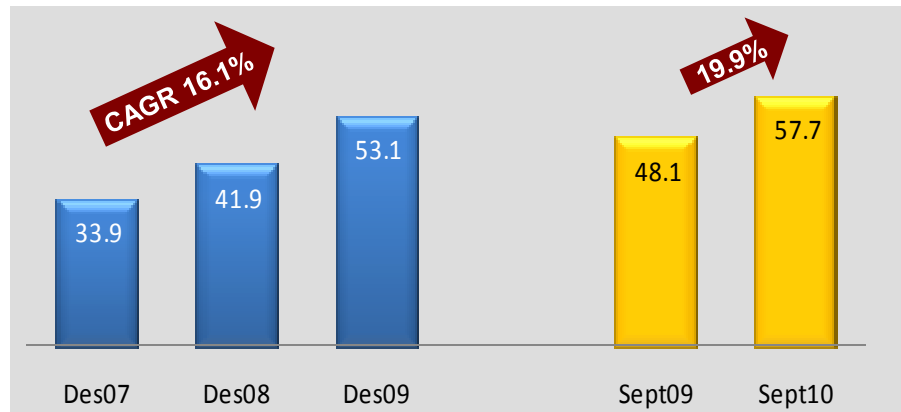
Strong Asset Quality with Low Non-Performing Loans *(cont'd..)*

COLLECTIBILITY	Des-2008		Sept-09		Des-09		Sept-10	
	Outs.	Share	Outs.	Share	Outs.	Share	Outs.	Share
Current	27,744	86.63%	30,756	84.06%	34,326	84.30%	39,542	83.95%
Special Mentioned	3,258	10.17%	5,830	15.94%	5,036	12.40%	7,559	16.05%
PL	31,001	96.80%	36,586	95.97%	39,363	96.60%	47,101	95.77%
Substandard	97	0.30%	194	0.51%	121	0.30%	319	0.65%
Doubtful	138	0.43%	243	0.64%	183	0.40%	294	0.60%
Loss	789	2.46%	1,101	2.89%	1,067	2.60%	1,465	2.98%
NPL	1,024	3.20%	1,537	4.03%	1,370	3.36%	2,078	4.22%
PL + NPL	32,025	100.00%	38,123	100.00%	40,733	100.00%	49,179	100.00%
NPL Gross	3.20%		4.03%		3.36%		4.22%	
NPL Netto	2.66%		3.36%		2.75%		3.48%	

Loan Type	Sept 2009	Des 2009	Sept 2010
NPL			
Housing Loans	4.09%	3.42%	4.08%
Subsidized Mortgages	4.66%	3.83%	4.90%
Non-Subsidized Mortgages	3.52%	2.79%	3.39%
Other Housing	4.15%	4.56%	3.49%
Construction Loan	2.86%	2.61%	3.08%
Non-Housing Loans	3.39%	2.16%	5.83%
Consumer Loan	0.68%	0.87%	2.21%
Commercial Loans	5.69%	2.53%	6.95%
Total Loans	4.06%	3.36%	4.22%

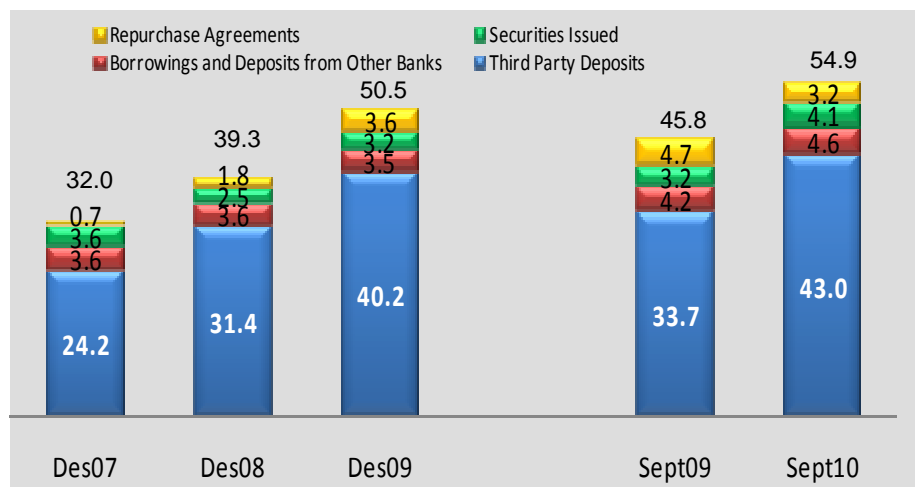
Total Liabilities Compositions

Total Liabilities (IDR tr)

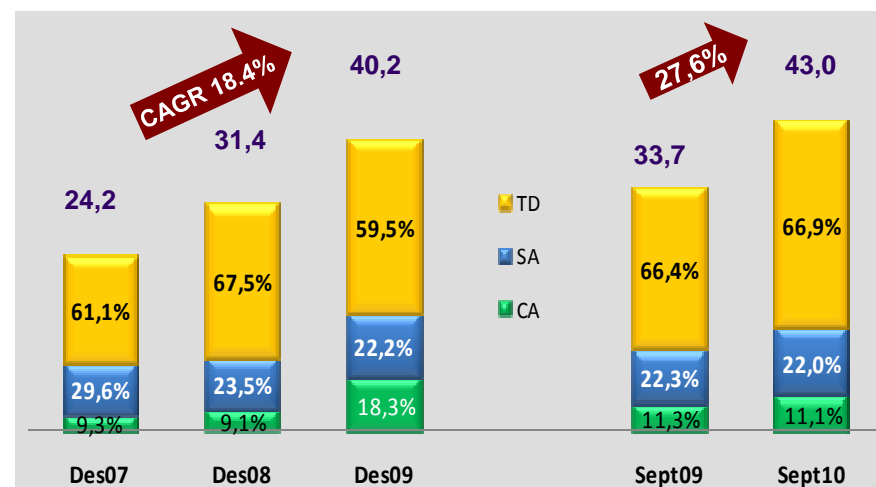


- ▶ Total funding stood at IDR54,9 Trillion at 30 Sep 2010, of which 78.3% comprised of third party deposits
- ▶ Third party deposits grew by 27.6%, which are comprised 33.1% of CASA and 66.9% of TD

Total Funding (IDR tr)

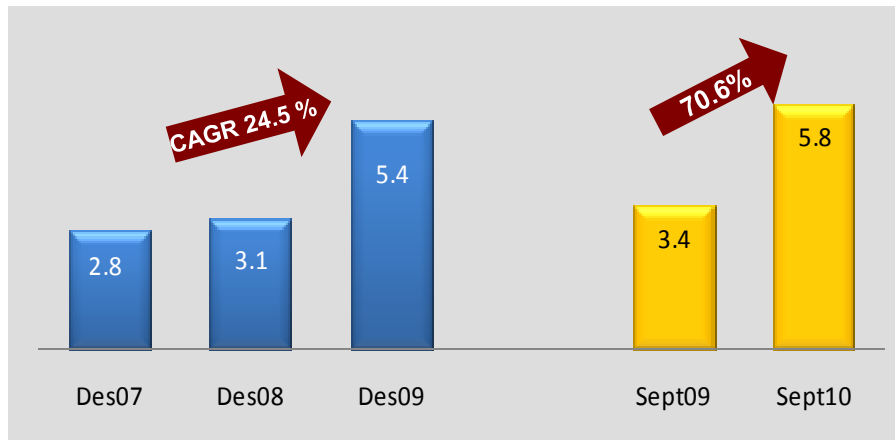


Third Party Deposits (IDR tr)

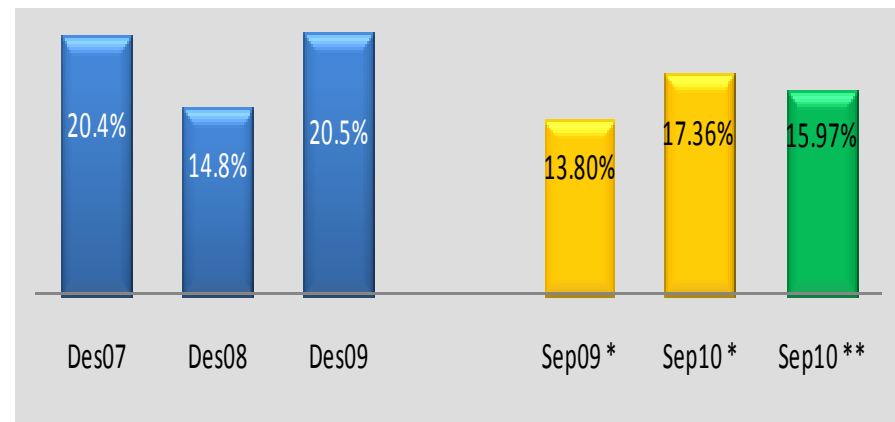


Total Equity Compositions

Total Equity (IDR tr)



CAR Tier-1



*) CAR formula : Tier 1/(RWA Credit + Market Risk)

**) CAR formula : Tier 1/(RWA Credit + Market + Ops Risk)

	2008	Q3-2009	2009	Q3-2010
Tier - 1 Capital	2,959	3,237	5,260	5,525
Tier - 2 Capital	266	290	317	395
Capital on B/S	3,078	3,400	5,462	5,805
RWA - Credit Risk	19,620	23,251	25,358	31,595
RWA - Market Risk	362	245	277	227
RWA - Operational Risk	-	-	-	2,774
RWA - Total	19,982	23,460	25,635	34,597
CAR Tier – 1/(RWA Credit + Market Risk)	14.81%	13.94%	20.52%	16.07%
CAR Tier – 1/(RWA Credit + Market + Ops Risk)				15.97%
CAR B/S/(RWA Credit + Market Risk)	15.41%	14.49%	21.31%	18.24%
CAR B/S/(RWA Credit + Market + Ops Risk)				16.78%
CAR BI ((Tier 1+2)/(RWA Credit + Market Risk)	16.14%	15.15%	21.75%	17.11%
CAR BI ((Tier 1+2)/(RWA Credit + Market + Ops Risk)				16.99%

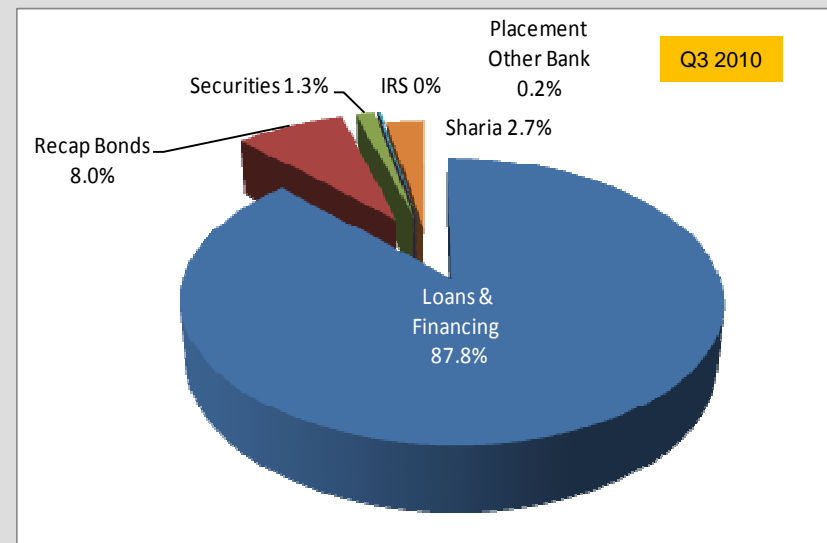
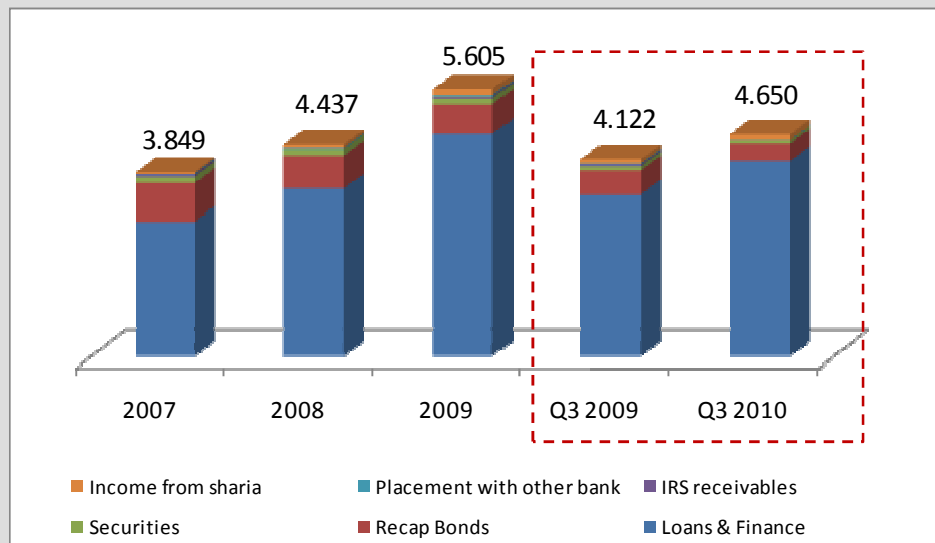
- ▶ Lending on mortgages is more capital efficient as mortgages carry a 40% risk weighting compared to 100% for normal commercial loans
- ▶ CAR Tier-1 slightly down by 10bps after taking into account the operational risk from 16.07% to 15.97%.

in IDR Billion

	FY 2009	Q3 2009	Q3 2010	YOY
INCOME STATEMENT HIGHLIGHTS				
Interest Income	5.730	4.122	4.650	12.81%
Interest Expense	(3.428)	(2.642)	(2.300)	(12.94%)
Net Interest Income	2.302	1.480	2.349	58.72%
Other Operating Income	265	274	328	19.71%
Other Operating Expense	(1.763)	(1.257)	(1.830)	45.58%
Profit from Operation	739	497	847	70,42%
Non Operating Income (Expense)	6	1	5	400%
Profit Before Tax	746	498	852	71.08%
Net Profit	490	324	597	84,26%

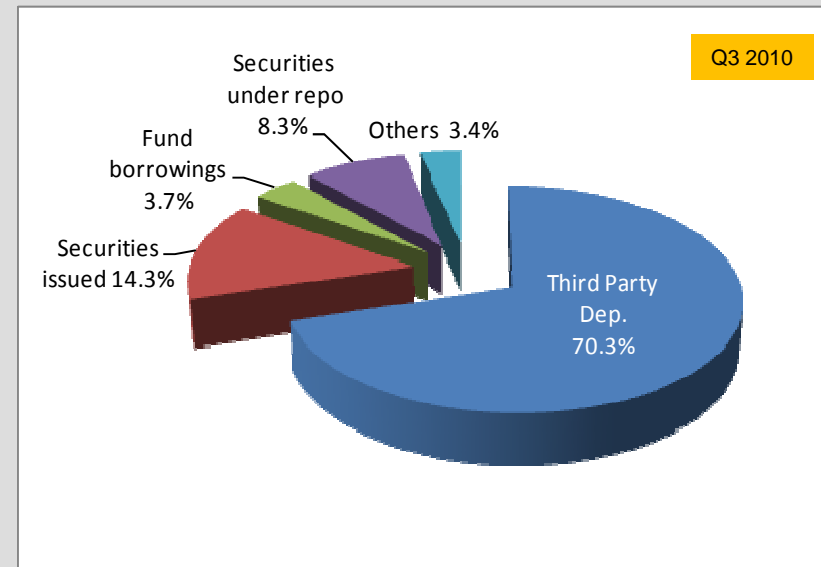
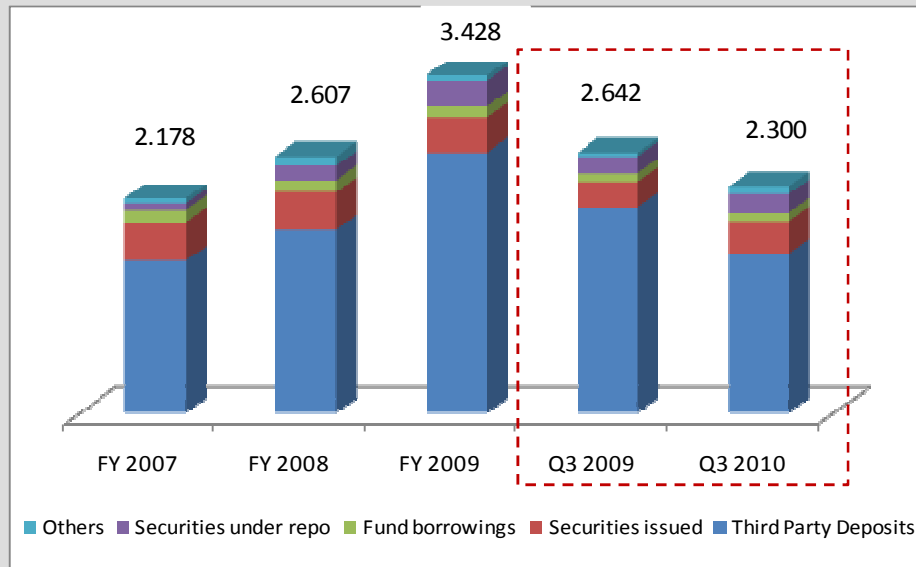
Interest Income Composition

Item	FY 2008	FY 2009	Δ%	Q3 2009	Q3 2010	Δ%
Loans	3,508	4,663	32.92%	3,384	4,083	20.66%
Recapitalization Bonds	693	627	-9.52%	500	371	-25.80%
Securities	135	119	-11.85%	90	61	-32.22%
IRS receivables	-	35		32	-	
Placement with other bank	26	28	7.69%	22	10	-54.55%
Income from sharia	75	133	77.33%	94	126	34.04%
INTEREST INCOME	4,437	5,605	26.32%	4,122	4,650	12.81%



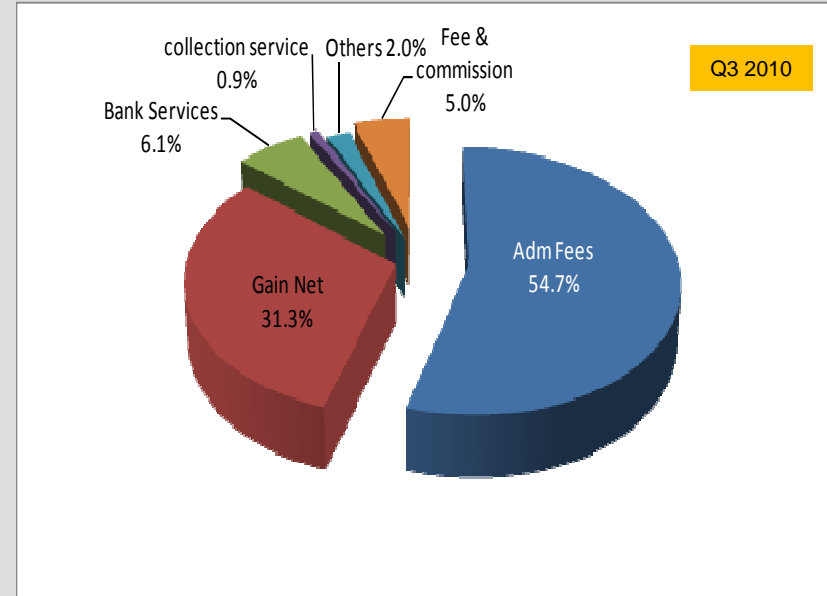
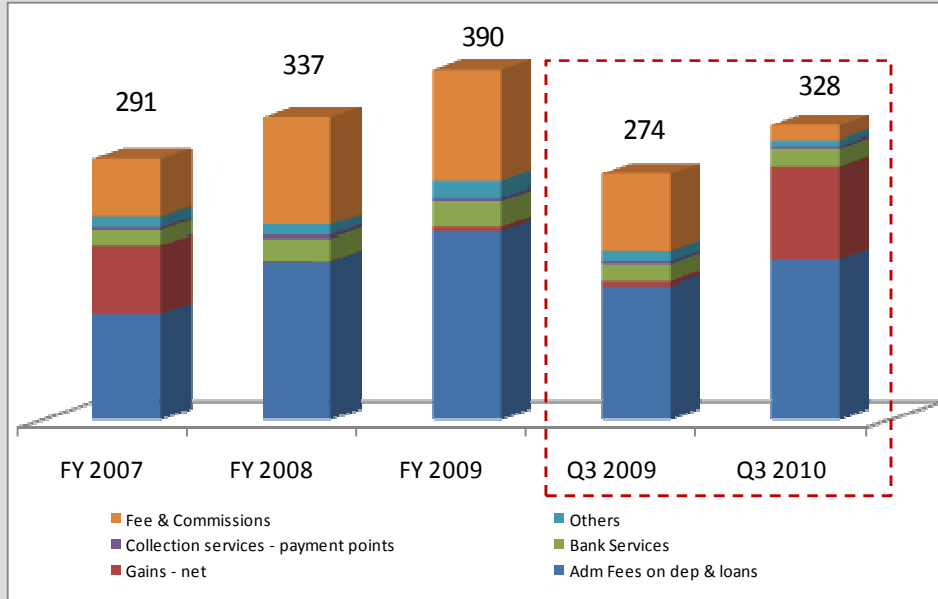
Interest Expense Composition

Item	FY 2008	FY 2009	Δ%	Q3 2009	Q3 2010	Δ%
Third Party Deposits	1,862	2,644	42.04%	2,087	1,616	-22.57%
Securities issued	379	359	-5.39%	260	330	26.92%
Fund borrowings	122	112	-8.49%	85	85	0.00%
Securities under repo	147	258	75.73%	174	190	9.20%
Others	97	55	-43.12%	36	79	119.44%
INTEREST EXPENSE	2,607	3,428	31.50%	2,642	2,300	-12.94%



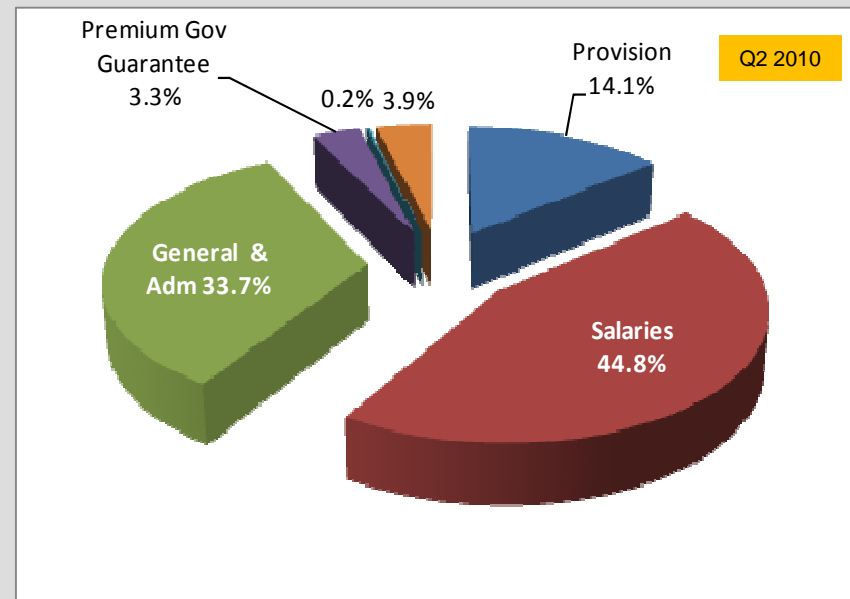
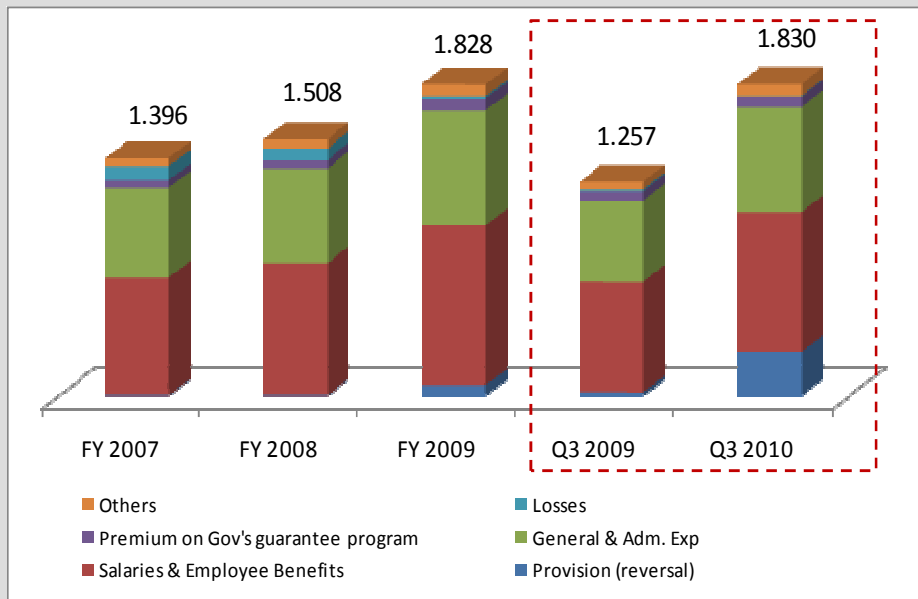
Other Operating Income Composition

Item	FY 2008	FY 2009	Δ %	Q3 2009	Q3 2010	Δ %
Adm Fees on dep & loans	176	209	18.75%	149	179	20.13%
Gains - net	0	5	500.00%	5	103	1760.00%
Bank Services	25	30	20.00%	20	20	0.00%
Collection services - payment points	4	4	0.00%	3	3	0.00%
Others	11	18	63.64%	12	7	-41.67%
Fee & Commissions	120	125	4.17%	85	16	-81.18%
OTHER OPERATING INCOME	337	390	15.73%	274	328	19.71%



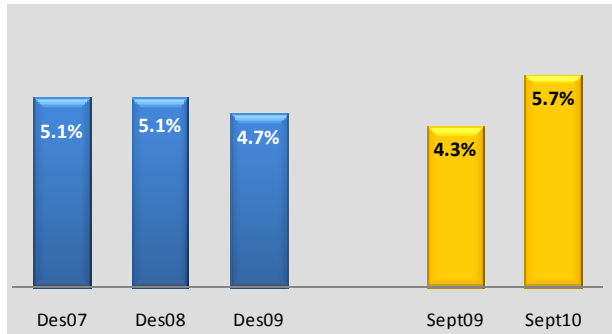
Other Operating Expense Composition

Item	FY 2008	FY 2009	Δ %	Q3 2009	Q3 2010	Δ%
Provision	5	64	1180.00%	23	258	1021.74%
Salaries & Employee Benefits	773	937	21.22%	647	820	26.74%
General & Adm. Exp	555	674	21.44%	476	616	29.41%
Premium on Gov's guarantee program	51	71	39.22%	54	61	12.96%
Losses	66	12	-81.82%	11	3	-72.73%
Others	57	70	22.81%	45	71	57.70%
OTHER OPERATING EXPENSE	1,508	1,828	21.22%	1,257	1,830	45.58%

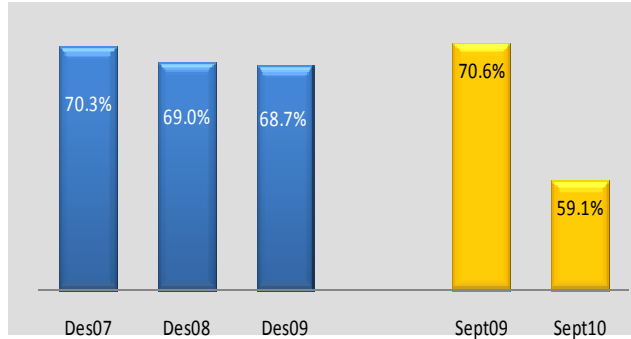


Key Financials

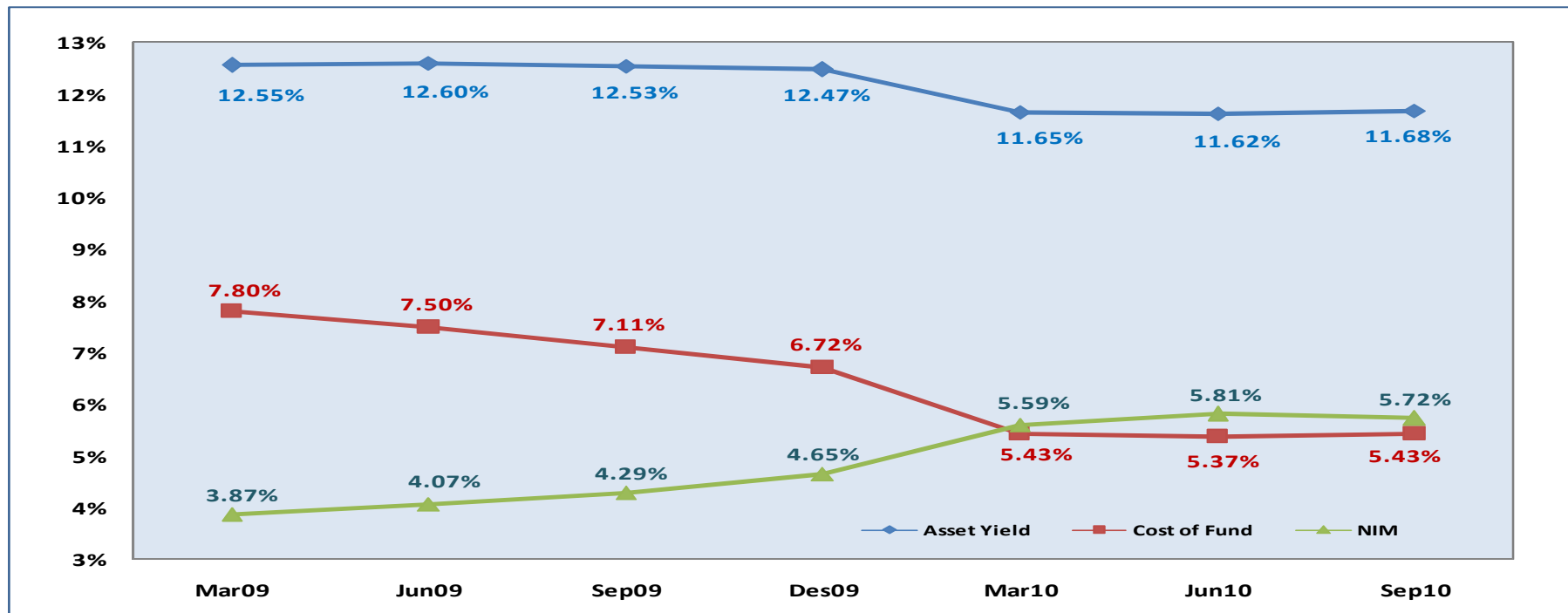
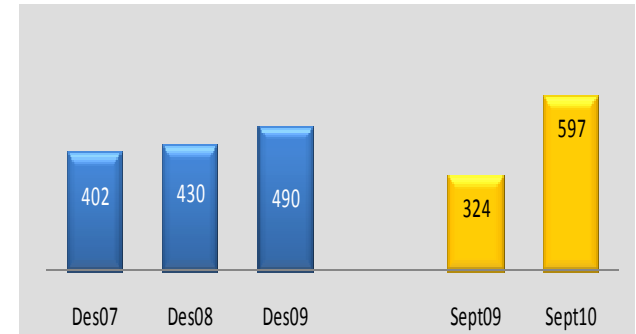
Net Interest Margin



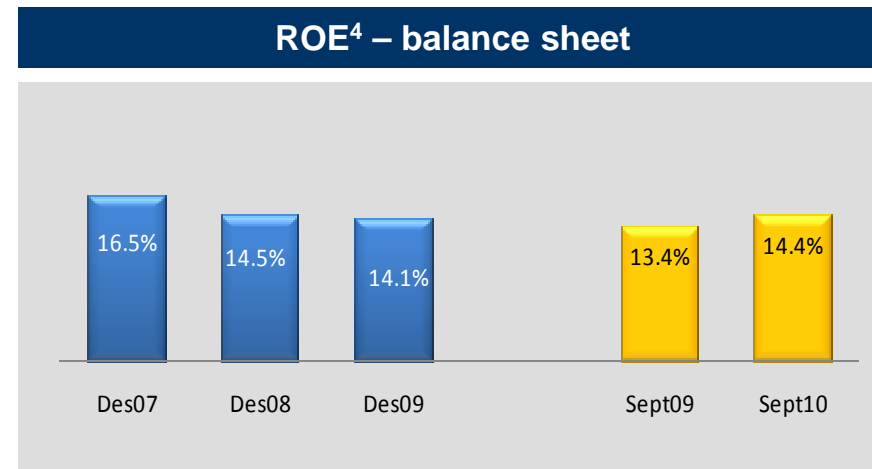
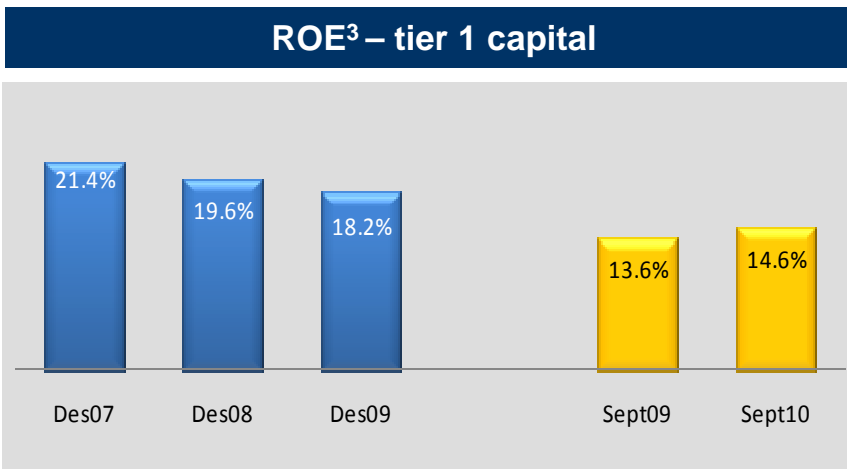
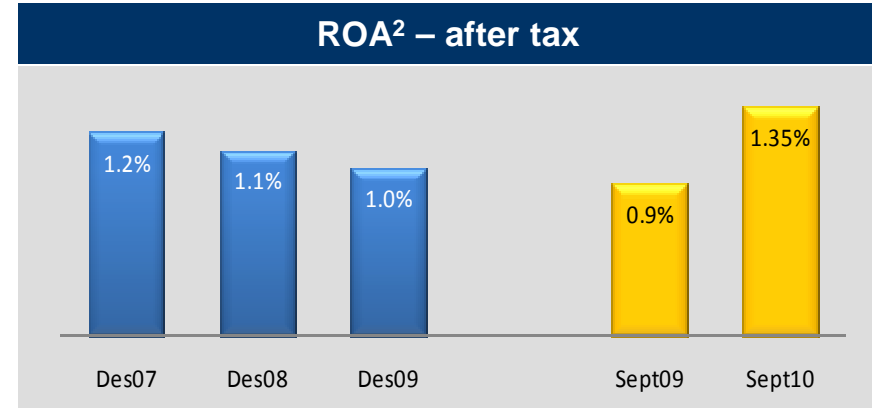
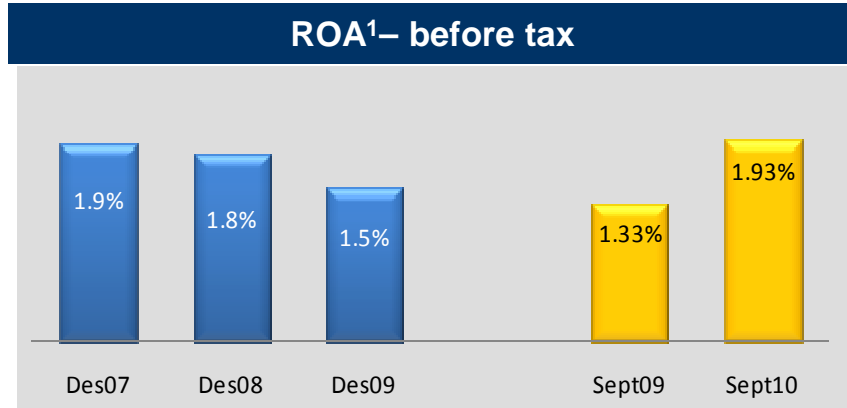
Cost to Income Ratio



Net Income (IDR Bn)



Key Financials (cont'd)



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

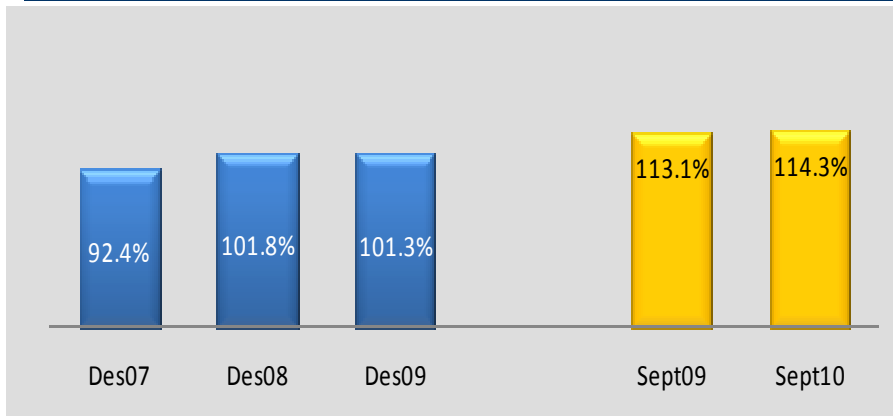
²Calculated based on net profit/average total assets

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

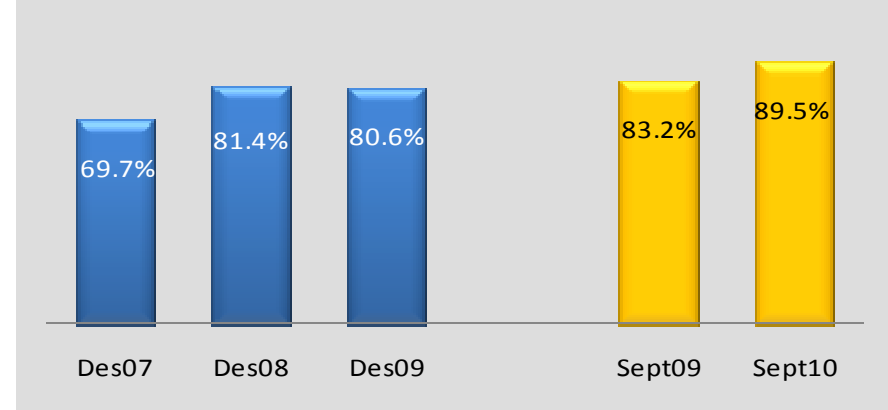
⁴Calculated based on net profit/total stakeholder's equity

Key Financials (cont'd)

Loan-to-Deposit Ratio

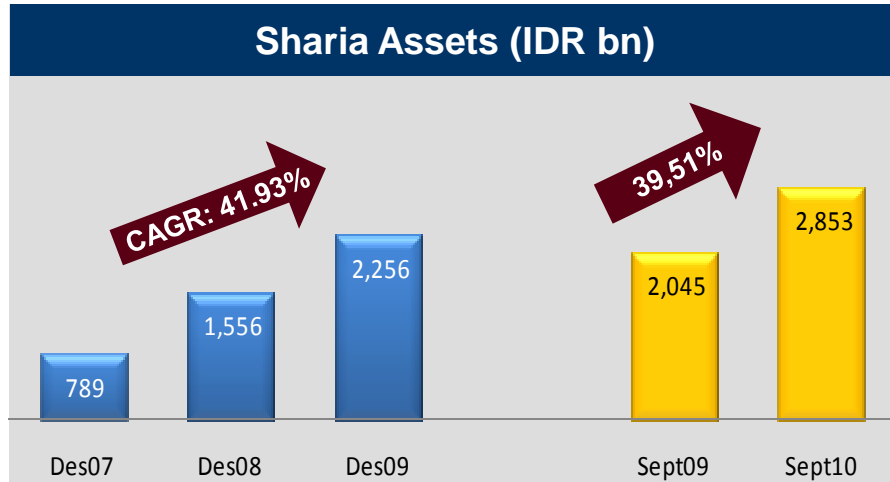


Loan-to-Funding Ratio

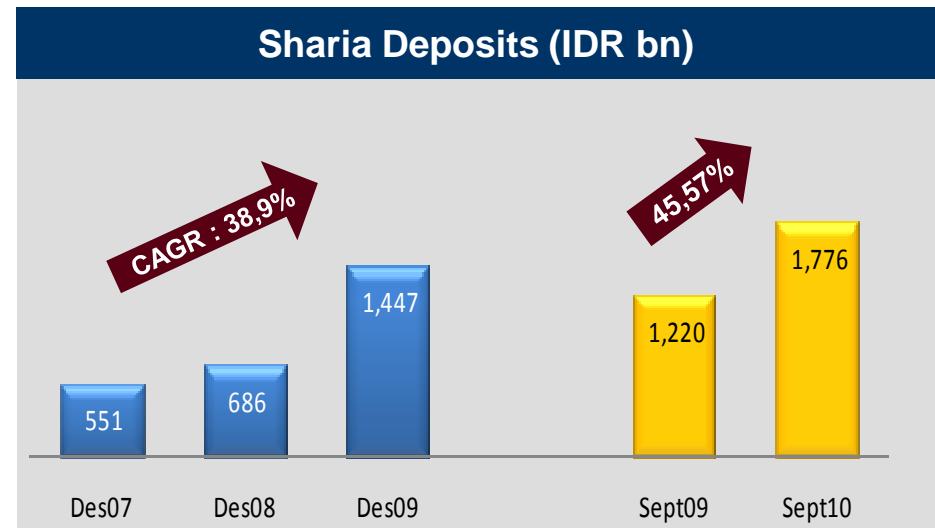
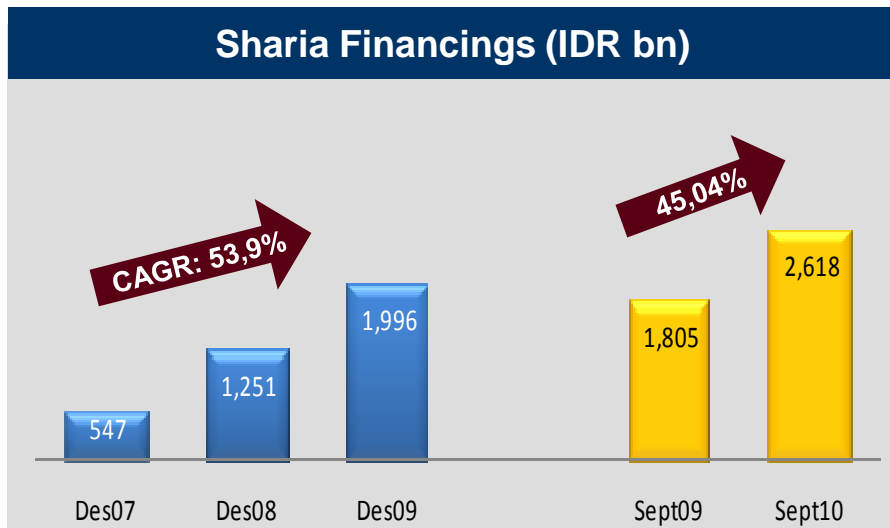


- ▶ Bank Indonesia's formula which does not include other sources of fund besides third party deposits is the cause of LDR above 100%.
- ▶ Loan to Funding ratio, which takes into account the whole funding sources, is still below 90%.

Sharia Business is a New Growth Area



- ▶ BTN's Sharia business was established in 2004 and offers a wide range of Sharia-compliant financing and deposit products. Total asset run by Sharia Unit as of 30 Sep 2010 was IDR 2.85 Trillion.
- ▶ As of 30 Sep 2010, BTN has 21 Sharia branches and 210 Sharia channeling outlets across Indonesia. We plan to leverage on our current branch network to open more Sharia channeling outlets



2010 INITIATIVES

Initiatives done so far in 2010 → as foundations to step forward in achieving the ultimate goal.

- ▶ Started the hiring processes of all experienced professionals to start new business units such as Card Business & Electronic Banking, Bancassurance and Priority Banking → On going since Jan 2010

- ▶ New Organization Structure implementation → 1 Mar 2010

- ▶ The grand launching of Batara Debit Visa Card → August 2010



- ▶ E-Loan (Loan Origination System) Pilot Project I and II Phase → Sept 2010
(Tangerang, Karawaci, Bekasi, Cikarang, BSD, Cibubur, Ciputat, Depok, Kebon Jeruk, Cawang)



- ▶ E-Coll (Collection and Recovery System) Pilot Project I → Sept 2010 (Tangerang)



- ▶ Connected 555 New Postal Offices on-line with Bank BTN (host to host on-line connection) → Sept 2010
As of today, there are more than 2.600 postal offices connected on-line with Bank BTN

- ▶ Opened 110 new kiosks (small cash branches) → up to Sept 2010
Small outlet especially design for funding only purposes. Spreading all over residential areas in Jabodetabek and other big cities all over Indonesia



THANK YOU

Bank  **BTN**

SUPPORTING DATA

Experienced Management Team – Appointed in Dec 07



Iqbal Latanro,
President Director – CEO

- *Managing Internal Audit and Corporate Secretary Divisions and Change Management Office.*



Evi Firmansyah,
Vice President Director – COO

- *Managing Information, Communication & Technology, Logistic & Network Division and Operation & Business Support Divisions.*



Sunarwa,
Managing Director – CRO

- *Managing Risk Management, Human Capital Divisions. Also, Compliance and Legal & Loan Document Desks*



Saut Pardede,
Managing Director – CFO

- *Managing Planning & Performance Management, Finance Accounting, Treasury and Collection & Workout Divisions*



Irman A Zahiruddin,
Managing Director – Consumer Banking

- *Managing Mortgage & Consumer Lending and Consumer Funding & Services Divisions. Also, Card Business & Electronic Banking, Post Office Alliance and Priority Banking & Bancassurance Desks*



Purwadi,
Managing Director – Commercial Banking

- *Managing Housing & Commercial Lending, Commercial Funding & Services and Syariah Divisions*

Experienced Board of Commissioner– Appointed in May 08 and May 2010



**Zaki Baridwan,
President Commissioner
Independent Commissioner**

- *Was a President Commissioner PT Bank BNI Tbk, Dean Faculty of Economics Gadjah Mada University and Director of Graduate Program.*



**Gatot Mardiwasiso,
Commissioner**

- *Presently an Assistant for Deputy of Banking Enterprise Affairs in State Ministry of State-Owned Enterprise (MSOE), was a Commissioner PT BNI Securities and Director of Finance Kliring Berjangka Indonesia Ltd. Co*



**Subarjo Joyosumarto,
Independent Commissioner**

- *Presently a President Director Indonesia's Banking Development Institution, was a Chairman of Board of Supervisory Directors of Indover Bank in Amsterdam, Netherland, Executive Director The South East Asia Central Banks Research & Training Centre and Deputy Governor of Bank Indonesia*



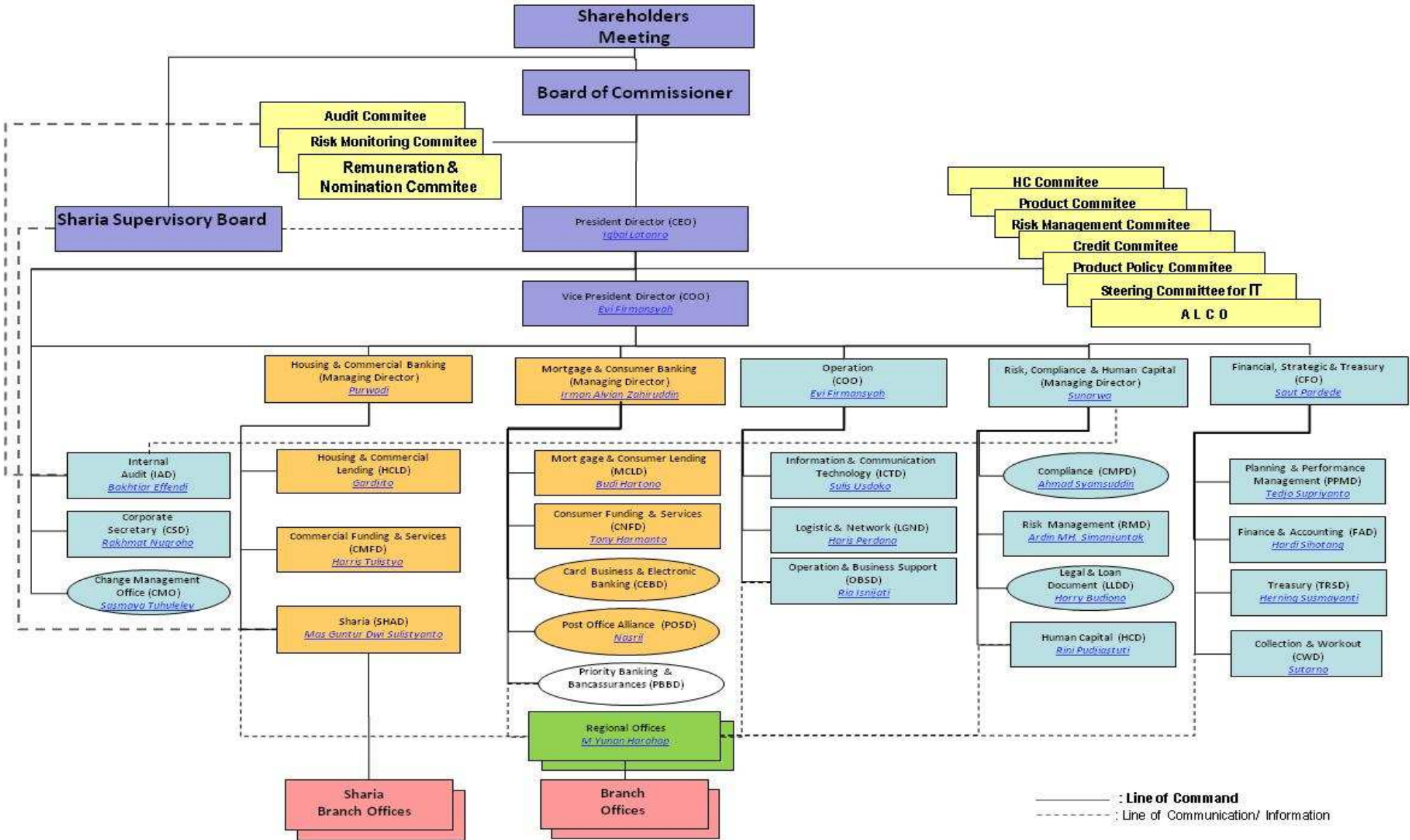
**Mulabasa Hutabarat,
Commissioner**

- *Presently a Head of Pension Fund Bureau Bapepam-LK of Ministry of Finance Republic of Indonesia, was a Commissioner of PT Pelindo and Head of Organizing Committee of Recapitalized Bank Monitoring Team*

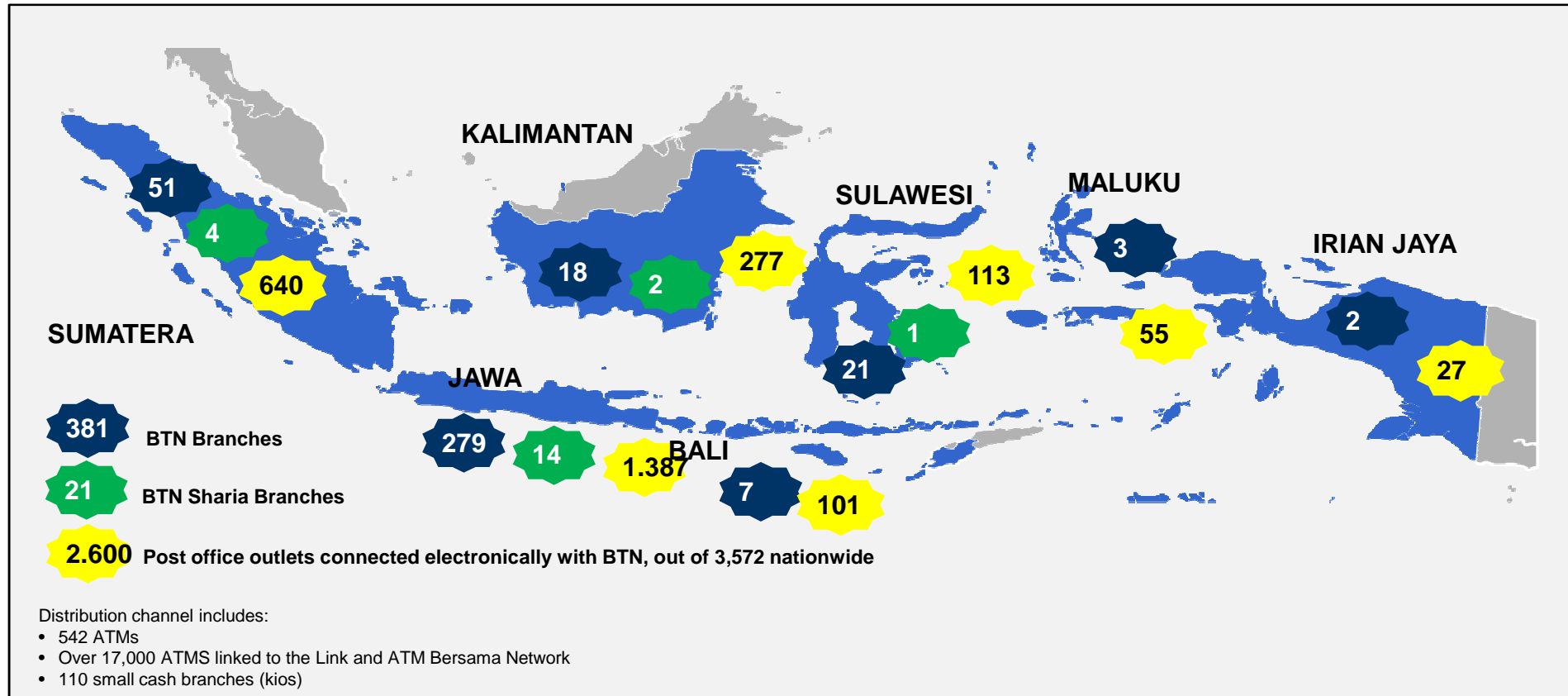


**Deswandhy Agusman,
Independent Commissioner**

- *Presently an Expert Advisor of PNM Investment Management, was a Commissioner of Bank Permata and Commissioner of Bank BRI.*



BTN's Distribution Network & Large Customer Base

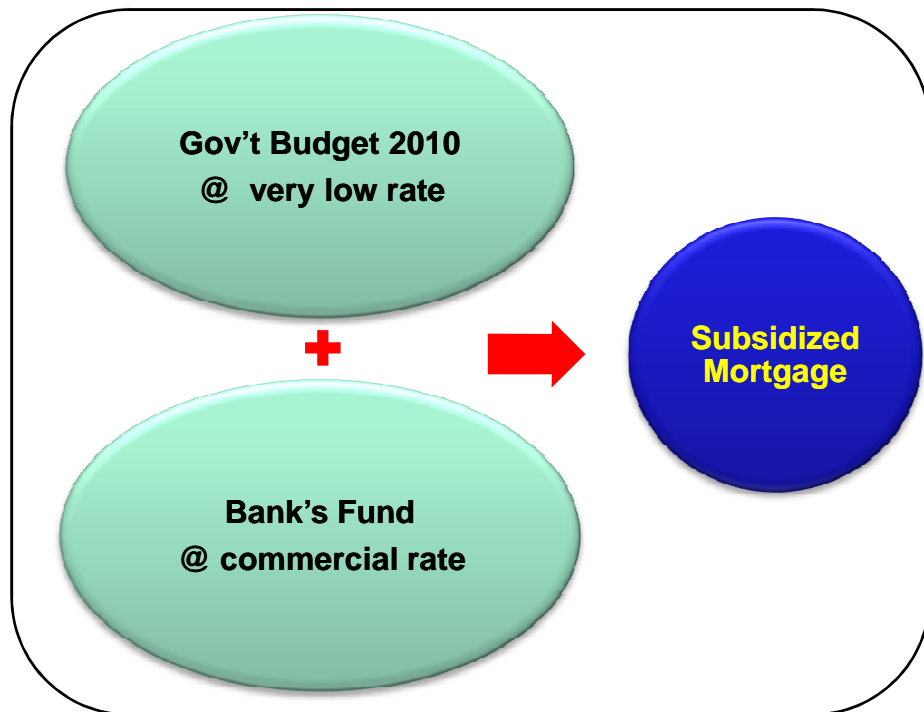


Note: As of 30 June 2010

- ▶ BTN has a large customer base, with approximately 1.1 million loan accounts and approximately 4,6 million deposit accounts (as at Sept 2010)
- ▶ Our large customer base provides us with a strong platform to cross-sell our products and services and expand the size of our non-housing loan portfolio

Liquidity Facilities → The New Subsidized Mortgage Scheme

- Fixed Rate Mortgage until maturity (proposed to be 8.15% up to 15 years)
- The Government's subsidized fund will be placed at BTN with 0.5% fixed rate
- The Government's fund will be mixed with the banks' commercial fund to finance the subsidized mortgage .
- The new subsidized scheme is scheduled to be implemented on October 1st, 2010.



Base Lending Rate Calculation of Subsidized Mortgage

No.	Source of Fund	Share	Rate	WAR
1	Govt Budget	60.00%	0.50%	0.30%
2	BTN Commercial	40.00%	9.00%	3.60%
TOTAL FUND		100.00%		3.90%
COF				3.90%
COST + MARGIN BANK				4.25%
BASE LENDING RATE				8.15%

Single Digit Rate

Liquidity Facilities → The New Subsidized Mortgage Scheme

There are 3 eligibility main criterias:

- ▶ First time house
- ▶ Borrowers' maximum income of Rp. 2.5M for landed house and Rp. 4.5M for simple apartment.
- ▶ Tax ID and Slip

Landed House Mortgage

Max Amount	Max Tenor (year)	Rate	Monthly Installment
Rp 50,000,000	15	8.15%	491,300
Rp 60,000,000	15	8.25%	593,100
Rp 70,000,000	15	8.35%	696,200
Rp 80,000,000	15	8.50%	802,900

Simple Apartment Mortgage

Max Amount	Max Tenor (year)	Rate	Monthly Installment
Rp 90,000,000	15	9.25%	944,300
Rp 100,000,000	15	9.35%	1,055,300
Rp 110,000,000	15	9.50%	1,171,000
Rp 120,000,000	15	9.65%	1,288,600
Rp 130,000,000	15	9.80%	1,408,100



THE BEST PERFORMANCE IPO 2010



Southeast Asia

(South East Asia focused editorial for global investors)

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Kategori

**BANK UMUM
ASET DI ATAS RP 50 TRILIUN - RP 100 TRILIUN**



**FIRST WINNER
IN HOUSING LOAN CATEGORY**



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IN
THE ASSET ASIAN AWARDS

ABFI BANKING AWARD
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KATEGORI BANK PERSERO



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CATEGORY
MORTGAGE BANKING PROVIDER

