



PROGRAM 3 JUTA RUMAH

remonial Penyaluran KPR BTN

ng, 12 Desember 2024



1H25 Results Presentation

PT Bank Tabungan Negara (Persero) Tbk
Jakarta, 27 August 2025

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Material Presentation



Annual Report



Sustainability Report

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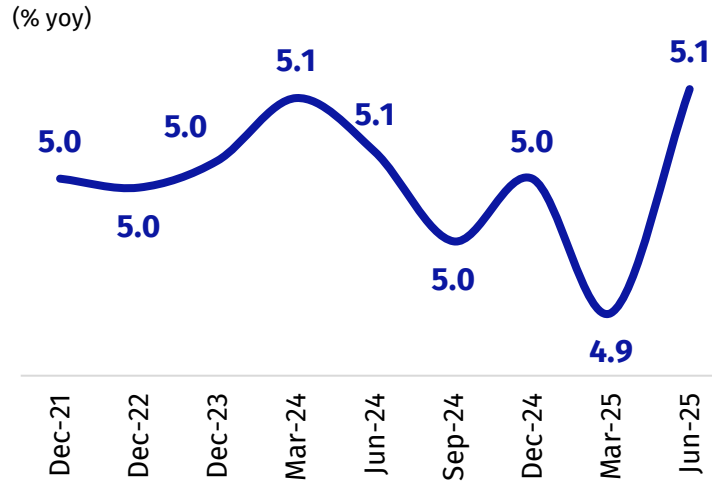
Macroeconomics & Management Highlights

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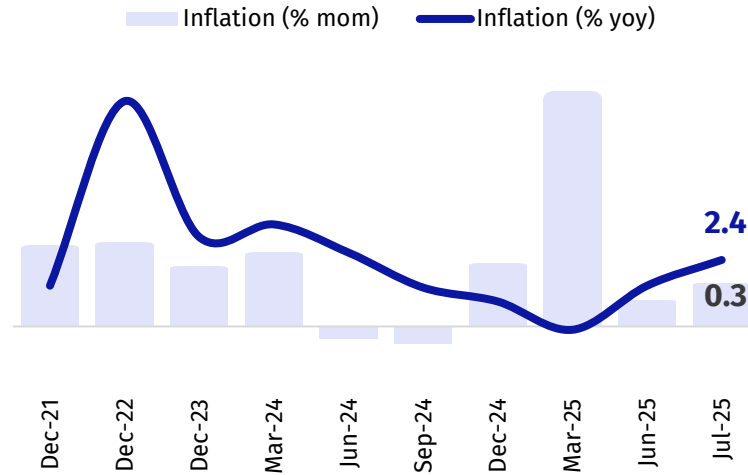
Macroeconomic Highlight

Resilient National Economy despite Global Revision

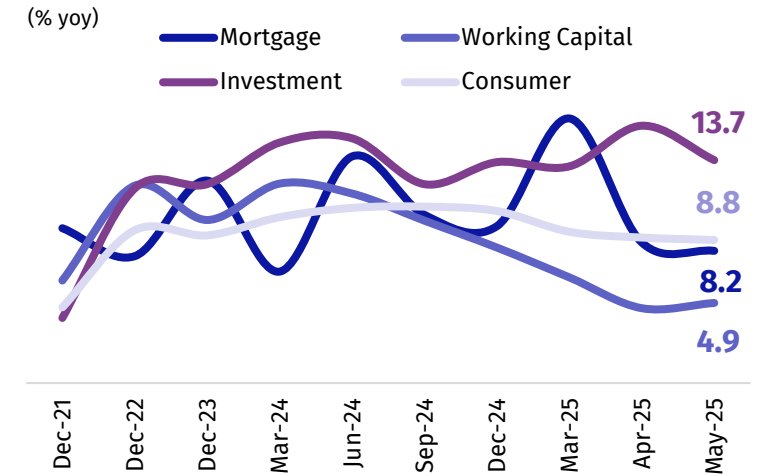
National GDP Growth Rebound in 2Q25



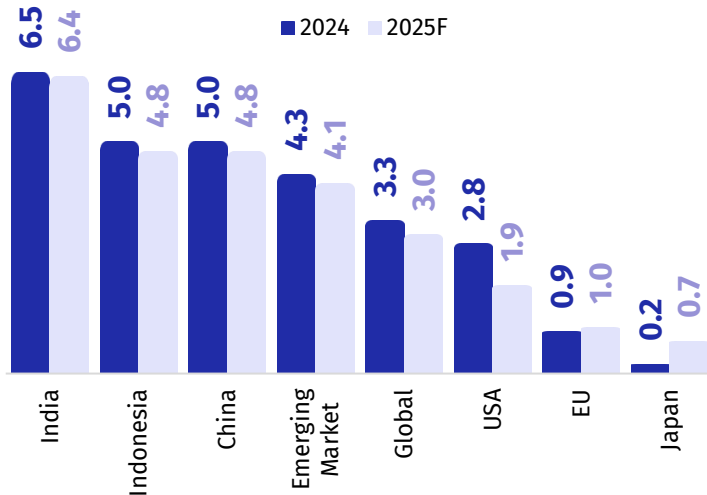
Inflation Rate Remains on Track



Soften Mortgage Growth



Revision on GDP Outlook



Key Takeaways

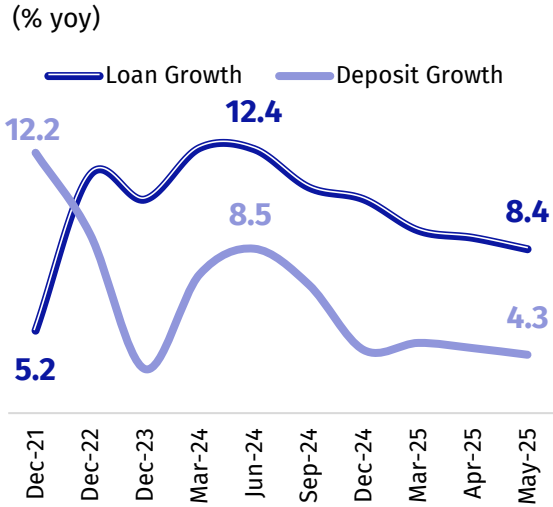
- ❑ National GDP level increased to 5.1% yoy in 2Q25, driven by 7.0% yoy growth in investment followed by 5.0% yoy private consumption growth.
- ❑ As of June 2025, IMF has revised down to 3.0% global GDP outlook, weighing on economic projections for many countries, including Indonesia. Indonesia's GDP outlook for 2025 stood at 4.8% slightly lower than the 5.0% growth in 2024.
- ❑ Meanwhile, inflation rate remained modest at 2.4% yoy in Jul-25, within Bank Indonesia's target rate.
- ❑ Investment loan booked the highest growth of 13.7% yoy. Yet, mortgage grew softer at 8.2% yoy in May 2025 (vs 16.3% yoy in March 2025).

Source: Statistics Indonesia, CEIC, IMF, Financial Services Authority (OJK)

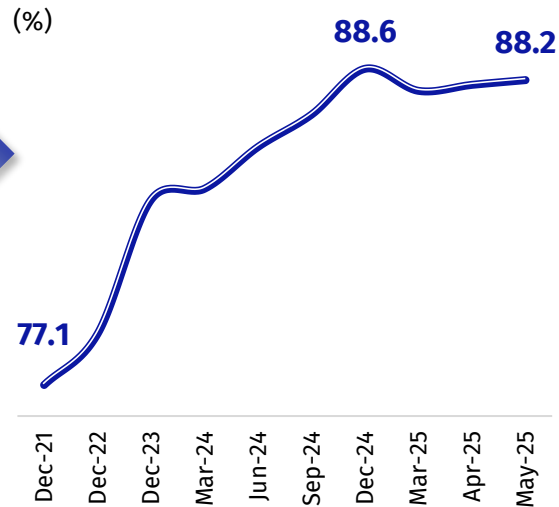
Banking Sector Highlight

Loan still grew faster than deposit

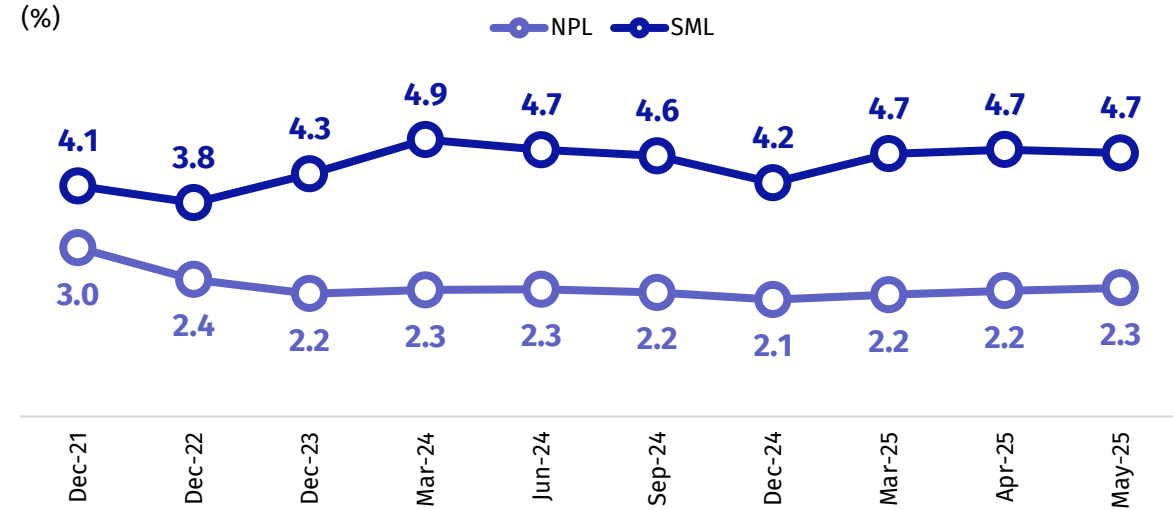
Loan Grew Higher than Deposit



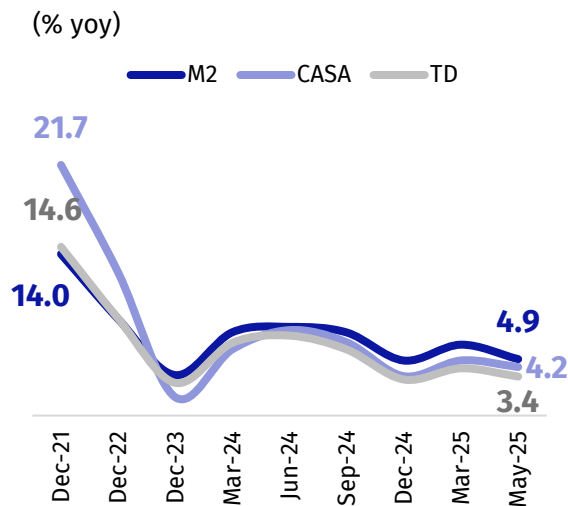
Stable Loan to Deposit Ratio



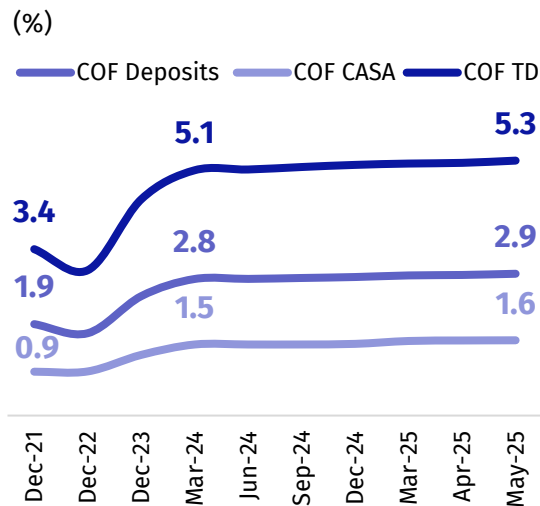
SML Level Escalates



Moderate Money Supply & Deposits Growth



CoF TD Still Inched Up in 5M25



Key Takeaways

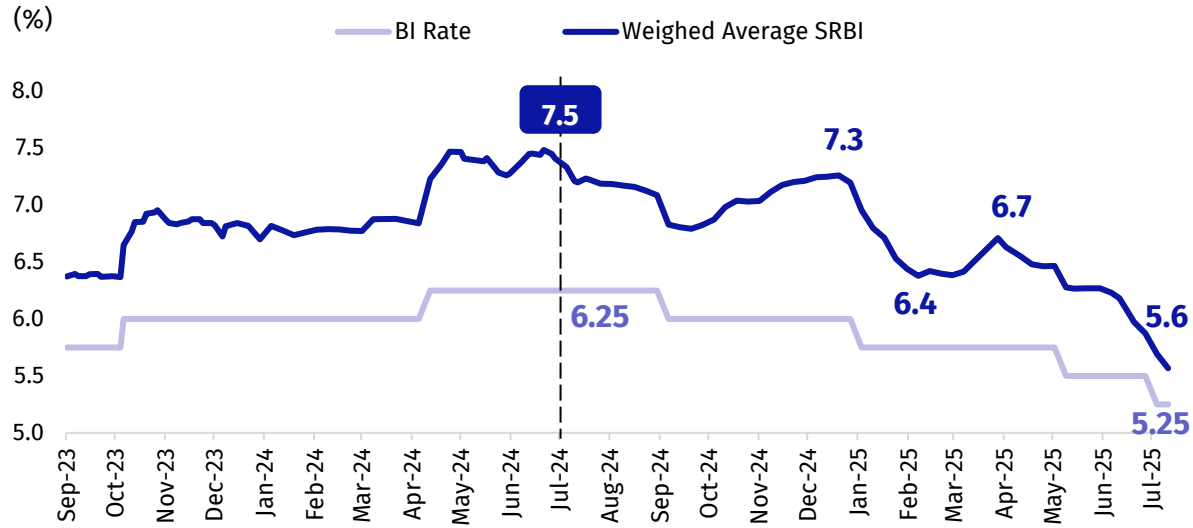
- ❑ **Loan growth continues to outpace deposit growth**, leading to a Loan to Deposit Ratio of 88.2%
- ❑ **Money supply (M2) shows moderate growth at 4.9%**, reflecting a soft deposit growth that stood at 3.4%.
- ❑ In 5M25, **CoF deposits stays steady at 2.9%** with the **largest contribution from TD instrument at 5.3%**.
- ❑ On asset quality, both **Special Mention Loan (SML)** and **Non-Performing Loan (NPL)** were increased to **4.7%** and **2.3%** in May 2025, respectively.

Source: Central Bank of Indonesia (SEKI), Financial Services Authority (SPI OJK)

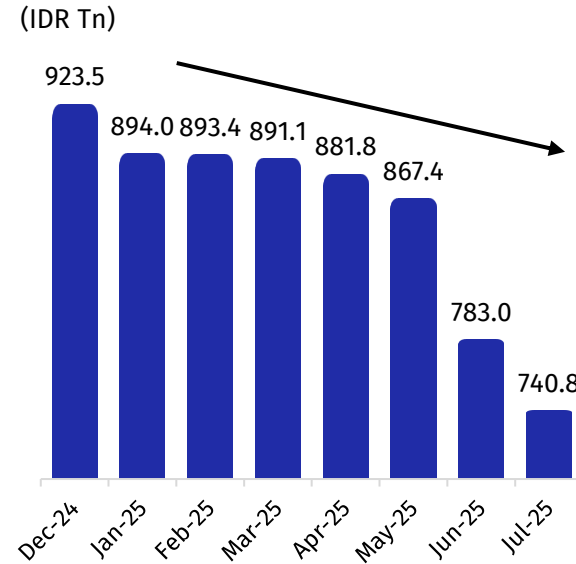
Liquidity Highlight

SRBI rate falls to record low, opening room for lower cost of funds.

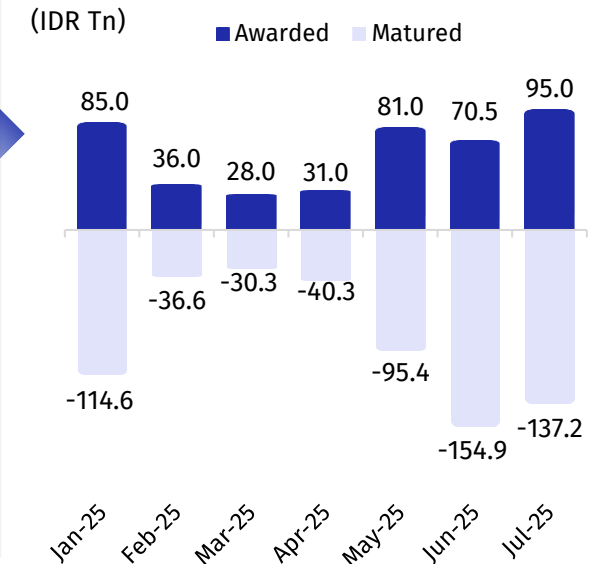
SRBI rate drops to its lowest level since inception in Sep-23



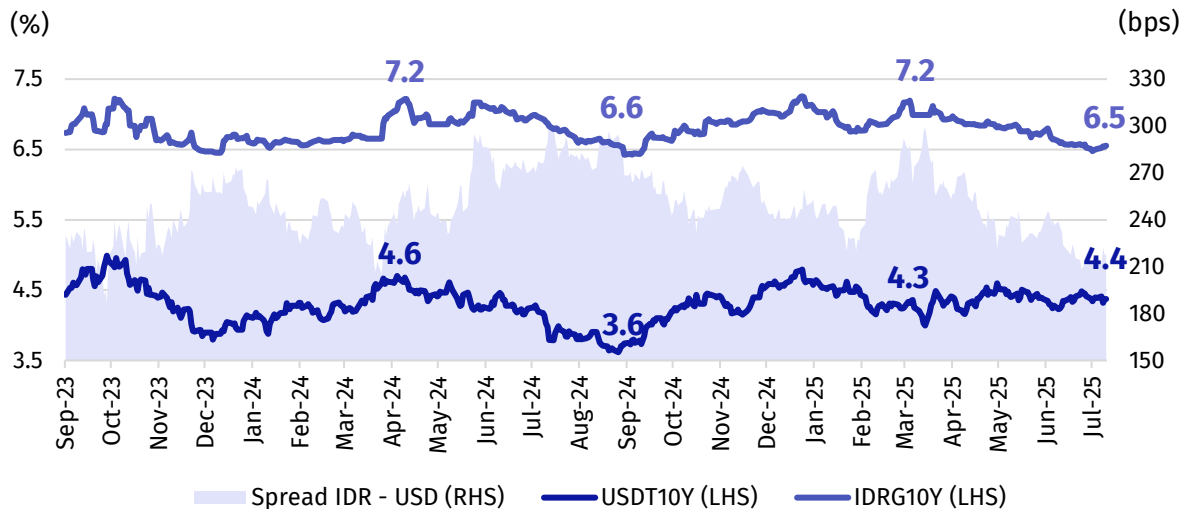
SRBI outstanding hit the lowest level in July-25



New issuance vs maturity SRBI



IDR Govt 10 years vs USD Treasury 10 years spread narrows to its slimmest level

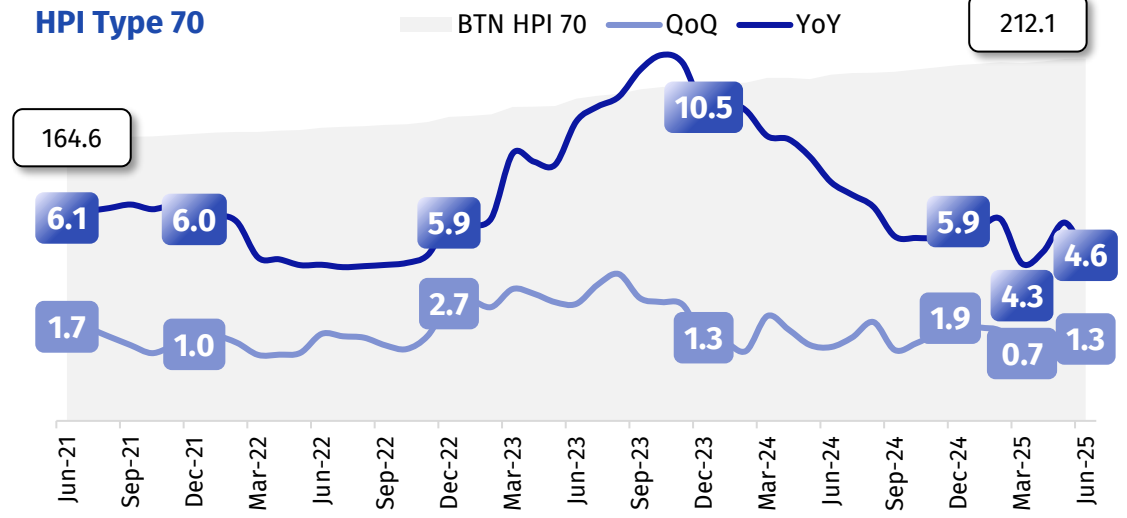
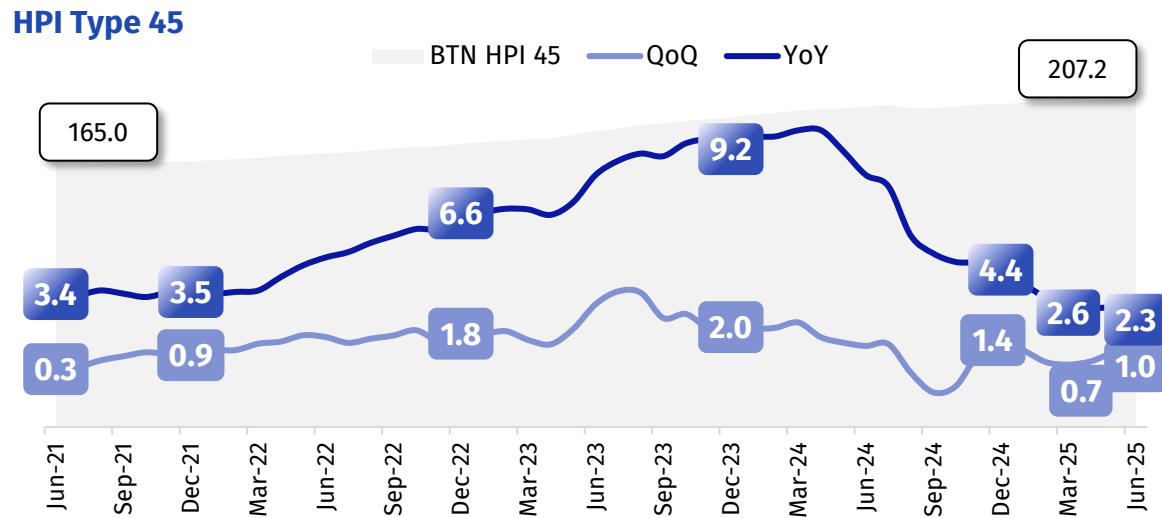
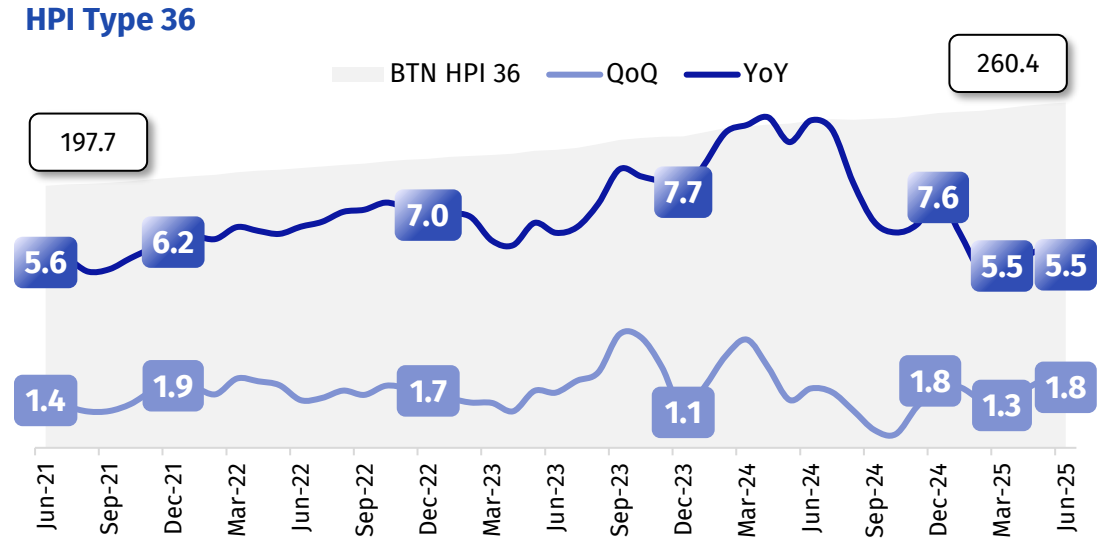
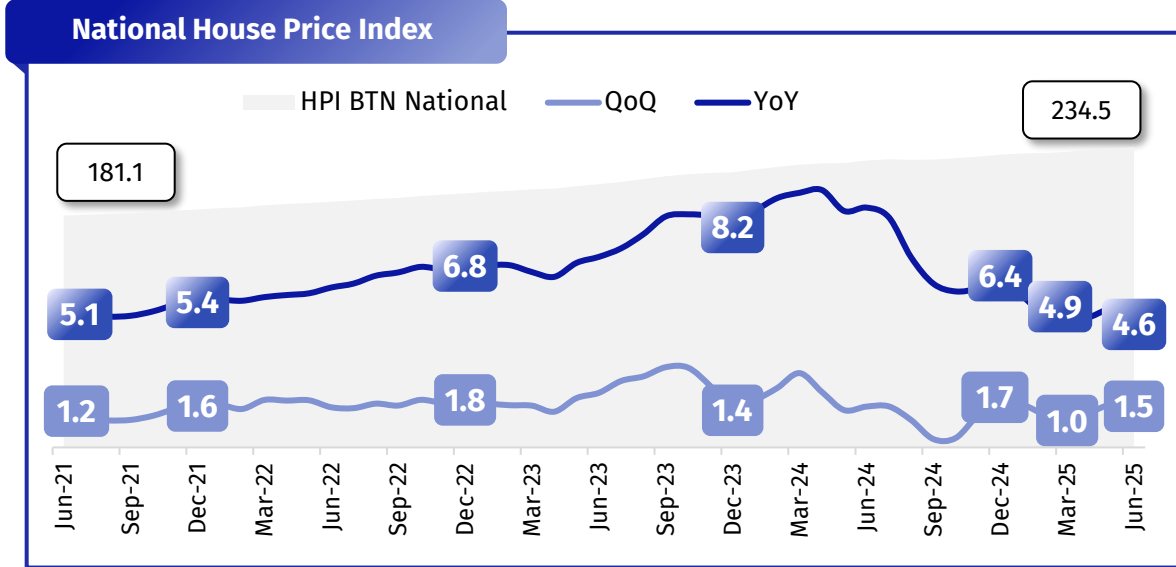


Key Takeaways

- SRBI rate fell to record low, reached 5.6% in July-25, the lowest since inception in Sep-23, reflecting moderate decline in liquidity cost.
- BI Rate eased 100 bps to 5.25% in July-25 (vs 6.25% in July-24), lead to 192 bps lower SRBI yields to 5.6% within the same period.
- SRBI's outstanding hit new low, dropped to IDR 740.8 Tn in July-25 (from its peak outstanding at IDR 923.5 T in Dec-24).
- The combination of falling yields, lower outstanding and net maturities suggests a potential shift in liquidity conditions within system, that could lead to lower Cost of Fund going forward.

Source: Bank Indonesia, processed.

BTN House Price Index (BTN HPI) as of June 2025



Source: BTN HPI Q2 25

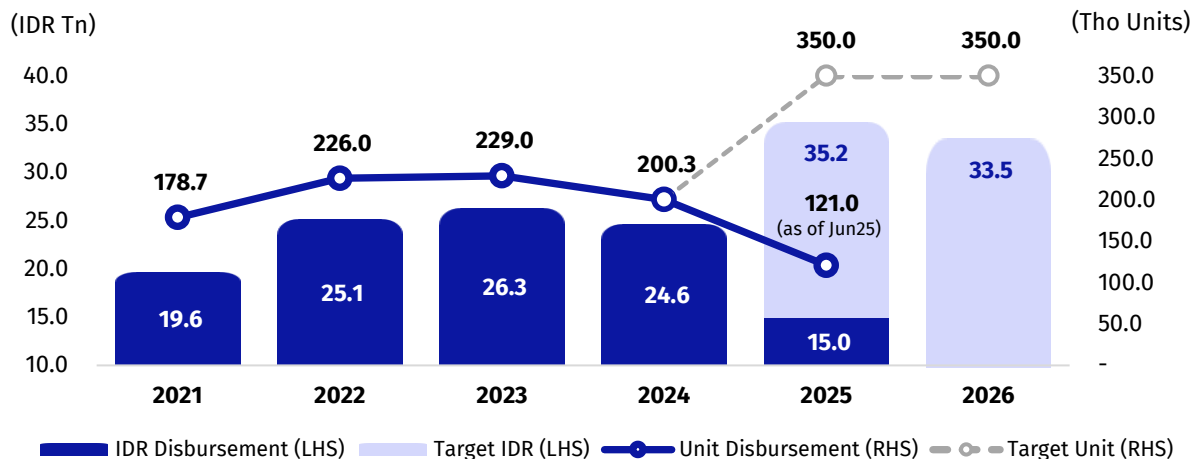
Recent Regulatory Changes with Potential Impact on Banks

New Maximum Monthly Income on Subsidized Mortgage Program

Ministry of Housing and Residential Area issued new regulation on **the eligibility for the subsidized mortgage (FLPP) program** (Permen No.5/2025) on April 2025.

Geographical Zones (FLPP Program)		Monthly Income (IDR Mn)			
		Before		After	
		Single	Joint Income	Single	Joint Income
Zone 1	Java (exc. Jabodetabek), Sumatera, East Nusa Tenggara, West Nusa Tenggara	7.0	8.0	8.5	10.0
Zone 2	Kalimantan, Sulawesi, Bangka Belitung Island, Riau Island, Maluku, North Maluku, Bali	7.0	8.0	9.0	11.0
Zone 3	Papua, West Papua, Central Papua, South Papua, Highland Papua (Papua Pegunungan), Southwest Papua	7.5	10.0	10.5	12.0
Zone 4	Jakarta, Bogor, Depok, Tangerang, Bekasi	7.0	8.0	12.0	14.0

A target has Set for FLPP in 2026 based on Government Annual Budget



New Policy on KUR Housing Program

- ❑ The government introduced a new policy on the **KUR Housing Program issued by the Coordinating Ministry of Economic Affairs** (Permenko No. 13/2025)
- ❑ The supply side scheme (developers, contractors and building material suppliers) provides two financing options: **working capital for maximum 4 years** and **investment loan for maximum 5 years**.
- ❑ The demand side (MSME) provides investment loan with an **interest rate subsidy for the first 5 years**. Borrowers could withdraw loan of IDR 10 – 500 Mn with a lending rate of 6%.
- ❑ The details on the interest rate subsidy for both schemes, supply and demand side, **will be issued through the Minister of Finance Regulation**.

Scheme	Supply Side	Demand Side
Loan Limit	IDR 500 Mn - IDR 5 Bn	IDR 10 - 500 Mn
Tenor	Working Capital Loan: Max 4 Years Investment Loan: Max 5 Years	Investment Loan: Min 5 Years
Applicant	MSMEs: Developers, Contractors, Building Material Suppliers	MSMEs
Purpose	1. Land acquisition 2. Purchase building materials 3. Procurement of goods and services	1. House ownership 2. Construction 3. Renovation
Loan Withdrawal	IDR 5 Bn/cycle, up to 4 cycles	IDR 10 Mn to IDR 500 Mn, one cycle
Eligibility	1. Own a feasible business 2. Taxpayer Identification Number (NPWP) & Business License (NIB) 3. At least run a business for minimum 6 months 4. Non existing borrower of KUR or other government loan programs 5. May already own commercial loan under current category (collectability 1)	

Source: Government Annual Budget Book 2026, Ministry of Housing and Residential Area Policy, Coordinating Ministry for Economic Affairs Policy

	1H25	Guidance
Loan Growth	6.8%	7 – 9%
Deposits Growth	11.2%	8 – 10%
Cost of Credit	2.0%	>1.5%
NPL Gross	3.3%	<3.1%

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2025 : Strengthening Engine for Sustainable Funding

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Embarking on a New Journey With A Sharpened Vision

Built on a strong foundation as one of Indonesia's top consumer bank, ready to go beyond

Vision

BTN unveils its 2025 Aspiration – Putting consumers first by providing comprehensive financial solutions for Indonesian Families

“To be the Leading Partner in Empowering the Financials of Indonesian Families”

... by building on a Strong Foundation to Strengthen Its Position as One of Indonesia's Leading Consumer Banks and To Go Beyond in 2025

Beyond mortgages by providing comprehensive banking solutions through streamlined processes and innovative products.



Driving segment expansion through new business growth, with a focus on enhancing services, customer experiences, and transactions.

Building a Sustainable Funding Engine by growing low-cost transactional CASA.

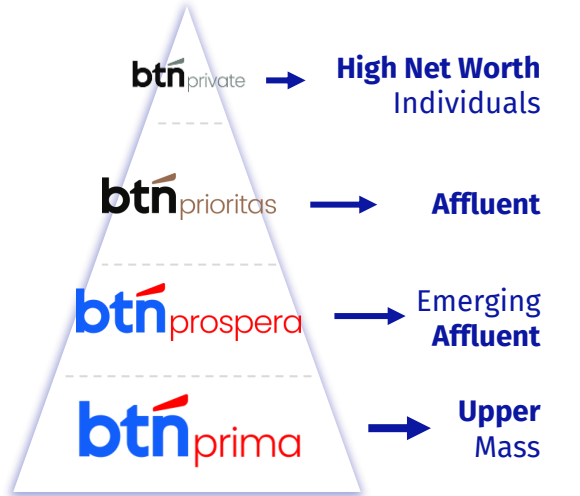
Unlocking Potential through Seamless Transactions



BTN's 1H25 Journey: Strengthening Engine for Sustainable Funding

Continuously transforming to be a game-changer, delivering exceptional service in a disruptive era.

Developing a Full-Fledged Retail Products Across Segment



Driving Segment Expansion through Sales Center

Mortgage Disbursement from 9 Sales Center Branch reached ~IDR 713.3 Bn.



- BTN will further expand its housing market presence by rolling out **Sales Center Desk** (streamlined units compared to Sales Center Branches).
- By 2025, **3 new Sales Center Desks** are expected to be operational in Semarang, Malang and Balikpapan.

Unlocking Potential through Seamless Transactions

Since its introduction earlier this year, balé by BTN has been **growing at a steady pace** and **strengthening its market presence**.

2.7 Mn
User Acquisition

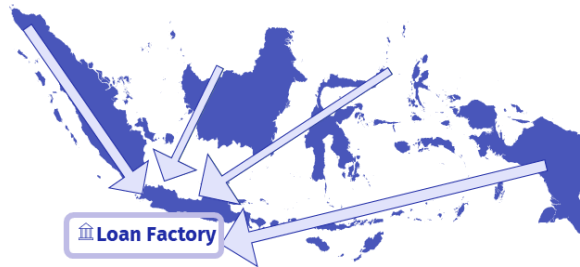
IDR 43.1 Tn
Value of Transaction

931.5 Mn
Amount of Transaction

What's Next?

- Branch Queuing Reservation
- QRIS Crossborder China, Korea
- balépinjam by btn for BNPL and online soft loan
- QRIS Tap

Optimizing Loan Processing & Strengthening Collections



Loan processing optimization is being implemented through **centralized functions and efficient resource allocation**, involving both the Risk and Operations units, with the **Loan Factory's establishment**.

Loan Quality Enhancement Strategy

- A more **selective loan origination** combined with the **'Stop & Go' Program** for specific regions and job segments.
- Implementation of **Early Warning System (EWS)**.
- Selective** and **Targeted Restructuring**.

Reshaping Branches and Redefining Customer Journey

BTN Digital Store Now Available in Several Places

- KC Jakarta Kuningan
- KCP DPR & BEI
- 9 Non-Permanent Digital Stores
 - Royal Plaza Surabaya
 - Pakuwon City Jogja
 - Fresh Market PIK
 - Pakuwon City Solo

Coming Soon in 2025

- Digital Oriented**
10 Branches
7 Sub-Branche
- Digital First**
6 Non-Permanent Outlets
- Total of **23 upcoming Digital Stores** to spread BTN's presence across cities

Third Party Deposits

(Composition by Segment as of Jun-25)

IDR **406 Tn**

21.1%

FLPP (Liquidity Facility) Current Account

Sourced from Government Annual Budget to fund Subsidized Mortgage

Retail

- Optimizing **new segment** through **BTN Prospera (emerging affluent), BTN Private (HNWI) and BTN Prima (mass market)**.
- Penetrating more on **payroll business through business ecosystem** (healthcare, education, property related, trade)

Institution

BTN **split institution funding to 2 business** units since January 2024.

Middle Institution
22.6%

- Focusing on **Regional Government, Regional Gov't Owned, middle corporations** (max. of IDR 500 Bn)
- Establishing **~144 commercial funding sales** across Indonesia

Large Institution
37.2%

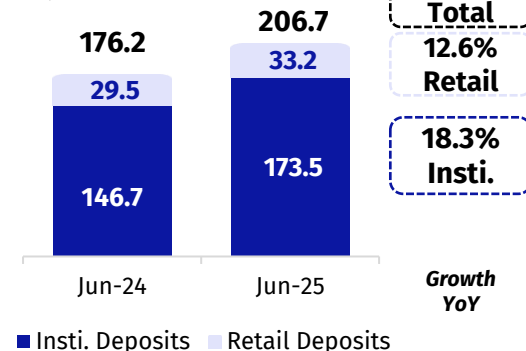
- Targeting on **SOEs and Large Funding Institutions** (more than IDR 500 Bn).
- Centralized funding sales** in Greater Jakarta Area.

59.8%

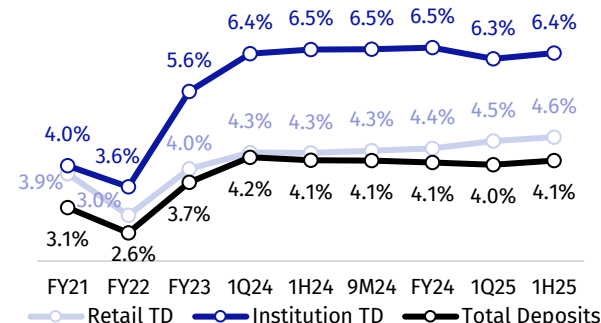
Enhancing Retail customer acquisition to maintain a manageable CoF

More balanced growth on Time Deposit...

(Rp Tn)

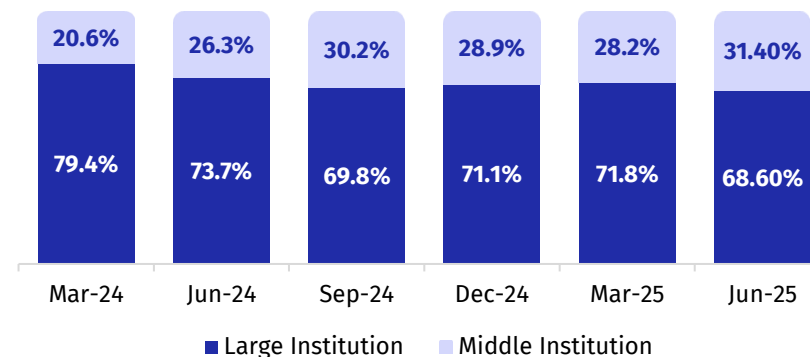


....resulting to a manageable cost of deposits as cost of retail TD have **~180 bps** lower than cost of institutional TD



Middle Institution showed an Immersive Progress as BTN Tapping into Education and Healthcare Ecosystem

Large & Middle Institution Portion (%)



Middle Institution Portion almost doubled (IDR Tn)

46.7 T Jun-24 → **64.2 T** Jun-25

Cost of Fund (CoF) from Middle Institution halved the Large Institution

Large Institution 1H25 **6.5%** vs Middle Institution 1H25 **4.1%**

Building a Sustainable Funding Engine : Developing a Full-Fledged Retail Products Across Segment

btn private

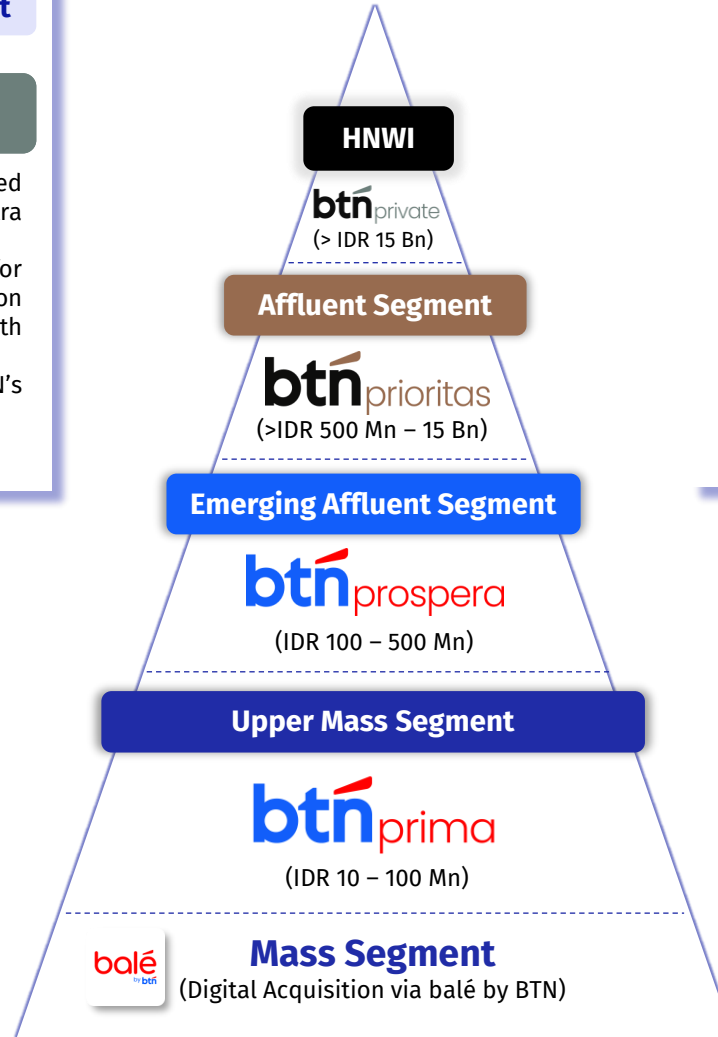
On Development

Exclusive Proposition & Differentiators

- **Dedicative Private Banker** with 24/7 service
- **Exclusive Investment Products:** Private equity, offshore bonds and structured products.
- **Lifestyle & Concierge:** Exclusive Lounge, travel benefits.

Growth & Engagement Strategy

- **AUM growth** from targeted acquisition of HNWI/ Ultra HNWI.
- **Cross-border Solution** for global asset diversification and foreign currency wealth protection.
- **Bale Solusi** and **BTN's ecosystem priorities.**

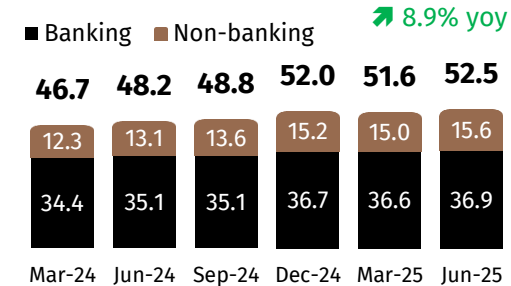


btn prioritas

Defining your Priority

139 Priority Banking Manager throughout Indonesia

BTN Prioritas AUM (IDR Tn)



Average Product Holding

3.1x



btn prima

Shaping your Future

On Development

656 of existing Branch Funding Sales

~14% of BTN's existing customer mostly on Upper Mas Segment

The primary objective is to **raise the average product holding ratio** and **boost the proportion of BTN Prima customers transitioning to BTN Prospera.**

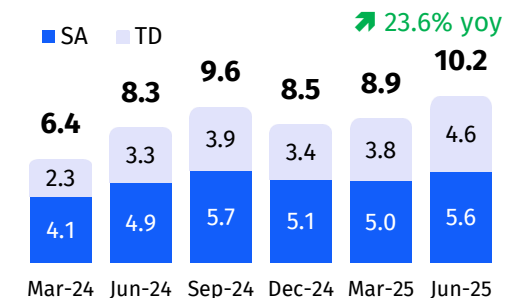
- **Upgrading through strategy offering** via **product** Branch Funding Sales, focusing on investment top-ups and app push notifications.
- **Instant upgrade to BTN Prospera** benefits once AUM reach IDR 100 Mn, with welcome gifts.
- Access to **investment advisory.**

btn prospera

Unlocking your Potential

128 Prospera Relationship Managers throughout Indonesia

BTN Prospera AUM (IDR Tn)



Average Product Holding

1.9x

Avg. AUM NTB
IDR **372** Mn

Conventional Branches



Personalized Human Interaction

Face-to-Face service with customers.



Full-Service Capability

Handle complex transactions and consultations.



Physical Presence for All Segments

Ideal for customer with in-person banking preference.

Digital Store



Seamless Omni-channel Experience

Integrated physical and digital touchpoints.



Speed & Efficiency

Self-service kiosks and automation to minimize wait times.



Hybrid Service Model with Strategic Locations

Blend of self-service with specialized staff support also located in high-traffic areas.

Introducing BTN Digital Store : Three Types of Digital Branches



“One-Stop Shop Digital Hub with Specialized Assistance and Diverse Financial Solutions”

- Offering **conventional and digital banking experience**.
- Providing **all BTN services and products**.
- **Dedicating team of Superstaff**, tellers, bankers, and specialists.
- Exclusively available in Jakarta Kuningan.

Flagship



“A New Experience of Digital Site to Serve Customers’ Needs”

- Designed for both retail and SME customers in **Tier 1 and 2 cities**.
- Offering a **blend of self-service and assisted service**.
- Assisted by a **dedicated team of Superstaffs**.
- 2 Sub-Branches in DPR RI & BEI Area

Digital Oriented



“On The Go Digital Booth with Full Self-Service Products”

- Tailored for retail customers who prioritize **simplicity and efficiency**.
- Located in **transit spots** like malls, MRT stations, and airports.
- Available for non-permanent in **9 High Traffic Spots**.

Digital First

Shift Talents into Superstaff

Conventional Branch : Customer Service (CS), Teller Service (TS)

- Service quality is compromised due to excessive **focus on routine operational task.**
- A disproportionate amount of **staff time is consumed by transaction.**
- **Lack of clear role separation** between CS and TS is causing inefficiency.

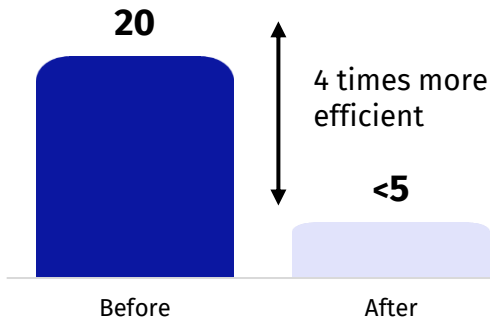


Superstaff : One Staff, Multiple Skills

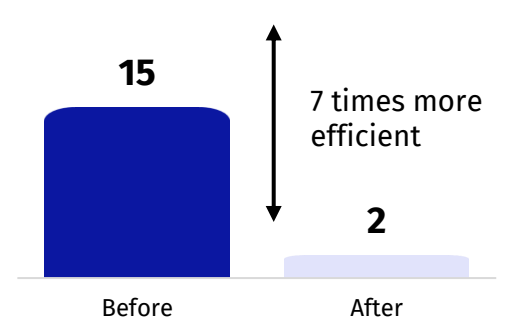
- **Enhanced Customer Experience** with faster and more personalized service.
- Handle **teller, CS and sales tasks.**
- Operational **Efficiency and staff optimization.**
- **Cross-sell and upsell** opportunities

Better Productivity on Digital Store (since Dec-24)

Open Account (Minutes Time)



Card Replacement (Minutes Time)



5,767
New Accounts

IDR **206.7**_{Bn}
Total Balance

501
Merchant Acquisition

Superstaff & Exclusive Digital Store



24/7 CRM and CS Digital on Digital Store



Personalized Consultation in the Video Banking Area



Discover your Perfect Home with AR in the Living City



BTN Digital Store Features

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Digital Initiatives

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One Stop Services to Fulfill Customer's Needs and Lifestyle

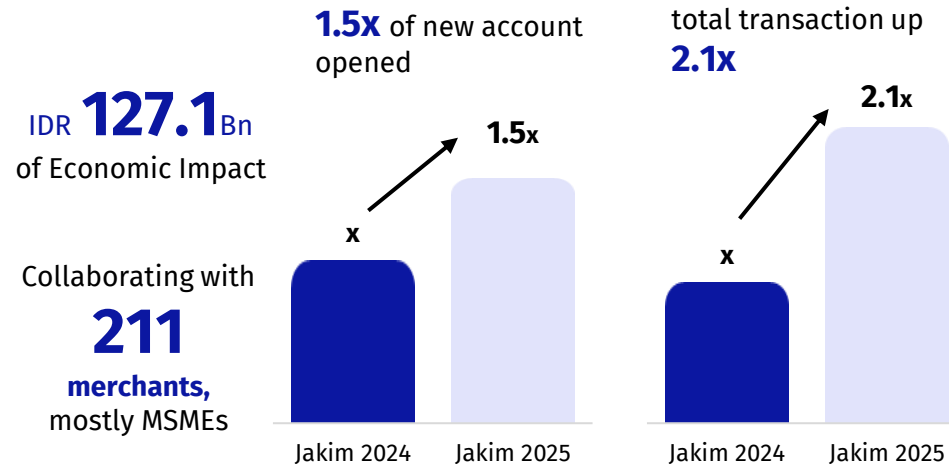


balé by BTN is the main sponsor of 4 Indonesia football clubs



BTN Jakim has emerged as one of the most anticipated running events in Indonesia, attracting participants from across the nation and solidifying its position as a premier sporting occasion.

BTN Jakim 2025's Performance



Integrating All Digital Wholesale Services Into One Single Access Portal



balé Korpora has officially launched, ready to tapping wholesale transactions with one-single platform.

- Single Sign On Access
- Consolidated Financial Dashboard
- Cash Management and Trade Service
- Supply Chain Financing
- e-Guarantee
- Virtual Account
- Investment Services
- International Transfer
- Open API Services
- BTN Primo Account (VA Debet)

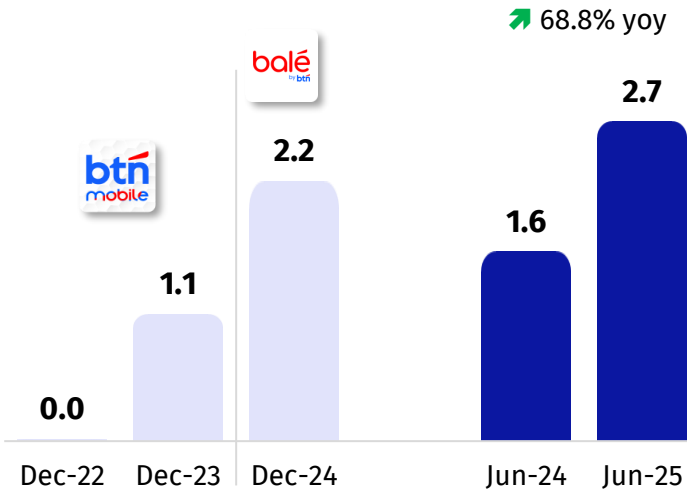
Serving Clients through Unique Value Proposition



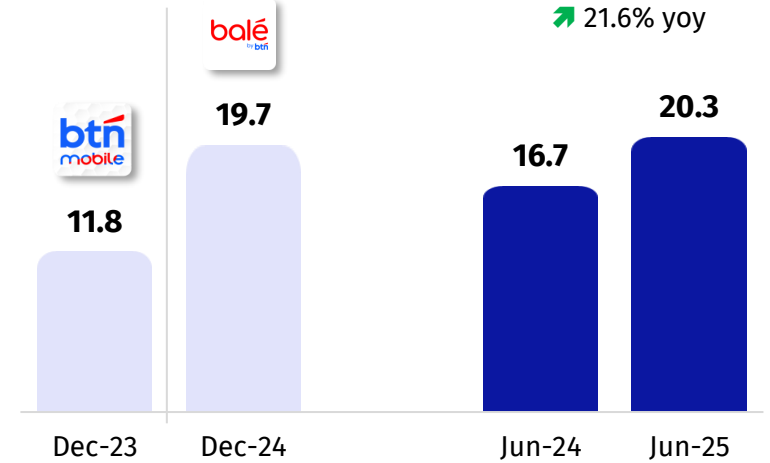


Since its launch in February 2025, balé by BTN has delivered strong and sustained growth performance.

Balé By BTN Registered Users (Mn Users)

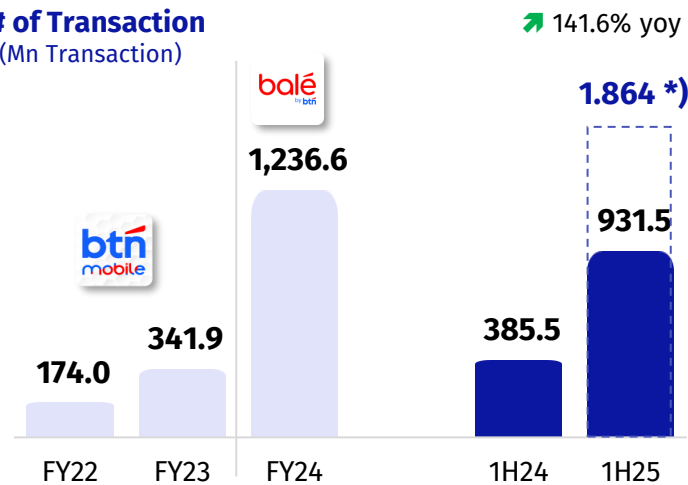


Total Saving Balance of Users (IDR Tn)

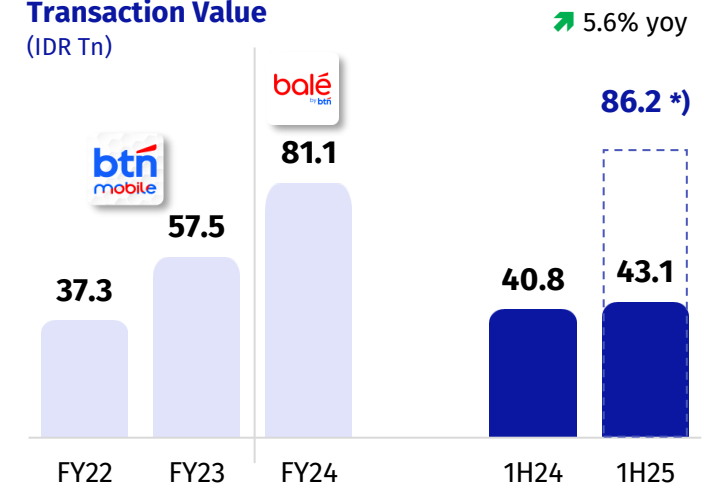


Highest ever BTN Mobile Transaction (932 Mn Trx) with IDR 43.1 Tn Transaction Value in Jun-25

of Transaction (Mn Transaction)



Transaction Value (IDR Tn)



*) annualized est.



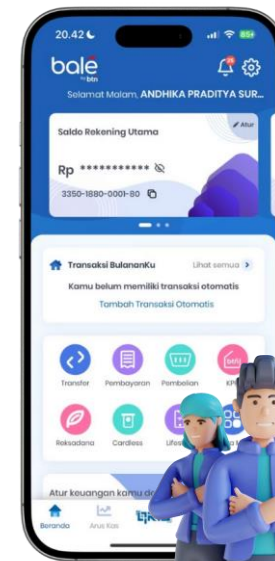
balé properti by btn

A section where users may **look for primary houses**, create loan simulations, see loan recommendations, and **apply for a housing loan**.



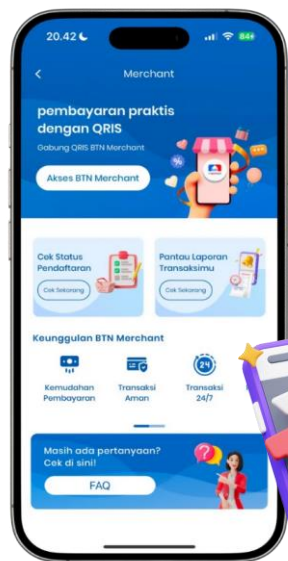
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An internet banking **exclusively for SMEs**, where they can utilize the platform for safer transactions and generate their own token.



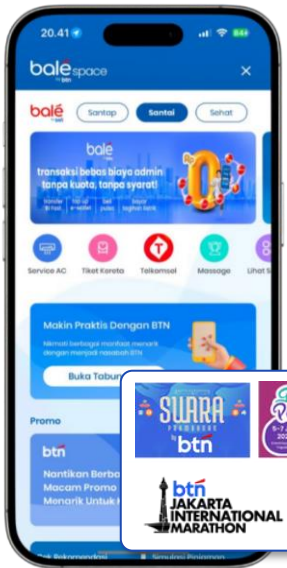
balé by btn

After logging in, users may access more **financial features** such as split bills, investing features, e-money top up, and see transaction history.



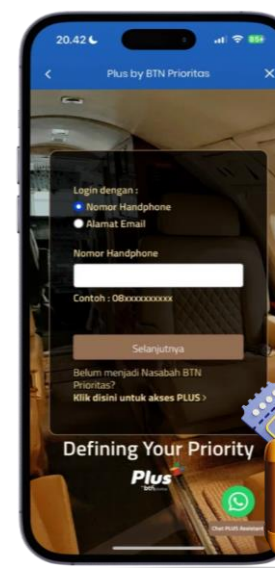
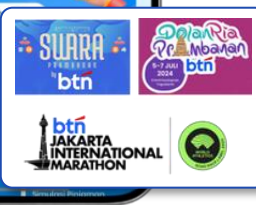
balé merchant by btn

A tool to **facilitate merchants with digital transactions** and monitor their overall performance.



balé space by btn

Bale Space **offers lifestyle and entertainment contents** through the recent articles, promotions, and other services.



Plus by btn prioritas

Bale by BTN provides **access to BTN Priority**, which offers exclusive banking services, special offers, as well as loyal rewards.



QRIS Cross Border



Travel smarter and shop easier! Enjoy hassle-free payments with **Cross-Border QRIS using balé by BTN** while exploring Singapore, Malaysia, and Thailand.

balé community



Smoother bill management? **balé community will handle all your bills** - easy payments, multiple options, zero stress!

Cash In & Cash Out Indomaret



Enjoy the Ease of **Cash Withdrawals at Indomaret Outlets Across Indonesia** with balé by BTN!

International Remittance (SWIFT)



Send money to family abroad, worry-free! With balé by BTN, **international transfers are smooth, safe, and super easy.**

Lifestyle Features (Tour & Attraction)



Makes it easier for Customers to **Purchase Tickets on several Tourist Attractions**

Lifestyle Features (Shopping Voucher)



Makes it easier for Customers to **Purchase Shopping Vouchers (Ultravoucher)** to support their lifestyle

balé Merchant

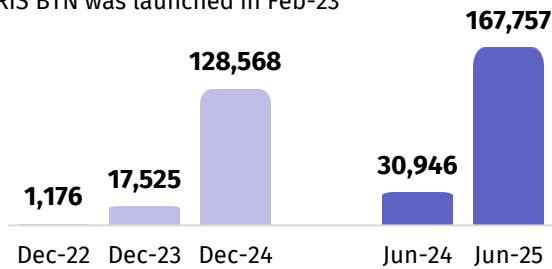


Total Merchants* **168** Tho Avg. Balance IDR **19.6** Mn

Total Merchants

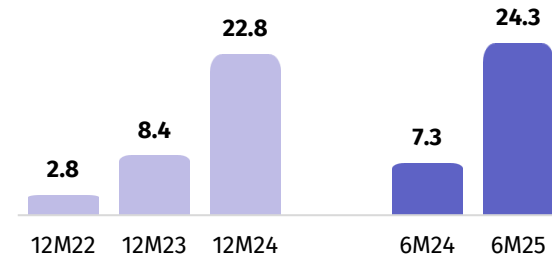
QRIS BTN was launched in Feb-23

↗ 442.1% yoy



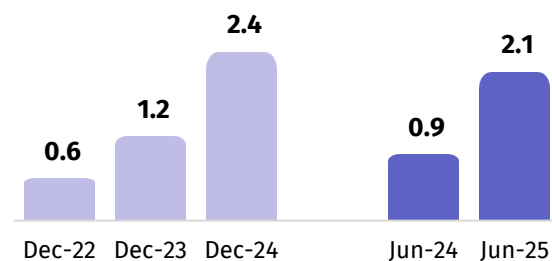
Number of Trx (Mn Times)

↗ 232.9% yoy



Trx Value (IDR Tn)

↗ 125.9% yoy



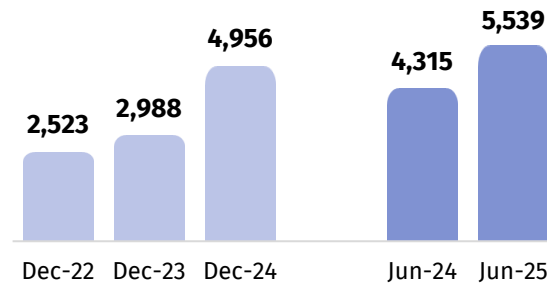
balé Agen



Total Agents **5,539** Avg. Balance IDR **89** Mn

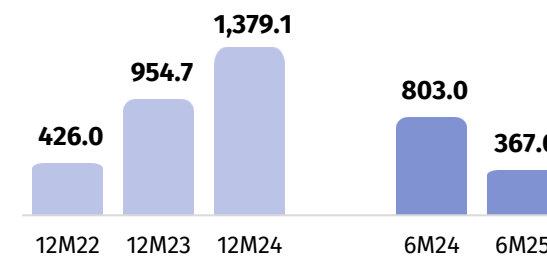
Total Agent

↗ 28.4% yoy



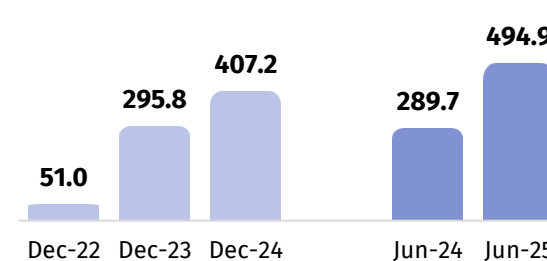
Number of Trx (Thousand Times)

↘ 54.3% yoy



Outstanding Balance (IDR Bn)

↗ 70.8% yoy



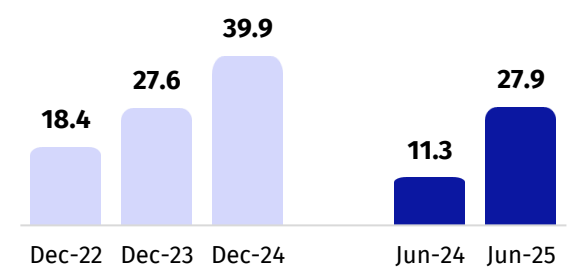
balé Properti



Total Member **890** Tho Total Visitors **22.6** Mn

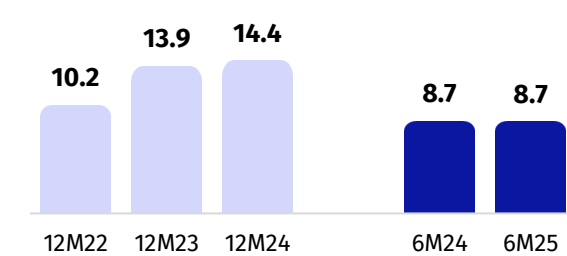
Online Application (Thousand)

↗ 146.9% yoy



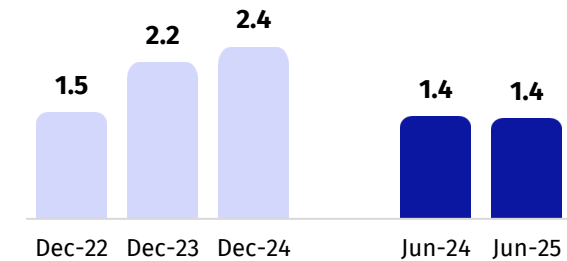
Loan Disbursement (Tho Unit)

↘ 0.6% yoy

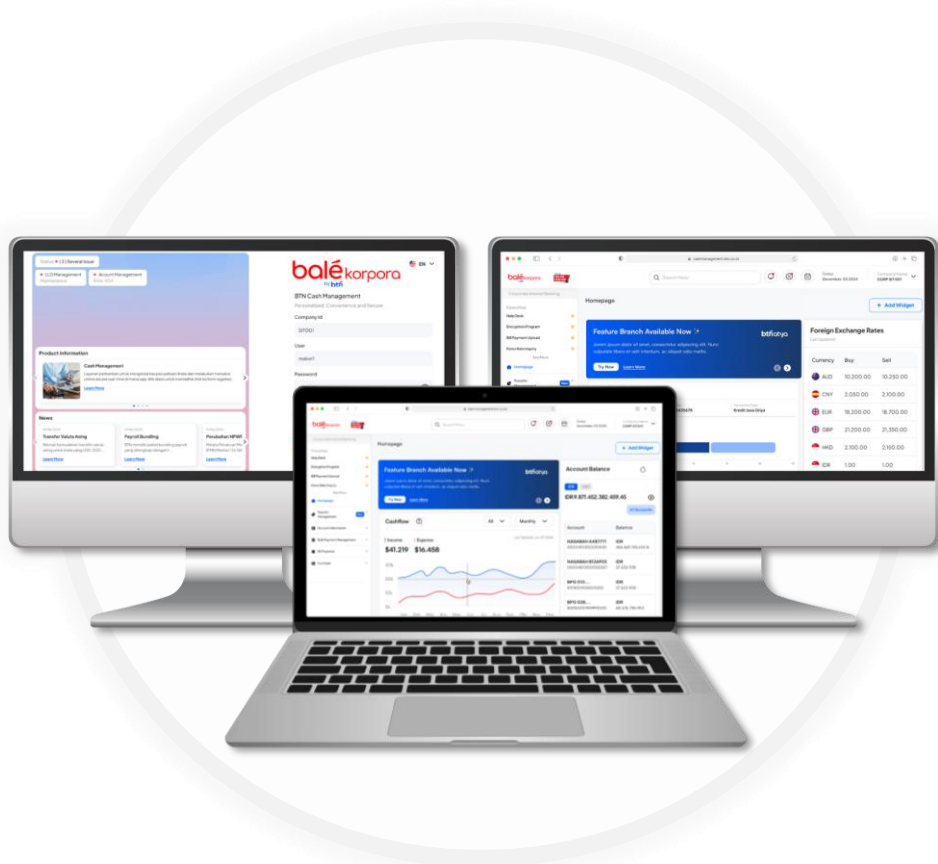


Loan Disbursement (IDR Tn)

↘ 1.9% yoy



*Merchant EDC & QRIS



Thematic Industry Solution



Housing/
Developer



Construction



Healthcare



Education



Trading/
Manufacture



Government



Financial
Inst.

Employee Solution

Payroll

FX Solution

Cross Currency Payment

Collection Solution

- BTN Virtual Account
- Multi Debit

Superior Features
to Support Client's
Business Transaction

Payment Solution

- Financial Dashboard
- BTN Primo Account

Liquidity Solution

- Cash Pooling & Distribution
- Loan Management
- BTN Healthcare

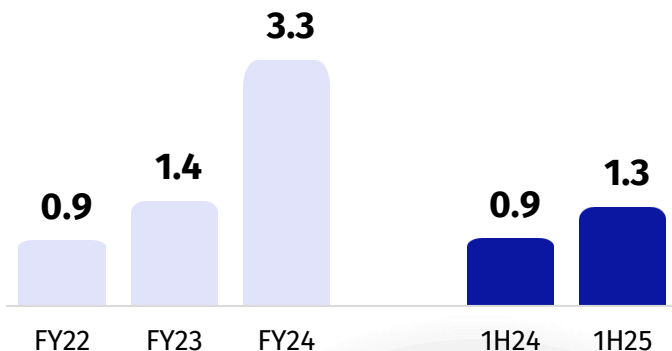
Trade Finance Solution

- E-Guarantee
- Financial Supply Chain
- Trade Finance

Wholesale transactions showed significant progress in both transaction frequency and value, driven by an increase in the number of users

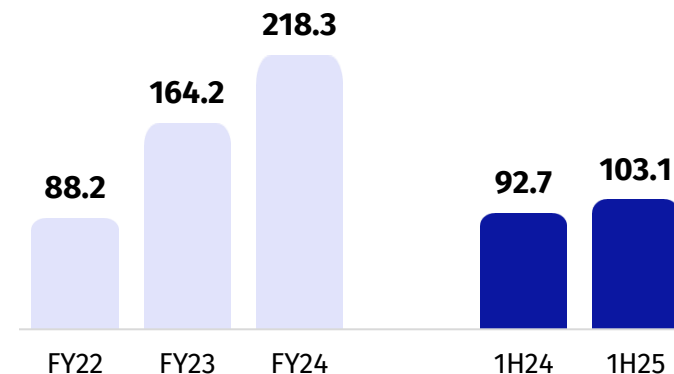
Transaction Frequency
(Mn Transaction)

↗ 47.1% yoy



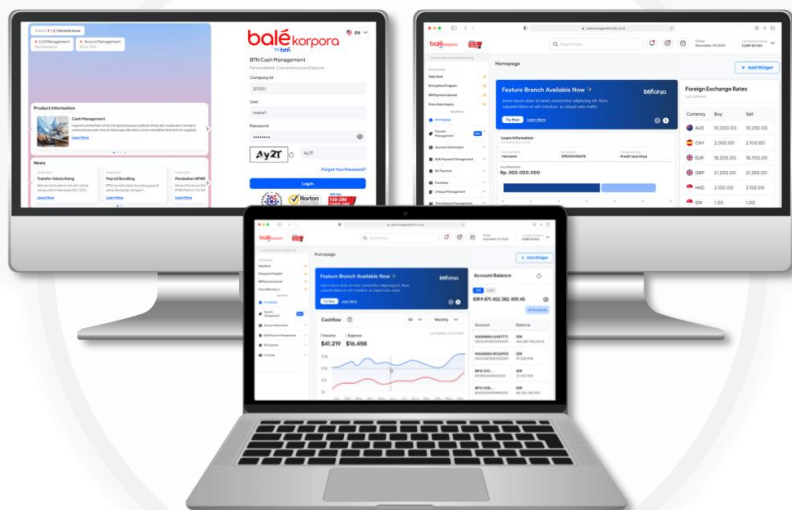
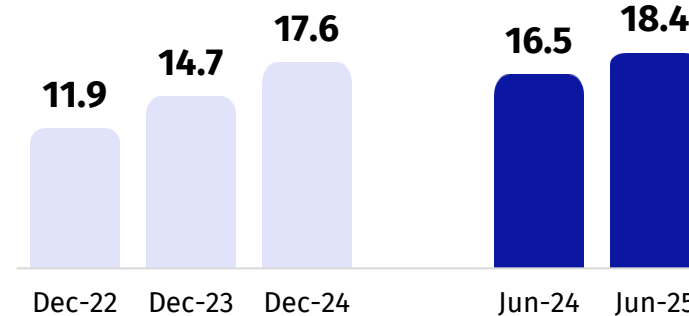
Transaction Value
(IDR Tn)

↗ 11.3% yoy



Balé Korpora Users
(Thousand Users)

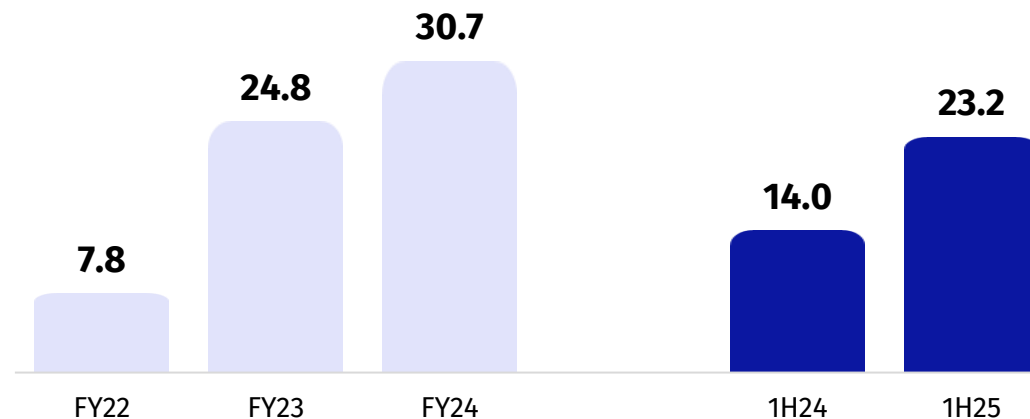
↗ 11.4% yoy



<https://korpora.btn.co.id/>

Fee Based Income (IDR Bn)

↗ 65.5% yoy





PROGRAM 3 JUTA RUMAH

remonial Penyaluran KPR BTN

ng, 12 Desember 2024



BTN Financial Highlights

KC CILEGON
KUR

Robust Deposit Growth

- ❑ As of June 2025, **total deposits grew by 11.2% yoy**. This was supported by a 17.3% yoy growth in deposits account.
- ❑ A well-balance growth of **retail and institutional funding account for 9.0% yoy and 11.7% yoy, respectively**.
- ❑ A **slight uptick of 4 bps** in the **COF level at 4.13%** in June 2025 (4.09% in June 2024).

Moderate Loan Growth

- ❑ The **total loans and financing grew by 6.8% yoy** reaching **IDR 376.1 Tn in June 2025**, driven by **10.5% yoy** growth from the non-housing segment.
- ❑ **Corporate loans recorded at 18.4%** yoy driven by real estate, electricity, as well as transportation and warehousing sectors.

Sufficient Liquidity

- ❑ Maintained LDR level at **92.6% as of June 2025**, expected to reach the guidance range of 94 – 97% by the end of 2025.
- ❑ As of June 2025, the LCR stood at **176.3%** compared to 193.9% as of June 2024.
- ❑ On the other hand, NSFR level saw an uptick to **121.5%** as of June 2025 (vs 116.8% as of June 2024).

Improved Profitability

- ❑ **1H25's net profit reached IDR 1.7 Tn** driven by interest income improvement and manageable operating expenses growth.
- ❑ **NIM stood at 4.4% as of June 2025** or grew significantly by 139 bps (vs 3.0% in June 2024).
- ❑ **CIR has improved** from 58.8% in 1H24 **to 43.8% in 1H25**.

Financial Snapshots

Financial Highlight	Dec-22	Dec-23	Dec-24
Asset/ Liabilities			
Total Assets (IDR Bn)	402,148	438,750	469,615
Total Loan & Financing (IDR Bn)	298,282	333,698	357,973
Total Deposits (IDR Bn)	321,937	349,933	381,667
Profitability			
Net Profit (IDR Bn)	3,045	3,501	3,007
N I M	4.4%	3.8%	2.9%
C I R	46.7%	45.3%	57.1%
ROE (Tier-1)	16.4%	13.9%	10.8%
ROA	1.0%	1.1%	0.8%
Asset Quality			
NPL (Gross)	3.4%	3.0%	3.2%
Loan at Risk (LAR)	23.2%	21.1%	19.7%
NPL Coverage	155.7%	155.2%	115.4%
Cost of Credit (CoC)	1.4%	1.2%	0.6%
Liquidity			
LDR	92.7%	95.4%	93.8%
CASA	48.5%	53.7%	54.1%
Capital			
Equity (IDR Bn)	25,909	30,479	32,572
CAR (Tier 1)	16.1%	17.5%	17.1%
Total CAR	20.2%	20.1%	18.5%

Jun-24	Jun-25	yoy Growth (%)	
455,601	484,962	6.4%	yoy
352,066	376,110	6.8%	yoy
365,382	406,383	11.2%	yoy
1,502	1,706	13.6%	yoy
3.0%	4.4%	139	bps
58.8%	43.8%	(1,495)	bps
11.1%	11.7%	67	bps
0.8%	0.9%	7	bps
3.1%	3.3%	20	bps
21.2%	20.2%	(102)	bps
135.7%	115.0%	(2,070)	bps
0.6%	2.0%	145	bps
96.4%	92.6%	(380)	bps
51.8%	49.1%	(266)	bps
31,033	33,926	9.3%	yoy
16.6%	16.2%	(40)	bps
18.6%	17.5%	(107)	bps

Balance Sheet

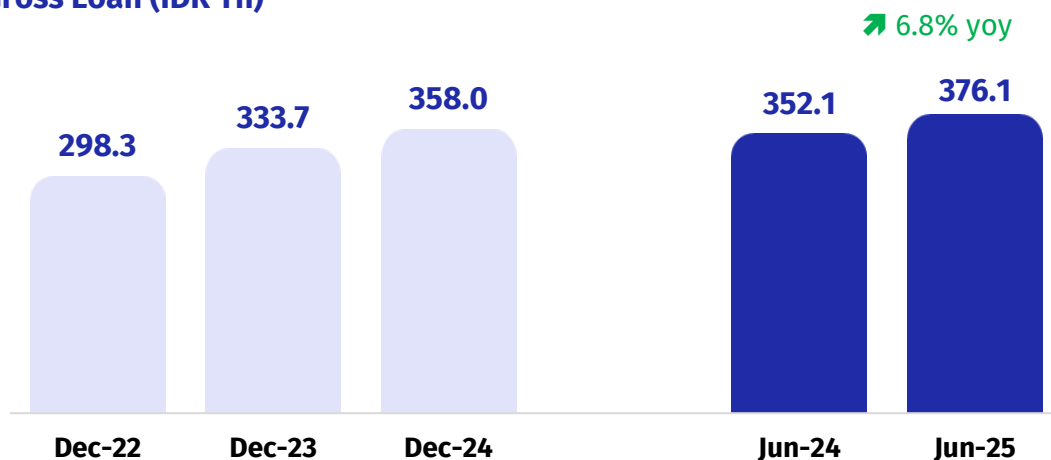
Balance Sheet Summary (IDR Bn)	Dec-23	Dec-24
Total Earning Assets	389,827	428,794
Term Deposit with BI	12,149	2,810
Total Loan & Financing	333,698	357,973
Securities	41,200	61,015
Other Earning Assets	2,780	6,997
Provision on Earning Asset	(15,641)	(13,063)
Total Non Earning Assets	64,563	53,883
Total Assets	438,750	469,615
CASA	188,007	206,358
Current Account	143,535	160,848
Saving Account	44,472	45,510
Time Deposits	161,927	175,309
Third Party Deposits	349,933	381,667
Securities issued	6,835	5,445
Deposits from Other Banks	1,300	105
Repurchase Agreements	0	3,409
Borrowings	42,875	39,813
Non Interest Bearing Liabilities	7,327	6,604
Total Liabilities	408,271	437,043
Total Equity	30,479	32,572
Total Liabilites & Equity	438,750	469,615

Jun-24	Mar-25	Jun-25	qoq	yoy	% Assets
416,928	434,274	450,440	3.7%	8.0%	92.9%
5,649	9,222	9,095	-1.4%	61.0%	1.9%
352,066	363,112	376,110	3.6%	6.8%	77.6%
51,691	59,022	62,028	5.1%	20.0%	12.8%
7,523	2,918	3,207	9.9%	-57.4%	0.7%
(14,964)	(12,491)	(14,359)	15.0%	-4.0%	-3.0%
53,636	46,747	48,880	4.6%	-8.9%	10.1%
455,601	468,531	484,962	3.5%	6.4%	100.0%
189,217	196,679	199,724	1.5%	5.6%	41.2%
147,504	151,671	155,287	2.4%	5.3%	32.0%
41,713	45,008	44,438	-1.3%	6.5%	9.2%
176,165	188,024	206,658	9.9%	17.3%	42.6%
365,382	384,703	406,383	5.6%	11.2%	83.8%
5,768	5,405	4,766	-11.8%	-17.4%	1.0%
3,153	111	95	-14.4%	-97.0%	0.0%
4,550	2,957	0	-100.0%	-100.0%	0.0%
38,769	34,754	33,642	-3.2%	-13.2%	6.9%
6,946	7,063	6,150	-12.9%	-11.4%	1.3%
424,568	434,993	451,036	3.7%	6.2%	93.0%
31,033	33,537	33,926	1.2%	9.3%	7.0%
455,601	468,531	484,962	3.5%	6.4%	100.0%

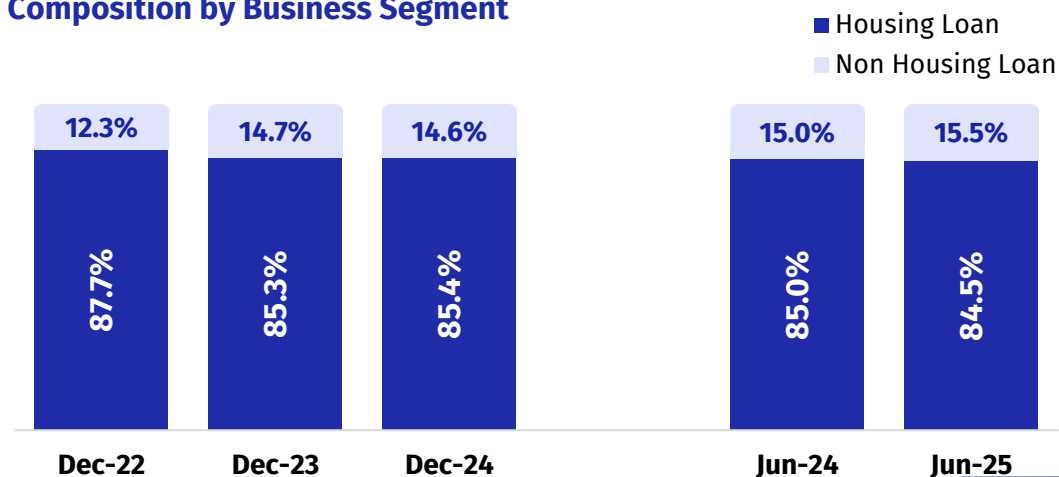
Loan Type (IDR Bn)	Dec-22		Dec-23		Dec-24	
	Outs	%	Outs	%	Outs	%
Housing Loan	261,705	87.7%	284,617	85.3%	305,590	85.4%
Subsidized Mortgage	145,860	48.9%	161,746	48.5%	173,844	48.6%
Non-Subsidized Mortgage	87,824	29.4%	96,175	28.8%	105,956	29.6%
Other Housing Loan	6,970	2.3%	7,871	2.4%	8,652	2.4%
Construction Loan	21,051	7.1%	18,826	5.6%	17,138	4.8%
Non-Housing Loan	36,576	12.3%	49,081	14.7%	52,382	14.6%
Consumer Loan	7,010	2.4%	7,264	2.2%	7,813	2.2%
Commercial Loan	11,563	3.9%	12,901	3.9%	15,237	4.3%
Corporate Loan	18,004	6.0%	28,916	8.7%	29,332	8.2%
Total Loan & Financing	298,282	100.0%	333,698	100.0%	357,973	100.0%
Mortgage	233,684	78.3%	257,921	77.3%	279,800	78.2%

	Jun-24		Mar-25		Jun-25		qoq	yoy
	Outs	%	Outs	%	Outs	%		
	299,246	85.0%	311,451	85.8%	317,770	84.5%	2.0%	6.2%
	171,015	48.6%	179,704	49.5%	182,179	48.4%	1.4%	6.5%
	101,763	28.9%	106,809	29.4%	110,726	29.4%	3.7%	8.8%
	8,188	2.3%	8,713	2.4%	8,840	2.4%	1.5%	8.0%
	18,281	5.2%	16,225	4.5%	16,025	4.3%	-1.2%	-12.3%
	52,820	15.0%	51,660	14.2%	58,340	15.5%	12.9%	10.5%
	7,373	2.1%	7,420	2.0%	7,519	2.0%	1.3%	2.0%
	15,333	4.4%	12,622	3.5%	15,178	4.0%	20.2%	-1.3%
	30,113	8.6%	31,618	8.7%	35,643	9.5%	12.7%	18.4%
	352,066	100.0%	363,112	100.0%	376,110	100.0%	3.6%	6.8%
	272,777	77.5%	286,513	78.9%	292,905	77.9%	2.2%	7.4%

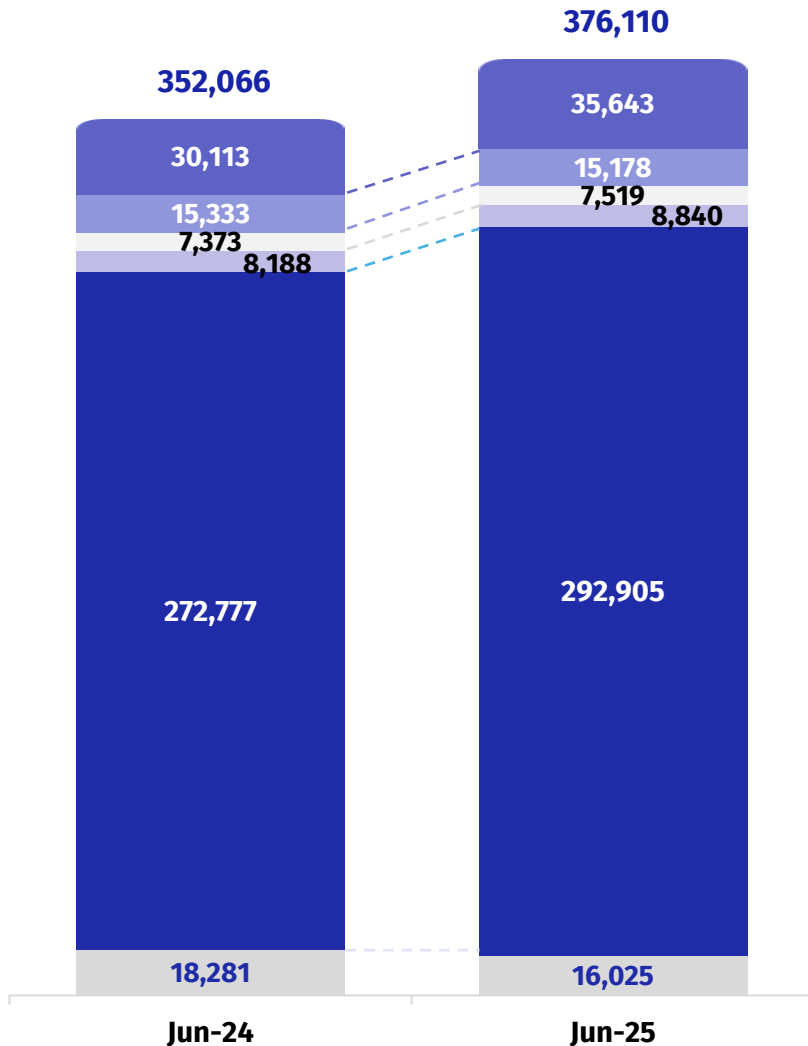
Gross Loan (IDR Tn)



Composition by Business Segment



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
Total Loan	6.8%	Focusing on housing-related higher yield whilst excelling in mortgages
Corporate Loan	18.4%	Continuing to build up corporate segment with key focus on the housing-related sectors
Commercial Loan	-1.0%	Targeting high-growth SME sectors (KUR) within the housing ecosystem
Consumer Loan	2.0%	Tapping captive mortgage market with extensive soft loan (KRING) offers also optimizing Payroll-based loans with several new institutions
Other Housing Loan	8.0%	Optimizing home equity loans (KAR) from existing performing mortgage customers through tele sales, upselling and cross selling for existing customers
Mortgage	7.4%	<ul style="list-style-type: none"> ▪ Pursuing a sustainable growth in housing loans with subsidized mortgages as the main driver ▪ Disbursing selectively on non-subsidized mortgage to non-fixed income individuals, focusing more on the emerging affluent segment through Sales Center
Construction Loan	-12.3%	Reprofiling Construction Loan Portfolio Focus on landed house and selected TOD high-rise housing projects

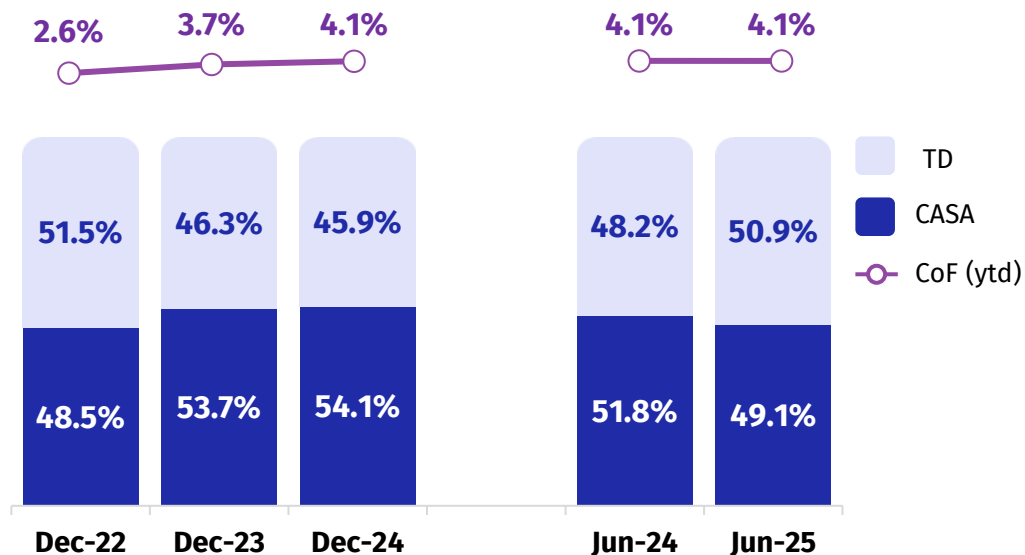
Loan by Segment (IDR Bn)	12M22	12M23	12M24	2Q24	1Q25	2Q25	QoQ	yoy	6M24	6M25	yoy
Housing Loan	47,559	56,893	57,142	15,674	14,860	11,330	-23.8%	-27.7%	32,113	26,190	-18.4%
Subsidized Mortgage	24,332	25,632	24,915	7,301	9,307	6,301	-32.3%	-13.7%	15,436	15,607	1.1%
Non-Subsidized Mortgage	14,363	19,073	19,808	5,445	3,131	2,801	-10.5%	-48.6%	10,499	5,932	-43.5%
Other Housing Loan	1,349	2,378	2,399	501	407	355	-12.7%	-29.1%	1,057	762	-27.9%
Construction Loan	7,516	9,810	10,020	2,427	2,015	1,873	-7.1%	-22.8%	5,122	3,888	-24.1%
Non-Housing Loan	40,036	36,794	34,038	4,674	9,108	14,692	61.3%	113.5%	16,128	23,801	29.8%
Consumer Loan	8,530	3,853	3,216	700	561	697	24.2%	-0.4%	1,439	1,258	-12.6%
Commercial Loan	20,807	14,573	19,436	4,495	3,759	6,539	74.0%	45.5%	10,274	10,298	0.2%
Corporate Loan	10,698	18,368	11,385	1,686	4,789	7,456	55.7%	342.3%	6,620	12,244	85.0%
Total Loan & Financing	87,595	93,687	91,180	22,554	23,969	26,022	8.6%	15.4%	50,447	49,991	-0.9%
Mortgage	38,695	44,705	44,723	12,746	12,438	9,102	-26.8%	-28.6%	25,934	21,540	-16.9%

Total Deposits

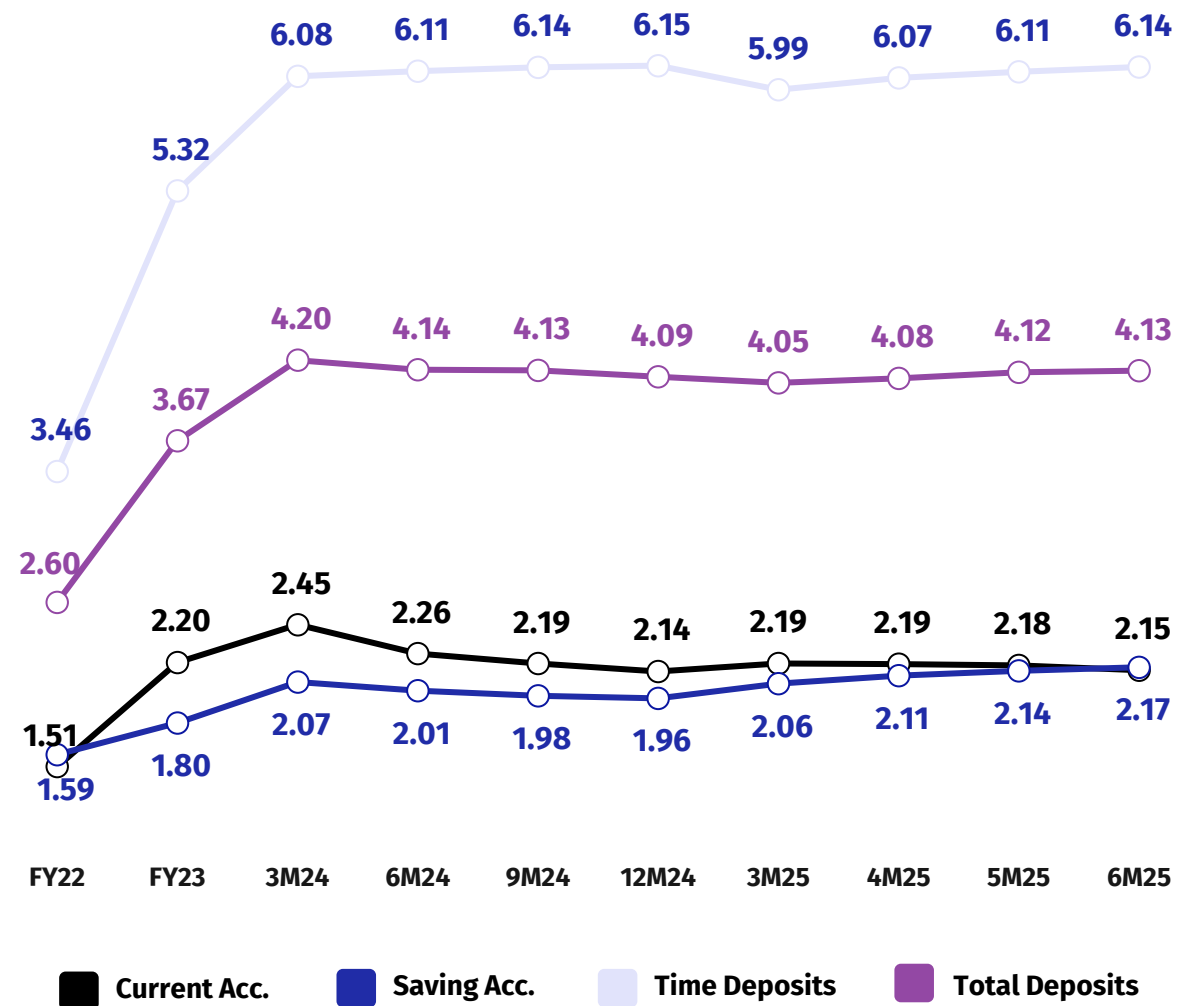
Customer Deposits (IDR Tn)

By Segments	Dec-22	Dec-23	Dec-24	Jun-24	Jun-25	YoY
CASA	156.2	188.0	206.4	189.2	199.7	5.6%
Current Account	114.0	143.5	160.8	147.5	155.3	5.3%
Savings Account	42.2	44.5	45.5	41.7	44.4	6.5%
Time Deposits	165.7	161.9	175.3	176.2	206.7	17.3%
Total	321.9	349.9	381.7	365.4	406.4	11.2%

CASA and Cost of Fund (%)



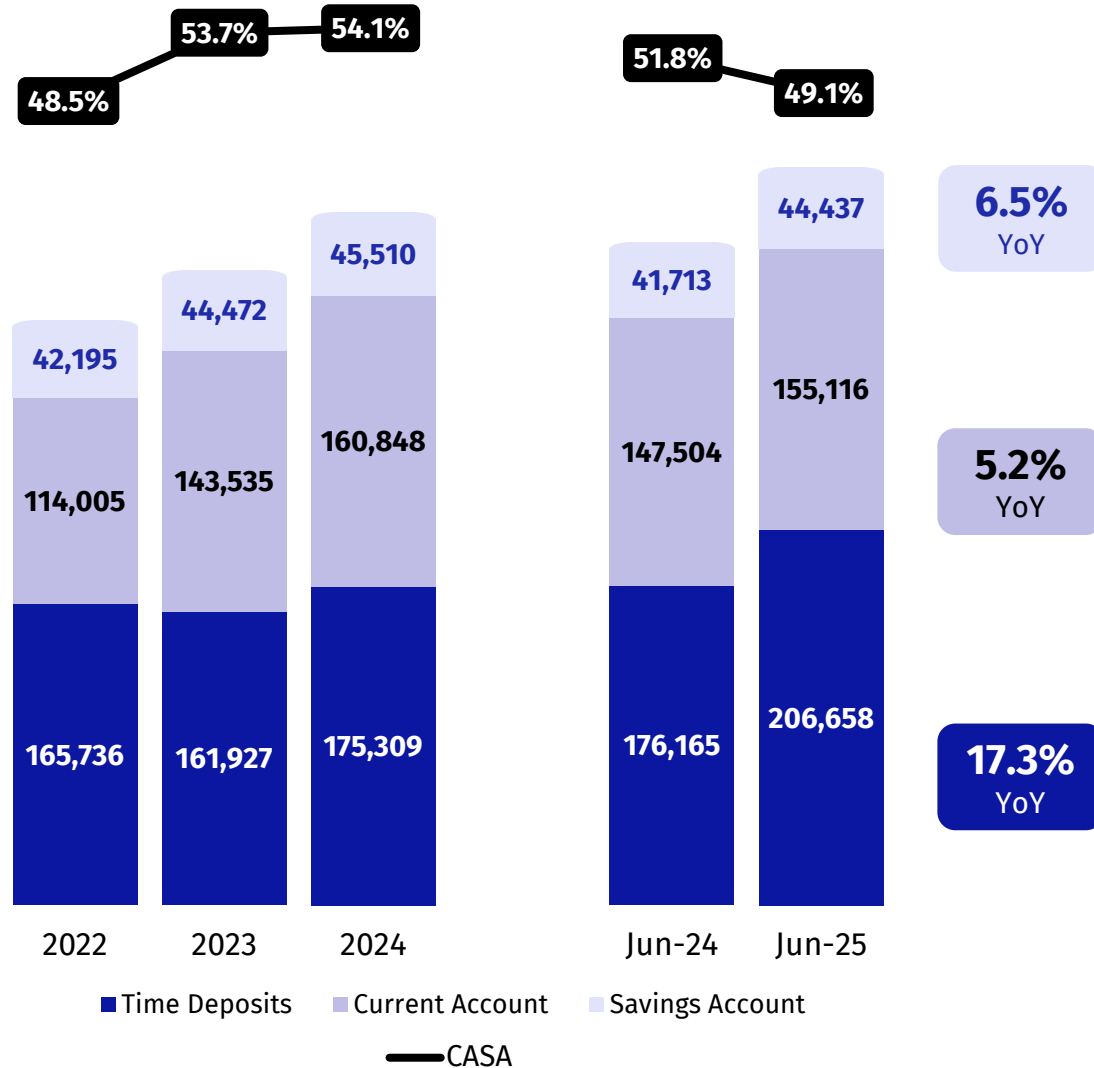
Cumulative Cost of Deposits (%)



Total Deposits Compositions

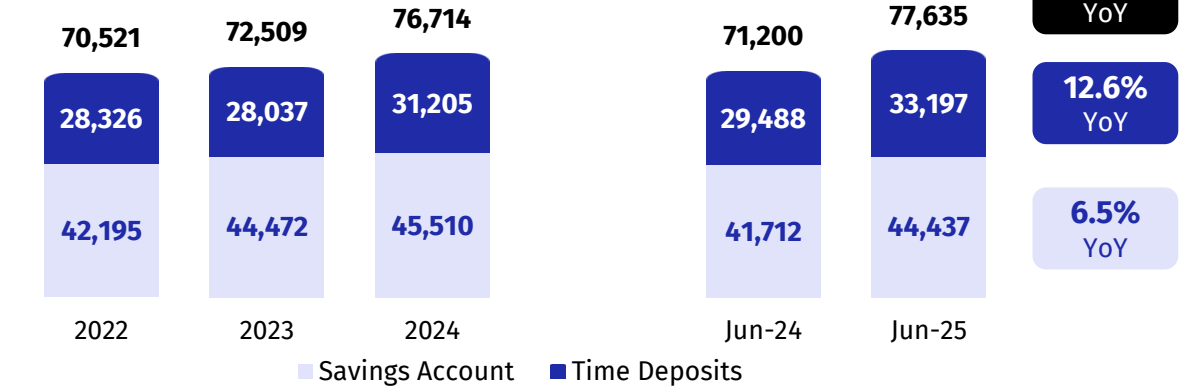
Customer Deposits

(IDR Tn)



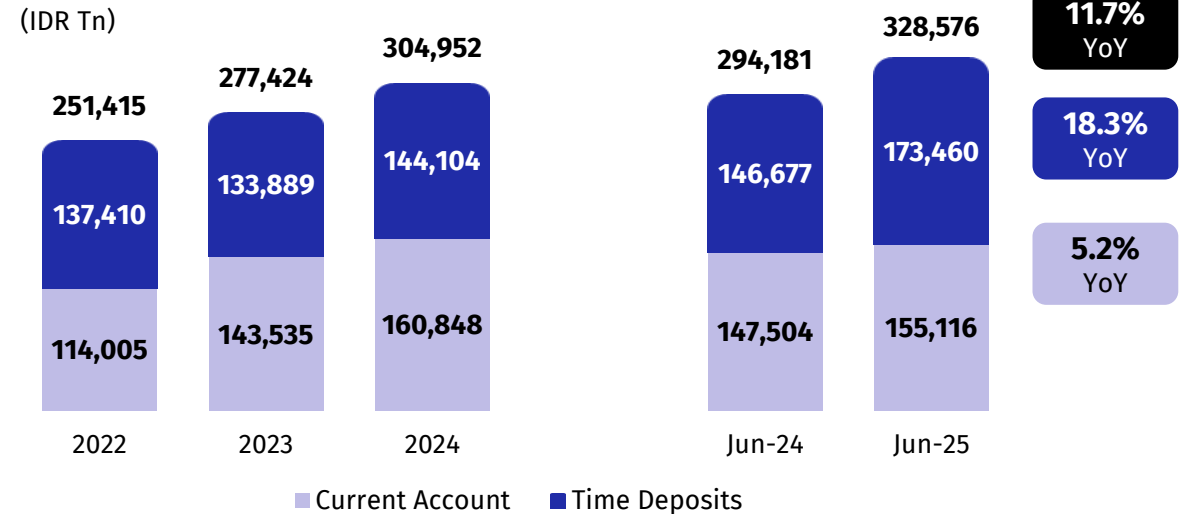
Retail Funding

(IDR Tn)



Institutional Funding

(IDR Tn)



Capital (IDR Bn)	December			June		Growth
	2022	2023	2024	2024	2025	
Tier – 1 Capital	22,533	27,154	29,834	27,525	30,741	11.7% yoy
Tier – 2 Capital	5,635	4,076	2,439	3,267	2,474	-24.3% yoy
Total Capital	28,168	31,230	32,273	30,791	33,215	7.9% yoy
Total RWA	139,631	155,590	174,445	165,761	189,746	14.5% yoy
RWA – Credit Risk	114,318	136,692	149,288	140,689	164,642	17.0% yoy
RWA – Market Risk	1,373	942	6,102	6,016	4,716	-21.6% yoy
RWA – Operational Risk	23,939	17,956	19,056	19,056	20,389	7.0% yoy
CAR Tier 1 (Tier 1/Total RWA)	16.2%	17.5%	17.1%	16.6%	16.2%	(40) bps
CAR Tier 2	4.0%	2.6%	1.4%	2.0%	1.3%	(67) bps
CAR BI ((Tier 1+2)/Total RWA)	20.2%	20.1%	18.5%	18.6%	17.5%	(107) bps
Capital Conservation Buffer	2.5%	2.5%	2.5%	2.5%	2.5%	- bps
Countercyclical Buffer	0.0%	0.0%	0.0%	0.0%	0.0%	- bps
Capital Surcharge (D-SIB)	1.0%	1.0%	1.0%	1.0%	1.0%	- bps

PL Summary (IDR Bn)	2Q24	1Q25	2Q25	QoQ	YoY	6M24	6M25	YoY
Interest Income	7,303	8,210	10,290	25.3%	40.9%	14,975	18,501	23.5%
Interest Expense	(4,505)	(4,432)	(4,721)	6.5%	4.8%	(8,949)	(9,154)	2.3%
Net Interest Income	2,798	3,778	5,569	47.4%	99.0%	6,025	9,347	55.1%
Non-Interest Income	1,004	1,039	864	-16.8%	-13.9%	2,009	1,903	-5.3%
Other Operating Expense (Exclude Provision)	(2,710)	(2,692)	(2,734)	1.5%	0.9%	(5,131)	(5,426)	5.7%
Pre-Provision Operating Profit (PPOP)	1,092	2,125	3,699	74.1%	238.9%	2,903	5,824	100.6%
Provision	(319)	(979)	(2,678)	173.7%	739.7%	(976)	(3,657)	274.8%
Profit From Operations	773	1,146	1,021	-10.9%	32.2%	1,927	2,167	12.5%
Non-Operating Income (Expense)	(27)	(14)	(23)	64.2%	-14.0%	(50)	(37)	-26.5%
Profit Before Tax	746	1,132	998	-11.8%	33.8%	1,877	2,130	13.5%
Net Profit	642	904	803	-11.2%	25.1%	1,502	1,706	13.6%

Interest Income

Interest Income (IDR Bn)	2Q24	1Q25	2Q25	QoQ	YoY	6M24	6M25	YoY	% portion of 6M25
Placement with Bank Indonesia	153	85	91	7.0%	-40.4%	327	176	-46.1%	1.0%
Placement with other bank	6	3	12	299.0%	106.8%	19	15	-19.9%	0.1%
Securities	592	620	669	7.9%	13.0%	1,302	1,289	-1.0%	7.0%
Loan	5,721	6,608	8,622	30.4%	50.6%	11,696	15,230	30.2%	82.3%
Others	25	11	5	-48.6%	-78.0%	46	16	-65.3%	0.1%
Income from Syariah	806	884	891	0.8%	10.5%	1,585	1,774	12.0%	9.6%
Total	7,303	8,210	10,290	25.3%	40.9%	14,975	18,501	23.5%	100.0%

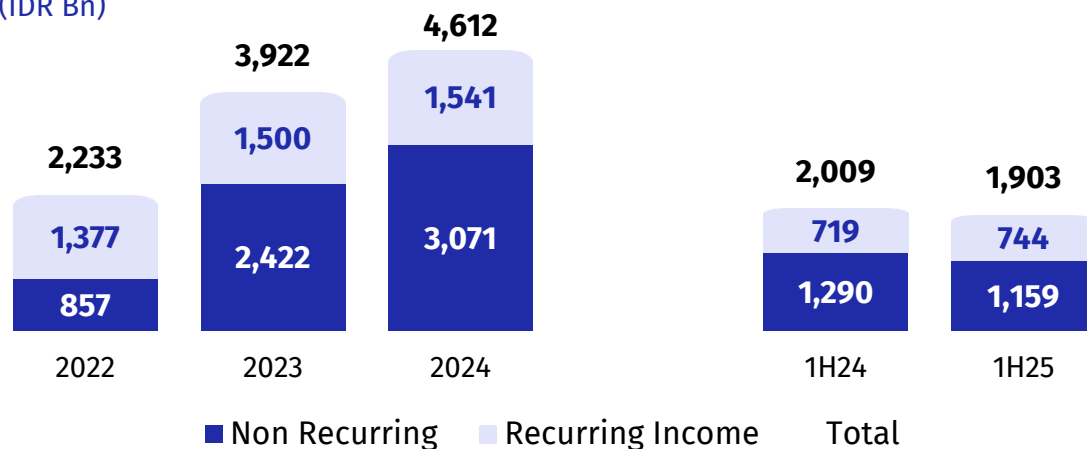
Interest Expense

Interest Expense (IDR Bn)	2Q24	1Q25	2Q25	QoQ	YoY	6M24	6M25	YoY	% portion of 6M25
Deposits from Other Banks	76	22	0	-98.1%	-99.5%	120	22	-81.5%	0.2%
Deposits from Non-Banks	3,683	3,847	4,190	8.9%	13.8%	7,369	8,037	9.1%	87.8%
Securities Issued	120	77	73	-4.6%	-38.9%	240	150	-37.6%	1.6%
Fund Borrowings	594	460	449	-2.3%	-24.3%	1,175	909	-22.6%	9.9%
Others	32	27	8	-69.7%	-74.6%	47	35	-25.1%	0.4%
Total	4,505	4,432	4,721	6.5%	4.8%	8,949	9,154	2.3%	100.0%

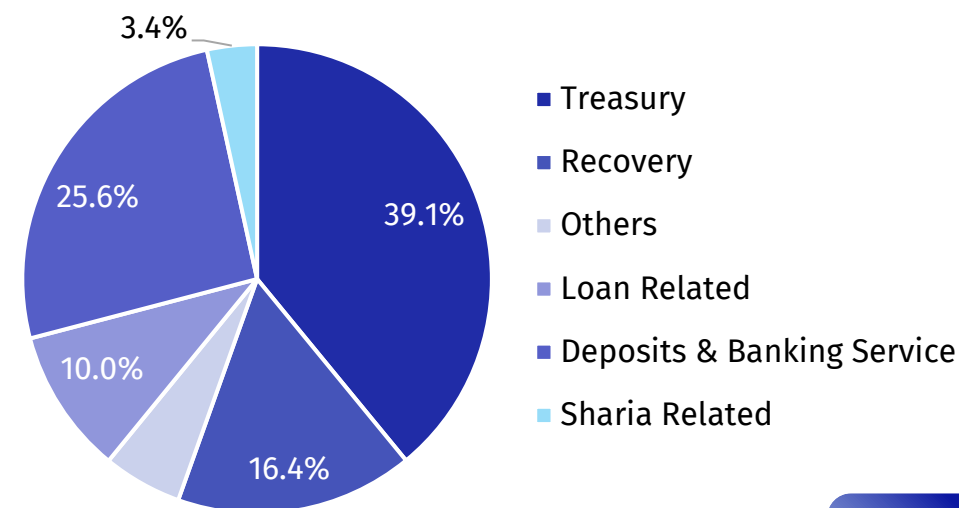
Non-interest Income

Non-interest Income (IDR Bn)	2Q24	1Q25	2Q25	QoQ	YoY	6M24	6M25	YoY
Non-Recurring Income	636	676	483	-28.4%	-24.0%	1,290	1,159	-10.1%
Gain from Treasury Transaction	283	400	343	-14.1%	21.4%	597	743	24.5%
Recovery	270	162	150	-7.3%	-44.4%	368	312	-15.2%
Others	83	114	-10	-109.0%	-112.3%	325	104	-68.1%
Recurring Income	368	363	381	4.8%	3.5%	719	744	3.4%
Loan Related Transaction	109	93	98	5.3%	-10.1%	214	191	-10.7%
Deposits & Banking Service Related	233	239	249	4.2%	6.8%	456	488	7.0%
Sharia Related Transaction	26	31	34	8.0%	30.7%	50	65	31.7%
Total	1,004	1,039	864	-16.8%	-13.9%	2,009	1,903	-5.3%

Non-interest Income (IDR Bn)



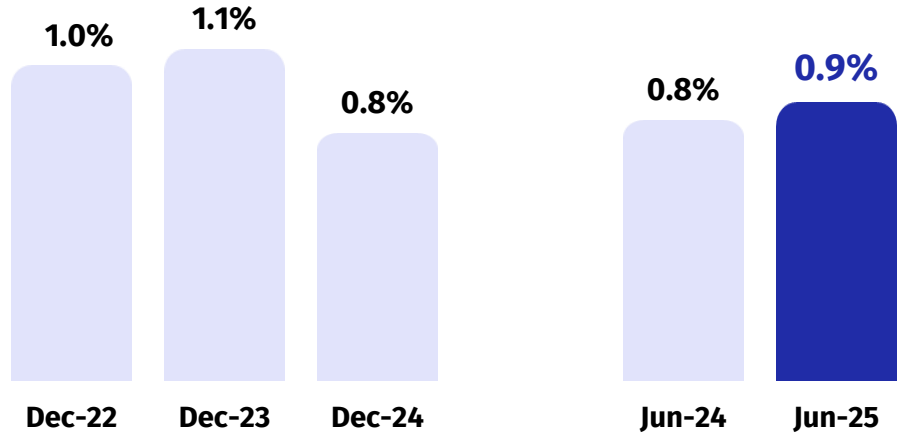
1H25 Non-interest Income Breakdown (%)



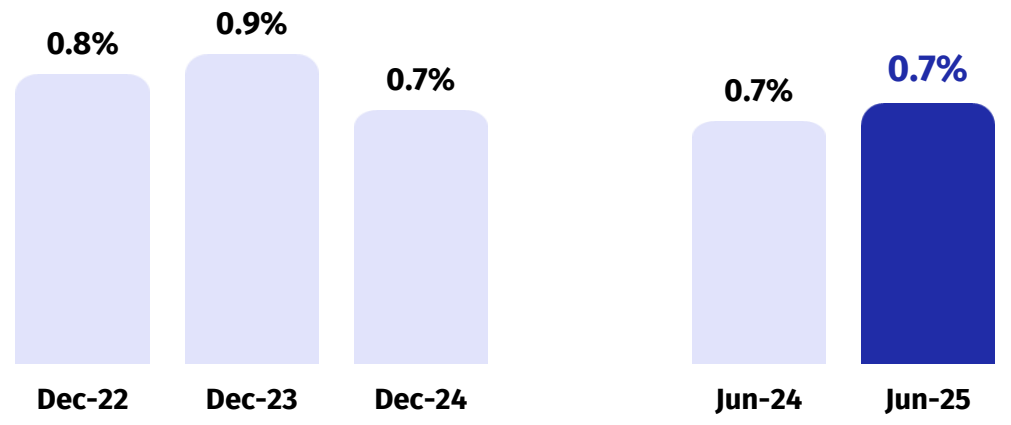
Other Operating Expense (exclude Provisions)

Other Operating Expense (IDR Bn) Excluding Provision	2Q24	1Q25	2Q25	QoQ	YoY	6M24	6M25	YoY	% portion of 6M25
Salaries & Employee Benefit	1,306	1,003	1,271	26.8%	-2.7%	2,301	2,274	-1.2%	41.9%
General Administration	341	447	232	-48.0%	-31.8%	653	679	4.0%	12.5%
Others	18	1	95	14,258.4%	420.1%	90	96	7.1%	1.8%
Rent, Service & Maintenance	212	257	218	-15.4%	2.9%	401	475	18.6%	8.8%
Depreciation	184	193	203	4.7%	10.0%	353	396	12.2%	7.3%
Promotion	145	153	153	0.0%	5.0%	288	305	5.8%	5.6%
Collector Fees & Consultant	288	376	310	-17.4%	7.6%	613	686	11.9%	12.6%
Insurance Premium	170	215	212	-1.4%	24.5%	357	427	19.8%	7.9%
Training	39	24	23	-4.5%	-39.7%	63	48	-24.6%	0.9%
Research & Development	1	0	1	33.1%	-35.0%	1	1	-9.1%	0.0%
Other Taxes	1	2	10	370.5%	681.7%	3	12	273.0%	0.2%
Loss (transaction spot, derivative, and forex)	1	21	6	-70.7%	635.4%	1	27	1919.8%	0.5%
Marked to Market	4	-	-	-	-	6	-	-100.0%	0.0%
Total	2,710	2,692	2,734	1.5%	0.9%	5,131	5,426	5.7%	100.0%

ROA¹ – Before Tax



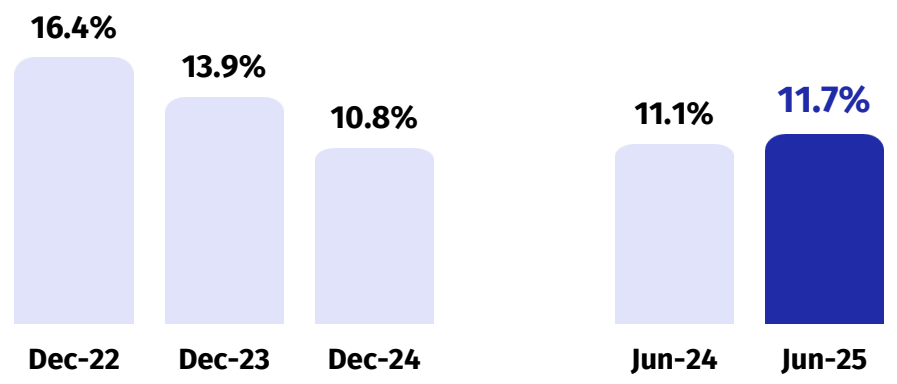
ROA² – After Tax



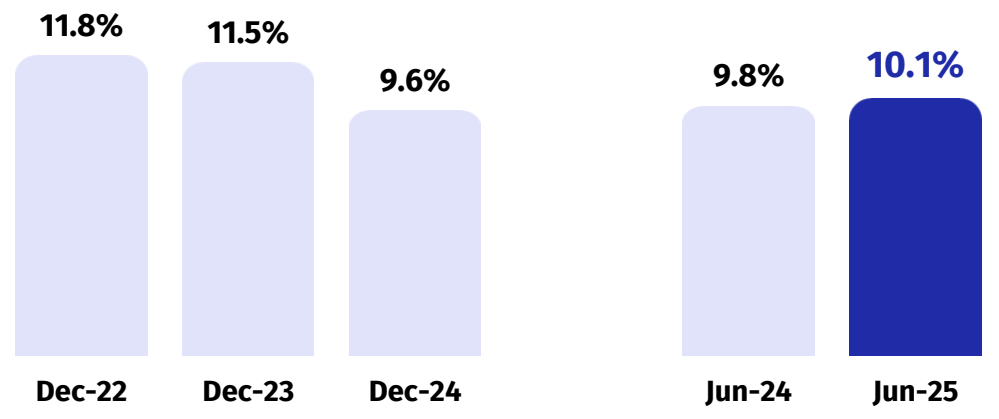
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

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

PROGRAM 3 JUTA RUMAH

remonial Penyaluran KPR BTN

ing, 12 Desember 2024

Asset Quality

KC CILEGON
KUR

Improving Risk Management through Transforming Collection Activities and Strengthening Loan Origination

Enhancing collection practices to a more advanced stage to drive greater process effectiveness.



Collection's Business Process Improvement with Clustering Based Model

- ❑ Shifting from **branch-based allocation** to a **regional cluster approach** in collection area management.
- ❑ **Delivers greater efficiency** and a **more productive collector**.



Strategic Collection & Recovery Excellence



Competency-based Recruitment for collectors



Structured Career Pathways for collectors



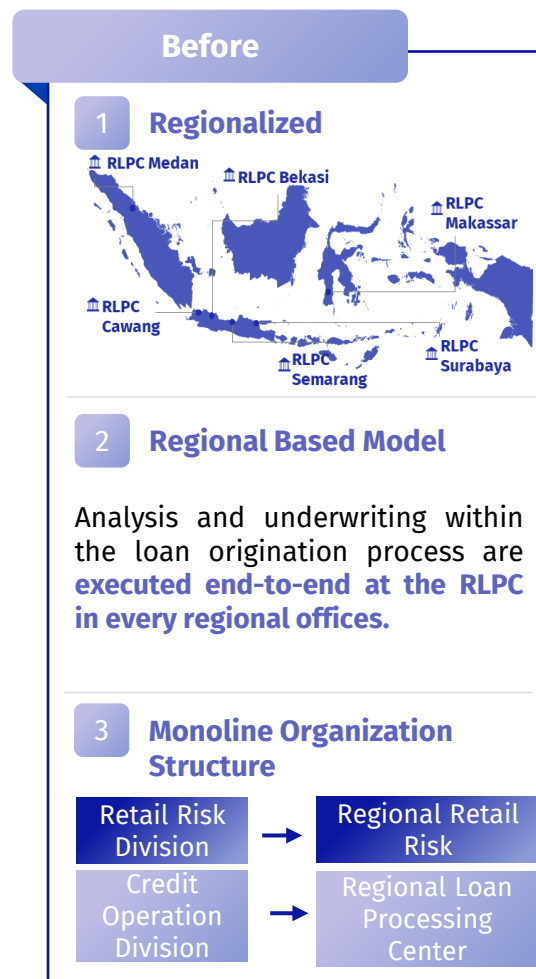
Establishment of a **Collection Academy** as a dedicated training center.

Loan Quality Enhancement Strategy

- 1 A more **selective loan origination** combined with the **'Stop & Go' Program** for specific regions and job segments.
- 2 Implementation of **Early Warning System (EWS)**.
- 3 **Selective** and **Targeted Restructuring**.

Developing the Loan Factory as a strategic refinement to enhance loan origination.

Through Loan Factory, **BTN** have **centralized consumer loan processing and portfolio risk management** to deliver greater value by **enhancing service quality, driving efficiency, and ensuring process excellence**, with minimal human intervention.



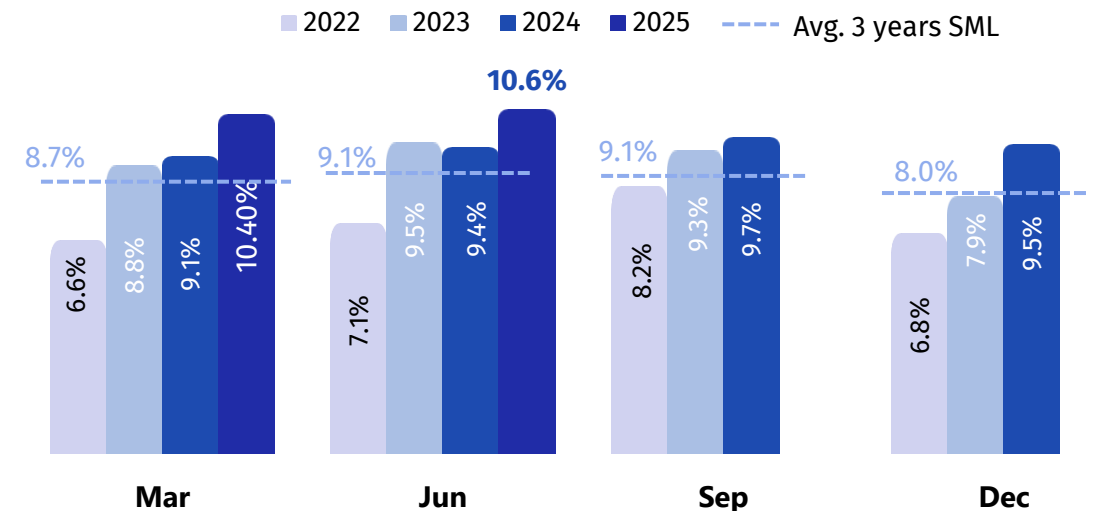
Collectibility	Dec-22		Dec-23		Dec-24	
	IDR Bn	%	IDR Bn	%	IDR Bn	%
Current	268,077	89.9%	297,251	89.1%	312,598	87.3%
Special Mention	20,134	6.8%	26,399	7.9%	34,057	9.5%
Performing Loan (PL)	288,211	96.6%	323,649	97.0%	346,655	96.8%
Substandard	580	0.2%	571	0.2%	872	0.2%
Doubtful	888	0.3%	678	0.2%	1,940	0.5%
Loss	8,602	2.9%	8,800	2.6%	8,506	2.4%
Non Performing Loan (NPL)	10,070	3.4%	10,049	3.0%	11,318	3.2%
Total Loan & Financing	298,282	100.00%	333,698	100.0%	357,973	100.0%
NPL Gross	3.38%		3.01%		3.16%	
NPL Nett	1.32%		1.32%		1.89%	

Jun-24		Mar-25		Jun-25	
IDR Bn	%	IDR Bn	%	IDR Bn	%
307,905	87.5%	310,061	87.1%	323,938	86.1%
33,139	9.4%	34,483	9.7%	39,693	10.6%
341,044	96.9%	344,545	96.8%	363,631	96.7%
960	0.3%	828	0.2%	977	0.3%
1,733	0.5%	1,764	0.5%	1,595	0.4%
8,329	2.4%	8,927	2.5%	9,908	2.6%
11,022	3.1%	11,519	3.2%	12,480	3.3%
352,066	100.0%	356,064	100.0%	376,110	100.0%
3.13%		3.24%		3.33%	
1.49%		1.57%		1.94%	

NPL Breakdown by Segment

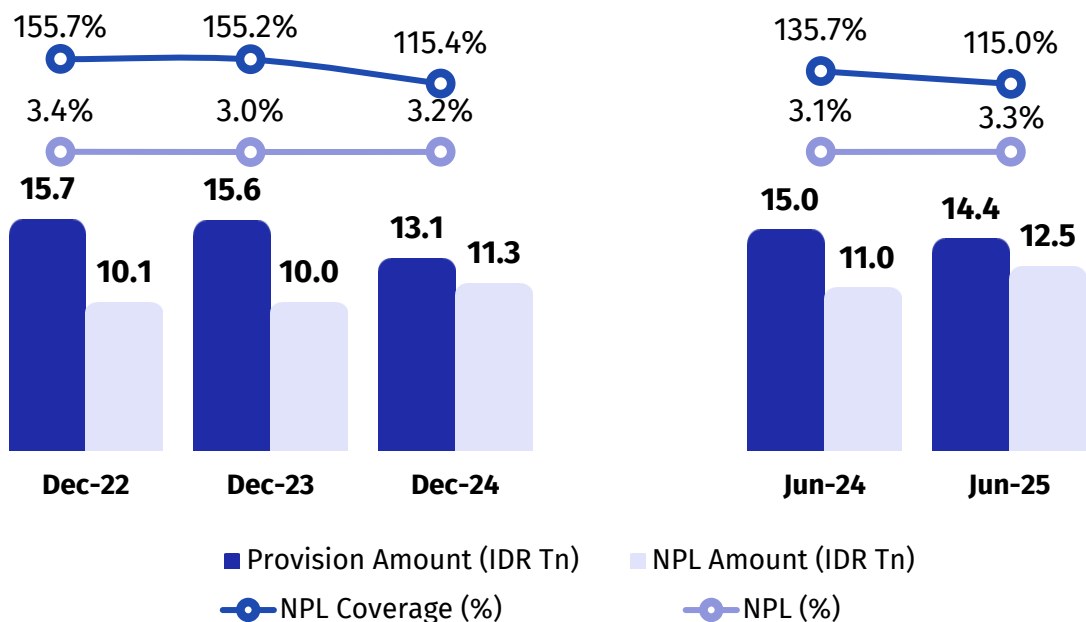
By Segment (%)	Dec-22			Dec-23			Dec-24			Jun-24			Mar-25			Jun-25		
Housing Loan	3.4%	3.2%	3.3%	3.3%	3.6%	3.7%	3.3%	3.6%	3.7%	3.3%	3.6%	3.7%	3.3%	3.6%	3.7%	3.3%	3.6%	3.7%
Subsidized Mortgage	0.9%	1.5%	1.7%	1.5%	1.8%	1.7%	1.5%	1.8%	1.7%	1.5%	1.8%	1.7%	1.5%	1.8%	1.7%	1.5%	1.8%	1.7%
Non-Subsidized Mortgage	1.9%	2.0%	3.7%	2.3%	4.9%	5.3%	2.3%	4.9%	5.3%	2.3%	4.9%	5.3%	2.3%	4.9%	5.3%	2.3%	4.9%	5.3%
Other Housing Loan	2.9%	3.7%	4.4%	5.1%	4.8%	4.9%	5.1%	4.8%	4.9%	5.1%	4.8%	4.9%	5.1%	4.8%	4.9%	5.1%	4.8%	4.9%
Construction Loan	26.2%	23.8%	16.0%	24.4%	14.5%	15.0%	24.4%	14.5%	15.0%	24.4%	14.5%	15.0%	24.4%	14.5%	15.0%	24.4%	14.5%	15.0%
Non-Housing Loan	3.4%	1.9%	2.4%	2.3%	1.2%	1.2%	2.3%	1.2%	1.2%	2.3%	1.2%	1.2%	2.3%	1.2%	1.2%	2.3%	1.2%	1.2%
Consumer Loan	1.1%	1.6%	1.5%	1.5%	1.1%	1.2%	1.5%	1.1%	1.2%	1.5%	1.1%	1.2%	1.5%	1.1%	1.2%	1.5%	1.1%	1.2%
Commercial Loan	9.4%	6.2%	7.3%	7.1%	4.4%	4.0%	7.1%	4.4%	4.0%	7.1%	4.4%	4.0%	7.1%	4.4%	4.0%	7.1%	4.4%	4.0%
Corporate Loan	0.6%	0.1%	0.1%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%
Total Loan & Financing	3.4%	3.0%	3.2%	3.1%	3.3%	3.3%	3.1%	3.3%	3.3%	3.1%	3.3%	3.3%	3.1%	3.3%	3.3%	3.1%	3.3%	3.3%
Mortgage	1.3%	1.7%	2.5%	1.8%	3.0%	3.1%	1.8%	3.0%	3.1%	1.8%	3.0%	3.1%	1.8%	3.0%	3.1%	1.8%	3.0%	3.1%

Quarterly SML Trend

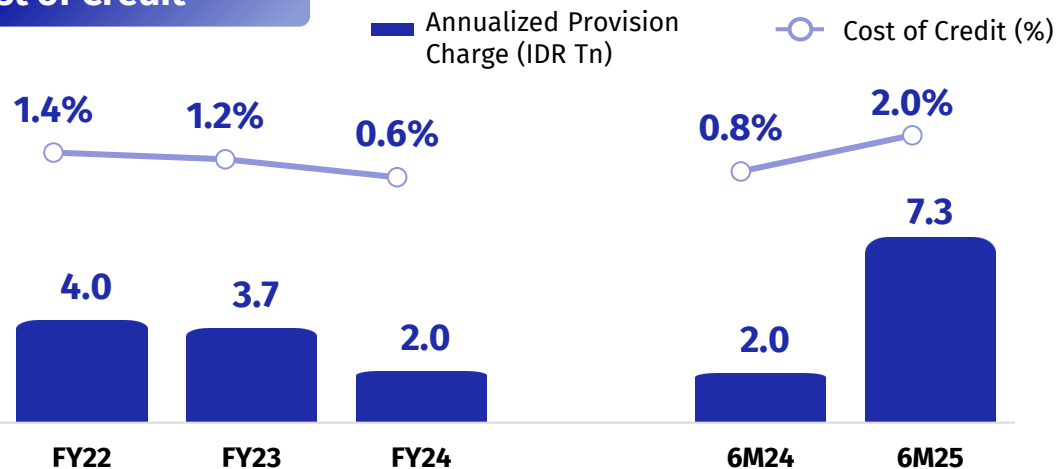


Loan Quality ,Coverage and Cost of Credit

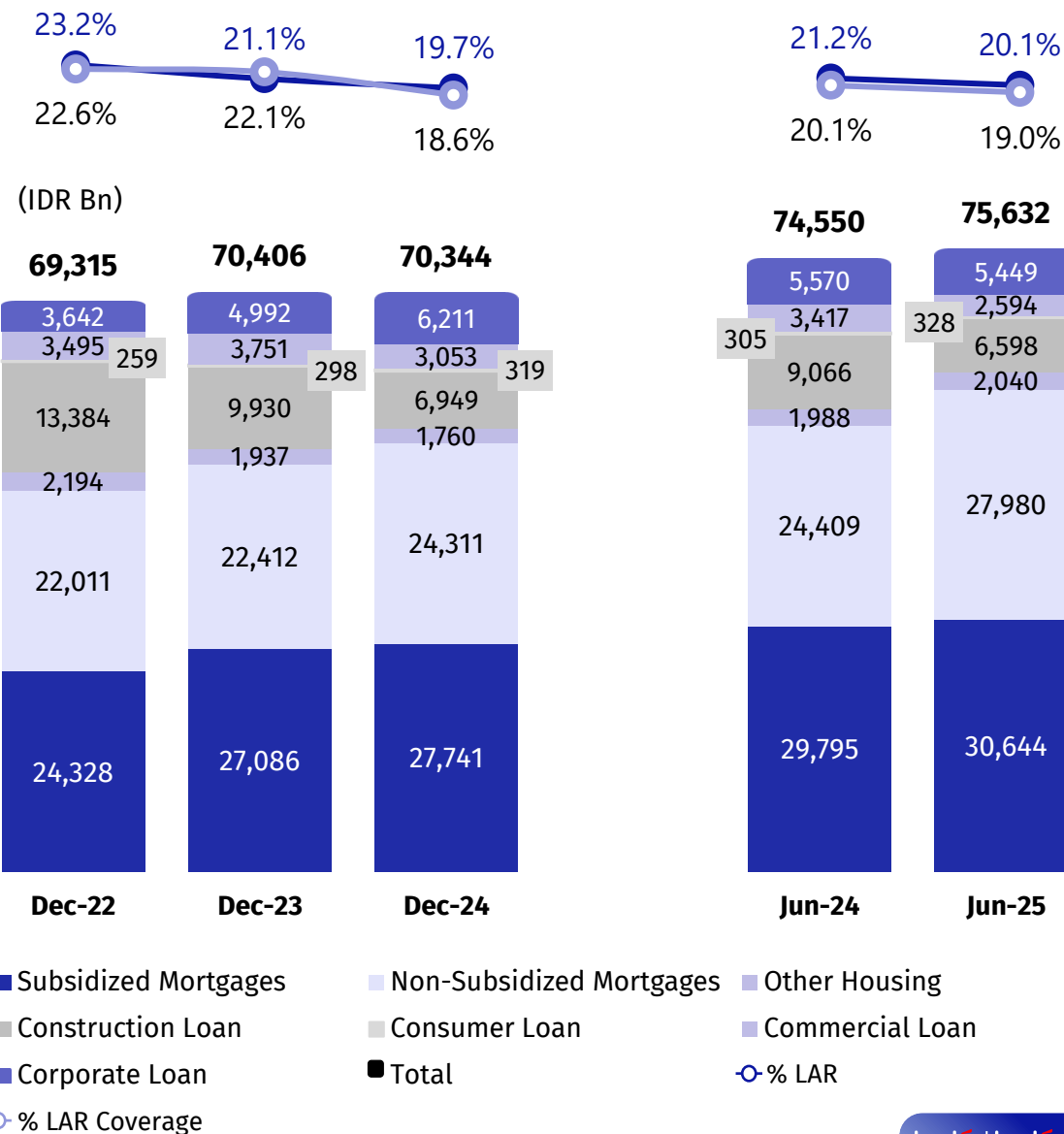
NPL & NPL Coverage



Cost of Credit

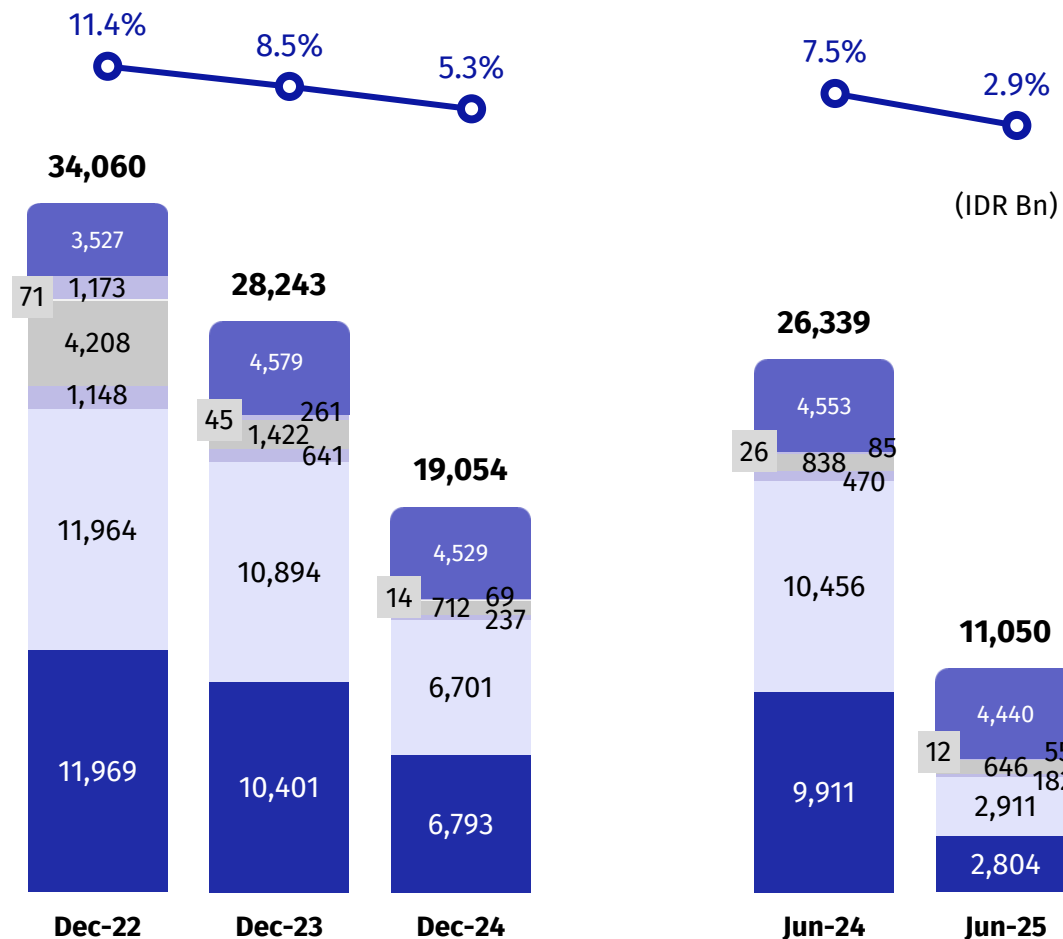


LAR & LAR Coverage



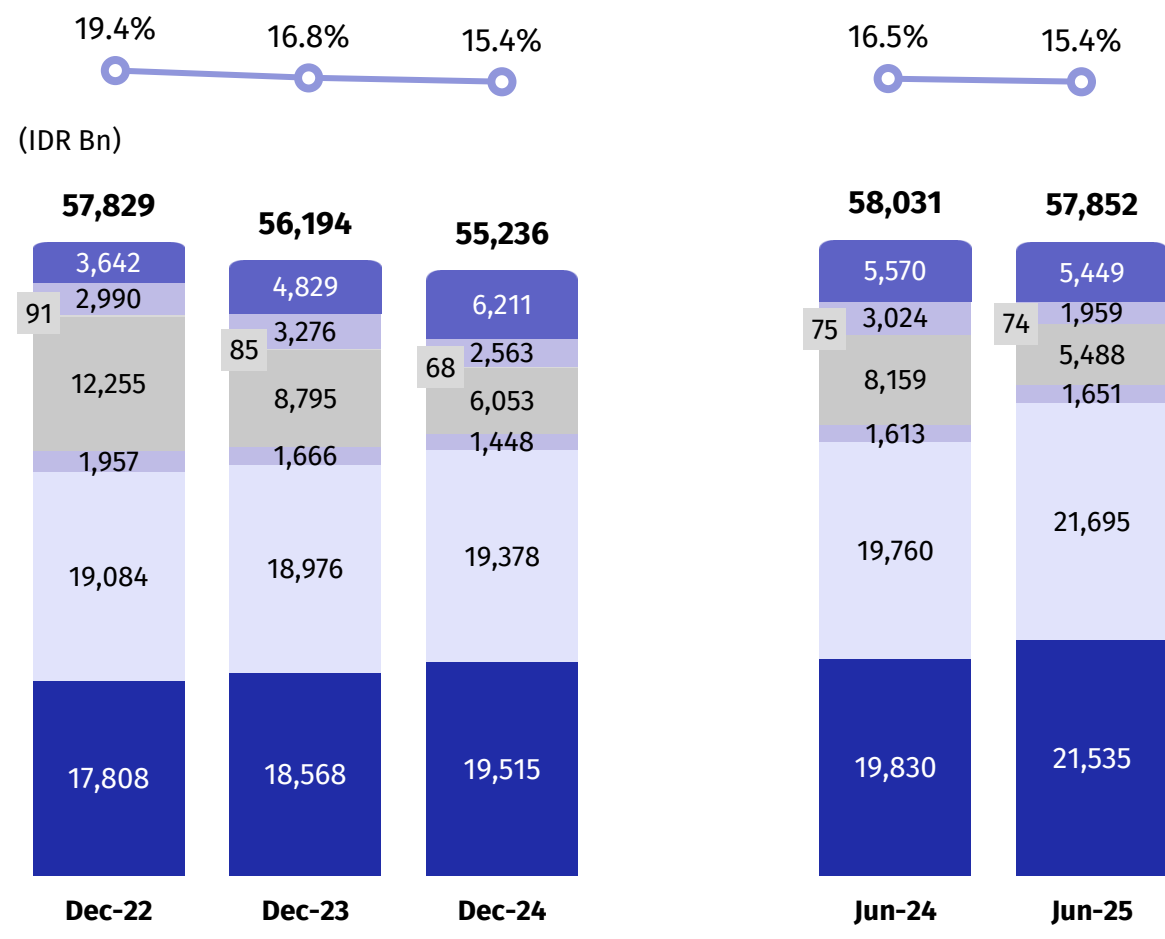
Restructured Loans Breakdown by Segment

Covid-19 Restructured Loan by Segment



- Subsidized Mortgages
- Non-Subsidized Mortgages
- Other Housing
- Construction Loan
- Consumer Loan
- Commercial Loan
- Corporate Loan
- Total Loan
- % of total Loan

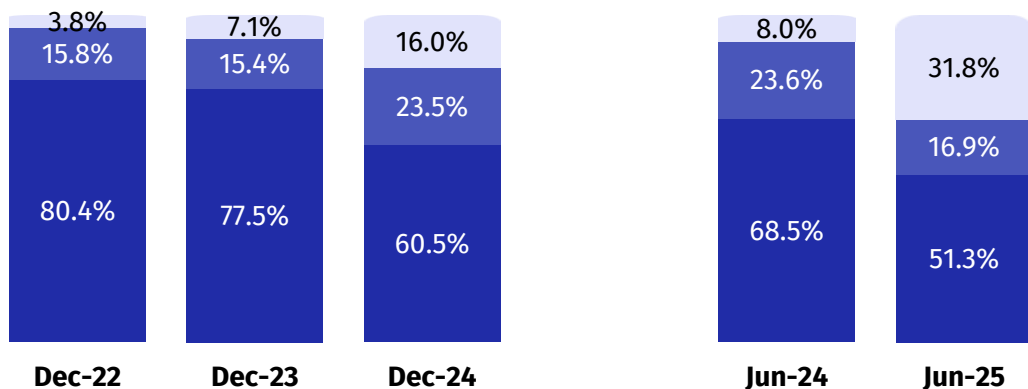
Total Restructured Loan by Segment



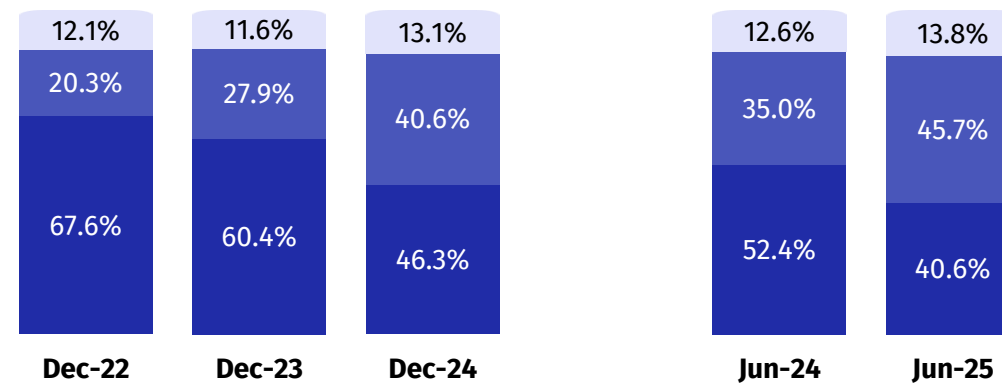
- Subsidized Mortgages
- Non-Subsidized Mortgages
- Other Housing
- Construction Loan
- Consumer Loan
- Commercial Loan
- Corporate Loan
- Total Loan
- % of total Loan

Restructured Loans Breakdown by Collectability

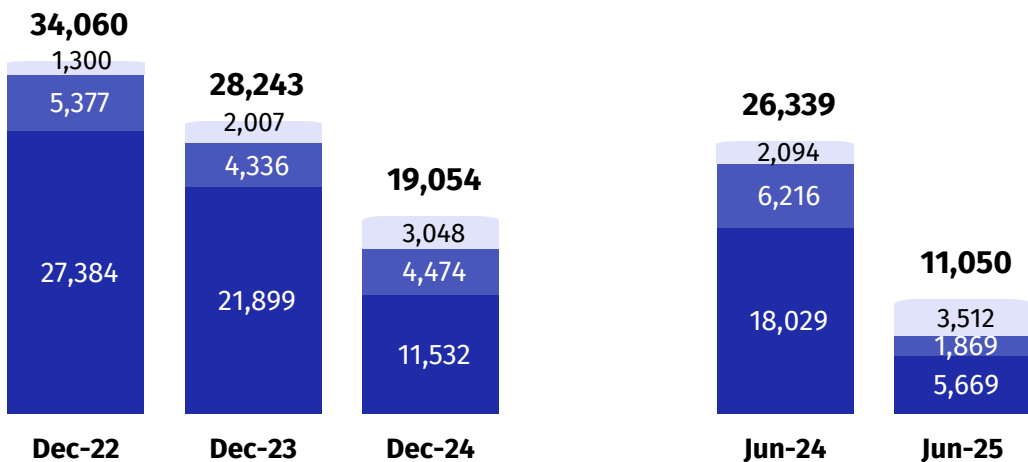
Covid-19 Restructured Loan by Collectability (%)



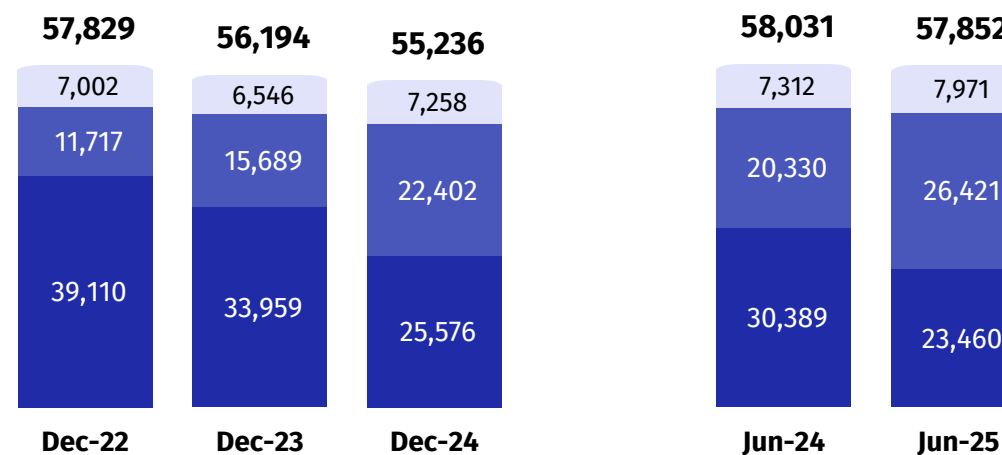
Total Restructured Loan by Collectability (%)



Covid-19 Restructured Loan by Collectability (IDR Bn)



Total Restructured Loan by Collectability (IDR Bn)



■ Current
 ■ SML
 ■ NPL

PROGRAM 3 JUTA RUMAH

remonial Penyaluran KPR BTN

ing, 12 Desember 2024

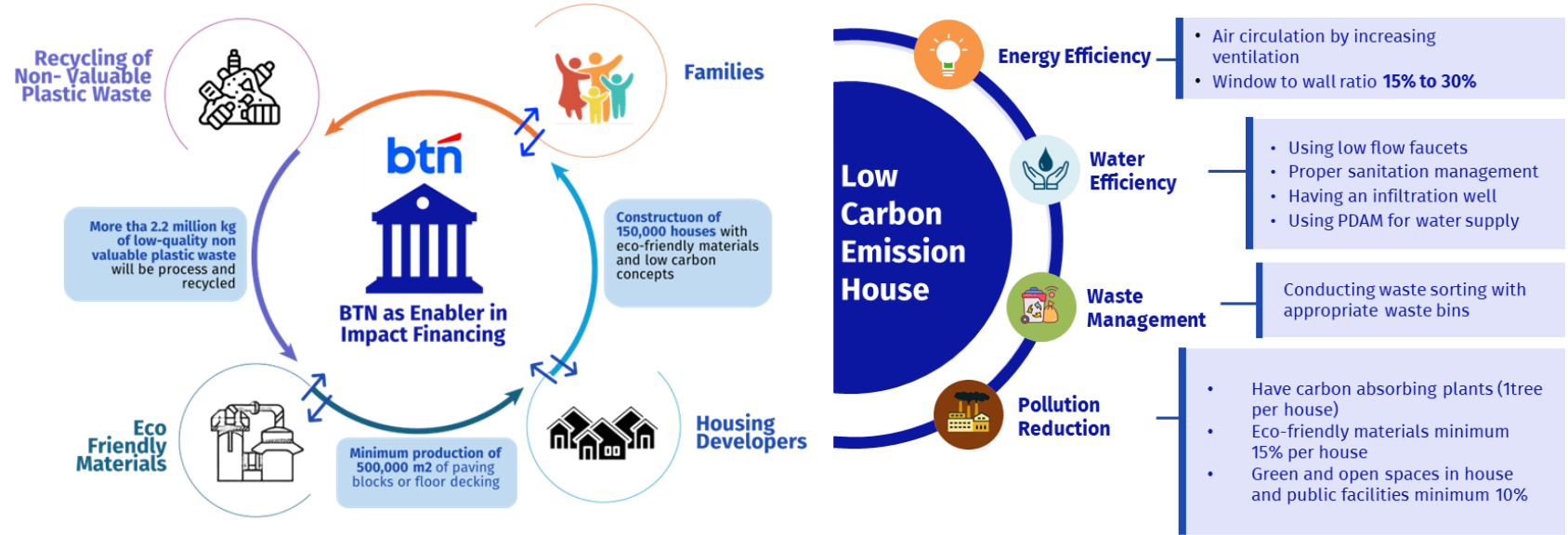
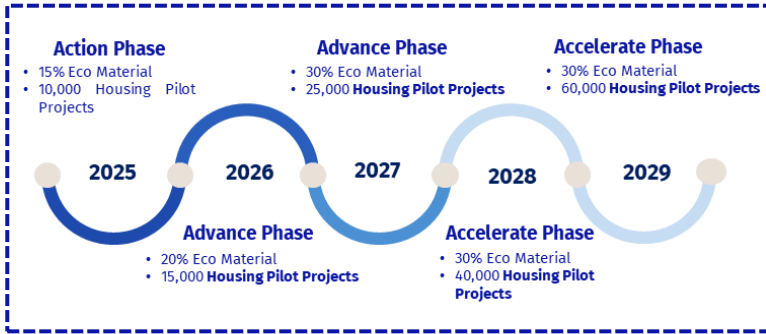
ESG Updates

KC CILEGON
KUR

BTN ESG Priority Initiative Update

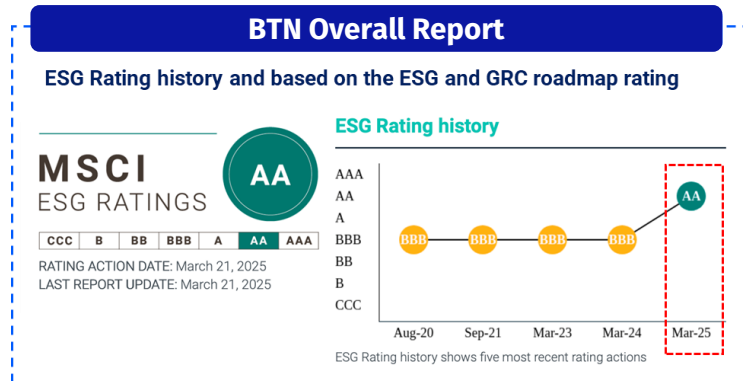
BTN is developing the "Low Emission Housing" roadmap, with a total target of **150,000 housing units by 2029**

Low Emission Housing Roadmap



BTN has firmly established its position as a leading ESG Champion

1 BTN becomes the **first bank in Indonesia** to ever receive **AA** from **MSCI EGS Rating**



2 BTN is **Indonesia's first state-owned bank to adopt the Principles for Responsible Banking UNEPFI**. BTN affirms its commitment to sustainability and meaningful impact. We drive inclusive, equitable, and environmentally responsible growth through our financial solutions.



<https://www.btn.co.id/About/ESG/ESG-Framework/ESG-Signatory>

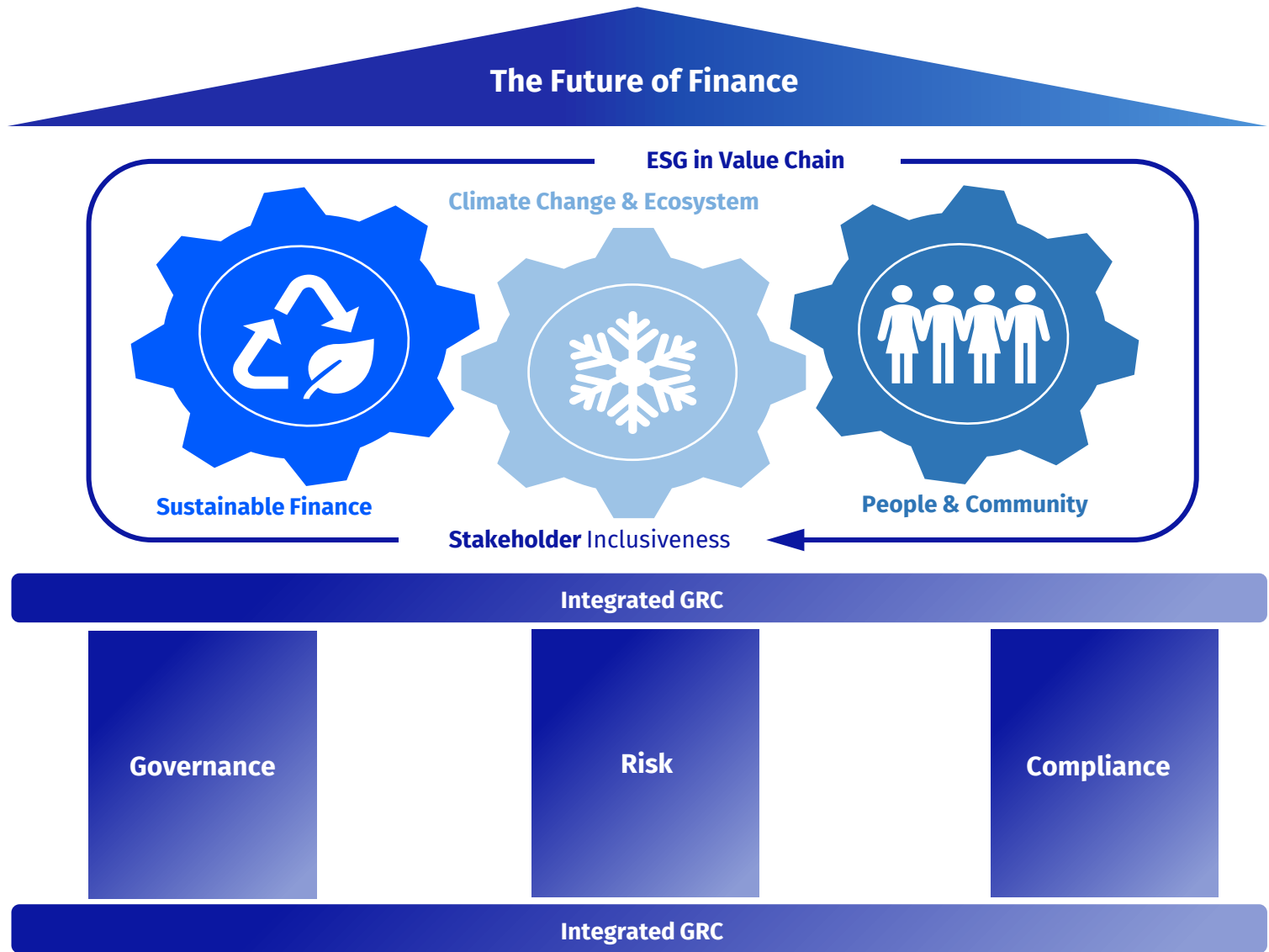
3 BTN has set up its **Sustainable Finance Framework** and obtained a Second Party Opinion from Sustainable Fitch with **Excellent**



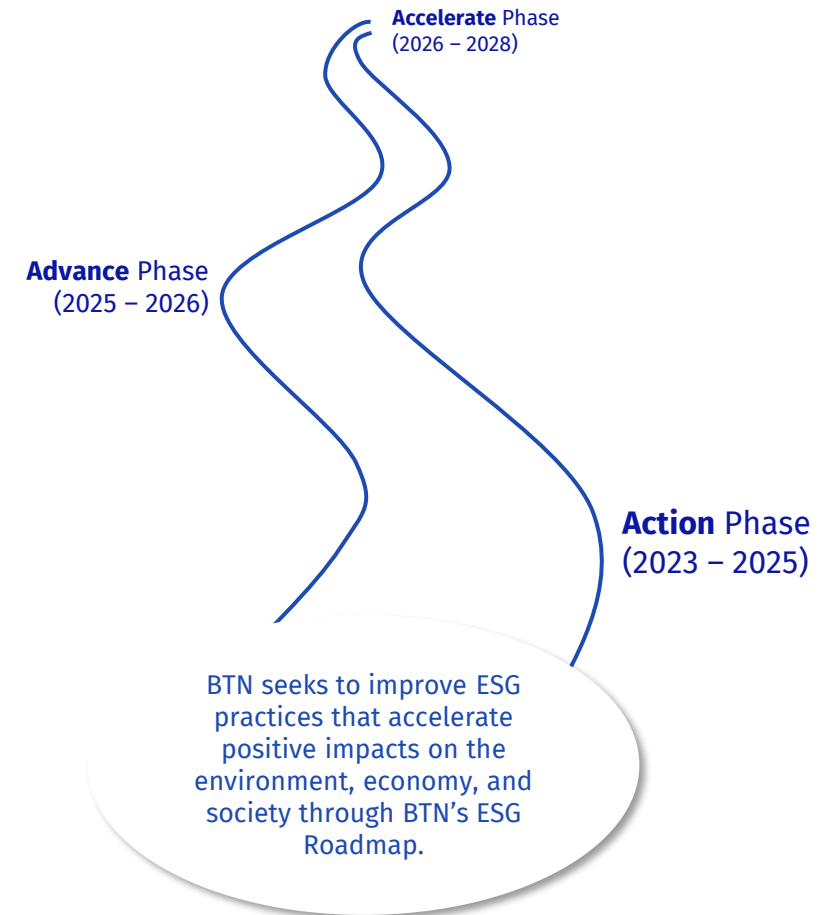
<https://www.btn.co.id/en/About/ESG/ESG-Framework/Sustainable-Finance-Framework>

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.



BTN's ESG Roadmap



Environmental Sustainability

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



Green Transportation

40 Electric vehicles for operational (8 electric cars, 2 hybrid cars, & 29 electric motorcycles) will be increased around 200 units by 2029



Green Premises

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



Corporate Social Responsibility

Environmental programs include planting initiatives such as: **200** Mangrove trees, **1,000 & 5,000** Tabebuaya trees, **1 House 1 Tree** in the Low Emission Housing Pilot Project



Waste Bank Program

7 locations Palembang, Banjarmasin, Palu, Ambon, Banten, Surabaya, and Makassar



Less Carbon Footprint through Digital Application

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



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.

Low Carbon Emission Housing Materials

BTN encourages developers to use minimum **15%** eco-friendly material to lower carbon emission in housing sector



Floor Decking

Contributing more into people's welfare through subsidized mortgage

Reducing Housing Backlogs
Deliver targeted housing financing programs for low-middle income segments to bridge the housing gap.

10 REDUCED INEQUALITIES

Affordable Energy Access
Provide houses with electricity at adjusted, affordable rates for eligible income groups

7 AFFORDABLE AND CLEAN ENERGY

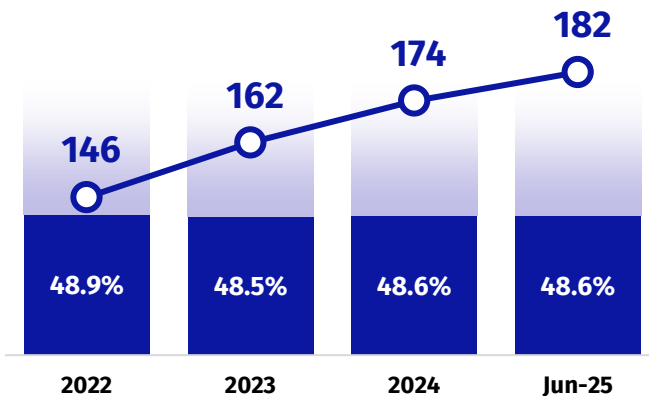


11 SUSTAINABLE CITIES AND COMMUNITIES

Sustainable Communities
Develop inclusive, safe, resilient, and sustainable neighborhoods within subsidized housing complexes.

6 CLEAN WATER AND SANITATION

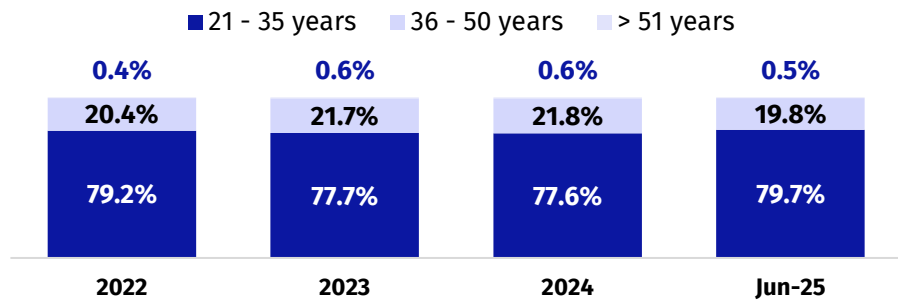
Clean Water & Sanitation
Ensure reliable access to clean water and proper sanitation facilities, managed sustainably.



○ Subsidized Mortgage Loan Outstanding (IDR Tn)

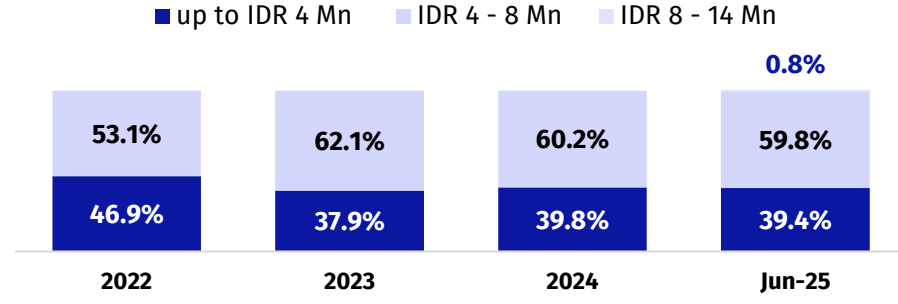
■ % of Subsidized Mortgage of total BTN Loan Portfolio

Segment by Ages



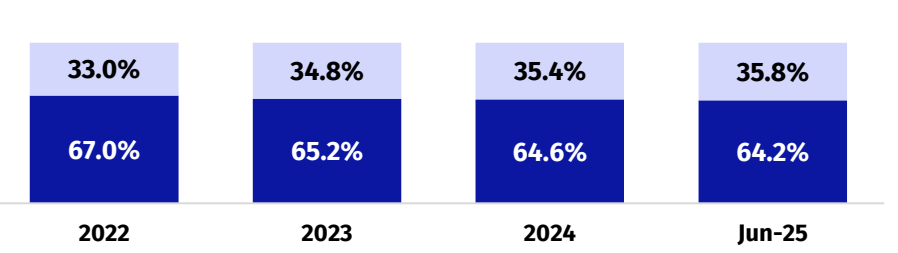
- ~79% of BTN Subsidized mortgage customers are Millennials

Segment by Wages



- As of April 2025, the government updated the key eligibility criteria, setting the maximum monthly income at IDR 12 Mn for single-income and 14 Mn for joint income in Jabodetabek area.

Segment by Gender



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

Social Welfare

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).

Mini MBA in Property



- ❑ Collaboration with SBM ITB for **Mini MBA in Property** with a total of more than 800 participants in 23 batches.
- ❑ Learning material based on the four pillars of knowledge in property: **Finance & Risk, Project & Operation, Regulation & Law, and Business Model & Market**

Property Outlook 2025



- ❑ This event was held simultaneously with the graduation of Mini MBA in Property.
- ❑ With the aim to provide **market insight and trends** in the property sector from experts' perspective to the graduates of Mini MBA in Property and alumni.

Respectful Workplace Policy

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

Diversity, Equity and Inclusion Policy



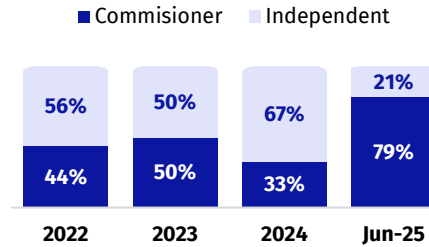
BTN provides broad opportunities for all parties to contribute to BTN by implementing policies related to **Diversity, Equity and Inclusion (DEI)** in the company's Human Capital operations.

Employee Wellbeing Program

BTN implemented **Employee Well-Being Framework** mandated by BUMN to keep **stakeholders** healthy, safe, and happy as well as improve EVP, additional value, and performance of individuals and business units.

Management Composition

Commissioner Composition



16.7%
of the BOD composition are women

14.3%
of the Commissioner composition are women

Gender Diversity

12,818 employees (as of Jun-25)



Employee Composition

19.9% of the Top Management composition are women (as of Jun-25)

23 Disabled Employees (as of Jun-25) **2.4%** Top Management*)



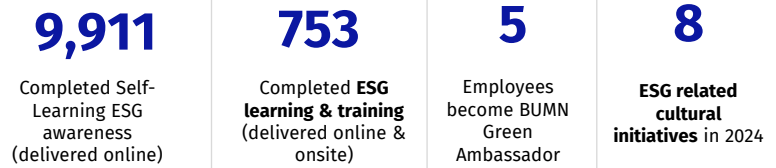
*) Consists of AVP, VP, SVP and EVP



Social Welfare

ESG Training & Culture

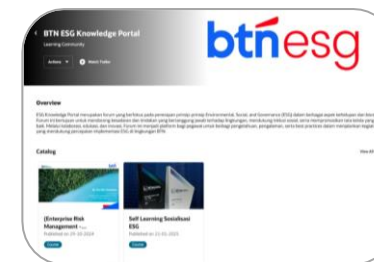
In achieving the goal of becoming an **#ESGChampion**, good internal support from the Bank is needed. BTN has implemented **learning & training related to ESG for internal Bank employees**.



ESG Curriculum

- Responsible Marketing and Product Activities
- Data Privacy Governance
- Data Security Issues
- ESG Risk Identification
- Mentorship
- Diversity and Guidelines
- AML/CFT
- Tax Avoidance
- Compliance with International Regulations
- Anti-Bribery and Anti-Corruption
- Code of Ethics

ESG Knowledge Portal



The ESG Knowledge Portal is an internal platform integrated in **BTNBEST** as a **education channel accessed by the employees** regarding the importance of ESG principles.

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 & Cyber Security



Data Privacy has become BTN's main priority to protect customer and internal data. In 2024, 67 employees and 5 people from IIKPA are given the Anti Corruption certification.

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://btnsiips.tioffs.info>
Email : btnsiips@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)**

Compliance Management System



BTN obtained ISO Certification 37301:2021 on Compliance Management System in 30 December 2022 applied in the Compliance & Governance Division, which includes compliance, corporate governance, and money laundering prevention functions.

Anti Anti Corruption



BTN has an Anti Corruption Program and Forum consisted of 96 Certified Integrity Officer (CIO) and 67 Anti Corruption Instructor (PAKSI) certification across all units.

Anti Bribery



BTN implemented Anti Bribery Management System (ISO 37001:2016) in 16 areas: Credit Risk, Commercial Banking, Corporate Banking, MSME, 6 MSME restructured units, 4 Commercial Business Center (CBC), Credit Operations, and procurement.

Anti Fraud Sub Committee



BTN established an Anti Fraud Sub Committee to supervise and implement Anti Fraud Strategy

ESG Committee



BTN established ESG Committee to supervise and drive the implementation of ESG principles on the Bank's business.

ESG Principles



BTN integrated ESG principles to 76 internal policies ensure ESG principles are embedded to the Bank's operational and strategic framework.

Multiple Accolades Awarded to BTN for its Excellence in Governance and Sustainability Performance

ACGS Rating



with overall score of

111.82

Top 3 Indonesia PLCs
ASEAN Asset Class Threshold

CSR HUB



Top



Low

ESG Ranking (%)
Compared Within
31,122 Companies

Refinitiv

Combined ESG Score

B+

REFINITIV

Bank BTN's ESG performance ranked at **176** out of **1,097** Banking Services Company as assessed by Refinitiv

Environmental Pillar Score

C

Social Pillar Score

A-

Governance Pillar Score

B

MSCI ESG Rating

(as of Jun-25)



AA Leader

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



Indonesia Stock Exchange
Bursa Efek Indonesia

IDX LQ45

Low Carbon Leaders

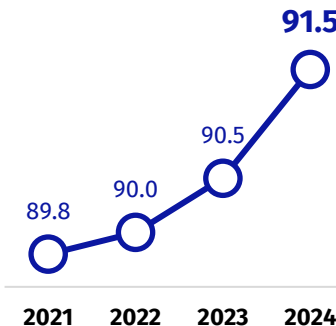


KEHATI

SRI Kehati Index

1. ESG Sector Leaders
2. ESG Quality 45

Corporate Governance Perception Index (CGPI)



with overall score of

91.5

Category:
"Most Trusted Company"

PROGRAM 3 JUTA RUMAH

remonial Penyaluran KPR BTN

ng, 12 Desember 2024

**BTN Syariah:
#1 of Sharia Business Unit in Indonesia**

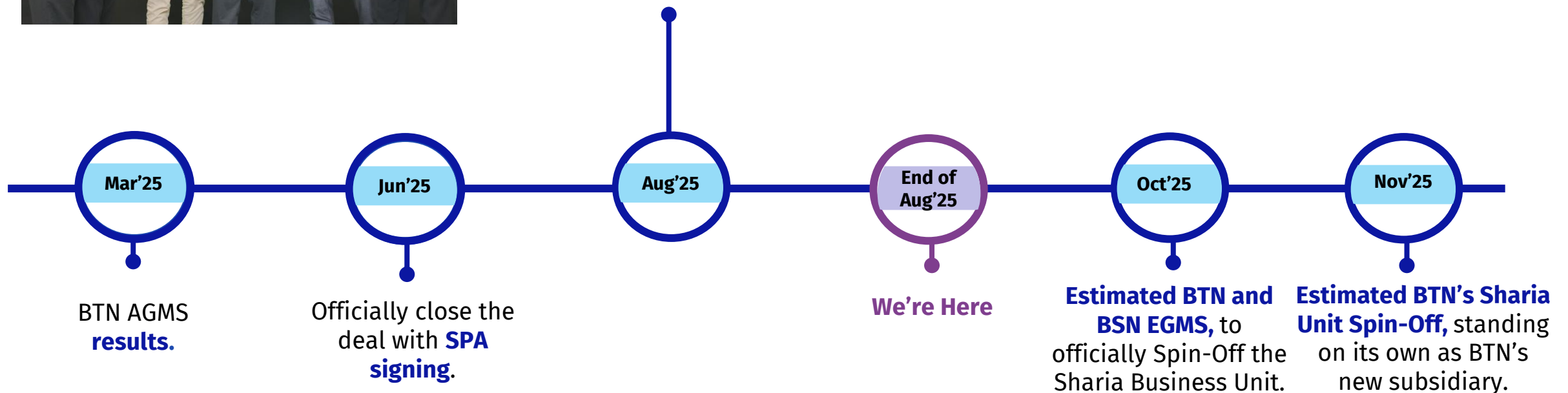
KC CILEGON
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Extraordinary Shareholders' Meeting on **the new entity name of Bank Syariah Nasional (BSN)** along with **the appointment of new BOD and BOC.**

BSN's Aspiration

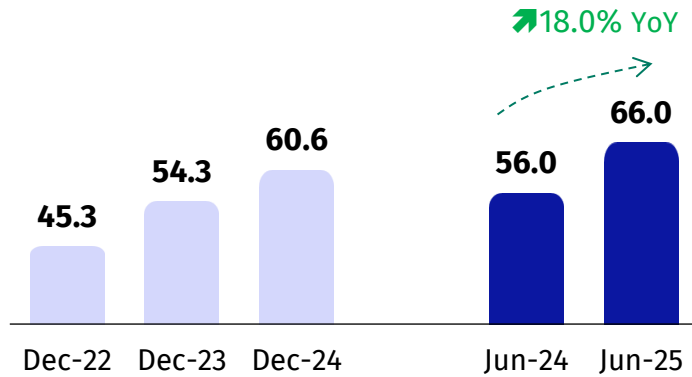
*"Mitra Utama **Keuangan Keluarga** yang Berkah dan Amanah"*



The indicative schedule is only an estimate that is subject to change without prior notice due to certain circumstances beyond the control of BTN that occur.

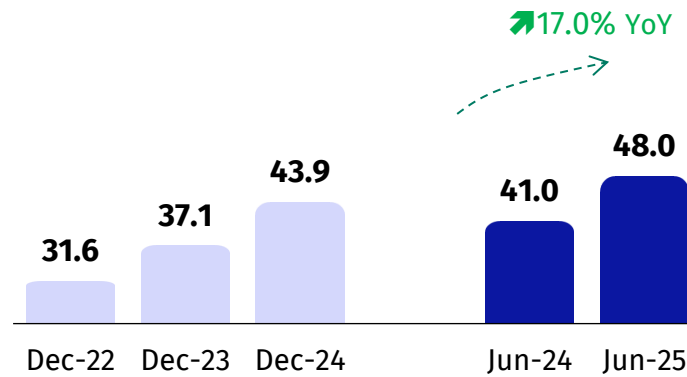
Robust Asset Growth

(IDR Tn)



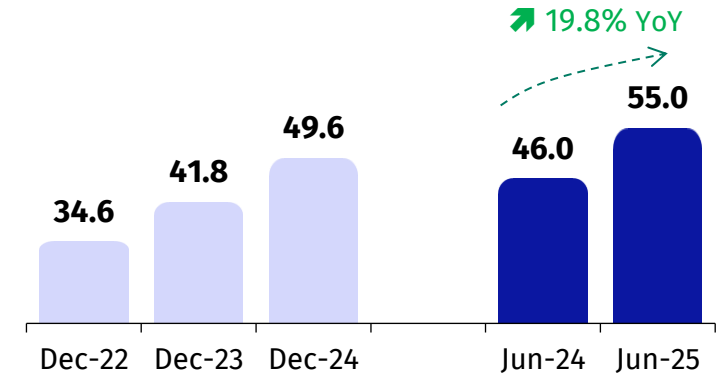
Consistent Financing Expansion

(IDR Tn)



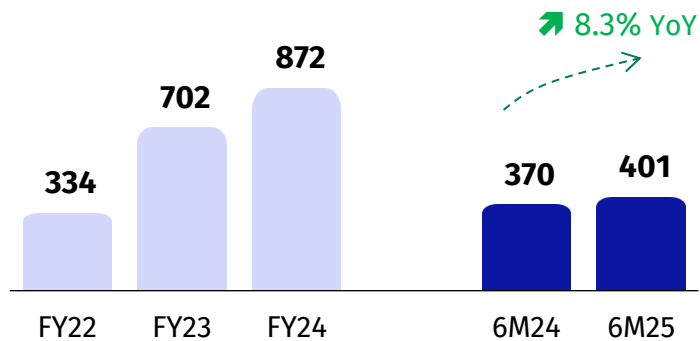
Resilient Total Deposits

(IDR Tn)



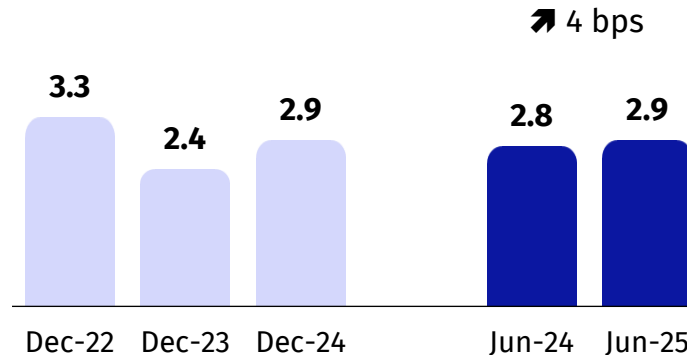
Solid Profitability

(IDR Bn)



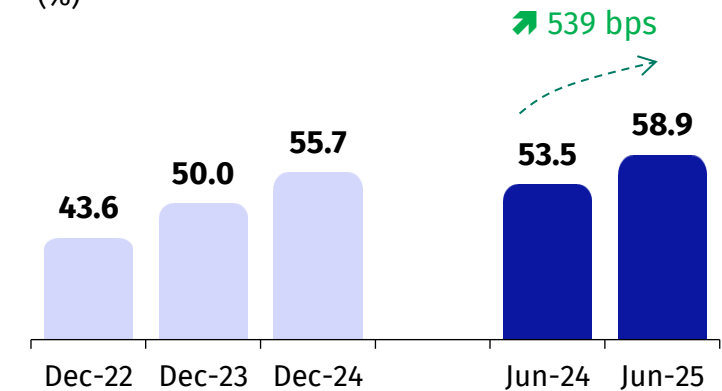
Manageable NPL Gross

(%)



Healthy CASA

(%)



Financial Highlight	Dec-22	Dec-23	Dec-24
Asset/ Liabilities			
Total Assets (IDR Bn)	45,336	54,289	60,560
Total Financing (IDR Bn)	31,624	37,114	43,892
Total Deposits (IDR Bn)	34,641	41,803	49,622
Profitability			
Net Profit (IDR Bn)	334	702	872
N I M equivalent	5.0%	5.0%	4.2%
ROA	0.7%	1.3%	1.4%
Asset Quality			
NPF (Gross)	3.3%	2.4%	2.9%
Financing at Risk (FAR)	17.1%	14.4%	13.1%
NPF Coverage	150.1%	158.1%	105.4%
Liquidity			
FDR	91.3%	88.8%	88.5%
CASA	43.6%	50.0%	55.7%

	Jun-24	Jun-25	Growth (%)
	55,549	65,562	18.0% yoy
	41,412	48,466	17.0% yoy
	46,097	55,239	19.8% yoy
	370	401	8.3% yoy
	4.2%	3.7%	(52) bps
	1.3%	1.3%	(5) bps
	2.8%	2.9%	4 bps
	14.0%	13.4%	(56) bps
	124.5%	94.7%	(2,982) bps
	89.8%	87.7%	(210) bps
	53.5%	58.9%	539 bps

Financing Business Composition

Financings Type (IDR Bn)	Dec-22		Dec-23		Dec-24	
	Outs	%	Outs	%	Outs	%
Housing Financing	30,812	97.4%	36,587	98.6%	43,217	98.5%
Subsidized Mortgage	19,039	60.2%	22,966	61.9%	26,522	60.4%
Non-Subsidized Mortgage	9,948	31.5%	11,604	31.3%	14,303	32.6%
Other Housing Financing	48	0.2%	33	0.1%	41	0.1%
Construction Financing	1,776	5.6%	1,982	5.3%	2,351	5.4%
Non-Housing Financing	812	2.6%	528	1.4%	675	1.5%
Consumer Financing	145	0.5%	169	0.5%	290	0.7%
Commercial Financing	667	2.1%	359	1.0%	385	0.9%
Total Financing	31,624	100.0%	37,114	100.0%	43,893	100.0%
Mortgage Financing	28,988	91.7%	34,571	93.2%	40,825	93.0%

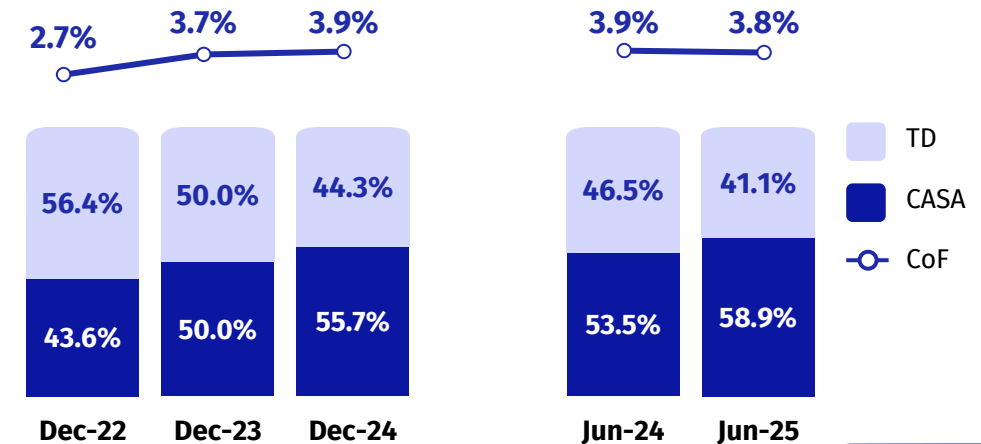
Jun-24		Jun-25		QoQ	YoY
Outs	%	Outs	%		
40,724	98.3%	47,653	98.3%	4.3%	17.0%
25,966	62.7%	29,885	61.7%	4.8%	15.1%
12,656	30.6%	15,536	32.1%	4.0%	22.8%
39	0.1%	43	0.1%	4.4%	9.7%
2,064	5.0%	2,189	4.5%	-0.8%	6.1%
688	1.7%	813	1.7%	45.2%	18.2%
224	0.5%	358	0.7%	18.4%	59.8%
463	1.1%	455	0.9%	76.8%	-1.9%
41,412	100.0%	48,466	100.0%	4.8%	17.0%
38,622	93.3%	45,421	93.7%	4.5%	17.6%

Deposits Composition

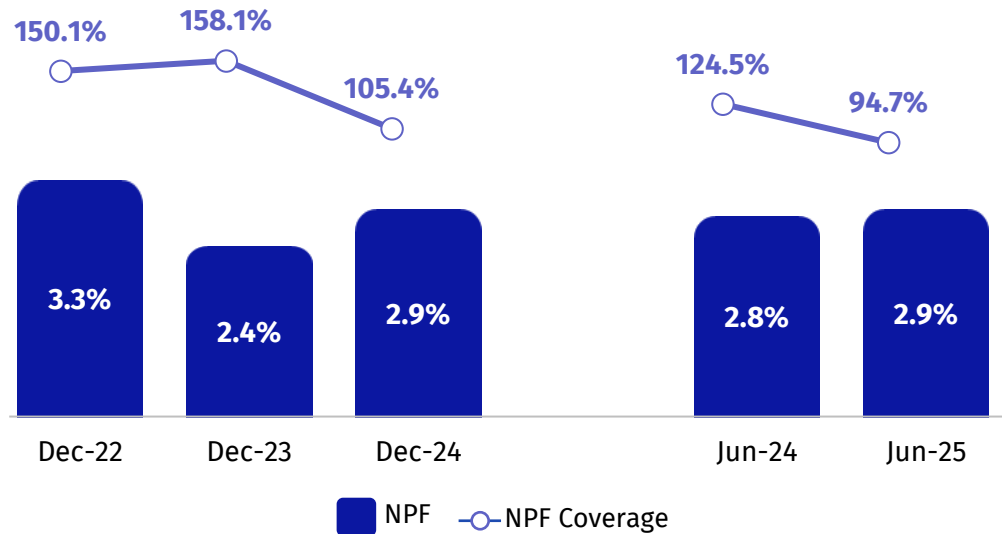
Deposits (IDR Bn)	Dec-22	Dec-23	Dec-24
CASA	15,117	20,915	27,634
Current Account	9,104	14,166	19,825
Savings Account	6,013	6,750	7,810
Time Deposits	19,524	20,888	21,988
Total	34,641	41,803	49,622

	Jun-24	Jun-25	yoy
24,652	32,517	31.9%	
17,354	23,613	36.1%	
7,297	8,904	22.0%	
21,445	22,722	6.0%	
46,097	55,239	19.8%	

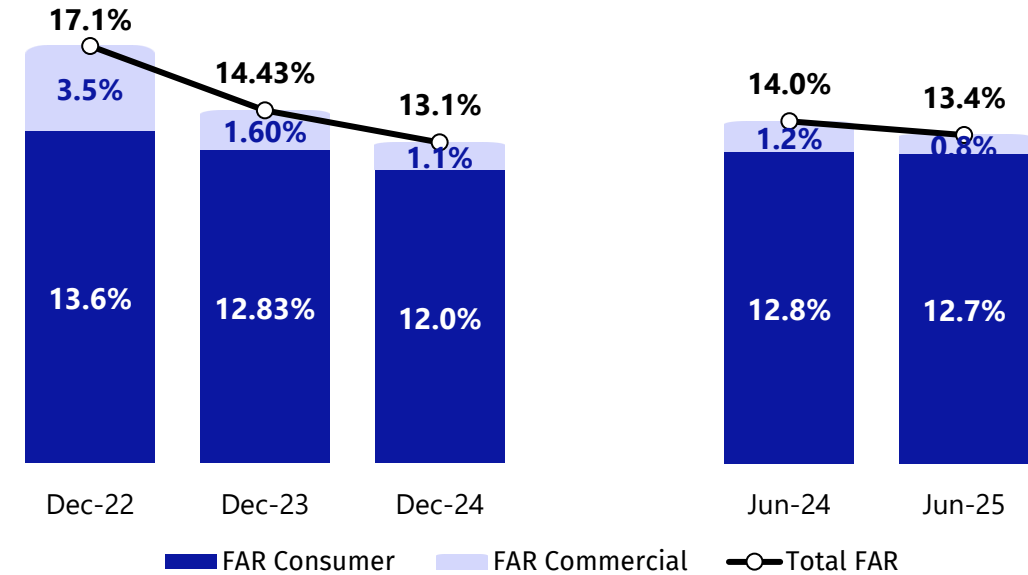
CASA Ratio (%)



NPF & NPF Coverage



Financing at Risk (FAR)



Special Mentioned Financing (SMF)

Financings Type	Dec-22	Dec-23	Dec-24	Jun-24	Jun-25
Housing Financing	6.7%	7.1%	7.2%	8.0%	7.8%
Subsidized Mortgage	7.1%	7.1%	7.7%	8.4%	8.4%
Non-Subsidized Mortgage	7.0%	7.3%	7.1%	8.2%	7.8%
Other Housing Financing	8.9%	11.0%	13.0%	9.7%	11.1%
Construction Financing	1.6%	5.7%	1.3%	1.3%	1.0%
Non-Housing Financing	0.0%	1.6%	0.8%	0.8%	1.0%
Consumer Financing	3.8%	3.8%	1.8%	2.6%	2.2%
Commercial Financing	0.0%	0.5%	0.0%	0.0%	0.0%
Total Financing	6.6%	7.0%	7.1%	7.8%	7.7%
Mortgage Financing	7.0%	7.1%	7.5%	8.3%	8.2%

Non-Performing Financing (NPF)

Financings Type	Dec-22	Dec-23	Dec-24	Jun-24	Jun-25
Housing Financing	3.2%	2.3%	2.8%	2.8%	2.9%
Subsidized Mortgage	0.9%	1.1%	1.6%	1.5%	1.6%
Non-Subsidized Mortgage	1.3%	2.0%	2.9%	2.8%	3.6%
Other Housing Financing	5.5%	1.8%	0.4%	1.3%	3.0%
Construction Financing	38.0%	18.1%	16.2%	19.0%	14.1%
Non-Housing Financing	9.0%	10.0%	6.6%	7.3%	3.6%
Consumer Financing	4.7%	3.6%	2.0%	2.8%	2.0%
Commercial Financing	9.9%	13.0%	10.1%	9.5%	4.9%
Total Financing	3.3%	2.4%	2.9%	2.8%	2.9%
Mortgage Financing	1.0%	1.4%	2.0%	1.9%	2.3%

PROGRAM 3 JUTA RUMAH

remonial Penyaluran KPR BTN

ing, 12 Desember 2024

Appendix

KC CILEGON
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BTN has set a New Long-Term Aspiration for 2025 – 2029

2020 – 2024

To become the Best Mortgage Bank in Southeast Asia



Double low-cost funding

Transforming channel capabilities to become the transactional bank and growing FBI



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



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



Become a digital innovator and home of Indonesia's best talents

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



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



2025 – 2029

Leading Partner in Empowering the Financials of Indonesian Family

Become government's key partner in housing and financial inclusion



Provide the best customer experience through digital and financial integration



Enhance shareholder value through sustainable profitability growth



Become home to Indonesia's top talents



Implement better ESG practices and business innovations



BTN's Network and Distribution as of 1H25

Java	
Regional Office	5
Branch Offices	49
Sub-Branch Offices	375
Sharia Branch Offices	18
Sharia Sub-Branch Offices	52
ATM & CRM	1,403

Kalimantan	
Regional Office	1
Branch Offices	7
Sub-Branch Offices	32
Sharia Branch Offices	3
Sharia Sub-Branch Offices	3
ATM & CRM	131

Sulawesi	
Regional Office	1
Branch Offices	8
Sub-Branch Offices	30
Sharia Branch Offices	3
Sharia Sub-Branch Offices	2
ATM & CRM	130

Sumatera	
Regional Office	1
Branch Offices	11
Sub-Branch Offices	76
Sharia Branch Offices	10
Sharia Sub-Branch Offices	17
ATM & CRM	303

Bali dan Nusa Tenggara	
Regional Office	-
Branch Offices	4
Sub-Branch Offices	15
Sharia Branch Offices	1
Sharia Sub-Branch Offices	1
ATM & CRM	68

Maluku dan Papua	
Regional Office	-
Branch Offices	3
Sub-Branch Offices	8
Sharia Branch Offices	-
Sharia Sub-Branch Offices	-
ATM & CRM	35

National	1H25	FY24	FY23
Regional Office	8	8	6
Branch Offices	82	82	81
Sub-Branch Offices	538	536	541
Sharia Branch Offices	35	35	34
Sharia Sub-Branch Offices	75	75	75
Outlets	738	736	737
ATM and CRM	2,098	2,071	2,150

Current BTN Ratings From Various Rating Agencies

FitchRatings As of October 2024

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

MOODY'S As of June 2025

Outlook : Stable
 Counterparty Risk Rating : Baa2/P-2
 Bank Deposits : Baa2/P-2
 Baseline Credit Assessment : ba2
 Adj Baseline Credit Assessment : ba2
 Counterparty Risk Assessment : Baa2 (cr)/P-2(cr)

PEFINDO As of August 2025

CREDIT RATING AGENCY

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

Precedent of BTN Corporate Action

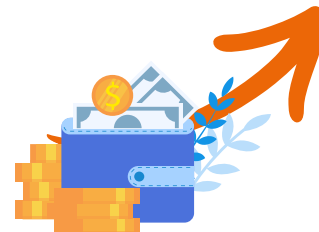


Total Proceeds of **IDR 1.65 Tn**
 through public portion of rights
 issue

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 ESG indices including up to June 2025

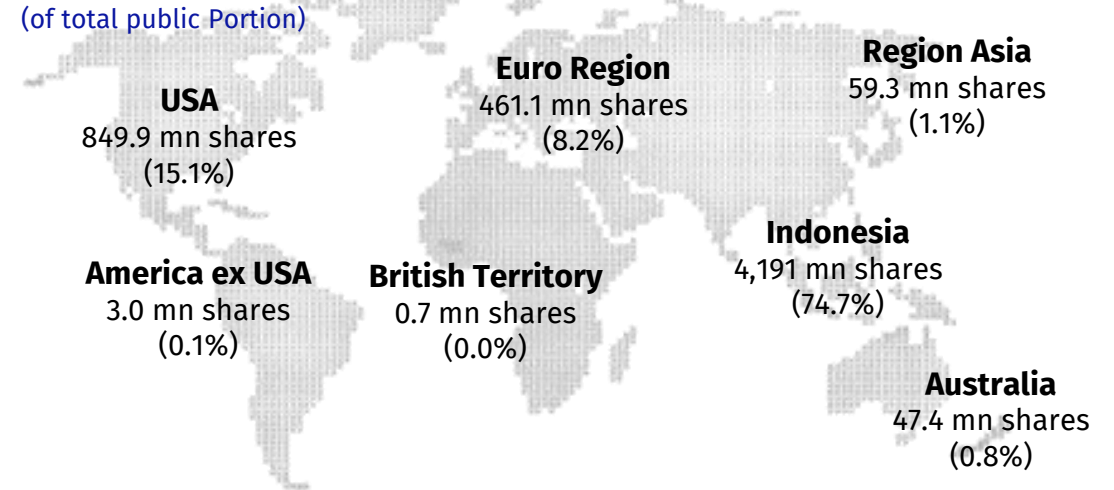
- LQ45
- IDXFINANCE
- IDX BUMN20
- IDX30
- IDX80
- IDX Small-Mid Cap (IDX SMC) Composite
- IDX Small-Mid Cap (IDX SMC) Liquid
- IDX Growth30
- MSCI Indonesia Small Cap
- PEFINDO Prime Bank
- PRIMBANK10
- MBX
- Kompas100
- Infobank15
- IDX Value30
- Investor33
- Tempo – IDX Financials52
- SRI-KEHATI
- IDX LQ45 Low Carbon Leaders
- ESG Sector Leaders IDX Kehati
- ESG Quality 45 IDX Kehati

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.

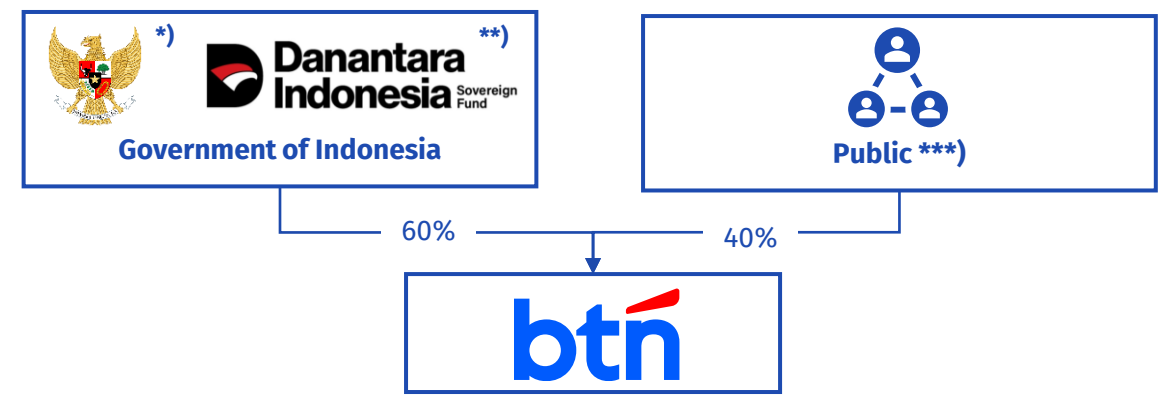
2012 **Rights Issue 1**
In Rights Issue 1, Bank BTN issued 1.51 billion new shares at an exercise price of IDR 1,235/share. Bank BTN obtained Rp 1.86 Trillion from Rights Issue 1.

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 2025)



Shareholder Structure (as of June 2025)



*) 1 Share of Serie A Dwiwarna ownership by Government of Indonesia
 **) 8,420,666,647 Shares of Serie B ownership by Danantara Asset Management
 ***) Includes 0.01% share ownership by the Board of Commissioners and Directors



Suryo Utomo
President Commissioner



Dwi Ary Purnomo
Vice President
Commissioner



Fahri Hamzah*)
Commissioner



Ida Nuryanti*)
Independent Commissioner



Pietra Machreza Paloh
Independent Commissioner



Panangian Simanungkalit
Independent Commissioner

*) Effective following approval of Fit & Proper Test by Otoritas Jasa Keuangan (OJK)



Nixon L.P. Napitupulu
President Director



Oni Febriarto Rahardjo
Vice President Director



Setiyo Wibowo
Director Risk Management



Hirwandi Gafar
Director Consumer
Banking



Nofry Rony Poetra
Director Finance &
Strategy



Eko Waluyo
Director Human Capital
& Compliance



I Nyoman Sugiri Yasa
Director Operations



Hermita
Director Commercial
Banking



Rully Setiawan
Director Network &
Retail Funding



Helmy Afrisa Nugroho*)
Director Corporate
Banking



Venda Yuniarti*)
Director Treasury &
International Banking



Tan Jacky Chen*)
Director Information
Technology

*) Effective following approval of Fit & Proper Test by Otoritas Jasa Keuangan (OJK)



Thank You.

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