

FY2022 Results Presentation

PT Bank Tabungan Negara (Persero) Tbk
Jakarta, 16 February 2023

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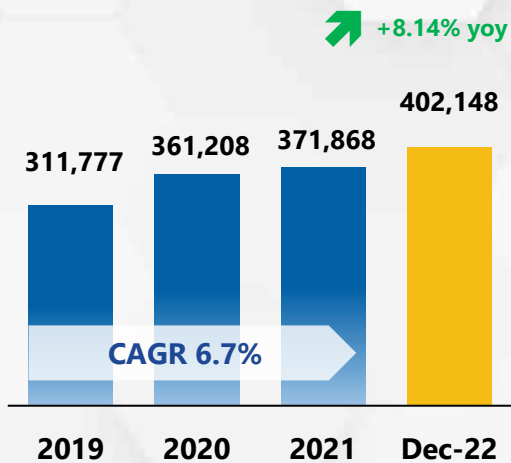
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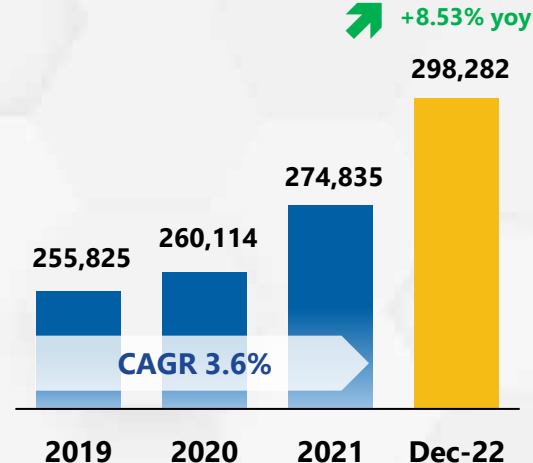
BTN Performance Overview (1/2)

Ending 2022 with outstanding performance, achieving assets of above **IDR 400 Tn**, steady loan and deposits growth, increased profitability and improve loan quality

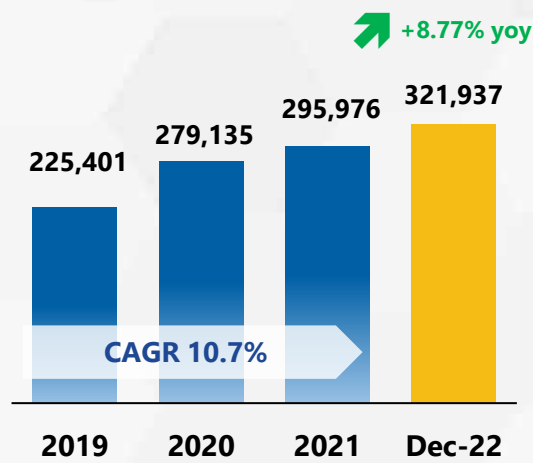
Asset (IDR Bn)



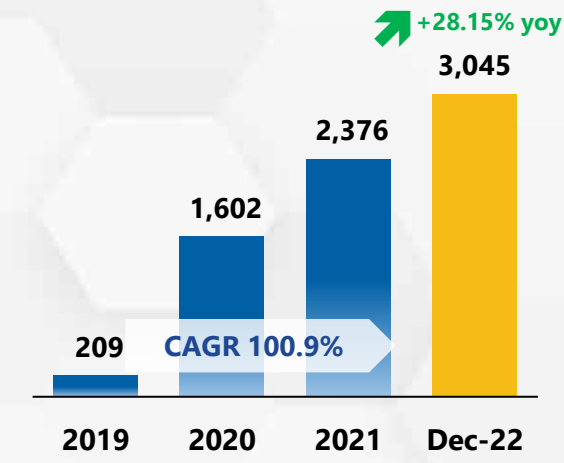
Loan & Financing (IDR Bn)



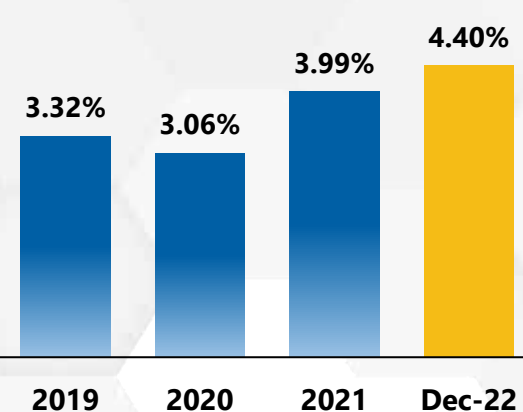
Deposits (IDR Bn)



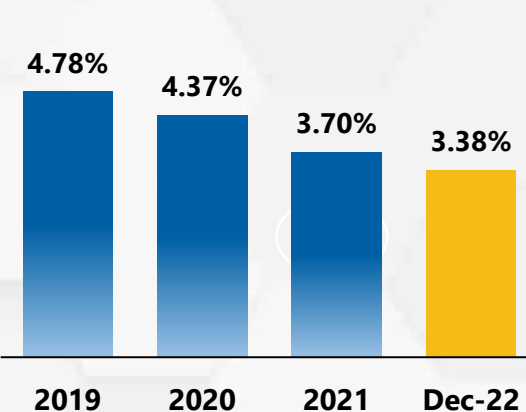
Net Profit (IDR Bn)



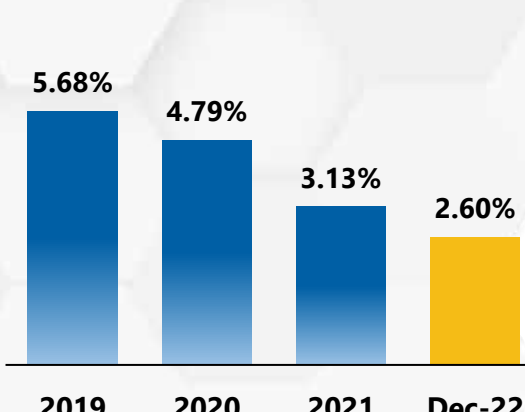
NIM (%)



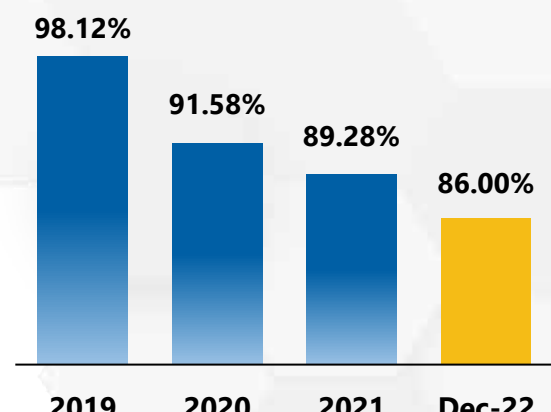
NPL Gross (%)



CoF Deposits (%)



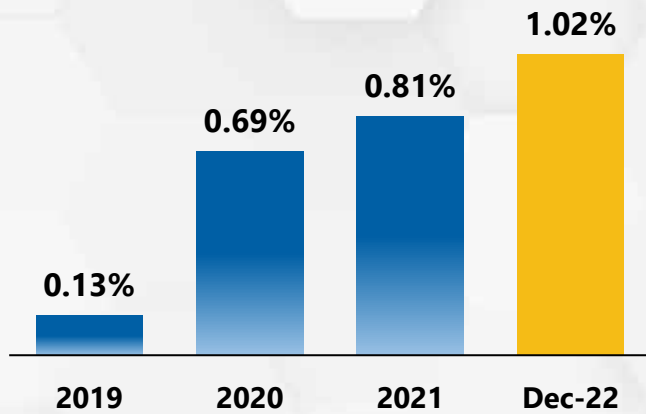
BOPO (%)



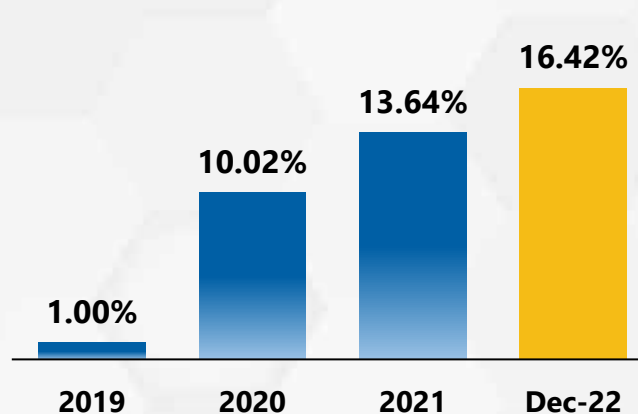
BTN Performance Overview (2/2)

Financial ratios also continue to improve with ROA and ROE constantly increasing, LDR kept optimal, and NPL coverage continuing to increase.

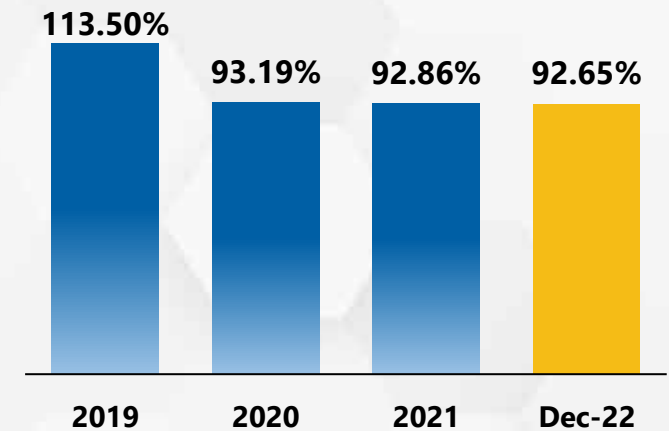
ROA (%)



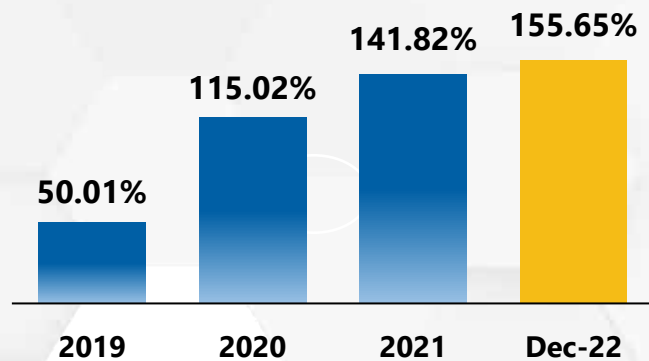
ROE (%)



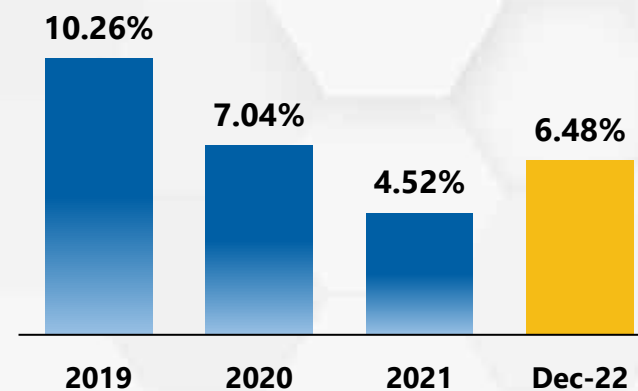
LDR (%)



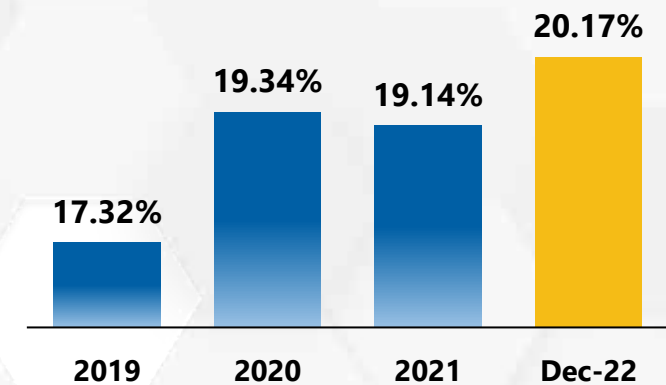
Coverage (Provision to NPL) (%)



Special Mentioned Loan (%)



CAR (%)



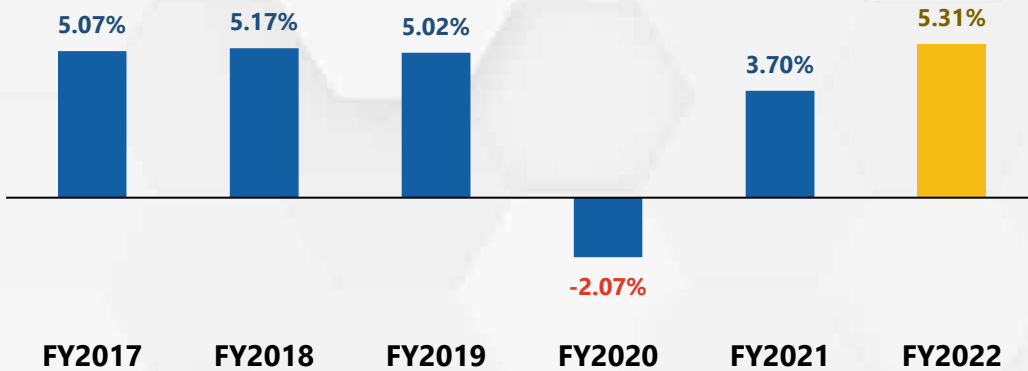
Macroeconomics & HPI



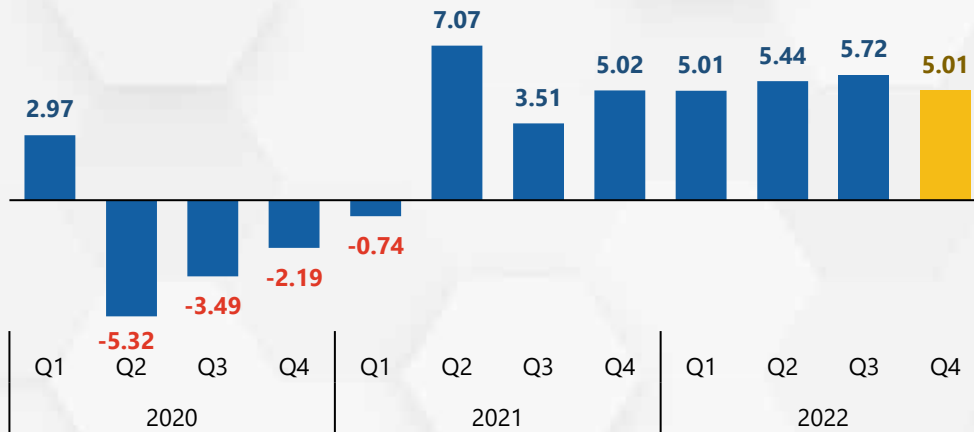
Indonesia's Economic Growth Expanded in 2022

Indonesia's economy continued to improve as annual GDP growth expanded by 5.31% in 2022. In addition, household consumption contributed the most to the increasing GDP growth with a contribution of 52.84%.

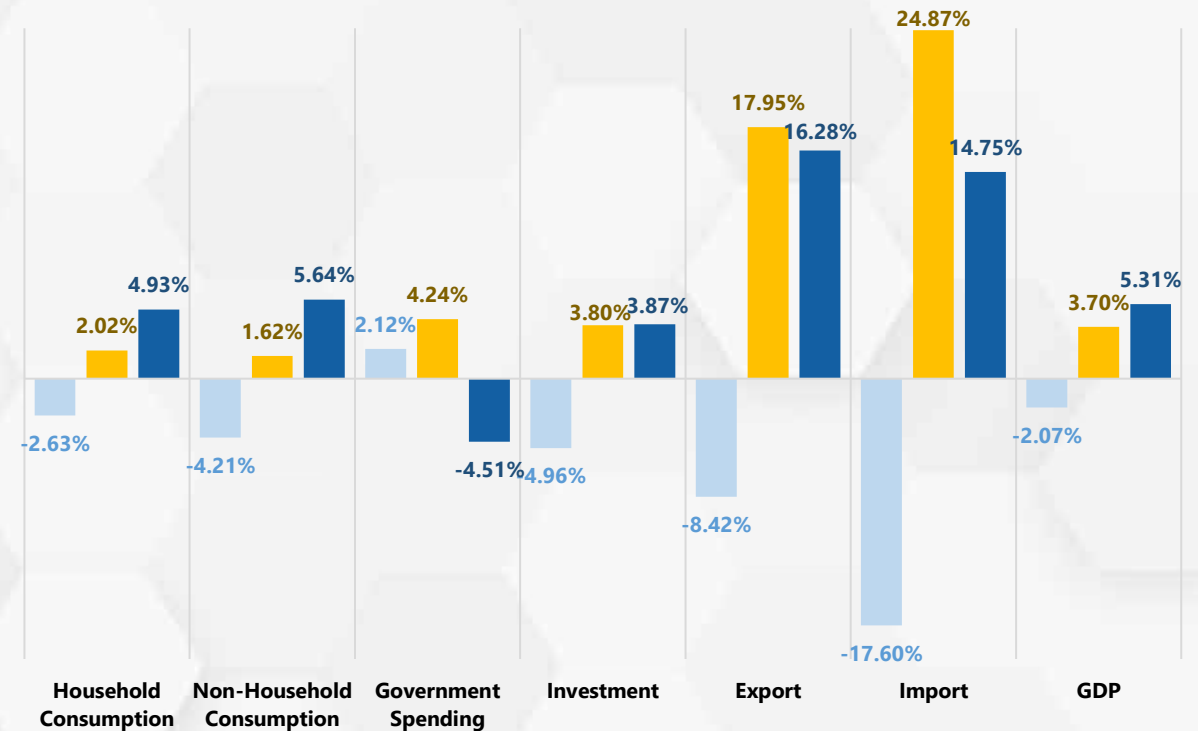
Indonesia's GDP Growth Annually (% yoy)



Indonesia's GDP Growth Quarterly (% yoy)



Indonesia's GDP Growth by Expenditure (% yoy)



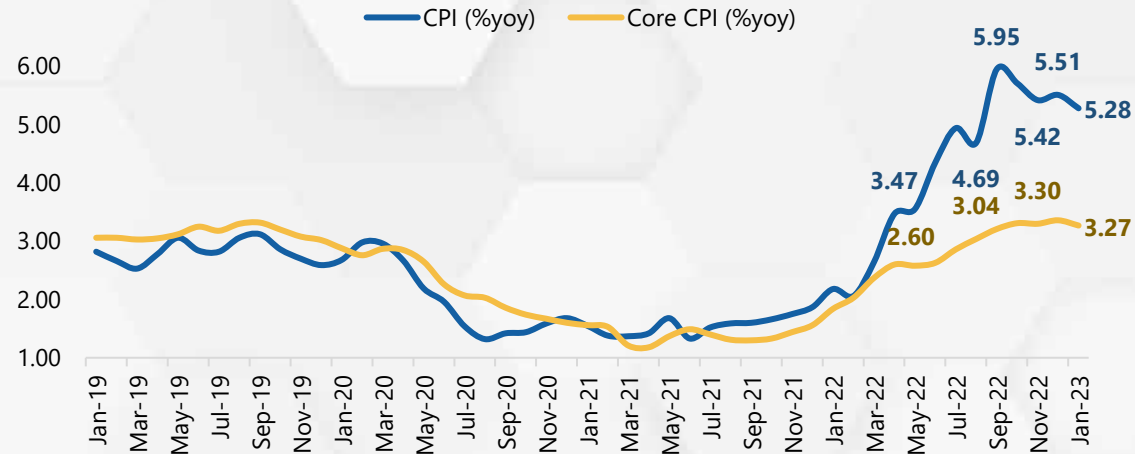
Weights of GDP (%)	Household Consumption	Non-Household Consumption	Government Spending	Investment	Export	Import
	52.84%	1.19%	7.43%	31.48%	24.41%	20.63%

- Indonesia's economic growth continued to expand after the pandemic by recording a 5.31% yoy growth. This figure was the highest since 2013, indicating a sign of revival on the economy going forward.
- Based to expenditure, import's growth declined while domestic consumptions continued to increase in 2022.

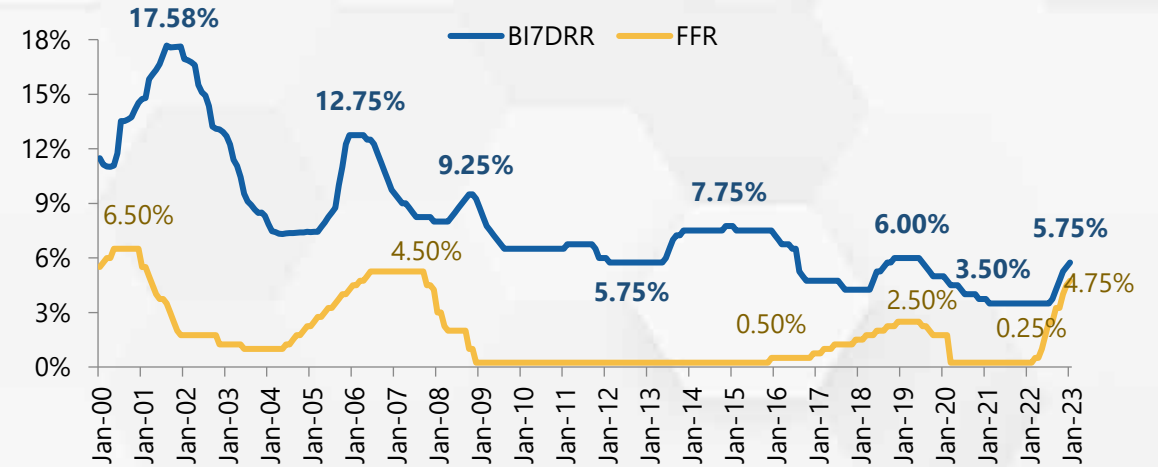
Recent Domestic Macroeconomics Movements

Domestic economy saw major improvements as shown by several indicators. CPI fell off to 5.28% YoY, while Rupiah strengthened by 3.88% ytd in January 2023 as forex reserves increases since October 2022.

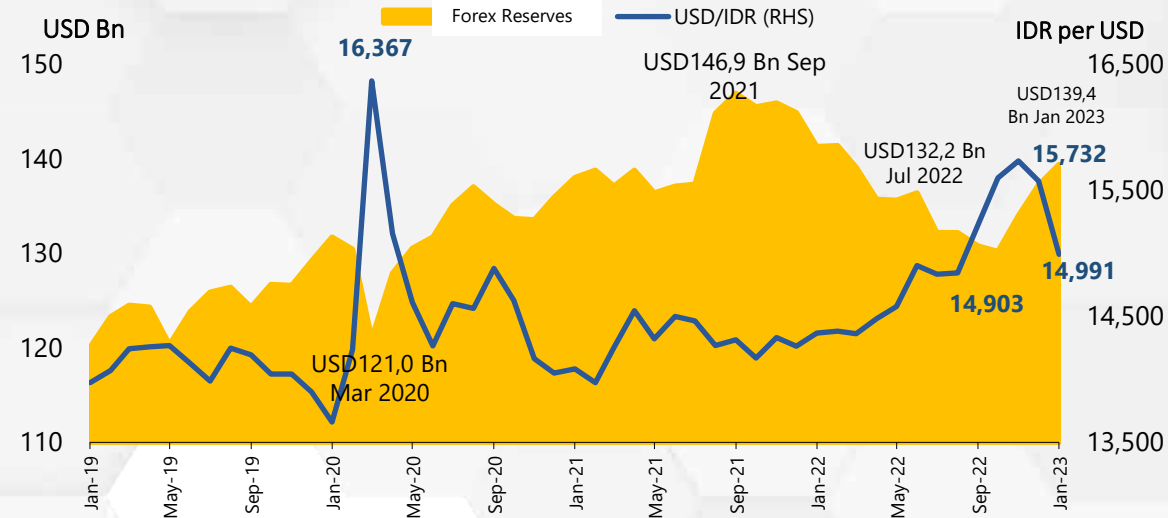
Inflation Showed a Sign of Declining



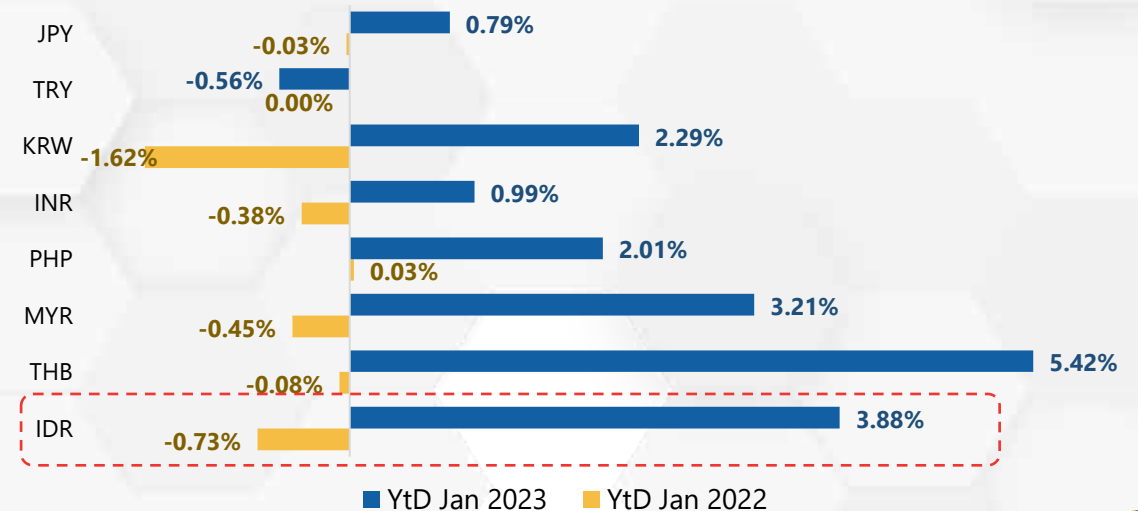
Policy Rates' Hike Slowed Down as Inflation Declined



Forex Reserves and Rupiah Movements



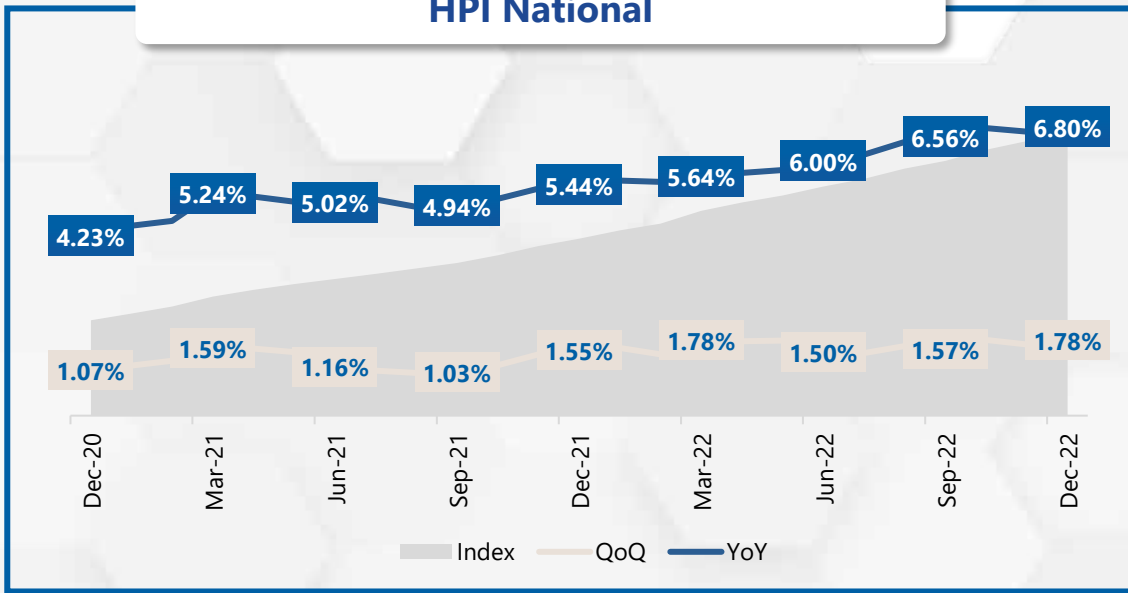
Exchange Rate Movements of Several Countries up to January 2023 (%ytd)



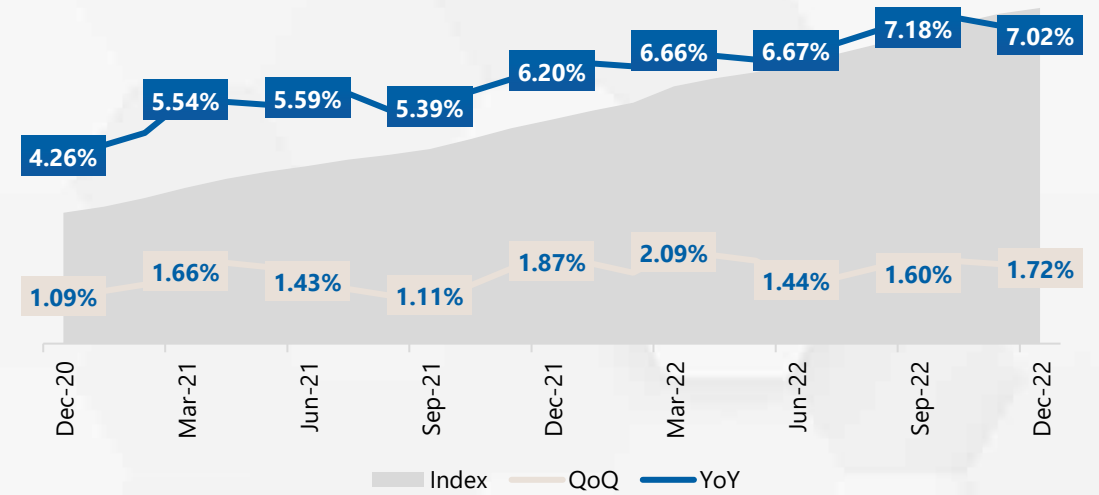
BTN House Price Index as of 4Q2022

House prices continued to grow as of 31 December 2022, with an average growth of **6.80% yoy**

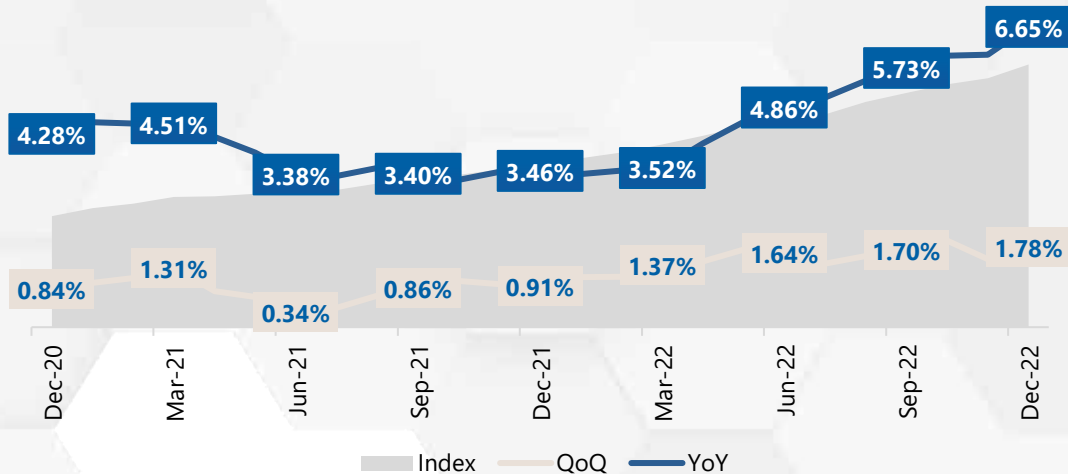
HPI National



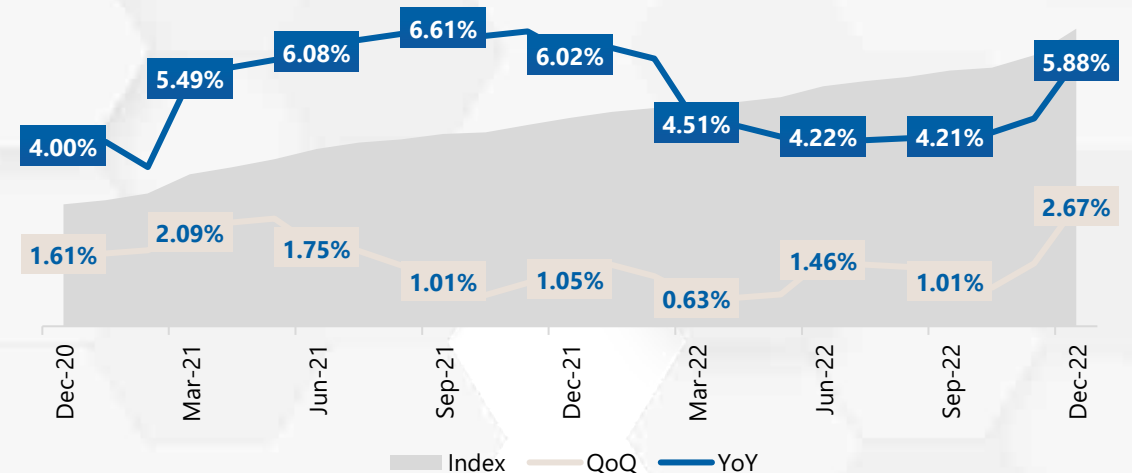
HPI Type 36



HPI Type 45



HPI Type 70

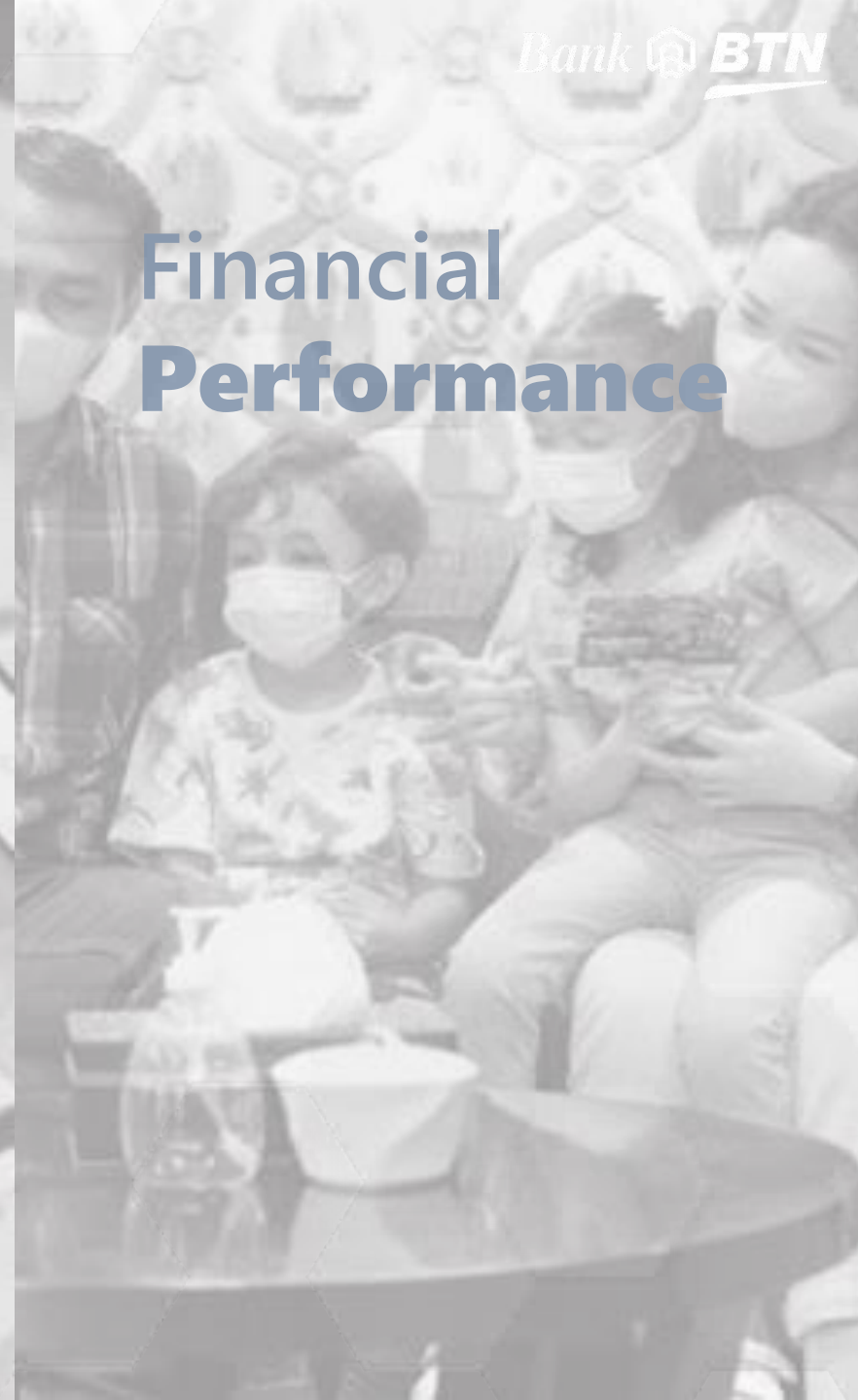




Management Notes



Strategic Initiatives



Financial Performance

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

Carrying on to excel in the housing sector through years of continuous improvements

Strategic and Productive Distribution Network

- 96 branches have been relocated to high potential areas since 2020
- **CASA Growth: ▲19.13% yoy**
- **Cost of Fund: 2.60%**

Innovative and unique mortgage products

KPR BTN Rent to Own

A combined scheme between monthly rent payment and savings allocation for future house purchases

KPR BTN Gaess

A mortgage product for the millennial generation with customized payment structure

Extensive digital mortgage ecosystem

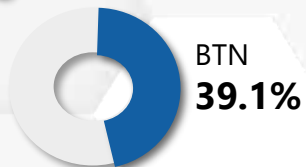
- BTN Properti
- Rumah Murah BTN
- BTN Properti for Developer
- BTN Smart Residence
- BTN Mobile

Supportive government program towards housing sector

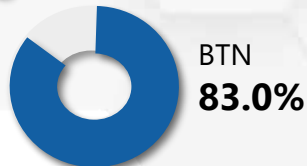
Continuous increase in the allocated subsidized housing budget provided by the government towards BTN.

Market leader in the mortgage sector

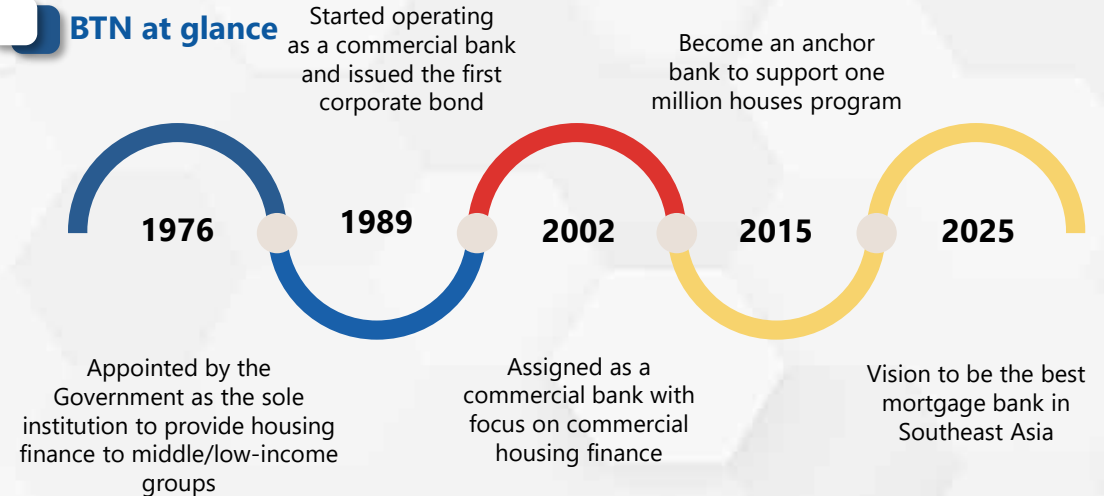
Total Mortgage



Subsidized Mortgage



BTN at glance



BTN's Competitive Advantage in the Mortgage Sector

47 years of contribution to the housing sector

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

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

Market leader and contributor to the economy

~**83%** market share of the national Subsidized Mortgages

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

Wide range of stakeholder coverage

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

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

Successful Execution of Rights Issue

The accomplishment of rights issue in 4Q2022 has secured BTN with fresh tier-1 capital, strengthening CAR to 20.17%

At glance



The government has exercised **2,066,666,648 of rights worth IDR 2.48 Tn**



1,377,777,765 of new public shares issuance worth IDR 1.65 Tn has also been well-absorbed

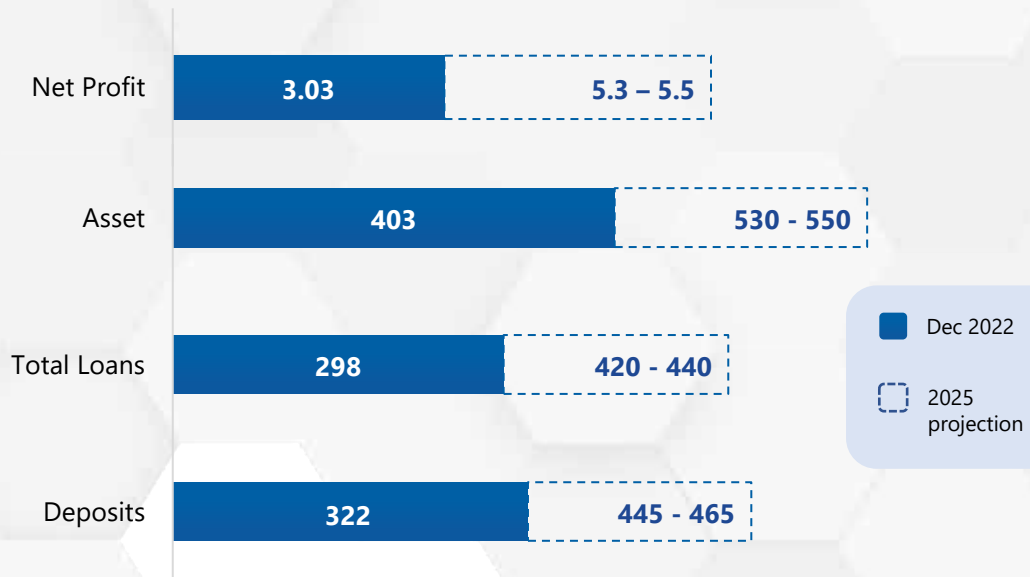


Current government portion (60%) : current public portion (40%)

Immediate impacts

- 1 Boosting mortgage disbursement capacity
- 2 Strengthening BTN's position in the mortgage market
- 3 Strengthening CAR to comfortable position

Financial Projection for 2025 (IDR Tn)



3.44 billion new shares of series B

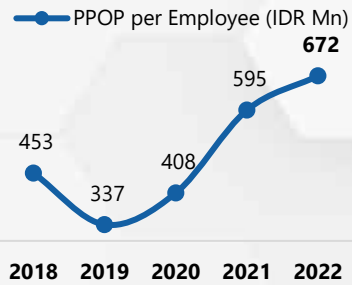


Tier 1 Capital
16.13%

▲ 233bps (yoy)

Oversubscribed
1.6x

Branch Operating Model Enhancement



- CIR maintained below 50%, **to 46.66% as of Dec 2022**
- While PPOP per employee has reached **IDR672 million**, compared to only **IDR 462 million in 2018**

Millennial Mortgage Disbursement



Subsidized Mortgage Disb.

Housing Unit **167,205**

Disb. **24.33 Tn** ▲ **32.17% yoy**
(Rp)



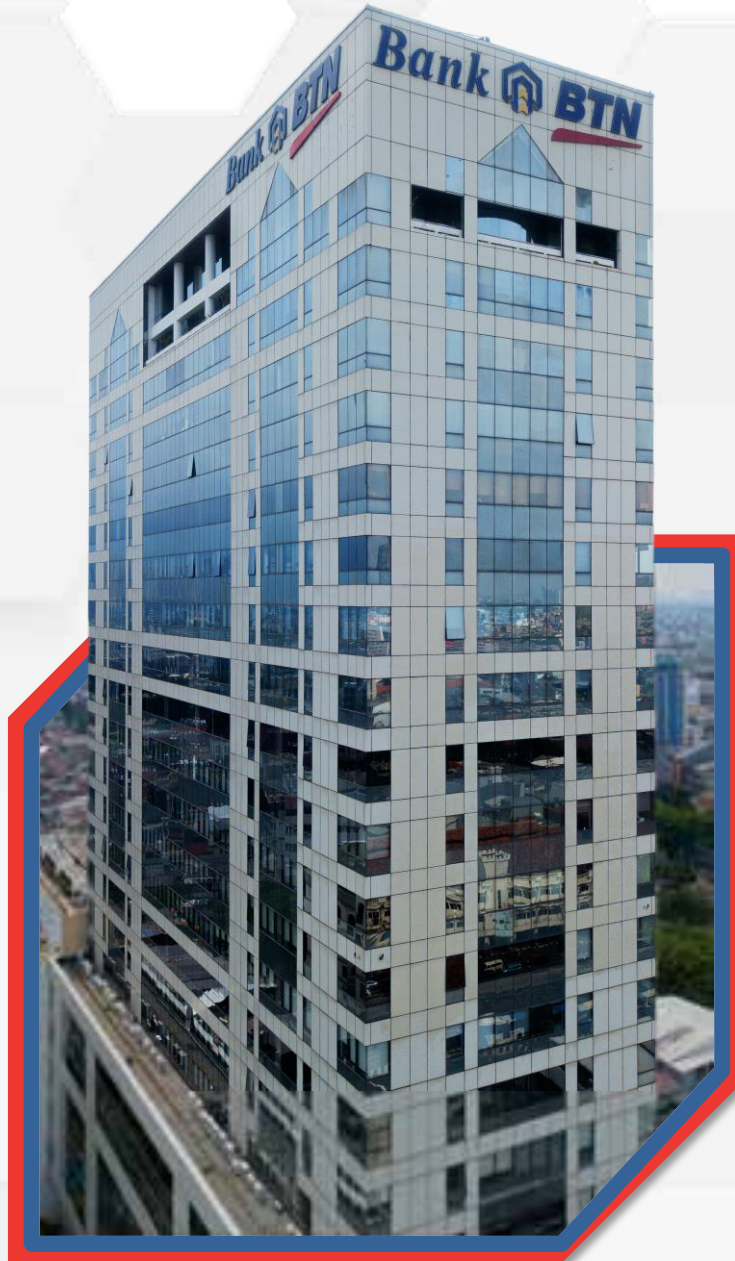
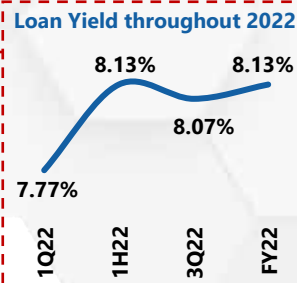
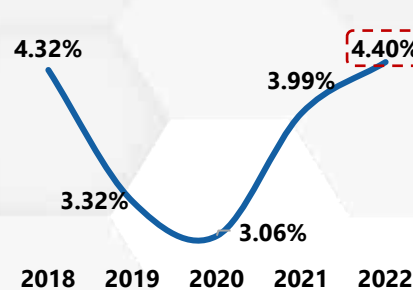
Non Subsidized Mortgage Disb.

Housing Unit **42,158**

Disb. **14.34 Tn** ▲ **30.80% yoy**
(Rp)

Expanding to High-Yield Businesses

- KUR disb. in 2022: **IDR682 Bn** ▲ **104.67% YoY**
- Home Equity loan disb. in 2022: **IDR 1.3 Tn** ▲ **23.64% YoY**
- NIM Improving since 2020 :



Progress on Bulk Asset Sales

- Target of total asset sales of **IDR1.07 Tn**, including of **IDR800 Bn** of NPLs
- Estimated free up provision of around **IDR 700 Bn**
- Target reduction of NPL by **268 bps** and LAR by **36 bps**
- First tranche scheduled to be completed in 1Q2023

Digital Mortgage Ecosystem

All-in-one ecosystem with newly launched BTN Mobile.



Direct-to-Consumer Initiatives



	Disb.	IDR Bn
2021		489
2022		994

KPR Kangen partnering with 13 property agents



	Disb.	IDR Bn
2021		1,228
2022		1,250

BTN Solusi Bundling product of deposits and loans for payroll customers

Financial Performance

Strategic Initiatives

Management Notes

Strategic Objection for 2023

Lending

- Revamping SME business model by targeting high-growth sectors in the housing ecosystem
- Developing high yield consumer loans
- Building mortgage business model for emerging affluent segment
- Continuing Asset Sales tranche II

Funding

- Building retail and wholesale transaction banking business
- Increasing product holdings and fee-based income by building up cross-selling strategy
- Wholesale funding recompositing to reduce blended cost of fund

Digital

Developing partnerships with tech start-up and digital players.

Enabler

- Optimization of centralized operations (loan processing, cash center, accounting and procurement)
- Implementing human capital roadmap of competencies development in the field of sales, digital, analytics, risk & collection.



Business Initiatives

Establishing new SME Processing Center as a platform to support MSME loan growth in BTN's focus sector

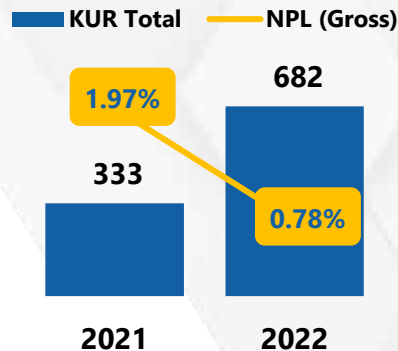
Establishing MSME Processing Center in 20 locations throughout Indonesia

Implementing new SME and Decision Engine business processes through digitization process which will be carried out to support process improvements in SMEs



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

As of Dec 2022, disbursement has been made to **5,338 borrowers** totaling **IDR682 Bn**, growing a total of **104.67% yoy**



Allocation of KUR is **IDR3 Trillion** for 2023. This budget is **400%** higher than the previous year

BPI in MSME Sector



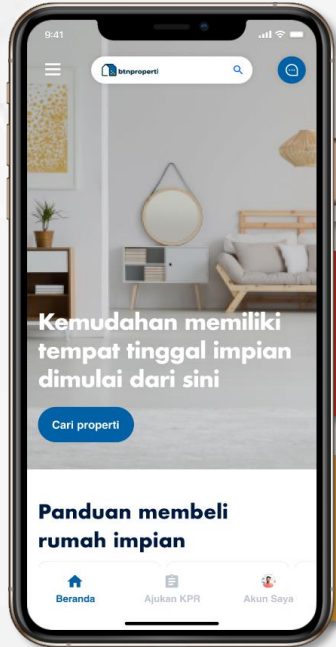
New underwriting process
Accelerate standardized process and equalize risk appetite through centralized risk analyst and risk manager units



Digital verification
Enabling faster of processes in MSME processing centers with digitization



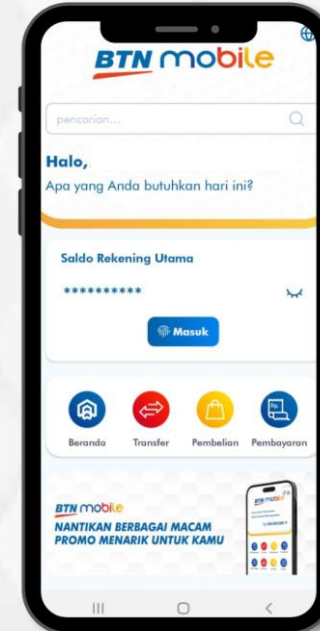
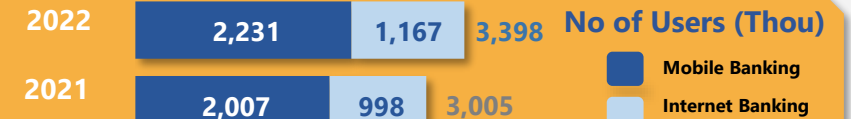
SME Decision engine
Managing loan quality in through risk management portfolio control in respective areas



BTN Properti



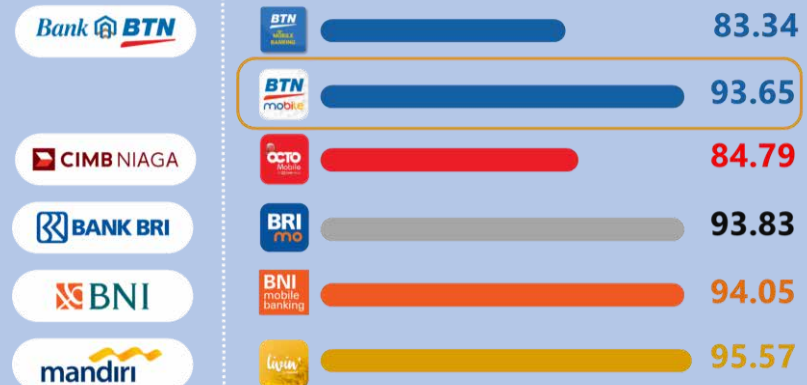
Mobile & Internet Banking



EDC Performance



Marketing Research Indicator (MRI) Survey for New BTN Mobile Performance



Significant performance improvement of New Mobile Banking to **93.65** from 83.34 with old Mobile Banking.

The New BTN Mobile – A Revitalized Experience of the Digital Housing Ecosystem (1/2)

Bringing a new take to the mobile superapp integrating all retail transactions and lending activities in one ultimate platform

Online Open Account

Open up a secondary account seamlessly through the My Account menu



Cashflow Tracker

Displays a graph of the user's cash flow in 1 year

Split Bill

Calculate your own bill payments separately with your friends



Ecosystem

Integration of access to the Bank BTN application ecosystem (BTN Property, Rumah Murah BTN, Virtual Branches and eMitra)



BTN
Properti



Rumah
Murah



Virtual
Branch

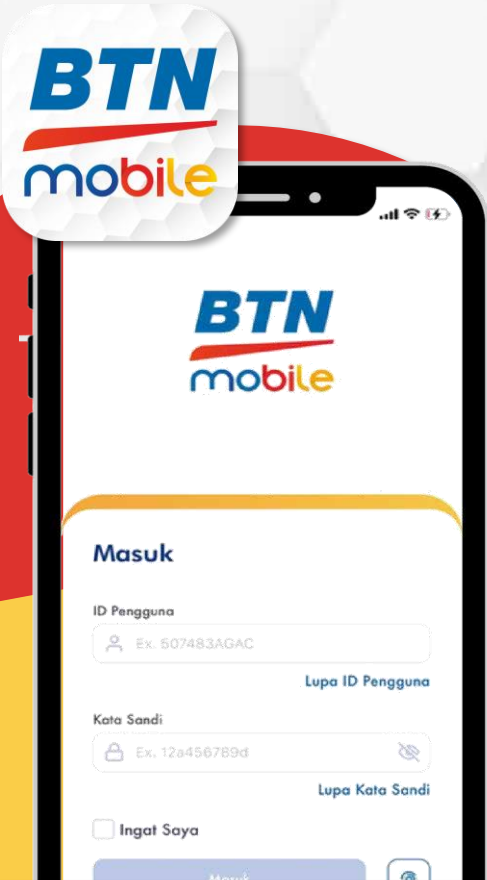


eMitra

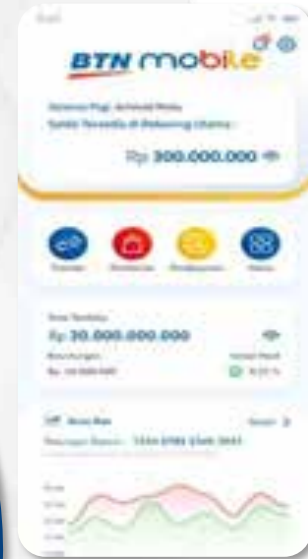
New UI/UX

Redesigned the whole New BTN Mobile user with dynamic interface, modern, simple and easier to use

BTN mobile banking keeps evolving to enhance customer experiences



1



Cashflow Tracker



Displays a graph of the user's cash flow in different time scenes (yearly, monthly, or weekly).



2

Digital Housing Ecosystem

Developing digital mortgage ecosystem to fulfill all needs to become one-stop housing financial solutions



Other Advanced Features

Biometric Login



A more secured login experience with embedded biometric verification.

Scheduler Transaction

No fear of missing out as fund transfer can now be scheduled ahead of time

Mobile Keyboard BTN



BTN Keyboard

A widget keyboard for instant fund transfer on the go or while surfing on social media

Loan Simulation



Integrated loan calculator for personal and mortgage loans.

Newly Launched in 12 February 2023



2023 Guidance

Loan Growth

10-11% YoY

Deposits Growth

10-11% YoY

Net Profit Growth

10-11% YoY

NPL Gross Ratio

< 3%

Coverage Ratio

> 160%

Financial Performance

Strategic Initiatives

Management Notes



Financial Highlights

Ongoing progress towards a more secure financial posture

Financial Highlights (IDR Bn)	Full Year of					Growth 2021-2022
	2018	2019	2020	2021	2022	
Total Assets	306,436	311,777	361,208	371,868	402,148	8.14% yoy
Total Loan & Financing	238,298	255,825	260,114	274,835	298,282	8.53% yoy
Total Deposits	230,264	225,401	279,135	295,976	321,937	8.77% yoy
Net Profit	2,808	209	1,602	2,376	3,045	28.15% yoy
Equity	23,840	23,836	19,988	21,407	25,909	21.03% yoy
CAR (Tier 1)	15.97%	15.60%	13.64%	13.80%	16.13%	233 bps
CAR (BI)	18.21%	17.32%	19.34%	19.14%	20.17%	104 bps
N I M	4.32%	3.32%	3.06%	3.99%	4.40%	41 bps
C I R	52.28%	58.08%	53.85%	48.18%	46.66%	(152) bps
ROE	14.89%	1.00%	10.02%	13.64%	16.42%	278 bps
ROA	1.34%	0.13%	0.69%	0.81%	1.02%	21 bps
NPL (Gross)	2.81%	4.78%	4.37%	3.70%	3.38%	(32) bps
NPL (Nett)	1.83%	2.96%	2.06%	1.20%	1.32%	12 bps
Coverage Ratio	49.24%	50.01%	115.02%	141.82%	155.65%	1,383 bps
LDR	103.49%	113.50%	93.19%	92.86%	92.65%	(20) bps
LCR	108.99%	136.31%	256.32%	283.16%	238.50%	(4.466) bps

Balance Sheet

Growth of earning assets driven by loans and financing, whilst of liabilities growth is driven by current account

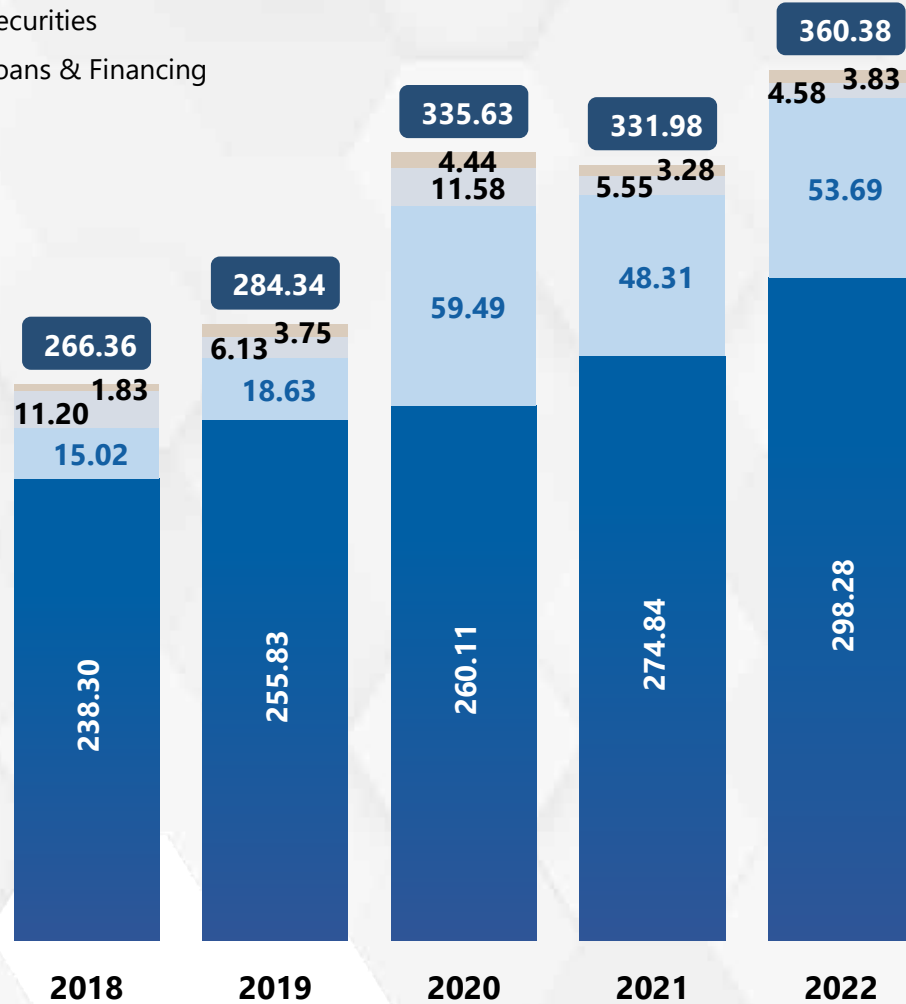
Balance Sheet Summary (IDR Bn)	Full Year of					Growth 2021-2022	
	2018	2019	2020	2021	2022		
Total Earning Assets	266,356	284,338	335,630	331,979	360,379	8.55%	yoy
Term Deposit with BI	11,204	6,134	11,583	5,550	4,578	-17.52%	yoy
Total Loan & Financing	238,298	255,825	260,114	274,835	298,282	8.53%	yoy
Government Bond/Securities	15,021	18,628	59,494	48,313	53,688	11.13%	yoy
Other Earning Assets	1,833	3,751	4,439	3,281	3,831	16.78%	yoy
Provision on Earning Asset	(3,320)	(6,145)	(13,066)	(14,440)	(15,679)	8.58%	yoy
Total Non Earning Assets	43,401	33,584	38,645	54,329	57,449	5.74%	yoy
Total Assets	306,436	311,777	361,208	371,868	402,148	8.14%	yoy
CASA	99,927	97,754	114,764	131,120	156,202	19.13%	yoy
Current Account	58,049	52,117	72,045	79,199	114,007	43.95%	yoy
Saving Account	41,877	45,638	42,719	51,922	42,195	-18.73%	yoy
Time Deposits	130,337	127,647	164,371	164,856	165,736	0.53%	yoy
Third Party Deposits	230,264	225,401	279,135	295,976	321,937	8.77%	yoy
Securities issued	17,036	19,784	15,810	12,372	8,652	-30.06%	yoy
Deposits from Other Banks	6,249	4,522	35	74	179	143.02%	yoy
Repurchase Agreements	948	947	0	0	0	0.00%	yoy
Borrowings	18,499	28,465	34,002	30,822	33,979	10.24%	yoy
Non Interest Bearing Liabilities	9,599	8,823	12,238	11,218	11,491	2.43%	yoy
Total Liabilities	282,596	287,941	341,221	350,462	376,239	7.36%	yoy
Total Equity	23,840	23,836	19,988	21,407	25,909	21.03%	yoy
Total Liabilities & Equity	306,436	311,777	361,208	371,868	402,148	8.14%	yoy

Asset & Earning Asset Composition

Increasing portion in earning assets

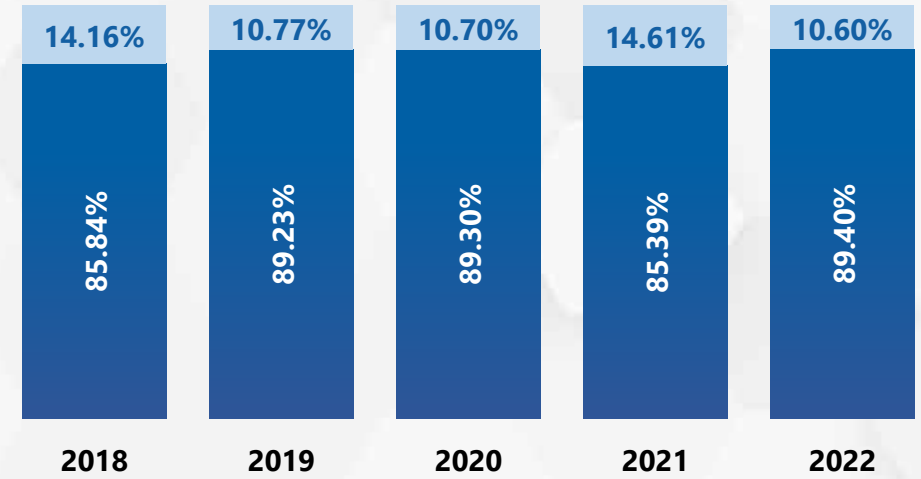
Total Earning Asset (IDR – Bn)

- Other Earning Asset
- Term Deposit With BI
- Securities
- Loans & Financing

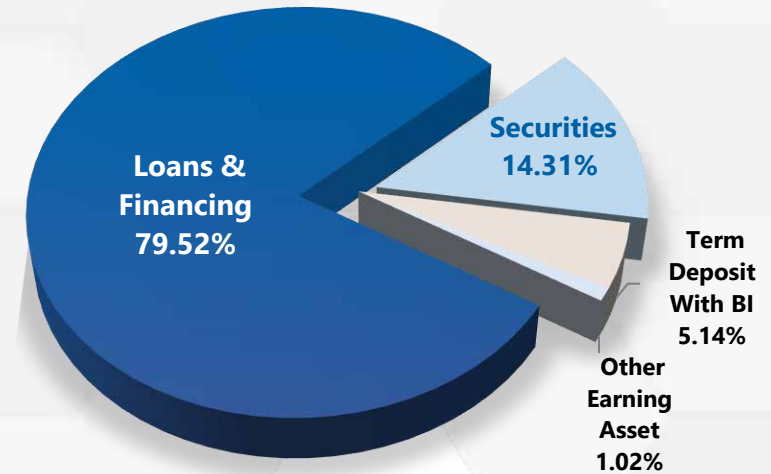


Asset Composition

- Non Earning Asset
- Earning Asset



Earning Asset Composition



Loan Mix

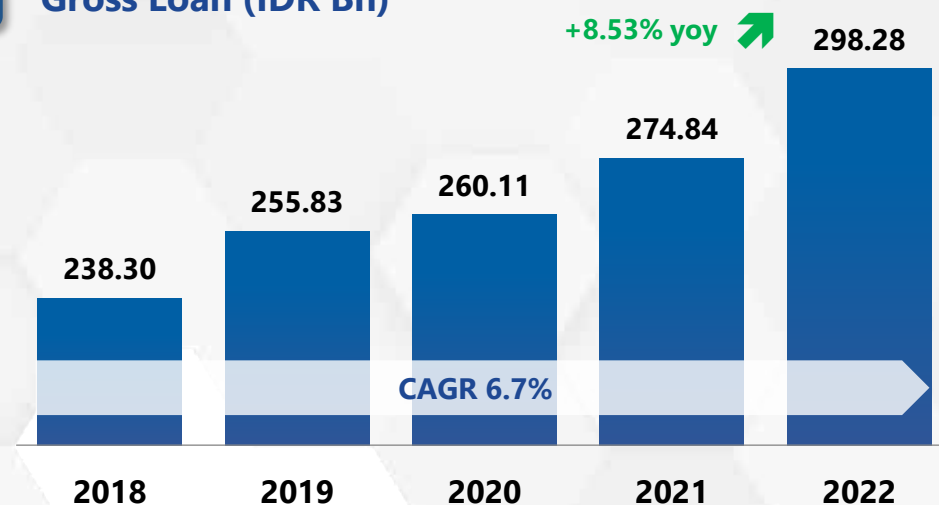
Focus on housing-related higher yield whilst excelling in mortgages

Loan Type (IDR Bn)	2018		2019		2020		2021		2022		Growth 2021-2022
	Outs	% Shares	Outs	% Shares	Outs	% Shares	Outs	% Shares	Outs	% Shares	
Housing Loan	213,619	89.64%	229,522	89.72%	234,785	90.26%	244,823	89.08%	261,705	87.74%	6.90% yoy
Subsidized Mortgage	98,173	41.20%	111,130	43.44%	120,720	46.41%	130,683	47.55%	145,860	48.90%	11.61% yoy
Non Subsidized Mortgage	77,760	32.63%	80,649	31.52%	79,938	30.73%	83,251	30.29%	87,824	29.44%	5.49% yoy
Other Housing Loan	8,426	3.54%	8,032	3.14%	7,256	2.79%	6,976	2.54%	6,970	2.34%	-0.08% yoy
Construction Loan	29,261	12.28%	29,711	11.61%	26,871	10.33%	23,914	8.70%	21,051	7.06%	-11.97% yoy
Non Housing Loan	24,679	10.36%	26,303	10.28%	25,329	9.74%	30,012	10.92%	36,576	12.26%	21.87% yoy
Consumer Loan	5,695	2.39%	4,896	1.91%	5,119	1.97%	6,559	2.39%	7,010	2.35%	6.87% yoy
Commercial Loan	18,984	7.97%	9,032	3.53%	8,270	3.18%	9,512	3.46%	11,563	3.88%	21.57% yoy
Corporate Loan			12,375	4.84%	11,940	4.59%	13,942	5.07%	18,004	6.04%	29.14% yoy
Total Loan & Financing	238,298	100.00%	255,825	100.00%	260,114	100.00%	274,835	100.00%	298,282	100.00%	8.53% yoy

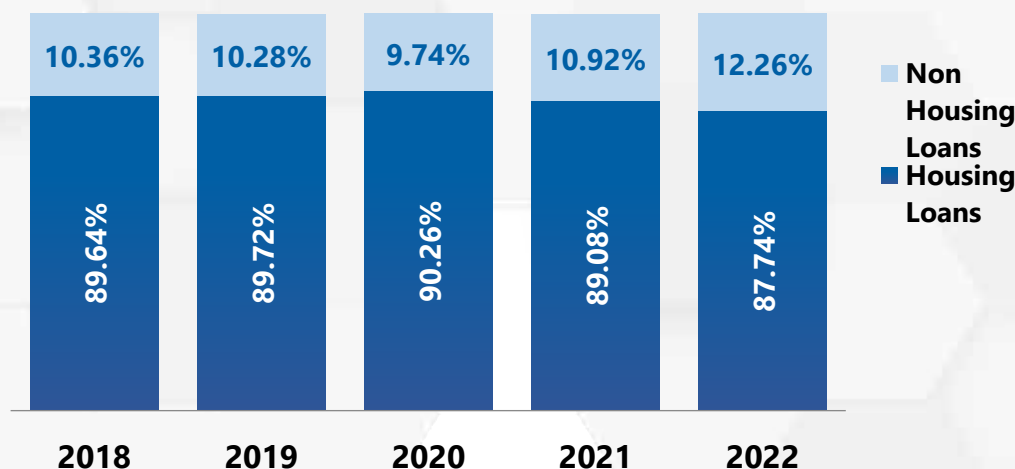
*) Reclassified

Note: Figures on graph and table include Sharia Financing

Gross Loan (IDR Bn)



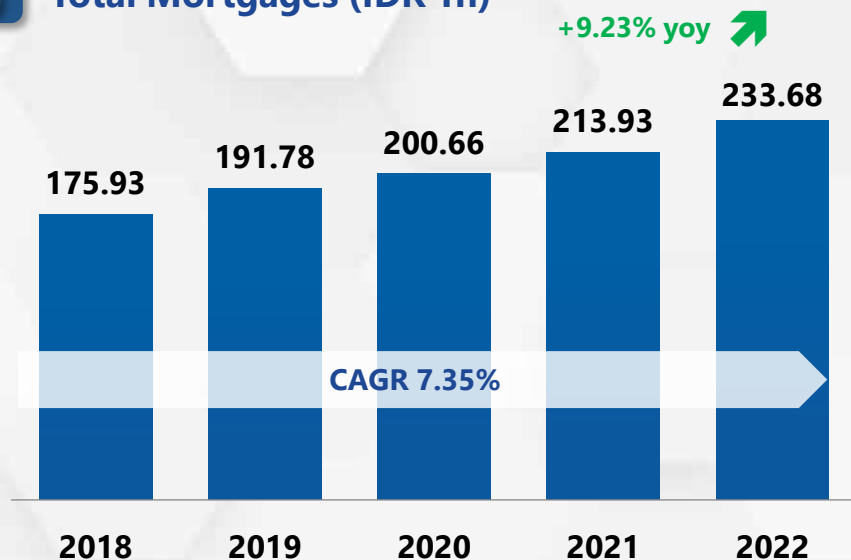
Composition by Business Segment



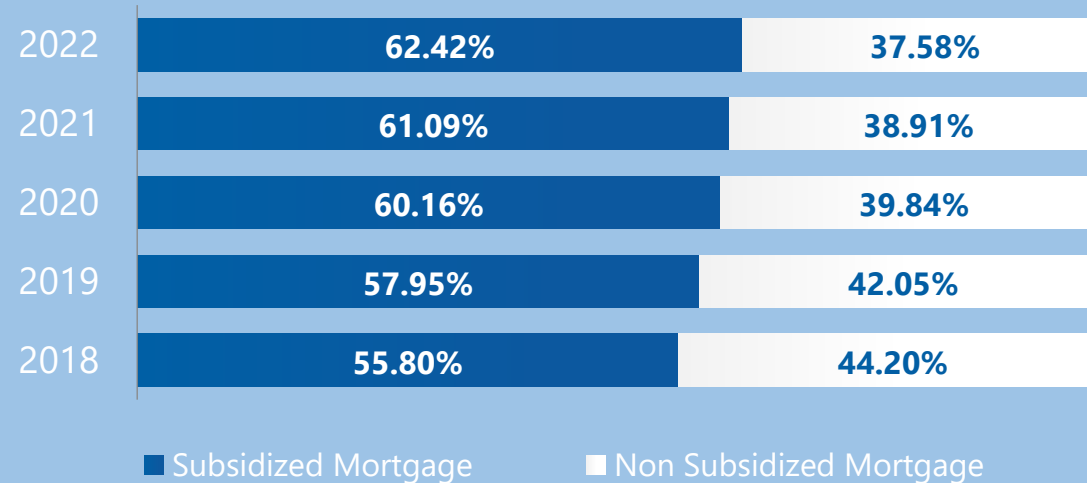
Mortgages

Mortgages have grown by **9.23% yoy**, above last 5 years growth of **7.34% CAGR**

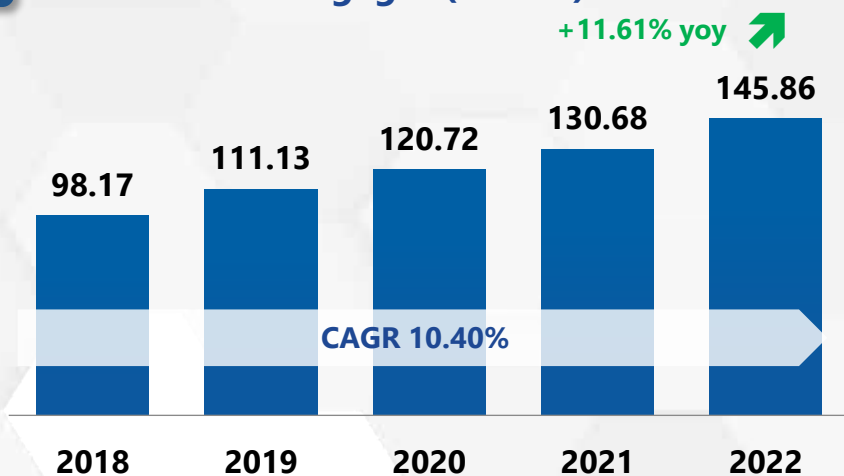
Total Mortgages (IDR Tn)



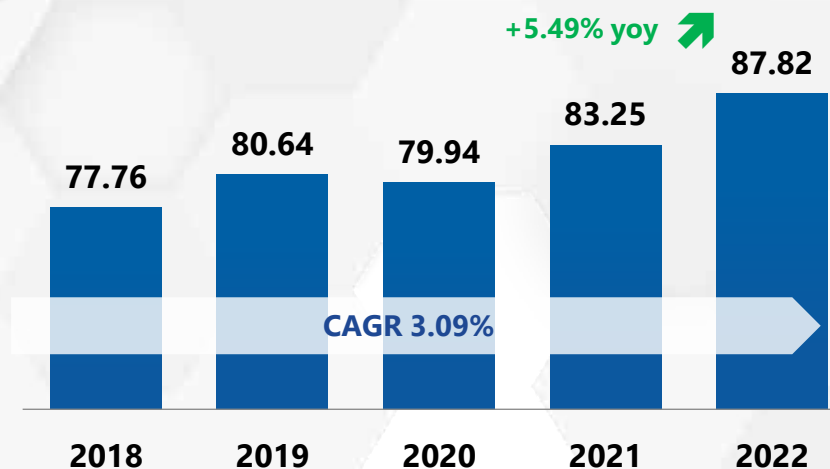
Mortgages (%)



Subsidized Mortgages (IDR Tn)



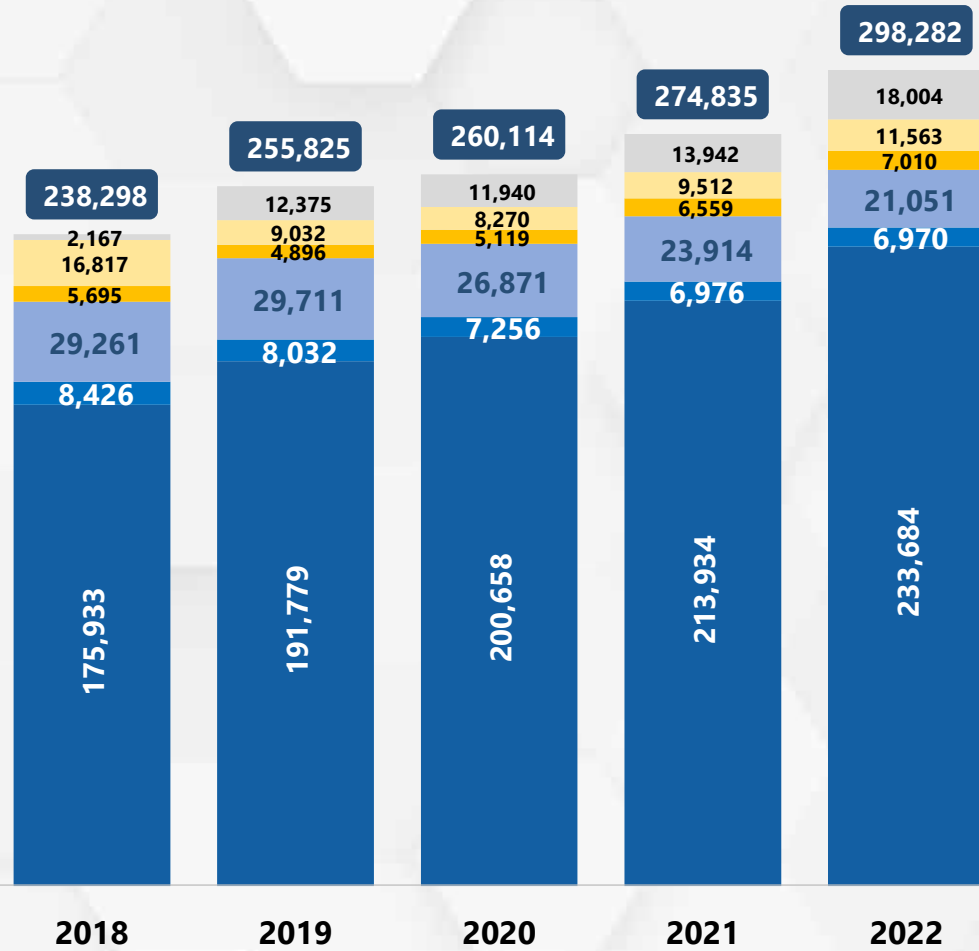
Non - Subsidized Mortgages (IDR Tn)



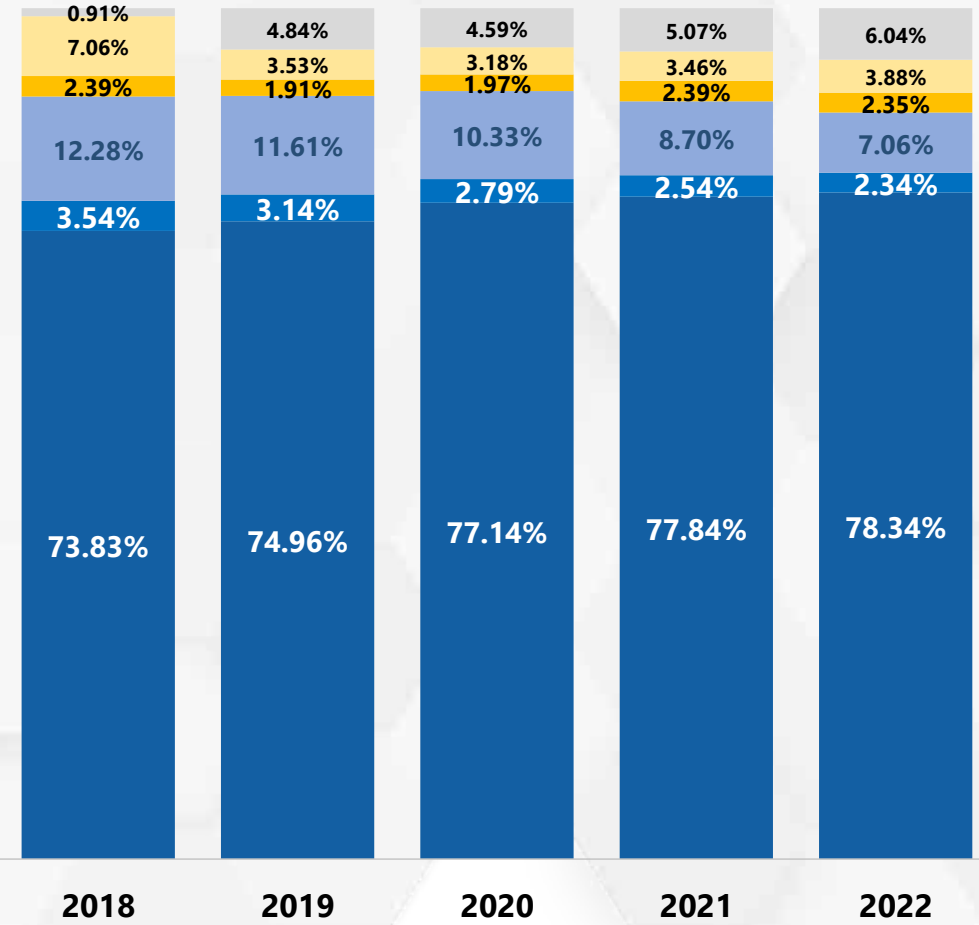
Loan Composition

Selectively diversifying to non-housing segment

Loan Outstanding by Segment (IDR Bn)



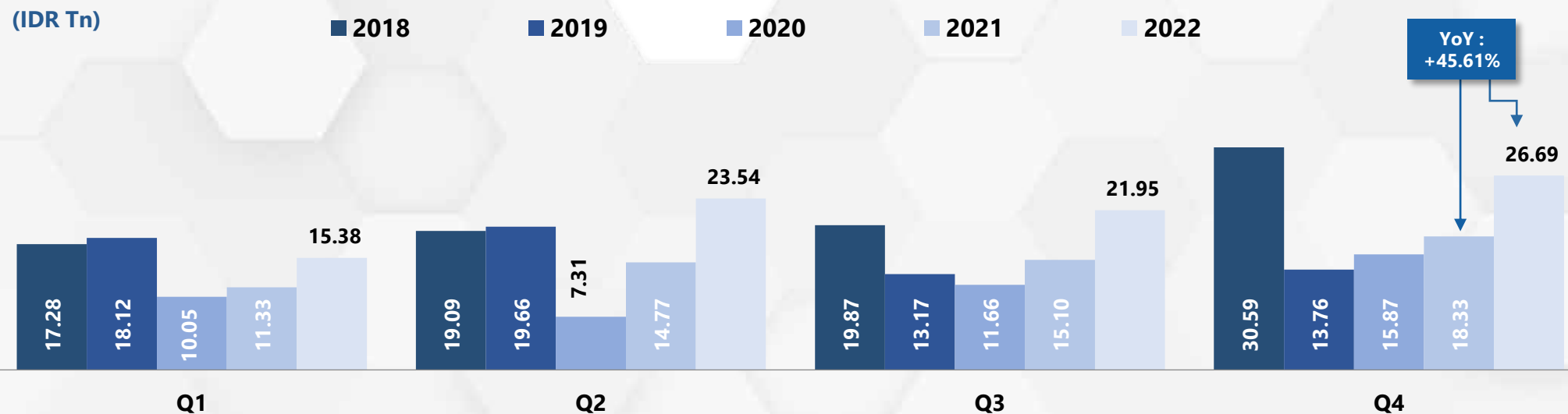
Loan Composition by Segment



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

Loan Disbursement

Substantial pick up in new loans



Loan Type (IDR Bn)	Full Year of					Growth 2021-2022
	2018	2019	2020	2021	2022	
Housing Loan	65,095	44,117	29,712	35,399	47,537	34.29% yoy
Subsidized Mortgage	28,578	19,272	17,064	18,410	24,332	32.17% yoy
Non Subsidized Mortgage	18,350	12,498	6,935	10,969	14,343	30.76% yoy
Other Housing Loan	1,875	1,365	683	1,069	1,347	26.02% yoy
Construction Loan	16,292	10,982	5,030	4,952	7,516	51.77% yoy
Non Housing Loan	21,738	20,587	15,177	24,206	40,021	65.33% yoy
Consumer Loan	6,239	4,184	4,251	7,182	8,516	18.57% yoy
Commercial Loan	13,280	4,255	3,884	9,036	20,807	130.27% yoy
Corporate Loan	2,218	12,148	7,041	7,988	10,698	33.92% yoy
Total Loan & Financing	86,833	64,704	44,888	59,605	87,558	46.90% yoy

Note: Figures on graph and table include Sharia Financing *) Reclassified

Total Funding

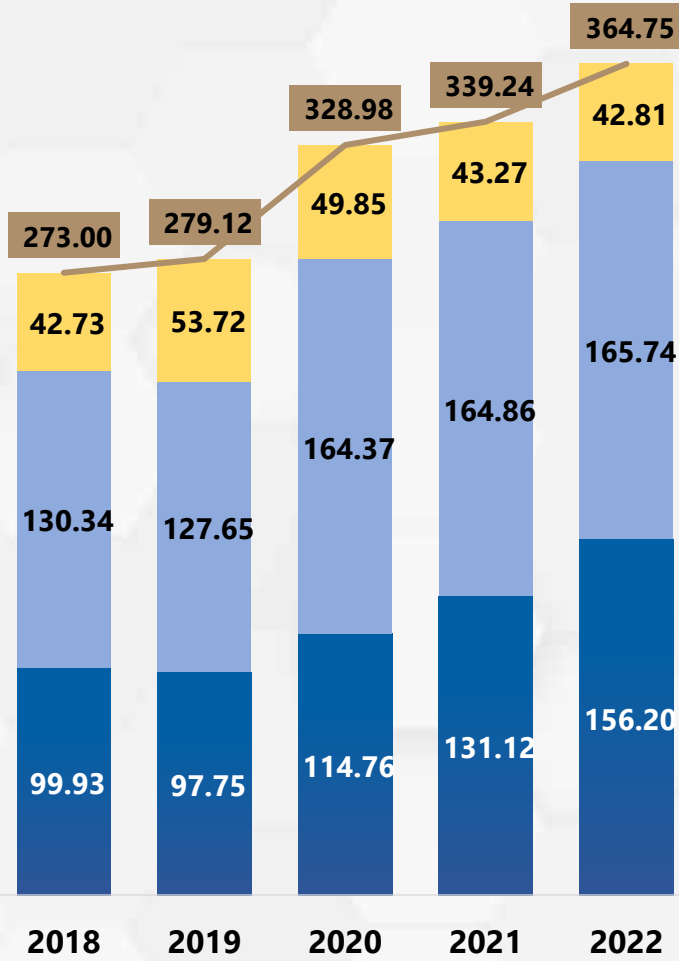
Ongoing increase in portion of third party deposits with uptick in CASA

Total Funding Composition (%)

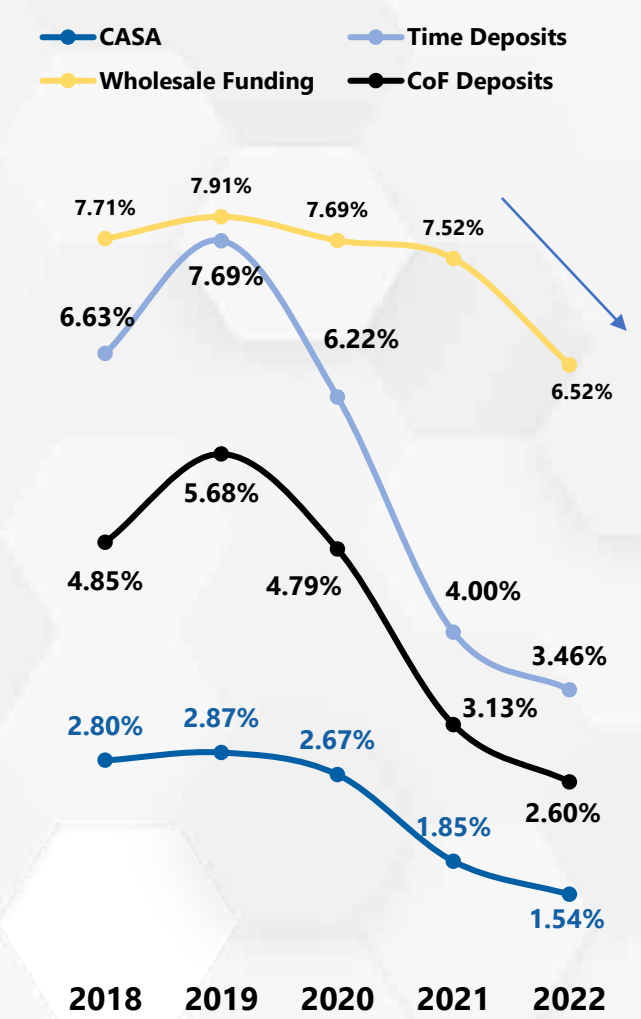


■ CASA
 ■ Term Deposits
 ■ Wholesale Funding
 ■ Total Funding

Funding Composition (IDR Tn)



Total Cost of Fund



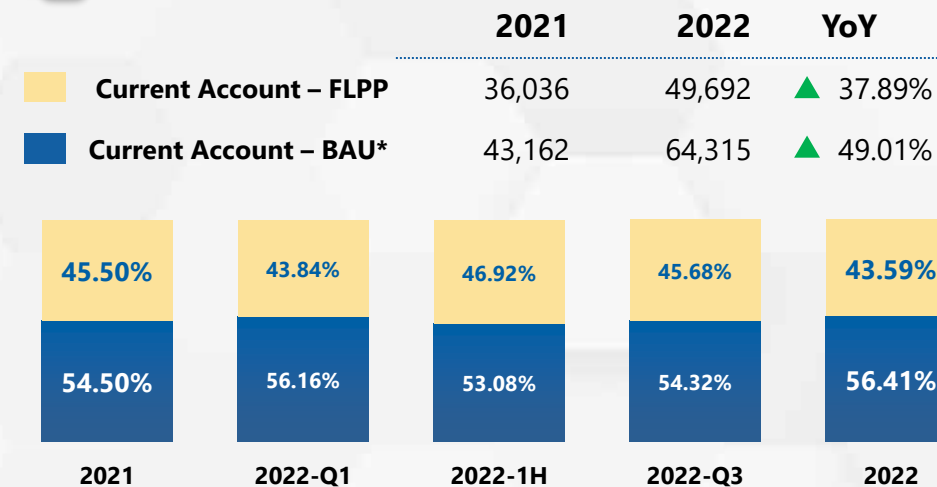
Deposits Mix

Strengthened CASA to **48.52%**, driven by a significant increase in current account

Deposits Mix (IDR Bn)

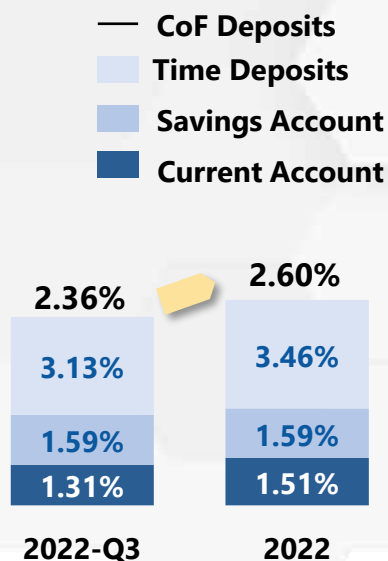
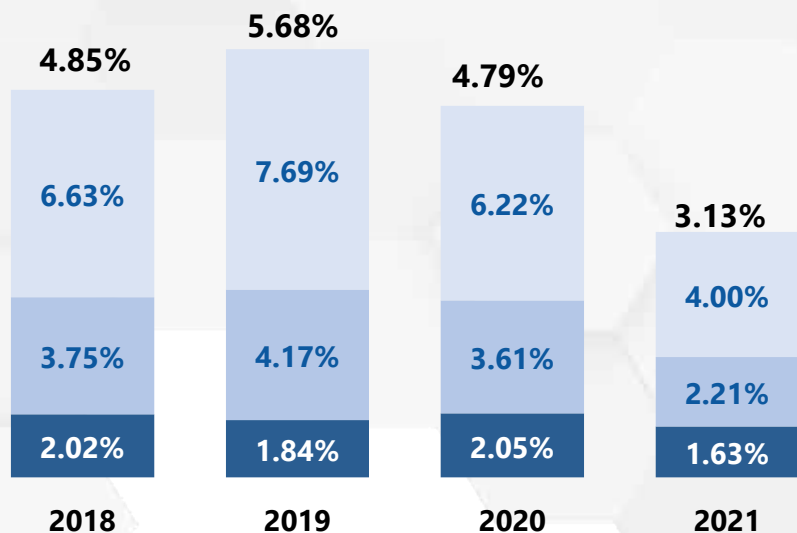
Deposits (IDR Bn)	2018	2019	2020	2021	2022	YoY
CASA	99,927	97,754	114,764	131,120	156,200	19.13%
Current Account	58,049	52,116	72,045	79,198	114,007	43.95%
Savings Account	41,877	45,638	42,719	51,922	42,195	-18.73%
Time Deposits	130,337	127,647	164,371	164,856	165,736	0.53%
Total	230,264	225,401	279,135	295,976	321,937	8.77%

Current Account Improvement (IDR Bn)

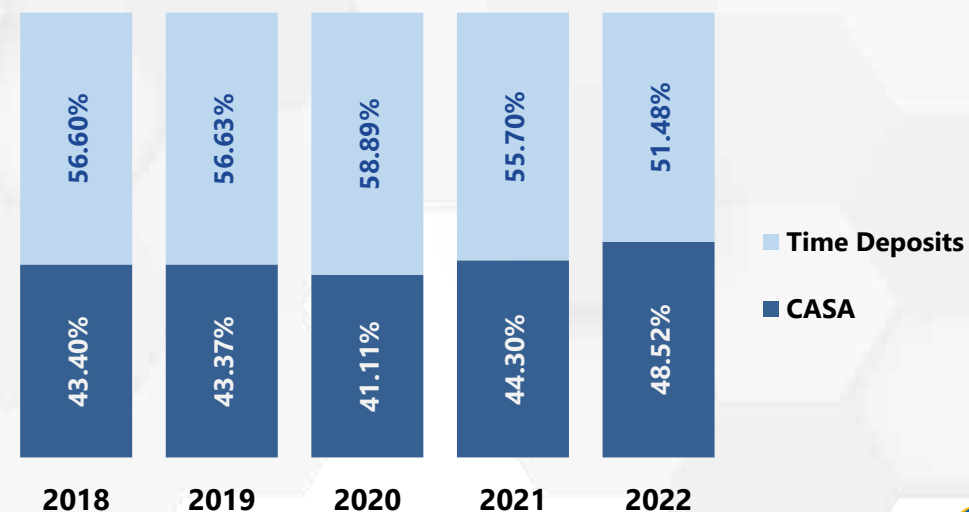


*BAU : Business As usual

Cost of Fund (CoF) Deposits Trend



CASA - TD Composition (%)



Equity

Refined capital structure with stronger Tier-1 capital

Equity and Capital (IDR Bn)	Full Year of					Growth 2021-2022
	2018	2019	2020	2021	2022	
Tier – 1 Capital	20,460	21,037	17,626	18,532	22,533	21.59% yoy
Tier – 2 Capital	2,868	2,313	7,369	7,175	5,635	-21.46% yoy
Capital on Balance Sheet	23,840	23,836	19,988	21,407	25,909	21.03% yoy
Total RWA	128,138	134,844	129,250	134,341	139,631	3.94% yoy
RWA – Credit Risk	109,507	113,079	105,435	110,020	114,318	3.91% yoy
RWA – Market Risk	1,007	802	1,612	2,407	1,373	-42.94% yoy
RWA – Operational Risk	17,623	20,963	22,203	21,914	23,939	9.24% yoy
CAR Tier 1 (Tier 1/Total RWA)	15.97%	15.60%	13.64%	13.80%	16.13%	233 bps
CAR Balance Sheet (B/S/Total RWA)	18.61%	17.68%	15.46%	15.93%	18.56%	262 bps
CAR BI ((Tier 1+2)/Total RWA)	18.21%	17.32%	19.34%	19.14%	20.17%	104 bps
Car Tier – 2	2.24%	1.72%	5.70%	5.34%	4.04%	(130) bps
Capital Conservation Buffer	1.88%	2.50%	0.00%	0.00%	2.50%	250 bps
Countercyclical Buffer	0.00%	0.00%	0.00%	0.00%	0.00%	- bps
Capital Surcharge (D-SIB)	0.75%	1.00%	1.00%	1.00%	1.00%	- bps

Profit and Loss

All time high net profit of **IDR3.04 Tn**, supported by interest expense efficiency

PL Summary (IDR Bn)	2018	2019	2020	2021	2022	YoY
Interest Income	22,839	25,678	25,167	25,828	25,888	0.23%
Interest Expense	(12,634)	(16,600)	(16,045)	(12,626)	(10,740)	-14.94%
Net Interest Income	10,205	9,078	9,122	13,201	15,148	14.74%
Other Operating Income	2,127	2,113	2,515	2,488	2,234	-10.23%
Other Operating Expense (Exclude Provision)	(6,982)	(7,269)	(7,053)	(9,025)	(9,406)	4.22%
Pre Provision Operating Profit (PPOP)	5,350	3,922	4,584	6,664	7,975	19.67%
Provision	(1,714)	(3,487)	(2,262)	(3,628)	(4,041)	11.36%
Profit From Operations	3,635	436	2,322	3,036	3,934	29.58%
Non Operating Income (Expense)	(25)	(25)	(51)	(43)	(59)	37.77%
Profit Before Tax	3,610	411	2,271	2,993	3,876	29.48%
Net Profit	2,808	209	1,602	2,376	3,045	28.15%
Earning per Share	265	20	151	224	236*	5.31%

*) The number of shares outstanding increased after rights issue

- Decline in interest expense by **14.74% yoy** has supported NII to grow by **14.74% yoy**.
- **PPOP** recorded a **19.67% yoy** growth to become IDR7,975 Bn.
- Provision has increased by **11.36% yoy** to become IDR4,041 Bn.
- **Net Profit** grew by **28.15% yoy**, booked at IDR3,045 Bn.

Profit and Loss Composition (1/2)

Maintaining the decline in interest expense

Interest Income

Interest Income (IDR Bn)	2018	2019	2020	2021	2022	YoY	% portion of 2022
Placement with Bank Indonesia	145	199	374	459	321	-29.97%	1.24%
Placement with other bank	35	27	12	71	10	-85.20%	0.04%
Securities	853	989	1,683	2,577	2,253	-12.57%	8.70%
Loan	19,852	22,203	21,173	20,615	20,956	1.65%	80.95%
Others	-	-	3	19	61	220.95%	0.23%
Income from Syariah	1,95	2,261	1,922	2,087	2,286	9.56%	8.83%
Total	22,839	25,678	25,167	25,828	25,888	0.23%	100.00%

Interest Expense

Interest Expense (IDR Bn)	2018	2019	2020	2021	2022	YoY	% portion of 2022
Bank Indonesia	-	-	-	-	-	0.00%	0.00%
Deposits from Other Banks	459	508	195	52	135	157.88%	1.25%
Deposits from Non Banks	9,498	12,679	11,755	9,135	7,918	-13.33%	73.72%
Securities Issued	1,556	1,652	1,552	1,261	880	-30.22%	8.19%
Fund Borrowings	1,026	1,689	2,518	2,176	1,801	-17.24%	16.77%
Others	94	73	25	1	7	418.43%	0.06%
Total	12,634	16,600	16,045	12,626	10,740	-14.94%	100.00%

Profit and Loss Composition (2/2)

Increasing fee income whilst lowering OPEX growth

Operating Income

Other Operating Income (IDR Bn)	2018	2019	2020	2021	2022	YoY	% portion of 2022
Marked to market	42	23	106	-	-		0.00%
Gain (Losses)	456	623	665	895	141	-84.23%	6.32%
Reversal on Provisions	-	-	0	4	23	454.10%	1.01%
Commissions, Services & Admin Fee	1,044	1,107	996	1,095	1,243	13.48%	55.65%
Others	543	360	749	493	827	67.63%	37.02%
Total	2,085	2,114	2,515	2,488	2,234	-10.23%	100.00%

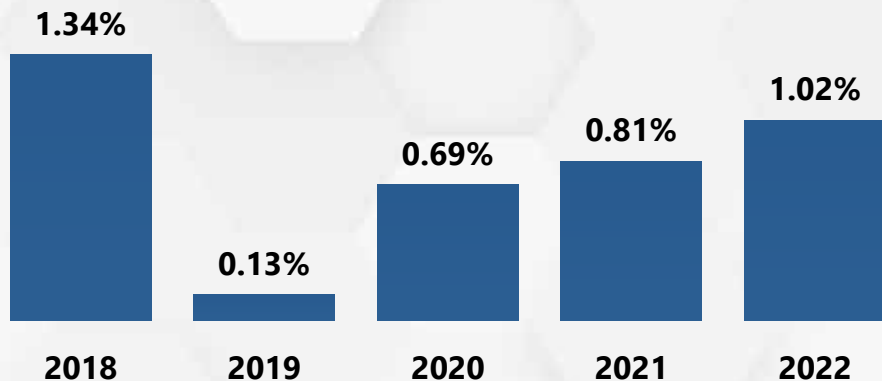
Operating Expense

Other Operating Expense (IDR Bn)	2018	2019	2020	2021	2022	YoY	% portion of 2022
Provisions	1,714	3,487	2,262	3,628	4,041	11.36%	29.59%
Salaries & Employee Benefit	2,474	2,435	2,560	2,953	3,311	12.13%	24.25%
General Administration	877	875	886	1,530	1,048	-31.50%	7.68%
Others	395	483	487	911	939	3.01%	6.87%
Rent, Service & Maintenance	849	966	778	806	913	13.33%	6.68%
Depreciation	264	314	526	556	629	13.08%	4.61%
Promotion	597	455	268	340	470	37.99%	3.44%
Collector Fees & Consultant	932	1,036	979	1,053	1,069	1.56%	7.83%
Insurance Premium	421	489	496	642	621	-3.24%	4.55%
Training	138	96	42	51	88	73.43%	0.64%
Research & Development	14	16	8	6	6	2.85%	0.04%
Other Taxes	10	12	13	13	12	-7.67%	0.09%
Gain (Losses)	11	92	9	11	500	4536.24%	3.66%
Marked to Market	0	0	-	154	10	-93.58%	0.07%
Total	8,697	10,756	9,315	12,653	13,656	7.92%	100.00%

Key Financial Ratios

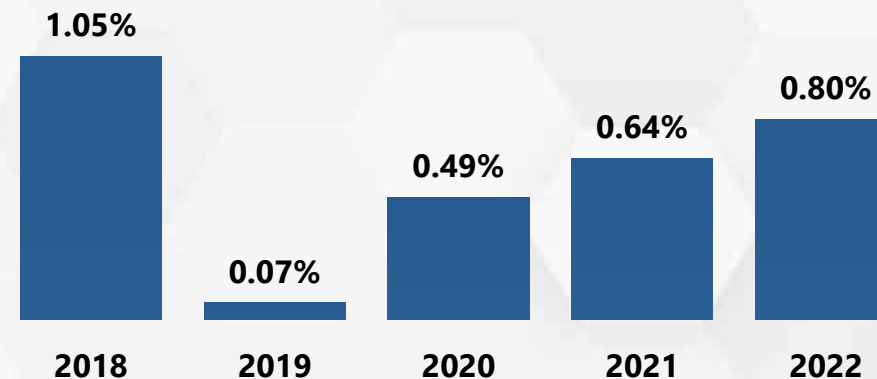
Significant improvement in ROA and ROE

ROA¹ – Before Tax



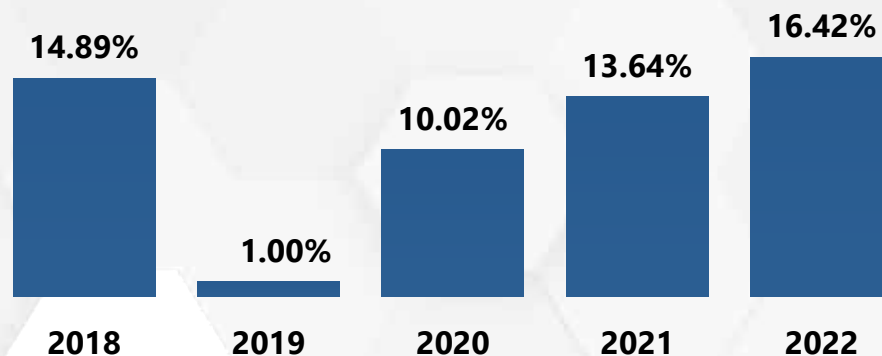
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

ROA² – After Tax



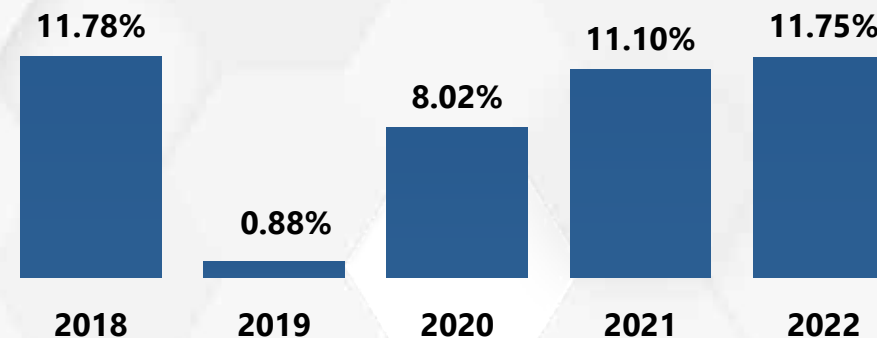
²Calculated based on net profit/average total asset

ROE³ – Tier 1 Capital



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

ROE⁴ – Balance Sheet



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

Sustainable Finance

Sharia Business

Asset Quality & Risk Management

Loan Quality

Continued improvement in loan quality and provision

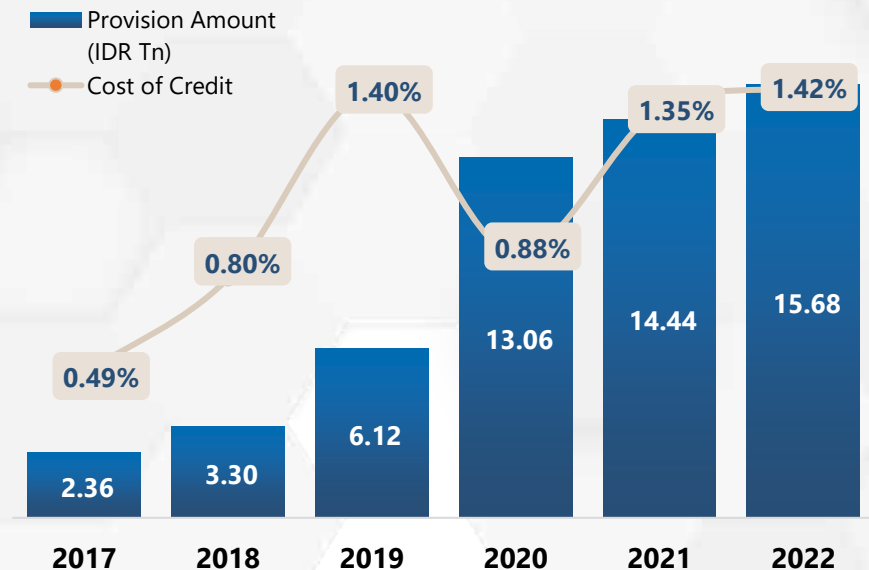
Collectibility	2018		2019		2020		2021		2022	
	IDR Bn	% Shares	IDR Bn	% Shares	IDR Bn	% Shares	IDR Bn	% Shares	IDR Bn	% Shares
Current	211,289	88.67%	217,344	84.96%	230,456	88.60%	252,244	91.78%	268,077	89.87%
Special Mentioned	20,309	8.52%	26,251	10.26%	18,303	7.04%	12,412	4.52%	20,134	6.75%
Performing Loan (PL)	231,598	97.19%	243,595	95.22%	248,759	95.63%	264,656	96.29%	288,211	96.62%
Substandard	570	0.24%	3,088	1.21%	738	0.28%	222	0.08%	580	0.19%
Doubtful	473	0.20%	1,396	0.55%	582	0.22%	484	0.18%	888	0.30%
Loss	5,656	2.37%	7,747	3.03%	10,036	3.86%	9,473	3.45%	8,602	2.88%
Non Performing Loan (NPL)	6,700	2.81%	12,230	4.78%	11,355	4.37%	10,185	3.71%	10,070	3.38%
PL + NPL	238,298	100.00%	255,825	100.00%	260,114	100.00%	274,841	100.00%	298,282	100.00%
NPL Gross	2.81%		4.78%		4.37%		3.70%		3.38%	
NPL Nett	1.83%		2.96%		2.06%		1.20%		1.32%	

NPL Breakdown by Segment

Loan Type (IDR Bn)	Full-Year of				
	2018	2019	2020	2021	2022
Housing Loan	2.49%	4.44%	4.11%	3.52%	3.37%
Subsidized Mortgage	0.81%	0.98%	1.01%	0.83%	0.93%
Non Subsidized Mortgage	2.77%	3.92%	3.58%	2.65%	1.87%
Other Housing Loan	3.58%	4.71%	4.44%	3.41%	2.88%
Construction Loan	7.13%	18.71%	19.58%	21.29%	26.20%
Non Housing Loan	5.52%	7.79%	6.70%	5.18%	3.44%
Consumer Loan	1.33%	2.81%	2.08%	1.22%	1.08%
Commercial Loan	8.64%	21.17%	19.25%	15.26%	9.42%
Corporate Loan	0.00%	0.00%	0.00%	0.17%	0.64%
Total Loan & Financing	2.81%	4.78%	4.37%	3.70%	3.38%

Note: Figures on graph and table include Sharia Financing

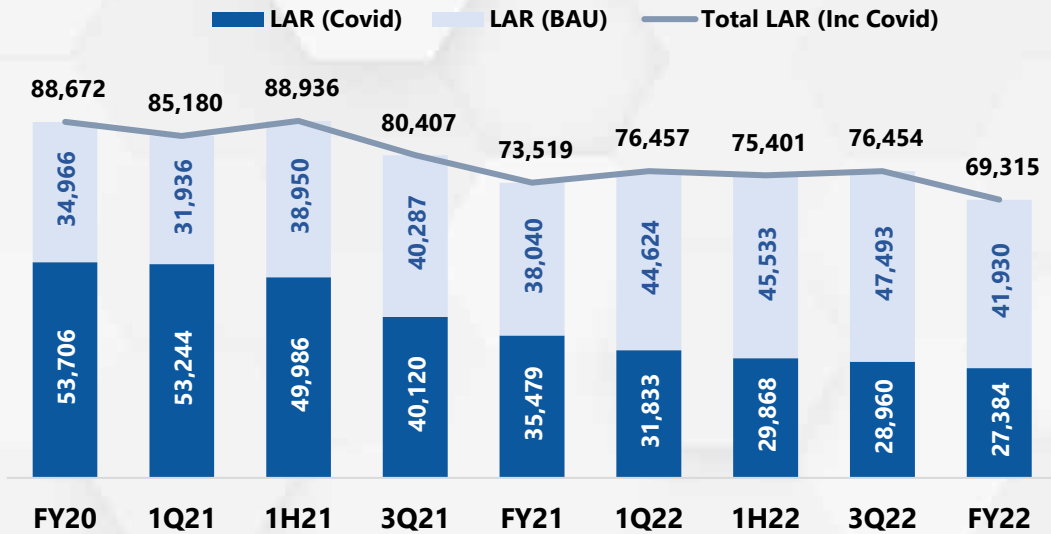
Provision Amount & Cost of Credit (COC)



Loan at Risk (LAR)

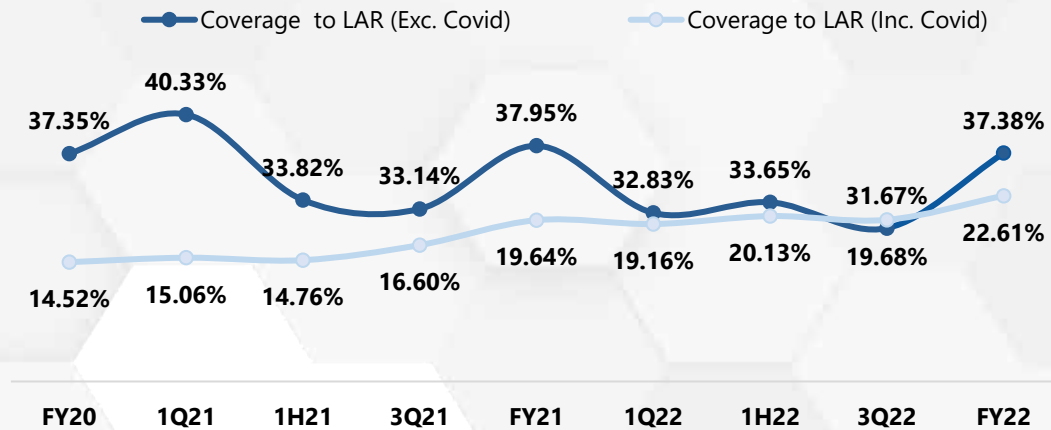
LAR Coverage reaching above 20% whilst the percentage of LAR continues to decline as borrowers ability to pay improved

Component of LAR (IDR Bn)

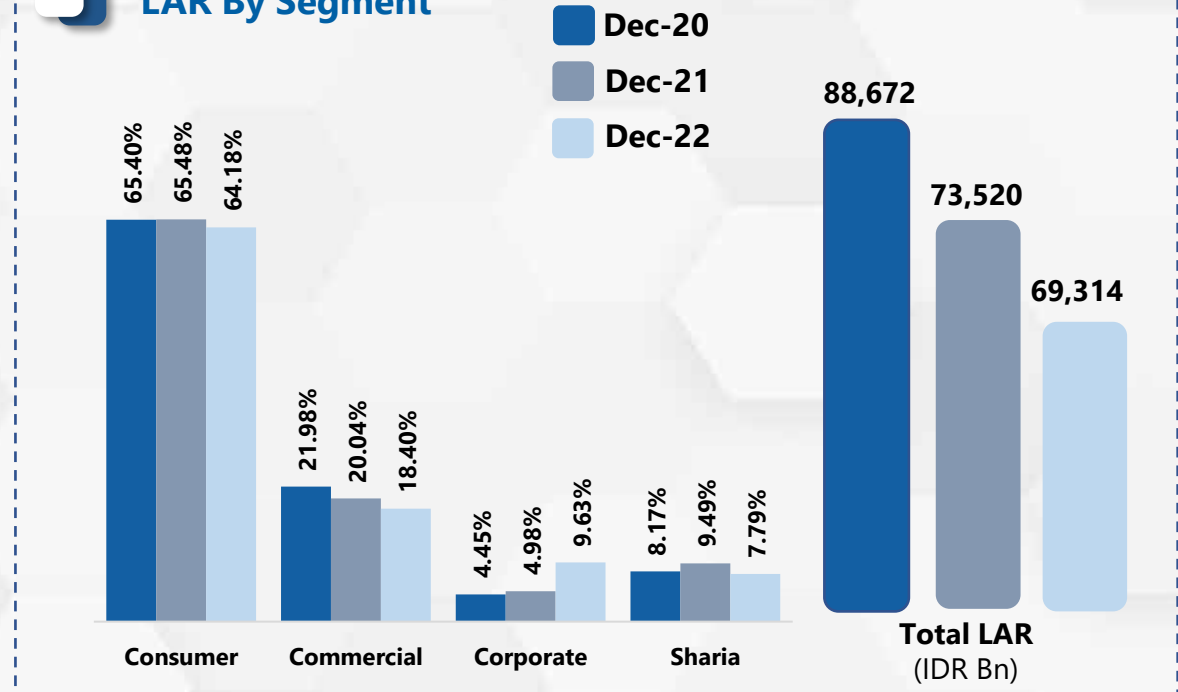


*BAU = Business as Usual

LAR Coverage



LAR By Segment

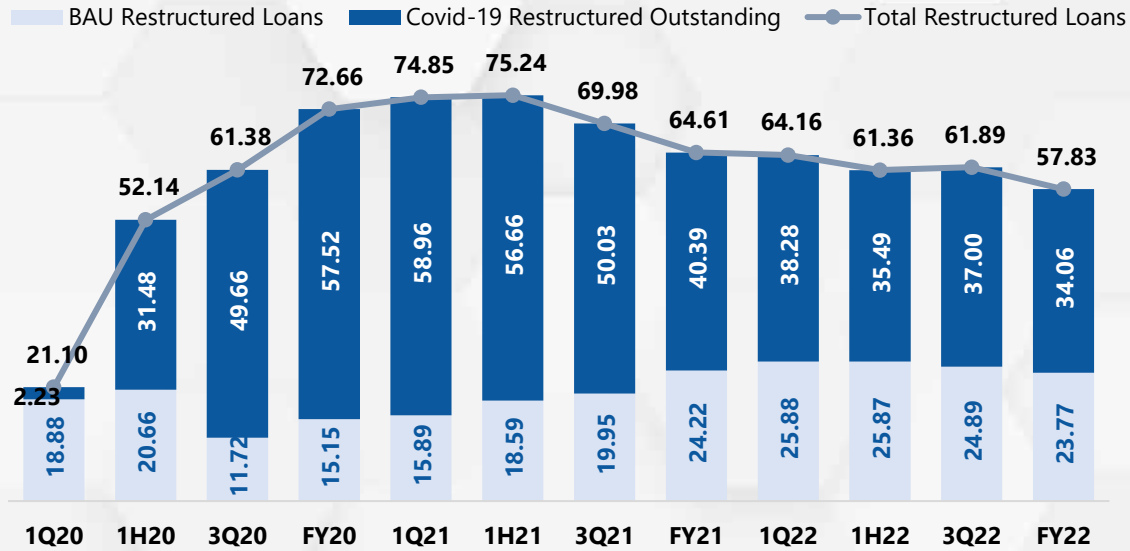


- LAR in most of segments declined mostly in Consumer Segment, including Subsidized Mortgages, Non-Subsidized Mortgages, Other Housing Loans and Consumer Loans, to **IDR44,487 Bn** in December 2022.
- LAR Coverage continues to improve with an ever-increasing percentage. As of December 31, LAR Coverage reached >20%, to **22.61%**.

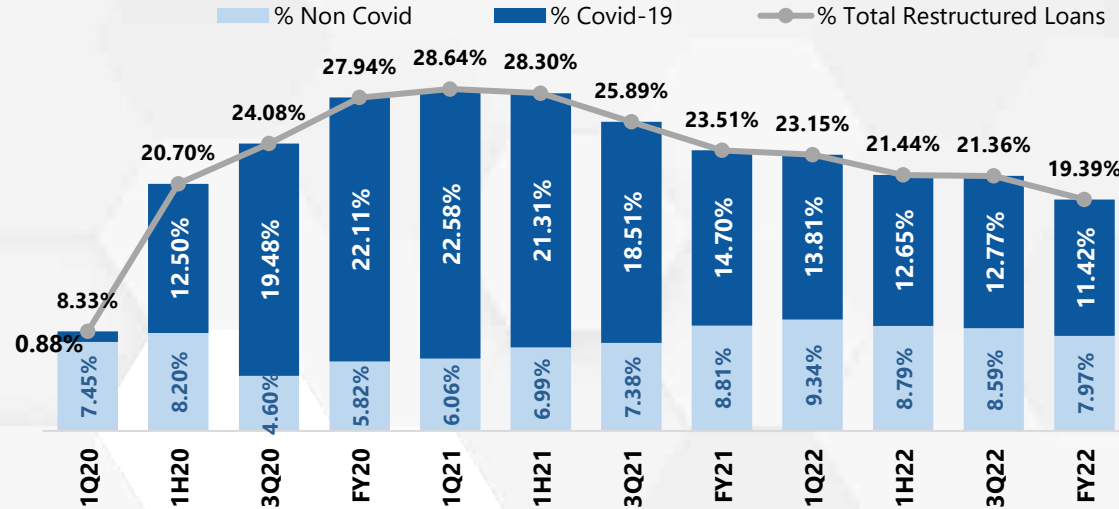
Stronger Provision to Cover for Distressed Asset

Declining restructured loan in most in all segment

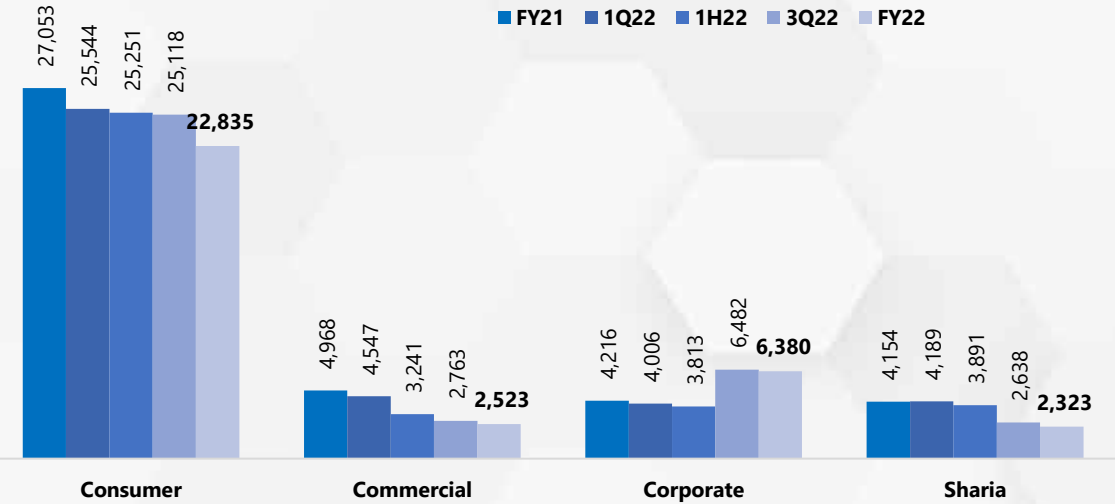
Total Restructured Loan (IDR Tn)



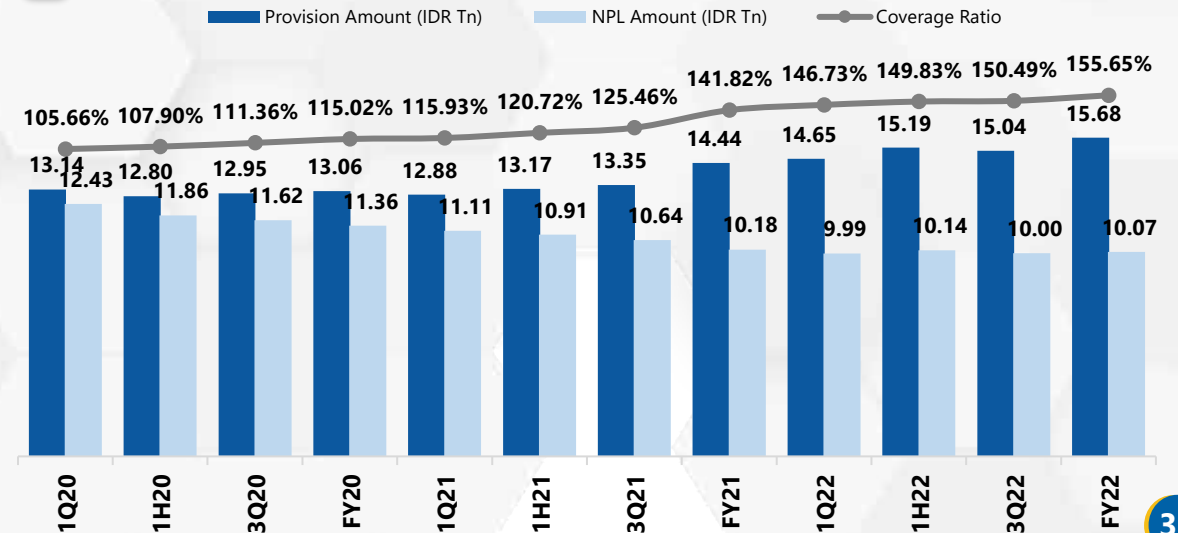
Total Restructured Loan (%)



Covid-19 Restructured Loan Trend by Segment (IDR Bn)



Provision and Non Performing Loan Trend



Asset Quality Risk Assessment & Covid-19 Restructured Loan Progress

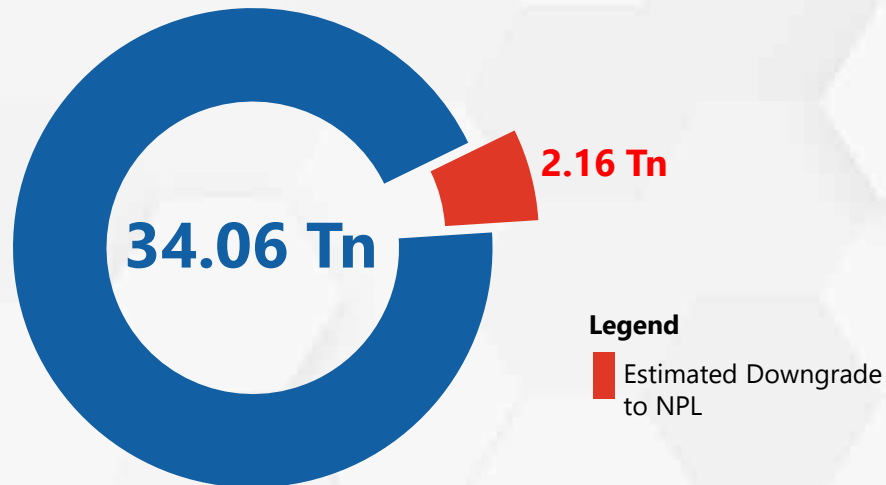
Manageable risk assessment going towards the end of Covid-19 restructured loan policy

Asset Quality Risk Assessment

Indicator		2022A	Stress Test Scenario		
			BASELINE	MODERATE	SEVERE
1	LAR	23.24%	17.23%	20.65%	22.33%
2	SML	6.48%	6.92%	8.71%	10.89%
3	NPL Ratio	3.38%	2.63%	2.98%	3.34%
4	Provision Charges	3,532	2,884	3,185	3,775

Stress test on asset quality is still manageable, with provision charge still within guidance.

Covid-19 Restructured Loan Default Projection in 2023



Default rate is estimated at **IDR2.16 Tn** or 6.36% of total Covid-19 Restructured Loan

Sustainable Finance

Sharia Business

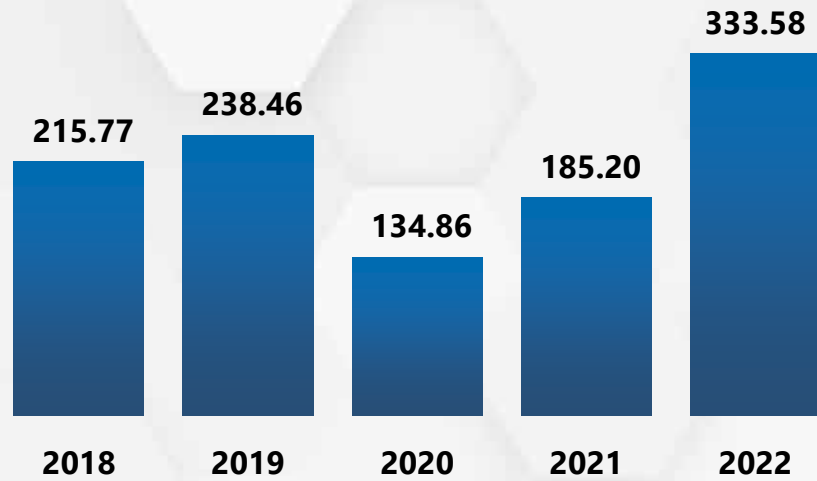
Asset Quality & Risk Management

Sharia Business

Ever-improving Sharia Unit : Net Profit grew 80.12% YoY

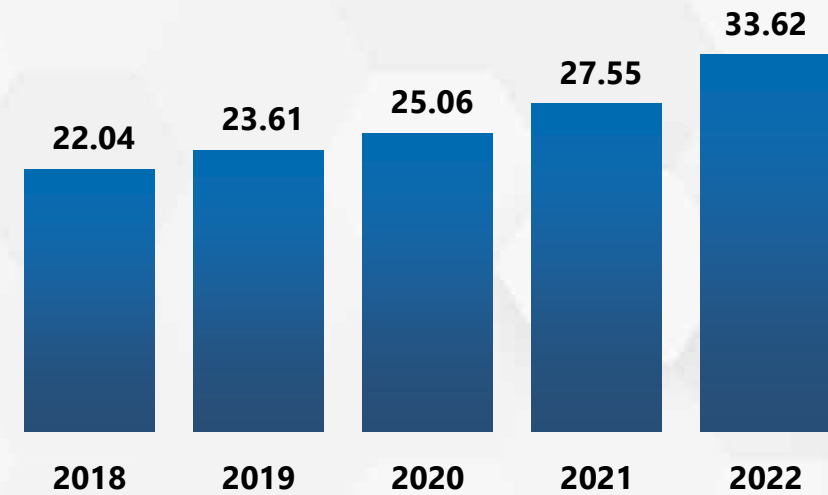
Sharia Net Profit (IDR Bn)

+80.12% yoy ▲



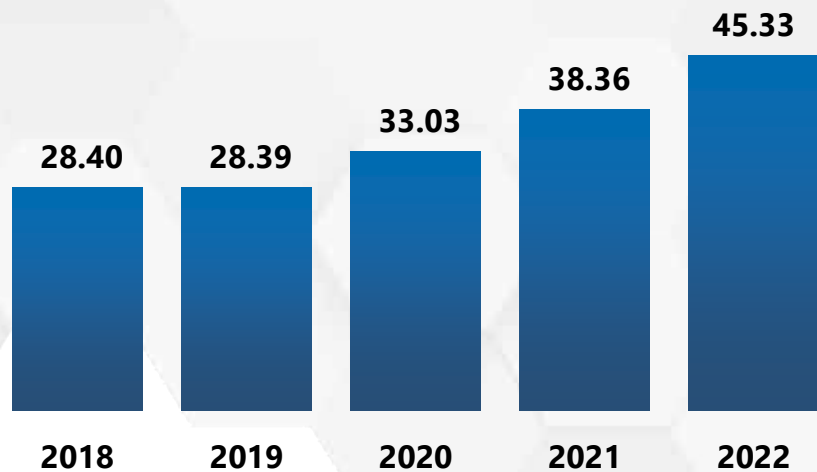
Sharia Financings (IDR Tn)

+14.79% yoy ▲



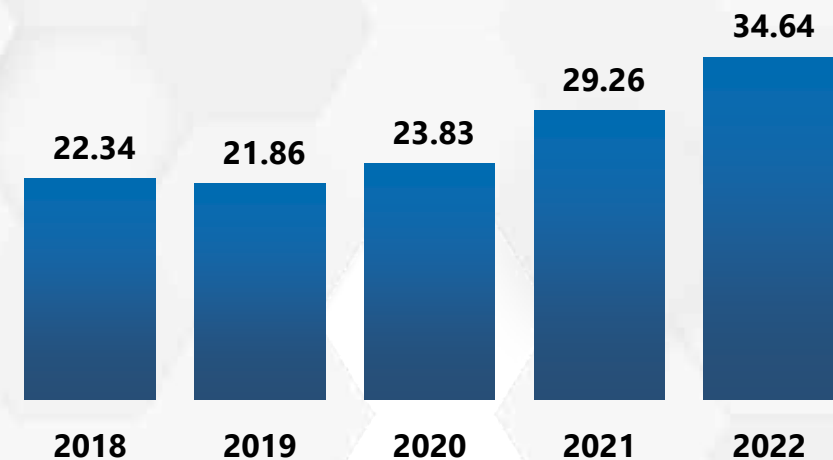
Sharia Asset (IDR Tn)

+18.18% yoy ▲

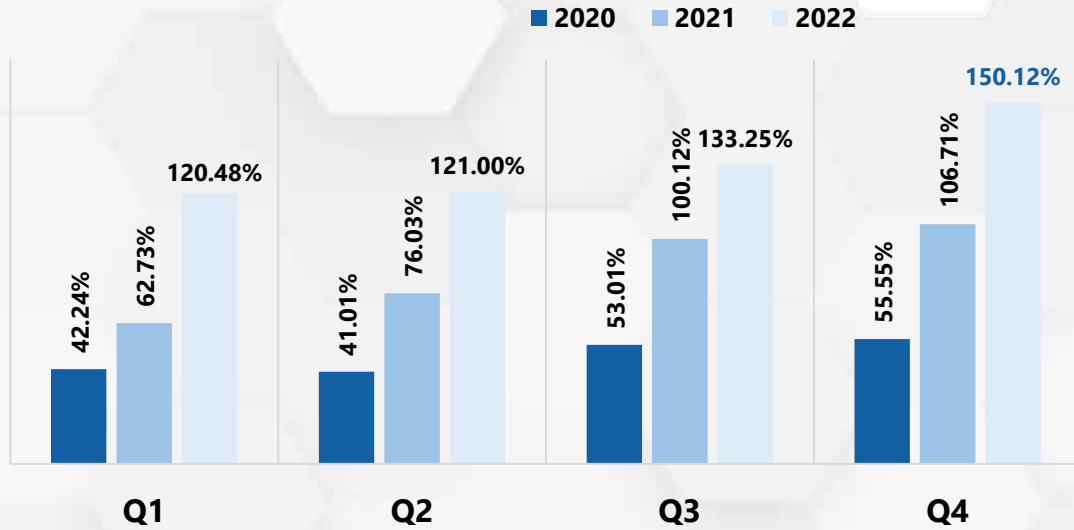


Sharia Total Deposits (IDR Tn)

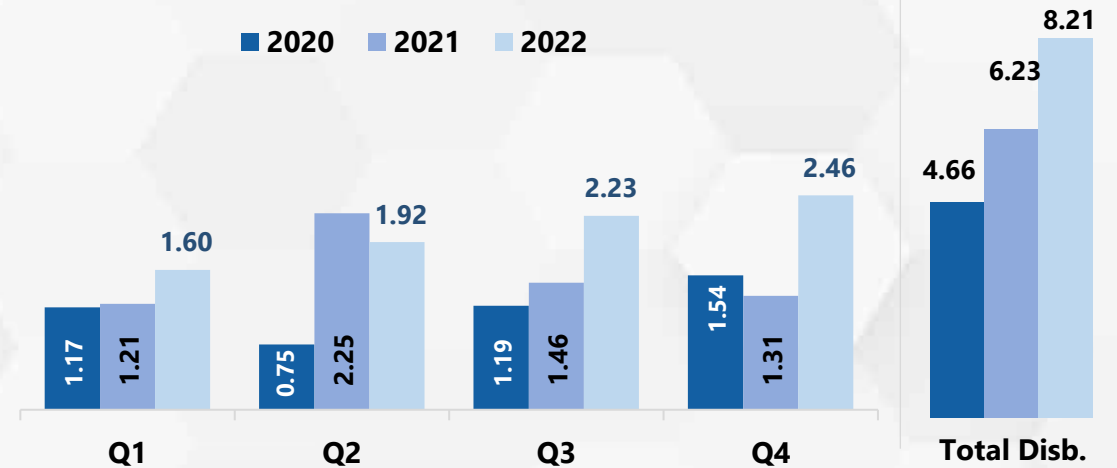
+18.38% yoy ▲



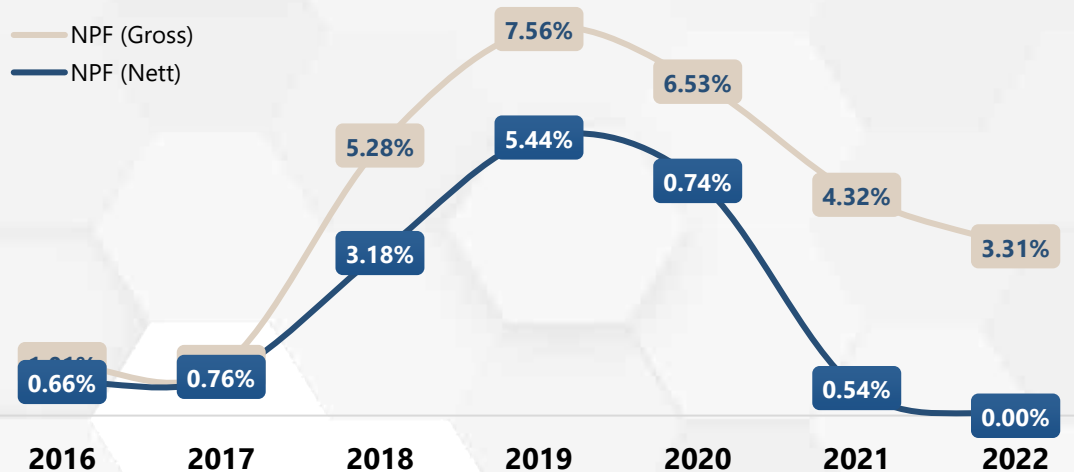
Sharia Coverage



Sharia Financing Disbursement (IDR Tn)



Sharia NPF (Gross) & NPF (Net)



Sharia Financing Quality by Segment

Loan Type	SMF				NPF (Gross)			
	2019	2020	2021	2022	2019	2020	2021	2022
Housing Loan	8.16%	7.12%	6.34%	6.73%	5.44%	4.92%	3.85%	3.16%
Subsidized Mortgages	7.76%	7.18%	6.43%	7.06%	0.70%	0.63%	0.53%	0.87%
Non-Subsidized	8.17%	6.41%	6.31%	6.99%	1.65%	1.53%	1.41%	1.30%
Other Housing	12.45%	8.23%	9.82%	8.88%	1.93%	2.40%	2.14%	5.54%
Construction Loan	9.50%	9.26%	5.58%	1.63%	33.26%	42.69%	45.08%	38.01%
Non-Housing Loan	4.78%	4.62%	2.12%	0.02%	42.39%	48.50%	14.77%	9.00%
Consumer Loan	2.02%	5.52%	6.13%	3.76%	5.09%	8.29%	3.13%	4.68%
Commercial Loan	6.08%	4.18%	1.09%	0.04%	59.91%	68.18%	17.77%	9.94%
Total Loan	7.96%	7.03%	6.16%	6.57%	7.56%	6.53%	4.32%	3.31%

Sustainable Finance

Sharia Business

Asset Quality & Risk Management

BTN's Sustainable Finance in a Nutshell

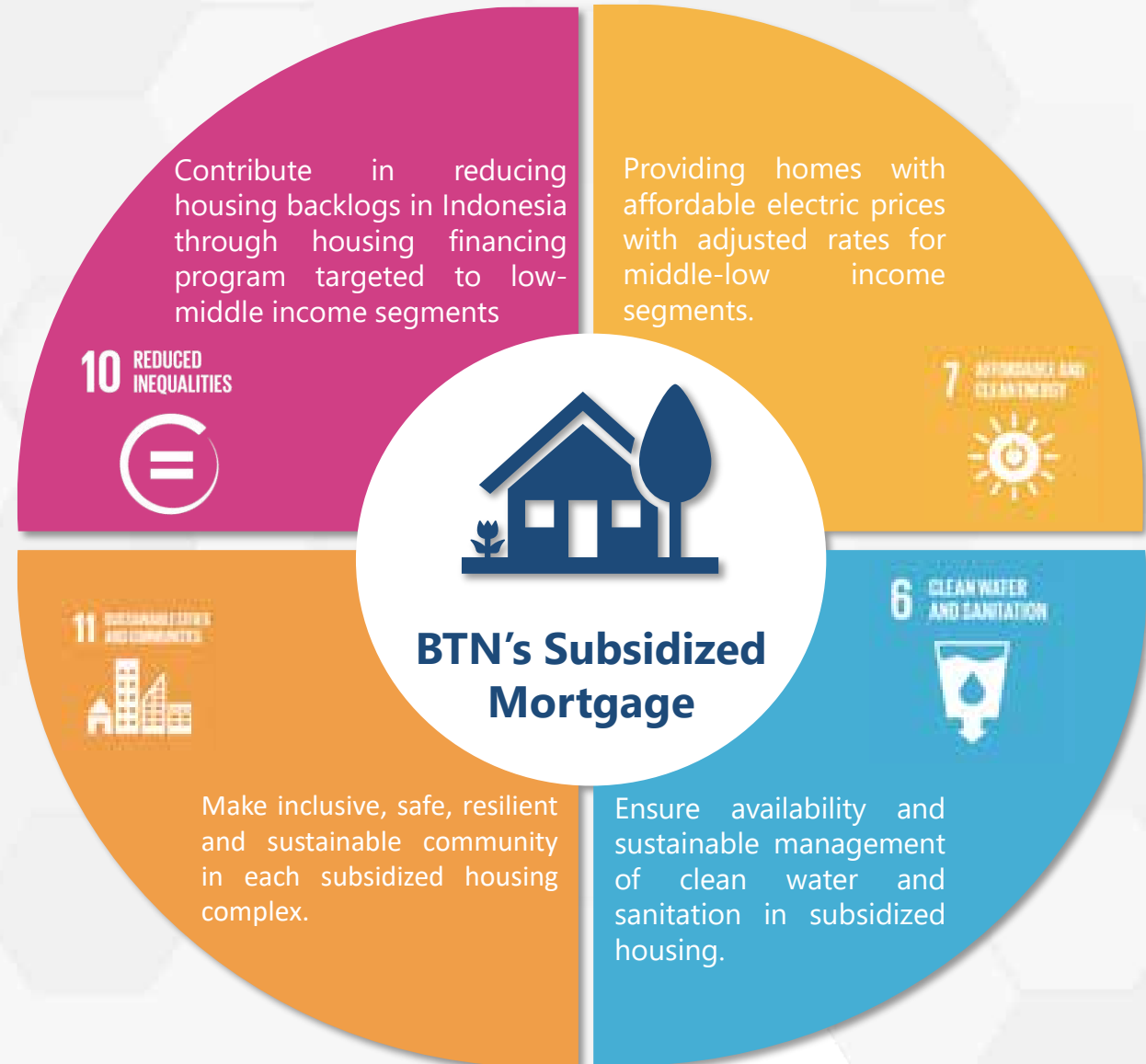
The Sustainable Development Goals (SDGs) have become a framework for BTN in building a portfolio that prioritizes harmony between economic, social and environmental aspects with five key pillars, as planned in RAKB:

SUSTAINABLE DEVELOPMENT GOALS



BTN also directly and indirectly **supports the implementation of SDGs** through the implementation of Social and Environmental Responsibility activities embedded within our five pillars of:

1. Corporate Social Responsibility
2. Policy and Procedure
3. Product
4. Human Resources
5. Technology

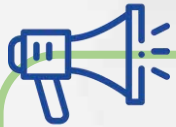


Underlying Values of Sustainable Finance

Sustainable Finance implementation is seen to boost BTN's value creation, by integrating People, Planet and Profit concepts under the umbrella campaign of "BTN Ramah".

BTN Ramah

Activities/programs in support of Bank BTN's core business in the housing sector that pay attention to social and environmental aspects.



In order to increase Bank BTN's **branding** as a focused bank on the housing financing program, **it is necessary to harmonize programs/activities that would support the Company.**



Business division, as the forefront of the Company, requires a **role/contribution from the supporting division (shared service)** to help enable **an environmentally friendly housing ecosystem** which needs to be reflected in every activity.



This support is needed to create a **sustainable residential areas** that put forth a **healthy, green** and **environmentally-friendly** environment.

Housing challenges in Indonesia

People

2.94%

mortgage to GDP ratio, well below neighboring ASEAN countries

12.75 Mio

current housing needs in Indonesia

1.8 Mio

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

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

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

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

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

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

BTN maintains the focus in housing and leading the Indonesian mortgage market with a share of **39.1%**.

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

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

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

~ **83% market share** of the national Subsidized Mortgages

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

Engagement with a wide range of housing stakeholders

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

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

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

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

Contributing more into people's welfare through subsidized mortgage and SMEs financing

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

1

Subsidized mortgage disbursement vs quotas

Absorbing >**60%** of government's subsidized mortgage quota



Total Disbursement
IDR 17.80 Trillion
as of 31 December 2022

SMEs & KUR disbursement in farming, plantation, and property sector

2

SMEs and KUR in Property sector
IDR 1.42 Tn

KUR in farming and plantation sector
IDR 9.8 Bn

as of 31 December 2022

BTN Value in Sustainable Finance

>**80%**

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

2.15x

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

174
sectors

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

BTN as one of the pillars of sustainable business financing

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

Planet

CSRHUB®



ESG Ranking (%) Compared With 31,73 Companies

 **SENSE FOLIO**



ESG Score

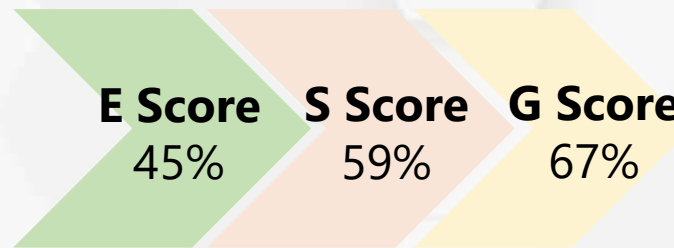
 **SUSTAINALYTICS**



ESG Risk Ranking



*Industry average is for the 421 companies in Commercial Banking industry



Ranking	
Banks	545 out of 976
Global Universe	9856 out of 15061

Implementing Green Economy and Carbon Neutrality

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

BTN's Contribution towards Sustainability



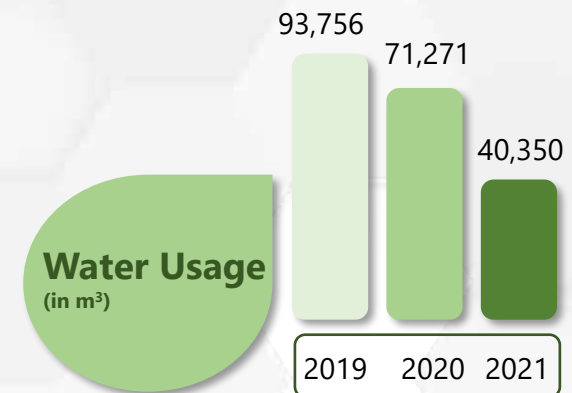
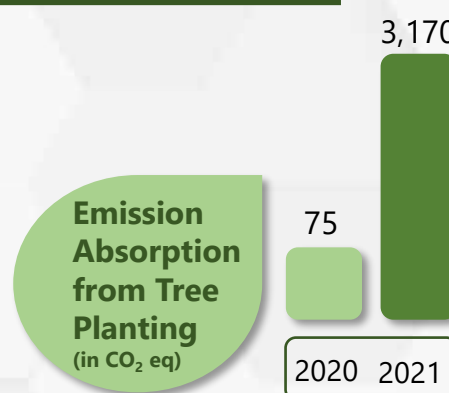
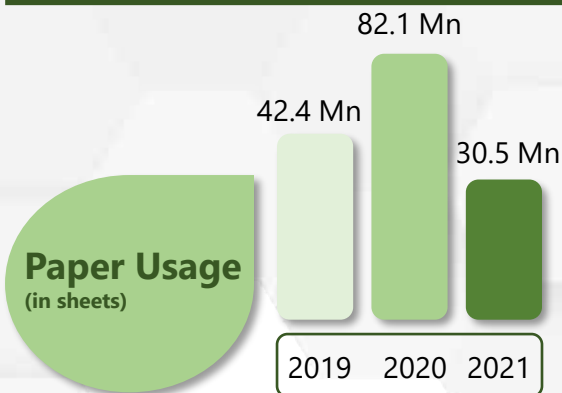
Cultivation program on 10,000 mangroves, releasing 1,000 hatchlings, and training program for MSMEs on a sustainable economy

Urban Forests Development



Development of urban forests located in housing areas in Bandung as Bank BTN's support for environmentally-friendly housing

Environmental Performance

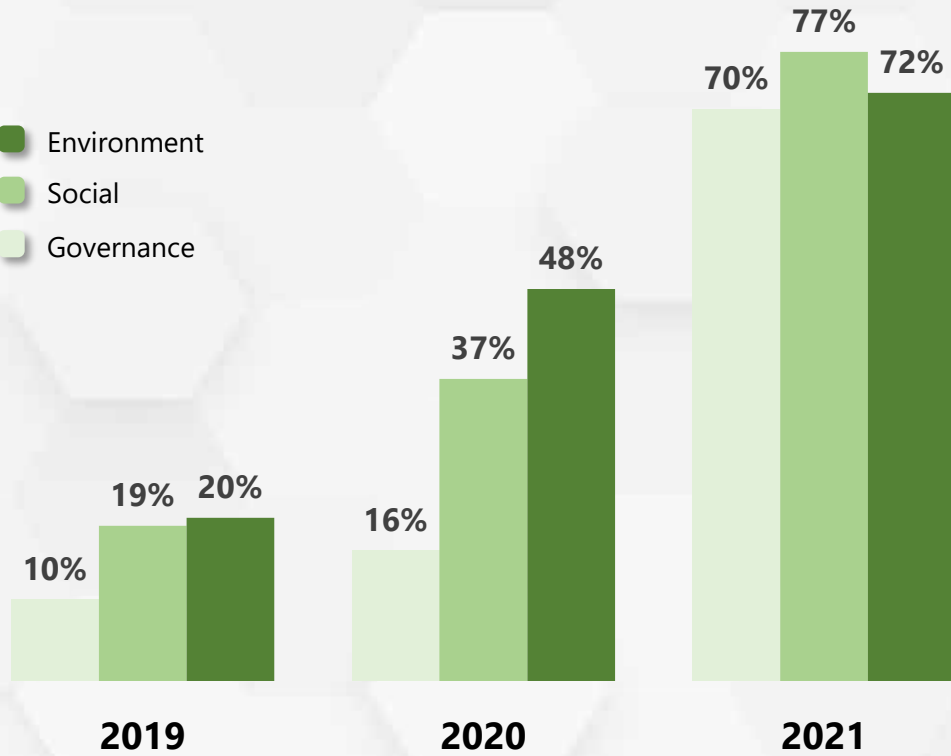


BTN's sustainability disclosure keeps inclining each year

BTN shows its commitment to adhere to the ESG values by disclosing more of its ESG efforts year by year

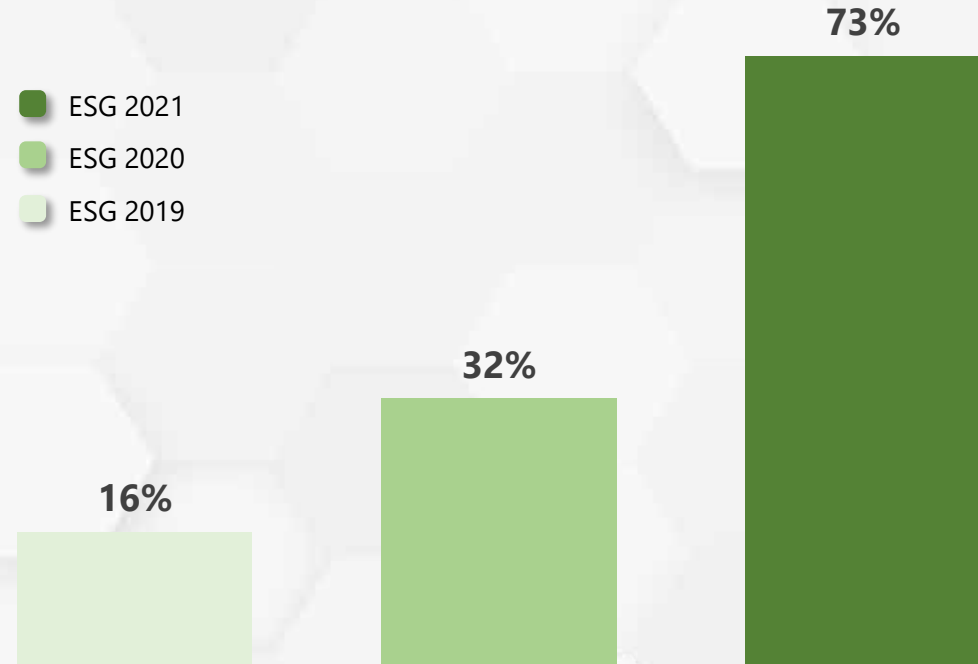
ESG Disclosure Comparison

- Environment
- Social
- Governance



Comparison of Average BTN's ESG Disclosure in 2019, 2020, 2021

- ESG 2021
- ESG 2020
- ESG 2019



BTN's ESG disclosure comparison between 2019, 2020, and 2021

BTN's Sustainability Rating

In addition to sustainable financial indicators, BTN applies sustainable development criteria including ESG (Environment, Social and Governance) and has been recognized by some of these institutions.

Corporate Governance Perception Index



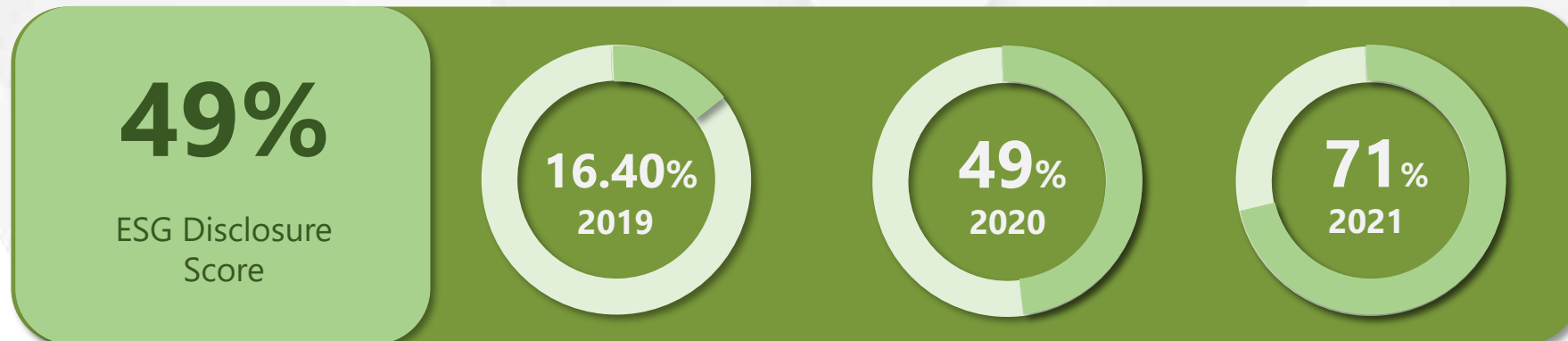
SRI-KEHATI



ASEAN CORPORATE GOVERNANCE



BGK Foundation



Profit

Current BTN Ratings From Various Rating Agencies

FitchRatings

As of February 2023

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

MOODY'S

As of November 2021

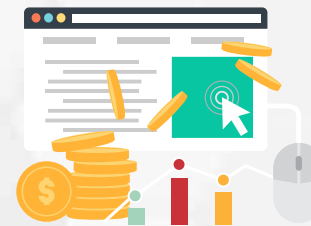
Outlook	: Stable
Counterparty Risk Rating	: Baa2/P-2
Bank Deposits	: Baa2/P-2
Baseline Credit Assessment	: ba1
Adj Baseline Credit Assessment	: ba1
Counterparty Risk Assessment	: Baa2 (cr)/P-2(cr)
Subordinate	: Ba3 (hyb)

Precedent of BTN Corporate Action



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

Newly Issued Public Shares :
1,377,777,765



Oversubscribed by **1,6x**



BTN's Rights Issue was positively welcomed by investors

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

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

Appendices

Regional I (West Java)

Regional Office	1
Branch Offices	15
Sub-Branch Offices	123
Functional Offices	0
Sharia Branch Offices	6
Sharia Sub-Branch Offices	15
Sharia Cash Offices	0
Sharia Payment Points	1
Priority Outlets	9
ATM & CRM	517

Regional II (Jakarta Area)

Regional Office	1
Branch Offices	13
Sub-Branch Offices	133
Functional Offices	0
Sharia Branch Offices	4
Sharia Sub-Branch Offices	10
Sharia Cash Offices	0
Sharia Payment Points	1
Priority Outlets	17
ATM	483

Regional III (East Java)

Regional Office	1
Branch Offices	15
Sub-Branch Offices	83
Functional Offices	0
Sharia Branch Offices	3
Sharia Sub-Branch Offices	12
Sharia Cash Offices	1
Sharia Payment Points	1
Priority Outlets	8
ATM	334

Regional IV (Sumatera)

Regional Office	1
Branch Offices	11
Sub-Branch Offices	75
Functional Offices	1
Sharia Branch Offices	9
Sharia Sub-Branch Offices	14
Sharia Cash Offices	3
Sharia Payment Points	0
Priority Outlets	8
ATM	293

Regional V (Sulawesi)

Regional Office	1
Branch Offices	18
Sub-Branch Offices	69
Functional Offices	0
Sharia Branch Offices	4
Sharia Sub-Branch Offices	6
Sharia Cash Offices	0
Sharia Payment Points	2
Priority Outlets	10
ATM	284

Regional VI (Central Java & DIY)

Regional Office	1
Branch Offices	8
Sub-Branch Offices	56
Functional Offices	2
Sharia Branch Offices	4
Sharia Sub-Branch Offices	12
Sharia Cash Offices	1
Sharia Payment Points	1
Priority Outlets	5
ATM	206

National

2022

Regional Office	6
Branch Offices	80
Sub-Branch Offices	537
Functional Offices	3
Sharia Branch Offices	30
Sharia Sub-Branch Offices	69
Sharia Cash Offices	5
Sharia Payment Points	6
Outlets	736
Priority Outlets	57
ATM	2,117

2025 Aspirations



Best Mortgage Bank in South East Asia

Achieving the highest profitability and housing-linked asset growth among peers



A Double low-cost funding

Transforming channel capabilities to become the transactional bank and growing FBI



B Democratize housing

Delivering banking products to improve lives, financing in subsidized homes for mass segment, and building a new direct-to-consumer channel for mass affluent segment



C Build one stop shop financial solution for consumer and housing-related businesses

Providing lending and investment solutions to triple non-mortgage portfolio and double product holdings of emerging affluent customers



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

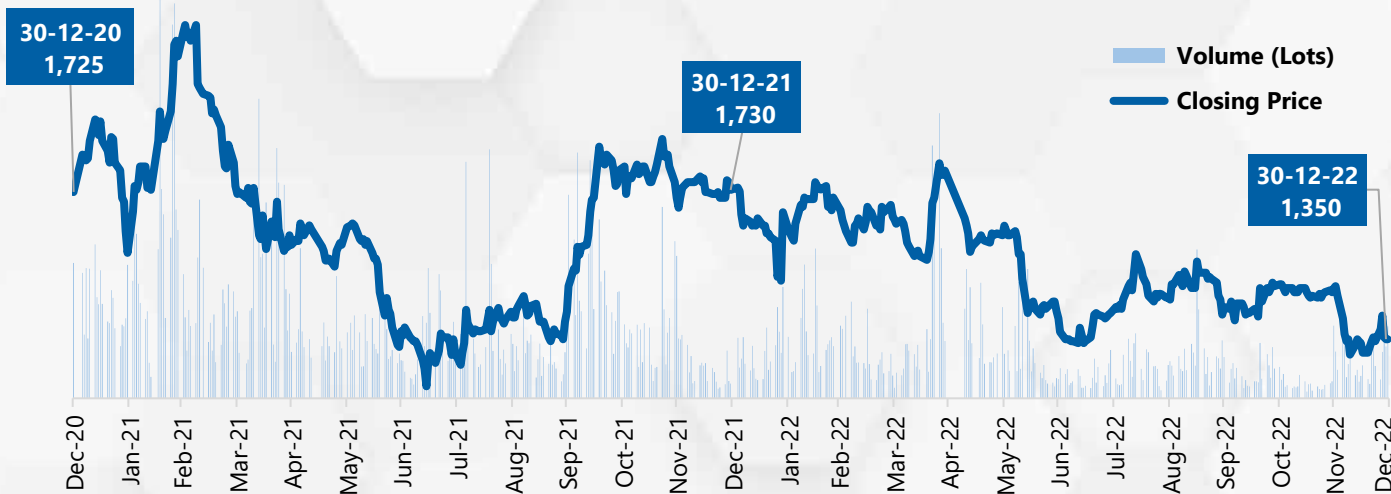
Digitizing processes to build the most efficient operations and developing top-notch talents



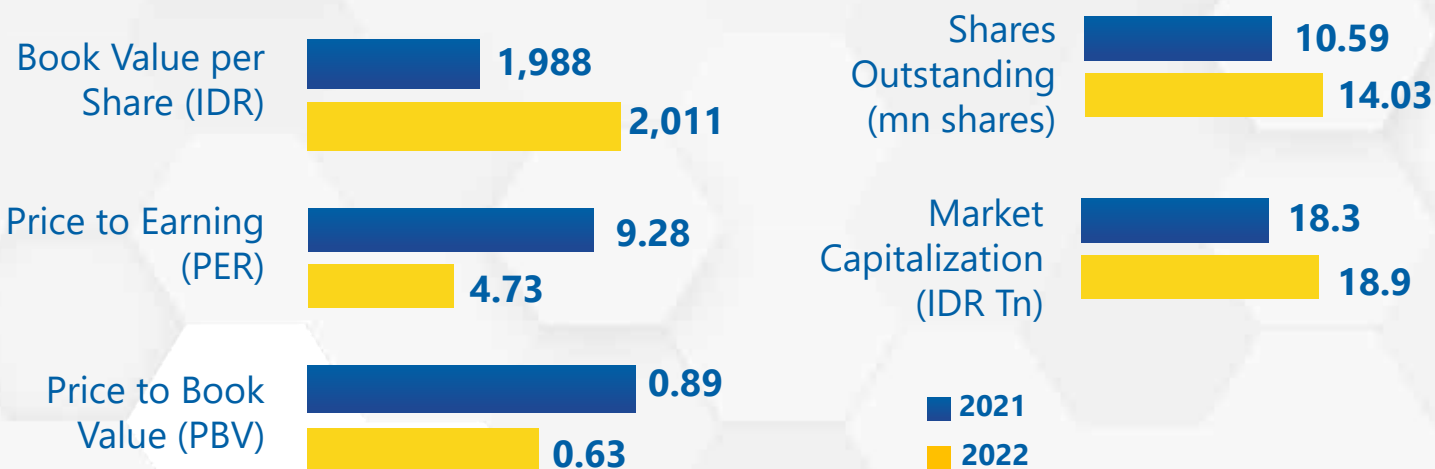
E Build a high-quality portfolio and sustain low levels of NPL

Leveraging technology to develop integrated and rigorous risk management processes to lower NPL in line with market sustainably

BBTN Price Movement



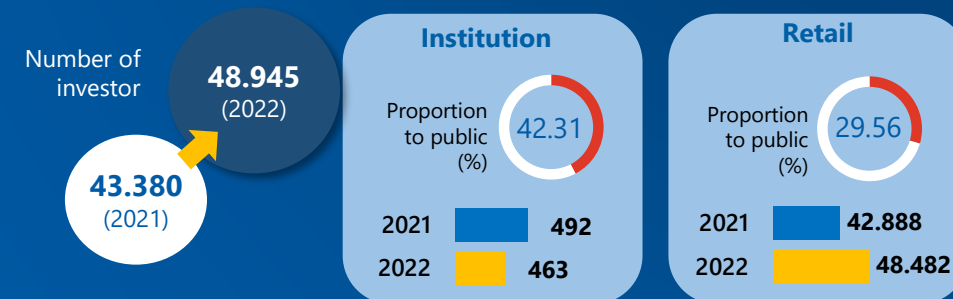
BBTN Stock Performance Indicator



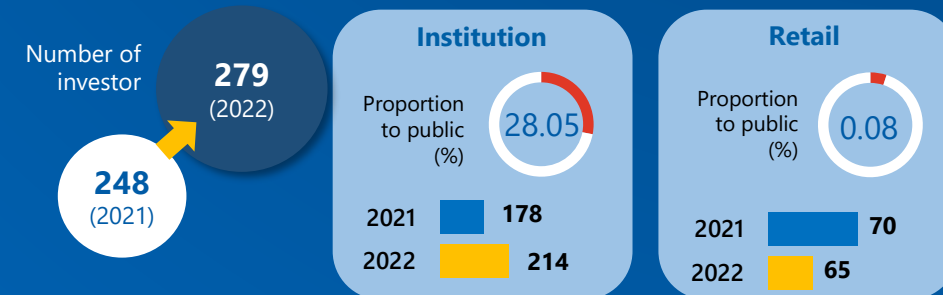
Bank BTN Investor Profile

BBTN stock investors increased by **12.82% yoy**, driven by an increase in Retail Investors, indicating new investors interest in BBTN shares.

Local Investor



Foreign Investor





Haru Koesmahargyo
President Director

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



Nixon L. P. Napitupulu
Vice President Director

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



Hirwandi Gafar
Director of Consumer

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



Nofry Rony Poetra
Director of Finance

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



Eko Waluyo
Director of Human Capital, Compliance, and Legal

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



Elisabeth Novie Riswanti
Director of Assets Management

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



Jasmin
Director of Distribution & Funding

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



Andi Nirwoto
Director of IT & Digital

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



Setiyo Wibowo
Director of Risk Management

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

BTN Achievement

With sustainable performance improvements, BTN received various awards and appreciations

Governance Implementation



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



Corporate Governance Perception Index (CGPI) survey 2022
"Most Trusted Company"



Best 25 SRI KEHATI
Best 45 ESGQ IDX KEHATI
Best 56 ESG SL IDX KEHATI

Mortgage Top Brand



KPR BTN - Iconomics Best Marketing Brand 2020 - Millennials Choice



E Loan - Millennial Popular Digital Brand



Most Popular Mortgage Loan - Millennial Choice Award 2021

Sustainability Performance



Best Asia's Transformation Bank 2022



Indonesia Top Bank Awards 2021



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

Digital Bank



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



BUMN Branding & Marketing Award 2021



Digital Innovation Award 2022

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

Thank You

Investor Relations

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