



July 2013

# 2Q 2013 Results Update



- Growth remains good despite economic uncertainty:
  - Loans growth: 27% (YoY)
  - Deposits growth: 19% (YoY); Total Funding growth: 21% (YoY)
- Sufficient Liquidity to support business growth:
  - LFR\*: 81%; LFR\* (incl. Equity): 69%
  - LDR: 91%
  - Liquid Asset Ratio: 37%
- Healthy Key Ratios:
  - NIM: 12.8%
  - NPL: 0.6%
  - ROE: 28.0%
  - CAR: 22.7%
- Robust Net Income Growth:
  - 1H NPAT: Rp 1,177 bio (28% YoY growth)

# Balance Sheet Highlights

IDR billion	Jun '12	Dec '12	Mar '13	Jun '13	ΔYoY
Cash & BI	4,703	4,978	5,024	5,329	13%
SBI & Placement	10,871	12,887	13,976	12,281	13%
Loans (gross)	34,380	38,844	41,098	43,629	27%
- Pension	25,125	28,046	28,865	29,944	19%
- Micro	8,047	9,006	9,578	9,978	24%
- Syariah*	277	504	621	901	226%
- Others**	932	1,288	2,034	2,806	201%
Allowance for losses	(362)	(384)	(418)	(415)	15%
Customer Deposits	40,035	45,073	46,616	47,748	19%
Borrowings	4,359	5,163	6,879	6,165	41%
Total Funding	44,395	50,235	53,496	53,913	21%
Equity	6,674	7,734	8,307	8,924	34%
Total Assets	52,006	59,090	62,651	63,881	23%

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

# Profit & Loss Highlights

IDR billion	1H '12	FY '12	1Q '13	2Q '13	1H '13	ΔYoY
Interest income	4,336	9,293	2,551	2,698	5,249	21%
Interest expense	1,559	3,222	886	920	1,807	16%
Net interest income	2,777	6,071	1,664	1,777	3,442	24%
Fee income	139	283	61	104	165	19%
Operating income	2,915	6,354	1,726	1,882	3,607	24%
Operating expense	1,538	3,411	874	996	1,870	22%
- BAU	1,538	3,411*	874	982	1,856*	
- MESOP**	-	-	-	14	14	
Net operating income	1,377	2,942	852	886	1,738	26%
Loan loss provision	225	455	131	125	257	14%
NPBT	1,159	2,485	719	760	1,479	28%
NPAT	921	1,979	573	605	1,177	28%

Note: \* Including Tunas Usaha Rakyat (Productive Poor) Opex of IDR 298 bio (FY '12) and IDR 194 bio (1H '13)

\*\* Accrual of MESOP expense against Equity (book value neutral)

# Key Ratios

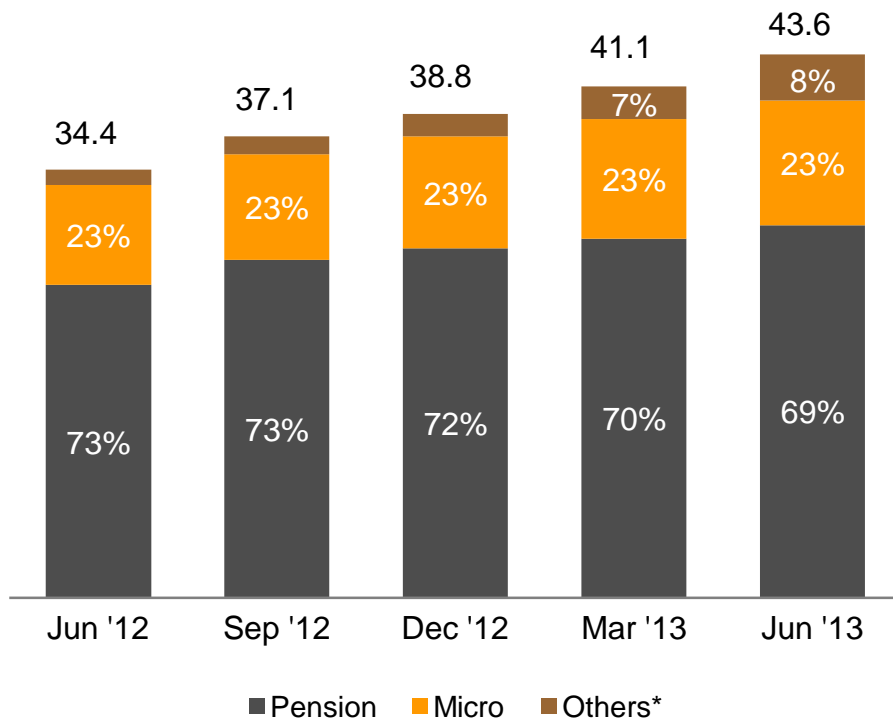
%	1H '12	FY '12	1Q '13	2Q '13	1H '13
NIM	12.8	13.1	12.7	13.0	12.8
Cost to Income	53	54	51	53*	52
LDR (end of period)	86	86	88	91	91
Loan to Funding	77	77	77	81	81
Loan to Funding (incl. Equity)	67	67	66	69	69
Liquid Asset Ratio	39	40	41	37	37
NPL	0.7	0.6	0.7	0.6	0.6
Cost of Credit/Avg. Loan	1.4	1.3	1.3	1.2	1.2
LLP/NPL	142	171	155	147	147
ROA (before tax)	4.7	4.7	4.8	4.8	4.8
ROE (after tax)	29.6	29.3	28.2	27.8	28.0
CAR (credit & ops risk)	21.9	21.5	22.8	22.7	22.7
Equity / Assets	12.8	13.1	13.3	14.0	14.0

Note: \* Cost to Income excluding MESOP expense was 52%

# Loans Composition & Portfolio Quality

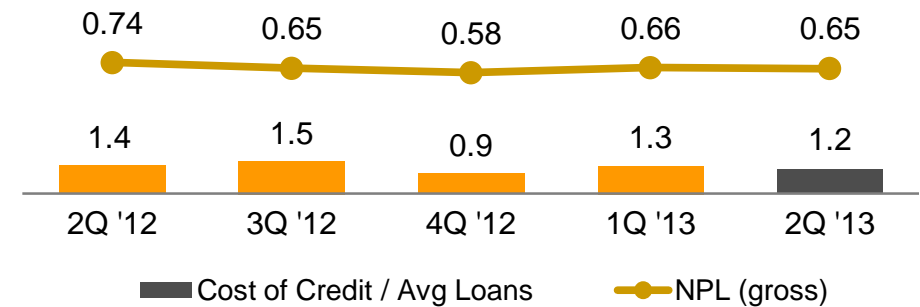
## LOANS COMPOSITION

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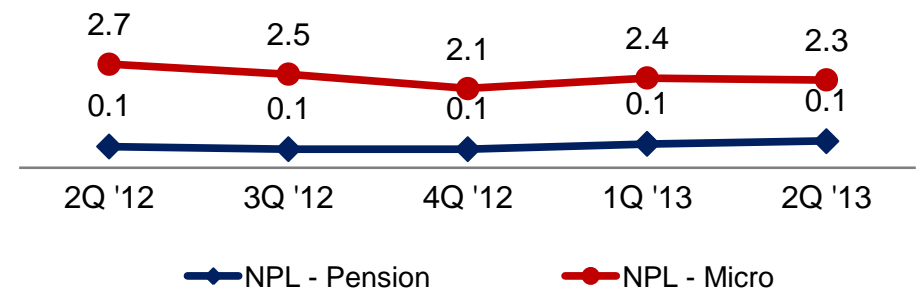
## NPL & COST OF CREDIT

%



## NPL BY BUSINESS

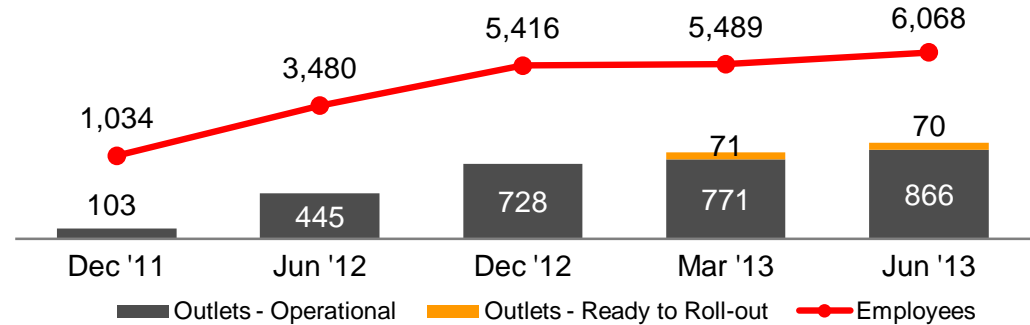
%



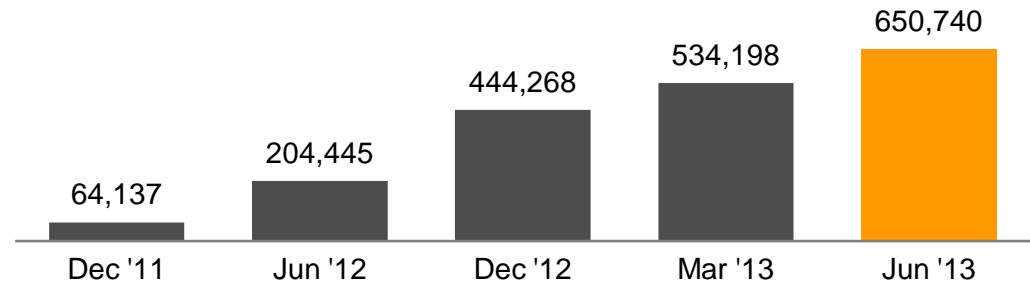
\* incl: syariah financing, joint financing, money market and staff loans

# Productive Poor

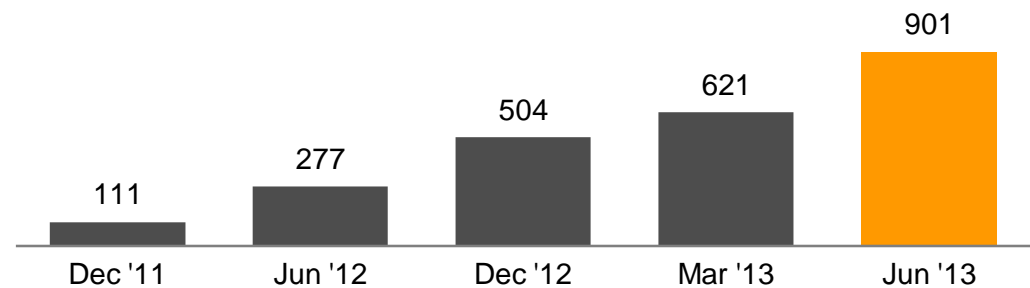
## Outlets & Employees



## Customers

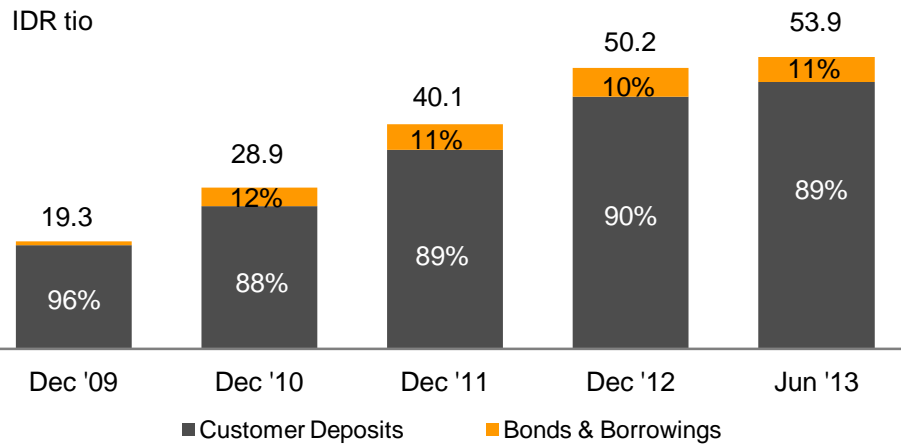


## Loans (IDR bio)

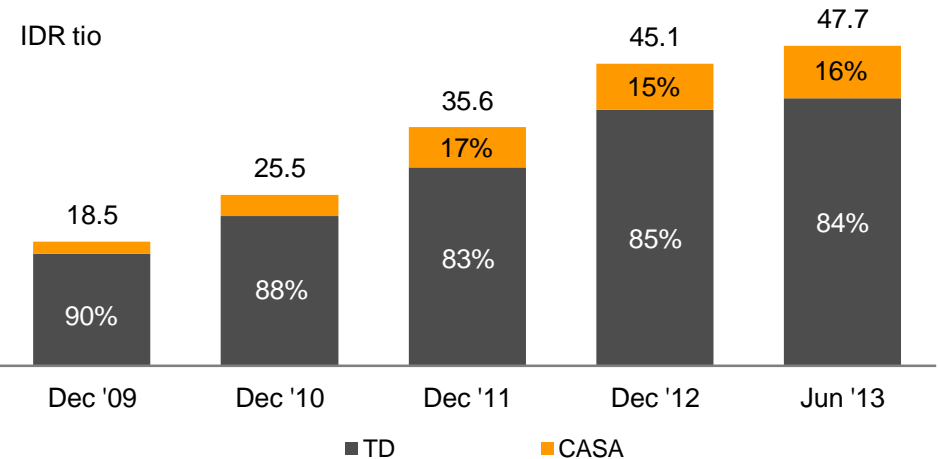


# Funding Composition & Liquidity Reserves

## FUNDING COMPOSITION

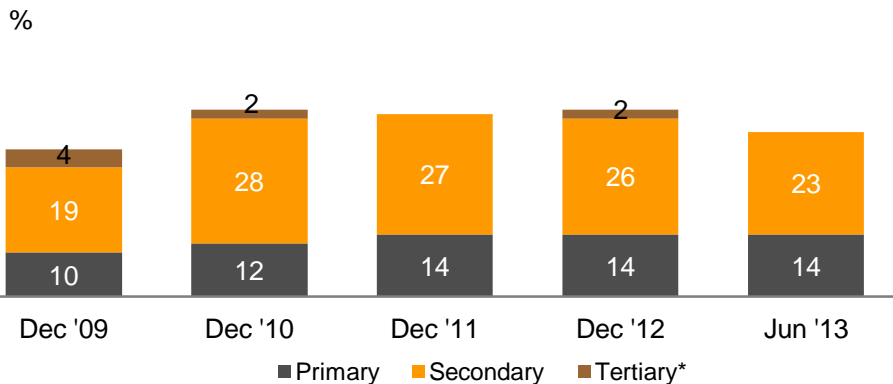


## CUSTOMER DEPOSIT COMPOSITION



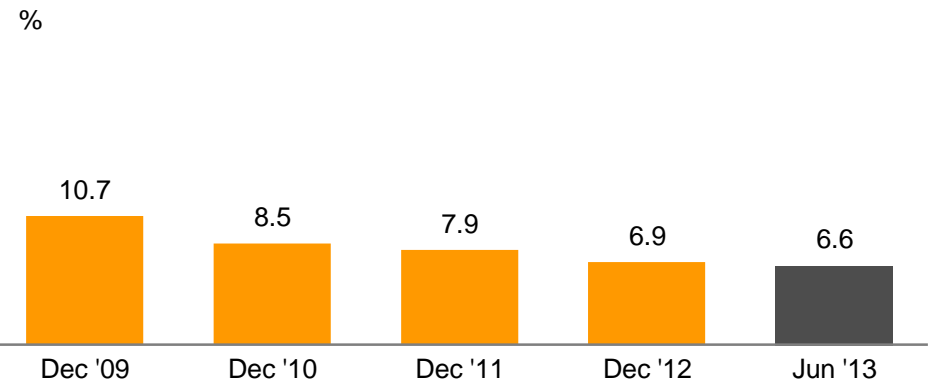
## LIQUID ASSETS RATIO

(Against Total Customer Deposits)



\* Revolving Standby Loan from IFC

## COST OF FUND\*



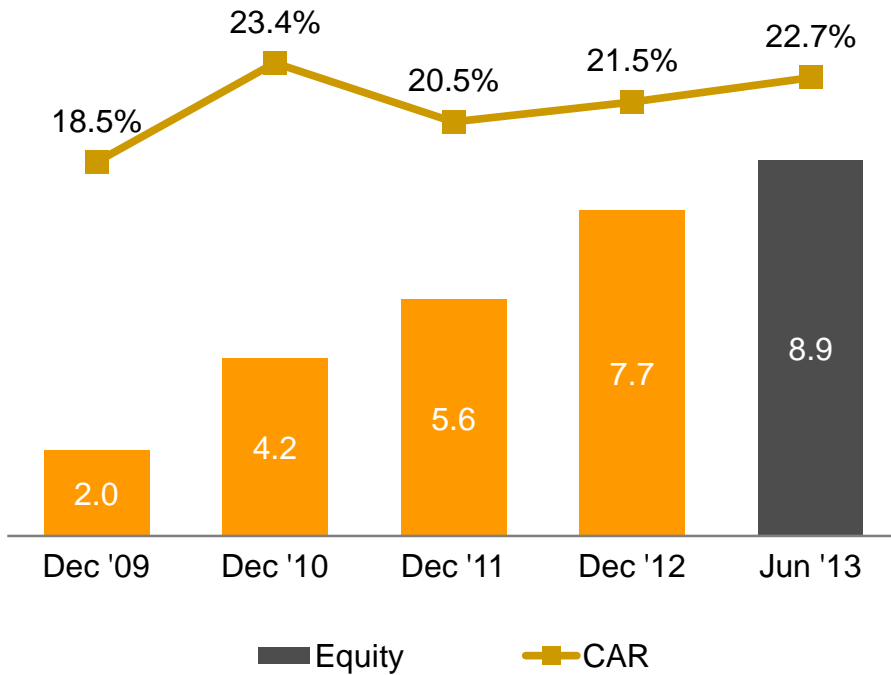
\* Customer deposits only



# Strong Capital & Profitability Ratios

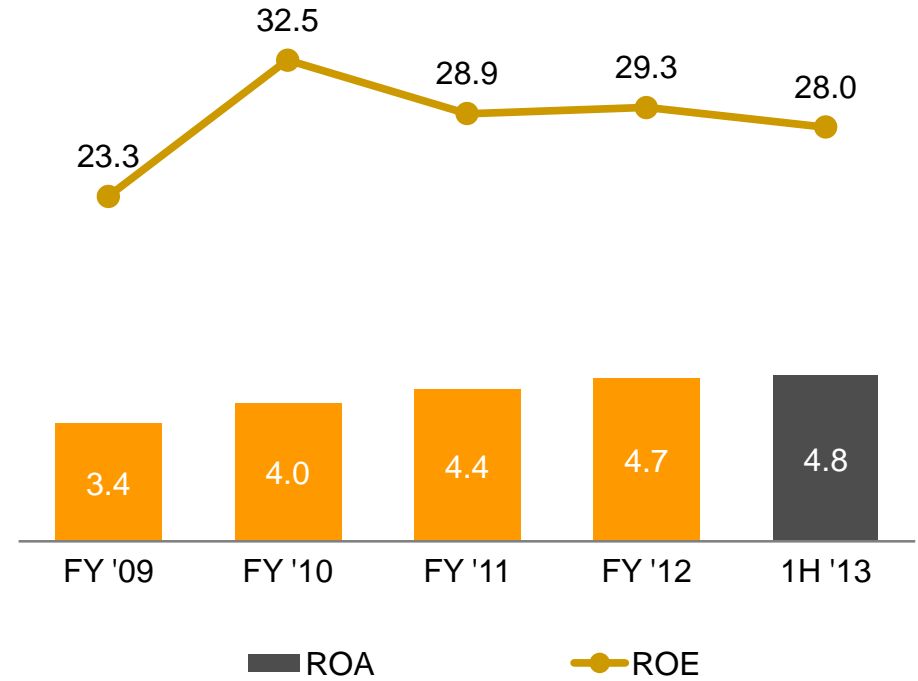
## EQUITY & CAR

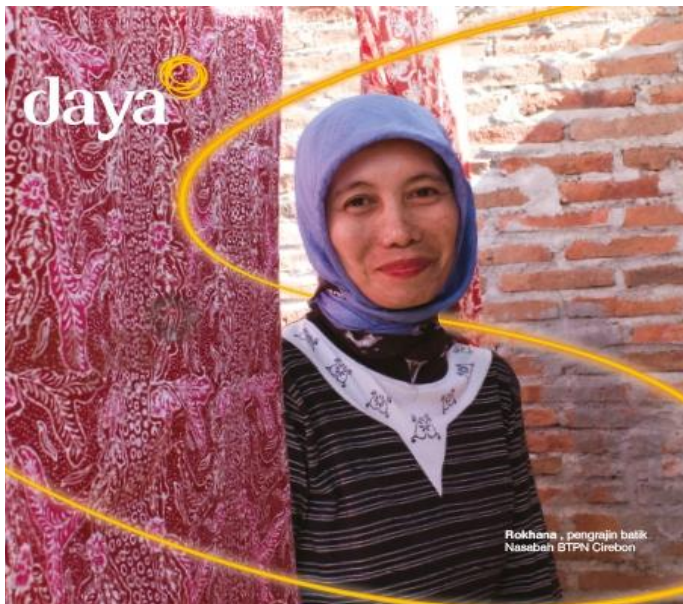
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## ROA & ROE

%





	1H 2012	1H 2013	Growth
<b>Beneficiaries</b> 	529,991	697,885	31.7%
<b>Activities</b> 	22,034	40,456	83.6%



- ◆ Sumitomo Mitsui Banking Corporation has acquired a 24.26% stake in BTPN in May 2013 and plans to increase its stake to 40%
  
- ◆ BTPN has issued Rp 800 bio new bonds in July 2013 as the first part of 2<sup>nd</sup> Unsecured Senior Debt Program, consisting of:
  - 3-year tenor bond of Rp 450 bio, coupon rate at 7.75%
  - 5-year tenor bond of Rp 350 bio, coupon rate at 8.25%

**THANK YOU**