

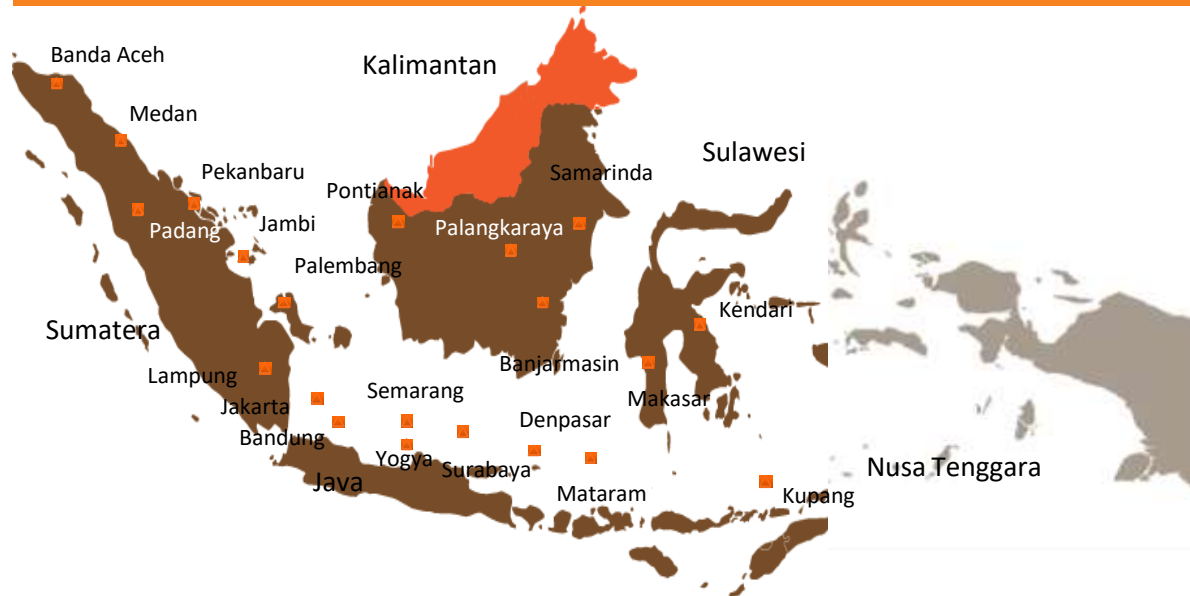
FY 2019 Results Update

March 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 ; IPO price: 975, market price as of 31 Des 2019: 4,250
- **Today:** Spread across 23 provinces, with 11,545 employees (~94% female and ~46% high school graduates)

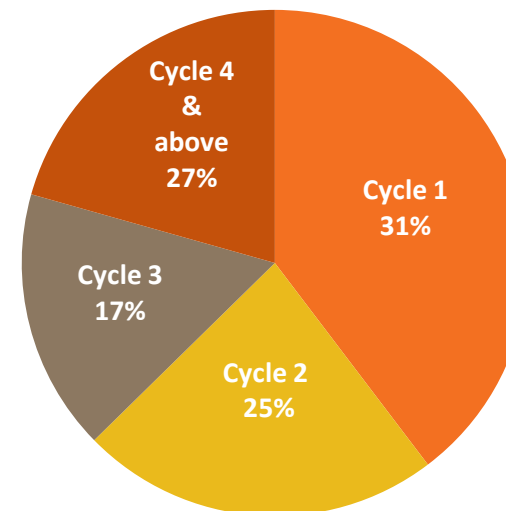
Serving Sumatera, Java, NT, Kalimantan and Sulawesi



FY 2019 Performance

| Customers | Assets | NPF |
|---|---------------|-------|
| Serving ~ 5 mn customers, ~ 3.70 mn active | 15.4 trillion | 1.4% |
| Coverage ~208k communities, in ~ 2,600 sub-districts | ROE | ROA |
| | 31.2% | 13.6% |

Customers by Cycle



Rating

AA+ (idn) Fitch
(Stable Outlook)

Awards

25 awards (2019)
23 awards (2018)





Financial scorecard

Social impact scorecard

Other



FY 2019 Balance Sheet



| Unit: IDR billion | <u>Dec'18</u> | <u>Mar'19</u> | <u>Jun'19</u> | <u>Sep'19</u> | <u>Dec'19</u> | <u>ΔYoY</u> |
|--------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------------|
| Cash | 415 | 433 | 353 | 444 | 711 | 71% |
| Reserve Requirement | 398 | 423 | 429 | 450 | 458 | 15% |
| Net Liquid Investment | 3,590 | 3,805 | 4,221 | 4,338 | 4,759 | 33% |
| Financing (gross) | 7,277 | 7,507 | 8,544 | 8,906 | 9,000 | 24% |
| Allowance for losses | (216) | (235) | (255) | (273) | (292) | 35% |
| Total Asset | 12,039 | 12,538 | 13,942 | 14,586 | 15,383 | 28% |
| CASA | 1,734 | 1,826 | 1,780 | 1,918 | 2,001 | 15% |
| TD | 5,878 | 5,992 | 7,104 | 7,107 | 7,446 | 27% |
| Total Third-Party Funds | 7,612 | 7,817 | 8,883 | 9,025 | 9,446 | 24% |
| Total Liabilities | 8,042 | 8,255 | 9,341 | 9,632 | 9,990 | 24% |
| Equity | 3,997 | 4,283 | 4,601 | 4,954 | 5,393 | 35% |

FY 2019 Income Statement



| Unit: IDR billion | <u>FY'18</u> | <u>1Q'19</u> | <u>2Q'19</u> | <u>3Q'19</u> | <u>4Q'19</u> | <u>FY'19</u> | <u>ΔYoY</u> |
|------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--------------------|
| Margin Income | 3,447 | 973 | 1,077 | 1,178 | 1,230 | 4,457 | 29% |
| Margin Expense | 368 | 115 | 127 | 142 | 139 | 524 | 42% |
| Net Margin Income | 3,080 | 857 | 949 | 1,036 | 1,091 | 3,934 | 28% |
| Operating Income | 3,093 | 862 | 954 | 1,042 | 1,094 | 3,952 | 28% |
| Operating Expense and Bonus Wadiah | 1,525 | 406 | 448 | 474 | 433 | 1,761 | 15% |
| Loan Loss Provision | 265 | 65 | 76 | 77 | 90 | 309 | 17% |
| Profit After Tax | 965 | 288 | 321 | 367 | 423 | 1,400 | 45% |

FY 2019 Key Ratios

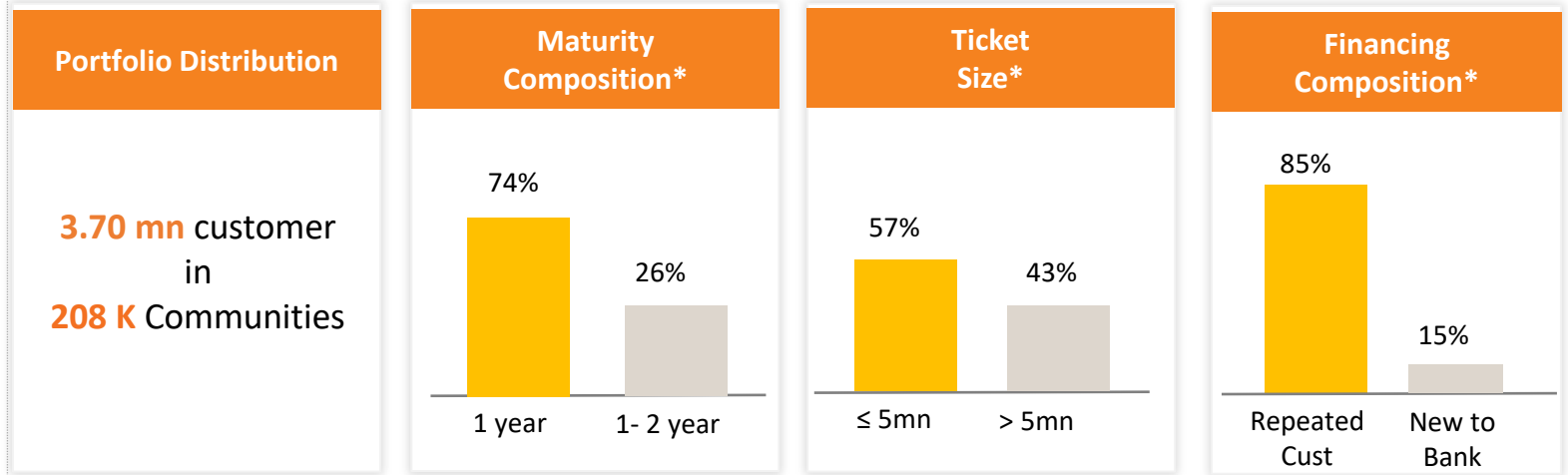


| Unit: % | <u>FY'18</u> | <u>1Q'19</u> | <u>2Q'19</u> | <u>3Q'19</u> | <u>4Q'19</u> | <u>FY'19</u> |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cost to Income | 49% | 47% | 47% | 45% | 40% | 45% |
| BOPO | 62.4% | 61.3% | 59.6% | 58.3% | 54.0% | 58.1% |
| RoA | 12.4% | 12.7% | 12.8% | 13.6% | 15.0% | 13.6% |
| RoE | 30.8% | 28.7% | 29.8% | 31.7% | 33.9% | 31.2% |
| NPF Gross | 1.39% | 1.38% | 1.34% | 1.30% | 1.36% | 1.36% |
| CoC | 4.0% | 3.6% | 3.7% | 3.6% | 4.0% | 3.7% |
| Loan provision coverage | 214% | 227% | 223% | 236% | 238% | 238% |
| CAR | 40.9% | 39.3% | 39.4% | 41.1% | 44.6% | 44.6% |

Unique credit risk culture

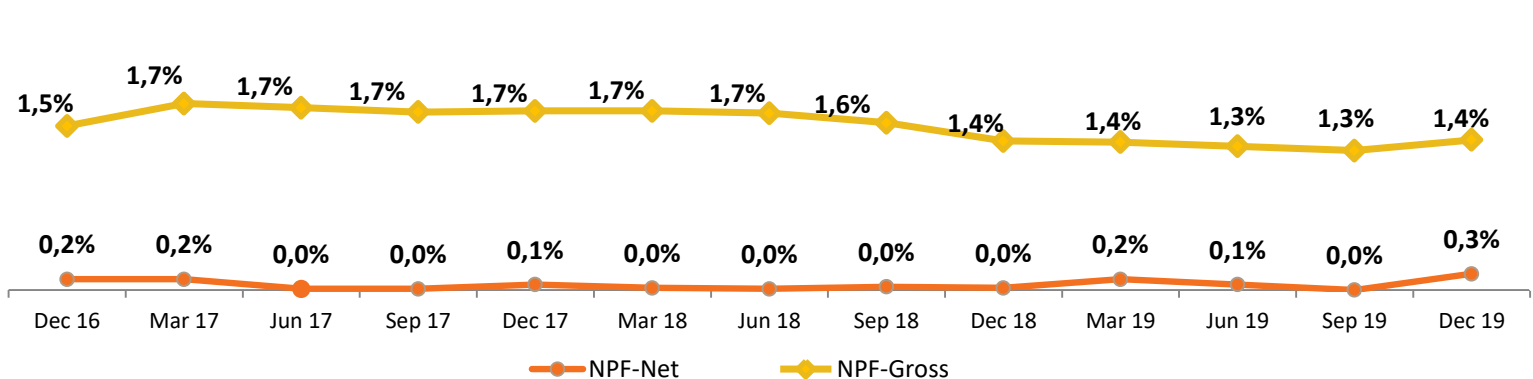
- Prospective customer has to prove their commitment :
 - 5 days membership **basic training**
 - After financing being disbursed, strong monitoring mechanism through mandatory **regular meeting**
- Joint responsibility as the primary building block
 - **Each member could flag any defect** regarding another member business to prevent further deterioration in the payment

Unique portfolio mix



*based on outstanding

NPF Trends





Financial scorecard

Social impact scorecard

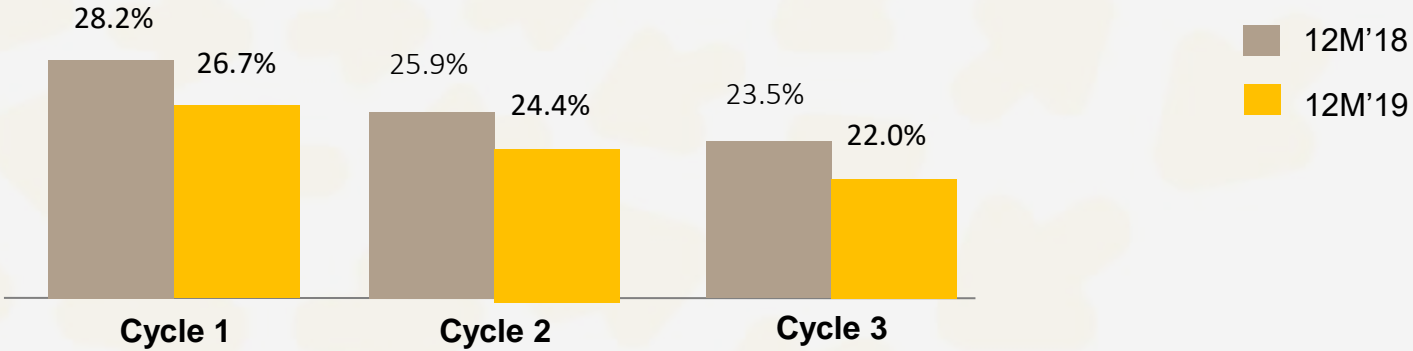
Other



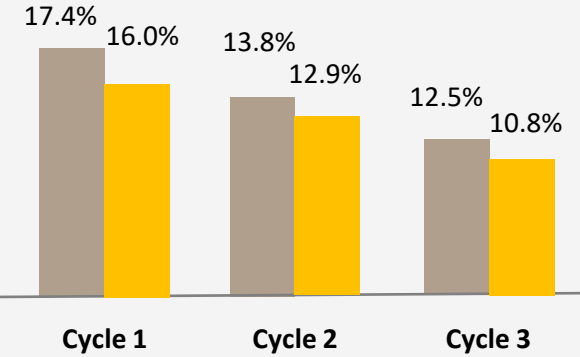
Social impact scorecard: Positive Changes, Better for Community



Lowering customer chance back to below poverty line

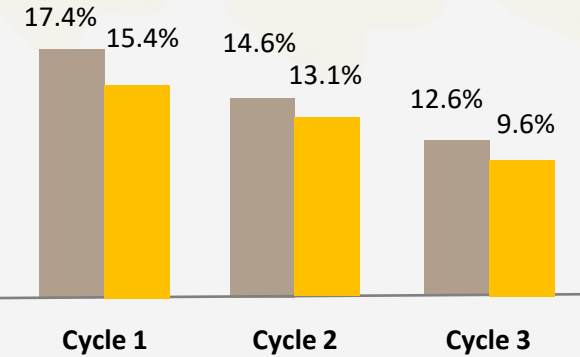


Improved children education



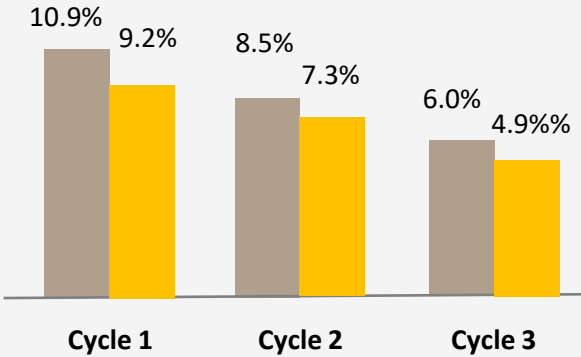
Number of children who do not go to school were decreasing

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

Others



Tepat Activation



Tepat Peduli Bencana
(Tsunami in Banten & Earthquake in Lombok)



Rewards for ~380 customers, employees & agents goes to Mecca



Activities such as free health consultation & blood donor, healthy walk, talkshow, customer production stand, financial consultation



Renovating school, conducting free health program, self-healing trauma exercise



6 Awards from International Institutions :

- Cambridge IFA as Best Financial Inclusion, Best Customer Care, Best Bank & Most Innovative Bank
- Global Islamic Finance Award as Best Islamic Bank for SME Banking
- Annual Report Committee International – Silver Award

19 Awards from Local Institutions :

- Bank Indonesia (“1”)
- Infobank (“5”)
- Investor (“1”)
- Economic Review (“5”)
- Warta Ekonomi (“2”)
- Republika (“2”)
- Tempo (“2”)
- RRI (“1”)



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