



1Q 2023 Results Update

April 2023

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
- Classified as **KBMI 2** (Bank With Core Capital Above IDR 6tn) in Oct-21
- **Today:** Spread across 23 provinces, with 13k employees (~ 95% female and ~ 47% high school graduates)
- **Rating:** AAA (idn) Fitch with stable outlook confirmed September 2022
- Planned **additional teams** in 2023 = 57 team (status 33%)

Serving Sumatera, Java, Nusa Tenggara, Kalimantan and Sulawesi



1Q 2023 Performance

Customer & Coverage

Serving ~ 6 mn customers,
~ 4.25 mn active



Coverage ~ 256k communities,
in ~ 2,600 sub-districts

Assets

22.1 trillion

NPF

3.0%

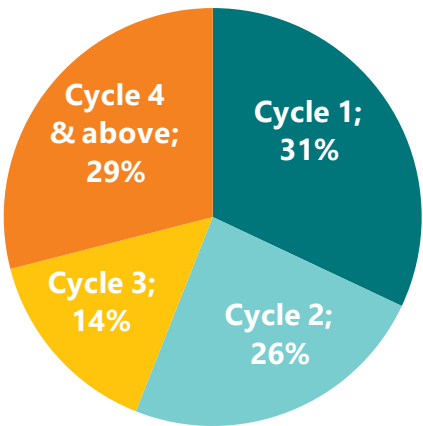
ROE

20.5%

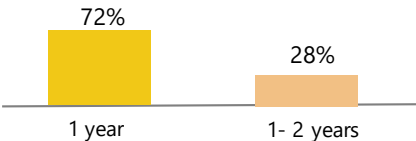
ROA

10.0%

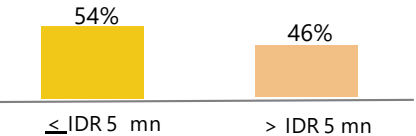
Customers by Cycle



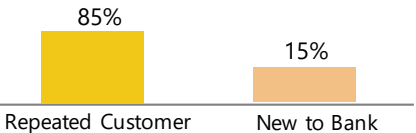
Maturity Composition*



Ticket Size*



Financing Composition*



*based on outstanding

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Financial Scorecard

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Others



1Q 2023 Balance Sheet



Unit: IDR billion	Mar'22	Jun'22	Sep'22	Dec'22	Mar'23	ΔQoQ	ΔYoY
Cash	883	802	776	730	874	20%	-1%
Reserve Requirement	345	402	728	694	717	3%	108%
Net Liquid Investment	7,072	7,435	7,403	7,895	8,415	7%	19%
Financing (gross)	10,647	11,146	11,349	11,527	11,829	3%	11%
Allowance for losses	(682)	(669)	(677)	(769)	(737)	-4%	8%
Total Asset	19,180	20,031	20,574	21,162	22,118	5%	15%
CASA	2,858	2,730	2,971	2,969	2,946	-1%	3%
TD	8,185	8,980	8,900	9,080	9,818	8%	20%
Total Third-Party Funds	11,043	11,710	11,871	12,049	12,764	6%	16%
Total Liabilities	11,673	12,554	12,626	12,757	13,287	4%	14%
Equity	7,507	7,477	7,948	8,405	8,831	5%	18%
Write-off	206	420	670	950	294		

1Q 2023 Income Statement



Unit: IDR billion	<u>1Q'22</u>	<u>2Q'22</u>	<u>3Q'22</u>	<u>4Q'22</u>	<u>FY'22</u>	<u>1Q'23</u>	<u>ΔQoQ</u>	<u>ΔYoY</u>
Margin Income	1,256	1,311	1,389	1,418	5,374	1,384	-2%	10%
Margin Expense	80	82	85	97	345	110	13%	37%
Net Margin Income	1,175	1,229	1,304	1,321	5,029	1,273	-4%	8%
Operating Income (exclude recovery)	1,176	1,230	1,305	1,329	5,040	1,270	-4%	8%
Operating Expense and Bonus Wadiah	476	468	477	506	1,925	501	-1%	5%
Pre-Provision Profit (exclude recovery)	700	762	828	823	3,113	770	-6%	10%
Net Financing Loss	174	192	226	302	894	229	-24%	31%
Financing Loss Provision	187	199	249	311	945	257	-17%	37%
Recovery	13	8	23	8	51	28	250%	120%
Profit After Tax	411	445	472	452	1,780	425	-6%	3%

1Q 2023 Ratios



Unit: %

	1Q'22	2Q'22	3Q'22	4Q'22	FY'22	1Q'23
Cost to Income	40%	38%	36%	38%	38%	38%
BOPO	58.5%	56.8%	57.4%	59.8%	58.1%	61.4%
RoA	11.1%	11.6%	11.9%	10.9%	11.4%	10.0%
RoE	23.3%	25.4%	25.3%	23.4%	24.7%	20.5%
NPF Gross	2.4%	2.5%	2.4%	2.6%	2.6%	3.0%
NPF Net	0.1%	0.2%	0.1%	0.4%	0.4%	0.5%
Net-Financing Loss	6.6%	7.0%	8.0%	10.5%	8.0%	7.7%
Loan provision coverage	269%	236%	252%	233%	233%	207%
CAR*	53.2%	50.1%	50.4%	51.9%	51.9%	51.7%

*Note: CAR 3M'23 (Bank Only) 50.2%

Government Economic Recovery Program

Direct Impact to BTPN Syariah



1

Financing Restructuring Relaxation due to Covid (POJK 17/2021 & POJK 48/2020) and Non Covid Restructuring

As of March 2023, flagged restructured Covid and Non Covid: Rp 1.4 trio (consist of loan flagged reconditioning Rp 0.5 trio and loan flagged delay payment Rp 0.9 trio with loan still under delay payment: 0.4 trio)



2

Financing Guarantee for MSMEs: Gen 1 (PMK 71/2020)

- GEN 1 Registration completed: ~75% of new account from August 2020 to Nov 2021
- GEN 2 Registration completed: ~ 30% of new account from April 2022 to Nov 2022
- Total Claims upto Q1 2023: Rp 93 bio (claims 2023 : 20 bio ; claims 2022 : 73 bio)



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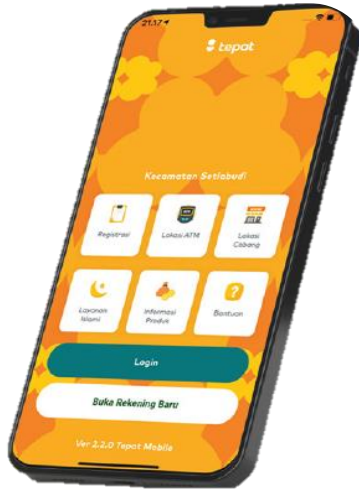


BTPN Syariah Aspirations: Sharia Digital Initiatives Update as of March 2023



Building a Sharia Digital Ecosystem for the Unbanked

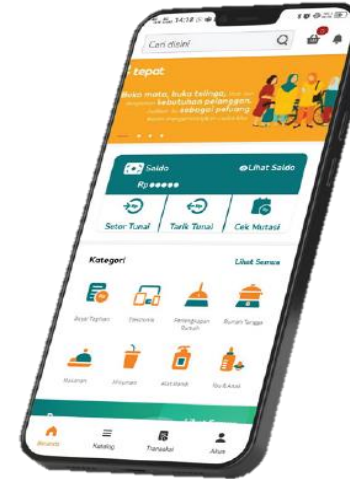
Tepat Mobile Banking and
Internet Banking



Bestee Tepat
(Tepat Daya Platform)



Mitra Tepat Apps



BTPN Syariah Ventura

syariah
btpn ventura



Update Q1 2023:

- Approved self onboarding/eKYC by regulators and Launched in March 2023.
- On process approval QRIS (Acquirer and Issuers) to regulators

Update Q1 2023:

- On tract to achieve 20k number of customer being facilitated from 5 provinces
- 499 numbers of facilitator from 152 university

Update Q1 2023:

- Maintain the number of Mitra Tepat and increased the quality of Mitra Tepat
- ~30 thousand Mitra Tepat serves 31 thousand centers or around 510 thousand customers.
- Repayment Rate in the centers manager by Mitra Tepat is strong

Update Q1 2023:

- Total Asset: 312 bio
- Total Liabilities: 1.8 bio
- Net Income: 52 mio
- No of startup invested: 1 (not reevaluate the investment and currently, in the process testing the next investment)

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Social Impact Scorecard : Positive changes, better for community



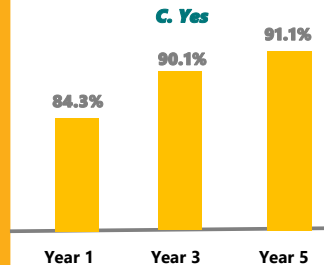
Portrait of Customer Condition After 5 Years

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:

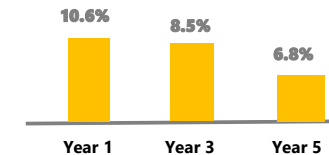


Q2. Do all household members ages 6 to 18 go to school?



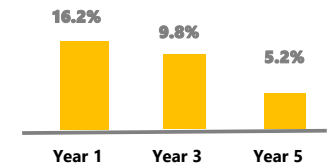
Q5. Widest floor type?

A. Soil or bamboo



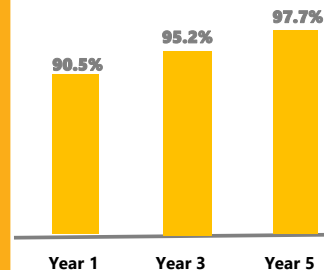
Q6. What type of toilet arrangements does the household have?

A. None or latrine



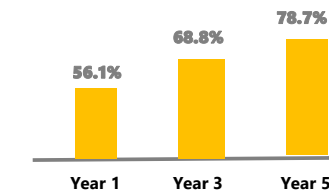
Q7. What is the main cooking fuel?

B. Gas/LPG, kerosene, electricity, others



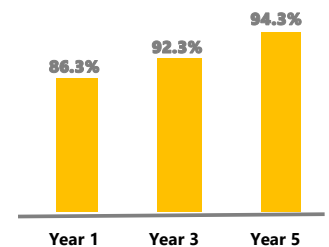
Q9. Does the household have refrigerator or freezer?

B. Yes



Q10. Does the household have motorcycle or motorized boat?

B. Yes



*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



2

ZERO HUNGER



Decent Meal

Consumption in the last 7 days	Customers	Non-Customers
Meat	95%	93%
Banana	88%	85%

This means that the customer have higher consumption of decent meal than non-customer

6

CLEAN WATER AND SANITATION



Decent Drinking Waters

	Customers	Non-Customers
	90%	88%

This mean that the customers have more availability and sustainable management of clean water compared to non-customers

Note: Non-customer is having loan from other institutions/loan shark/informal lender

Giving Back Programs

Special recognition
for our inspiring
customers

(Umroh 1 Pesawat for
320 customers & 70
staff on February
2023)



Continuing Bersemi
Program who
constantly perform 4
key behaviours
(BDKS);

- Outstanding
financing IDR 2,5tn



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Dividend Policy

Upon observing good development of financial performance of the Company after the Company offered its shares to the public in 2018, as well as considering that in order to maximize the value of public shareholders (totaling to 29.8%), **the Company is planning on changing its current dividend policy** which is 40% at the maximum as contained in the Prospectus at the time of Initial Public Offering, **in order to achieve more than 40%**, by continue having due regards towards related factors, among others; the Company's revenue and cash flow availability, the Financial Prospect, and the Company's needs of working capital, Business prospects in the future, Capital Expenditure and Infrastructure as well as Investment Plan and other Growth Stimulus in its dividend policy which will be set out on the website of the Company.

AGMS Results

1. Dividend Payment

Net Profit for the Financial Year 2022 of Rp 1.8tn was distributed as follows:

- 40% for the annual dividend payment
- Total Dividend payment of Rp 92.5 per share

Schedule for the Distribution of Cash Dividend

NO.	INFORMATION	DATE
1.	End of Trading Period of Shares with Right to Dividend (<i>Cum Dividend</i>) <ul style="list-style-type: none">- Regular and Negotiation Market- Cash Market	April 27, 2023 May 2, 2023
2.	Trading Initial Period of Shares Without Right to Dividend (<i>Ex Dividend</i>) <ul style="list-style-type: none">- Regular and Negotiation Market- Cash Market	April 28, 2023 May 3, 2023
3.	Date of Register of Shareholders Entitled to Dividend (Recording Date)	May 2, 2023
4.	Date of Payment of Cash Dividend	May 12, 2023

2. Changes in Board of Commissioners and Board of Directors

- Appointment of Mr. Mulya Effendi Siregar as the new Independent Commissioner
- Appointment of Mrs. Dewi Nuzulianti as the New Director

Management Team (Post EGMS on April 12th, 2023)



Board of Directors



Hadi Wibowo
President Director

**31 years in banking,
14 years of experience
developing business models for
mass market**

- Finance, business planning, business (BTPN, Danamon, Universal)
- MBA, Melbourne Business School



Dewi Nuzulianti
Director

25 years in banking

- Business & Development, Planning & Assurance, Customer Experience, Human capital & operation (Universal, Permata, Universal, BTPN)
- Engineering, Institut Teknologi Bandung



Arief Ismail
Compliance Director

**30 years in Auditing & banking
22 years of experience in
consumer risk**

- Consumer risk (HSBC, ABN Amro, Danamon, GE, Citibank)
- Engineering, Institut Teknologi Bandung



Fachmy Achmad
Director

19 years in consultant, audit & banking

- Auditor, Finance & Investor Relations, Finance Project & Performances, (PwC, Standard Chartered),
- Accounting, Padjajaran University, Bandung



Dwiyono B. Winantio
Director

**35 years in banking,
20 years of experience in business
and operations**

- Service Quality & Network Development, Assurance, Business Development (UOB, CIMB Niaga, Citibank)
- Management, IMMI Management College, Jakarta

Board of Commissioners



Kemal Stamboel*
President Commissioner
Finance professional of 45 years



Dewie Pelitawati*
Member
Legal and Compliance professional of 37 years



Mulya E. Siregar*
Member
Banking Regulatory agencies & sharia banking development of 40 years



Ongki Wanadjati Dana
Member
Finance professional of 41 years

Sharia Supervisory Board ("DPS")



H. Ikhwan Abidin, MA
Chairman
▪ M. Sc., Islamic Economics, Pakistan



H. Muhammad Faiz, MA
Member
▪ NU, M.Sc., University of Cairo

Board of Management



Ade Fauzan**
Business Development Head



Ibnu A. Mulyanto
Human Capital Head



Robertus J. Hadisurya
Information Technology Head



Dharma Putera
Risk Management Head

Thank you

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