



1Q23 Results Presentation

PT Bank Tabungan Negara (Persero) Tbk

Jakarta, 26 April 2023







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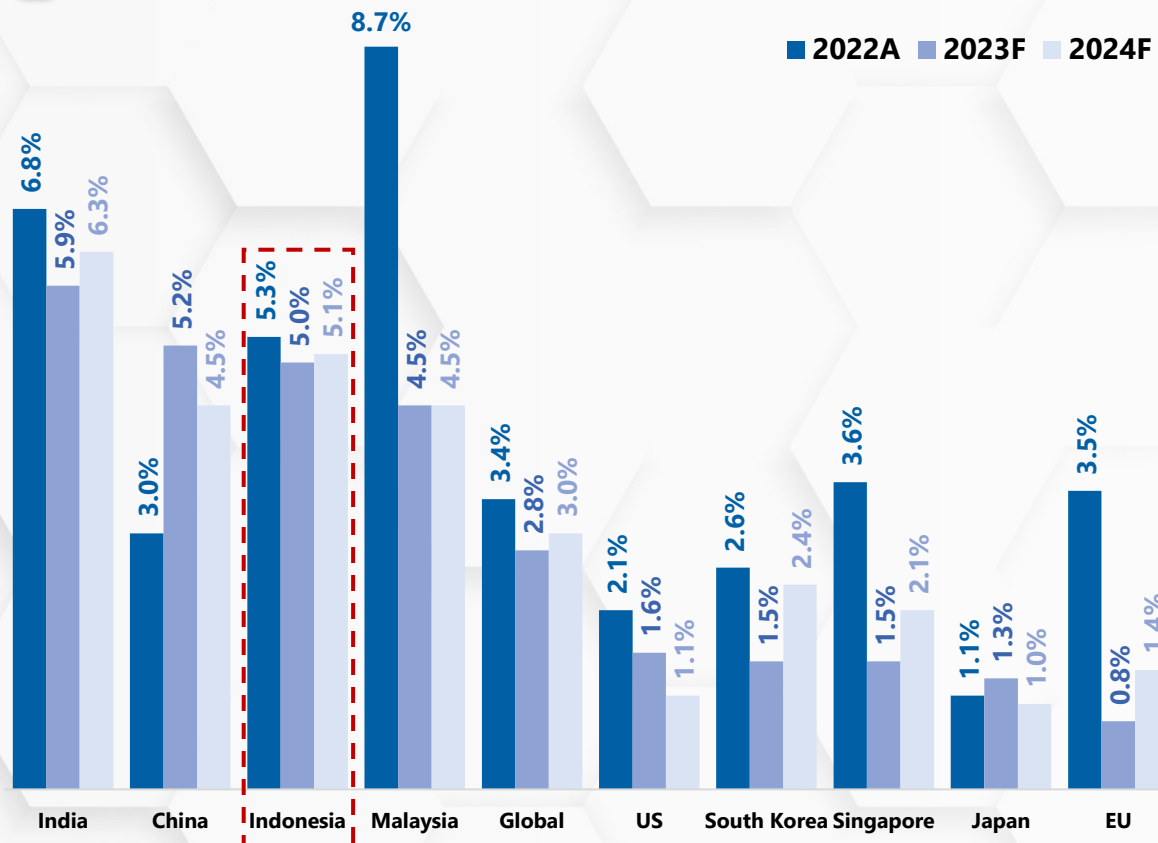
Macroeconomics & HPI



Macroeconomics Highlight (1/3)

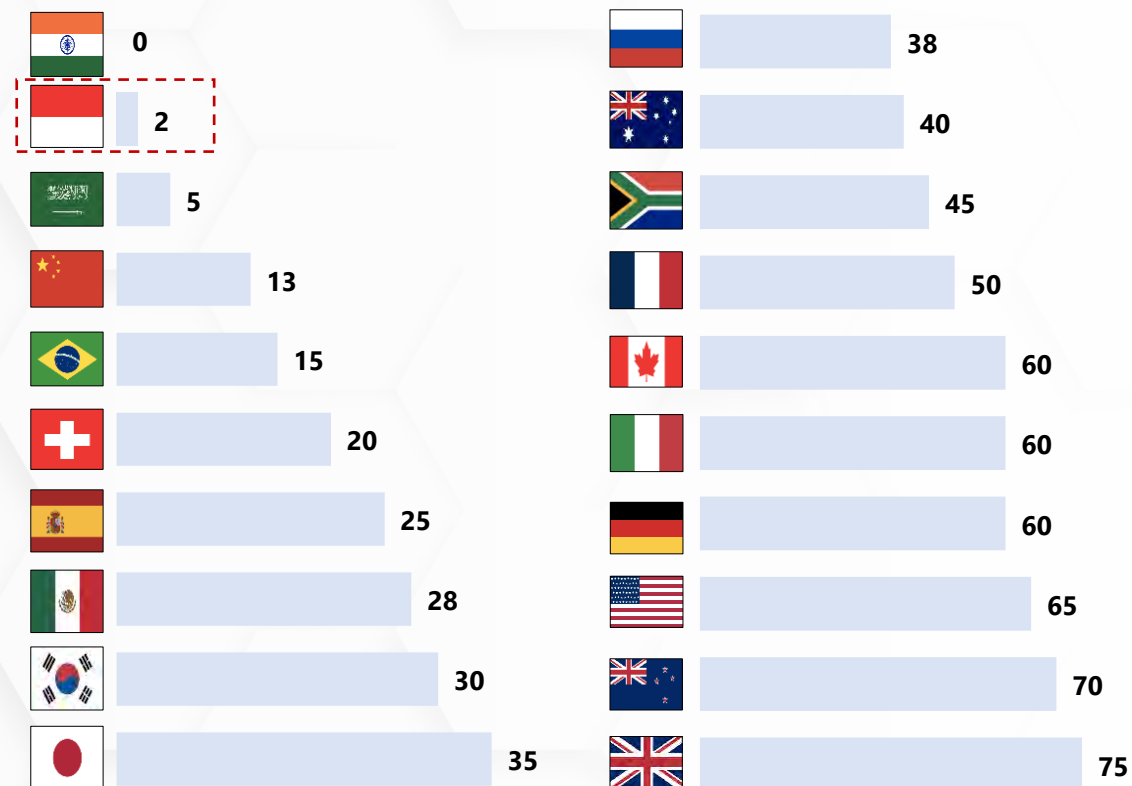
Indonesia's economy is projected to resiliently grow higher than global growth in 2023 with low chances of recession in the next 12 months.

Global Economic Growth Projections



Source: IMF WEO April 2023

Probability of Recession in G20 Countries (%)



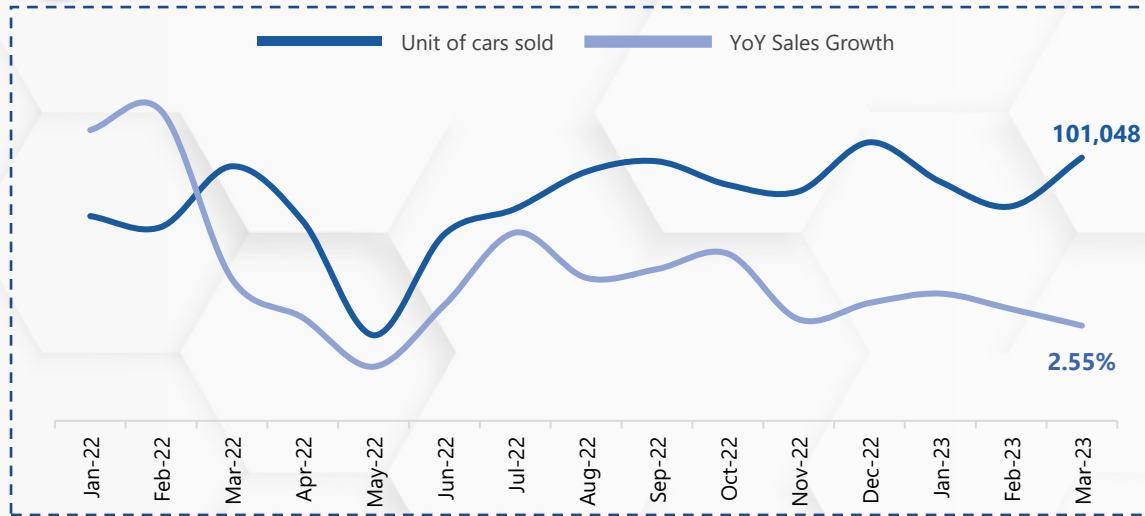
Source: Bloomberg

Economists Boost US Recession Odds on Higher Rates and Banking Woes, while Emerging Economies Remain Resilient with Slight Recession Probabilities

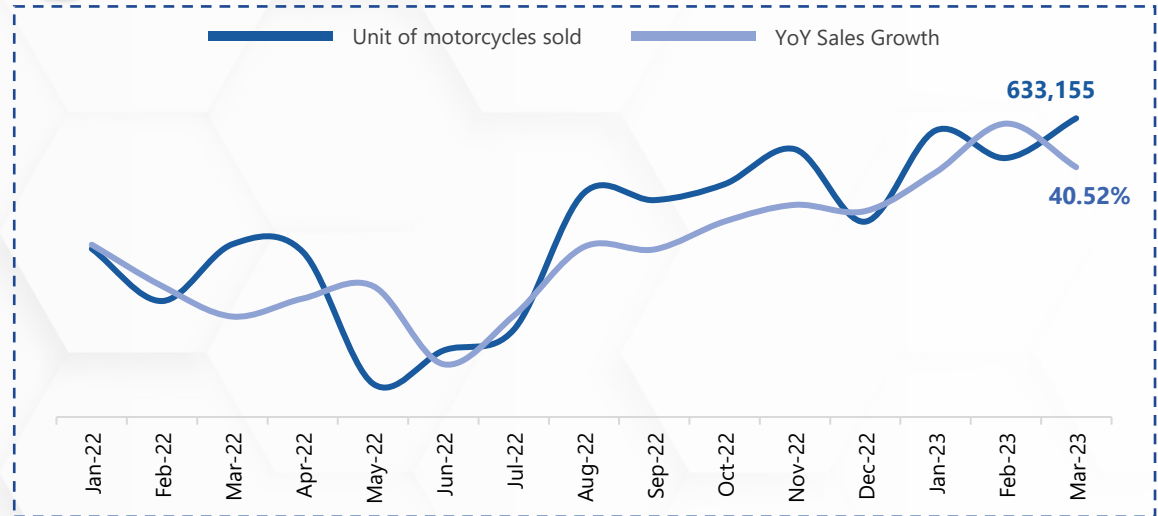
Macroeconomics Highlight (2/3)

Consumption indicators showed signs of growing along with industries' confidence to expand manufacturing activities

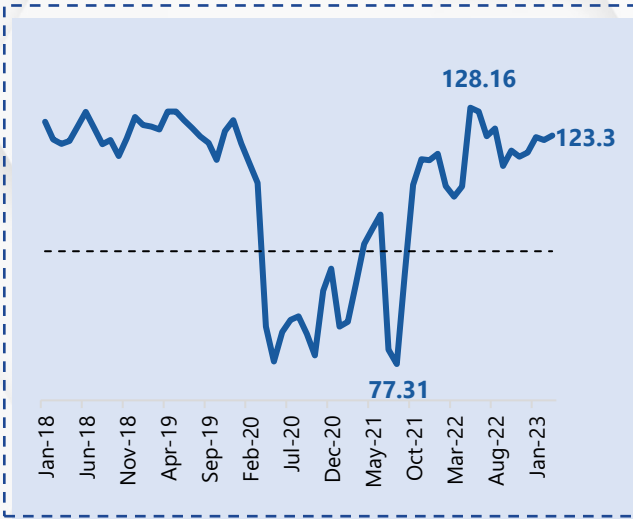
Car Sales Figures



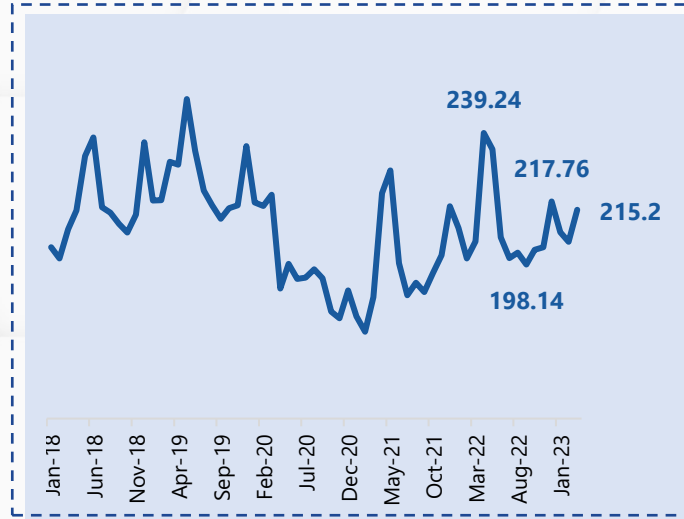
Motorcycle Sales Figures



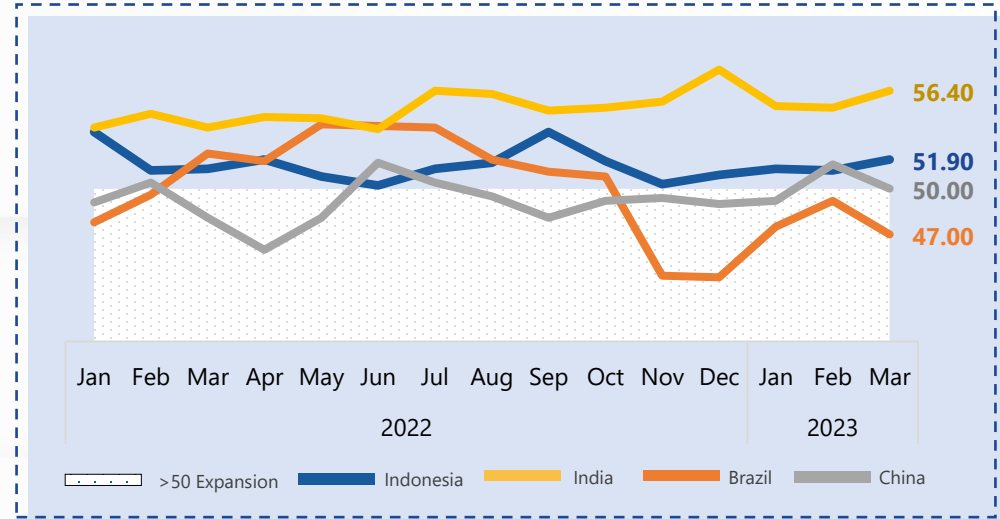
Consumer Confidence Index (CCI)



Retail Sales Index (RSI)



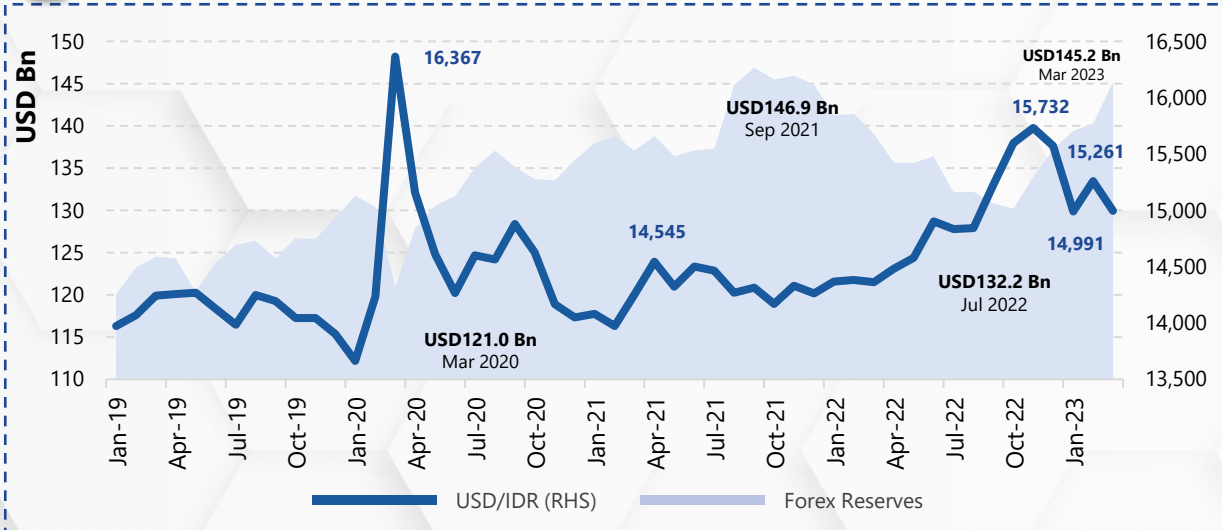
Emerging Economies' Manufacturing PMIs



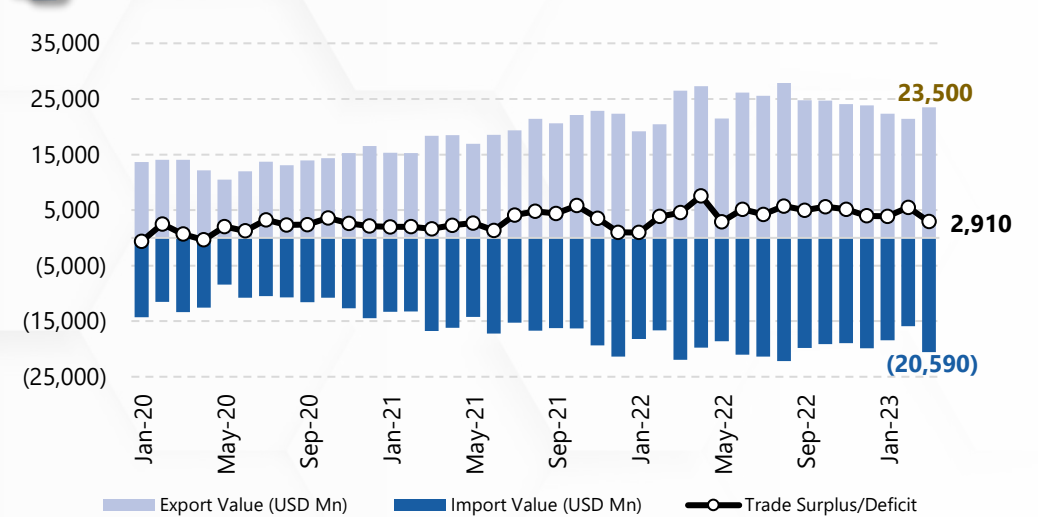
Macroeconomics Highlight (3/3)

Rupiah continued to strengthen as demand grows from trade and DXY gradually declines

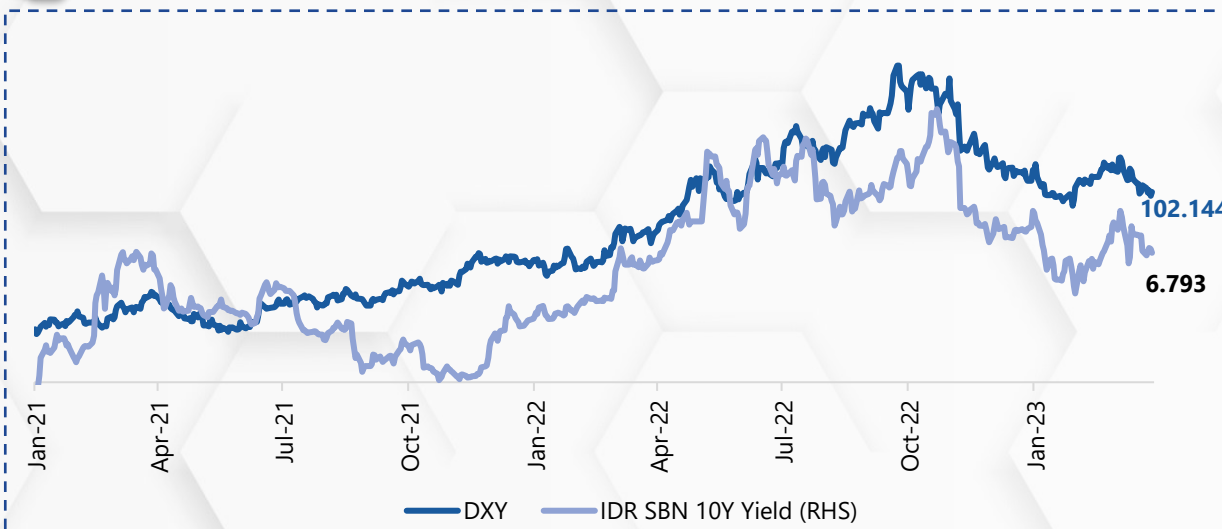
Forex Reserves as of March '23



Trade Balance (USD Mn)



Pressure on SBN Yield Subdued as DXY Weakens

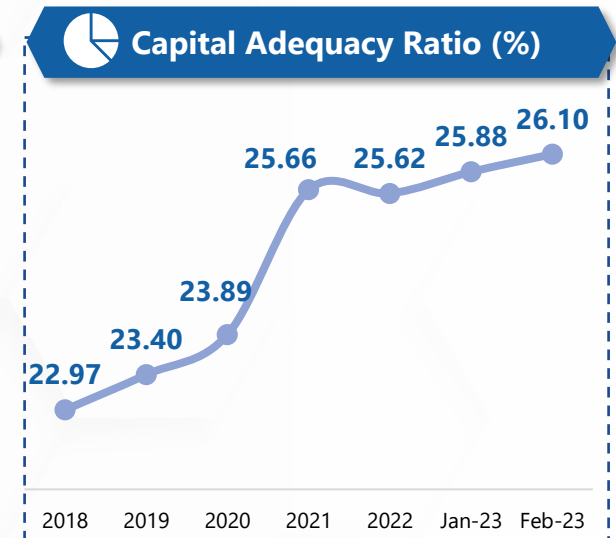
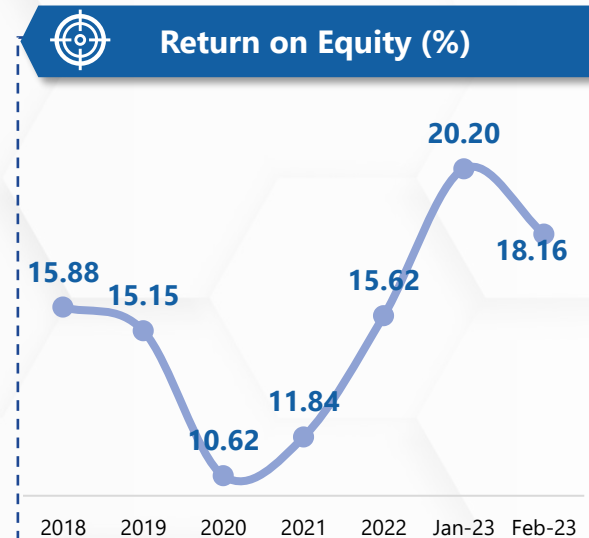
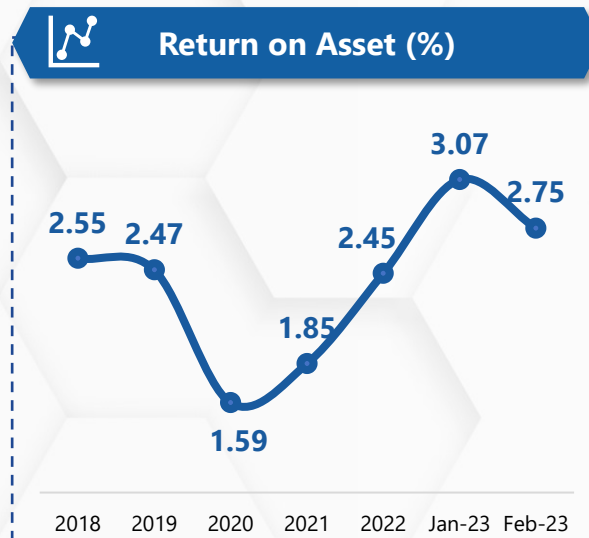
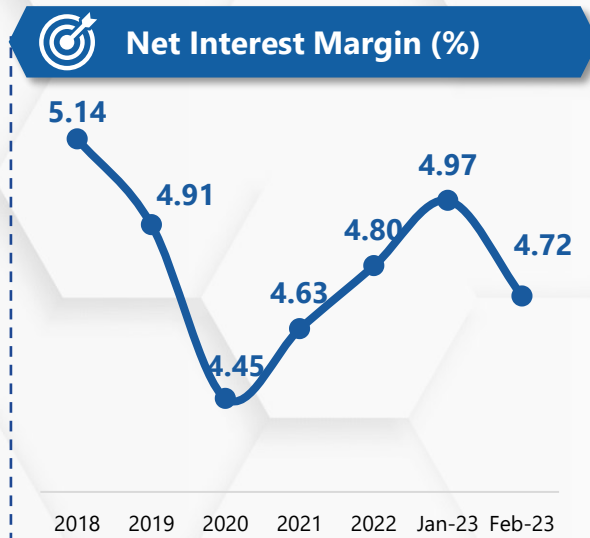
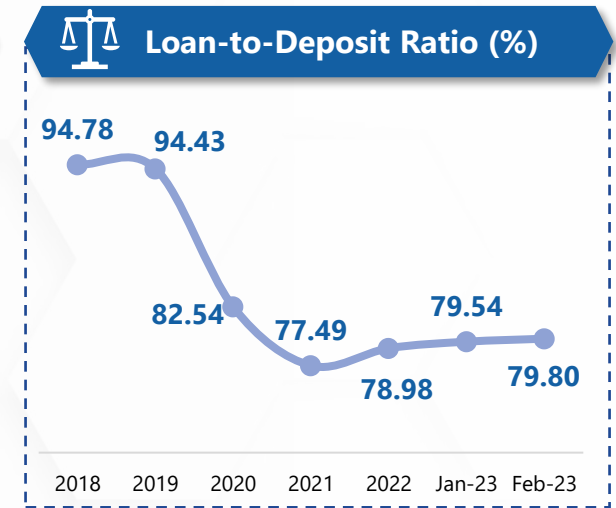
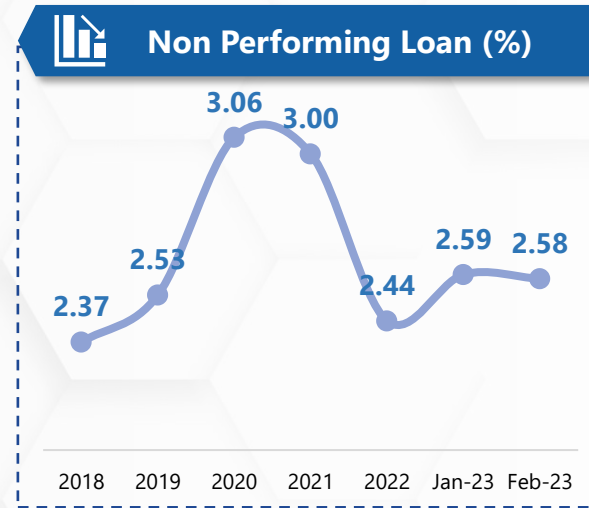
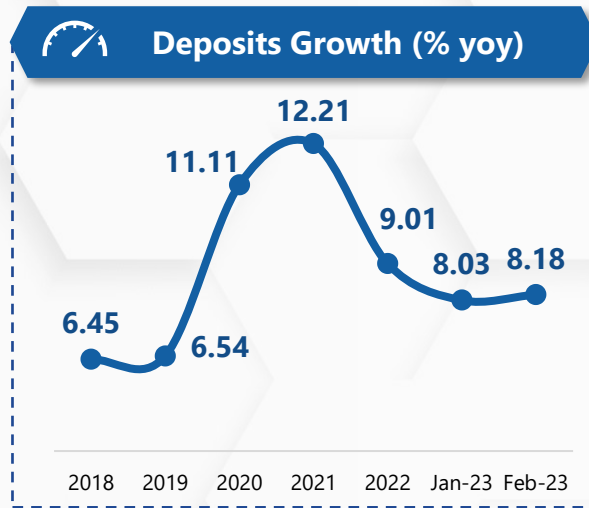
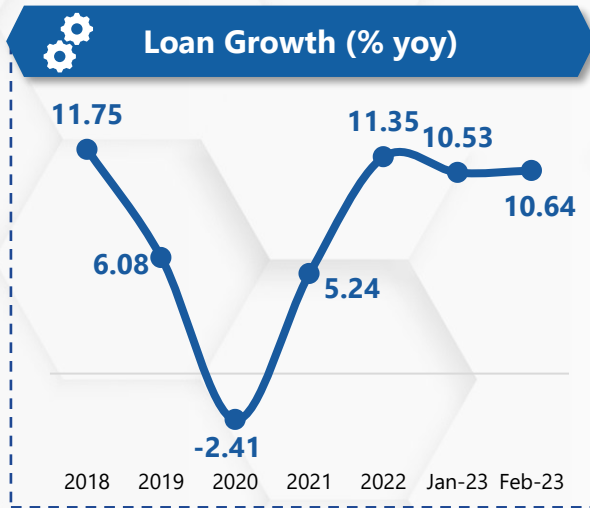


US Dollar Pressure Eased-Off

- Rupiah remains stable throughout 2023 in line with growing exports and forex reserves, as well as declined pressure in USD appreciation on a broad-based basis.
- The weakening of the USD Index (DXY) since Q3 2022 with immediate effects on IDR appreciation has been driving SBN yield low throughout.

Banking Sector Highlights

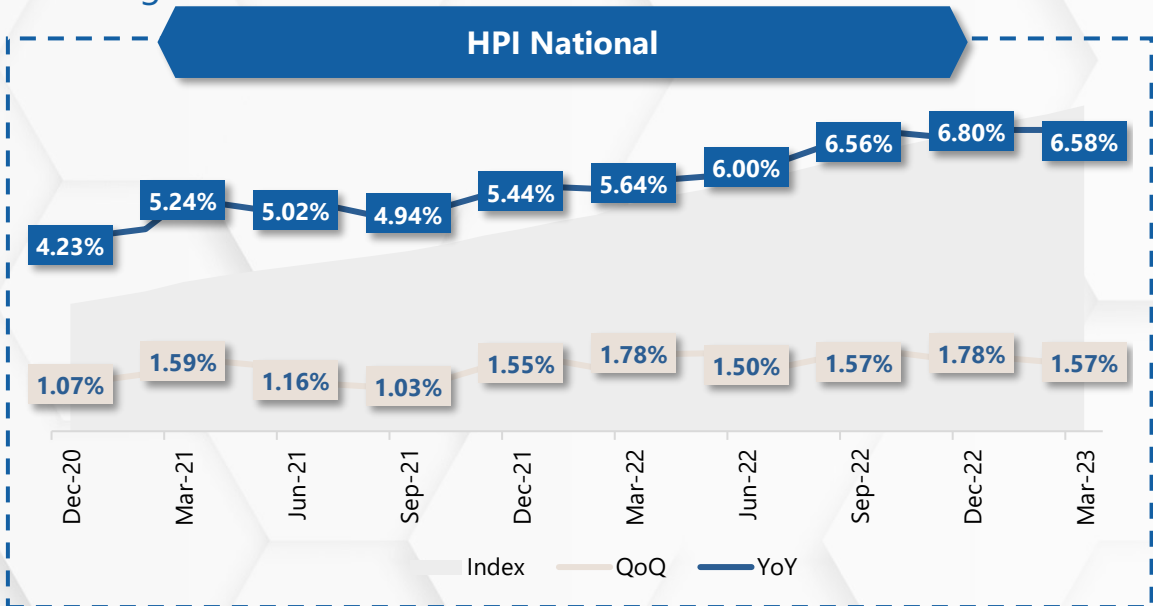
The beginning of the year saw a steady increase in banking intermediation.



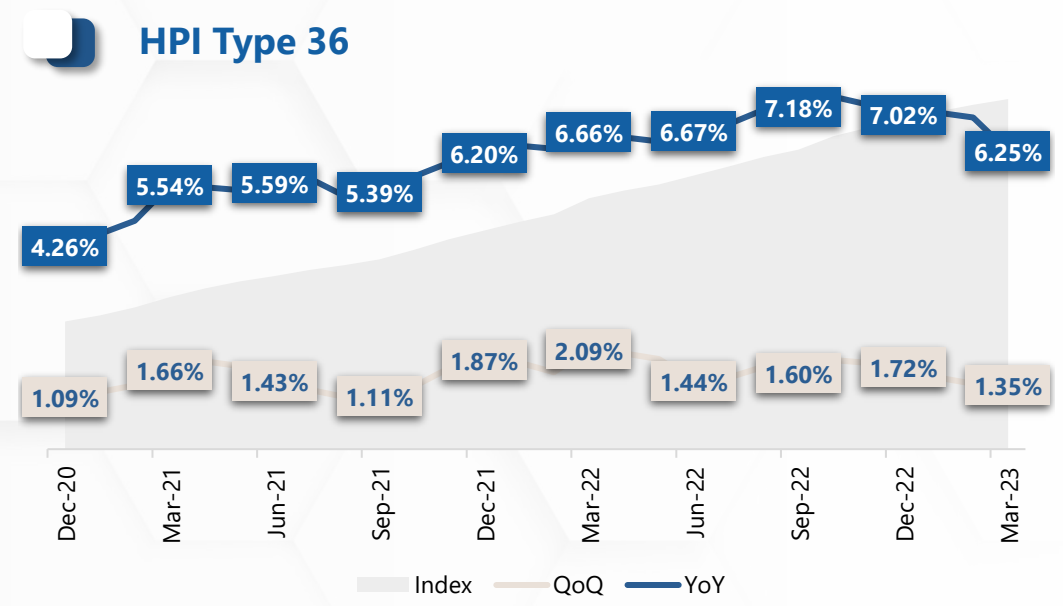
BTN House Price Index as of 1Q2023

House prices continued to grow although slightly slowed, with an average growth of **6.58% yoy**, driven by the growth of large-type housing

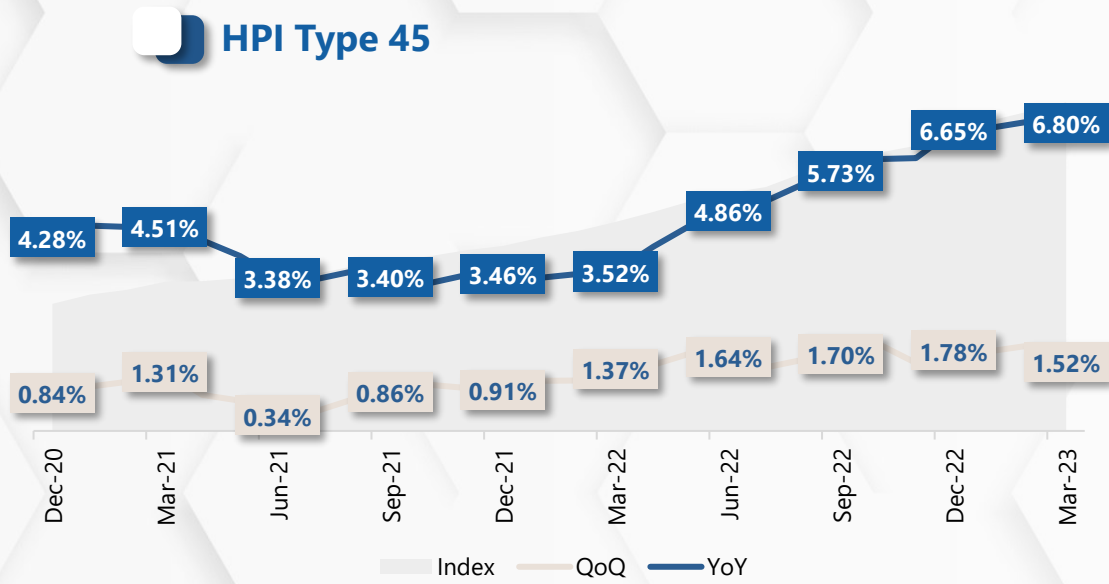
HPI National



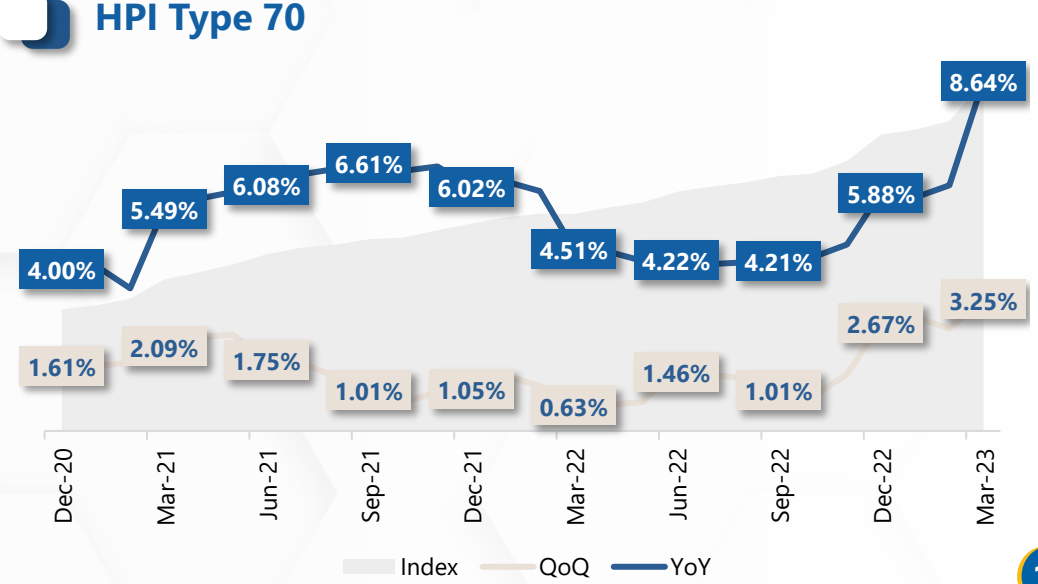
HPI Type 36



HPI Type 45



HPI Type 70



Management Notes



BTN Provides End-to-End Mortgage Business to Fulfill National Housing Needs

Carrying on to excel in the housing sector through years of continuous improvements

Strategic and Productive Distribution Network

- 96 branches have been relocated to high potential areas since 2020
- **CASA Growth: ▲30.05% yoy**

Innovative and unique mortgage products

KPR BTN Rent to Own

A combined scheme between monthly rent payment and savings allocation for future house purchases

KPR BTN Gaess

A mortgage product for the millennial generation with customized payment structure

Extensive digital mortgage ecosystem

- BTN Properti
- Rumah Murah BTN
- BTN Properti for Developer
- BTN Smart Residence
- BTN Mobile

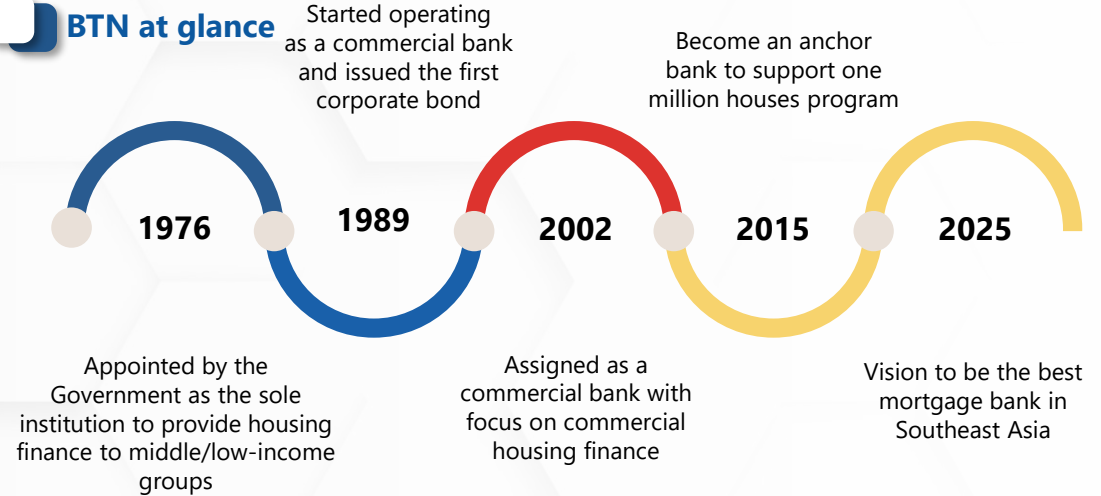
Supportive government program towards housing sector

Continuous increase in the allocated subsidized housing budget provided by the government towards BTN.

Market leader in the mortgage sector



BTN at glance



BTN's Competitive Advantage in the Mortgage Sector

47 years of contribution to the housing sector

~ 5 million units of mortgages have been extended by BTN since 1976

~ 90% of BTN's portfolio is in housing loans

Market leader and contributor to the economy

~83% market share of the national Subsidized Mortgages

Driving 174 economic sub sectors through housing business.

Wide range of stakeholder coverage

>5000 developer partners most are subsidized residential developers

>3000 notary offices have collaborated with BTN in mortgages disbursement

Building Mortgage Business Model for Emerging Affluent Segment



Consumer Sales Center

- Focusing on emerging affluent (>IDR750 Bn) market
- New operating model: separated from the branch offices
- Focusing on approaching 27 national-scale developers

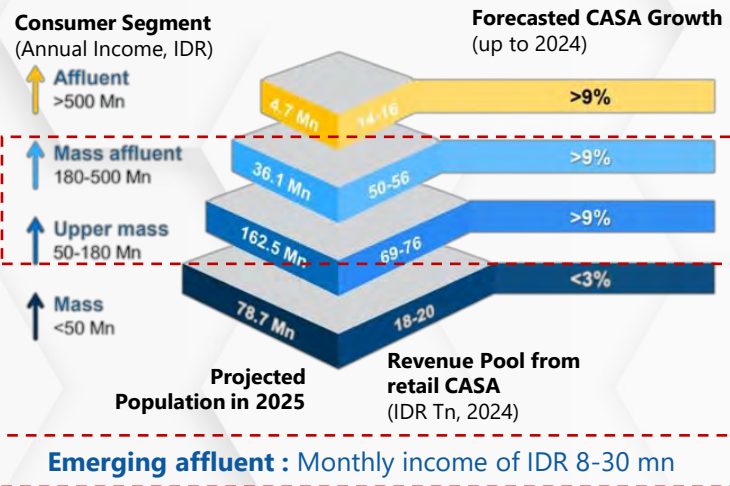
3.52%
Portion of emerging affluent within BTN mortgage portfolio



3 Locations for Pilot Project

(Bumi Serpong Damai, Kelapa Gading Square, Surabaya)

Tapping into Emerging Affluent Businesses to Target Higher Transactional Savings



BTN's Mortgage Customers Profile (per total CIF)

24% of BTN's mortgage customers are in the upper mass to mass affluent category, with average savings balance of **IDR 4.8 Million**

76% of BTN's mortgage customers are in the mass category, with average savings balance of **IDR 1.5 Million**

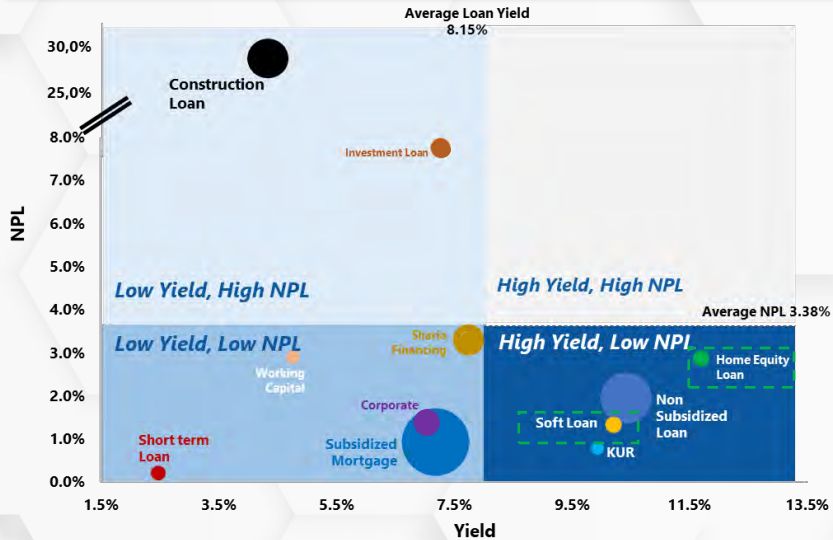
Therefore, the upper mass to mass affluent have more transactional records and **3 times higher average saving balance than mass category.**

Why Emerging Affluent?

- Emerging affluent has the highest forecasted CASA Growth compared to other segments
- Higher average balance increases customers' product holding
- Emerging affluent customers are more active in making transactions using digital banking, which will boost fee-based income from digital channel.
- Mass affluent and affluent segments have higher branch loyalty compared to other segments¹

¹ McKinsey team analysis

NPL & Yield Matrix Per Product Performance



Within BTN loan portfolio as of 31 December 2022, there are 4 products that have high yields and low NPLs compared to the average

2.3% Home equity loan* (KAR)
1.3% Soft loan* (KRING)

However, the composition of home equity loans and soft loans is still very low compared to the total loan composition

*of total loan composition

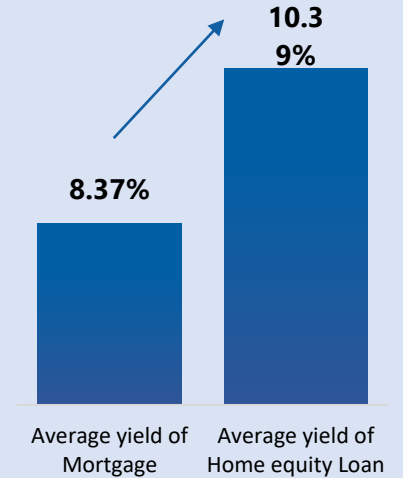
Potential Top up for Home Equity Loan Scheme

Potential top up is given to existing borrowers with the following criteria:

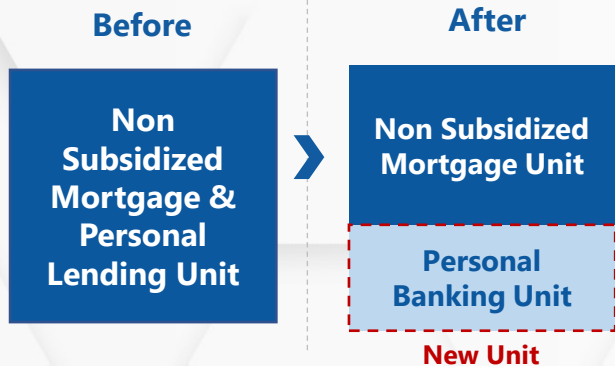
- ❖ Loan has been running for around >5 to 10 years
- ❖ Maximum age of 45 years old
- ❖ Collectability 1 for the last 1 year
- ❖ Certificate and PBG/IMB have been received by BTN

364.444
Potential borrowers

IDR 31.68 Tn
existing loan outstanding



Separating Personal Banking into New Business Unit to increase composition of Home Equity Loan and Soft Loan



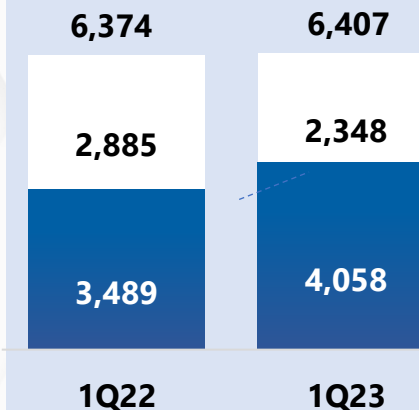
Objectives

- Potential of the global Personal Loan Market reaches USD 719.31 billion by 2030 (CAGR 31.7% from 2021-2030*)
- Increasing composition of high yield loan
- Focusing on top-up of existing mortgage customers
- B2B partnership payroll based
- Differentiate nature between mortgage business and Personal Loan (short term loan)

*) Allied Market Research, 2021

Focusing on high yield consumer loans to pick up loan yield

(IDR Bn)



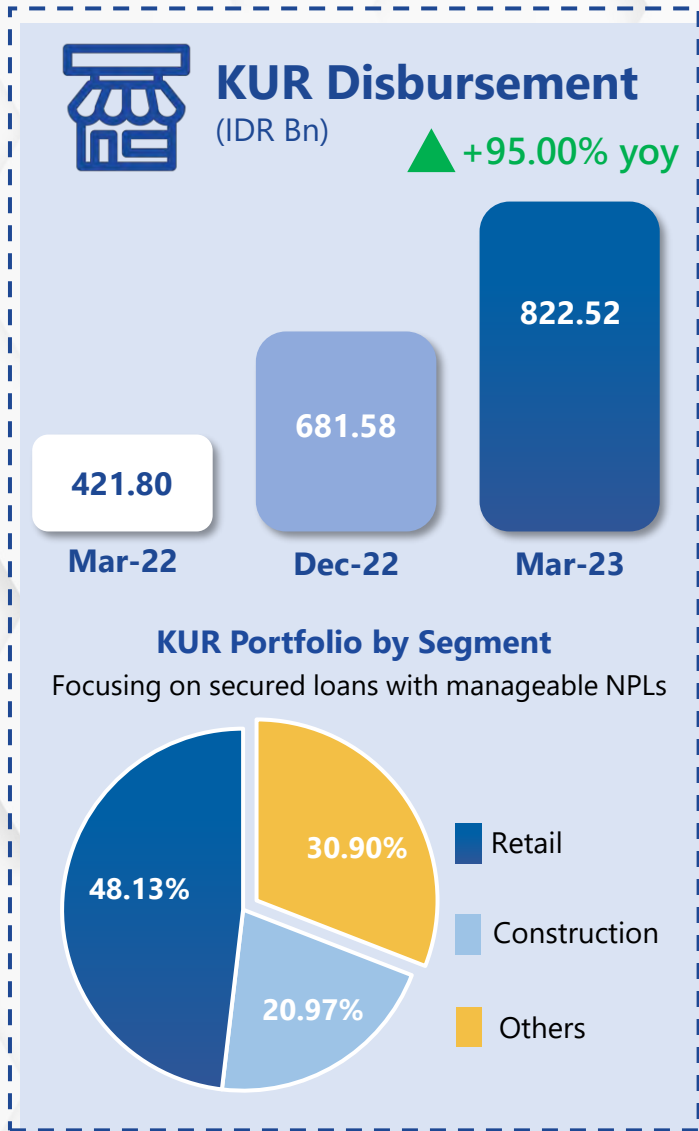
	Growth (% Yoy)	% Yield (as Mar 23)
Total consumer loan	0.52% ▲	9.50% <small>8.91% as of Mar 22</small>
Low yield consumer loan ¹⁾	-18.60% ▼	6.63%
High yield consumer loan ²⁾	16.32% ▲	10.64%

¹⁾ Short-term loan (Swadana), Soft loans for employee

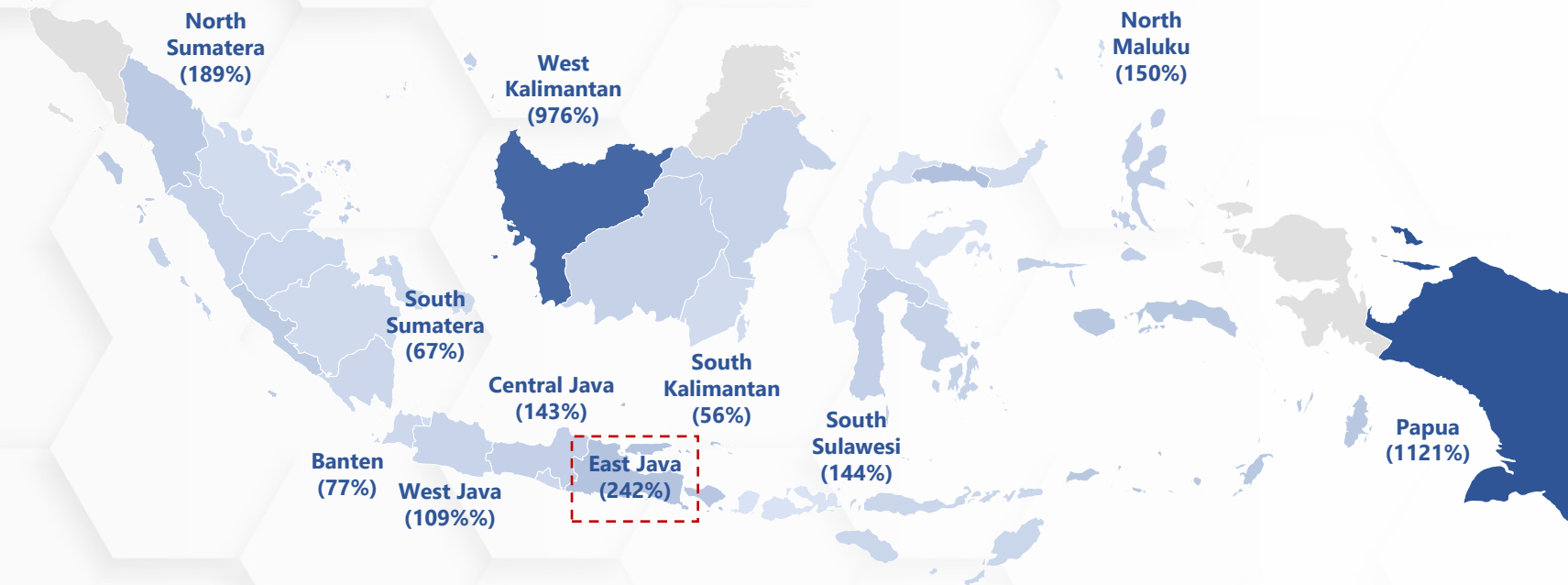
²⁾ Softloan (Kring), Multimanfaat iB (Sharia), Automotive iB (Sharia)

KUR Pilot Project in 5 Branch Offices

In light of outstanding KUR achievement in 2022 and strong growth progress as of March 2023, BTN has initiated KUR pilot project in 5 Branches in East Java to further push KUR expansion.



KUR Disbursement Growth per Province in 2022



KUR Growth Indicator



In 1Q23, a pilot project has been carried out at 5 Branch Offices in East Java based on KUR Disbursement Growth in 2022

(Surabaya, Mulyosari, Surabaya Bukit Darmo, Sidoarjo dan Malang)

KUR Disbursement will Remain in Housing Sector Areas

Keeping within BTN's expertise, KUR will only be extended to sectors related to housing and underwritten with tight risk management

KUR Programs Will Remain Focused on Maximizing the Housing Ecosystem and Business Related to Housing

Housing Ecosystem



Housing Construction

- Construction Services
- Contractor
- Building Materials Store
- Housing Agency
- Notary



Home Renovation

- Electronic Repair Services
- Garden Care Services
- Home Renovation Contractor



Home Management

- Electronic Equipment Stores
- Home Garden
- Design Interior



House Selling Related Business

- House Moving Services
- Housing Agency

Housing Related Ecosystem

Restaurant/Cafe

Spare Parts Shop

Beauty Services

Accommodation Providers

Health Services

Laundry Services

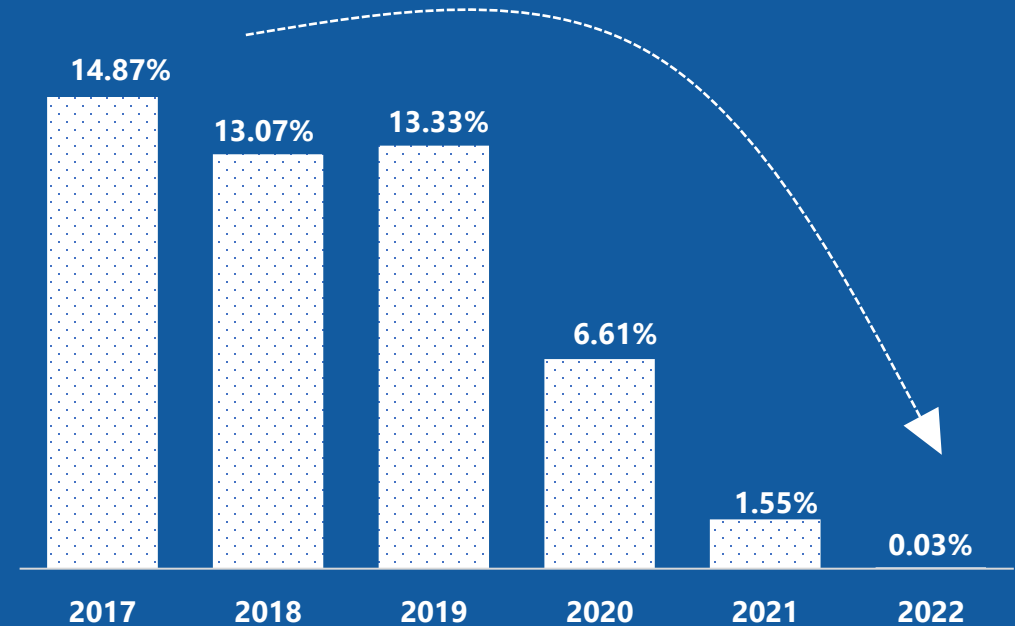
General Trading

Educational Services

Home Industry

Vintage Analysis Trend for KUR

Coll 2 (Special Mentioned Loan) as % of total KUR



Throughout the last 5 years, the collectability of new KUR bookings has improved as seen in the quality of special mentioned loan which is getting better per loan booking year

BTN's Digital Channel Performance

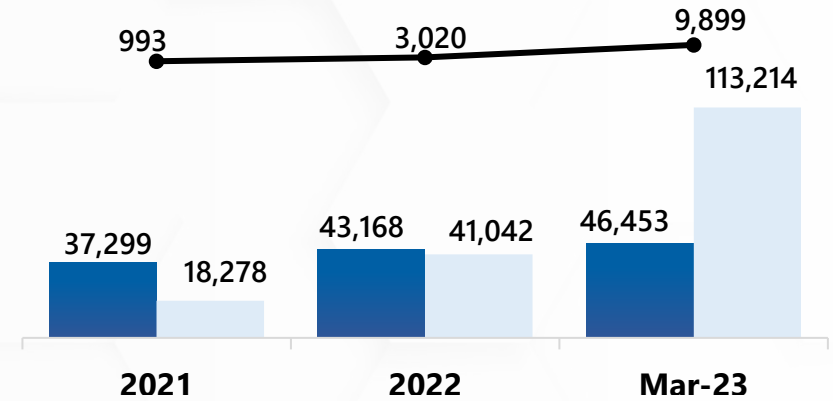
BTN's digital channel enhancement in early 2023 has yielded growing number of transactions and fee-based income



Mobile Banking & Internet Banking Performance (as of 1Q2023)

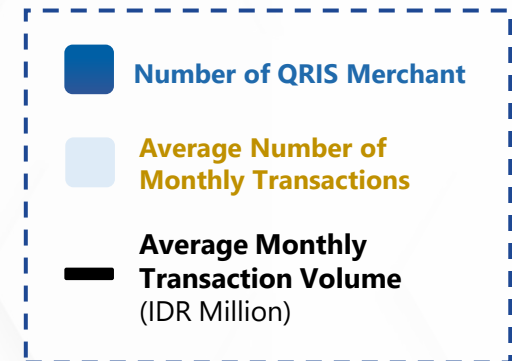
# of Users (Mn) ▲ +17.67% yoy	# of Transactions (Mn) ▲ +60.84% yoy
1Q23 3.53	1Q23 70.24
1Q22 3.00	1Q22 43.67
Transaction Value (IDR Bn) ▲ +40.57% yoy	Fee Based Income (IDR Bn)
1Q23 16,792	IDR 25.82 Bn (as of 1Q23)
1Q22 11,946	

QRIS Merchant Performance



New BTN mobile Performance* 1Q23	
Number of new users	276,859
User acquisitions in March 23	117,941
Total sales volume (in IDR)	1.06 Tn
Sales volume/CIF active trx (in IDR)	13.6 Mn

*Since 12 Feb 23

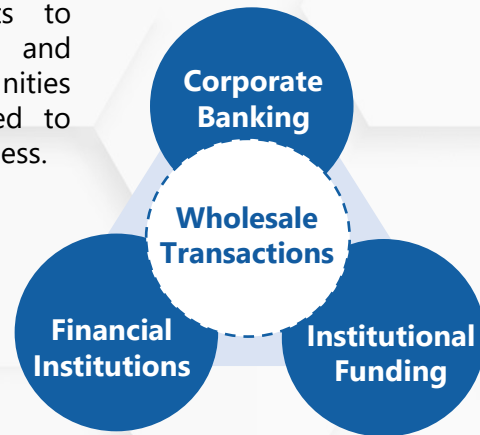


Developing End-to-End Whole Transaction Ecosystem

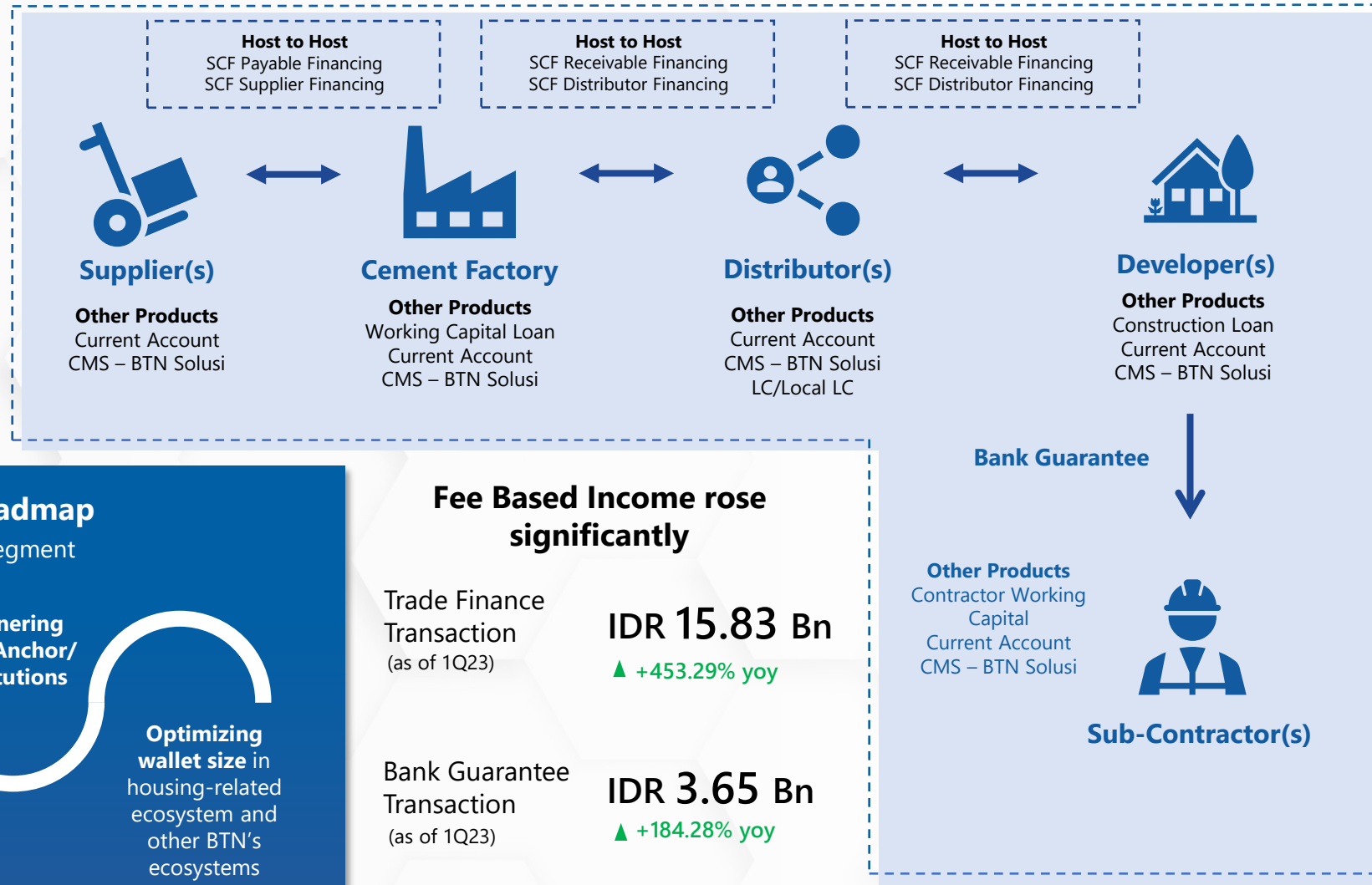
Business Process Improvement was carried out and had a positive impact on increasing Trade Finance transactions

New Business Unit to Support Wholesale Business

Establishing Wholesale Transaction Units to broaden services and capture opportunities particularly related to the housing business.

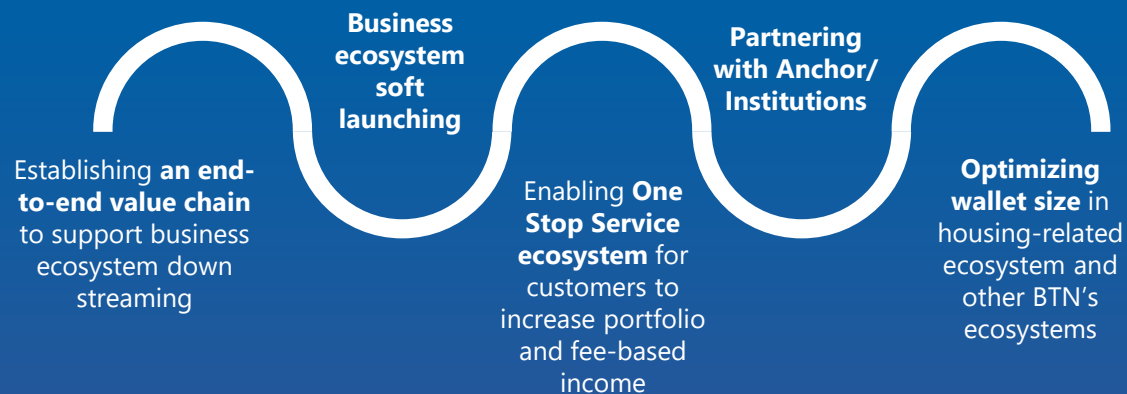


End-to-End Wholesale Transaction Ecosystem



Wholesale Ecosystem Transformation Roadmap

Creating Business Opportunities in a Larger Business Segment



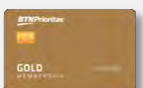
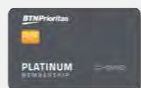
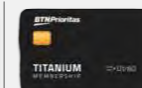
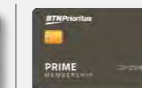
Fee Based Income rose significantly

Trade Finance Transaction (as of 1Q23) **IDR 15.83 Bn**
 ▲ +453.29% yoy

Bank Guarantee Transaction (as of 1Q23) **IDR 3.65 Bn**
 ▲ +184.28% yoy

Revamping Wealth Management Business to Acquire Mass & Emerging Affluent Segment

Segmentation (in IDR)


			
Gold	Platinum	Titanium	Prime
500Mn – 2 Bn	2 Bn – 5 Bn	5 Bn – 10 Bn	> 10 Bn

BTNPrioritas

IDR **45.50** Tn
Total AUM*)

IDR **13.29** Bn
Fee Based Income

Plus by BTN Prioritas







- ❖ Wealth management offers
- ❖ Loyalty rewards
- ❖ Banking privilege
- ❖ BTN Prioritas concierge service

> **35** Tho
Customer served

~ **3**
Product holding/customer

BTN Mobile x Wealth Products

New menu to develop in new digital ecosystem :


- ❖ Wealth management offers Reksa Dana, SBN, Bancassurance from New BTN Mobile



Forex Products

- ❖ **Plain Vanilla** (Foreign currency conversion against IDR)
- ❖ **Structured Products** (Derivative products)
- ❖ **Tabungan Felas** (Foreign exchange savings at special exchange rates)
- ❖ **Cross Currency**

Advisory Services



BTN Prioritas Market Beat
(Daily, Weekly, & Monthly)

“KPR & KAR Prioritas”

Red carpet/pre-approval services:

- ❖ Shorter, faster & simpler documents processing
- ❖ Special loan pricing, admin fees, appraisal fees, insurance fees, and notary fees
- ❖ Special handling services

*) AUM Total Deposits + Non Bank

Lower Opex and Higher Fee-Based Income

Initiatives on efficiency and fee-based business are showing positive progress, with opex decreasing by 9.64% yoy and fee-based income increasing by 57.12% yoy

Centralized BPI in procurement has yielded returns

- ❖ Procurement, repairment and maintenance processes are centralized in the Procurement Division (>IDR250 Mn)
- ❖ Standardization of purchases of goods and services for all units.

Maintenance & Repair

(IDR Bn)



Goods & Services Procurement

(IDR Bn)



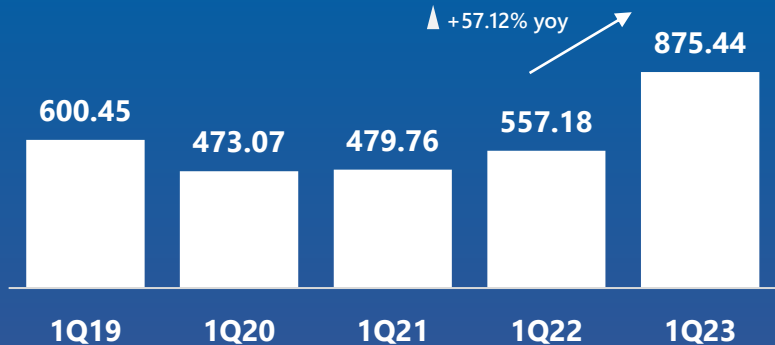
Doubling fee-based income

% FBI

As of total revenue

8.55 7.12 7.02 8.43 11.59

FBI
(IDR Bn)



Fee Based Income is projected to increase in line with the increasing fees from treasury business

Throughout 2022, BTN has recomposed its securities portfolio to anticipate upcoming market risk, the impact of which is a reduction in fee-based trading throughout 2022.

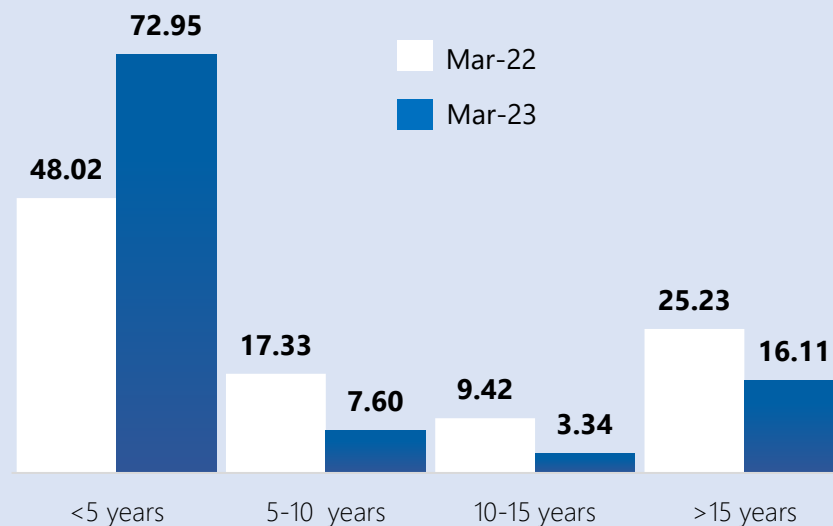
Treasury Portfolio

as of 1Q23

27.76% Available For Sale 31.04% Hold to Maturity 41.20% Trading

Maturity Profile Trading and AFS

(%)



Financial Performance



Financial Highlights

Healthy growth with stable ratios

Financial Highlights (IDR Bn)	Full Year of					First Quarter of		Growth
	2018	2019	2020	2021	2022	2022	2023	
Total Assets	306,436	311,777	361,208	371,868	402,148	367,516	401,508	9.25% yoy
Total Loan & Financing	238,298	255,825	260,114	274,835	298,282	277,137	299,748	8.16% yoy
Total Deposits	230,264	225,401	279,135	295,976	321,937	290,532	319,608	10.01% yoy
Equity	23,840	23,836	19,988	21,407	25,909	21,483	27,624	28.59% yoy
Net Profit	2,808	209	1,602	2,376	3,045	774	801	3.42% yoy
CAR (Tier 1)	15.97%	15.60%	13.64%	13.80%	16.13%	13.23%	17.50%	426 Bps
CAR (BI)	18.21%	17.32%	19.34%	19.14%	20.17%	18.15%	21.21%	306 Bps
N I M	4.32%	3.32%	3.06%	3.99%	4.40%	4.29%	3.51%	(78) bps
C I R	52.28%	58.08%	53.85%	48.18%	46.66%	45.02%	47.41%	239 bps
ROE	14.89%	1.00%	10.02%	13.64%	16.42%	16.91%	13.08%	(383) bps
ROA	1.34%	0.13%	0.69%	0.81%	1.02%	1.07%	1.02%	(5) bps
NPL (Gross)	2.81%	4.78%	4.37%	3.70%	3.38%	3.60%	3.54%	(6) bps
NPL (Nett)	1.83%	2.96%	2.06%	1.20%	1.32%	1.28%	1.46%	19 bps
Coverage Ratio	49.24%	50.01%	115.02%	141.82%	155.65%	146.73%	145.90%	(83) bps
LDR	103.49%	113.50%	93.19%	92.86%	92.65%	95.39%	93.79%	(160) bps
LCR	108.99%	136.31%	256.32%	283.16%	238.50%	251.77%	247.26%	(451) bps

Balance Sheet

Maintaining steady assets, with growth driven by both loans and deposits

Balance Sheet Summary (IDR Bn)	Full Year of				
	2018	2019	2020	2021	2022
Total Earning Assets	266,356	284,338	335,630	331,979	360,379
Term Deposit with BI	11,204	6,134	11,583	5,550	4,578
Total Loan & Financing	238,298	255,825	260,114	274,835	298,282
Government Bond/Securities	15,021	18,628	59,494	48,313	53,688
Other Earning Assets	1,833	3,751	4,439	3,281	3,831
Provision on Earning Asset	(3,320)	(6,145)	(13,066)	(14,440)	(15,679)
Total Non Earning Assets	43,401	33,584	38,645	54,329	57,449
Total Assets	306,436	311,777	361,208	371,868	402,148
CASA	99,927	97,754	114,764	131,120	156,202
Current Account	58,049	52,117	72,045	79,199	114,007
Saving Account	41,877	45,638	42,719	51,922	42,195
Time Deposits	130,337	127,647	164,371	164,856	165,736
Third Party Deposits	230,264	225,401	279,135	295,976	321,937
Securities issued	17,036	19,784	15,810	12,372	8,652
Deposits from Other Banks	6,249	4,522	35	74	179
Repurchase Agreements	948	947	0	0	0
Borrowings	18,499	28,465	34,002	30,822	33,979
Non Interest Bearing Liabilities	9,599	8,823	12,238	11,218	11,491
Total Liabilities	282,596	287,941	341,221	350,462	376,239
Total Equity	23,840	23,836	19,988	21,407	25,909
Total Liabilities & Equity	306,436	311,777	361,208	371,868	402,148

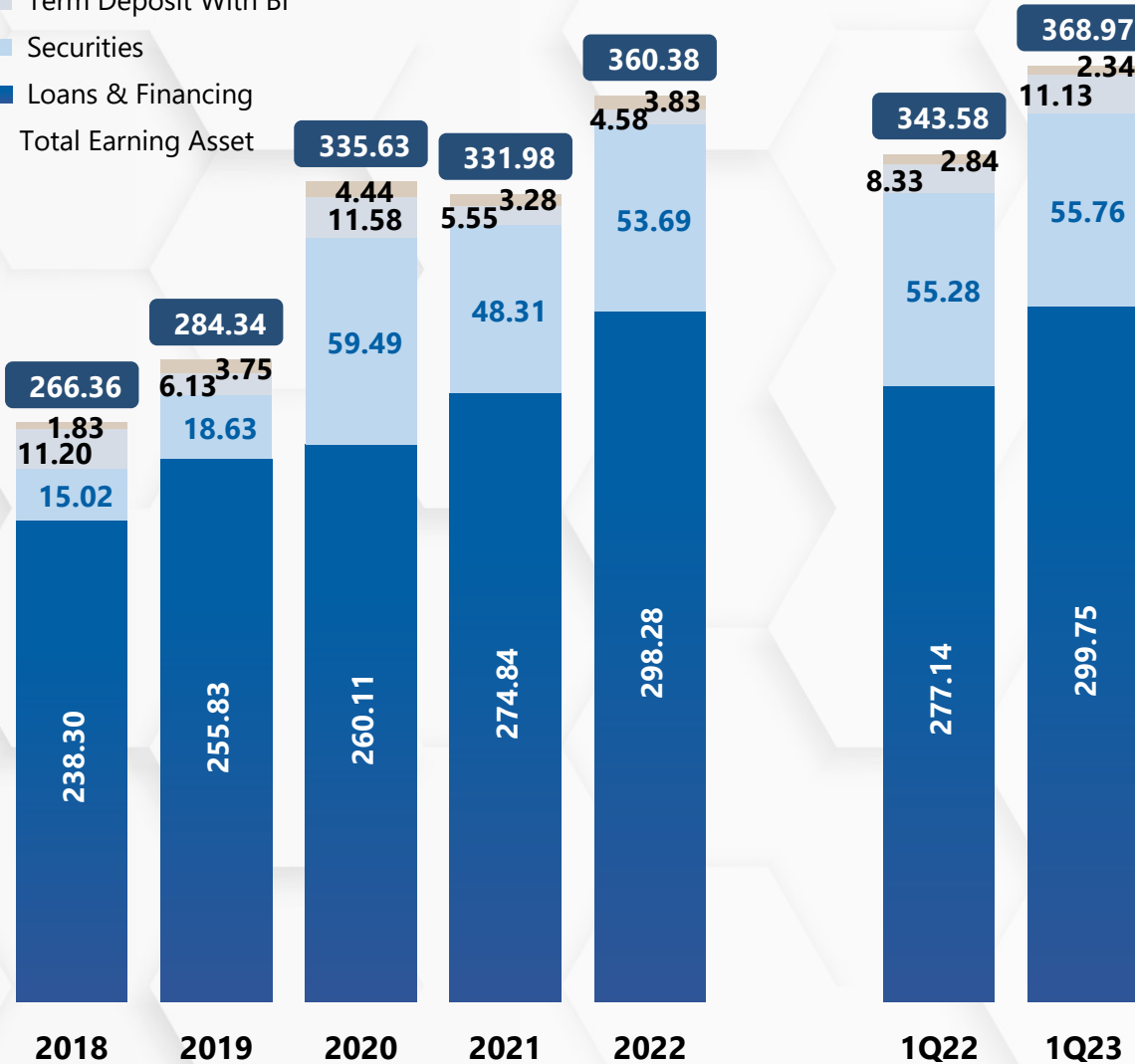
First Quarter of		Growth
2022	2023	
343,577	368,973	7.39% yoy
8,326	11,132	33.70% yoy
277,137	299,748	8.16% yoy
55,277	55,756	0.87% yoy
2,838	2,337	-17.66% yoy
(14,657)	(15,465)	5.51% yoy
38,596	48,000	24.37% yoy
367,516	401,508	9.25% yoy
128,263	166,809	30.05% yoy
82,749	127,405	53.97% yoy
45,514	39,405	-13.42% yoy
162,269	152,798	-5.84% yoy
290,532	319,608	10.01% yoy
12,374	6,645	-46.30% yoy
62	1,350	2081.08% yoy
592	0	yoy
29,311	34,221	16.75% yoy
13,161	12,059	-8.37% yoy
346,032	373,883	8.05% yoy
21,483	27,624	28.59% yoy
367,516	401,508	9.25% yoy

Asset & Earning Asset Composition

Earning assets building up strongly, continued to be dominated by loans and financing

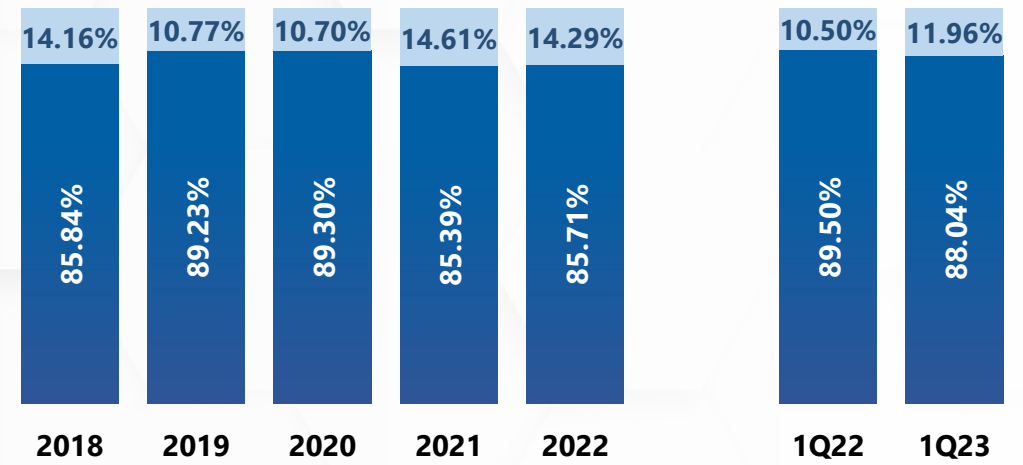
Total Earning Asset (IDR – Tn)

- Other Earning Asset
 - Term Deposit With BI
 - Securities
 - Loans & Financing
- Total Earning Asset

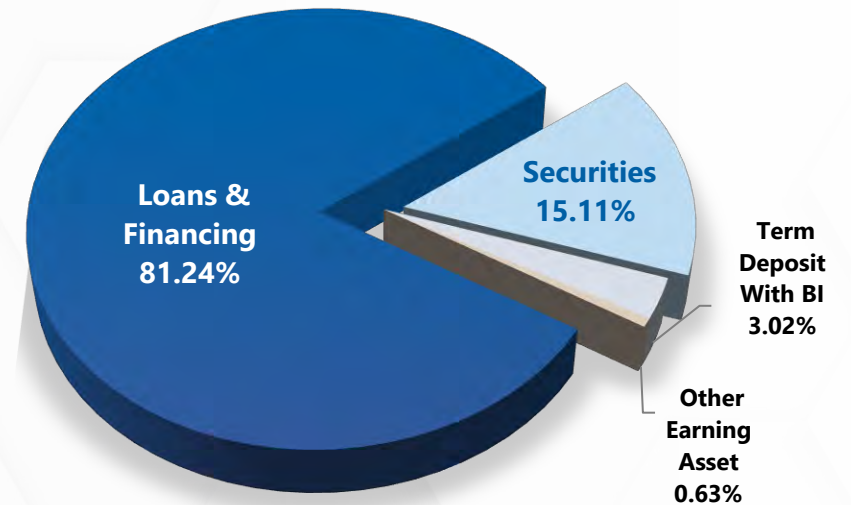


Asset Composition

- Non Earning Asset
- Earning Asset



Earning Asset Composition



Loan Mix

Focus on housing-related higher yield whilst excelling in mortgages

Loan Type (IDR Bn)	2018		2019		2020		2021		2022	
	Outs	%	Outs	%	Outs	%	Outs	%	Outs	%
Housing Loan	213,619	89.64%	229,522	89.72%	234,785	90.26%	244,823	89.08%	261,705	87.74%
Subsidized Mortgage	98,173	41.20%	111,130	43.44%	120,720	46.41%	130,683	47.55%	145,860	48.90%
Non Subsidized Mortgage	77,760	32.63%	80,649	31.52%	79,938	30.73%	83,251	30.29%	87,824	29.44%
Other Housing Loan	8,426	3.54%	8,032	3.14%	7,256	2.79%	6,976	2.54%	6,970	2.34%
Construction Loan	29,261	12.28%	29,711	11.61%	26,871	10.33%	23,914	8.70%	21,051	7.06%
Non Housing Loan	24,679	10.36%	26,303	10.28%	25,329	9.74%	30,012	10.92%	36,576	12.26%
Consumer Loan	5,695	2.39%	4,896	1.91%	5,119	1.97%	6,559	2.39%	7,010	2.35%
Commercial Loan	18,984	7.97%	9,032	3.53%	8,270	3.18%	9,512	3.46%	11,563	3.88%
Corporate Loan			12,375	4.84%	11,940	4.59%	13,942	5.07%	18,004	6.04%
Total Loan & Financing	238,298	100.00%	255,825	100.00%	260,114	100.00%	274,835	100.00%	298,282	100.00%

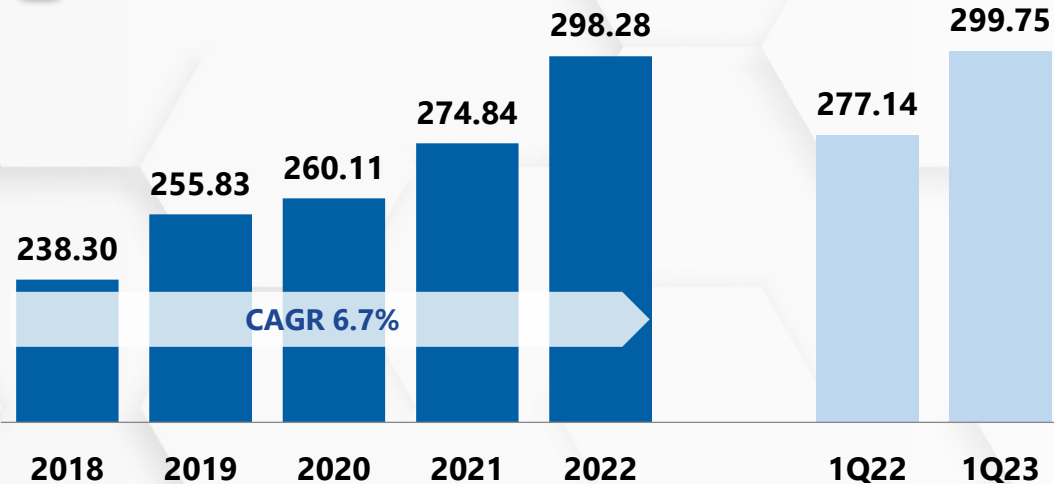
	1Q22		1Q23		Growth
	Outs	%	Outs	%	
Total Loan & Financing	248,574	89.69%	264,572	88.26%	6.44% yoy
Housing Loan	134,041	48.37%	148,655	49.59%	10.90% yoy
Non Housing Loan	84,285	30.41%	88,814	29.63%	5.37% yoy
Construction Loan	6,928	2.50%	7,051	2.35%	1.78% yoy
Commercial Loan	23,319	8.41%	20,051	6.69%	-14.02% yoy
Consumer Loan	28,563	10.31%	35,176	11.74%	23.15% yoy
Corporate Loan	6,374	2.30%	6,407	2.14%	0.52% yoy
Commercial Loan	9,512	3.43%	9,880	3.30%	3.88% yoy
Corporate Loan	12,678	4.57%	18,889	6.30%	49.00% yoy
Total Loan & Financing	277,137	100.00%	299,748	100.00%	8.16% yoy

*) Reclassified

Note: Figures on graph and table include Sharia Financing

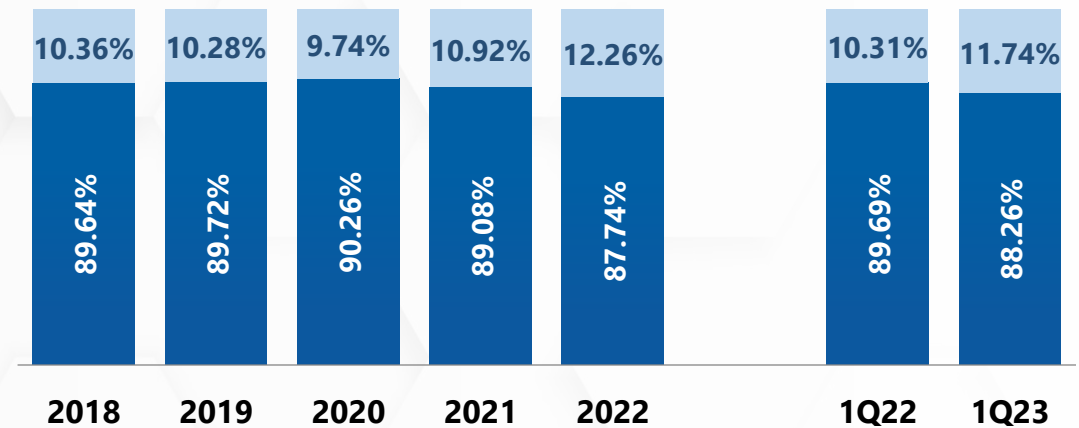
Gross Loan (IDR Bn)

▲ +8.16% yoy



Composition by Business Segment

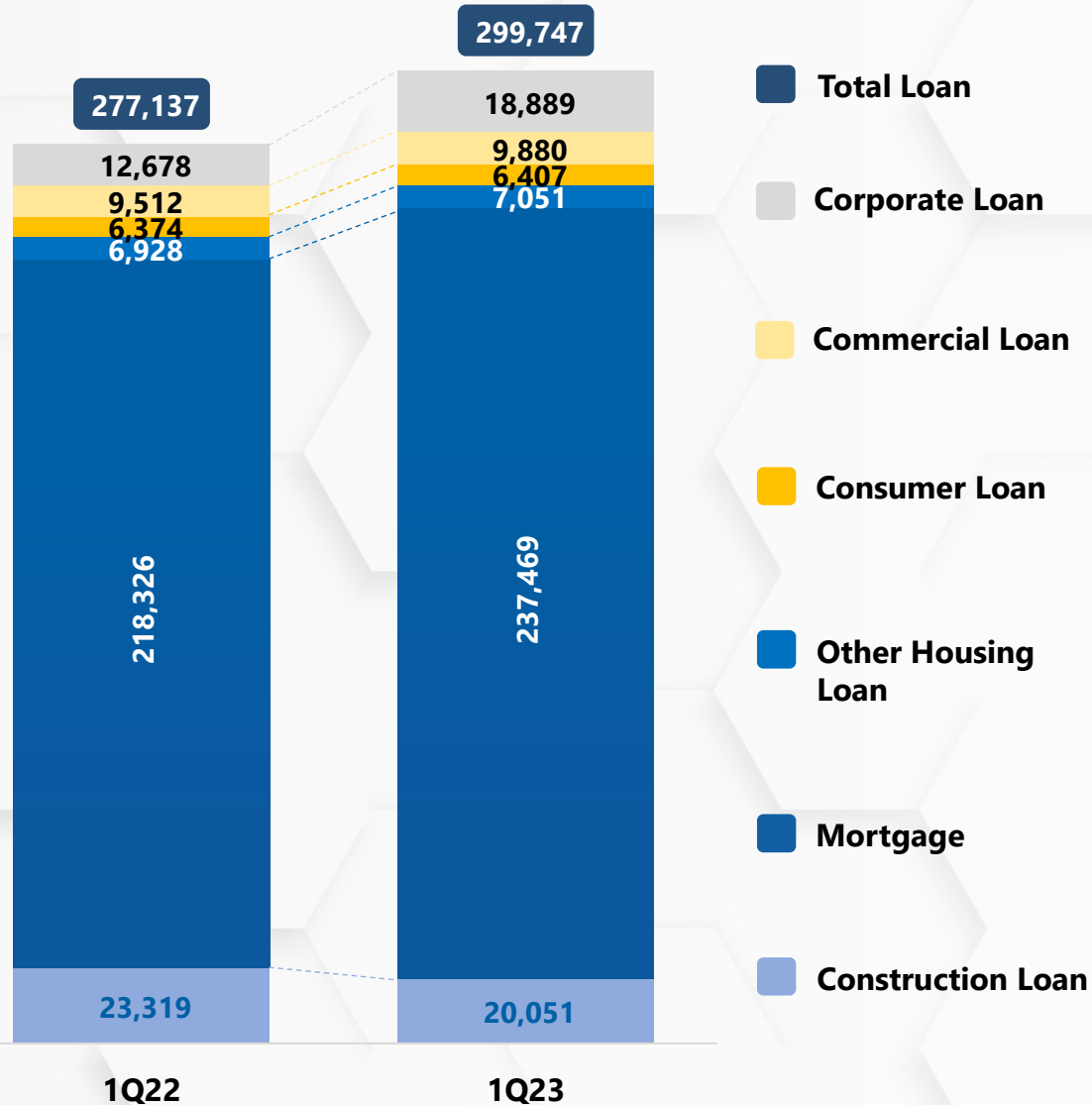
■ Non Housing Loans
■ Housing Loans



Loan Composition

Building a strong portfolio of loans, continuing the lead in mortgages and housing-related businesses

Loan Mix by Segment (IDR Bn)

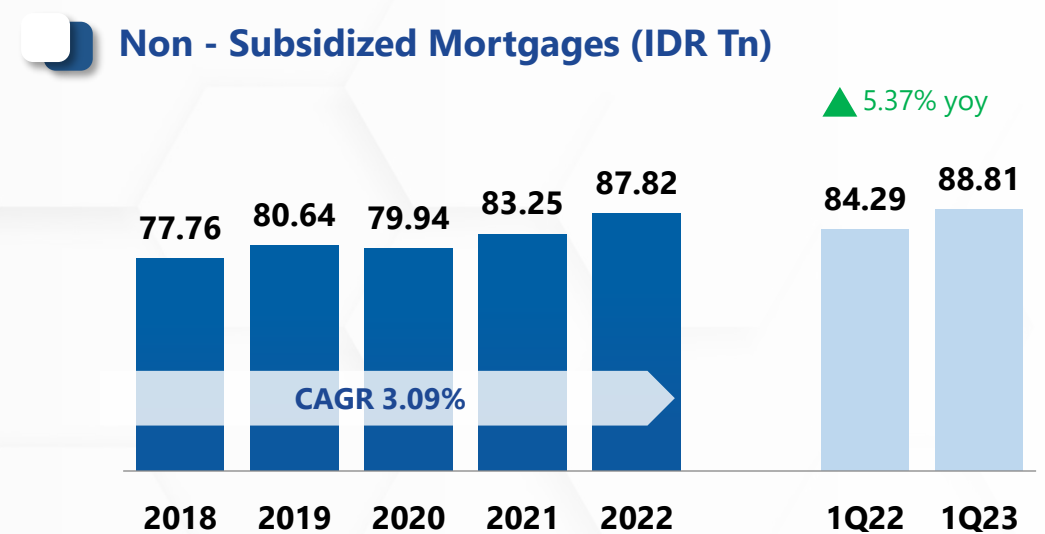
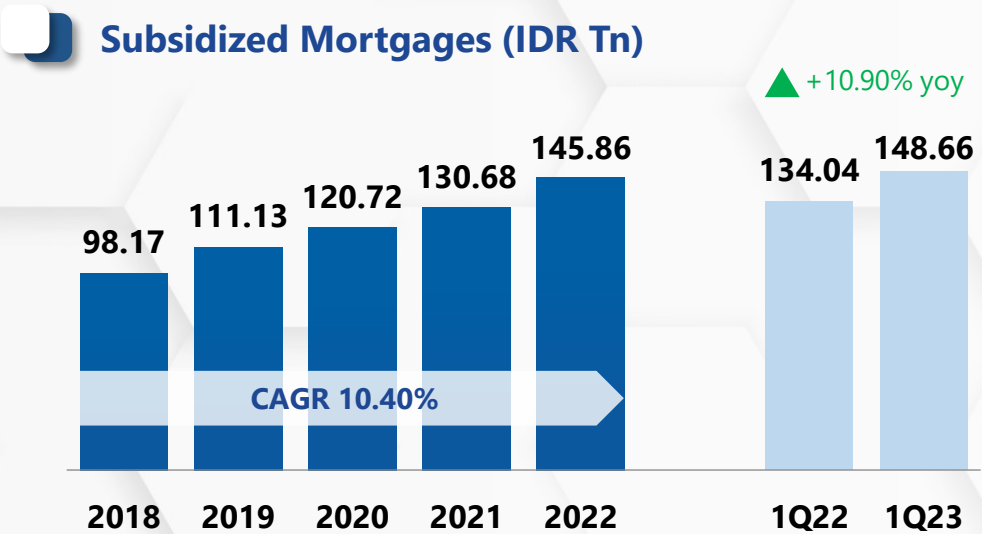
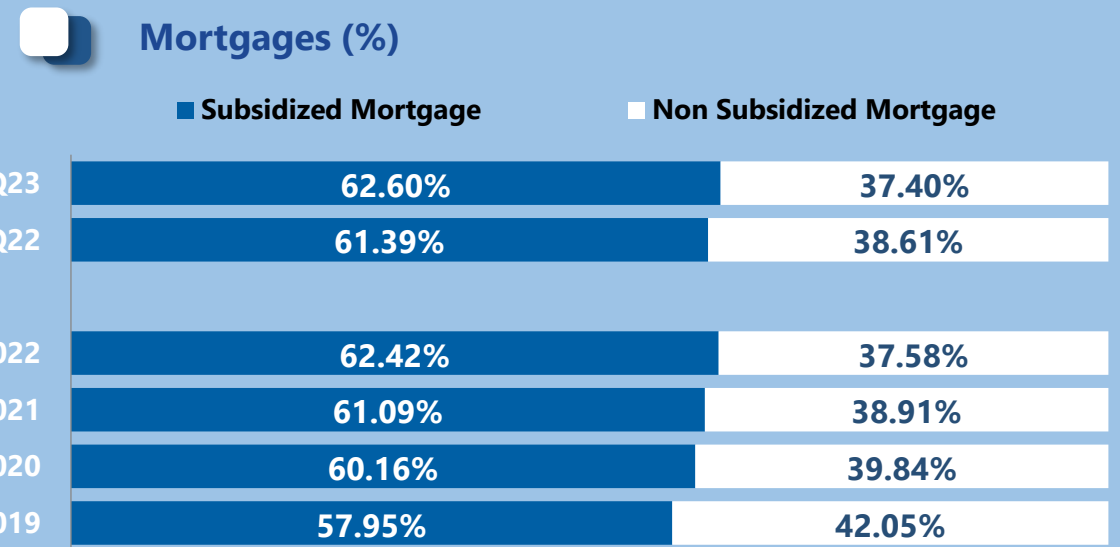
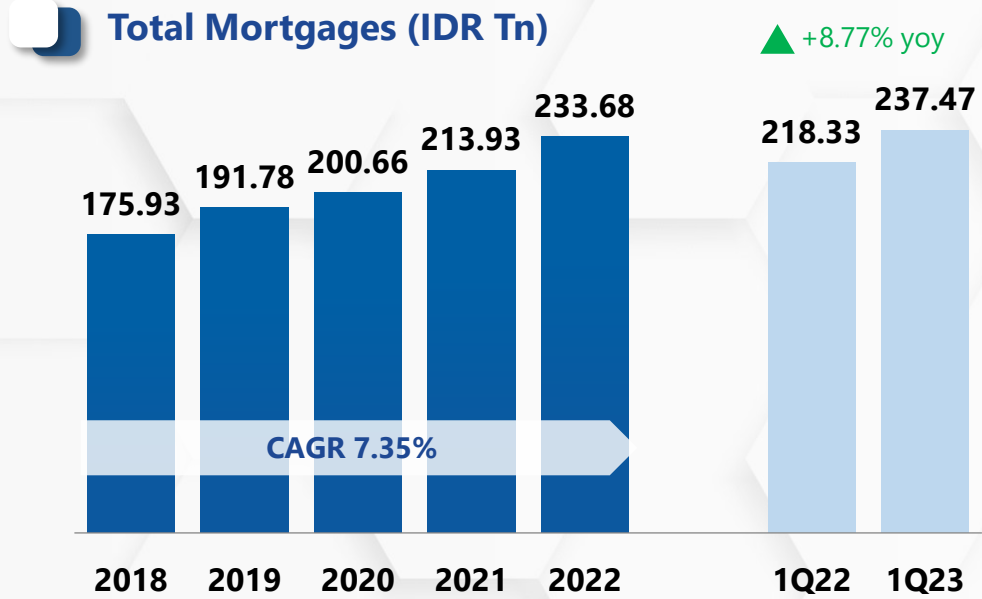


Loan Growth Strategy

% YoY	Main contributor for growth
8.16%	Focus on housing-related higher yield whilst excelling in mortgages
49.00%	Corporate segment steadily builds up with focus on the housing value chain
3.88%	Targeting high-growth SME sectors in the housing ecosystem
0.52%	Tapping captive mortgage market with extensive soft loan (KRING) offers
1.78%	Optimizing home equity loans (KAR) from existing well performing mortgage customers
8.77%	Sustained growth in housing loans with subsidized mortgages being the driver
(14.02%)	Portfolio Reposition for Construction Loan Selectively select portfolio for landed house and no more loan to high rise building

Mortgages

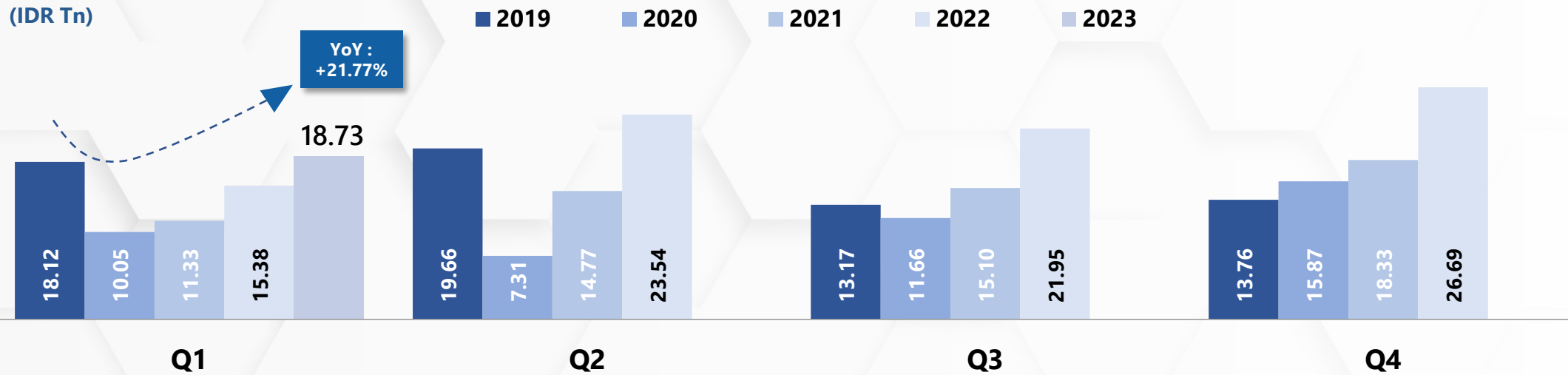
Mortgages have grown by **8.77% yoy**, above last 5 years growth of **7.35% CAGR**



Loan Disbursement

Strong disbursement in non-mortgage products

(IDR Tn)



Loan Type (IDR Bn)	Full Year of				
	2018	2019	2020	2021	2022
Housing Loan	65,095	44,117	29,712	35,399	47,537
Subsidized Mortgage	28,578	19,272	17,064	18,410	24,332
Non Subsidized Mortgage	18,350	12,498	6,935	10,969	14,343
Other Housing Loan	1,875	1,365	683	1,069	1,347
Construction Loan	16,292	10,982	5,030	4,952	7,516
Non Housing Loan	21,738	20,587	15,177	24,206	40,021
Consumer Loan	6,239	4,184	4,251	7,182	8,516
Commercial Loan	13,280	4,255	3,884	9,036	20,807
Corporate Loan	2,218	12,148	7,041	7,988	10,698
Total Loan & Financing	86,833	64,704	44,888	59,605	87,558

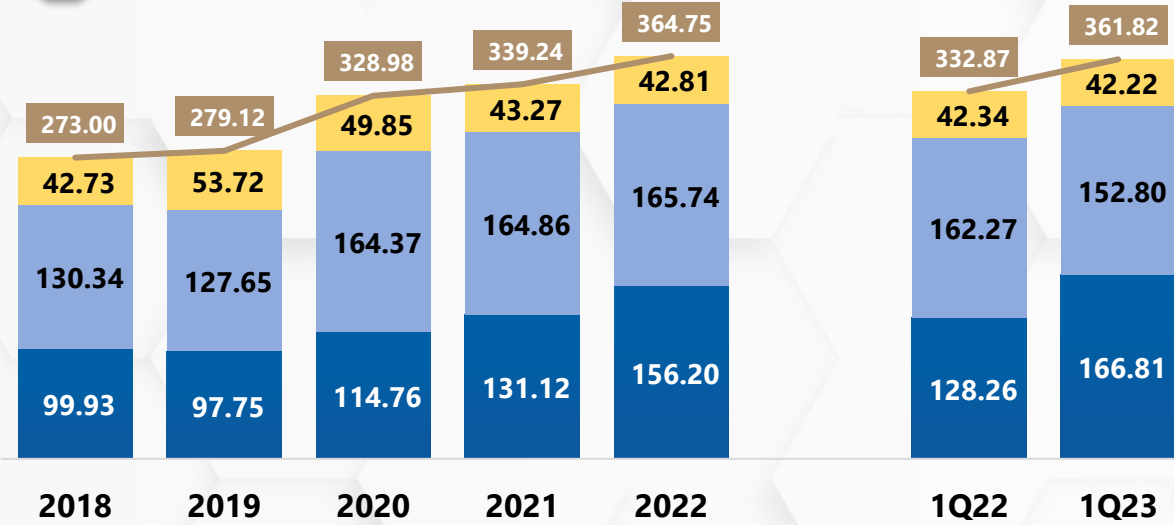
First Quarter of		Growth
2022	2023	
10,041	11,601	15.54% yoy
5,584	5,344	-4.29% yoy
2,805	3,788	35.08% yoy
229	456	99.04% yoy
1,423	2,013	41.41% yoy
5,338	7,125	33.50% yoy
1,218	663	-45.56% yoy
2,557	3,834	49.90% yoy
1,562	2,629	68.27% yoy
15,378	18,727	21.77% yoy

Note: Figures on graph and table include Sharia Financing *) Reclassified

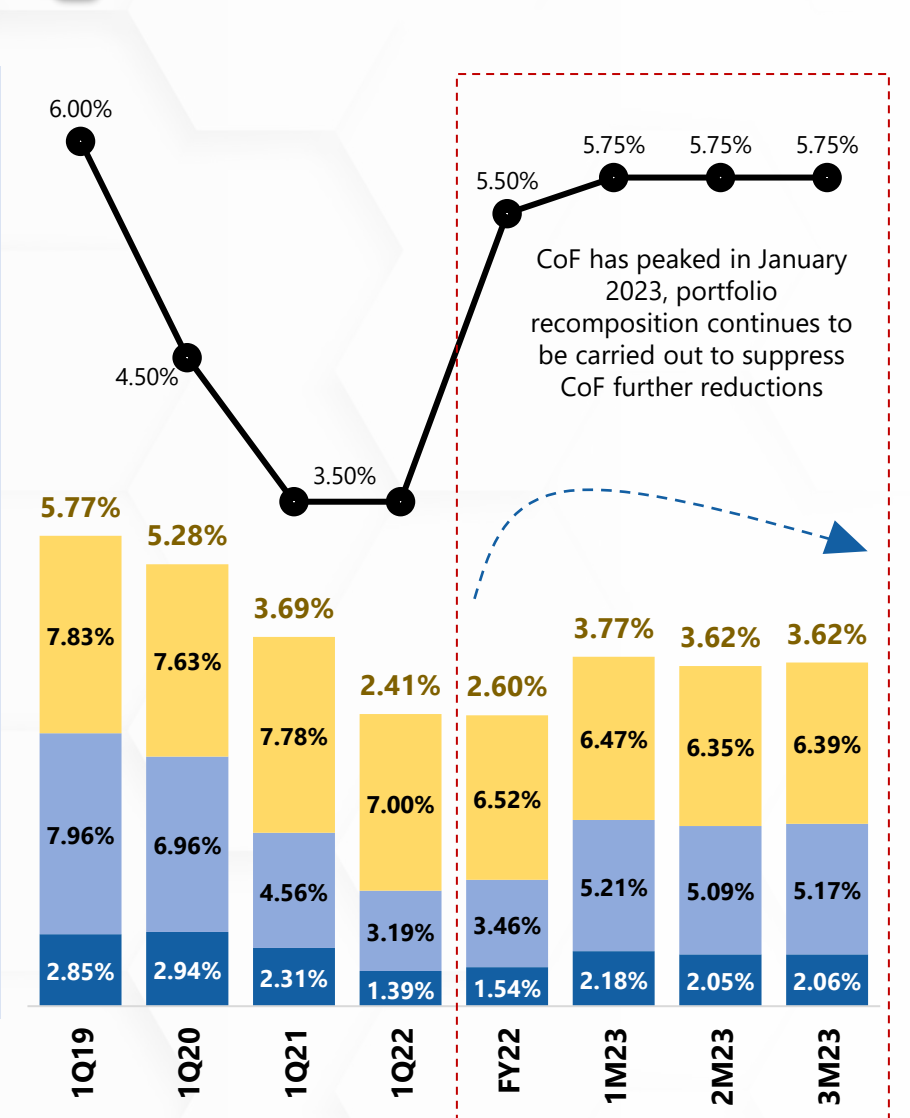
Total Funding

Balancing funding composition to maintain steady cost of fund

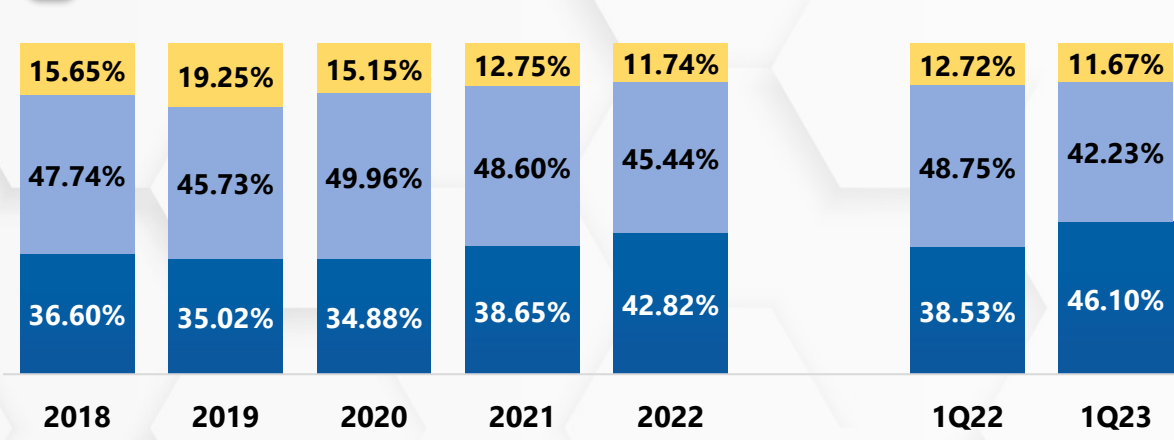
Funding Composition (IDR Tn)



Cost of Fund Trend (% YTD)



Total Funding Composition (%)



Deposits Mix

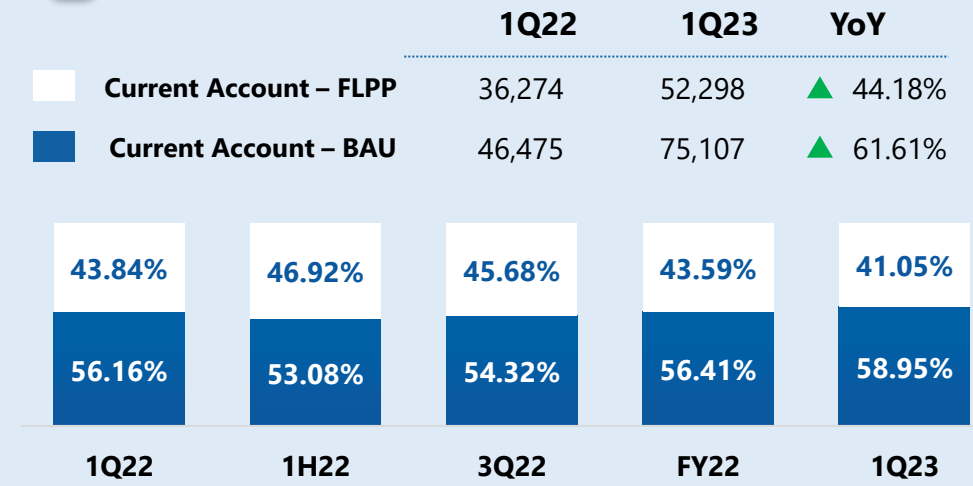
Current account continues to dominate growth, surpassing the growth of the FLPP funding portion

Deposits Mix (IDR Bn)

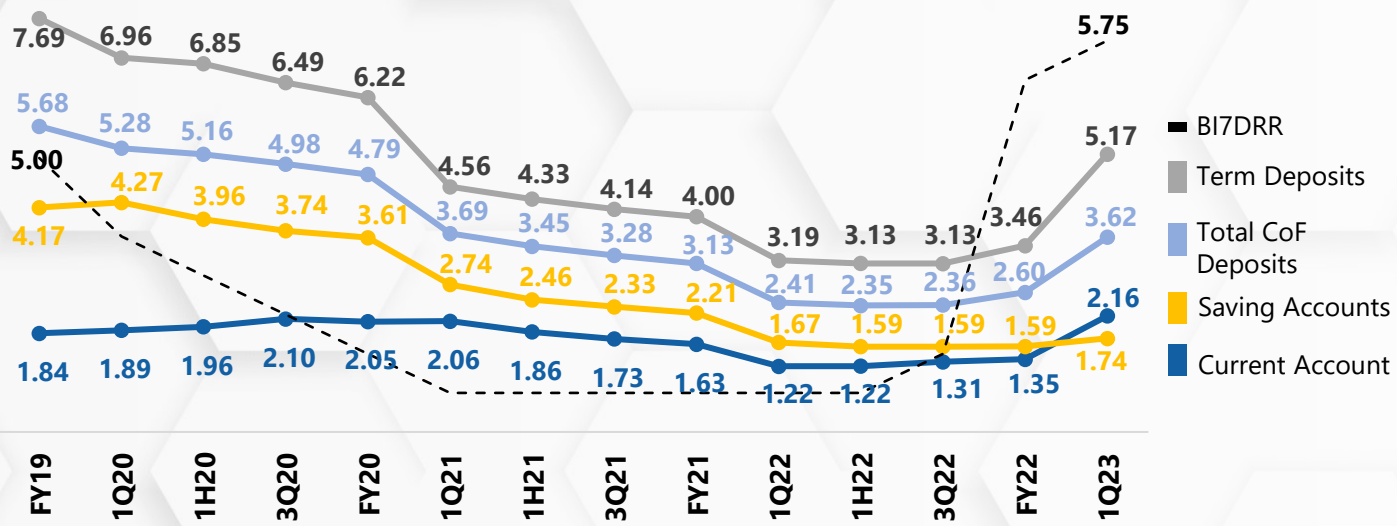
Deposits (IDR Bn)	2018	2019	2020	2021	2022
CASA	99,927	97,754	114,764	131,120	156,200
Current Account	58,049	52,116	72,045	79,198	114,007
Savings Account	41,877	45,638	42,719	51,922	42,195
Time Deposits	130,337	127,647	164,371	164,856	165,736
Total	230,264	225,401	279,135	295,976	321,937
CASA Ratio	43.40%	43.37%	41.11%	44.30%	48.52%

	1Q22	1Q23	YoY
CASA	128,263	166,809	30.05%
Current Account	82,749	127,405	53.97%
Savings Account	45,514	39,405	-13.42%
Time Deposits	162,269	152,798	-5.84%
Total	290,532	319,608	10.01%
CASA Ratio	44.15%	52.19%	8.04%

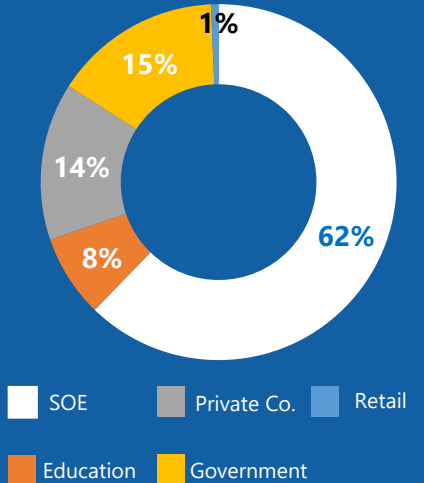
Current Account Improvement (IDR Bn)



Cost of Fund Trend – Deposits (% YTD)



Current Account Portfolio (BAU)



Transaction value from Cash Management increased significantly, as current account from BAU increased.

IDR **27.59** Tn ▲ +93.49% yoy
Trx Value

261 Tho ▲ +60.12% yoy
Trx Volume

Equity

Full effect of rights issue in place, CAR has strengthened to 21.21%

Equity and Capital (IDR Bn)	Full Year of				
	2018	2019	2020	2021	2022
Tier – 1 Capital	20,460	21,037	17,626	18,532	22,533
Tier – 2 Capital	2,868	2,313	7,369	7,175	5,635
Capital on Balance Sheet	23,840	23,836	19,988	21,407	25,909
Total RWA	128,138	134,844	129,250	134,341	139,631
RWA – Credit Risk	109,507	113,079	105,435	110,020	114,318
RWA – Market Risk	1,007	802	1,612	2,407	1,373
RWA – Operational Risk	17,623	20,963	22,203	21,914	23,939
CAR Tier 1 (Tier 1/Total RWA)	15.97%	15.60%	13.64%	13.80%	16.13%
CAR Balance Sheet (B/S/Total RWA)	18.61%	17.68%	15.46%	15.93%	18.56%
CAR BI ((Tier 1+2)/Total RWA)	18.21%	17.32%	19.34%	19.14%	20.17%
Car Tier – 2	2.24%	1.72%	5.70%	5.34%	4.04%
Capital Conservation Buffer	1.88%	2.50%	0.00%	0.00%	2.50%
Countercyclical Buffer	0.00%	0.00%	0.00%	0.00%	0.00%
Capital Surcharge (D-SIB)	0.75%	1.00%	1.00%	1.00%	1.00%

First Quarter of		Growth
2022	2023	
18,178	24,337	33.88% yoy
6,750	5,173	-23.36% yoy
21,483	27,624	28.59% yoy
137,371	139,106	1.26% yoy
109,517	118,717	8.40% yoy
4,743	2,500	-47.30% yoy
23,111	17,889	-22.59% yoy
13.23%	17.50%	426 bps
15.64%	19.86%	422 bps
18.15%	21.21%	306 bps
4.92%	3.71%	(120) bps
0.00%	2.50%	250 bps
0.00%	0.00%	- bps
1.00%	1.00%	- bps

Profit and Loss

Strong Non Interest Income bolstered PPOP

PL Summary (IDR Bn)	2018	2019	2020	2021	2022	1Q22	1Q23	YoY
Interest Income	22,839	25,678	25,167	25,828	25,888	6,052	6,676	10.31%
Interest Expense	(12,634)	(16,600)	(16,045)	(12,626)	(10,740)	(2,478)	(3,555)	43.48%
Net Interest Income	10,205	9,078	9,122	13,201	15,148	3,574	3,121	-12.68%
Other Operating Income	2,127	2,113	2,515	2,488	2,234	557	875	57.11%
Other Operating Expense (Exclude Provision)	(6,982)	(7,269)	(7,053)	(9,025)	(9,406)	(2,357)	(2,229)	-5.45%
Pre Provision Operating Profit (PPOP)	5,350	3,922	4,584	6,664	7,975	1,774	1,767	-0.36%
Provision	(1,714)	(3,487)	(2,262)	(3,628)	(4,041)	(786)	(749)	-4.69%
Profit From Operations	3,635	436	2,322	3,036	3,934	988	1,019	3.08%
Non Operating Income (Expense)	(25)	(25)	(51)	(43)	(59)	(6)	(4)	-34.82%
Profit Before Tax	3,610	411	2,271	2,993	3,876	982	1,014	3.33%
Net Profit	2,808	209	1,602	2,376	3,045	774	801	3.42%
Earning per Share	265	20	151	224	236	55*	57	3.42%

*) adjusted to total outstanding shares after rights issue

- Increase in interest expense by **43.48% yoy** is still lower than policy rate hike by around 50% (from 3.75% - 5.75%).
- Other Operating Expense decreased by **5.45% yoy** due to the efficiency throughout last year.
- Provision charge has decreased by **4.69% yoy** to become IDR749 Bn.
- Net Profit grew by **3.42% yoy**, booked at IDR801 Bn.

Profit and Loss Composition (1/2)

Interest from loans grew well, still dominating the interest income composition

Interest Income

Interest Income (IDR Bn)	2018	2019	2020	2021	2022	1Q22	1Q23	YoY	% portion of 1Q23
Placement with Bank Indonesia	145	199	374	459	321	86	118	37.46%	1.76%
Placement with other bank	35	27	12	71	10	1	6	629.57%	0.09%
Securities	853	989	1,683	2,577	2,253	613	570	-7.01%	8.54%
Loan	19,852	22,203	21,173	20,615	20,956	4,809	5,262	9.41%	78.82%
Others	-	-	3	19	61	2	23	1283.77%	0.35%
Income from Syariah	1,95	2,261	1,922	2,087	2,286	541	697	28.84%	10.44%
Total	22,839	25,678	25,167	25,828	25,888	6,052	6,676	10.31%	100.00%

Interest Expense

Interest Expense (IDR Bn)	2018	2019	2020	2021	2022	1Q22	1Q23	YoY	% portion of 1Q23
Bank Indonesia	-	-	-	-	-	-	-	0.00%	0.00%
Deposits from Other Banks	459	508	195	52	135	10	44	323.79%	1.23%
Deposits from Non Banks	9,498	12,679	11,755	9,135	7,918	1,736	2,877	65.72%	80.92%
Securities Issued	1,556	1,652	1,552	1,261	880	270	170	-37.23%	4.77%
Fund Borrowings	1,026	1,689	2,518	2,176	1,801	460	465	1.00%	13.07%
Others	94	73	25	1	7	1	0	-92.41%	0.00%
Total	12,634	16,600	16,045	12,626	10,740	2,478	3,555	43.48%	100.00%

Profit and Loss Composition (2/2)

Continuing to build up Other Operating Income whilst pushing down expenses

Operating Income

Other Operating Income (IDR Bn)	2018	2019	2020	2021	2022
Marked to market	42	23	106	-	-
Gain (Losses)	456	623	665	895	141
Reversal on Provisions	-	-	0	4	23
Commissions, Services & Admin Fee	1,044	1,107	996	1,095	1,243
Others	543	360	749	493	827
Total	2,085	2,114	2,515	2,488	2,234

	1Q22	1Q23	YoY	% portion of 1Q23
Marked to market	-	100		11.39%
Gain (Losses)	165	101	-38.44%	11.58%
Reversal on Provisions	-	-		0.00%
Commissions, Services & Admin Fee	298	313	5.02%	35.73%
Others	95	362	281.99%	41.29%
Total	557	875	57.12%	100.00%

Operating Expense

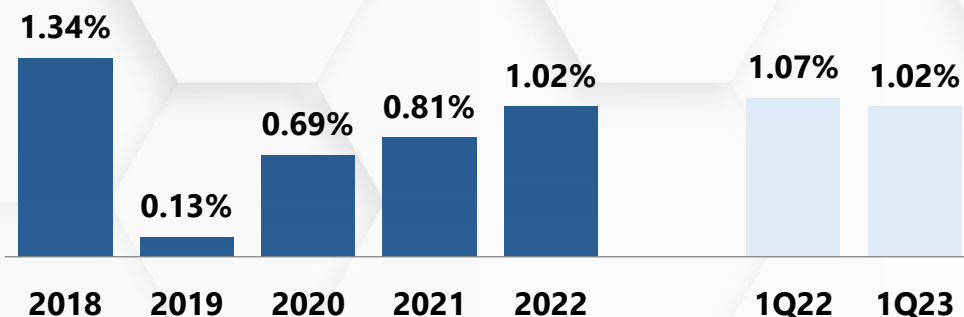
Other Operating Expense (IDR Bn)	2018	2019	2020	2021	2022
Provisions	1,714	3,487	2,262	3,628	4,041
Salaries & Employee Benefit	2,474	2,435	2,560	2,953	3,311
General Administration	877	875	886	1,530	1,048
Others	395	483	487	911	939
Rent, Service & Maintenance	849	966	778	806	913
Depreciation	264	314	526	556	629
Promotion	597	455	268	340	470
Collector Fees & Consultant	932	1,036	979	1,053	1,069
Insurance Premium	421	489	496	642	621
Training	138	96	42	51	88
Research & Development	14	16	8	6	6
Other Taxes	10	12	13	13	12
Gain (Losses)	11	92	9	11	500
Marked to Market	0	0	-	154	10
Total	8,697	10,756	9,315	12,653	13,656

	1Q22	1Q23	YoY	% portion of 1Q23
Provisions	786	751	-4.46%	26.22%
Salaries & Employee Benefit	827	831	0.52%	29.02%
General Administration	259	268	3.40%	9.37%
Others	358	145	-59.58%	5.06%
Rent, Service & Maintenance	205	177	-13.61%	6.17%
Depreciation	129	162	25.03%	5.65%
Promotion	81	104	29.48%	3.65%
Collector Fees & Consultant	252	234	-7.01%	8.18%
Insurance Premium	165	170	3.61%	5.95%
Training	8	18	120.97%	0.64%
Research & Development	1	1	-31.50%	0.02%
Other Taxes	2	2	10.92%	0.06%
Gain (Losses)	7	-		0.00%
Marked to Market	90	-		0.00%
Total	3,169	2,863	-9.64%	100.00%

Key Financial Ratios

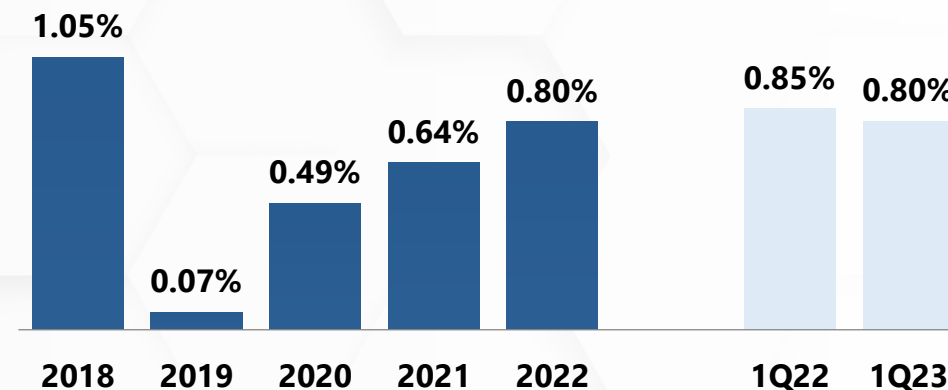
Moderating returns in the midst of asset and capital build-up

ROA¹ – Before Tax



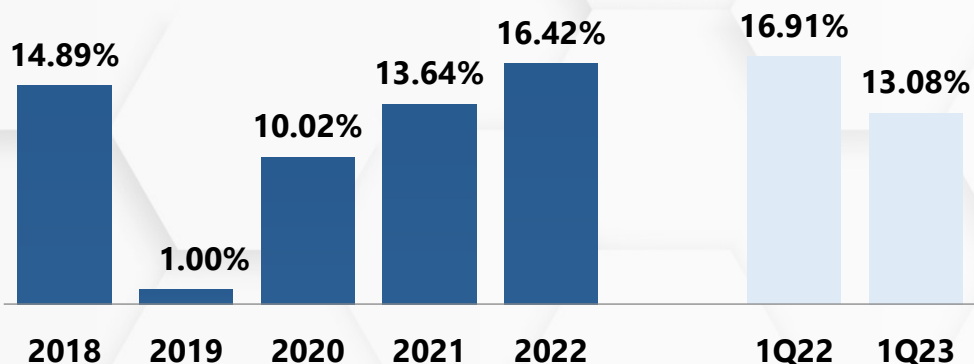
¹Calculated based on income before income tax (include tax benefit and extraordinary item)/ average total asset based on Bank Indonesia regulation

ROA² – After Tax



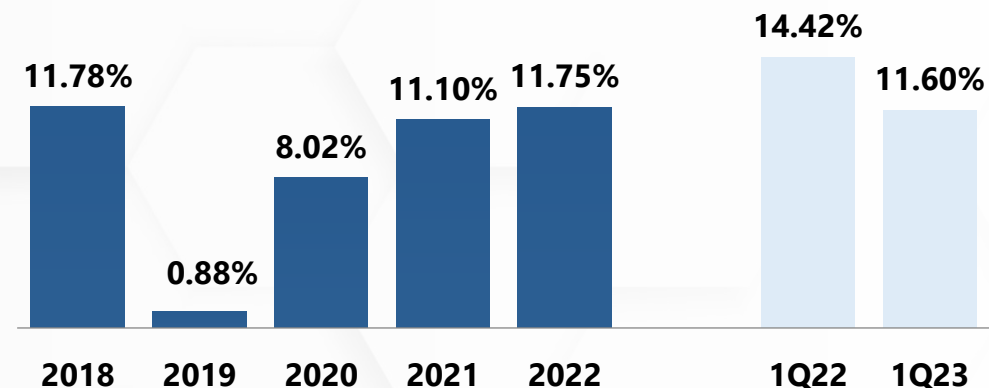
²Calculated based on net profit/average total asset

ROE³ – Tier 1 Capital



³Calculated based on net profit/average Tier 1 Capital based on Bank Indonesia regulation

ROE⁴ – Balance Sheet



⁴Calculated based on net profit/total stakeholder's equity

Asset Quality & Risk Management



Loan Quality

Continued improvement in loan quality and provision

Collectibility	2018		2019		2020		2021		2022	
	IDR Bn	%	IDR Bn	%	IDR Bn	%	IDR Bn	%	IDR Bn	%
Current	211,289	88.67%	217,344	84.96%	230,456	88.60%	252,244	91.78%	268,077	89.87%
Special Mentioned	20,309	8.52%	26,251	10.26%	18,303	7.04%	12,412	4.52%	20,134	6.75%
Performing Loan (PL)	231,598	97.19%	243,595	95.22%	248,759	95.63%	264,656	96.29%	288,211	96.62%
Substandard	570	0.24%	3,088	1.21%	738	0.28%	222	0.08%	580	0.19%
Doubtful	473	0.20%	1,396	0.55%	582	0.22%	484	0.18%	888	0.30%
Loss	5,656	2.37%	7,747	3.03%	10,036	3.86%	9,473	3.45%	8,602	2.88%
Non Performing Loan (NPL)	6,700	2.81%	12,230	4.78%	11,355	4.37%	10,185	3.71%	10,070	3.38%
PL + NPL	238,298	100.00%	255,825	100.00%	260,114	100.00%	274,841	100.00%	298,282	100.00%
NPL Gross	2.81%		4.78%		4.37%		3.70%		3.38%	
NPL Nett	1.83%		2.96%		2.06%		1.20%		1.32%	

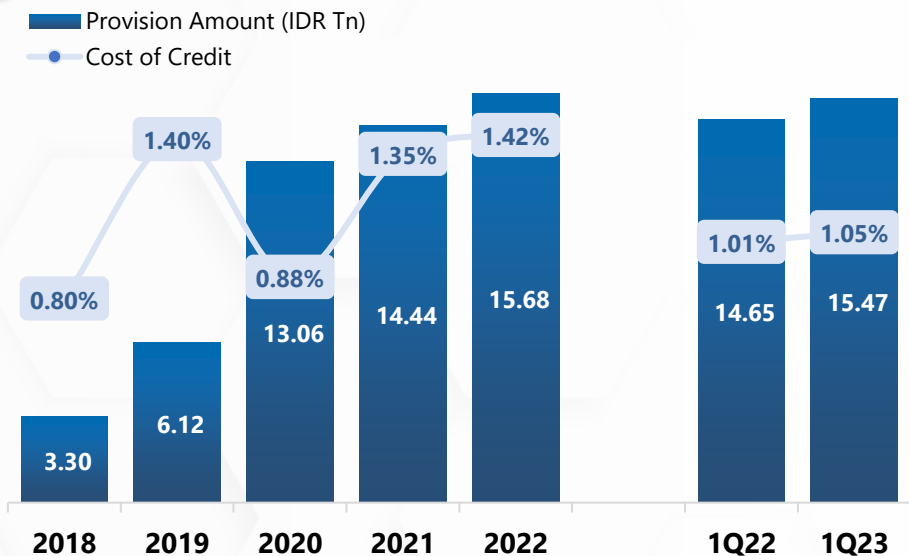
1Q22		1Q23	
IDR Bn	%	IDR Bn	%
248,999	89.85%	262,670	87.63%
18,153	6.55%	26,481	8.83%
267,152	96.40%	289,151	96.46%
307	0.11%	732	0.24%
425	0.15%	1,270	0.42%
9,252	3.34%	8,596	2.87%
9,985	3.60%	10,597	3.54%
277,137	100.00%	299,748	100.00%
3.60%		3.54%	
1.28%		1.46%	

NPL Breakdown by Segment

Loan Type (%)	Full-Year of				
	2018	2019	2020	2021	2022
Housing Loan	2.49%	4.44%	4.11%	3.52%	3.37%
Subsidized Mortgage	0.81%	0.98%	1.01%	0.83%	0.93%
Non Subsidized Mortgage	2.77%	3.92%	3.58%	2.65%	1.87%
Other Housing Loan	3.58%	4.71%	4.44%	3.41%	2.88%
Construction Loan	7.13%	18.71%	19.58%	21.29%	26.20%
Non Housing Loan	5.52%	7.79%	6.70%	5.18%	3.44%
Consumer Loan	1.33%	2.81%	2.08%	1.22%	1.08%
Commercial Loan	8.64%	21.17%	19.25%	15.26%	9.42%
Corporate Loan	0.00%	0.00%	0.00%	0.17%	0.64%
Total Loan & Financing	2.81%	4.78%	4.37%	3.70%	3.38%

1 st Quarter of	
2022	2023
3.41%	3.54%
0.84%	1.22%
2.48%	1.95%
3.20%	2.90%
21.62%	28.02%
5.28%	3.48%
1.15%	1.39%
14.85%	10.16%
0.18%	0.69%
3.60%	3.54%

Provision Amount & Cost of Credit (COC)

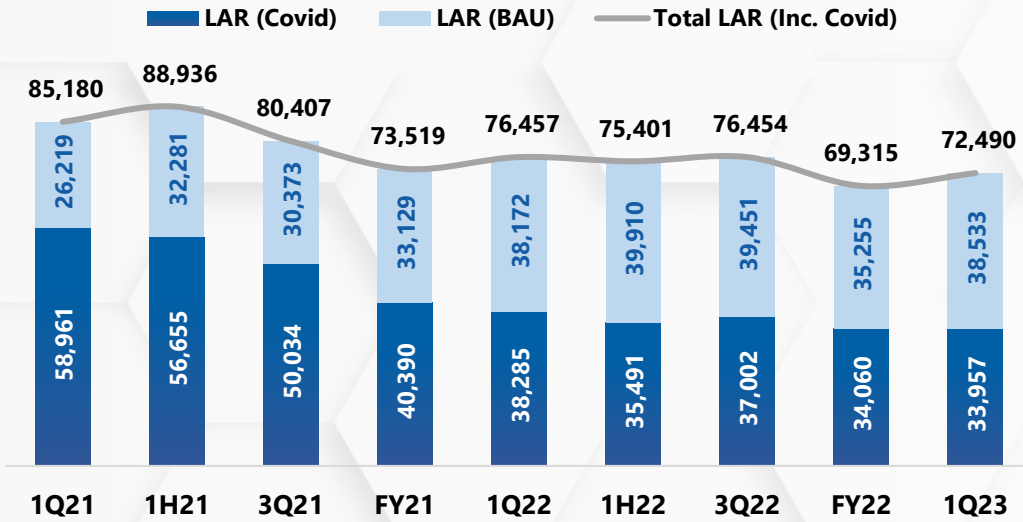


Note: Figures on graph and table include Sharia Financing

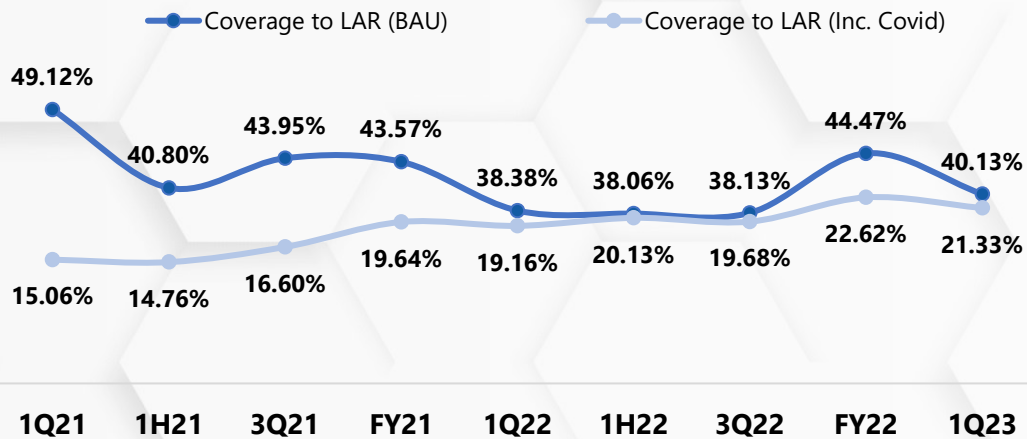
Loan at Risk (LAR)

The impact of stopping Covid-19 restructured loan to LAR is still minimal

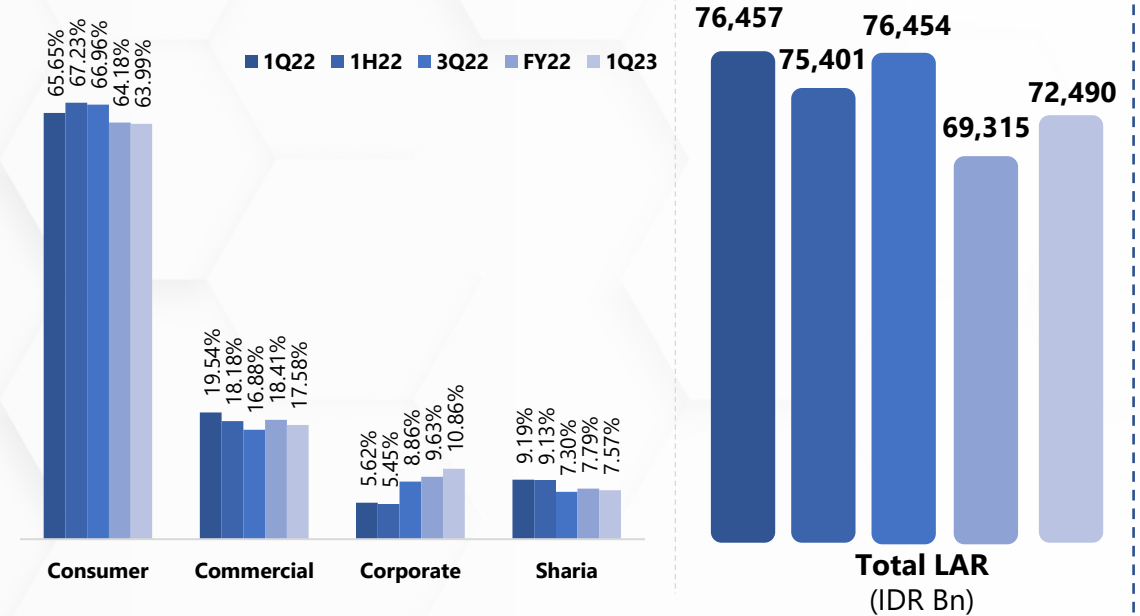
Component of LAR (IDR Bn)



LAR Coverage



LAR By Segment Trend



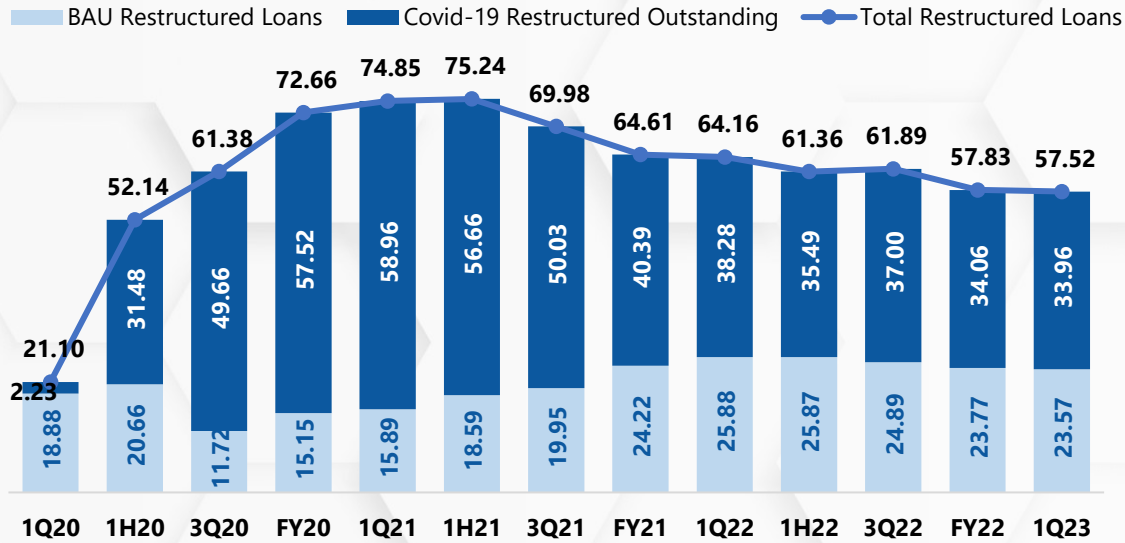
LAR Management Strategy

- There has been no covid restructured loan given since November 2022, and the impact is still minimal.
- Forming of a task force team for loan and financing management to evaluate flow of covid restructured loan periodically
- Intensifying communication to remind borrowers of their payment 3 months before
- More selective to non-covid restructured loan

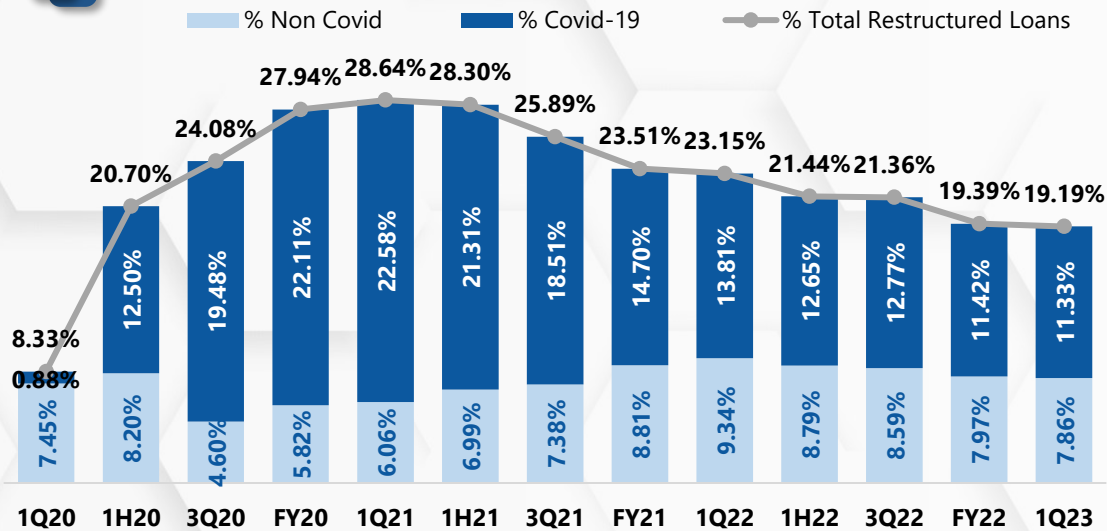
Stronger Provision to Cover for Distressed Asset

Declining restructured loan in most in all segment

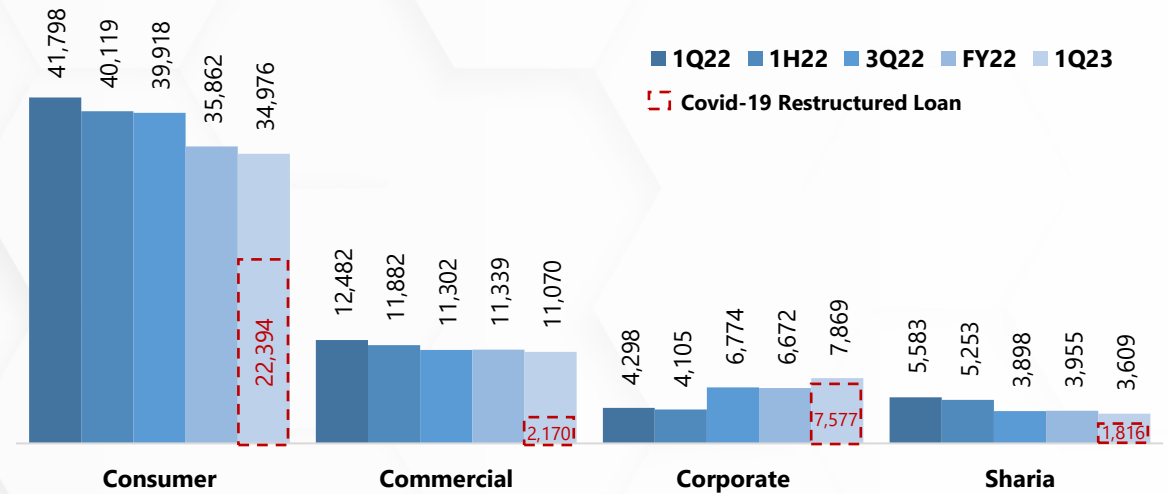
Total Restructured Loan (IDR Tn)



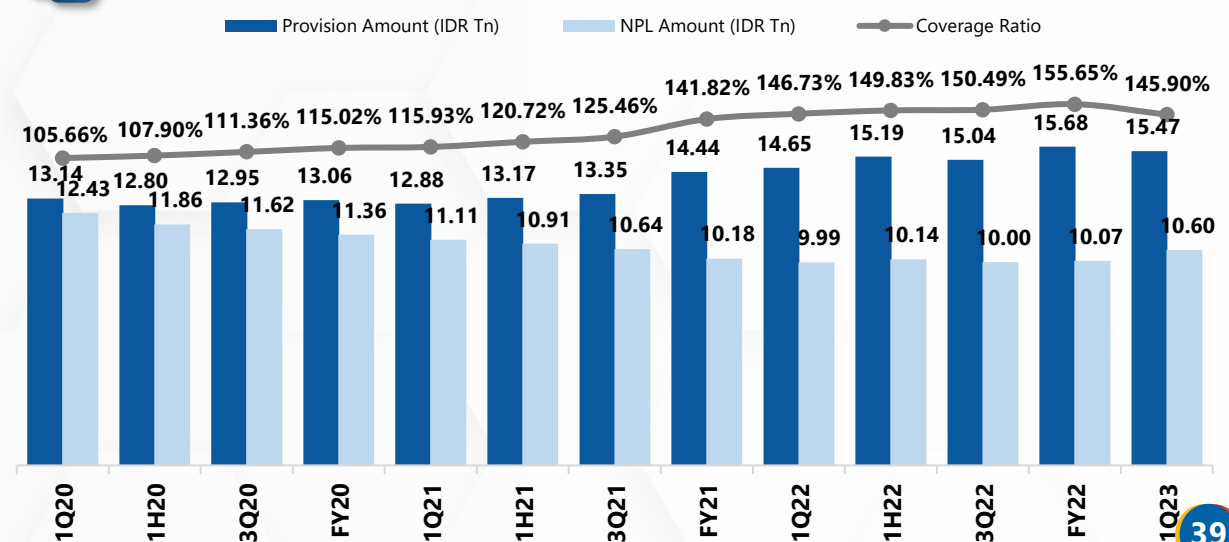
Total Restructured Loan (%)



Total Restructured Loan by Segment (IDR Bn)



Provision and Non Performing Loan Trend



How to Decrease the Amount of Accrued Interest?

Several strategies are undertaken by BTN to control the growth of accrued interest in the future

Managing existing loans with rigorous risk management – Selectively adding new restructured loans, providing new types of restructuring scheme and strictly monitoring the accuracy of payments from customers

Selling with Bulk Asset Sales scheme - Target of total asset sales of **IDR1.07 Tn**, including of **IDR800 Bn** of NPLs in the first tranche within 1H 2023 , and another tranche targeted to be done in 4Q 2023.

Downgrading to NPL - Stress test on asset quality is still manageable, with provision charge still within guidance. Default rate is estimated at **IDR2.16 Tn** or 6.36% of total Covid-19 Restructured Loans

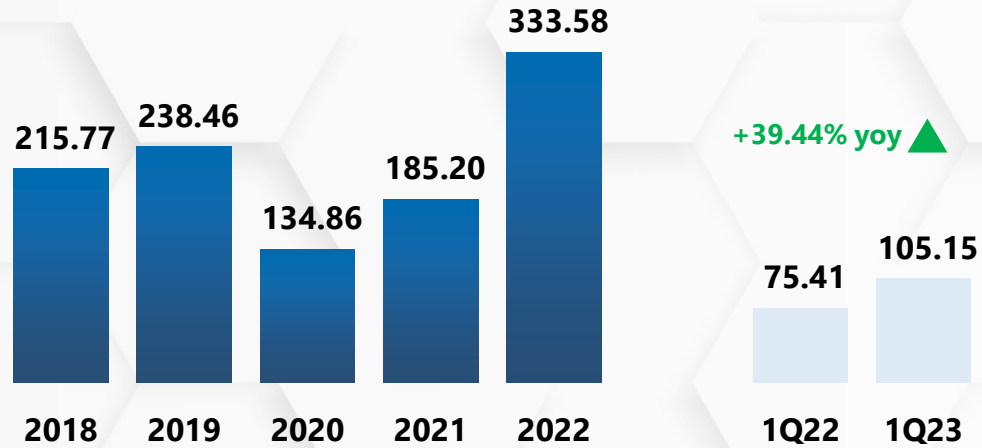
Sharia Business



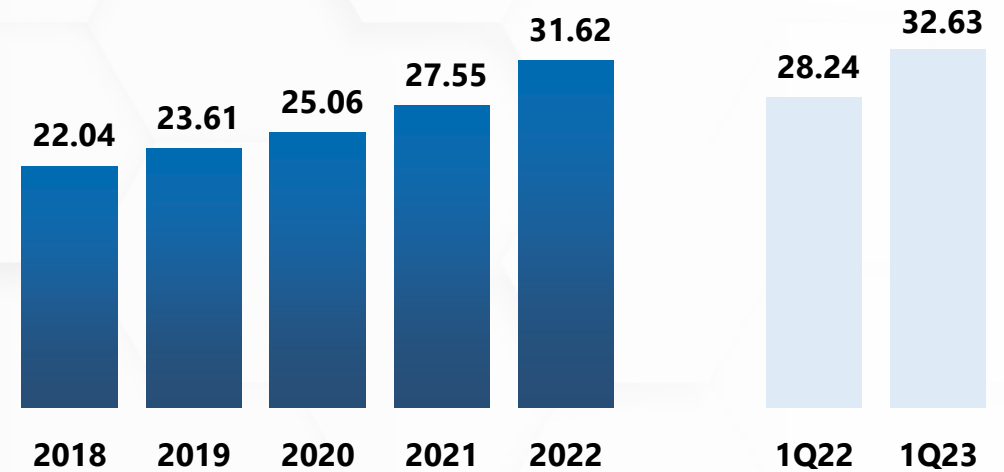
Sharia Business

Ever-improving Sharia Unit : Net Profit grew 39.44% YoY

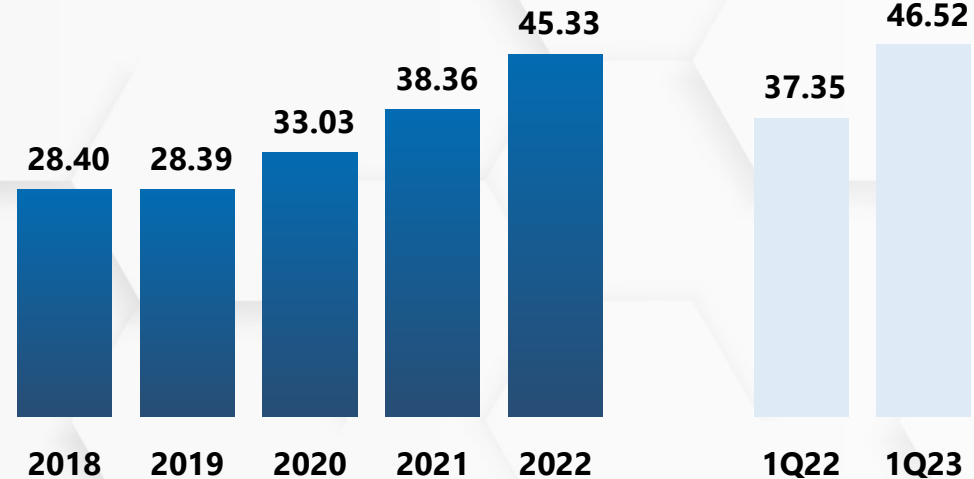
Sharia Net Profit (IDR Bn)



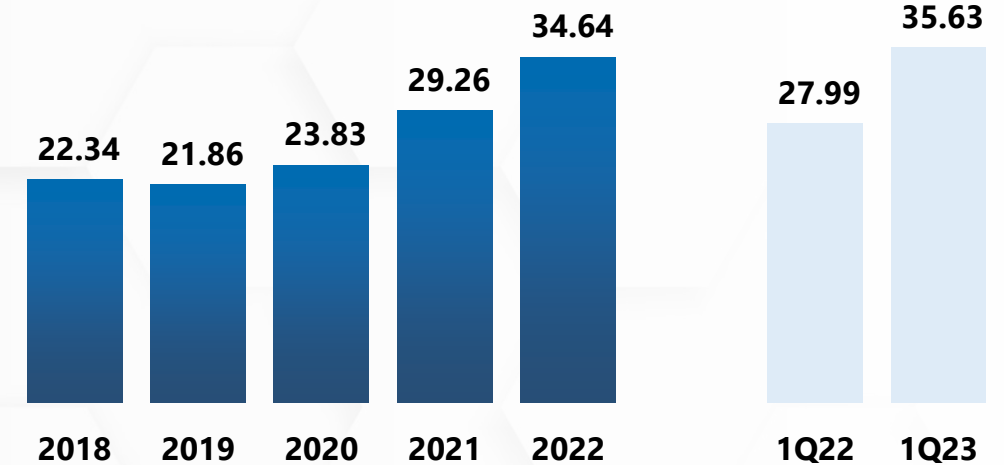
Sharia Financings (IDR Tn)



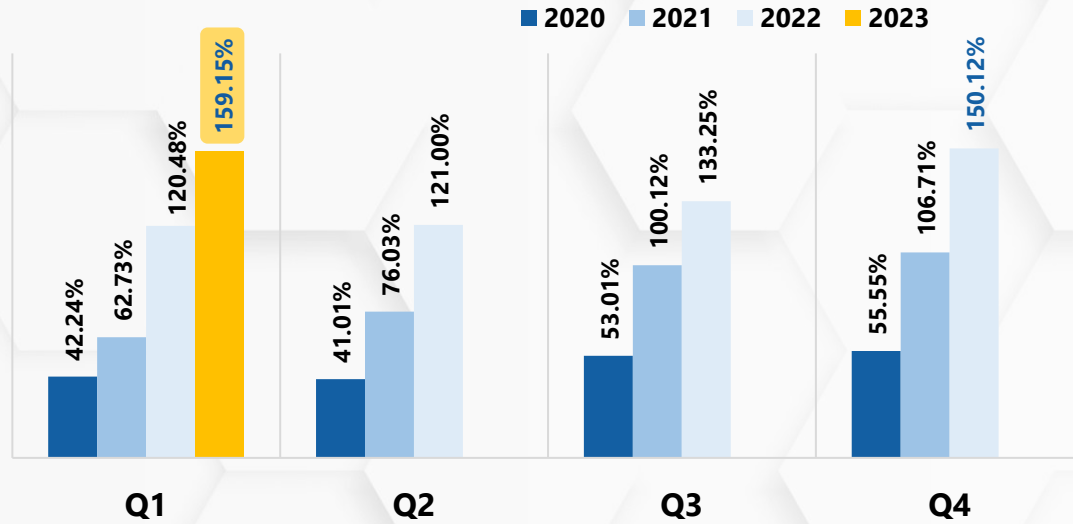
Sharia Asset (IDR Tn)



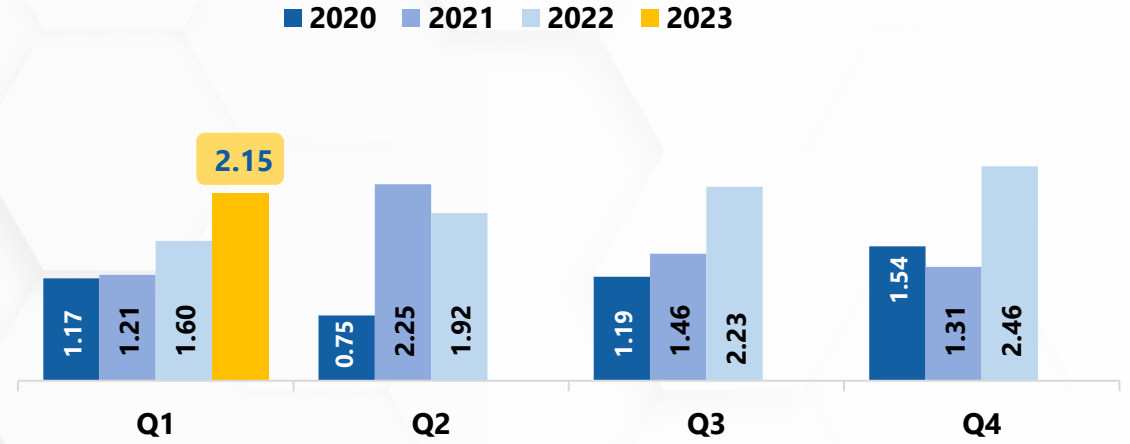
Sharia Total Deposits (IDR Tn)



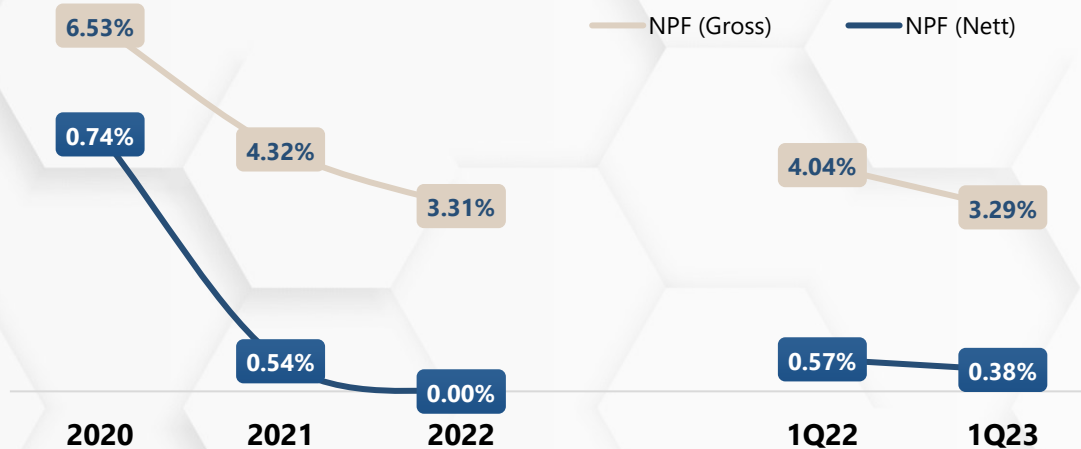
Sharia Coverage



Sharia Financing Disbursement (IDR Tn)



Sharia NPF (Gross) & NPF (Net)



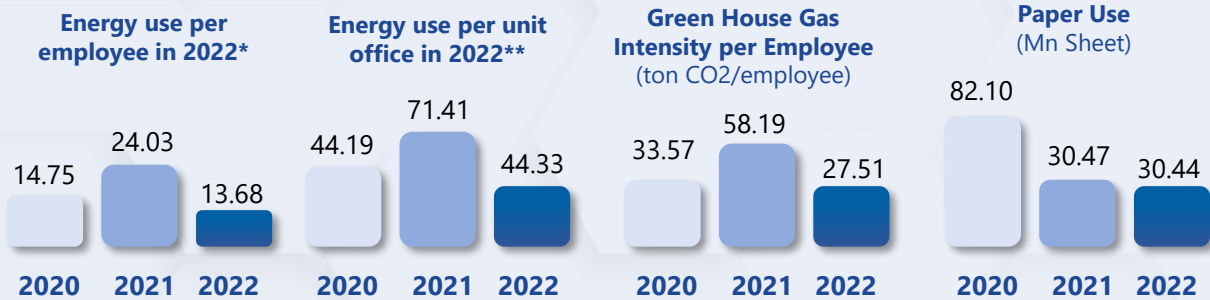
Sharia Financing Quality by Segment

Loan Type	SMF				NPF (Gross)			
	2020	2021	2022	1Q23	2020	2021	2022	1Q23
Housing Loan	7.12%	6.34%	6.73%	8.45%	4.92%	3.85%	3.16%	3.15%
Subsidized Mortgages	7.18%	6.43%	7.06%	9.05%	0.63%	0.53%	0.87%	1.02%
Non-Subsidized	6.41%	6.31%	6.99%	8.55%	1.53%	1.41%	1.30%	1.60%
Other Housing	8.23%	9.82%	8.88%	11.88%	2.40%	2.14%	5.54%	4.15%
Construction Loan	9.26%	5.58%	1.63%	1.13%	42.69%	45.08%	38.01%	35.49%
Non-Housing Loan	4.62%	2.12%	0.02%	0.88%	48.50%	14.77%	9.00%	8.84%
Consumer Loan	5.52%	6.13%	3.76%	4.18%	8.29%	3.13%	4.68%	4.42%
Commercial Loan	4.18%	1.09%	0.04%	0.11%	68.18%	17.77%	9.94%	9.88%
Total Loan	7.03%	6.16%	6.57%	8.27%	6.53%	4.32%	3.31%	3.29%

Sustainable Finance



Environmental Sustainability



Applied Digital Banking to Reduce Paper Usage:

- Letter distribution and disposition through iFlow
- Implementation of Smart Branch to maximize digitization by reducing the use of paper forms
- Mortgage applications through BTN Property using E-Form
- IPL, parking fees, and other housing maintenance fees management through BTN Smart Residence

*GigaJoule/Employee

**GigaJoule/Unit Office

Social Welfare

No. of Development Partners (Business Activities) and Disbursed Funds through PUMK

Year	No. of Partners	Disbursement (IDR Mn)
2020	319	18,386
2021	256	10,994
2022	378	23,505

Inclusive Mortgages

Subsidized Mortgage Scheme

- Liquidity Facility (FLPP)
- Saving-based Financings (BP2BT)
- Public Housing Savings (KPR Tapera)
- Public Housing Renovation (KRR Tapera)

KPR BTN Mikro

Housing financing program ranging from purchasing, renovating, and building targeted to low-income segment and informal sector workers.

Subsidized Mortgage Disb.

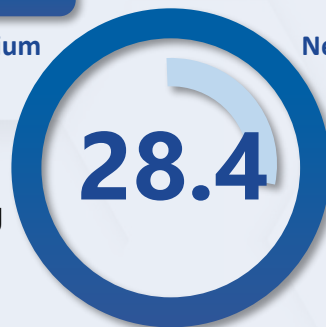
IDR Bn



Governance Sustainability

SUSTAINALYTICS ESG Risk Ranking

Medium



Negligible

CSRHUB[®]
ESG Ranking (%) Compared Within 31,122 Companies

Top



Low

Corporate Governance Perception Index

ASEAN CORPORATE GOVERNANCE

90.02

(Most Trusted Company)

Top 3 Indonesia PLCs
ASEAN Asset Class Threshold

Social and Environmental Values of BTN Mortgage Business

The Sustainable Development Goals (SDGs) have become a framework for BTN in building a portfolio that prioritizes harmony between economic, social and environmental aspects.

Contribute in reducing housing backlogs in Indonesia through housing financing program targeted to low-middle income segments

10 REDUCED INEQUALITIES



Providing homes with affordable electric prices with adjusted rates for middle-low income segments.

7 AFFORDABLE AND CLEAN ENERGY



BTN's Subsidized Mortgage

11 SUSTAINABLE CITIES AND COMMUNITIES



Make inclusive, safe, resilient and sustainable community in each subsidized housing complex.

6 CLEAN WATER AND SANITATION



Ensure availability and sustainable management of clean water and sanitation in subsidized housing.

KPR BTN Mikro:

- KPR BTN Mikro is a financing product with a ceiling of IDR 75 million for the purchase, renovation, and construction of houses targeting low-income people and informal sector workers.
- This product integrates savings, loans, and insurance on a micro scale that can be utilized by the community for the benefit of fulfilling home-needs in the future.

BTN KPR Micro Disbursement

2020	2021	2022
2,004	1,557	1,214

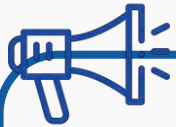


Underlying Values of Sustainable Finance

Sustainable Finance implementation is seen to boost BTN's value creation, by integrating People, Planet and Profit concepts under the umbrella campaign of "BTN Ramah".



Activities/programs in support of Bank BTN's core business in the housing sector that pay attention to social and environmental aspects.



In order to increase Bank BTN's **branding** as a focused bank on the housing financing program, **it is necessary to harmonize programs/activities that would support the Company.**



Business division, as the forefront of the Company, requires a **role/contribution from the supporting division (shared service)** to help enable **an environmentally friendly housing ecosystem** which needs to be reflected in every activity.



This support is needed to create a **sustainable residential areas** that put forth a **healthy, green** and **environmentally-friendly** environment.

Housing challenges in Indonesia

People

2.94%

mortgage to GDP ratio, well below neighboring ASEAN countries

12.75 Mio

current housing needs in Indonesia

1.8 Mio

New marriages per year, with additional projected 77 million of Indonesia's population will add to the middle income segment by 2025

Indonesian Government aims to **increase the quality of living conditions** of Indonesians

<p>Serving the nation's housing needs for more than 45 years</p>	<p>BTN leads the nation's mortgage business since disbursing the first mortgage in Indonesia in 1976</p>	<p>~ 5 million units of mortgages have been extended by BTN since 1976</p>	<p>~ 90% of BTN's portfolio is in housing loans</p>	<p>BTN maintains the focus in housing and leading the Indonesian mortgage market with a share of 39.1%.</p>
<p>Focusing on the mid-to-low income group of people</p>	<p>BTN is the main contributor in the national housing program with the largest intake of the Subsidized Mortgage budget</p>	<p>BTN's mortgages are still dominant in the subsidized segment (48% of loan portfolio) and first time home buyers</p>	<p>~ 83% market share of the national Subsidized Mortgages</p>	<p>Driving 174 economic sub sectors through housing business.</p>
<p>Engagement with a wide range of housing stakeholders</p>	<p>Partnership with government/ private and overseas institutions for various funding sources</p>	<p>> 5000 developer Partners most are subsidized residential developers</p>	<p>Creating new developers through BTN's learning & advisory</p>	<p>> 3000 notary offices have collaborated with BTN in mortgages disbursement</p>

Contributing more into people's welfare through subsidized mortgage and SMEs financing

Sustainable Finance implementation is seen to boost BTN's value creation, by integrating **People**, **Planet** and **Profit** concepts



Subsidized mortgage disbursement

Targeting 80% of Government's FLPP Quotas in 2023



Total outstanding of **IDR 148 Tn** as of Q1 2023



Micro, Small and Medium Enterprises Development Program

KUR Disb.

2022	2021	2020
599,832	290,949	97,160

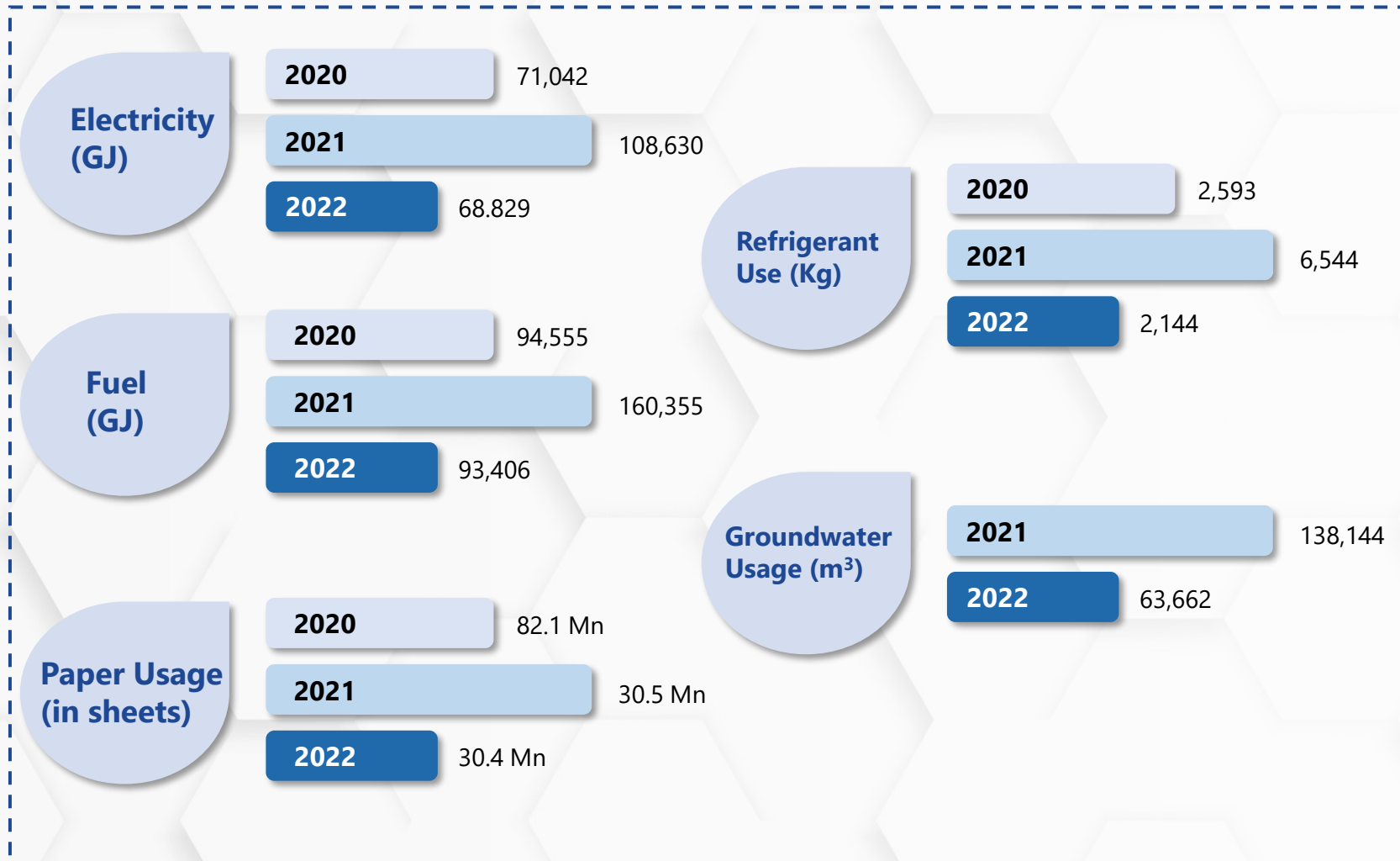
MSE Funding Program (IDR Mn)

2022	2021	2020
35,650	99,833	50,000

Implementing Green Economy and Carbon Neutrality

BTN always supports and contributes to environmental sustainability and social welfare through implementing the green office concept and sustainable procurement.

Green Office Concept



Environmental Risk Assessment Applied by the Bank:

- AMDAL requirements, Flood eil Permits, and other permits
- Ensure that residential land used is not green land or disputed land
- Implementing ecolabelling regulations on middle-class construction financing
- Ensuring that the construction built meets the Greenship Homes criteria
- Required the developers to plant trees in every house built.
- Develop an exclusion list regarding practices that banks do not want to do, which pose a negative impact on people and the planet.

Current BTN Ratings From Various Rating Agencies

FitchRatings

As of February 2023

Outlook	: Stable
National Short-Term Rating	: F1+ (idn)
National Long-Term Rating	: AA+ (idn)
Senior Unsecured	: AA+

MOODY'S

As of December 2022

Outlook	: Stable
Counterparty Risk Rating	: Baa2/P-2
Bank Deposits	: Baa2/P-2
Baseline Credit Assessment	: ba1
Adj Baseline Credit Assessment	: ba1
Counterparty Risk Assessment	: Baa2 (cr)/P-2(cr)
Subordinate	: Ba3 (hyb)

Precedent of BTN Corporate Action



Total Proceeds of **IDR 1.65 Tn** through public portion of rights issue

Newly Issued Public Shares :
1,377,777,765



Oversubscribed by **1,6x**



BTN's Rights Issue was positively welcomed by investors

BBTN are included in some indices including ESG indices up to Mar 2023

PEFINDO i-Grade LQ45
 IDX BUMN20
 IDX30
 IDX80
 IDX Small-Mid Cap (IDX SMC) Composite
 IDX Small-Mid Cap (IDX SMC) Liquid
 Kompas100
 Infobank15
 IDX ESG Leaders
 MSCI Indonesia Small Cap
 ESG Sector Leaders IDX Kehati
 ESG Quality 45 IDX Kehati
 IDX Value30
 Investor33
 IDXFİNANCE
 SRI-KEHATI

Appendix



Regional I (West Java)

Regional Office	1
Branch Offices	15
Sub-Branch Offices	123
Functional Offices	0
Sharia Branch Offices	6
Sharia Sub-Branch Offices	15
Sharia Cash Offices	0
Sharia Payment Points	1
Priority Outlets	9
ATM & CRM	517

Regional II (Jakarta Area)

Regional Office	1
Branch Offices	13
Sub-Branch Offices	133
Functional Offices	0
Sharia Branch Offices	4
Sharia Sub-Branch Offices	10
Sharia Cash Offices	0
Sharia Payment Points	1
Priority Outlets	17
ATM	483

Regional III (East Java)

Regional Office	1
Branch Offices	15
Sub-Branch Offices	83
Functional Offices	0
Sharia Branch Offices	3
Sharia Sub-Branch Offices	12
Sharia Cash Offices	1
Sharia Payment Points	1
Priority Outlets	8
ATM	334

Regional IV (Sumatera)

Regional Office	1
Branch Offices	11
Sub-Branch Offices	75
Functional Offices	1
Sharia Branch Offices	9
Sharia Sub-Branch Offices	14
Sharia Cash Offices	3
Sharia Payment Points	0
Priority Outlets	8
ATM	293

Regional V (Sulawesi)

Regional Office	1
Branch Offices	18
Sub-Branch Offices	69
Functional Offices	0
Sharia Branch Offices	4
Sharia Sub-Branch Offices	6
Sharia Cash Offices	0
Sharia Payment Points	2
Priority Outlets	10
ATM	284

Regional VI (Central Java & DIY)

Regional Office	1
Branch Offices	8
Sub-Branch Offices	56
Functional Offices	2
Sharia Branch Offices	4
Sharia Sub-Branch Offices	12
Sharia Cash Offices	1
Sharia Payment Points	1
Priority Outlets	5
ATM	206

National	
2022	
Regional Office	6
Branch Offices	80
Sub-Branch Offices	537
Functional Offices	3
Sharia Branch Offices	30
Sharia Sub-Branch Offices	69
Sharia Cash Offices	5
Sharia Payment Points	6
Outlets 736	
Priority Outlets	57
ATM	2,117

2025 Aspirations



Best Mortgage Bank in South East Asia

Achieving the highest profitability and housing-linked asset growth among peers



A Double low-cost funding

Transforming channel capabilities to become the transactional bank and growing FBI



B Democratize housing

Delivering banking products to improve lives, financing in subsidized homes for mass segment, and building a new direct-to-consumer channel for mass affluent segment



C Build one stop shop financial solution for consumer and housing-related businesses

Providing lending and investment solutions to triple non-mortgage portfolio and double product holdings of emerging affluent customers



D Become a digital innovator and home of Indonesia's best talents

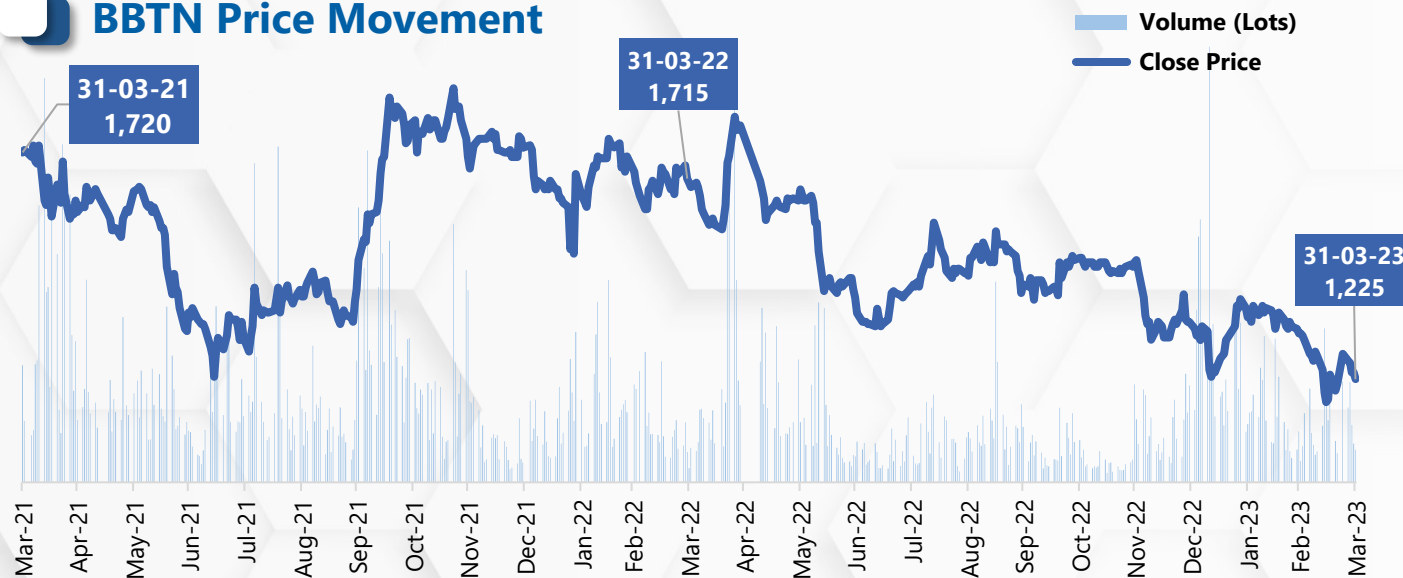
Digitizing processes to build the most efficient operations and developing top-notch talents



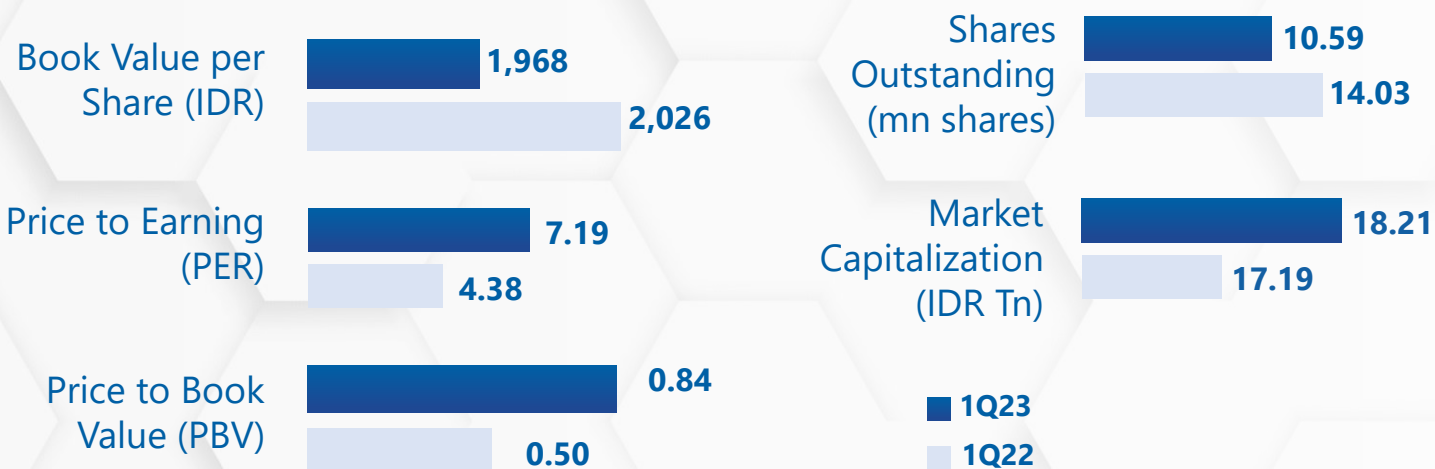
E Build a high-quality portfolio and sustain low levels of NPL

Leveraging technology to develop integrated and rigorous risk management processes to lower NPL in line with market sustainably

BBTN Price Movement



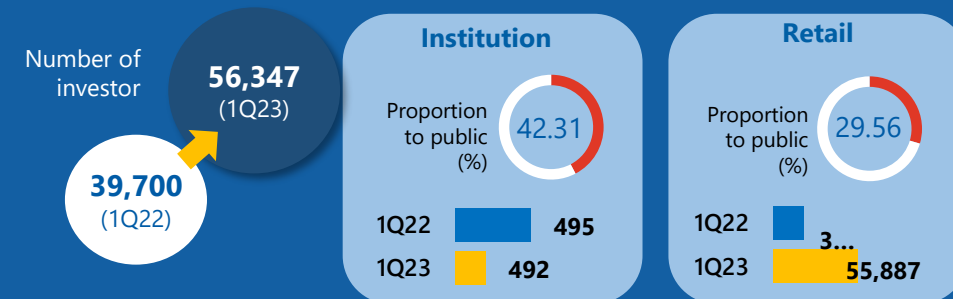
BBTN Stock Performance Indicator



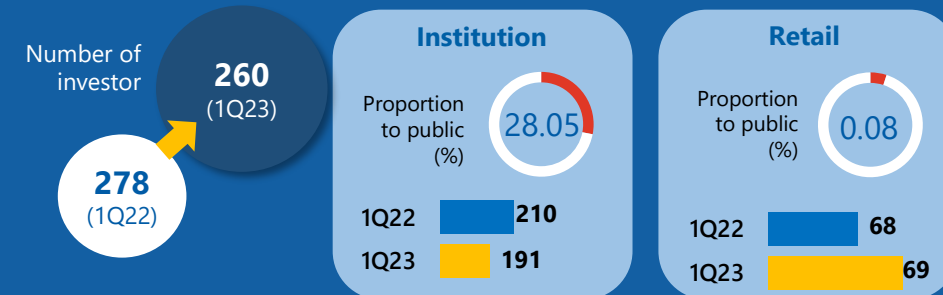
Bank BTN Investor Profile

BBTN stock investors increased by **42% yoy**, driven by an increase in Retail Investors, indicating new investors interest in BBTN shares.

Local Investor



Foreign Investor



BTN Achievement

With sustainable performance improvements, BTN received various awards and appreciations

Governance Implementation



Indonesia Excellence GCG Awards 2023
Indonesia Excellence Good Corporate Governance Ethics in Providing End-to-End Mortgage Solutions



Corporate Governance Perception Index (CGPI) survey 2022
"Most Trusted Company"



11th Anugerah BUMN 2022
Terbaik II, Kategori Tata Kelola Perusahaan CGC Perusahaan Tbk

Mortgage Top Brand



Indonesia's Home Grown Consumer Brands Award 2023
In Home Category



Syariah Insight 2023 - Top Sharia Business Unit
in KBMI 3 Category



The Best Mortgage Loan Conventional Bank (KBMI) 3

Sustainability Performance



Best Asia's Transformation Bank 2022



Indonesia TOP Financial Industry Executives 2022
Nixon L.P. Napitupulu
The Best Transformation Leader



TOP BUMN Award 2022
The Best State Owned Enterprise in 2022 by Bisnis Indonesia

Digital Bank



Digital Brand Award 2023
The Best Sharia Business Unit - Conventional Bank



Digital Technology & Innovation Award 2022
The Best IT Human Capital Development



Digital Innovation Award 2022

The Most Innovation Conventional Bank for The Integration of Digital Product and Services



Thank You

Investor Relations

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