



# 1H 2018 Results Update

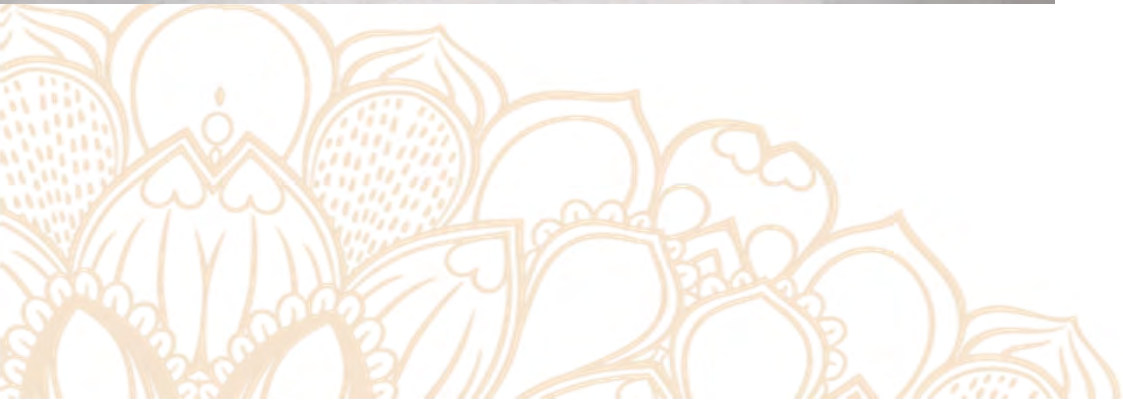
July 2018



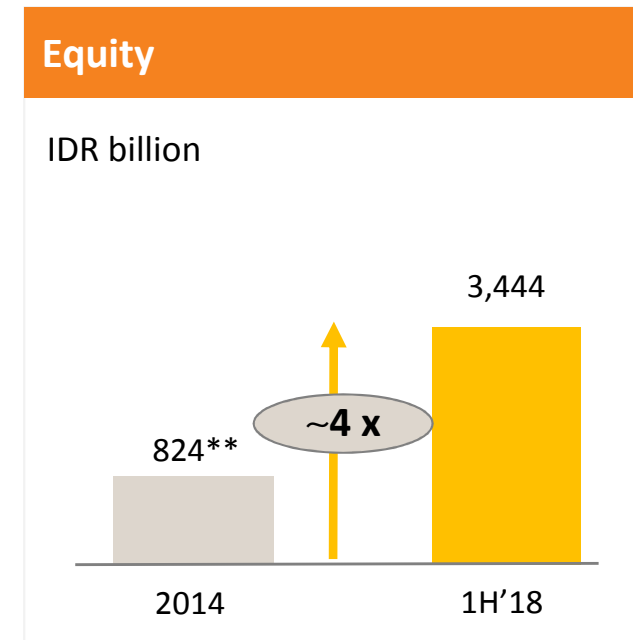
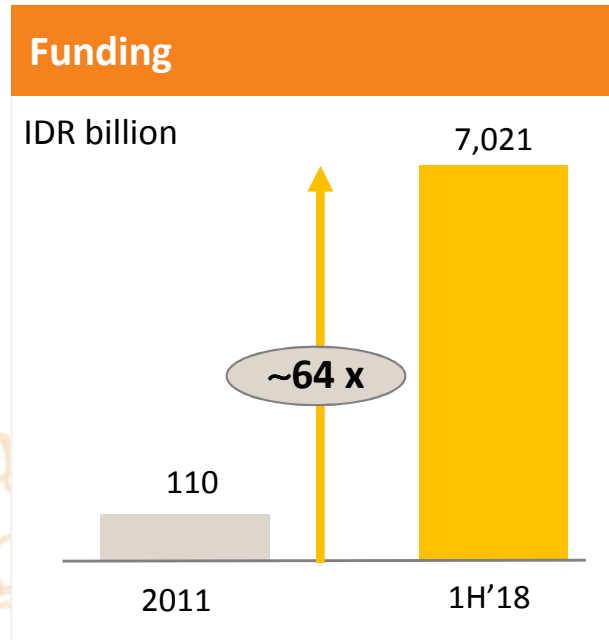
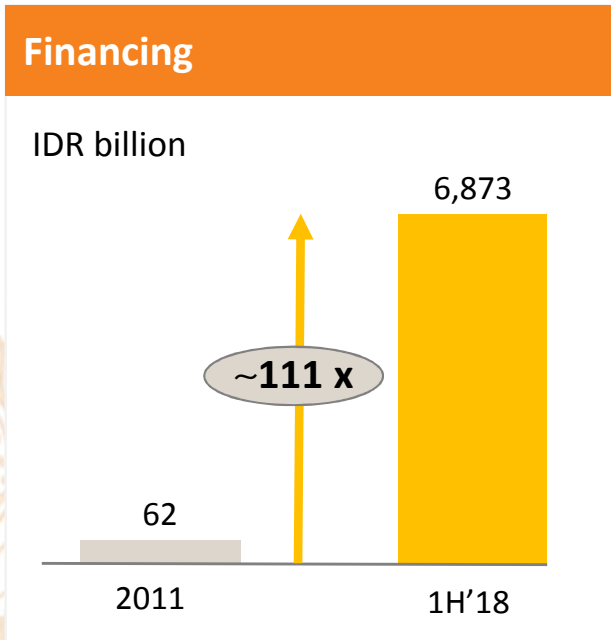
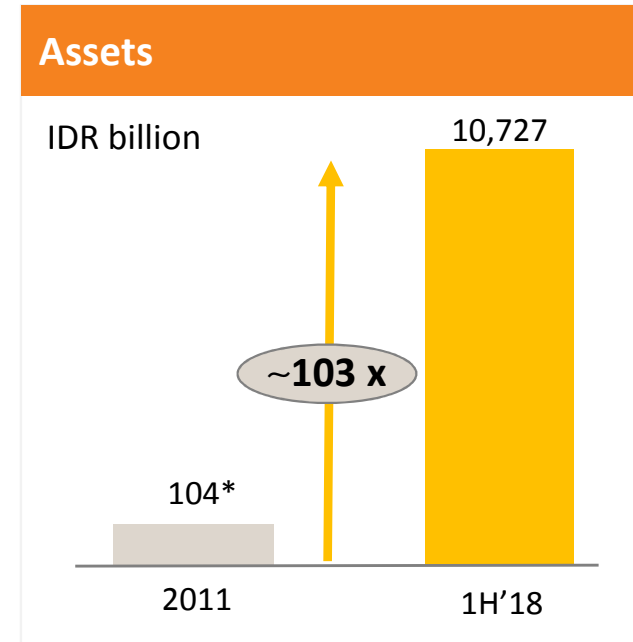
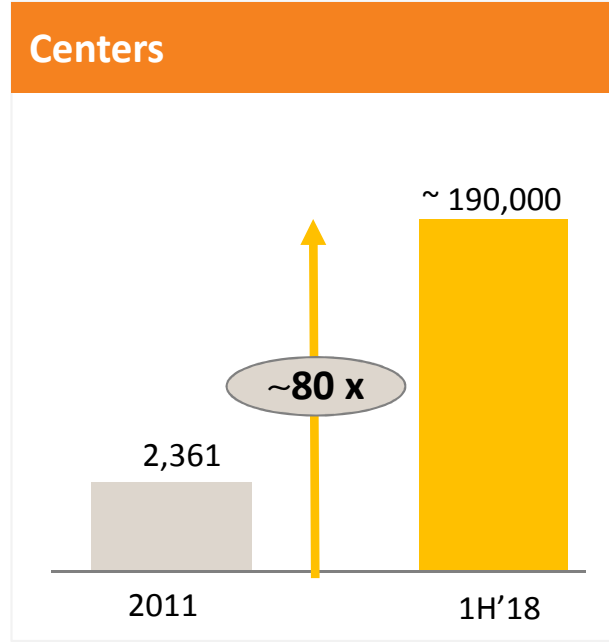
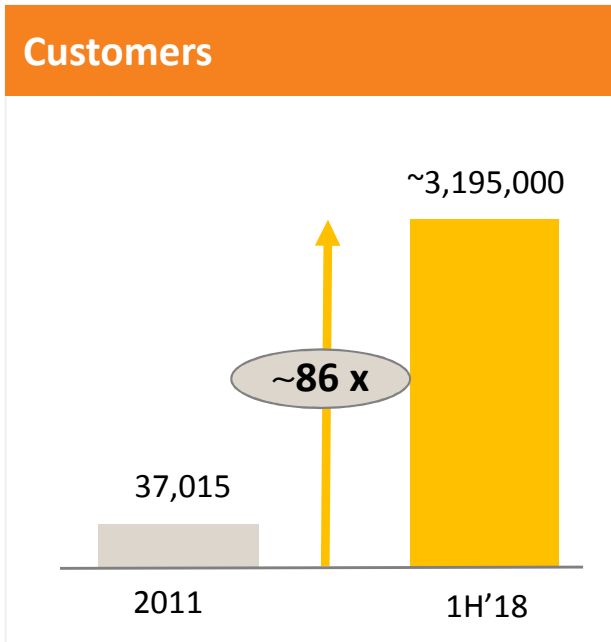


**Financial scorecard**

Social impact scorecard



# Proven execution capability as reflected in transformational growth



\* Adjusted assets (without legacy portfolio) \*\*after spin-off as a Bank

# Financial scorecard – strong performance

## Balance sheet, IDR billion

	Jun'17	Dec'17	Mar'18	Jun'18	ΔYTD	ΔYoY
Cash & Liquid asset	1,879	2,738	2,889	3,488	27%	86%
Financing (gross)	5,770	6,053	6,241	6,873	14%	19%
Allowance for losses	(157)	(158)	(166)	(181)	15%	15%
Deposits / funding	5,959	6,546	6,696	7,021	7%	18%
Total Liabilities	6,208	6,902	7,012	7,238	6%	17%
Equity	1,888	2,255	2,474	3,444	53%	82%
Total Assets	8,096	9,157	9,485	10,727	17%	32%

## Income statement, IDR billion

	1H'17	FY'17	1Q'18	2Q'18	1H'18	ΔYoY
Margin income	1,362	2,905	777	846	1623	19%
Margin expense	164	346	85	85	171	4%
Operating income	1,201	2,567	694	764	1458	21%
Operating expense	699	1,442	347	382	729	4%
Loan loss provision	109	216	62	63	125	15%
Profit After Tax	293	670	212	237	449	53%

## Key ratios (%)

### Cost to Income

1H17	FY17	1Q18	1H18
58	56	50	50

### RoA

1H17	FY17	1Q18	1H18
10.4	11.2	12.5	12.5

### RoE

1H17	FY17	1Q18	1H18
35.0	36.5	37.2	33.9

### CAR

1H17	FY17	1Q18	1H18
24.8	28.9	27.7	36.9

### NPF Gross/Net

1H17	FY17	1Q18	1H18
1.70	1.67	1.67	1.65
0.01	0.05	0.02	0.01

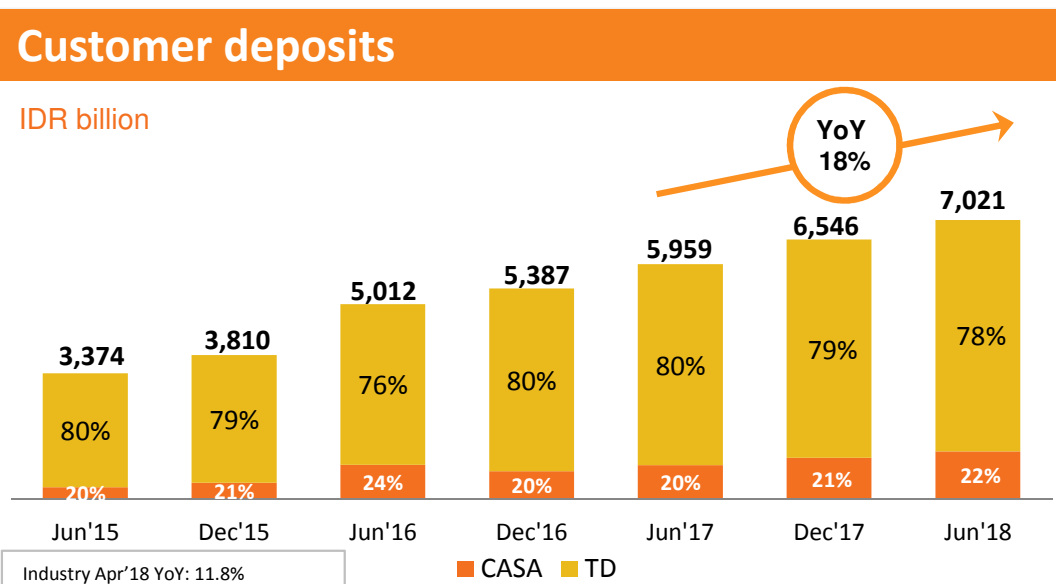
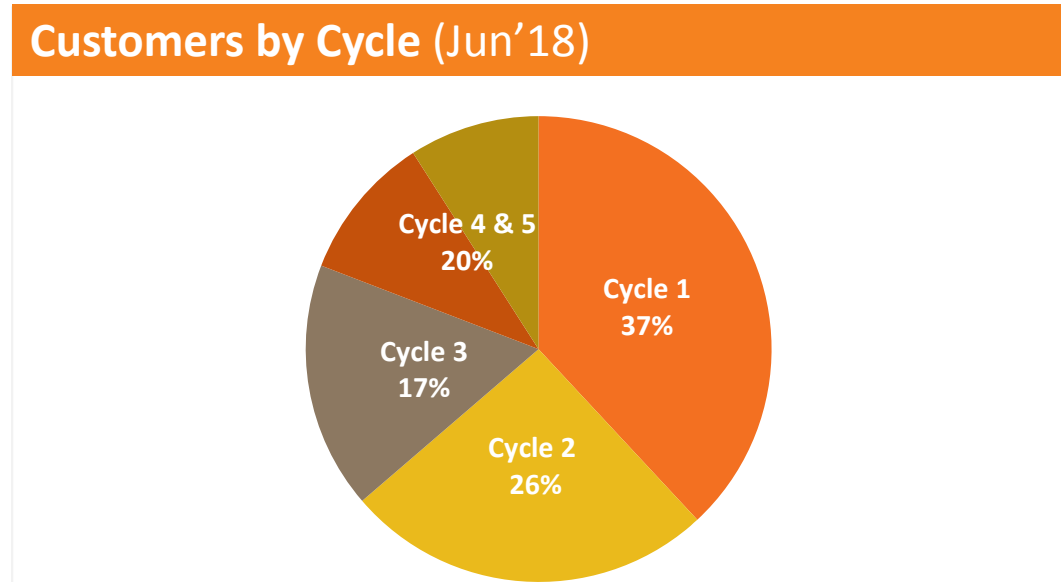
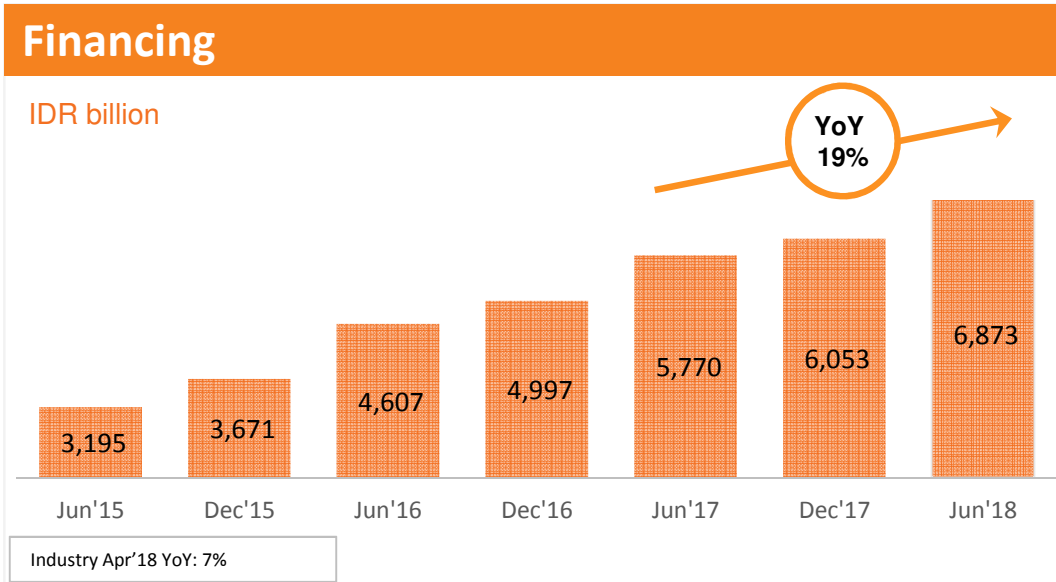
### CoC

1H17	FY17	1Q18	1H18
4.2	3.9	4.0	4.0

### Loss provision coverage

1H17	FY17	1Q18	1H18
160	156	159	159

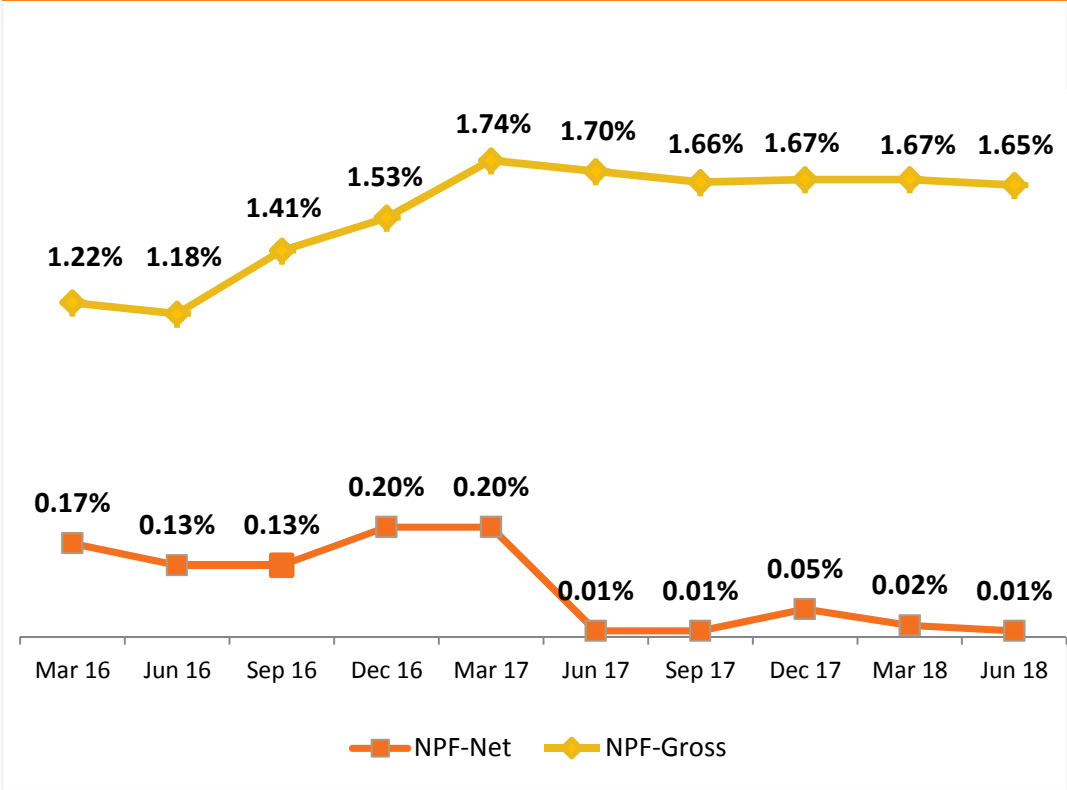
# Financing & Customer deposits growth



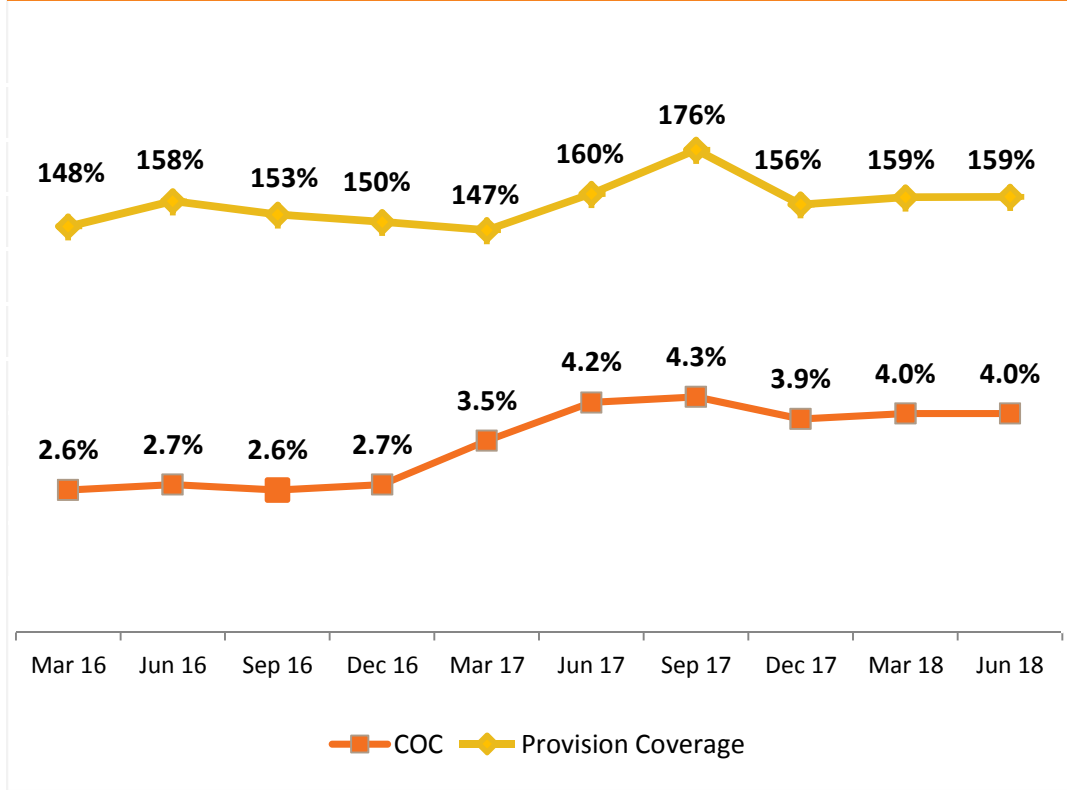
- YoY total Outstanding Financing grew by 19% to Rp. 6,873 billion - higher than average Syariah industry at 7% as per Apr'18.
- YoY total Customer Deposits grew by 18% to Rp.7,021 billion - higher than average Syariah industry at 11.8 % as per Apr'18.

# Improving portfolio quality

## Non Performing Financing



## Cost of Credit & Provision Coverage







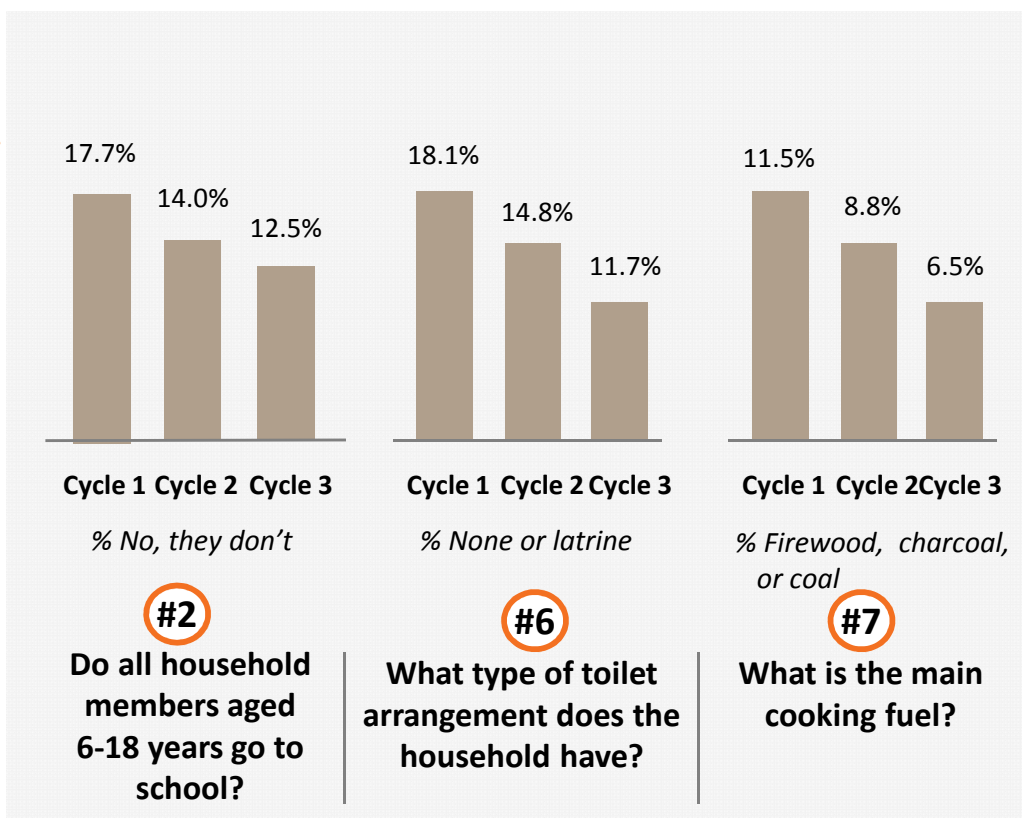
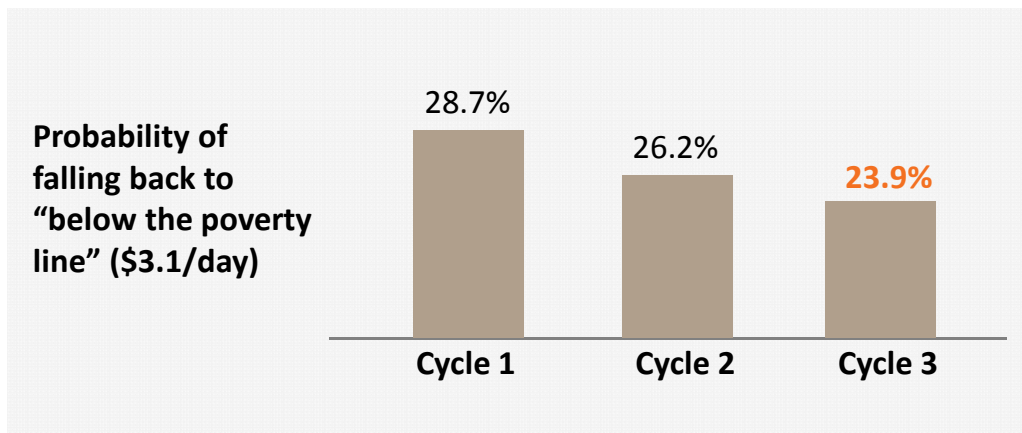
Financial scorecard

**Social impact scorecard**



# Social impact scorecard (Jun'18)

Simple Poverty Scorecard for Indonesia			
Entity	Name	ID	Date (DD/MM/YY)
Participant:	_____	_____	Date joined: _____
Field agent:	_____	_____	Date scored: _____
Service point:	_____	_____	Household size: _____
Indicator	Response	Points	Score
1. How many household members are there?	A. Six or more	0	
	B. Five	5	
	C. Four	11	
	D. Three	18	
	E. Two	24	
	F. One	37	
2. Do all household members ages 6 to 18 go to school?	A. No members ages 6 to 18	0	
	B. No	0	
	C. Yes	2	
3. What is the highest level of education that the female head/spouse has completed?	A. None	0	
	B. Grade school (incl. disabled, Islamic, or non-formal)	3	
	C. Junior-high school (incl. disabled, Islamic, or non-formal)	4	
	D. No female head/spouse	4	
	E. Vocational school (high-school level)	4	
	F. High school (incl. disabled, Islamic, or non-formal)	6	
	G. Diploma (one-year or higher), or higher	18	
4. What was the employment status of the male head/spouse in the past week in his main job?	A. No male head/spouse	0	
	B. Not working, or unpaid worker	0	
	C. Self-employed	1	
	D. Business owner with only temporary or unpaid workers	3	
	E. Wage or salary employee	3	
	F. Business owner with some permanent or paid workers	6	
5. What is the main material of the floor?	A. Earth or bamboo	0	
	B. Others	5	
6. What type of toilet arrangement does the household have?	A. None, or latrine	0	
	B. Non-flush to a septic tank	1	
	C. Flush	4	
7. What is the main cooking fuel?	A. Firewood, charcoal, or coal	0	
	B. Gas/LPG, kerosene, electricity, others, or does not cook	5	
8. Does the household have a gas cylinder of 12kg or more?	A. No	0	
	B. Yes	6	
9. Does the household have a refrigerator or freezer?	A. No	0	
	B. Yes	8	
10. Does the household have a motorcycle, scooter, or motorized boat?	A. No	0	
	B. Yes	9	
Microfinance Risk Management, L.L.C., microfinance.com			Score:







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