



FY 2020 RESULTS PRESENTATION

PT Bank Tabungan Negara (Persero) Tbk.

Jakarta, 15th Feb 2021

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AGENDA

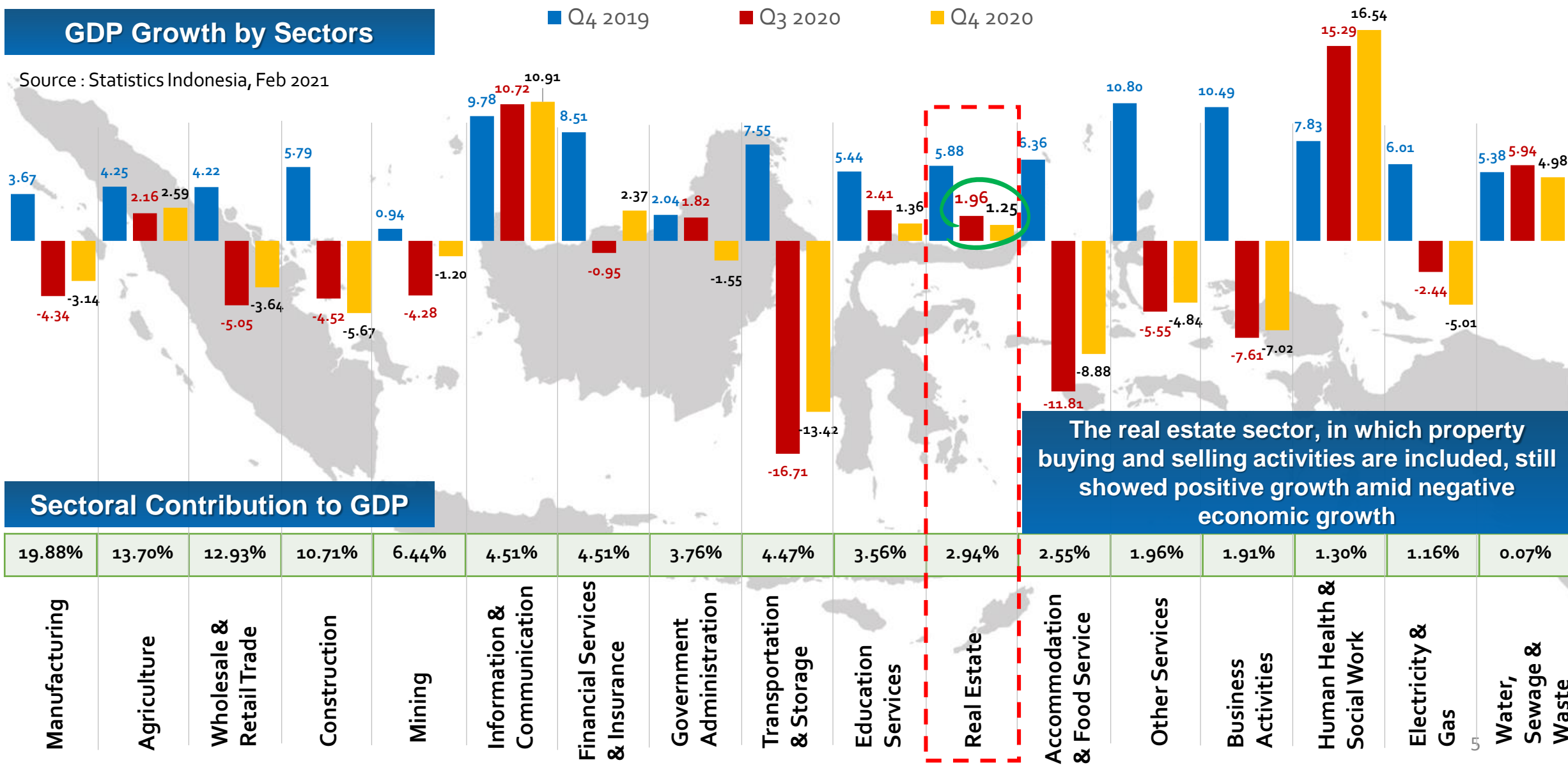
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PRELIMINARIES

GDP Growth by Sectors

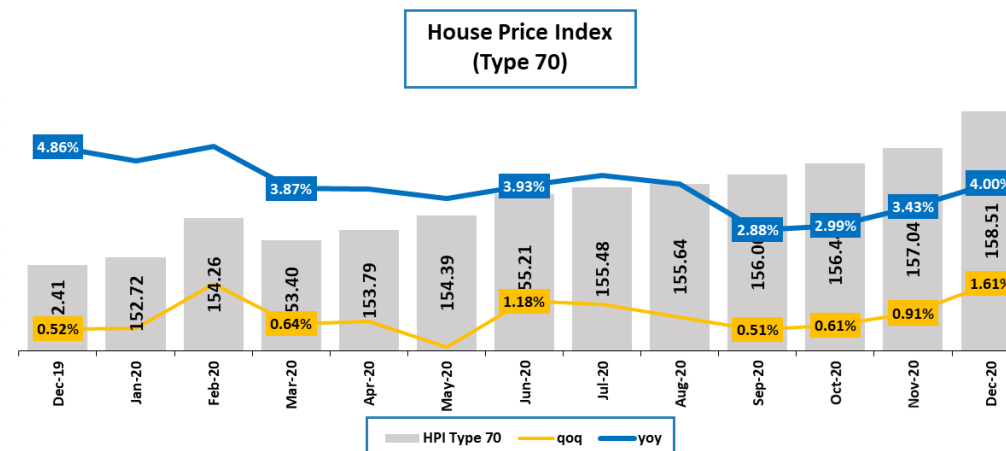
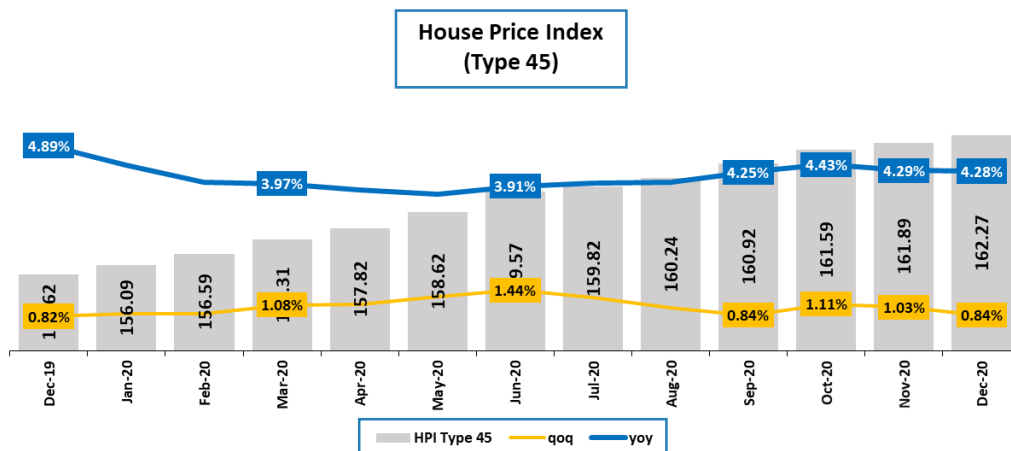
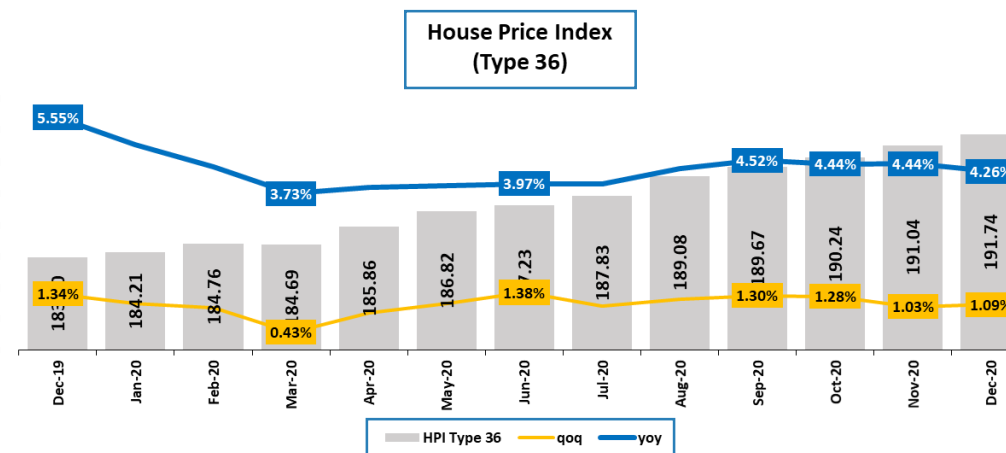
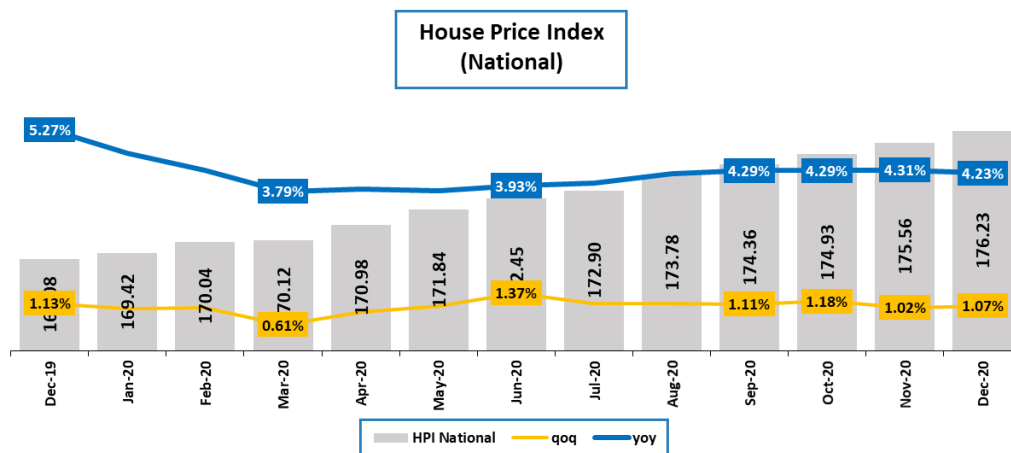
Source : Statistics Indonesia, Feb 2021



Sectoral Contribution to GDP

19.88%	13.70%	12.93%	10.71%	6.44%	4.51%	4.51%	3.76%	4.47%	3.56%	2.94%	2.55%	1.96%	1.91%	1.30%	1.16%	0.07%
Manufacturing	Agriculture	Wholesale & Retail Trade	Construction	Mining	Information & Communication	Financial Services & Insurance	Government Administration	Transportation & Storage	Education Services	Real Estate	Accommodation & Food Service	Other Services	Business Activities	Human Health & Social Work	Electricity & Gas	Water, Sewage & Waste

Housing Industry Based on Bank BTN's House Price Index



Source: Company, House Price Index

Following the upward trend on HPI growth of houses type 70, the National HPI maintained a stable growth of 4.23% yoy

FY 2020

FINANCIAL RECAP

 #1

BTN FY 2020: Ending the Year on a Bright Note

A challenging year that was still met by positive results and firm foundation for stronger business going forward

- Deposit grew by 23.84% (yoy), supporting more stable LCR at 256.32% and LDR at 93.19%
- Cost of Funds continues its decline, lowering by around 90bps throughout 2020

Stronger Liquidity

Better Asset Quality

Improved Profitability

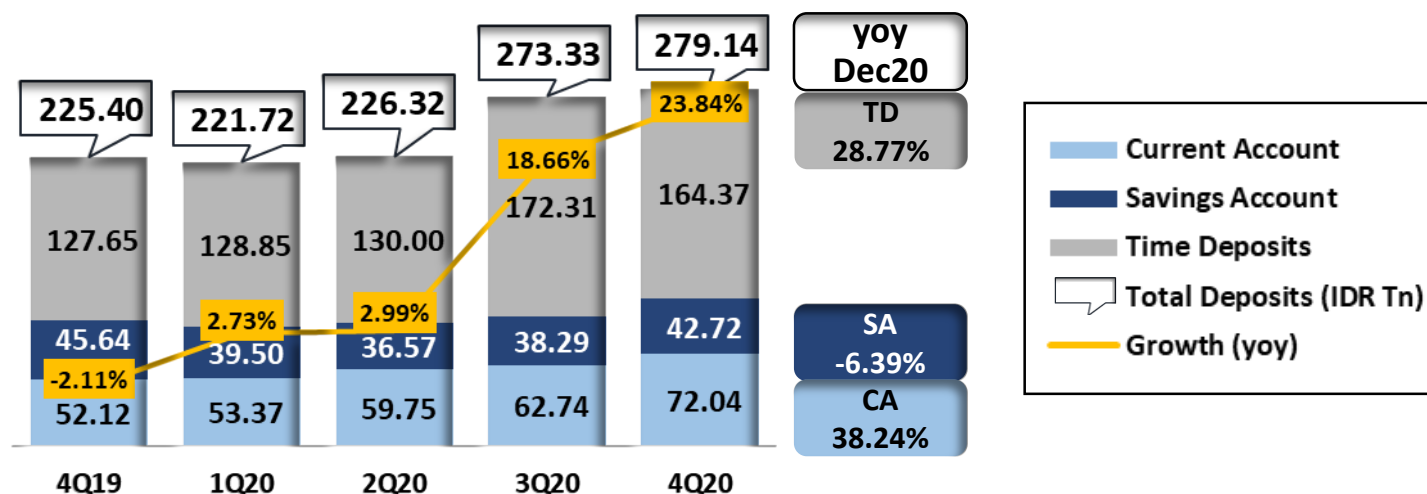
- Asset quality showed positive progress, with NPL Gross at 4.37% and NPL Net at 2.06%
- Coverage Ratio maintained firm at 115.02%

- Net profit noted a growth of 665.71% yoy due to controlled interest income, with PPOP growing 16.87%
- Efficiency in operations also pushed down CIR to 53.85%

Sustained Growth

- Loans still recorded a positive yoy growth at 1.68%
- Demand of Subsidized Mortgage remains plentiful

Robust Growth in Deposits with Lower Cost of Fund



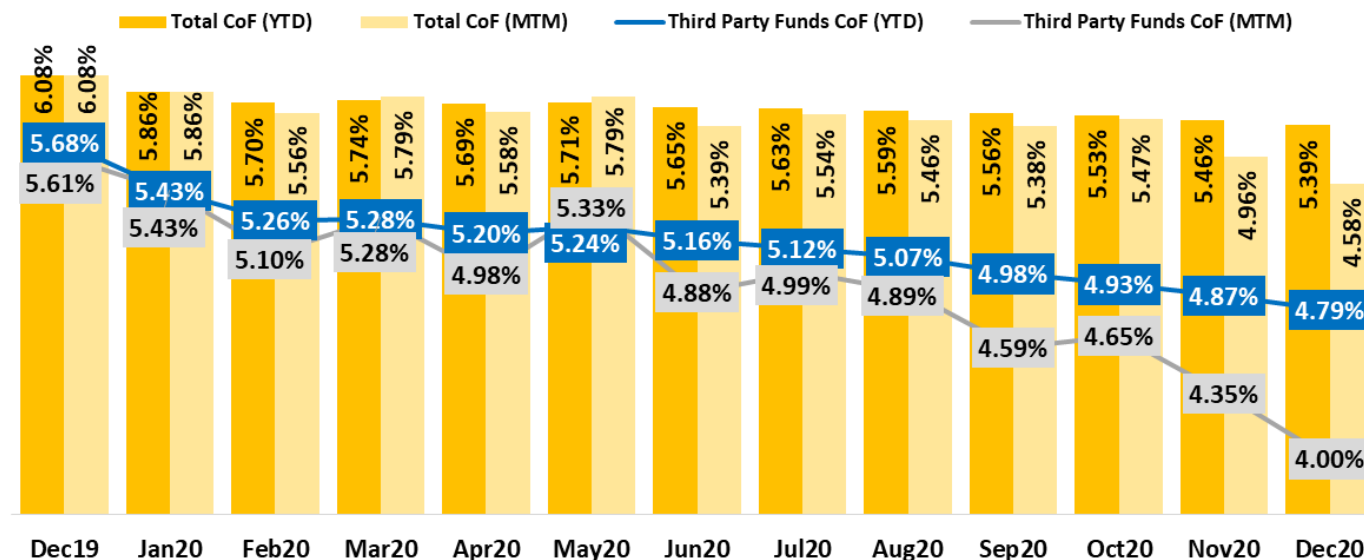
Deposits Mix

(IDR Trillion)

Total Deposits recorded a significant growth of 23.84% (yoy), supported by growth of Current Accounts and Time Deposits

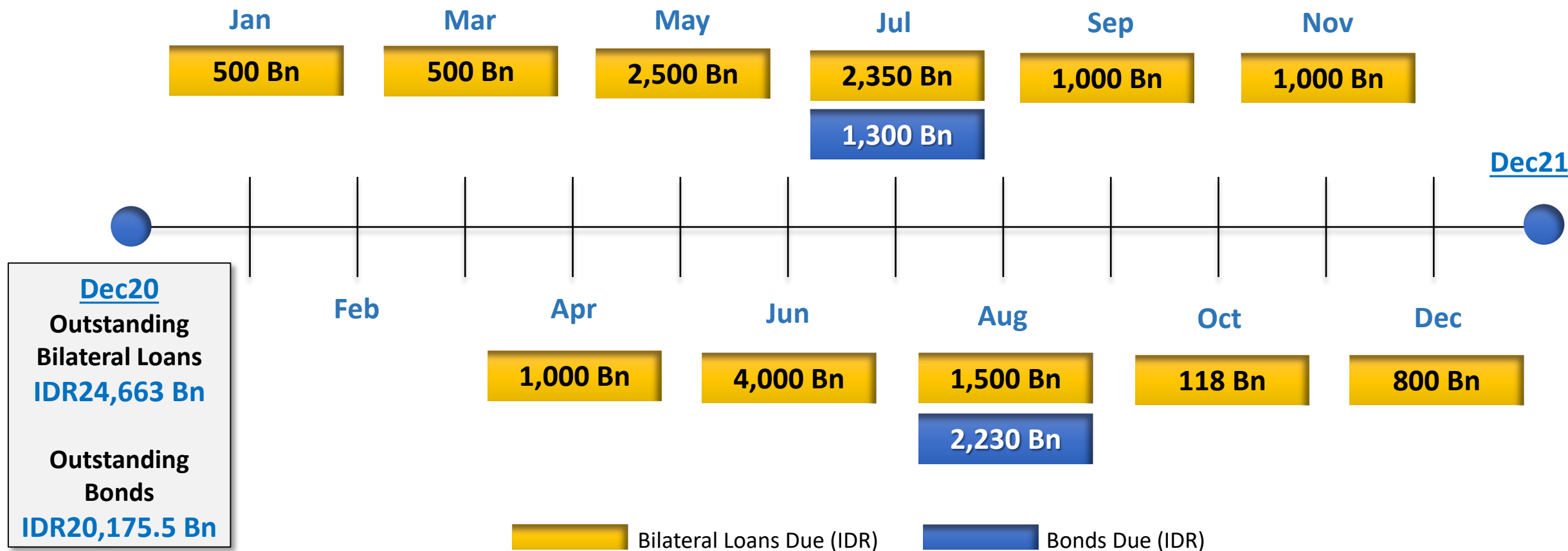
CoF

Cost of Fund (CoF) maintains its declining trend, with MTM number much lower than YTD, showing a lower base of CoF at the start of 2021.



Reduce in Wholesale Funding Makes Room for Lower CoF

Wholesale Fund due in 2021 consisting a total of **IDR15,268 Bn** in Bilateral Loans and **IDR3,530 Bn** in Bonds will support a further decline in CoF and 2021 strategy is to **focus on re-pricing high cost funds**.

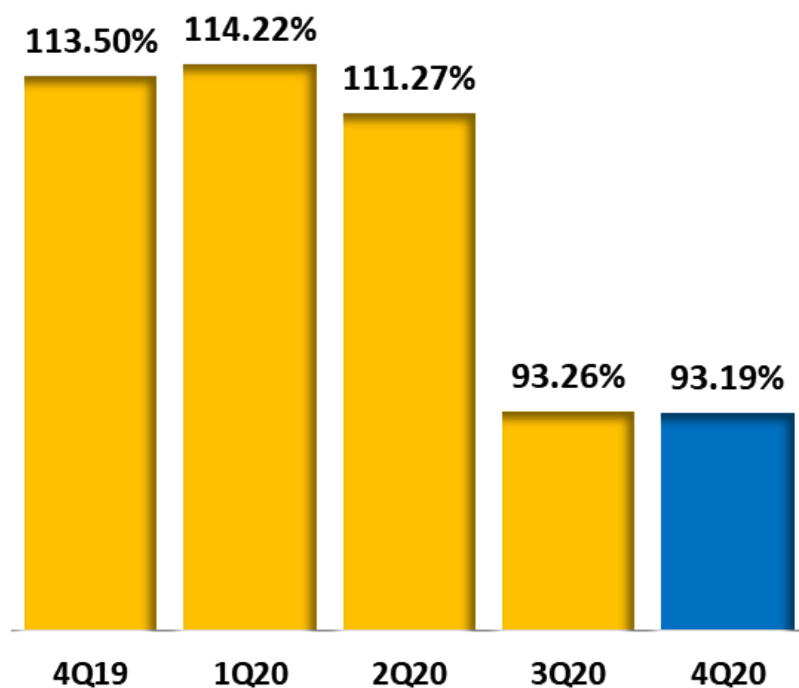


Stronger Liquidity Indicators

Liquidity indicators also show stronger positions at the end of 2020.

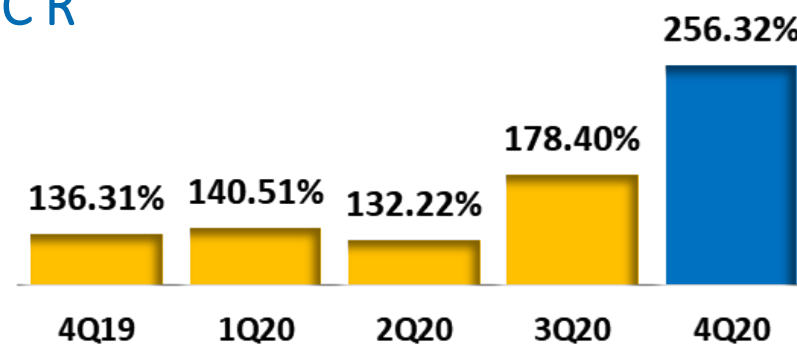
LDR has reached below 100%

L D R

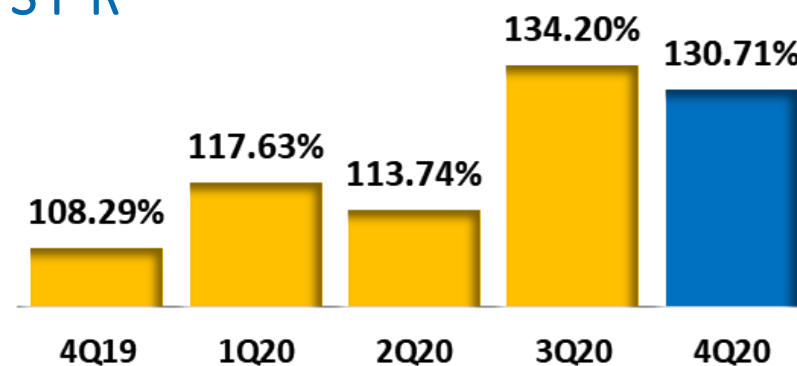


Much stronger LCR & NSFR

L C R



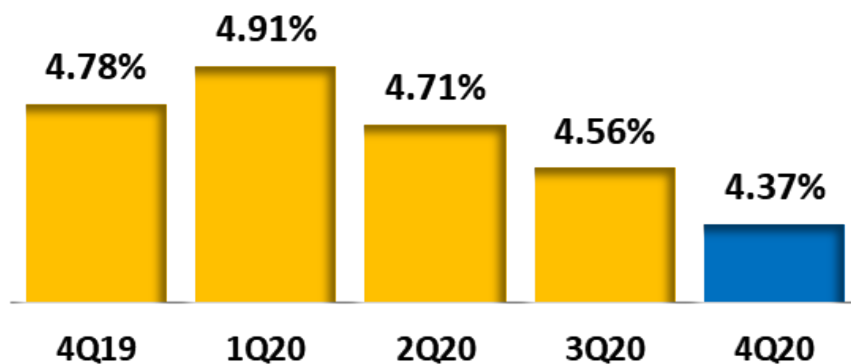
N S F R



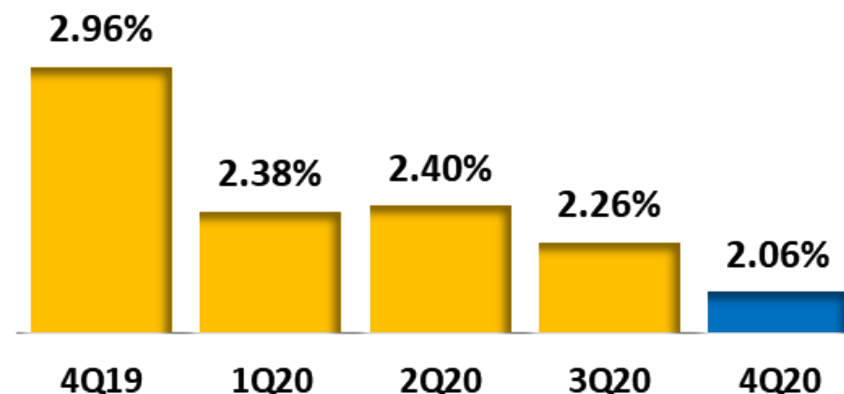
Improving Asset Quality

NPL continues to decline with sustained solid Coverage Ratio

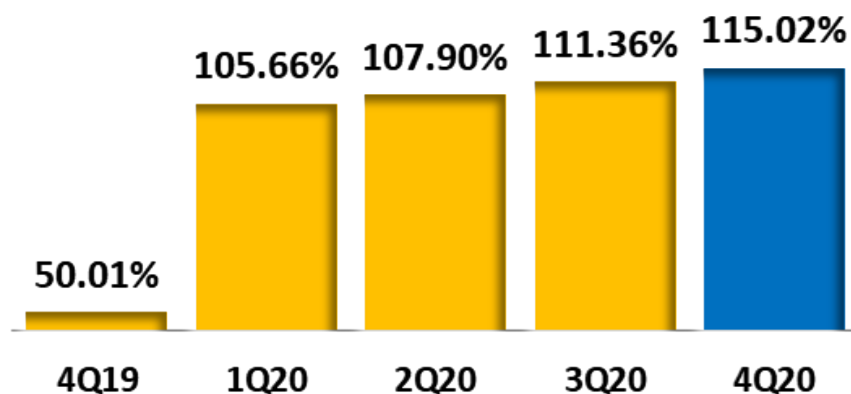
NPL Gross



NPL Nett



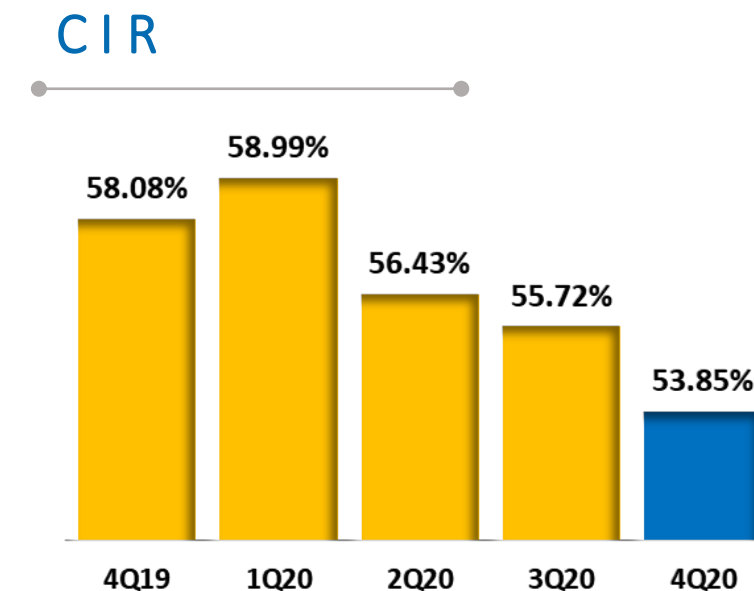
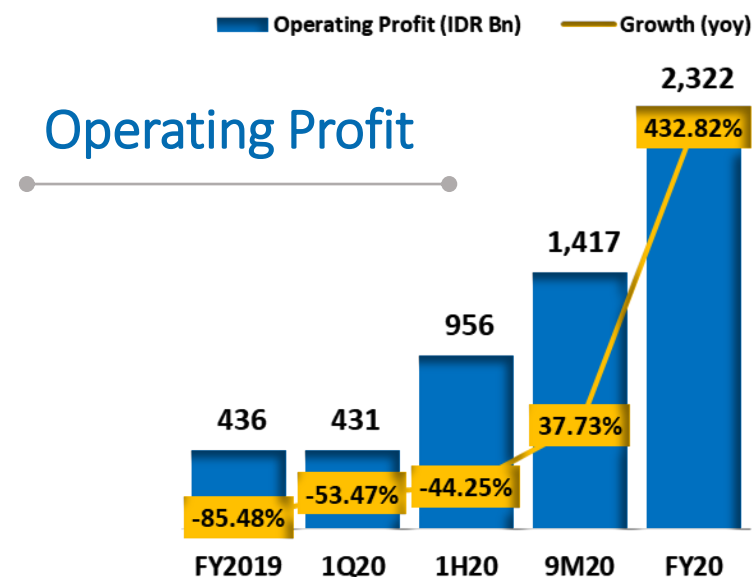
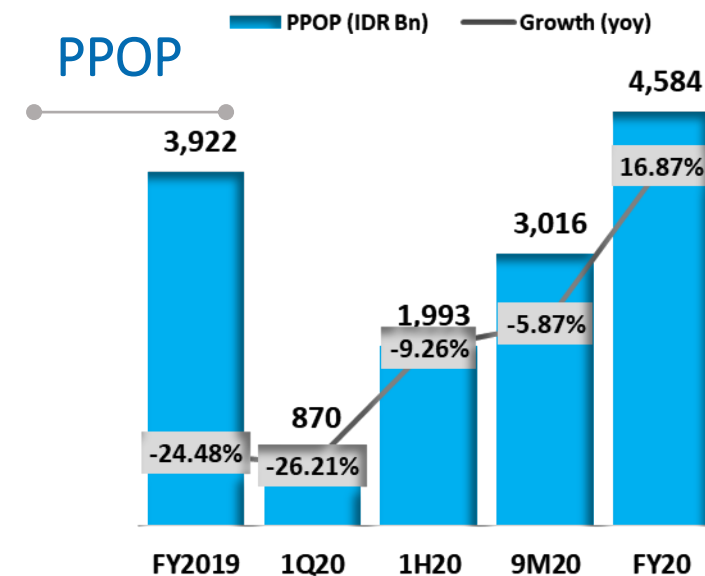
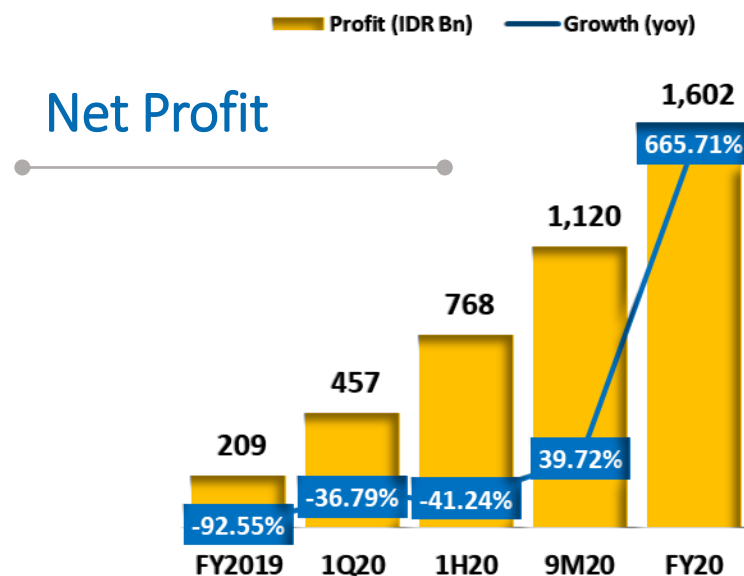
Coverage Ratio



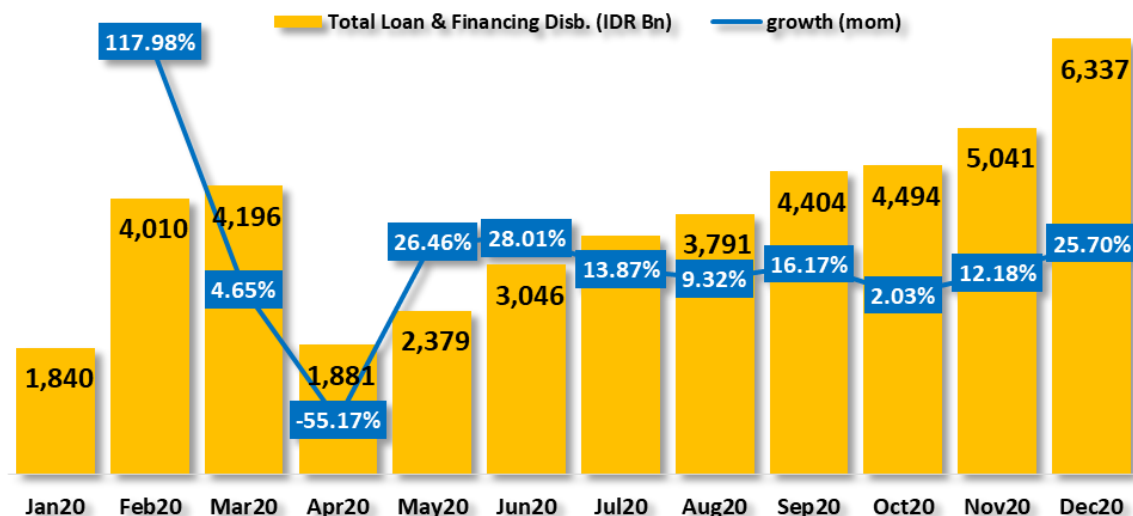
Asset quality improvement will continue to be our focus in 2021 through a new Collection Management System and speeding of asset sales

FY 2020 Profitability: Back on Positive and Sustainable Track

FY 2020 Net Profit was booked at Rp1.6 tn, growing 665.71% (yoy), with CIR improving to 53.85%

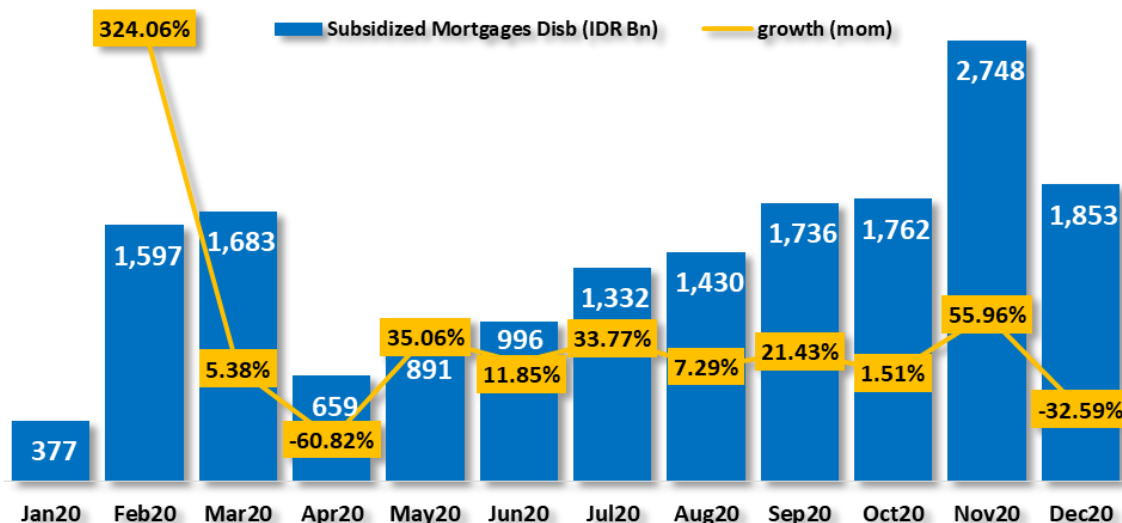


Loan Disbursement: Demand Still Driven by Subsidized Mortgage



Monthly Loan & Financing Disbursement (IDR Billion)

Under the improved business process, loan and financing disbursement continues to show upward monthly trend



Monthly Disbursement of Subs Mortgages (IDR Billion)

Subsidized mortgage demand remained strong, proven by the increasing monthly disbursement

Note:

As decided by the Government, Subsidized Mortgage disbursement was concluded by 18th December 2020.

2020

INITIATIVES



Business Digitalization in 2020

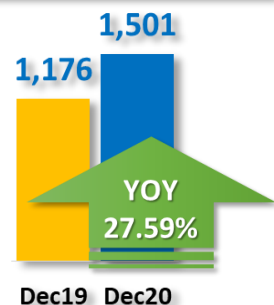
In support of new growth engines, we continue to develop our digital capabilities...



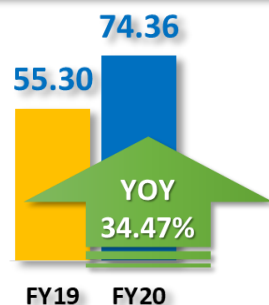
New BTN Mobile Banking proposition to target emerging affluent segment

- Relunched mobile banking BTN with upgraded dynamic, modern, appealing and user-friendly interface
- Downloaded by more than 1.5 million users with total transaction value of more than Rp 13.7 Tn.

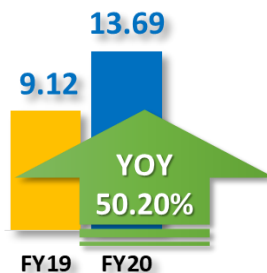
**No of Users
(Thousand)**



**No of Transactions
(Mn)**



**Transaction Value
(IDR Tn)**



Digitalization in mortgage process through BTN Properti Portal to increase mortgage in millennial segment

- Developed BTN Properti Mobile App for ease and speed of processing to target millennial market
- As of December 2020, BTN Properti has approved mortgages totaling 5,059 units or an amount of Rp 1.62 Tn

FY 2020



4.06 mio
Visitors



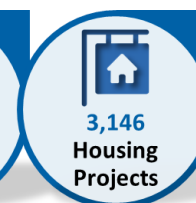
21,962
Submissions



5,059
Housing Units



Rp1.62 Tn
Disbursement

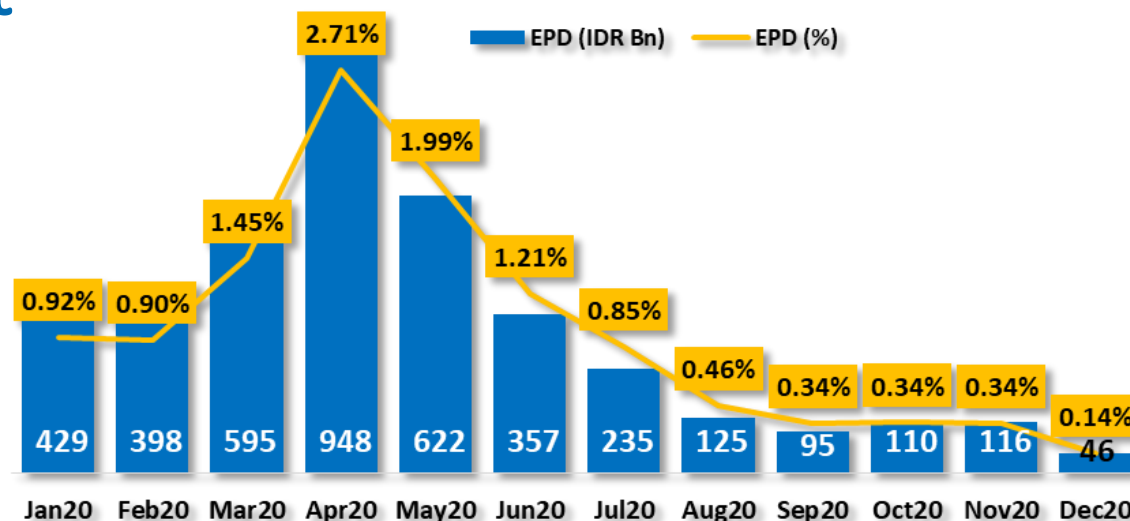


Business Process Improvement

Further decline was seen in Early Payment Default and Backtrack Rate in 4Q2020

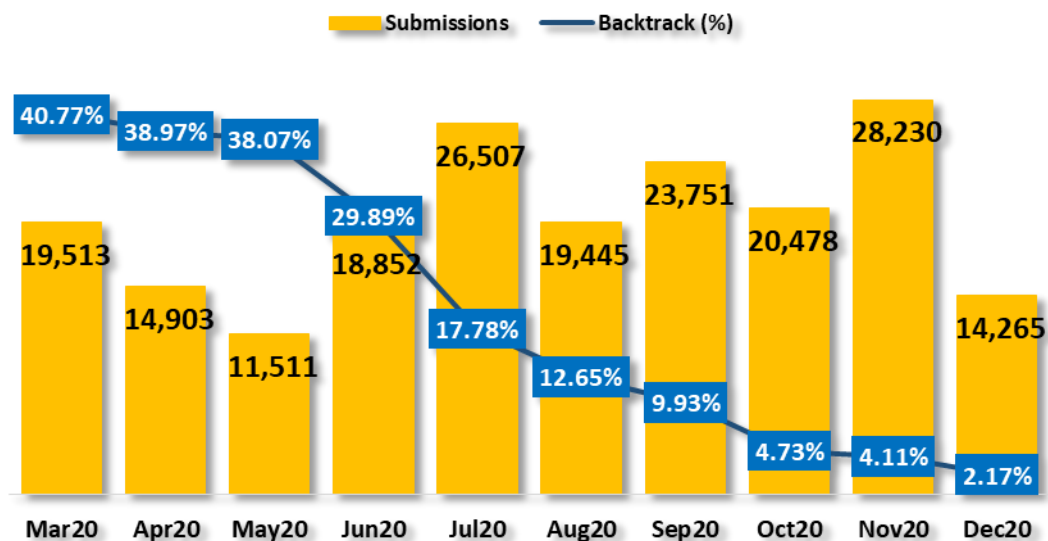
Early Payment Default (EPD)

EPD was recorded at 0.14% in December 2020, a significant improvement from 0.92% at the start of the year



Backtrack Rate

Backtrack rate also plunged to only 2.17% in December 2020 from the peak of 40.77% in March 2020, indicating a matured and stable business process for consumer loans



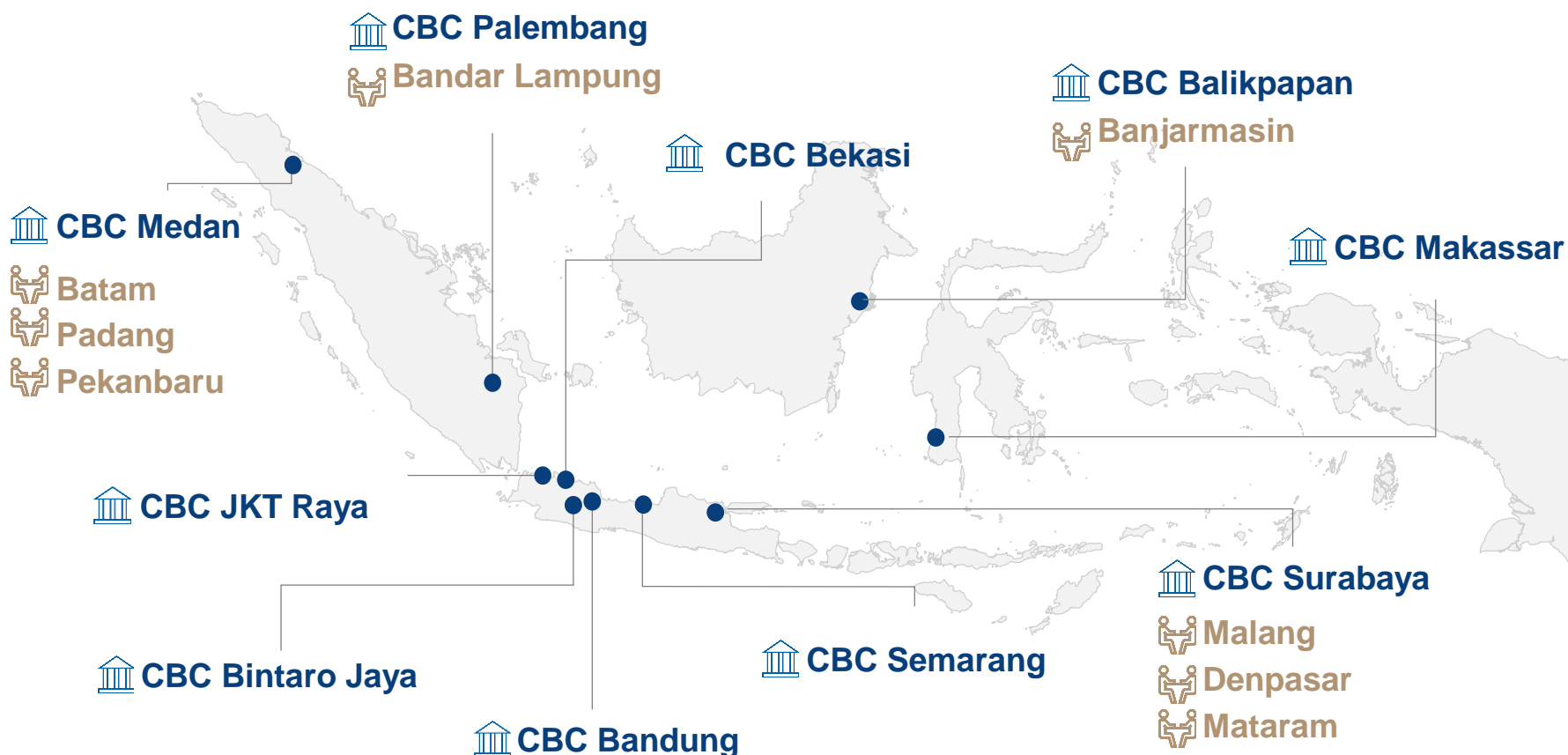
Continuing Business Process Improvement to Commercial Segment



10 CBC locations



8 CBC desks



Following the success of Regional Loan Processing Center for Consumer Loans, **10 Commercial Banking Centers (CBC)** will be created to support the growth of Commercial Business

Key Principles

- Setting up of 10 CBC locations across Indonesia based on concentration of commercial customers
- Setting up of 8 CBC desks in areas with sizeable accounts but having long travelling hours or air/sea transport needed from CBC
- Branch with commercial portfolio of 5-10Bn exposures <10 accounts will continue to manage existing accounts



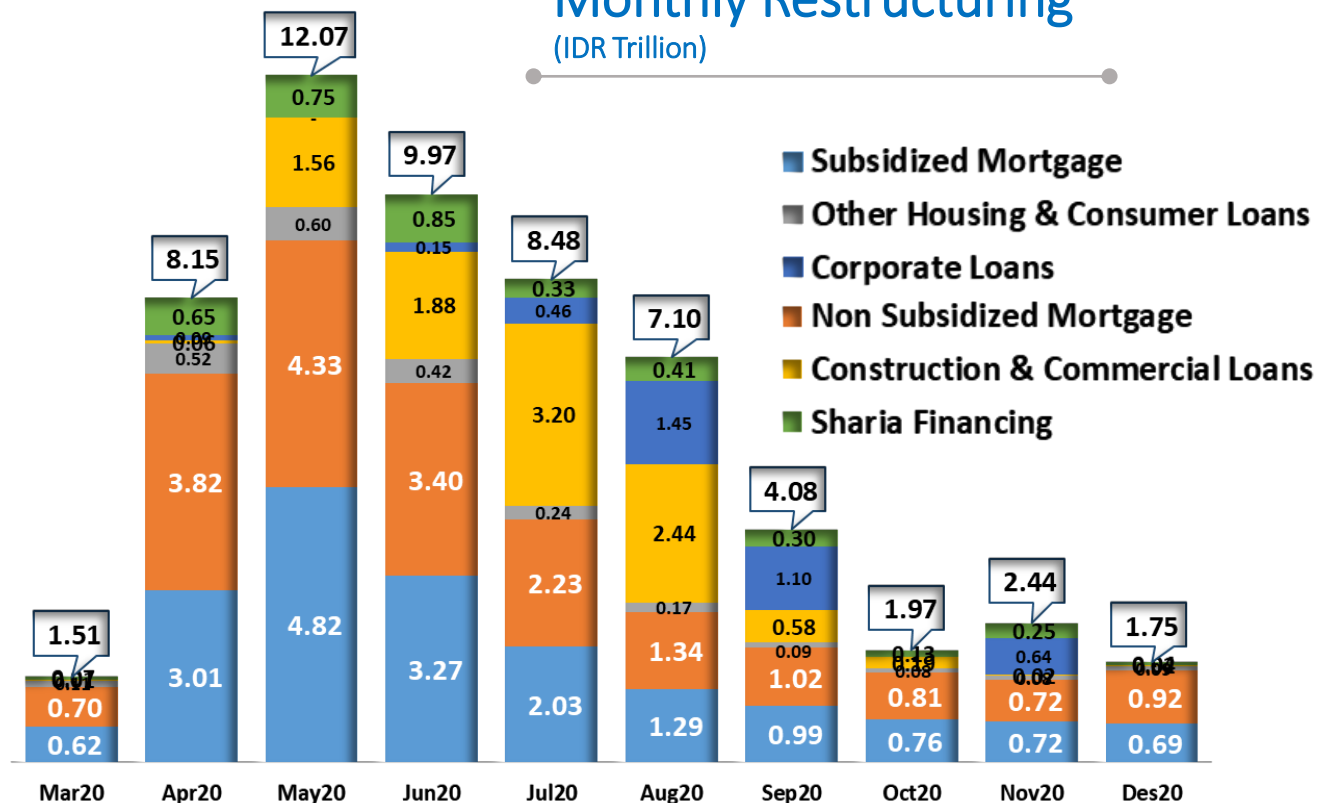
Risk Management & Asset Quality Improvement



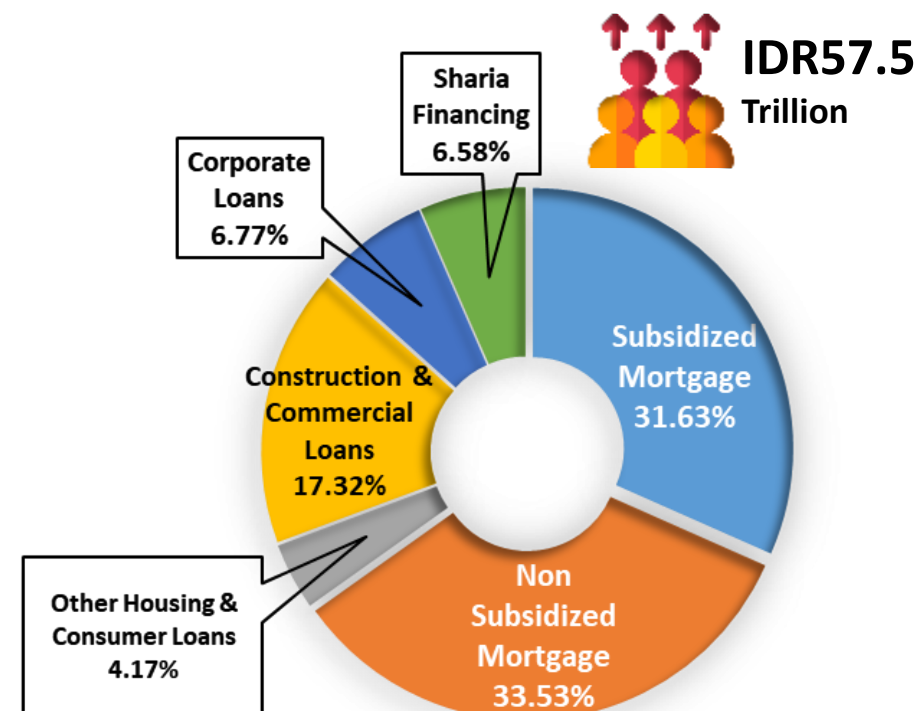
Declining Trend of Covid-19 Loan Restructuring

COVID-19 Restructuring from March to December 2020 was implemented for 330,381 customers with total outstanding of IDR57.5 tn

Monthly Restructuring
(IDR Trillion)

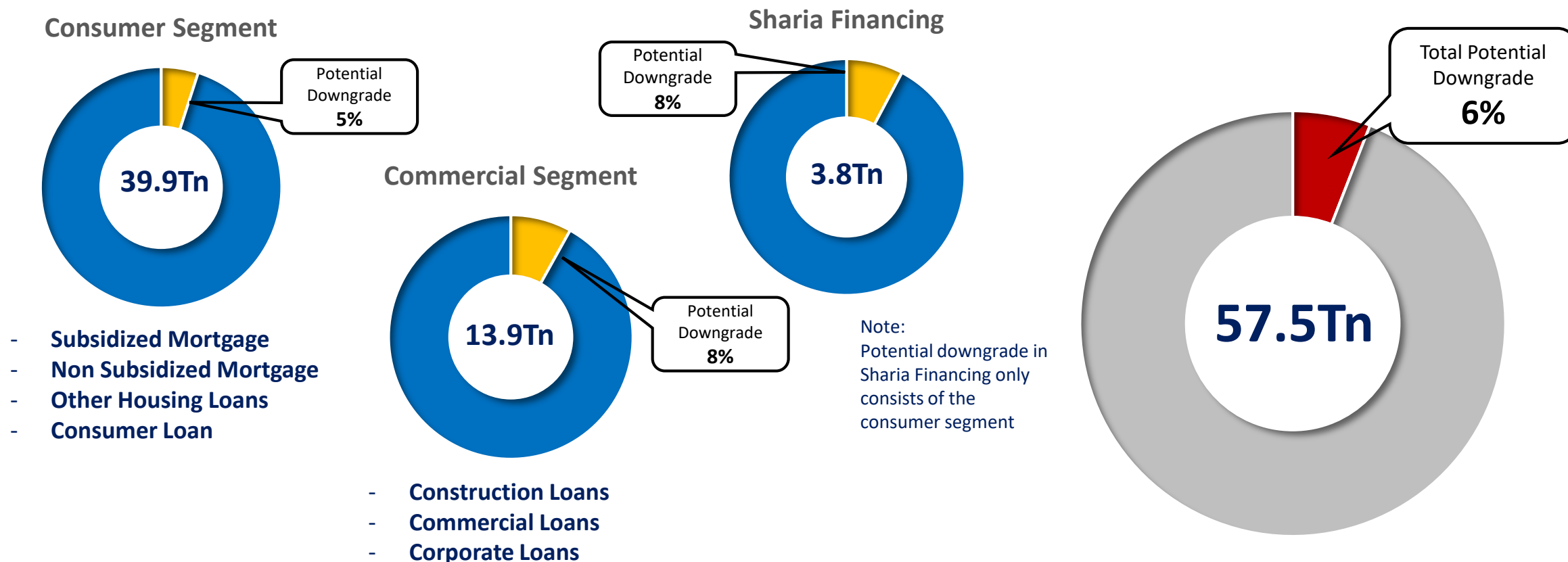


As of Dec 31, 2020



Covid-19 Restructuring Quality Assessment

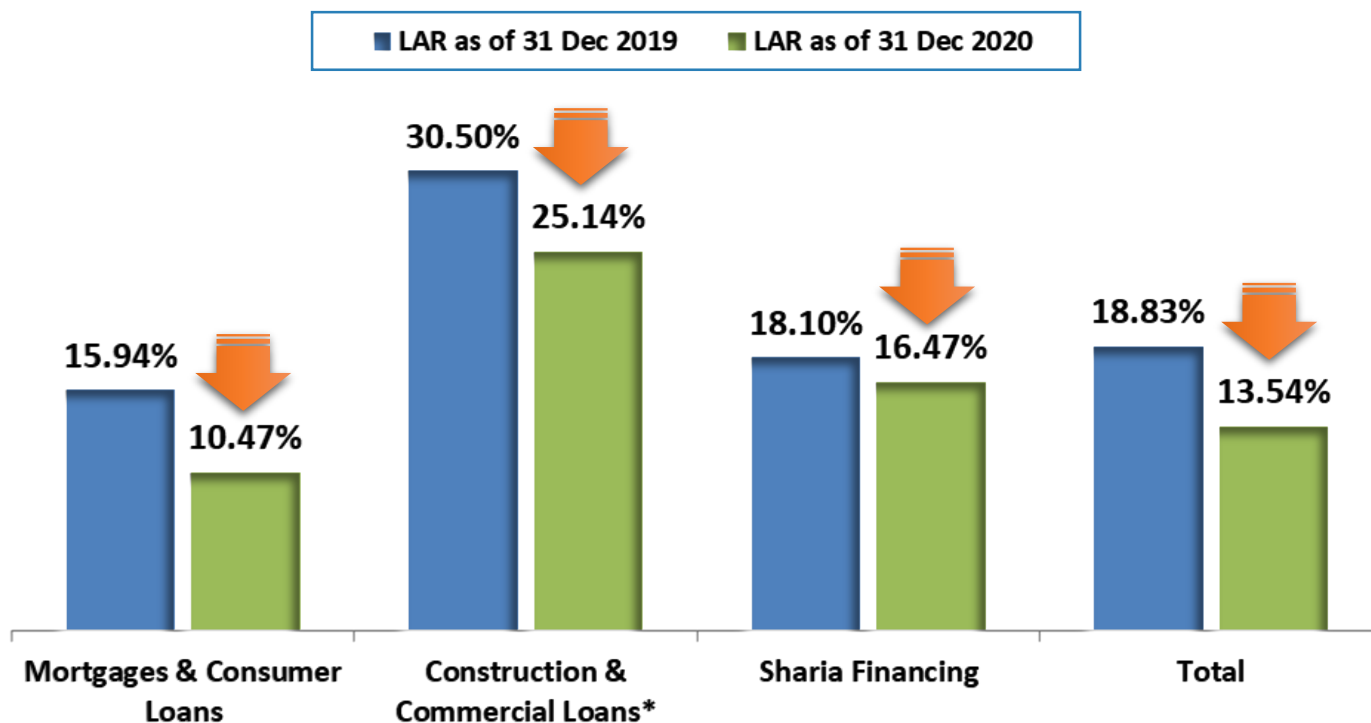
Based on risk management assessment, total potential downgrade of Covid-19 restructured loans is around 6% of the total outstanding of IDR57.5Tn



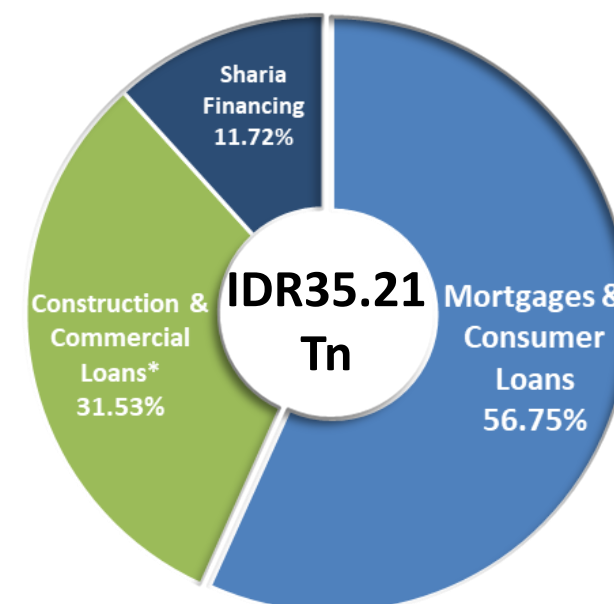
Initial projection of downgrade was 7-8%. New assessment based on a sampling survey of customers shows that the projection has lowered to around 6%.

Loan at risk (LAR)

LAR (excluding Covid-19) as of 31 December 2020 was 13.54%, much lower than 18.83% at the same period in 2019



LAR as of 31 Dec 2020 (Exclude Covid-19 Restr.)



*) Corporate Loan Included



2021 STRATEGIES



2021 Strategy Theme

As part of our roadmap to be “The Best Mortgage Bank in Southeast Asia” in 2025, we have set the strategy theme for 2021 as “Transformation to Achieve Sustainable Growth”

Transformation to Achieve Sustainable Growth



Expand to New
Business Areas

2022
-
2023

2024
-
2025

Disrupt and
Scale up
Through Digital

Priorities:

Transformation of Branch Model to focus on sales and services

Elevate mortgage business to affluent and emerging affluent segment

Expand housing business value chain mainly targeting SME contractors and suppliers

Continue business process improvement through CBC

Improve asset quality through Collection Management System and speed of asset sales

Management 2021 Guidance



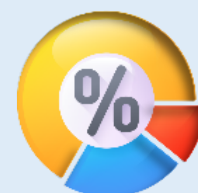
Growth yoy

Loans 7% - 9%

Deposits 7% - 9%

Net Profit 50% - 70%

PPOP 23% - 25%



LDR 95% - 98%

NPL Gross 3.5% - 3.7%

Coverage Above 120%

NIM 3.4% - 3.6%

Credit Cost 0.8% - 0.9%



FY 2020 RESULTS PRESENTATION

Financial Highlight: Solid Performance across the Board

(IDR Billion)

	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Total Asset	214,168	261,365	306,436	311,777	361,208	15.85%
Total Loan & Financing	164,446	198,991	238,298	255,825	260,114	1.68%
Total Deposits	160,192	192,949	230,264	225,401	279,135	23.84%
Equity	19,131	21,663	23,840	23,836	19,988	-16.14%
Net Profit	2,619	3,027	2,808	209	1,602	665.71%
Earning per Share (IDR)	247	286	265	20	151	665.71%
CAR (Tier 1)	16.54%	15.99%	15.97%	15.60%	13.64%	
CAR (BI)	20.34%	18.87%	18.21%	17.32%	19.34%	
NPL (Gross)	2.84%	2.66%	2.81%	4.78%	4.37%	
NPL (Nett)	1.85%	1.66%	1.83%	2.96%	2.06%	
N I M	4.98%	4.76%	4.32%	3.32%	3.06%	
C I R	48.41%	50.19%	52.28%	58.08%	53.85%	
COVERAGE RATIO	45.25%	44.55%	49.24%	50.01%	115.02%	
ROE	18.35%	18.11%	14.89%	1.00%	10.02%	
ROA	1.76%	1.71%	1.34%	0.13%	0.69%	
LDR	102.66%	103.13%	103.49%	113.50%	93.19%	
LCR	162.25%	144.95%	108.99%	136.31%	256.32%	

Balance Sheet: Stable Asset Growth, Firm Provision

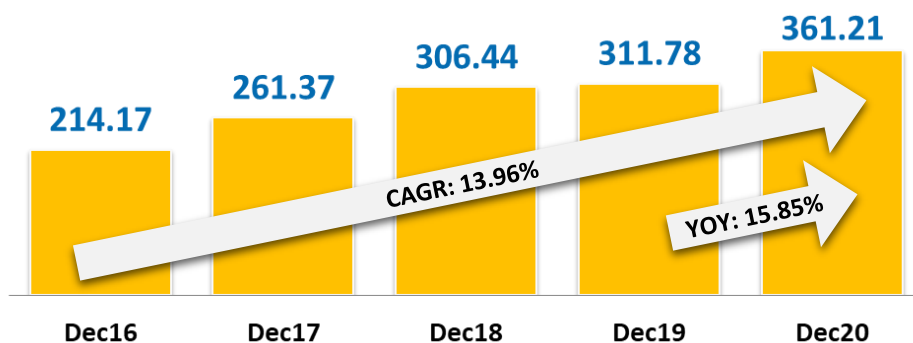
(IDR Billion)

	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Total Assets	214,168	261,365	306,436	311,777	361,208	15.85%
Total Earning Assets	195,780	234,152	266,356	284,338	335,630	18.04%
- Term Deposit with BI	17,581	18,693	11,204	6,134	11,583	88.83%
- Loans and Financing	164,446	198,991	238,298	255,825	260,114	1.68%
- Securities	12,785	15,252	15,021	18,628	59,494	219.38%
- Other Earning Assets	968	1,217	1,833	3,751	4,439	18.33%
Provision on Earning Asset	(2,132)	(2,373)	(3,320)	(6,145)	(13,066)	112.62%
Others	20,520	29,586	43,401	33,584	38,644	15.07%
Deposits	160,192	192,949	230,264	225,401	279,135	23.84%
Securities Issued	12,935	17,932	17,036	19,784	15,810	-20.08%
Deposits from Other Banks	5,459	8,035	6,249	4,522	35	-99.22%
Repurchase Agreements	1,385	1,401	948	947	0	-100.00%
Borrowings	7,999	10,990	18,499	28,465	34,002	19.45%
Others	7,068	8,395	9,599	8,823	12,238	38.72%
Equity	19,131	21,663	23,840	23,836	19,988	-16.14%

Asset & Earning Asset Composition: Cushioned by Securities

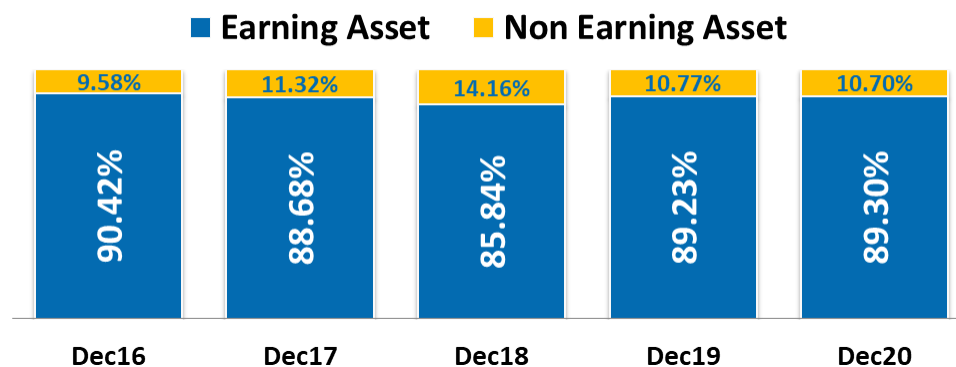
Total Asset

(IDR Trillion)



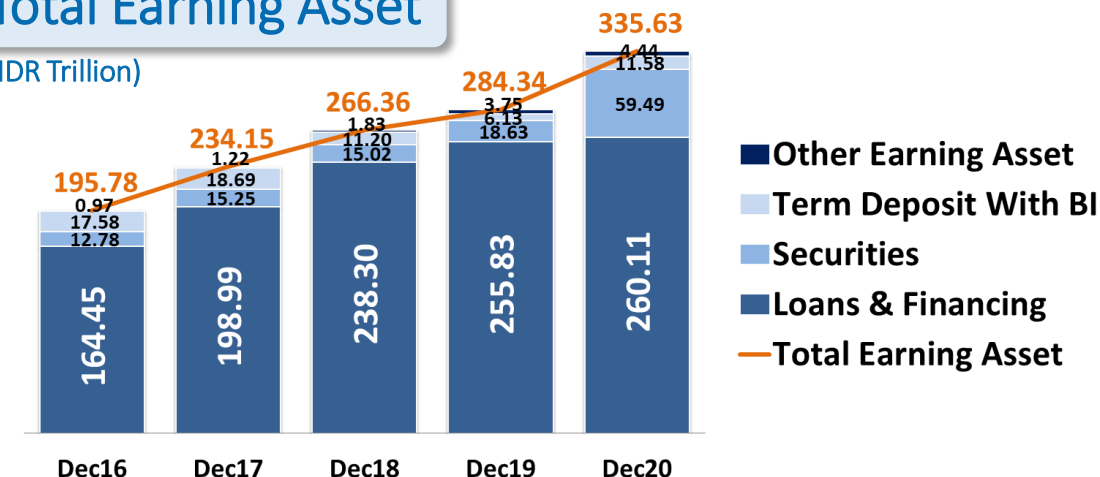
Asset Composition

(%)



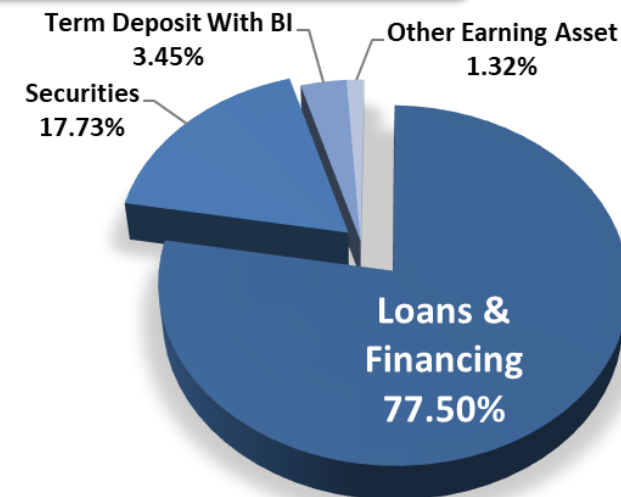
Total Earning Asset

(IDR Trillion)



Earning Asset Composition

(%)



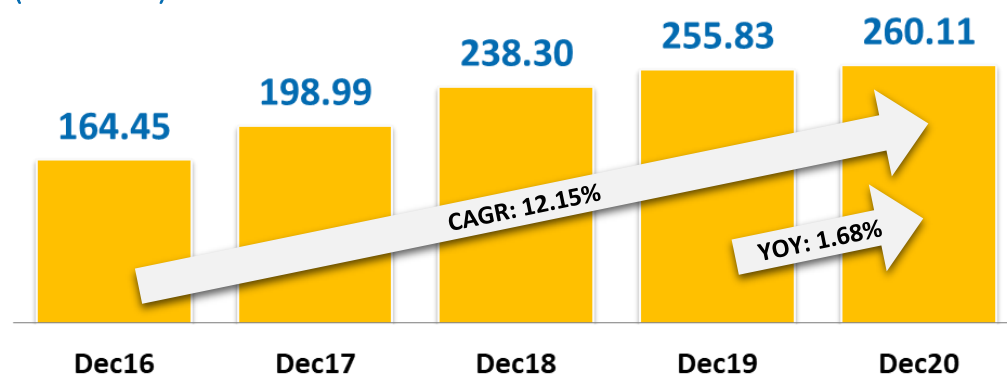
Loans Composition: Noted Positive Loan Growth In Spite of Industry Contraction

Loan Type	31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		31-Dec-20		yoy
	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	
Housing Loans	147,948	89.97%	179,228	90.07%	213,619	89.64%	229,522	89.72%	234,785	90.26%	2.29%
Subsidized Mortgages	56,835	34.56%	75,278	37.83%	98,173	41.20%	111,130	43.44%	120,720	46.41%	8.63%
Non-Subsidized Mortgages	60,469	36.77%	69,309	34.83%	77,760	32.63%	80,649	31.52%	79,938	30.73%	-0.88%
Other Housing Loans	8,723	5.30%	8,561	4.30%	8,426	3.54%	8,032	3.14%	7,256	2.79%	-9.66%
Construction Loan	21,921	13.33%	26,081	13.11%	29,261	12.28%	29,711	11.61%	26,871	10.33%	-9.56%
Non-Housing Loans	16,498	10.03%	19,763	9.93%	24,679	10.36%	26,303	10.28%	25,329	9.74%	-3.70%
Consumer Loan	4,738	2.88%	4,813	2.42%	5,695	2.39%	4,896	1.91%	5,119	1.97%	4.55%
Commercial Loan	11,761	7.15%	14,950	7.51%	16,817	7.06%	14,692	5.74%	8,270	3.18%	-43.71%
Corporate Loan*					2,167	0.91%	6,715	2.62%	11,940	4.59%	77.81%
Total Loans	164,446	100.00%	198,991	100.00%	238,298	100.00%	255,825	100.00%	260,114	100.00%	1.68%

*) FY 2019 & FY 2020 Reclassified

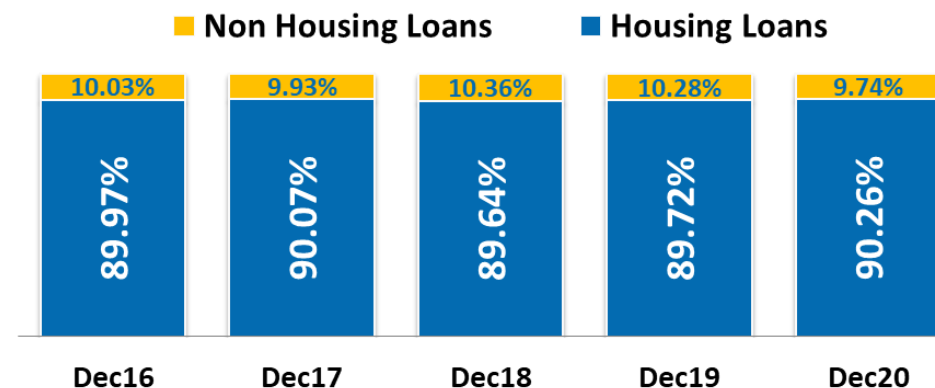
Gross Loan

(IDR Trillion)



Housing & Non-Housing Loans

(%)

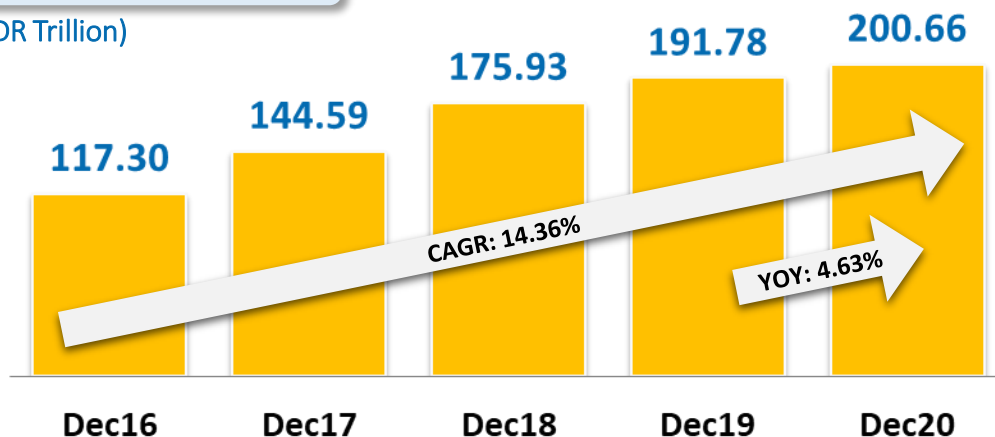


Note: Figures on graph and table include Sharia Financing

Mortgages: Sustained Growth Driven by Subsidized Mortgage

Total Mortgage

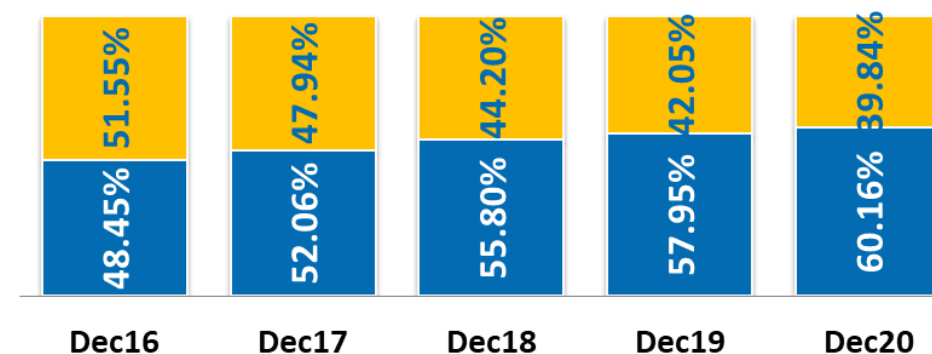
(IDR Trillion)



Mortgage Composition

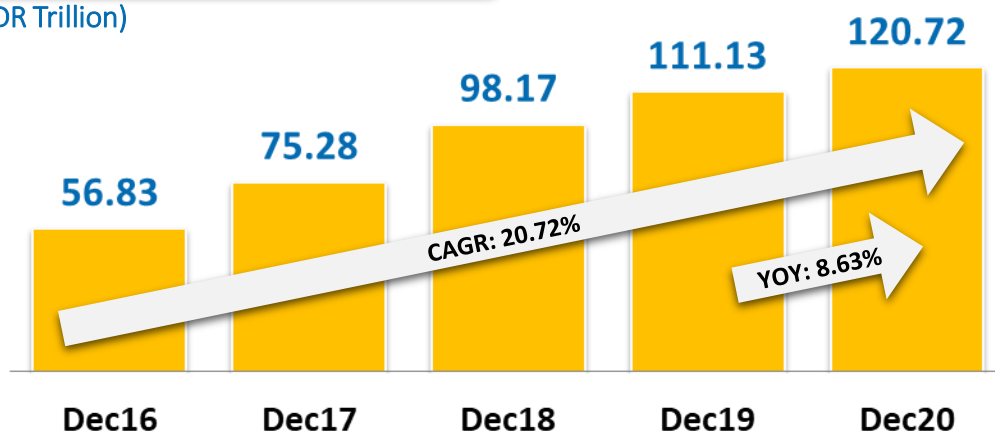
(%)

■ Non Subsidized Mortgage ■ Subsidized Mortgage



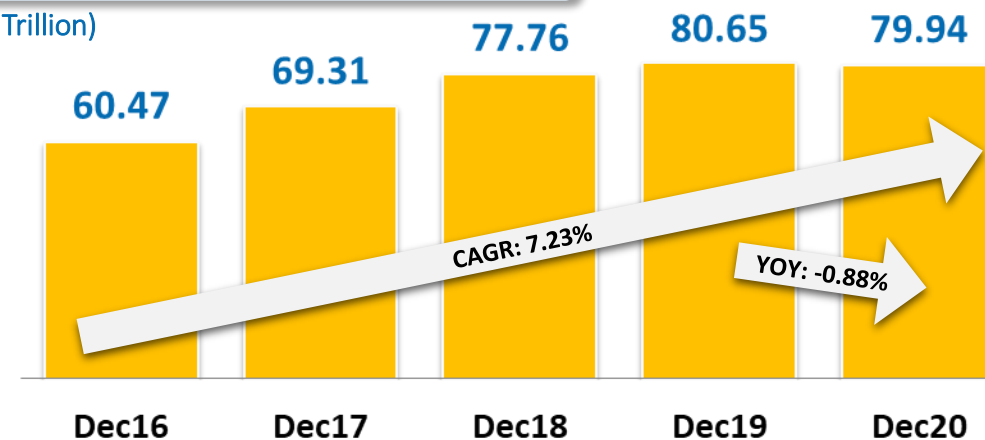
Subsidized Mortgages

(IDR Trillion)



Non-Subsidized Mortgages

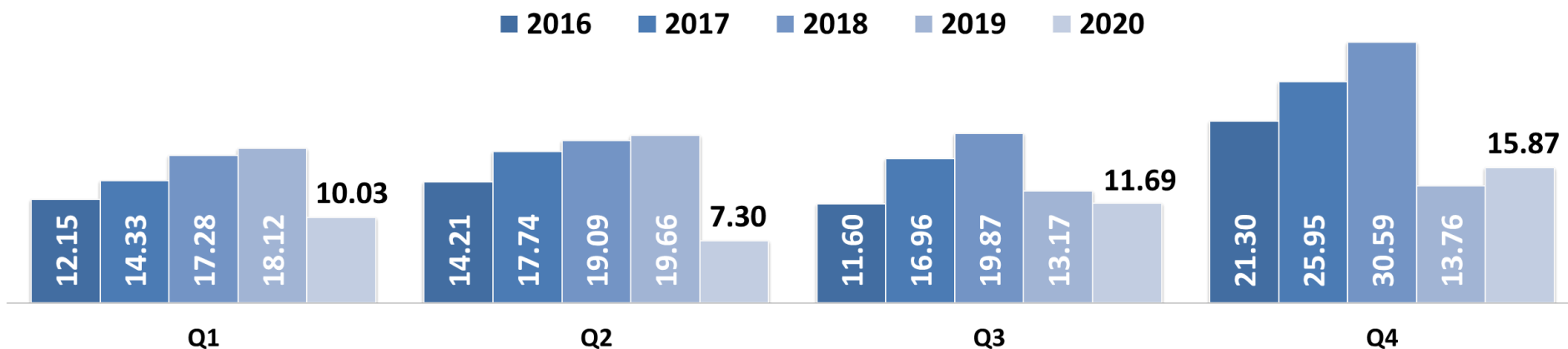
(IDR Trillion)



Note: Figures on all graphs include Sharia Financing

Loan Disbursement: Soft Demand in Midst of Pandemic

(IDR Trillion)



IDR Billion

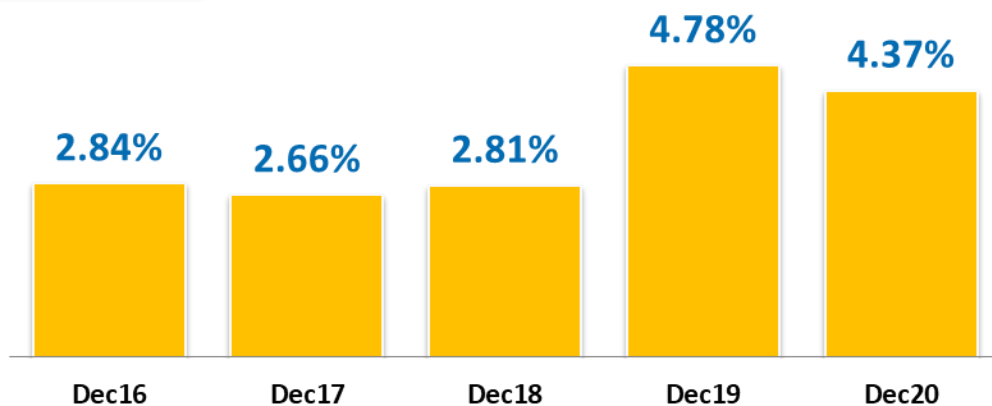
Loan Type	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Housing Loans	47,216	57,888	65,095	44,117	29,712	-32.65%
Subsidized Mortgages	17,527	23,499	28,578	19,272	17,064	-11.46%
Non-Subsidized Mortgages	14,315	16,803	18,350	12,498	6,935	-44.51%
Other Housing Loans	1,823	1,825	1,875	1,365	683	-49.97%
Construction Loan	13,551	15,761	16,292	10,982	5,030	-54.20%
Non-Housing Loans	12,043	17,087	21,738	20,587	15,177	-26.28%
Consumer Loan	4,779	6,578	6,239	4,184	4,251	1.62%
Commercial Loan	7,264	10,508	13,280	4,255	3,884	-8.72%
Corporate Loan*			2,218	12,148	7,041	-42.04%
Total Loans	59,259	74,975	86,833	64,704	44,888	-30.62%

Note: Figures on graph and table include Sharia Financing

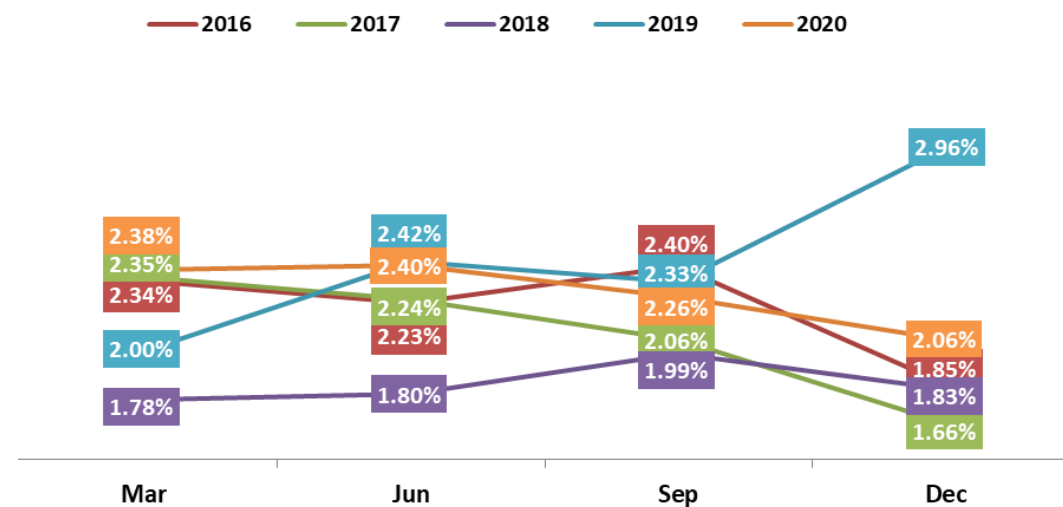
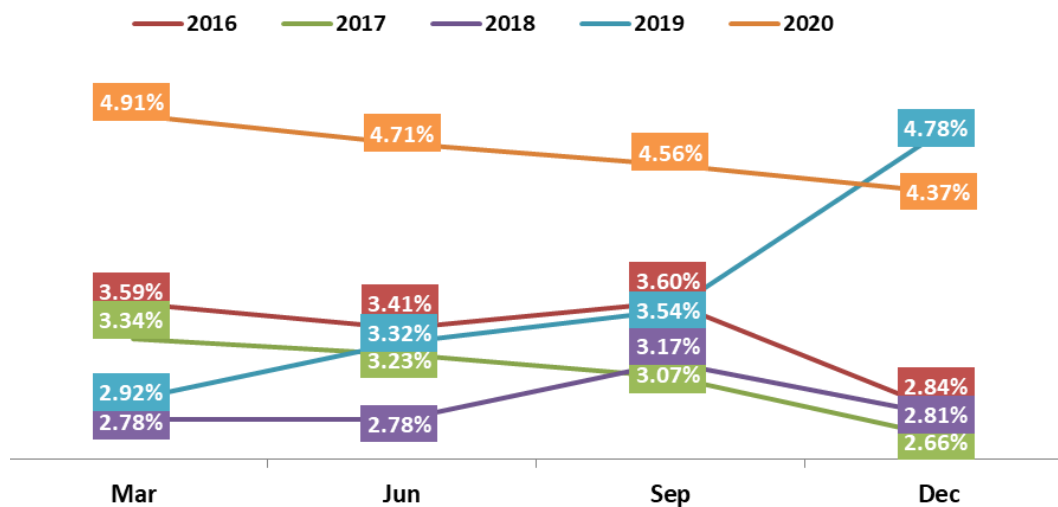
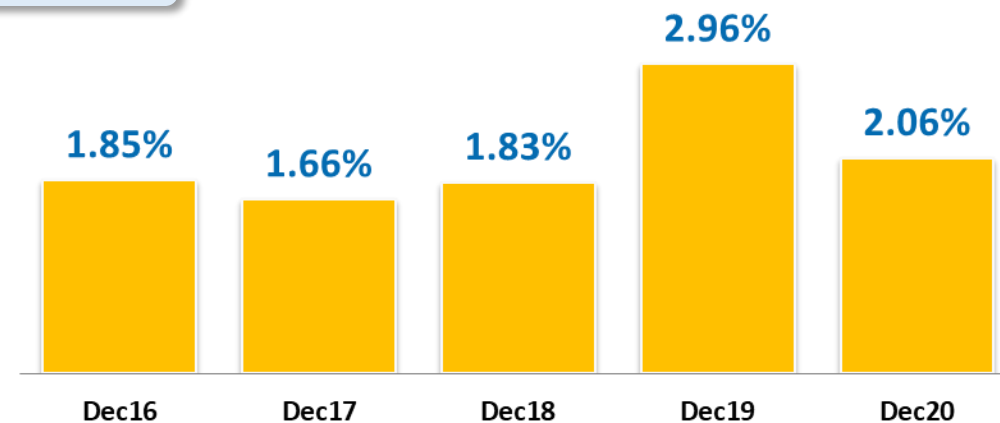
*) FY 2019 & FY 2020 Reclassified

Loan Quality: Improvement Still On Track

Gross NPL



Net NPL



Note: Figures on all graphs include Sharia Financing

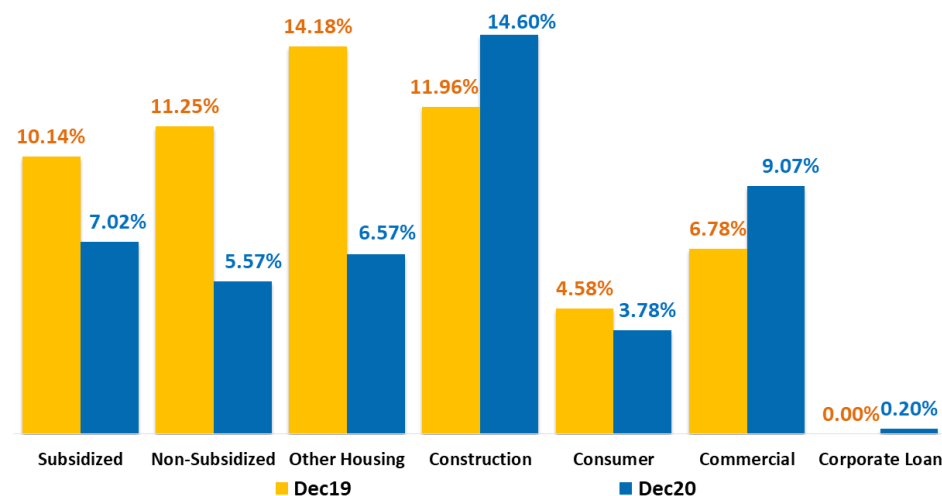
Loan Quality Breakdown: Lower SML, Better Quality in Consumer Segment

Collectibility	31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		31-Dec-20	
	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share
Current	142,963	86.94%	176,247	88.57%	211,289	88.67%	217,344	84.96%	230,456	88.60%
Special Mentioned	16,807	10.22%	17,455	8.77%	20,309	8.52%	26,251	10.26%	18,303	7.04%
PL	159,770	97.16%	193,703	97.34%	231,598	97.19%	243,595	95.22%	248,759	95.63%
Substandard	260	0.16%	236	0.12%	570	0.24%	3,088	1.21%	738	0.28%
Doubtful	333	0.20%	349	0.18%	473	0.20%	1,396	0.55%	582	0.22%
Loss	4,083	2.48%	4,703	2.36%	5,656	2.37%	7,747	3.03%	10,036	3.86%
NPL	4,676	2.84%	5,288	2.66%	6,700	2.81%	12,230	4.78%	11,355	4.37%
PL + NPL	164,446	100.00%	198,991	100.00%	238,298	100.00%	255,825	100.00%	260,114	100.00%
NPL Gross	2.84%		2.66%		2.81%		4.78%		4.37%	
NPL Netto	1.85%		1.66%		1.83%		2.96%		2.06%	

Loan Type (Gross)	31-Dec				
	2016	2017	2018	2019	2020
Housing Loans	2.36%	2.31%	2.49%	4.44%	4.11%
Subsidized Mortgages	1.52%	1.16%	0.81%	0.98%	1.01%
Non-Subsidized Mortgages	2.65%	3.00%	2.77%	3.92%	3.58%
Other Housing Loans	3.59%	4.09%	3.58%	4.71%	4.44%
Construction Loan	3.21%	3.14%	7.13%	18.71%	19.58%
Non-Housing Loans	7.14%	5.82%	5.52%	7.79%	6.70%
Consumer Loan	1.35%	1.34%	1.33%	2.81%	2.08%
Commercial Loan	9.44%	7.99%	8.64%	13.01%	19.25%
Corporate Loan			0.00%	0.00%	0.00%
Total Loans	2.84%	2.66%	2.81%	4.78%	4.37%

Note: Figures on all tables include Sharia Financing

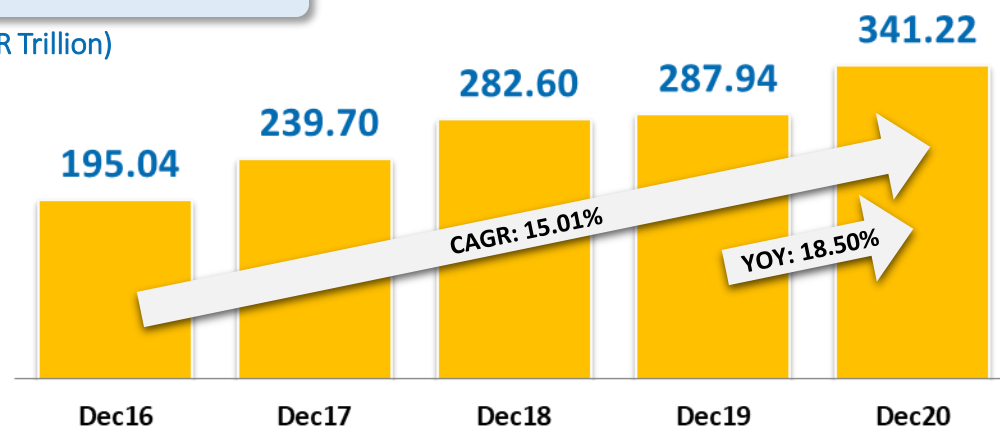
Special-Mentioned by Loan Type



Liabilities: Increasing Portion of Deposits

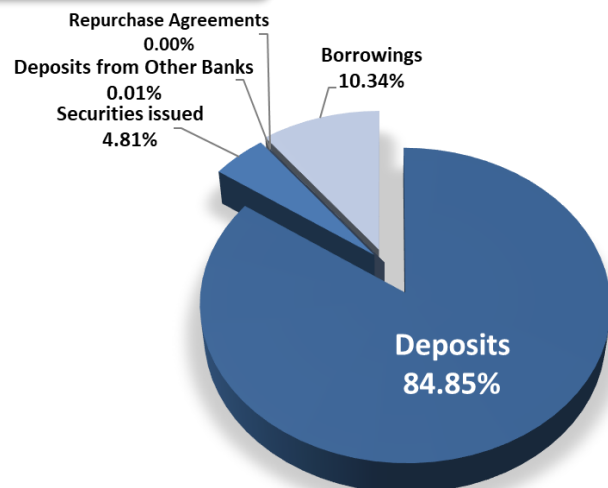
Total Liabilities

(IDR Trillion)



Funding Composition

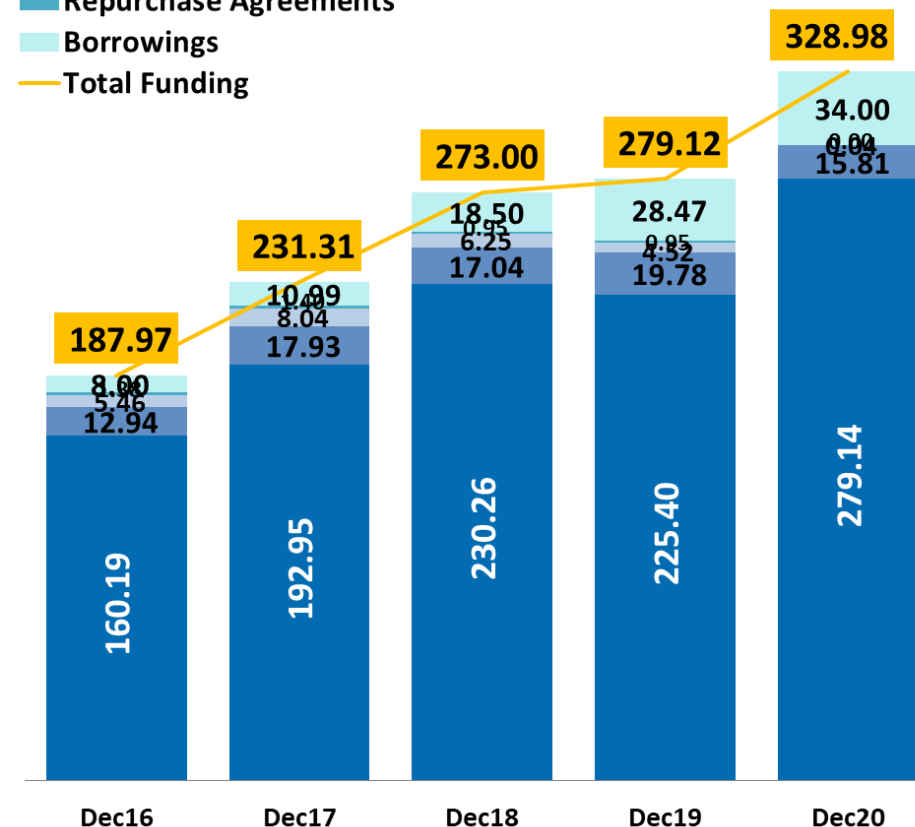
(%)



Funding Composition

(IDR Trillion)

- Deposits
- Securities issued
- Deposits from Other Banks
- Repurchase Agreements
- Borrowings
- Total Funding



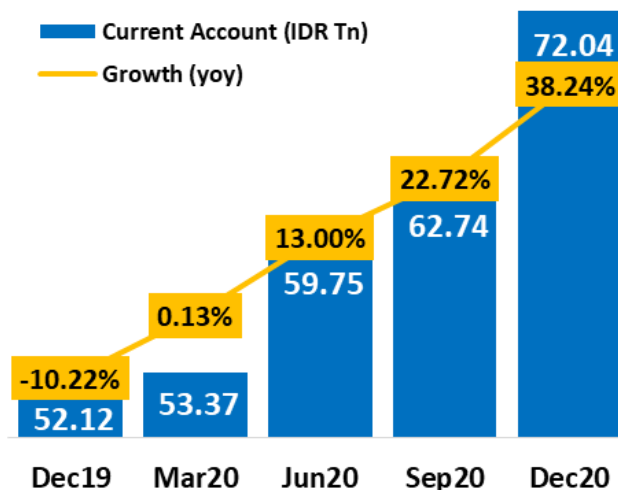
Deposits: Strong Build Up on Current Account

Total Deposits Mix

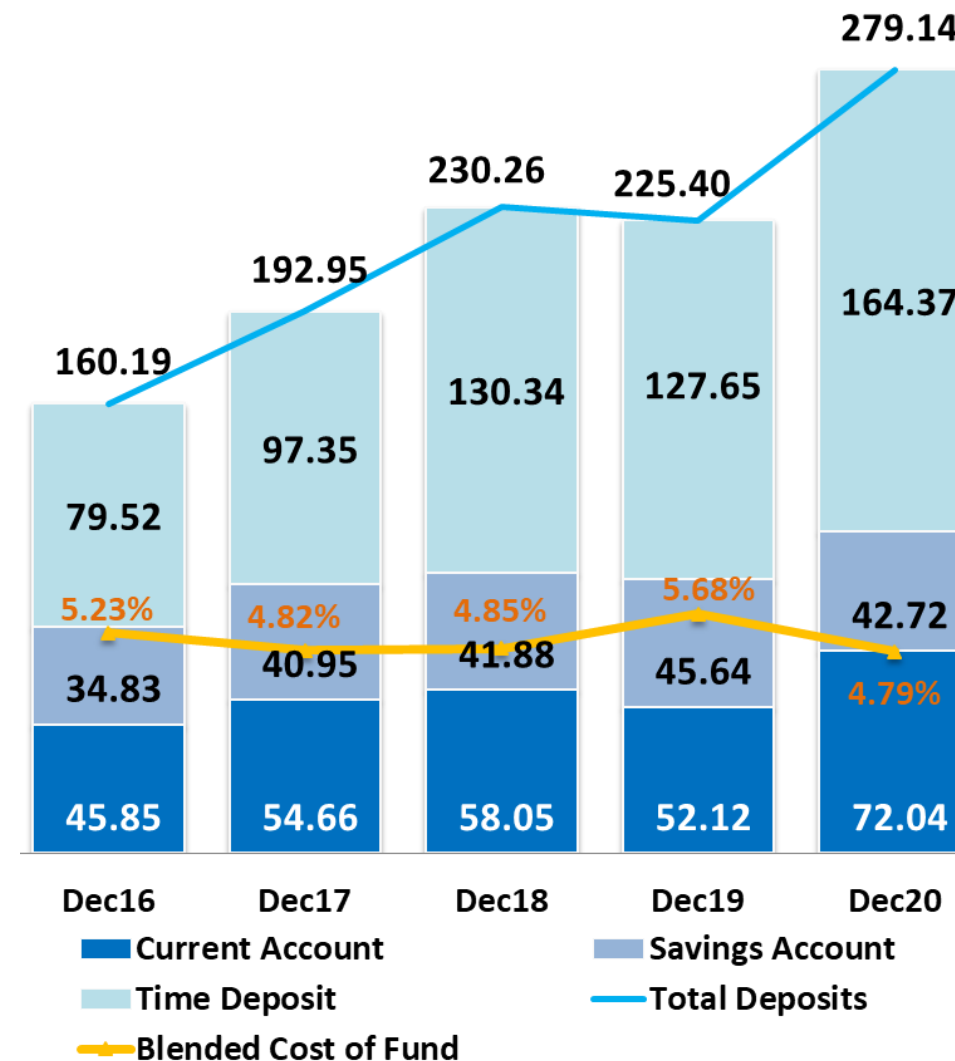
(IDR Trillion)

Deposits	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Current Account	45.85	54.66	58.05	52.12	72.04	38.24%
Savings Account	34.83	40.95	41.88	45.64	42.72	-6.39%
Time Deposits	79.52	97.35	130.34	127.65	164.37	28.77%
Total	160.19	192.95	230.26	225.40	279.14	23.84%

Trend of Current Account



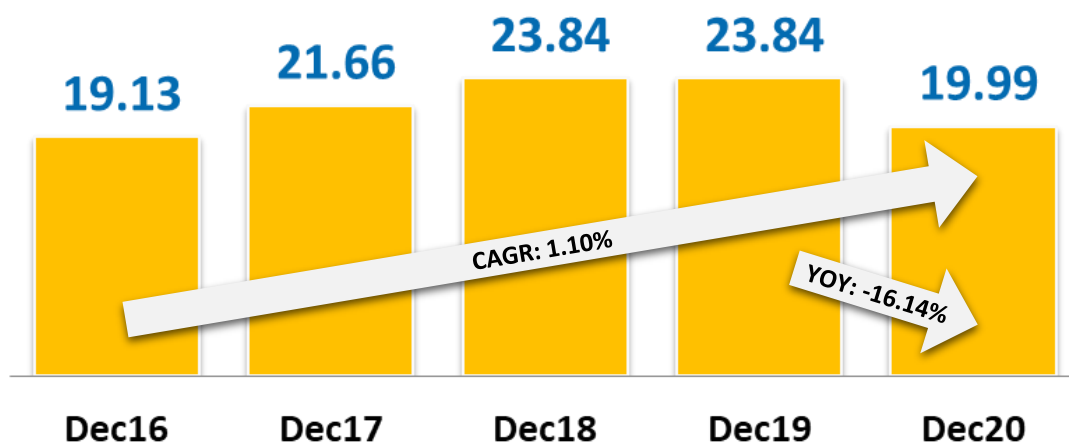
Current Account showed positive growth during 2020, growing by 38.24% yoy at the end of the year



Equity: Total CAR Maintained at Strong Level

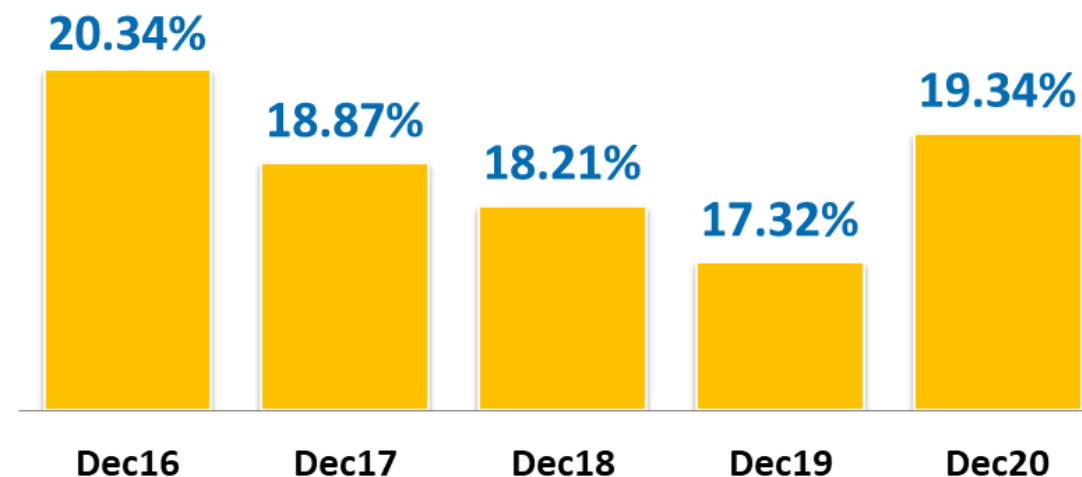
Total Equity

(IDR Trillion)



As a result of the IFRS 9 implementation in January 2020, Equity has declined from Rp23.84 trillion in Dec 2019 to become Rp19.99 trillion in Dec 2020

CAR – BI



BTN has raised tier II capital in 2 stages:

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

Equity: Adequate Tier I and Tier II Capital

	2016	2017	2018	2019	2020
Tier - 1 Capital	16,443	18,727	20,460	21,037	17,626
Tier - 2 Capital	3,776	3,368	2,868	2,313	7,369
Capital on B/S	19,131	21,663	23,840	23,836	19,988
RWA - Credit Risk	86,189	101,494	109,507	113,079	105,435
RWA - Market Risk	344	664	1,007	802	1,612
RWA - Operational Risk	12,899	14,934	17,623	20,963	22,203
RWA - Total	99,432	117,092	128,138	134,844	129,250
CAR Tier – 1/(Total RWA)	16.54%	15.99%	15.97%	15.60%	13.64%
CAR B/S/(Total RWA)	19.24%	18.50%	18.61%	17.68%	15.46%
CAR BI ((Tier 1+2)/(Total RWA))	20.34%	18.87%	18.21%	17.32%	19.34%
CAR Tier – 2	3.80%	2.88%	2.24%	1.72%	5.70%
Capital Conservation Buffer	0.63%	1.25%	1.88%	2.50%	0.00%
Countercyclical Buffer	0.00%	0.00%	0.00%	0.00%	0.00%
Capital Surcharge (D-SIB)	0.25%	0.50%	0.75%	1.00%	1.00%

Income Statement: Positive Growth in NII

(IDR Billion)

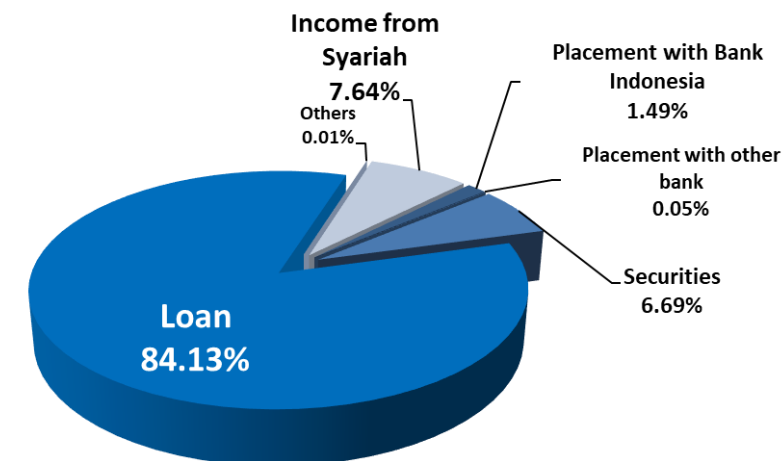
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Interest Income	17,852	20,081	22,839	25,678	25,167	-1.99%
Interest Expense	(9,600)	(10,637)	(12,634)	(16,600)	(16,045)	-3.35%
Net Interest Income	8,252	9,444	10,205	9,078	9,122	0.48%
Other Operating Income	1,285	1,612	2,085	2,114	2,515	18.96%
Other Operating Expense (Exclude Provisions)	(5,477)	(6,279)	(6,983)	(7,270)	(7,053)	-2.99%
Profit From Operating (Exclude Provisions)	4,060	4,776	5,308	3,922	4,584	16.87%
Provisions	(708)	(884)	(1,714)	(3,487)	(2,262)	-35.12%
Profit From Operating	3,352	3,892	3,594	436	2,322	432.82%
Non Operating Income (Expense)	(22)	(30)	16	(25)	(51)	106.37%
Profit Before Tax	3,330	3,862	3,610	411	2,271	452.44%
Net Profit	2,619	3,027	2,808	209	1,602	665.71%

- ❑ Profit from Operating recorded 432.82% (yoy) growth to Rp2.32 tn in FY 2020
- ❑ Booked Net Profit of Rp1.6 tn in FY 2020, grew remarkably at 665.71% (yoy)

Interest Income Composition

(IDR Billion)

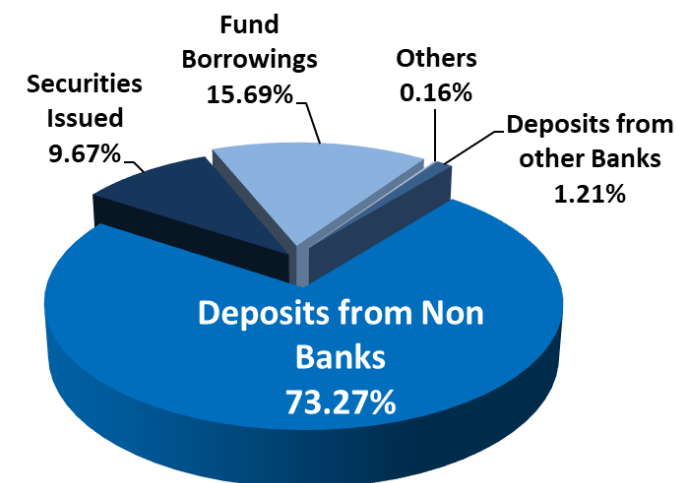
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Placement with Bank Indonesia	111	154	145	199	374	88.19%
Placement with other bank	56	15	35	27	12	-53.51%
Securities	971	971	853	989	1,683	70.08%
Loan	15,458	17,387	19,852	22,203	21,173	-4.64%
Others				-	3	-
Income from Syariah	1,256	1,553	1,955	2,261	1,922	-14.97%
Total	17,852	20,081	22,839	25,678	25,167	-1.99%



Interest Expense Composition

(IDR Billion)

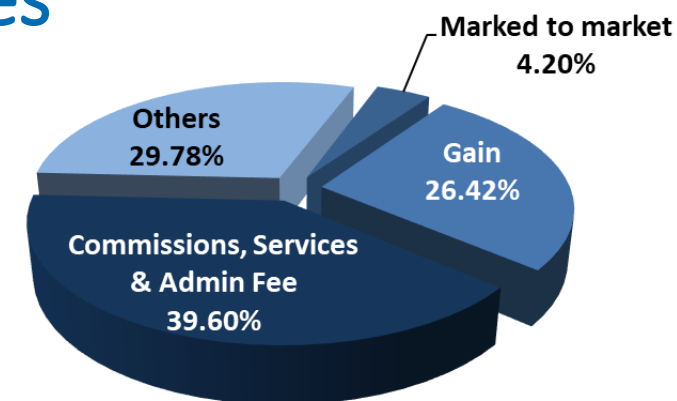
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Deposits from other Banks	285	394	459	508	195	-61.72%
Deposits from Non Banks	7,363	7,946	9,498	12,679	11,755	-7.28%
Securities Issued	1,088	1,368	1,556	1,652	1,552	-6.07%
Fund Borrowings	718	837	1,026	1,689	2,518	49.11%
Others	147	92	94	73	25	-65.67%
Total	9,600	10,637	12,634	16,600	16,045	-3.35%



Operating Income: Boosted by Treasury Activities

(IDR Billion)

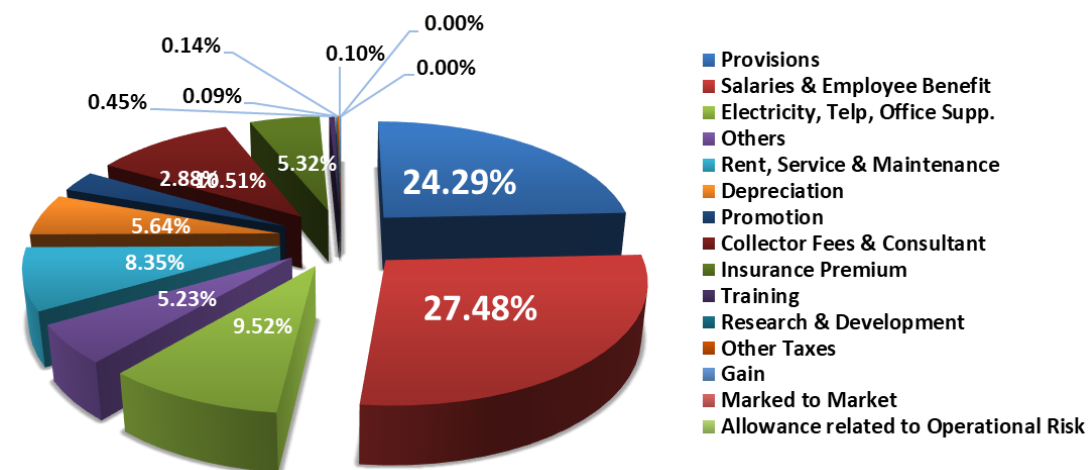
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Marked to market	10	7	42	23	106	350.03%
Gain	273	396	456	623	665	6.68%
Commissions, Services & Admin Fee	656	893	1,044	1,107	996	-10.06%
Others	347	315	543	360	749	107.76%
Total	1,285	1,612	2,085	2,114	2,515	18.96%



Operating Expense: Significant Drop throughout the Year

(IDR Billion)

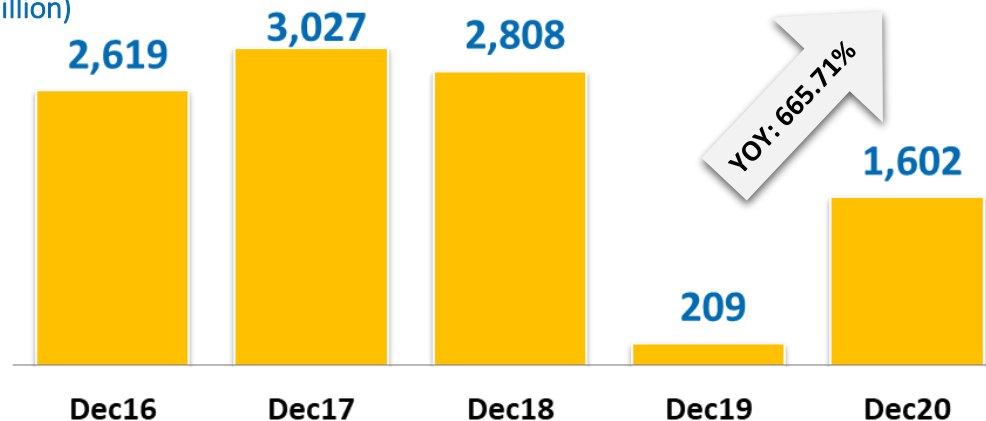
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	yoy
Provisions	708	884	1,714	3,487	2,262	-35.12%
Salaries & Employee Benefit	1,619	1,907	2,474	2,435	2,560	5.12%
Electricity, Telp, Office Supp.	660	853	877	875	886	1.33%
Others	452	592	395	483	487	0.76%
Rent, Service & Maintenance	703	799	849	966	778	-19.44%
Depreciation	219	216	264	314	526	67.27%
Promotion	402	523	597	455	268	-41.07%
Collector Fees & Consultant	684	814	932	1,036	979	-5.54%
Insurance Premium	303	366	421	489	496	1.40%
Training	136	165	138	96	42	-56.07%
Research & Development	14	13	14	16	8	-50.25%
Other Taxes	9	10	10	12	13	10.28%
Gain	2	0.42	11	92	9	-89.99%
Marked to Market	0.00	1	0.15	0.01	-	-100.00%
Allowance related to Operational Risk	274	19	-	-	-	-
Total	6,184	7,164	8,697	10,756	9,315	-13.40%



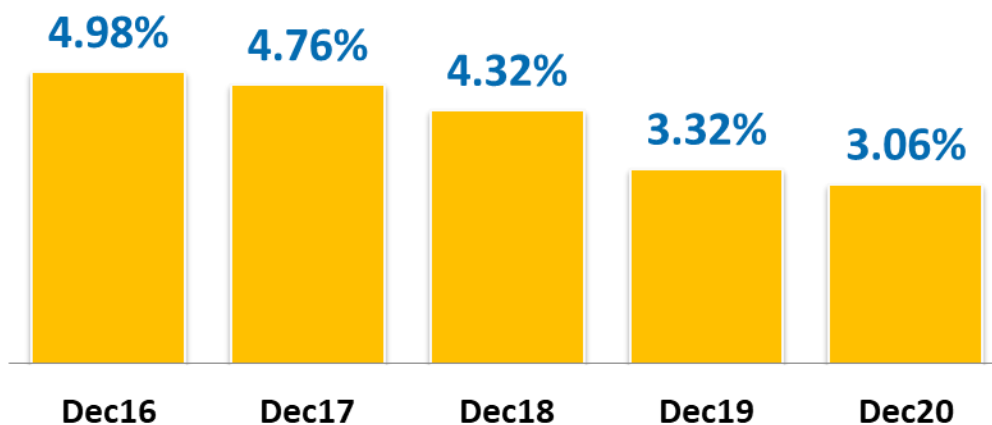
Key Financial Ratios (#1/3)

Net Profit

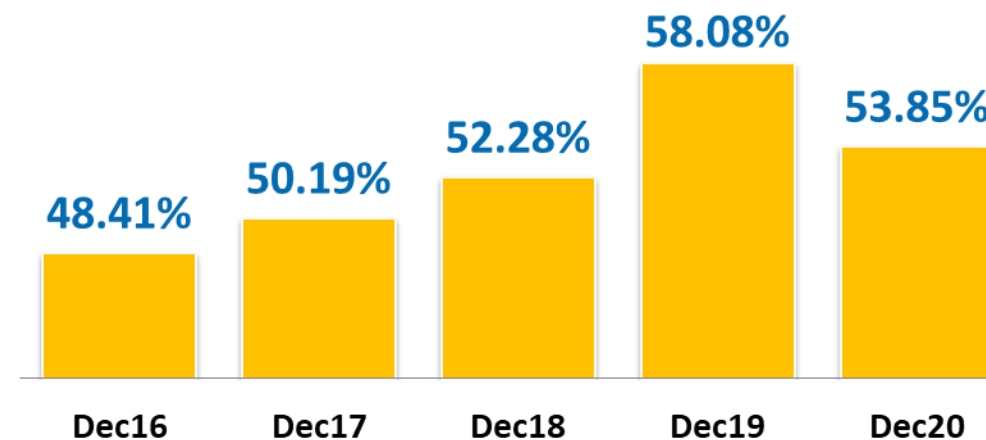
(IDR Billion)



Net Interest Margin

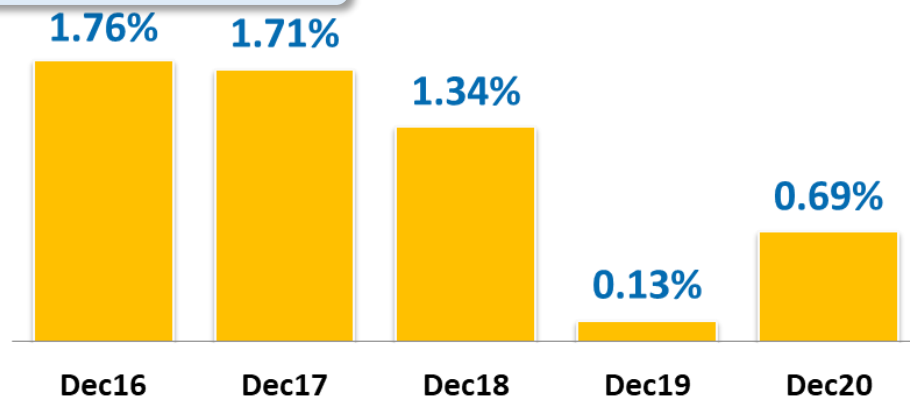


Cost to Income Ratio



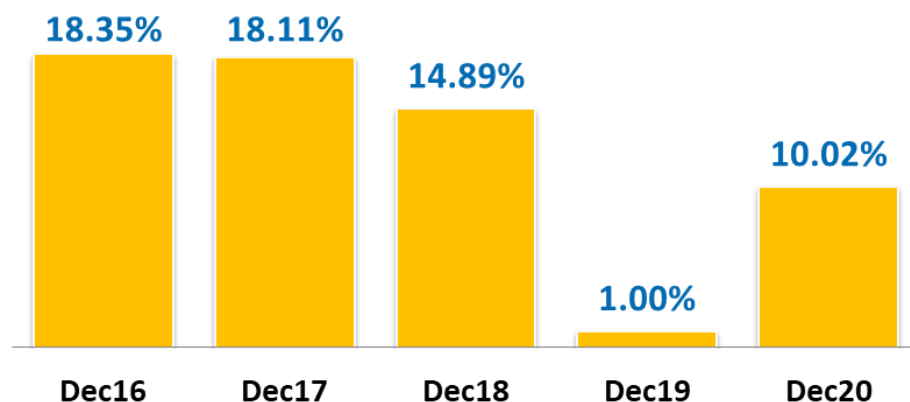
Key Financial Ratios (#2/3)

ROA¹ – Before Tax



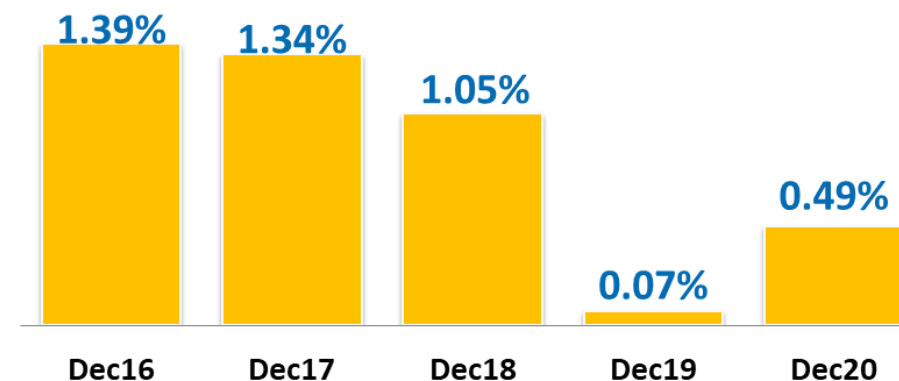
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

ROE³ – Tier 1 Capital



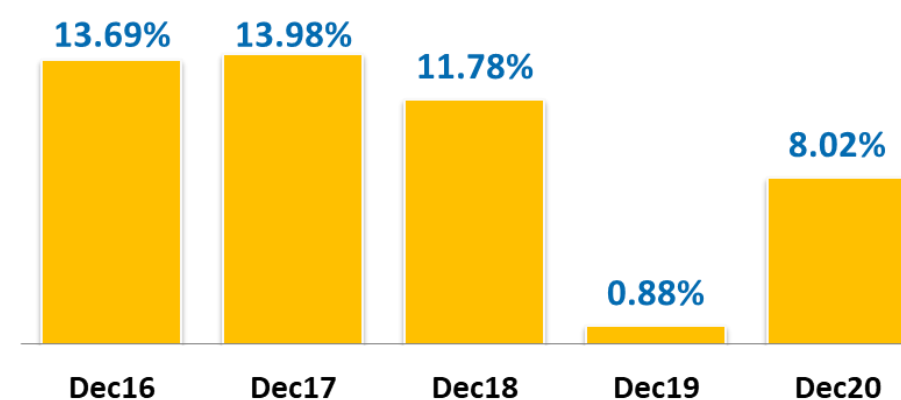
³Calculated based on net profit/average Tier 1 Capital based on Bank Indonesia regulation

ROA² – After Tax



²Calculated based on net profit/average total asset

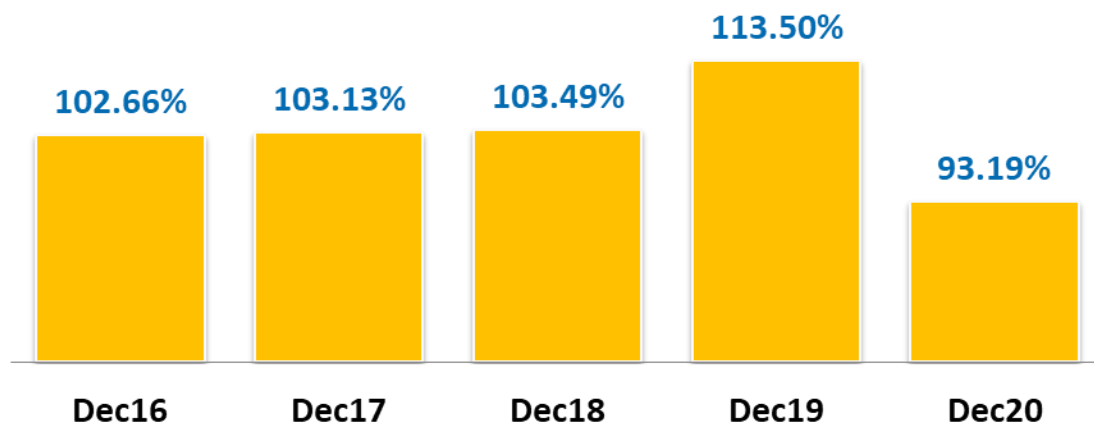
ROE⁴ – Balance Sheet



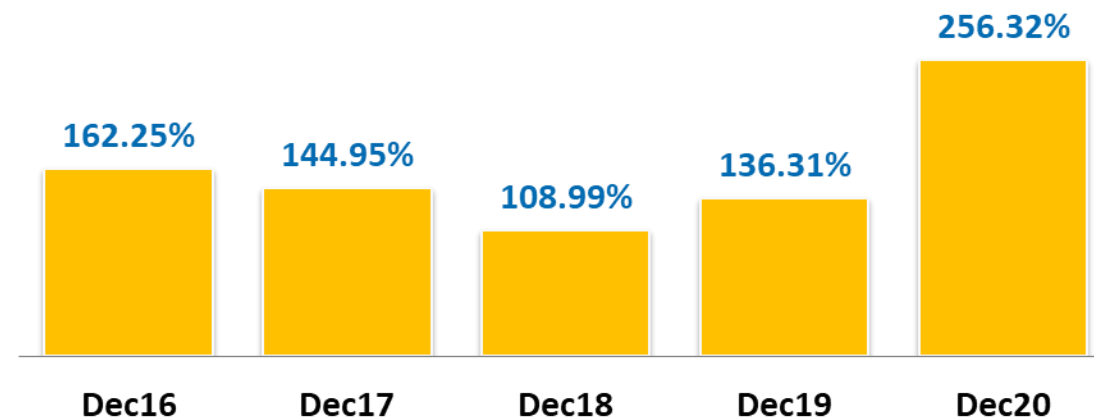
⁴Calculated based on net profit/total stakeholder's equity

Key Financial Ratios (#3/3)

Loan to Deposit Ratio



Liquidity Coverage Ratio



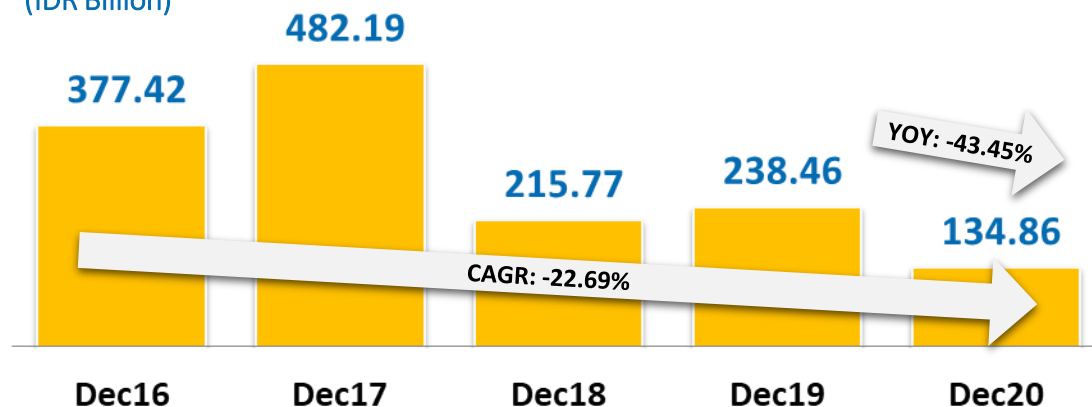


SHARIA BUSINESS

Sharia Business

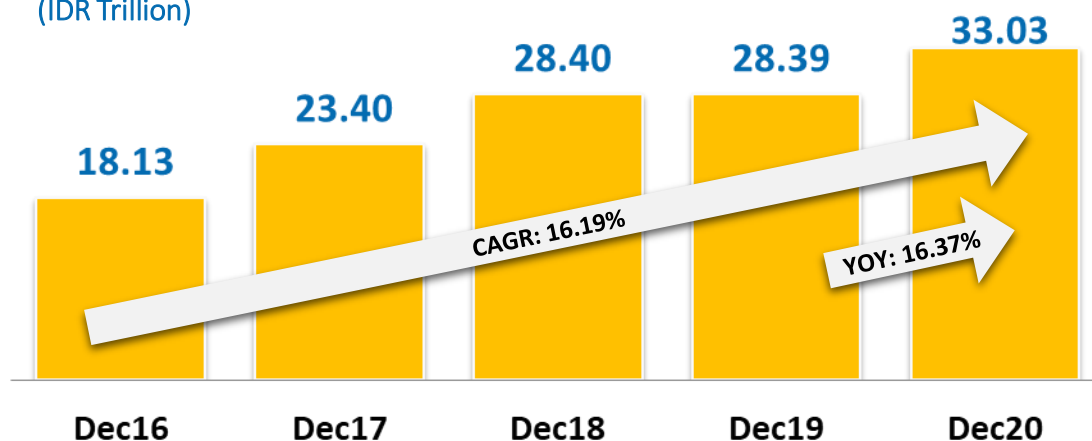
Sharia Net Profit

(IDR Billion)

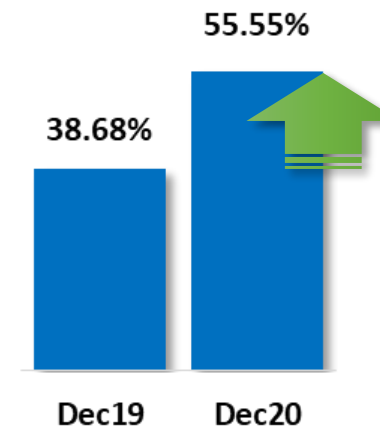


Sharia Asset

(IDR Trillion)



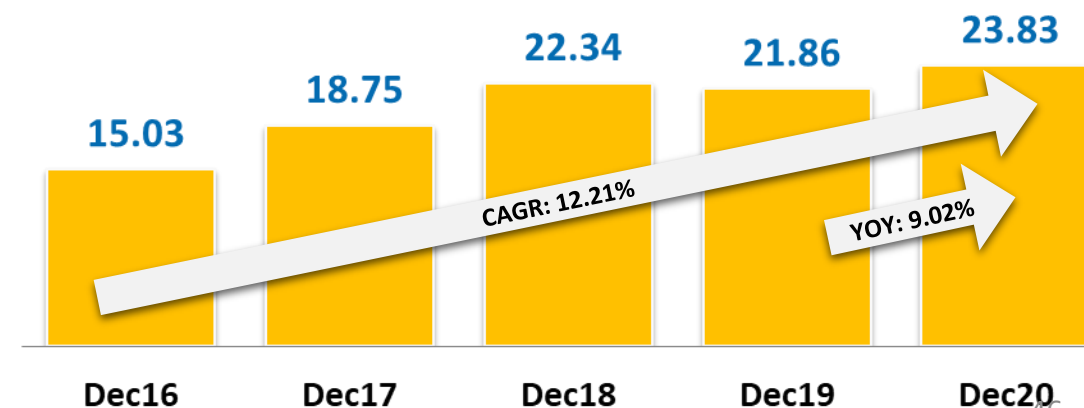
Sharia Coverage Ratio



Sharia Coverage improving from last year, recorded at 55.55% as of 31 Dec 2020

Sharia Deposits

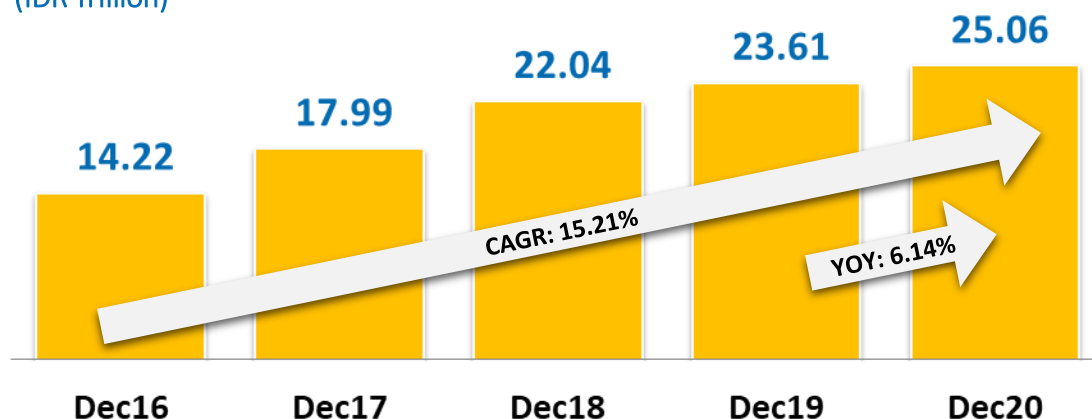
(IDR Trillion)



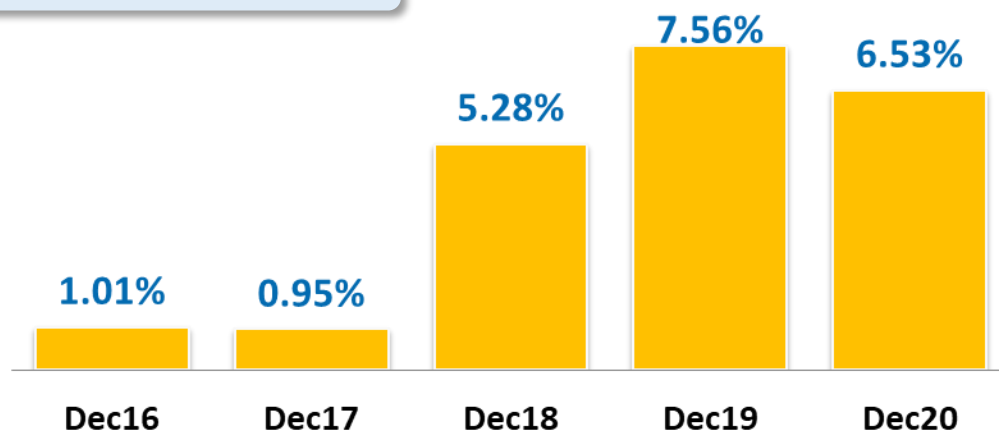
Sharia Financings & NPF

Sharia Financings

(IDR Trillion)

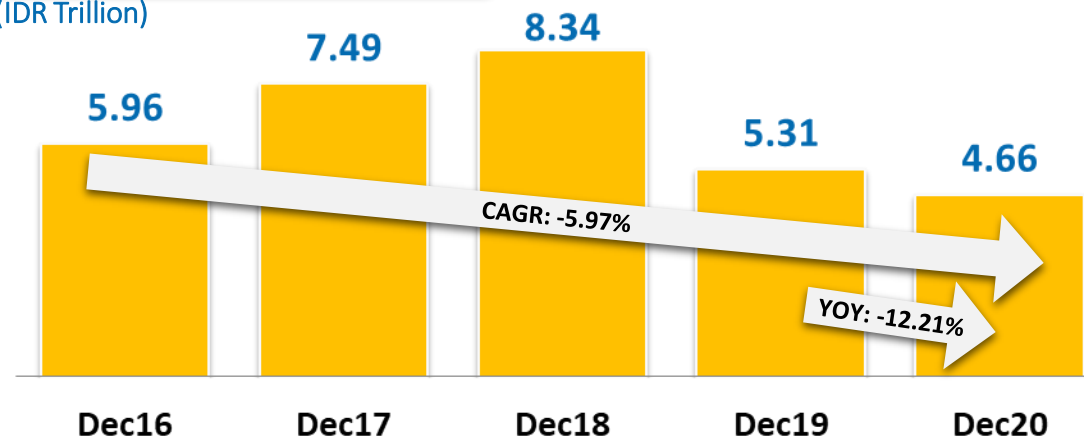


Sharia NPF (Gross)

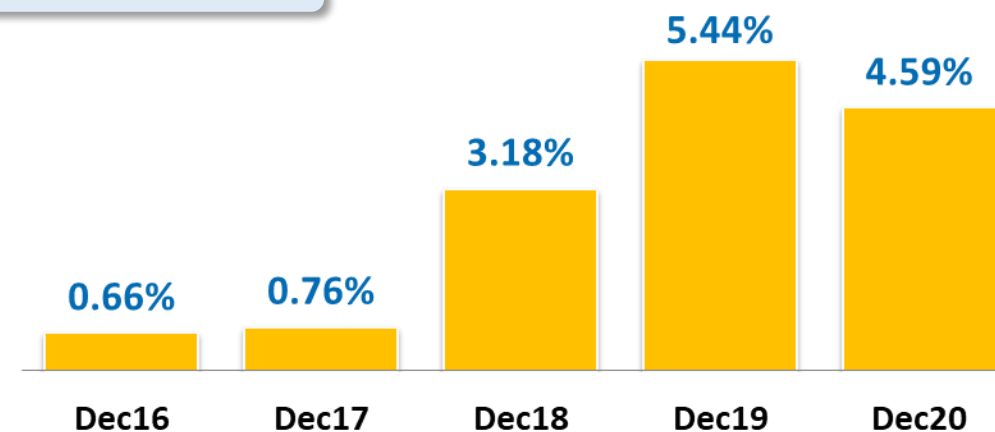


Sharia Disbursement

(IDR Trillion)



Sharia NPF (Net)



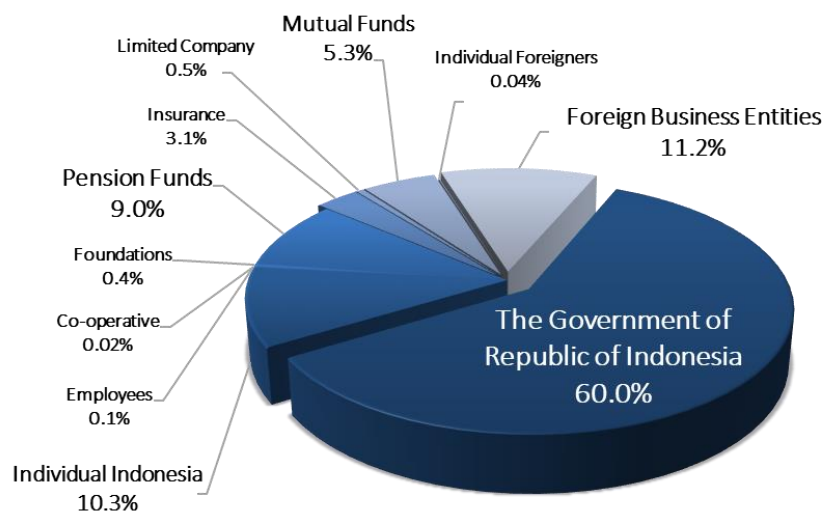


APPENDICES

Shares Information

Shares Ownership Composition as of Dec 31, 2020

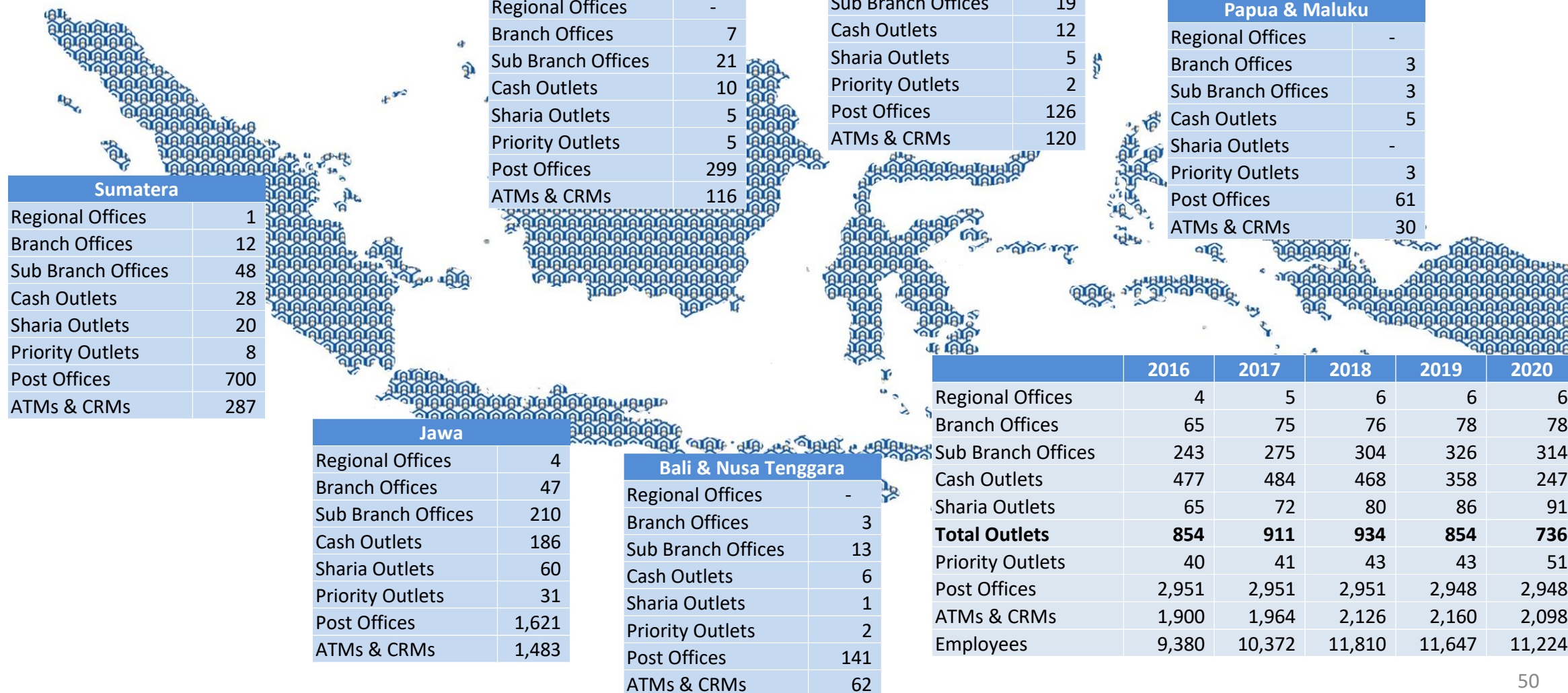
Ownership	# of Shares	%
G O I	6,354,000,000	60.00%
Public	4,236,000,000	40.00%
- Domestic	3,046,149,946	28.76%
- Foreign	1,189,850,054	11.24%
Total	10,590,000,000	100.00%



Period	Opening	Lowest	Highest	Closing	Average Volume (Lots)	PBV (x)	BVPS	Market Cap (IDR Million)
FY 2020	2,150	745	2,160	1,725	701,684	0.91	1,887	18,267,750
FY 2019	2,560	1,795	2,790	2,120	248,000	0.94	2,251	22,450,800
% (yoy)	-16.02%	-58.50%	-22.58%	-18.63%	182.94%	-2.97%	-16.14%	-18.63%

- IPO by listed on IDX on 17 December 2009 at IDR800 per share
- Rights issue successfully done in November 2012 by issuing additional 1,512,857,500 new shares
- Market cap as of Dec 31, 2020 was IDR18.27 Trillion

Outlets





THANK YOU

Investor Relations
PT Bank Tabungan Negara (Persero) Tbk
Menara BTN 16th Floor
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Jakarta 10130

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Email: investor_relations@btn.co.id
Website: www.btn.co.id