

1H2022 Results Presentation

PT Bank Tabungan Negara (Persero) Tbk.

Jakarta, 15 September 2022



**Expansion to new business areas
set to boost growth and
profitability**

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Employees & Network

11.381 employee

744 branch*



5th Largest Bank
in terms of Total Assets



★ Financial Highlight

Total Asset
IDR382 Tn ▲ 0.32% (yoy)

Total Loan
IDR286 Tn ▲ 7.61% (yoy)

Total Deposits
IDR307 Tn ▲ 2.99% (yoy)

Net Profit
IDR1.47 Tn ▲ 59.87% (yoy)

CASA
IDR137 Tn ▲ 22.95% (yoy)

Main Ratio Indicators

ROE
16.42% ▲ 540 bps

ROA
1.03% ▲ 35 bps

NPL Gross
3.54% ▼ 56 bps

NPL Coverage
149.74% ▲ 2.902 bps

CIR
46.07% ▼ 592 bps

📄 Non Subsidized Mortgage Disb.

Housing Unit
18.442

Disbursement
IDR6.1 T ▲ 47.33% (yoy)

🏠 Subsidized Mortgage Disb.

Housing Unit
74.692

Disbursement
IDR10.8 T ▲ 14.84% (yoy)





Macro Economy & House Price Index

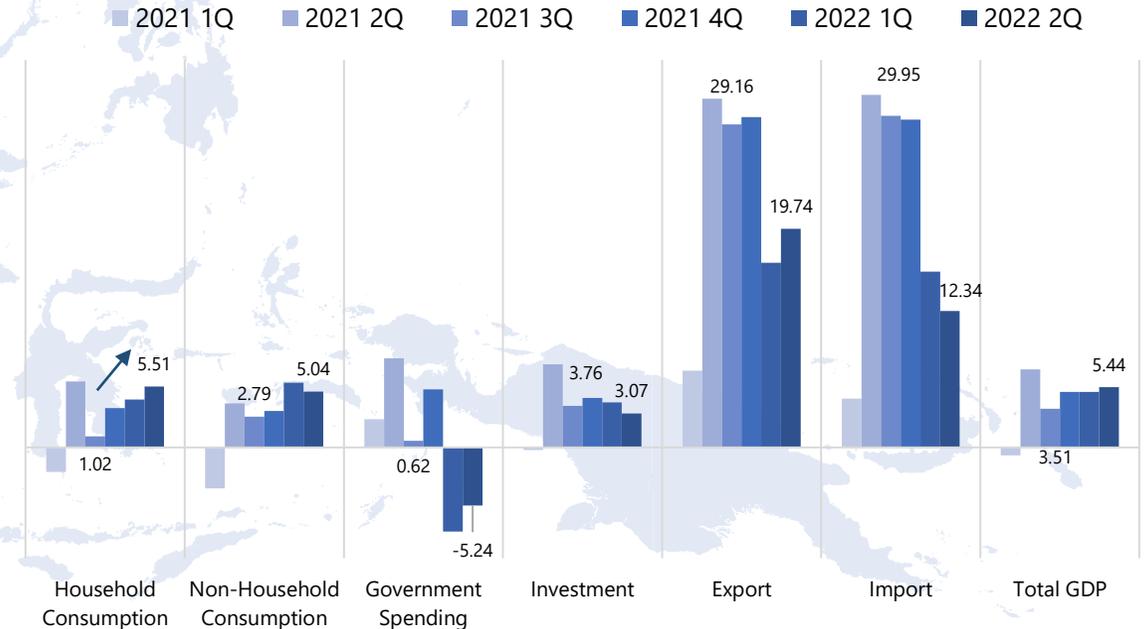
Indonesia's economic growth continues to expand after the pandemic

Indonesia's economy in the second quarter of 2022 (y-on-y) continued its growth of **5.44% yoy**, after recording growth of **5.01% yoy** in the previous quarter. This growth was supported by household consumption which grew **5.51% yoy**.

Indonesia's GDP growth (% yoy)



Indonesia's GDP Growth By Expenditure



Weights of GDP (%)

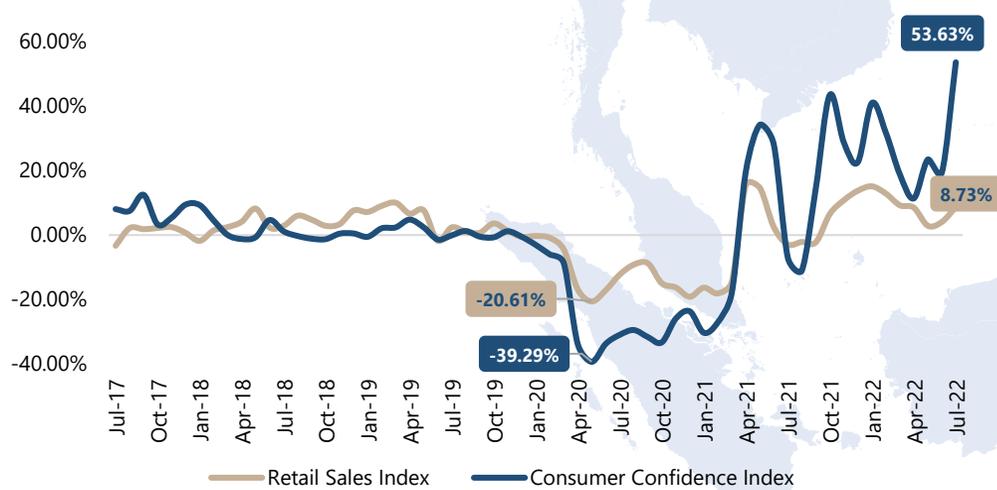
51.47 **1.17** **6.94** **27.31** **24.68** **-20.5**

Indonesia's economic growth continued its growth in the second quarter of 2022 of **5.44% yoy**, after recording growth of **5.01% yoy** in the previous quarter.

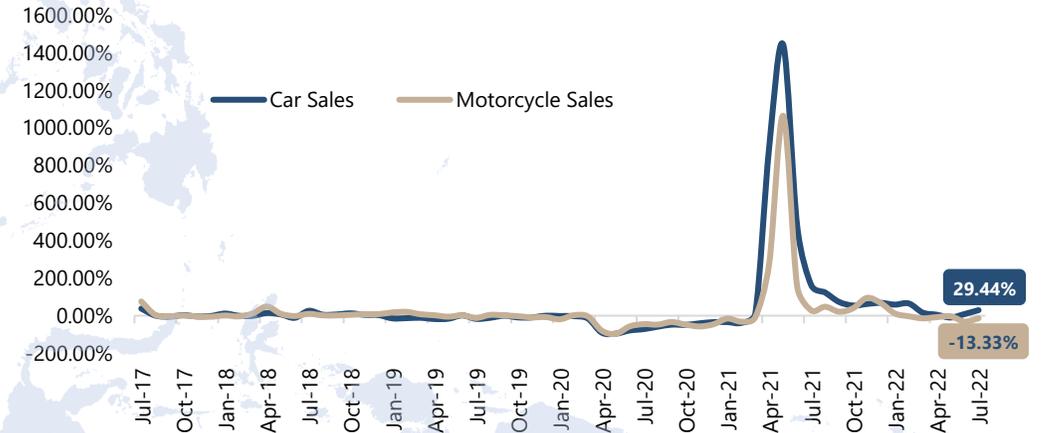
- According to expenditure, GDP growth was driven by household consumption which grew **5.51% yoy**. This indicates that public demand continues to grow in line with the easing of activities and the increase in people's mobility.
- The decline in imports also fell to **12.34% yoy**, lower than last year in the same period which grew **31.84% yoy**.

Some of Indonesia's leading economic indicators continue to expand in line with increasing economic activities

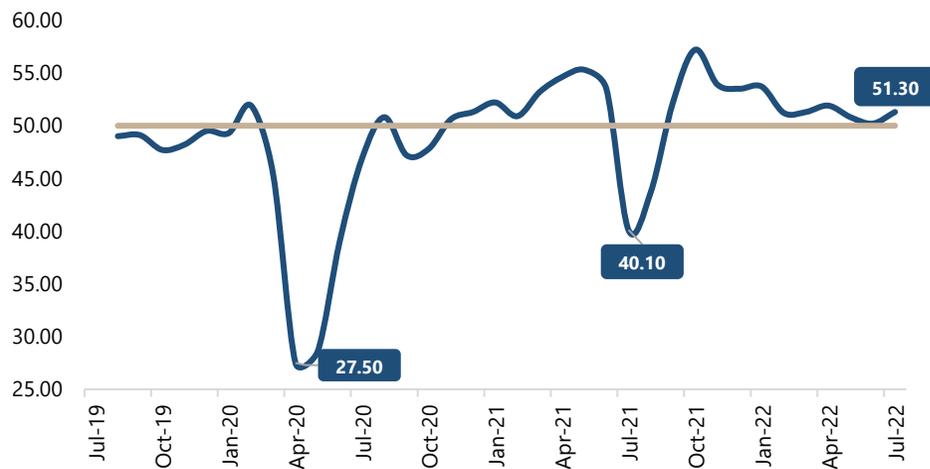
Increasing Consumer Confidence Index shows Optimism



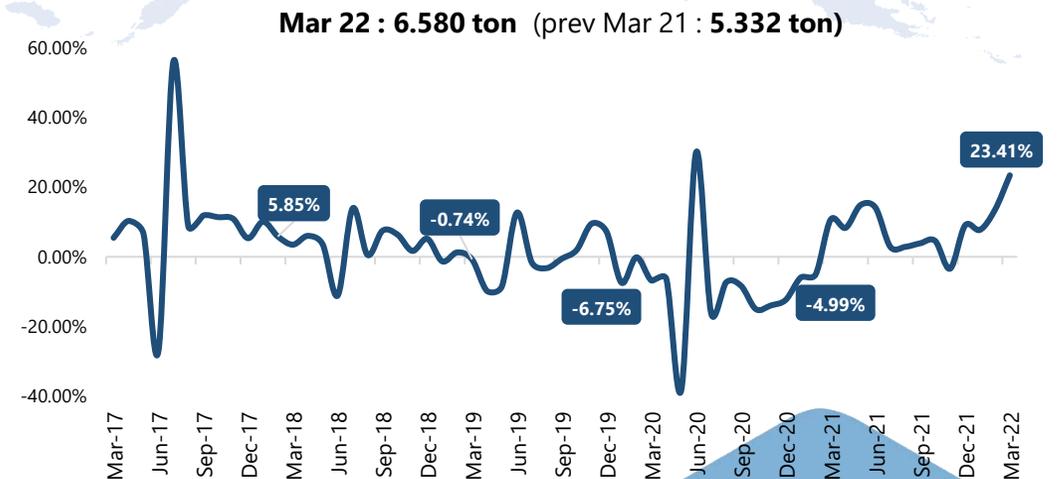
Reassuring Car and Motorcycle sales trends



Manufacturing activity continues to expand based on PMI



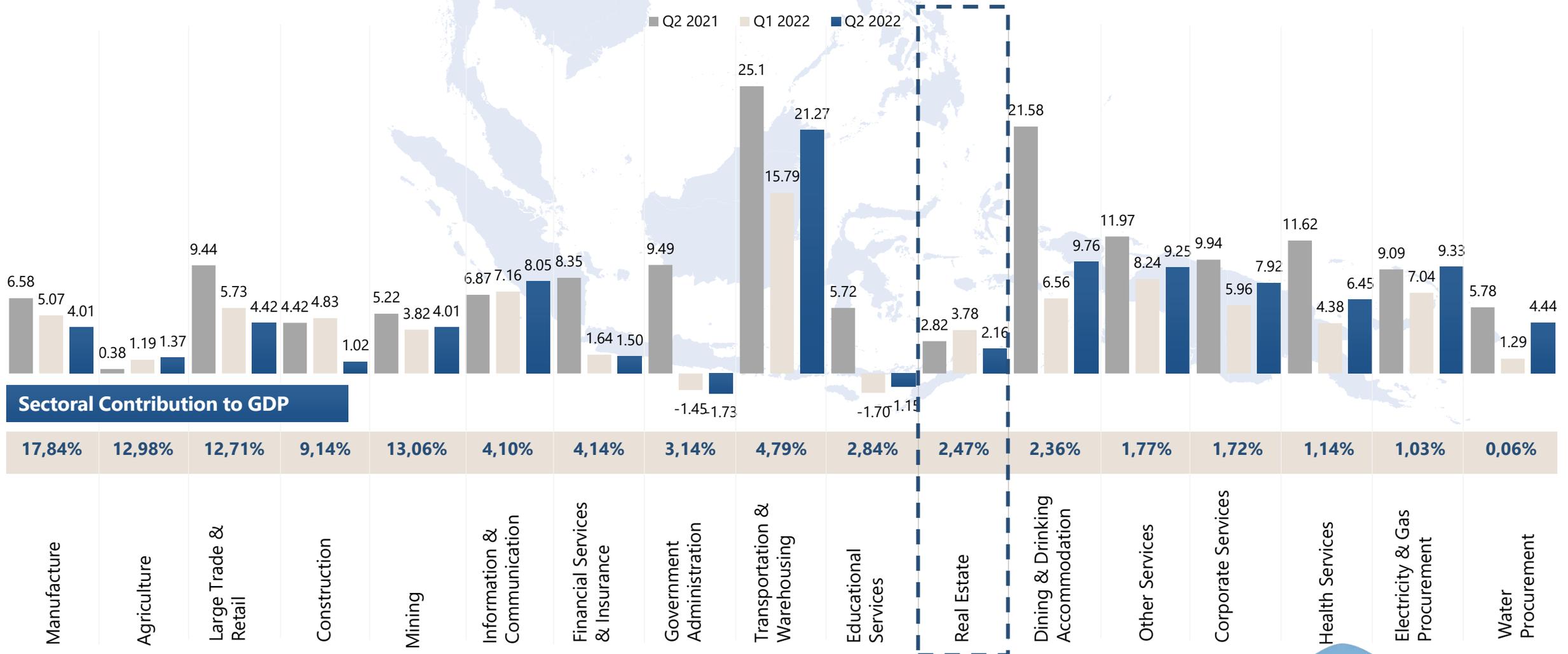
Cement consumption in Indonesia begins to increase



Sumber : CEIC, diolah.

Indonesia's economic growth by sector

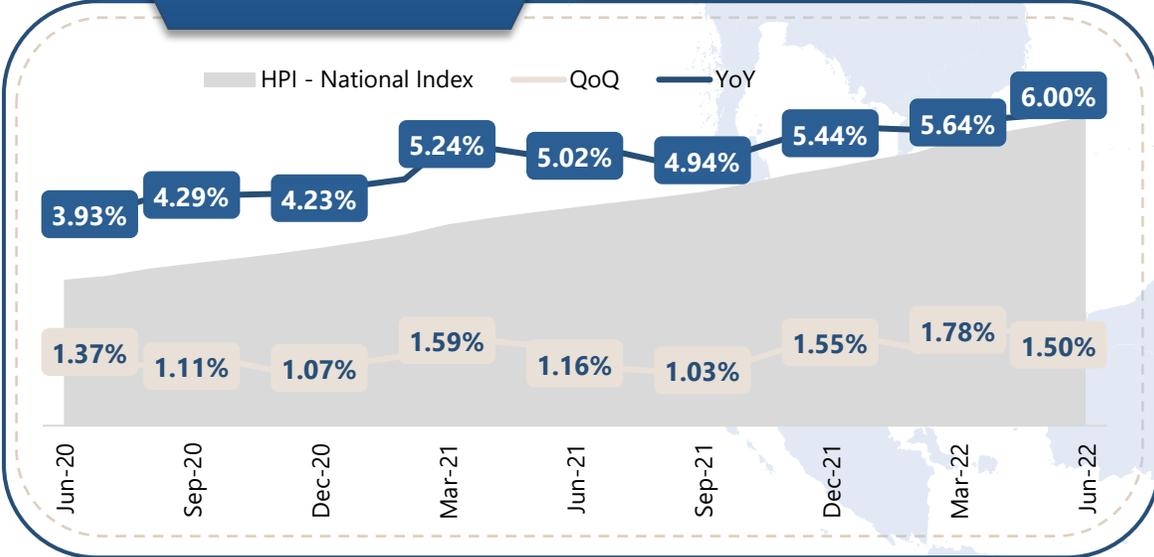
In terms of Business Sectors, economic growth in the second quarter was supported by the Transportation and Warehousing sector which grew by **21.27% yoy**. Meanwhile, the Real Estate sector continued its positive growth, growing by **2.16% yoy**.



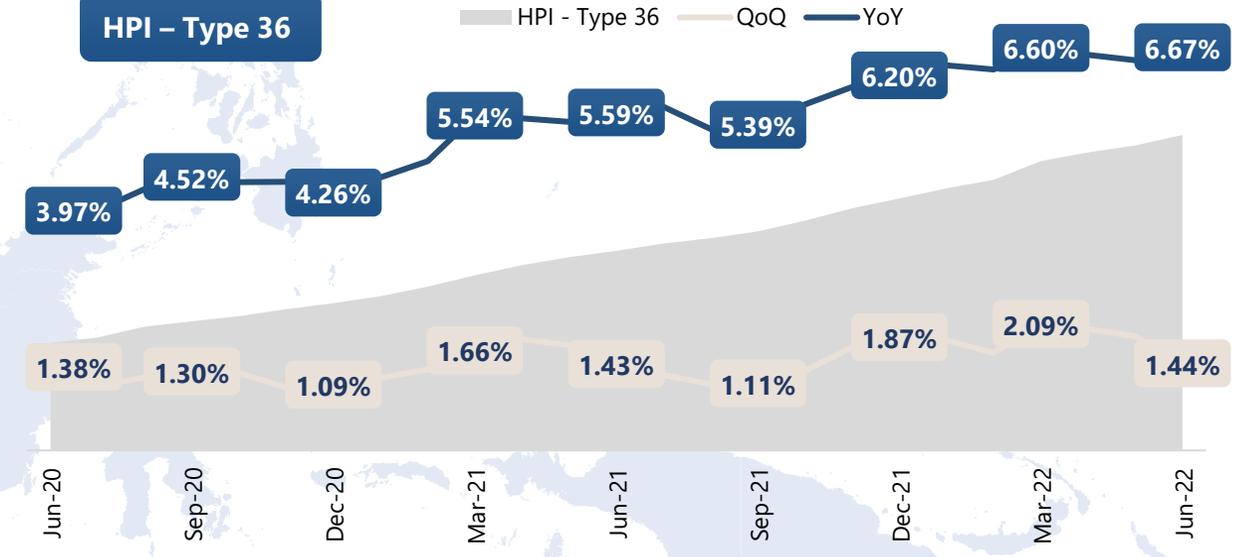
BTN House Price Index

Highest growth in national house prices since the beginning of pandemic

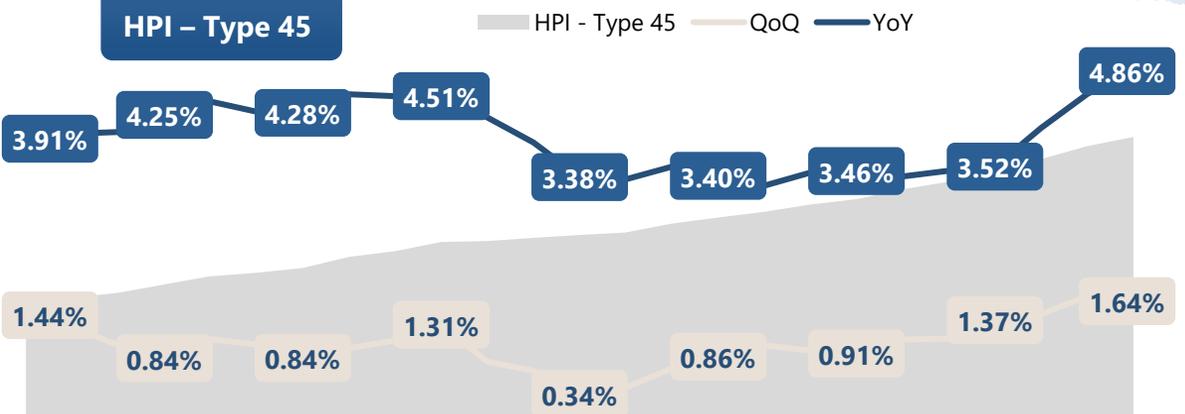
HPI – National



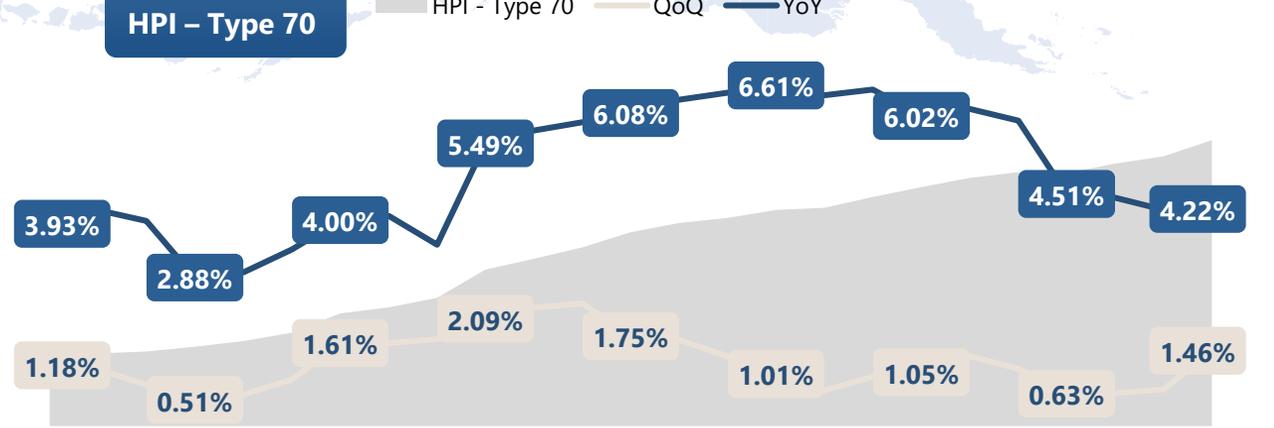
HPI – Type 36



HPI – Type 45



HPI – Type 70



National HPI continued to grow at **6.00%** in June 2022, driven by House with **Type 36 and Type 45**, which indicates high demand for the two types of houses.



Management Notes

Investment Proposition: Continuous growth potential with sound financial indicators

Large housing needs in Indonesia



12.71 Mn Housing Backlog
47% Dominated by younger population



700 – 800 thousand
Additional of new family per year



38.3% of Families
Inhabiting unfit houses

Growing potential segments and niche market



5.8 Million Millennials*
Yet to own a home



±90% Millennials*
With an income of <10 million per month



Rp200 – 400 Million
Affordable price for millennials*

*Referring to population aged 21-40

Ongoing improvement in financial and business performance

5 year Compound Annual Growth Rate (CAGR)



Total Assets
9.22%



Loans
8.41%



Deposits
11.29%

as of 1H2022

ROE **16.26%**
NIM **4.58%**
NPL Gross **3.54%**



Target 2022

ROE **13-14%**
NIM **4.5-4.6%**
NPL Gross **3.3-3.5%**

Leading innovator in housing-related business

Pioneer of mortgage securitization

First Mortgage-Backed Securities in Indonesia in **2009**

Total Securitization **IDR 12.2 Tn**
Securitization Rating **idAAA**

Home to the digital mortgage ecosystem



Owning holistic range of housing-related products

Subsidized Mortgage



Construction Loan



Wholesale Housing Business



Non Subsidized Mortgage

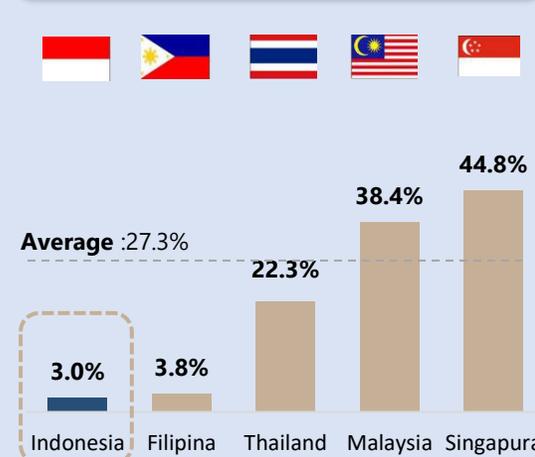


Home Equity Loan

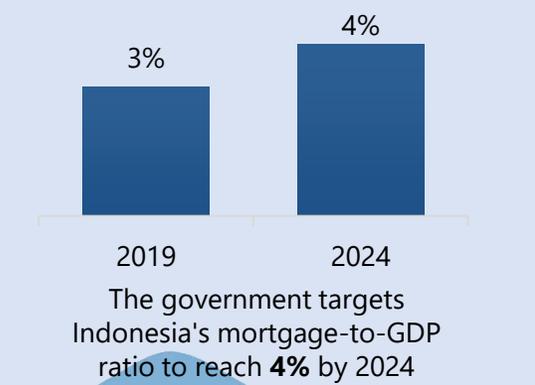
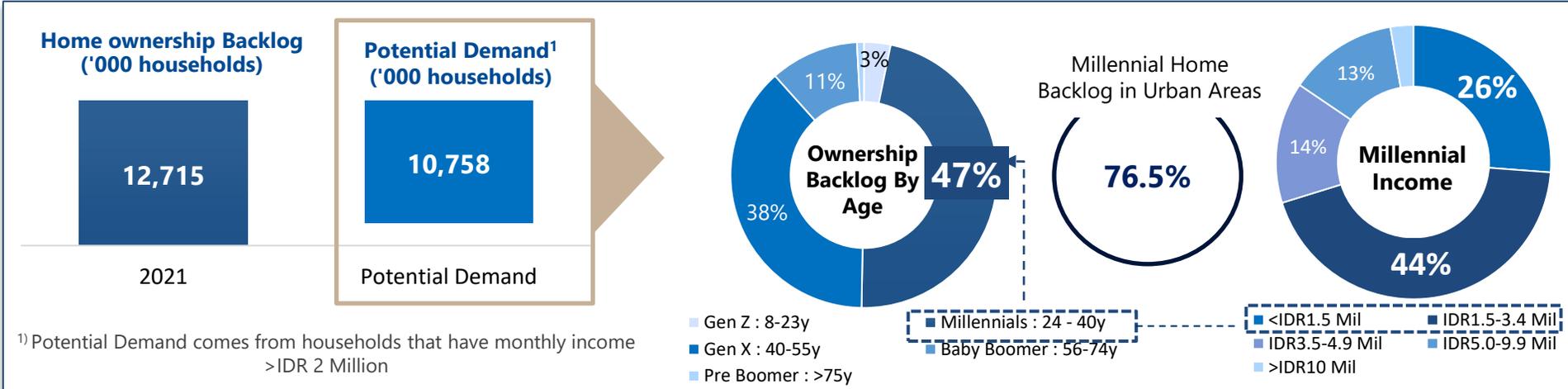
Ready to catch the vast housing needs in Indonesia



Mortgage to GDP Ratio



Indonesia's mortgage-to-GDP ratio (3%) is lower than other countries, indicating the potential of the housing sector that has not been maximized



Source : Profile of Indonesia's Millennial Generation 2018, Ministry of Housing and Urban Affairs Profile Report 2021, CDS

The Housing Sector delivers huge impacts to the economy

Significant contribution is given by the **property sector** to various elements that drive the economy, in addition to bringing involvement of many stakeholders to **accelerate the economic recovery**.



The property sector contributes directly to GDP, followed by a multiplier effect in 174 other economic sectors

Impact of Housing Sector Development (in every IDR1 input)



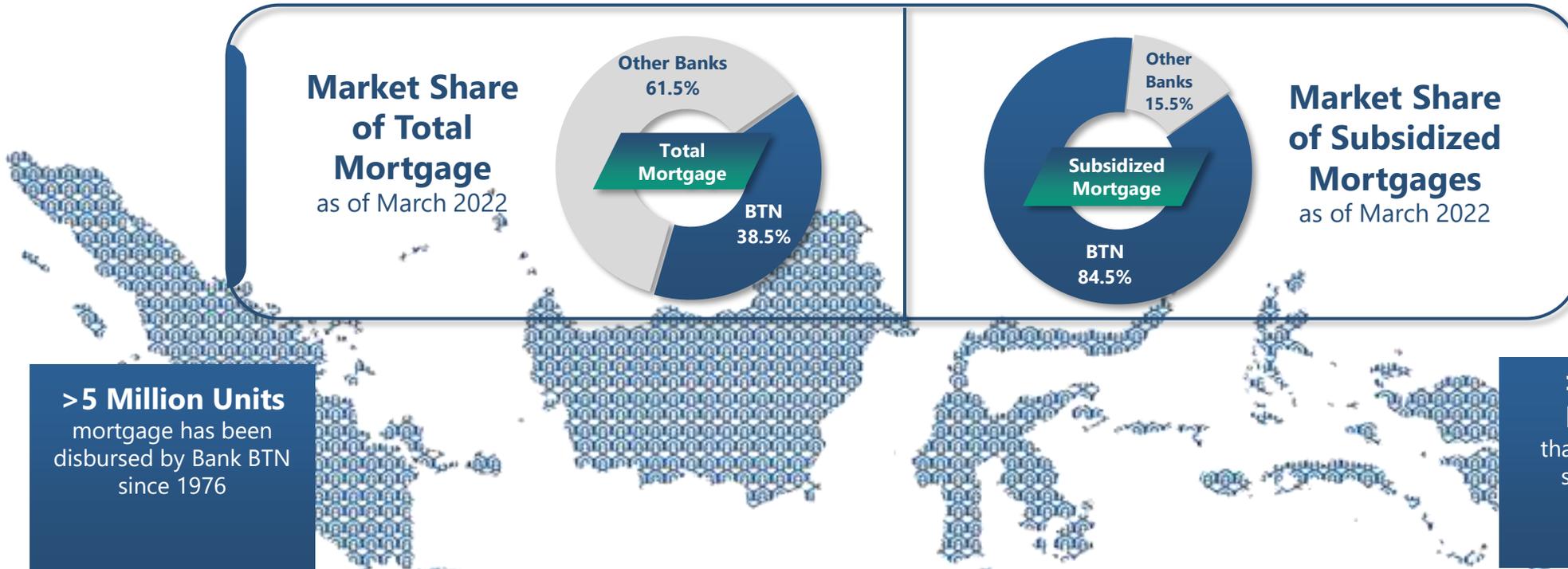
Increase in the number of labor needs by **0.23x**

Holding a strategic role in the national housing ecosystem, supporting both demand and supply



- **BP TAPERA:** financing for Mid-Low income of society
- **BP TAPERA, BP Jamsostek, TWP AD:** Managing participants' deposit funds
- **SMF:** Financing through Asset Securitization
- Other sources of overseas funding

Dominant contributor to the national housing program and maintains strong relationships with housing stakeholders



>5 Million Units mortgage has been disbursed by Bank BTN since 1976

>2000 New Developers that was successfully shaped through learning & advisory BTN

Main Contributor of National Housing program with the largest absorption of Subsidy quotas

Partnership Partnership with all housing stakeholders



200,000 units/yr Average Mortgage Disbursement Capacity of Bank BTN per year

>3000 Notaries has collaborated with Bank BTN in realizing mortgages and construction loans

> 7000 Developer Partners most of it is subsidized residential development and Low-Mid Segments

90% Loan Portfolio is housing related where 80% of it is mortgages



Capital strengthening plan to secure aspirations achievement by 2025

BTN targets the disbursements of **1.32 million housing units from 2021 until 2025** in support of the government's 5-year housing plan. To achieve the mission, additional capital is needed, which will be fulfilled through rights issue.

Plans for Rights Issue Proceeds



Strengthening capital structure by maintaining an optimum CAR Tier 1 ratio to bolster business growth



Optimize lending, especially housing loans to make the National Housing program a success and support the mortgage distribution plan of 1.32 million housing units in 2021-2025

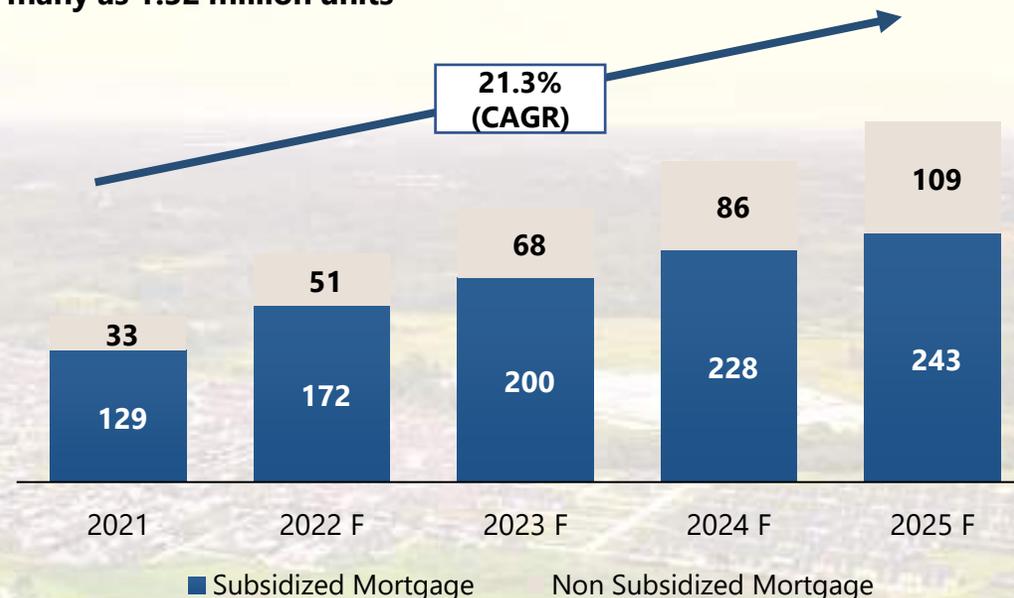


Support the development of businesses based on the housing ecosystem

BTN Mortgage Aspiration for 2021-2025

(in 000 unit)

BTN targets the accumulation of mortgage disbursements in 2021-2025 as many as **1.32 million units**



- Total disbursement of Subsidized Mortgage in 5 years: **971.2 thousand units**
- Total disbursement of Non-Subsidized Mortgages in 5 Years: **348.9 thousand units**



Business Initiatives

Transformation journey in 2022: Expanding to new business areas

Strengthening Millennial Mortgages

- Disbursement 85.495 of millennial mortgages valuing **IDR16.00 Tn** of as of 30 June 2022 ytd.



Enhancement of Branch Operating Model to become Point of Sales and Services

- Improvement in CIR and CER at **46.07%** and **49.12%** respectively.
- Low early payment default at **0.3%** as of 30 June 2022.
- Higher employee productivity with PPOP per employee reaching **IDR707 Million**.

Developing Digital Mortgage Ecosystem

- **3,551 units** of mortgage disbursement through BTN Properti as of 30 June 2022 ytd valuing **IDR529.65 Bn**



Expanding Non-Subsidized Mortgage Business Through New Developer and Direct-to-Consumer (DC) Cooperation

- Partnering with **13 national housing/real estate agents**
- Disbursement of KPR Agent (Kangen) program of **IDR375.49 Bn** as of June 2022
- Total disbursement from Top Developer reached **503 unit** with a value of **IDR 249.73 Bn**



Continuing Business Process Improvement and Bulk Asset Sales Initiatives

- **Continued progress** in bulk asset sales with the value of **IDR1.07 Tn** for the first tranche
- More prudent **restructuring policies**
- Total LAR decreased to **IDR75.40 Tn** and total Covid-19 restructured loan reached **12.65%** of total Loan



Building Housing Ecosystem by Expanding Businesses Along Housing Value Chain

- Expanding products for SME and commercial segments in the housing value chain
- Penetrating into corporate housing segment



Branch Transformation (Next BTN Branch, Sales Effectiveness & Capability Building)

Funding

CASA Balance : **IDR137.45 Tn** ▲ IDR111.79 Tn from Jun 21

CASA % to Total Deposit : **44.73%** ▲ 37.47% from Jun 21

Consumer Lending (Disbursement)

Non Subsidized Mortgage units : **18.442** ▲ 12.573 from Jun 21

Non Subsidized Mortgage value : **IDR6.15T** ▲ IDR 4.17T from Jun 21

SME Lending (Disbursement)

No. of SME New Application : **3.058** ▲ 2.209 from Jun 21

SME Loan Disbursement : **IDR1.58 Tn** ▲ IDR 1.12 Tn from Jun 21



BPI Mortgage Process end-to-end (Regional Loan Processing Center Phase 2 & SLIK Robotic)

Service Level Agreement

93% ▲ (previously 50%)

% Early Payment Default

0.3% ▲ (previously 0.6%)

Days for Document Completion

3.6 Days ▲ (Previously 7.8 Days)

Document Completeness

100% ▲ (Previously 54%)

Commercial Banking Center (CBC) Centralization of Commercial Segment

CBC Loan
Disbursement (IDR Tn)

9.0Tn ▲ 4.2Tn from Jun 21

CBC Total Loan
Management (IDR Tn)

24.6Tn ▲ 23.6Tn from Jun 21

LAR percentage

55.58% ▼ 56.48% from Jun 21

Activity Transaction and Productivity

2.1x ▲ (as of Baseline in Dec 21)

EDC Merchant Acquisition Expansion

Total EDC (unit)

44.902 as of Jun 22

FBI

IDR63.2 Bn ▲ IDR50.6 Bn from Jun 21

EDC added in 2022

13.468 as of Jun 22

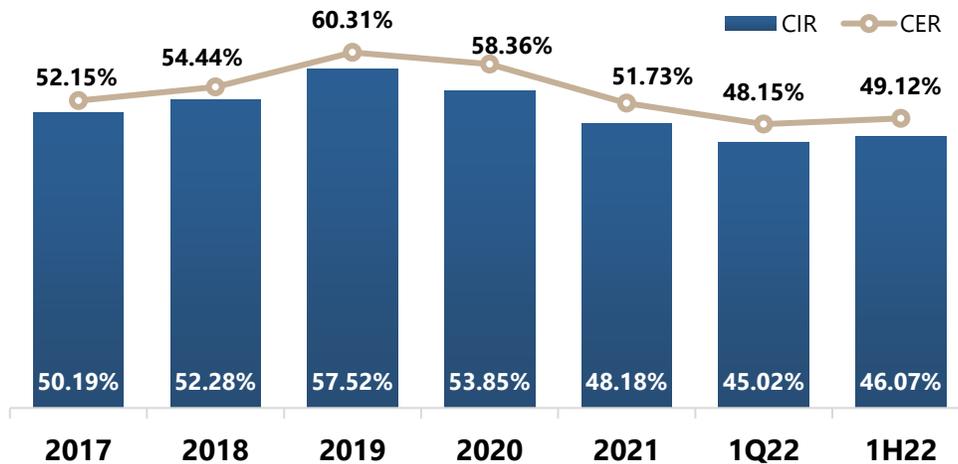
Merchant Balance

IDR1.18 Tn

... resulting in efficiency and productivity improvement

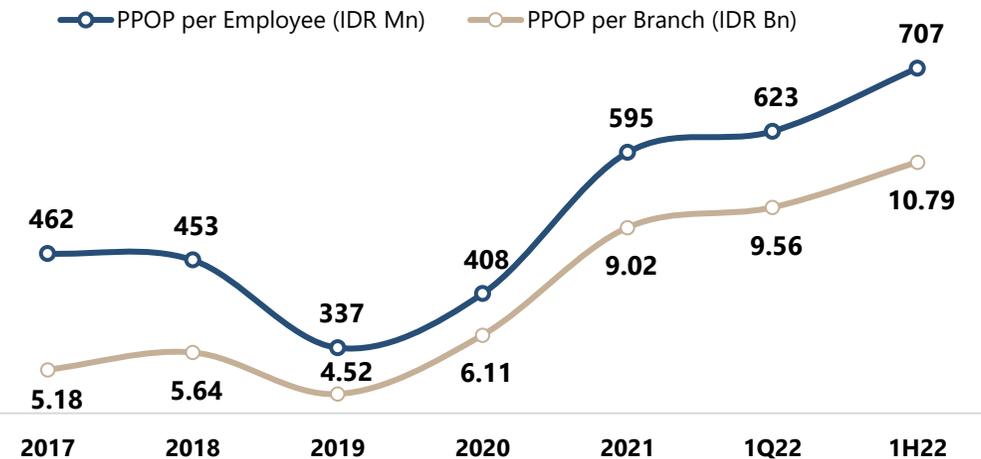
Efficiency ratios improved creating a steady foundation for better profitability going forward as business continues to grow

Cost to Income Ratio and Cost Efficiency Ratio trends keep declining



- Initiatives of Branch Transformation, Business Process Improvement in consumer loans, commercial banking center and merchant expansion has proven to drive Cost to Income Ratio (CIR) to only **46.07%** from its peak of 57,52%
- In addition, Cost Efficiency Ratio (CER) is maintained below 50% at 49.12%, with still further room for improvement

Productivity Improved as Profit per Employee Increased



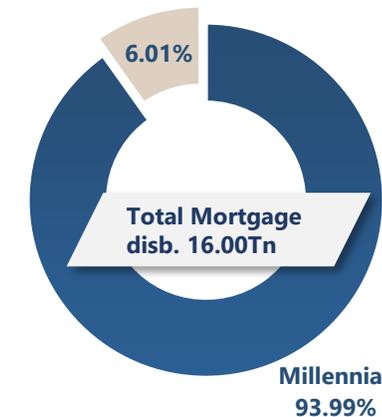
- Transformation also incorporates relocation and optimization of human capital, which has significantly improved productivity per employee and per branch office
- As of 30 June 2022, PPOP per employee has reached **IDR 707 million**, compared to only **IDR 462 million in 2018** whereas PPOP per branch is IDR 10.79 billion compared to just IDR 5.18 billion.
- The two numbers are still on a steep inclining trend

Focus in providing easy access to housing for millennials



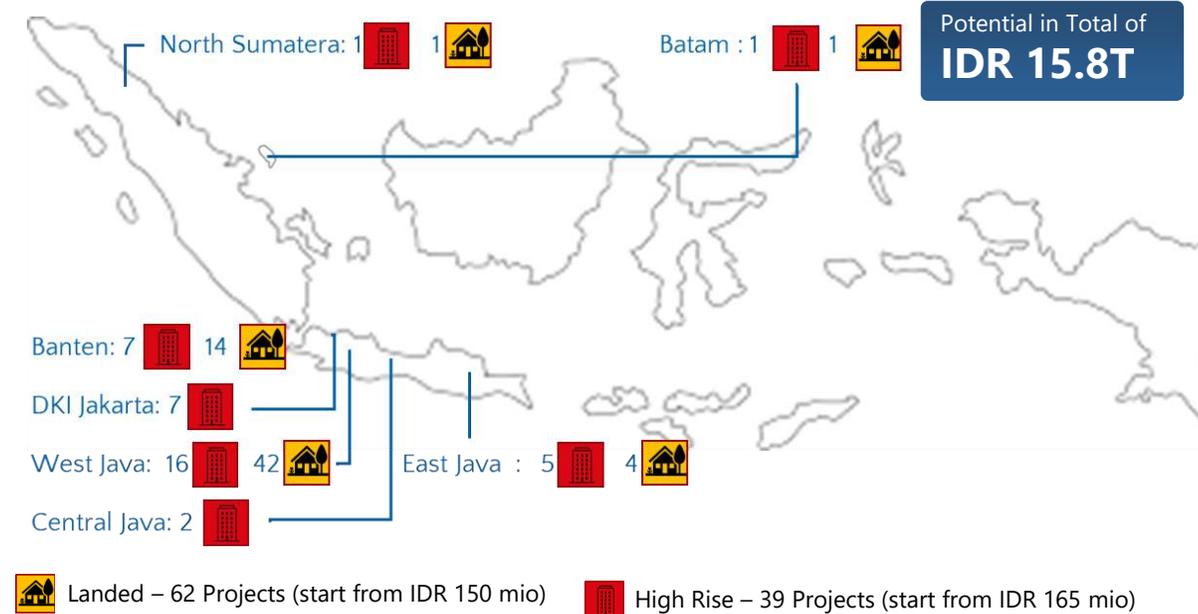
Millennial Housing Criteria

-  Near public transportation (distance less than 5 KM) from public transportation to urban areas
-  Residential locations on the edge or border of the city
-  Close to sports facilities
-  Availability of clinics, pharmacies, shopping malls and parks
-  Majority of house prices range IDR 200 – 400 Mio



~94% or **IDR 16.00Tn** of mortgages disbursed to millennials segment throughout 1H2022

101 Existing Millennial Housing Projects



Offer for Millennials

Millennials can grab fresh and stylish houses through:

- Online purchases with **BTN Properti**
- Customized products for millennials: **KPR BTN Gaess** and **KPR BTN HITS Syariah**

Disbursing more than **388.000 housing units** to Millennials in the last three years

	Subsidized	Non-Subsidized	Total
2019	115,825	28,430	144,255
2020	98,025	17,338	115,363
2021	101,579	27,227	128,806
Total	315,429	72,995	388,424

With a total plafond for three years worth

+ - IDR 66.7 T

Solid progress of anchor housing products

BTN Solusi



Bundling product of deposits and loans for payroll customers

Disbursement	Units	IDR Mio
2021	9,782	1.228.407
Ytd June 2022	4,624	624.712

BTN Properti Online Loan Application



Mortgage and loan facilities through the BTN Properti apps & website

Disbursement	Units	IDR Mio
2021	3,755	756.803
Ytd June 2022	3,551	528.814

KPR BTN Gaess for Millennials



Mortgage for the millennial generation for ease of house ownership with customized payment structure

Disbursement	Units	IDR Mio
2021	203	46.884
Ytd June 2022	946	382.173

KPR Agent Program (BTN Kangen)

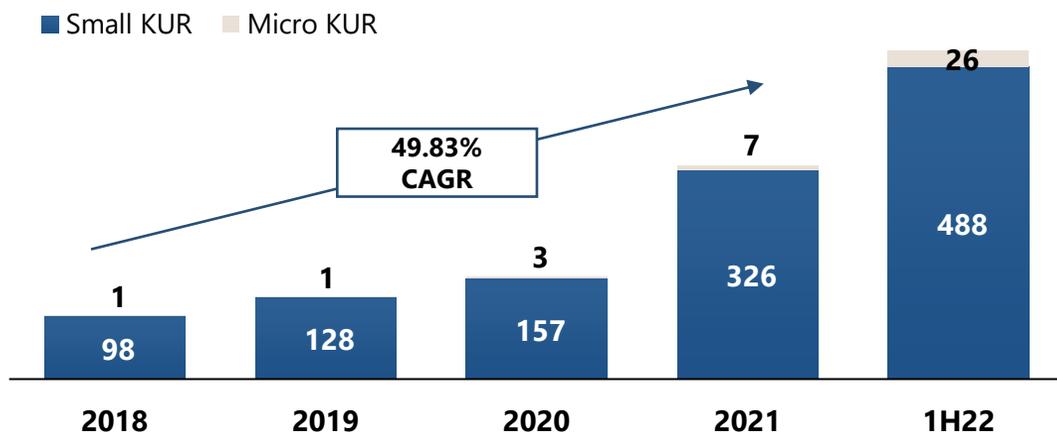


Mortgage Program through 13 Property Agents in collaboration with Bank BTN

Disbursement	Units	IDR Mio
2021	976	489.158
Ytd June 2022	858	375.499

Tapping into housing-related SME loans to strengthen yield, with rigorous risk management

BTN grabs the potential market in KUR within the housing-related sectors. As of June 2022, disbursement has been made to **2,651 borrowers** totalling **IDR513 Bn**, growing a total of **54.19% yoy**



Through BTN Housing Finance Centre, BTN assists prospective new developers through a learning & advisory program and upgrade BTN MSME customers

In early 2022, BTN conducted an MoU on the disbursement of construction loans of **IDR15 billion** for the construction of **30 housing units** to alumni of **Santri Developer program** located in Purwokerto



Small & Micro KUR programs will remain focused on maximizing the **housing ecosystem and business related to housing**

Housing Ecosystem



Housing - Related

Businesses related to the housing industry

- Restaurant / Food Stall / Cafe
- Accommodation Providers
- General Trading
- Spare Parts Shop and Workshop
- Health Services
- Educational Services
- Beauty Services
- Laundry Services
- Home Industry

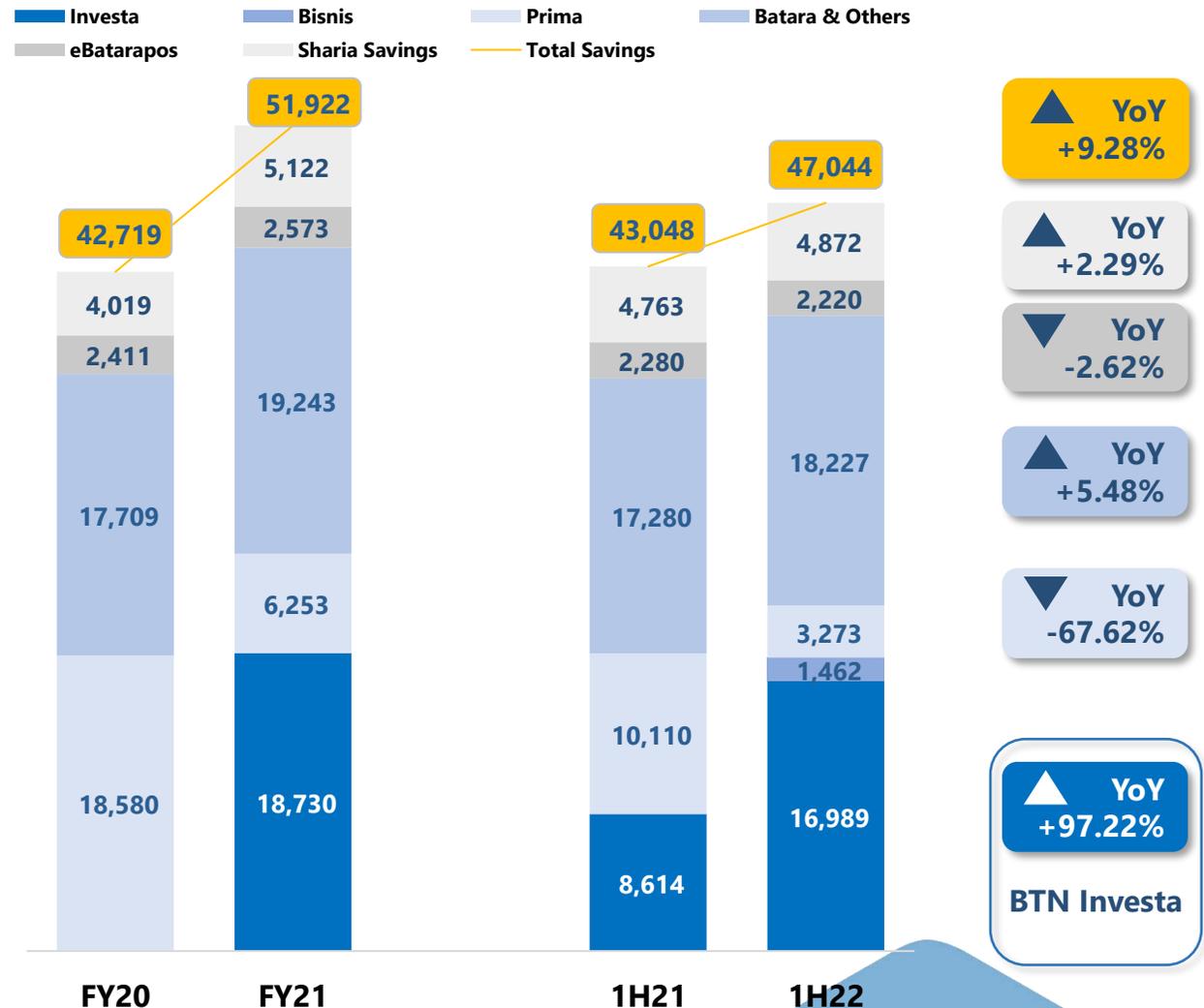


Immense Progress of BTN Savings Products – BTN Investa

Investa savings grew impressively at 97.22% yoy, now being a primary contributor to overall savings balance



Savings continues to increase with BTN Investa being the driver (IDR Bn)



Immense Progress of BTN Savings Products – BTN Bisnis

BTN's transaction-based savings product proves favorable to customers and has contributed to the decline in cost of fund

BTN BISNIS

BEBAS BIAYA TRANSAKSI LIMIT TRANSAKSI LEBIH BESAR PENCATATAN TRANSAKSI TERPERINCI

"Tabungan dengan fasilitas lengkap untuk bisnis yang lebih besar"

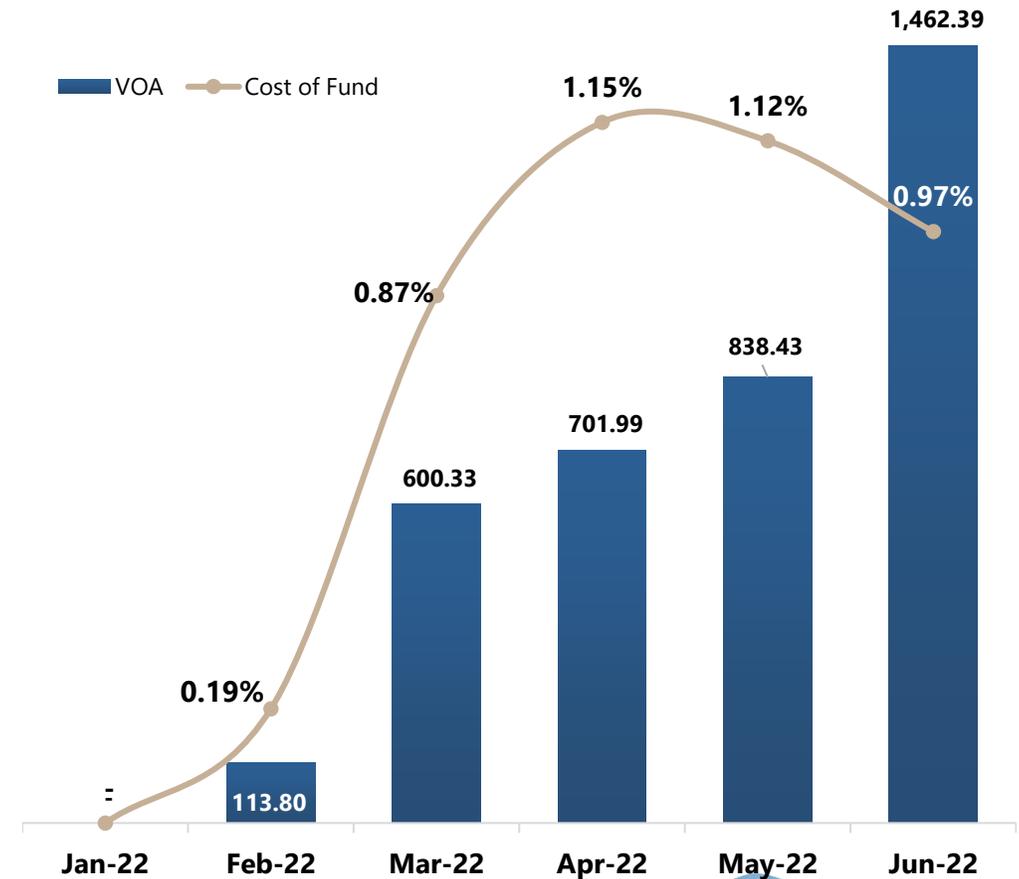
Alan Budikusuma & Susi Susanti
Mantan Atlet & Pengusaha



Accompanying Customer's Business Journey

- ✓ More detailed transaction records
- ✓ High Transaction Limit up to 400 million per day Free Interbank
- ✓ Transaction Fees
- ✓ Loyalty Points (Spec points)
- ✓ Automatic Transaction Facility Payment
- ✓ Mobile + Internet Banking

Trend of VOA (IDR Bn) & BTN Bisnis Cost of Fund





Digital Initiatives

Digitalization Tailored to BTN's Core Business

BTN's digitalization journey is customized to the needs of its customers, differentiating from other products in the market

2021 BTN Properti



5.41% Online Submissions / Total Loan Applications
IDR0.52 Tn Loan Disbursement
17.4 Million Visitors
226,683 Members

Provide easy access online and available at all times to **finding the primary home**

2021 BTN Smart Residence



9 Residence
4,164 Users
IDR1.07 Bn Transaction Vol

After sales services to meet people needs within **regular payment transactions** (Electricity, Water & Bills, Security, Parking, Maintenance, etc.)



2022 BTN Properti for Developer

5.085 Developer
7.087 Housing Projects
766.201 Housing stocks

Services to property developers to be able to do stock management online and available at any time



2022 Virtual Branch & Open Account Online



Providing ease of access to customers in **creating a savings account** as well as **submitting mortgage application**.

BTN Online Onboarding will consist both **savings and loans**, and is accessible anywhere at any time, without having to visit a physical branch.



2021-2022

- Transfer BI-Fast
- Cardless Withdrawal in BTN Mobile Banking
- Tokopedia VA Payment
- Top Up eWallet OVO
- Baznas charity payment and Dompot Dhuafa
- QRIS



BTN New Mobile Banking with Super App Design



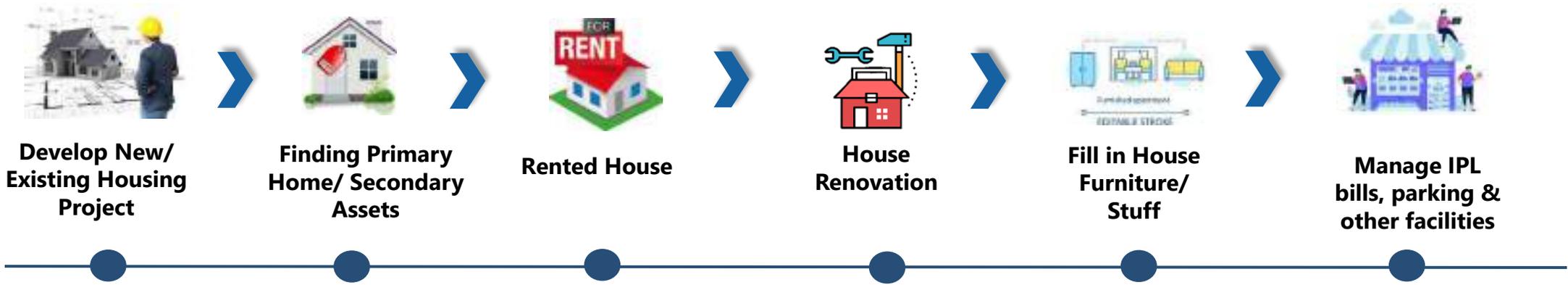
2022

- Ministry of Finance – MPN TAX
- Pertamina
- BP Jamsostek
- BPJS Healthcare

1.1 Million Transactions
IDR32 Trillion Volume Transactions

Boost in digital and IT developments

BTN committed to develop digital channel to enhance value proposition and fulfill customer needs in Housing Digital Ecosystem



Platform

<p>BTN developer project manager</p>				
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Supporting App & Channel

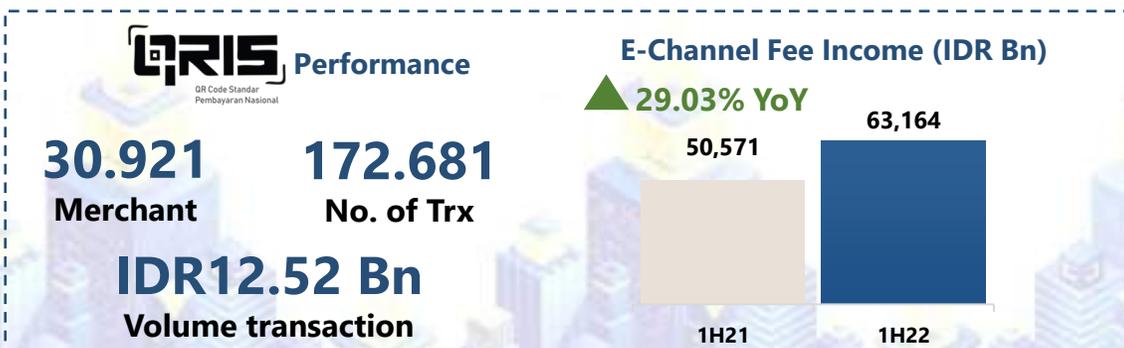
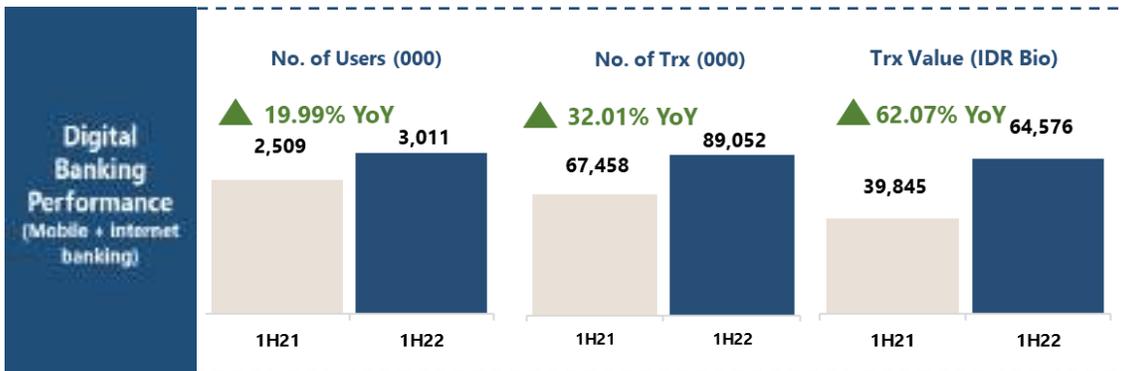
<p>Account Information</p>	<p>Transfer</p>	<p>Payment</p>	<p>Purchase</p>	<p>Internet Banking Business</p>	<p>Merchant</p>
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Continuous upgrade of digital capabilities to accelerate business and operational performance

Starting with **64 features**

Now **375 features** and continuing to develop

Developing IT Human Capital in order to increase employee productivity and effectiveness



Digital Know Your Employee (KYE) Application Development

Manual Process → Employee Analytic

- Detail employee information
- Risk Based Approach
- Rule Management
- Machine Learning

What's Next?

Employee Transaction | Dashboard Report



2022 Guidance

FY2022 Guidance

Maintaining the stable incline until the end of 2022

Total Loan & Financing	9 – 10% yoy
Total Deposits	9 – 10% yoy
Net Profit	12 – 14% yoy
NPL (Gross)	3.3 – 3.5%
NPL Coverage	>= 150%
NIM	4.5 – 4.6%



Financial Performance

Financial Highlights

Strong performance in all indicators

Financial Highlights (IDR Bn)	2017	2018	2019	2020	2021	1H21	1H22	Changes
Assets/Liabilities								
Total Asset	261,365	306,436	311,777	361,208	371,868	380,514	381,741	0.32% yoy
Total Loan & Financing	198,991	238,298	255,825	260,114	274,835	265,907	286,152	7.61% yoy
Total Deposits	192,949	230,264	225,401	279,135	295,976	298,379	307,309	2.99% yoy
Capital								
Equity	21,663	23,840	23,836	19,988	21,407	19,910	20,985	5.40% yoy
CAR (Tier 1)	15.99%	15.97%	15.60%	13.64%	13.80%	12.99%	12.74%	(25) bps
CAR (BI)	18.87%	18.21%	17.32%	19.34%	19.14%	17.80%	17.36%	(44) bps
Profitability								
Net Profit	3,027	2,808	209	1,602	2,376	920	1,471	59.87% yoy
Earning per Share (IDR)	286	265	20	151	224	87	139	59.87% yoy
N I M	4.76%	4.32%	3.32%	3.06%	3.99%	3.41%	4.58%	117 bps
C I R	50.19%	52.28%	58.08%	53.85%	48.18%	51.99%	46.07%	(592) bps
ROE	18.11%	14.89%	1.00%	10.02%	13.64%	11.02%	16.42%	540 bps
ROA	1.71%	1.34%	0.13%	0.69%	0.81%	0.68%	1.03%	35 bps
Assets Quality								
NPL (Gross)	2.66%	2.81%	4.78%	4.37%	3.70%	4.10%	3.54%	(56) bps
NPL (Nett)	1.66%	1.83%	2.96%	2.06%	1.20%	1.87%	1.04%	(83) bps
Coverage Ratio	44.55%	49.24%	50.01%	115.02%	141.82%	120.72%	149.74%	2,902 bps
Liquidity								
LDR	103.13%	103.49%	113.50%	93.19%	92.86%	89.12%	93.12%	400 bps
LCR	144.95%	108.99%	136.31%	256.32%	283.16%	221.15%	233.16%	1,201 bps

Balance Sheet

Steady asset growth and composition

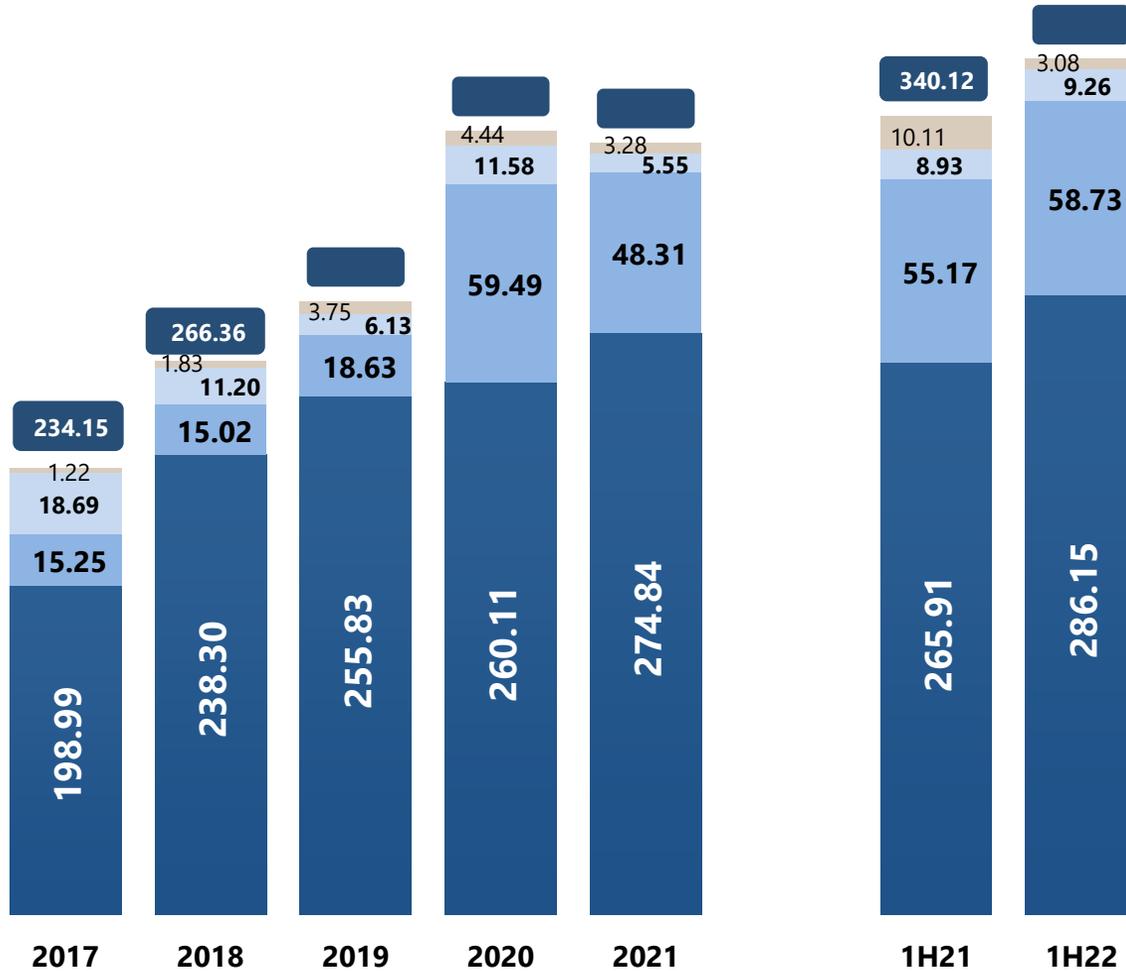
Balance Sheet Summary (IDR Bn)	2017	2018	2019	2020	2021	1H21	1H22	YoY
Total Earning Assets	234,161	266,356	284,338	335,630	331,979	340,119	357,217	5.03%
Term Deposit with BI	18,693	11,204	6,134	11,583	5,550	8,932	9,263	3.71%
Total Loan & Financing	198,991	238,298	255,825	260,114	274,835	265,907	286,152	7.61%
Government Bond/Securities	15,252	15,021	18,628	59,494	48,313	55,167	58,727	6.45%
Other Earning Assets	1,225	1,833	3,751	4,439	3,281	10,113	3,076	-69.59%
Provision on Earning Asset	(2,373)	(3,320)	(6,145)	(13,066)	(14,440)	(13,266)	(15,185)	14.46%
Total Non Earning Assets	29,577	43,401	33,584	38,645	54,345	53,660	39,709	-26.00%
Total Assets	261,365	306,436	311,777	361,208	371,883	380,514	381,741	0.32%
CASA	95,602	99,927	97,754	114,764	131,120	111,798	137,453	22.95%
Current Account	54,655	58,049	52,117	72,045	79,199	68,750	90,409	31.50%
Saving Account	40,947	41,877	45,638	42,719	51,922	43,048	47,044	9.28%
Time Deposits	97,347	130,337	127,647	164,371	164,856	186,581	169,855	-8.96%
Third Party Deposits	192,949	230,264	225,401	279,135	295,976	298,379	307,309	2.99%
Securities issued	17,932	17,036	19,784	15,810	12,372	14,514	10,279	-29.18%
Deposits from Other Banks	8,035	6,249	4,522	35	74	2,248	1,409	-37.31%
Repurchase Agreements	1,401	948	947	0	0	0	0	0.00%
Borrowings	10,990	18,499	28,465	34,002	30,822	32,933	31,354	-4.80%
Non Interest Bearing Liabilities	8,395	9,599	8,823	12,238	11,218	12,529	10,405	-16.96%
Total Liabilities	239,702	282,596	287,941	341,221	350,462	360,603	360,756	0.04%
Total Equity	21,663	23,840	23,836	19,988	21,407	19,910	20,985	5.40%
Total Liabilities & Equity	261,365	306,436	311,777	361,208	371,868	380,514	381,741	0.32%

Asset & Earning Asset Composition

Increasing portion in earning asset compared to non earning asset

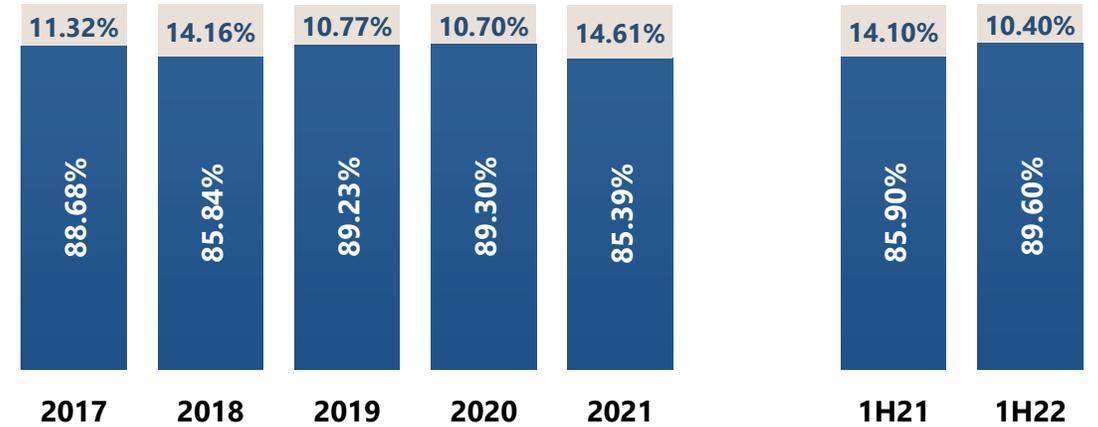
Total Earning Asset (IDR – Bn)

Other Earning Asset Term Deposit With BI Securities Loans & Financing

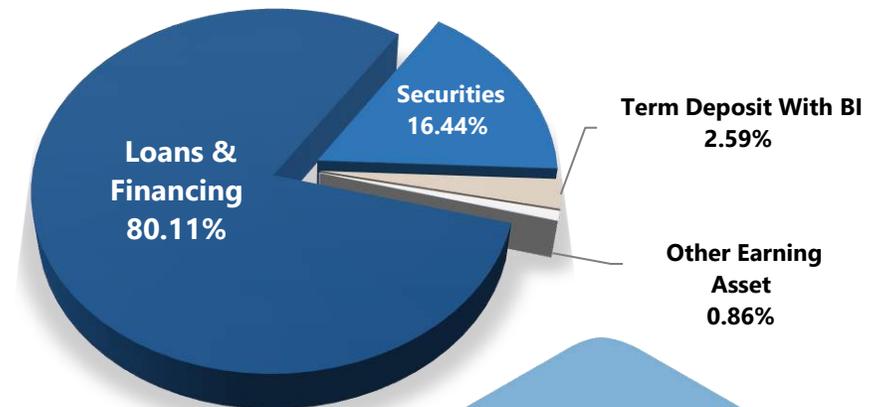


Asset Composition

Non Earning Asset Earning Asset



Earning Asset Composition



Loan Mix

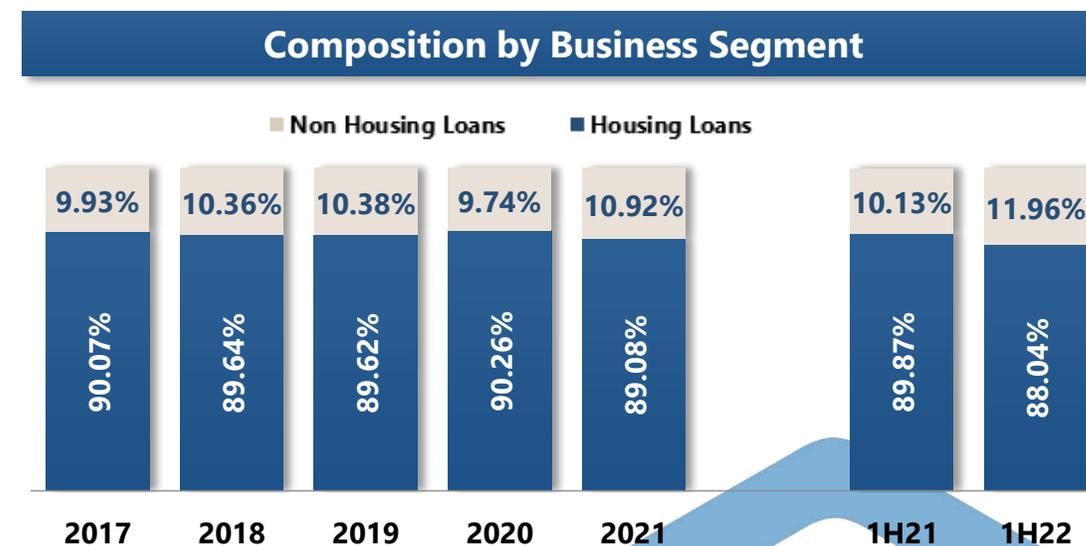
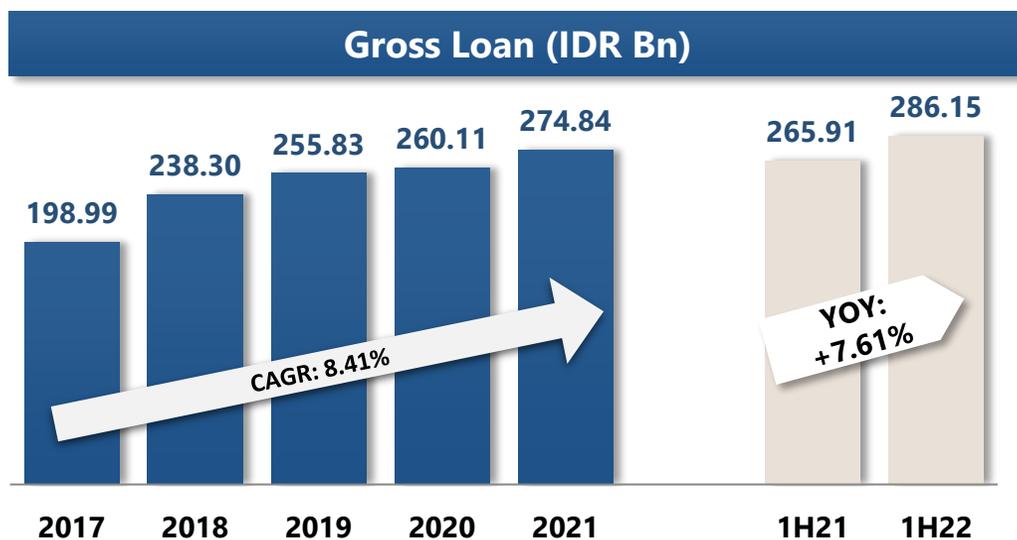
Focus on housing-related higher yield whilst still excelling in mortgages

Loan Type	2017		2018		2019		2020		2021	
	IDR Bn	Shares								
Housing Loans	179,228	90.07%	213,619	89.64%	229,522	89.72%	234,785	90.26%	244,823	89.08%
Subsidized Mortgages	75,278	37.83%	98,173	41.20%	111,130	43.44%	120,720	46.41%	130,683	47.55%
Non-Subsidized	69,309	34.83%	77,760	32.63%	80,649	31.52%	79,938	30.73%	83,251	30.29%
Other Housing Loans	8,561	4.30%	8,426	3.54%	8,032	3.14%	7,256	2.79%	6,976	2.54%
Construction Loans	26,081	13.11%	29,261	12.28%	29,711	11.61%	26,871	10.33%	23,914	8.70%
Non-Housing Loans	19,763	9.93%	24,679	10.36%	26,303	10.28%	25,329	9.74%	30,012	10.92%
Consumer Loans	4,813	2.42%	5,695	2.39%	4,896	1.91%	5,119	1.97%	6,559	2.39%
Commercial Loans	14,950	7.51%	18,984	7.97%	9,032	3.53%	8,270	3.18%	9,512	3.46%
Corporate Loans*					12,375	4.84%	11,940	4.59%	13,942	5.07%
Total Loans	198,991	100.00%	238,298	100.00%	255,825	100.00%	260,114	100.00%	274,835	100.00%

1H21		1H22		yoy
IDR Bn	Shares	IDR Bn	Shares	
238,977	89.87%	251,914	88.04%	5.41%
126,297	47.50%	137,255	47.97%	8.68%
80,598	30.31%	85,305	29.81%	5.84%
7,075	2.66%	6,852	2.39%	-3.15%
25,006	9.40%	22,503	7.86%	-10.01%
26,930	10.13%	34,238	11.96%	27.14%
5,433	2.04%	6,893	2.41%	26.89%
9,656	3.63%	11,990	4.19%	24.17%
11,841	4.45%	15,355	5.37%	29.67%
265,907	100.00%	286,152	100.00%	7.61%

*) Reclassified

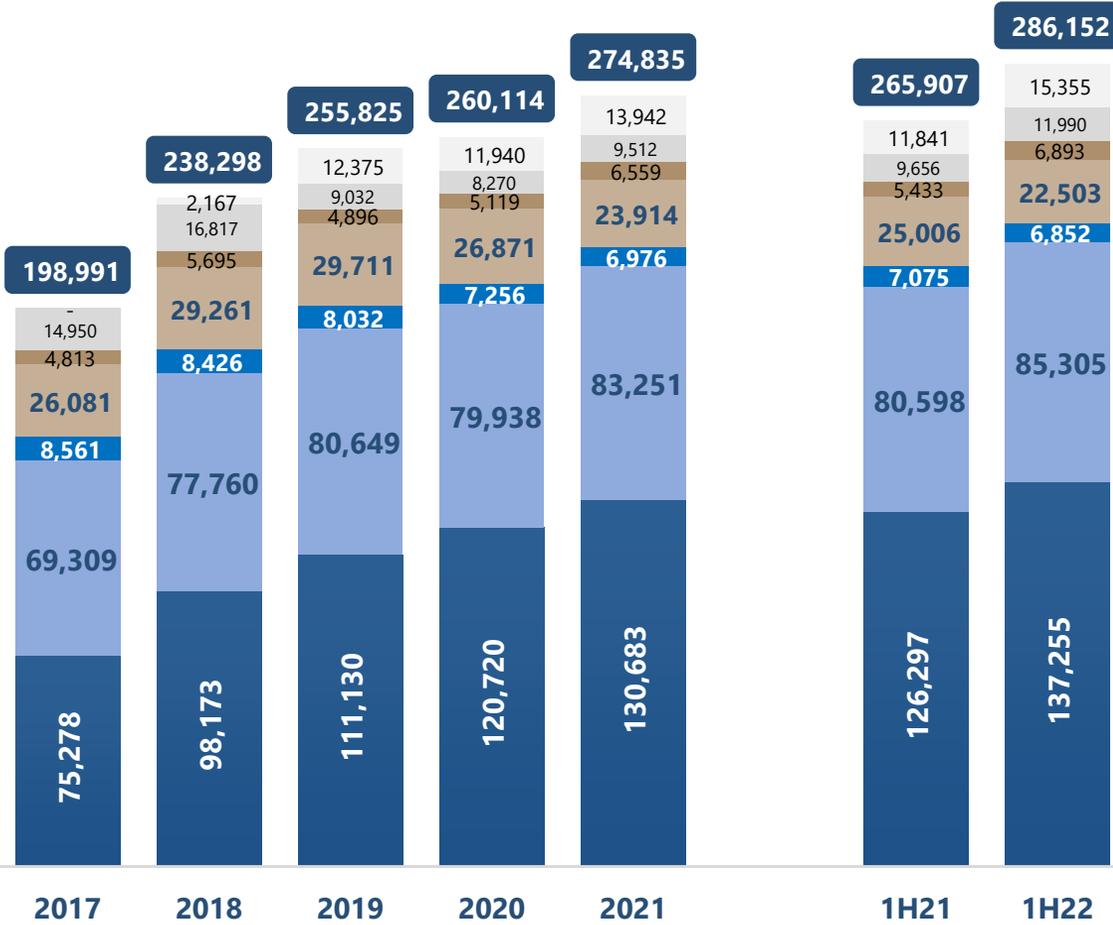
Note: Figures on graph and table include Sharia Financing



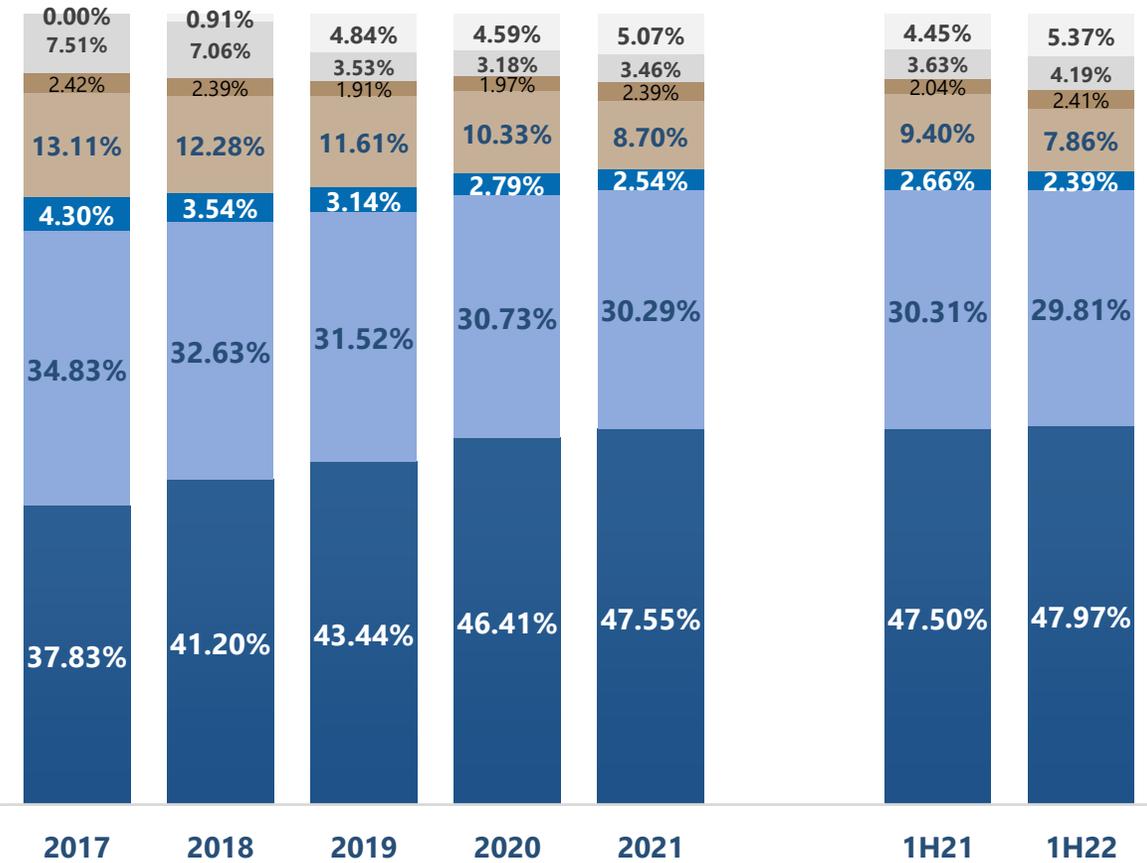
Loan Composition

Selectively diversifying to non housing segment

Loan Outstanding by Segment (IDR Bn)



Loan Composition by Segment



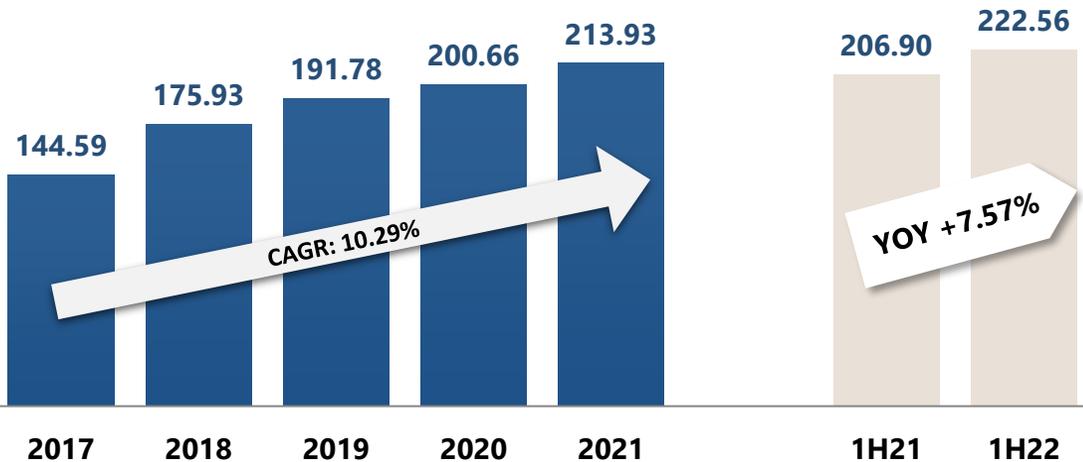
- Subsidized Mortgages
- Non-Subsidized Mortgages
- Other Housing Loans
- Construction Loans
- Consumer Loans
- Commercial Loans
- Corporate Loans*

Mortgages

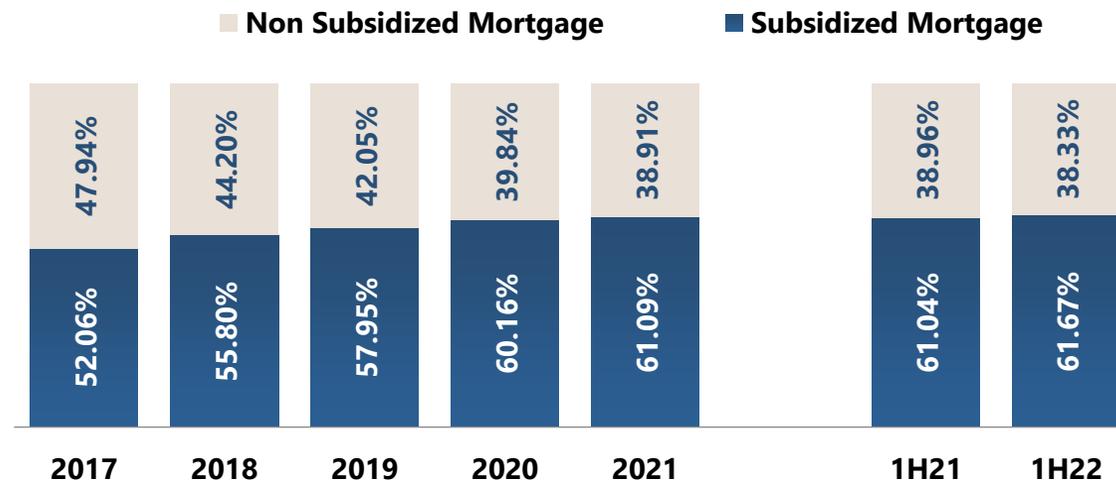
Total mortgage managed growth of 7.57% yoy :

Subsidized Mortgage grew strong at 8.68% yoy, Non Subsidized Mortgage continued to climb 5.42% yoy

Total Mortgages (IDR Tn)



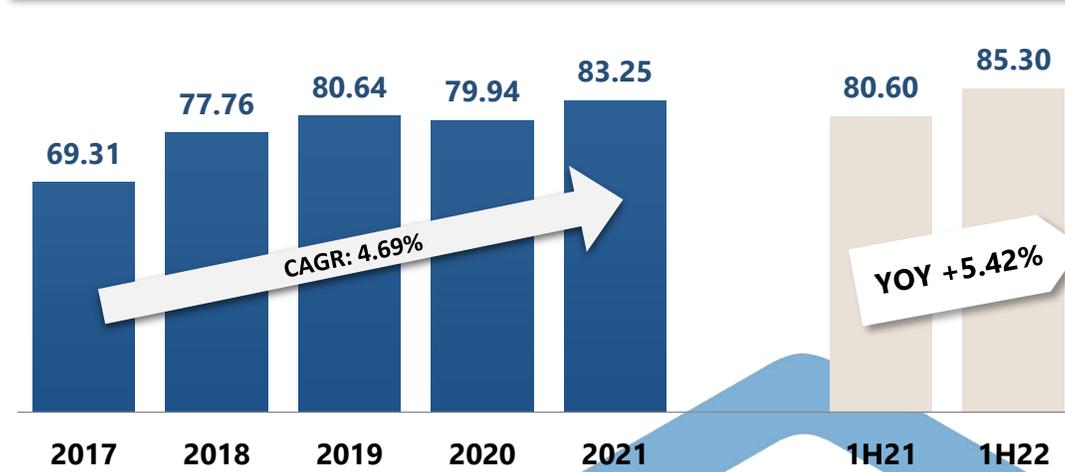
Mortgage Composition



Subsidized Mortgages (IDR Tn)

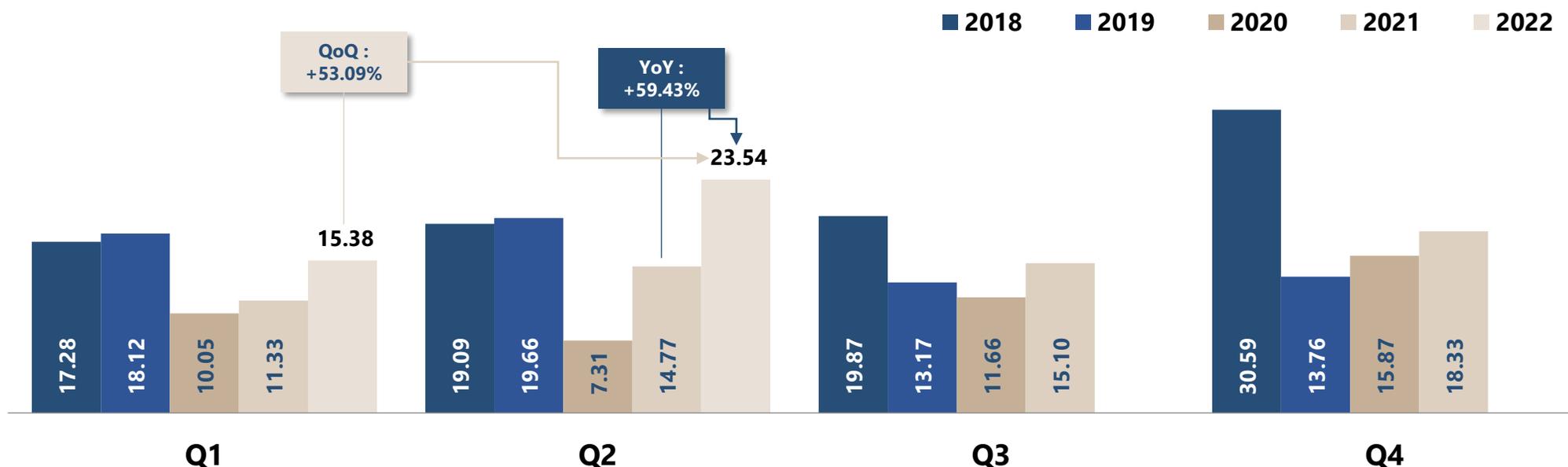


Non - Subsidized Mortgages (IDR Tn)



Loan Disbursement

Huge pick up in new loans mainly in Non Subsidized Mortgage, supporting promising business growth



Loan Type (IDR Tn)	Full Year of				
	2017	2018	2019	2020	2021
Housing Loan	57,888	65,095	44,117	29,712	35,399
Subsidized Mortgage	23,499	28,578	19,272	17,064	18,410
Non-Subsidized Mortgage	16,803	18,350	12,498	6,935	10,969
Other Housing Loan	1,825	1,875	1,365	683	1,069
Construction Loan	15,761	16,292	10,982	5,030	4,952
Non-Housing Loan	17,087	21,738	20,587	15,177	24,206
Consumer Loan	6,578	6,239	4,184	4,251	7,182
Commercial Loan	10,508	13,280	4,255	3,884	9,036
Corporate Loan *)	<i>n.a.</i>	2,218	12,148	7,041	7,988
Total Loan	74,975	86,833	64,704	44,888	59,605

6 Months of		yoy
2021	2022	
16,047	20,793	29.58%
9,472	10,877	14.84%
4,177	6,155	47.33%
489	531	8.53%
1,908	3,230	69.27%
10,053	18,127	80.31%
2,695	3,155	17.09%
4,240	9,006	112.41%
3,118	5,965	91.29%
26,100	38,920	49.12%

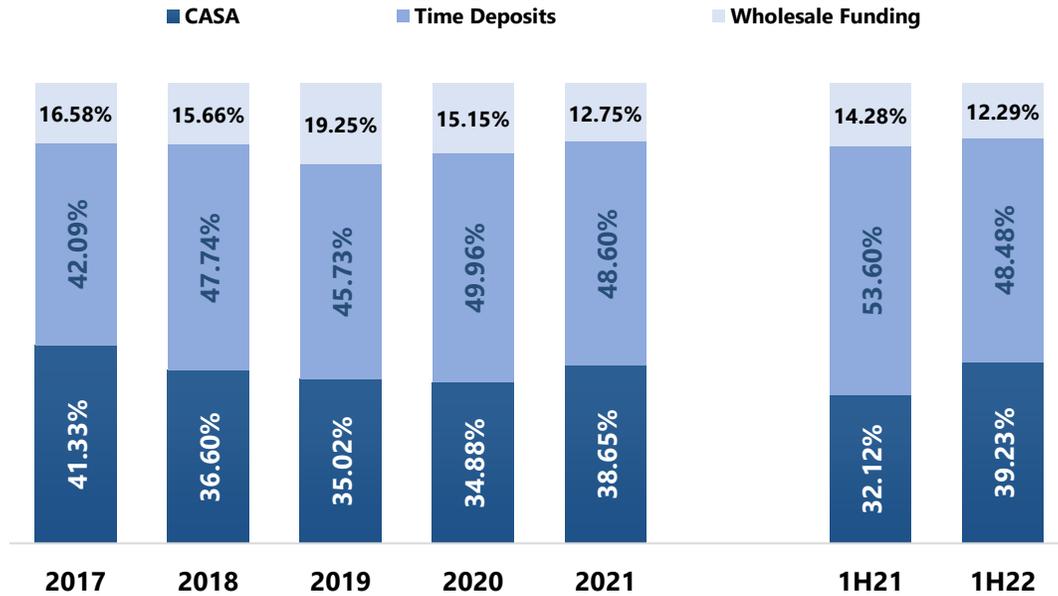
Note: Figures on graph and table include Sharia Financing

*) Reclassified

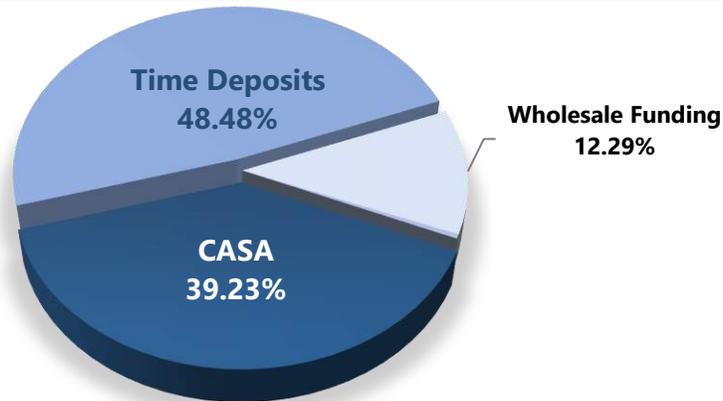
Total Funding

Ongoing increase in portion of third party deposits with uptick in CASA

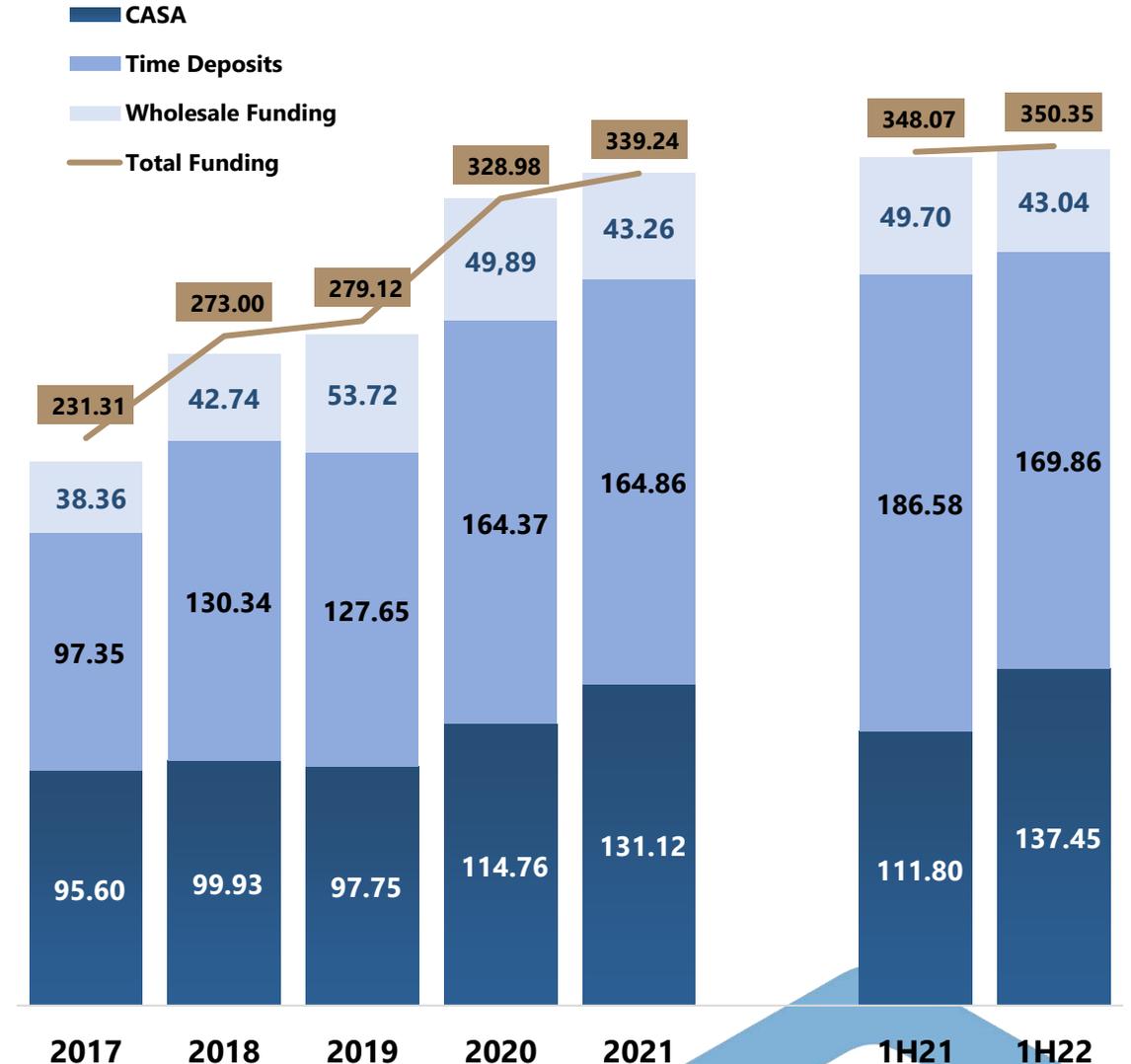
Total Funding Composition (%)



Funding Portions



Funding Composition (IDR Tn)



Deposits

Growth dominated by Current Account at 31.50% yoy in line with the intention to increase CASA

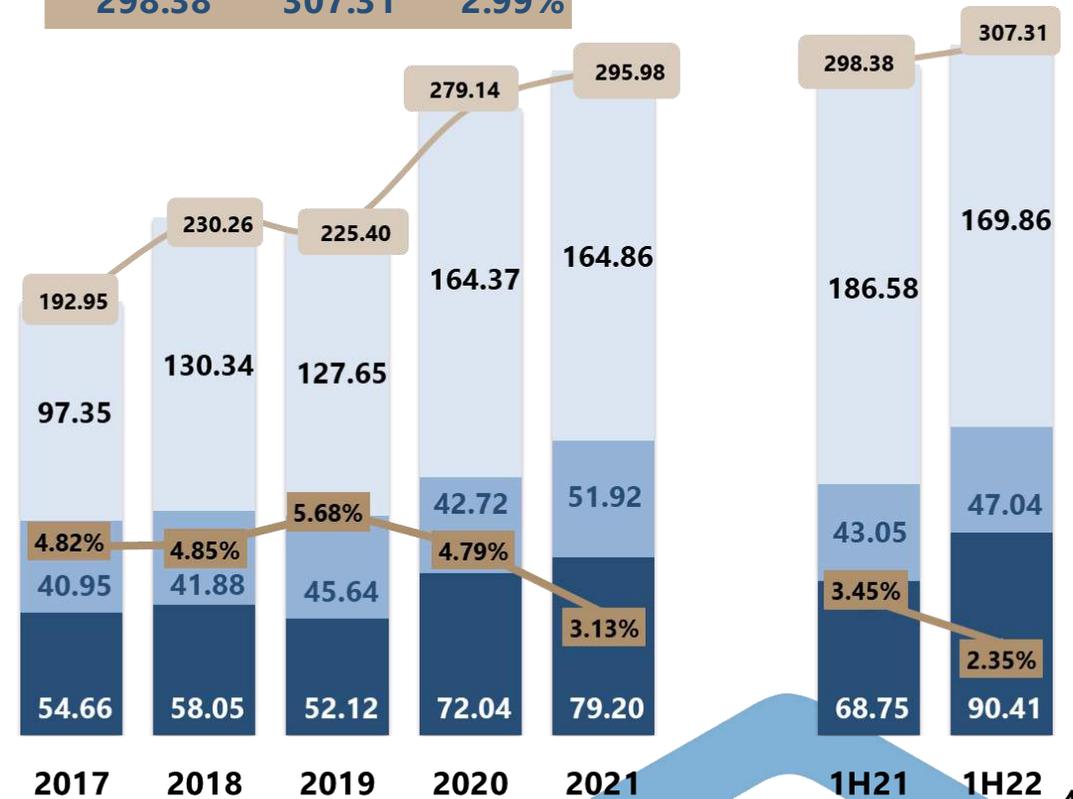
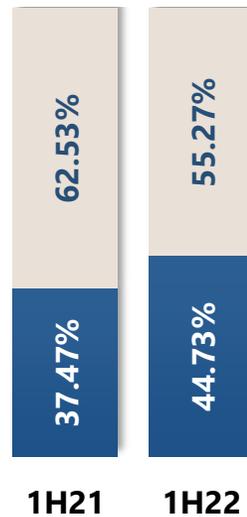
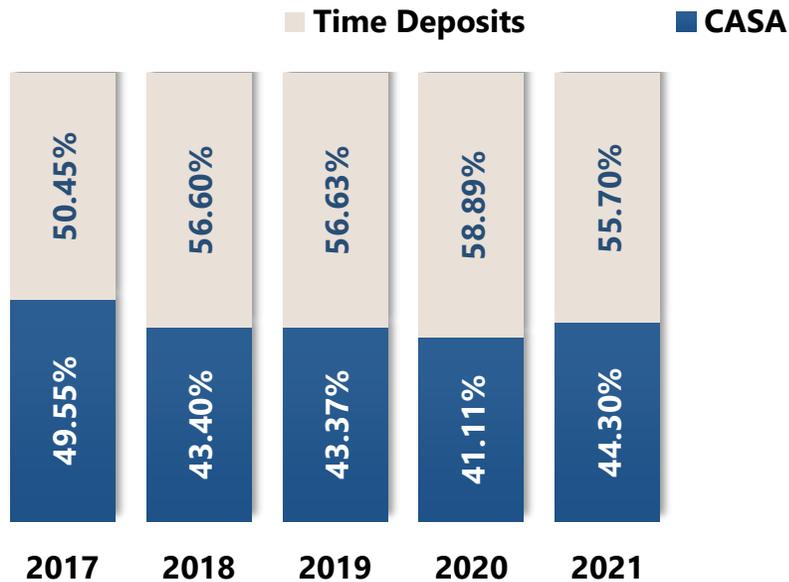
Deposit Mix (IDR Tn)

Deposits	2017	2018	2019	2020	2021
Current Account	54.66	58.05	52.12	72.04	79.20
Savings Account	40.95	41.88	45.64	42.72	51.92
Time Deposits	97.35	130.34	127.65	164.37	164.86
Total	192.95	230.26	225.40	279.14	295.98

	1H21	1H22	yoy
Current Account	68.75	90.41	31.50%
Savings Account	43.05	47.04	9.28%
Time Deposits	186.58	169.86	-8.96%
Total Deposits	298.38	307.31	2.99%

- Current Account
- Savings Account
- Time Deposit
- Total Deposits
- Blended Cost of Fund

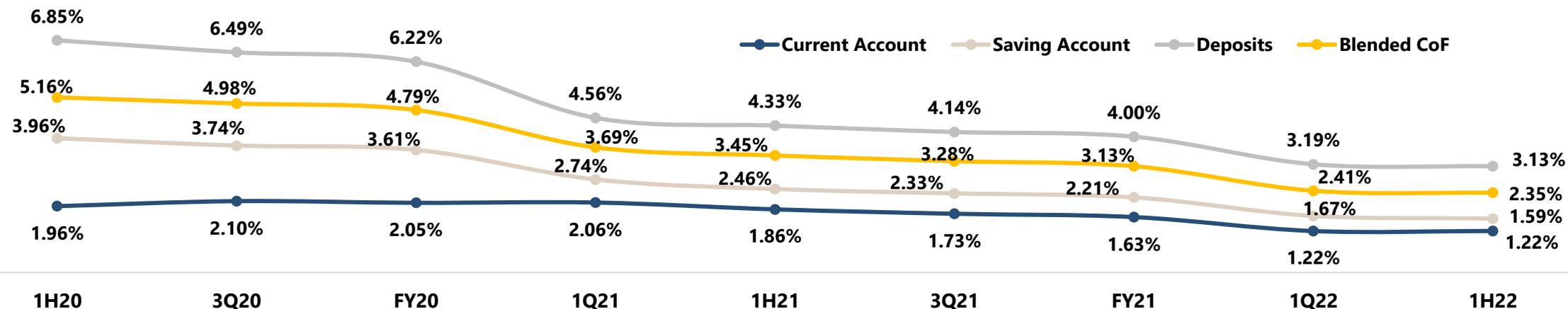
CASA Composition



Ample Liquidity to Support Business

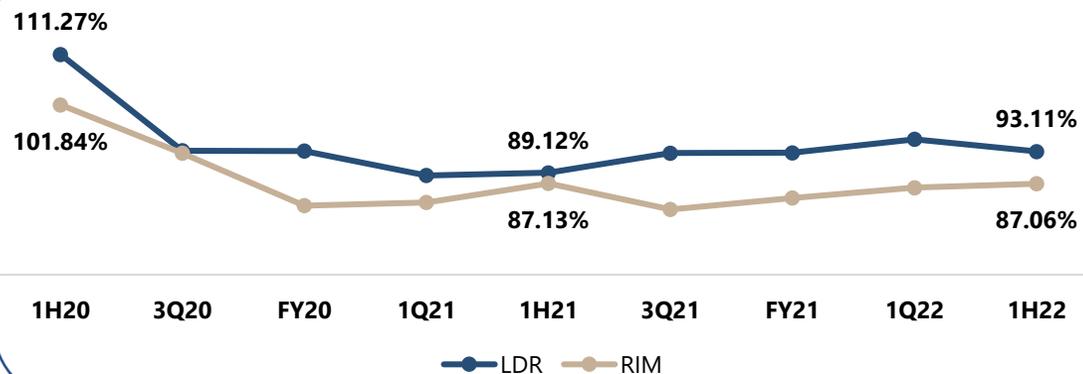
Generous liquidity provides capacity for boosting business growth whilst maintaining stable funding cost

CoF still on the declining trend

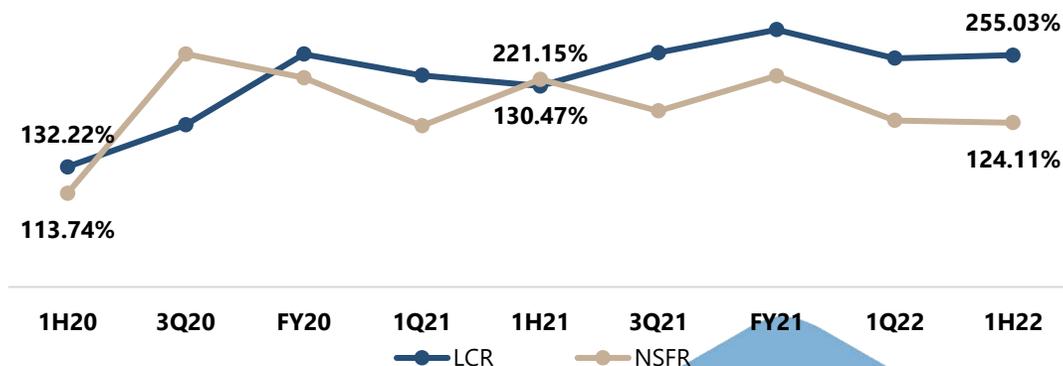


Liquidity remains strong

LDR & RIM



NSFR & LCR



CAR still within the regulators' requirement, ready for capital injection to strengthen Tier I

Equity and capital (IDR Bn)	2017	2018	2019	2020	2021	1H21	1H22
Tier - 1 Capital	18,727	20,460	21,037	17,626	18,536	17,209	17,643
Tier - 2 Capital	3,368	2,868	2,313	7,369	7,175	6,362	6,401
Capital on B/S	21,663	23,840	23,836	19,988	21,407	19,910	20,985
RWA - Credit Risk	101,494	109,507	113,079	105,435	110,020	108,633	110,423
RWA - Market Risk	664	1,007	802	1,612	2,407	1,883	4,116
RWA - Operational Risk	14,934	17,623	20,963	22,203	21,914	21,914	23,939
RWA - Total	117,092	128,138	134,844	129,250	134,341	132,430	138,478
CAR Tier – 1/(Total RWA)	15.99%	15.97%	15.60%	13.64%	13.80%	12.99%	12.74%
CAR B/S/(Total RWA)	18.50%	18.61%	17.68%	15.46%	15.93%	15.03%	15.15%
CAR BI ((Tier 1 +2)/(Total RWA))	18.87%	18.21%	17.32%	19.34%	19.14%	17.80%	17.36%
CAR Tier – 2	2.88%	2.24%	1.72%	5.70%	5.34%	4.81%	4.62%
Capital Conservation Buffer	1.25%	1.88%	2.50%	0.00%	0.00%	0.00%	2.50%
Countercyclical Buffer	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Capital Surcharge (D-SIB)	0.50%	0.75%	1.00%	1.00%	1.00%	1.00%	1.00%

- Solid CAR at **17.36%**, an increase in RWA Market due to AFS portfolio can still be anticipated
- All capital charges still in line with the increasing business growth

Profit and Loss

Solid profitability indicators balanced by firm provision

PL Summary (IDR Bn)	2017	2018	2019	2020	2021	1H21	1H22	YoY
Interest Income	20,081	22,839	25,678	25,167	25,828	12,532	12,677	1.15%
Interest Expense	(10,637)	(12,634)	(16,600)	(16,045)	(12,626)	(6,842)	(4,940)	-27.80%
Net Interest Income	9,444	10,205	9,078	9,122	13,201	5,690	7,737	35.97%
Other Operating Income	1,624	2,127	2,113	2,515	2,488	1,128	1,009	-10.51%
Other Operating Expense (Exclude Provision)	(6,279)	(6,982)	(7,269)	(7,053)	(9,025)	(4,201)	(4,733)	12.67%
Pre Provision Operating Profit (PPOP)	4,789	5,350	3,922	4,584	6,664	2,617	4,013	53.34%
Provision	(884)	(1,714)	(3,487)	(2,262)	(3,628)	(1,318)	(2,070)	57.01%
Profit From Operations	3,904	3,635	436	2,322	3,036	1,299	1,943	49.62%
Non Operating Income (Expense)	(43)	(25)	(25)	(51)	(43)	(11)	(25)	132.16%
Profit Before Tax	3,862	3,610	411	2,271	2,993	1,246	1,917	53.87%
Net Profit	3,027	2,808	209	1,602	2,376	920	1,471	59.87%
Earning Per Share	286	265	20	151	224	87	139	59.87%

- Decline in interest expense by **27.80% yoy** has supported NII to grow by **35.97% yoy**.
- **PPOP** recorded a **53.34% yoy** growth to become IDR 4,013 Bn.
- Provision has increased by **57.01% yoy** to become IDR 2,070 Bn.
- **Net Profit** grew by **59.87% yoy**, booked at IDR 1,471 Bn.

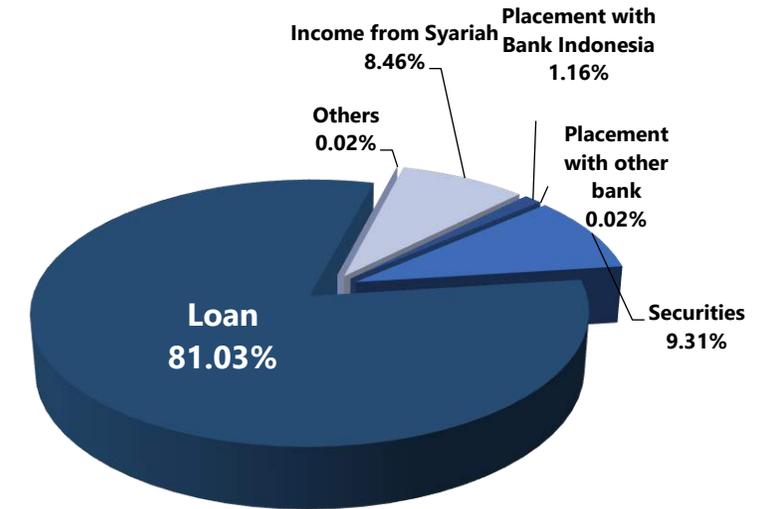
Profit and Loss Composition (1/2)

Decline in interest expense still maintained

Interest Income

Interest Income (IDR Bn)	2017	2018	2019	2020	2021
Placement with Bank Indonesia	154	145	199	374	459
Placement with other bank	15	35	27	12	71
Securities	971	853	989	1,683	2,577
Loan	17,387	19,852	22,203	21,173	20,615
Others	-	-	-	3	19
Income from Syariah	1,553	1,955	2,261	1,922	2,087
Total	20,081	22,839	25,678	25,167	25,828

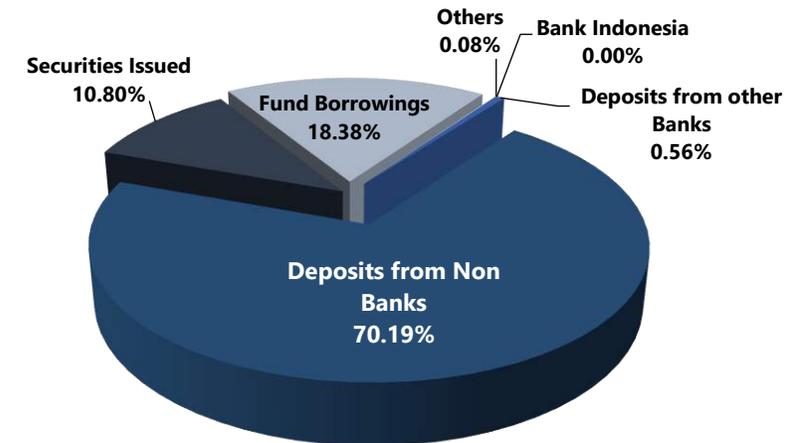
1H21	1H22	yoy
142	148	4.16%
64	3	-95.88%
1,345	1,180	-12.24%
9,971	10,272	3.02%
8	2	-72.97%
1,003	1,072	6.87%
12,532	12,677	1.15%



Interest Expense

Interest Expenses (Rp Bn)	2017	2018	2019	2020	2021
Bank Indonesia	-	-	-	-	-
Deposits from other Banks	394	459	508	195	52
Deposits from Non Banks	7,946	9,498	12,679	11,755	9,135
Securities Issued	1,368	1,556	1,652	1,552	1,261
Fund Borrowings	837	1,026	1,689	2,518	2,176
Others	92	94	73	25	1
Total	10,637	12,634	16,600	16,045	12,626

1H21	1H22	yoy
-	-	0.00%
27	28	2.03%
4,949	3,467	-29.94%
693	533	-22.99%
1,172	908	-22.57%
1	4	201.91%
6,842	4,940	-27.80%



Profit and Loss Composition (2/2)

Increasing fee income whilst maintaining steady expenses

Operating Income

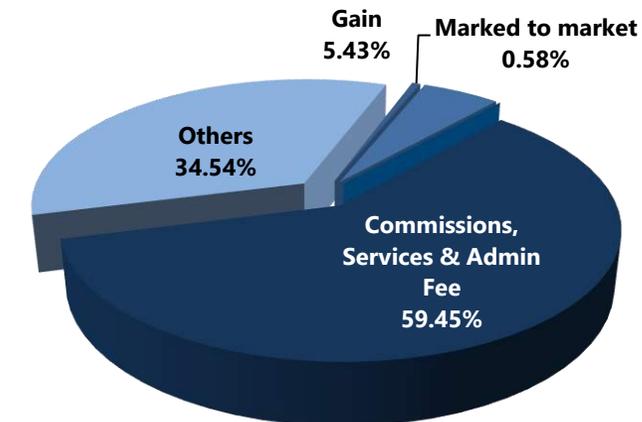
Other Operating Income (Rp Bn)	2017	2018	2019	2020	2021
Marked to market	7	42	23	106	-
Gain	396	456	623	665	895
Reversal on Provisions	0	-	-	0	4.1
Commissions, Services & Admin Fee	893	1,044	1,107	996	1,095
Others	315	543	360	749	493
Total	1,612	2,085	2,114	2,515	2,488

	1H21	1H22	yoy
	-	6	
	420	55	-86.98%
	1.3	0.0	-96.93%
	492	600	22.03%
	214	349	62.69%
Total	1,128	1,009	-10.51%

Operating Expense

Other Operating Expense (IDR Bn)	2017	2018	2019	2020	2021
Provisions	884	1,714	3,487	2,262	3,628
Salaries & Employee Benefit	1,907	2,474	2,435	2,560	2,953
General Administration	853	877	875	886	1,530
Others	592	395	483	487	911
Rent, Service & Maintenance	799	849	966	778	806
Depreciation	216	264	314	526	556
Promotion	523	597	455	268	340
Collector Fees & Consultant	814	932	1,036	979	1,053
Insurance Premium	366	421	489	496	642
Training	165	138	96	42	51
Research & Development	13	14	16	8	6
Other Taxes	10	10	12	13	13
Gain	0	11	92	9	11
Marked to Market	1	0	0	-	154
Total	7,164	8,697	10,756	9,315	12,653

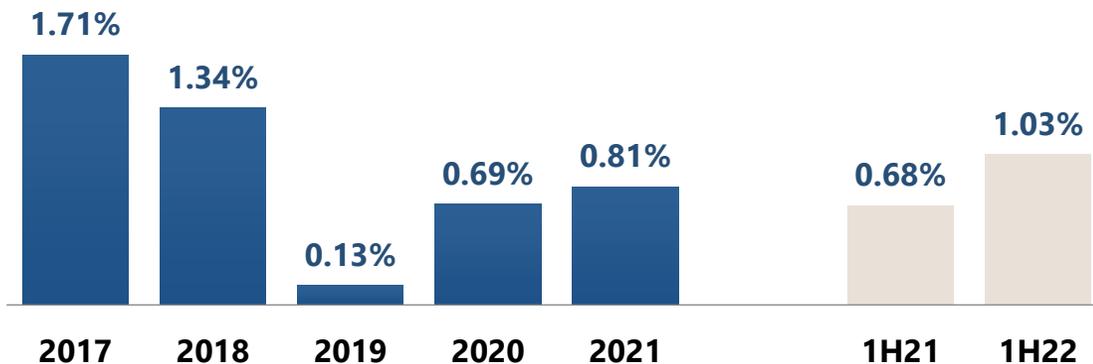
	1H21	1H22	yoy
	1,318	2,070	57.01%
	1,527	1,616	5.80%
	517	820	58.60%
	462	389	-15.80%
	398	397	-0.34%
	265	267	0.62%
	131	178	35.79%
	539	541	0.38%
	326	322	-1.02%
	17	26	53.33%
	2	2	-8.06%
	4	3	-18.01%
	8	27	248.48%
	4	144	3399.09%
Total	5,519	6,803	23.26%



Key Financial Ratios

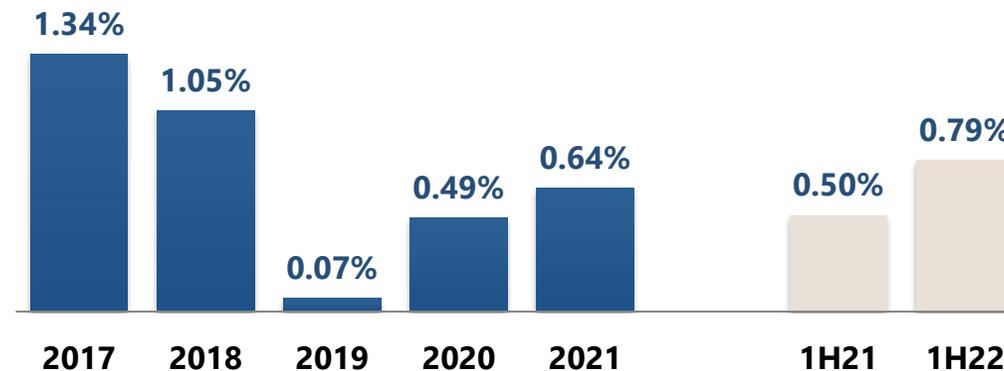
Significant improvement in ROA and ROE

ROA¹ – Before Tax



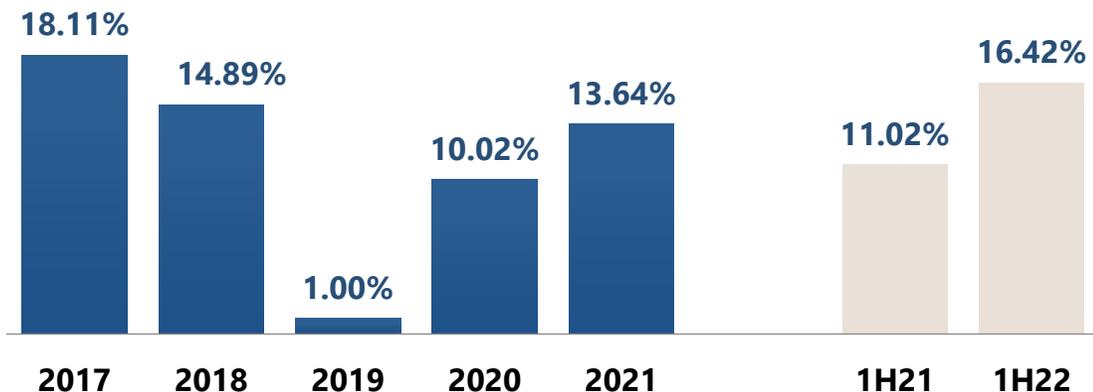
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

ROA² – After Tax



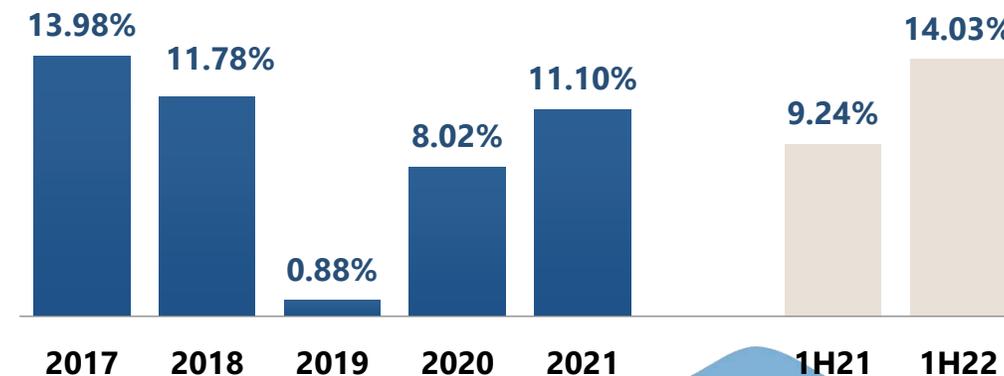
²Calculated based on net profit/average total asset

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



Asset Quality and Risk Management

Loan Quality

Continued improvement in loan quality and provision

Collectibility	2017		2018		2019		2020		2021		1H21		1H22	
	IDR Bn	Share												
Current	176,247	88.57%	211,289	88.67%	217,344	84.96%	230,456	88.60%	252,244	91.78%	232,102	87.29%	255,775	89.38%
Special Mentioned	17,455	8.77%	20,309	8.52%	26,251	10.26%	18,303	7.04%	12,412	4.52%	22,886	8.61%	20,241	7.07%
PL	193,703	97.34%	231,598	97.19%	243,595	95.22%	248,759	95.63%	264,656	96.29%	254,988	95.90%	276,015	96.46%
Substandard	236	0.12%	570	0.24%	3,088	1.21%	738	0.28%	222	0.08%	361	0.14%	365	0.13%
Doubtful	349	0.18%	473	0.20%	1,396	0.55%	582	0.22%	484	0.18%	587	0.22%	1,049	0.37%
Loss	4,703	2.36%	5,656	2.37%	7,747	3.03%	10,036	3.86%	9,473	3.45%	9,963	3.75%	8,723	3.05%
NPL	5,288	2.66%	6,700	2.81%	12,230	4.78%	11,355	4.37%	10,185	3.71%	10,911	4.10%	10,137	3.54%
PL + NPL	198,991	100.00%	238,298	100.00%	255,825	100.00%	260,114	100.00%	274,841	100.00%	265,899	100.00%	286,152	100.00%
NPL Gross	2.66%		2.81%		4.78%		4.37%		3.70%		4.10%		3.54%	
NPL Netto	1.66%		1.83%		2.96%		2.06%		1.20%		1.87%		1.04%	

NPL Breakdown by Segment

Loan Type (Gross)	Full-Year					First Half of	
	2017	2018	2019	2020	2021	2021	2022
Housing Loans	2.31%	2.49%	4.44%	4.11%	3.52%	4.05%	3.44%
Subsidized Mortgages	1.16%	0.81%	0.98%	1.01%	0.83%	0.91%	0.88%
Non-Subsidized Mortgages	3.00%	2.77%	3.92%	3.58%	2.65%	3.13%	2.32%
Other Housing Loans	4.09%	3.58%	4.71%	4.44%	3.41%	3.71%	3.09%
Construction Loans	3.14%	7.13%	18.71%	19.58%	21.29%	21.78%	23.11%
Non-Housing Loans	5.82%	5.52%	7.79%	6.70%	5.18%	4.49%	4.29%
Consumer Loans	1.34%	1.33%	2.81%	2.08%	1.22%	1.50%	1.06%
Commercial Loans	7.99%	8.64%	21.17%	19.25%	15.26%	14.69%	10.88%
Corporate Loans	<i>n.a.</i>	0.00%	0.00%	0.00%	0.17%	0.00%	0.75%
Total Loans	2.66%	2.81%	4.78%	4.37%	3.70%	4.10%	3.54%

Note: Figures on graph and table include Sharia Financing

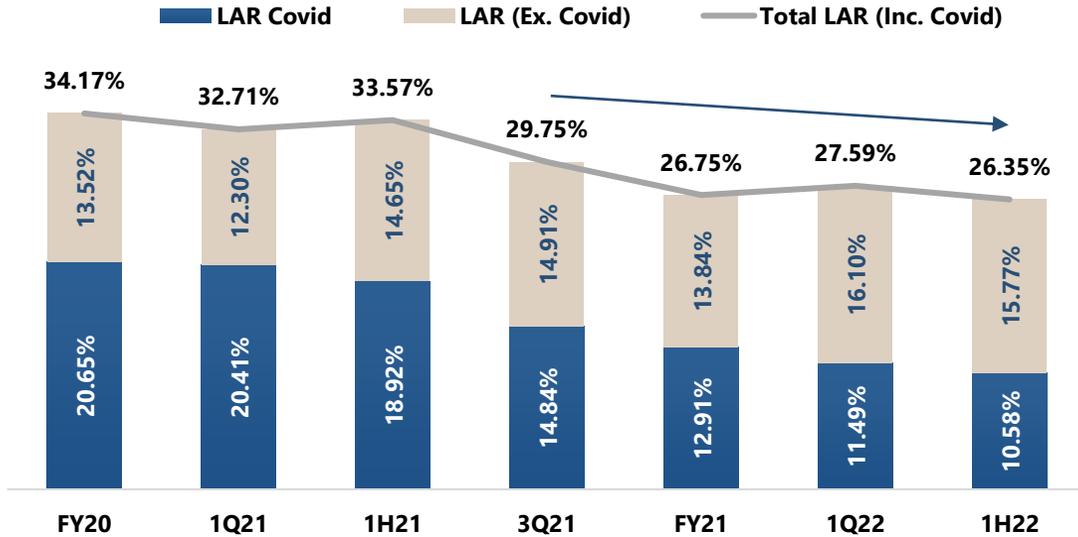
Provision Amount & Cost of Credit (COC)



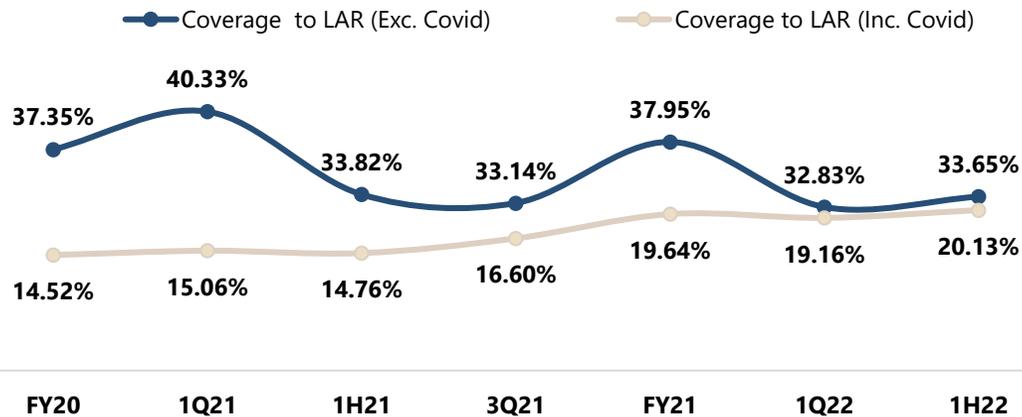
Loan at Risk (LAR)

LAR Coverage reaching above 20% whilst the percentage of LAR continues to decline as borrowers ability to pay improved

% Component of LAR



LAR Coverage



LAR By Segment

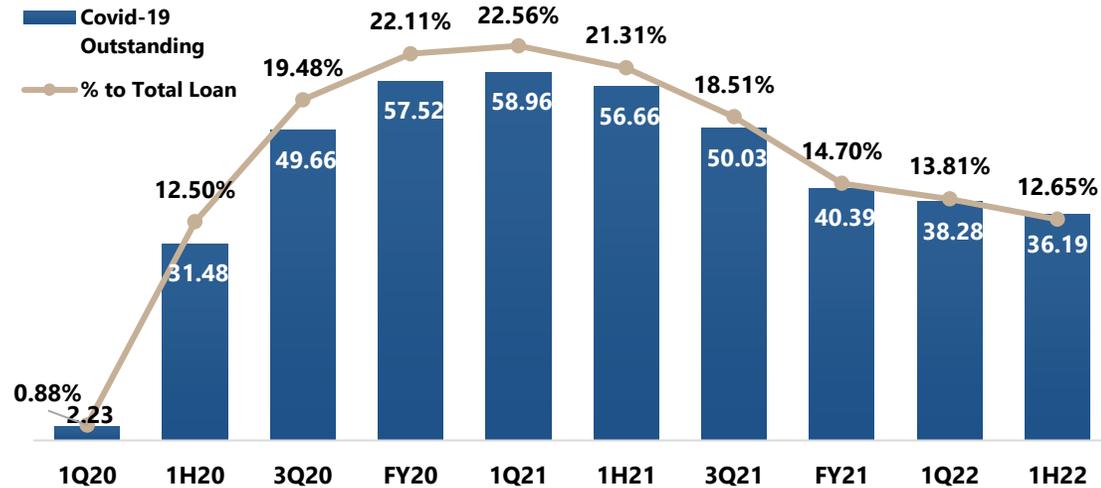
Loan By Segment (IDR Bn)	Total LAR	LAR (Ex Covid)	% Total LAR	% LAR (Ex Covid)
Subsidized Mortgage	27,588	15,786	20.10%	11.50%
Non Subsidized Mortgage	25,630	13,866	30.05%	16.25%
Other Housing Loan	2,643	1,471	38.57%	21.47%
Construction Loan	15,049	10,980	65.87%	48.06%
Housing Loan	70,910	42,103	28.11%	16.69%
Consumer Loan	324	275	4.69%	4.00%
Commercial Loan	3,427	2,606	29.43%	22.37%
Corporate Loan	740	137	4.82%	0.89%
Non Housing Loan	4,491	3,019	13.25%	8.91%
Total Loan	75,401	45,121	26.35%	15.77%

- LAR in most of segments declined including Subsidized Mortgages, Non-Subsidized Mortgages, Other Housing Loans, Consumer Loans, Commercial Loans, with Total LAR decreased to **26.35%** in Jun 22 from **33.57%**.
- LAR reduction was driven by better NPL level and declining Covid-19 restructured loans.

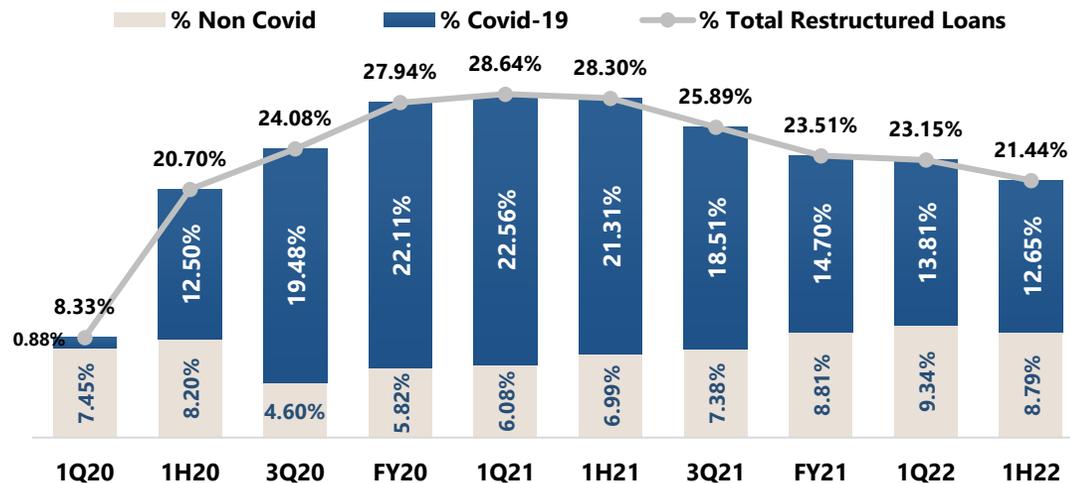
Stronger Provision to Cover for Distressed Asset

Solid provision accompanied by declining NPL trend and restructured loan

Covid-19 Restructured Loan (IDR Tn)

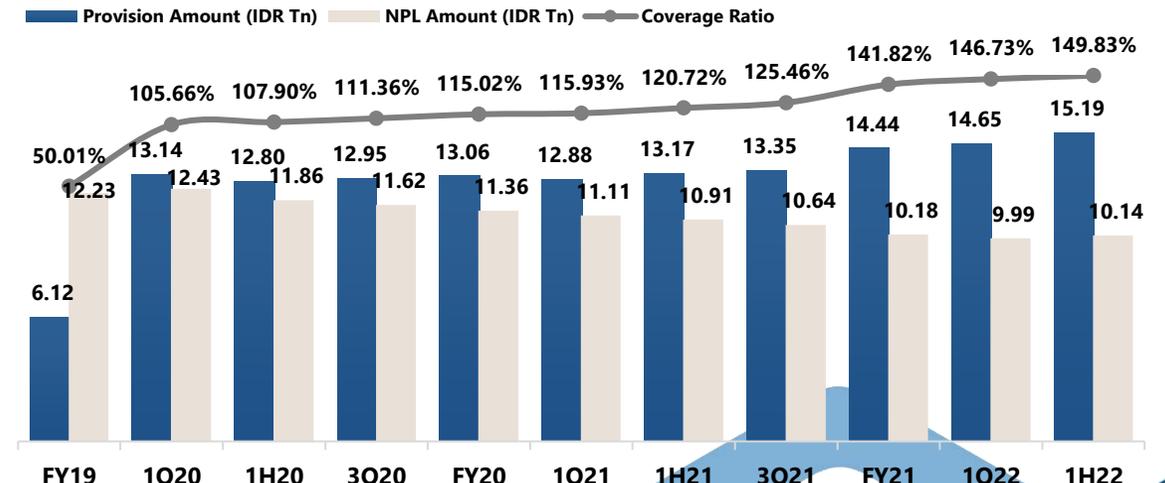


Total Restructured Loan (%)



Covid-19 Restructured Loan per Segmen (IDR Bn)	Outstanding	Low Risk	Med Risk	High Risk	Provisions	% Total Provisions
Subsidized Mortgage	13,838	12,757	629	452	569	4.11%
Non Subsidized Mortgage	13,818	12,789	527	501	856	6.20%
Other Housing Loan	1,402	1,288	58	56	82	5.84%
Construction Loan	5,149	4,243	72	833	856	16.63%
Housing Loan	34,207	31,077	1,287	1,842	2,364	6.91%
Consumer Loan	73	53	6	14	10	13.84%
Commercial Loan	1,296	1,053	10	232	617	47.64%
Corporate Loan	619	619	-	-	93	14.99%
Non Housing Loan	1,988	1,725	16	247	720	36.22%
Total	36,195	32,802	1,304	2,089	3,084	8.52%

Provision and Non Performing Loan Trend



Covid-19 Risk Assessment

Covid-19 Restructuring projected default rate still within initial projection

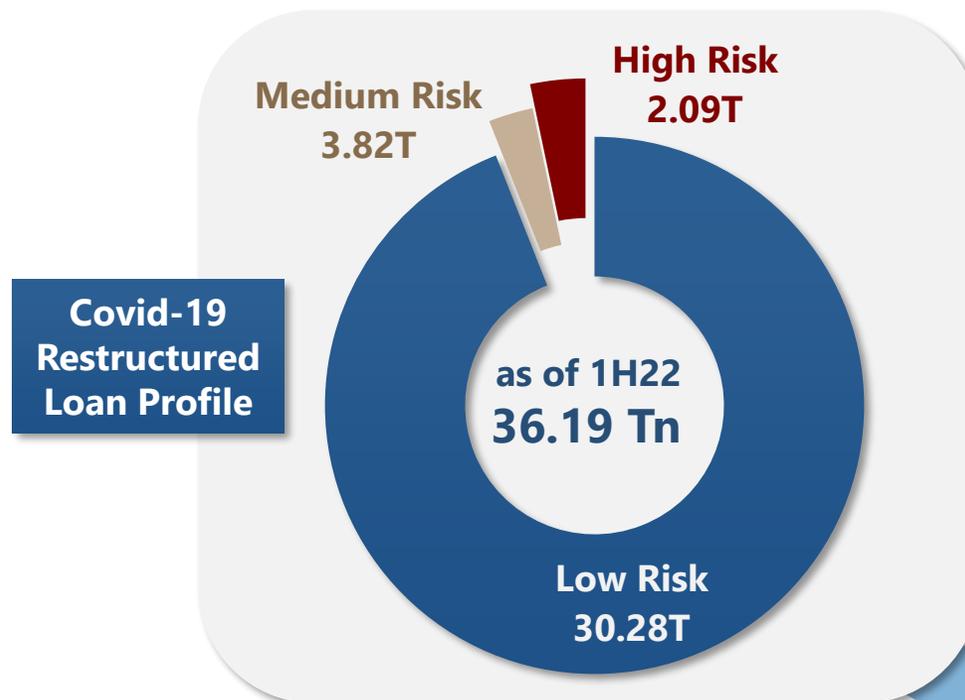
With our assessment, there is still a potential downgrade of **IDR1.36 Trillion** until 2023

Segment	Covid-19 Restructured Loan (IDR Bn)						Downgrade (IDR Bn)					Default Rate				
	2019	2020	2021	Q2-2022	2022E	2023E	2020	2021	Q2 2022	2022E	2023E	2020	2021	Q2 2022	2022E	2023E
Consumer	624	40,221	27,053	25,251	21,435	18,564	94	578	374	632	691	0.23%	1.67%	2.60%	4.17%	5.89%
SME	53	227	204	238	139	124	54	46	26	16	6	23.83%	44.13%	55.60%	62.66%	65.31%
Commercial	10,806	9,627	4,764	3,003	3,269	2,698	10	454	158	261	245	0.10%	4.82%	6.46%	9.17%	11.71%
Corporate	-	2,929	4,216	3,813	6,813	3,813	-	-	-	12	-	0.00%	0.00%	0.00%	0.41%	0.41%
Sharia	143	3,673	4,154	3,891	4,142	4,250	2	69	81	70	73	0.04%	1.92%	4.12%	6.03%	8.02%
Total	11,626	56,677	40,391	36,196	35,798	29,449	159	1,147	639	991	1,015	0.28%	2.31%	3.43%	5.18%	6.97%

Default rate parameters:

- Potential default of Consumer Segment from SML 60 days past due (DPD) and 90 DPD
- Potential default from Commercial Segment from individual assessment

- Initial projection of potential Covid-19 default rate was at around 6-7%. Today's estimation is still in line, at 6,97%
- Most of Covid-19 restructured loan is still from the consumer segment, mainly mortgages
- Various steps have been taken to mitigate large downgrades of restructured loans, including intense monitoring and sufficient provisioning

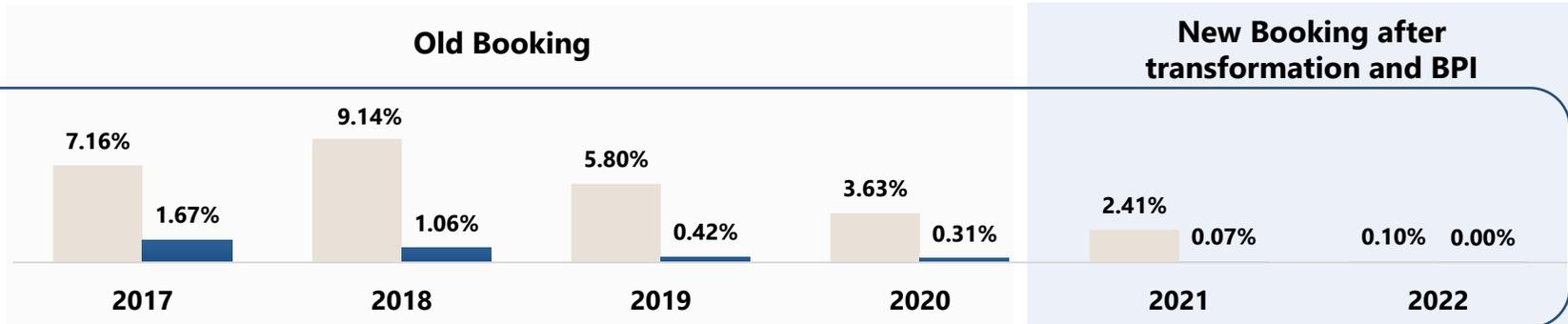


Business Process Improvement is proven successful as SML and NPL from recent disbursements are almost 0

Consumer Loan

Consumer Vintage

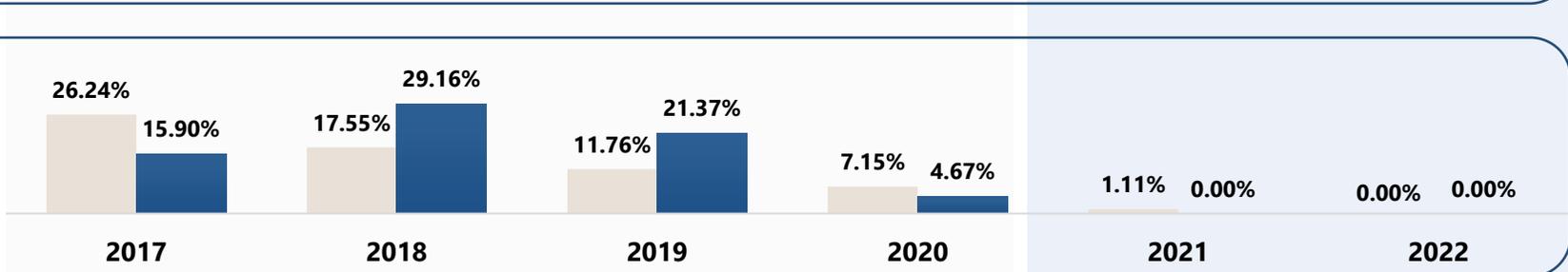
- SML from 2021 & 2022 booking recorded at **2.41%** and **0.10%**.
- NPL from 2021 & 2022 booking was **0.07%** and **0.00%**.



Commercial Loan

Commercial Vintage

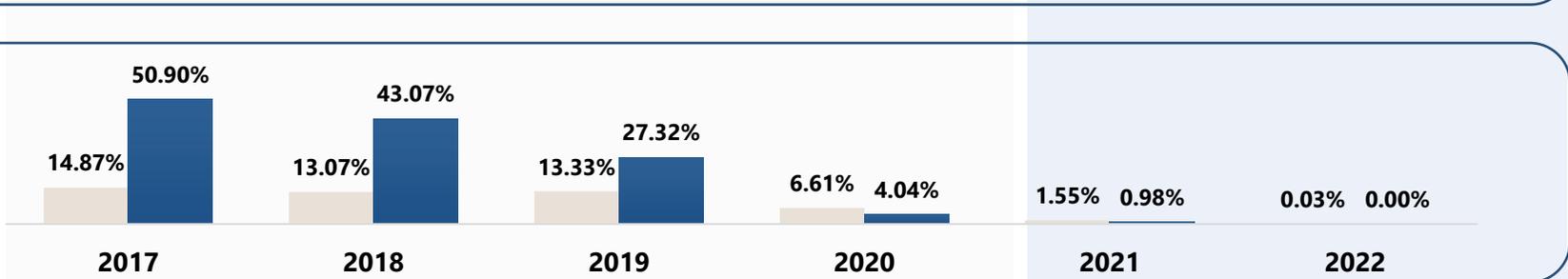
- SML from 2021 & 2022 booking recorded at **1.11%** and **0.00%**.
- NPL from 2021 & 2022 booking was **0.00%**.



SME

SME Vintage

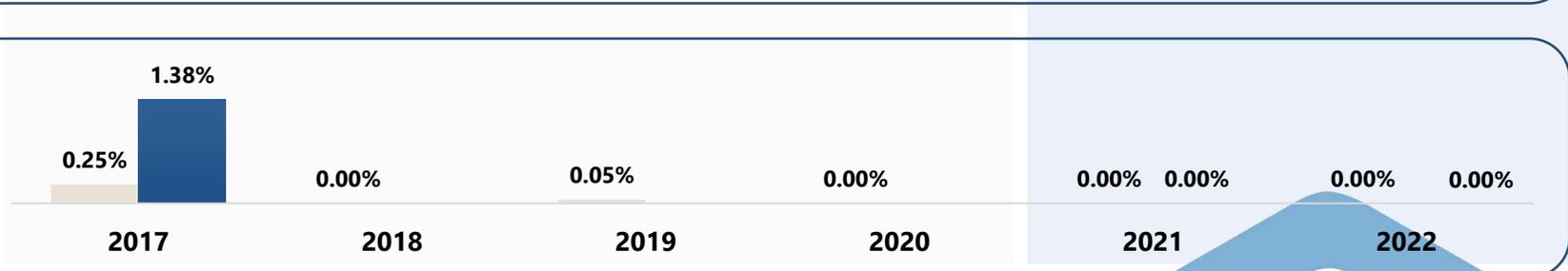
- SML from 2021 & 2022 booking recorded at **1.55%** and **0.03%**.
- NPL from 2021 & 2022 booking was **0.98%** and **0.00%**.



Corporate Loan

Corporate Vintage

- SML and NPL was recorded at **0.00%** after transformation and BPI

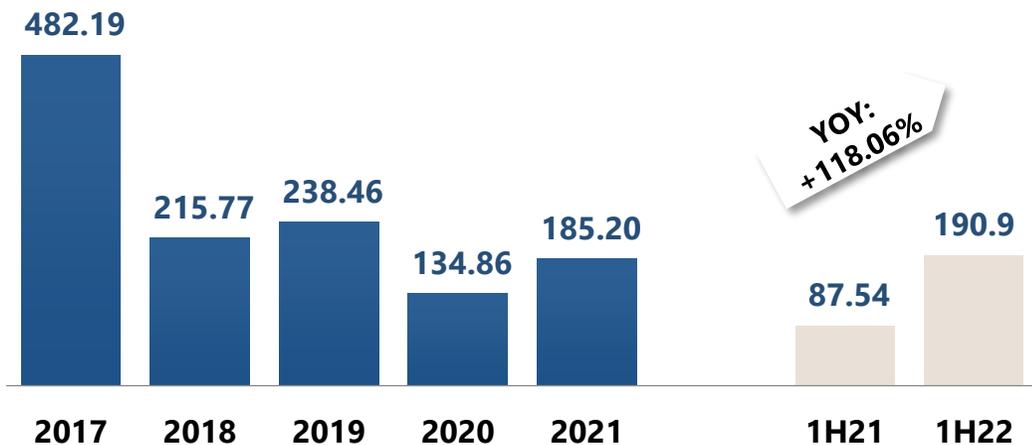


■ SML ■ NPL

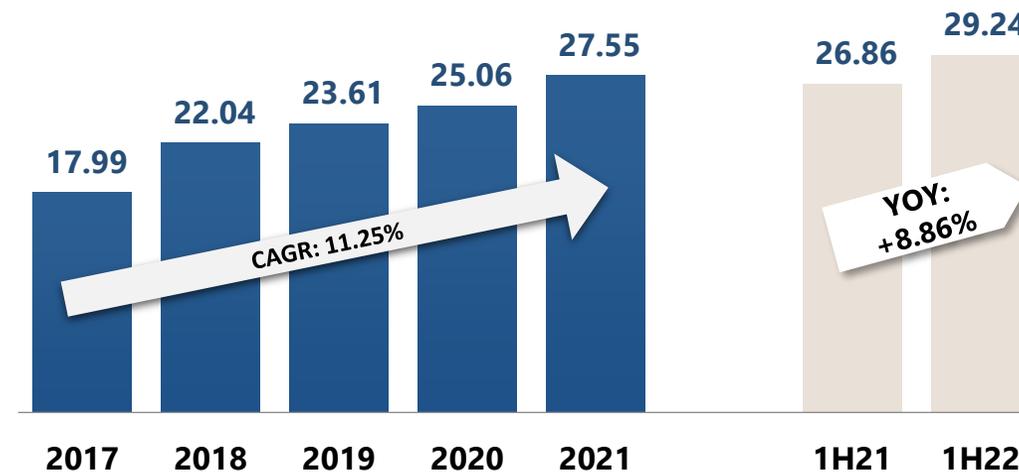


Sharia Business

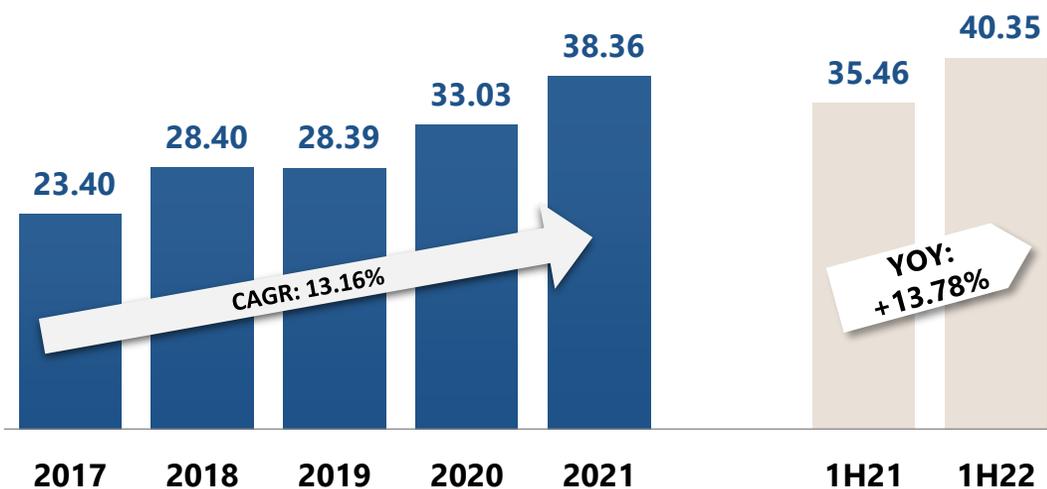
Sharia Net Profit (IDR – Bn)



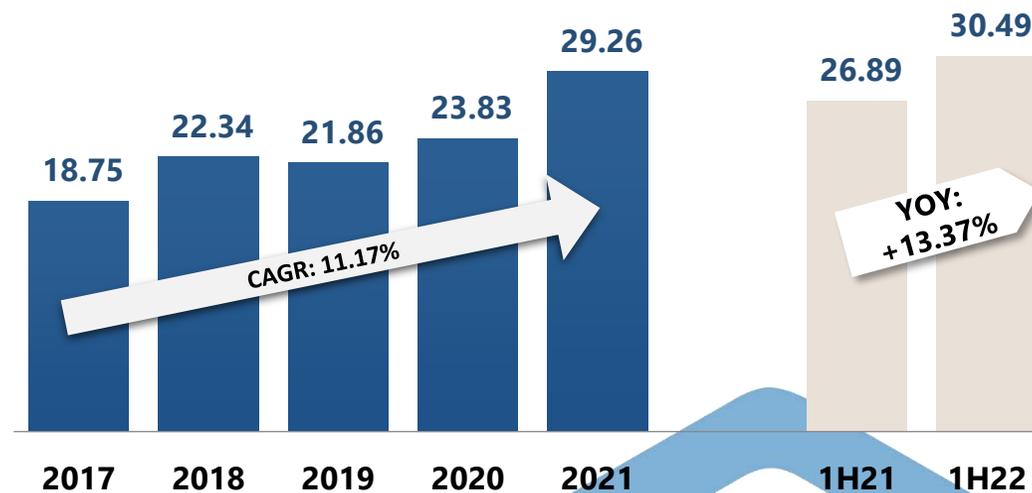
Sharia Financings (IDR-Tn)



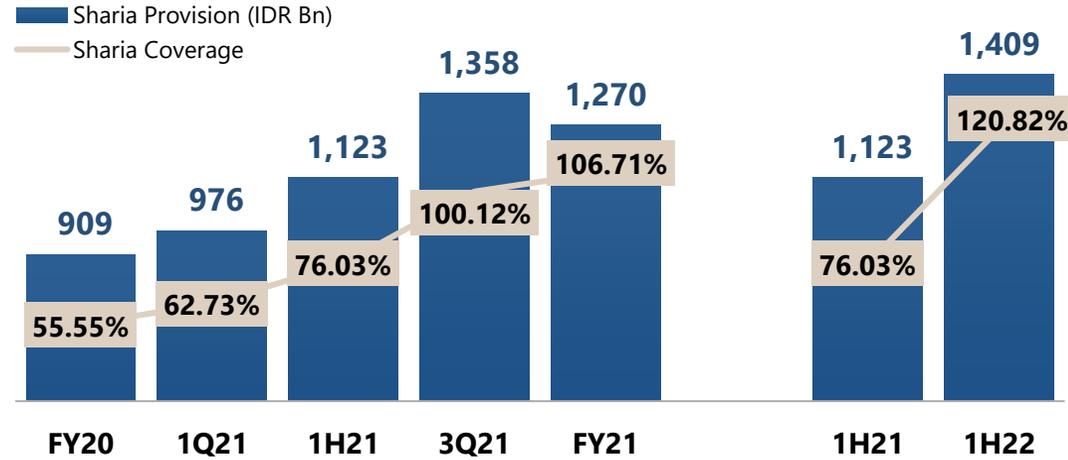
Sharia Asset (IDR - Tn)



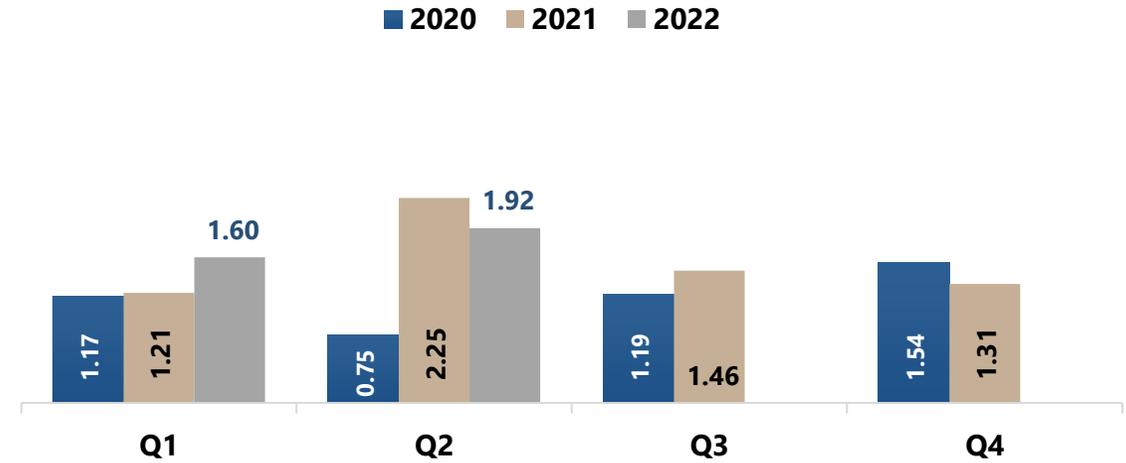
Sharia Total Deposits (IDR-Tn)



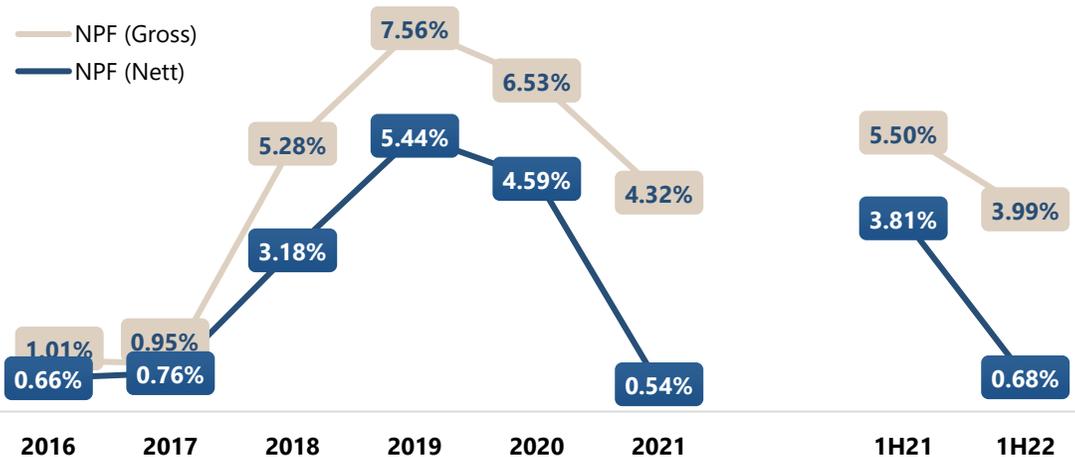
Sharia Coverage



Sharia Financing Disbursement Quarterly (IDR Tn)



Sharia NPF (Gross) & NPF (Net)



Sharia Financing Quality by Segment

Loan Type	SML					NPF (Gross)				
	2019	2020	2021	1H21	1H22	2019	2020	2021	1H21	1H22
Housing Loan	8.16%	7.12%	6.34%	7.42%	7.88%	5.44%	4.92%	3.85%	4.48%	3.55%
Subsidized Mortgages	7.76%	7.18%	6.43%	7.34%	8.22%	0.70%	0.63%	0.53%	0.59%	0.70%
Non-Subsidized	8.17%	6.41%	6.31%	7.15%	7.89%	1.65%	1.53%	1.41%	1.68%	1.42%
Other Housing	12.45%	8.23%	9.82%	11.99%	7.41%	1.93%	2.40%	2.14%	1.80%	6.02%
Construction Loan	9.50%	9.26%	5.58%	9.00%	4.67%	33.26%	42.69%	45.08%	44.09%	41.49%
Non-Housing Loan	4.78%	4.62%	2.12%	2.34%	2.48%	42.39%	48.50%	14.77%	22.27%	15.83%
Consumer Loan	2.02%	5.52%	6.13%	8.47%	4.50%	5.09%	8.29%	3.13%	4.43%	5.21%
Commercial Loan	6.08%	4.18%	1.09%	0.80%	2.16%	59.91%	68.18%	17.77%	26.74%	17.53%
Total Loan	7.96%	7.03%	6.16%	7.13%	7.70%	7.56%	6.53%	4.32%	5.50%	3.99%



Sustainable Finance

Social Welfare at the Heart of BTN's Business

BTN preserves its noble purpose in providing housing for the growing population of Indonesia

Housing challenges in Indonesia

2.94%

mortgage to GDP ratio, well below neighboring ASEAN countries

12.75 Mio

current housing needs in Indonesia

1.8 Mio

New marriages a year, with additional projected 77 million of Indonesia's population will add to the middle income segment by 2025

Indonesian Government aims to **increase the quality of living conditions** of Indonesians

Serving the nation's housing needs for more than 45 years

BTN leads the nation's mortgage business since **disbursing the first mortgage in Indonesia in 1976**

~ **5 million** units of mortgages have been extended by BTN since 1976

~ **90%** of BTN's portfolio is in housing loans

BTN maintains the focus in housing and leading the Indonesian mortgage market with a share of **38.75%**.

Focusing on the mid-to-low income group of people

BTN is the **main contributor in the national housing program** with the largest intake of the Subsidized Mortgage budget

BTN's mortgages are still dominant in the **subsidized segment** (48% of loan portfolio) and first time home buyers

~ **86% market share** of the national Subsidized Mortgages

Driving **174** economic sub sectors through housing business.

Engagement with a wide range of housing stakeholders

Partnership with government/ private and overseas institutions for various funding sources

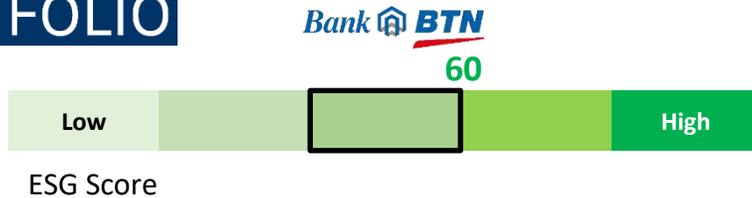
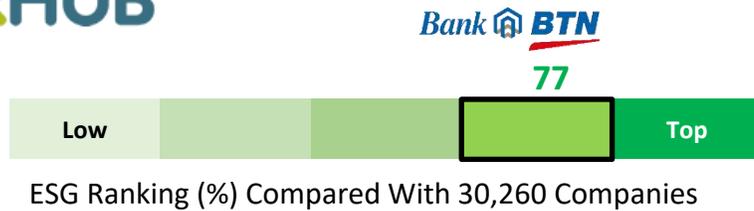
> **5000 developer Partners** most are subsidized residential developers

Creating **new developers** through BTN's learning & advisory

> **3000 notary offices** have collaborated with BTN in mortgages disbursement

Bank BTN as one of the pillars of sustainable business financing

Bank BTN has shown excellent quality in an effort to maintain environmental sustainability and support the financing of Sustainable Business Activities (Social Financing and Green Financing).

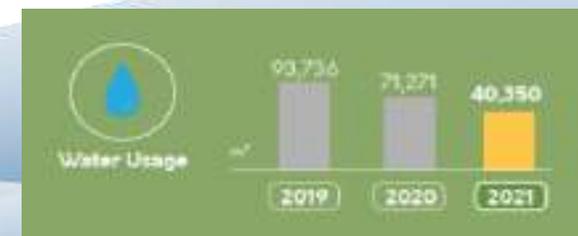
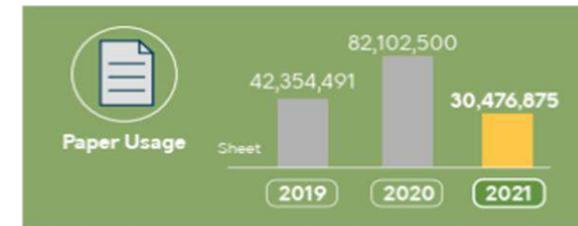


Ranking

Banks	604 out of 1003
Global Universe	9454 out of 14860

BTN's Sustainability Rating and Sustainability Index

In addition to sustainable financial indicators, BTN applies sustainable development criteria including ESG (Environment, Social and Governance) and supported the green economy and carbon neutrality in various ways.



Role of Sustainable Finance for BTN's Core Business

Sustainable Finance implementation is seen to boost BTN's value creation, by integrating People, Planet and Profit concepts



Social
BTN plays role to empower the community

Economic driver through housing ecosystem financing

Financial center of housing supply chain



Environment
BTN as a driver in creating sustainable environment

Driven in managing housing concept and it's environmental conditions

Drivers in the creation of an organized and livable residential area

Embracing the concept of green banking in housing financing



Economic
BTN as a creator in sustainable economic sector development

The National Housing Program creates a multiplier effect and linkages with other sectors of the economy

As an economic driver of the surrounding community through financing and development of the housing ecosystem and MSMEs

Become a center of finance in the housing supply chain



BTN Value in Sustainable Finance

>80%

Loan portfolio related to housing, where **60%** is in the low income segment

2.15x

Housing sector creates multiplier effect to economic output and increase in the people's income

174 sectors

BTN embraces role as Enabler of supply & demand side, affecting **174** economic sectors

BTN also applies ESG principles to support the pillars of the SDGs

The Sustainable Development Goals (SDGs) have become a framework for BTN in building a portfolio that prioritizes harmony between economic, social and environmental aspects. The implementation of the program in RAKB is expected to help solve various sustainability issues

No	Pillar & Goal (Standard)	SDG'S	Action Program
1	Corporate Social Responsibility Advance and developing community as a form of social and environmental responsibility (ISO 26000 : Corporate Social Responsibility)		<ul style="list-style-type: none"> • Providing equipment & internet assistance for educational institutions • Construction/renovation of Facilities and Infrastructure and Greening in subsidized housing • Support for The Development of Priority Destinations in terms of human resources and greening to improve the economy and a better regional environment • Improving public health
2	Risk Management & Governance Integrating social and environmental aspect management into risk management & corporate governance to support the professional performance of Bank BTN employees in serving customers and the community (Various rules that have been regulated by regulators)		<ul style="list-style-type: none"> • eProcurement policy that pays attention to environmental and social aspects • Social and environmental risk policymaking, implementation and reporting related to Sustainable Finance • Whistleblowing System (WBS) Bank BTN • API Certification (Integrity Builder Expert)
3	Product & Operation Fulfilling customer needs for various products or services that pay attention to economic, social and environmental aspects (Green banking and green finance policies)		<ul style="list-style-type: none"> • Application of Green Office in Bank BTN Environment • Subsidized Mortgages Financing • Electric Car Financing • Increasing Access to Banking Financial Services in Disadvantaged Regions and Women MSMEs • Lending to MSMEs and People's Business Loans through Conventional and Fintech Financing • Lending to the Livestock, Plantation, and Property Sectors • Program for providing Electric Stoves in home financing
4	Human Resources Implementing Financial Services Authority regulation on the implementation of Sustainable Finance (Various regulations of the Financial Services Authority)		<ul style="list-style-type: none"> • Property training (Mini MBA, School of Property Developer). • Online training/outreach • Training to improve understanding of RAKB in an applied manner

Current BTN Ratings From Various Rating Agencies

FitchRatings as of February 22, 2022

Outlook	: Stable
National Short-Term Rating	: F1+ (idn)
National Long-Term Rating	: AA (idn)
Senior Unsecured	: AA (idn)

MOODY'S as of November 12, 2021

Outlook	: Stable
Bank Deposits	: Baa2/P-2
Baseline Credit Assesment	: Baa2/P-2
Adjusted Baseline Credit Assesment	: ba1
Counterparty Risk Assesment	: Baa2/P-2
USD Basel III Tier 2 Capital Securities	: Ba3

Precedent of BTN Corporate Action

Issuance of junior global bond
USD300 million

Tenor : 5 years

Rating: **Ba3**



oversubscribed **12,3x**



The issuance of debt instruments by BTN was positively welcomed by investors

BBTN are included in some indices including ESG indices up to June 2022

ESG Sector Leaders IDX Kehati
ESG Quality 45 IDX Kehati
SRI-KEHATI

IDX ESG Leaders

- LQ45
- IDX BUMN 20
- IDX 30
- IDX Value 30
- IDX 80
- IDX Small-Mid Cap (IDX SMC) Composite
- IDX Small-Mid Cap (IDX SMC) Liquid
- Infobank 15
- Kompas 100
- Investor33
- MSCI Indonesia Small Cap
- PEFINDO i-Grade



Appendices

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 talents

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



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

Sumatera	
Regional Offices	1
Branch Offices	11
Sub Branch Offices	72
Functional Office	1
Sharia Outlets	23
Sharia Payment Points	-
Priority Outlets	8
ATMs & CRMs	311

Kalimantan	
Regional Offices	-
Branch Offices	7
Sub Branch Offices	31
Functional Office	-
Sharia Outlets	5
Sharia Payment Points	1
Priority Outlets	5
ATMs & CRMs	125

Sulawesi	
Regional Offices	1
Branch Offices	7
Sub Branch Offices	30
Functional Office	-
Sharia Outlets	5
Sharia Payment Points	3
Priority Outlets	2
ATMs & CRMs	129

Papua & Maluku	
Regional Offices	-
Branch Offices	3
Sub Branch Offices	8
Functional Office	-
Sharia Outlets	-
Sharia Payment Points	-
Priority Outlets	3
ATMs & CRMs	30

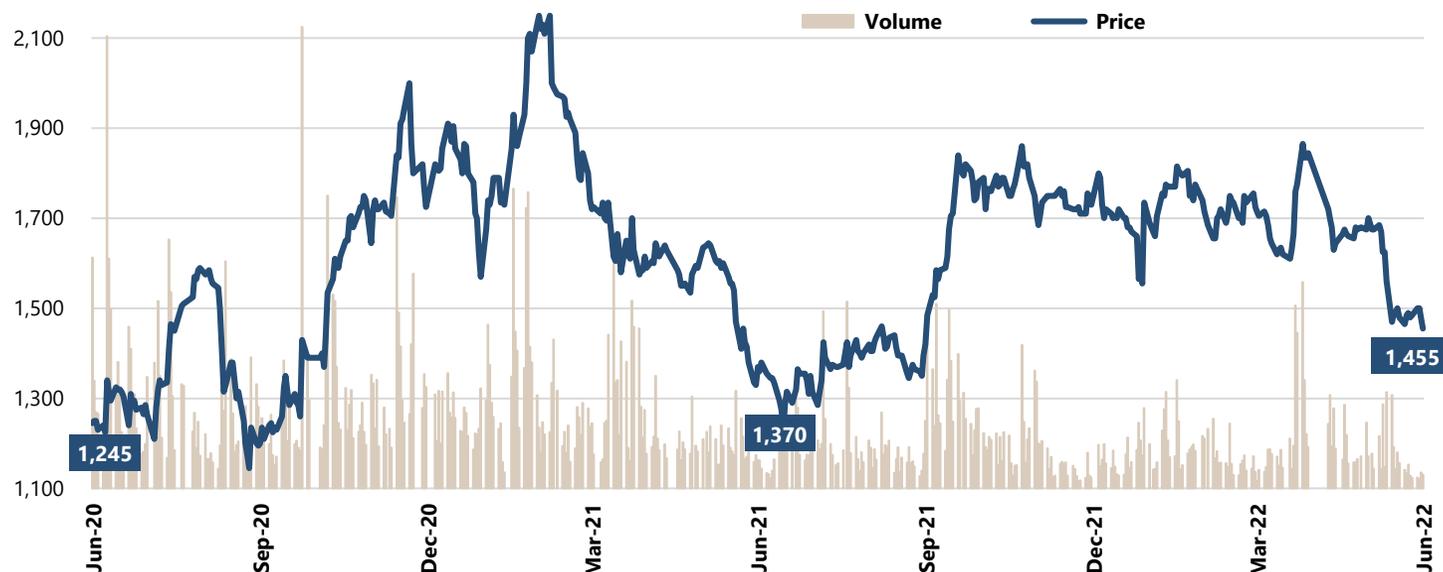
Jawa	
Regional Offices	4
Branch Offices	48
Sub Branch Offices	388
Functional Office	2
Sharia Outlets	62
Sharia Payment Points	8
Priority Outlets	34
ATMs & CRMs	1,538

Bali & Nusa Tenggara	
Regional Offices	-
Branch Offices	3
Sub Branch Offices	18
Functional Office	-
Sharia Outlets	2
Sharia Payment Points	-
Priority Outlets	2
ATMs & CRMs	66

Description	2017	2018	2019	2020	2021	1H21	1H22
Regional Offices	5	6	6	6	6	6	6
Branch Offices	75	76	78	78	79	78	79
Sub Branch Offices	275	304	326	314	340	318	547
Cash Outlets*)	484	468	358	247	203	221	-
Functional Offices	2	2	2	2	2	2	3
Sharia Outlets	72	80	86	91	97	91	97
Sharia Payment Points	12	12	12	12	12	12	12
Total Outlets	925	948	868	750	739	728	744
Priority Outlets	41	43	43	51	51	52	54
ATMs & CRMs	1,964	2,126	2,160	2,098	2,086	2,098	2,199
Employees	10,372	11,810	11,647	11,224	11,192	11,073	11,349

*) Reclassified according to POJK No.12/POJK.03/2021 pasal 149

BBTN Price Movement (June 30, 2020 – June 30, 2022)



Period	Opening	Lowest	Highest	Closing	Volume (Mil Shares)	PBV (x)	BVPS	Market Cap (IDR Million)
1H2022	1,705	1,455	1,865	1,455	3,265	0.73	1,984	15,408,450
1H2021	1,725	1,330	1,735	1,370	4,472	0.73	1,880	14,508,300
% (yoy)	-1.16%	9.40%	7.49%	6.20%	-26.99%	0.65%	5.52%	6.20%

- **IPO** by listing 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 30 June 2022 was **IDR 15.41 Trillion**

Ownership	as of June 30, 2022	
	# of Shares	%
G O I	6,354,000,000	60.00%
Public	4,236,000,000	40.00%
Foreign	1,332,489,831	12.58%
Domestic	2,903,510,169	27.42%
Total	10,590,000,000	100.00%

Share Ownership Composition	as of June 30, 2022
Government of RI	60.00%
Public	40.00%
Foreign	12.86%
Foreign Business Entities	12.55%
Individual Foreigners	0.03%
Domestic	27.14%
Pension Fund	10.26%
Individual Indonesia	9.52%
Mutual Funds	4.22%
Insurance	2.18%
Limited Company	0.66%
Foundations	0.24%
Bank	0.11%
Cooperative	0.02%
Grand Total	100.00%



Chandra Hamzah
President Commissioner/ Independent

Currently a Partner at Assegaf Hamzah & Partners Law Firm. Previously President Commissioner of PT Perusahaan Listrik Negara (Persero) and Commissioner at Komisi Pemberantasan Korupsi.



Iqbal Latanro
Vice President Commissioner/ Independent

Previously served as Commissioner at PT Bank Mandiri Taspen and Commissioner at PT Pemeringkat Efek Indonesia



Andin Hadiyanto – Commissioner

Currently serving as Directorate General of Treasury, Ministry of Finance and Commissioner at PT Sarana Multi Infrastruktur.



Heru Budi Hartono – Commissioner

Currently serving as Head of Presidential Secretariat. Was also Head of Financial Asset Management Body of DKI Jakarta.



Ahdi Jumhari Luddin – Independent Commissioner

Served as President Commissioner of PT BRI Agroniaga Tbk, Independent Commissioner of PT Bank DKI and Managing Director at PT Bank Negara Indonesia (Persero) Tbk.



Armand B. Arief – Independent Commissioner

Served as Commissioner and Senior Consultant of Dunamis Organization Services, Independen Commissioner at PT Bank Royal Indonesia and President Director at PT Bank UOB Buana.



Sentot A. Sentausa – Independent Commissioner*

Previously served as President Commissioner of Mandiri Inhealth, and Director Distribution of PT Bank Mandiri (Persero) Tbk



Himawan Arief Sugoto – Commissioner

Previously served as President Director of Perumnas



Herry Trisaputra Zuna – Commissioner*

Currently serving as Directorate General of Public Works and Housing Infrastructure Financing, Ministry of Public Works and Housing.

*Effective after approval for fit and proper test from OJK



Haru Koesmahargyo
President Director

Served as Director of Finance of PT Bank Rakyat Indonesia (Persero) Tbk. and President Commissioner of PT BRI Multifinance Indonesia



Nixon L. P. Napitupulu
Vice President Director

Served as Director of Finance Planning and Treasury of BTN and President Director of PT Bank Mandiri Taspen Pos



Hirwandi Gafar
Director of Consumer

Served as Subsidized Mortgage Lending Division Head and Business Development of Subsidized Mortgage Department Head at PT Bank Tabungan Negara (Persero) Tbk



Nofry Rony Poetra
Director of Finance

Served as Treasury Division Head and Head of Regional Office I at PT Bank Tabungan Negara (Persero) Tbk



Eko Waluyo
Director of Human Capital, Compliance, and Legal

Served as Human Capital Management Division Head and Corporate Secretary Division Head at PT Bank Tabungan Negara (Persero) Tbk



Elisabeth Novie Riswanti
Director of Assets Management

Served as Asset Management Division Head and Small and Medium Lending Division Head at PT Bank Tabungan Negara (Persero) Tbk



Andi Nirwoto
Director of IT & Digital

Served as General Manager of Operational Information Technology, and General Manager Solution and IT Security Division at PT Bank Negara Indonesia (Persero) Tbk.



Jasmin
Director of Distribution & Funding

Served as SEVP of Consumer & Transaction and Regional CEO IV/JKT 2 at PT Bank Mandiri (Persero) Tbk



Setiyo Wibowo
Director of Risk Management

Served as Consumer Credit Risk & Analytics Group Head and Credit Portofolio Risk Group Head at PT Bank Mandiri (Persero) Tbk

BTN Achievement

With sustainable performance improvements, BTN received various awards and appreciations

Governance Implementation



Award as a strategic partner of the KPK in the certification of Integrity Building Experts (API)



Corporate Governance Perception Index (CGPI) survey 2021
89.83

Mortgage Top Brand



KPR BTN - Iconomics Best Marketing Brand 2020 - Millennials Choice



E Loan - Millennial Popular Digital Brand



Most Popular Mortgage Loan - Millennial Choice Award 2021

Sustainability Performance



Indonesia Best Bank Award 2021 with Excellent Financial Health and Corporate Performance: Delicate Banking Business Expansion



Indonesia Top Bank Awards 2021

Digital Bank



Millennials Popular Digital Brand 2021
Indonesia's Most Popular Digital Financial Brands 2021



BUMN Branding & Marketing Award 2021

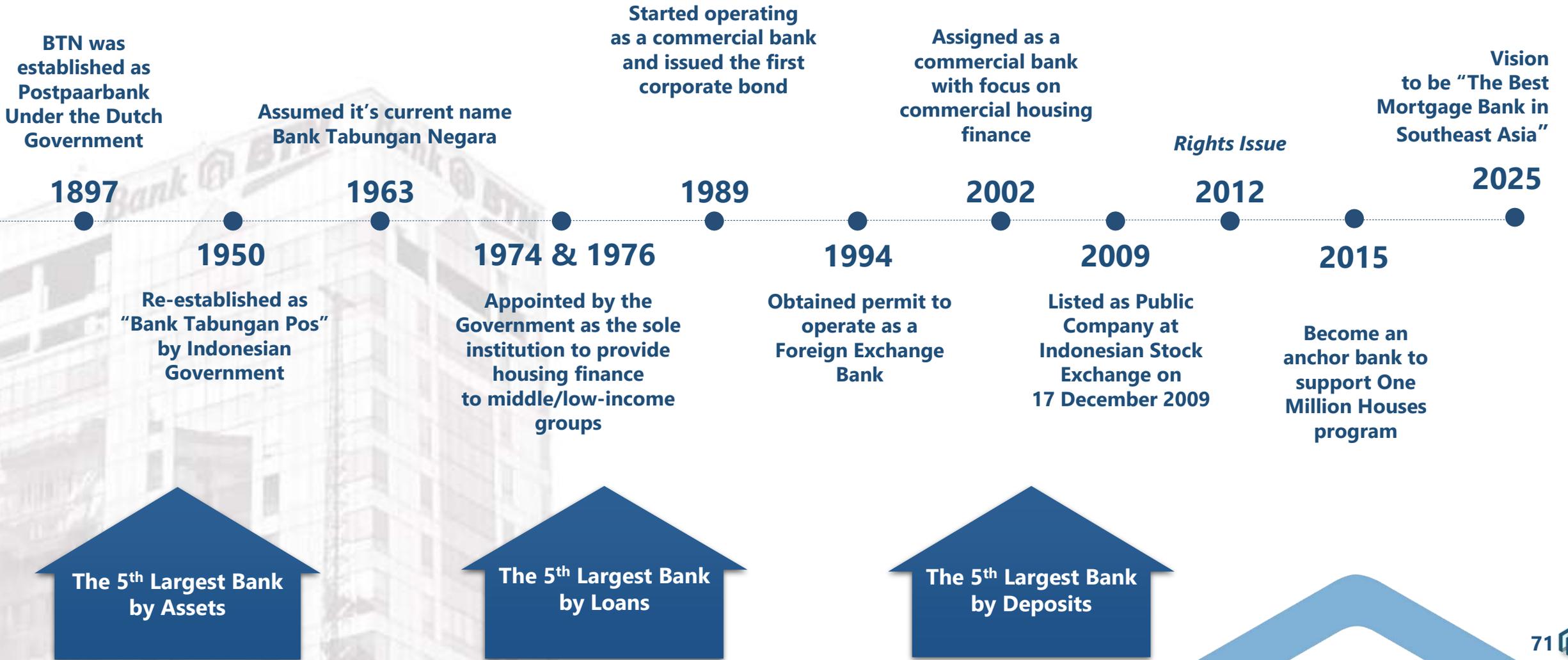
Digital Innovation Award 2022



The Most Innovation Conventional Bank for The Integration of Digital Product and Services

BTN Milestone

For 72 years since the establishment of Bank Tabungan Negara, various steps have been achieved until it become The Best Mortgage Bank on South East Asia in 2025.





Thank You

Investor Relations

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