

# Public Expose 1H 2022 Results Update PT Bank BTPN Syariah Tbk

Bursa Efek Indonesia - Pubex Live 2022  
13<sup>th</sup> September 2022

## Sharia Supervisory Board



H. Ikhwan Abidin, MA  
Chairman



H. Muhamad Faiz, MA  
Member



Kemal Azis Stamboel  
President\*



Dewie Pelitawati  
Member\*



Yenny Lim  
Member

## Board of Directors



Hadi Wibowo  
President Director



Gatot Adhi Prasetyo  
Director



Arief Ismail  
Director of Compliance and  
Corporate Secretary



Fachmy Achmad  
Director



Dwiyono B Winantio  
Director

## Board of Management



Dewi Nuzulianti  
Financing Business Planning &  
Support Head



Ade Fauzan\*\*  
Business Development Head



Dharma Putera  
Risk Management Head



Robertus J Hadisurya  
Information Technology Head



Ibnu Agung Mulyanto  
Human Capital Head

\*Independent

\*\*Served as President Director of BTPN Syariah Ventura

# BTPN Syariah Overview

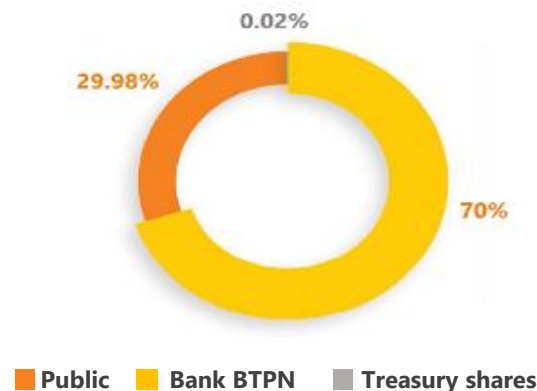


## Our Journey



- **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 Bank Tabungan Pensiun Nasional Syariah Tbk on 8 May 2018
- 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 2021
- **Today:** spread across 23 provinces, 12k employees (~95% female & ~45% high school graduates)

## Shareholders Composition

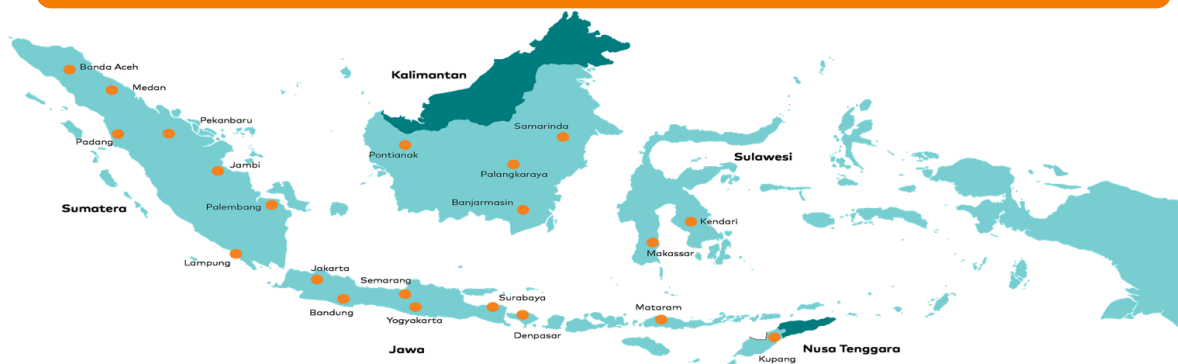


## Rating

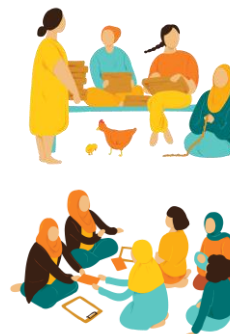
AAA idn Fitch Ratings  
*Stable Outlook*



## Serving Sumatera, Java, NTT, Kalimantan & Sulawesi



## Customer and Coverage



Serving ~ 6mn customers,  
~ 4,15mn active

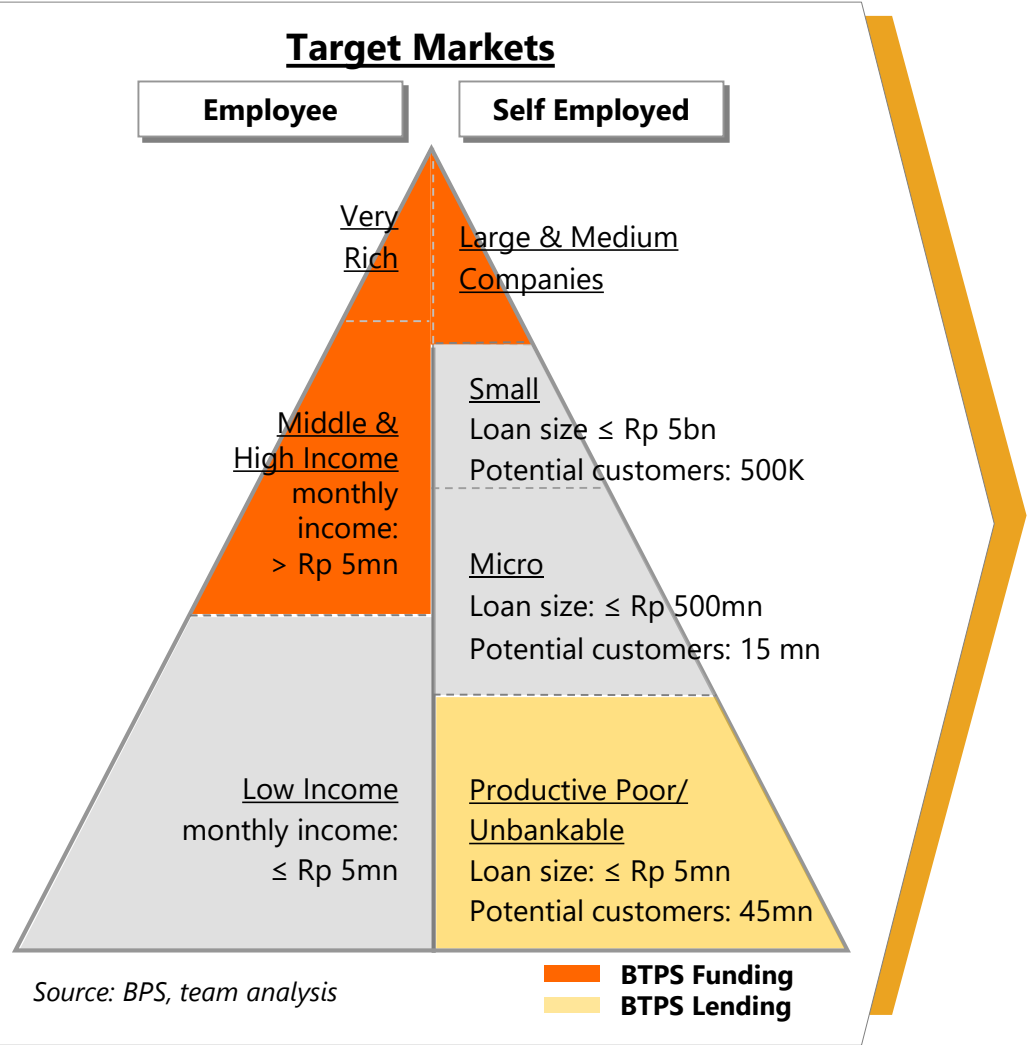
Coverage ~ 249k communities,  
in ~ 2,600 sub-districts



15 Branch office and  
47 Functional Operational  
Office



# Congruence between BTPN Syariah Target Market, Vision and Mision



## VISION

*"To be the best Sharia Bank, for financial inclusion, making a difference in the lives of millions of Indonesian people".*


## MISION

*"Together, we create opportunities for growth and a more meaningful life".*

## Values

**"PRISMA"**

- **Profesionalism**
- **Integrity**
- **Mutual Respect**
- **Teamwork**



### Single Identity: #bankirpemberdaya

In implementing Corporate Mission and Vision, a shared identity is needed to unite all the employees in one spirit. #bankirpemberdaya is the spirit that awakens all BTPN Syariah employees to their mandate of being a different kind of banker.

A banker that chooses to gather funds from the privileged and distribute them to the empowerment of underprivileged families. Taking a different path in order to fulfill their calling to be of benefit to others.



# Our Customers

## Their Work

- Sell Goods



- Produce



- Raise Livestock



## Productive Underprivileged Women



### 4 Key Behaviours:

Courage

Discipline

Hard Work

Solidarity



## Their Needs

- Daily Basic Needs



- Education for Children



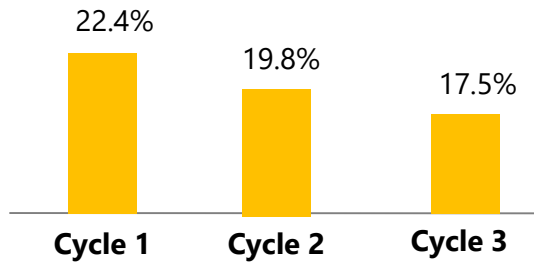
- Improving Living Condition



# Social Impact Scorecard: Positive Changes, Better for Community

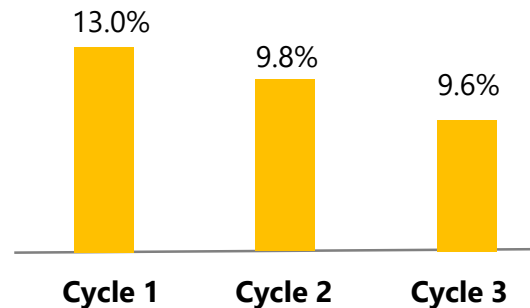


## Concentration of underprivileged customer



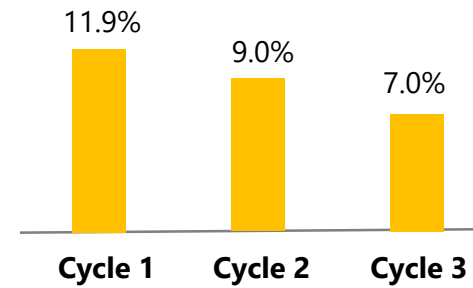
Number of concentration of underprivileged customer decreasing

## Improved children education



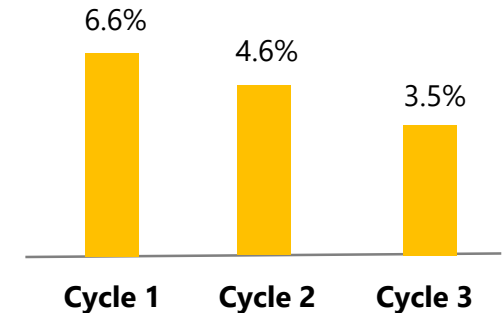
Number of children who do not go to school were decreasing

## 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/](http://www.progressoutofpoverty.org/)

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



# Overview of Sustainability Performance

BTPN Syariah consistently demonstrated its full commitment in supporting the achievement of the SDG, with a focus on serving the underprivileged female customers. The Bank formulated the objectives of Sustainable Finance to be in line with the business sector and has identified 9 (nine) of 17 SDGs.



*\*Sustainability Report 2021*

<https://www.btpnsyariah.com/web/guest/sustainability-report>

## Economic Performance\*

**IDR 11,1T**  
Financing

**IDR 7.5T**  
Equity

**IDR 11,9T**  
Third-party funds

**IDR 20.2T**  
Total Asset

## Social Performance

**100%**  
Financing customers are women from ultra-micro segment

**98%**  
Employees are vaccinated

**95%**  
Female employees

**74%**  
Supervisor level and higher are women

**45%**  
Employee with high school degree or equivalent

## Enviromental Performance

**100%**  
Community Officer (CO) using tablet

**4 million**  
Active Customers directly served by the Bank

**81%**  
Reduction in number of business trips

**1,128**  
Trees potentially unharmed

*Note: economic performance as of Jun 2022; other statistic as of Dec 2021*



# Financial Summary – Bank Only



## Balance sheet (IDR billion)

	Jun'21	Dec'21	Mar'22	Jun'22	ΔQoQ	ΔYoY
Cash & Liquid Asset	7,220	7,909	8,300	8,489	2%	18%
Financing (gross)	10,048	10,443	10,647	11,146	5%	11%
Allowance for losses	(651)	(699)	(682)	(669)	-2%	3%
Total Third-Party Funds	10,613	10,994	11,063	11,860	7%	12%
Total Liabilities	11,012	11,469	11,693	12,701	9%	15%
Equity	6,395	7,095	7,507	7,477	0%	17%
Total Asset	17,407	18,564	19,200	20,178	5%	16%

## Income statement (IDR billion)

	1H'21	2H'21	FY'21	1Q'22	2Q'22	1H'22	ΔQoQ	ΔYoY
Margin Income	2,286	2,387	4,674	1,256	1,311	2,567	4%	12%
Margin Expense	215	180	395	80	82	162	2%	-25%
Net Margin Income	2,071	2,208	4,279	1,175	1,229	2,404	5%	16%
Operating Expense	840	853	1,693	476	467	943	-2%	12%
Pre-Provision Profit	1,234	1,357	2,591	700	762	1,463	9%	19%
Net Financing Loss	242	469	711	174	192	365	10%	52%
Profit After Tax	770	695	1,465	411	445	856	8%	11%

## Key Ratios (%)

### Cost to Income

1H'21	FY'21	1Q'22	2Q'21	1H'22
40	39	40	38	39

### ROA

1H'21	FY'21	1Q'22	2Q'22	1H'22
11,6	10,7	11,1	11,6	11,4

### ROE

1H'21	FY'21	1Q'22	2Q'22	1H'22
26,1	23,7	23,4	25,8	24,6

### CAR

1H'21	FY'21	1Q'22	2Q'22	1H'22
52	58	53	48	48

### NPF Gross

1H'21	FY'21	1Q'22	2Q'22	1H'22
2,4	2,4	2,4	2,5	2,5

### NPF Net

1H'21	FY'21	1Q'22	2Q'22	1H'22
0,0	0,2	0,1	0,2	0,2

### BOPO

1H'21	FY'21	1Q'22	2Q'22	1H'22
56,8	60,0	58,5	56,7	57,6

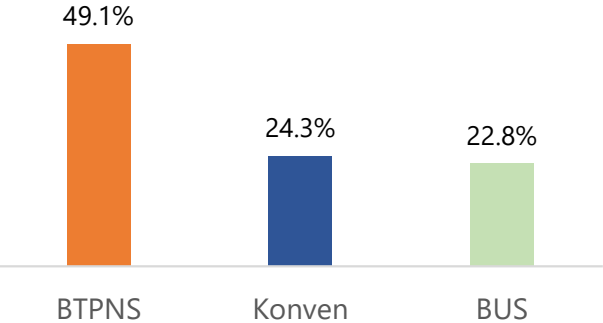




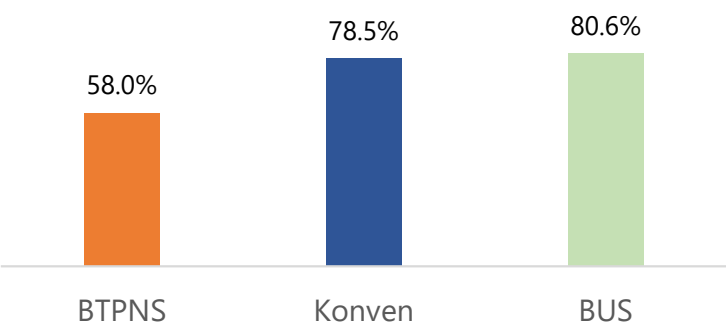
# Financial Ratios Benchmark - April 2022



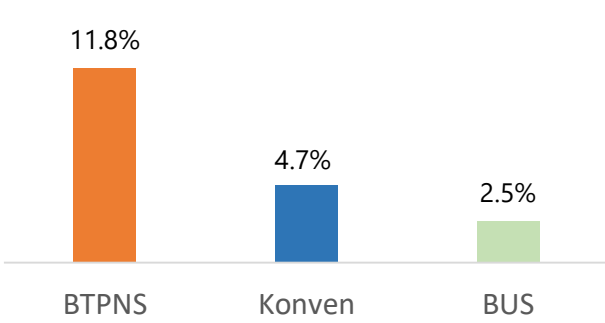
CAR



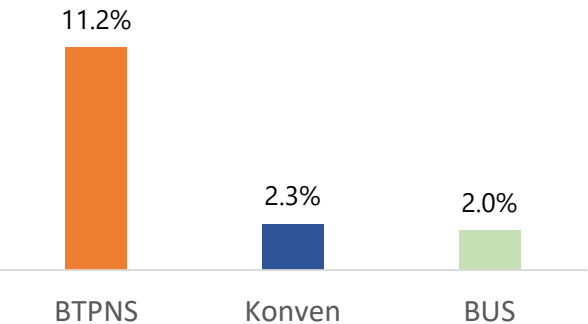
BOPO



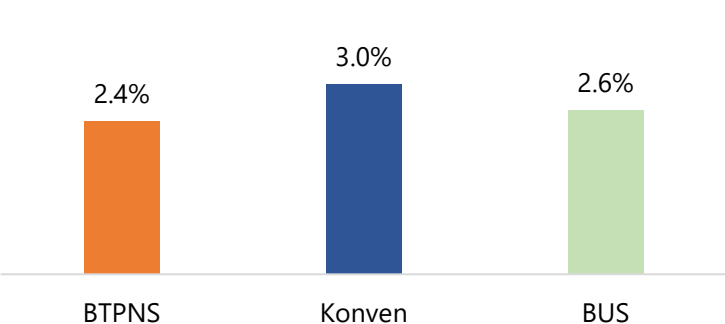
NOM



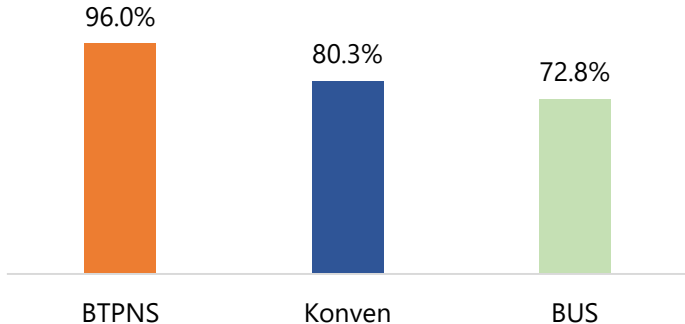
ROA



NPF



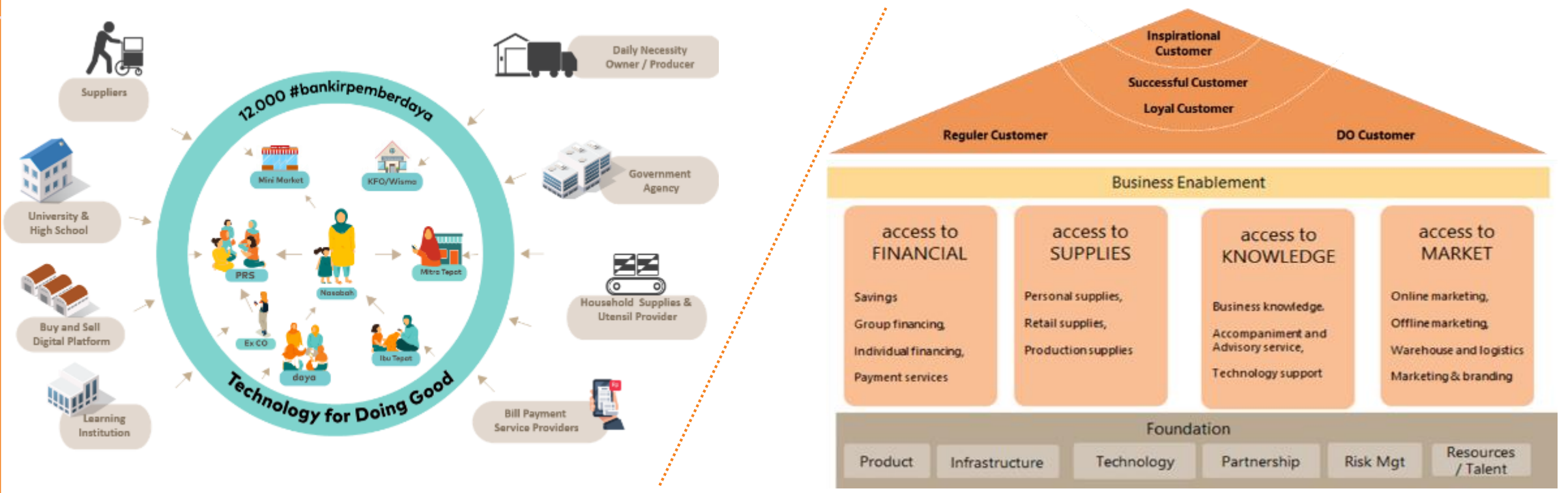
FDR



Source: Indonesia Banking Statistic Report



## Building a Sharia Digital Ecosystem for the Unbanked/Underprivileged Customers by Utilizing Technology for Doing Good



Choosing to focus on serving Indonesia's productive underprivileged, a segment that has not been served by banks is an Istiqomah effort that has been carried out by BTPN Syariah (the Parent Company) more than the last decade. To date, more than 6 million of the potential 25 million underprivileged families in Indonesia have together with the Bank received a complete empowerment program through 4 (four) main pillars; access to finance for business capital equipped with savings and insurance, a unique membership system, a sustainable and measurable Daya empowerment program, and a Community Officer who spearheads training and mentoring, with the aim of building 4 (four) key behavior for empowerment in realizing all their dreams, namely Courage to Do Business, Discipline, Hard Work, and Solidarity (BDKS).

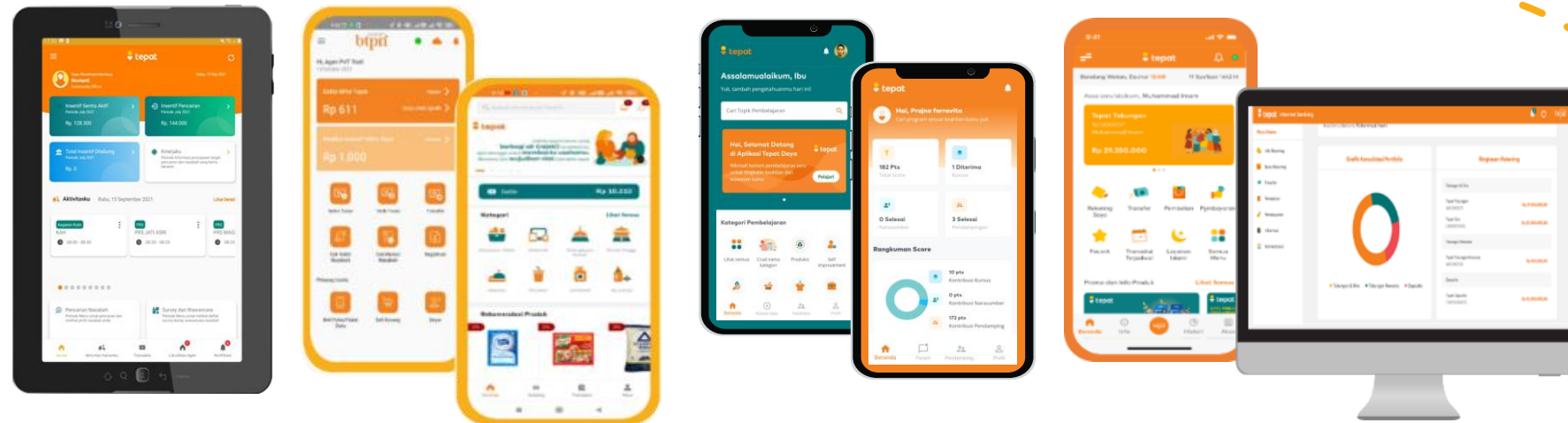
In order to adapt to the changing needs of customers, ensure an increase in the welfare of pre/fairly prosperous customers, and the opportunity to serve more customers in a sustainable manner, BTPN Syariah sees an opportunity and at the same time a call to make various breakthroughs by utilizing technology for doing good, the Bank is determined to build on the aspiration: Sharia Digital Ecosystem for Unbanked.

# Taking The Steps in Realizing Our Aspiration



## Building The Right Sharia-Based Digital Foundation

## Strategic Partnerships & Collaborations



### Terra

### Warung Tepat (Agent Apps)

### Tepat Daya Platform

### Tepat Mobile Banking and Internet Banking

Application for the Bank's field employees/Community Officer (CO), where all services to customers were delivered digitally.

A new service for Agents/Partners (Mitra) by providing access to financial, goods and supplies through Warung Tepat.

An integrated platform for digital learning & empowerment programs to increase customer capacity by providing access to knowledge. Customers can study entrepreneurship materials independently or/and assisted by contributors.

e-channel/access to financial service provided to customers to further optimize the convenience of transactions, as well as the opportunity to be involved in providing sustainable benefits for millions of people.



- As an arms of BTPN Syariah to accelerate the realization of the sharia digital ecosystem more precisely and efficiently by collaborating with strategic partners who have the right digital competencies and shared vision in serving the rural areas.
- As of 30 Jun'22: Total Asset & Equity IDR300 billion; Investment in share IDR75 billion; NPAT IDR127 million.



**DAGANGAN**

- A digital platform that connects shop owners in small towns & rural areas in Indonesia with various types of stock products (dual-ecosystem for B2C & B2B channels) as well as logistics services for shipping goods to the stalls (warung) with the key competitive advantages: Focusing on Consumable Product, Rural Tier 3 and Tier 4 Cities, and also Unlock The Wealth of Rural Products
- BTPNS Group has created several partnership and collaborations with Dagangan on:
  - a. Warung Tepat Support;
  - b. Paylater Program on Dagangan Customers;
  - c. Financing to Dagangan, and
  - d. Access to Market



# Awards



## internasional



- 3G Socially Responsible Banking Award 2022
- 3G Excellence Award in Socio-Economic Development 2022

### Cambridge IFA 3G Awards

- Gold Award in Annual Report Competition
- Platinum Award in Sustainability Report Competition

### LACP 2021 Vision Awards

- Bronze Award in Sustainability Report Competition

### ARC Award International XXXVI 2022

## nasional



### The Best 50 Public Listed Companies 2021

Forbes Indonesia Best of The Best Awards 2021



### Bank Pendukung UMKM Terbaik untuk Bank BUKU 3 & 4

Bank Indonesia Award 2021

### The Best Sharia Bank for the Excellence in brand

#### Economics

- Top CSR Awards 2021 # Star 5
- Top Leader on CSR Commitment 2021

#### Top Business

### The Most Dedicated & Innovative Bank for Ultramicro

#### Infobank

- The Best of 5 Indonesia Sharia Finance Award
- The Outstanding Contribution Through Families and Education Development Programs

### Warta Ekonomi's Indonesia Sharia Finance Award

### Top 50 Big Capitalization Public Listed Company

### Indonesian Institute for Corporate Directorship

### The Best Financial Performance Sharia Bank

### Tempo Financial Awards 2021

### Bank Syariah Terbaik kategori Aset di Bawah Rp20 T

### Investor Best Syariah Awards 2021

- Predicate Excellent for Financial Performance Full Year 2020

- The Most Profitable Bank in 2020

- Predicate Excellent for Financial Performance during 2015-2020

### 26th Infobank Awards 2021

- Predicate Excellent for Financial Performance in 2020

- The Most Profitable Sharia Bank 2020

- The Most Efficient Sharia Bank 2020

### 10th Infobank Sharia Awards 2021

### 1st Runner Up Gender-Responsive Marketplace

### The 2021 WEPs Awards

### Digital Transformation and Hybrid Cloud Infrastructure

### Red Hat APAC Innovation Awards 2021

### Special Award Category The Most Committed Bank to Underprivileged Segment Financing

### The Finance Top 20 Financial Institution 2021

### Bank Syariah Pemberdayaan Perempuan Terbaik untuk Bank BUKU 3

### Anugerah Syariah Republika 2021

### The Best Performing Islamic Bank 2021

### CNBC Indonesia The Most Inspiring Financial Companies Award 2021



### Saham Terbaik 2022 Kategori Big Cap (Kapitalisasi Pasar > Rp10 triliun) Majalah Investor Group Media Berita Satu

- The Most Profitable Bank 2022
- Golden Trophy – Predikat Kinerja sangat bagus dalam 5 tahun berturut-turut
- Predikat Kinerja Sangat Bagus Kelompok KBMI 2 (Modal Inti > Rp 6 triliun s.d Rp14 triliun – Aset dibawah Rp50 triliun)

### 27th Infobank Award 2022

### sahaan Terbaik dalam Penetrasi Segmen Ultra Mikro

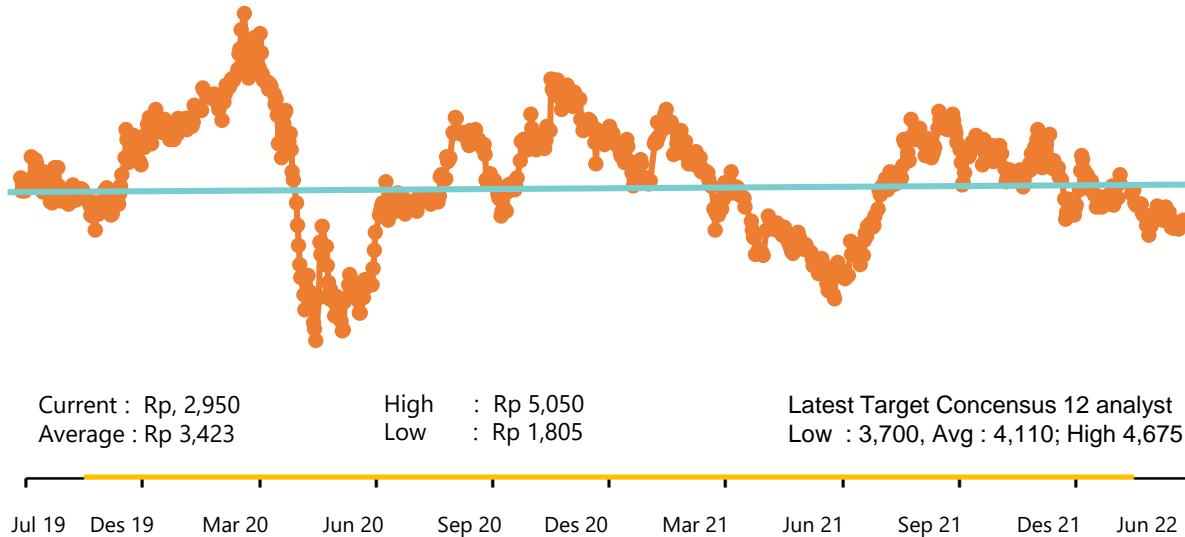
### Infobank SME Financing Awards 2022



# Investment Opportunity: Stock and Dividend Movement View



**BTPS Stock Movement (Jul 2019 – Jun 2022)**



## Dividend

- BTPS IPO in 2018 and payout ratio policy started in 2020.
- Pay Out Ratio based on current Dividend Policy is max 40%. can be above if decided by the GMS.

	FY'19	FY'20	FY'21	1H'22
Profit After Tax (IDR billion)	1.400	855	1.465	856
Dividen payout ratio (%)	-	25	30	32,5
Dividen per share (IDR)	-	45	33	61.75
Dividend yield (%)	-	1.2	0.9	2,1
RoA (%)	13,6	7,2	10,7	11,4
RoE (%)	31,2	16,1	23,7	24,6

*\*Analyst Consensus Estimate: Net Income 2022E - 1,8 bn*





# Thank you