



1H 2018 Results Update

July 2018

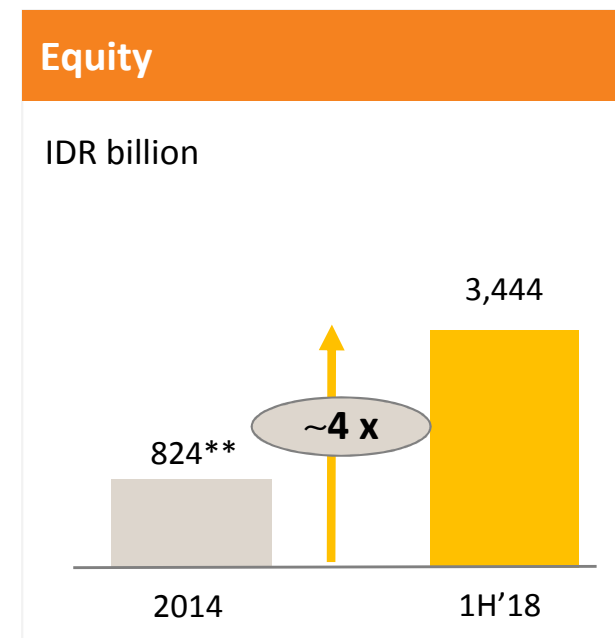
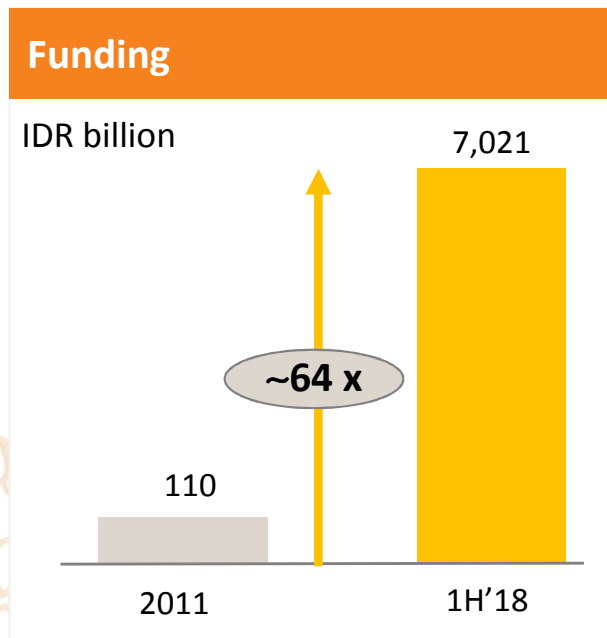
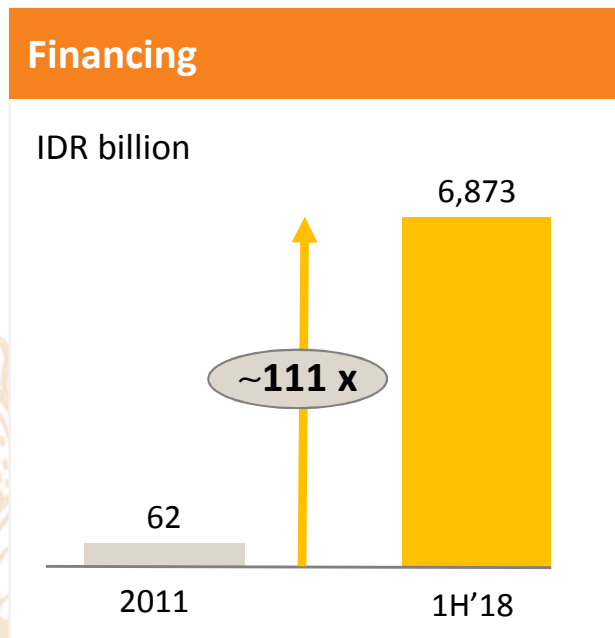
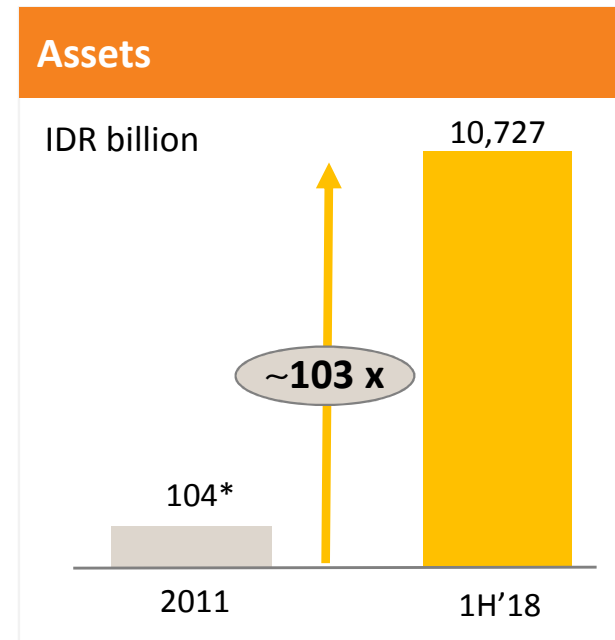
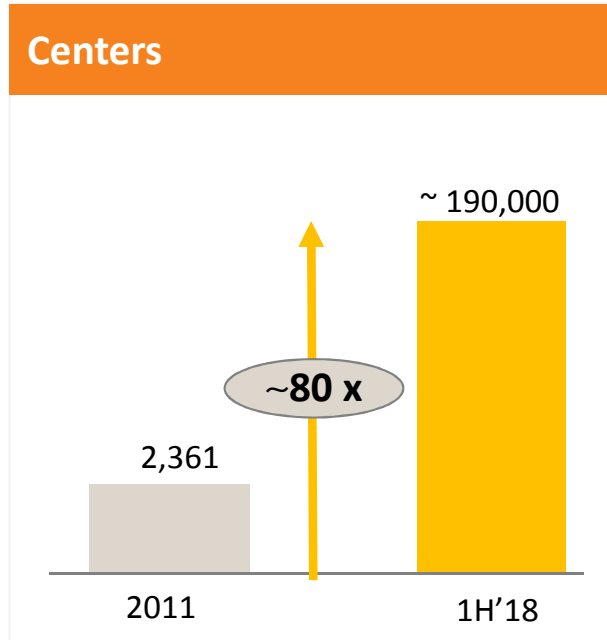
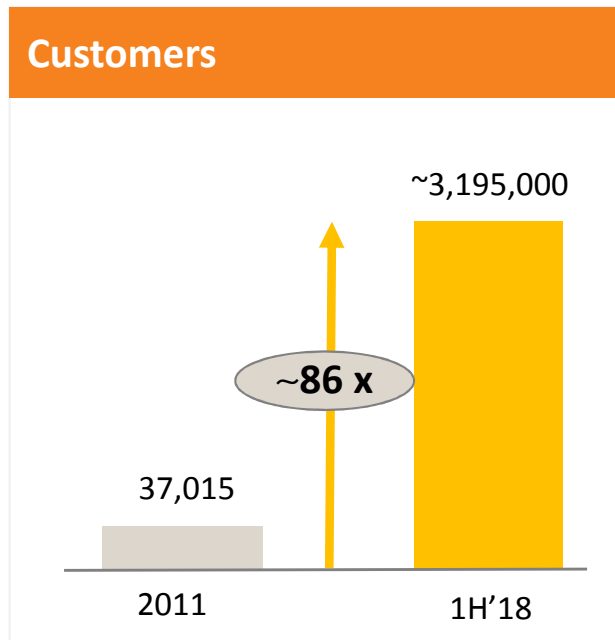


Financial scorecard

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

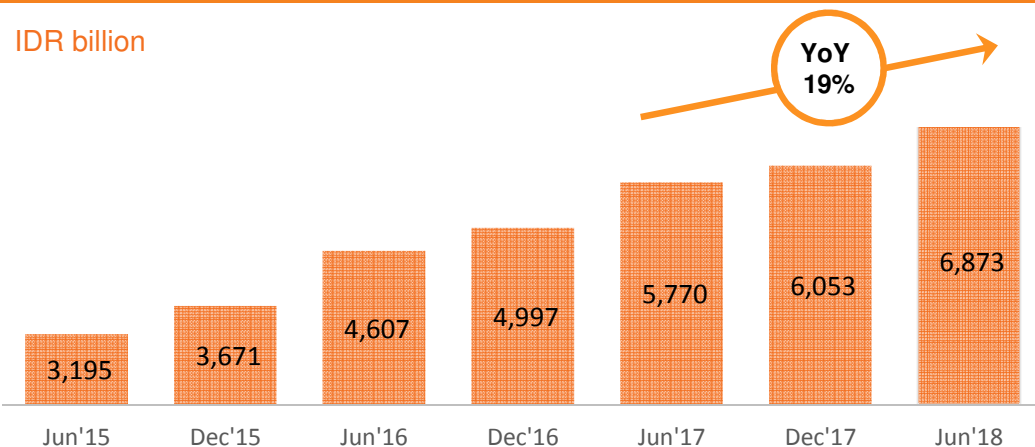
Loss provision coverage

1H17	FY17	1Q18	1H18
160	156	159	159

Financing & Customer deposits growth

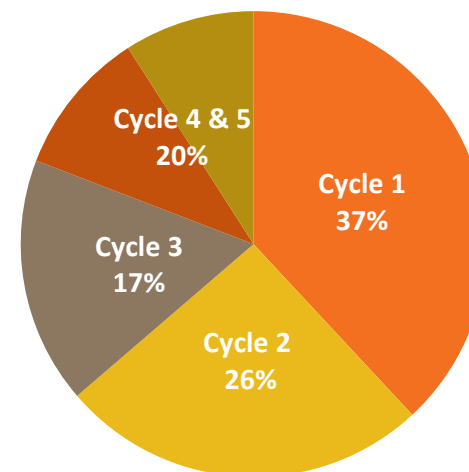
Financing

IDR billion



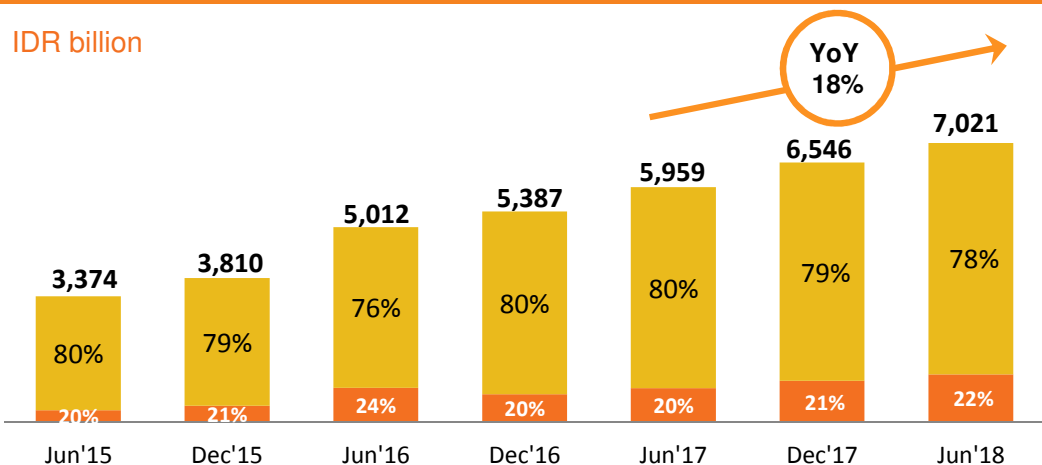
Industry Apr'18 YoY: 7%

Customers by Cycle (Jun'18)



Customer deposits

IDR billion



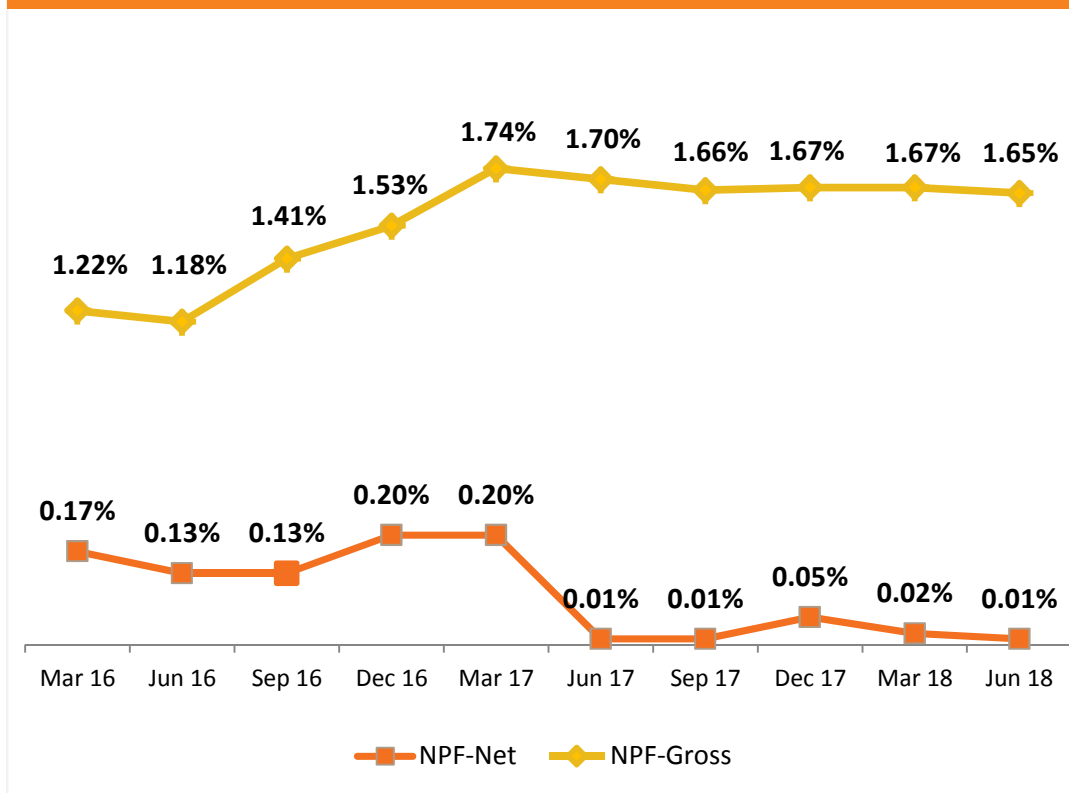
Industry Apr'18 YoY: 11.8%

■ CASA ■ TD

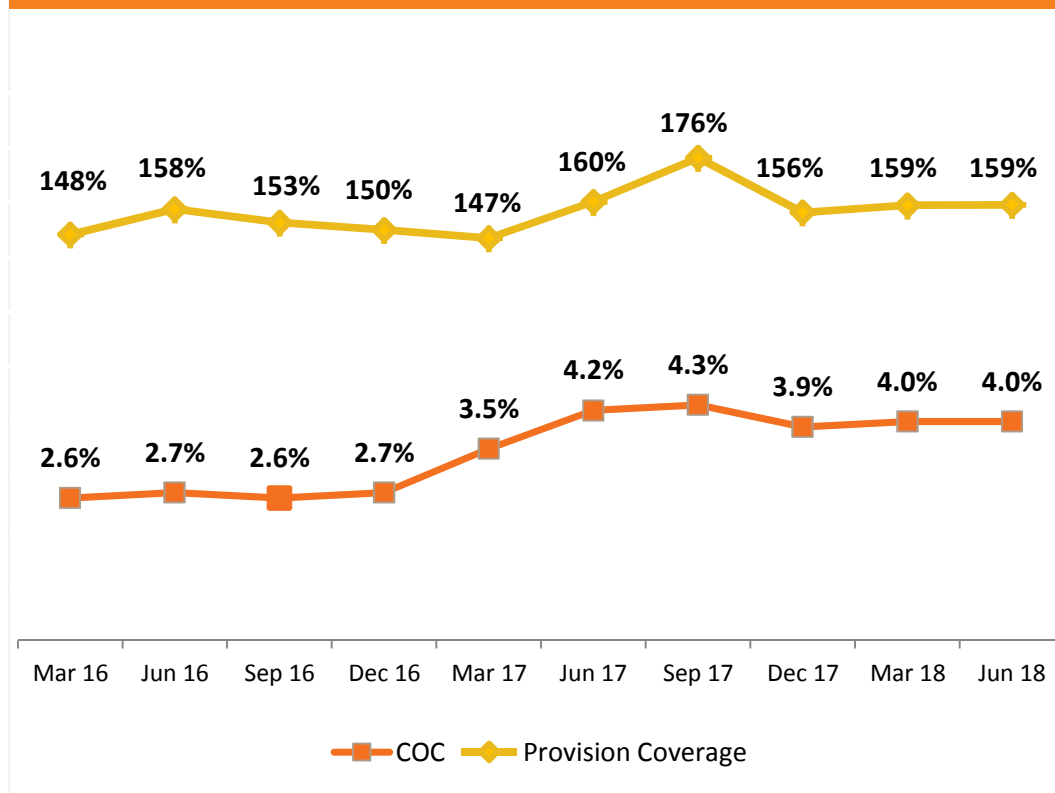
- YoY total Outstanding Financing grew by 19% to Rp. 6,873 billion - higher than average Syariah industry at 7% as per Apr'18.
- YoY total Customer Deposits grew by 18% to Rp. 7,021 billion - higher than average Syariah industry at 11.8 % as per Apr'18.

Improving portfolio quality

Non Performing Financing



Cost of Credit & Provision Coverage





Financial scorecard

Social impact scorecard



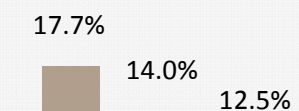
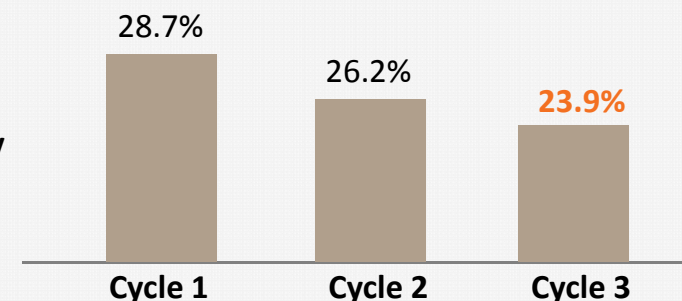
Social impact scorecard (Jun'18)

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:	



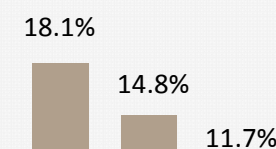
Probability of falling back to "below the poverty line" (\$3.1/day)



Cycle 1 Cycle 2 Cycle 3
% No, they don't

#2

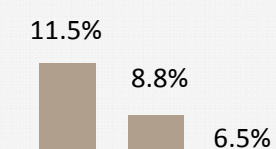
Do all household members aged 6-18 years go to school?



Cycle 1 Cycle 2 Cycle 3
% None or latrine

#6

What type of toilet arrangement does the household have?



Cycle 1 Cycle 2 Cycle 3
% Firewood, charcoal, or coal

#7

What is the main cooking fuel?



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