Public Expose
1H 2021 Results Update
PT Bank BTPN Syariah Tbk

Bursa Efek Indonesia - Pubex Live 2021
7th September 2021
The first formal financial institution in Indonesia that serves underprivileged communities through the empowerment of women based on sharia banking (financial inclusion)
BTPN Syariah Mission, Vision and Values

**Mission**

“Together, we create opportunities for growth and a more meaningful life”.

**Vision**

“To be the best Sharia Bank, for financial inclusion, making a difference in the lives of millions of Indonesian people”.

**Values**

“PRISMA”

Professionalism, Integrity, Mutual Respect and Teamwork.

**Single Identity: #bankirpemberdaya**

In implementing Corporate Mission and Vision, a shared identity is needed to unite all the employees in one spirit. 

#bankirpemberdaya is the spirit that awakens all BTPN Syariah employees to their mandate of being a different kind of banker.

A banker that chooses to gather funds from the privileged and distribute them to the empowerment of underprivileged families. Taking a different path in order to fulfill their calling to be of benefit to others.
BTPN Syariah Overview

Our Journey

- **Established** in 2010 as BTPN Sharia Unit; massive roll-out in 2011
- **Spin-off** as PT BTPN Syariah on 14 July 2014
- **Listed** as PT BTPN Syariah Tbk on 8 May 2018
- **Changed** name into PT Bank BTPN Syariah Tbk on 4 June 2020
- **Officially became** Bank BUKU 3 Category according to the approval of The Financial Services Authority on 7 July 2020
- **Human resources**: 12k employees with ~95% female and ~44% high school graduates.

Customer & Coverage

- Serving ~ 6 mn customers, ~ 4.0 mn active
- Coverage ~235k communities, in ~ 2,600 sub-districts
- 25 Branch Offices and Supporting Branch Offices
- 41 Functional Offices

Serving 23 provinces in Indonesia

Shareholders Composition

- PT. BTPN Tbk: 70.00%
- Public: 29.97%
- Treasury shares: 0.03%

*As of 30 June 2021

Rating

AAA idn Fitch Ratings
Stable Outlook
Awards

- The Best Sharia Bank for The Excellence in Brand (Iconomics - 29 Jan 2021)
- Top CSR Awards 2021 #Star 5
- Top Leader on CSR Commitment 2021 (TopBusiness - 29 Apr 2021)
- The Most Dedicated & Innovative Bank for Ultra Micro (Infobank - 6 May 2021)
- The Best Sharia Bank for The Excellence in Brand (Iconomics - 29 Jan 2021)
- Top CSR Awards 2021 #Star 5
- Top Leader on CSR Commitment 2021 (TopBusiness - 29 Apr 2021)
- The Most Dedicated & Innovative Bank for Ultra Micro (Infobank - 6 May 2021)

- 3G Excellence Award in Socio-Economic Development
- 3G Socially Responsible Banking Award 2021 (Cambridge IFA 3G Awards – 25 May 2021)
- Top 50 Big Capitalization Public Listed Company (IICD – 31 May 2021)
- The Best of 5 Indonesia Sharia Finance
- The Outstanding Contribution Through Families & Education Development Programs (Warta Ekonomi’s Indonesia Sharia Finance Award – 31 May 2021)
BTPN Syariah Management

Sharia Supervisory Boards

- H. Ikhwan Abidin, MA Chairman
- H. Muhamad Faiz, MA Member
- Kemal Azis Stamboel *Chairman
- Dewie Pelitawati *Member
- Mahdi Syahbuddin Member
- Yenny Lim Member

Board of Directors

- Hadi Wibowo President Director
- Gatot Adhi Prasetyo Director
- Arief Ismail Director of Compliance
- Fachmy Achmad Director
- Dwiyono B Winantio Director

Board of Management

- Dewi Nuzulianti Business Planning & Assurance Head
- Ade Fauzan Business Development Head
- Dharma Putera Risk Management Head
- Robertus J Hadisurya Information Technology Head
- Ibnu Agung Mulyanto Human Capital Head

*Independent
Unique Value Proposition: Tepat Pembiayaan Syariah - Group

5-Year Financing Program
- Bundled Financial Solution:
  - Working Capital
  - Free Life Insurance
  - Saving (free monthly administration fee)
- Future Benefits:
  - Entitlement for working capital increase in each cycle
  - After the third year, entitled for house renovation and education financing

Membership System
- Group, selected by customers
- Routine meeting
- Mandatory saving
- Shared liabilities

Daya Sustainability Program
Capacity building trainings/workshops in the topics of health, entrepreneurial skills and environment

Community Officers
- Well trained #bankirpemberdaya who become the role models for the behavior of:
  - Honesty
  - Courtesy
  - Discipline
- Facilitator of Daya Program
Unique Value Proposition: Tepat Pembiayaan Syariah - Group

Work
- Selling...
- Production...
- Livestock ...

Productive Underprivileged Women

Building 4 Key Behaviour:
- Courage to Do Business
- Discipline
- Hard Work
- Solidarity

Needs
- Daily basic needs
- Education for children
- Improvement of living conditions
Resilient Together Program for #bankirpemberdaya

### FY 2020
**Actual**
- Thermogun
- Facemask
- Face shield
- Goggles
- Healthy campaign
- MMS, KC, KFO 3 months health improvement allowance
- Initiate self assessment for all employee

### 1H 2021
**Actual**
- Healthy package for positive case
- Vitamin D3 for every employee
- Vaccination program for employee and family (~4,000)
- Continue self assessment
- Health campaign & talk show
- Manual accompaniment for positive case

### 2H 2021
**Ongoing**
- Completed Vaccination program for employee & family
- MMS, KC, KFO 3 months health improvement allowance
- Continue and improve self assessment
- Oxymeter for every employee as an early indicator
- Telemedicine – accompaniment with 3rd party for positive case
- Oxygen concentrator in key cities & oxygen tank in nearby footprints
- Having own Toxoplasma Banks
1H 2021 Financial Performance Summary

- **Total Asset**: IDR 17,4tn, up 14%
- **Equity**: IDR 6,3tn, up 18%
- **Profit After Tax**: IDR 770mn, up 89%

- **Total Financing**: IDR 10tn, up 15%
- **Total Third-Party Funds**: IDR 10,6tn, up 12%

**Key Ratios**
- NPF: 2.4%
- CAR: 52%
- ROE: 26.1%
- ROA: 11.6%
## 1H 2021 Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>Jun-20</th>
<th>Dec-20</th>
<th>Mar-21</th>
<th>Jun-21</th>
<th>∆QoQ</th>
<th>∆YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash</strong></td>
<td>826</td>
<td>1,110</td>
<td>1,033</td>
<td>892</td>
<td>-14%</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Reserve Requirement</strong></td>
<td>363</td>
<td>378</td>
<td>391</td>
<td>401</td>
<td>3%</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Net Liquid Investment</strong></td>
<td>5,067</td>
<td>5,432</td>
<td>6,092</td>
<td>5,927</td>
<td>-3%</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Financing (gross)</strong></td>
<td>8,741</td>
<td>9,523</td>
<td>9,697</td>
<td>10,048</td>
<td>4%</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Allowance for losses</strong></td>
<td>(548)</td>
<td>(849)</td>
<td>(755)</td>
<td>(651)</td>
<td>-14%</td>
<td>19%</td>
</tr>
<tr>
<td><strong>Total Asset</strong></td>
<td>15,272</td>
<td>16,435</td>
<td>17,297</td>
<td>17,407</td>
<td>1%</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CASA</strong></td>
<td>1,947</td>
<td>2,024</td>
<td>2,091</td>
<td>2,267</td>
<td>8%</td>
<td>16%</td>
</tr>
<tr>
<td><strong>TD</strong></td>
<td>7,516</td>
<td>7,756</td>
<td>8,432</td>
<td>8,346</td>
<td>-1%</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Total Third-Party Funds</strong></td>
<td>9,462</td>
<td>9,780</td>
<td>10,523</td>
<td>10,613</td>
<td>1%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Securities Issued</strong></td>
<td>-</td>
<td>200</td>
<td>-</td>
<td>-</td>
<td>N.A</td>
<td>N.A</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>9,832</td>
<td>10,556</td>
<td>11,042</td>
<td>11,012</td>
<td>0%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>5,440</td>
<td>5,879</td>
<td>6,255</td>
<td>6,395</td>
<td>2%</td>
<td>18%</td>
</tr>
</tbody>
</table>
# 1H 2021 Income Statement

<table>
<thead>
<tr>
<th>Unit: IDR billion</th>
<th>1H'20</th>
<th>FY'20</th>
<th>1Q'21</th>
<th>2Q'21</th>
<th>1H'21</th>
<th>ΔQoQ</th>
<th>ΔYoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin Income</td>
<td>1,936</td>
<td>4,037</td>
<td>1,114</td>
<td>1,172</td>
<td>2,286</td>
<td>5%</td>
<td>18%</td>
</tr>
<tr>
<td>Margin Expense</td>
<td>264</td>
<td>498</td>
<td>110</td>
<td>105</td>
<td>215</td>
<td>-5%</td>
<td>-19%</td>
</tr>
<tr>
<td>Net Margin Income</td>
<td>1,672</td>
<td>3,540</td>
<td>1,004</td>
<td>1,068</td>
<td>2,071</td>
<td>6%</td>
<td>24%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,686</td>
<td>3,562</td>
<td>1,009</td>
<td>1,073</td>
<td>2,082</td>
<td>6%</td>
<td>23%</td>
</tr>
<tr>
<td>Operating Expense and Bonus Wadiah</td>
<td>751</td>
<td>1,592</td>
<td>421</td>
<td>420</td>
<td>840</td>
<td>0%</td>
<td>12%</td>
</tr>
<tr>
<td>Pre-Provision Profit</td>
<td>935</td>
<td>1,970</td>
<td>589</td>
<td>653</td>
<td>1,241</td>
<td>11%</td>
<td>33%</td>
</tr>
<tr>
<td>Loan Loss Provision</td>
<td>391</td>
<td>850</td>
<td>108</td>
<td>141</td>
<td>249</td>
<td>31%</td>
<td>-36%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>407</td>
<td>855</td>
<td>375</td>
<td>395</td>
<td>770</td>
<td>5%</td>
<td>89%</td>
</tr>
</tbody>
</table>
## 1H 2021 Key Ratios

<table>
<thead>
<tr>
<th>Unit: %</th>
<th>1H’20</th>
<th>FY’20</th>
<th>1Q’21</th>
<th>2Q’21</th>
<th>1H’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost to Income</td>
<td>45%</td>
<td>45%</td>
<td>42%</td>
<td>39%</td>
<td>40%</td>
</tr>
<tr>
<td>BOPO</td>
<td>72.1%</td>
<td>72.4%</td>
<td>57.2%</td>
<td>56.4%</td>
<td>56.8%</td>
</tr>
<tr>
<td>RoA</td>
<td>7.0%</td>
<td>7.2%</td>
<td>11.4%</td>
<td>11.8%</td>
<td>11.6%</td>
</tr>
<tr>
<td>RoE</td>
<td>15.2%</td>
<td>16.1%</td>
<td>25.8%</td>
<td>26.4%</td>
<td>26.1%</td>
</tr>
<tr>
<td>NPF Gross</td>
<td>1.8%</td>
<td>1.9%</td>
<td>2.1%</td>
<td>2.4%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Cost of Financing</td>
<td>8.7%</td>
<td>9.4%</td>
<td>4.5%</td>
<td>5.7%</td>
<td>5.1%</td>
</tr>
<tr>
<td>Loan provision coverage</td>
<td>351%</td>
<td>467%</td>
<td>372%</td>
<td>272%</td>
<td>272%</td>
</tr>
<tr>
<td>CAR</td>
<td>42.3%</td>
<td>49.4%</td>
<td>50.7%</td>
<td>52.0%</td>
<td>52.0%</td>
</tr>
</tbody>
</table>
## BTPN Syariah vs Banking Industry May 2021

### CAR

<table>
<thead>
<tr>
<th>BTPNS</th>
<th>Konven</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>51.7%</td>
<td>24.3%</td>
<td>24.4%</td>
</tr>
</tbody>
</table>

### BOPO

<table>
<thead>
<tr>
<th>BTPNS</th>
<th>Konven</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>56.5%</td>
<td>85.6%</td>
<td>82.2%</td>
</tr>
</tbody>
</table>

### NOM

<table>
<thead>
<tr>
<th>BTPNS</th>
<th>Konven</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>12.7%</td>
<td>4.7%</td>
<td>2.1%</td>
</tr>
</tbody>
</table>

### ROA

<table>
<thead>
<tr>
<th>BTPNS</th>
<th>Konven</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.7%</td>
<td>1.8%</td>
<td>1.9%</td>
</tr>
</tbody>
</table>

### NPF

<table>
<thead>
<tr>
<th>BTPNS</th>
<th>Konven</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.1%</td>
<td>3.4%</td>
<td>3.3%</td>
</tr>
</tbody>
</table>

### FDR

<table>
<thead>
<tr>
<th>BTPNS</th>
<th>Konven</th>
<th>BUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>95.8%</td>
<td>80.9%</td>
<td>76.1%</td>
</tr>
</tbody>
</table>

Source: Indonesia Banking Statistic Report - OJK
### Improved children education

<table>
<thead>
<tr>
<th>Cycle 1</th>
<th>Cycle 2</th>
<th>Cycle 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>14.7%</td>
<td>11.0%</td>
<td>9.6%</td>
</tr>
</tbody>
</table>

Number of children who do not go to school were decreasing

*BTPN Syariah is not the sole determining factor of the customers’ welfare improvement*

### Improved toilet condition

<table>
<thead>
<tr>
<th>Cycle 1</th>
<th>Cycle 2</th>
<th>Cycle 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>13.6%</td>
<td>11.1%</td>
<td>8.1%</td>
</tr>
</tbody>
</table>

Number of household who do not have toilet/latrine were decreasing

### Improved household carbon emission

<table>
<thead>
<tr>
<th>Cycle 1</th>
<th>Cycle 2</th>
<th>Cycle 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.8%</td>
<td>5.8%</td>
<td>4.0%</td>
</tr>
</tbody>
</table>

Usage of firewood as cooking fuel were decreasing

---

**Program (as of 2Q 2021)**

- **Scorecard**
  - **Improved children education**: 14.7%, 11.0%, 9.6%
  - **Improved toilet condition**: 13.6%, 11.1%, 8.1%
  - **Improved household carbon emission**: 7.8%, 5.8%, 4.0%

- **Appreciation for more than 200 inspiring customers who became role model for other customers.**
  - *Done*

- **On-time incentive payment for customer who have paid regularly in the last 3 months. Total 232k customer with Rp 1.5 - 1.7tn eligible portfolio.**
  - *Ongoing*

- **Educational assistance ~10,000 children of the productive underprivileged customers (including webinar & apprentice opportunity), started payment on July**
  - *Ongoing*
Accompaniment Programs
For Inspiring Customers & Successful Customers

Inspiring Customers (as of Jun’21: the program reached more than 500 inspiring customers)

Successful Customers (as of Jun’21: the program reached more than 2,1k successful customers)
Technology for Good for Mass Market in Indonesia
Financing Customers

Aims to benefit others through the development of appropriate technology. Technology that enable to provide convenience in transactions for the sake of strengthening the family economy and providing benefits for others.

1. Completed roll out of New Front End Apps (Terra) using agile mindset approach with complete functionality and better UI/UX.

2. Continuously improving agent / Mitra Tepat platform (enhance registration process, better authentication method, more transparent customer receipt).

3. Introducing New services for Agent / Mitra Tepat - provide access to goods and supply using Warung Tepat Apps.
Management Highlights

1. Providing Health & Safety Environment for Our Employees and Customers
   the Bank’s first and foremost priority amidst the covid-19 surge – which includes adjusting the business process (trusted person, head of center, half of the group since mid of Jun’21) and supporting the government through promoting the vaccination program.

2. Delivered Solid 1H 2021 Performance
   with total asset at 17 trillion and reached financing milestone at 10 trillion while maintaining strong capital above 6 trillion. Considering current condition, Bank expect an increase in restructure portfolio.

3. Carrying Out Empowerment Program to Continuously Support Customers Business
   such as providing health protocols education, special incentives to loyal customer, accompaniment programs for inspirational customer and successful customer, providing education aid for customer children.

4. Continuing Digital Journey to Achieve Our Aspiration
   realizing sharia digital ecosystem for the unbanked with technology for good – technology that enable easy transaction to realize many dreams and at the same time give meaningful life, focusing on the ability and the capacity of our inclusion customers to adapt with technology.