



1H24 Results Presentation

PT Bank Tabungan Negara (Persero) Tbk
Jakarta, 25 July 2024

Scan To Download the Materials



Material Presentation



Annual Report



Sustainability Report

IMPORTANT: The following forms part of, and should be read in conjunction with, the other material in this presentation

This presentation contains privileged information and has been prepared solely for the recipient(s). By accepting a copy (or the contents) of this presentation, you are deemed to have acknowledged and agreed to the provisions appearing hereinafter. The existence of this presentation and the contents thereof should not be disclosed, reproduced, copied or otherwise disseminated to any other person or published, in whole or in part, without prior consent of PT Bank Tabungan Negara (Persero) Tbk. ("BTN" or the "Company").



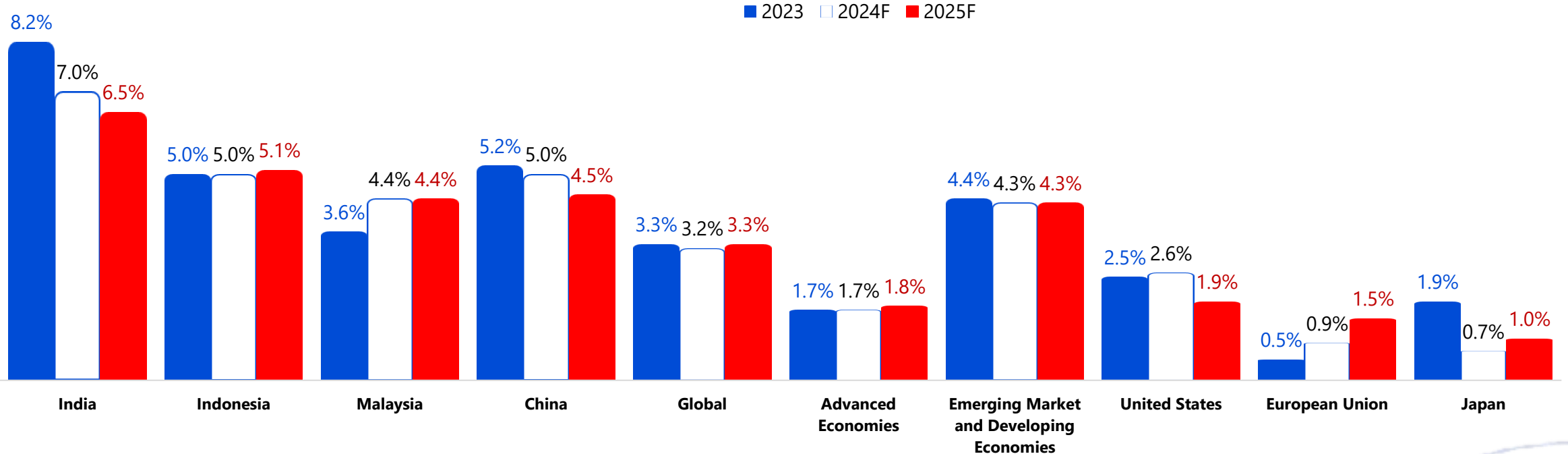
Table of Contents

●	Macroeconomics Highlights	04
●	Progress on 2024 Initiatives	08
●	Overview on BBTN	20
●	Asset Quality	33
●	Sharia Business	39
●	Guidance	44
●	Sustainable Finance	46
●	5 Years Financial Performance	61
●	Appendix	74

Macroeconomics Highlight



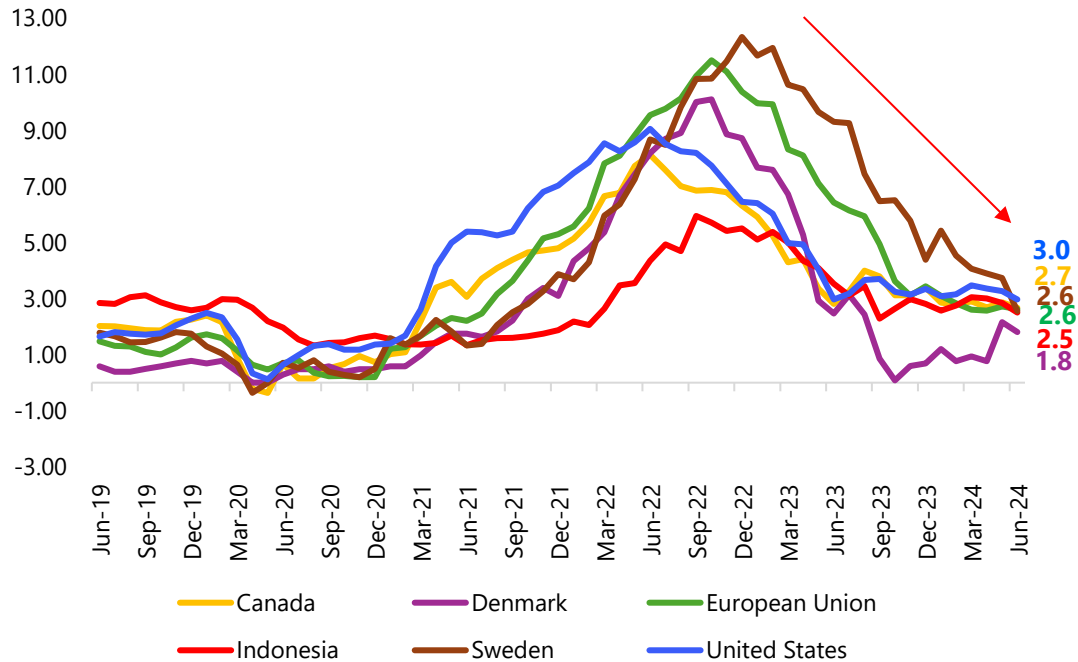
World Economic Outlook



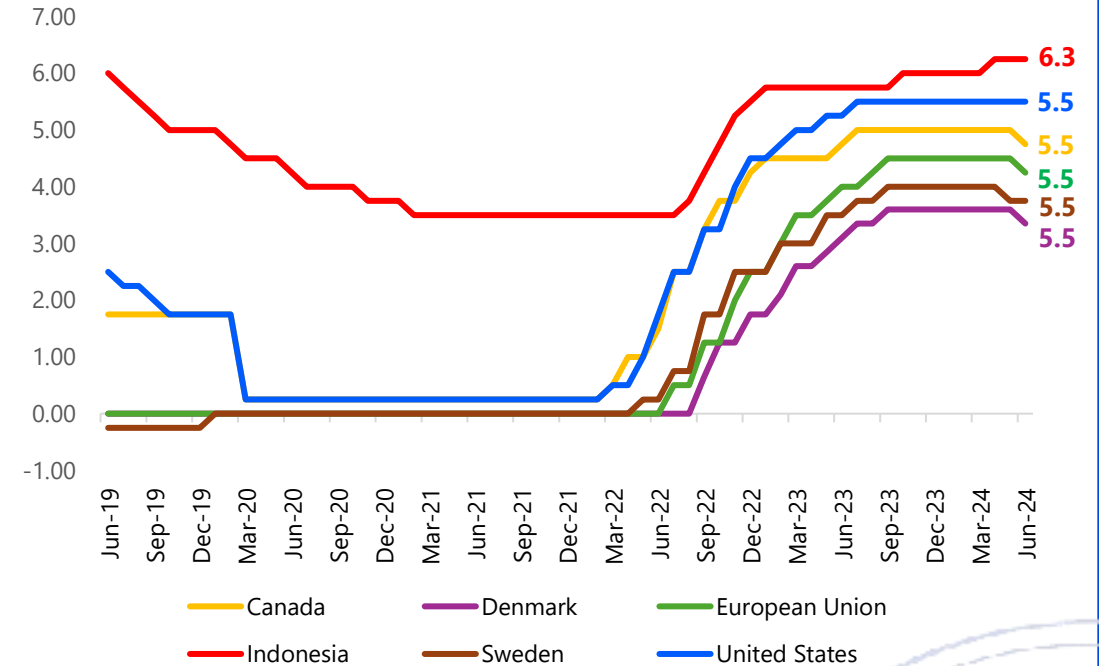
Key Takeaways

- The global economy is **stabilizing**, however, it is **still vulnerable to the uncertainties** happening in the world.
- Inflation rates are **declining** without recession, but **continue to persist** in some countries, which keep their **interest rates high**.
- The **potential of heightened inflation** will increase the **possibility of a high-for-even-longer interest rates**, which in turn raises financial, fiscal, and external concerns and could interfere with capital flows and hinder planned monetary policy easing, which could potentially affect global growth.
- The upcoming US election will significantly impact the fiscal economic policies with **a negative spillover** across the globe. As a result, there are **no one size fit for all policies**.

Inflation Rates (%)



Policy Rates (%)

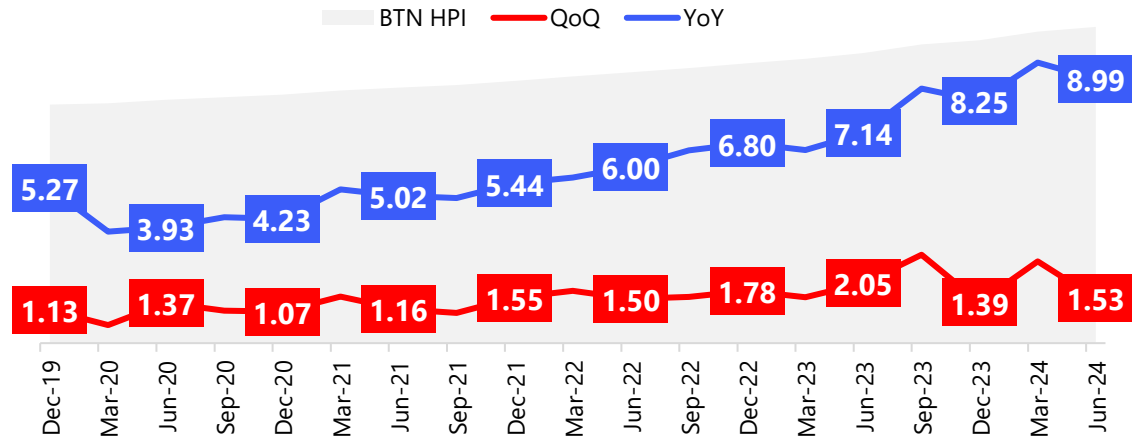


Key Takeaways

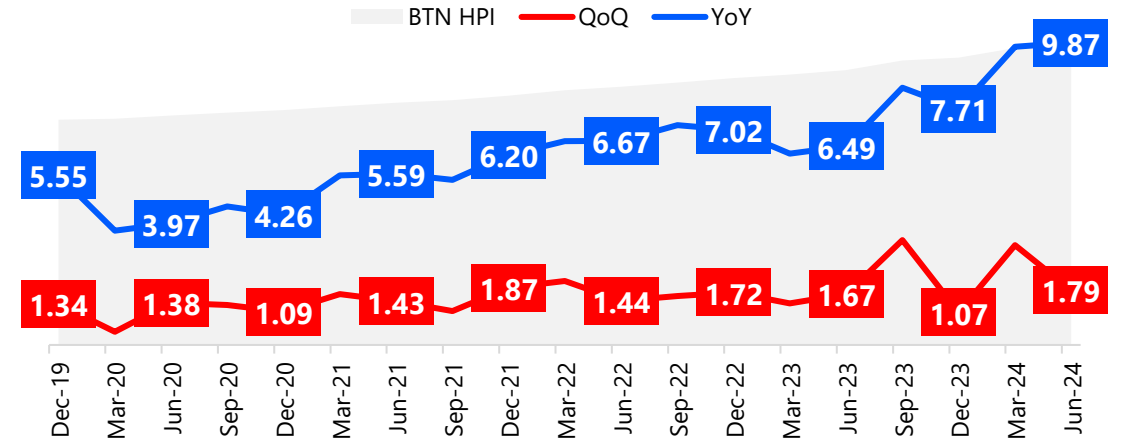
- **Global inflation rate has been on a declining trend** after peaking in 2022.
- **In some countries, the inflation rates have reached their target range.** However, in other countries the inflation rates are still above their target range.
- **Some central banks have cut their policy rates**, such as in Canada, Denmark, Sweden and also European Central Bank (ECB).
- While the **Federal Reserves keeps its policy rate unchanged** and is likely to continue high for longer interest rate policy

BTN House Price Index (BTN HPI) as of 1H24

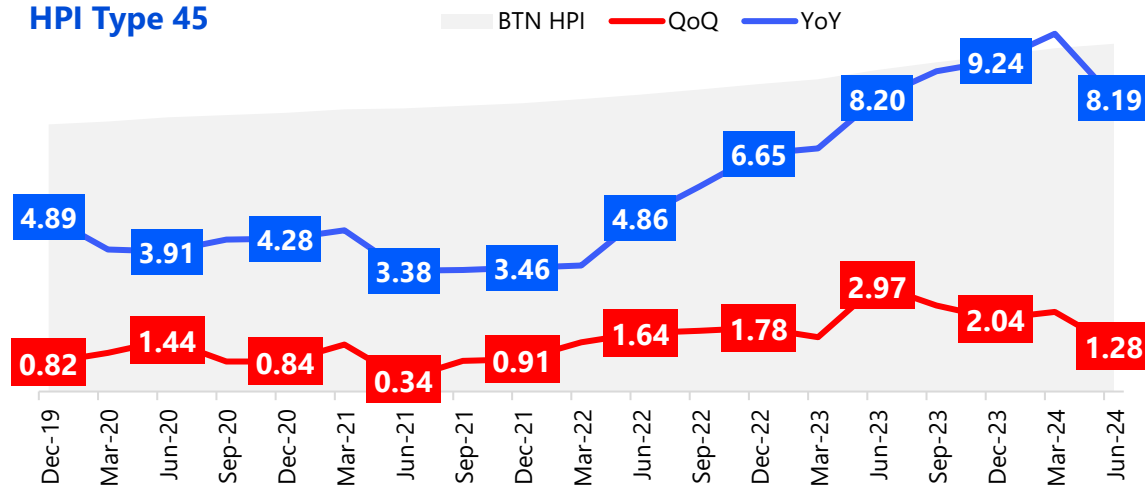
National House Price Index



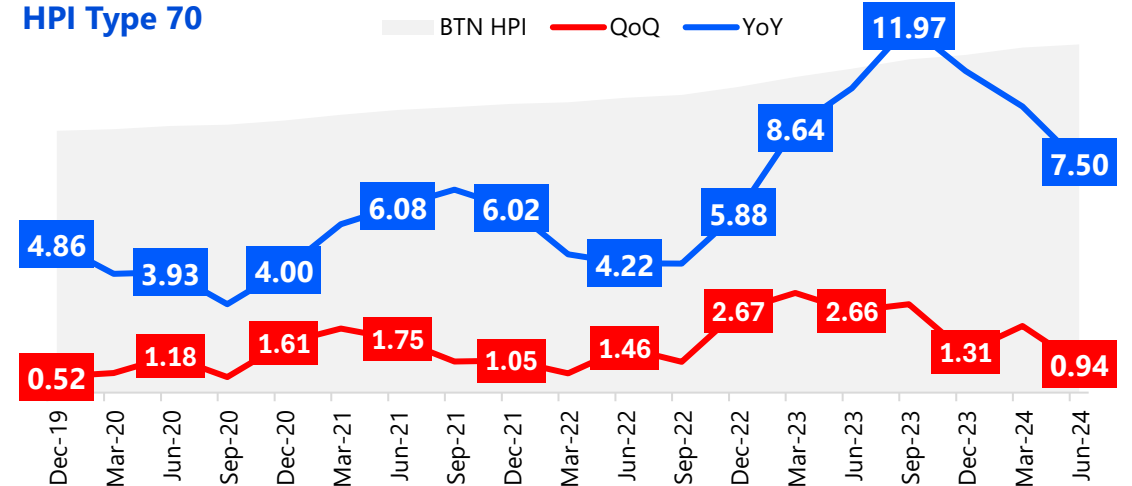
HPI Type 36



HPI Type 45



HPI Type 70



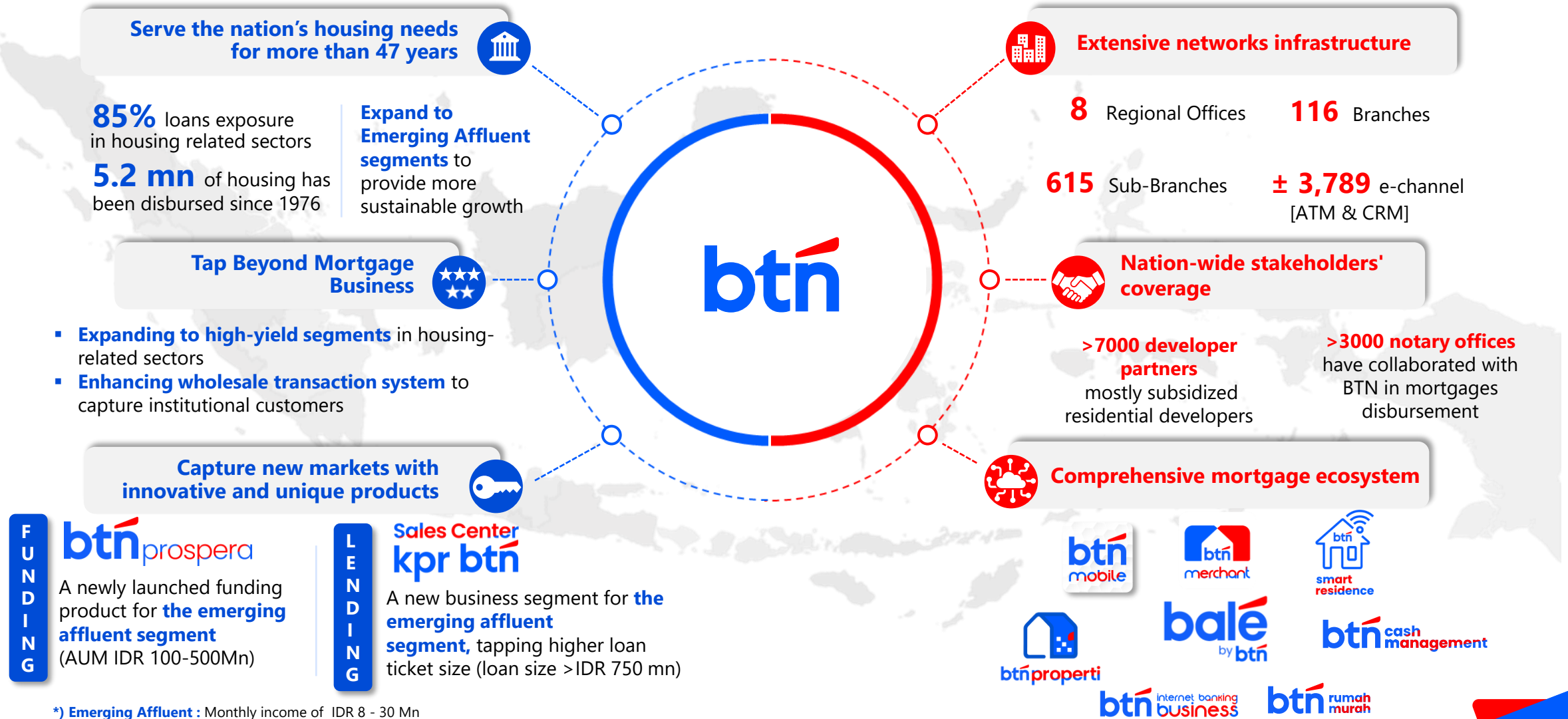
Progress on 2024 Initiatives



Provides End-to-End Mortgage Business to Fulfill National Housing Needs

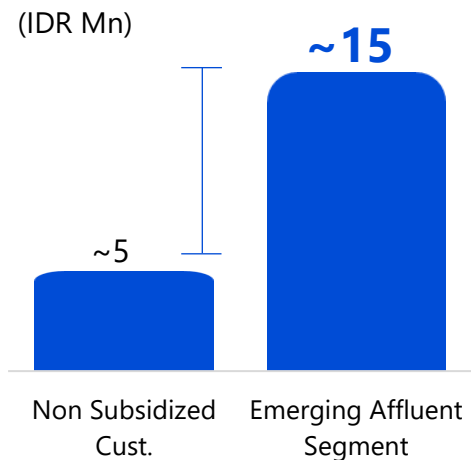
BTN functions as a:

- ❑ **Financial Institution** that provides lending products to all stakeholders both on the supply and demand sides
- ❑ **Initiator and Integrator** of inter-institutional cooperation to boost house supplies



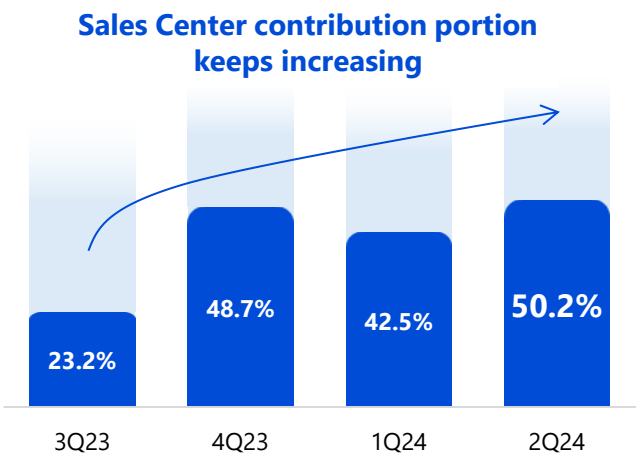
*) **Emerging Affluent** : Monthly income of IDR 8 - 30 Mn

Sales Center customers have more than **3x** of average saving balance than average non-subsidized customers

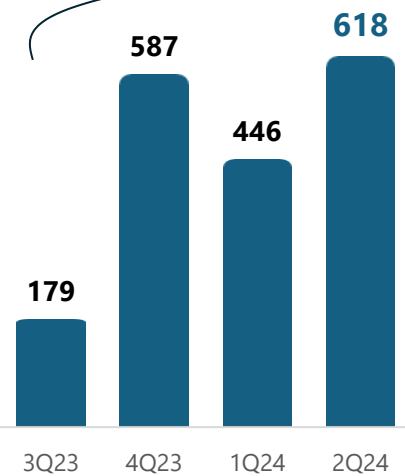


% Non-Subsidized Mortgage Disbursement > IDR 750 Mn

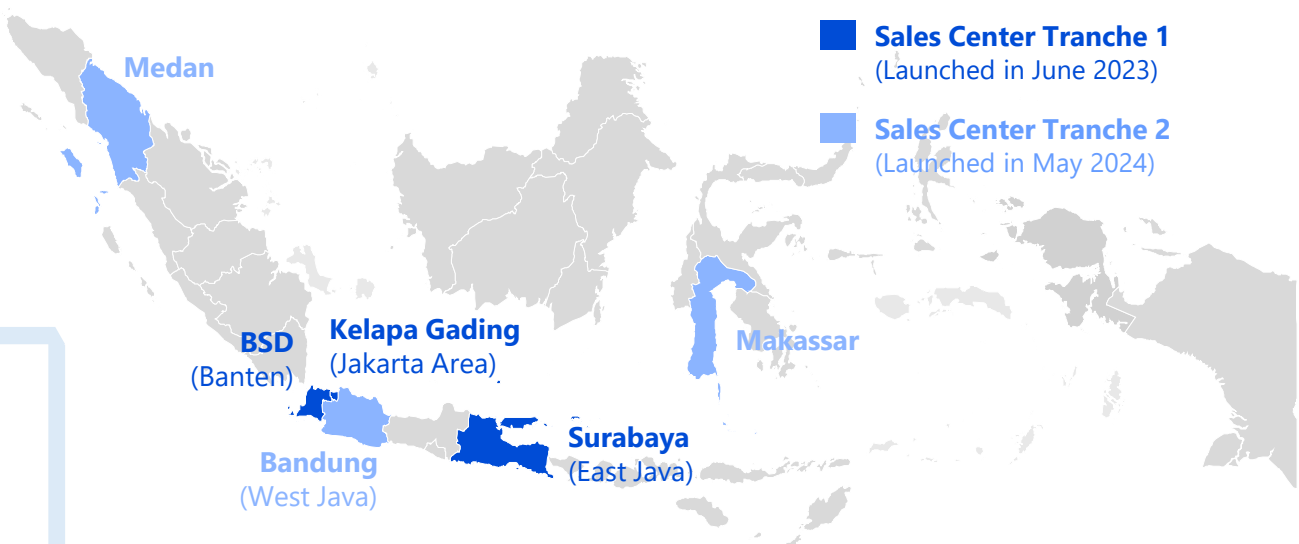
In 2Q24, 50.2% of non-subsidized mortgage disbursement with ticket size above IDR 750 Mn are contributed by Sales Center.



Sales Center Disbursement (IDR Bn)



- To maintain market share on mortgage, **BTN has launched 6 Sales Center** Across Indonesia.
- BTN is **targeting to launch up another Sales Center in 2024, and in total of 12 Sales Center** within 2025.

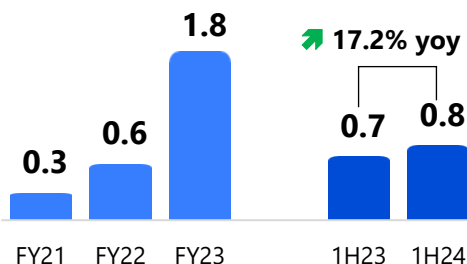


Sales Center Performances (Since 1 st Launched in Jun 23)			
Sales Center	Total Disb.	NPL	Avg. Ticket Size
Kelapa Gading (Jakarta Area)	571 (IDR Bn)	0.0 (%)	1.2 (IDR Bn)
BSD (Serpong)	683 (IDR Bn)	0.0 (%)	0.9 (IDR Bn)
Surabaya (East Java)	542 (IDR Bn)	0.0 (%)	1.0 (IDR Bn)

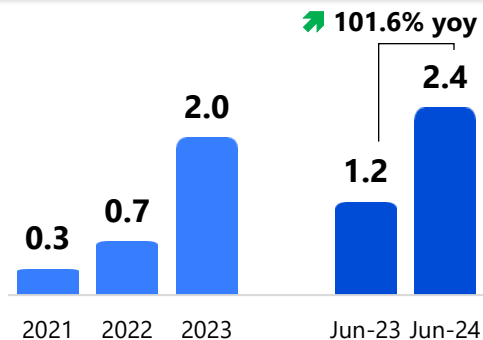
Initiative Strategies : Elevating Yield Through High Yield Loan

Loan Disbursement (IDR Tn)

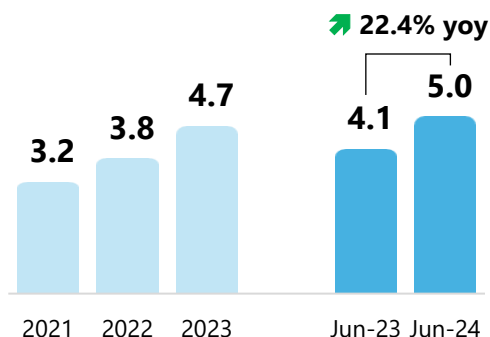
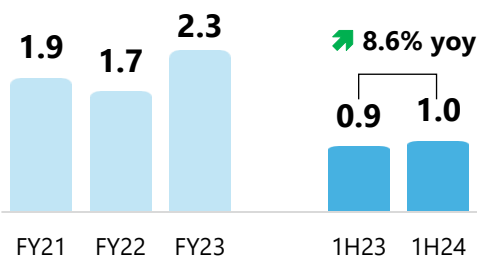
KUR



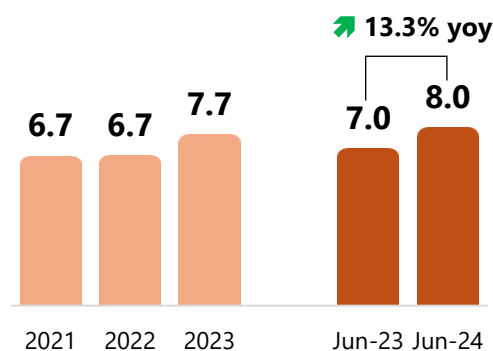
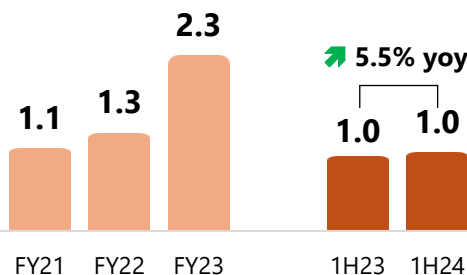
Loan Outstanding (IDR Tn)



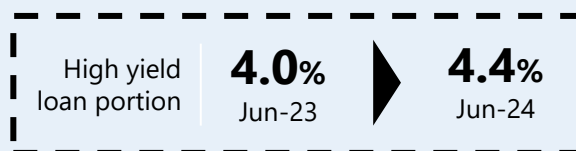
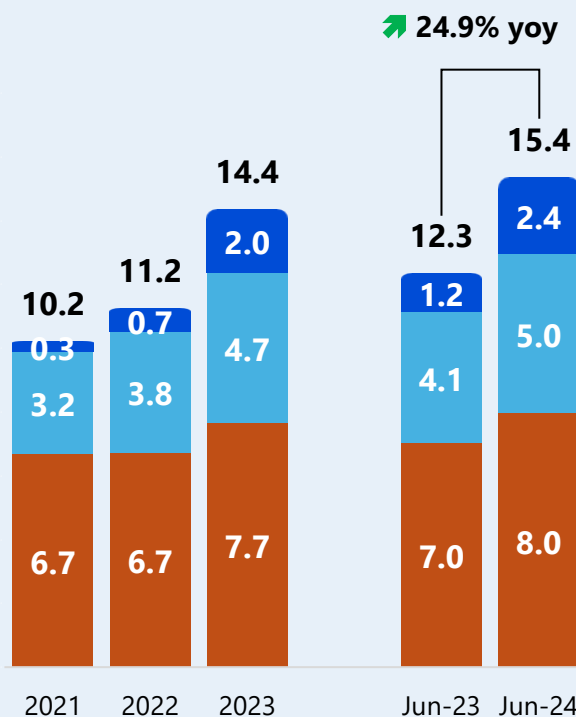
KRING



KAR



High Yield Loan Outstanding (IDR Tn)



KUR Strategies

- ❑ KUR Outlets expansion to 300 outlets in 2024
- ❑ Focus on **Small KUR within Housing Ecosystem**
- ❑ **Introducing 'BTN Laku'** to automatize SME Business Process

KRING Strategies

- ❑ **Focusing on offers and promotions** through tele-sales, payroll customers, and joint financing to help boost KRING disbursement.
- ❑ **Introducing 'BTN Paylater'** to target new and existing customers
- ❑ **Joint financing/ asset buying** through synergy with other institutions.
- ❑ **Optimizing Payroll** with new institutions

KAR Strategies

- ❑ **Tele-sales intensification** to promote top-up loan
- ❑ Implementing **'BTN Ready' digital lending platform** with KAR Top Up feature
- ❑ **Upselling and cross selling activities** for existing customers

Initiative Strategies : Improving Low-cost Funding and transforming BTN into a transactional bank (1/2)



Third Party Deposits

(Composition by Segment as of Jun-24)

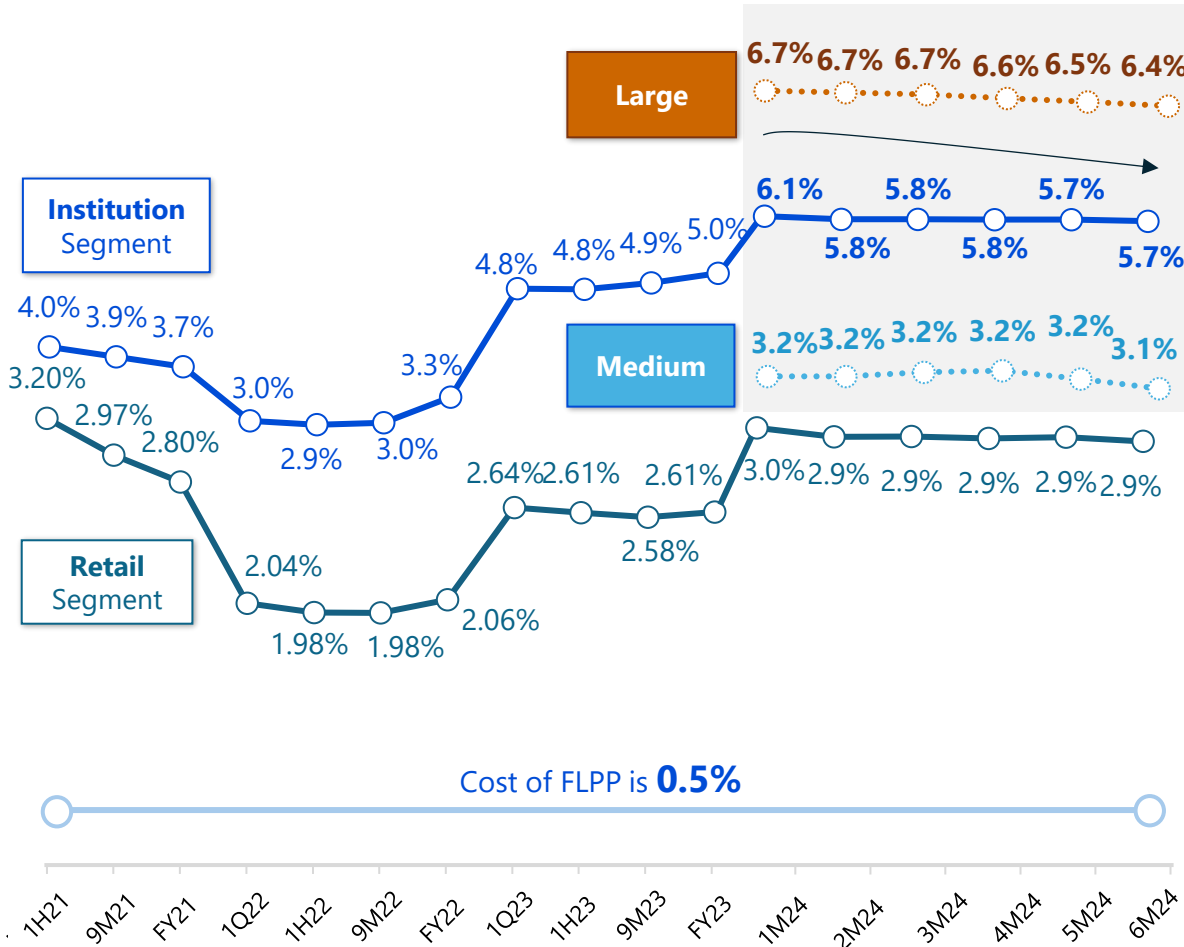


Institution	
BTN has separated institution funding into 2 business unit since January 2024.	
<div>Middle Institution</div>	<div><div><div></div></div><div>Focusing on Government, Regional Owned, Middle Institutions (max. of IDR 500 Bn)</div></div> <div><div></div></div> <div>Establishing ~140 Commercial Funding Sales throughout Indonesia</div>

Sourced from Government Annual Budget for Subsidized Mortgages

Third Party Deposits - Cost of Fund by Segment

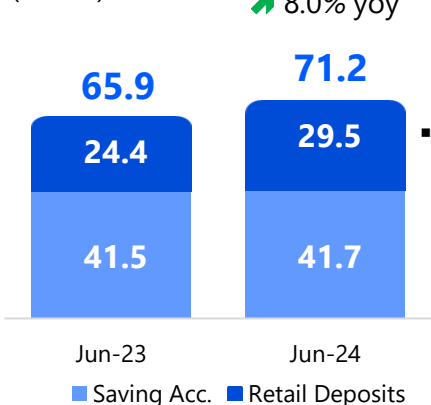
Cost of Fund by Segment (% YtD)



Initiative Strategies : Improving Low-cost Funding and transforming BTN into a transactional bank (2/2)

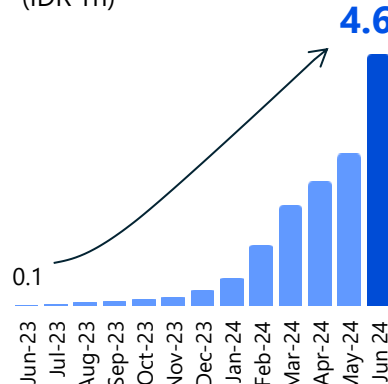
Retail Segment Progress

Retail Deposits Composition (IDR Tn)



- DPK ritel tumbuh 8,0% yoy, didominasi oleh TD ritel (+20,9% yoy).
- BTN telah menawarkan produk e-deposito, BTN Prospera dan Prioritas untuk meningkatkan saldo DPK dengan rata-rata CoF sebesar 4,8%, relatif lebih rendah dibandingkan dengan DPK institusi.

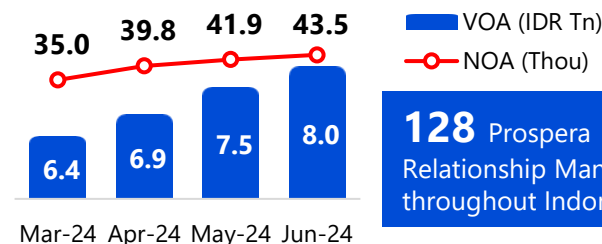
E-deposito balance (IDR Tn)



btn prospera

Unlocking Your Potential

Customers with AUM
IDR100 - 500 Mio



128 Prospera Relationship Managers throughout Indonesia

btn prioritas

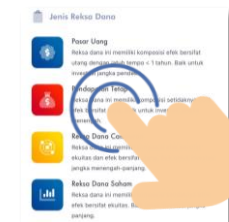
Defining Your Priority

Customers with AUM
>IDR 500 Mio

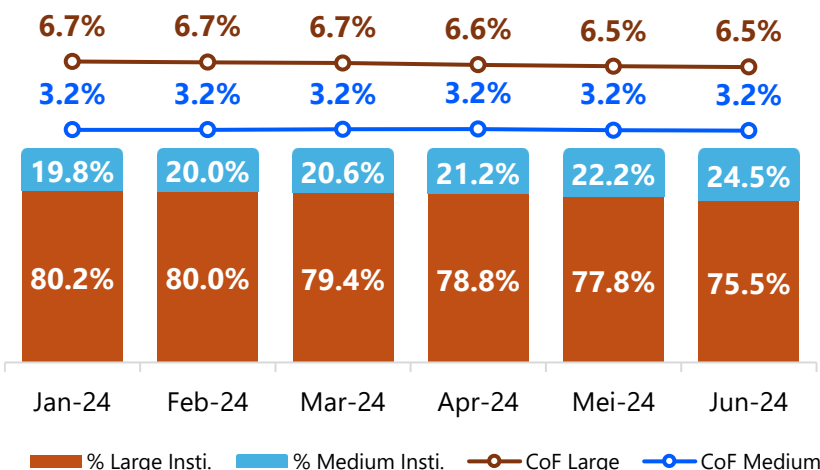
Wealth management offers Mutual Fund, SBN, Bancassurance from New BTN Mobile

Performance (AUM)

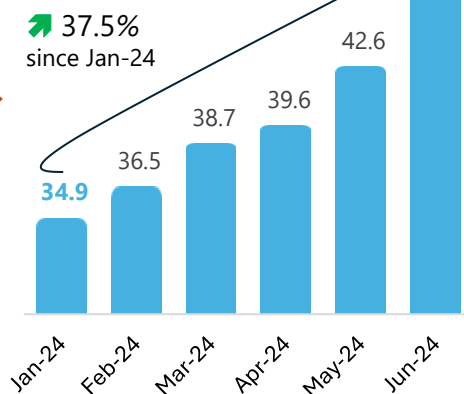
IDR 48.2 Tn 9.7% yoy
37.3 thousand customers



Institution Segment Progress*)



Saldo Institusi Menengah terus tumbuh (IDR Tn)



Middle Institution Strategies

- BTN menargetkan untuk meningkatkan porsi institusi menengah hingga dua kali lipat pada akhir tahun 2024.
- Fokus pada klaster institusi, seperti kawasan industri, pendidikan, kesehatan dan pemerintah daerah.
- Memiliki ~1.600 institusi potensial yang tersebar di seluruh Indonesia.

Large Institution Strategies

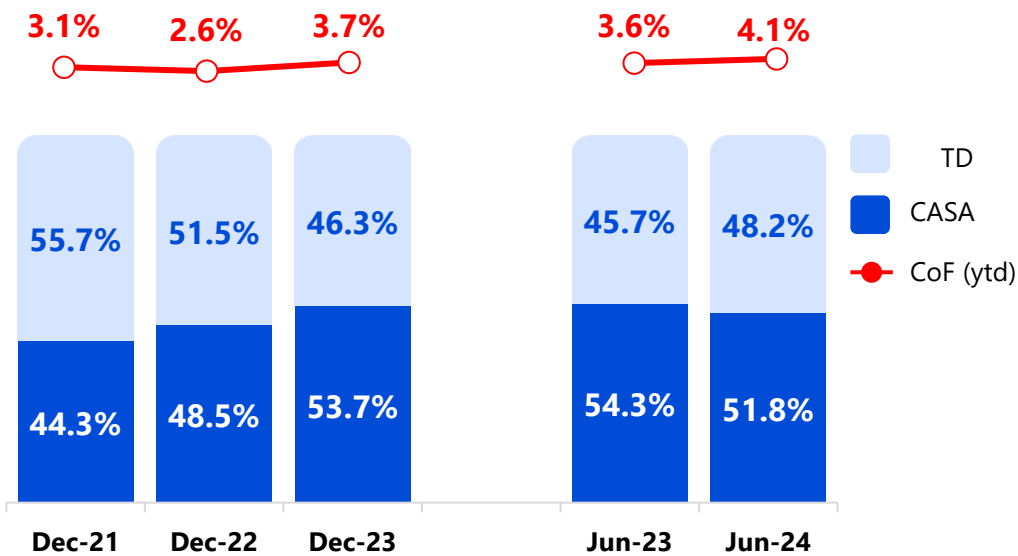
- Berfokus pada BUMN dan Institusi Pendanaan Besar (di atas Rp 500 Miliar), dengan pendekatan selektif dalam penawaran TD rate.
- Penjualan Pendanaan terpusat di wilayah Jabodetabek.

Resilient Deposits Growth with Manageable Cost of Fund

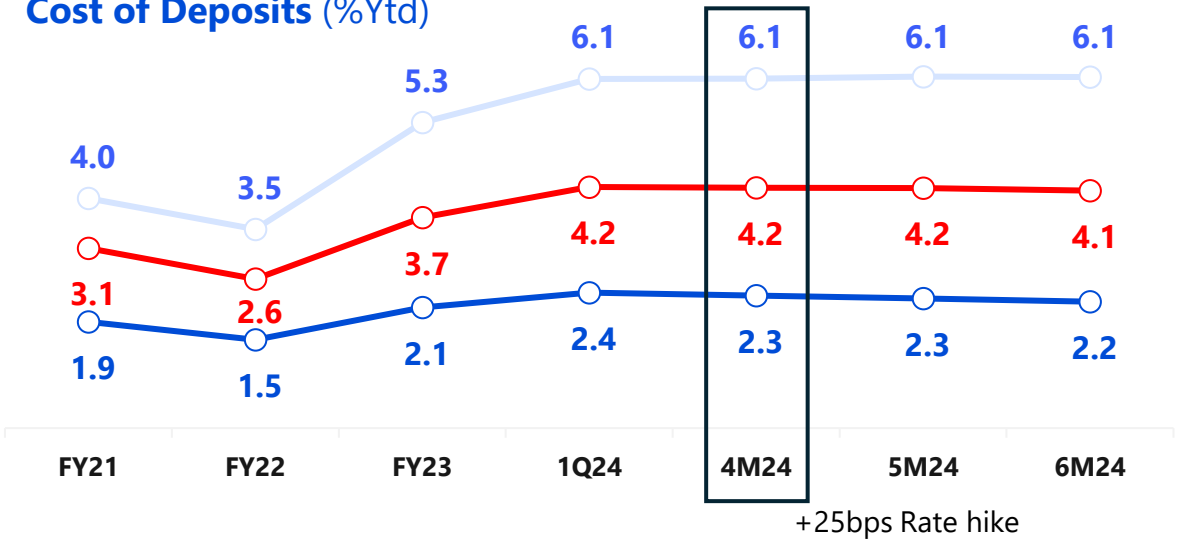
Customer Deposits (IDR Tn)

By Segments	Dec-21	Dec-22	Dec-23	Jun-23	Jun-24	yoy
CASA	131.1	156.2	188.0	170.2	189.2	11.2%
Current Account	79.2	114.0	143.5	128.7	147.5	14.6%
Savings Account	51.9	42.2	44.5	41.5	41.7	0.4%
Time Deposits	164.9	165.7	161.9	143.0	176.2	23.2%
Total	296.0	321.9	349.9	313.3	365.4	16.6%

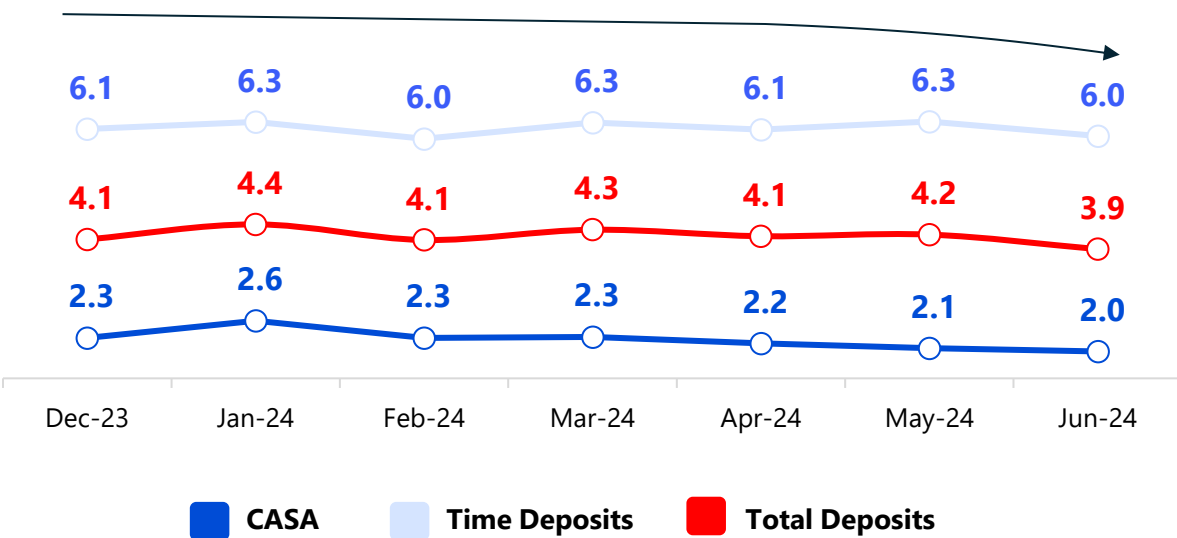
CASA and Cost of Fund (%)



Cost of Deposits (%Ytd)



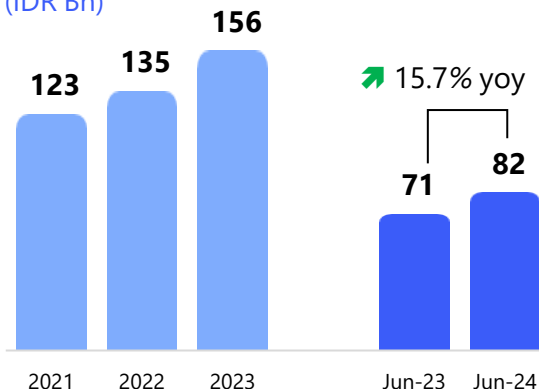
Cost of Deposits Throughout 2024 (% MtM)



Digital Banking Transaction



Fee based income (IDR Bn)



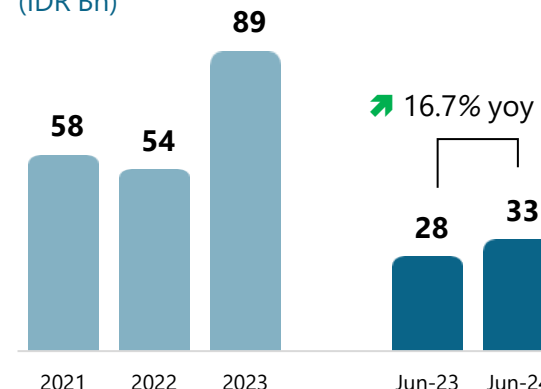
Focus Strategies

- Acquiring and **boosting digital transaction** through Bale by BTN.
- **Separating Digital Banking unit** into 2 New Business Units (Digital Banking Development & Digital Sales) to enhance digital transactions.
- **Pushing merchant activation with high transactions**, in national and local coverage.

Wealth Management



Fee based income (IDR Bn)



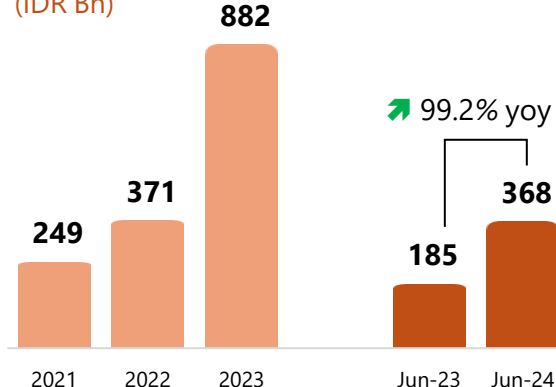
Focus Strategies

- **Establishing Sales Acquisition Team Unit** (Direct Sales Unit) to acquire New To Bank Segment.
- **Increasing retail bonds and bancassurance** through digital offering (BTN Mobile).
- **Optimizing fee-based through new segment**, emerging affluent with BTN Prospera (AUM IDR 100-500 Mn) and BTN Private (AUM IDR > 10 Bn).

Recovery Income



Fee based income (IDR Bn)



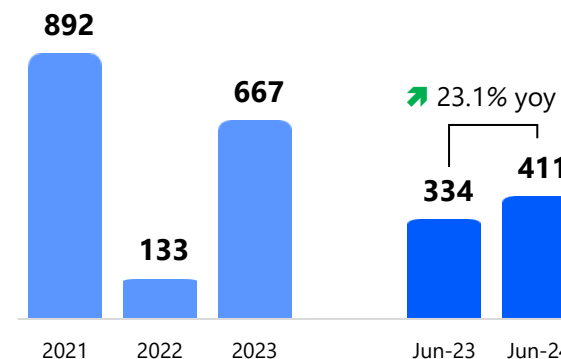
Focus Strategies

- **Increasing fee-based income** through asset sales festivals and investor gatherings.
- **Optimizing sales** to individual investors and big buyers (Multi-finance companies or developers).
- **Intensifying collection of early bucket** debtors through desk call activities and field collection activities.

Treasury Transaction



Fee based income (IDR Bn)



Focus Strategies

- **Establishing Regional Treasury Sales** in 3 Regional Office (Jakarta, West Java and Central Java).
- **Improving and developing treasury features** on Foreign Exchange Order Watch, Structured Product, Spot and Forward.

Initiative Strategies : Accelerating New Digital Capabilities by Scaling up Digital Banking Ecosystems

New Umbrella Campaign !

bale
by btn

Freedom at your Fingertips

Scaling up Digital Banking into 2 New Business Units to enhance digital transactions

Before

Digital Banking Unit

New SEVP Digital Business

After

Digital Banking Product Development

Digital Banking Sales

New Unit

Objectives

- To enhance digital business transactions and sales functions through partnership with strategic partners.
- Digital Banking Product Development focuses on developing digital products, while Digital Banking Sales focuses on sales, marketing and partnerships.

balesantap
(food & beverage)

balesantai
(entertainment)

balesehat
(healthcare)

bale | befreet
(digital transaction)

bale | Unlock your world
(travel)

Cashback Program with Merchant Partners



Free Transaction Fees

- Transfer fees with BI Fast
- Electricity bill payment & token fees
- Prepaid mobile-phone fees
- Electronic money top up fees (GoPay, OVO)



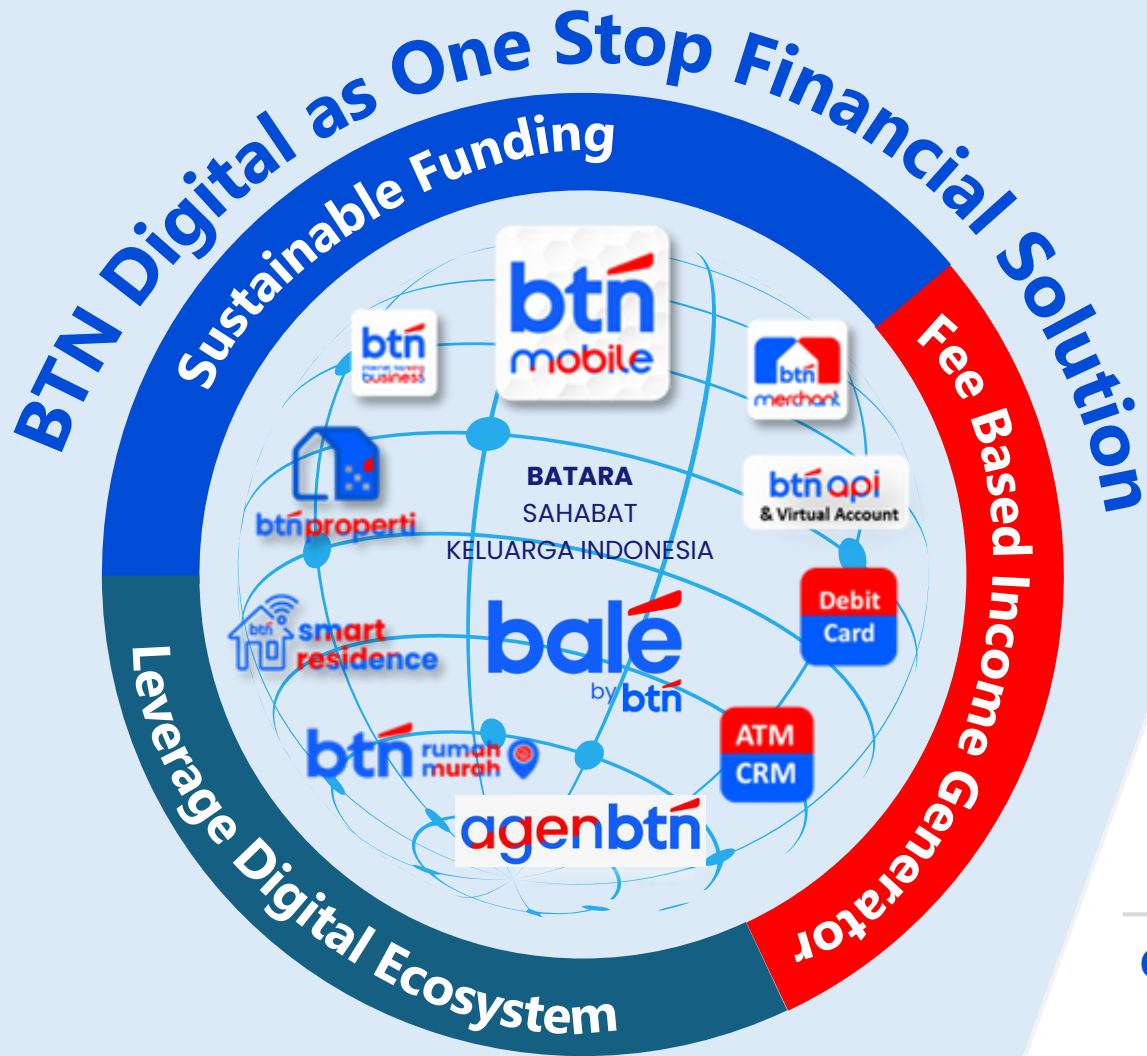
Free Cash withdrawal fees for foreign currency



Best Exchange rate with mark-up fee of IDR 0,-



Free overseas trip for BTN's loyal customer



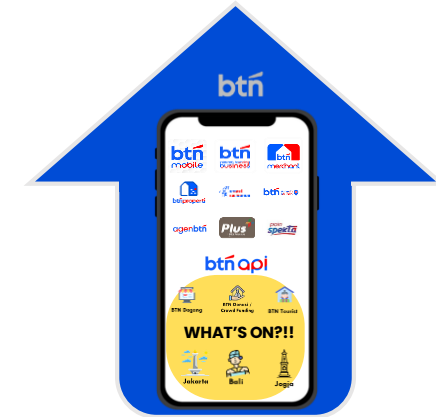
What's Next on BTN Digital ?

Journey for the next 2 - 3 Years

- New Concept Loyalty Engine
- Chatbot / Virtual Assistant in superapps
- Optimizing user database using AI & Machine Learning - personalized program campaign
- Expanding NTB acquisition to Indonesian people overseas and foreigners in Indonesia.

Next Chapter (End of 2024)

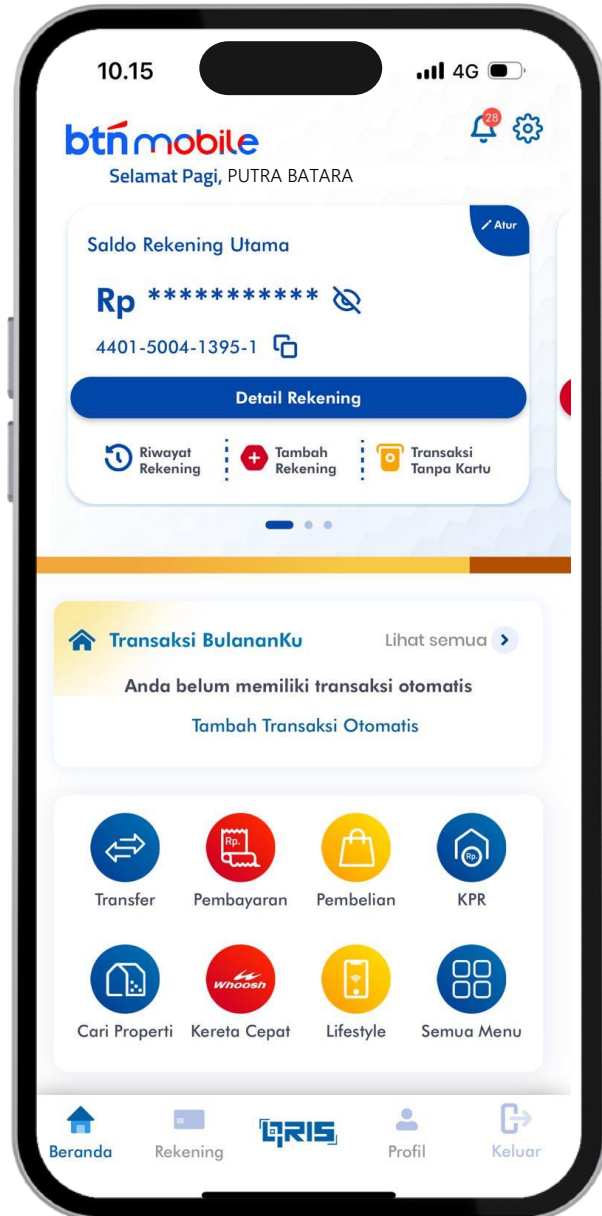
Integrating All
BTN Digital Banking Apps into
SuperPower Apps



Current Condition

BTN digital banking consists of several applications with each having a different function and purpose





3.6x

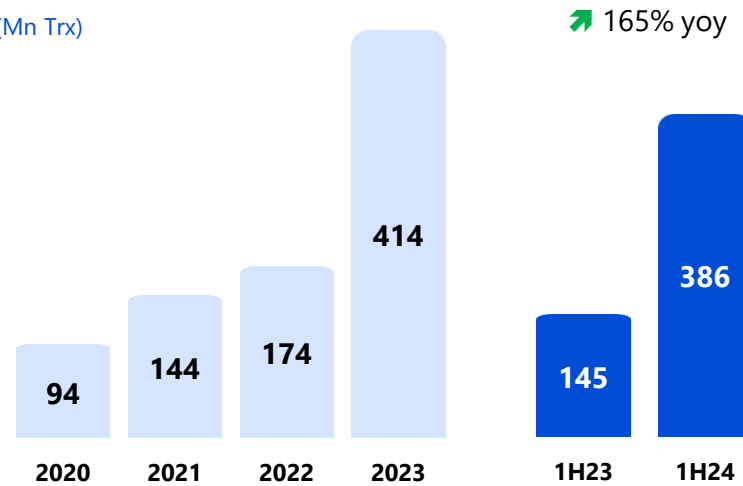
Pengguna BTN Mobile memiliki rata-rata saldo tabungan yang lebih tinggi yaitu Rp 8,4 Juta (dibandingkan Rp 2,3 Juta untuk pengguna non-BTN Mobile).

Total No. of
BTN Mobile Users
(as of June-24)

± **1.6 Mn**

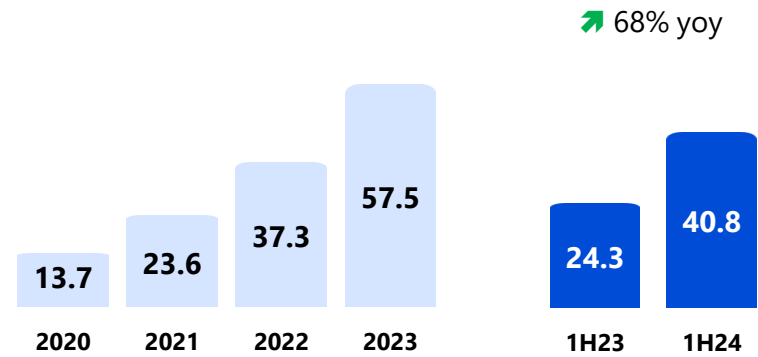
Number of Transaction

(Mn Trx)



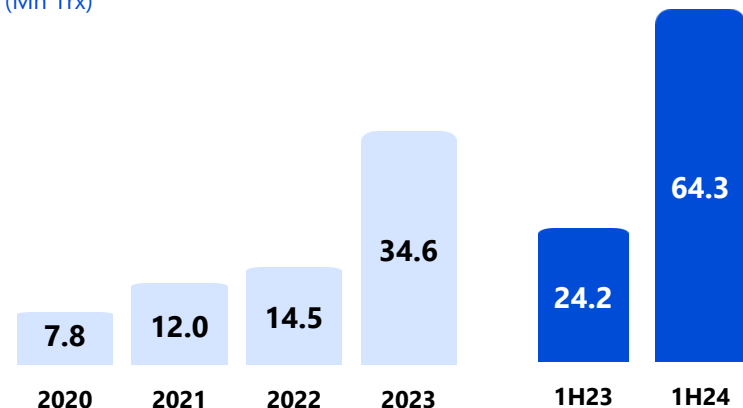
Transaction Value

(IDR Tn)



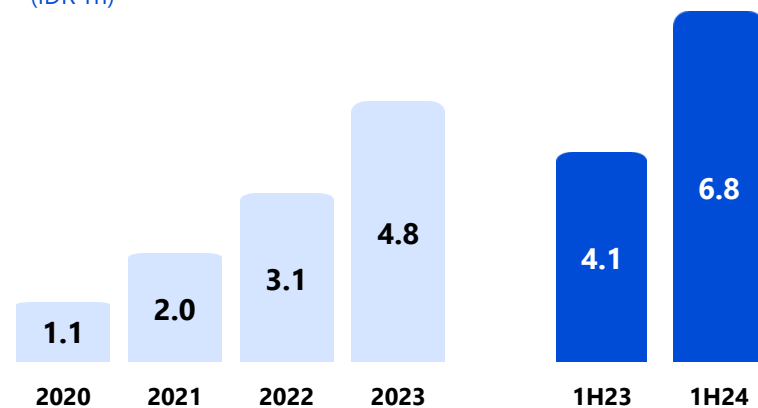
Avg. # of Transaction (Monthly)

(Mn Trx)



Avg. Trx Value (Monthly)

(IDR Tn)

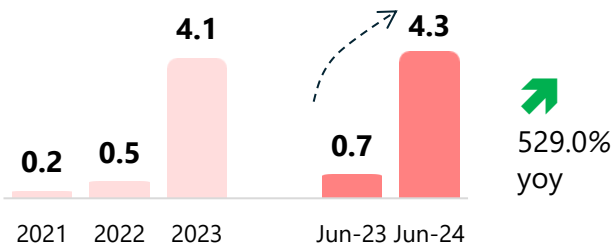


BTN Merchant Performance

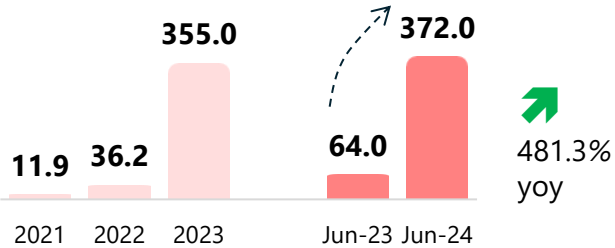


Total Merchant **24.9** Tho Avg. Balance IDR **17.4** Mn

Number of Trx (Mn times)

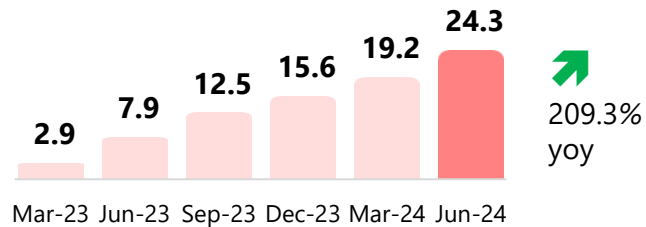


Trx Value (IDR Bn)



Total Merchants (Thou Unit)

BTN Merchant was launched in Feb-23

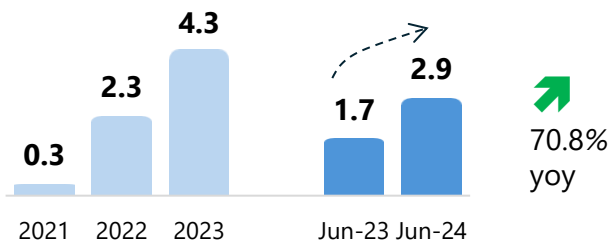


EDC Performance

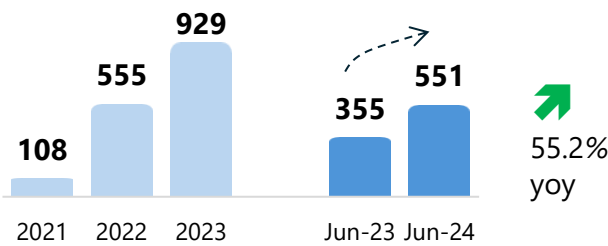


Total EDC **71.2** Tho Avg. Balance IDR **116.5** Mn

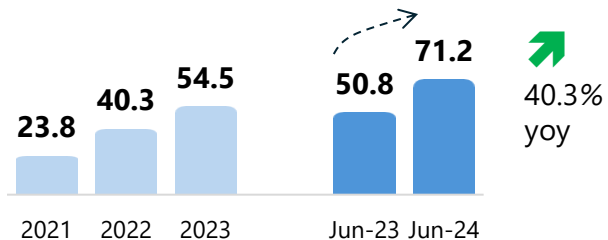
Number of Trx (Mn times)



Trx Value (IDR Bn)



Total EDC (Thou Unit)

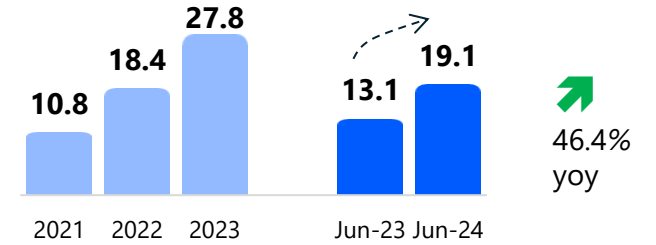


BTN Properti Performance

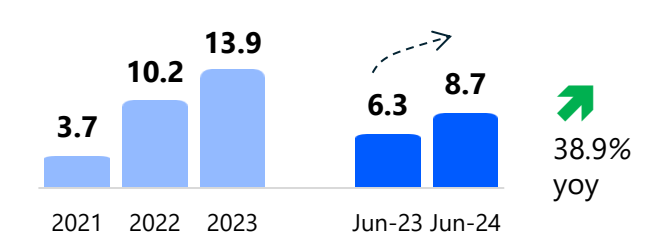


Total Member **628** Tho Total Visitors **39.4** Mn

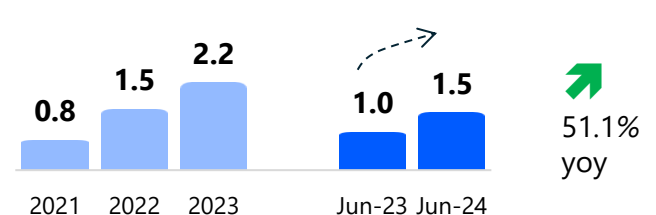
Online Application (Thousand)



Loan Disbursement (Unit)



Loan Disbursement (IDR Tn)



Overview on BBTN





Strong Loan and Financing Growth

- A 14.4% yoy increase in loans and financing brought the total loans book to IDR 352 Tn (vs IDR 307 Tn in June 2023), primarily driven by a 12.3% yoy growth in mortgages, also decent growth in high-yield segments and corporate loans
- The high-yield segments recorded an impressive 24.9% yoy growth.

01



Manageable Asset Quality

- The NPL gross uptick to 3.1% as of June 2024 (vs 3.0% in March 2024), due to seasonality.
- Yet, improved from 3.7% in June 2023, with a safe level of NPL coverage at 135.7% by June 2024.
- Loan at Risk (LAR) recorded at 21.2% of total loans as of June 2024 (vs 23.1% in June 2023), with LAR coverage of 20.1%.

02



Resilient Deposit Growth

- Total deposits grew by 16.6% yoy as of June 2024, reaching IDR 365.4 Tn, mainly due to a 23.2% yoy time deposits growth.
- The CASA ratio was maintained at 51.8% in June 2024.
- Improved cost of deposits on monthly basis as BTN continues to push more towards middle institution and retail deposits

03



Ample Liquidity Levels

- Successfully managed the LDR at 96.4% as of June 2024, within the comfortable range of 95-97%.
- The LCR and NSFR levels remained comfortably above the 100% threshold.
- The LCR was 166% in June 2024 (vs 192% by June 2023)
- The NSFR was 117% by June 2024 (vs 124% June 2023)

04

Financial Snapshots

Financial Highlight	2021	2022	2023
---------------------	------	------	------

Asset/ Liabilities

Total Assets (IDR Bn)	371,868	402,148	438,750
Total Loan & Financing (IDR Bn)	274,835	298,282	333,698
Total Deposits (IDR Bn)	295,976	321,937	349,933

Profitability

Net Profit (IDR Bn)	2,376	3,045	3,501
N I M	4.0%	4.4%	3.8%
C I R	48.2%	46.7%	45.3%
ROE (Tier-1)	13.6%	16.4%	13.9%
ROA	0.8%	1.0%	1.1%

Asset Quality

NPL (Gross)	3.7%	3.4%	3.0%
Loan at Risk (LAR)	24.2%	23.2%	21.1%
NPL Coverage	141.8%	155.7%	155.2%
Cost of Credit (CoC)	1.4%	1.4%	1.2%

Liquidity

LDR	92.9%	92.7%	95.4%
CASA	44.3%	48.5%	53.7%

Capital

Equity (IDR Bn)	21,407	25,909	30,479
CAR (Tier 1)	13.8%	16.1%	17.5%
Total CAR	19.1%	20.2%	20.1%

1H23	1H24	yoy Growth (%)
------	------	----------------

400,545	455,601	13.7 yoy
307,669	352,066	14.4 yoy
313,256	365,382	16.6 yoy

1,474	1,502	1.9 yoy
3.6%	3.0%	(62) bps
47.8%	58.8%	1,101 bps
12.0%	11.1%	(88) bps
0.9%	0.8%	(9) bps

3.7%	3.1%	(53) bps
23.1%	21.2%	(196) bps
139.1%	135.7%	(337) bps
1.3%	0.6%	(72) bps

98.2%	96.4%	(186) bps
54.3%	51.8%	(255) bps

28,395	31,033	9.3 yoy
17.1%	16.6%	(54) bps
20.4%	18.6%	(187) bps

Balance Sheet

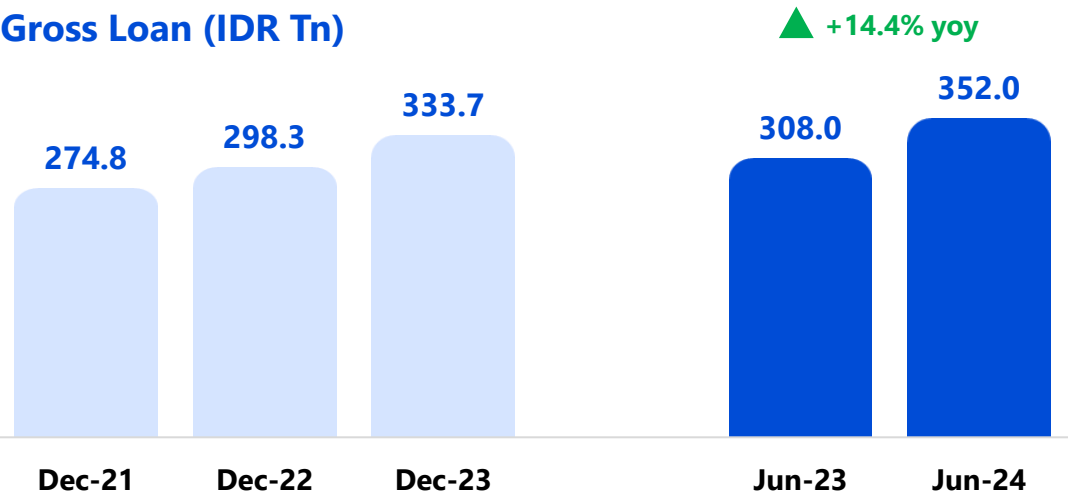
Balance Sheet Summary (IDR Bn)	Dec-21	Dec-22	Dec-23
Total Earning Assets	331,979	360,379	389,827
Term Deposit with BI	5,550	4,578	12,149
Total Loan & Financing	274,835	298,282	333,698
Securities	48,313	53,688	41,200
Other Earning Assets	3,281	3,831	2,780
Provision on Earning Asset	(14,440)	(15,679)	(15,641)
Total Non Earning Assets	54,329	57,449	64,563
Total Assets	371,868	402,148	438,750
CASA	131,120	156,202	188,007
Current Account	79,199	114,007	143,535
Saving Account	51,922	42,195	44,472
Time Deposits	164,856	165,736	161,927
Third Party Deposits	295,976	321,937	349,933
Securities issued	12,372	8,652	6,835
Deposits from Other Banks	74	179	1,300
Repurchase Agreements	0	0	0
Borrowings	30,822	33,979	42,875
Non Interest Bearing Liabilities	11,218	11,491	7,327
Total Liabilities	350,462	376,239	408,271
Total Equity	21,407	25,909	30,479
Total Liabilities & Equity	371,868	402,148	438,750

Jun-23	Mar-24	Jun-24	QoQ	yoy	% Assets
367,887	411,096	416,928	1.42%	13.33%	91.5%
6,968	7,930	5,649	-28.76%	-18.93%	1.2%
307,669	344,244	352,066	2.27%	14.43%	77.3%
49,271	54,123	51,691	-4.49%	4.91%	11.3%
3,979	4,799	7,523	56.76%	89.04%	1.7%
(15,657)	(15,796)	(14,964)	-5.27%	-4.43%	-3.3%
48,315	58,719	53,636	-8.66%	11.01%	11.8%
400,545	454,019	455,601	0.35%	13.75%	100.0%
170,218	178,606	189,217	5.94%	11.16%	41.5%
128,677	135,765	147,504	8.65%	14.63%	32.4%
41,541	42,842	41,713	-2.64%	0.41%	9.2%
143,038	179,134	176,165	-1.66%	23.16%	38.7%
313,256	357,740	365,382	2.14%	16.64%	80.2%
6,638	6,810	5,768	-15.29%	-13.10%	1.3%
1,526	5,358	3,153	-41.15%	106.57%	0.7%
3,482	1,871	4,550	143.19%	30.66%	1.0%
34,994	42,763	38,769	-9.34%	10.79%	8.5%
12,253	8,909	6,946	-22.04%	-43.31%	1.5%
372,150	423,451	424,568	0.26%	14.09%	93.2%
28,395	30,568	31,033	1.52%	9.29%	6.8%
400,545	454,019	455,601	0.35%	13.75%	100.0%

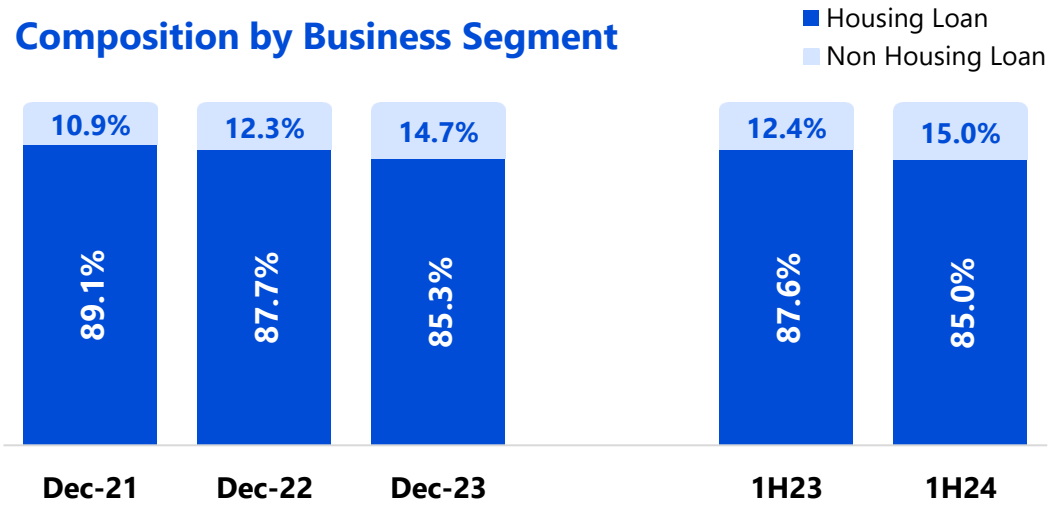
Loan Type (IDR Bn)	Dec-21		Dec-22		Dec-23	
	Outs	%	Outs	%	Outs	%
Housing Loan	244,823	89.1%	261,705	87.7%	284,617	85.3%
Subsidized Mortgage	130,683	47.6%	145,860	48.9%	161,746	48.5%
Non-Subsidized Mortgage	83,251	30.3%	87,824	29.4%	96,175	28.8%
Other Housing Loan	6,976	2.5%	6,970	2.3%	7,871	2.4%
Construction Loan	23,914	8.7%	21,051	7.1%	18,826	5.6%
Non-Housing Loan	30,012	10.9%	36,576	12.3%	49,081	14.7%
Consumer Loan	6,559	2.4%	7,010	2.4%	7,264	2.2%
Commercial Loan	9,512	3.5%	11,563	3.9%	12,901	3.9%
Corporate Loan	13,942	5.1%	18,004	6.0%	28,916	8.7%
Total Loan & Financing	274,835	100.0%	298,282	100.0%	333,698	100.0%
Mortgage	213,934	77.8%	233,684	78.3%	257,921	77.3%

Jun-23		Mar-24		Jun-24		QoQ	yoy
Outs	%	Outs	%	Outs	%		
269,483	87.6%	292,742	85.0%	299,246	85.0%	2.2%	11.0%
152,167	49.5%	166,958	48.5%	171,015	48.6%	2.4%	12.4%
90,839	29.5%	98,793	28.7%	101,763	28.9%	3.0%	12.0%
7,255	2.4%	8,040	2.3%	8,188	2.3%	1.8%	12.9%
19,222	6.2%	18,951	5.5%	18,281	5.2%	-3.5%	-4.9%
38,186	12.4%	51,502	15.0%	52,820	15.0%	2.6%	38.3%
6,543	2.1%	7,267	2.1%	7,373	2.1%	1.5%	12.7%
10,294	3.4%	14,690	4.3%	15,333	4.4%	4.4%	49.0%
21,349	6.9%	29,545	8.6%	30,113	8.6%	1.9%	41.1%
307,669	100.0%	344,244	100.0%	352,066	100.0%	2.3%	14.4%
243,006	79.0%	265,751	77.2%	272,777	77.5%	2.64%	12.3%

Gross Loan (IDR Tn)



Composition by Business Segment

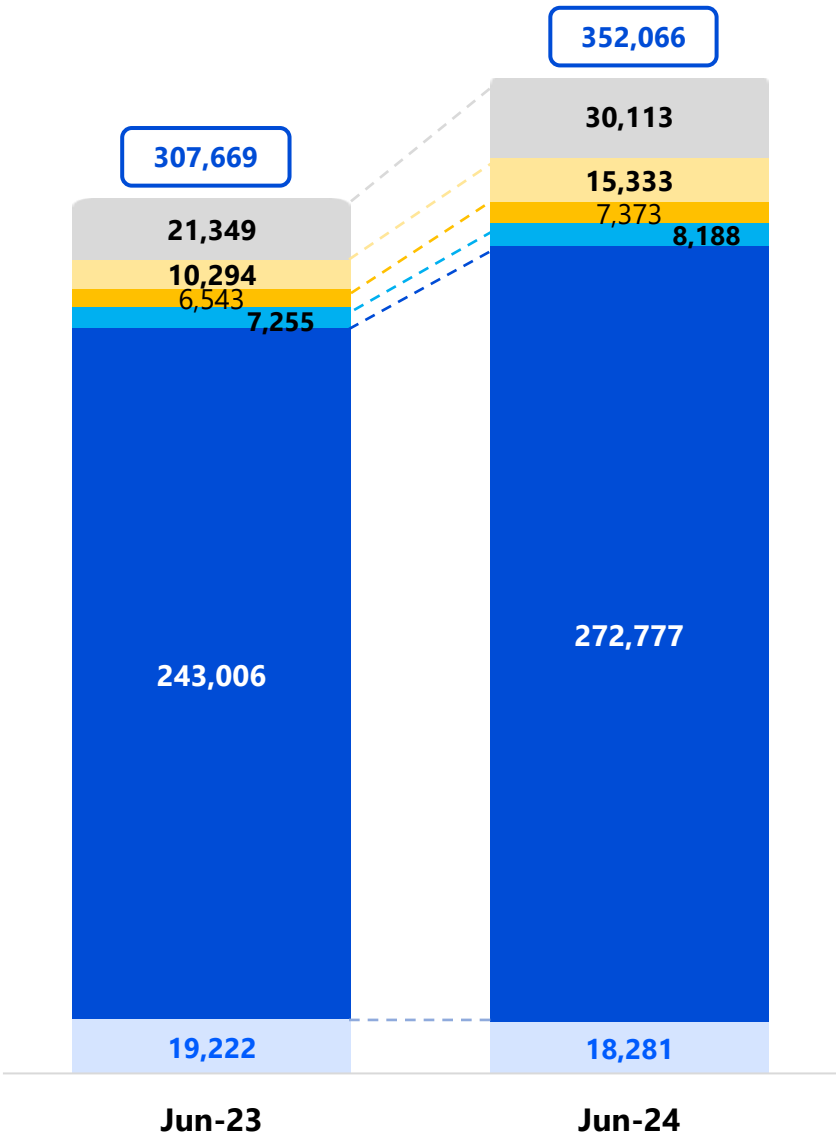


Loan Composition

Building a strong portfolio of loans, rebalancing the housing dan non-housing related businesses towards 80:20



Loan Mix by Segment (IDR Bn)



- ☐ Total Loan
- ☐ Corporate Loan
- ☐ Commercial Loan
- ☐ Consumer Loan
- ☐ Other Housing Loan
- ☐ Mortgage
- ☐ Construction Loan

Loan Growth Strategy

% yoy		Main contributors for growth
14.4%		Focusing on housing-related higher yield whilst excelling in mortgages
41.1%	15.7%	Continuing to build up corporate segment with key focus on the housing-related sectors
49.0%		Targeting high-growth SME sectors (KUR) within the housing ecosystem
12.7%		Tapping captive mortgage market with extensive soft loan (KRING) offers also optimizing Payroll-based loans with several new institutions
12.9%		Optimizing home equity loans (KAR) from existing performing mortgage customers through tele sales, upselling and cross selling for existing customers
12.3%		Pursuing a sustainable growth in housing loans with subsidized mortgages as the main driver
(4.9%)		Reprofiling Construction Loan Portfolio Focus on landed house and selected TOD high-rise housing projects

Loan Disbursement

Loan by Segment (IDR Bn)	12M21	12M22	12M23
Housing Loan	35,399	47,559	56,893
Subsidized Mortgage	18,409	24,332	25,632
Non-Subsidized Mortgage	10,969	14,363	19,073
Other Housing Loan	1,069	1,349	2,378
Construction Loan	4,952	7,516	9,810
Non-Housing Loan	24,206	40,036	36,794
Consumer Loan	7,182	8,530	3,853
Commercial Loan	9,036	20,807	14,573
Corporate Loan	7,988	10,698	18,368
Total Loan & Financing	59,605	87,595	93,687
Mortgage	29,378	38,695	44,705

2Q23	1Q24	2Q24	QoQ	yoy	6M23	6M24	yoy
13,324	16,439	15,674	-4.7%	17.6%	24,925	32,113	28.8%
5,840	8,135	7,301	-10.3%	25.0%	11,184	15,436	38.0%
4,247	5,054	5,445	7.7%	28.2%	8,036	10,499	30.7%
544	555	501	-9.7%	-7.9%	1,000	1,057	5.6%
2,692	2,695	2,427	-9.9%	-9.9%	4,705	5,122	8.9%
8,119	11,453	4,674	-59.2%	-42.4%	15,244	16,128	5.8%
815	739	700	-5.2%	-14.1%	1,478	1,439	-2.6%
2,821	5,780	2,289	-60.4%	-18.9%	6,654	8,068	21.3%
4,483	4,934	1,686	-65.8%	-62.4%	7,111	6,620	-6.9%
21,442	27,892	20,348	-27.0%	-5.1%	40,169	48,241	20.1%
10,087	13,189	12,746	-3.4%	26.4%	19,220	25,934	34.9%

Capital (IDR Bn)	December		
	2021	2022	2023
Tier – 1 Capital	18,532	22,533	27,154
Tier – 2 Capital	7,175	5,635	4,076
Total Capital	25,707	28,168	31,230
Total RWA	134,341	139,631	155,590
RWA – Credit Risk	110,020	114,318	136,692
RWA – Market Risk	2,407	1,373	942
RWA – Operational Risk	21,914	23,939	17,956
CAR Tier 1 (Tier 1/Total RWA)	13.8%	16.2%	17.5%
CAR Tier 2	5.3%	4.0%	2.6%
CAR BI ((Tier 1+2)/Total RWA)	19.1%	20.2%	20.1%
Capital Conservation Buffer	0.0%	2.5%	2.5%
Countercyclical Buffer	0.0%	0.0%	0.0%
Capital Surcharge (D-SIB)	1.0%	1.0%	1.0%

June		Growth
2023	2024	
25,189	27,525	9.3% yoy
4,812	3,267	-32.1% yoy
28,395	30,791	8.4% yoy
146,948	165,761	12.8% yoy
125,720	140,689	11.9% yoy
3,338	6,016	80.2% yoy
17,889	19,056	6.5% yoy
17.1%	16.6%	(54) bps
3.3%	2.0%	(130) bps
20.4%	18.6%	(184) bps
2.50%	2.50%	- bps
0.00%	0.00%	- bps
1.0%	1.0%	- bps

PL Summary (IDR Bn)	2Q23	1Q24	2Q24	QoQ	yoy	6M23	6M24	yoy
Interest Income	6,846	7,672	7,303	-4.8%	6.7%	13,522	14,975	10.7%
Interest Expense	(3,489)	(4,445)	(4,505)	1.3%	29.1%	(7,044)	(8,949)	27.0%
Net Interest Income	3,357	3,227	2,798	-13.3%	-16.7%	6,478	6,025	-7.0%
Other Operating Income	840	1,005	1,004	-0.1%	19.1%	1,718	2,009	16.9%
Other Operating Expense (Exclude Provision)	(2,130)	(2,421)	(2,710)	11.9%	27.3%	(4,357)	(5,131)	17.8%
Pre-Provision Operating Profit (PPOP)	2,070	1,811	1,092	-39.7%	-47.3%	3,839	2,903	-24.4%
Provision	(1,197)	(657)	(319)	-51.4%	-73.4%	(1,948)	(976)	-49.9%
Profit From Operations	873	1,155	773	-33.1%	-11.5%	1,891	1,927	1.9%
Non-Operating Income (Expense)	(21)	(24)	(27)	13.3%	28.5%	(25)	(50)	101.1%
Profit Before Tax	852	1,131	746	-34.0%	-12.4%	1,866	1,877	0.6%
Net Profit	673	860	642	-25.4%	-4.7%	1,474	1,502	1.9%

Interest Income

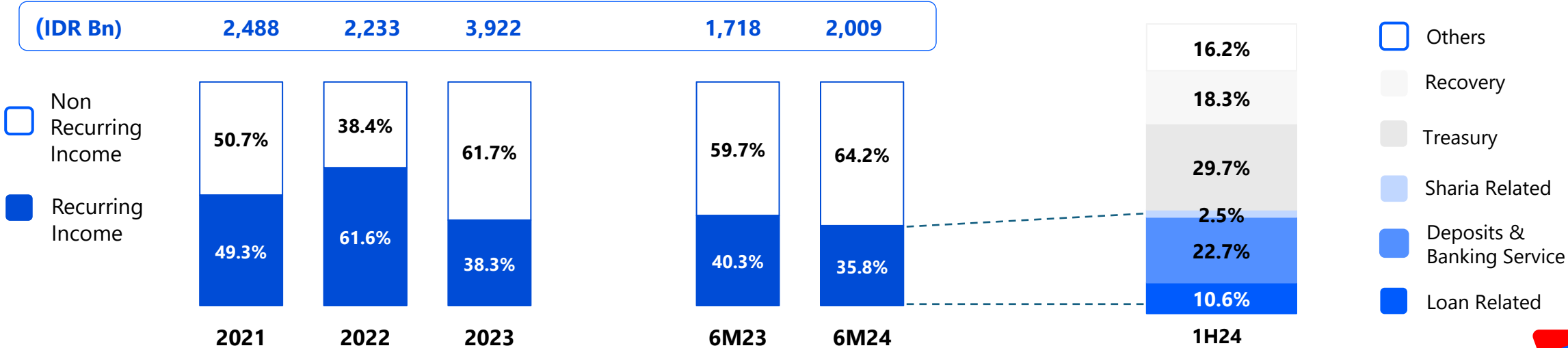
Interest Income (IDR Bn)	2Q23	1Q24	2Q24	QoQ	yoy	6M23	6M24	yoy	% portion of 6M24
Placement with Bank Indonesia	103	174	153	-12.2%	48.1%	221	327	47.9%	2.2%
Placement with other bank	4	13	6	-55.1%	58.2%	10	19	100.2%	0.1%
Securities	536	710	592	-16.6%	10.4%	1,107	1,302	17.7%	8.7%
Loan	5,456	5,975	5,721	-4.3%	4.9%	10,718	11,696	9.1%	78.1%
Others	22	22	25	15.3%	12.6%	45	46	2.5%	0.3%
Income from Syariah	725	778	806	3.6%	11.2%	1,422	1,585	11.4%	10.6%
Total	6,846	7,672	7,303	-4.8%	6.7%	13,522	14,975	10.7%	100.0%

Interest Expense

Interest Expense (IDR Bn)	2Q23	1Q24	2Q24	QoQ	yoy	6M23	6M24	yoy	% portion of 6M24
Deposits from Other Banks	45	43	76	76.3%	69.4%	89	120	34.5%	1.7%
Deposits from Non Banks	2,811	3,686	3,683	-0.1%	31.0%	5,688	7,369	29.5%	81.8%
Securities Issued	132	120	120	-0.6%	-9.6%	302	240	-20.6%	2.7%
Fund Borrowings	482	581	594	2.3%	23.3%	946	1,175	24.1%	13.2%
Others	19	15	32	118.9%	72.9%	19	47	150.8%	0.7%
Total	3,489	4,445	4,505	1.3%	29.1%	7,044	8,949	27.0%	100.0%

Other Operating Income

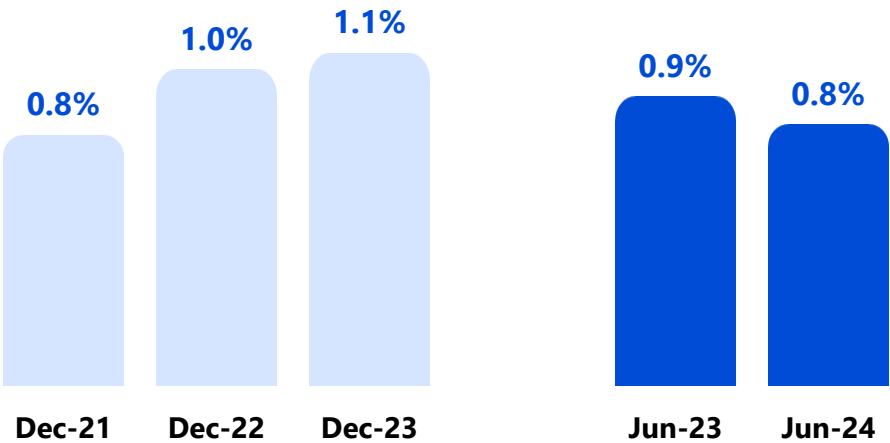
Other Operating Income (IDR Bn)	2Q23	1Q24	2Q24	QoQ	yoy	6M23	6M24	yoy
Non-Recurring Income	495	654	636	-2.7%	28.5%	1,026	1,290	25.9%
Gain from Treasury Transaction	333	314	283	-10.0%	-15.1%	539	597	11.2%
Recovery	93	98	270	175.2%	190.0%	185	368	99.2%
Others	69	241	83	-65.5%	21.3%	302	325	7.4%
Recurring Income	345	351	368	4.7%	6.5%	692	719	4.0%
Loan Related Transaction	107	105	109	3.7%	1.8%	203	214	5.0%
Deposits & Banking Service Related	217	223	233	4.6%	7.2%	449	456	1.7%
Sharia Related Transaction	21	24	26	9.7%	23.1%	40	50	24.7%
Total	840	1,005	1,004	-0.1%	19.4%	1,718	2,009	16.9%



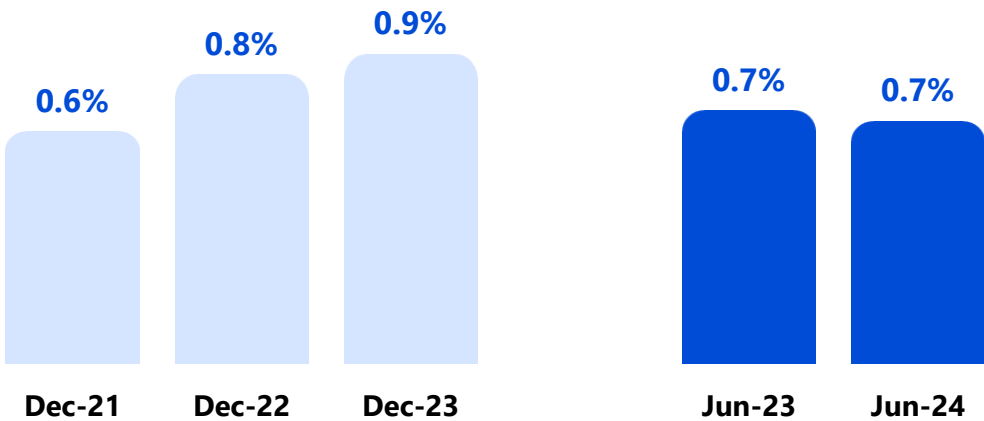
Other Operating Expense (exclude Provisions)

Other Operating Expense (IDR Bn) Excluding Provision	2Q23	1Q24	2Q24	QoQ	yoy	6M23	6M24	yoy	% portion of 6M24
Salaries & Employee Benefit	966	995	1,306	31.2%	35.2%	1,797	2,301	28.1%	44.8%
General Administration	274	313	341	8.9%	24.4%	542	653	20.6%	12.7%
Others	(50)	71	18	-74.3%	63.2%	95	90	-5.8%	1.7%
Rent, Service & Maintenance	173	189	212	12.0%	22.4%	350	401	14.6%	7.8%
Depreciation	172	169	184	9.1%	7.3%	333	353	5.9%	6.9%
Promotion	126	143	145	1.5%	15.3%	230	288	25.1%	5.6%
Collector Fees & Consultant	279	325	288	-11.2%	3.4%	513	613	19.5%	11.9%
Insurance Premium	178	186	170	-8.6%	-4.4%	349	357	2.3%	7.0%
Training	12	25	39	56.9%	212.7%	31	63	105.3%	1.2%
Research & Development	3	0	1	295.4%	-68.7%	4	1	-67.8%	0.0%
Other Taxes	2	2	1	-35.1%	-34.2%	4	3	-14.5%	0.1%
Loss (transaction spot, derivative, and forex)	(5)	1	1	64.9%	84.2%	109	1	-98.8%	0.0%
Marked to Market	(0)	3	4	40.1%		(0)	6		0.1%
Total	2,130	2,421	2,710	11.9%	27.3%	4,357	5,131	17.8%	100.0%

ROA¹ – Before Tax



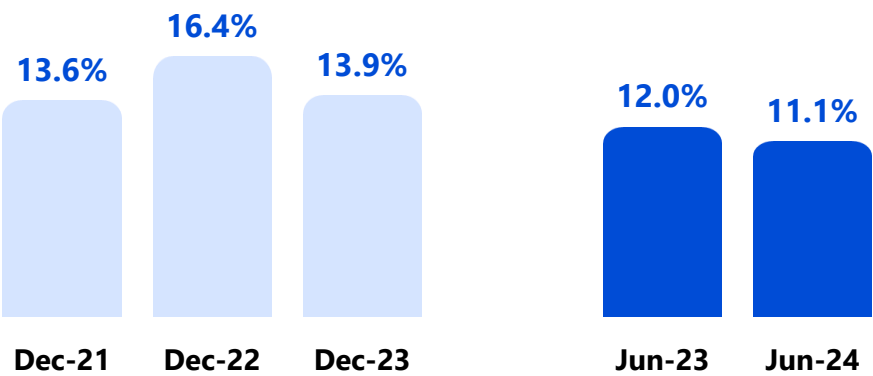
ROA² – After Tax



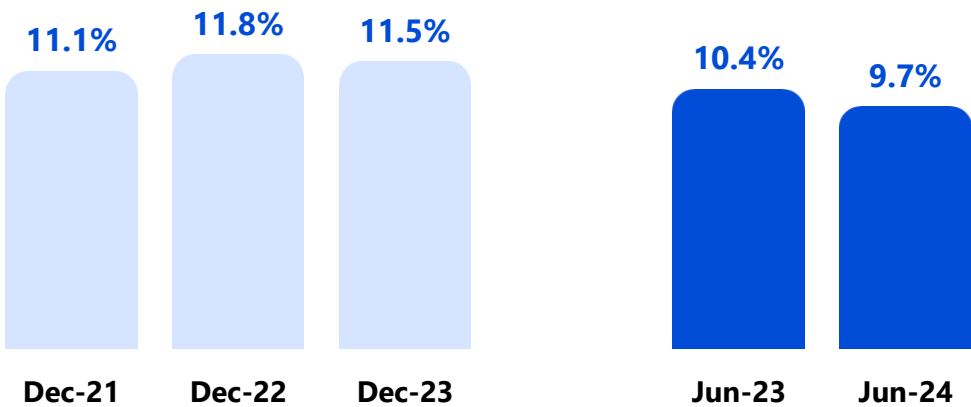
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

²Calculated based on net profit/average total asset

ROE³ – Tier 1 Capital



ROE⁴ – Balance Sheet



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

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

Asset Quality



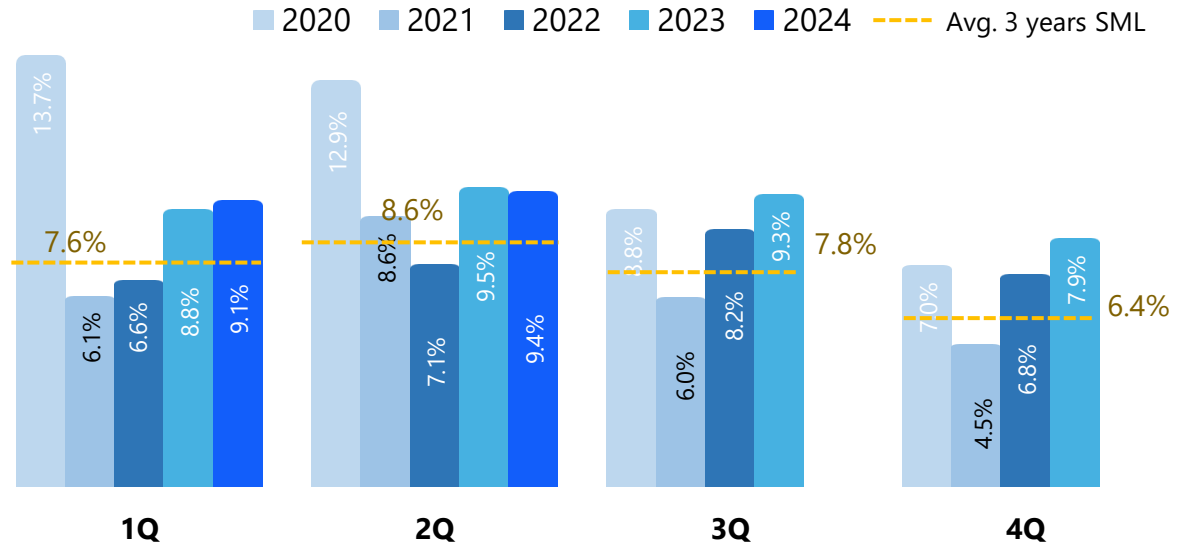
Collectibility	Dec-21		Dec-22		Dec-23	
	IDR Bn	%	IDR Bn	%	IDR Bn	%
Current	252,244	91.8%	268,077	89.9%	298,132	89.3%
Special Mention	12,412	4.5%	20,134	6.8%	25,518	7.7%
Performing Loan (PL)	264,656	96.3%	288,211	96.6%	323,649	97.0%
Substandard	222	0.1%	580	0.2%	571	0.2%
Doubtful	484	0.2%	888	0.3%	678	0.2%
Loss	9,473	3.4%	8,602	2.9%	8,800	2.6%
Non Performing Loan (NPL)	10,185	3.7%	10,070	3.4%	10,049	3.0%
Total Loan & Financing	274,841	100.0%	298,282	100.00%	333,698	100.0%
NPL Gross	3.7%		3.4%		3.0%	
NPL Nett	1.2%		1.3%		1.3%	

	Jun-23		Mar-24		Jun-24	
	IDR Bn	%	IDR Bn	%	IDR Bn	%
	267,083	86.8%	302,546	87.9%	307,905	87.5%
	29,334	9.5%	31,367	9.1%	33,139	9.4%
Performing Loan (PL)	296,417	96.3%	333,913	97.0%	341,044	96.9%
	939	0.3%	758	0.2%	960	0.3%
	1,486	0.5%	994	0.3%	1,733	0.5%
	8,827	2.9%	8,578	2.5%	8,329	2.4%
Non Performing Loan (NPL)	11,252	3.7%	10,331	3.0%	11,022	3.1%
Total Loan & Financing	307,669	100.0%	344,244	100.0%	352,066	100.0%
NPL Gross	3.7%		3.0%		3.1%	
NPL Nett	1.7%		1.4%		1.5%	

NPL Breakdown by Segment

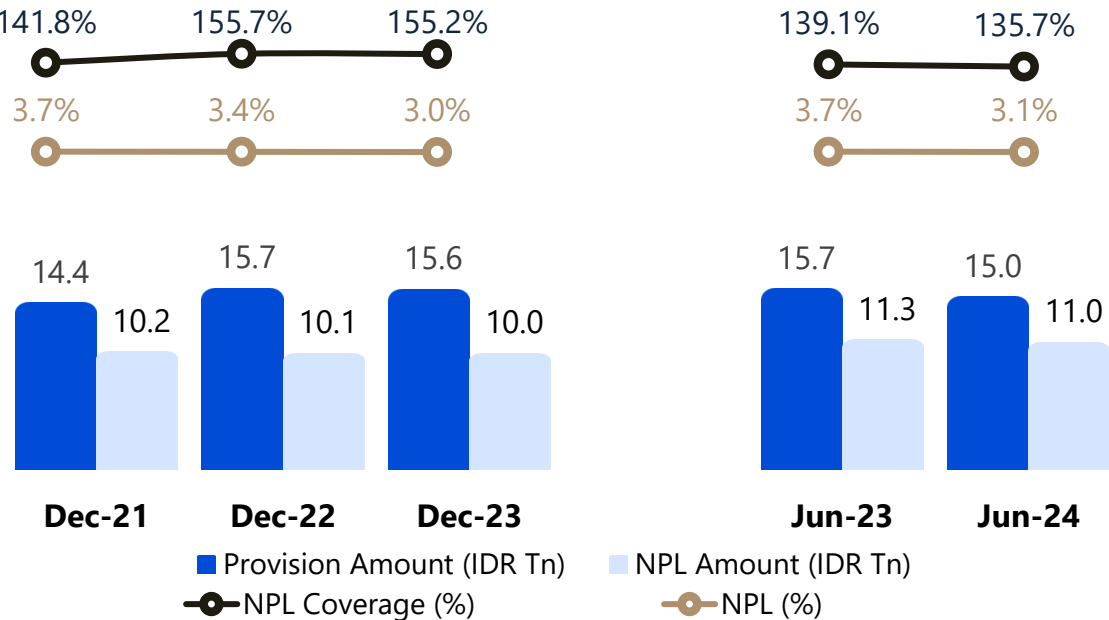
By Segment (%)	Dec-21	Dec-22	Dec-23	Jun-23	Jun-24
Housing Loan	3.5%	3.4%	3.2%	3.7%	3.3%
Subsidized Mortgage	0.8%	0.9%	1.5%	1.6%	1.5%
Non-Subsidized Mortgage	2.6%	1.9%	2.0%	2.5%	2.3%
Other Housing Loan	3.4%	2.9%	3.7%	3.3%	5.1%
Construction Loan	21.3%	26.2%	23.8%	26.3%	24.4%
Non-Housing Loan	5.2%	3.4%	1.9%	3.2%	2.3%
Consumer Loan	1.2%	1.1%	1.6%	1.5%	1.5%
Commercial Loan	15.3%	9.4%	6.2%	9.7%	7.1%
Corporate Loan	0.2%	0.6%	0.1%	0.6%	0.1%
Total Loan & Financing	3.7%	3.4%	3.0%	3.7%	3.1%
Mortgage	1.5%	1.3%	1.7%	1.9%	1.8%

SML Breakdown Trend

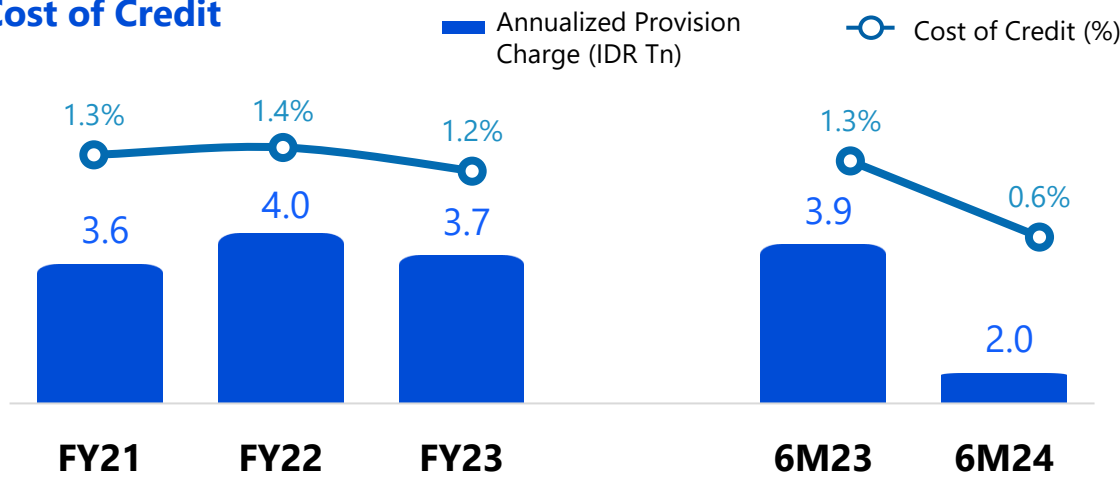


Note: Figures on graph and table include Sharia Financing

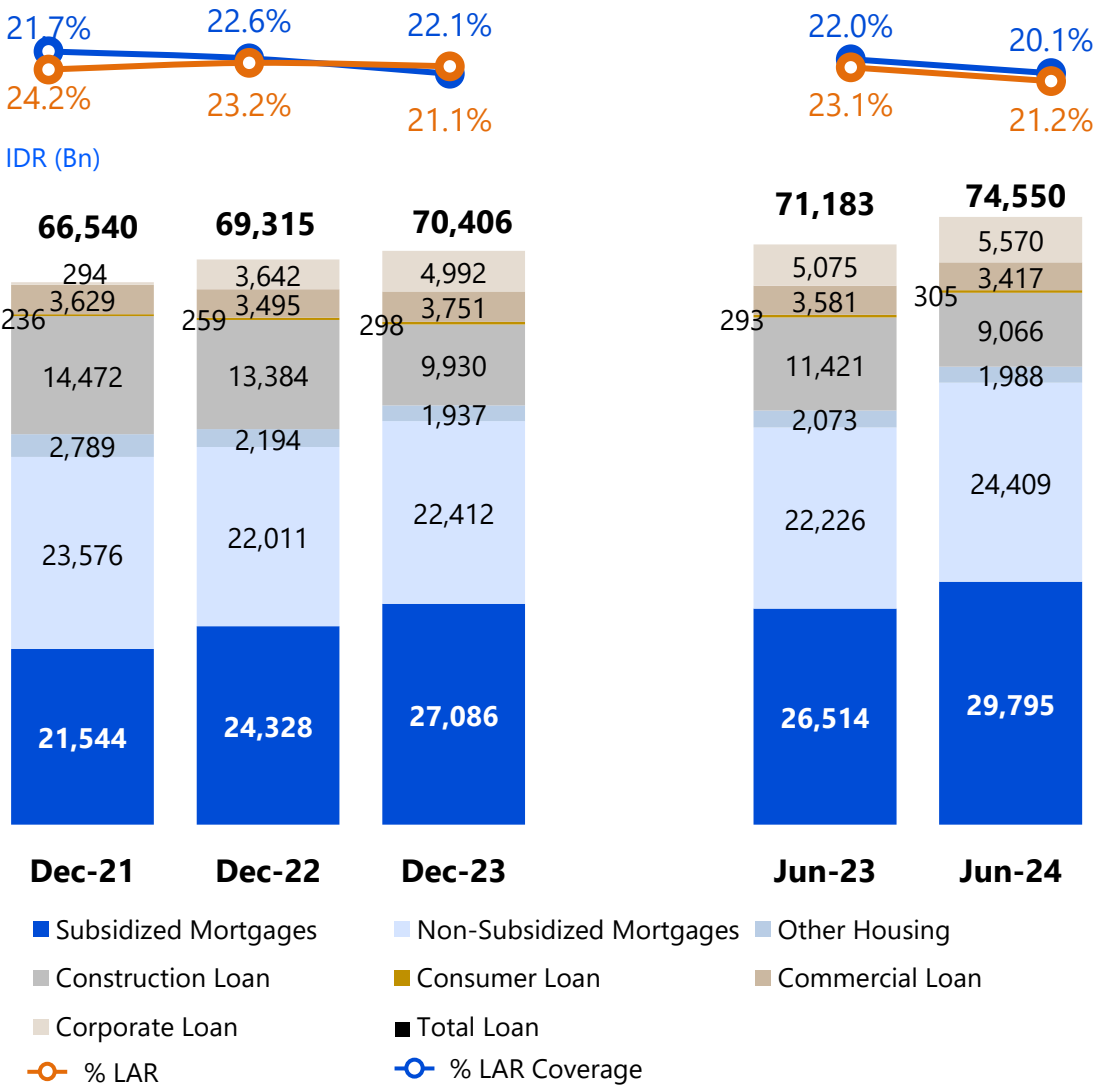
NPL & NPL Coverage



Cost of Credit

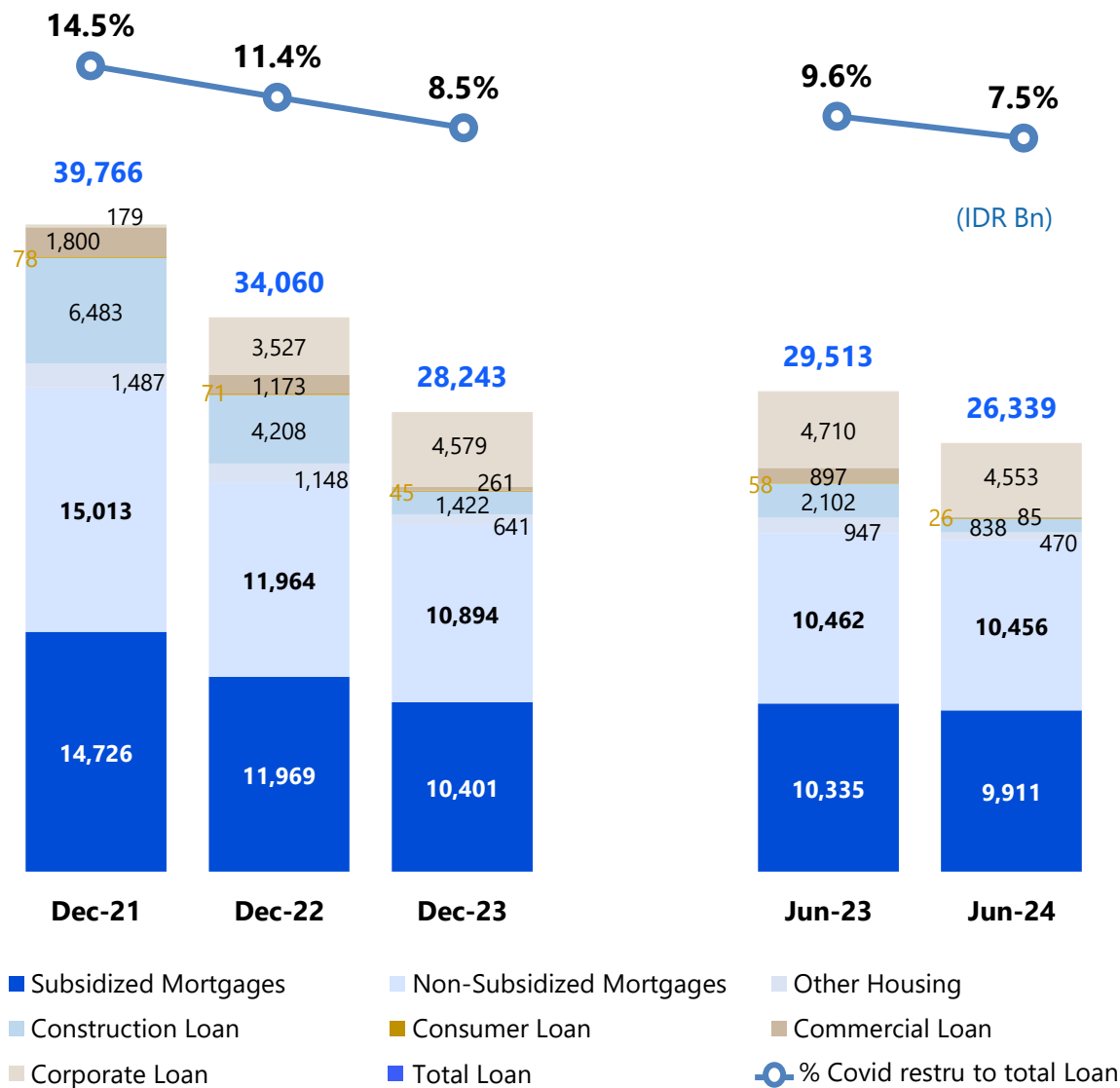


LAR & LAR Coverage

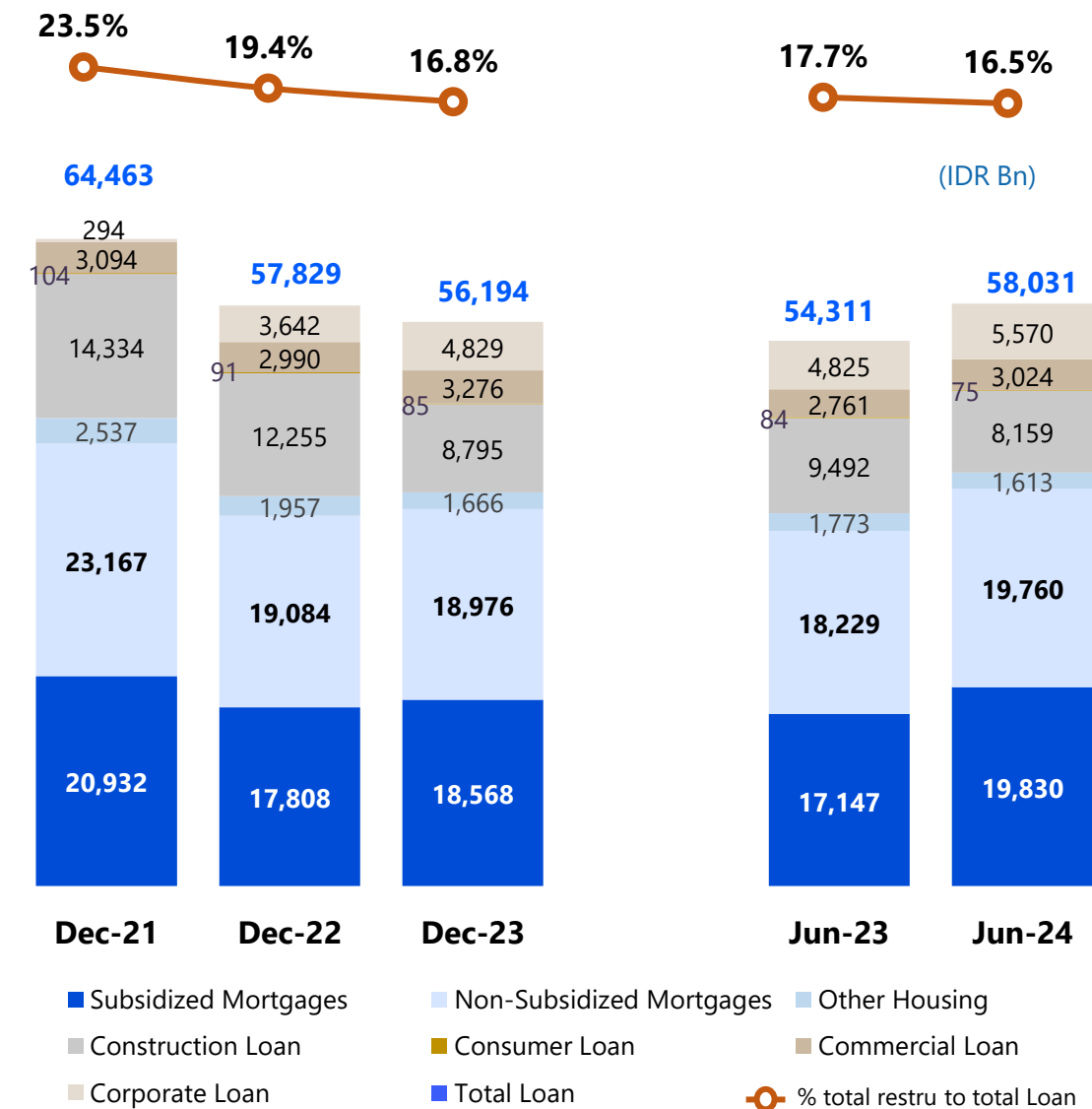


Restructured Loans Breakdown by Segment

Covid-19 Restructured Loan by Segment



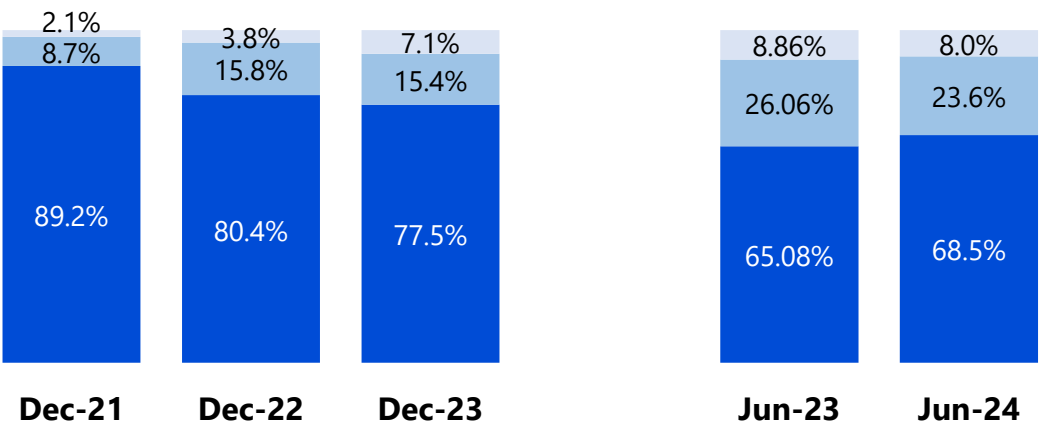
Total Restructured Loan by Segment



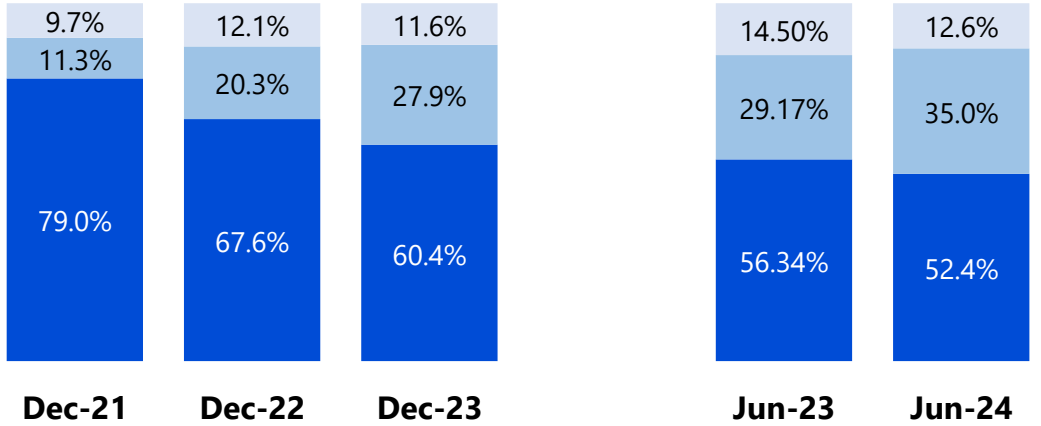
Restructured Loans Breakdown by Collectability



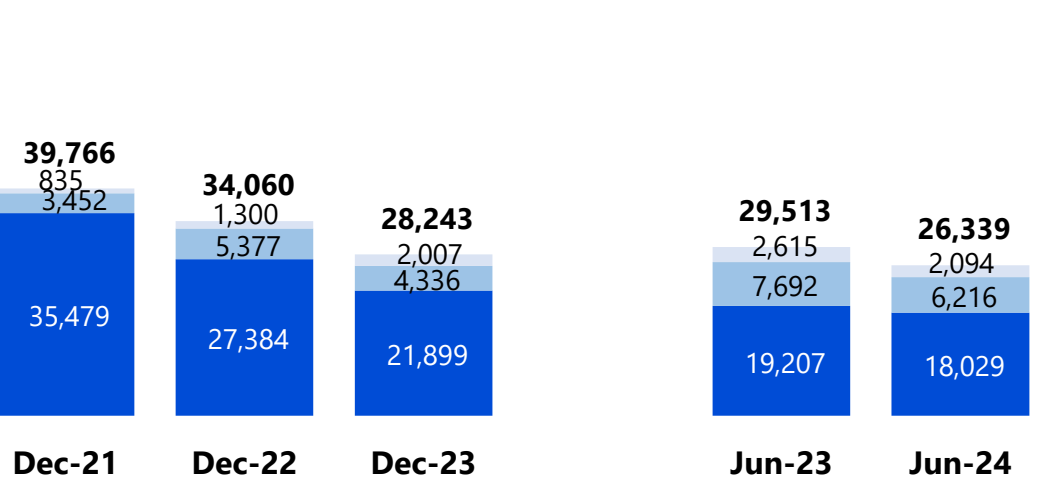
Covid-19 Restructured Loan by Collectability (%)



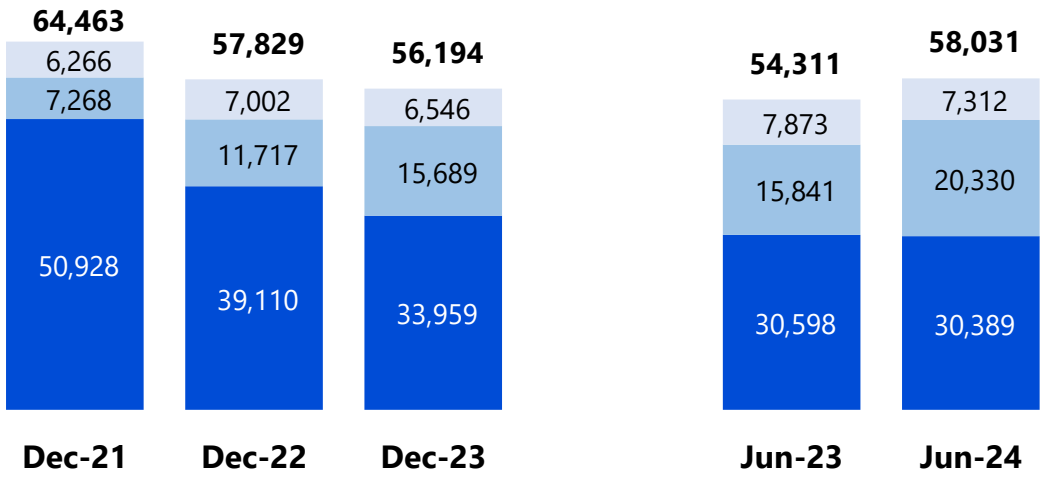
Total Restructured Loan by Collectability (%)



Covid-19 Restructured Loan by Collectability (IDR Bn)



Total Restructured Loan by Collectability (IDR Bn)



Coll 1 Coll 2 NPL

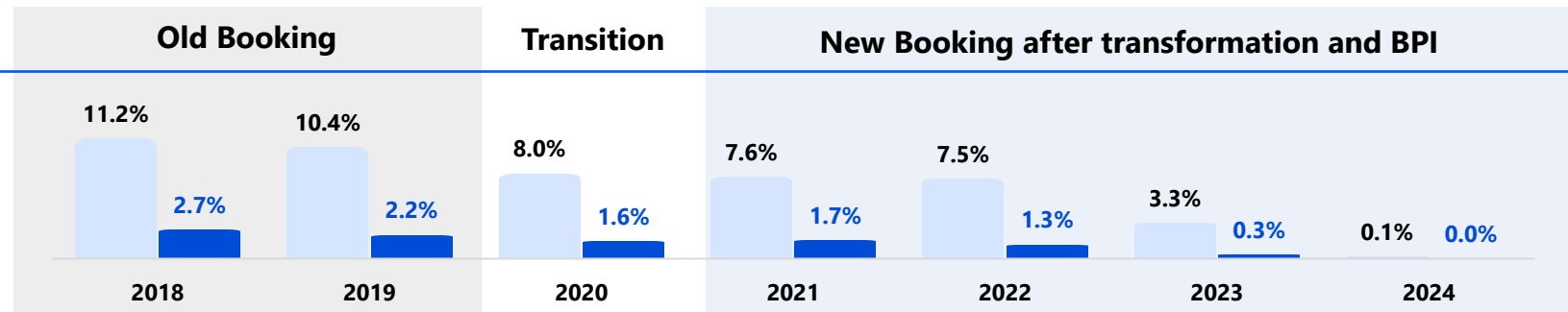
Business Process Improvement is proven successful as SML and NPL from recent disbursements are almost 0%

(as of Jun-24)

Consumer Loan

Vintage Consumer

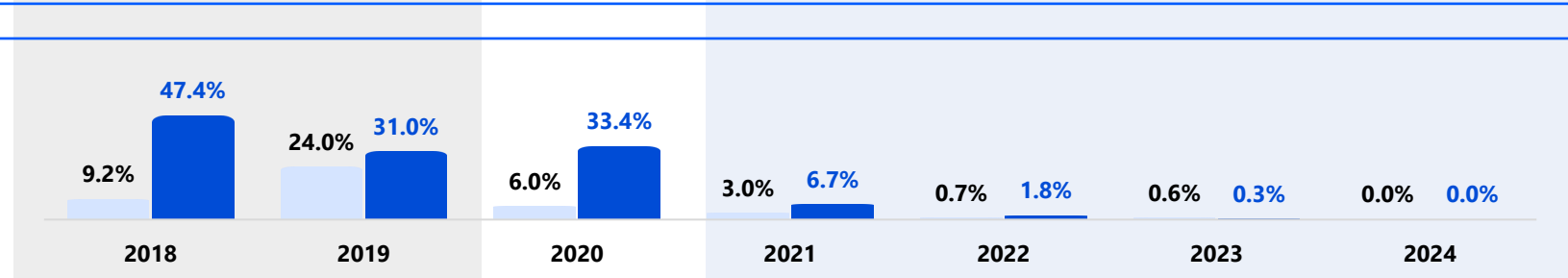
- SML from 2023 & 2024 booking recorded at **1.6%** and **0.0%**.
- NPL from 2023 & 2024 booking was **0.1%** and **0.0%**.



Commercial Loan

Vintage Commercial

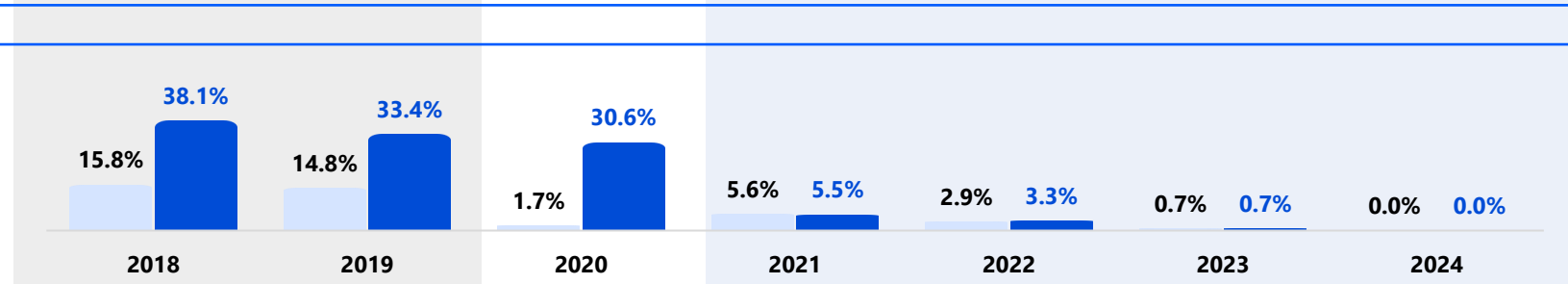
- SML from 2023 & 2024 booking recorded at **0.3%** and **0.0%**.
- NPL from 2023 & 2024 booking was **0.0%**.



SME

Vintage SME

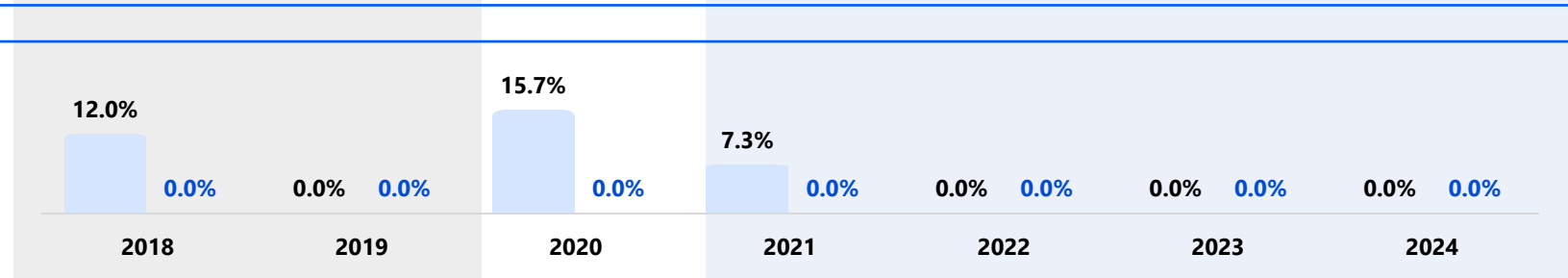
- SML from 2023 & 2024 booking recorded at **0.7%** and **0.0%**.
- NPL from 2023 & 2024 booking was **0.0%** and **0.0%**.



Corporate Loan

Vintage Corporate

- SML from 2023 & 2024 booking recorded at **0.0%**.
- NPL from 2023 & 2024 booking was **0.0%**.



SML
NPL

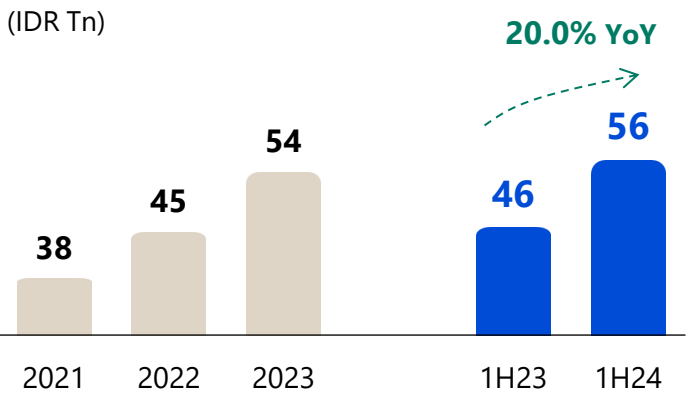
Sharia Business



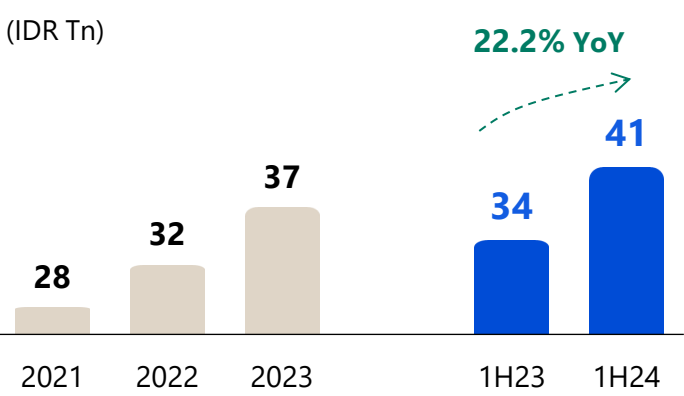
Performance Highlight Sharia Unit as of First Half of 2024



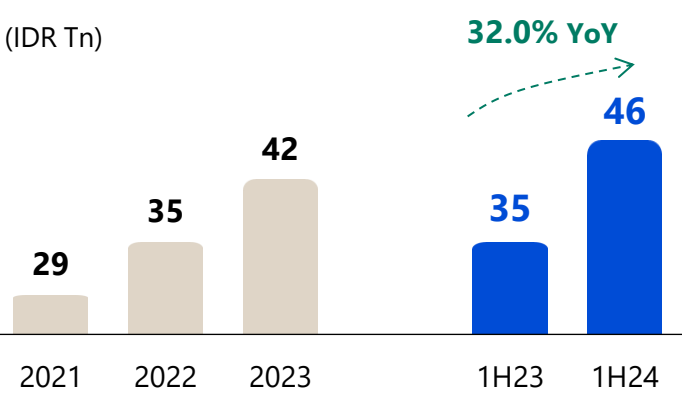
Total Assets continue to grow, with total outstanding of **IDR 56 Tn**



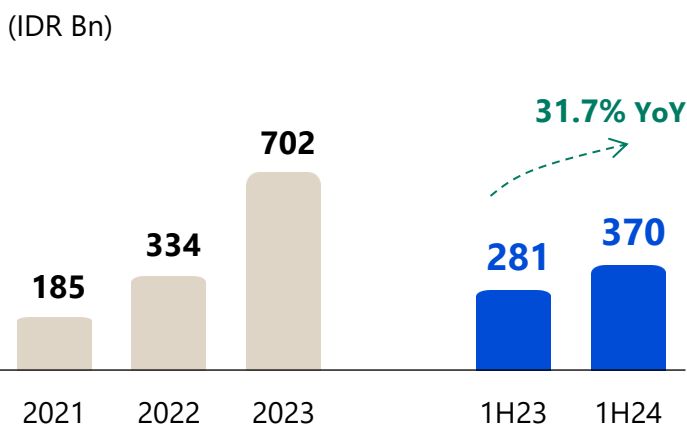
Sustainable Growth of Financing to **IDR 41 Tn**



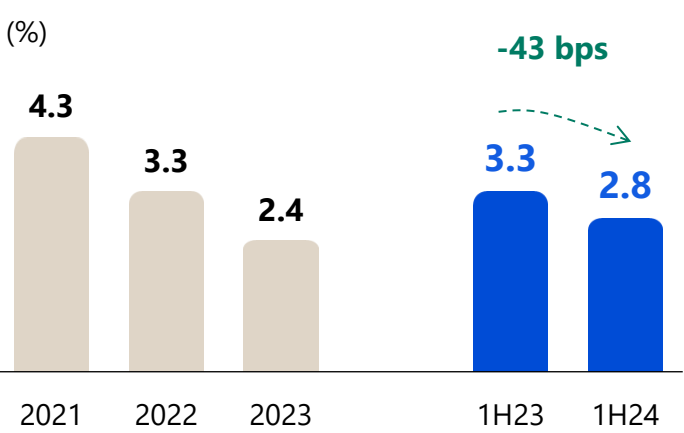
Resilient Total Deposits, to **IDR 46 Tn**



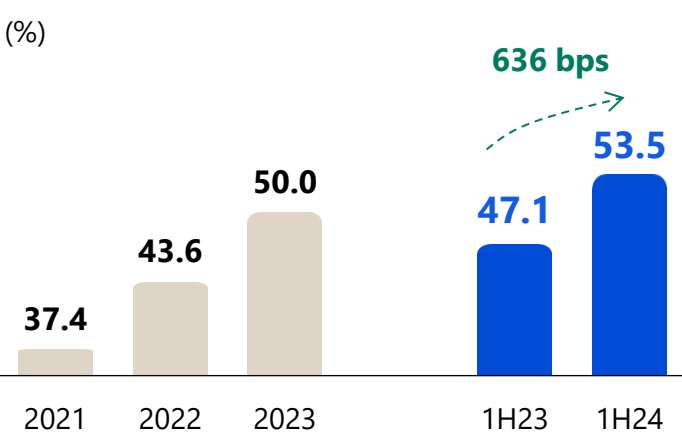
Net Profit reached **IDR 370 Bn**



NPF declined to 2.8% as of Jun 2024



CASA Ratio of **53.5%**



Financial Highlight	2021	2022	2023
---------------------	------	------	------

Asset/ Liabilities

Total Assets (IDR Bn)	38,363	45,336	54,289
Total Financings (IDR Bn)	27,550	31,624	37,114
Total Deposits (IDR Bn)	29,263	34,641	41,803

Profitability

Net Profit (IDR Bn)	185	334	702
N I M equivalent	4.7%	5.0%	5.0%
ROA	0.5%	0.7%	1.3%

Asset Quality

NPF (Gross)	4.3%	3.3%	2.4%
Financing at Risk (FAR)	25.3%	17.1%	14.4%
NPF Coverage	106.7%	150.1%	158.1%

Liquidity

FDR	94.1%	91.3%	88.8%
CASA	37.4%	43.6%	50.0%

1H23	1H24	Growth (%)
------	------	------------

46,272	55,549	20.0% yoy
33,901	41,412	22.2% yoy
34,933	46,097	32.0% yoy

281	370	31.7% yoy
5.0%	4.2%	(76) bps
1.2%	1.3%	12 bps

3.3%	2.8%	(43) bps
16.6%	14.0%	(264) bps
157.6%	124.5%	(3,308) bps

97.0%	89.8%	(721) bps
47.1%	53.5%	636 bps

Financing Business Composition

Financings Type (IDR Bn)	Dec-21		Dec-22		Dec-23	
	Outs	%	Outs	%	Outs	%
Housing Financing	26,486	96.1%	30,812	97.4%	36,587	98.6%
Subsidized Mortgage	15,829	57.5%	19,039	60.2%	22,966	61.9%
Non-Subsidized Mortgage	8,807	32.0%	9,948	31.5%	11,604	31.3%
Other Housing Financing	59	0.2%	48	0.2%	33	0.1%
Construction Financing	1,791	6.5%	1,776	5.6%	1,982	5.3%
Non-Housing Financing	1,064	3.9%	812	2.6%	528	1.4%
Consumer Financing	118	0.4%	145	0.5%	169	0.5%
Commercial Financing	946	3.4%	667	2.1%	359	1.0%
Total Financing	27,550	100.0%	31,624	100.0%	37,114	100.0%
Mortgage Financing	24,636	89.4%	28,988	91.7%	34,571	93.2%

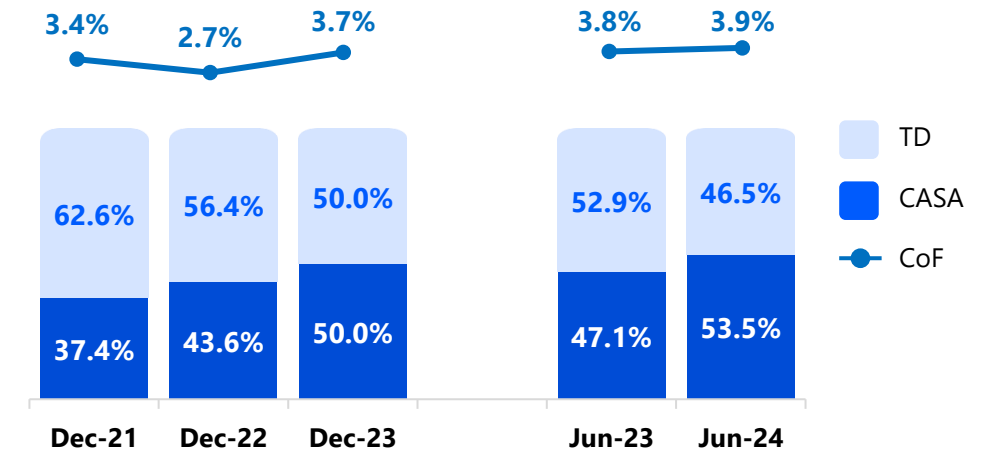
Jun-23		Mar-24		Jun-24		QoQ	YoY
Outs	%	Outs	%	Outs	%		
33,210	98.0%	38,646	98.7%	40,724	98.3%	5.4%	22.6%
20,652	60.9%	24,524	62.7%	25,966	62.7%	5.9%	25.7%
10,575	31.2%	12,070	30.8%	12,656	30.6%	4.9%	19.7%
40	0.12%	40	0.1%	39	0.1%	-1.5%	-3.1%
1,943	5.7%	2,012	5.1%	2,064	5.0%	2.5%	6.2%
691	2.0%	491	1.3%	688	1.7%	40.2%	-0.5%
147	0.4%	176	0.4%	224	0.5%	27.7%	52.3%
544	1.6%	315	0.8%	463	1.1%	47.1%	-14.8%
33,901	100.0%	39,137	100.0%	41,412	100.0%	5.8%	22.2%
31,227	92.1%	36,594	93.5%	38,622	93.3%	5.5%	23.7%

Deposits Composition

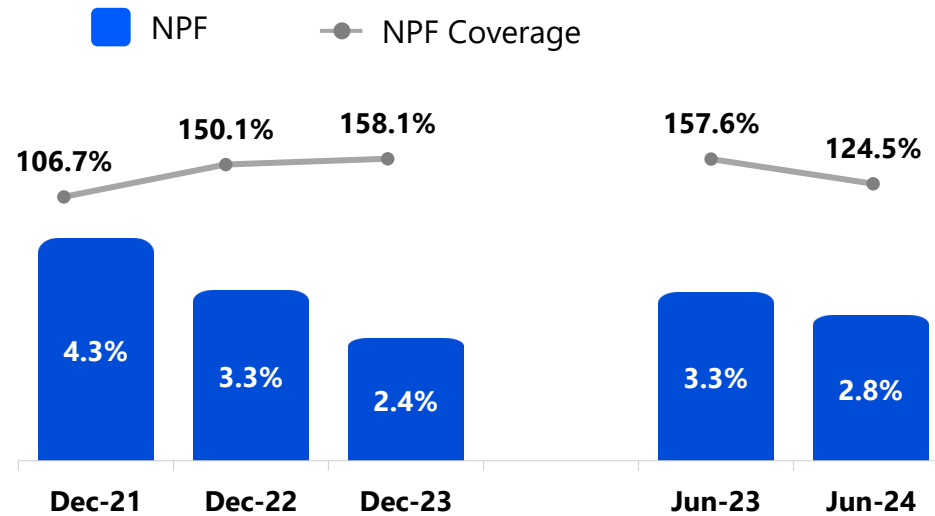
Deposits (IDR Bn)	Dec-21	Dec-22	Dec-23
CASA	10,952	15,117	20,915
Current Account	5,830	9,104	14,166
Savings Account	5,122	6,013	6,750
Time Deposits	18,311	19,524	20,888
Total	29,263	34,641	41,803

Jun-23	Jun-24	YoY
16,461	24,652	49.8%
10,343	17,354	67.8%
6,117	7,297	19.3%
18,472	21,445	16.1%
34,933	46,097	32.0%

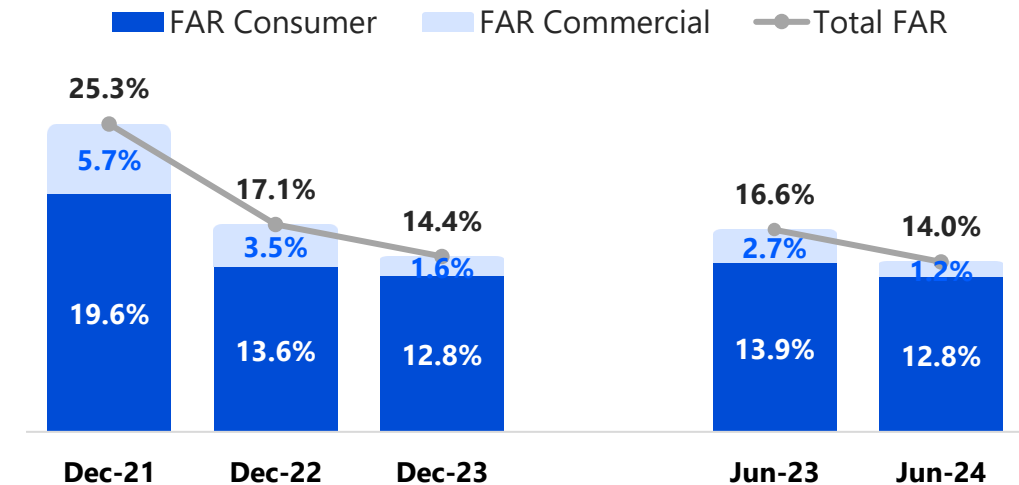
CASA Ratio (%)



Sharia NPF & NPF Coverage



Sharia Financing at Risk



Sharia Special Mentioned Financing (SMF)

Financings Type	Dec-21	Dec-22	Dec-23	Jun-23	Jun-24
Housing Financing	6.3%	6.7%	7.1%	8.9%	8.0%
Subsidized Mortgage	6.4%	7.1%	7.1%	9.7%	8.4%
Non-Subsidized Mortgage	6.3%	7.0%	7.3%	8.7%	8.2%
Other Housing Financing	9.8%	8.9%	11.0%	13.0%	9.7%
Construction Financing	5.6%	1.6%	5.7%	1.2%	1.3%
Non-Housing Financing	2.1%	0.0%	1.6%	1.0%	0.8%
Consumer Financing	6.1%	3.8%	3.8%	4.3%	2.6%
Commercial Financing	1.1%	0.0%	0.5%	0.1%	0.0%
Total Financing	6.2%	6.6%	7.0%	8.7%	7.8%
Mortgage Financing	6.4%	7.0%	7.1%	9.3%	8.3%

Sharia Non-Performing Financing (NPF)

Financings Type	Dec-21	Dec-22	Dec-23	Jun-23	Jun-24
Housing Financing	3.9%	3.2%	2.3%	3.2%	2.8%
Subsidized Mortgage	0.5%	0.9%	1.1%	1.2%	1.5%
Non-Subsidized Mortgage	1.4%	1.3%	2.0%	1.9%	2.8%
Other Housing Financing	2.1%	5.5%	1.8%	0.7%	1.3%
Construction Financing	45.1%	38.0%	18.1%	31.0%	19.0%
Non-Housing Financing	14.8%	9.0%	10.0%	8.7%	7.3%
Consumer Financing	3.1%	4.7%	3.6%	3.8%	2.8%
Commercial Financing	17.8%	9.9%	13.0%	10.0%	9.5%
Total Financing	4.3%	3.3%	2.4%	3.3%	2.8%
Mortgage Financing	0.8%	1.0%	1.4%	1.4%	1.9%

Guidance



	1H24 Actual	2024 Guidance	New Guidance
Loan Growth	14.4%	10 – 11%	10 – 11%
Deposits Growth	16.6%	8 – 9%	8 – 9%
Net Profit Growth	1.9%	10 - 11%	~1%
Cost of Credit	0.6%	1.1-1.2%	Up to 1.1%
NPL Gross	3.1%	<3%	<3%

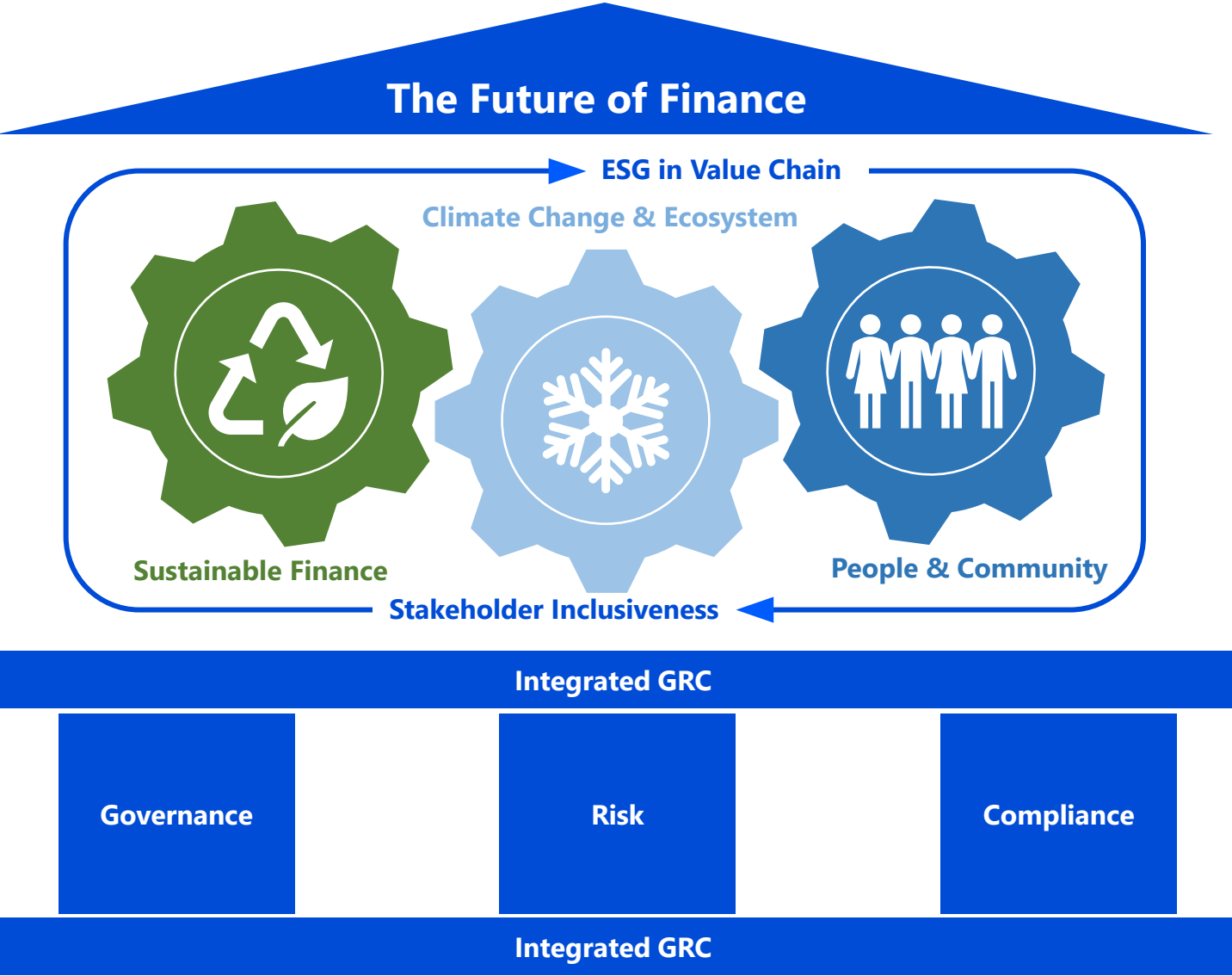
Sustainable Finance



Bank BTN ESG Framework : The Future of Finance



BTN aims to establish a sustainable business processes by integrating environmental, good governance, and social values in a comprehensive ESG framework.



Six Components of BTN's Framework

Sustainable Finance

Managing products and services that support the transition to a low-carbon economy and maintain social balance by providing equal access to capital.

Climate Change & Ecosystems

Managing climate change risks and the impact on ecosystem capacity.

People & Community

Managing impacts on people, communities and society at large.

ESG in the Value Chain

Establishing the sustainable business with the concept of ESG along the business value chain

Stakeholder Inclusiveness

Communicating the sustainable business plans with all stakeholders

Integrated GRC

Managing integrated manner to achieve goals with GRC.

ESG Aspect is Embedded in our Business

ESG is embedded component in each banking business with reduction in financed emission and clean banking operation

ESG Key Takeaways

Encourage our housing developers to using **minimum**

10%

from Eco-Friendly materials



Standardize the Green Mortgage's criteria to reduce emissions



15 Priority sectors, (No Coal and No CPO) e.g:

Property Residential



Financial Institution



Health Services



Transportation & Logistic



Infrastructure & Utilities



Education Services



And Other Sectors...

ESG Screening in loan analysis

Increasing utilization & optimizing **BTN digital apps** to reduce emission scope 1, scope 2, and scope 3



Our ESG's Long Term Goals by 2028, with 10 Priorities

Pioneer in **Green Mortgage Carbon Trading Seller**



20%

Loan portfolio in sustainable sectors



To issue **green /sustainable bonds**

5

To launch green products in loans and savings

Maintain **60% of total asset in low-income loan** (Subsidized mortgage & SME)

Green Products

Clean Banking Operation by reducing **30% emissions** with **100% paperless** and **30% less electric** power consumption



Be resilient by becoming **a member in international ESG community**



All internal policies **embedded with ESG**

Green Business Process

ESG University to expanding employee capacities and capabilities



Increasing up to **30% women** in managerial level and **2% employee** with disabilities

Green Management

Becoming ESG Champion

Road to **AA ESG Rating**

Environmental Sustainability

BTN is committed to preserve and protect environment to support net-zero emission.



Less Carbon Footprint through Digital Application



Implement Digital Banking to reduce paper usage :

- Internal letter distribution through digital apps
- Mortgage applications through BTN Properti
- Management fees, parking fees, and other housing maintenance through BTN Smart Residence

22 million transactions through BTN Mobile and BTN Properti in 2023, **reducing 78 million paper used**, equals to 4.714 ton CO2 emission.



Climate Risk Stress Test

The impact of **Climate Risk Stress Test** already calculated on **91%** of total loan portfolio

100%	Corporate Loan	Calculated Finance Emission
60%	Commercial Loan	

Waste Management

- Providing Temporary Shelters (TPS) with capacity of 5m³
- Implementing the use of four infiltration wells with capacity of 48m³ each.
- Conducting a plastic waste-free campaign.
- Implementing 20 bio pore infiltration holes at Menara BTN.



Green Transportation

29

Electric Vehicles (EV)
and targeting 50 units by 2028

Green Premises

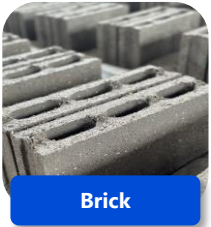
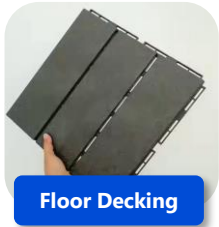
3

Installed Solar panels
and targeting minimum 15% of Branch Offices by 2026 and 30% by 2028.

Low Carbon Emission Housing Loans

One of BTN's main initiatives in **Environment Sustainability**

Starting 2024, BTN encourages developers to use minimum **10%** eco-friendly material to lower carbon emission in housing sector



Pioneer in Low Carbon Emission Housing

BTN has been incorporating ESG materials within the housing sector



Carbon emitters from household buildings



Energy Usage : **82%**



Construction & Material Usage : **11%**



Care & Maintenance : **6%**



Others : **1%**

Benefit & Purpose



Reducing carbon emission by **20%**



Enhancing the quality of life



Building a sustainable reputation to developers



Loan Disbursement of **Low Carbon Emission Houses**
(1H24 = 14 houses)

500 houses
Low carbon emission disb.
as of FY24F

Environmental Sustainability

BTN uses the parameter from Ministry of Public Works (PUPR) to build Green Houses in terms of location, housing unit, and the construction process

5 developers collaborates with BTN to build eco-friendly materials houses

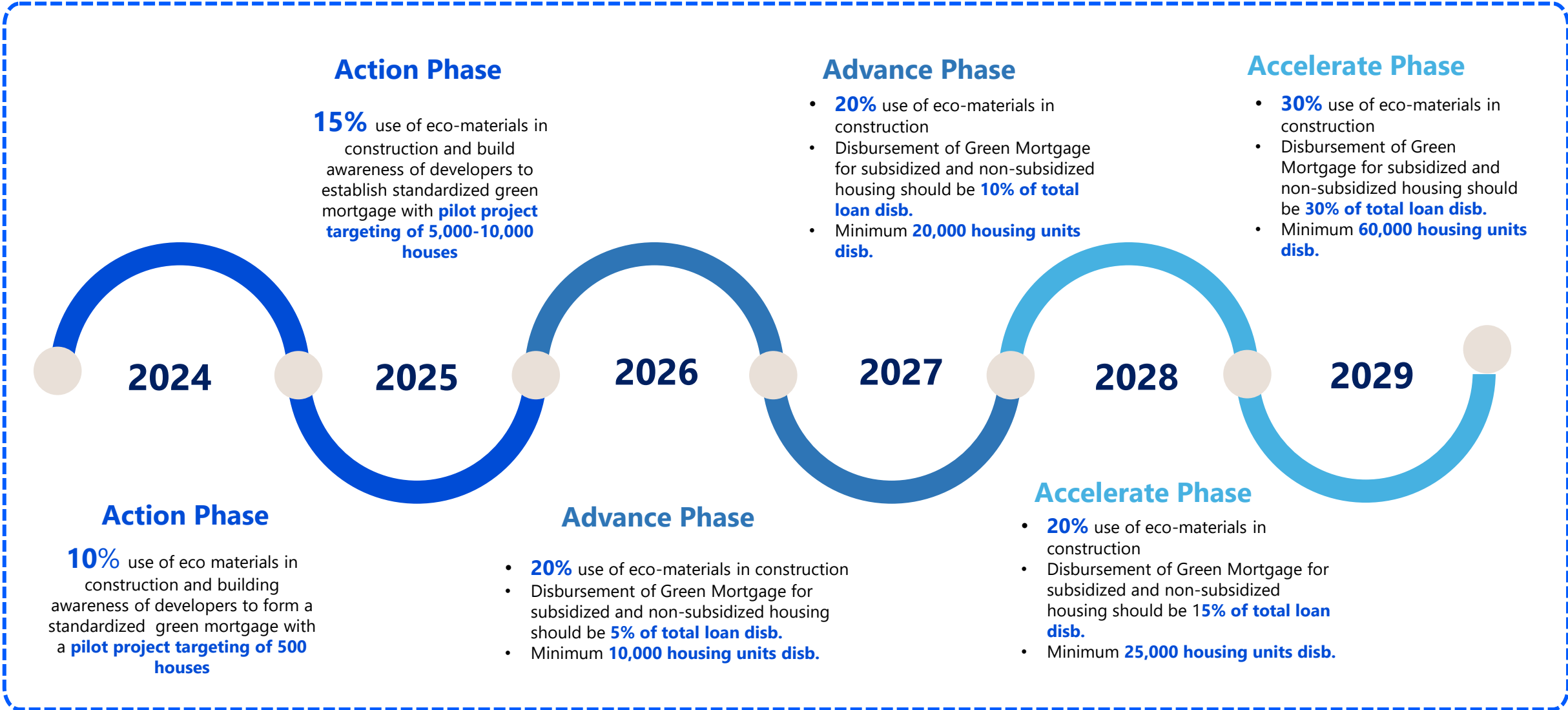
BTN has encouraged developers to use at least 10% eco-friendly to build subsidized and non-subsidize houses

Opportunity to strengthen the government support to finance low carbon emission houses



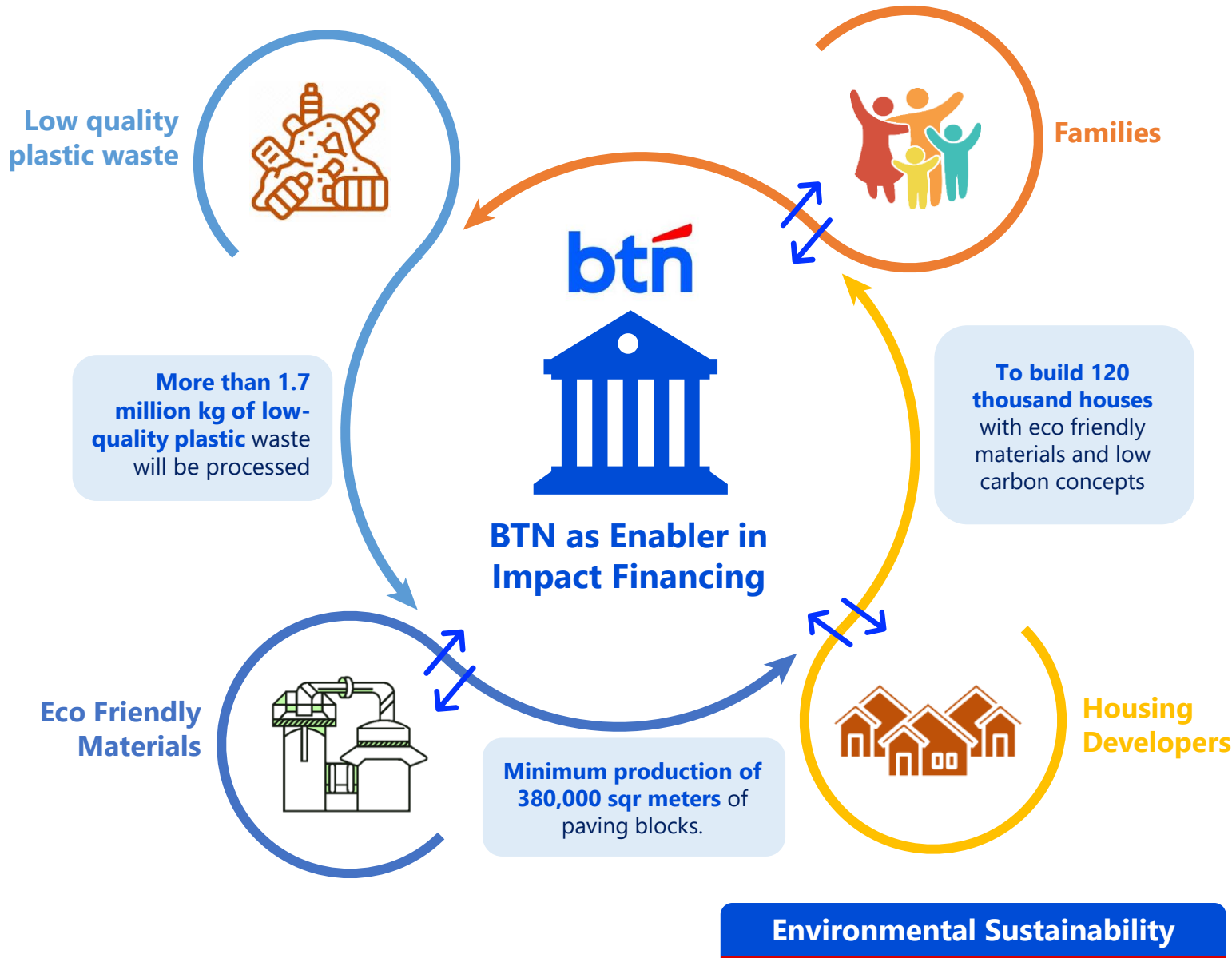
Low Carbon Emission Housing Project

BTN plans to increase the use of eco-materials of minimum **60,000 houses** in 2029.



Circular Economic Impact of Project Low Carbon Housing

According to the ESG Roadmap, BTN is expected to disburse a minimum target of 120 thousand houses by 2029.



Impact !

- **Plastic waste reduction of ~1.7 million Kg** or equivalent to **~1.02 billion packs** of instant noodle wrappers
- **Carbon Reduction of ~2,425 ton CO2**
- Equivalent to **110 thousand of large trees**
- Equivalent to **323 hectares of carbon absorption**

Environmental Sustainability

The Low Emission House Project in Line with Triple bottom Lines



People

- Providing **affordable houses for low- and middle-income** families
- Reducing housing backlog issue, with more than **9.9 million families**
- Supporting a new economic **in the plastic waste processing sector** (new startups in recycled plastic)
- **Creating new jobs** in the construction and plastic waste processing sectors (est. 500-600 thousand workers)



Planet

- **Solving** low-grade plastic waste problem
- **Creating demand** for eco-friendly building materials
- **Building a low carbon emission residential area** from eco-friendly materials, waste management and energy
- **Reducing carbon emissions** by ~2,425 tons of CO2, equals to emissions absorption of ~110 thousand large trees/year or equals to 323 hectares of forest



Profit

- **Providing** favorable solutions for :
 - **Home buyers** (Subsidized Mortgage customers),
 - **Startups/SME entrepreneurs of eco-friendly materials**
 - **Housing developers** –through cost efficiency with equal quality
 - **Banks** - develop sustainable business with all stakeholders within the value chain
- **90% of materials** are domestically produced
- **Increasing tax revenues** for the government

ESG-based Financing and Investment Products

As a bank with core business in the housing sector, BTN has strategically integrated ESG considerations into investment decisions and transactions.

Sustainable Wholesale Funding and Lending



Bank BTN and the Japan International Cooperation Agency (JICA) signed a 7 Billion yen loan agreement.



Bank BTN as lead arranger in the Sustainable Syndicated Term Loan Facility.

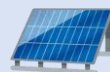
Bank BTN disbursed circa IDR 1.16 Tn in ESG-based corporate loans throughout 2024



Transit Oriented Development (TOD) Financings



Loan Financing to support clean water supply



Loan Financing to support renewables energy



Loan Financing to Perhutani to energy efficiency

ESG-Based Investment Products

- ❑ BTN as a mutual fund agency and partnering with several Investment Manager with ESG Theme.
- ❑ Points exchange with tree planting through BTN Mobile



Electric Vehicle (EV) Financings

- ❑ Throughout 2024, BTN has loan facility to 9 unit EV with total disbursement of IDR 125 million and loan to exchange LPG gas to natural gas



Contributing more into people's welfare through subsidized mortgage

Contribute in reducing housing backlogs in Indonesia through housing financing program targeted to low-middle income segments

10 REDUCED INEQUALITIES



Provide houses with affordable electric prices with adjusted rates for middle-low income segments.

7 AFFORDABLE AND CLEAN ENERGY



Subsidized Mortgage

11 SUSTAINABLE CITIES AND COMMUNITIES

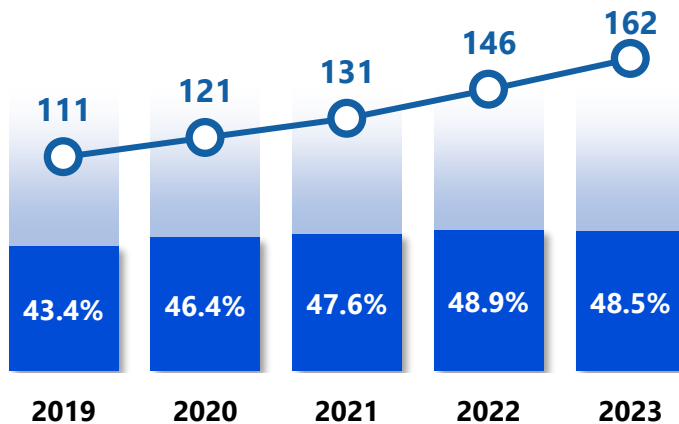


Make inclusive, safe, resilient and sustainable community in each subsidized housing complex.

6 CLEAN WATER AND SANITATION



Ensure availability and sustainable management of clean water and sanitation in subsidized housing.

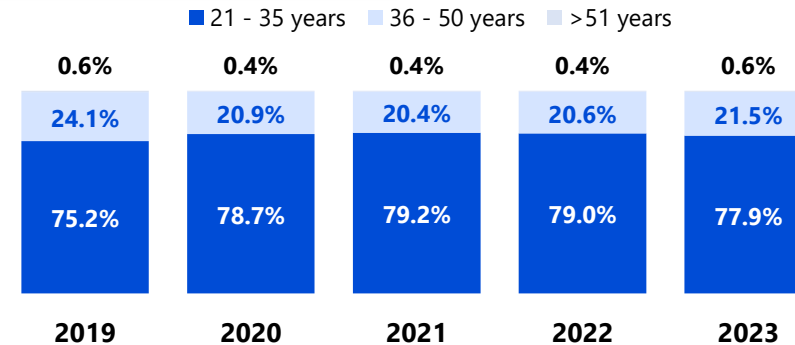


○ Subsidized Mortgage Loan Outstanding (IDR Tn)

■ % of Subsidized Mortgage of total BTN Loan Portfolio



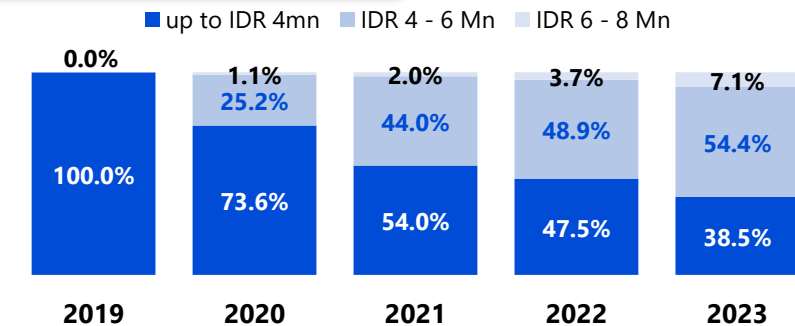
Segmented by Ages



■ ~75% of BTN Subsidized mortgage customers are Millennials



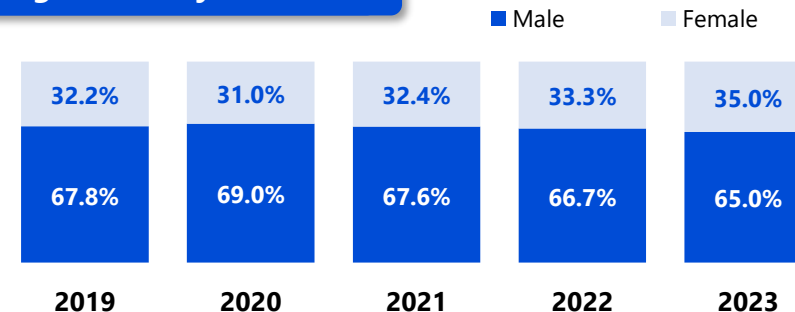
Segmented by Wages



■ The maximum salary for eligible subsidized mortgage customers were **IDR 6 Mn for single income** and **IDR 8 Mn for joint income**.
 ■ Prior to 2019 maximum salary were **IDR 4 Mn**



Segmented by Gender



■ All genders have the same opportunity to own a subsidized house

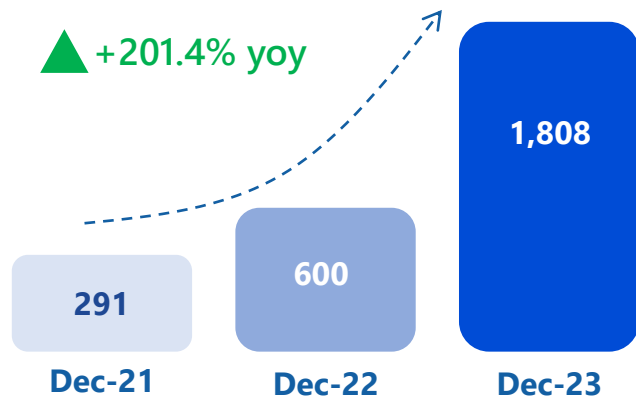
Supporting the Development of Housing Business Ecosystem through KUR

Keeping within BTN's expertise, KUR Programs Will Remain Focused on Maximizing the Housing Ecosystem and Business Related to Housing



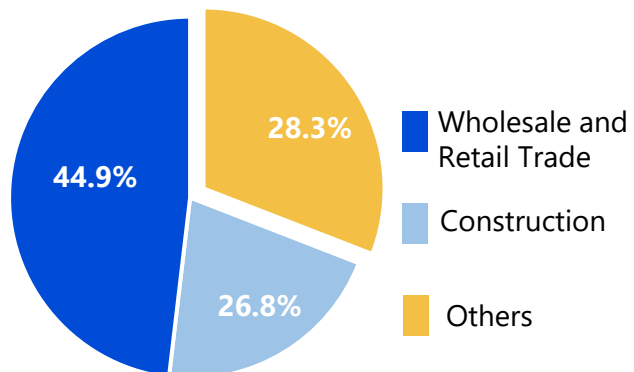
KUR Disbursement (IDR Bn)

▲ +201.4% yoy



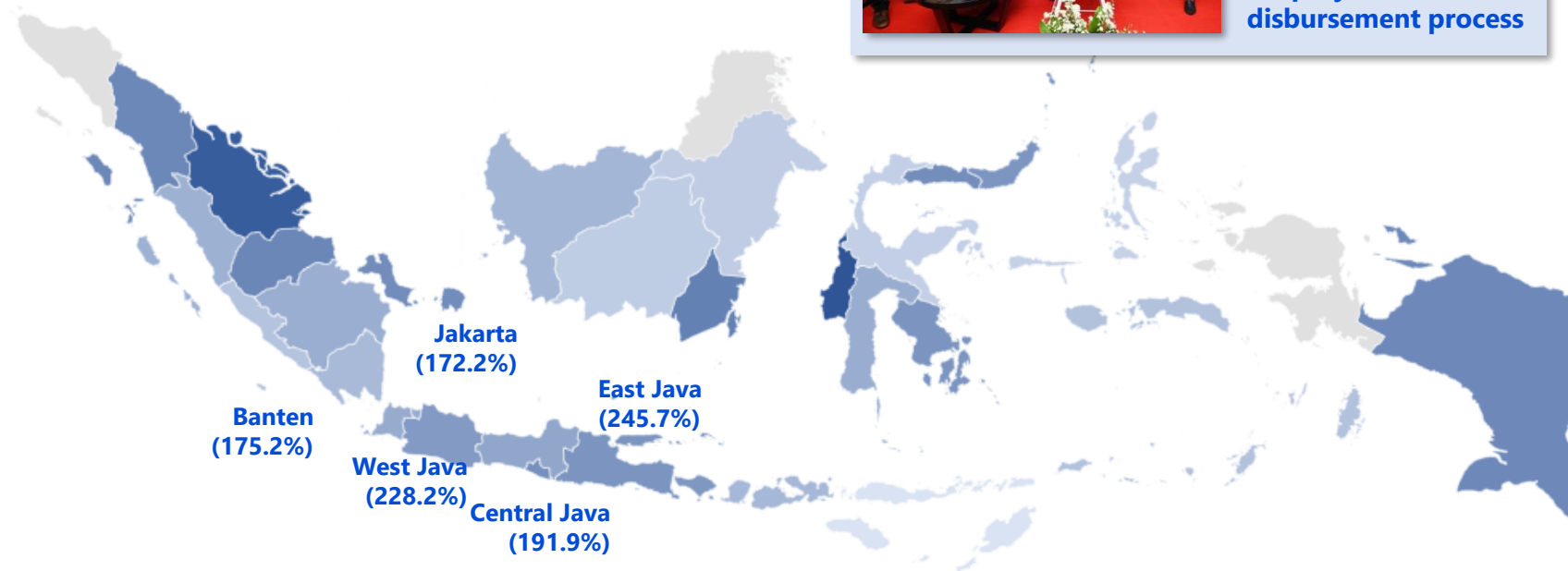
KUR Portfolio by Segment

Focusing on secured loans with manageable NPLs

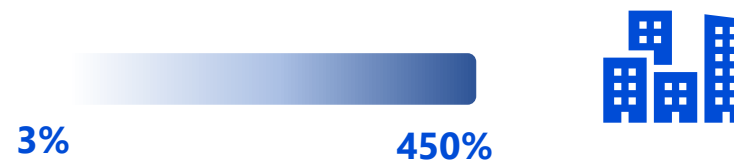


KUR Disbursement Growth per Province in 2023

Top 5 Contributor KUR : West Java, East Java, Jakarta, Central Java and Banten



Inauguration of the MSME Process Center in Surabaya, East Java **in order to accelerate and simplify the KUR disbursement process**



Within 2023, UMKM Center has been carried out at 10 Branch Offices in East Java, DKI Jakarta and West Java

Housing Finance Center (HFC) to support housing industry in Indonesia

Through BTN Housing Finance Centre (HFC), BTN assists prospective new developers through a learning & advisory program and providing basic education to prospective developers



Housing Finance Center (HFC)

To become a leading center for research, education and consultancy on housing finance



Learning

Implementing the HFC's flagship work program in seminars, workshops, and short courses both online and offline in collaboration with well-known universities in Indonesia, Islamic boarding schools and other stakeholders.



Advisory

Conducting collaboration, coaching, mentoring and carrying out advisory functions with academics, practitioners, government and community to training participants of HFC Program in property sector



Research

Research implementation within the property sphere through various studies on the housing market and developing the House Price Index (HPI).

BTN Santri Developer in Collaboration with NU Circle

1,396

Students have participated in the Santri Developers program.



□ To support the growth of housing industry in Indonesia, BTN is committed to providing education to prospective developers from **Islamic boarding schools in collaboration with NU Circle.**

□ By the end of 2023, **Bank BTN had organized 3 batches of Santri Developers in Jombang, Cirebon, and Salatiga** and 1 online event.

Literacy Property Program in Collaboration with Universities

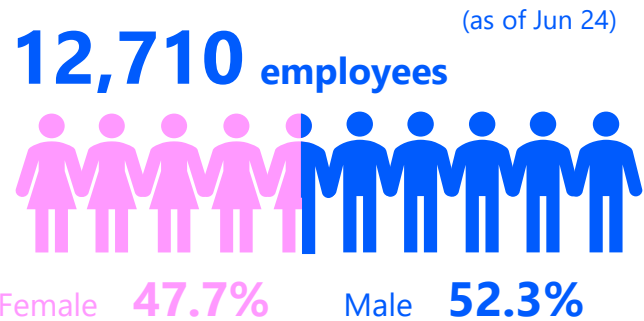


□ Implementation of **Mini MBA in Property** with a total of 798 graduates in 19 batches

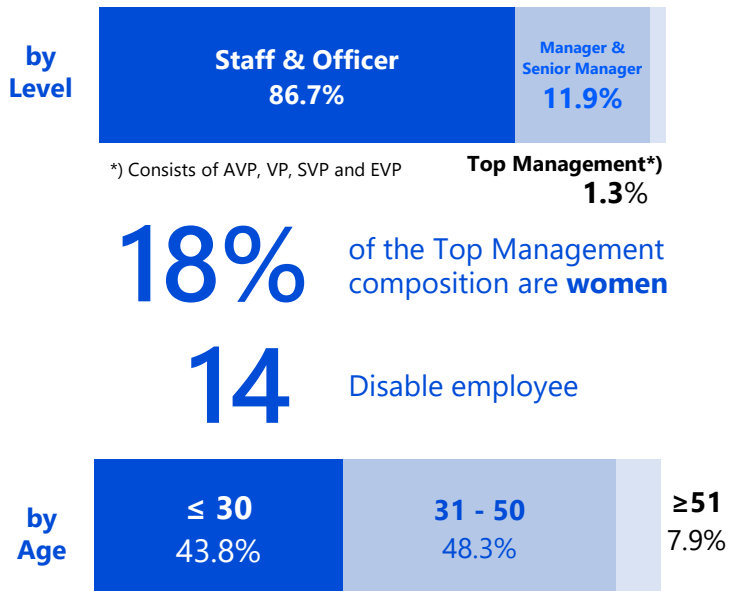
□ **Collaboration with ILUNI UI** (Alumni Association of University of Indonesia) **on Ruang Temu Property Program**

□ **Collaboration with KATSGAMA UGM** (Civil Engineering Association of Gajah Mada University) **on School of Property Program**

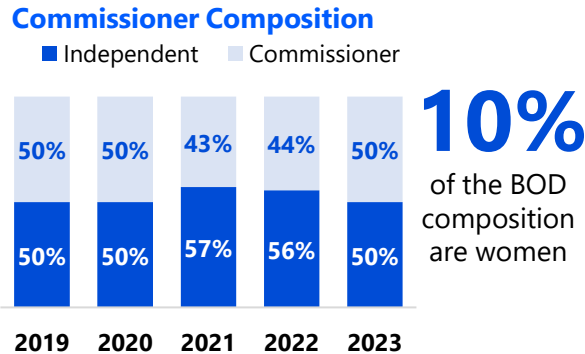
Gender Diversity



Employee Composition



Management Composition



Respectful Workplace Policy

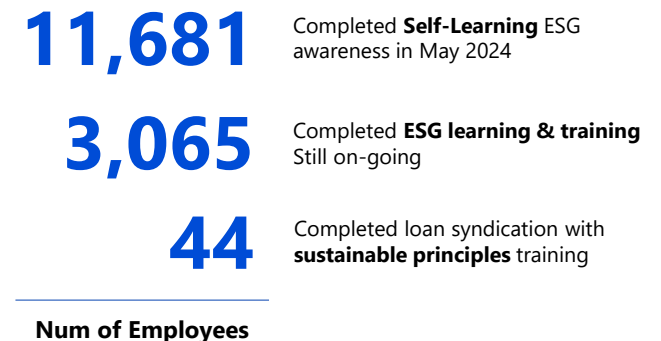
- **Recognize and respect differences** in a diverse work environment with a wide range of ethnic backgrounds, races, nationalities, skin colors, ages, religions, genders, disabilities, viewpoints, or other characteristics and perspectives, mainly to promote a productive environment.
- **Ensure that everyone is treated equally** and have the same opportunity accessing the facilities and infrastructure.
- **Create a work environment of mutual respect**, non-discrimination, and harassment in any form.

Diversity, Equity and Inclusion Policy



BTN provides broad opportunities for all parties to contribute to BTN by implementing policies related to **Diversity, Equity and Inclusion (DEI)** in the company's Human Capital operations.

ESG Training & Awareness



In achieving the goal of becoming an **#ESGChampion**, good internal support from the Bank is needed. BTN has implemented **learning & training related to ESG for internal Bank employees**.

Gratification



The Gratification Control Unit is a unit in the Compliance and Governance Division with a **task to receive gratification reports and reports to the Komisi Pemberantasan Korupsi (KPK).**

Data Privacy



Data Privacy has become BTN's main priority to protect customer and internal data.

ESG Aspect in Credit Analysis



To create impact through **Sustainable Finance**, BTN is committed to provide policies related to ESG aspects in loan analysis.

Whistle Blowing System (WBS)



<https://btinsiips.tioffs.info>
Email : btinsiips@tipoffs.info



Msg./WA + 62 813 8870 1117
Telp. + 62 21-5092882/3

The objective of the Company's WBS is to strengthen internal control mechanisms to support business growth, through :

- ❑ Early detection and prevention of irregularities or violations;
- ❑ To build an open, sincere, honest, and responsible work climate.

Signatories



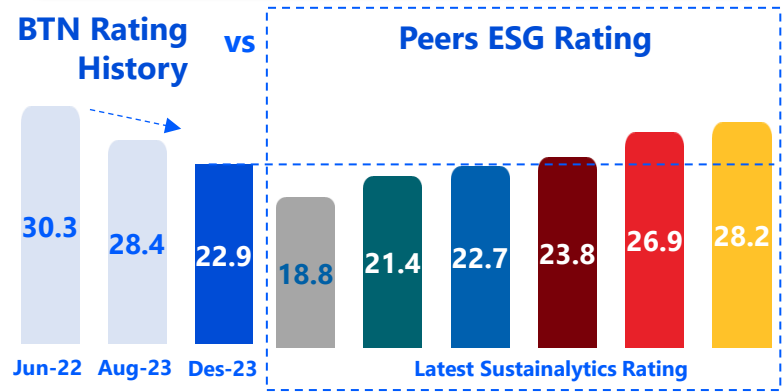
BTN has joined national and international environmental and social sustainability communities.

Anti-Money Laundering

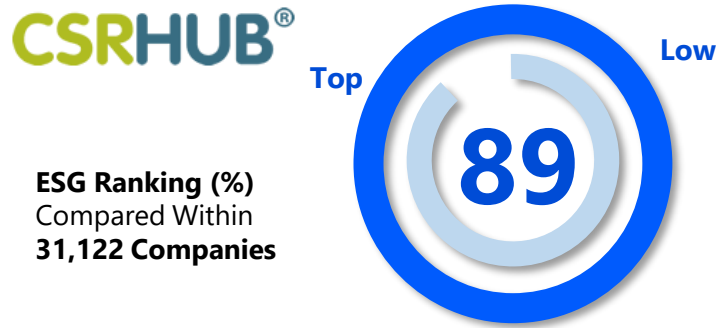


BTN strengthens aspects of corporate governance by enhancing policies, and implementing the awareness related to **Anti-Money Laundering (APU) & Prevention of Terrorism Financing (PPT)**

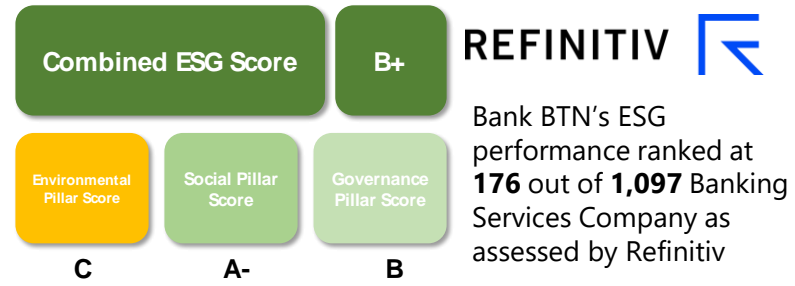
Better Sustainalytics ESG Rating than peers



CSR HUB



Refinitiv



MSCI ESG Rating



BBB Average

A company with a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers

Included in some ESG Indices



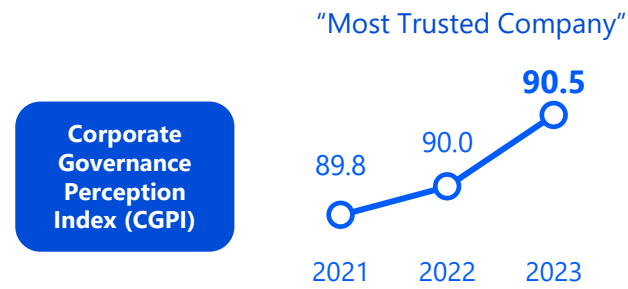
IDX LQ45
Low Carbon Leaders



SRI Kehati Index

1. ESG Sector Leaders
2. ESG Quality 45

Other Ratings



5 Years Financial Performance



5 Years Financial Snapshots

Financial Highlight	2019	2020	2021	2022	2023	Growth 2023-2022 (%)
Asset/ Liabilities						
Total Assets (IDR Bn)	311,777	361,208	371,868	402,148	438,750	9.1 yoy
Total Loan & Financing (IDR Bn)	255,825	260,114	274,835	298,282	333,698	11.9 yoy
Total Deposits (IDR Bn)	225,401	279,135	295,976	321,937	349,933	8.7 yoy
Profitability						
Net Profit (IDR Bn)	209	1,602	2,376	3,045	3,501	15.0 yoy
N I M	3.32%	3.1%	4.0%	4.4%	3.8%	(65) bps
C I R	58.1%	53.9%	48.2%	46.7%	45.3%	(140) bps
ROE (Tier-1)	1.0%	10.0%	13.6%	16.4%	13.9%	(256) bps
ROA	0.1%	0.7%	0.8%	1.0%	1.1%	5 bps
Asset Quality						
NPL (Gross)	4.8%	4.4%	3.7%	3.4%	3.0%	(37) bps
Loan at Risk (LAR)	3.0%	34.1%	26.8%	23.2%	21.1%	(214) bps
NPL Coverage	50.0%	115.0%	141.8%	155.7%	155.2%	(49) bps
Cost of Credit (CoC)	1.4%	0.9%	1.4%	1.4%	1.2%	(21) bps
Liquidity						
LDR	113.5%	93.2%	92.9%	92.7%	95.4%	271 bps
CASA	43.4%	41.1%	44.3%	48.5%	53.7%	521 bps
Capital						
Equity (IDR Bn)	23,836	19,988	21,407	25,909	30,479	17.6 yoy
CAR (Tier 1)	15.6%	13.6%	13.8%	16.1%	17.5%	136 bps
Total CAR	17.3%	19.3%	19.1%	20.2%	20.1%	(10) bps

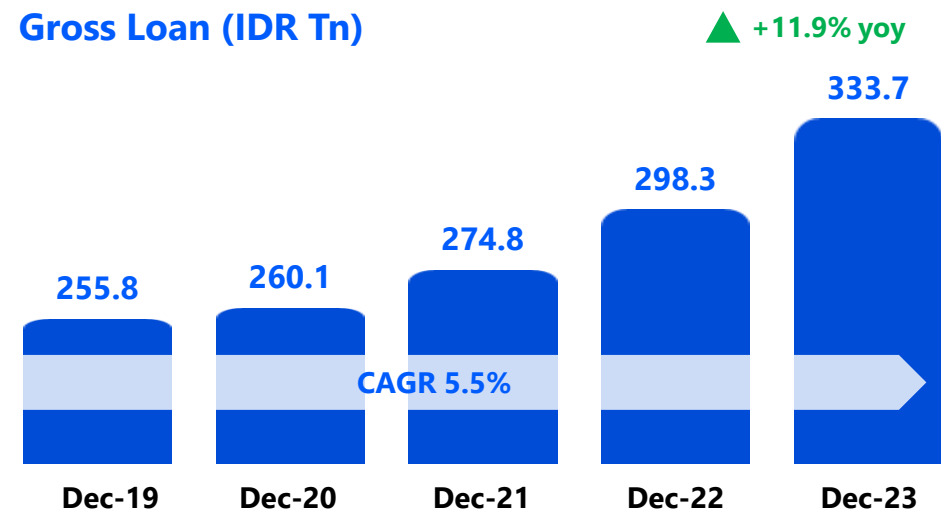
5 Years Balance Sheet

Balance Sheet Summary (IDR Bn)	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	CAGR 5 Years	% Assets as of Dec-23
Total Earning Assets	284,338	335,630	331,979	360,379	389,827	6.5%	88.8%
Term Deposit with BI	6,134	11,583	5,550	4,578	12,149	14.6%	2.8%
Total Loan & Financing	255,825	260,114	274,835	298,282	333,698	5.5%	76.1%
Securities	18,628	59,494	48,313	53,688	41,200	17.2%	9.4%
Other Earning Assets	3,751	4,439	3,281	3,831	2,780	-5.8%	0.6%
Provision on Earning Asset	(6,145)	(13,066)	(14,440)	(15,679)	(15,641)	20.5%	-3.6%
Total Non Earning Assets	33,584	38,645	54,329	57,449	64,563	14.0%	14.7%
Total Assets	311,777	361,208	371,868	402,148	438,750	7.1%	100.0%
CASA	97,754	114,764	131,120	156,202	188,007	14.0%	42.8%
Current Account	52,117	72,045	79,199	114,007	143,535	22.5%	32.7%
Saving Account	45,638	42,719	51,922	42,195	44,472	-0.5%	10.1%
Time Deposits	127,647	164,371	164,856	165,736	161,927	4.9%	36.9%
Third Party Deposits	225,401	279,135	295,976	321,937	349,933	9.2%	79.8%
Securities issued	19,784	15,810	12,372	8,652	6,835	-19.1%	1.6%
Deposits from Other Banks	4,522	35	74	179	1,300	-22.1%	0.3%
Repurchase Agreements	947	0	0	0	0	-99.5%	0.0%
Borrowings	28,465	34,002	30,822	33,979	42,875	8.5%	9.8%
Non Interest Bearing Liabilities	8,823	12,238	11,218	11,491	7,327	-3.6%	1.7%
Total Liabilities	287,941	341,221	350,462	376,239	408,271	7.2%	93.05%
Total Equity	23,836	19,988	21,407	25,909	30,479	5.0%	6.95%
Total Liabilities & Equity	311,777	361,208	371,868	402,148	438,750	7.1%	100.00%

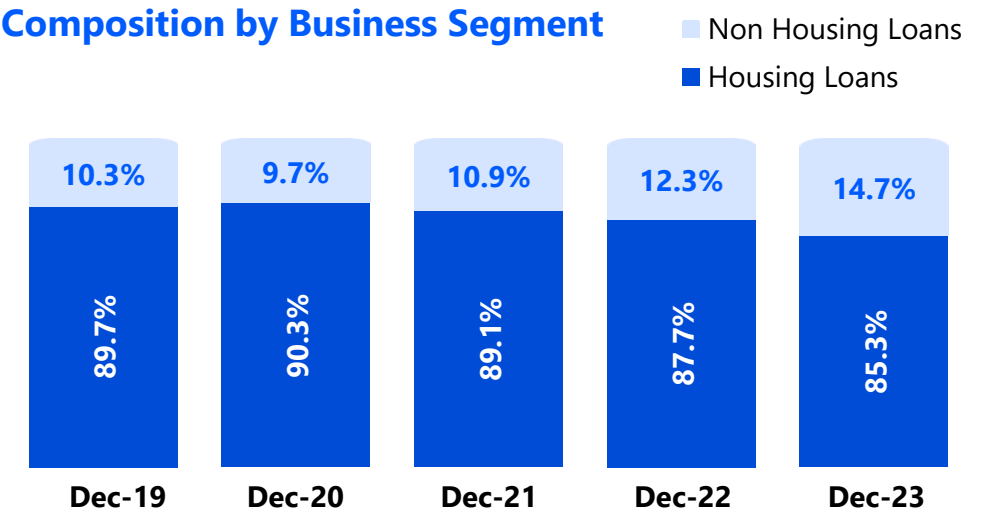
5 Years Loan Mix

Loan Type (IDR Bn)	Dec-19		Dec-20		Dec-21		Dec-22		Dec-23		CAGR 5 Years
	Outs	%	Outs	%	Outs	%	Outs	%	Outs	%	
Housing Loan	229,522	89.7%	234,785	90.3%	244,823	89.1%	261,705	87.7%	284,617	85.3%	4.4%
Subsidized Mortgage	111,130	43.4%	120,720	46.4%	130,683	47.6%	145,860	48.9%	161,746	48.5%	7.8%
Non Subsidized Mortgage	80,649	31.5%	79,938	30.7%	83,251	30.3%	87,824	29.4%	96,175	28.8%	3.6%
Other Housing Loan	8,032	3.1%	7,256	2.8%	6,976	2.5%	6,970	2.3%	7,871	2.4%	-0.4%
Construction Loan	29,711	11.6%	26,871	10.3%	23,914	8.7%	21,051	7.1%	18,826	5.6%	-8.7%
Non Housing Loan	26,303	10.3%	25,329	9.7%	30,012	10.9%	36,576	12.3%	49,081	14.7%	13.3%
Consumer Loan	4,896	1.9%	5,119	2.0%	6,559	2.4%	7,010	2.4%	7,264	2.2%	8.2%
Commercial Loan	9,032	3.5%	8,270	3.2%	9,512	3.5%	11,563	3.9%	12,901	3.9%	7.4%
Corporate Loan	12,375	4.8%	11,940	4.6%	13,942	5.1%	18,004	6.0%	28,916	8.7%	18.5%
Total Loan & Financing	255,825	100.0%	260,114	100.0%	274,835	100.0%	298,282	100.0%	333,698	100.0%	5.5%
Mortgage	191,779	75.0%	200,658	77.1%	213,934	77.8%	233,684	78.3%	257,921	77.3%	6.1%

Gross Loan (IDR Tn)



Composition by Business Segment



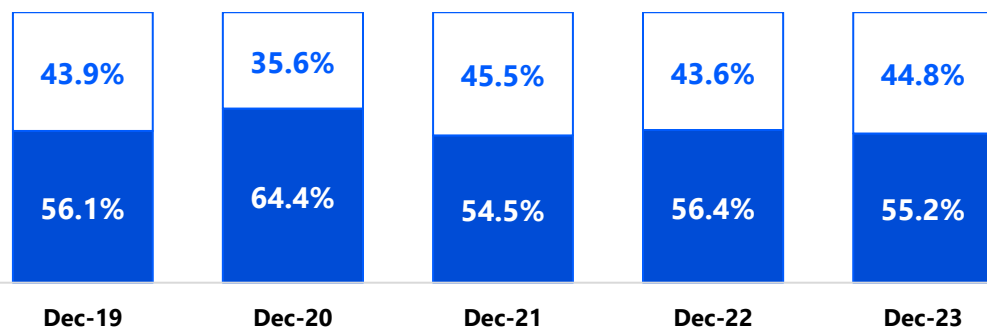
5 Years Deposits

Customer Deposits (IDR Tn)

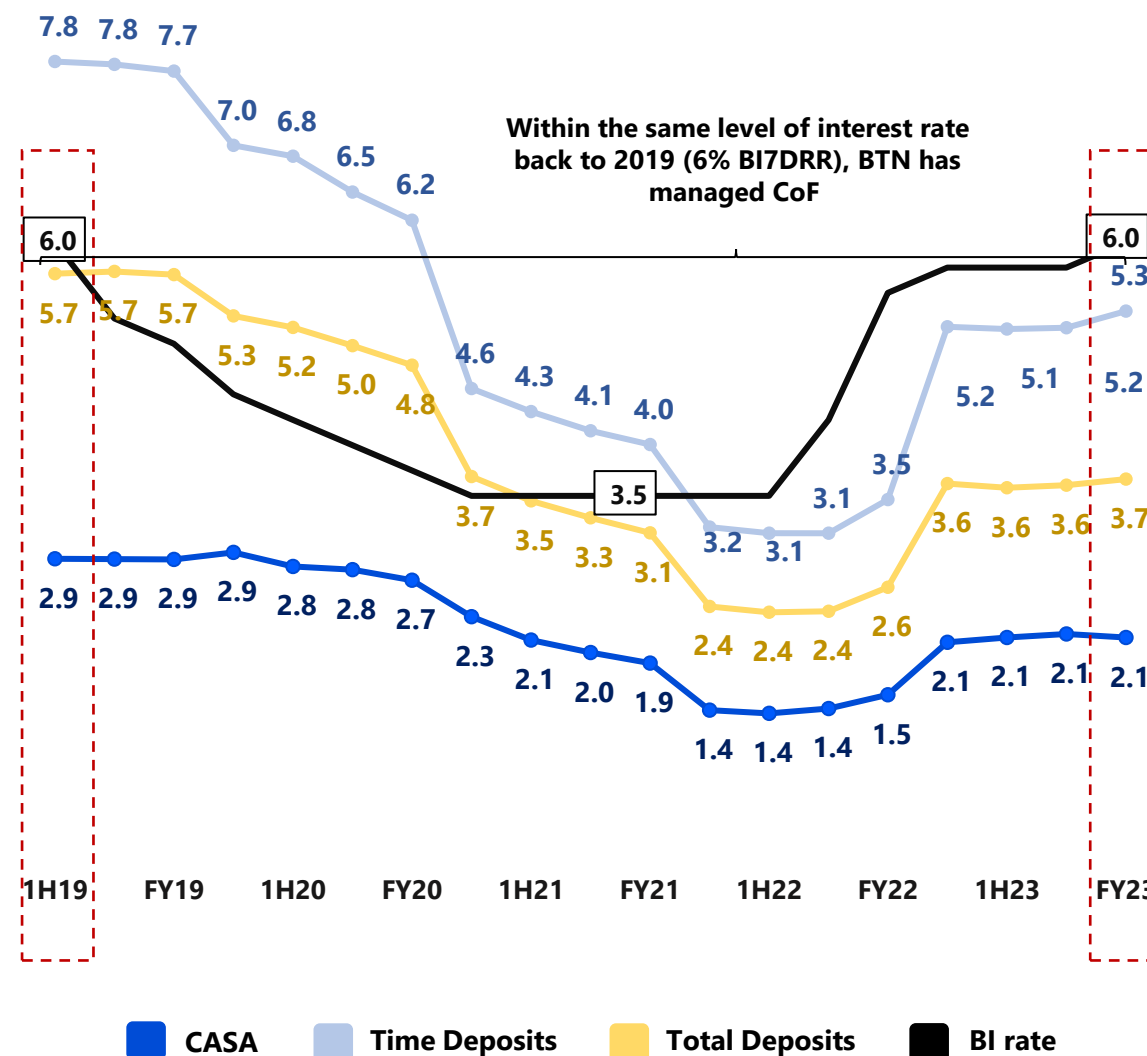
By Segments	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	CAGR 5 Years
CASA	97.7	114.8	131.1	156.2	188.0	14.0%
Current Account	52.1	72.0	79.2	114.0	143.5	22.5%
Savings Account	45.6	42.7	51.9	42.2	44.5	-0.5%
Time Deposits	127.6	164.4	164.9	165.7	161.9	4.9%
Total Deposits	225.4	279.1	296.0	321.9	349.9	9.2%

Current Account Improvement (IDR Bn)

	FY19	FY23	CAGR 5 Years
Current Account – FLPP	22,861	64,320	23.0%
Current Account – BAU	29,255	79,215	22.0%



Cost of Deposits (% YTD)



Capital (IDR Bn)	Full-Year of					CAGR 5 Years (%)
	2019	2020	2021	2022	2023	
Tier – 1 Capital	21,037	17,626	18,532	22,533	27,154	5.2%
Tier – 2 Capital	2,313	7,369	7,175	5,635	4,076	12.0%
Total Capital	23,350	24,995	25,707	28,168	31,230	5.6%
Total RWA	134,844	129,250	134,341	139,631	155,590	2.9%
RWA – Credit Risk	113,079	105,435	110,020	114,318	136,692	3.9%
RWA – Market Risk	802	1,612	2,407	1,373	942	3.3%
RWA – Operational Risk	20,963	22,203	21,914	23,939	17,956	-3.0%
CAR Tier 1 (Tier 1/Total RWA)	15.6%	13.6%	13.8%	16.2%	17.5%	2.3%
CAR Tier 2	1.7%	5.7%	5.3%	4.0%	2.6%	8.8%
CAR BI ((Tier 1+2)/Total RWA)	17.3%	19.3%	19.1%	20.2%	20.1%	3.0%
Capital Conservation Buffer	2.5%	0.0%	0.0%	2.5%	2.5%	
Countercyclical Buffer	0.0%	0.0%	0.0%	0.0%	0.0%	
Capital Surcharge (D-SIB)	1.0%	1.0%	1.0%	1.0%	1.0%	

5 Years Profit and Loss

PL Summary (IDR Bn)	2019	2020	2021	2022	2023	CAGR 5 Years
Interest Income	25,678	25,167	25,828	25,888	28,271	1.9%
Interest Expense	(16,600)	(16,045)	(12,626)	(10,740)	(14,648)	-2.5%
Net Interest Income	9,078	9,122	13,201	15,148	13,624	8.5%
Other Operating Income	2,113	2,515	2,488	2,233	3,922	13.2%
Other Operating Expense (Exclude Provision)	(7,269)	(7,053)	(9,025)	(9,406)	(9,311)	5.1%
Pre-Provision Operating Profit (PPOP)	3,922	4,584	6,664	7,975	8,234	16.0%
Provision	(3,487)	(2,262)	(3,628)	(4,041)	3,765)	1.6%
Profit From Operations	436	2,322	3,036	3,934	4,470	59.3%
Non-Operating Income (Expense)	(25)	(51)	(43)	(59)	(90)	29.4%
Profit Before Tax	411	2,271	2,993	3,876	4,380	60.5%
Net Profit	209	1,602	2,376	3,045	3,501	75.7%

Interest Income

Interest Income (IDR Bn)	2019	2020	2021	2022	2023	CAGR 5 Years	% portion of FY23
Placement with Bank Indonesia	199	374	459	321	609	25.1%	2.3%
Placement with other bank	27	12	71	10	16	-10.1%	0.2%
Securities	989	1,683	2,577	2,253	2,244	17.8%	9.3%
Loan	22,203	21,173	20,615	20,956	22,378	0.2%	77.9%
Others	-	3	19	61	90		0.3%
Income from Syariah	2,261	1,922	2,087	2,286	2,934	5.4%	10.1%
Total	25,678	25,167	25,828	25,888	28,271	1.9%	100.0%

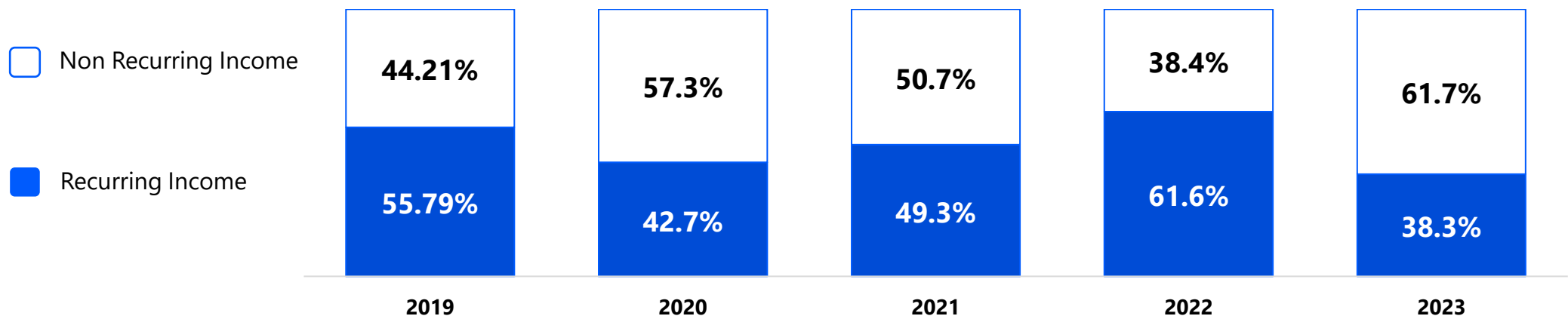
Interest Expense

Interest Expense (IDR Bn)	2019	2020	2021	2022	2023	CAGR 5 Years	% portion of FY23
Deposits from Other Banks	508	195	52	135	241	-13.9%	1.0%
Deposits from Non Banks	12,679	11,755	9,135	7,918	11,832	-1.4%	82.9%
Securities Issued	1,652	1,552	1,261	880	547	-19.9%	2.7%
Fund Borrowings	1,689	2,518	2,176	1,801	1,953	3.0%	13.1%
Others	73	25	1	7	76	0.8%	0.3%
Total	16,600	16,045	12,626	10,740	14,648	-2.5%	100.0%

Other Operating Income

Other Operating Income (IDR Bn)	2019	2020	2021	2022	2023	CAGR 5 Years	% portion of FY23
Non-Recurring Income	934	1,440	1,261	857	2,422	21.0%	61.7%
Gain from Treasury Transaction	646	770	895	154	669	0.7%	17.1%
Recovery	113	161	249	371	882	50.7%	22.5%
Others	175	509	116	331	870	37.8%	22.2%
Recurring Income	1,179	1,075	1,227	1,377	1,500	4.9%	38.3%
Loan Related Transaction	284	220	273	363	458	10.1%	11.7%
Deposits & Banking Service Related	818	792	895	935	949	3.0%	24.2%
Sharia Related Transaction	78	63	60	79	93	3.6%	2.4%
Total	2,114	2,515	2,488	2,233	3,922	13.2%	100.0%

Portion of Other Operating Income (%)



Other Operating Expense (exclude Provisions)

Other Operating Expense (IDR Bn) Excluding Provision	2019	2020	2021	2022	2023	CAGR 5 Years	% portion of FY23
Salaries & Employee Benefit	2,435	2,560	2,953	3,311	3,220	5.7%	41.1%
General Administration	875	886	1,530	894	1,186	6.3%	12.9%
Others	483	487	911	939	834	11.5%	2.9%
Rent, Service & Maintenance	966	778	806	913	833	-2.9%	7.8%
Depreciation	314	526	556	629	717	17.9%	7.0%
Promotion	455	268	340	470	537	3.4%	5.9%
Collector Fees & Consultant	1,036	979	1,053	1,014	1,083	0.9%	13.4%
Insurance Premium	489	496	642	621	680	6.8%	7.7%
Training	96	42	51	88	96	0.1%	1.0%
Research & Development	16	8	6	6	8	-12.7%	0.0%
Other Taxes	12	13	13	12	12	0.7%	0.1%
Loss (transaction spot, derivative, and forex)	92	9	11	500	100	1.7%	0.0%
Marked to Market	0	-	154	10	6	232.0%	0.1%
Total	7,270	7,053	9,025	9,406	9,311	5.07%	100.0%

5 Years Financial Snapshots UUS

Financial Highlight	2019	2020	2021	2022	2023	CAGR 5 Years (%)
Asset/ Liabilities						
Total Assets (IDR Bn)	28,386	33,032	38,363	45,336	54,289	13.8%
Total Financings (IDR Bn)	23,613	25,062	27,550	31,624	37,114	9.5%
Total Deposits (IDR Bn)	21,860	23,831	29,263	34,641	41,803	13.8%
Profitability						
Net Profit (IDR Bn)	238	135	185	334	702	24.1%
N I M equivalent	4.3%	3.1%	4.7%	5.0%	5.0%	3.2%
ROA	0.8%	0.4%	0.5%	0.7%	1.3%	9.3%
Asset Quality						
NPF (Gross)	7.6%	6.5%	4.3%	3.3%	2.4%	-20.6%
Financing at Risk (FAR)	18.6%	29.5%	25.3%	17.1%	14.4%	-5.0%
NPF Coverage	38.7%	55.5%	106.7%	150.1%	158.1%	32.5%
Liquidity						
FDR	108.0%	105.2%	94.1%	91.3%	88.8%	-3.8%
CASA	37.3%	31.3%	37.4%	43.6%	50.0%	6.0%

5 Years Sharia Business : Financing & Deposits Composition

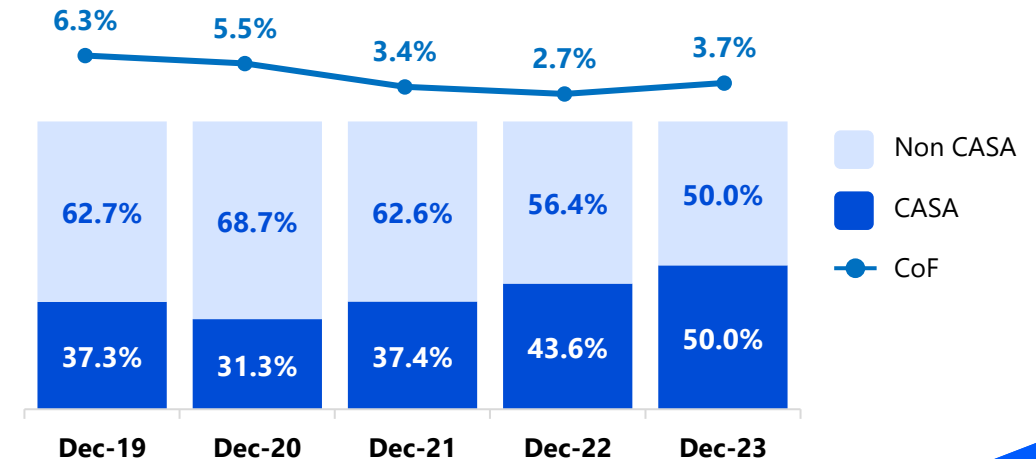
Financing Business Composition

Financings Type (IDR Bn)	Dec-19		Dec-20		Dec-21		Dec-22		Dec-23		CAGR 5 Years
	Outs	%	Outs	%	Outs	%	Outs	%	Outs	%	
Housing Financing	22,507	95.3%	24,305	97.0%	26,486	96.1%	30,812	97.4%	36,587	98.6%	10.2%
Subsidized Mortgage	11,631	49.3%	13,590	54.2%	15,829	57.5%	19,039	60.2%	22,966	61.9%	14.6%
Non Subsidized Mortgage	7,777	32.9%	8,363	33.4%	8,807	32.0%	9,948	31.5%	11,604	31.3%	8.3%
Other Housing Financing	84	0.4%	72	0.3%	59	0.2%	48	0.2%	33	0.1%	-17.0%
Construction Financing	3,014	12.8%	2,280	9.1%	1,791	6.5%	1,776	5.6%	1,982	5.3%	-8.0%
Non Housing Financing	1,106	4.7%	757	3.0%	1,064	3.9%	812	2.6%	528	1.4%	-13.8%
Consumer Financing	186	0.8%	134	0.5%	118	0.4%	145	0.5%	169	0.5%	-1.9%
Commercial Financing	920	3.9%	623	2.5%	946	3.4%	667	2.1%	359	1.0%	-17.2%
Total Financing	23,612	100.0%	25,062	100.0%	27,550	100.0%	31,624	100.0%	37,114	100.0%	9.5%
Mortgage Financing	19,408	82.2%	21,953	87.6%	24,636	89.4%	28,988	91.7%	34,571	93.2%	12.2%

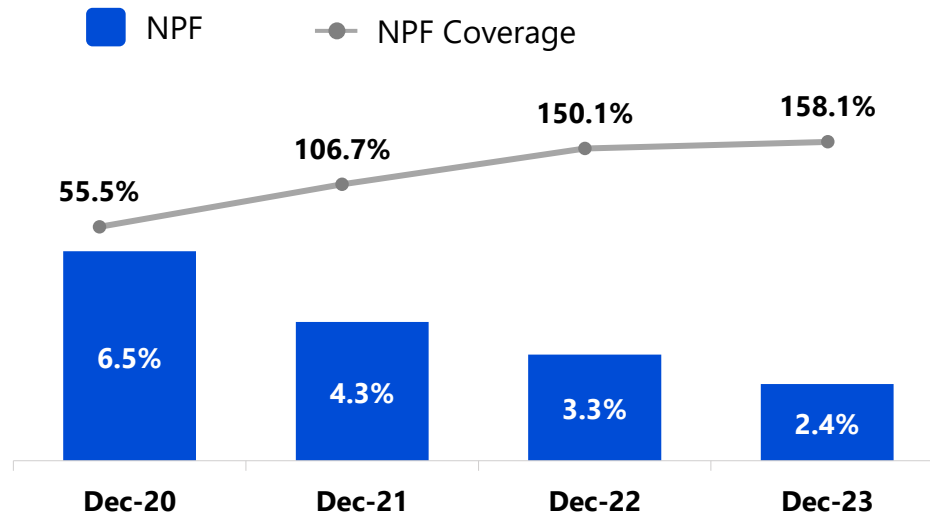
Deposits Composition

Deposits (IDR Bn)	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	YoY
CASA	8,161	7,463	10,952	15,117	20,915	38.4%
Current Account	4,008	3,444	5,830	9,104	14,166	55.6%
Savings Account	4,153	4,019	5,122	6,013	6,750	12.3%
Time Deposits	13,700	16,368	18,311	19,524	20,888	7.0%
Total	21,860	23,831	29,263	34,641	41,803	20.7%

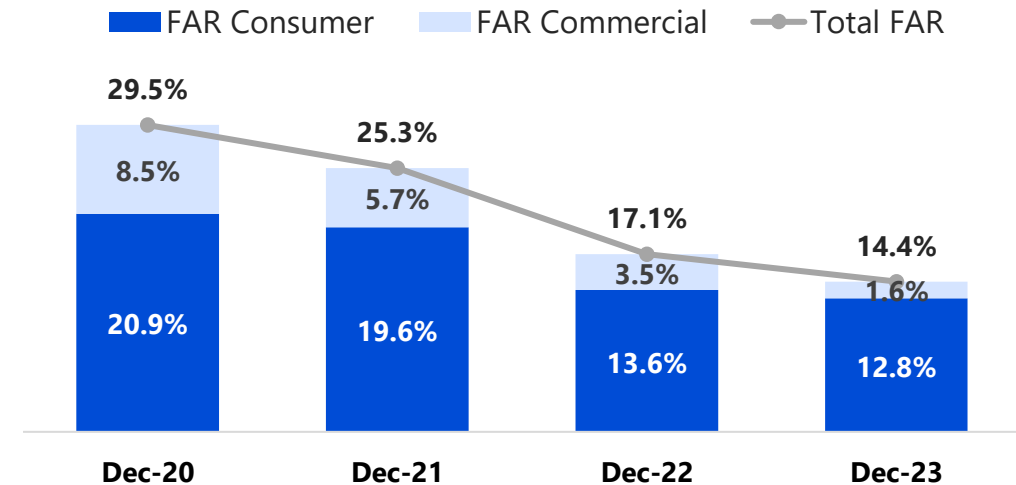
CASA Ratio (%)



Sharia NPF & NPF Coverage



Sharia Financing at Risk



Sharia Special Mentioned Financing (SMF)

Financings Type	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
Housing Financing	8.1%	7.1%	6.3%	6.7%	7.1%
Subsidized Mortgage	7.7%	7.2%	6.4%	7.1%	7.1%
Non-Subsidized Mortgage	8.1%	6.4%	6.3%	7.0%	7.3%
Other Housing Financing	12.5%	8.2%	9.8%	8.9%	11.0%
Construction Financing	9.5%	9.3%	5.6%	1.6%	5.7%
Non-Housing Financing	5.7%	4.6%	2.1%	0.0%	1.6%
Consumer Financing	3.7%	5.5%	6.1%	3.8%	3.8%
Commercial Financing	6.1%	4.2%	1.1%	0.0%	0.5%
Total Financing	8.0%	7.0%	6.2%	6.6%	7.0%
Mortgage Financing	7.8%	6.9%	6.4%	7.0%	7.1%

Sharia Non-Performing Financing (NPF)

Financings Type	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
Housing Financing	5.4%	4.9%	3.9%	3.2%	2.3%
Subsidized Mortgage	0.7%	0.6%	0.5%	0.9%	1.1%
Non-Subsidized Mortgage	1.6%	1.5%	1.4%	1.3%	2.0%
Other Housing Financing	1.9%	2.4%	2.1%	5.5%	1.8%
Construction Financing	33.3%	42.7%	45.1%	38.0%	18.1%
Non-Housing Financing	51.8%	48.5%	14.8%	9.0%	10.0%
Consumer Financing	11.9%	8.3%	3.1%	4.7%	3.6%
Commercial Financing	59.9%	68.2%	17.8%	9.9%	13.0%
Total Financing	7.6%	6.5%	4.3%	3.3%	2.4%
Mortgage Financing	1.1%	1.0%	0.8%	1.0%	1.4%

Appendix



BTN's Competitive Advantages as a Commercial Bank

3.0%

mortgage to GDP ratio,
well below neighboring
ASEAN countries

12.7 Mio

current housing needs in
Indonesia

1.8 Mio

New marriages per 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 47 years



BTN has been leading
Indonesia's mortgage business
since **the first mortgage
disbursement in Indonesia in
1976**



~ **5.2 million** units of
mortgages have been
extended by BTN since 1976



~ **85%** of BTN's
portfolio is housing
loans



Sustainable government
support in terms of annual
budget for housing subsidy
and infrastructure development

Market leader
and contributor
to the economy



BTN is the main contributor
to the national housing
program as the largest
absorber of the subsidized
mortgage budget.



BTN's mortgages are still
dominant in the **subsidized
segment** (50% of BTN's total
mortgage portfolio) and first
time home buyers



~ **82% of the
national Subsidized
Mortgages market
share** and **39%** of total
mortgages market



Driving **185** economic sub-
sectors through housing
businesses.

Engagement with
a wide range of
housing
stakeholders



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



> 7000 developer partners
with most being subsidized
residential developers



Nurturing **new developers**
through BTN's learning &
advisory program



> 3000 notary offices
have collaborated with BTN in
mortgages disbursement

BTN's Network and Distribution as of 1H24

Java	
Regional Office	5
Branch Offices	49
Sub-Branch Offices	378
Sharia Branch Offices	17
Sharia Sub-Branch Offices	52
ATM & CRM	2,098

Kalimantan	
Regional Office	1
Branch Offices	7
Sub-Branch Offices	31
Sharia Branch Offices	3
Sharia Sub-Branch Offices	3
ATM & CRM	340

Sulawesi	
Regional Office	1
Branch Offices	8
Sub-Branch Offices	30
Sharia Branch Offices	3
Sharia Sub-Branch Offices	2
ATM & CRM	169

Sumatera	
Regional Office	1
Branch Offices	11
Sub-Branch Offices	76
Sharia Branch Offices	9
Sharia Sub-Branch Offices	18
ATM & CRM	810

Bali dan Nusa Tenggara	
Regional Office	-
Branch Offices	4
Sub-Branch Offices	15
Sharia Branch Offices	1
Sharia Sub-Branch Offices	1
ATM & CRM	162

Maluku dan Papua	
Regional Office	-
Branch Offices	3
Sub-Branch Offices	9
Sharia Branch Offices	-
Sharia Sub-Branch Offices	-
ATM & CRM	73

National	1H24	FY23	FY22
Regional Office	8	6	6
Branch Offices	82	81	80
Sub-Branch Offices	539	541	539
Sharia Branch Offices	34	34	30
Sharia Sub-Branch Offices	76	75	74
Outlets	739	737	729
ATM and CRM	3,652	3,789	2,117

Current BTN Ratings From Various Rating Agencies

FitchRatings As of November 2023

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

MOODY'S As of May 2024

Outlook : Stable
 Counterparty Risk Rating : Baa2/P-2
 Bank Deposits : Baa2/P-2
 Baseline Credit Assessment : ba1
 Adj Baseline Credit Assessment : ba1
 Counterparty Risk Assessment : Baa2 (cr)/P-2(cr)
 Subordinate : Ba3 (hyb)

PEFINDO As of July 2024 CREDIT RATING AGENCY

Outlook : Stable
 Corporate Rating : F1+ (idn)
 National Long-Term Rating : AAA (idn)
 Senior Unsecured : AAA

Precedent of BTN Corporate Action

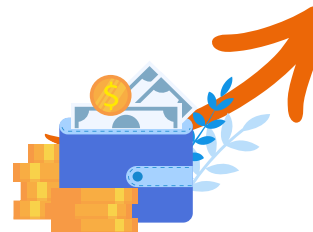


Total Proceeds of **IDR 1.65 Tn**
 through public portion of rights issue

Issued Public Shares :
 1,377,777,765



Oversubscribed by **1.6x**



BTN's Rights Issue was positively welcomed by investors

BBTN are included in some indices including ESG indices up to Jun 2024

PEFINDO i-Grade
 LQ45
 IDX BUMN20
 IDX30
 IDX80
 IDX Small-Mid Cap (IDX SMC) Composite
 IDX Small-Mid Cap (IDX SMC) Liquid
 Kompas100
 Infobank15
 IDX ESG Leaders
 MSCI Indonesia Small Cap
 ESG Sector Leaders IDX Kehati
 ESG Quality 45 IDX Kehati
 IDX Value30
 Investor33
 IDXFİNANCE
 SRI-KEHATI
 Tempo – IDX Financials52

2009

IPO

On December 17, 2009, bank BTN conducted an Initial Public Offering and listed on the Indonesia Stock Exchange (IDX) with an offering price of IDR800/share.

2012

Rights Issue 1

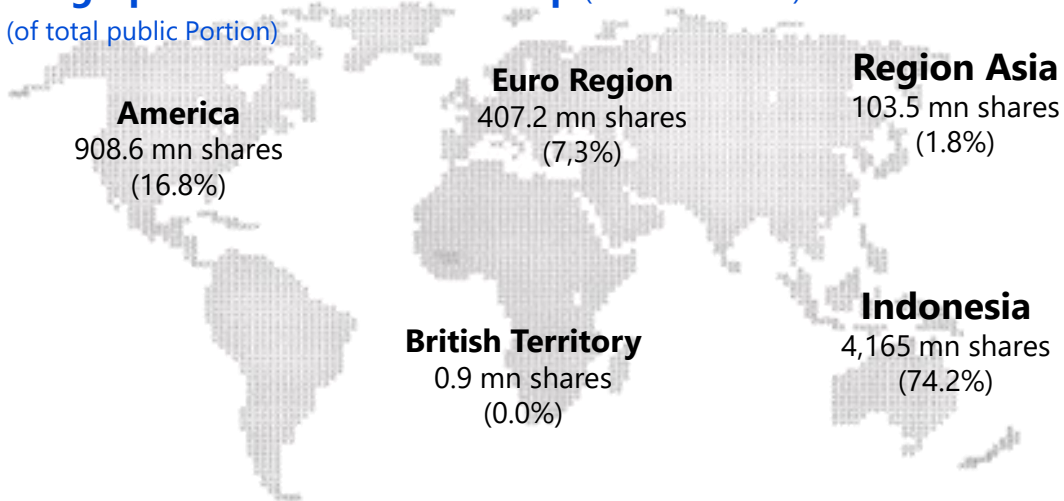
In Rights Issue 1, Bank BTN issued 1.51 billion new shares at an exercise price of IDR 1,235/share. Bank BTN obtained Rp 1.86 trillion from Rights Issue 1.

2022

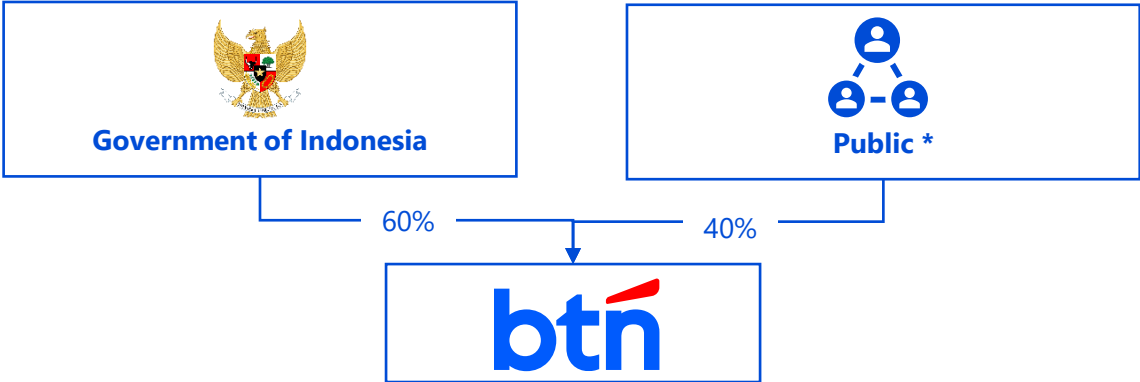
Rights Issue 2

In Rights Issue 2, Bank BTN issued 3.44 billion new shares at a price per share of IDR 1,200/share. The Government of the Republic of Indonesia invested in shares in the form of State Capital Participation amounting to IDR 2.48 Trillion. Bank BTN earned IDR4.13 trillion from Rights Issue 2.

Geographics of BBTN Ownership (as of June 2024)
(of total public Portion)



Shareholder Structure (as of June 2024)



* Includes 0.01% share ownership by the Board of Commissioners and Directors

Board of Directors (1/2)

Experienced and Professional Management Team with Visionary Strategy



Nixon L.P. Napitupulu
President Director

Served as Vice President Director and Director of Finance Planning and Treasury at PT Bank Tabungan Negara (Persero) Tbk



Oni Febriarto Rahardjo
Vice President Director

Served as Vice President Director at Perum Perumnas and Director of Commercial Banking at PT Bank Tabungan Negara (Persero) Tbk



Andi Nirwoto
Director Information Technology

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



Elisabeth Novie Riswanti
Director Assets Management

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



Jasmin
Director Distribution & Institutional Funding

Served as SEVP of Consumer & Transaction and Regional CEO IV/JKT 2 at Bank Mandiri



Setiyo Wibowo
Director Risk Management

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

Board of Directors (2/2)

Experienced and Professional Management Team with Visionary Strategy



Hirwandi Gafar
Director Consumer

Served as Subsidized Mortgage Lending Division Head and Business Development of Subsidized Mortgage Dept Head at Bank BTN



Nofry Rony Poetra
Director Finance

Served as Treasury Division Head and Head of Regional Office I at Bank BTN



Eko Waluyo
Director Human Capital, Compliance & Legal

Served as Human Capital Management Division Head and Corporate Secretary Division Head at Bank BTN



Hakim Putratama
Director Operations & Customer Experience

Served as Head of International and Transaction Banking at BPD Jabar & Banten



Muhammad Iqbal*)
Director SME & Retail Funding

Served as Director of Institutional Banking PT Bank Negara Indonesia (Persero) Tbk



Chandra M. 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



Armand B. Arief
**Independent
Commissioner**

Currently serving as Independent Commissioner of PT Cardig Aero Services Tbk. Previously served as Independent Commissioner of PT Bank Royal Indonesia



Sentot A. Sentaosa
**Independent
Commissioner**

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



Andin Hadiyanto
Commissioner

Currently serving as Head of the Education and Financial Training Agency (BPPK), Ministry of Finance and Acting President Director of Educational Fund Management Agency (LPDP).



Herry Trisaputra Zuna
Commissioner

Currently serving as Road and Bridge Manager Principal Expert. Previously served as Director General of Public Works and Housing Infrastructure Financing, Ministry of Public Works and Public Housing.



Bambang Widjanarko*)
Independent
Commissioner

Served as Deputy Commissioner for Supervision of Government and Sharia Banks for the Financial Services Authority (OJK)



Himawan Arief Sugoto
Commissioner

Currently serving as Main Advisor to the Minister of Agrarian Affairs and Spatial Planning/Head of the National Land Agency for Land Economics.



Adi Sulistyowati*)
Independent
Commissioner

Served as Vice President Director of PT Bank Negara Indonesia (Persero) Tbk and Service and Network Director of PT Bank Negara Indonesia (Persero) Tbk



Thank You

Investor Relations

PT Bank Tabungan Negara (Persero) Tbk.
Menara BTN 16th Floor
Jl. Gajah Mada No. 1
Jakarta 10130

Telp: +62 21 63870107
Email: investor_relations@btn.co.id
Website: www.btn.co.id