



February 2014

FY 2013 Results Update



Moderate but Healthy Business Growth:

- Loans growth: 19% (YoY)
- Deposits growth: 16% (YoY); Total Funding growth: 17% (YoY)

Ample Liquidity:

- LFR¹: 79%; LFR (incl. Equity): 67%
- LDR: 88%
- Liquid Asset Ratio: 40%

Robust Key Ratios:

- NIM: 12.7%
- NPL: 0.7%
- ROE: 23.9%
- CAR: 23.1%

Net Income Growth:

- FY 2013 NPBT: Rp 2,869 bio (15% YoY)
- FY 2013 NPAT: Rp 2,131 bio (8% YoY)²

Note: ¹ Loan to Funding Ratio; Funding includes Bond & Borrowings

² Due to change in Corporate Tax rate from 20% in 2012 to 25% in 2013

Balance Sheet Highlights

IDR billion	Dec '12	Mar '13	Jun '13	Sep '13	Dec '13	ΔYoY
Cash & BI	4,978	5,024	5,329	5,257	5,414	9%
SBI & Placement	12,887	13,976	12,281	12,920	15,352	19%
Loans (gross)	38,844	41,098	43,629	45,304	46,105	19%
- Pension	28,046	28,865	29,944	30,869	31,614	13%
- Micro	9,006	9,578	9,978	10,051	10,427	16%
- Productive Poor (Syariah)	504	621	901	1,015	1,354	169%
- Others ¹	1,288	2,034	2,806	3,370	2,710	110%
Allowance for losses	(384)	(418)	(415)	(437)	(486)	27%
Customer Deposits	45,073	46,616	47,748	49,034	52,196	16%
Borrowings	5,163	6,879	6,165	6,740	6,361	23%
Total Funding	50,235	53,496	53,913	55,775	58,557	17%
Equity	7,734	8,307	8,924	9,549	9,908	28%
Total Assets	59,090	62,651	63,881	66,204	69,665	18%

Note: ¹ including Joint Financing portfolio & Money Market loan

Profit & Loss Highlights

IDR billion	FY '12	1Q '13	2Q '13	3Q '13	4Q '13	FY '13	ΔYoY
Interest income	9,293	2,551	2,698	2,800	2,895	10,943	18%
Interest expense	3,222	886	920	966	1,122	3,895	21%
Net interest income	6,071	1,664	1,777	1,834	1,773	7,048	16%
Fee income	283	61	104	110	125	400	42%
Operating income	6,354	1,726	1,882	1,944	1,897	7,449	17%
Operating expense	3,411	874	996	1,014	1,096	3,980	17%
- BAU	3,114	790	877	869	913	3,449	11%
- TUR (Productive Poor)	298	83	105	131	168	488	64%
- MSOP	-	-	14	14	15	43	
Net operating income	2,942	852	886	930	801	3,469	18%
Loan loss provision	455	131	125	158	176	591	30%
NPBT	2,485	719	760	767	623	2,869	15%
NPAT	1,979 ¹	534 ²	565	570	463	2,131	8%

Note: ¹ Corporate Tax rate = 20%

² Corporate Tax rate = 25%

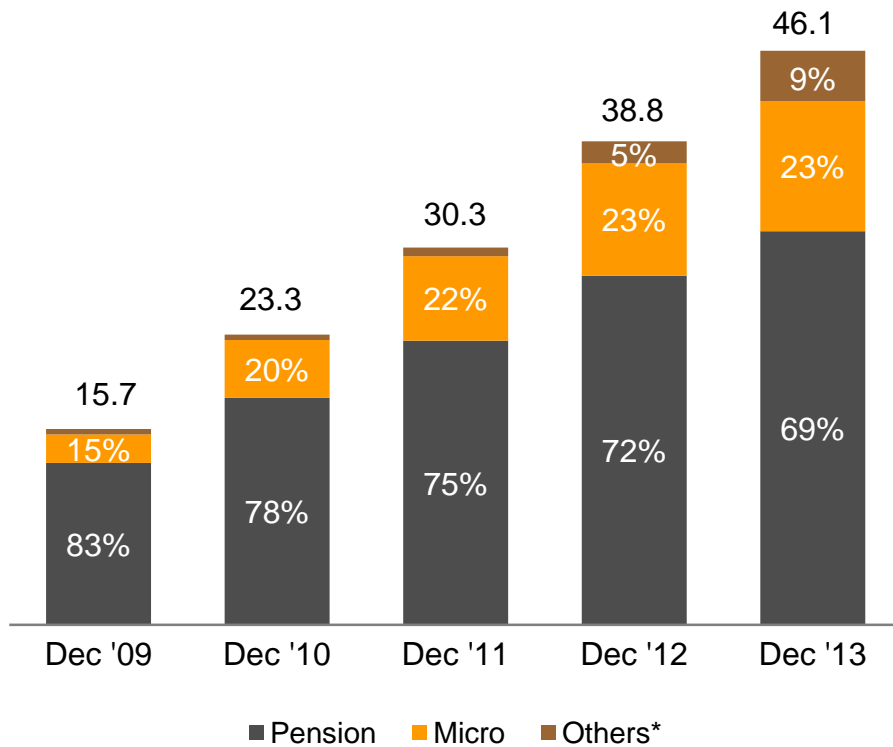
Key Ratios

%	FY '12	1Q '13	2Q '13	3Q '13	4Q '13	FY '13
NIM	13.1	12.7	13.0	13.1	12.2	12.7
Cost to Income	54	51	53	52	58	53
LDR (end of period)	86	88	91	92	88	88
Loan to Funding	77	77	81	81	79	79
Loan to Funding (incl. Equity)	67	66	69	69	67	67
Liquid Asset Ratio	40	41	37	37	40	40
NPL	0.6	0.7	0.6	0.6	0.7	0.7
Cost of Credit/Avg. Loan	1.3	1.3	1.2	1.4	1.6	1.4
LLP/NPL	171	155	147	155	158	158
ROA (before tax)	4.7	4.8	4.8	4.8	3.8	4.5
ROE (after tax)	29.3	26.4	26.1	24.7	18.9	23.9
CAR (credit & ops risk)	21.5	22.7	22.6	22.8	23.1	23.1
Equity / Assets	13.1	13.3	14.0	14.4	14.2	14.2

Loans Composition & Portfolio Quality

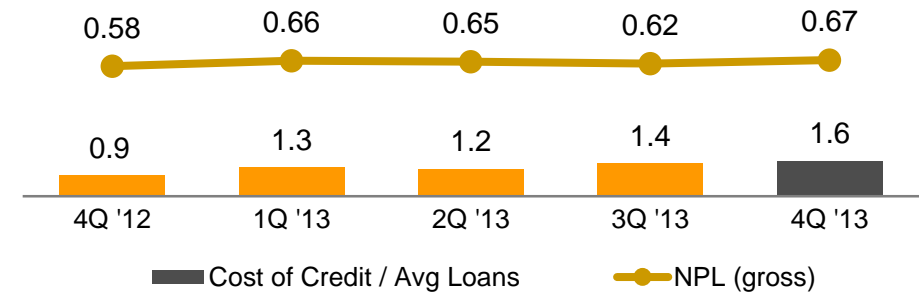
LOANS COMPOSITION

IDR tio



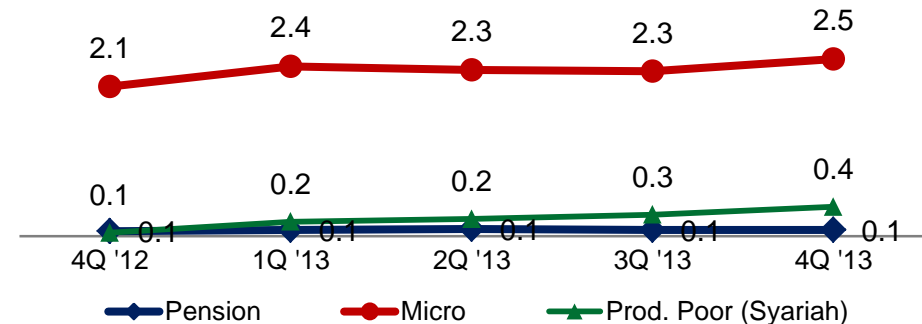
NPL & COST OF CREDIT

%



NPL BY BUSINESS

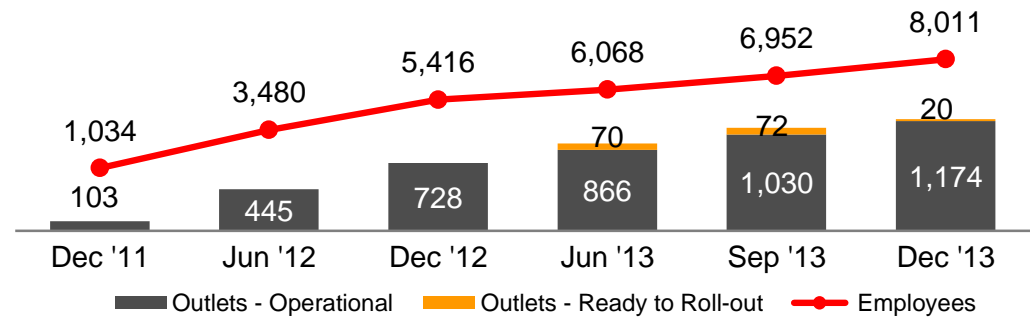
%



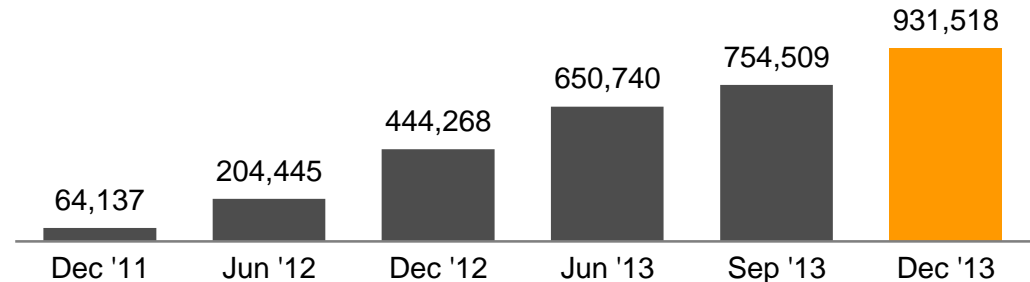
* including syariah financing, joint financing, money market and staff loans

Productive Poor

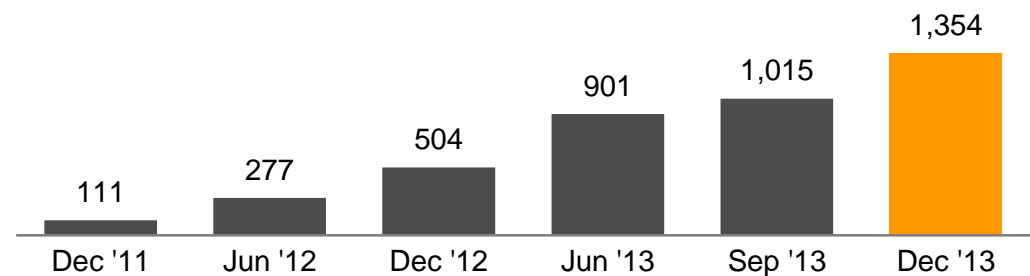
Outlets & Employees



Customers



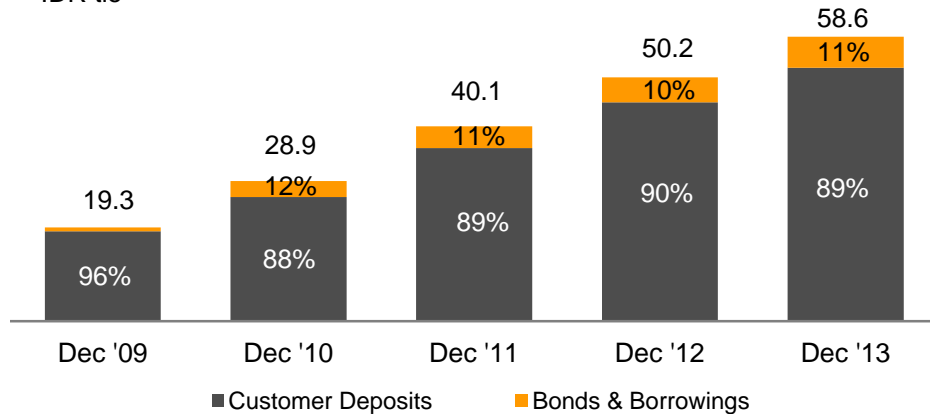
Loans (IDR bio)



Funding Composition & Liquidity Reserves

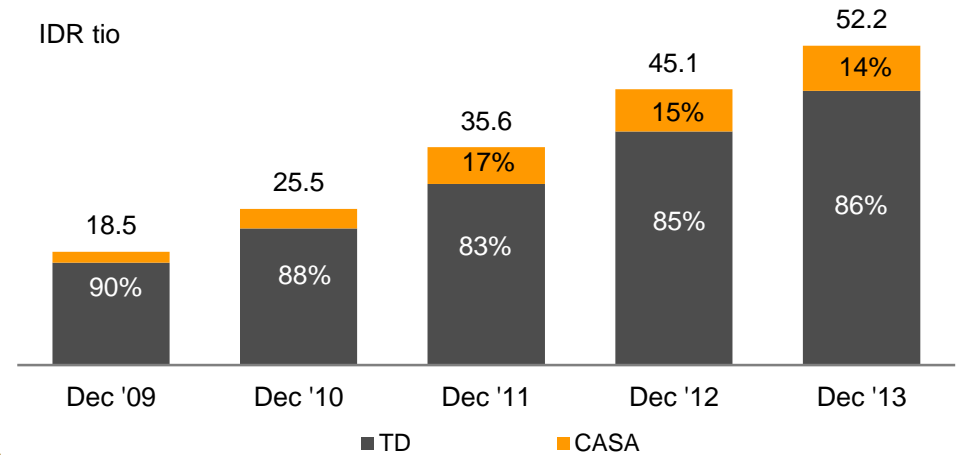
FUNDING COMPOSITION

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CUSTOMER DEPOSIT COMPOSITION

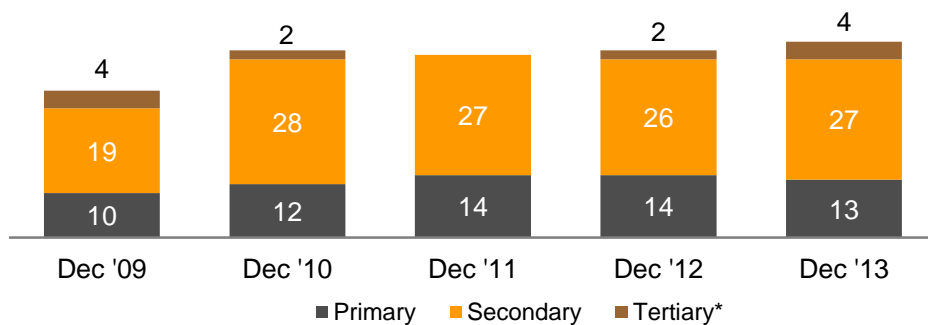
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LIQUID ASSETS RATIO

(Against Total Customer Deposits)

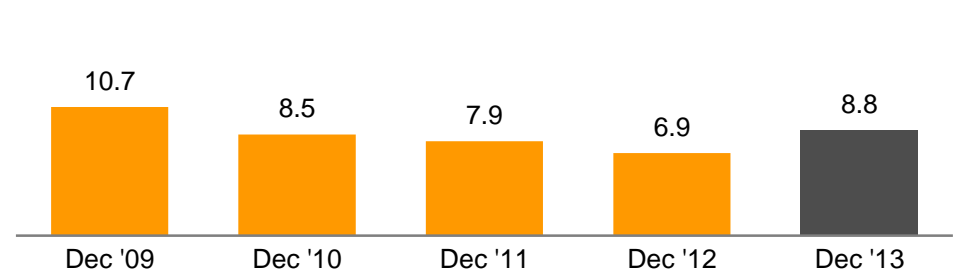
%



* Revolving Standby Loan IFC

COST OF FUND*

%

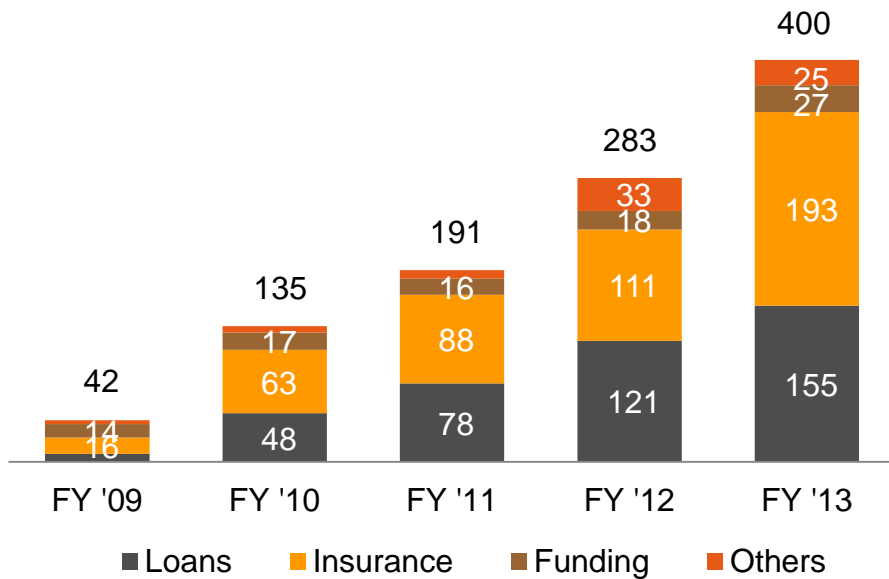


* Customer deposits only

Fee-based Income & NPAT

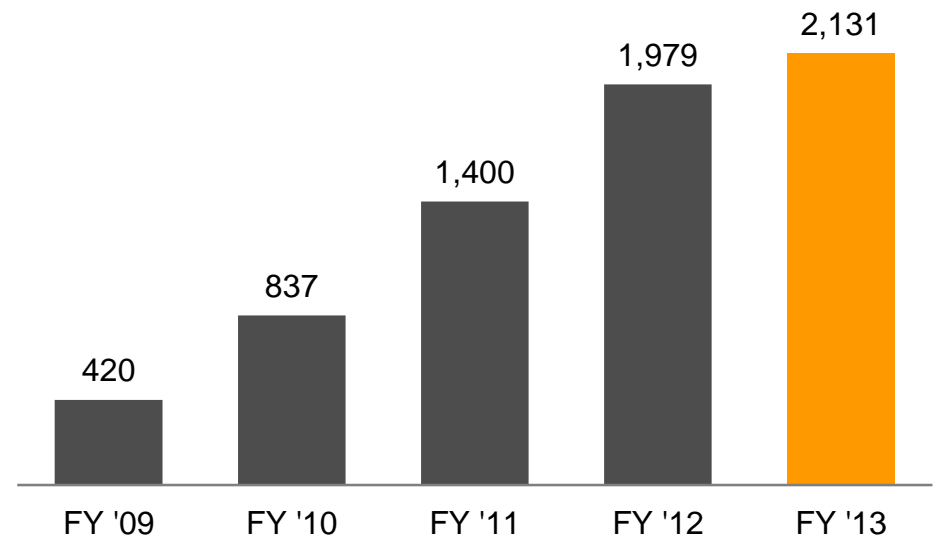
Fee-based Income

IDR bio

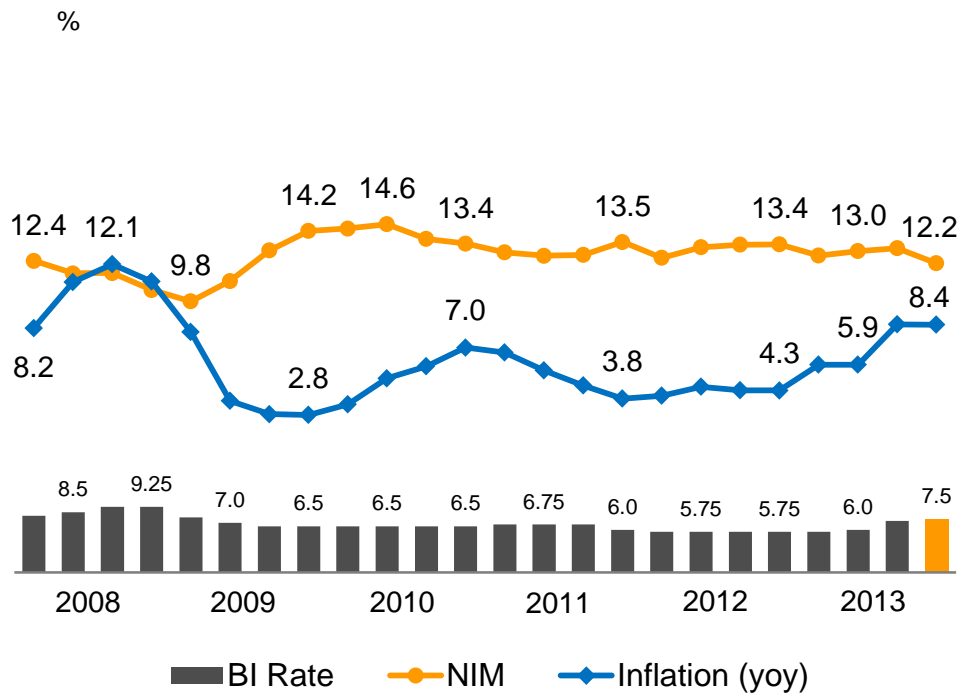


NPAT

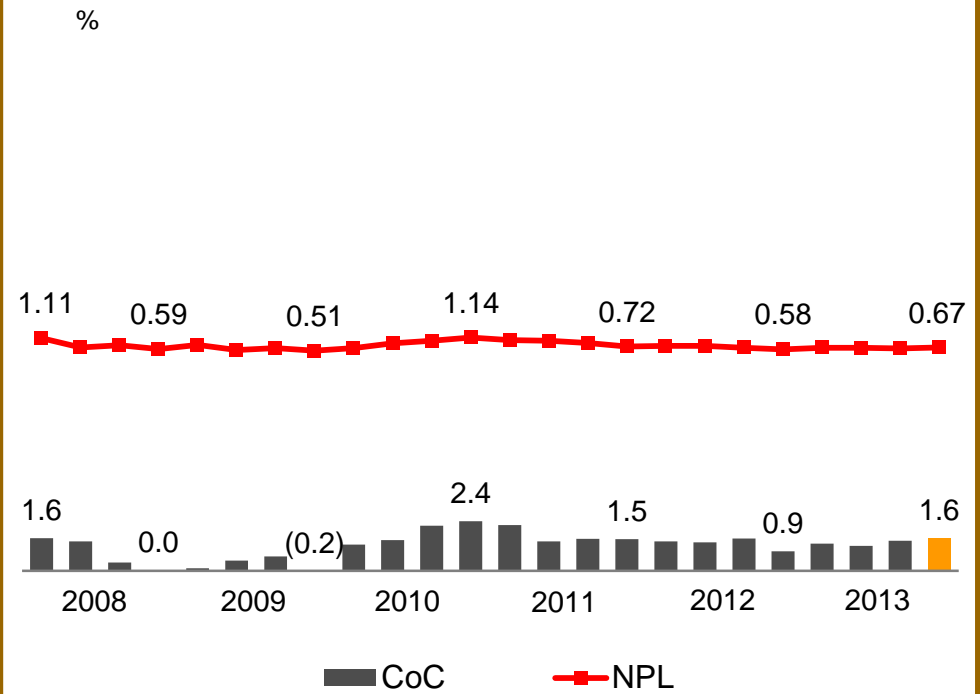
IDR bio



NIM vs Inflation & BI Rate



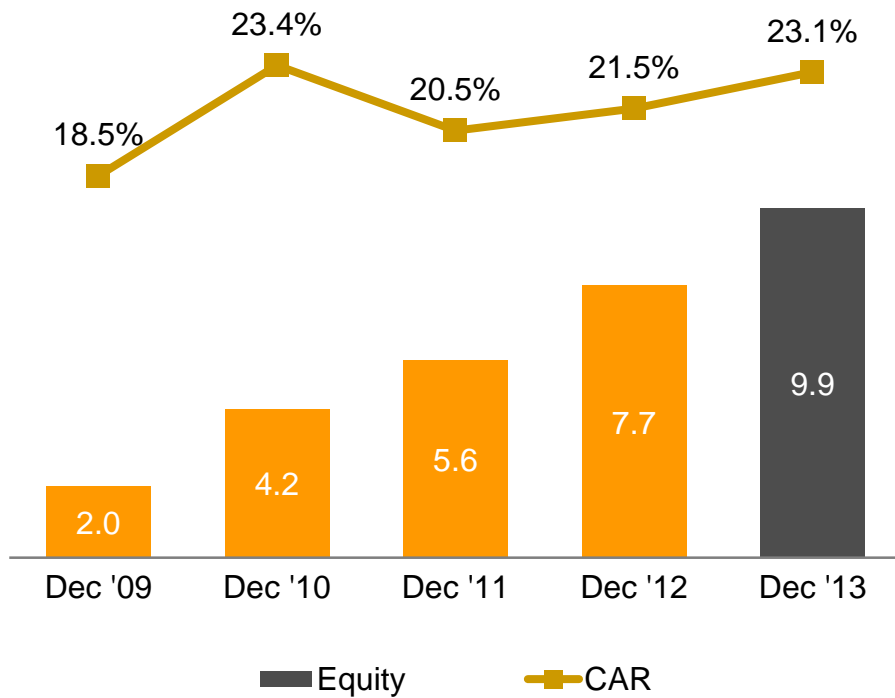
NPL & Cost of Credit



Strong Capital & Profitability Ratios

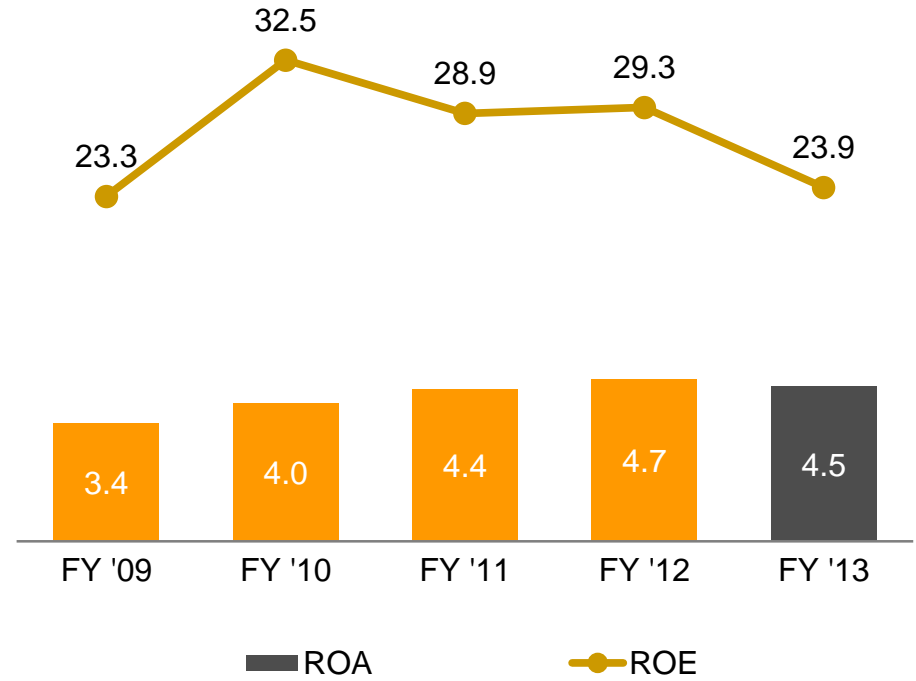
EQUITY & CAR

IDR tio



ROA & ROE

%





	FY 2012	FY 2013	Growth
Beneficiaries 	1,200,468	1,527,134	27%
Activities 	53,079	90,183	70%



- ◆ In early Feb '14, BTPN has completed the investment of IDR 600 bio for a 70% shareholding in Bank Sahabat Purba Danarta which will be converted to Bank BTPN Syariah

THANK YOU