

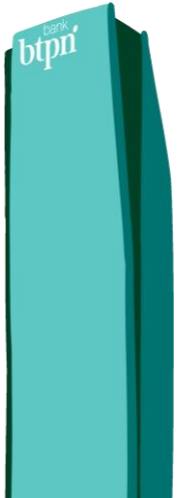
1H 2021 Results Update

July 2021

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
- **Today:** Spread across 23 provinces, with 12k employees with ~95% female and ~44% high school graduates.
- **Rating :** Upgraded on November 2020 to AAA (idn) Fitch with stable outlook

Serving Sumatera, Java, NTT, Kalimantan and Sulawesi



1H 2021 Performance

Customer & Coverage

Serving ~ 6 mn customers,
~ 4.0 mn active



Coverage ~235k communities,
in ~ 2,600 sub-districts

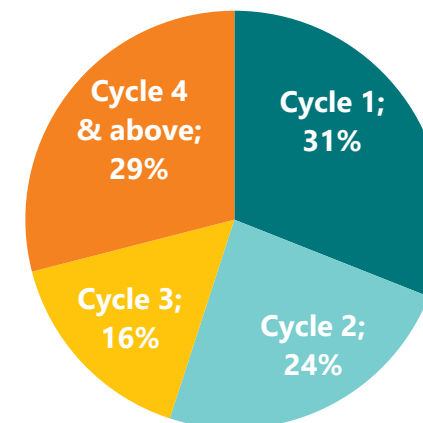
Assets
17.4 trillion

NPF
2.4%

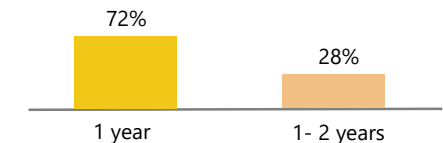
ROE
26.1%

ROA
11.6%

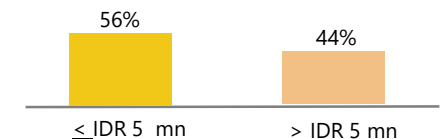
Customers by Cycle



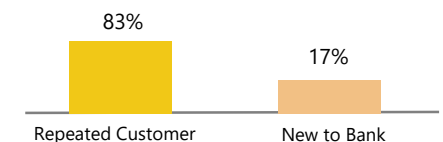
Maturity Composition*



Ticket Size*



Financing Composition*



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



Financial Scorecard

Social Impact

Others

Management Highlights



1H 2021 Balance Sheet

Total Asset 17.4 Trillion & Financing Hit The 10 Trillion Milestone



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

1H 2021 Income Statement

Strong NPAT growth 89% (YoY), but remain cautious ahead



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

1H 2021 Key Ratios

Robust Key Ratios



Unit: %	<u>1H'20</u>	<u>FY'20</u>	<u>1Q'21</u>	<u>2Q'21</u>	<u>1H'21</u>
Cost to Income	45%	45%	42%	39%	40%
BOPO	72.1%	72.4%	57.2%	56.4%	56.8%
RoA	7.0%	7.2%	11.4%	11.8%	11.6%
RoE	15.2%	16.1%	25.8%	26.4%	26.1%
NPF Gross	1.8%	1.9%	2.1%	2.4%	2.4%
Cost of Financing	8.7%	9.4%	4.5%	5.7%	5.1%
Loan provision coverage	351%	467%	372%	272%	272%
CAR	42.3%	49.4%	50.7%	52.0%	52.0%



Financial Scorecard

Social Impact

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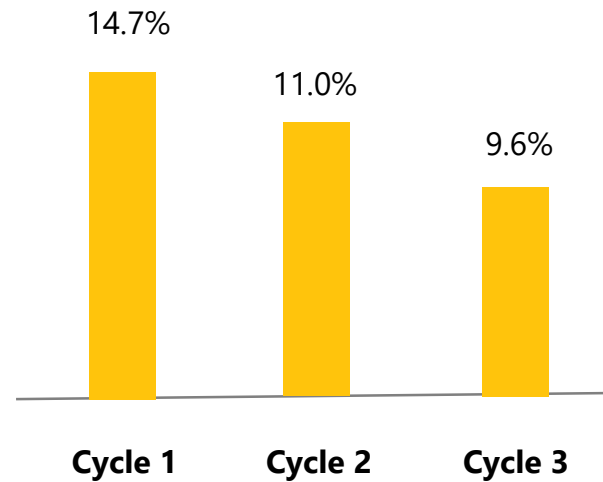
Management Highlights



Social Impact Scorecard: Positive Changes, Better for Community

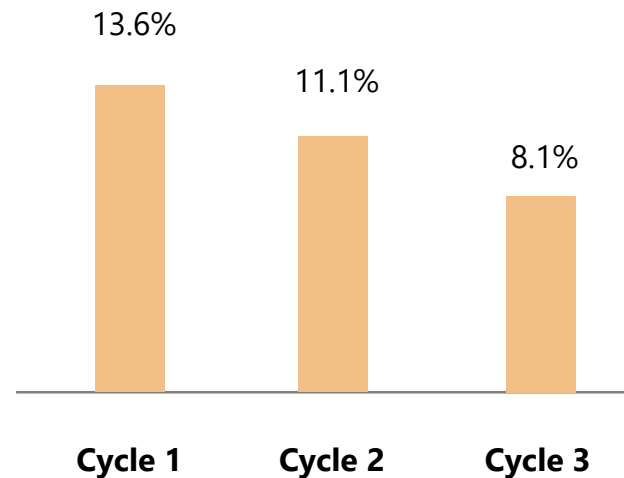


Improved children education



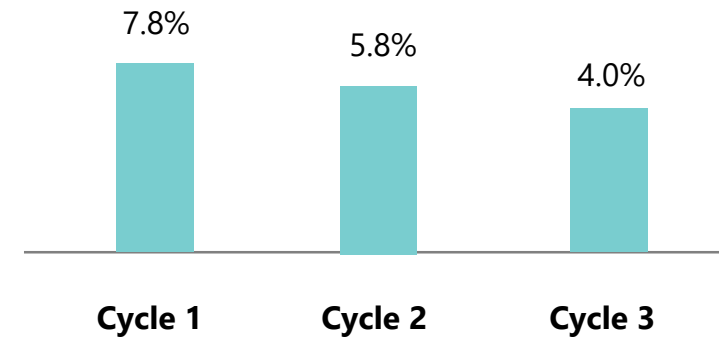
Number of children who do not go to school were decreasing

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

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

Social Impact Programs as of 2Q 2021



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)



Ramadhan Takjil Stall



Business Empowerment Seminar



Resilient Farmer Program
(Discussion on Making Organic Fertilizer)



Tepat Kediri Raya Special Ramadhan Stall



Financial Scorecard

Social Impact

Others

Management Highlights



Government Economic Recovery Program

Impact Updates on BTPN Syariah



The Indonesian government decided to increase the funds for the National Economic Recovery (PEN) and Covid-19 Handling program from the previous Rp 699.43 trillion, rose to Rp 744.75 trillion amid the implementation of the Emergency Community Activity Restriction Level 4 (PPKM Level 4) which was extended until Aug 2, 2021.

Direct Impact

- **Financing Restructuring Relaxation (POJK 48/2020)**
 - Accumulative as of Jun 2021: Rp 7.7 trillion
 - As of Jun 2021: Rp 1.8 trillion
- **Interest Subsidy (50/PMK.05/2021 & Permenko 8/2020)**

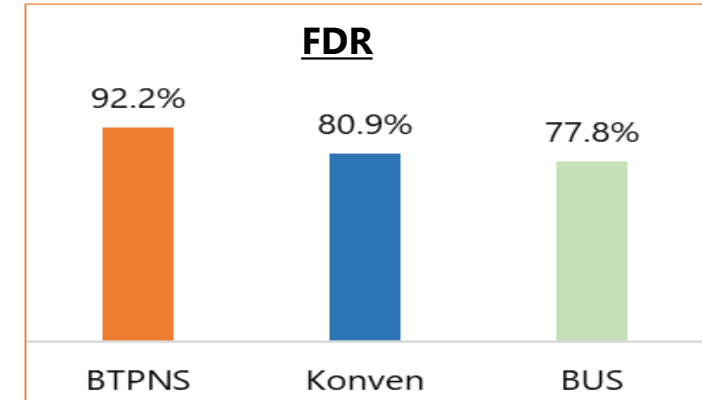
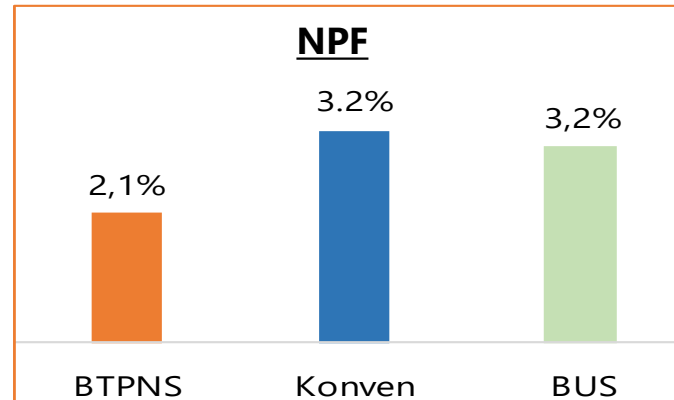
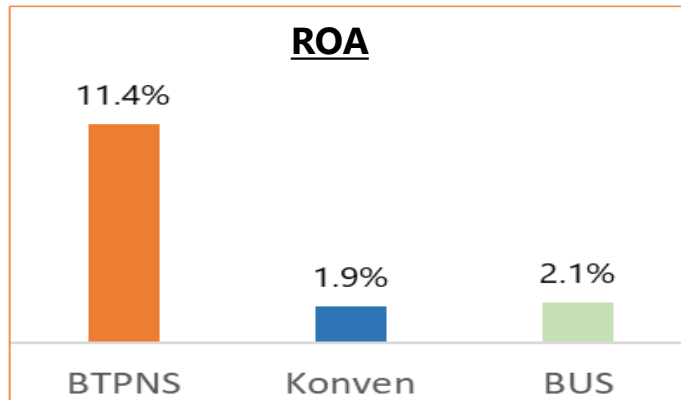
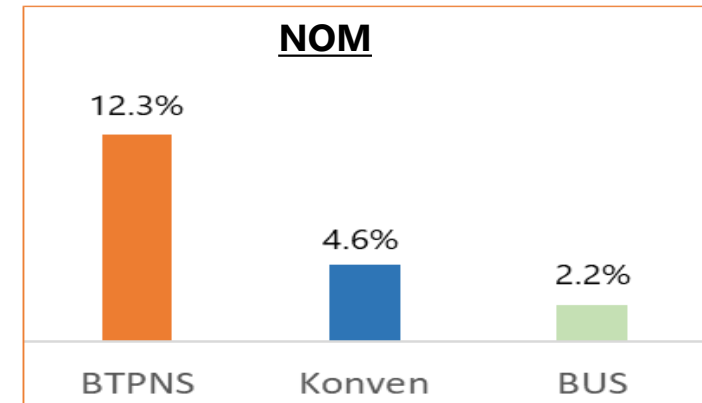
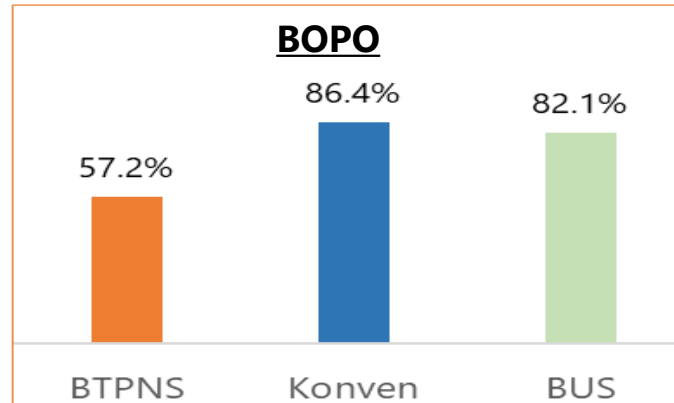
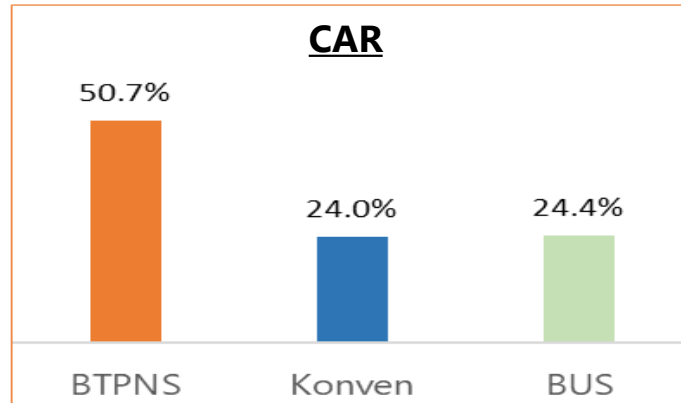
No participation from customer
- **Financing Guarantee for MSMEs (PMK 71/2020)**

Ongoing – We have registered more than 75% of new account from August to June 2021

Indirect Impact

- **Allowance assistance for poor families (BLT)**
 - Targeted to 10 million families with an allocation of IDR 300k per beneficiary family (KPM). Extended by 2 months (May-June) with a lump sum payment in July of Rp 600k.
- **Allowance assistance for husband and family that have been layoffs**
 - Cash assistance, access to job vacancies information and job training.
- **Electricity discount for low electricity usage**
 - Extended from September to Dec 2021.
- **MSME's grant program**
 - Cash assistance at Rp 1.2 million (transferred in one payment to the beneficiary's account). Expected to be distributed in Jul – Sep 2021.
- **Super micro KUR program for layoffs workers and productive housewives**
 - KUR interest subsidy of 3% for 6 months. Extended until Dec 2021.
- **Salary subsidy assistance for workers (private employee)**
 - Workers with max salary of Rp 3.5 mn/month & become BPJS member. Given value of Rp. 1 million for 2 months in one payment, which is Rp 500,000 each.

Financial Ratios Benchmark – March 2021



Source : Indonesia Banking Statistic Report



Awards



The Best Sharia Bank for The Excellence in Brand
(Iconomics - 29 Jan 2021)



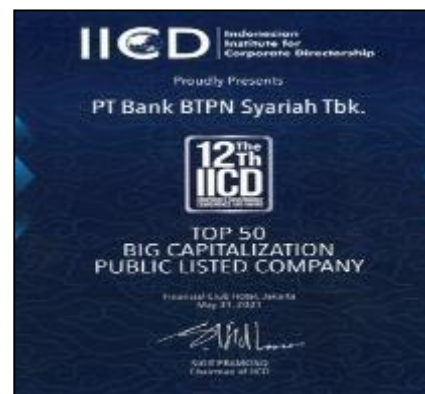
■ **Top CSR Awards 2021 #Star 5**
■ **Top Leader on CSR Commitment 2021**
(TopBusiness - 29 Apr 2021)



The Most Dedicated & Innovative Bank for Ultra Micro
(Infobank- 6 May 2021)



■ **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)



Financial Scorecard

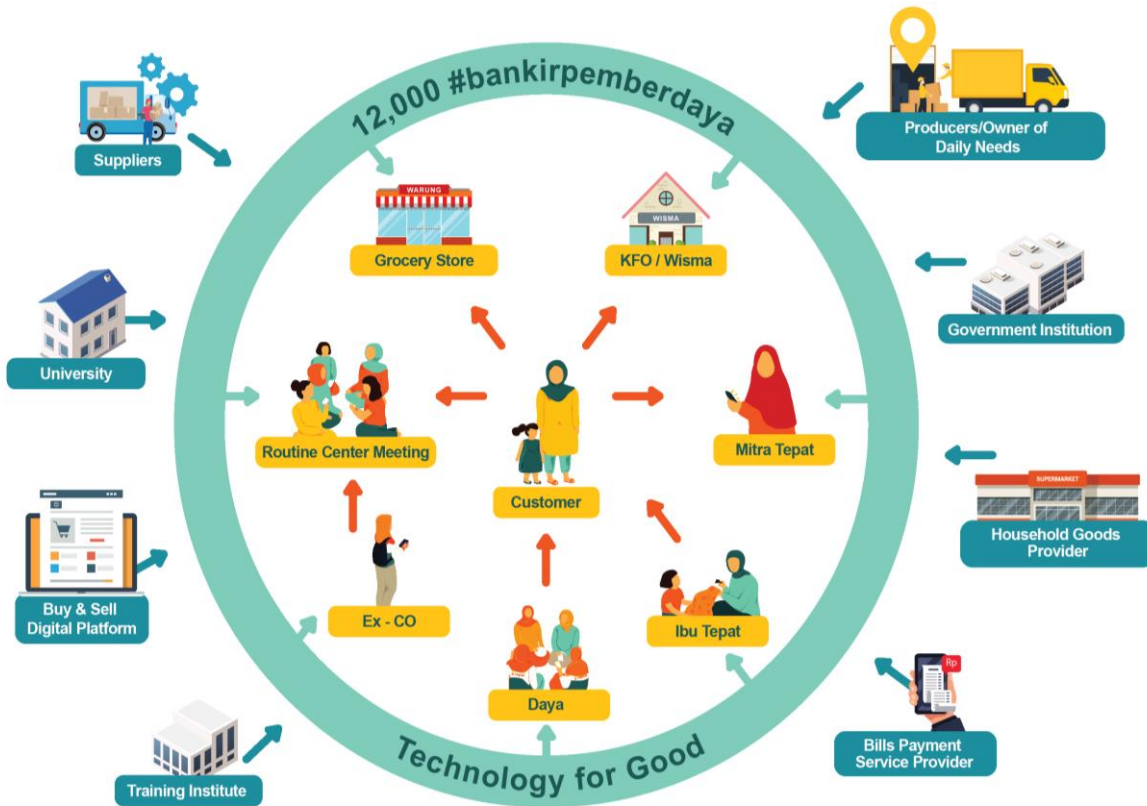
Social Impact

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Management Highlights

Technology for Good in Financing

Progress on new initiatives



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.

The journey of technological innovation for good will continue ...

Management Highlights & Takeaways



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.



Thank you