



ANALYST MEETING

PT Bank Tabungan Negara (Persero) Tbk
Business & Financial Performance
as of June 30, 2020

Jakarta, 3rd Aug 2020

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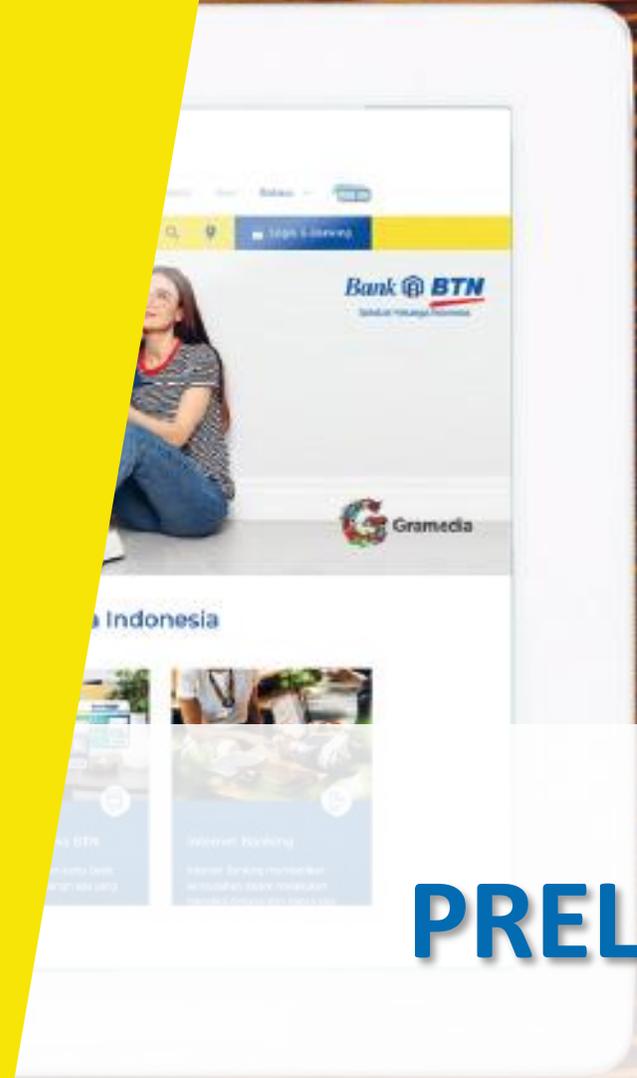
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AGENDA

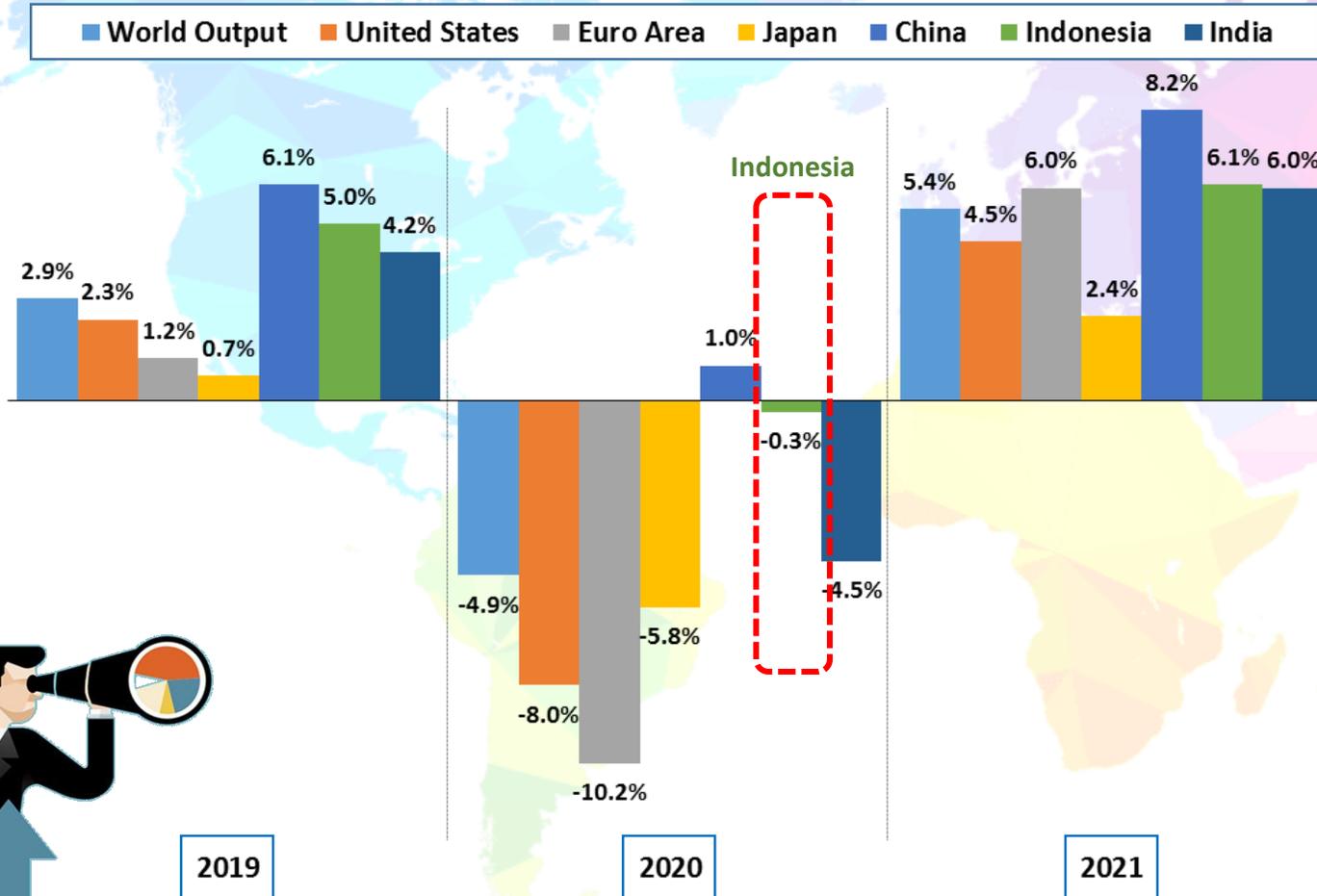
	Preliminaries	4
	1H 2020 Key Takeaways	9
	2020 Target Adjustment	23
	1H 2020 Result Presentation	24
	Sharia Business	43
	Appendices	46



PRELIMINARIES

Macroeconomic Condition

Impact of Covid-19 pandemic to global economy, including Indonesia



IMF Global Growth Projection
June 2020

The Covid-19 Pandemic has brought a downturn in the global economy

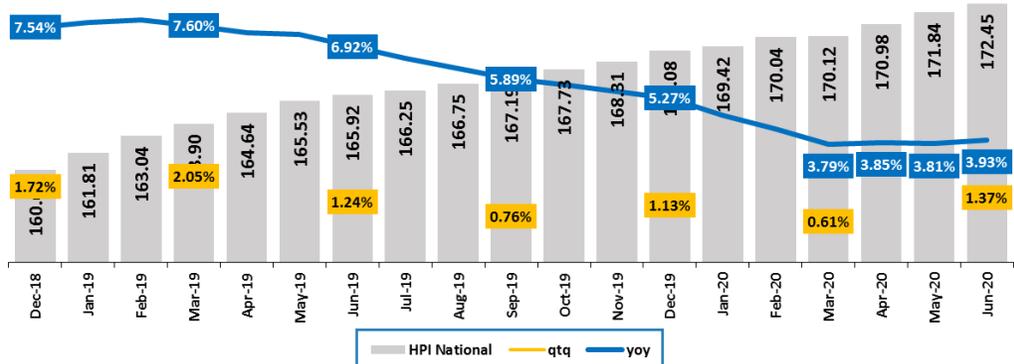
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The IMF projects that only China will experience positive growth in 2020

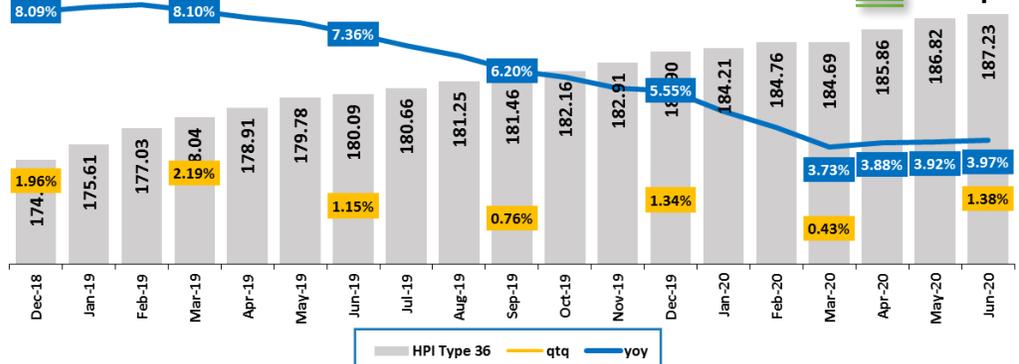


Housing Industry Based on Bank BTN's House Price Index

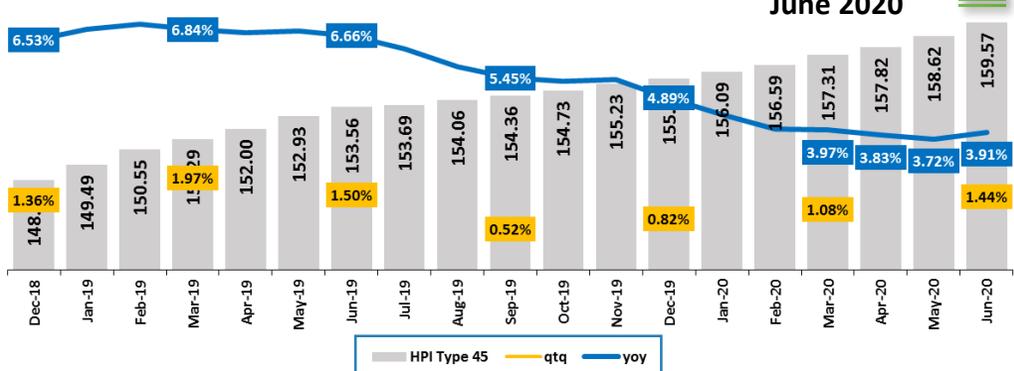
House Price Index (National)



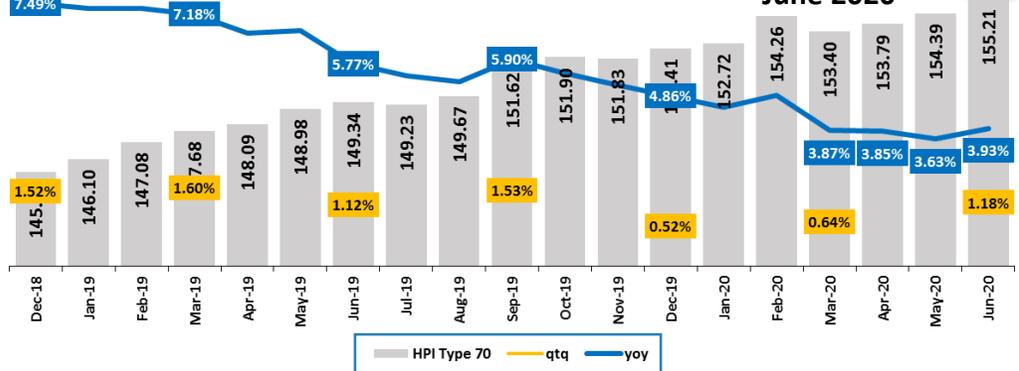
House Price Index (Type 36)



House Price Index (Type 45)



House Price Index (Type 70)

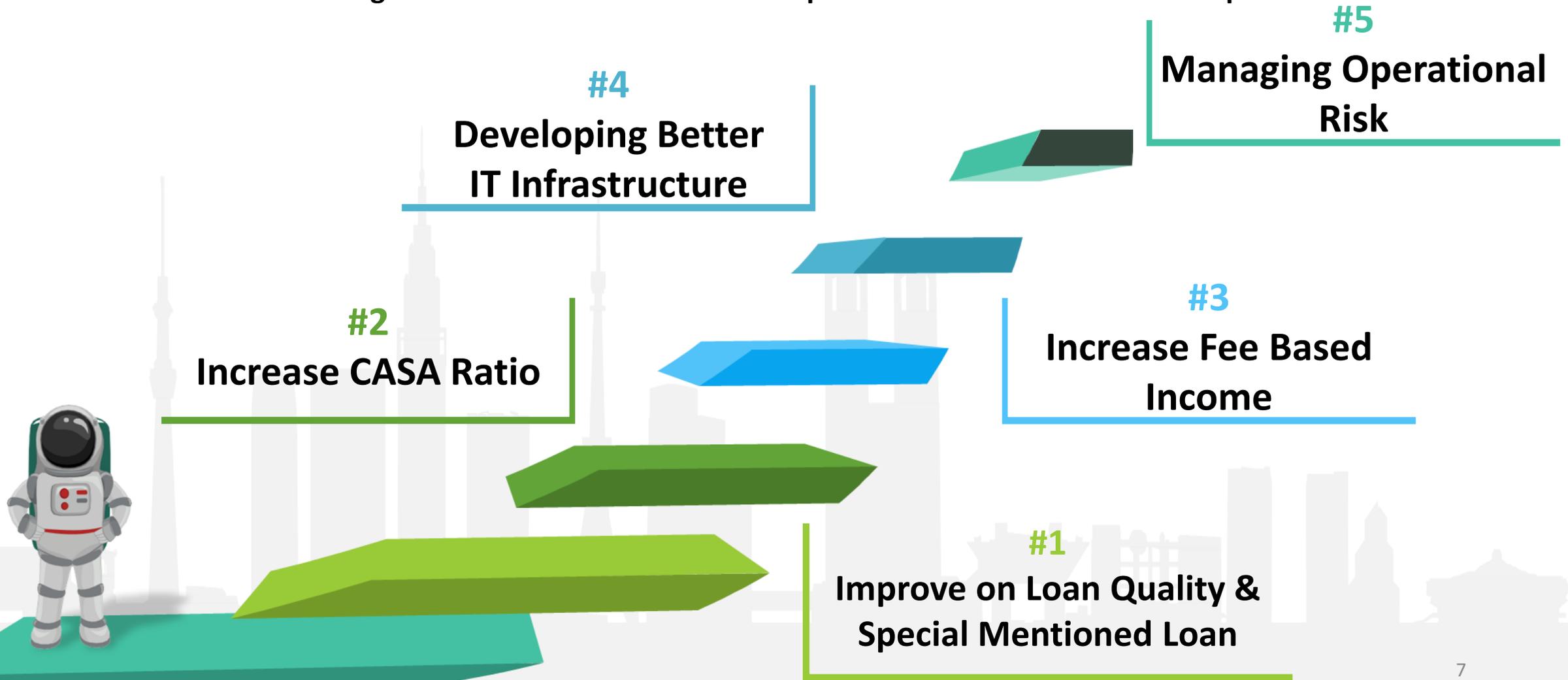


Source: Company, House Price Index

Since the beginning of 2019, the growth of the national House Price Index (HPI) has been decelerating but began to show a fairly good upsurge in 2Q2020 which recorded growth of 3.93% (yoy) and 1.37% (qtq).

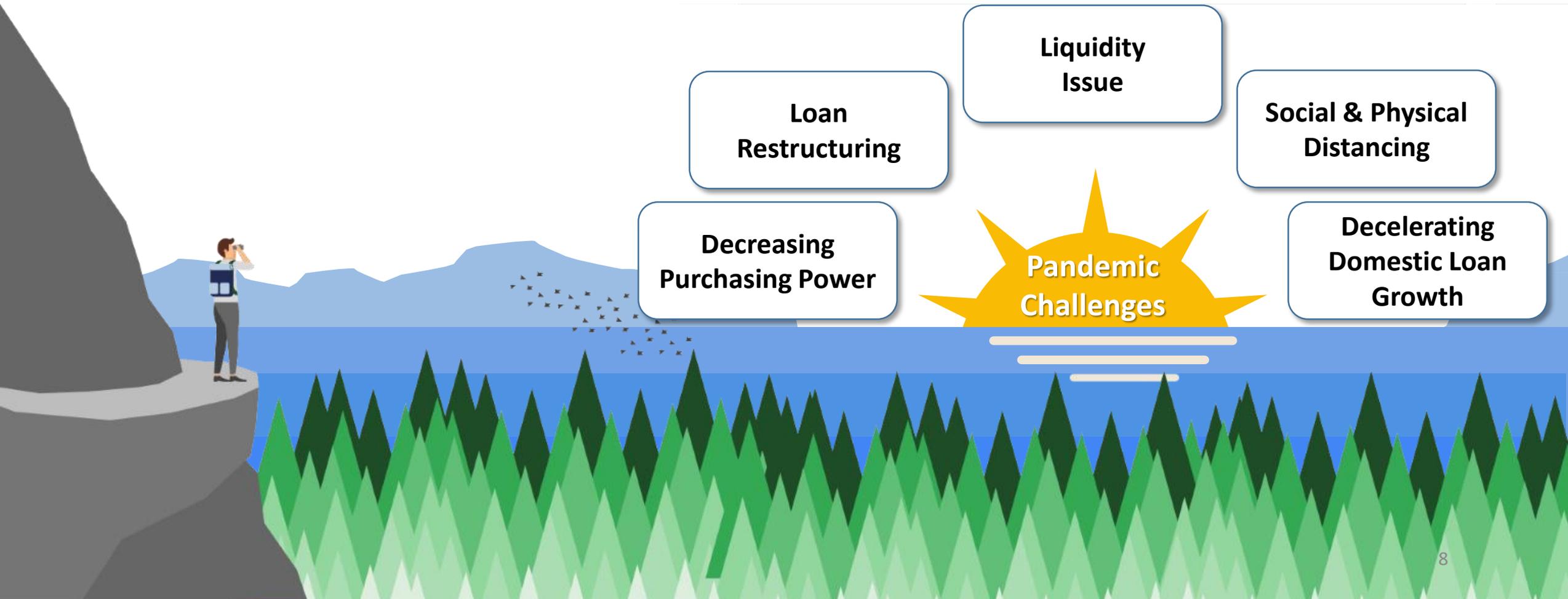
Lesson Learned 2019: Fundamental Improvement Challenges

Some fundamental challenges which become the focus of improvement in the 2020 business plan...

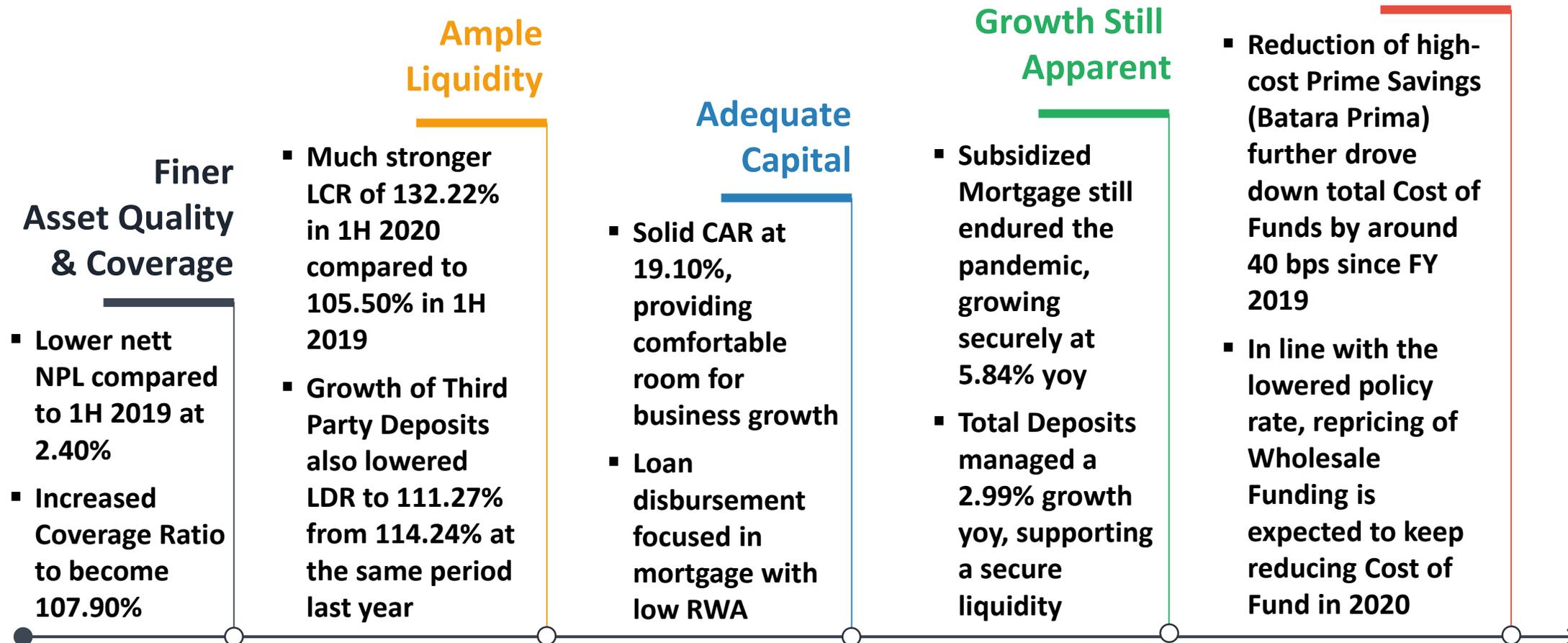


Bank BTN's Challenges in 2020: Disruption of Covid-19 Pandemic

Fundamental improvement efforts were faced with the challenges of the Covid-19 pandemic and its massive impact on global socio-economic conditions that were not expected in the making of 2020 initial business plan...



1H 2020 Key Takeaways



Loan Restructuring Policy on the Impact of Covid-19

As a credit risk mitigation strategy, the Management has decided to implement relaxation of Loan Restructuring Policy as follows:



Loan restruct for Borrowers who are socially and economically affected by the Covid-19 Pandemic



Relaxation tailored to the borrower's condition

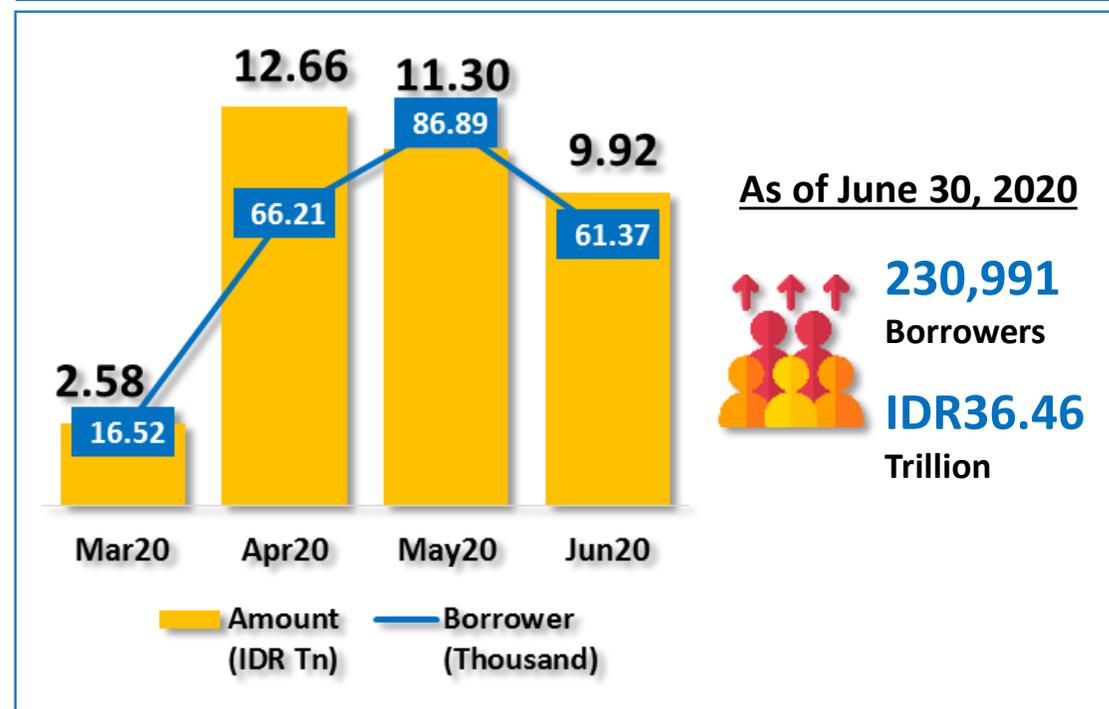


Grace period of interest payment for 1 year



Grace period of principal payment for 1 year

Covid-19 Loan Restructuring



Support of Government Policies

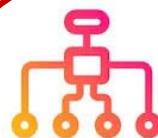
Various regulations established by the government in response to the Covid-19 pandemic create indirect benefits to BTN to be able to manage loan quality and liquidity



The National Economic Recovery Program (PEN)

Bank BTN has fulfilled the criteria to become a participating bank that will receive government fund placement based on PP No. 23/2020

**PP Number 23
Year 2020**



Tabungan Perumahan Rakyat (TAPERA)

as an alternative source of sustainable and low-cost funds for housing finance for Low-Income Society

**PP Number 25
Year 2020**



PMK No. 64 & No. 70 on Placement of funds in commercial banks as part of PEN
PMK No. 71 concerning Procedures of Government Guarantees for MSMEs
PMK No. 85 on Procedures of Interest Subsidy for MSMEs to support PEN

**PMK 64, PMK 70,
PMK 71 & PMK 85**

Opportunities in Pandemic: Megashift and Government Stimulus

Despite the challenges, there are opportunities that can be optimized in the midst of a pandemic...

Stay@Home Lifestyle

A new lifestyle with working-living-playing activities at home due to social distancing

01



Housing Sector Stimulus

Increase in Subsidized Mortgage stimulus by Rp1.5 trillion

02



The National Economic Recovery Program (PEN)

Government liquidity assistance for loan disbursement to improve the real sector

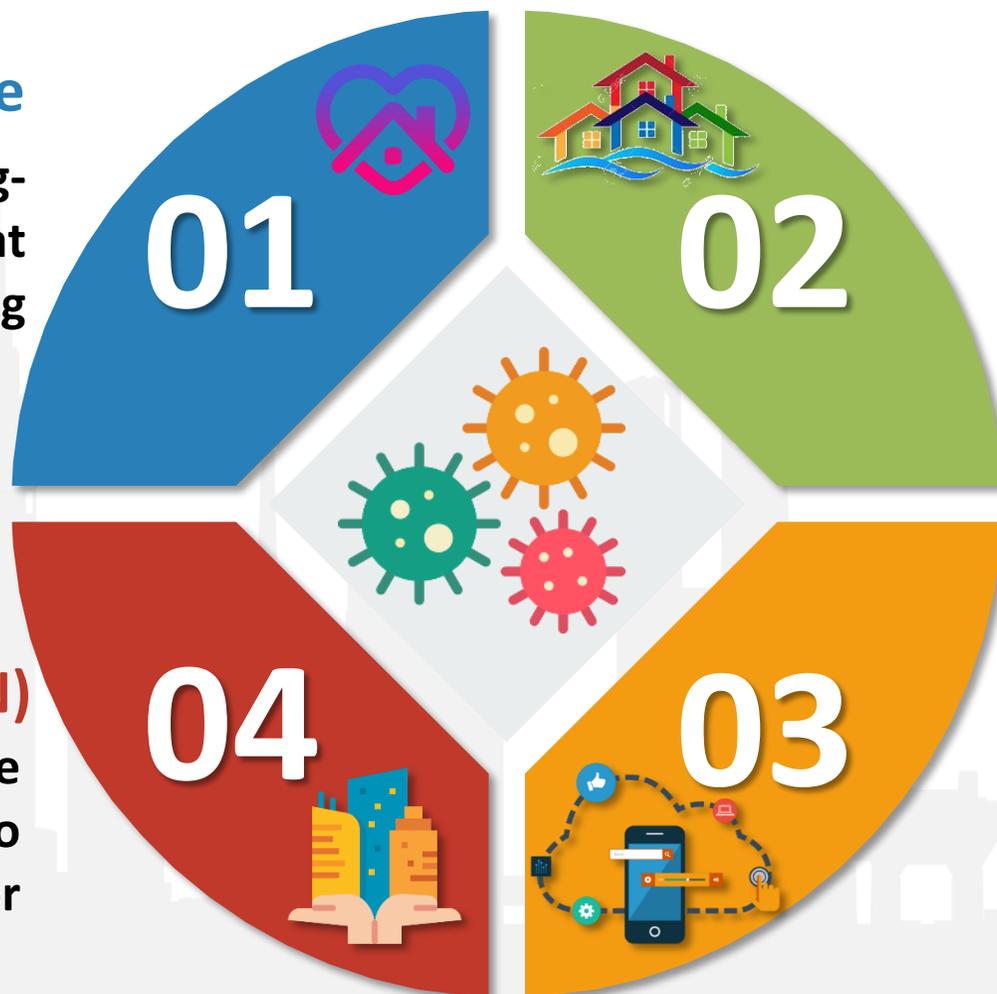
04



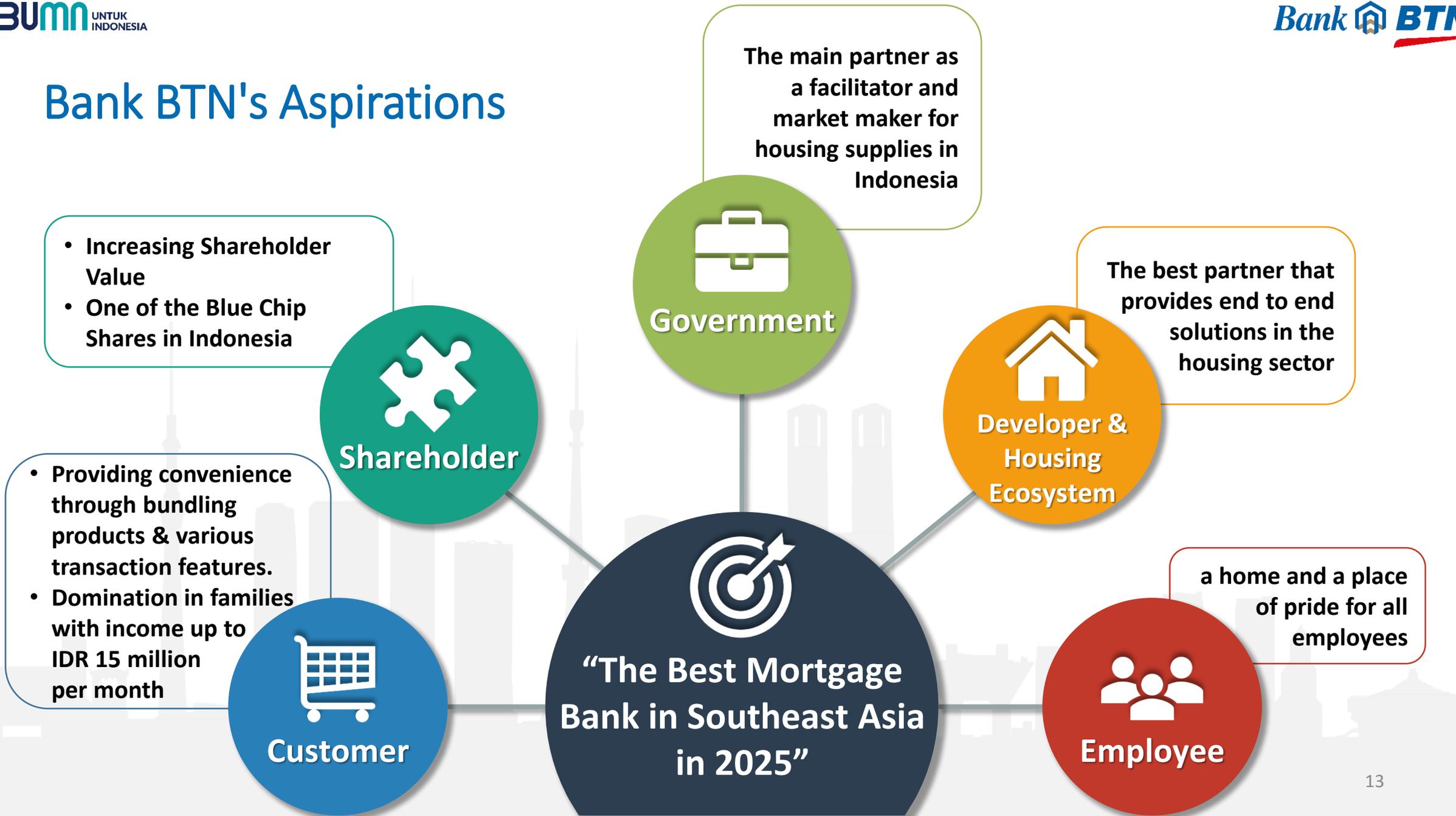
Go Virtual

Avoid physical contact using virtual/digital media

03

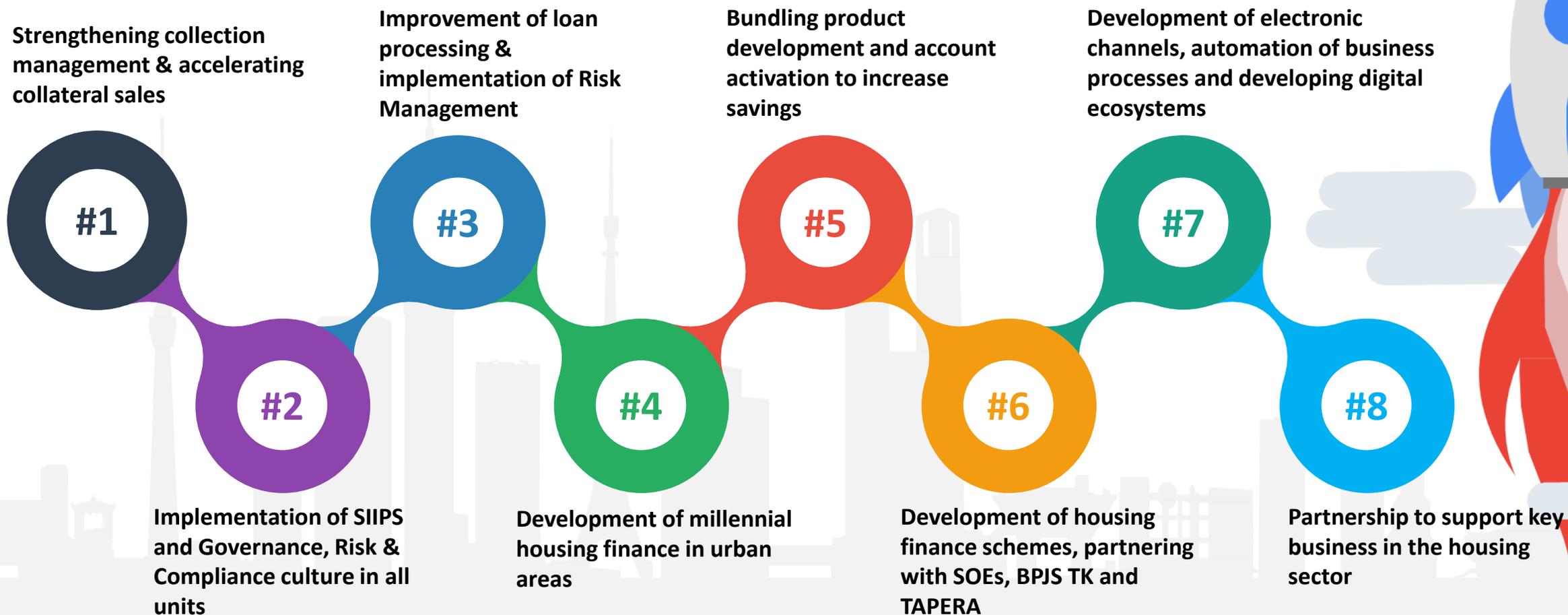


Bank BTN's Aspirations



8 Main Strategic Initiatives

to support the achievement of those aspirations, 8 main strategic initiatives have been implemented in 2020...



Loan Origination Improvement

Continuing initiatives to improve loan origination process, improve the collection process and accelerate the settlement of bad loans



Improving Loan Origination Process

- Regional Processing Center (RPC) Optimization
- Centralized ceiling of commercial credit processes to regional offices
- Develop a decision engine for credit approval
- Automate the process of verifying and simplifying documents



Strengthening Collection Management System

- Data cleansing initiative to increase contracted rate
- Make collection scoring (billing priority)
- Develop a collection system (iColl and mobile collection)
- Improve loan restructuring business process



Accelerating the Sale of Bad Loans

- Expanding sales channels through Rumah Murah BTN portal and partnerships with e-commerce (olx, rumah123)
- Establishing 2 divisions to accelerate the settlement of bad loans
- Increase mass sales at financial institutions (PPA, SMF)



One Stop Payroll Solution from BTN that provides easy payroll for the company and benefits for its employees.

Harmonization of funding and lending sales to target B2B and B2C.

As of June 30, 2020



15,964

New Payroll Accounts



120,474

Outstanding NOA

**Government
(Ministry/Institution)**



SOEs and its subsidiaries



**Domestic/Foreign
Private Companies**



**Industrial Area:
Cikarang, Jababeka, Karawang, Tangerang-Cilegon, Gresik, etc.**



BTN Solusi as an effort to boost low cost funds



Presentation of RO 6 to the Governor of Central Java regarding the Housing Program especially Subsidized Mortgage



Signing Ceremony between RO 6 & Regional Land Agency



BTN Solusi Presentation to East Java Regional Police



Payroll Agreement with Rector of Universitas Negeri Semarang



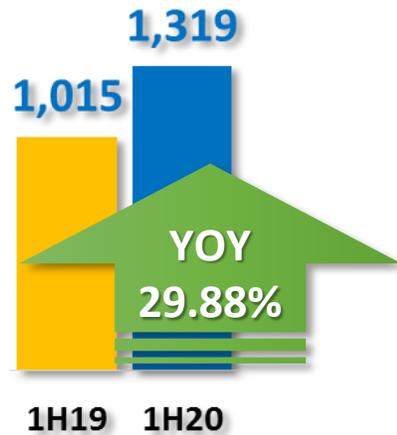
Presentation of RO 2 to the Vice Mayor of South Tangerang

BTN Mobile & Internet Banking Performance

Mobile Banking

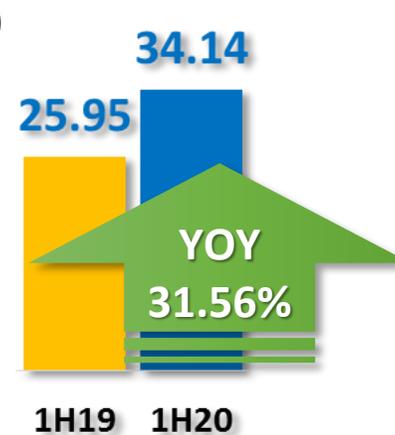
User

(Thousand)



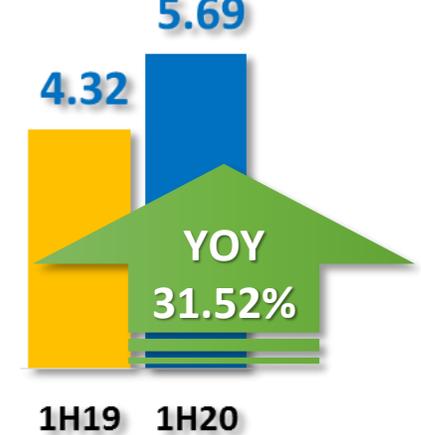
Transaction

(Mio Transactions)



Transaction Value

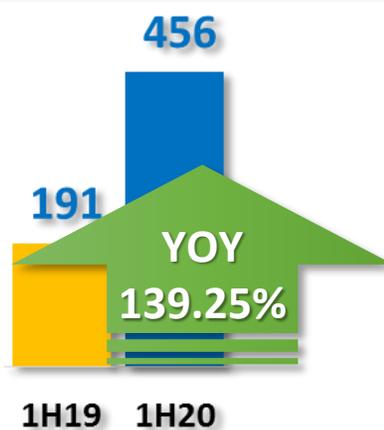
(IDR Tn)



Internet Banking

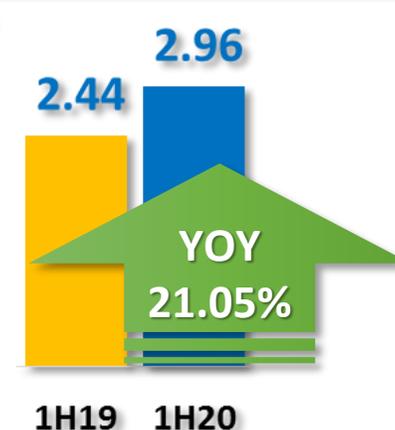
User

(Thousand)



Transaction

(Mio Transactions)

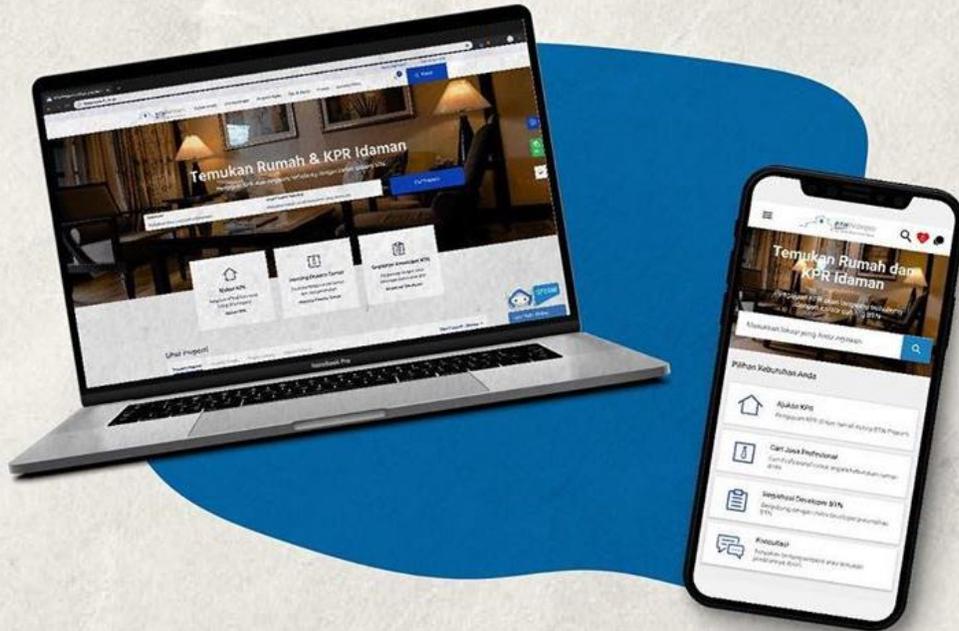


Transaction Value

(IDR Bio)

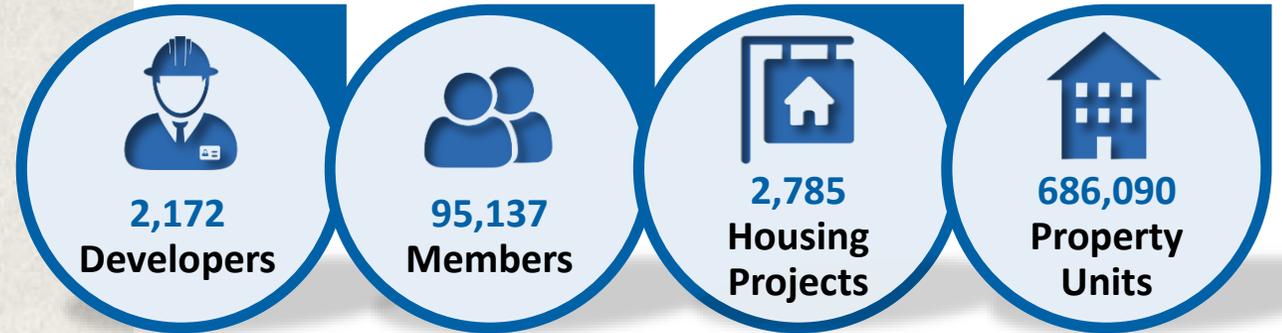


BTN Properti



BTN Properti Portal Performance

As of June 30, 2020



1H 2020



Rumah Murah BTN Portal Upgrade

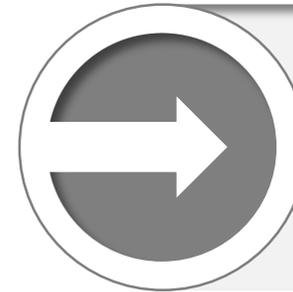
Mudah, Murah, Aman.



#RumahMurahBTN



Expanding sales channels of bad debt loans through Rumah Murah BTN portal



Rumah Murah BTN can also be used by customers to apply for loan restructuring online



As of June 30, 2020, has been viewed by more than **5 mio visitors** with **sales value of Rp778 bio** (total assets available nearly Rp14.5 trillion)

Investor Gathering “Property Murah di Era New Normal”

INVESTOR GATHERING
 “Property Murah di Era New Normal”
 Kamis, 30 Juli 2020 Pukul 09.30
 Live at [YouTube](#) Bank BTN

Speaker:

- Pahala N. Mansury**
Direktur Utama Bank BTN
- Joko Prihanto**
Direktur Lelang DJKN Kementerian Keuangan
- Elisabeth Novie**
Dir. Remedial & Wholesale Risk Bank BTN

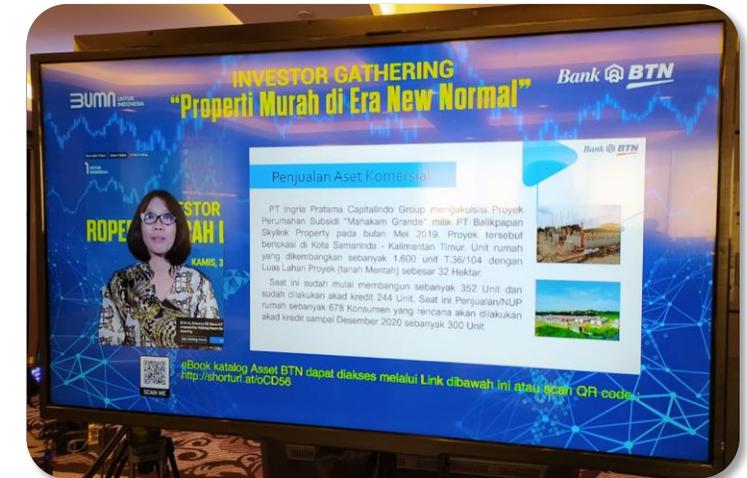
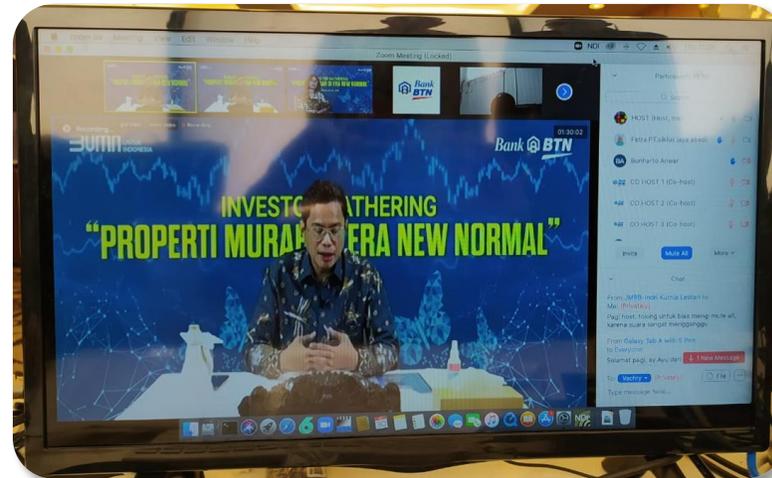
Penjualan Aset Secara Nasional

Moderator: Indra Utama
 Pemimpin Redaksi Majalah PropertyBank dan Ketua LSP Area Indonesia

Host: Devi Kumala

QR Registration

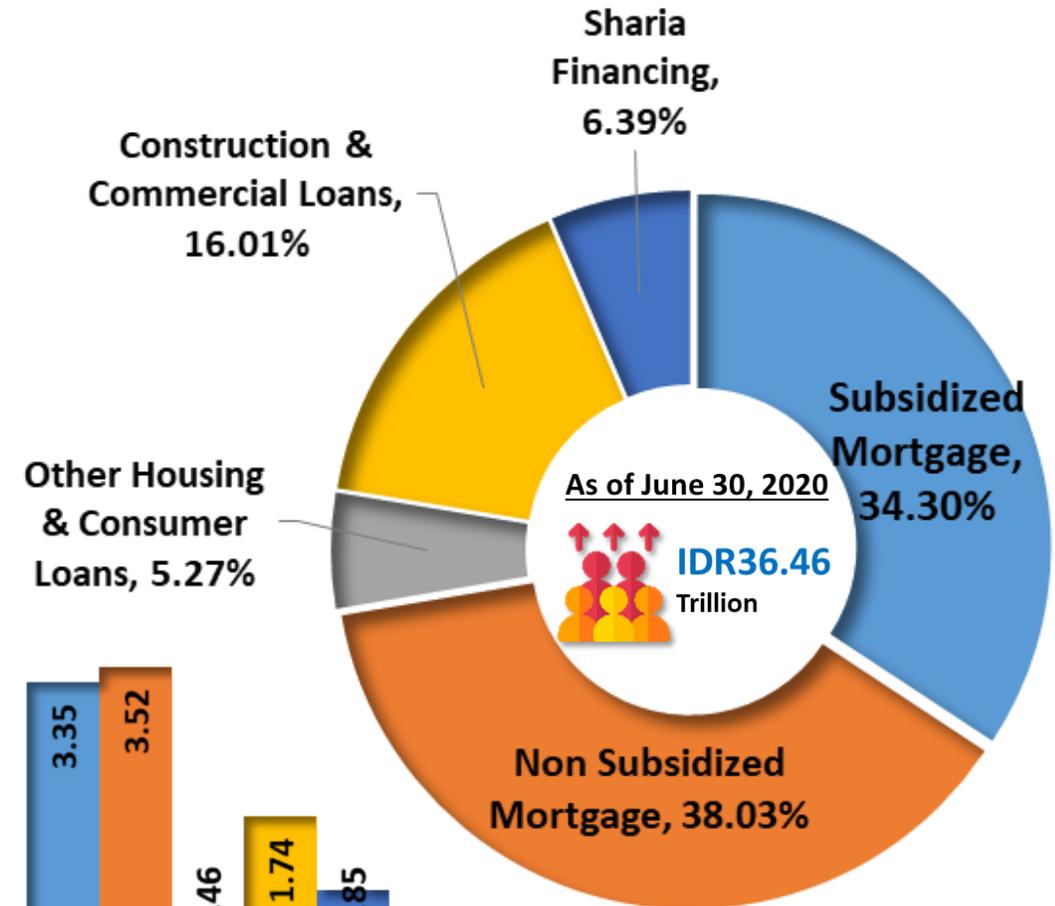
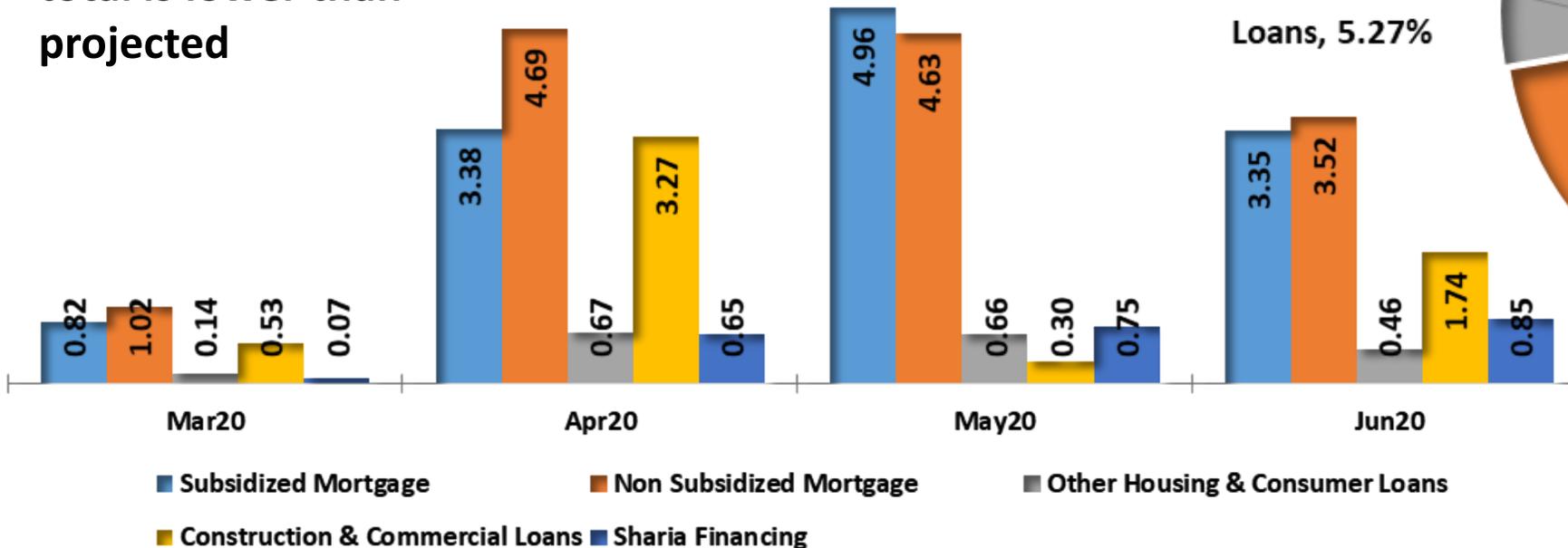
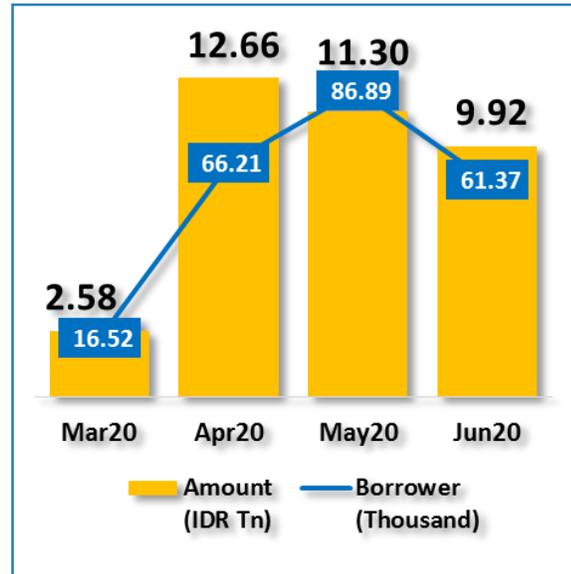
RUMAH MURAH BTN #AyoPunyaRumahDenganBankTabungan



Investor Gathering Activity “Property Murah di Era New Normal” as one of the initiatives to accelerate collateral sales

Covid-19 Loan Restructuring by Segment

Covid-19 loan restructuring keeps declining since the peak in april and in total is lower than projected



2020 Target Adjustment

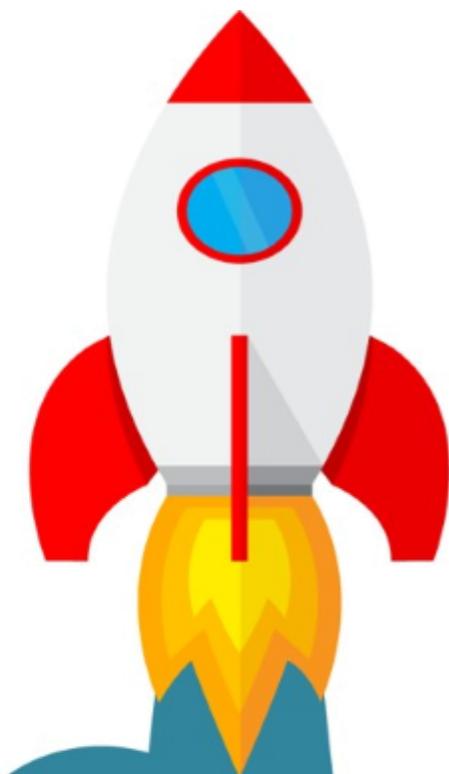
Focus on improving asset quality and boosting low-cost funds

Growth

Total Asset	: 4% - 5%
Total Loan & Financing	: 5% - 6%
Total Deposits	: 8% - 9%

Ratio

CAR	: 16% - 18%
NPL (Gross)	: around 4.5%
NIM	: 3.3% - 3.5%
ROE	: 7% - 8%
ROA	: 0.4% - 0.5%
Coverage Ratio	: 105% - 106%





1H 2020 RESULT PRESENTATION

Financial Highlight – Improving Coverage

(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Total Asset	171,808	214,168	261,365	306,436	311,777	312,475	314,603	0.68%
Total Loan & Financing	138,956	164,446	198,991	238,298	255,825	251,041	251,837	0.32%
Total Deposits	127,746	160,192	192,949	230,264	225,401	219,758	226,322	2.99%
Equity	13,860	19,131	21,663	23,840	23,836	24,661	17,116	-30.59%
Net Profit	1,851	2,619	3,027	2,808	209	1,306	768	-41.24%
Earning per Share (IDR)	175	247	286	265	20	123	72	-41.24%
CAR (Tier 1)	14.87%	16.54%	15.99%	15.97%	15.60%	15.07%	12.47%	
CAR (BI)	16.97%	20.34%	18.87%	18.21%	17.32%	16.99%	19.10%	
NPL (Gross)	3.42%	2.84%	2.66%	2.81%	4.78%	3.32%	4.71%	
NPL (Nett)	2.11%	1.85%	1.66%	1.83%	2.96%	2.42%	2.40%	
N I M	4.87%	4.98%	4.76%	4.32%	3.32%	3.53%	3.16%	
C I R	50.08%	48.41%	50.19%	52.28%	58.08%	57.81%	56.43%	
COVERAGE RATIO	43.14%	45.25%	44.55%	49.24%	50.01%	37.87%	107.90%	
ROE	16.84%	18.35%	18.11%	14.89%	1.00%	12.59%	10.06%	
ROA	1.61%	1.76%	1.71%	1.34%	0.13%	1.12%	0.63%	
LDR	108.78%	102.66%	103.13%	103.49%	113.50%	114.24%	111.27%	
LCR	165.98%	162.25%	144.95%	108.99%	136.31%	105.50%	132.22%	

Balance Sheet – Assets Still Growing

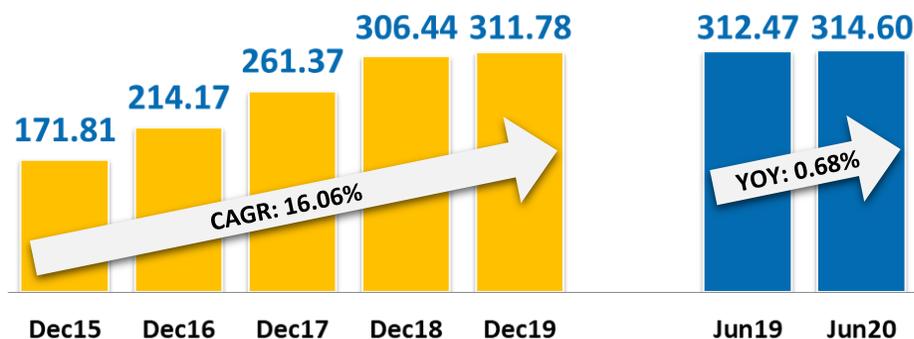
(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Total Assets	171,808	214,168	261,365	306,436	311,777	312,475	314,603	0.68%
Total Earning Assets	157,049	195,780	234,152	266,356	283,851	281,211	290,679	3.37%
- Term Deposit with BI	7,529	17,581	18,693	11,204	6,134	9,997	4,943	-50.56%
- Loans and Financing	138,956	164,446	198,991	238,298	255,825	251,041	251,837	0.32%
- Securities	10,001	12,785	15,252	15,021	18,628	16,749	30,012	79.19%
- Other Earning Assets	562	968	1,217	1,833	3,264	3,423	3,887	13.56%
Provision on Earning Asset	(2,064)	(2,132)	(2,373)	(3,320)	(6,145)	(3,179)	(12,802)	302.67%
Others	16,823	20,520	29,586	43,401	34,072	34,444	36,726	6.63%
Deposits	127,746	160,192	192,949	230,264	225,401	219,758	226,322	2.99%
Securities Issued	10,937	12,935	17,932	17,036	19,784	21,147	18,187	-13.99%
Deposits from Other Banks	3,255	5,459	8,035	6,249	4,522	12,077	4,303	-64.37%
Repurchase Agreements	2,135	1,385	1,401	948	947	947	942	-0.60%
Borrowings	7,725	7,999	10,990	18,499	28,465	21,491	37,008	72.20%
Others	6,151	7,068	8,395	9,599	8,823	12,394	10,725	-13.47%
Equity	13,860	19,131	21,663	23,840	23,836	24,661	17,116	-30.59%

Asset & Earning Asset Composition

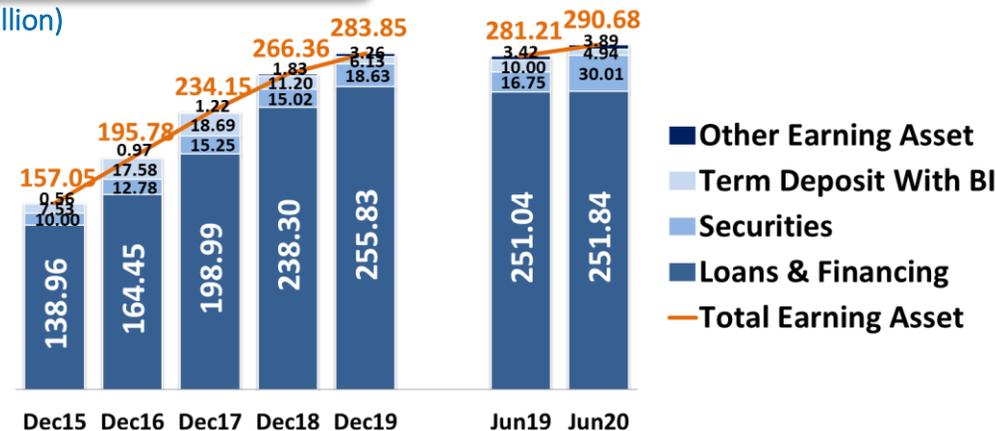
Total Asset

(IDR Trillion)



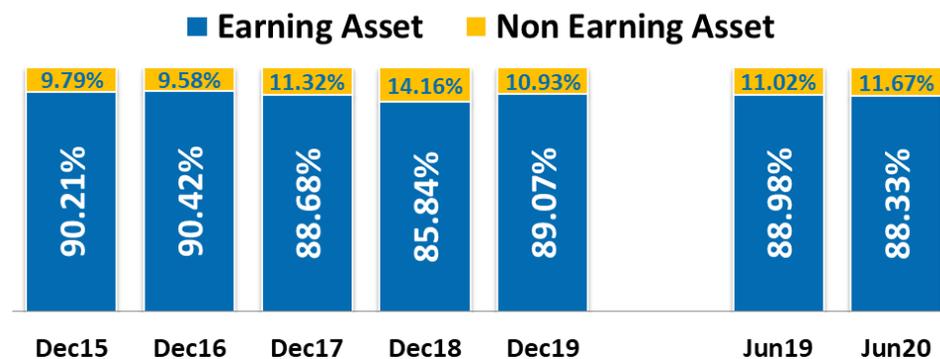
Total Earning Asset

(IDR Trillion)



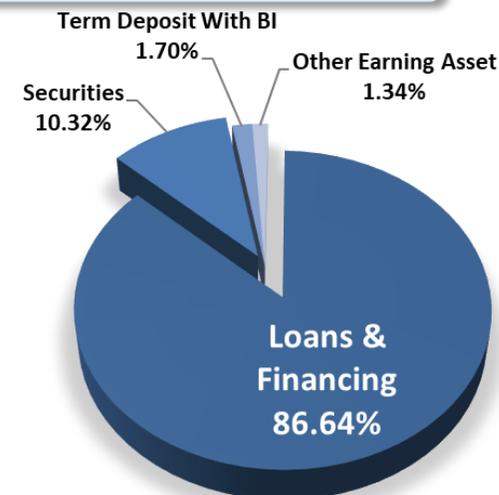
Asset Composition

(%)



Earning Asset Composition

(%)

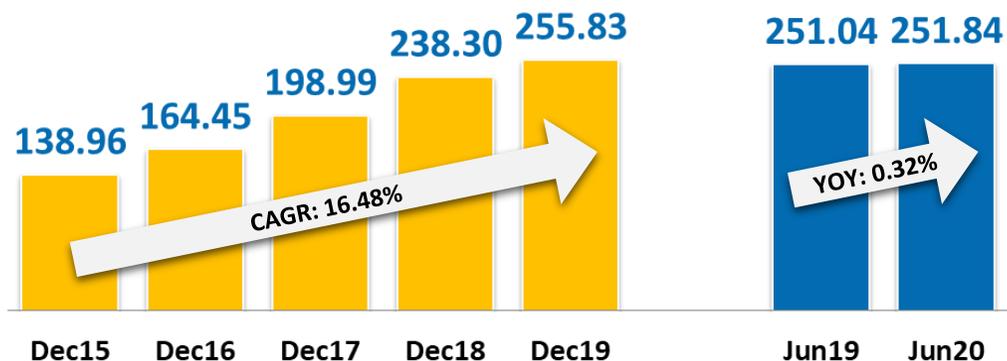


Loans Composition – Growth Driven by Subsidized Mortgages in the Midst of Pandemic

Loans Type	31-Dec-15		31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		30-Jun-19		30-Jun-20		yoy
	IDR Bn	Shares													
Housing Loans	124,927	89.90%	147,948	89.97%	179,228	90.07%	213,619	89.64%	229,266	89.62%	226,749	90.32%	228,923	90.90%	0.96%
Subsidized Mortgages	43,527	31.32%	56,835	34.56%	75,278	37.83%	98,173	41.20%	111,133	43.44%	107,342	42.76%	113,612	45.11%	5.84%
Non-Subsidized Mortgages	53,567	38.55%	60,469	36.77%	69,309	34.83%	77,760	32.63%	80,644	31.52%	81,478	32.46%	79,877	31.72%	-1.96%
Other Housing Loans	8,934	6.43%	8,723	5.30%	8,561	4.30%	8,426	3.54%	8,032	3.14%	8,416	3.35%	7,561	3.00%	-10.15%
Construction Loan	18,900	13.60%	21,921	13.33%	26,081	13.11%	29,261	12.28%	29,458	11.51%	29,513	11.76%	27,873	11.07%	-5.56%
Non-Housing Loans	14,029	10.10%	16,498	10.03%	19,763	9.93%	24,679	10.36%	26,559	10.38%	24,293	9.68%	22,914	9.10%	-5.68%
Consumer Loan	3,839	2.76%	4,738	2.88%	4,813	2.42%	5,695	2.39%	4,891	1.91%	4,774	1.90%	4,624	1.84%	-3.14%
Commercial Loan	10,190	7.33%	11,761	7.15%	14,950	7.51%	16,817	7.06%	14,952	5.84%	13,962	5.56%	11,985	4.76%	-14.16%
Corporate Loan							2,167	0.91%	6,715	2.62%	5,556	2.21%	6,305	2.50%	13.47%
Total Loans	138,956	100.00%	164,446	100.00%	198,991	100.00%	238,298	100.00%	255,825	100.00%	251,041	100.00%	251,837	100.00%	0.32%

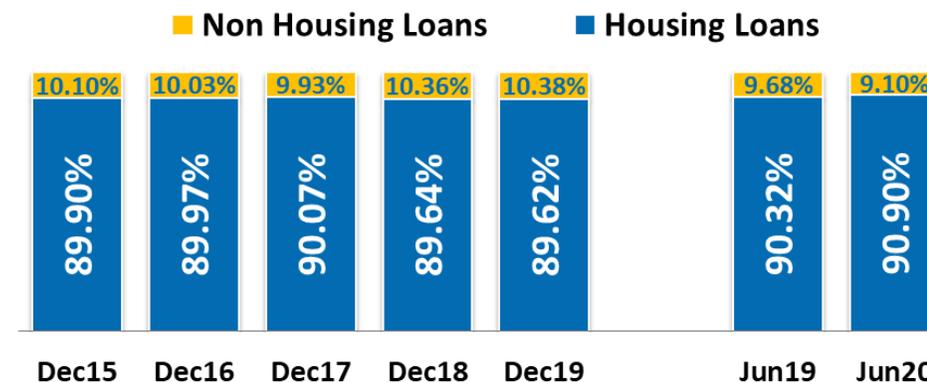
Gross Loan

(IDR Trillion)



Housing & Non-Housing Loans

(%)

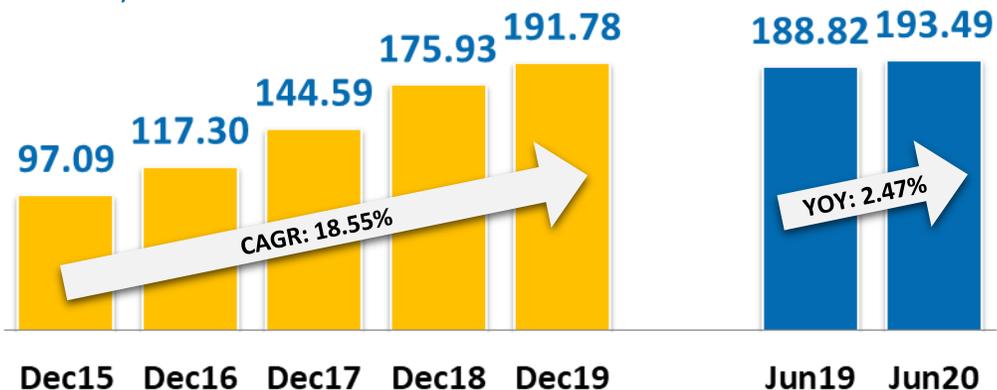


Note: Figures on graph and table include Sharia Financing

Mortgages – Subsidized Mortgages Still Grew Well

Total Mortgage

(IDR Trillion)



Mortgage Composition

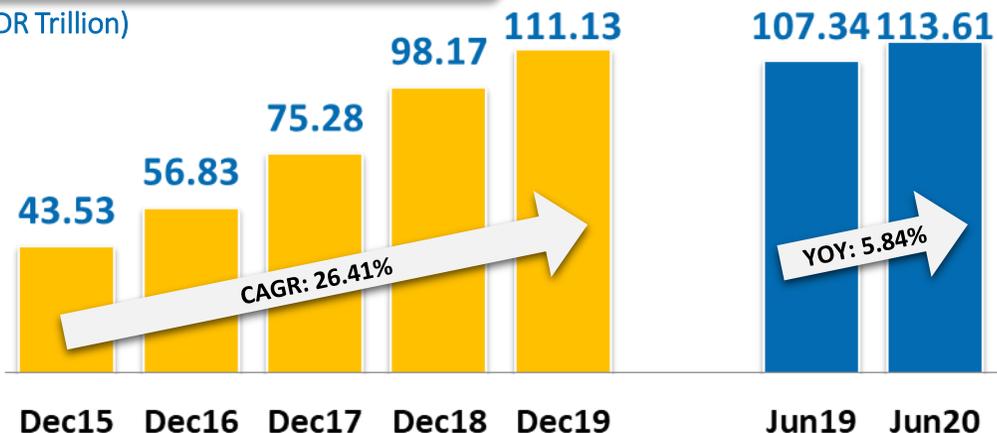
(%)

■ Non Subsidized Mortgage ■ Subsidized Mortgage



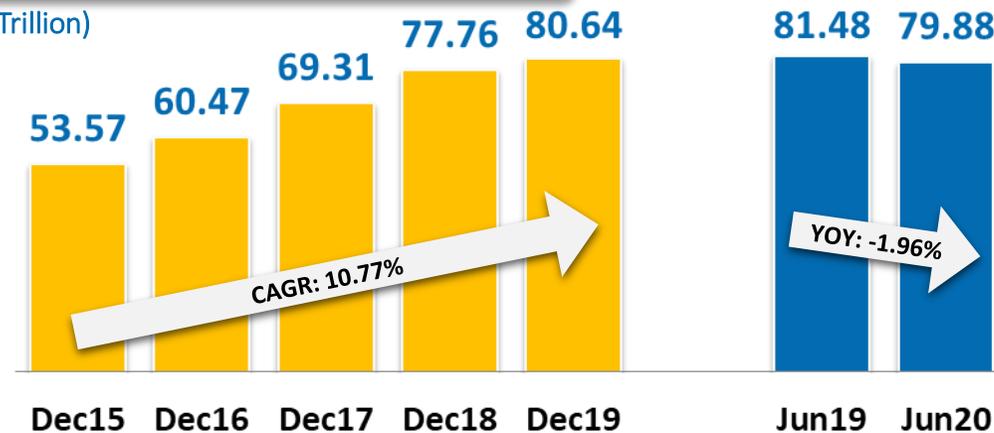
Subsidized Mortgages

(IDR Trillion)



Non-Subsidized Mortgages

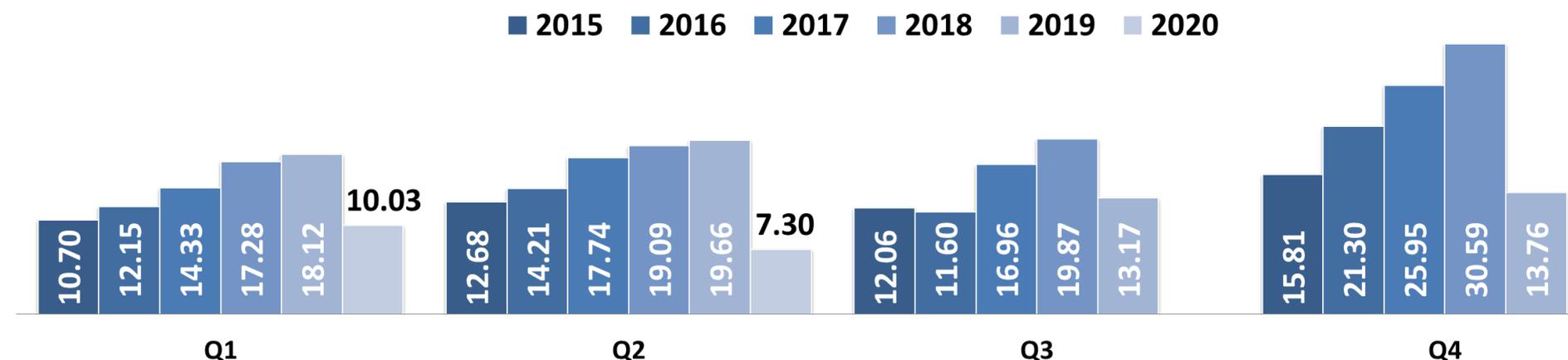
(IDR Trillion)



Note: Figures on all graphs include Sharia Financing

Loan Disbursement

(IDR Trillion)



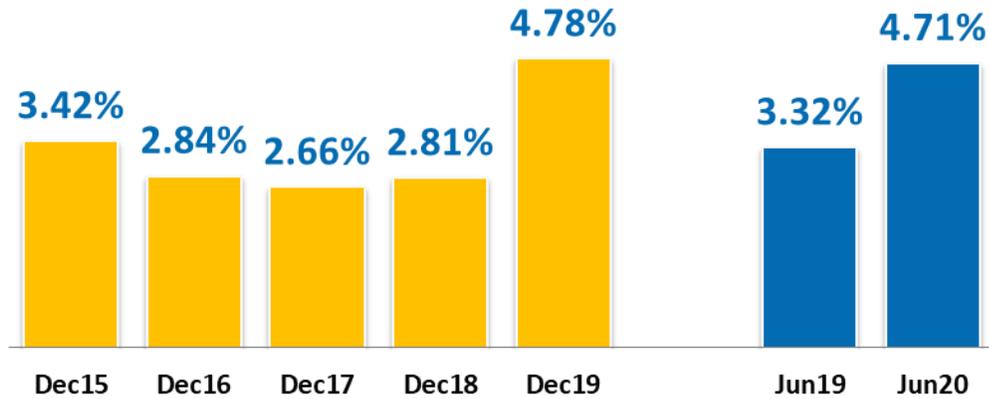
IDR Billion

Loans Type	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	6 Months of		yoy
						2019	2020	
Housing Loans	41,812	47,216	57,888	65,095	44,117	27,811	11,723	-57.85%
Subsidized Mortgages	12,771	17,527	23,499	28,578	19,272	12,960	6,202	-52.14%
Non-Subsidized Mortgages	13,404	14,315	16,803	18,350	12,498	7,429	2,874	-61.31%
Other Housing Loans	2,418	1,823	1,825	1,875	1,365	881	292	-66.86%
Construction Loan	13,219	13,551	15,761	16,292	10,982	6,540	2,354	-64.00%
Non-Housing Loans	9,434	12,043	17,087	21,738	20,587	9,965	5,601	-43.79%
Consumer Loan	4,268	4,779	6,578	6,239	4,184	2,072	1,623	-21.68%
Commercial Loan	5,166	7,264	10,508	13,280	10,762	4,048	3,785	-6.49%
Corporate Loan				2,218	5,641	3,845	193	-94.97%
Total Loans	51,246	59,259	74,975	86,833	64,704	37,775	17,324	-54.14%

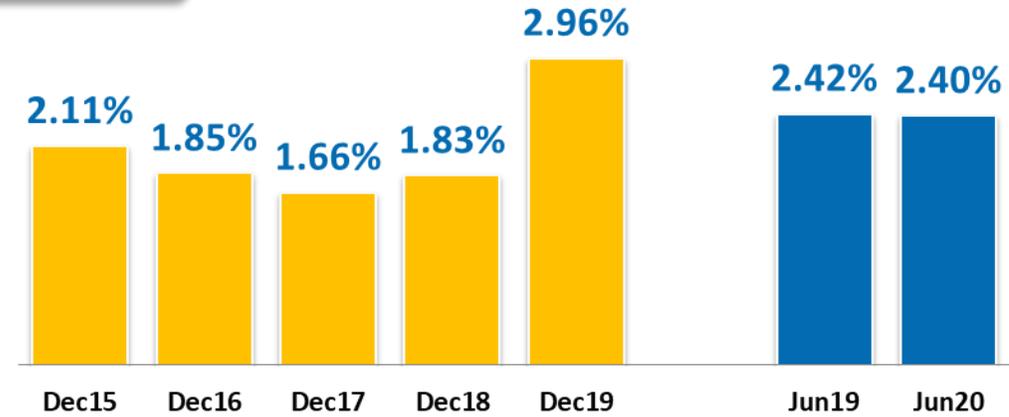
Note: Figures on graph and table include Sharia Financing

Loan Quality – NPL was Manageable at 4.71%

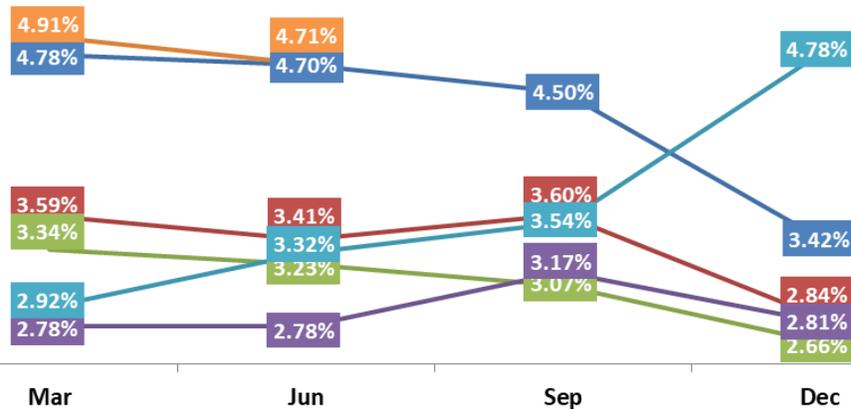
Gross NPL



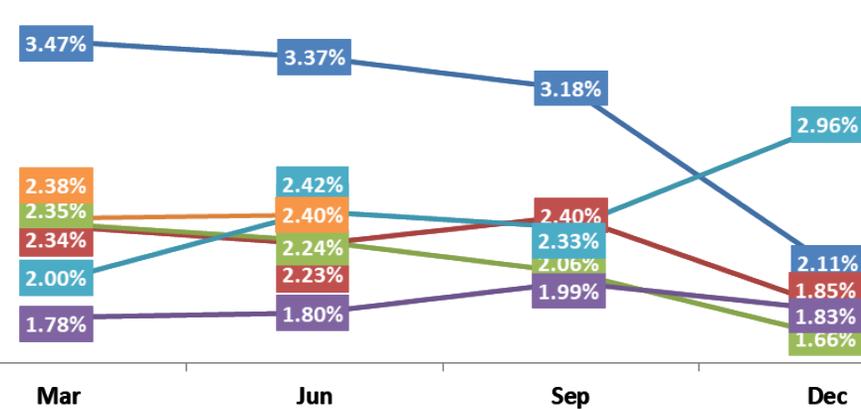
Net NPL



— 2015 — 2016 — 2017 — 2018 — 2019 — 2020



— 2015 — 2016 — 2017 — 2018 — 2019 — 2020



Note: Figures on all graphs include Sharia Financing

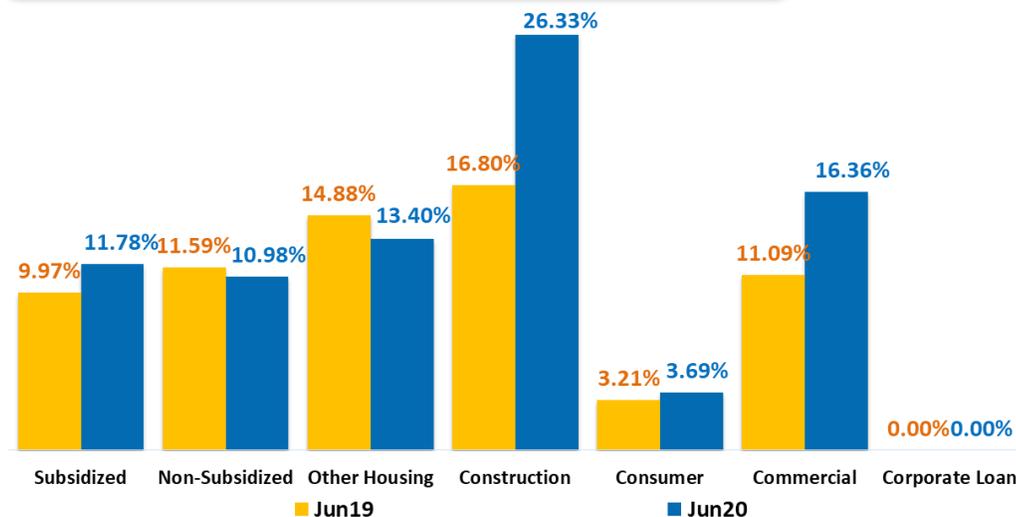
Loan Quality Breakdown – Construction & Commercial Loan Began to Stabilize

Collectibility	31-Dec-15		31-Dec-15		31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		30-Jun-19		30-Jun-20	
	IDR Bn	Share														
Current	116,887	84.12%	116,887	84.12%	142,963	86.94%	176,247	88.57%	211,289	88.67%	217,344	84.96%	214,736	85.54%	207,422	82.36%
Special Mentioned	17,316	12.46%	17,316	12.46%	16,807	10.22%	17,455	8.77%	20,309	8.52%	26,251	10.26%	27,981	11.15%	32,553	12.93%
PL	134,203	96.58%	134,203	96.58%	159,770	97.16%	193,703	97.34%	231,598	97.19%	243,595	95.22%	242,717	96.68%	239,974	95.29%
Substandard	250	0.18%	250	0.18%	260	0.16%	236	0.12%	570	0.24%	3,088	1.21%	1,081	0.43%	843	0.33%
Doubtful	359	0.26%	359	0.26%	333	0.20%	349	0.18%	473	0.20%	1,396	0.55%	1,306	0.52%	1,118	0.44%
Loss	4,144	2.98%	4,144	2.98%	4,083	2.48%	4,703	2.36%	5,656	2.37%	7,747	3.03%	5,937	2.36%	9,900	3.93%
NPL	4,753	3.42%	4,753	3.42%	4,676	2.84%	5,288	2.66%	6,700	2.81%	12,230	4.78%	8,324	3.32%	11,861	4.71%
PL + NPL	138,956	100.00%	138,956	100.00%	164,446	100.00%	198,991	100.00%	238,298	100.00%	255,825	100.00%	251,041	100.00%	251,835	100.00%
NPL Gross	3.42%		3.42%		2.84%		2.66%		2.81%		4.78%		3.32%		4.71%	
NPL Netto	2.11%		2.11%		1.85%		1.66%		1.83%		2.96%		2.42%		2.40%	

Loan Type (Gross)	31-Dec					30-Jun	
	2015	2016	2017	2018	2019	2019	2020
Housing Loans	2.79%	2.36%	2.31%	2.49%	4.45%	3.03%	4.51%
Subsidized Mortgages	2.48%	1.52%	1.16%	0.81%	0.98%	1.05%	1.23%
Non-Subsidized Mortgages	2.57%	2.65%	3.00%	2.77%	3.92%	3.49%	4.24%
Other Housing Loans	3.44%	3.59%	4.09%	3.58%	4.71%	4.44%	5.56%
Construction Loan	3.81%	3.21%	3.14%	7.13%	18.99%	8.67%	18.44%
Non-Housing Loans	9.02%	7.14%	5.82%	5.52%	7.60%	5.92%	6.64%
Consumer Loan	2.17%	1.35%	1.34%	1.33%	2.67%	2.53%	1.94%
Commercial Loan	11.57%	9.44%	7.99%	8.64%	13.01%	9.65%	12.47%
Corporate Loan				0.00%	0.00%	0.00%	0.00%
Total Loans	3.42%	2.84%	2.66%	2.81%	4.78%	3.32%	4.71%

Note: Figures on all tables include Sharia Financing

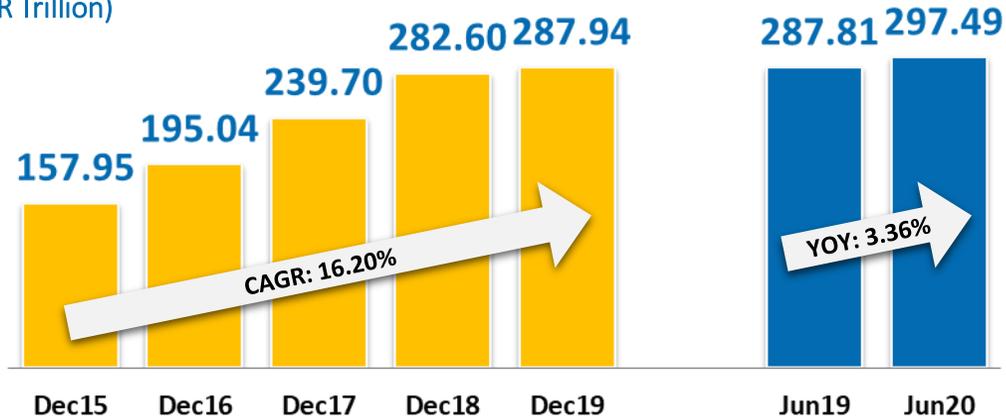
Special-Mentioned by Loan Type



Liabilities

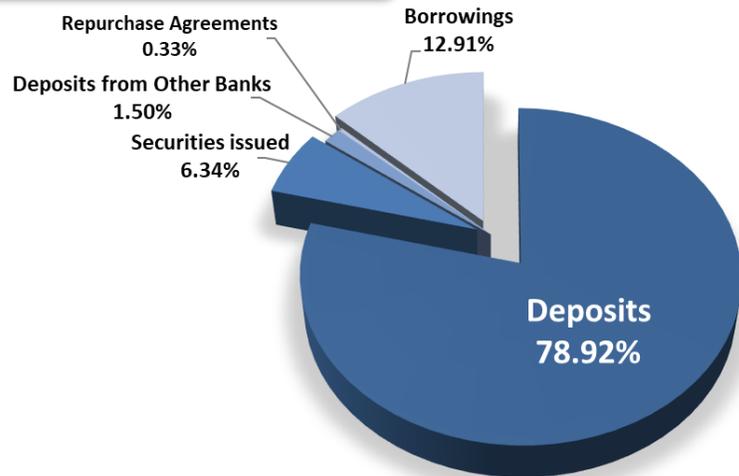
Total Liabilities

(IDR Trillion)



Funding Composition

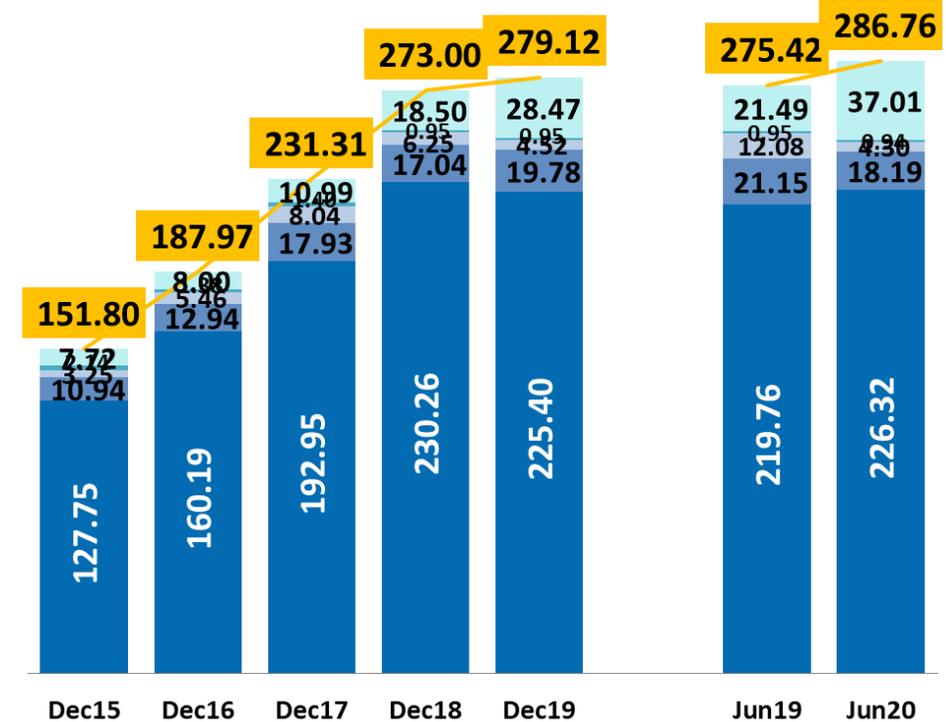
(%)



Funding Composition

(IDR Trillion)

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



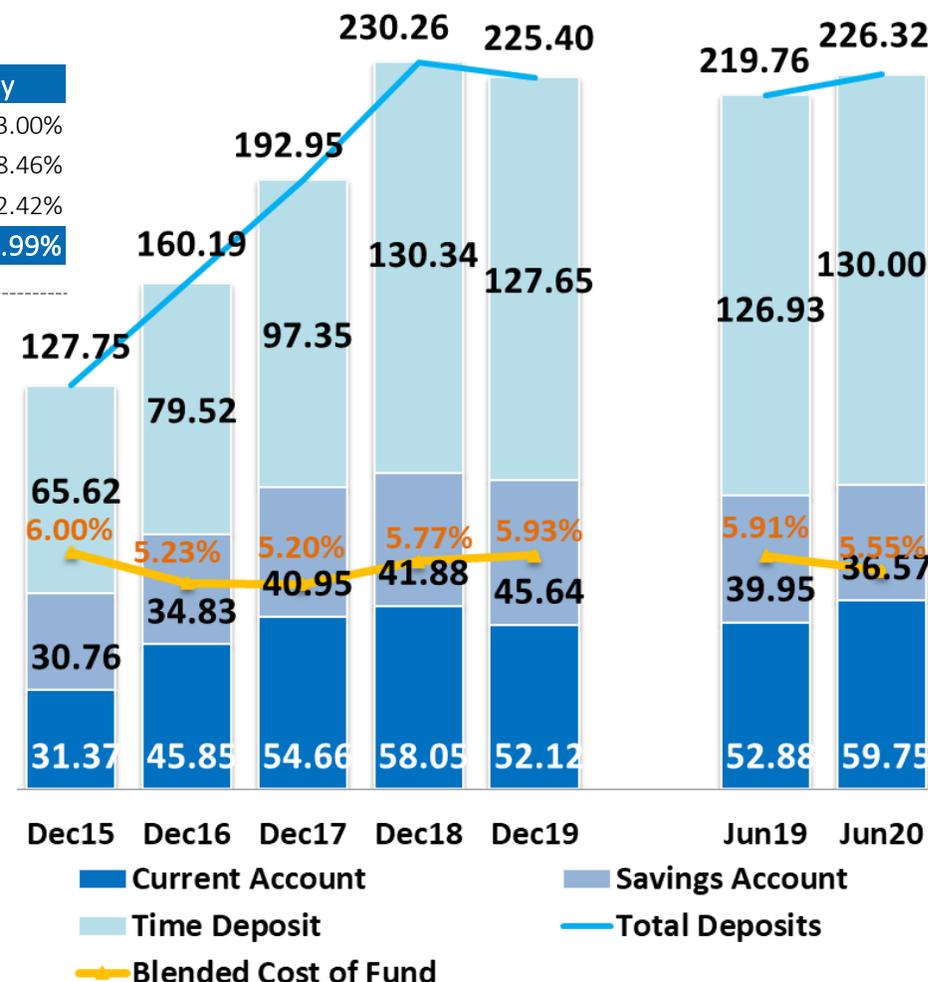
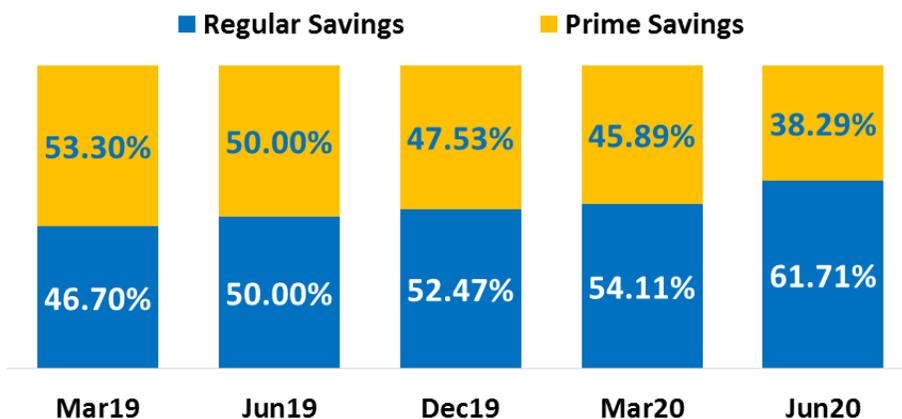
Deposits – Gradually Shifting to Low-cost Funds

Total Deposits Mix

(IDR Trillion)

Deposits	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Current Account	31.37	45.85	54.66	58.05	52.12	52.88	59.75	13.00%
Savings Account	30.76	34.83	40.95	41.88	45.64	39.95	36.57	-8.46%
Time Deposits	65.62	79.52	97.35	130.34	127.65	126.93	130.00	2.42%
Total	127.75	160.19	192.95	230.26	225.40	219.76	226.32	2.99%

Savings Account Composition

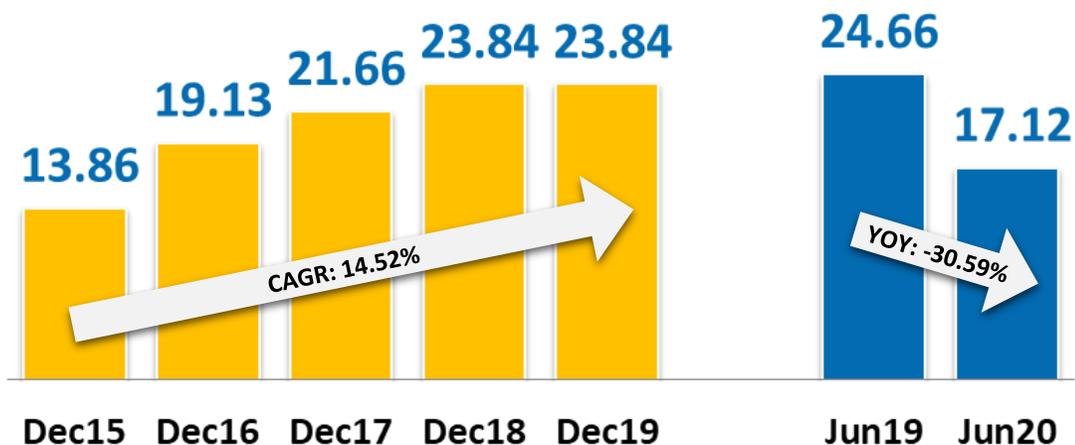


BTN has gradually shifted to low-cost funds by reducing the portion of Prime Savings Account that often result in high Interest Expenses

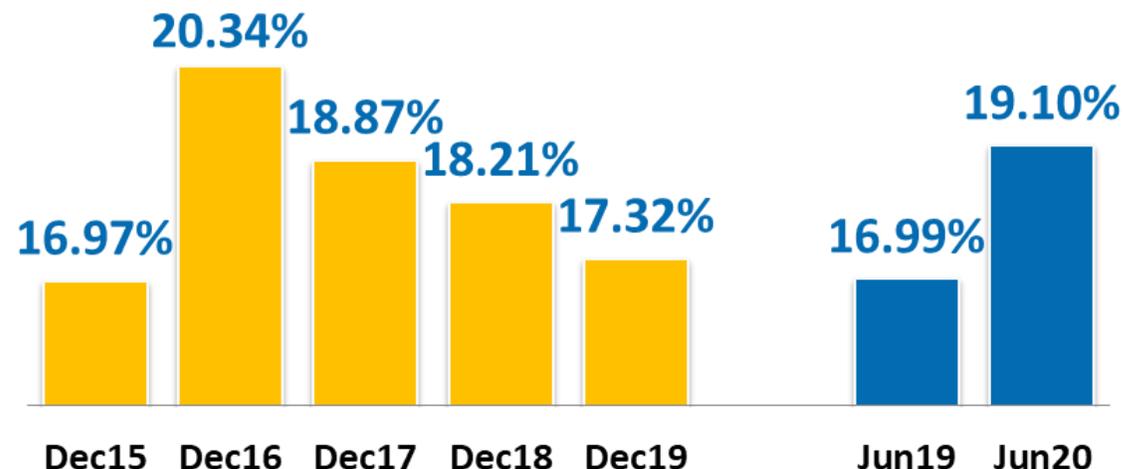
Equity (#1/2) – Strong CAR to Support Business

Total Equity

(IDR Trillion)



CAR – BI



As a result of the IFRS 9 implementation in January, Equity has declined from Rp24.66 trillion in June 2019 to become Rp17.12 trillion in June 2020

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 (#2/2) – CAR Above 19%

	2015	2016	2017	2018	2019	30-Jun-19	30-Jun-20
Tier - 1 Capital	12,172	16,443	18,727	20,460	21,037	20,908	15,822
Tier - 2 Capital	1,721	3,776	3,368	2,868	2,313	2,662	8,414
Capital on B/S	13,860	19,131	21,663	23,840	23,836	24,661	17,116
RWA - Credit Risk	70,474	86,189	101,494	109,507	113,079	116,984	103,079
RWA - Market Risk	223	344	664	1,007	802	748	1,635
RWA - Operational Risk	11,185	12,899	14,934	17,623	20,963	20,963	22,203
RWA - Total	81,882	99,432	117,092	128,138	134,844	138,695	126,916
CAR Tier – 1/(Total RWA)	14.87%	16.54%	15.99%	15.97%	15.60%	15.07%	12.47%
CAR B/S/(Total RWA)	16.93%	19.24%	18.50%	18.61%	17.68%	17.78%	13.49%
CAR BI ((Tier 1+2)/(Total RWA))	16.97%	20.34%	18.87%	18.21%	17.32%	16.99%	19.10%
CAR Tier – 2	2.10%	3.80%	2.88%	2.24%	1.72%	1.92%	6.63%
Capital Conservation Buffer		0.63%	1.25%	1.88%	2.50%	2.50%	0.00%
Countercyclical Buffer		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Capital Surcharge (D-SIB)		0.25%	0.50%	0.75%	1.00%	1.00%	1.00%

Income Statement

(IDR Billion)

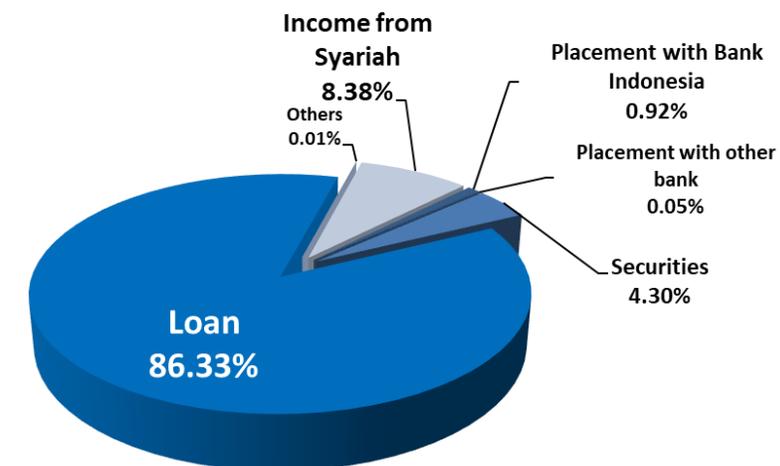
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Interest Income	15,567	17,852	20,081	22,839	25,678	12,781	12,361	-3.28%
Interest Expense	(8,700)	(9,600)	(10,637)	(12,634)	(16,600)	(8,065)	(7,922)	-1.78%
Net Interest Income	6,867	8,252	9,444	10,205	9,078	4,715	4,439	-5.86%
Other Operating Income	1,132	1,285	1,612	2,085	2,114	1,103	1,053	-4.54%
Other Operating Expense (Exclude Provisions)	(4,563)	(5,477)	(6,279)	(6,983)	(7,184)	(3,622)	(3,499)	-3.39%
Profit From Operating (Exclude Provisions)	3,435	4,060	4,776	5,308	4,009	2,196	1,993	-9.26%
Provisions	(901)	(708)	(884)	(1,714)	(3,487)	(482)	(1,037)	115.03%
Profit From Operating	2,534	3,352	3,892	3,594	522	1,714	956	-44.25%
Non Operating Income (Expense)	8	(22)	(30)	16	(111)	(19)	7	-136.91%
Profit Before Tax	2,542	3,330	3,862	3,610	411	1,695	963	-43.21%
Net Profit	1,851	2,619	3,027	2,808	209	1,306	768	-41.24%

- ❑ Managed to book ample provisioning of Rp1.04 tn, in increase of 115.03% yoy
- ❑ Booked Net Profit of Rp768 bn in the first half of 2020, better than FY 2019

Interest Income Composition

(IDR Billion)

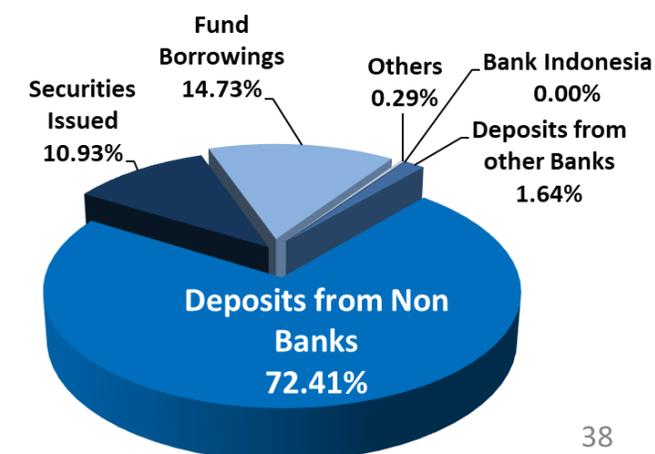
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Placement with Bank Indonesia	107	111	154	145	199	82	113	38.02%
Placement with other bank	37	56	15	35	27	8.59	6.56	-23.63%
Securities	858	971	971	853	989	438	532	21.42%
Loan	13,523	15,458	17,387	19,852	22,203	11,143	10,672	-4.23%
Others						-	2	-
Income from Syariah	1,042	1,256	1,553	1,955	2,261	1,108	1,036	-6.56%
Total	15,567	17,852	20,081	22,839	25,678	12,781	12,361	-3.28%



Interest Expense Composition

(IDR Billion)

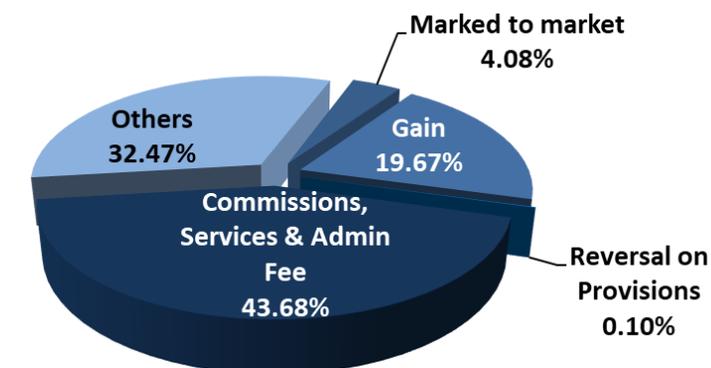
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Bank Indonesia	1.06	-	-	-	-	-	-	-
Deposits from other Banks	328	285	394	459	508	311	130	-58.19%
Deposits from Non Banks	6,750	7,363	7,946	9,498	12,679	6,196	5,736	-7.42%
Securities Issued	883	1,088	1,368	1,556	1,652	758	866	14.25%
Fund Borrowings	516	718	837	1,026	1,689	761	1,167	53.32%
Others	222	147	92	94	73	40	23	-42.61%
Total	8,700	9,600	10,637	12,634	16,600	8,065	7,922	-1.78%



Other Operating Income Composition

(IDR Billion)

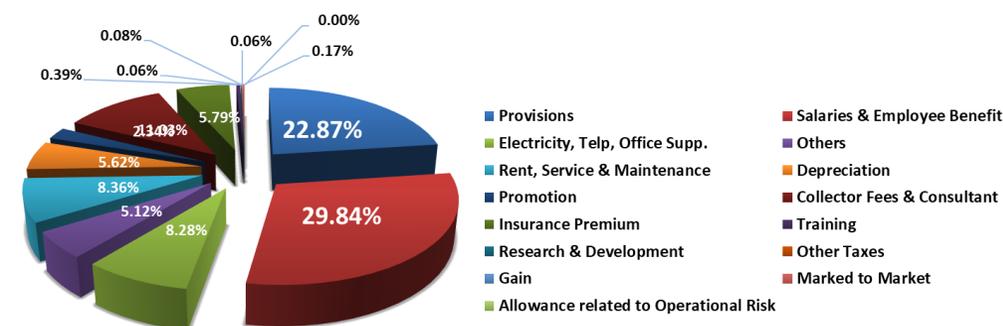
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Marked to market	-	10	7	42	23	53	43	-19.56%
Gain	170	273	396	456	623	277	207	-25.35%
Reversal on Provisions	7.51	0.10	0.02	-	0.09	0.03	1.09	3465.61%
Commissions, Services & Admin Fee	596	656	893	1,044	1,107	605	460	-23.94%
Others	358	347	315	543	360	168	342	104.15%
Total	1,132	1,285	1,612	2,085	2,114	1,103	1,053	-4.54%



Other Operating Expense Composition

(IDR Billion)

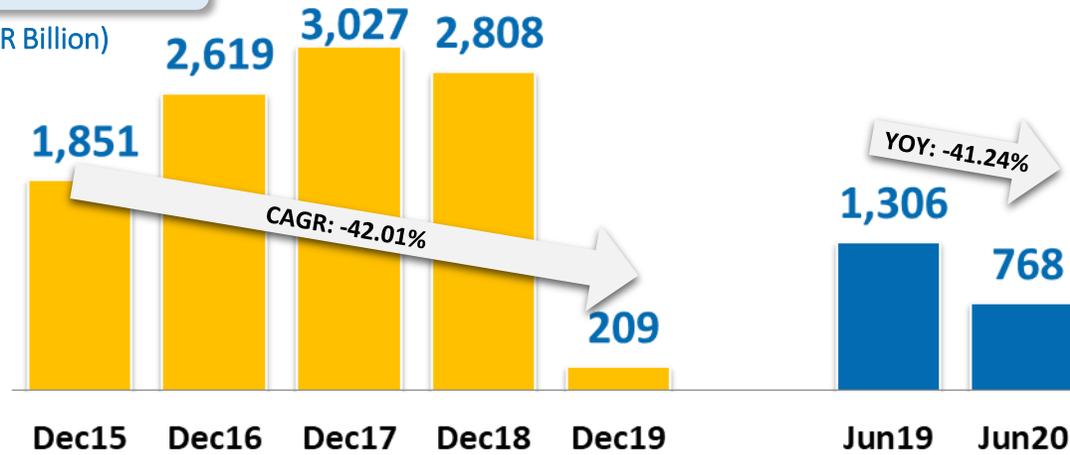
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1H 2019	1H 2020	yoy
Provisions	901	708	884	1,714	3,487	482	1,037	115.03%
Salaries & Employee Benefit	1,459	1,619	1,907	2,474	2,435	1,353	1,354	0.05%
Electricity, Telp, Office Supp.	591	660	853	877	875	388	375	-3.33%
Others	422	452	592	395	483	219	232	6.14%
Rent, Service & Maintenance	563	703	799	849	966	456	379	-16.76%
Depreciation	196	219	216	264	314	148	255	72.42%
Promotion	417	402	523	597	455	234	106	-54.65%
Collector Fees & Consultant	544	684	814	932	1,036	520	500	-3.72%
Insurance Premium	245	303	366	421	489	252	263	4.32%
Training	106	136	165	138	96	37	18	-52.04%
Research & Development	7	14	13	14	16	8	3	-66.64%
Other Taxes	8	9	10	10	12	4	4	-10.78%
Gain	4	2	0.42	11	6	3	3	-19.59%
Marked to Market	0.19	0.00	1	0.15	0.01	0.01	7.58	52738.22%
Allowance related to Operational Risk	-	274	19	-	-	-	-	-
Total	5,465	6,184	7,164	8,697	10,670	4,105	4,537	10.53%



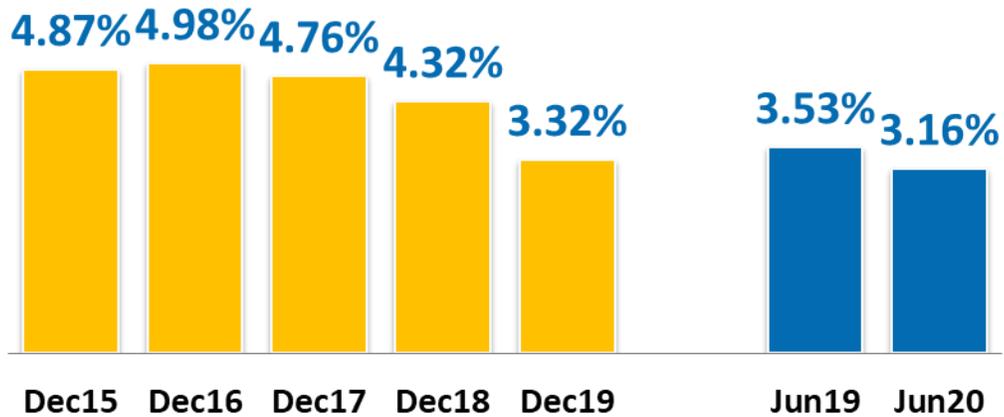
Key Financial Ratios (#1/3)

Net Profit

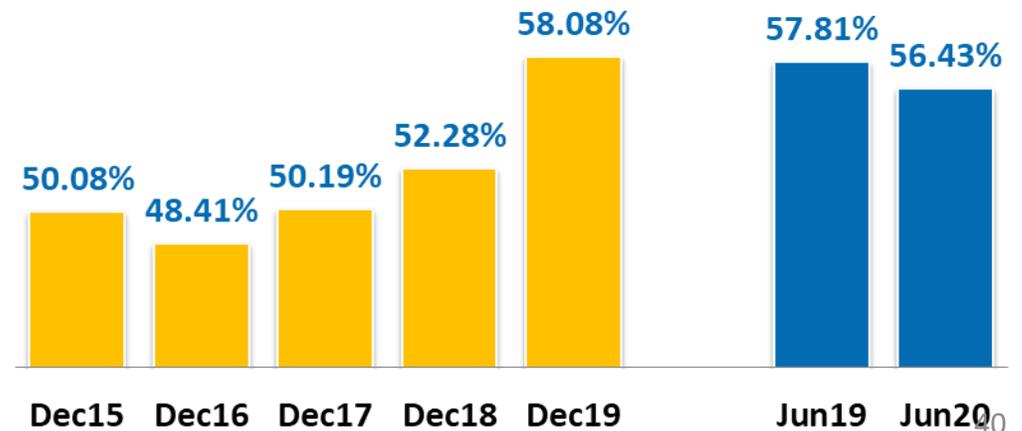
(IDR Billion)



Net Interest Margin

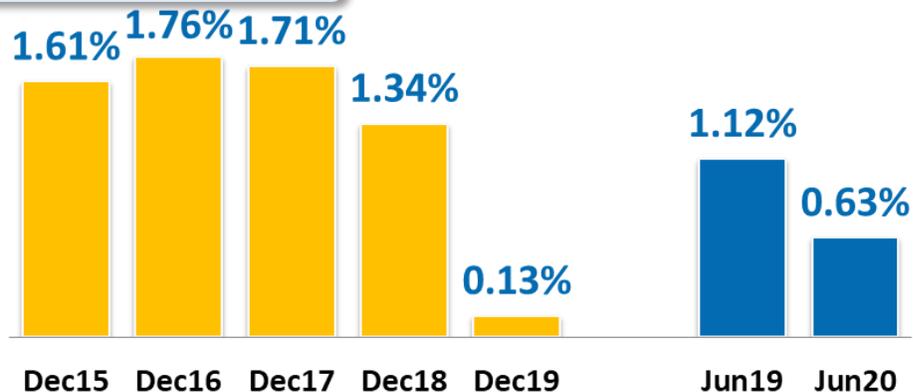


Cost to Income Ratio



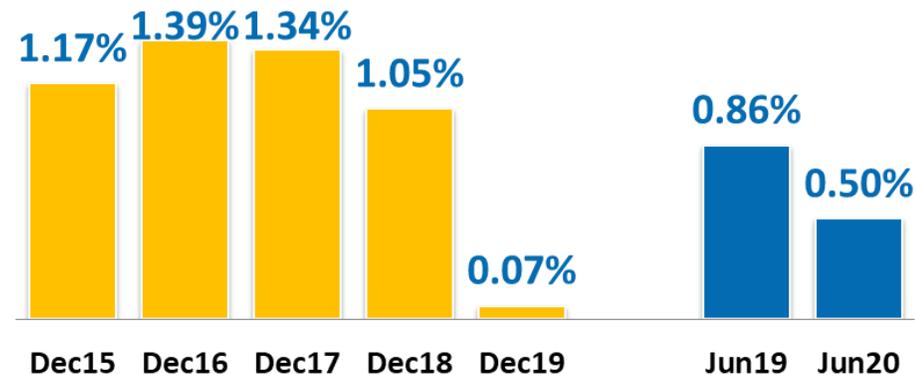
Key Financial Ratios (#2/3)

ROA¹ – Before Tax



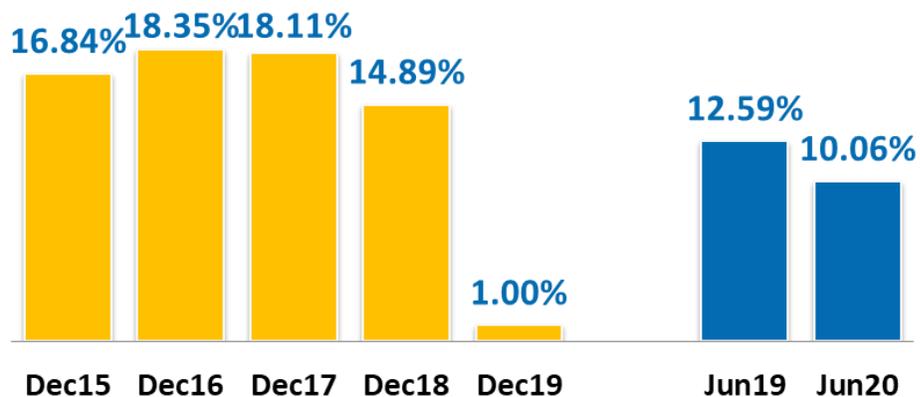
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

ROA² – After Tax



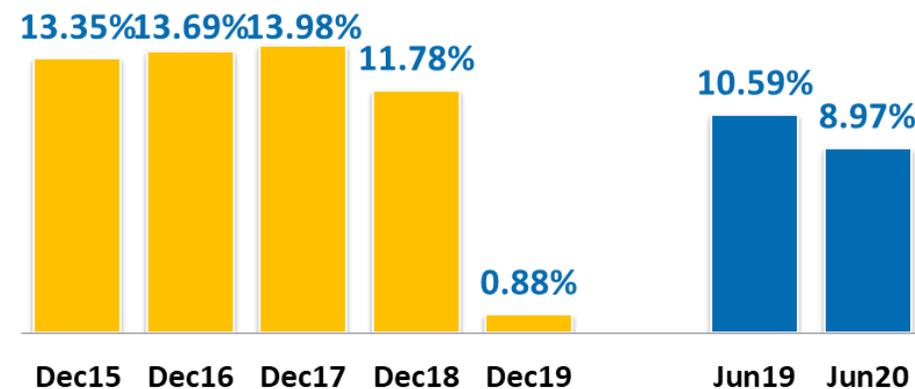
²Calculated based on net profit/average total asset

ROE³ – Tier 1 Capital



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

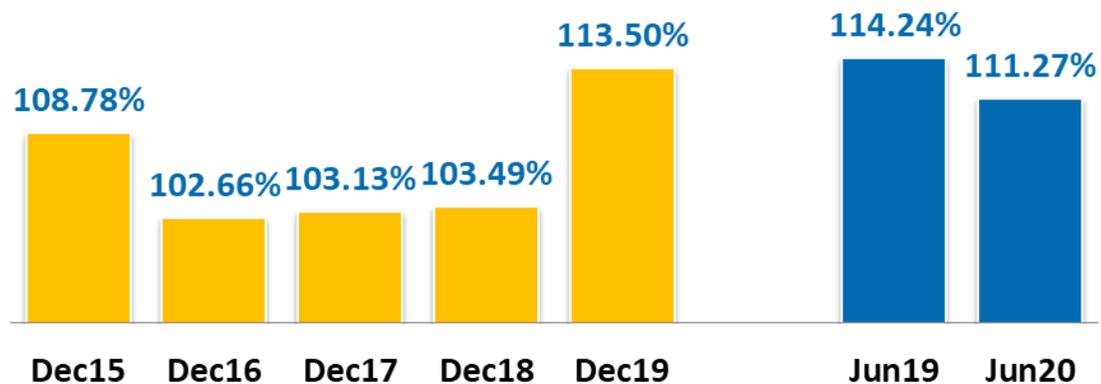
ROE⁴ – Balance Sheet



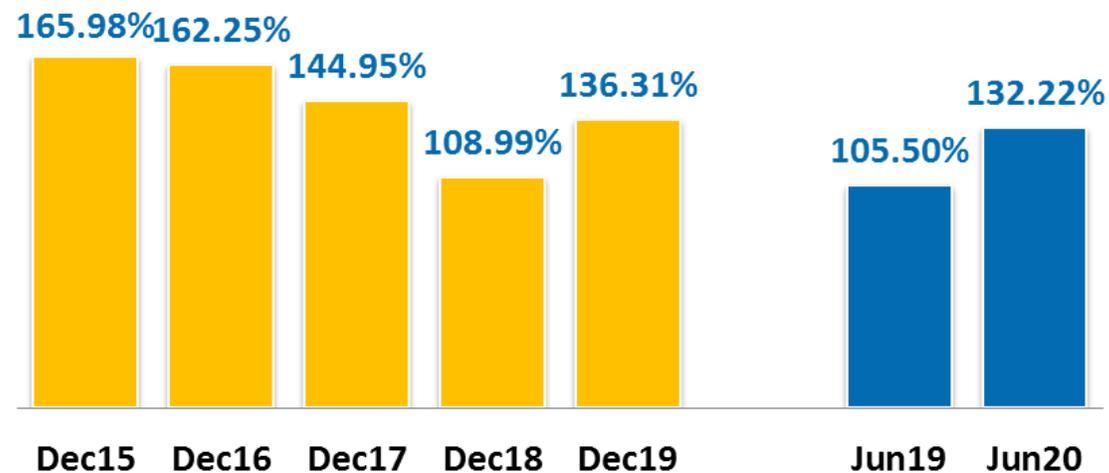
⁴Calculated based on net profit/total stakeholder's equity

Key Financial Ratios (#3/3)

Loan to Deposit Ratio



Liquidity Coverage Ratio



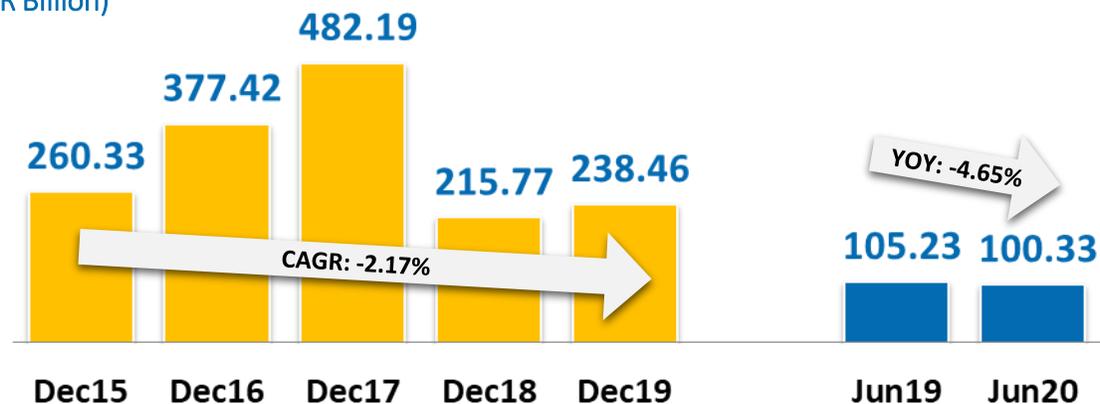


SHARIA BUSINESS

Sharia Business

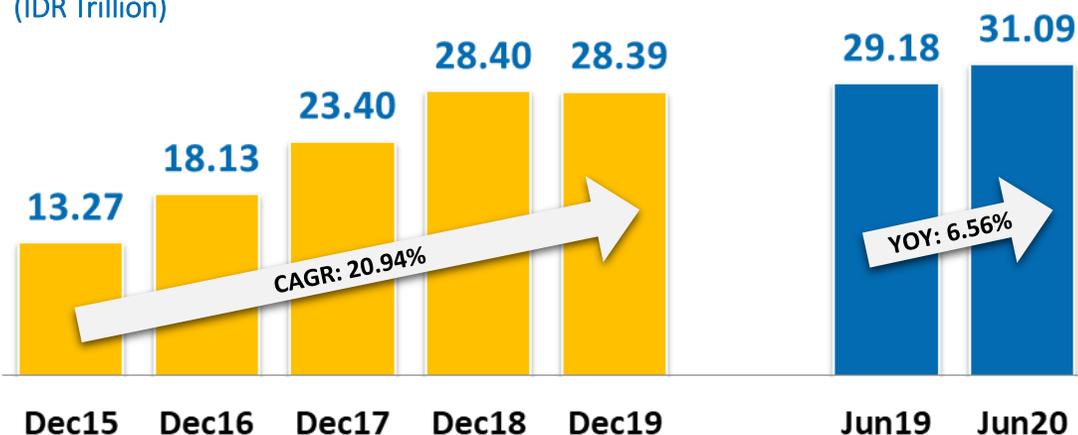
Sharia Net Profit

(IDR Billion)



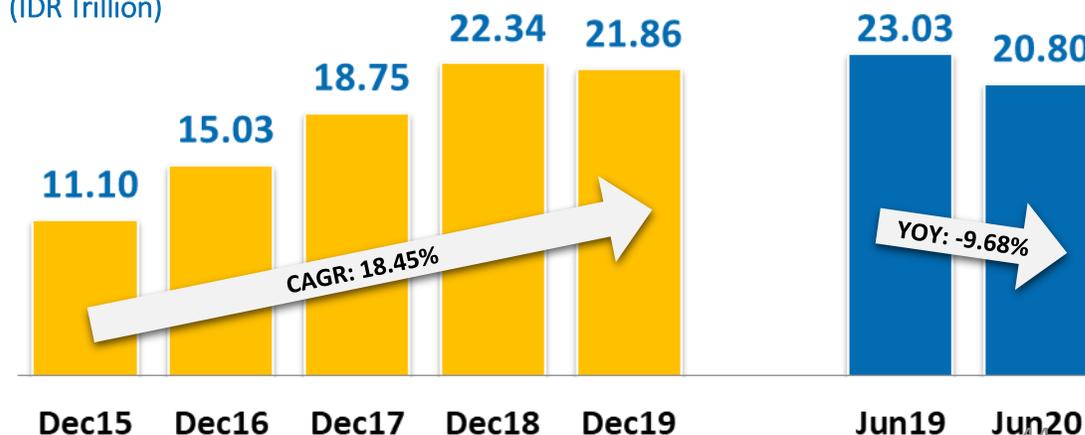
Sharia Asset

(IDR Trillion)



Sharia Deposits

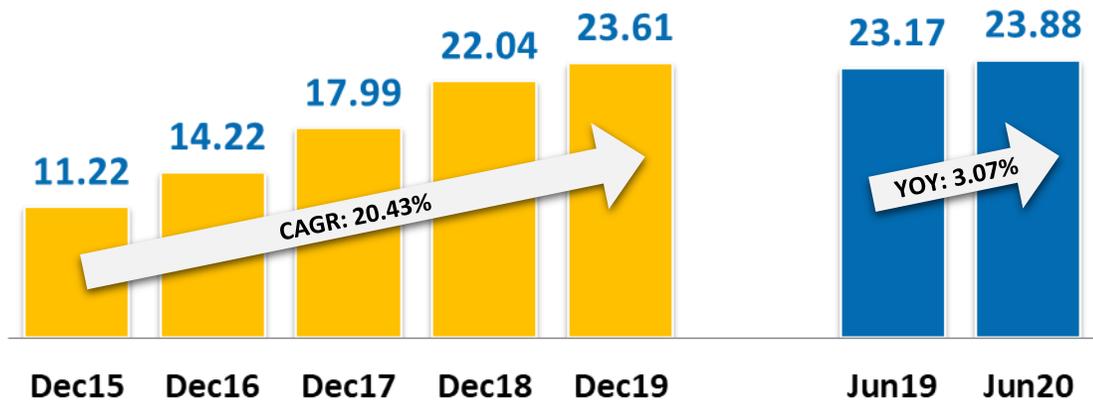
(IDR Trillion)



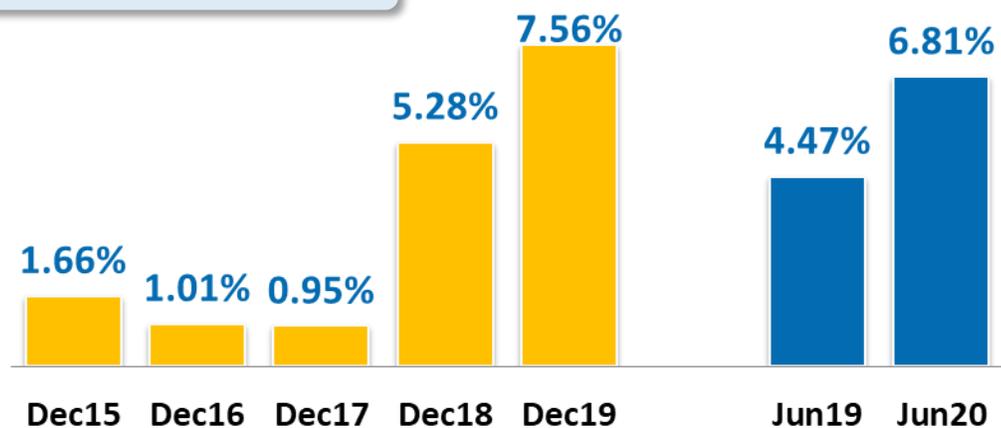
Sharia Financings & NPF

Sharia Financings

(IDR Trillion)

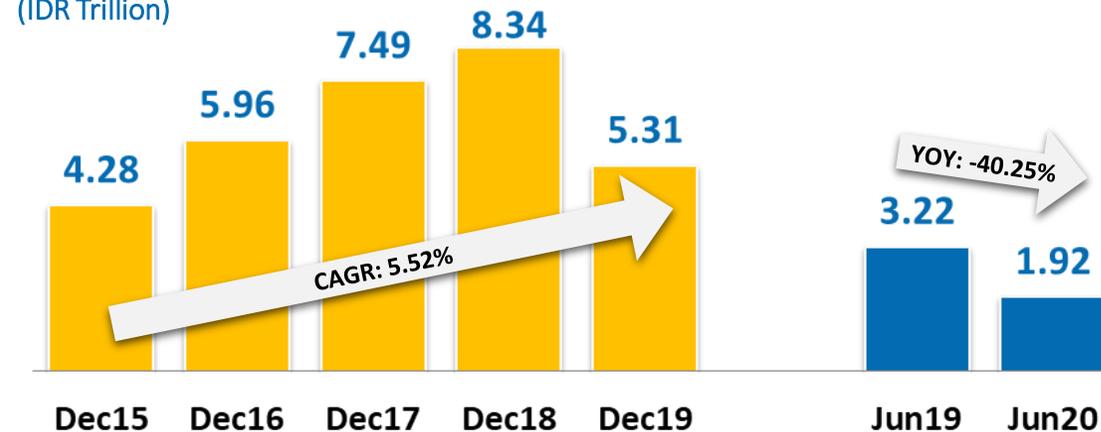


Sharia NPF (Gross)

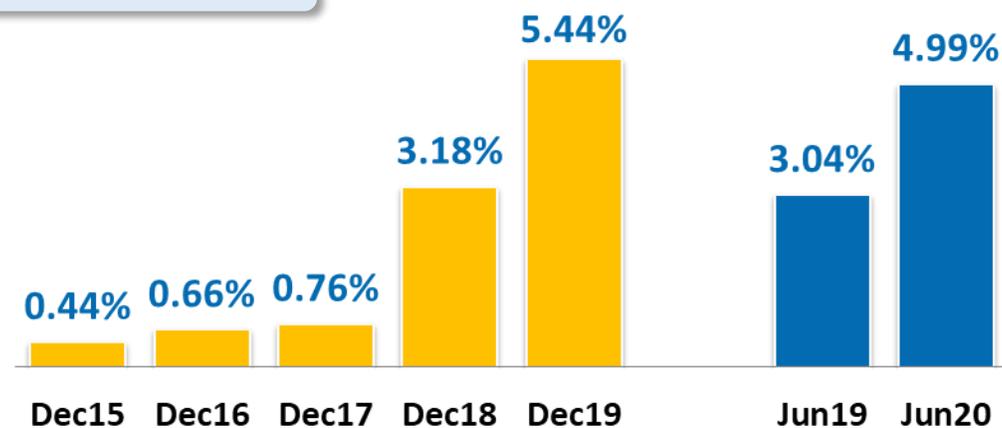


Sharia Disbursement

(IDR Trillion)



Sharia NPF (Net)



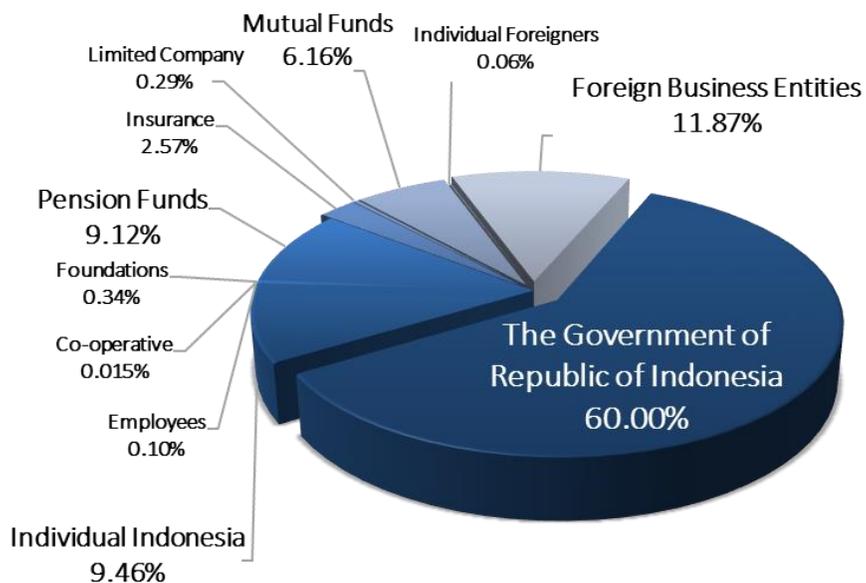


APPENDICES

Shares Information

Shares Ownership Composition as of June 30, 2020

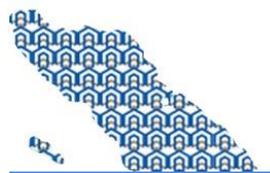
Ownership	# of Shares	%
G O I	6,354,000,000	60.00%
Public	4,236,000,000	40.00%
- Domestic	2,973,024,711	28.07%
- Foreign	1,262,975,289	11.93%
Total	10,590,000,000	100.00%



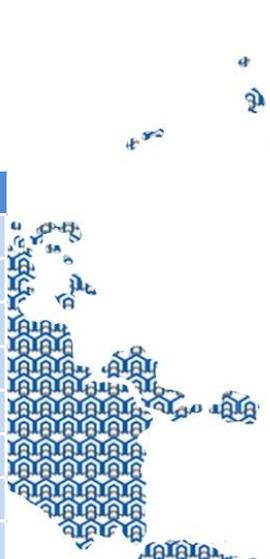
Period	Opening	Lowest	Highest	Closing	Average Volume (Lots)	PBV (x)	BVPS	Market Cap (IDR Million)
2Q 2020	840	720	1,295	1,245	1,296,728	0.77	1,616	13,184,550
2Q 2019	2,440	2,160	2,750	2,460	268,676	1.06	2,329	26,051,400
% (yoy)	-65.57%	-66.67%	-52.91%	-49.39%	382.64%	-27.08%	-30.59%	-49.39%

- 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 June 30, 2020 was IDR13.18 Trillion

Outlets

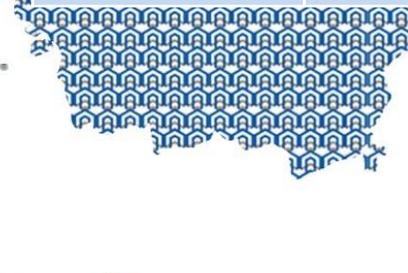


Sumatera	
Regional Offices	1
Branch Offices	12
Sub Branch Offices	54
Cash Outlets	42
Sharia Outlets	19
Priority Outlet	8
Post Offices	700
ATMs	287



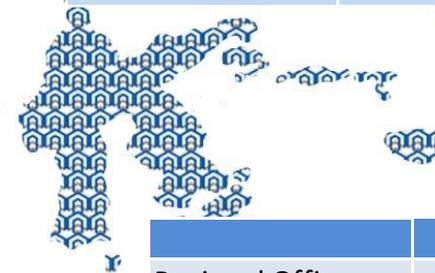
Jawa	
Regional Offices	4
Branch Offices	47
Sub Branch Offices	220
Cash Outlets	262
Sharia Outlets	60
Priority Outlet	31
Post Offices	1,621
ATMs	1,483

Kalimantan	
Regional Offices	-
Branch Offices	7
Sub Branch Offices	21
Cash Outlets	15
Sharia Outlets	5
Priority Outlet	5
Post Offices	299
ATMs	116



Bali & Nusa Tenggara	
Regional Offices	-
Branch Offices	3
Sub Branch Offices	13
Cash Outlets	8
Sharia Outlets	1
Priority Outlet	2
Post Offices	141
ATMs	62

Sulawesi	
Regional Offices	1
Branch Offices	6
Sub Branch Offices	19
Cash Outlets	18
Sharia Outlets	5
Priority Outlet	2
Post Offices	126
ATMs	120



Papua & Maluku	
Regional Offices	-
Branch Offices	3
Sub Branch Offices	3
Cash Outlets	5
Sharia Outlets	-
Priority Outlet	3
Post Offices	61
ATMs	30



	2015	2016	2017	2018	2019	2Q 2019	2Q 2020
Regional Offices	4	4	5	6	6	6	6
Branch Offices	65	65	75	76	78	76	78
Sub Branch Offices	223	243	275	304	326	314	330
Cash Outlets	479	477	484	468	358	463	350
Sharia Outlets	50	65	72	80	85	82	90
Priority Outlet	39	40	41	43	51	43	51
Total Outlets	860	894	952	977	904	984	905
Post Offices	2,951	2,951	2,951	2,951	2,950	2,948	2,948
ATMs	1,830	1,900	1,964	2,126	2,159	2,160	2,098
Employees	9,042	9,380	10,372	11,810	11,647	11,718	11,449



THANK YOU

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