



April 2013

1Q 2013 Results Update



- Growth momentum remains to be strong:
 - Loans growth: 28% (YoY)
 - Deposits growth: 25% (YoY); Total Funding growth: 29% (YoY)
- Ample liquidity to support business growth:
 - LDR: 88%
 - LFR*: 77%
 - Liquid Asset Ratio: 41%
- Healthy Key Ratios:
 - NIM: 12.7%
 - NPL: 0.7%
 - ROE: 28.2%
 - CAR: 22.8%
- Robust net income growth:
 - Q1 NPAT: Rp 573 bio (30% YoY growth)

Balance Sheet Highlights

IDR billion	Mar '12	Jun '12	Sep '12	Dec '12	Mar '13	ΔYoY
Cash & BI	4,197	4,703	4,710	4,978	5,024	20%
SBI & Placement	10,291	10,871	12,478	12,887	13,976	36%
Loans (gross)	32,077	34,380	37,085	38,844	41,098	28%
- Pension	23,673	25,125	27,131	28,046	28,865	22%
- Micro	7,472	8,047	8,505	9,006	9,578	28%
- Syariah*	162	277	352	504	621	283%
- Others**	770	932	1,097	1,288	2,034	164%
Allowance for losses	(341)	(362)	(398)	(384)	(418)	22%
Customer Deposits	37,242	40,035	42,583	45,073	46,616	25%
Borrowings	4,248	4,359	5,615	5,163	6,879	62%
Total Funding	41,490	44,395	48,198	50,235	53,496	29%
Equity	6,195	6,674	7,196	7,734	8,307	34%
Total Assets	48,488	52,006	56,483	59,090	62,651	29%

Note: * Tunas Usaha Rakyat (Productive Poor) portfolio
 ** including Joint Financing portfolio & Money Market loan

Profit & Loss Highlights

IDR billion	1Q '12	2Q '12	3Q '12	4Q '12	FY '12	1Q '13	ΔYoY
Interest income	2,119	2,217	2,388	2,570*	9,293	2,551	20%
Interest expense	800	759	797	866	3,222	886	11%
Net interest income	1,319	1,458	1,591	1,704	6,071	1,664	26%
Fee income	57	82	73	71	283	61	7%
Operating income	1,376	1,539	1,664	1,775	6,354	1,726	25%
Operating expense	710	828	869	1,004	3,411	874	23%
Net operating income	666	711	795	771	2,942	852	28%
Loan loss provision	111	114	140	90	455	131	18%
NPBT	553	605	651	675	2,485	719	30%
NPAT	439	482	521	537	1,979	573	30%

Note: * included IDR 97 bio recognition of unamortized fee and charge back of over-amortized insurance cost from Pension Loan

Key Ratios

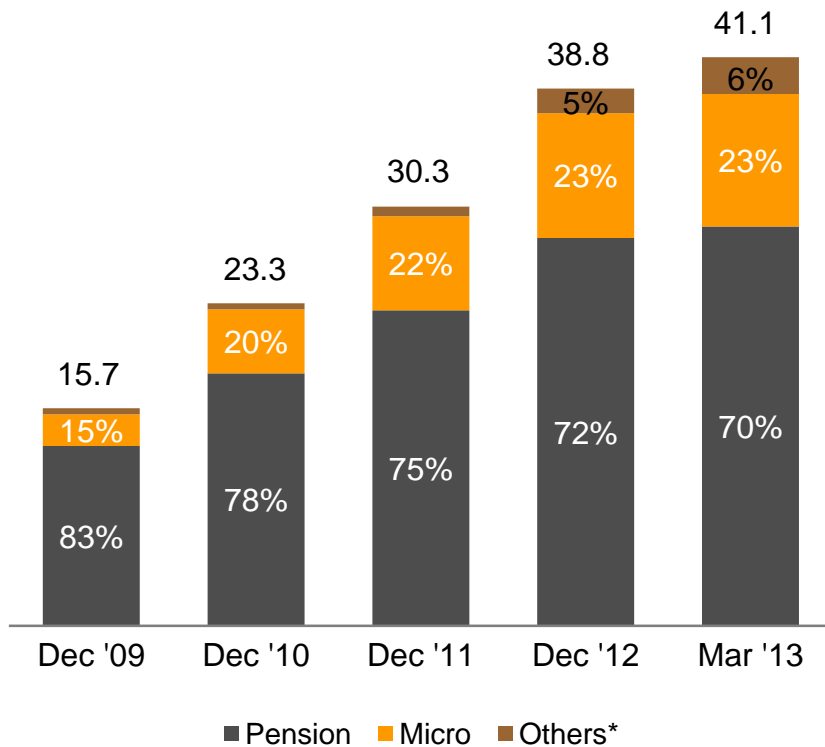
%	1Q '12	2Q '12	3Q '12	4Q '12	FY '12	1Q '13
NIM	12.5	13.2	13.4	13.4*	13.1*	12.7
Cost to Income	52	54	52	57	54	51
LDR (end of period)	86	86	87	86	86	88
Loan to Funding	77	77	77	77	77	77
Loan to Funding (incl. Equity)	67	67	67	67	67	66
Liquid Asset Ratio	39	39	40	40	40	41
NPL	0.7	0.7	0.7	0.6	0.6	0.7
Cost of Credit/Avg. Loan	1.4	1.4	1.5	0.9	1.3	1.3
LLP/NPL	144	142	165	171	171	155
ROA (before tax)	4.6	4.8	4.8	4.7	4.7	4.8
ROE (after tax)	29.6	29.6	29.7	28.5	29.3	28.2
CAR (credit & ops risk)	22.2	21.9	21.6	21.5	21.5	22.8
Equity / Assets	12.8	12.8	12.7	13.1	13.1	13.3

Note: * Due to recognition of unamortized fee and charge back of over-amortized insurance cost from Pension Loan;
Normalized 4Q '12 and FY '12 NIM was 12.9%

Loans Composition & Portfolio Quality

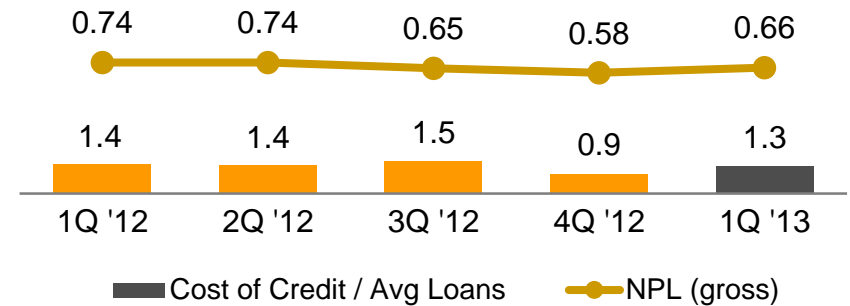
LOANS COMPOSITION

IDR tio



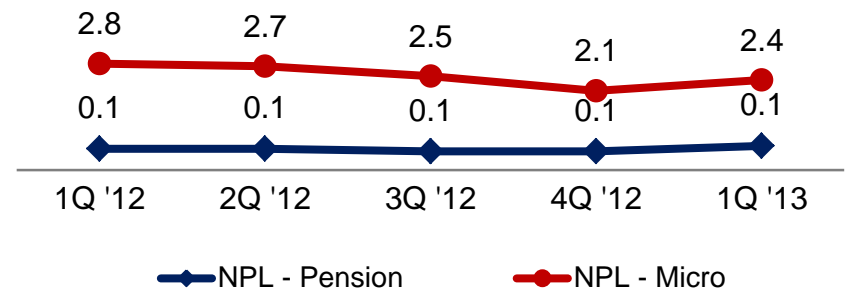
NPL & COST OF CREDIT

%



NPL BY BUSINESS

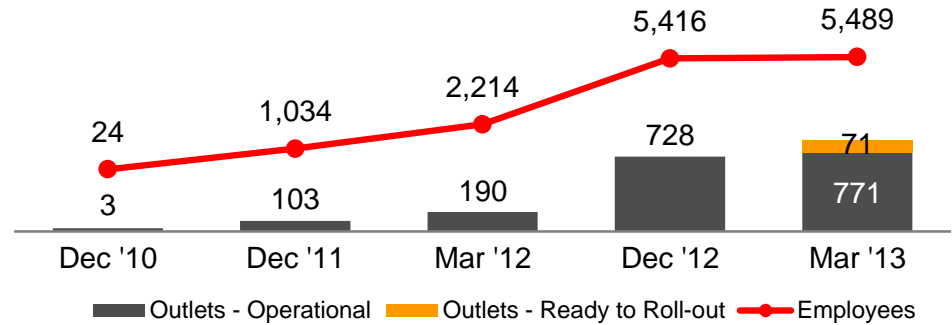
%



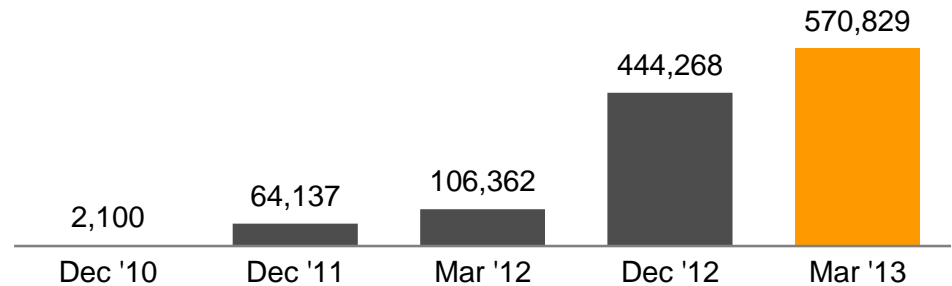
* incl: syariah financing, joint financing, money market and staff loans

Productive Poor

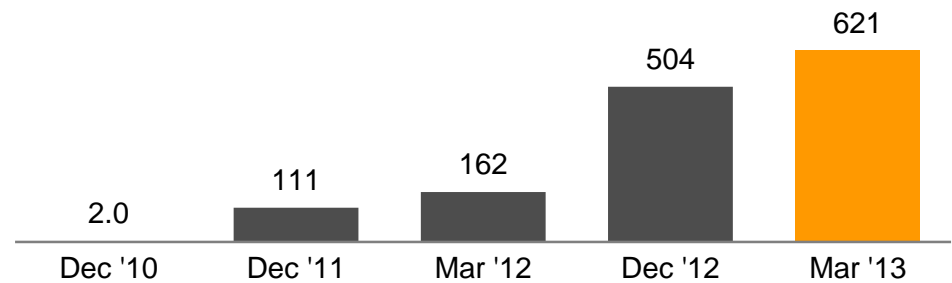
Outlets & Employees



Customers

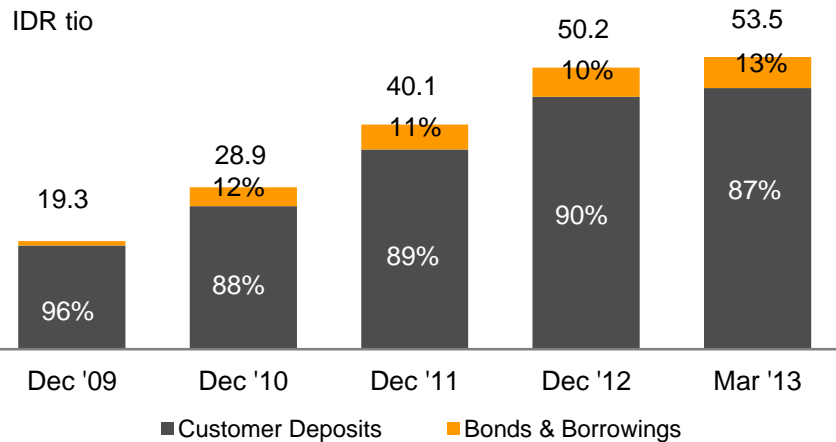


Loans (IDR bio)

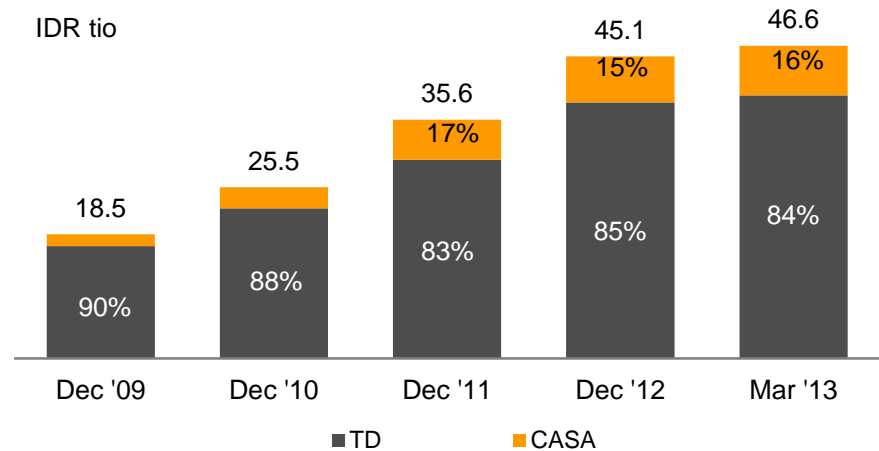


Funding Composition & Liquidity Reserves

FUNDING COMPOSITION

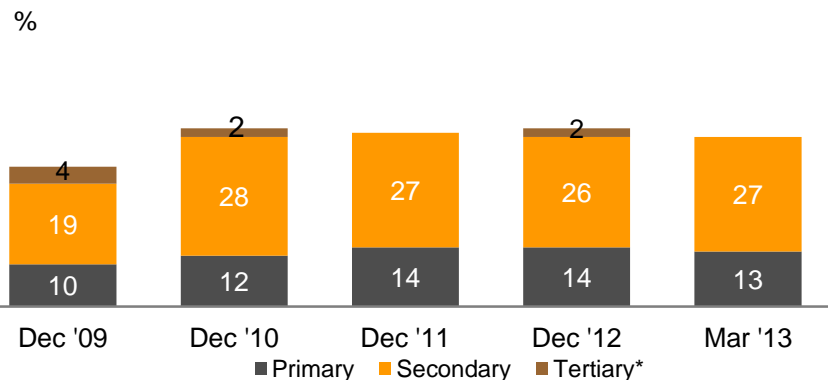


CUSTOMER DEPOSIT COMPOSITION



LIQUID ASSETS RATIO

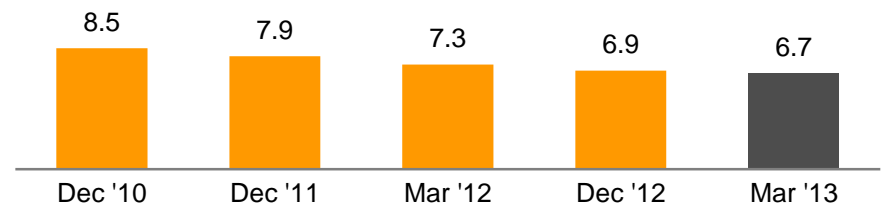
(Against Total Customer Deposits)



* Revolving Standby Loan from IFC

COST OF FUND*

%

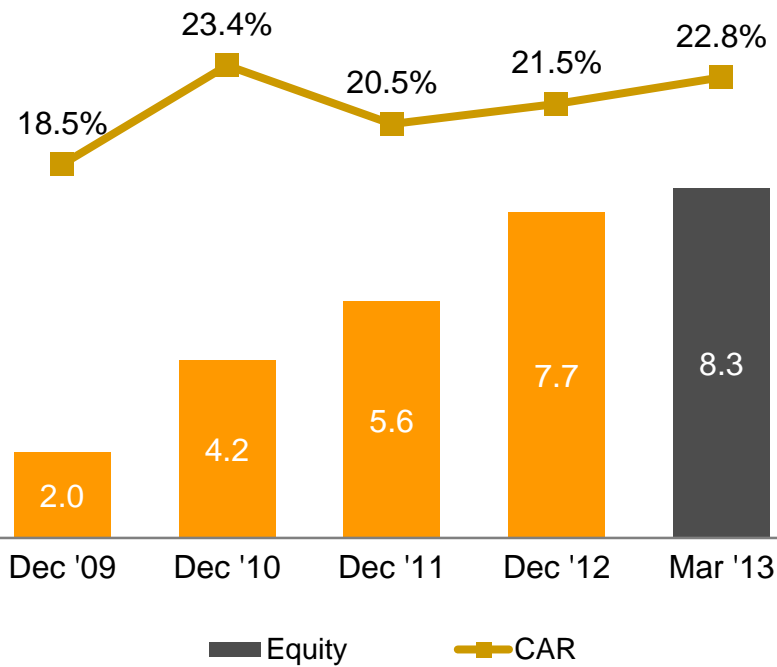


* Customer deposits only

Strong Capital & Profitability Ratios

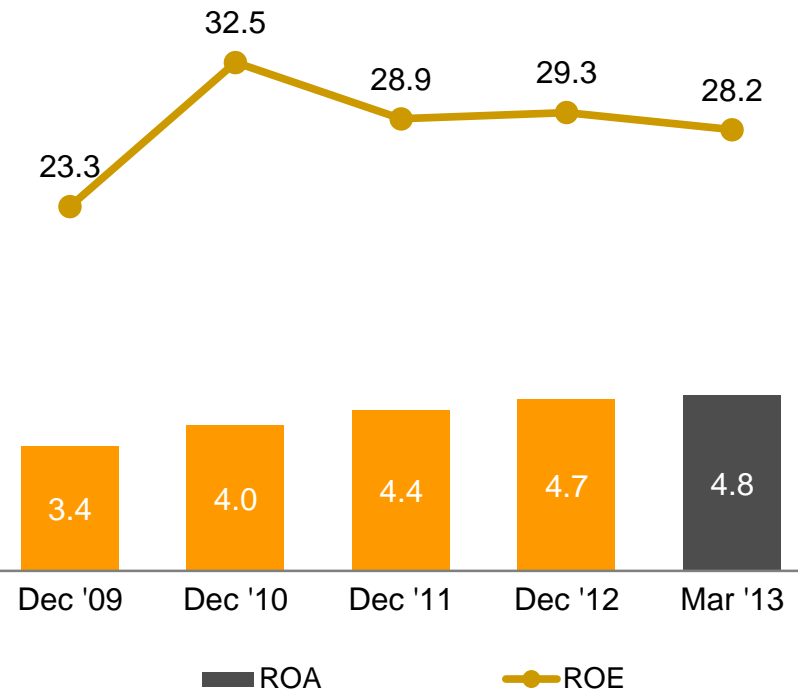
EQUITY & CAR

IDR tio



ROA & ROE

%





	Mar 2012 YoY	Mar 2013 YoY	Growth
Beneficiaries 	841,803	1,268,222	51%
Activities 	29,390	59,540	103%



- ◆ 2nd long-term facility from IFC signed in October 2012 had been fully withdrawn in March 2013; the amount was Rp 970 bio (equivalent to US\$ 100 mio)
- ◆ BTPN has issued Rp 750 bio new bonds in March 2013 as the last part of 1st Unsecured Senior Debt Program, consisting of:
 - 3-year tenor bond of Rp 350 bio, coupon rate at 7.65%
 - 5-year tenor bond of Rp 400 bio, coupon rate at 8.25%
- ◆ BTPN plans to issue Senior Unsecured Rupiah Bond with expected amount of Rp 1 tio in June 2013 as part of the 2nd Unsecured Senior Debt Program of up to Rp 4 tio to be issued within the next two years. Fitch Ratings has assigned a National Rating of 'AA-(idn)' to this debt program.

THANK YOU