



# Q1 2012 Results Update

April 2012

- Strong growth momentum:
  - Loans growth: 6% (YTD) and 30% (YoY)
  - Deposits growth: 5% (YTD) and 38% (YoY)
- Ample liquidity to fund growth:
  - LDR: 86%
  - Loan to Funding\* Ratio: 77%
  - Liquid Asset Ratio: 39%
- Healthy Key Ratios:
  - NIM: 12.5%
  - NPL: 0.7%
  - ROE: 29.6%
  - CAR: 22.2%
- Robust net income growth:
  - Q1 NPAT: IDR 439 bio (57% YoY growth)

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Note : \* including Bond & Borrowings

# Balance Sheet Highlights

IDR billion	Mar '11	Jun '11	Sep '11	Dec '11	Mar '12	ΔYoY
Cash & BI	3,123	3,392	3,768	4,039	4,197	34%
SBI & Placement	7,916	8,784	9,925	10,551	10,291	30%
Loans (gross)	24,661	26,759	28,562	30,310	32,077	30%
- Pension	19,260	20,727	21,918	22,821	23,673	23%
- Micro*	4,980	5,592	6,192	6,897	7,634	53%
- Others	420	440	452	592	770	83%
Allowance for losses	(319)	(297)	(297)	(310)	(341)	7%
Customer Deposits	27,042	29,517	32,809	35,618	37,242	38%
Borrowings	3,985	4,468	4,384	4,496	4,248	7%
Total Funding	31,027	33,985	37,193	40,114	41,490	34%
Equity	4,486	4,804	5,178	5,617	6,195	38%
Total Assets	36,670	39,993	43,414	46,651	48,488	32%

Note : \* including Tunas Usaha Rakyat (Syariah) financing portfolio

# Profit & Loss Highlights

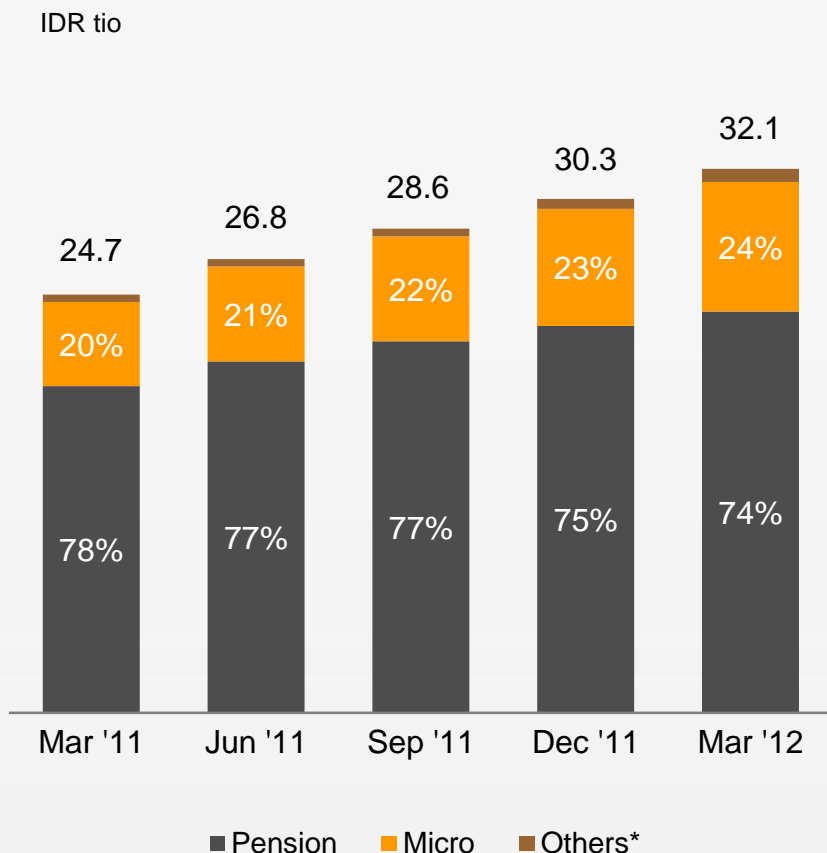
IDR billion	1Q '11	2Q '11	3Q '11	4Q '11	FY '11	1Q '12	ΔYoY
Interest income	1,625	1,745	1,953	2,142	7,466	2,119	30%
Interest expense	617	668	752	793	2,830	800	30%
Net interest income	1,008	1,078	1,202	1,349*	4,636	1,319	31%
Fee income	35	52	61	42	191	57	63%
Operating income	1,043	1,130	1,263	1,391	4,827	1,376	32%
Operating expense	564	627	659	742	2,591	710	26%
Net operating income	479	503	604	650	2,235	666	39%
Loan loss provision	130	90	107	113	440	111	-14%
NPBT	353	409	490	519	1,772	553	57%
NPAT	279	323	388	410	1,400	439	57%

Note : \* due to insurance premium refund (~IDR 90 bio)

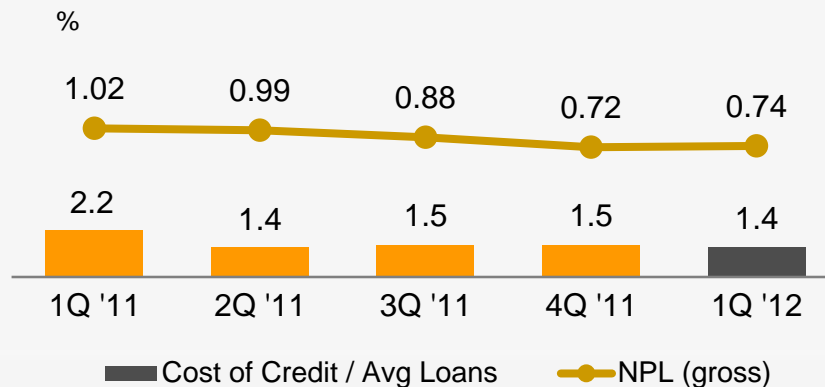
%	1Q '11	2Q '11	3Q '11	4Q '11	FY '11	1Q '12
NIM	12.9	12.7	12.7	13.5*	13.0*	12.5
Cost to Income	54	55	52	53	54	52
LDR (end of period)	91	91	87	85	85	86
Loan to Funding	79	79	77	76	76	77
Liquid Asset Ratio	41	41	42	41	41	39
NPL	1.0	1.0	0.9	0.7	0.7	0.7
Cost of Credit/Avg. Loan	2.2	1.4	1.5	1.5	1.6	1.4
LLP/NPL	127	112	119	141	141	144
ROA (before tax)	4.1	4.3	4.6	4.6	4.4	4.6
ROE (after tax)	24.8	27.6	30.7	30.0	28.9	29.6
CAR (credit & ops risk)	21.7	21.1	20.9	20.5	20.5	22.2
Equity / Assets	12.2	12.0	11.9	12.0	12.0	12.8

Note : \* due to insurance premium refund; normalized Q4 & FY '11 NIM was 12.8%

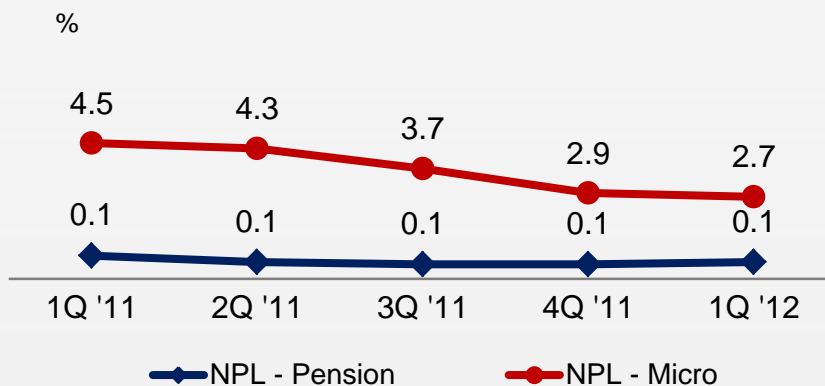
## LOANS COMPOSITION



## NPL & COST OF CREDIT



## NPL BY BUSINESS



\* incl: staff loans (for car & housing) and joint financing

- **Primarily for productive purpose**
- **Program in one package:**
  - Loan: 25 biweekly installments
  - Insurance: free life insurance
  - Saving
- **5-cycles Loan programs**
  - Max. 100% limit increase after completion of each cycle
  - Housing/Education loan on cycles 3 to 5



**Free Daya Programs:**

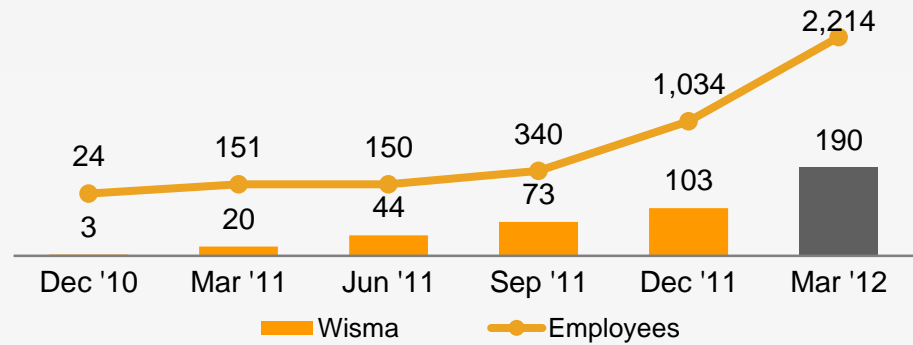
- **Daya Sehat Sejahtera** (Health)
- **Daya Tumbuh Usaha** (Entrepreneurship)
- **Daya Tumbuh Komunitas** (Adopt a Community)

- **Group of 5, selected by group members**
- **Bi-weekly formal meeting**
- **Mandatory Saving**
- **Shared responsibility**

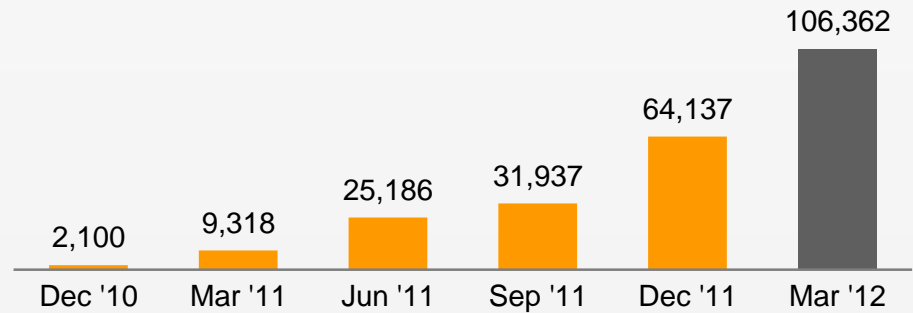
- **Our People being the role model of:**
  - Honesty
  - Polite
  - Discipline
- **Daya Facilitator**

# Productive Poor: Piloted in 2011, Roll out in 2012

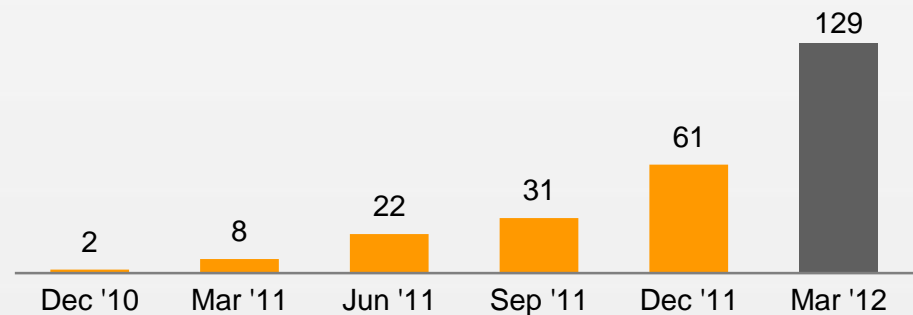
## Wismas & Employees



## Customers



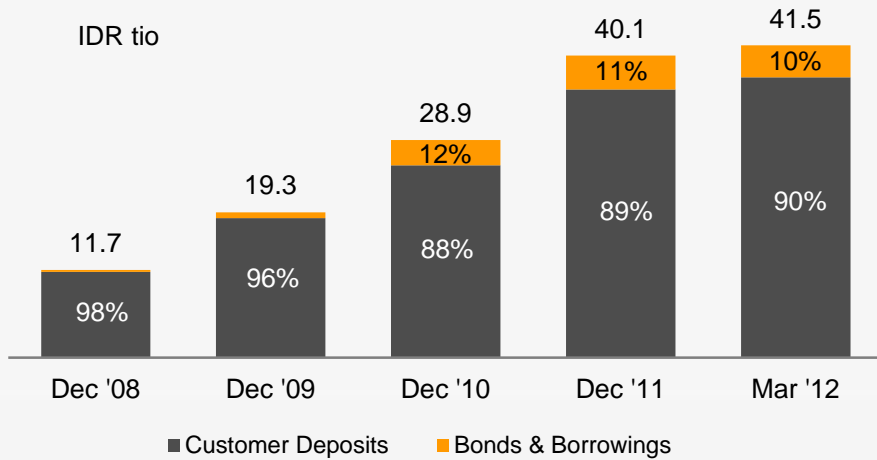
## Loans (IDR bio)



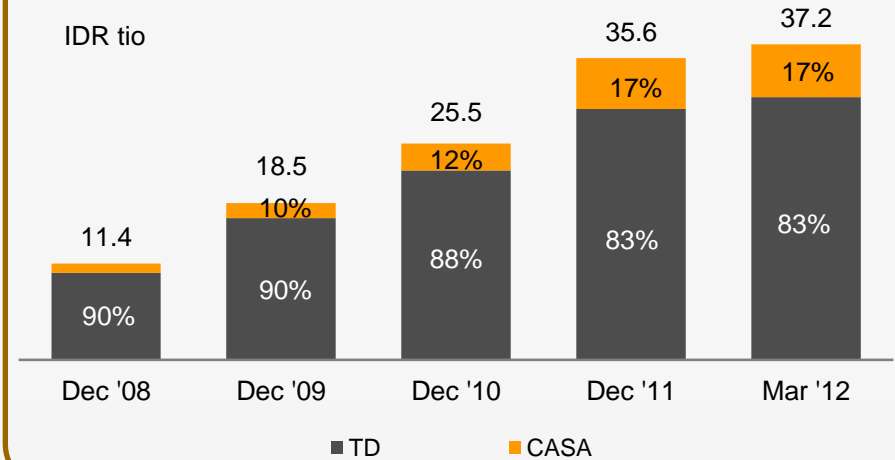


# Funding Composition & Liquidity Reserves

## FUNDING COMPOSITION

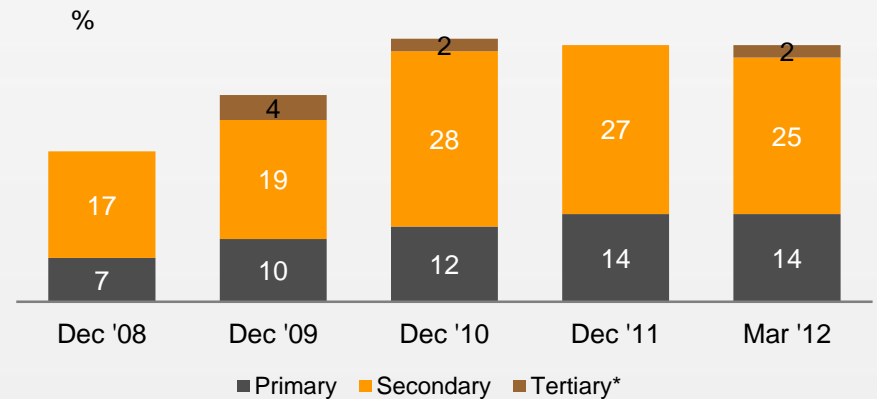


## CUSTOMER DEPOSIT COMPOSITION

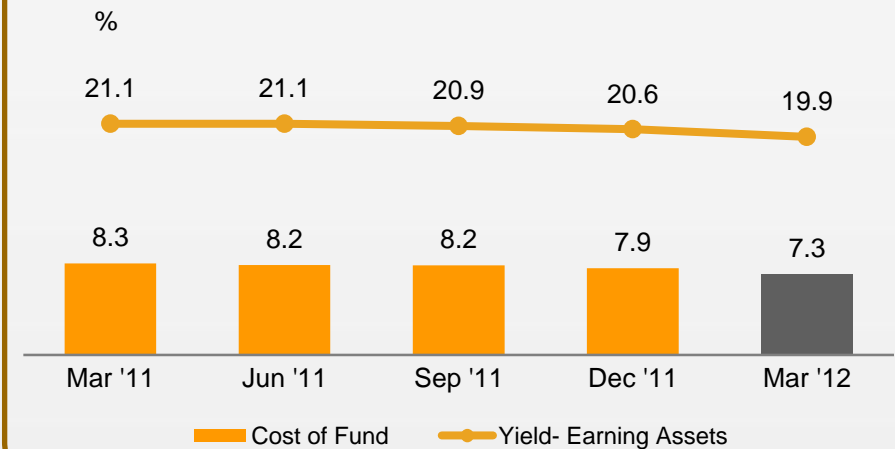


## LIQUID ASSETS RATIO

(Against Total Customer Deposits)



## COST OF FUND\* & EARNING ASSETS YIELD



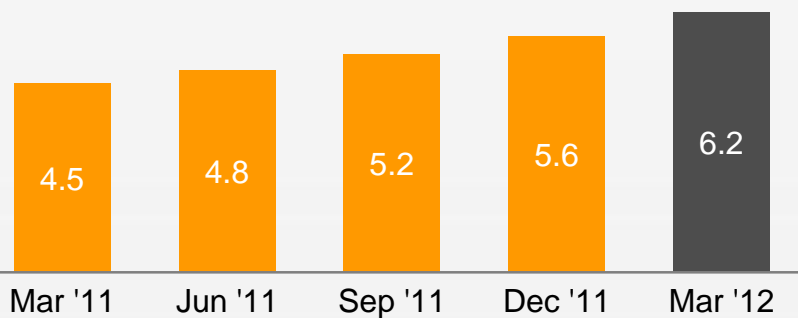
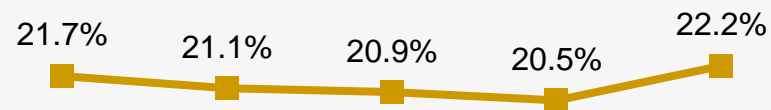
\* Standby facilities from IFC

\* Customer deposits only

# Strong Capital & Profitability Ratios

## EQUITY & CAR

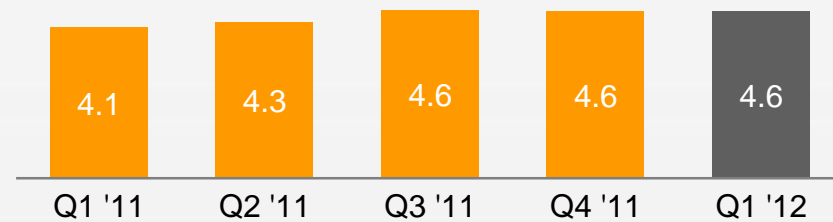
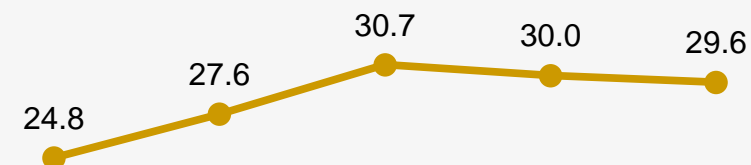
IDR tio



█ Equity    —■ CAR

## ROA & ROE

%



█ ROA    —● ROE

**THANK YOU**