

1Q 2020 Results Update

April 2020



Our journey

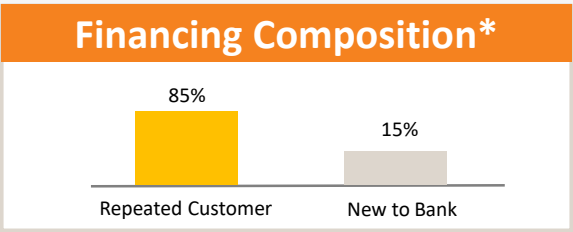
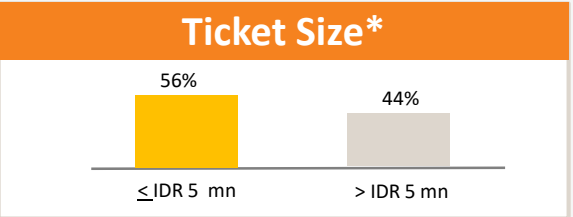
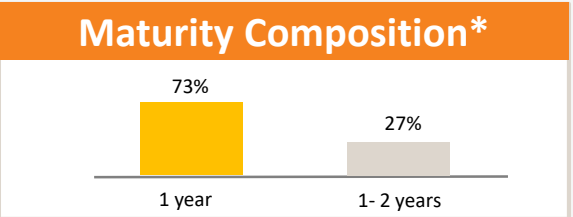
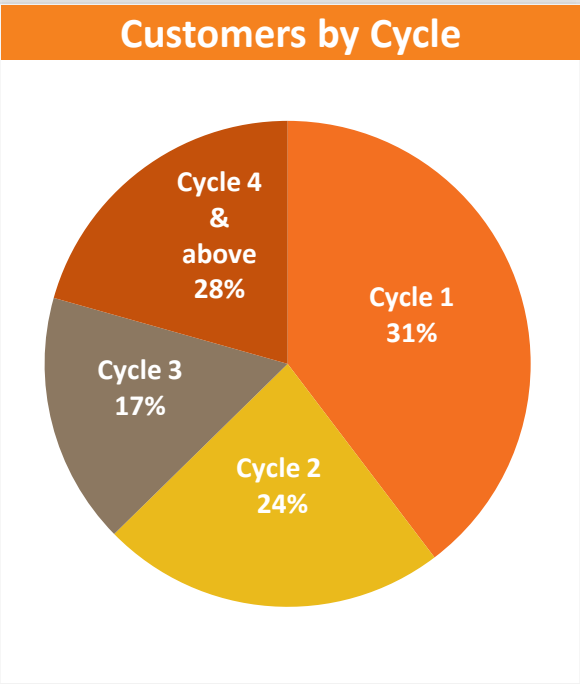
- **Established** in 2010 as BTPN Sharia Unit; massive roll-out in 2011
- **Spin-off** as PT BTPN Syariah on 14 July 2014
- **Listed** as PT BTPN Syariah Tbk on 8 May 2018
- **Today:** Spread across 23 provinces, with 11,600 employees (~94% female and ~46% high school graduates),
- **Rating :** AA+ (idn) Fitch (stable outlook)

Serving Sumatera, Java, NT, Kalimantan and Sulawesi



1Q 2020 Performance

| Customers | Assets | NPF |
|---|---------------|-------|
| Serving ~ 5 mn customers, ~ 3.75 mn active | 16.0 trillion | 1.4% |
| Coverage ~212k communities, in ~ 2,600 sub-districts | ROE | ROA |
| | 29.8% | 13.6% |



*based on outstanding

New Management



Board of Directors



Hadi Wibowo
President Director



Dwiyono B Winantio
Director *



M. Gatot A Prasetyo
Director



Arief Ismail
Director of Compliance



Fachmy Achmad
Director *

Sharia Supervisory Board



H. Ikhwan Abidin, MA
Chairman



Muhamad Faiz
Member

Board of Commissioners



Kemal Azis Stamboel
President Commissioner



Dewie Pelitawati
Member (Independent)



Mahdi Syahbuddin
Member



Yenny Lim
Member

*subject to fit and proper test result from OJK.



Financial scorecard

Social impact scorecard

Digitalization Update

Others



1Q 2020 Balance Sheet



| Unit: IDR billion | <u>Mar'19</u> | <u>Jun'19</u> | <u>Sep'19</u> | <u>Dec'19</u> | <u>Mar '20</u> | <u>ΔYoY</u> |
|--------------------------|---------------|---------------|---------------|---------------|----------------|-------------|
| Cash | 433 | 353 | 444 | 711 | 812 | 88% |
| Reserve Requirement | 423 | 429 | 450 | 458 | 424 | 0,2% |
| Net Liquid Investment | 3,805 | 4,221 | 4,338 | 4,759 | 5,103 | 34% |
| Financing (gross) | 7,507 | 8,544 | 8,906 | 9,000 | 9,166 | 22% |
| Allowance for losses | (235) | (255) | (273) | (292) | (302) | 29% |
| Total Asset | 12,538 | 13,942 | 14,586 | 15,383 | 16,003 | 28% |
| CASA | 1,826 | 1,780 | 1,918 | 2,001 | 2,059 | 13% |
| TD | 5,992 | 7,104 | 7,107 | 7,446 | 7,620 | 27% |
| Total Third-Party Funds | 7,817 | 8,883 | 9,025 | 9,446 | 9,679 | 24% |
| Total Liabilities | 8,255 | 9,341 | 9,632 | 9,990 | 10,223 | 24% |
| Equity | 4,283 | 4,601 | 4,954 | 5,393 | 5,781 | 35% |

1Q 2020 Income Statement



| Unit: IDR billion | <u>1Q'19</u> | <u>2Q'19</u> | <u>3Q'19</u> | <u>4Q'19</u> | <u>FY'19</u> | <u>1Q'20</u> | <u>ΔYoY</u> |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|
| Margin Income | 973 | 1,077 | 1,178 | 1,230 | 4,457 | 1,182 | 21% |
| Margin Expense | 115 | 127 | 142 | 139 | 524 | 135 | 17% |
| Net Margin Income | 857 | 949 | 1,036 | 1,091 | 3,934 | 1,047 | 22% |
| Operating Income | 862 | 954 | 1,042 | 1,094 | 3,952 | 1,055 | 22% |
| Operating Expense and Bonus Wadiah | 406 | 448 | 474 | 433 | 1,761 | 419 | 3% |
| Loan Loss Provision | 65 | 76 | 77 | 90 | 309 | 99 | 52% |
| Profit After Tax | 288 | 321 | 367 | 423 | 1,400 | 402 | 40% |

1Q 2020 Key Ratios



| Unit: % | <u>1Q'19</u> | <u>2Q'19</u> | <u>3Q'19</u> | <u>4Q'19</u> | <u>1Q'20</u> |
|-------------------------|--------------|--------------|--------------|--------------|--------------|
| Cost to Income | 47% | 47% | 45% | 40% | 40% |
| BOPO | 61.3% | 59.6% | 58.3% | 54.0% | 54.8% |
| RoA | 12.7% | 12.8% | 13.6% | 15.0% | 13.6% |
| RoE | 28.7% | 29.8% | 31.7% | 33.9% | 29.8% |
| NPF Gross | 1.4% | 1.3% | 1.3% | 1.4% | 1.4% |
| CoC | 3.6% | 3.7% | 3.6% | 4.0% | 4.4% |
| Loan provision coverage | 227% | 223% | 236% | 238% | 230% |
| CAR | 39.3% | 39.4% | 41.1% | 44.6% | 42.4% |



Financial scorecard

Social impact scorecard

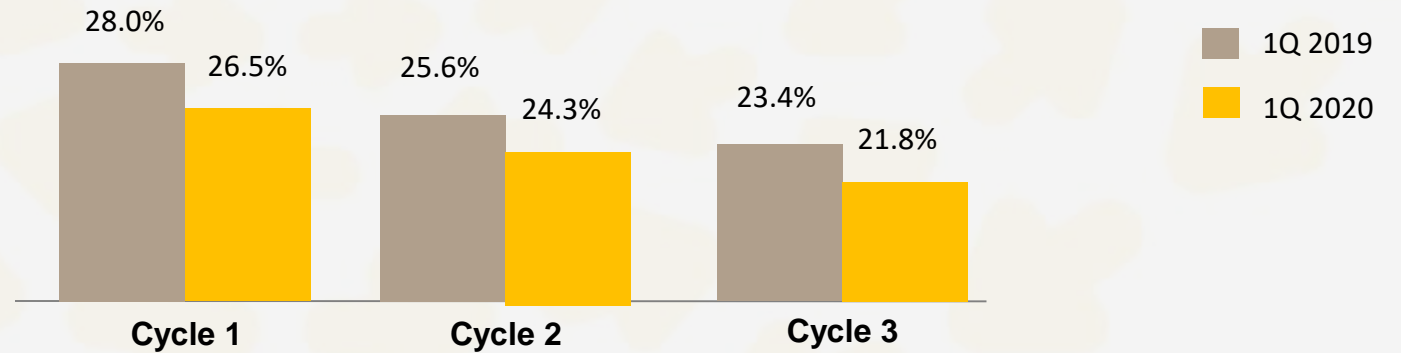
Digitalization Update

Others

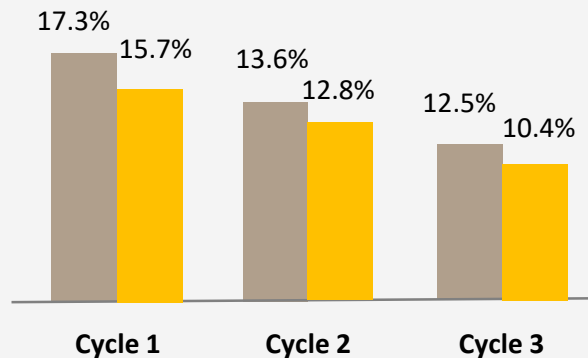
Social Impact Scorecard: Positive Changes, Better for Community



Lowering customer chance
back to below poverty line

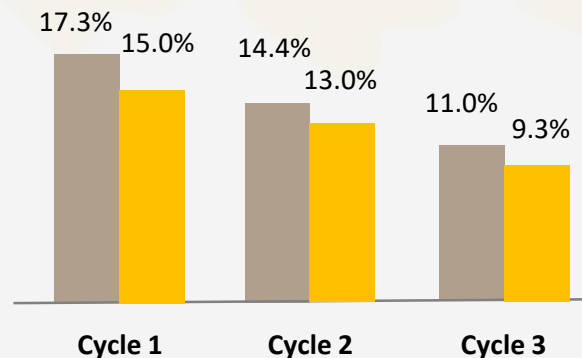


Improved children education



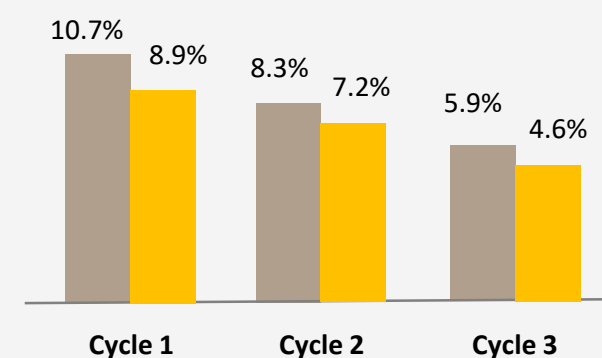
Number of children who do not go to
school were decreasing

Improved toilet condition



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

Improved household carbon emission



Usage of firewood as cooking fuel
were decreasing

PPI (Poverty Probability Index) was built by IPA(Innovations for Poverty Action) to measure the progress out of poverty .

www.progressoutofpoverty.org/

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



Financial scorecard

Social impact scorecard

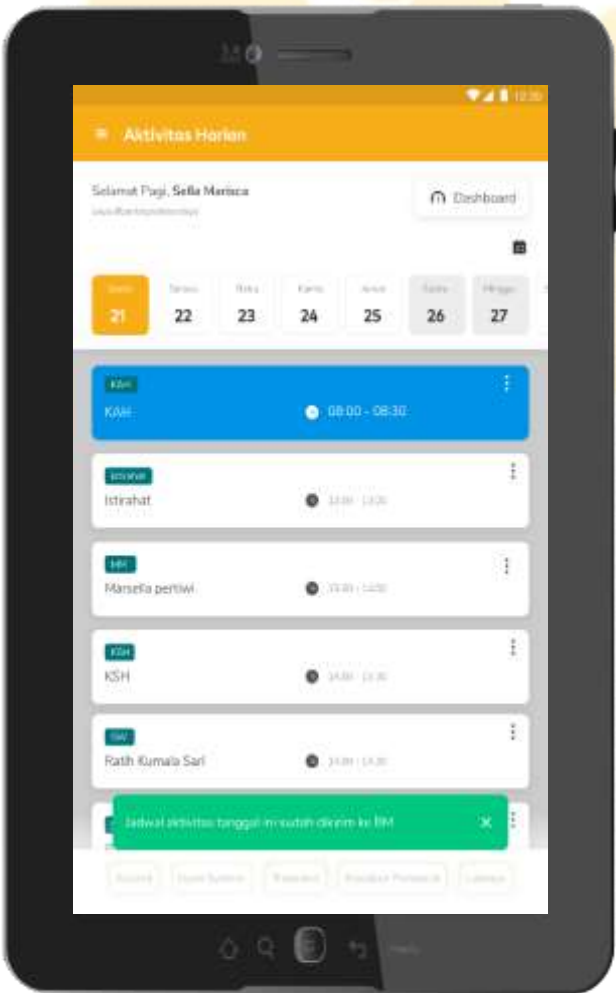
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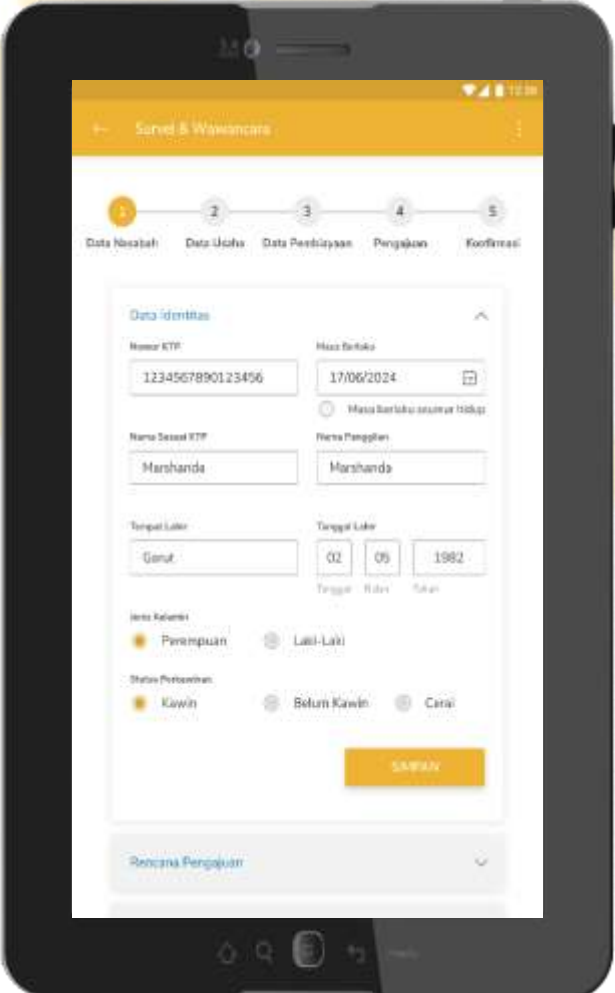
TERRA (Tepat Prospera) - Simple n Secured Field Officers Daily Activity Apps



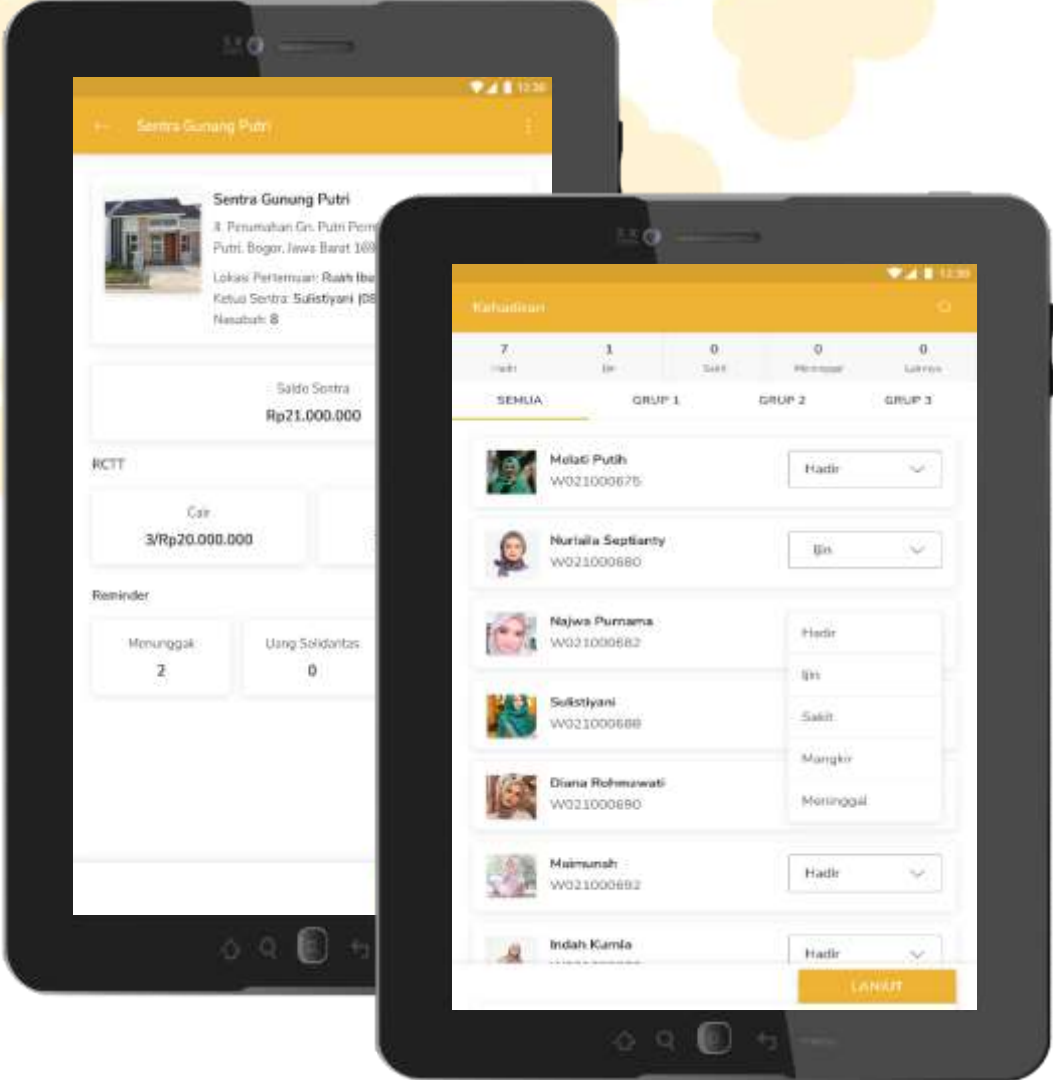
Managing Daily Activity



Streamline Acquisition



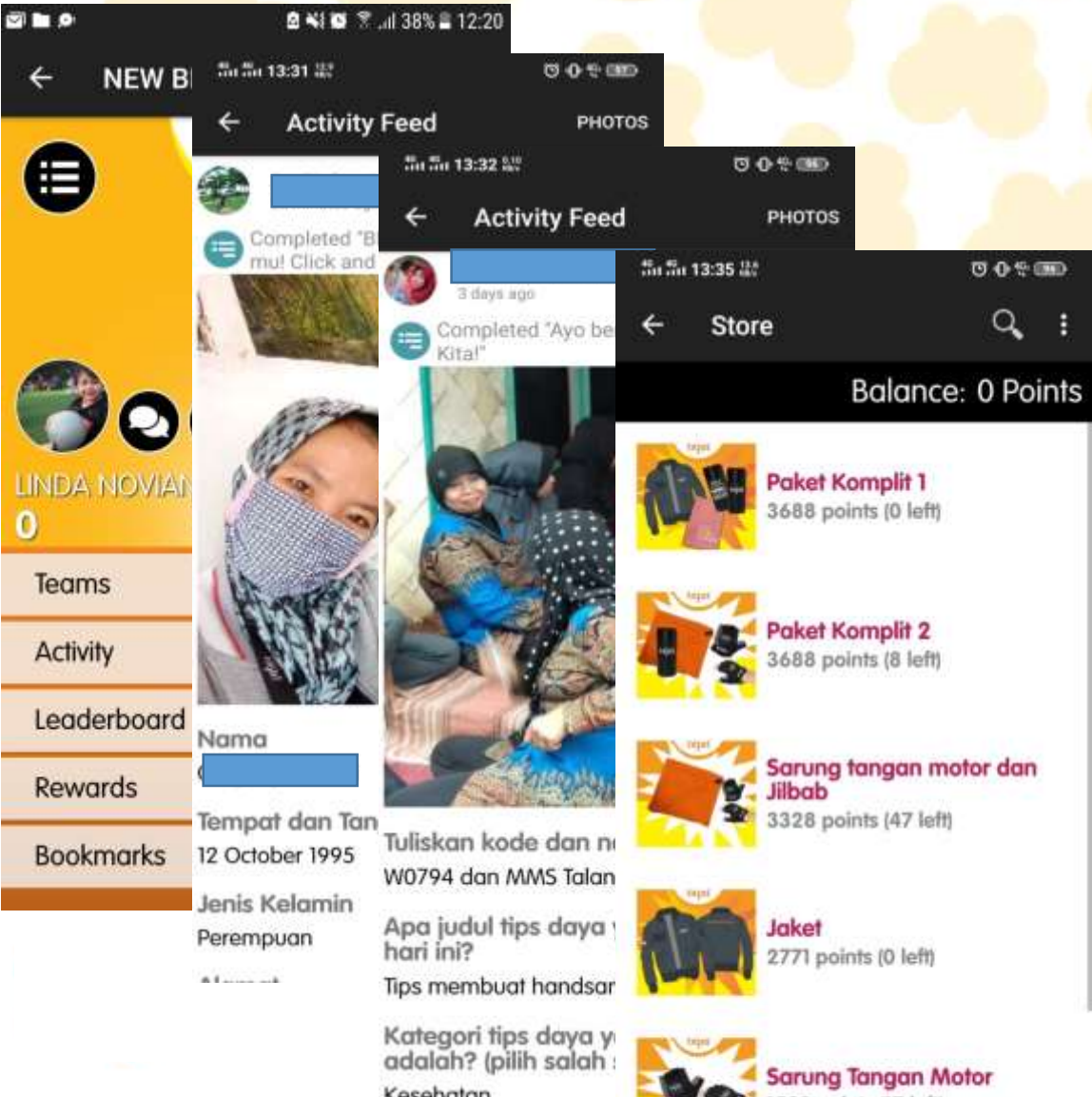
Easier Transaction



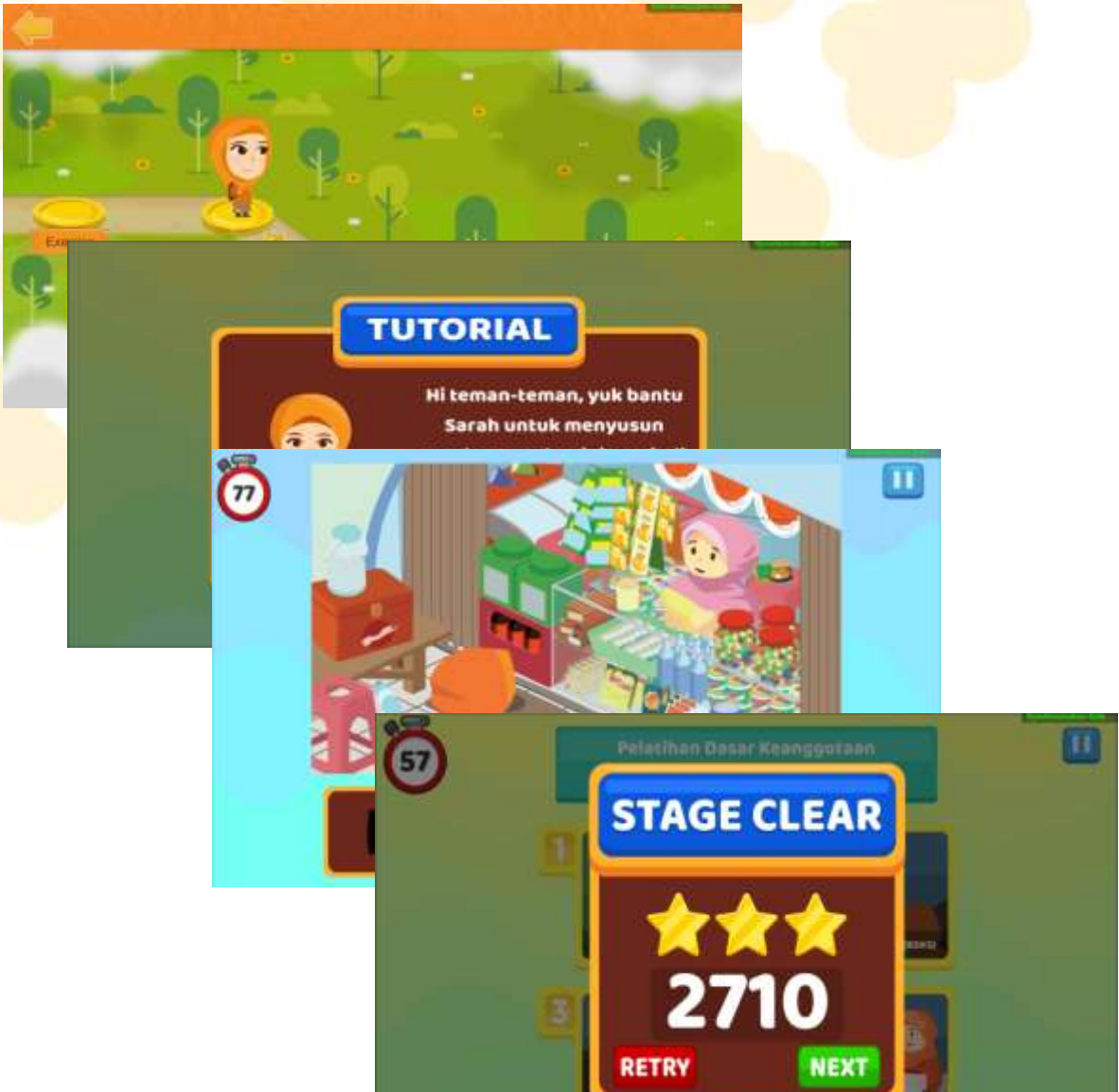
Gametize & Community Officer Online Learning – The Cool Way of Learning



Gamification - Sharing knowledge for BM



Community Officer Online Learning (Cool)

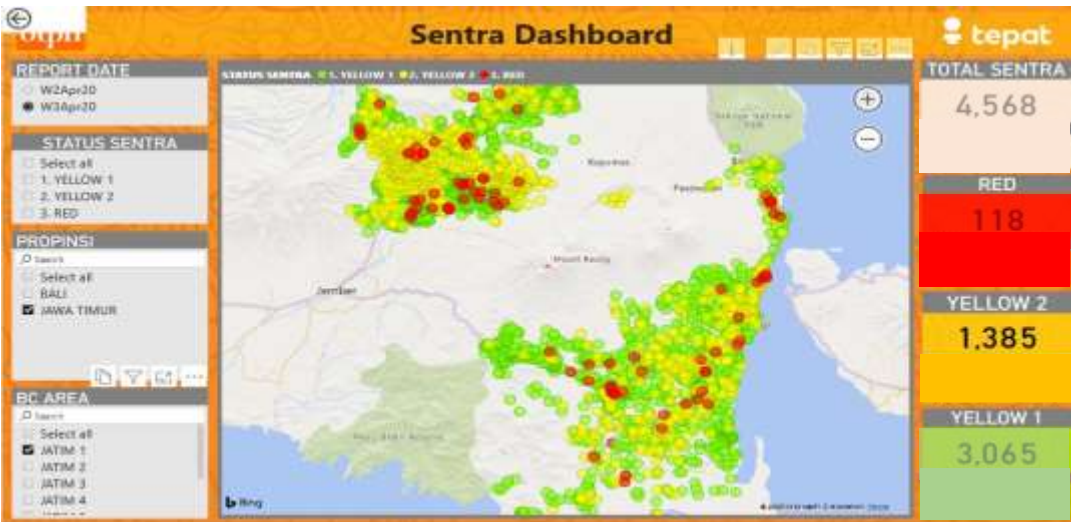
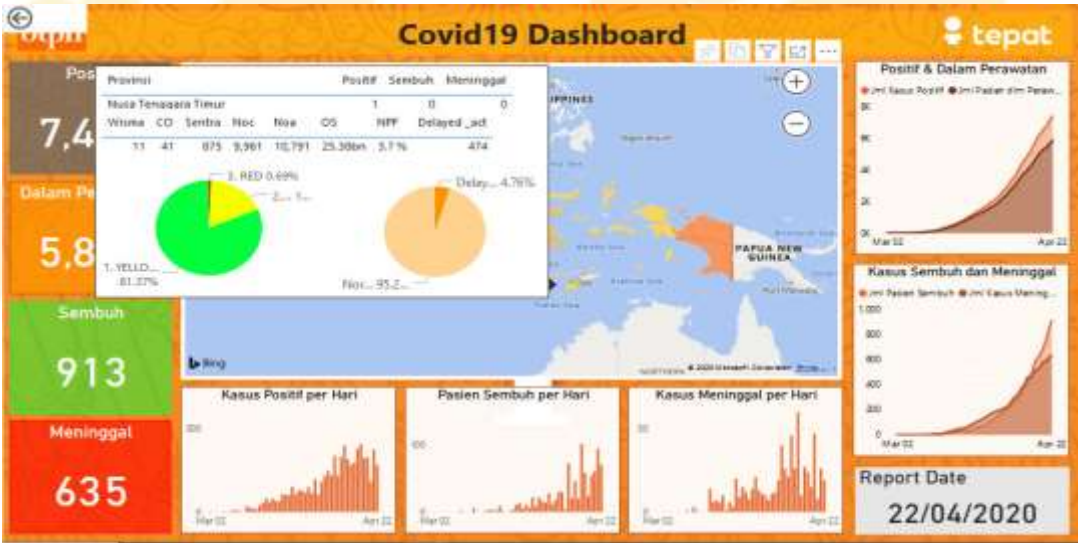
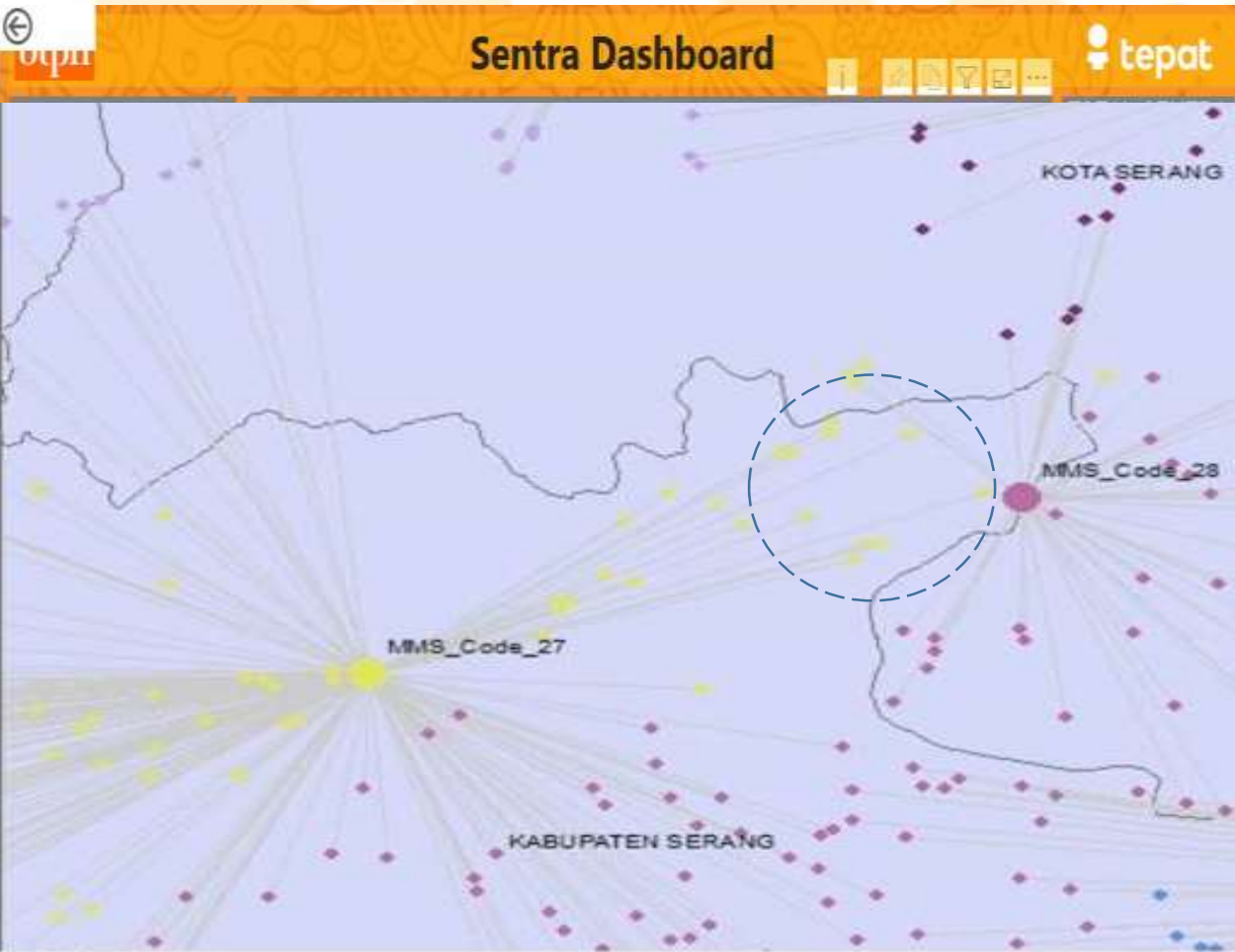


Geospatial Information System – Clear Visibility for Strategic Decision Making



Enable more efficient sentra Mapping

Up to date monitoring





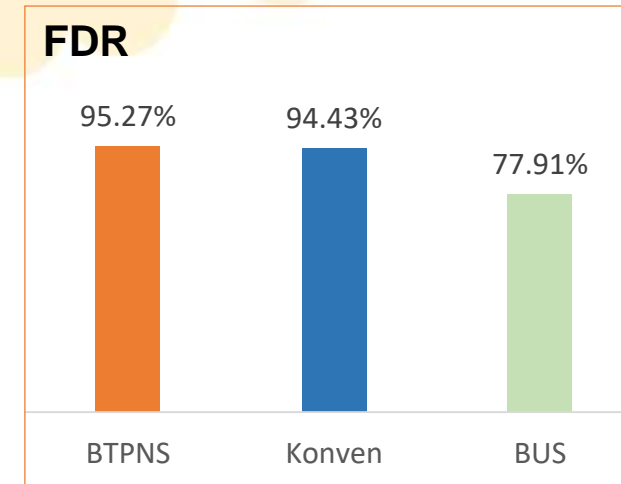
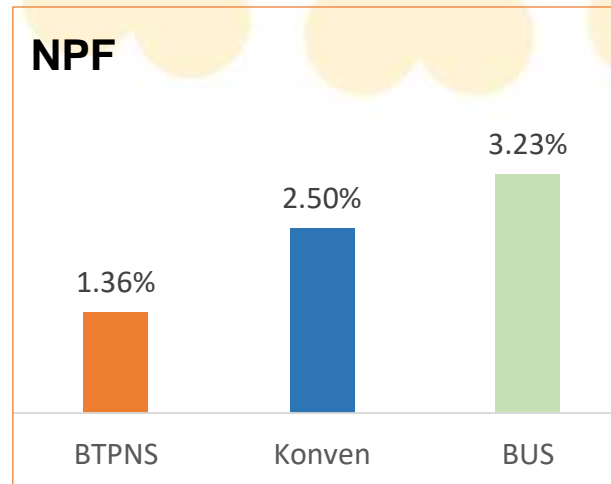
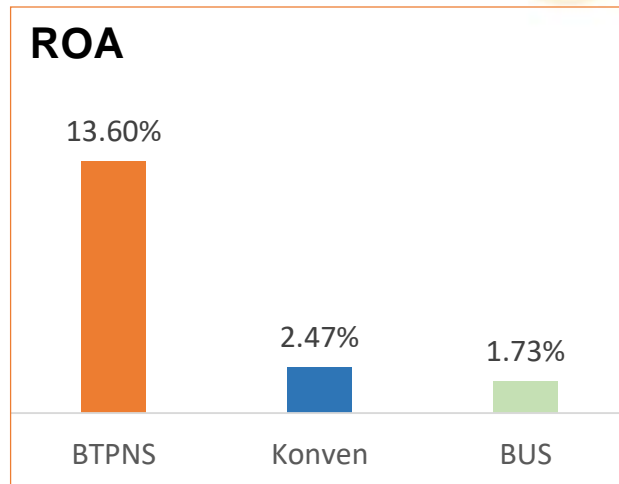
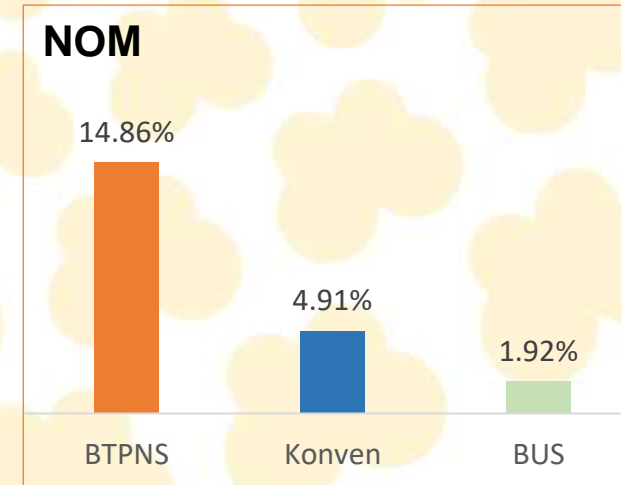
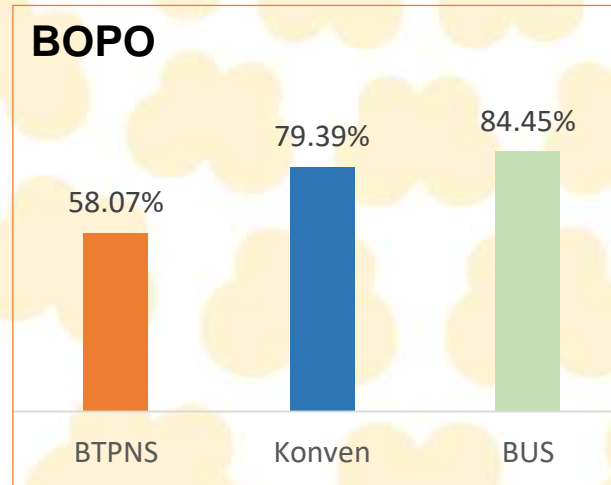
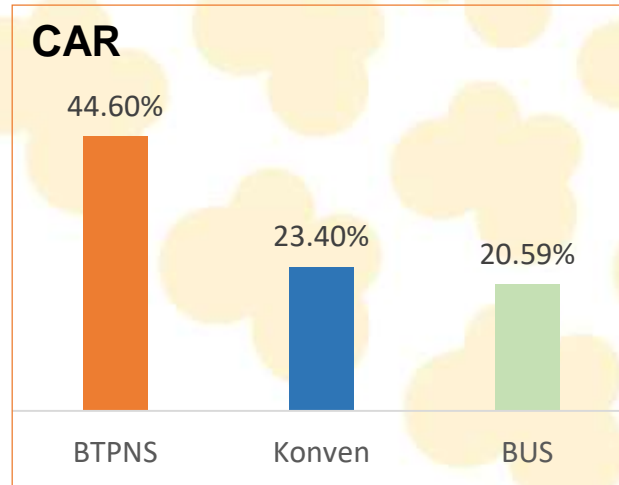
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Financial Ratios – December 2019



Strong Commitment from Parent (BTPN) & Ultimate Shareholders (SMBC)



PT Bank BTPN Tbk



- Bank BTPN is the controlling shareholders which acquire 70% of BTPS shares as of Dec 2019.
- Bank BTPN officially commences its operation as a new bank as a results from the merger between PT Bank Tabungan Pensiunan Nasional Tbk (BTPN) and PT Bank Sumitomo Mitsui Indonesia (SMBCI) on February 1, 2019. since then Bank BTPN has become a universal bank that serves a full spectrum of Indonesia's customers segment from the mass market (retail) to corporate.
- Total Asset as of Dec 2019: IDR 181,63 tn
- Total Equity as of Dec 2019: IDR 31,47 tn
- Ratings: AAA (Fitch Ratings Indonesia)



SMBC

- Sumitomo Mitsui Banking Corporation (SMBC) one of the largest banks in Japan. It is a wholly owned subsidiary of Sumitomo Mitsui Financial Group, Inc. (SMFG). SMBC is the ultimate shareholder which has 92% of BTPN shares as of Dec 2019.
- SMBC maintains its presence in all global financial centers and It has been added to the Financial Stability Board's list of globally systemic important banks since 2011. SMBC was the 14th biggest bank in the world by assets in 2019 according to S&P Global Market Intelligence report.
- Total Asset as of Dec 2019: USD 1.887,82 mn / IDR 27,152 tn
- Total Equity as of Dec 2019: USD 106,14 mn / IDR 1,184 tn
- Ratings: A1 (Moody's); A (S&P); A (Fitch)



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