



# ANALYST MEETING

**PT Bank Tabungan Negara (Persero) Tbk**  
Business & Financial Performance  
as of March 31, 2020

Jakarta, 15<sup>th</sup> May 2020

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# AGENDA

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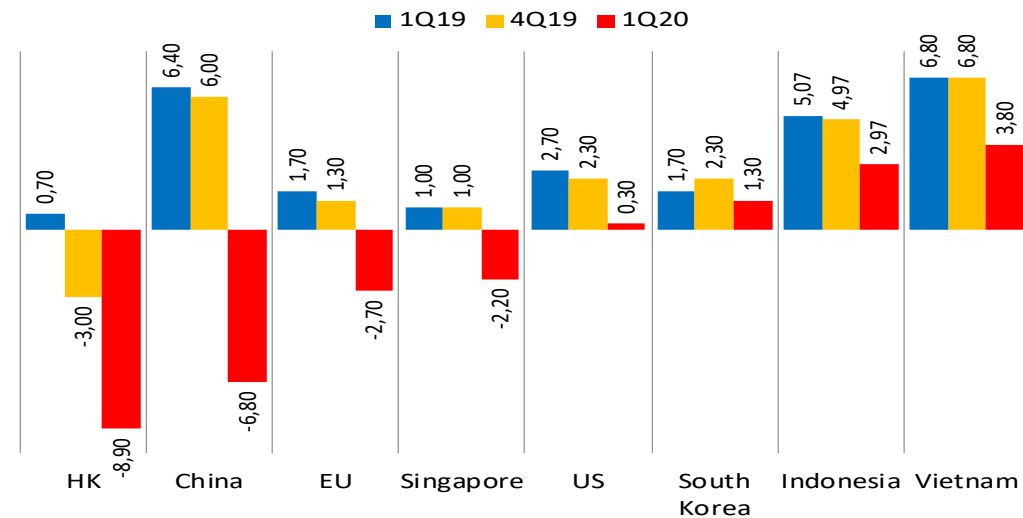
# CEO PRESENTATION

# Macroeconomic Condition

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

## Declining Global Economic Growth

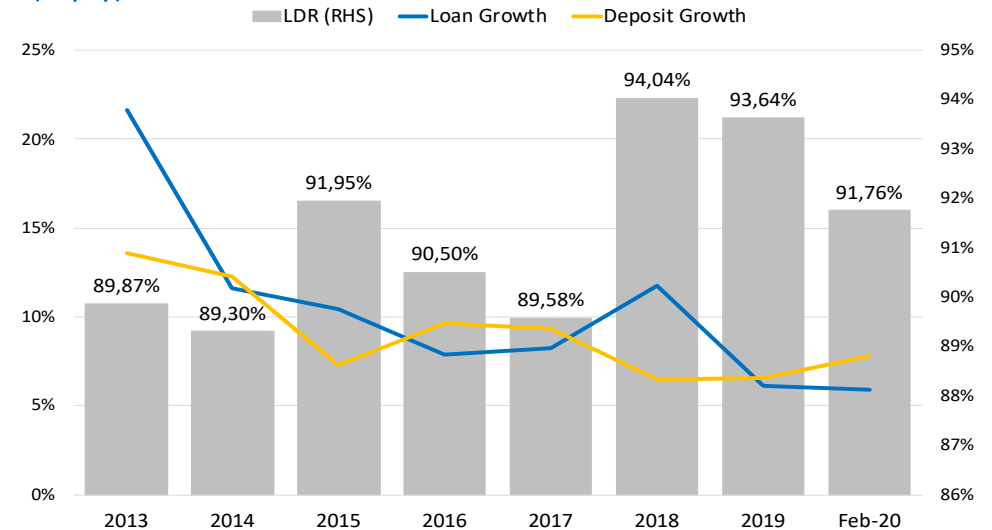
(% yoy)



- The impact of COVID-19 pandemic was already seen in 1Q 2020 as all countries experienced a decline in economic growth, even some faced negative growth
- Indonesia's GDP growth declined to 2.97% yoy in 1Q 2020, marking the lowest economic growth since 2001

## Slower Banking Intermediation

(% yoy)



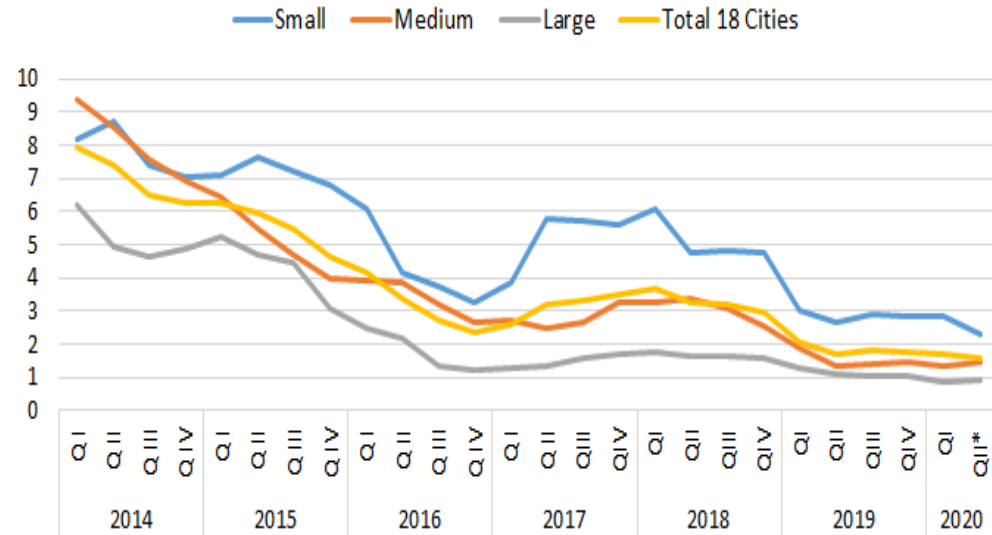
- Slower economic growth and tight liquidity have hampered banking intermediation
- Loan growth declined from 12.13% yoy in Feb 2019 to only 5.93% in Feb 2020
- While Deposit grew higher to 7.77% yoy in Feb 2020, from 6.57% yoy in Feb 2019

# Housing Industry

Residential Property Prices Have Been Decelerating

## Residential Property Price Index

(% yoy)

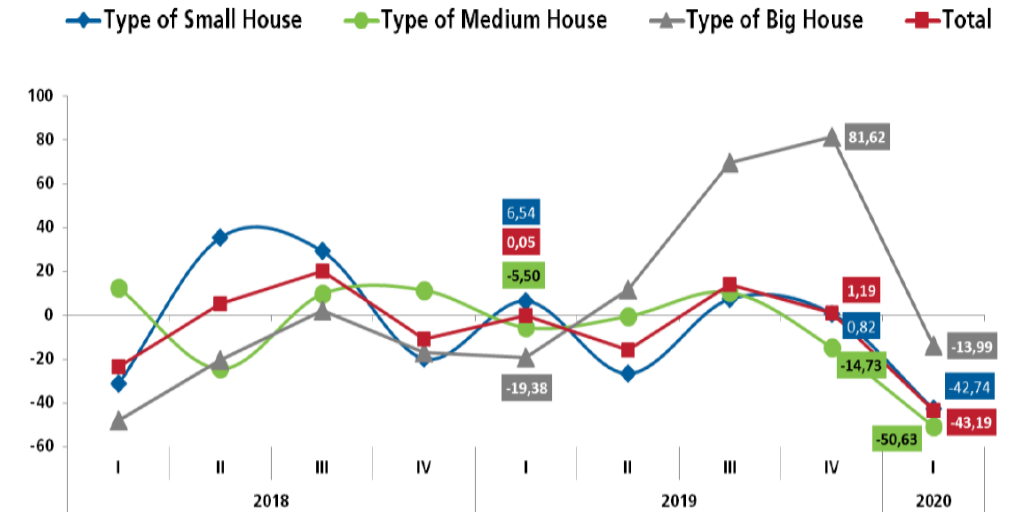


- The Residential Property Price Index grew slower to 1.68% yoy in 1Q 2020, compared to 1.77% yoy in 4Q 2019 as all size of houses experienced slower growth
- It is expected that slower Index growth will continue in 2Q 2020 with growth of only 1.56% yoy

Source: Bank Indonesia, Residential Property Survey for Primary House

## Property Sales Growth

(% yoy)



- Property Sales declined and grew negatively for all size of houses in 1Q 2020
- Big size house experienced the biggest drop from 81.62% yoy in 4Q 2019 to -13.99% yoy in 1Q 2020

# Bank BTN's Response to Covid-19 Pandemic

In the midst of the Covid-19 pandemic, Bank BTN has been implementing risk mitigation on bank operations and business activities in order to continue operating

## Work From Home Policy

- 50% to 70% WFH policy for HQ Personnel
- Implementation of 30% WFH for Branch Office Personnel
- Adjustment of employee working hours (8AM to 4PM)
- Temporary closure of 199 outlets



## Loan Restruct Policy

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



**Preparation to Anticipate the Regulation in Lieu of Law (Perppu) No. 1/2020 & Government Regulation (PP) No. 23/2020**



# 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 Debtors who are socially and economically affected by the Covid-19 Pandemic**



**Relaxation tailored to the debtor's condition**



**Grace period of interest payment for 1 year**



**Grace period of principal payment for 1 year**

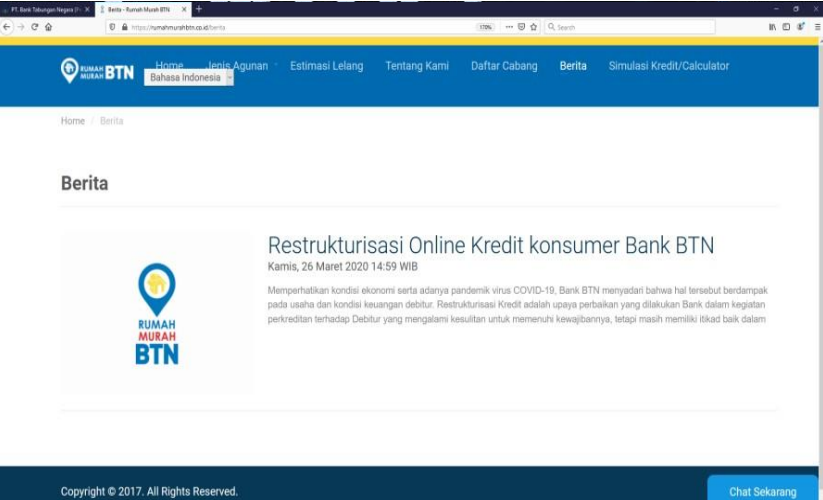
## Loan Restructuring Policy

1. Debtor Collectibility is in Current or SML as of Feb 29, 2020.
2. Debtor income is sourced from sectors that are significantly affected by the Covid-19 pandemic (In accordance to POJK No. 11/POJK.03/2020).
3. Loan restruct can be done in bulk.
4. eLoan Restruct application can be accessed through a public network.
5. Loan restruct can be initiated by the Bank, if the debtor cannot be encountered, and it is confirmed that his/her workplace or business is closed due to the impact of Covid-19.



# Online Loan Restructuring Implementation

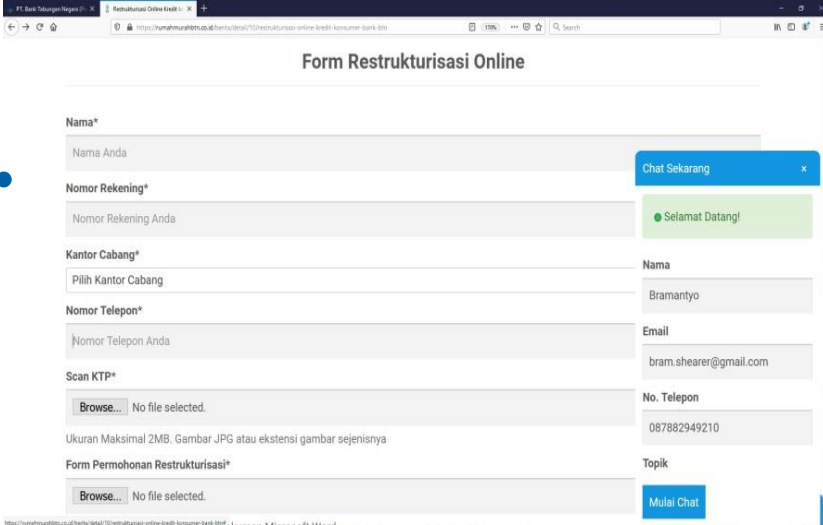
## Loan restructuring through Rumah Murah BTN portal



Loan Restruct Feature on Rumah Murah BTN Portal



Number of Debtors who submitted Online As of April 1, 2020



Requirement forms are easy, can be accessed through website

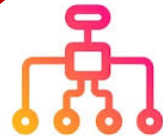
## Support of Government Policies

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 government's stimulus related to housing for Interest Subsidy and Down Payment Subsidy to the value of Rp1.5tn stated in Perppu No. 1 Year 2020, mainly supports BTN's business as the biggest provider of Subsidized Mortgage

**Perppu Number 1  
Year 2020**



OJK has issued a regulation to aid borrowers affected by Covid-19 through relaxation of loan restructuring in order to manage loan quality

**POJK Number  
11/POJK.03/2020**



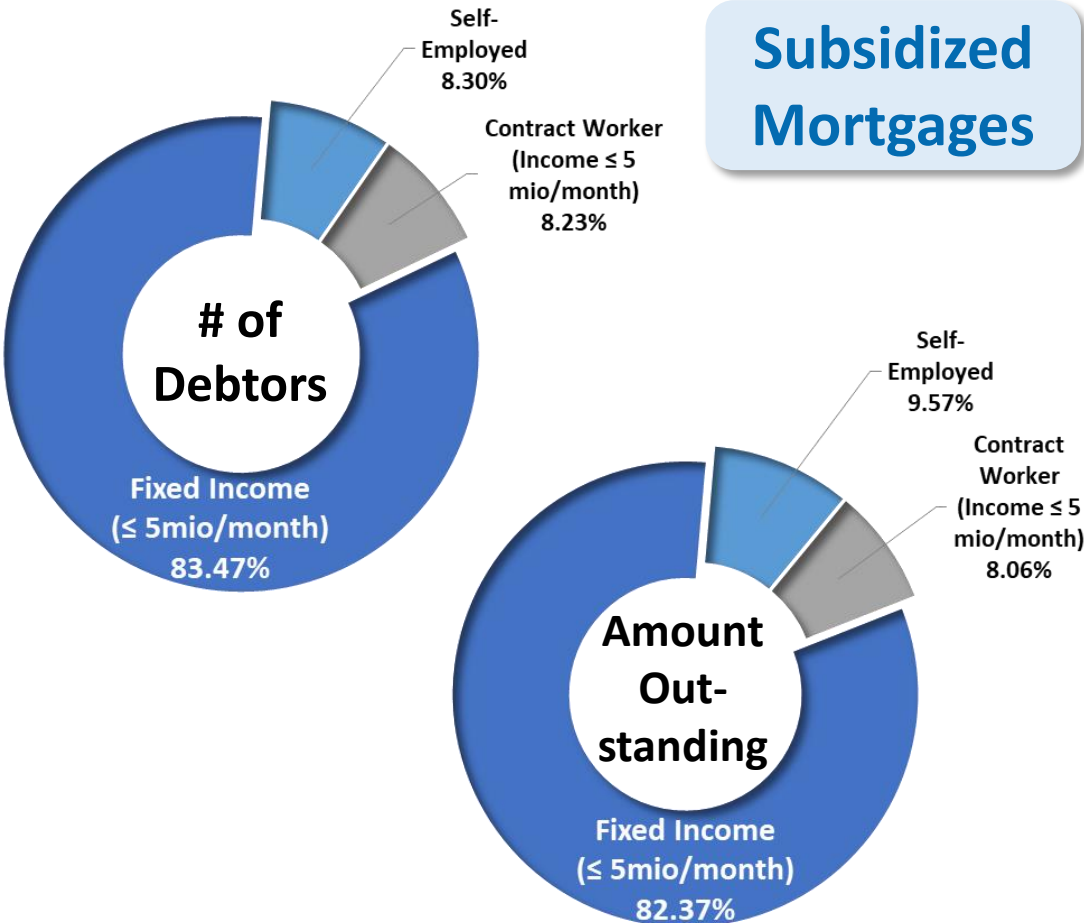
Bank BTN has fulfilled the criteria to become a participating bank that will receive government fund placement based on PP No. 23/2020

**PP Number 23  
Year 2020**

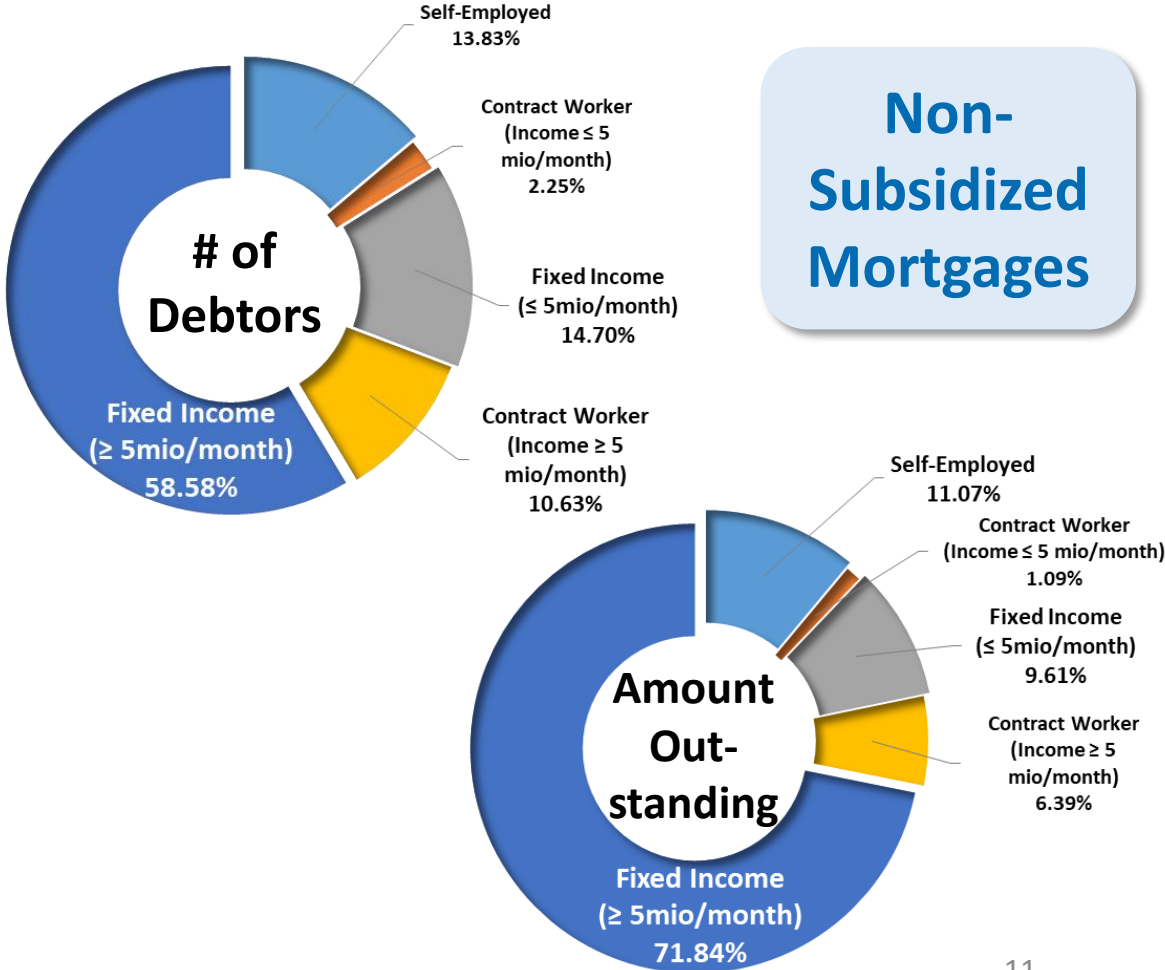
# Profiling of Subsidized & Non Subsidized Mortgage Borrowers

BTN is relatively safe considering the portion of Debtors with Fixed Income still dominate the portfolio of Subsidized Mortgages as well as Non Subsidized Mortgages

**Subsidized Mortgages**



**Non-Subsidized Mortgages**

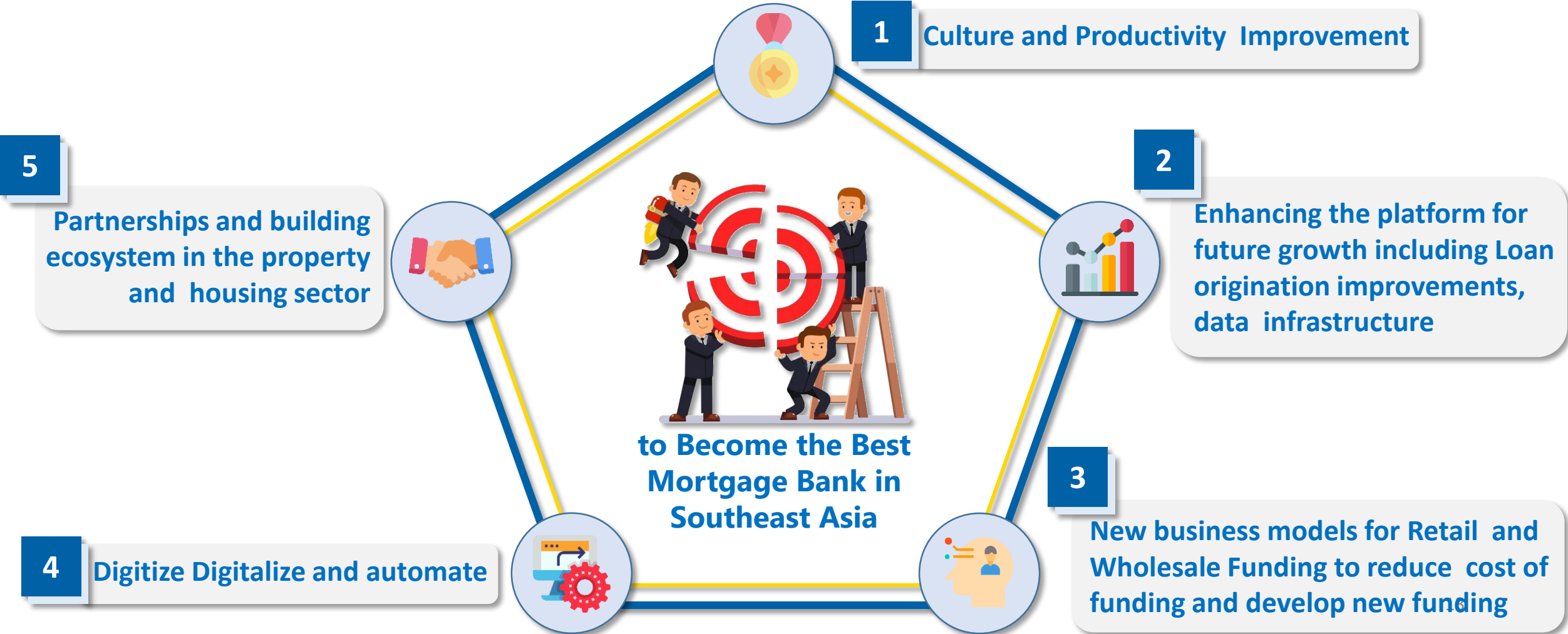




# PROGRESS ON 5 FOCUS STRATEGY

# CEO Vision: to Become the Best Mortgage Bank in Southeast Asia

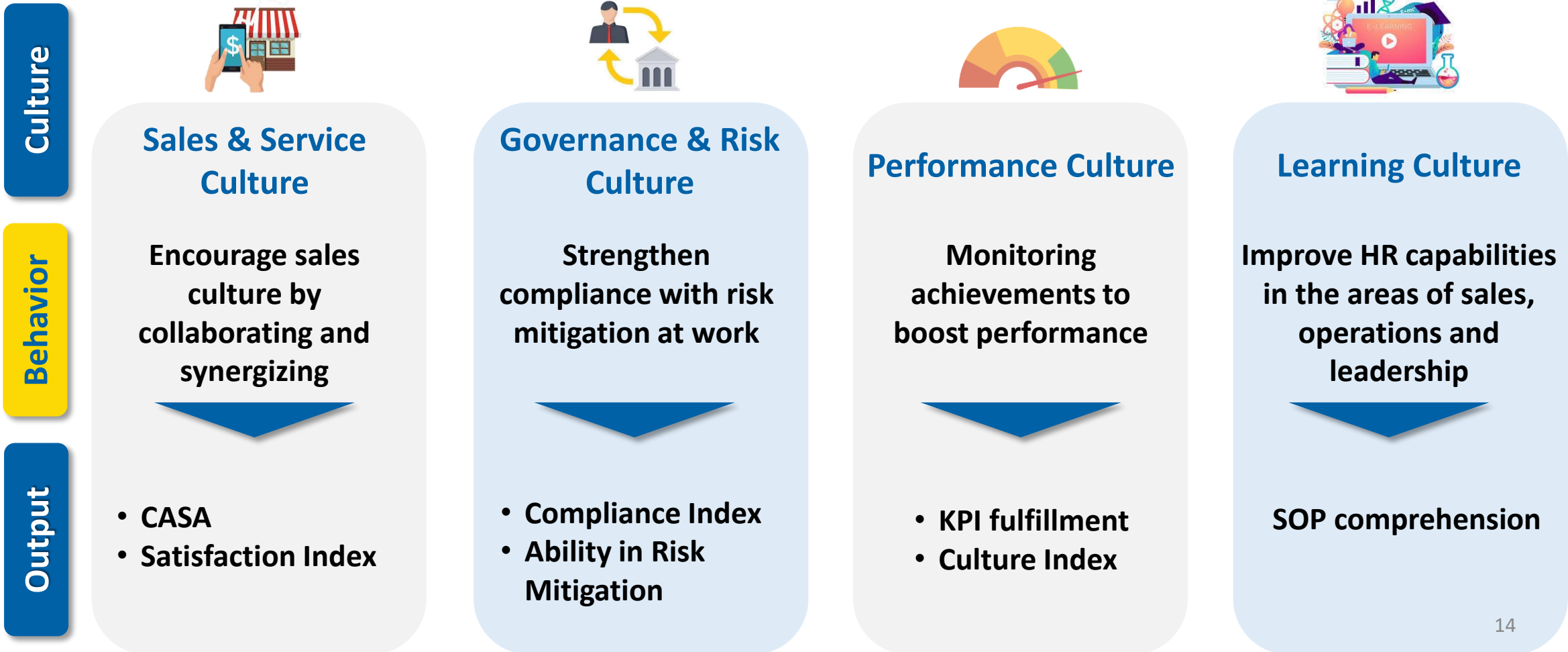
Bank BTN has set a long-term goal, to become the Best Mortgage Bank in Southeast Asia that will be achieved through the implementation of Five Focus Strategy





# Strengthening Corporate Culture 2020

to improve business quality, corporate culture program focuses on increasing Sales & Service Culture, Governance & Risk Culture, Performance Culture & Learning Culture



# Loan Origination Improvement

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



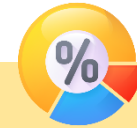
## Improving Loan Origination Process

- 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



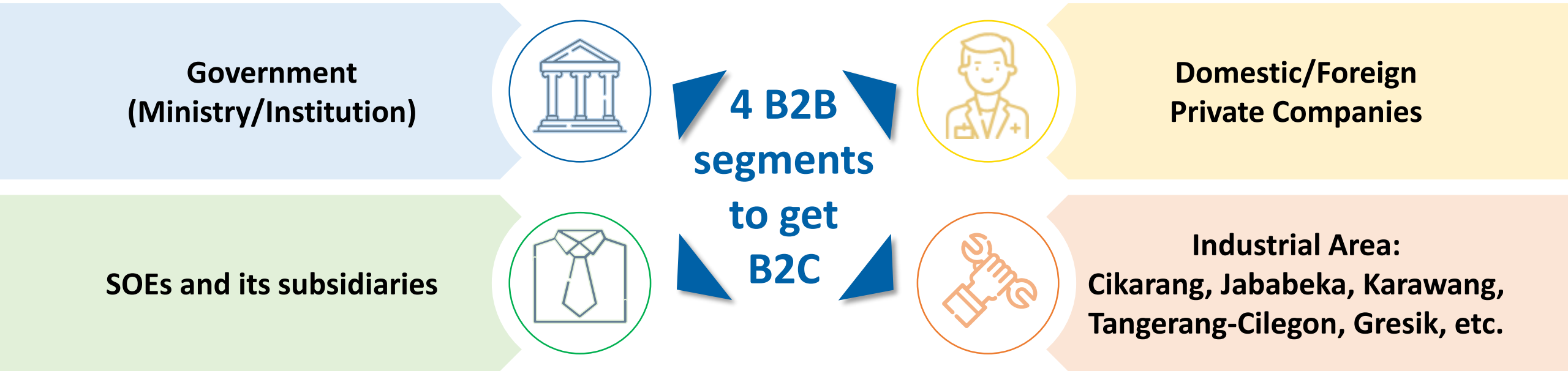
## Accelerating the Sale of Bad Loans

- 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.



## Customer Benefits



As of March 31, 2020



**7,993**

New Payroll Accounts



**119,647**

Outstanding NOA

**1**

### One Day Approval

Ease of process and convenience on submitting a Personal Loan



**2**

### Competitive Rates

Rates are competitive for consumer loans such as Personal Loans and Mortgages



**3**

### Convenient Saving

Ease of opening a Payroll Savings Account with various benefits



**4**

### Employee Engagement

Program provided by Bank BTN for the company in order to increase its employee engagement



# Development of Digital Banking

In early 2020 Bank BTN has launched and conducted several apps development to expand banking services digitally

## Re-launching BTN Mobile Banking



Re-launching BTN Mobile Banking with more dynamic, modern, attractive and user friendly interface

## Launching Mobile Apps BTN Properti



Developing BTN Properti Mobile Apps as an innovation to expand the mortgage market in the millennial segment

## EDC-Acquirer Development



Developing EDC-Acquirer to increase merchant transactions

## Rumah Murah BTN Portal Upgrade



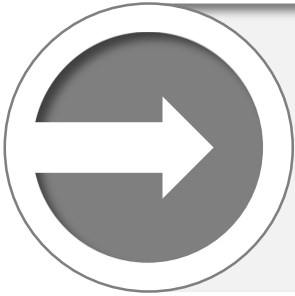
Expanding sales channels of bad debt loans through Development of Rumah Murah portal



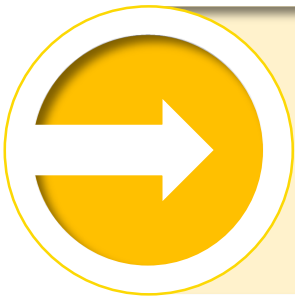
# Re-launching BTN Mobile Banking



Re-launching BTN Mobile Banking with more dynamic, modern, attractive and user friendly interface



Additional features to boost acquisitions and transactions such as credit card payments, e-wallet top up, electricity payments, etc



BTN Mobile Banking has been downloaded by more than **1 million users** with transaction value of **Rp2.62 trillion** in the first quarter of 2020



Transaksi dengan mudah dan aman  
**Work from Home**  
**Banking from Home**

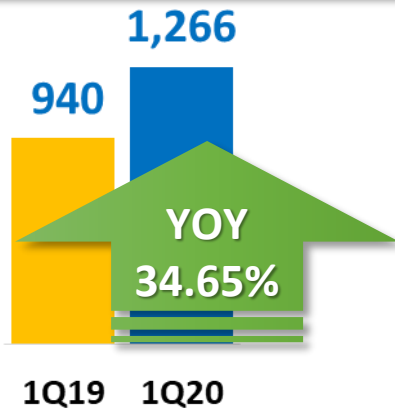


# BTN Mobile & Internet Banking Performance

## Mobile Banking

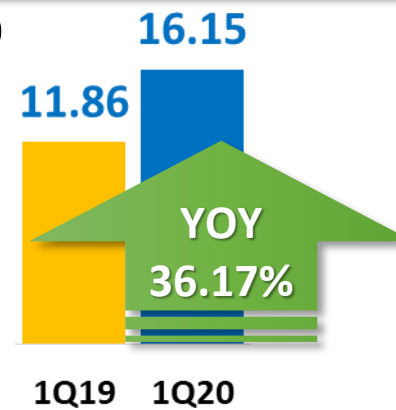
### User

(Thousand)



### Transaction

(Mio Transactions)



### Transaction Value

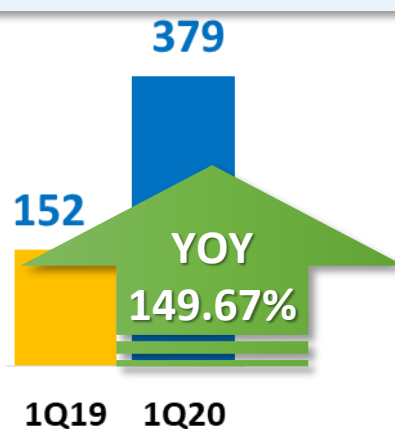
(IDR Tn)



## Internet Banking

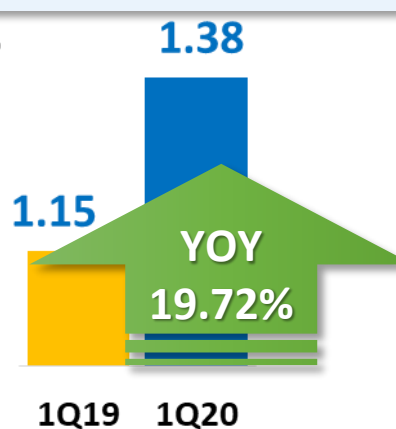
### User

(Thousand)



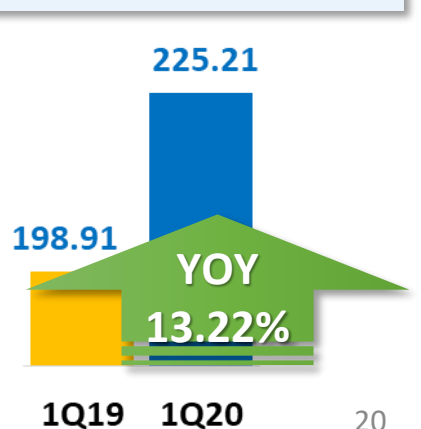
### Transaction

(Mio Transactions)

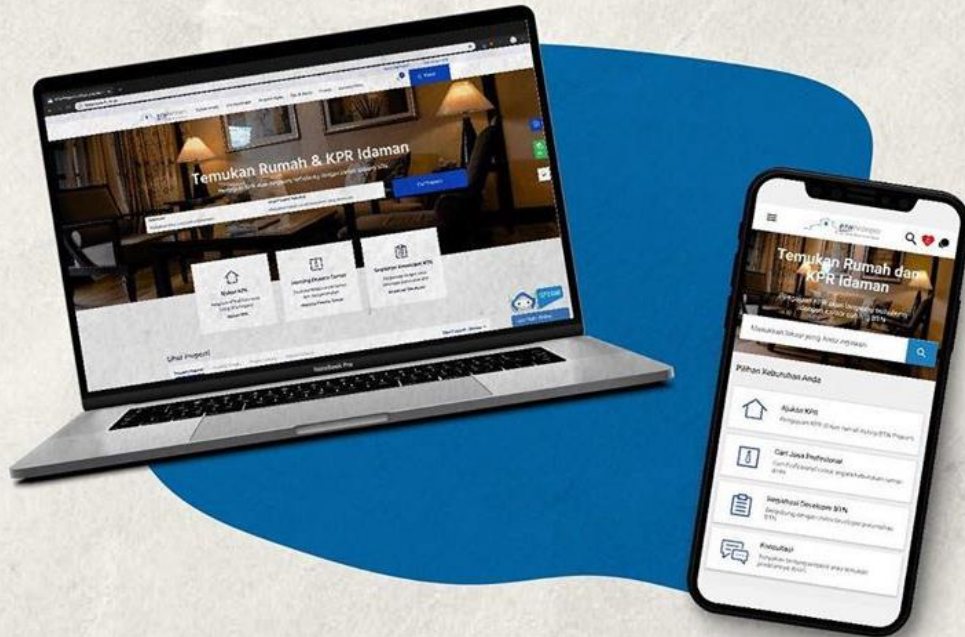


### Transaction Value

(IDR Bio)

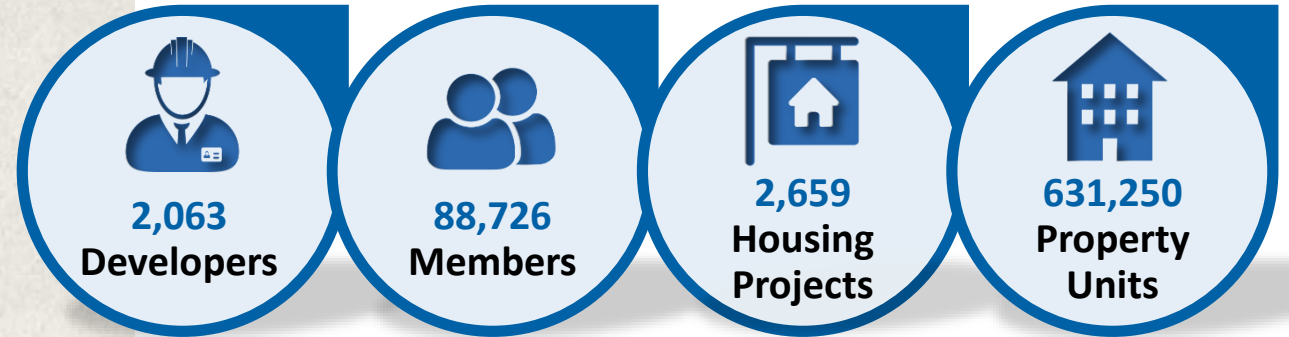


# BTN Properti

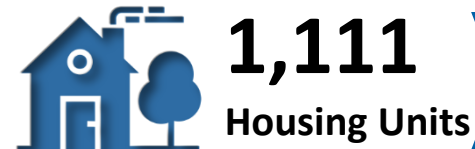
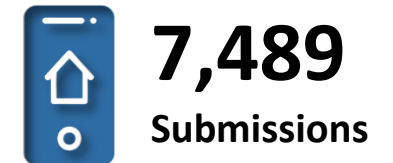


## BTN Properti Portal Performance

As of March 31, 2020



1Q 2020





Mudah, Murah, Aman.

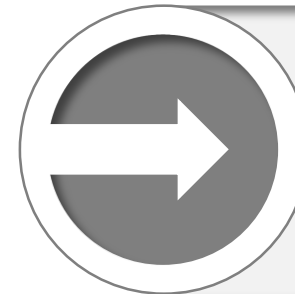


#RumahMurahBTN

# Rumah Murah BTN Portal Upgrade



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 March 31, 2020, has been viewed by **152 thousand visitors** with **sales value of Rp31.4 bio** (total assets available nearly Rp13.7 trillion)

## 1Q 2020 Key Takeaways

### Controlled Growth

- The business is still growing, shown by loan growth of 4.59% even amidst the Covid-19 pandemic
- Loan growth was supported by main business of Subsidized Mortgage, which grew by 10.57%
- Total Asset and Deposit maintained stable growth of 2.27% and 2.73% respectively

### Adequate Capital

- CAR was strong at 18.73%, supported by Tier II capital after implementation of IFRS 9 in January
- CAR is comfortably within the Bank Indonesia regulation

### Asset Quality & Coverage

- NPL was relatively stable at 4.91% compared to December 2019
- Coverage ratio is much stronger at 105.66% and will be maintained above 100% throughout 2020

### Sufficient Liquidity

- LCR was strong at 140.51% during 1Q2020, well above the 100% requirement

### Improved Cost of Funds

- Time deposit cost of funds have seen a decrease of around 80bps yoy
- Cost of fund is expected to continue declining as around Rp5tn of wholesale funding is set to reprice lower in 2Q2020





# 1Q 2020 RESULT PRESENTATION

# Financial Highlight – Improving Coverage

(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Total Asset	171.808	214.168	261.365	306.436	311.777	301.346	308.187	2,27%
Total Loan & Financing	138.956	164.446	198.991	238.298	255.825	242.135	253.252	4,59%
Total Deposits	127.746	160.192	192.949	230.264	225.401	215.829	221.719	2,73%
Equity	13.860	19.131	21.663	23.840	23.836	24.534	16.489	-32,79%
Net Profit	1.851	2.619	3.027	2.808	209	723	457	-36,79%
Earning per Share (IDR)	175	247	286	265	20	68	43	-36,79%
CAR (BI)	16,97%	20,34%	18,87%	18,21%	17,32%	17,62%	18,73%	
NPL (Gross)	3,42%	2,84%	2,66%	2,81%	4,78%	2,92%	4,91%	
NPL (Nett)	2,11%	1,85%	1,66%	1,83%	2,96%	2,00%	2,38%	
N I M	4,87%	4,98%	4,76%	4,32%	3,32%	3,63%	3,13%	
C I R	50,08%	48,41%	50,19%	52,28%	58,08%	59,28%	58,99%	
COVERAGE RATIO	43,14%	45,25%	44,55%	49,24%	50,01%	45,07%	105,66%	
ROE	16,84%	18,35%	18,11%	14,89%	1,00%	14,08%	12,17%	
ROA	1,61%	1,76%	1,71%	1,34%	0,13%	1,24%	0,76%	
LDR	108,78%	102,66%	103,13%	103,49%	113,50%	112,19%	114,22%	
LCR	165,98%	162,25%	144,95%	108,99%	136,31%	144,63%	140,51%	

# Balance Sheet – Assets Still Growing

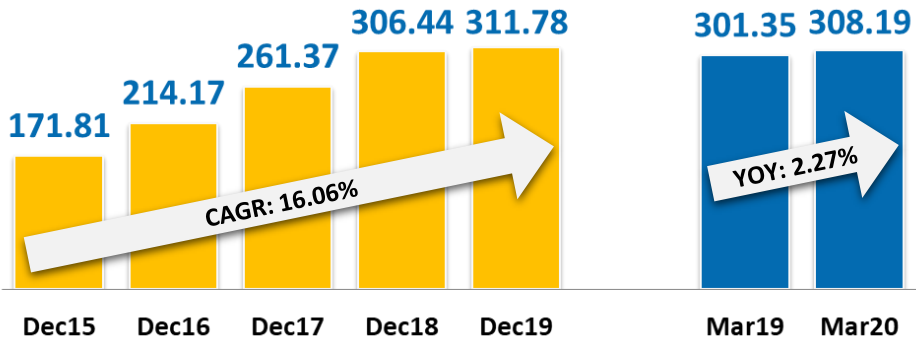
(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Total Assets	171,808	214,168	261,365	306,436	311,777	301,346	308,187	2.27%
Total Earning Assets	157,049	195,780	234,152	266,356	283,851	270,514	280,697	3.76%
- Term Deposit with BI	7,529	17,581	18,693	11,204	6,134	5,130	4,921	-4.07%
- Loans and Financing	138,956	164,446	198,991	238,298	255,825	242,135	253,252	4.59%
- Securities	10,001	12,785	15,252	15,021	18,628	20,317	20,961	3.17%
- Other Earning Assets	562	968	1,217	1,833	3,264	2,933	1,563	-46.72%
Provision on Earning Asset	(2,064)	(2,132)	(2,373)	(3,320)	(6,145)	(3,208)	(13,144)	309.78%
Others	16,823	20,520	29,586	43,401	34,072	34,040	40,634	19.37%
Deposits	127,746	160,192	192,949	230,264	225,401	215,829	221,719	2.73%
Securities Issued	10,937	12,935	17,932	17,036	19,784	17,008	19,835	16.63%
Deposits from Other Banks	3,255	5,459	8,035	6,249	4,522	10,868	4,645	-57.25%
Repurchase Agreements	2,135	1,385	1,401	948	947	2,089	944	-54.81%
Borrowings	7,725	7,999	10,990	18,499	28,465	19,937	33,657	68.82%
Others	6,151	7,068	8,395	9,599	8,823	11,082	10,896	-1.68%
Equity	13,860	19,131	21,663	23,840	23,836	24,534	16,489	-32.79%

# Asset & Earning Asset Composition

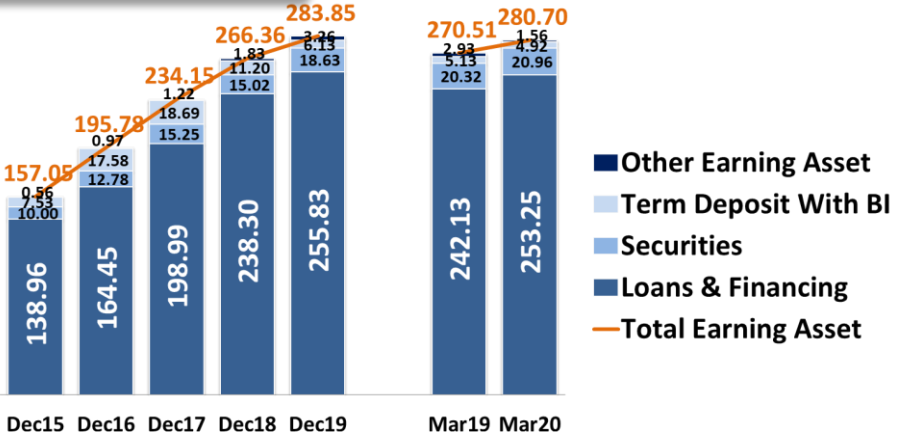
## Total Asset

(IDR Trillion)



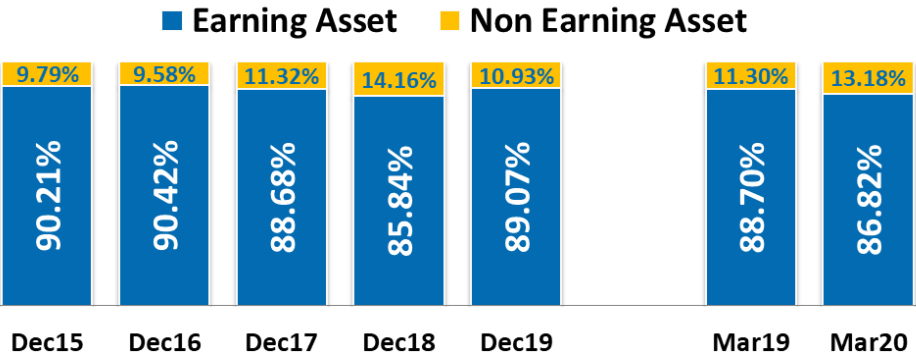
## Total Earning Asset

(IDR Trillion)



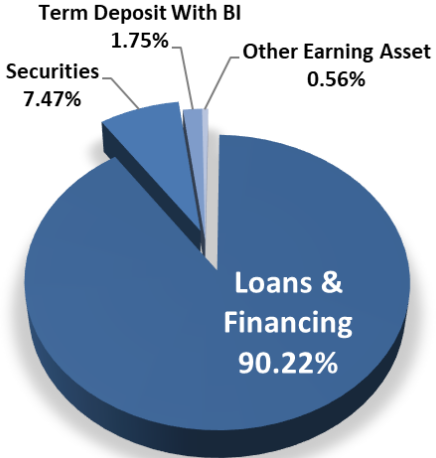
## Asset Composition

(%)



## Earning Asset Composition

(%)

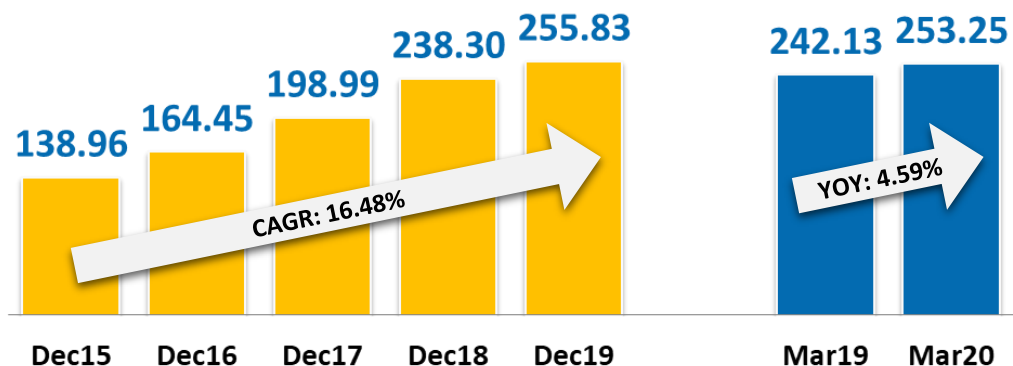


## Loans Composition – Growth Driven by Low-risk Subsidized Mortgages

Loans Type	31-Dec-15		31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		31-Mar-19		31-Mar-20		yoy
	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	IDR Bn	Shares	
<b>Housing Loans</b>	<b>124,927</b>	<b>89.90%</b>	<b>147,948</b>	<b>89.97%</b>	<b>179,228</b>	<b>90.07%</b>	<b>213,619</b>	<b>89.64%</b>	<b>229,266</b>	<b>89.62%</b>	<b>219,728</b>	<b>90.75%</b>	<b>228,818</b>	<b>90.35%</b>	<b>4.14%</b>
Subsidized Mortgages	43,527	31.32%	56,835	34.56%	75,278	37.83%	98,173	41.20%	111,133	43.44%	101,999	42.12%	112,776	44.53%	10.57%
Non-Subsidized Mortgages	53,567	38.55%	60,469	36.77%	69,309	34.83%	77,760	32.63%	80,644	31.52%	79,834	32.97%	79,990	31.58%	0.19%
Other Housing Loans	8,934	6.43%	8,723	5.30%	8,561	4.30%	8,426	3.54%	8,032	3.14%	8,441	3.49%	7,751	3.06%	-8.17%
Construction Loan	18,900	13.60%	21,921	13.33%	26,081	13.11%	29,261	12.28%	29,458	11.51%	29,455	12.16%	28,301	11.18%	-3.92%
<b>Non-Housing Loans</b>	<b>14,029</b>	<b>10.10%</b>	<b>16,498</b>	<b>10.03%</b>	<b>19,763</b>	<b>9.93%</b>	<b>24,679</b>	<b>10.36%</b>	<b>26,559</b>	<b>10.38%</b>	<b>22,407</b>	<b>9.25%</b>	<b>24,434</b>	<b>9.65%</b>	<b>9.05%</b>
Consumer Loan	3,839	2.76%	4,738	2.88%	4,813	2.42%	5,695	2.39%	4,891	1.91%	4,973	2.05%	4,682	1.85%	-5.84%
Commercial Loan	10,190	7.33%	11,761	7.15%	14,950	7.51%	16,817	7.06%	14,952	5.84%	13,950	5.76%	13,210	5.22%	-5.30%
Corporate Loan							2,167	0.91%	6,715	2.62%	3,484	1.44%	6,542	2.58%	87.75%
<b>Total Loans</b>	<b>138,956</b>	<b>100.00%</b>	<b>164,446</b>	<b>100.00%</b>	<b>198,991</b>	<b>100.00%</b>	<b>238,298</b>	<b>100.00%</b>	<b>255,825</b>	<b>100.00%</b>	<b>242,135</b>	<b>100.00%</b>	<b>253,252</b>	<b>100.00%</b>	<b>4.59%</b>

### Gross Loan

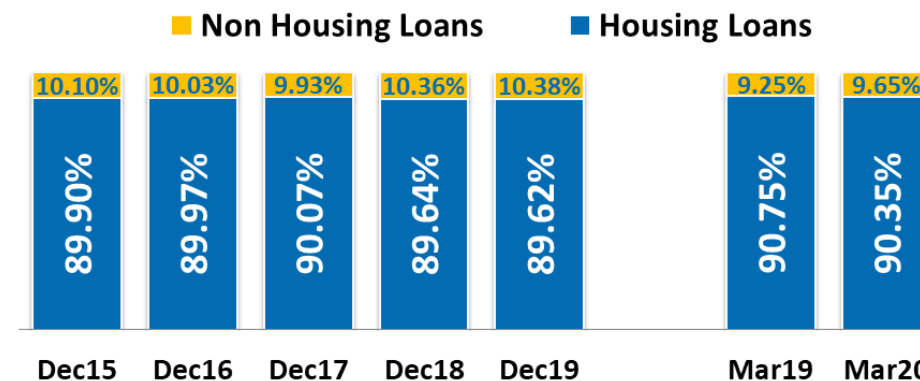
(IDR Trillion)



Note: Figures on graph and table include Sharia Financing

### Housing & Non-Housing Loans

(%)

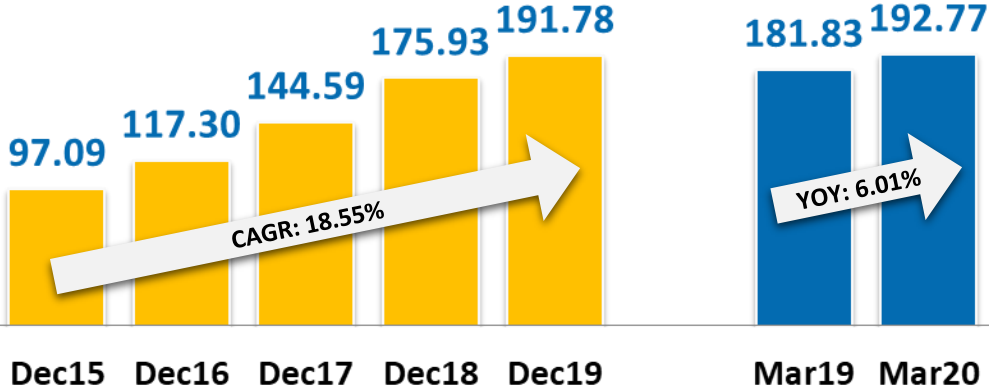




# Mortgages – Subsidized Mortgages Still Grew Well

## Total Mortgage

(IDR Trillion)



## Mortgage Composition

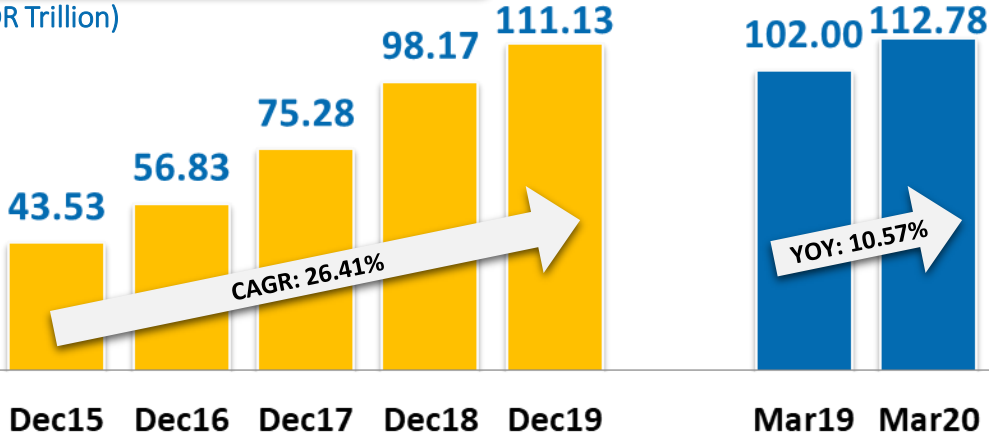
(%)

■ Non Subsidized Mortgage ■ Subsidized Mortgage



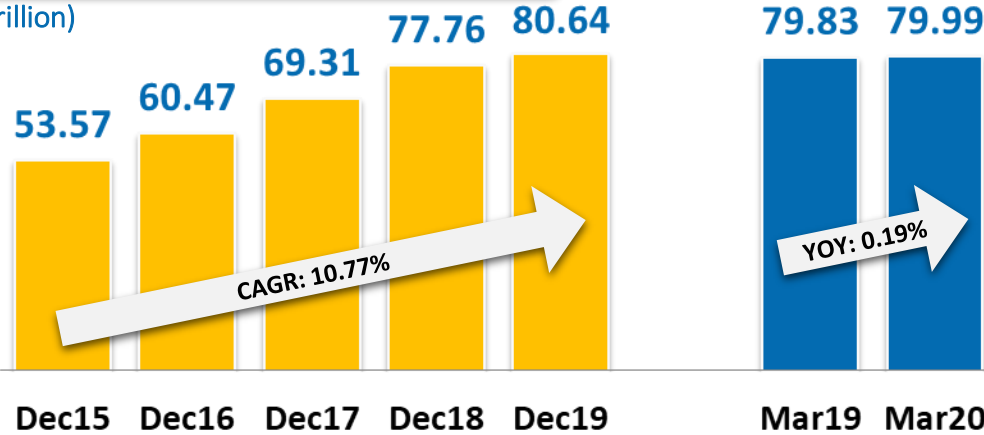
## Subsidized Mortgages

(IDR Trillion)



## Non-Subsidized Mortgages

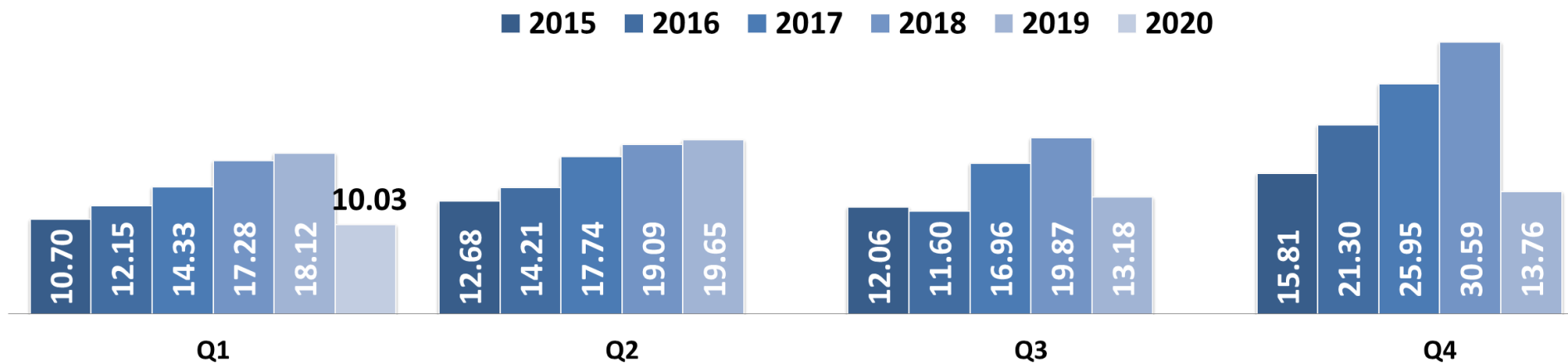
(IDR Trillion)



Note: Figures on all graphs include Sharia Financing

# Loan Disbursement

(IDR Trillion)



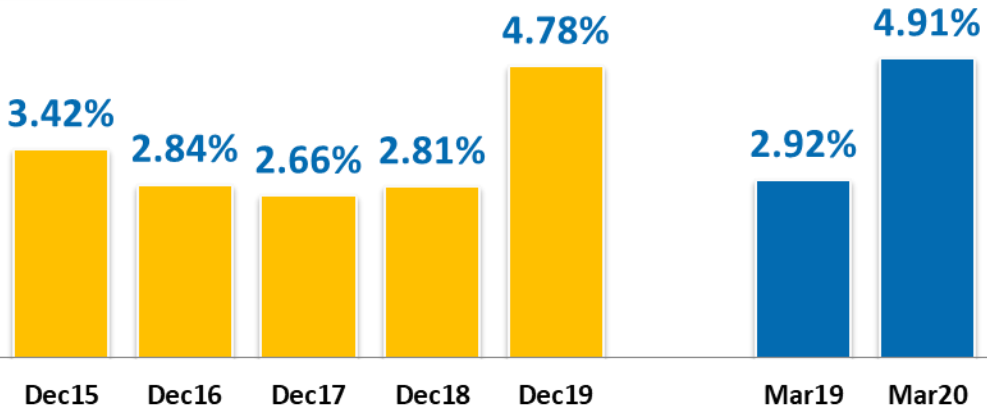
IDR Billion

Loans Type	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	3 Months of		yoy
						2019	2020	
<b>Housing Loans</b>	<b>41,812</b>	<b>47,216</b>	<b>57,888</b>	<b>65,095</b>	<b>44,117</b>	<b>13,674</b>	<b>6,626</b>	<b>-51.54%</b>
Subsidized Mortgages	12,771	17,527	23,499	28,578	19,272	6,015	3,652	-39.29%
Non-Subsidized Mortgages	13,404	14,315	16,803	18,350	12,498	4,042	1,464	-63.79%
Other Housing Loans	2,418	1,823	1,825	1,875	1,365	460	154	-66.45%
Construction Loan	13,219	13,551	15,761	16,292	10,982	3,158	1,357	-57.03%
<b>Non-Housing Loans</b>	<b>9,434</b>	<b>12,043</b>	<b>17,087</b>	<b>21,738</b>	<b>20,587</b>	<b>4,442</b>	<b>3,400</b>	<b>-23.45%</b>
Consumer Loan	4,268	4,779	6,578	6,239	4,184	1,115	620	-44.37%
Commercial Loan	5,166	7,264	10,508	13,280	10,762	1,665	2,587	55.33%
Corporate Loan				2,218	5,641	1,662	193	-88.37%
<b>Total Loans</b>	<b>51,246</b>	<b>59,259</b>	<b>74,975</b>	<b>86,833</b>	<b>64,704</b>	<b>18,116</b>	<b>10,026</b>	<b>-44.65%</b>

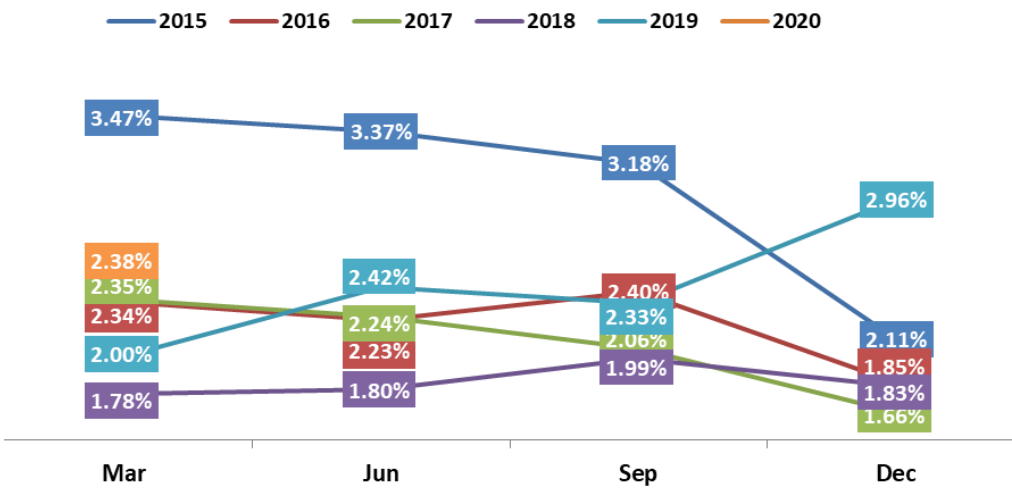
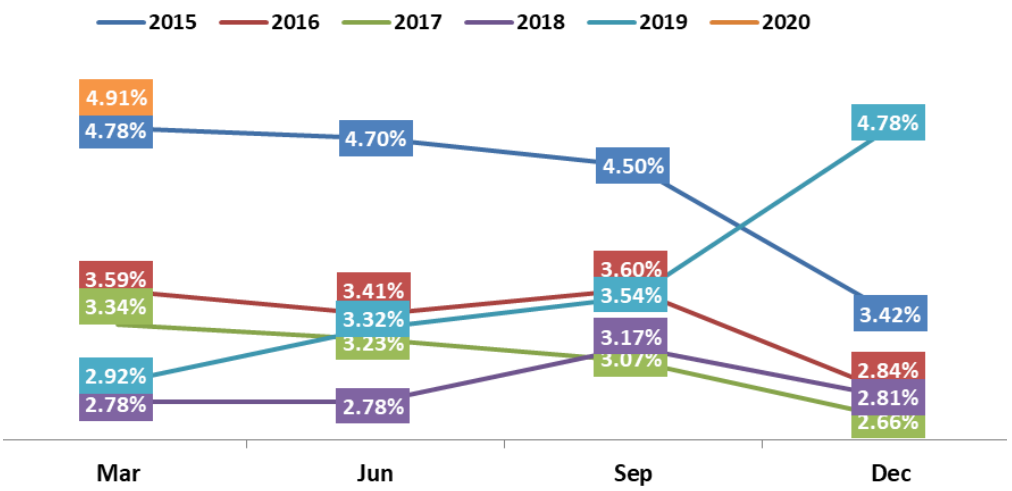
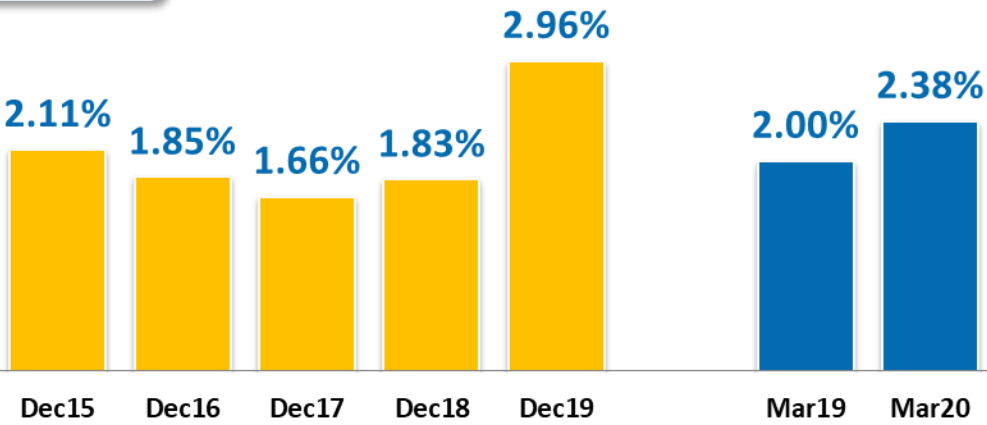
Note: Figures on graph and table include Sharia Financing

# Loan Quality – NPL was Manageable at 4.91%

Gross NPL



Net NPL



Note: Figures on all graphs include Sharia Financing

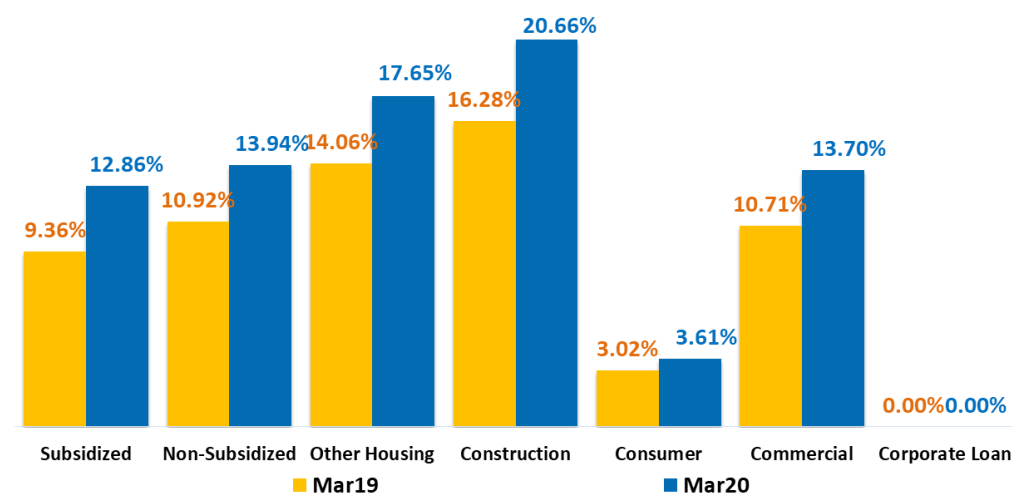
## Loan Quality Breakdown – Construction & Commercial Loan Began to Stabilize

Collectibility	31-Dec-15		31-Dec-15		31-Dec-16		31-Dec-17		31-Dec-18		31-Dec-19		31-Mar-19		31-Mar-20	
	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	IDR Bn	Share	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%	209,240	86.41%	206,063	81.37%
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%	25,827	10.67%	34,756	13.72%
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%	235,067	97.08%	240,819	95.09%
Substandard	250	0.18%	250	0.18%	260	0.16%	236	0.12%	570	0.24%	3,088	1.21%	767	0.32%	1,709	0.67%
Doubtful	359	0.26%	359	0.26%	333	0.20%	349	0.18%	473	0.20%	1,396	0.55%	1,146	0.47%	2,790	1.10%
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%	5,155	2.13%	7,934	3.13%
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%	7,068	2.92%	12,433	4.91%
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%	242,135	100.00%	253,252	100.00%
<b>NPL Gross</b>	<b>3.42%</b>		<b>3.42%</b>		<b>2.84%</b>		<b>2.66%</b>		<b>2.81%</b>		<b>4.78%</b>		<b>2.92%</b>		<b>4.91%</b>	
<b>NPL Netto</b>	<b>2.11%</b>		<b>2.11%</b>		<b>1.85%</b>		<b>1.66%</b>		<b>1.83%</b>		<b>2.96%</b>		<b>2.00%</b>		<b>2.38%</b>	

Loan Type (Gross)	31-Dec					31-Mar	
	2015	2016	2017	2018	2019	2019	2020
<b>Housing Loans</b>	<b>2.79%</b>	<b>2.36%</b>	<b>2.31%</b>	<b>2.49%</b>	<b>4.45%</b>	<b>2.57%</b>	<b>4.65%</b>
Subsidized Mortgages	2.48%	1.52%	1.16%	0.81%	0.98%	0.98%	1.22%
Non-Subsidized Mortgages	2.57%	2.65%	3.00%	2.77%	3.92%	3.11%	4.45%
Other Housing Loans	3.44%	3.59%	4.09%	3.58%	4.71%	4.10%	5.76%
Construction Loan	3.81%	3.21%	3.14%	7.13%	18.99%	6.23%	18.57%
<b>Non-Housing Loans</b>	<b>9.02%</b>	<b>7.14%</b>	<b>5.82%</b>	<b>5.52%</b>	<b>7.60%</b>	<b>6.24%</b>	<b>7.31%</b>
Consumer Loan	2.17%	1.35%	1.34%	1.33%	2.67%	2.17%	2.82%
Commercial Loan	11.57%	9.44%	7.99%	8.64%	13.01%	9.39%	13.02%
Corporate Loan				0.00%	0.00%	0.00%	0.00%
<b>Total Loans</b>	<b>3.42%</b>	<b>2.84%</b>	<b>2.66%</b>	<b>2.81%</b>	<b>4.78%</b>	<b>2.92%</b>	<b>4.91%</b>

Note: Figures on all tables include Sharia Financing

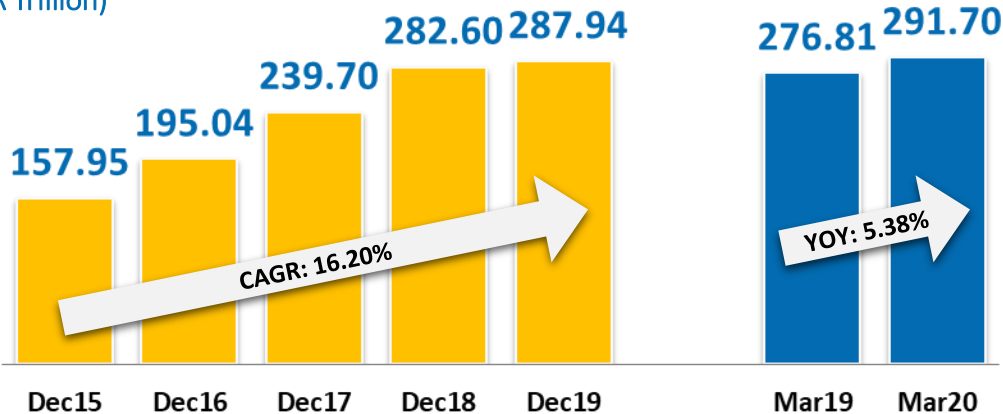
### Special-Mentioned by Loan Type



# Liabilities

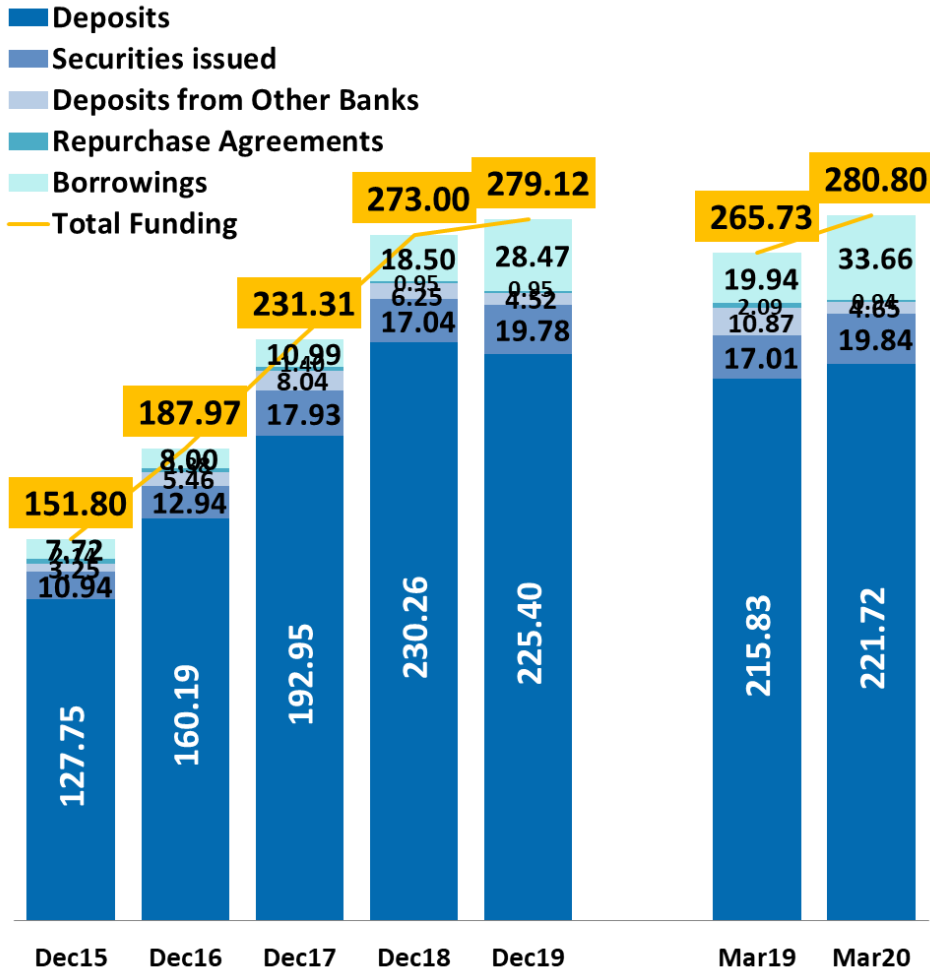
## Total Liabilities

(IDR Trillion)



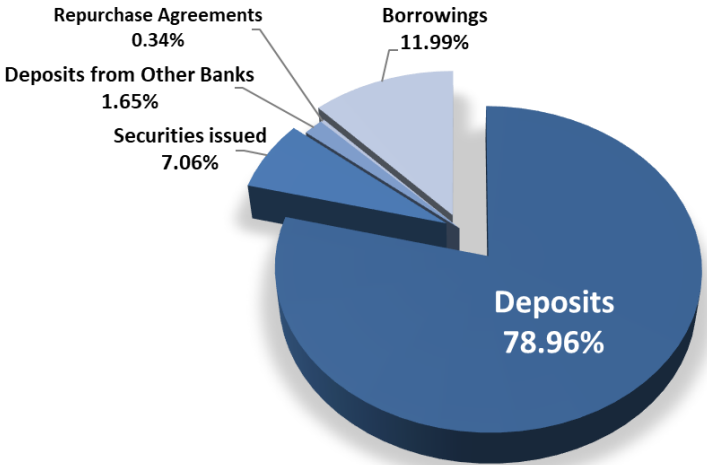
## Funding Composition

(IDR Trillion)



## Funding Composition

(%)





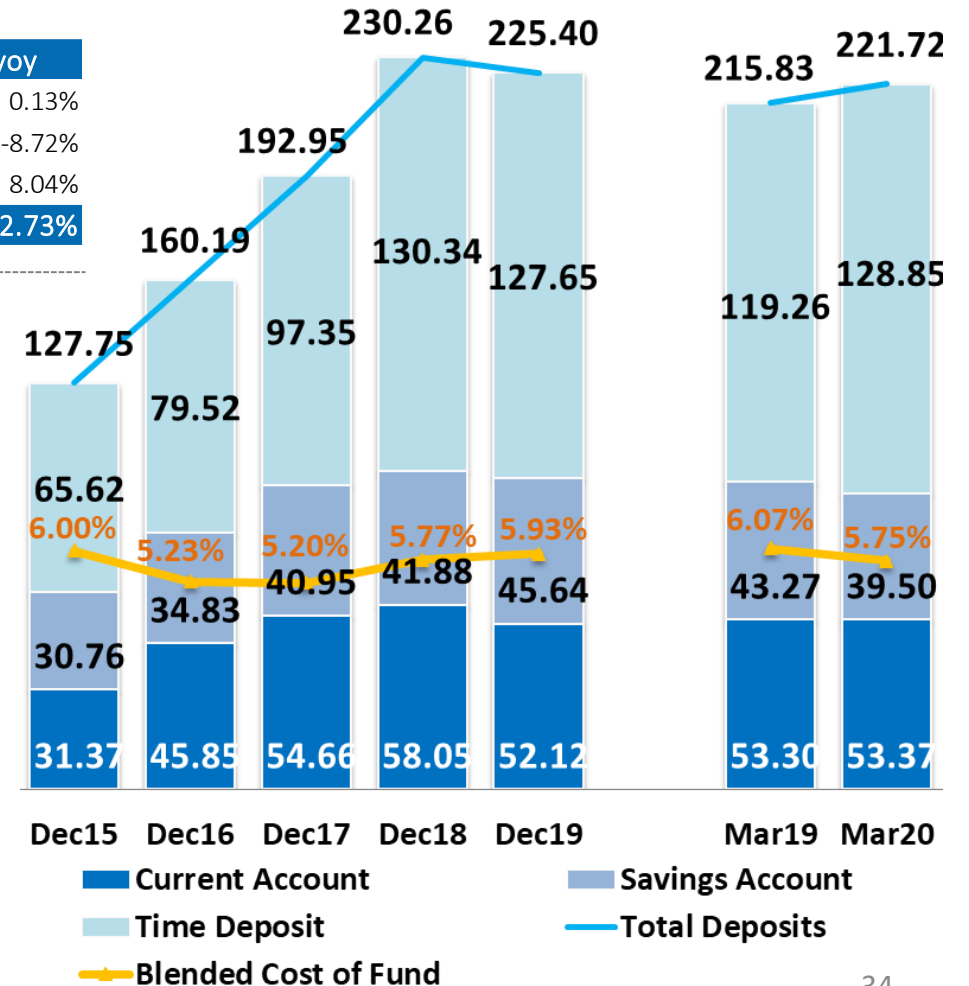
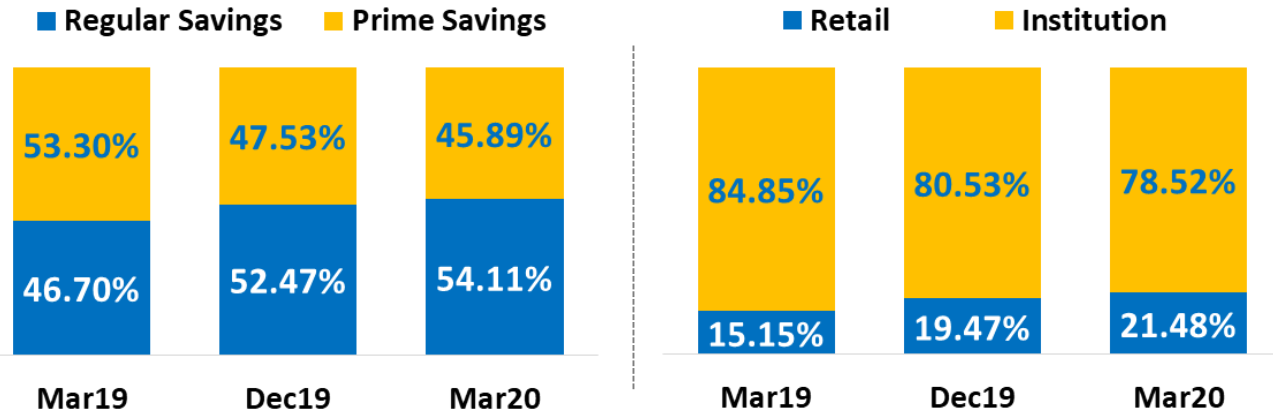
# Deposits – Gradually Shifting to Low-cost Funds

## Total Deposits Mix

(IDR Trillion)

Deposits	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Current Account	31.37	45.85	54.66	58.05	52.12	53.30	53.37	0.13%
Savings Account	30.76	34.83	40.95	41.88	45.64	43.27	39.50	-8.72%
Time Deposits	65.62	79.52	97.35	130.34	127.65	119.26	128.85	8.04%
<b>Total</b>	<b>127.75</b>	<b>160.19</b>	<b>192.95</b>	<b>230.26</b>	<b>225.40</b>	<b>215.83</b>	<b>221.72</b>	<b>2.73%</b>

## Savings & Time Deposits Composition

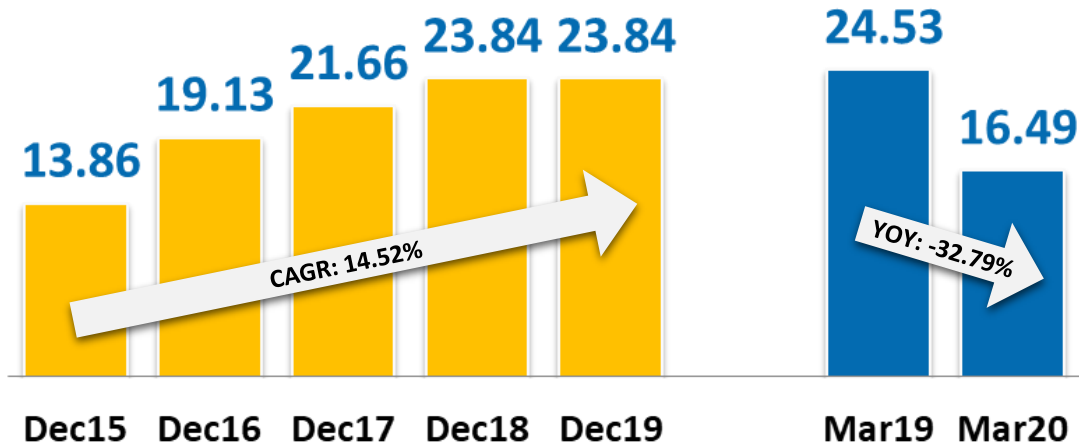


BTN has gradually shifted to low-cost funds by reducing the portion of Prime Savings Account as well as Time Deposits held by Institutions that often result in high Interest Expenses

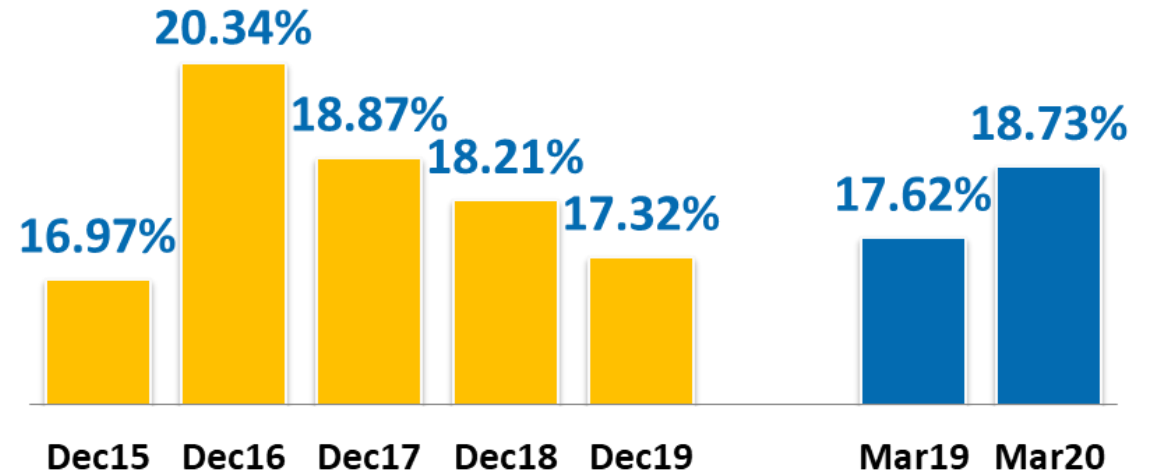
# Equity (#1/2) – Strong CAR to Support Business

## Total Equity

(IDR Trillion)



## CAR – BI



As a result of the IFRS 9 implementation in January, Equity has declined from Rp24.53 trillion in March 2019 to become Rp16.49 trillion in March 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 is Approaching 19%

	2015	2016	2017	2018	2019	31-Mar-19	31-Mar-20
Tier - 1 Capital	12,172	16,443	18,727	20,460	21,037	20,979	15,162
Tier - 2 Capital	1,721	3,776	3,368	2,868	2,313	2,750	9,587
Capital on B/S	13,860	19,131	21,663	23,840	23,836	24,534	16,489
RWA - Credit Risk	70,474	86,189	101,494	109,507	113,079	112,000	109,208
RWA - Market Risk	223	344	664	1,007	802	1,715	726
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	134,678	132,136
<b>CAR Tier – 1/(Total RWA)</b>	<b>14.87%</b>	<b>16.54%</b>	<b>15.99%</b>	<b>15.97%</b>	<b>15.60%</b>	<b>15.58%</b>	<b>11.47%</b>
CAR B/S/(Total RWA)	16.93%	19.24%	18.50%	18.61%	17.68%	18.22%	12.48%
<b>CAR BI ((Tier 1+2)/(Total RWA))</b>	<b>16.97%</b>	<b>20.34%</b>	<b>18.87%</b>	<b>18.21%</b>	<b>17.32%</b>	<b>17.62%</b>	<b>18.73%</b>
CAR Tier – 2	2.10%	3.80%	2.88%	2.24%	1.72%	2.04%	7.26%
Capital Conservation Buffer		0.63%	1.25%	1.88%	2.50%	2.50%	2.50%
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)

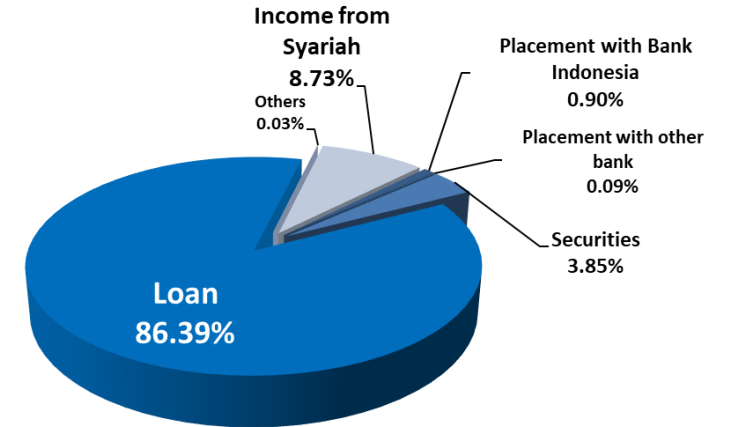
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Interest Income	15,567	17,852	20,081	22,839	25,678	6,420	6,174	-3.83%
Interest Expense	(8,700)	(9,600)	(10,637)	(12,634)	(16,600)	(4,020)	(3,995)	-0.61%
<b>Net Interest Income</b>	<b>6,867</b>	<b>8,252</b>	<b>9,444</b>	<b>10,205</b>	<b>9,078</b>	<b>2,401</b>	<b>2,179</b>	<b>-9.22%</b>
Other Operating Income	1,132	1,285	1,612	2,085	2,114	600	475	-20.90%
Other Operating Expense (Exclude Provisions)	(4,563)	(5,477)	(6,279)	(6,983)	(7,184)	(1,822)	(1,784)	-2.07%
<b>Profit From Operating (Exclude Provisions)</b>	<b>3,435</b>	<b>4,060</b>	<b>4,776</b>	<b>5,308</b>	<b>4,009</b>	<b>1,180</b>	<b>870</b>	<b>-26.21%</b>
Provisions	(901)	(708)	(884)	(1,714)	(3,487)	(253)	(439)	73.50%
<b>Profit From Operating</b>	<b>2,534</b>	<b>3,352</b>	<b>3,892</b>	<b>3,594</b>	<b>522</b>	<b>926</b>	<b>431</b>	<b>-53.47%</b>
Non Operating Income (Expense)	8	(22)	(30)	16	(111)	(5)	155	-3033.92%
<b>Profit Before Tax</b>	<b>2,542</b>	<b>3,330</b>	<b>3,862</b>	<b>3,610</b>	<b>411</b>	<b>921</b>	<b>586</b>	<b>-36.38%</b>
<b>Net Profit</b>	<b>1,851</b>	<b>2,619</b>	<b>3,027</b>	<b>2,808</b>	<b>209</b>	<b>723</b>	<b>457</b>	<b>-36.79%</b>

- ❑ Decrease in Interest Income due to slower growth in Non Subsidized Mortgages and Commercial Loans
- ❑ Managed to book ample provisioning of Rp439 billion, in increase of 73.50% yoy
- ❑ Booked Net Profit of Rp457 billion in the first quarter of 2020, better than FY 2019

## Interest Income Composition

(IDR Billion)

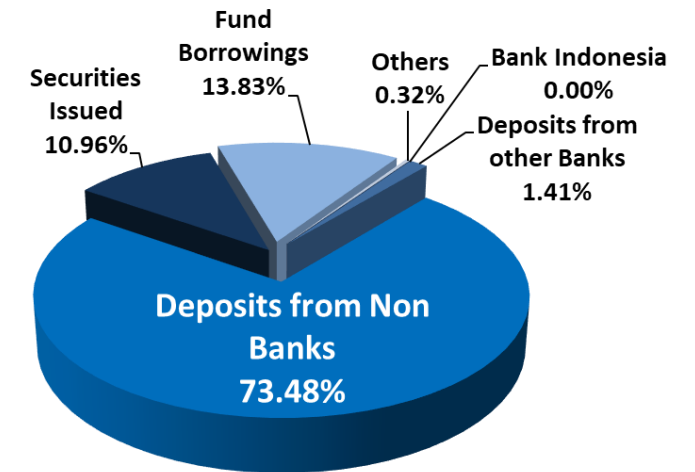
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Placement with Bank Indonesia	107	111	154	145	199	51	56	8.41%
Placement with other bank	37	56	15	35	27	6.39	5.67	-11.31%
Securities	858	971	971	853	989	243	238	-2.17%
Loan	13,523	15,458	17,387	19,852	22,203	5,569	5,334	-4.21%
Others						-	2	-
Income from Syariah	1,042	1,256	1,553	1,955	2,261	550	539	-2.06%
<b>Total</b>	<b>15,567</b>	<b>17,852</b>	<b>20,081</b>	<b>22,839</b>	<b>25,678</b>	<b>6,420</b>	<b>6,174</b>	<b>-3.83%</b>



## Interest Expense Composition

(IDR Billion)

	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Bank Indonesia	1.06	-	-	-	-	-	-	-
Deposits from other Banks	328	285	394	459	508	125	56	-55.04%
Deposits from Non Banks	6,750	7,363	7,946	9,498	12,679	3,140	2,936	-6.50%
Securities Issued	883	1,088	1,368	1,556	1,652	378	438	15.94%
Fund Borrowings	516	718	837	1,026	1,689	360	552	53.43%
Others	222	147	92	94	73	17	13	-24.17%
<b>Total</b>	<b>8,700</b>	<b>9,600</b>	<b>10,637</b>	<b>12,634</b>	<b>16,600</b>	<b>4,020</b>	<b>3,995</b>	<b>-0.61%</b>

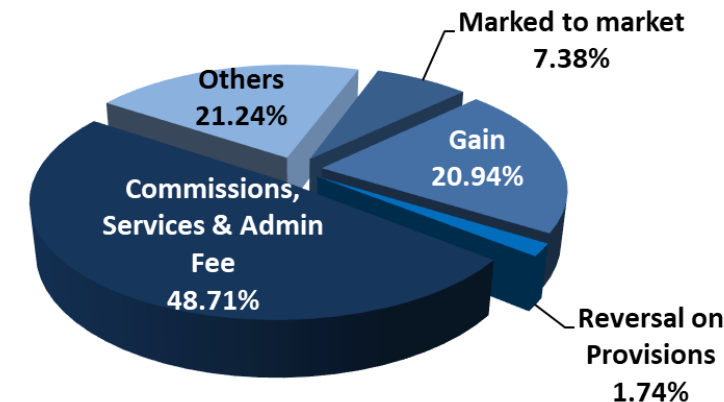




# Other Operating Income Composition

(IDR Billion)

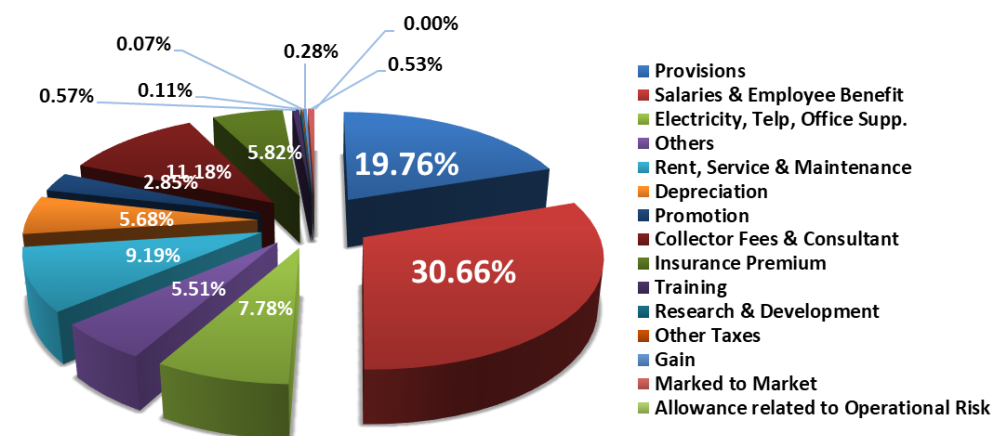
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Marked to market	-	10	7	42	23	107	35	-67.25%
Gain	170	273	396	456	623	100	99	-0.62%
Reversal on Provisions	7.51	0.10	0.02	-	0.09	0	8.25	17383.28%
Commissions, Services & Admin Fee	596	656	893	1,044	1,107	316	231	-26.87%
Others	358	347	315	543	360	77	101	30.95%
<b>Total</b>	<b>1,132</b>	<b>1,285</b>	<b>1,612</b>	<b>2,085</b>	<b>2,114</b>	<b>600</b>	<b>475</b>	<b>-20.90%</b>



# Other Operating Expense Composition

(IDR Billion)

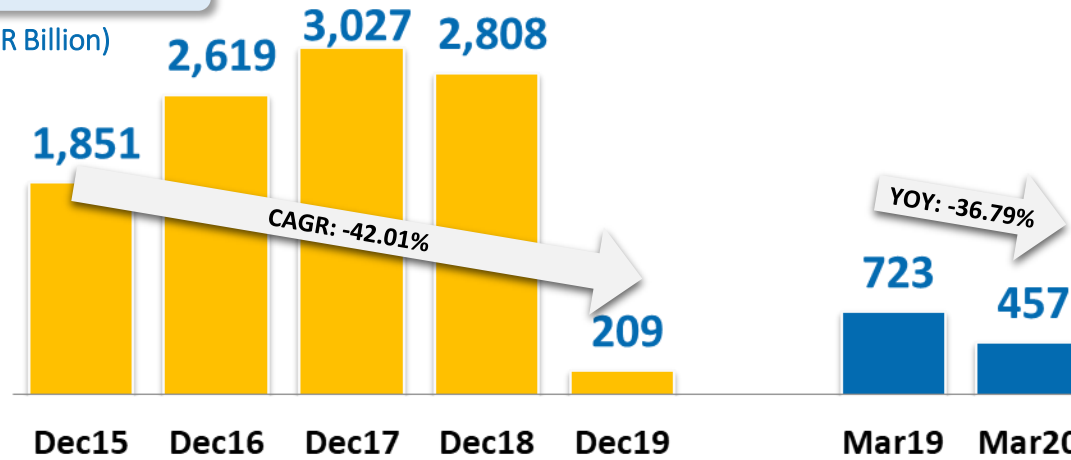
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	1Q 2019	1Q 2020	yoy
Provisions	901	708	884	1,714	3,487	253	439	73.50%
Salaries & Employee Benefit	1,459	1,619	1,907	2,474	2,435	710	682	-4.03%
Electricity, Telp, Office Supp.	591	660	853	877	875	198	173	-12.64%
Others	422	452	592	395	483	73	123	67.08%
Rent, Service & Maintenance	563	703	799	849	966	234	204	-12.57%
Depreciation	196	219	216	264	314	67	126	89.59%
Promotion	417	402	523	597	455	133	63	-52.48%
Collector Fees & Consultant	544	684	814	932	1,036	241	249	2.95%
Insurance Premium	245	303	366	421	489	145	129	-10.86%
Training	106	136	165	138	96	13	13	0.01%
Research & Development	7	14	13	14	16	5	2	-47.80%
Other Taxes	8	9	10	10	12	2	1	-16.65%
Gain	4	2	0.42	11	6	1	6	1015.16%
Marked to Market	0.19	0.00	1	0.15	0.01	0.01	11.81	82245.39%
Allowance related to Operational Risk	-	274	19	-	-	-	-	-
<b>Total</b>	<b>5,465</b>	<b>6,184</b>	<b>7,164</b>	<b>8,697</b>	<b>10,670</b>	<b>2,075</b>	<b>2,223</b>	<b>7.15%</b>



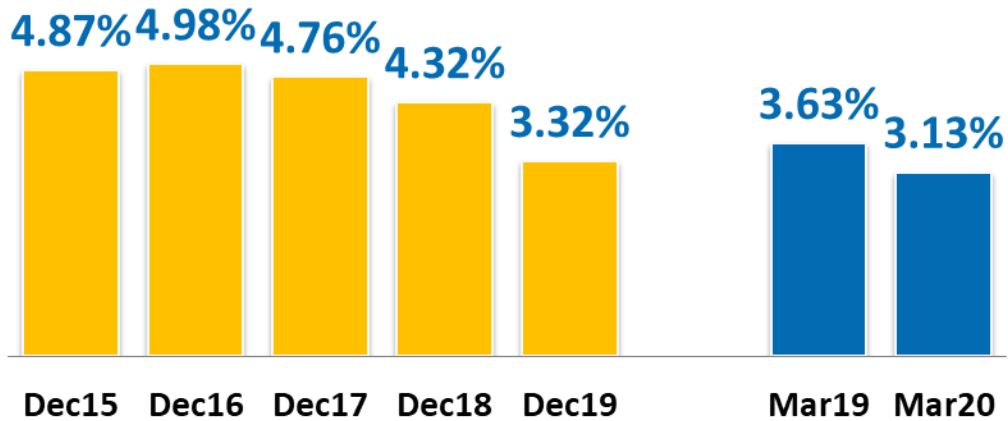
# Key Financial Ratios (#1/3)

## Net Profit

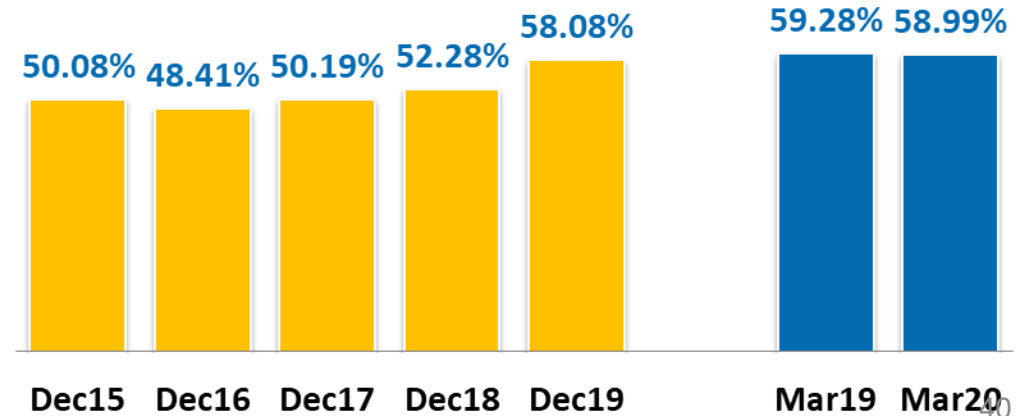
(IDR Billion)



## Net Interest Margin

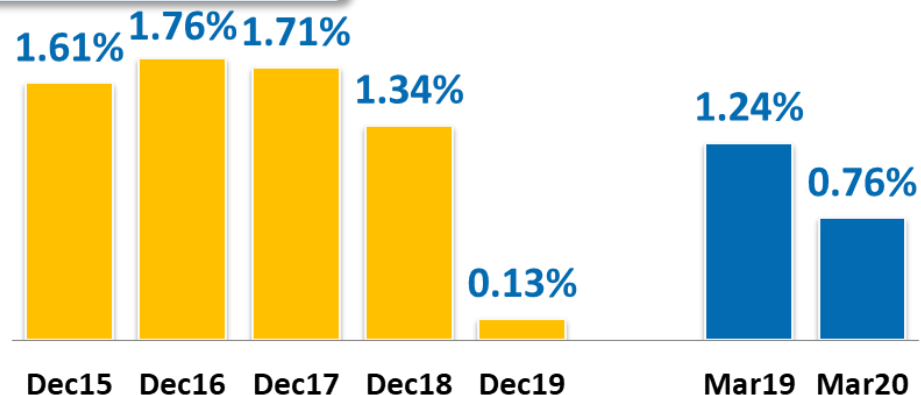


## Cost to Income Ratio



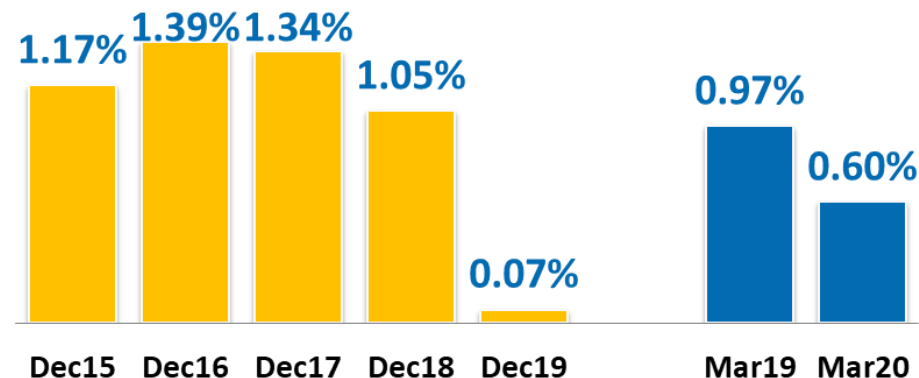
## Key Financial Ratios (#2/3)

### ROA<sup>1</sup> – Before Tax



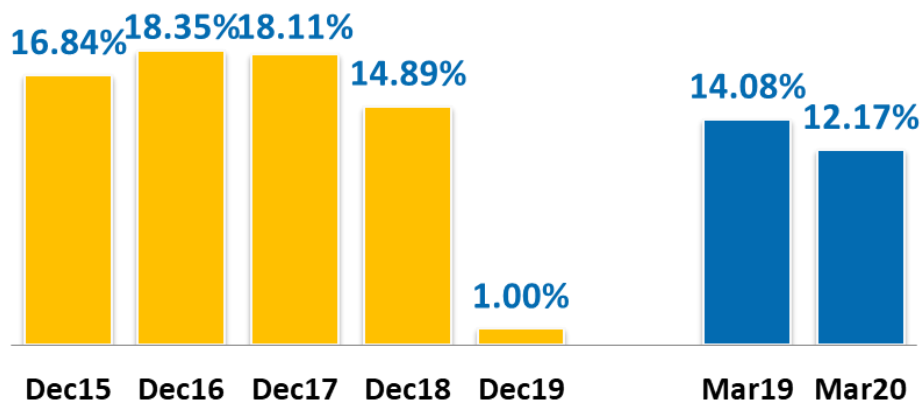
<sup>1</sup>Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

### ROA<sup>2</sup> – After Tax



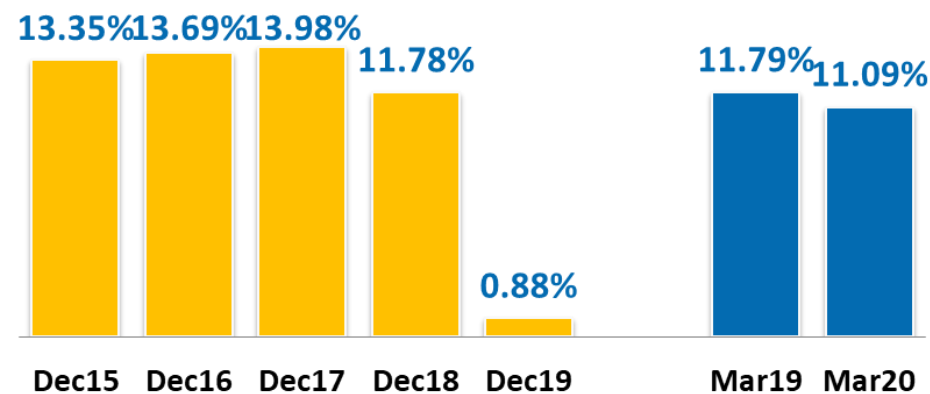
<sup>2</sup>Calculated based on net profit/average total asset

### ROE<sup>3</sup> – Tier 1 Capital



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

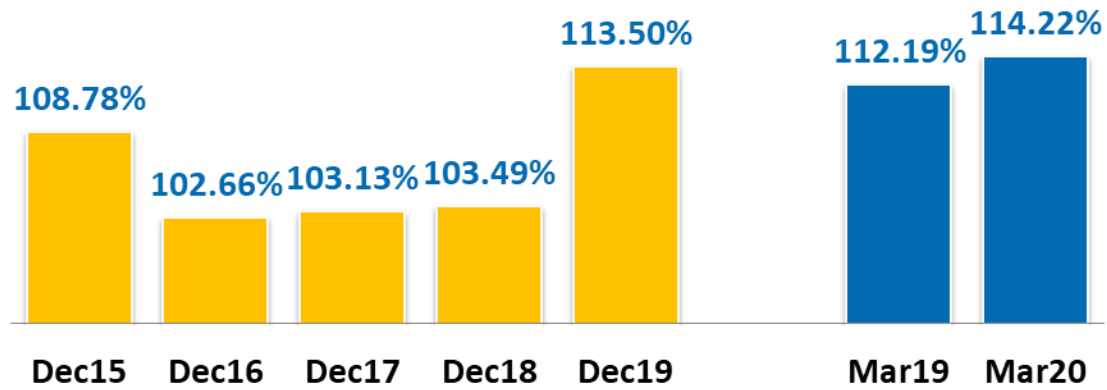
### ROE<sup>4</sup> – Balance Sheet



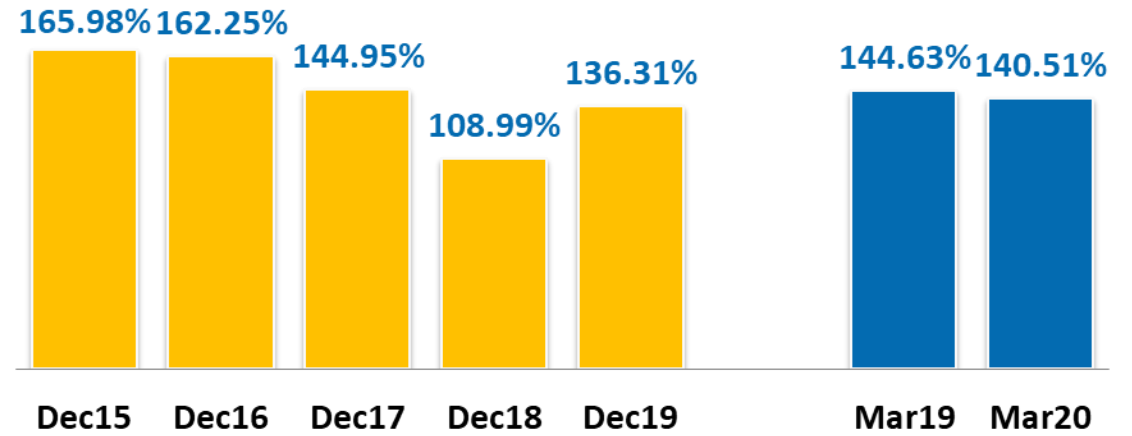
<sup>4</sup>Calculated based on net profit/total stakeholder's equity

# Key Financial Ratios (#3/3)

## Loan to Deposit Ratio



## Liquidity Coverage Ratio





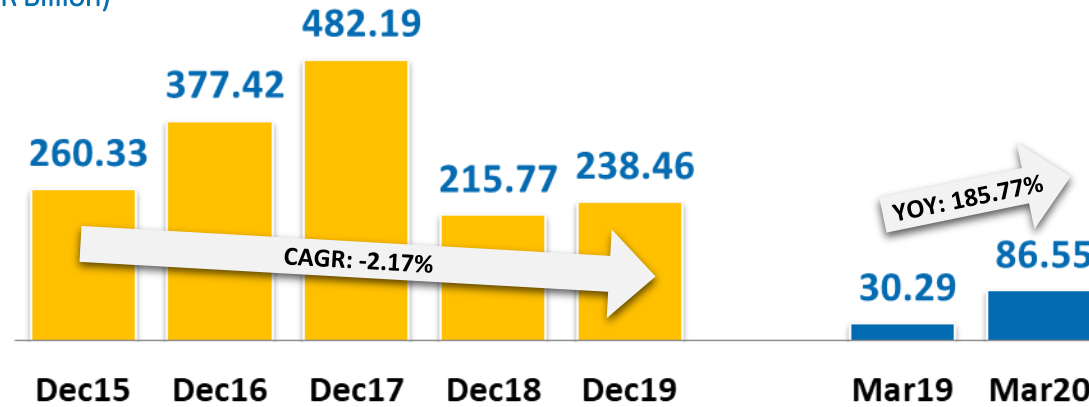
# SHARIA BUSINESS



# Sharia Business

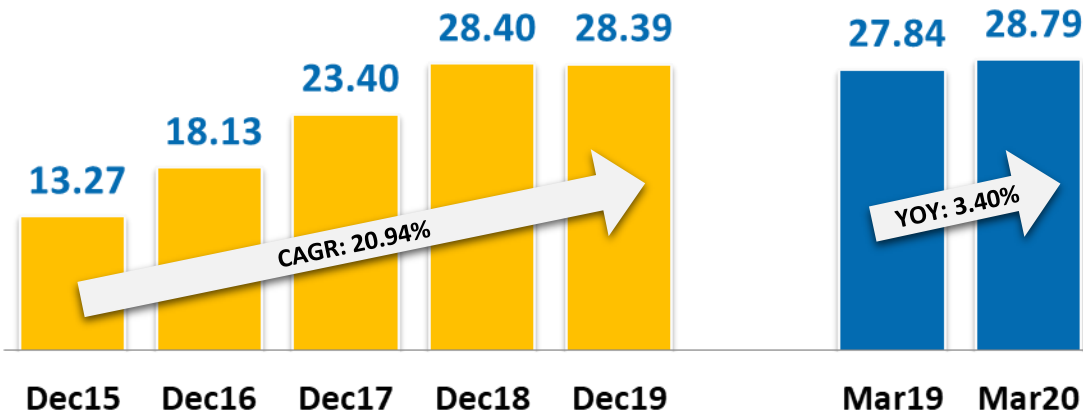
## Sharia Net Profit

(IDR Billion)



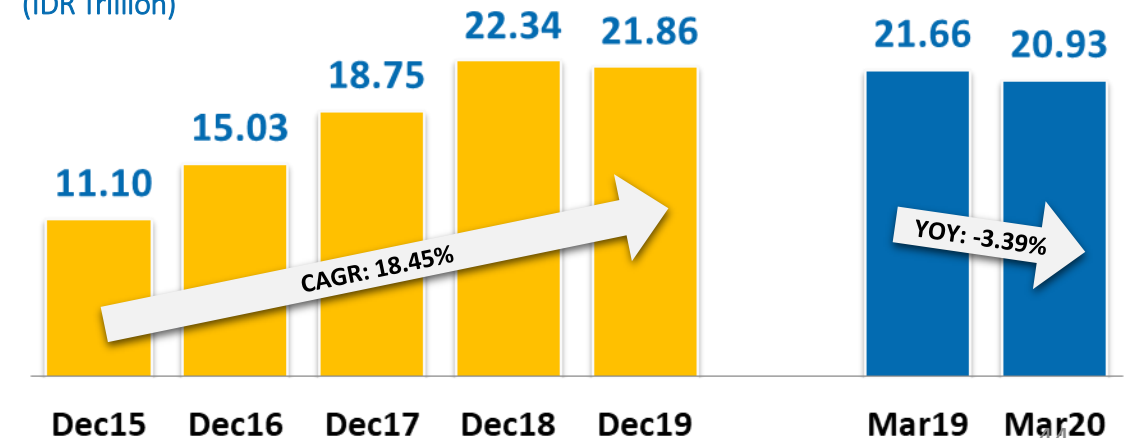
## Sharia Asset

(IDR Trillion)



## Sharia Deposits

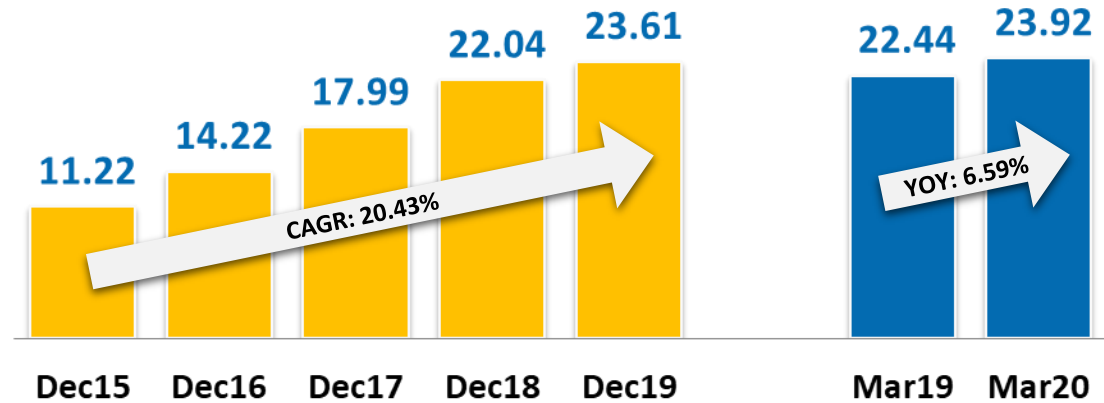
(IDR Trillion)



# Sharia Financings & NPF

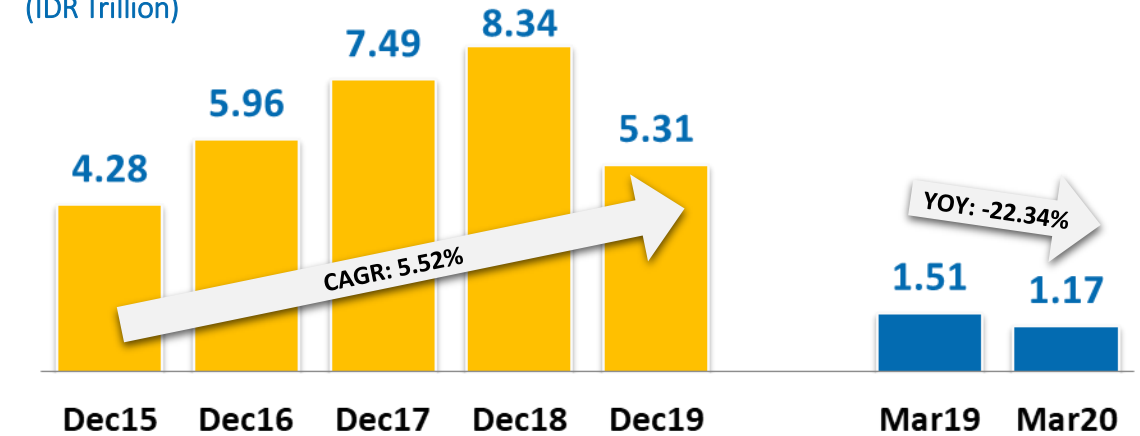
## Sharia Financings

(IDR Trillion)

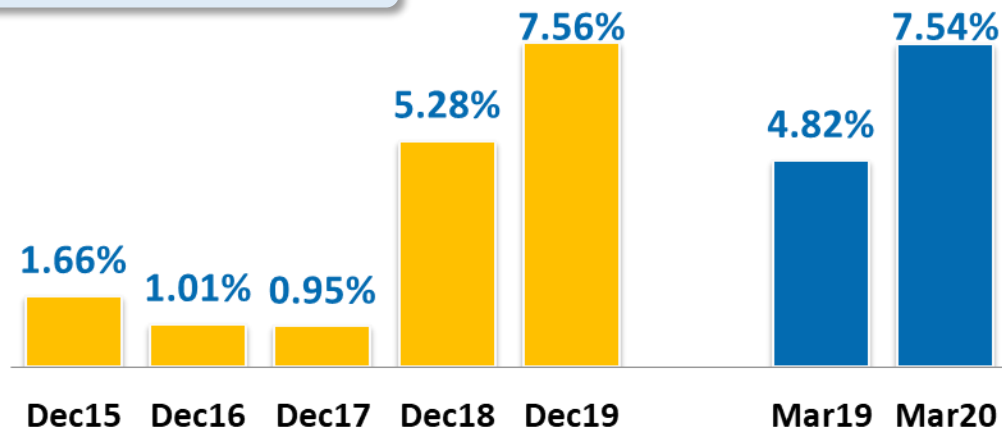


## Sharia Disbursement

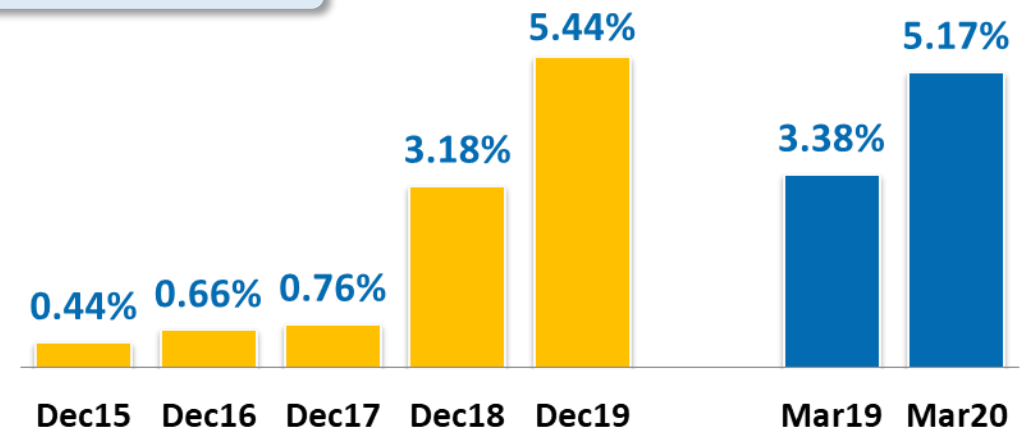
(IDR Trillion)



## Sharia NPF (Gross)



## Sharia NPF (Net)



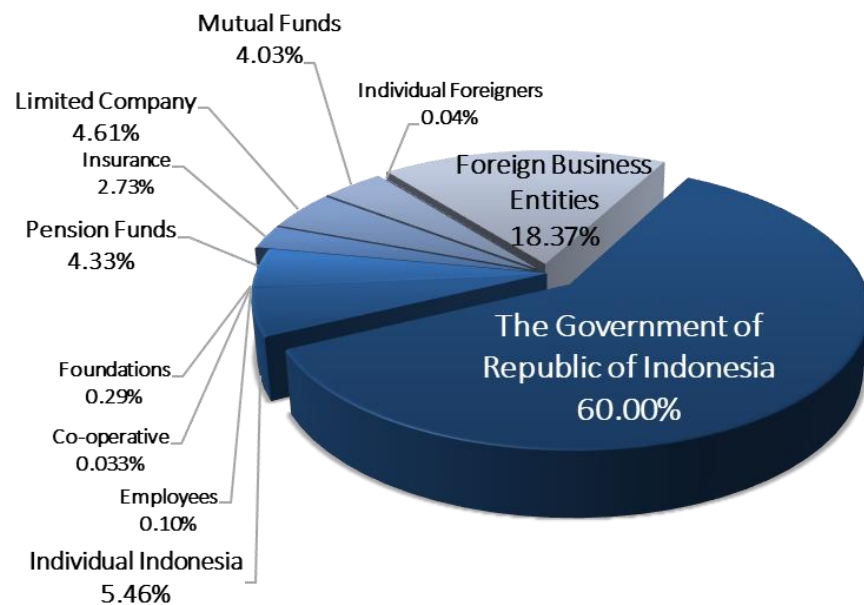


# APPENDICES

# Shares Information

Share Ownerships Composition as of Mar 31, 2020

Ownership	# of Shares	%
G O I	6,354,000,000	60.00%
Public	4,236,000,000	40.00%
- Domestic	2,287,581,835	21.60%
- Foreign	1,948,418,165	18.40%
<b>Total</b>	<b>10,590,000,000</b>	<b>100.00%</b>



Period	Opening	Lowest	Highest	Closing	Average Volume (Lots)	PBV (x)	BVPS	Market Cap (IDR Million)
1Q 2020	2,150	815	2,180	840	231,144	0.54	1,557	8,895,600
1Q 2019	2,560	2,250	2,860	2,440	280,368	1.05	2,317	25,839,600
% (yoy)	-16.02%	-63.78%	-23.78%	-65.57%	-17.56%	-48.78%	-32.79%	-65.57%

- 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 Mar 31, 2020 was IDR 8.9 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	292

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

Sulawesi	
Regional Offices	1
Branch Offices	6
Sub Branch Offices	19
Cash Outlets	18
Sharia Outlets	5
Priority Outlet	2
Post Offices	126
ATMs	122

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

Jawa	
Regional Offices	4
Branch Offices	47
Sub Branch Offices	220
Cash Outlets	262
Sharia Outlets	60
Priority Outlet	31
Post Offices	1,624
ATMs	1,538

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

	2015	2016	2017	2018	2019	1Q 2019	1Q 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	312	330
Cash Outlets	479	477	484	468	358	464	350
Sharia Outlets	50	65	72	80	85	82	90
Priority Outlet	39	40	41	43	51	43	51
<b>Total Outlets</b>	<b>860</b>	<b>894</b>	<b>952</b>	<b>977</b>	<b>904</b>	<b>983</b>	<b>905</b>
Post Offices	2,951	2,951	2,951	2,951	2,950	2,951	2,951
ATMs	1,830	1,900	1,964	2,126	2,159	2,153	2,160
Employees	9,042	9,380	10,372	11,810	11,647	11,734	11,508



# THANK YOU

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