Always by your side

# PT Bank Central Asia Tbk

# 1Q22 Results

21 April 2022

# *Agenda*

- ***Macroeconomy & banking industry highlights***
- 1Q22 performance overview
- Sustainability finance and ESG
- Corporate updates
- Share data, ratings & awards

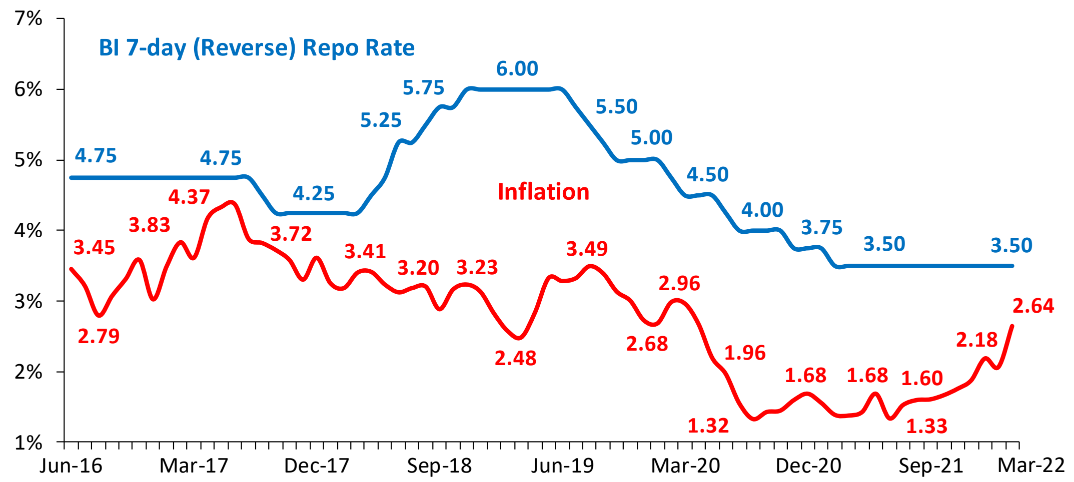
# Economic highlights

- Growth continues in 1Q21 thanks to recovering demand and export windfall due to strong commodity prices.
- Stronger optimism as Omicron risks ebb. Consumption recovers on the back of higher mobility and seasonal momentum.
- Inflation remained mild compared to global due to the relatively muted energy and food inflation, but may rise thru 2022.
- Bank Indonesia is expected to start normalizing policy in the 2H22, in line with tighter global monetary policy. Strong trade surplus remains a buffer against capital outflow risk.

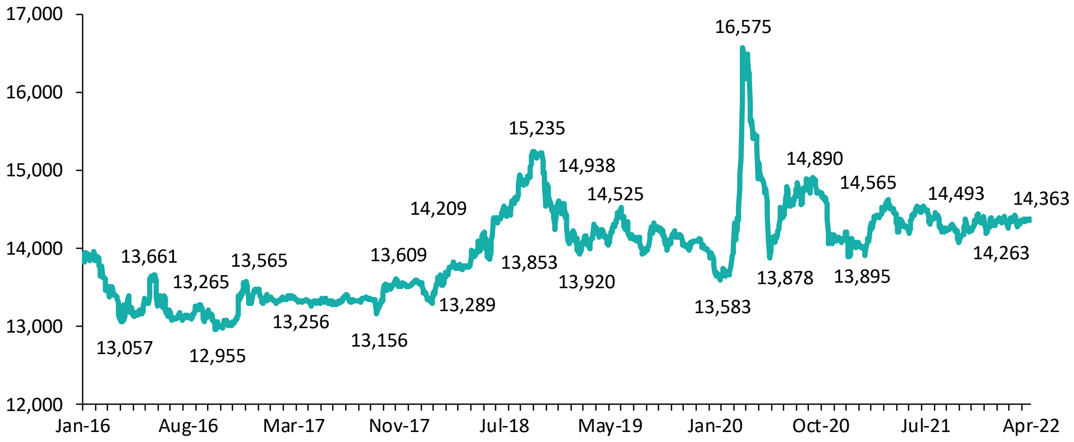
| | 2021 | 1Q22 |
|---|---|---|
| Real GDP | 3.69% | 4.9%* |
| CPI | 1.87% | 2.64% |
| BI 7-D Rate | 3.50% | 3.50% |
| USD/IDR | 14,263 | 14,363 |
| CA (% of GDP) | 0.3% | 0.5%* |

*Source: Bank Indonesia* *) Forecast*

## Inflation and BI Rates (%)




## Rupiah/USD




*Source: Bloomberg*

# Banking sector: encouraging trends

- Loans increased 5.8% YoY, as working capital loans recovered. Large sectors, trade and manufacturing, turned to positive growth.
- Liquidity remained ample: Deposits rose 12.1% YoY, LDR at 78.0%.
- Transaction activities grew strongly (BCA Consumer Txn Index +48% from pre-pandemic level, BCA Business Txn Index +34%).
- NPL ratio stood at 3.1%. OJK restructuring relaxation policy is extended to Mar-23. Capital remained strong: CAR stood at 26.0%.
- Banking sector saw a profit rebound due to lower cost of credit and low cost of funds.

**Banking Sector Financial Summary** (%)

| (Rp trillion) | Jan-21 | Dec-21 | Jan-22 | ΔYoY |
|---|---|---|---|---|
| **Total Assets** | **9,007** | **10,112** | **10,007** | **11.1%** |
| **Total Loans** | **5,397** | **5,769** | **5,709** | **5.8%** |
| **Third Party Funds** | **6,570** | **7,479** | **7,363** | **12.1%** |
| CASA | 3,781 | 4,576 | 4,474 | 18.3% |
| Current Accounts | 1,660 | 2,144 | 2,069 | 24.7% |
| Savings Accounts | 2,121 | 2,432 | 2,405 | 13.3% |
| Time Deposits | 2,788 | 2,904 | 2,889 | 3.6% |
| **Net Profit** | **12.5** | **140.2** | **16.9** | **34.9%** |
| NIM | 4.7% | 4.6% | 4.7% | 0bp |
| LDR | 82.4% | 77.5% | 78.0% | -440bp |
| NPL | 3.2% | 3.0% | 3.1% | -10bp |
| CAR | 24.5% | 25.7% | 26.0% | 150bp |

*Source: OJK*

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# *Loans grew 8.6% YoY*

| (Rp billion) | Mar-21 | Mar-22 | YoY | Jun-21 | Sep-21 | Dec-21 | QoQ |
|---|---|---|---|---|---|---|---|
| **Total Assets** | **1,090,382** | **1,259,435** | **15.5%** | **1,129,497** | **1,169,296** | **1,228,345** | **2.5%** |
| **Secondary Reserves & Marketable Securities** | **435,689** | **507,120** | **16.4%** | **442,839** | **456,294** | **476,970** | **6.3%** |
| **Loans (Consol)** | **586,796** | **637,131** | **8.6%** | **593,585** | **605,874** | **636,987** | **0.0%** |
| **Third Party Funds** | **849,418** | **997,761** | **17.5%** | **895,238** | **923,736** | **975,949** | **2.2%** |
| CASA | 655,845 | 798,159 | 21.7% | 697,075 | 721,799 | 767,012 | 4.1% |
| Current Accounts | 236,747 | 301,097 | 27.2% | 248,237 | 263,375 | 285,639 | 5.4% |
| Savings Accounts | 419,098 | 497,061 | 18.6% | 448,838 | 458,424 | 481,373 | 3.3% |
| Time Deposits | 193,573 | 199,602 | 3.1% | 198,163 | 201,936 | 208,937 | -4.5% |
| **Equity** | **178,713** | **194,689** | **8.9%** | **187,370** | **197,815** | **202,713** | **-4.0%** |

# Non Interest income rebound, supporting top line growth

| (Rp billion) | 1Q-21 | 1Q-22 | YoY | 2Q-21 | 3Q-21 | 4Q-21 | QoQ |
|---|---|---|---|---|---|---|---|
| **Operating Income** | **19,086** | **20,402** | **6.9%** | **19,402** | **19,118** | **20,291** | **0.5%** |
| **Net Interest Income** | **14,132** | **14,483** | **2.5%** | **14,146** | **13,878** | **14,315** | **1.2%** |
| **Non Interest Income** | **4,954** | **5,920** | **19.5%** | **5,256** | **5,240** | **5,976** | **-0.9%** |
| Fees and Commissions | 3,433 | 3,977 | 15.8% | 3,673 | 3,581 | 3,992 | -0.4% |
| Trading Income | 523 | 614 | 17.4% | 483 | 725 | 706 | -13.0% |
| Others | 998 | 1,328 | 33.1% | 1,100 | 934 | 1,278 | 3.9% |
| **Operating Expenses** | **7,231** | **7,722** | **6.8%** | **6,993** | **6,960** | **8,250** | **-6.4%** |
| Manpower | 3,727 | 3,907 | 4.8% | 3,251 | 3,048 | 3,461 | 12.9% |
| General & Administrative | 3,504 | 3,816 | 8.9% | 3,742 | 3,912 | 4,789 | -20.3% |
| **PPOP** (Pre-Provision Operating Profit) | **11,855** | **12,680** | **7.0%** | **12,409** | **12,158** | **12,041** | **5.3%** |
| Provision | (3,254) | (2,818) | -13.4% | (3,292) | (1,103) | (1,675) | 68.2% |
| **Net Profit** | **7,040** | **8,064** | **14.6%** | **7,416** | **8,743** | **8,224** | **-1.9%** |

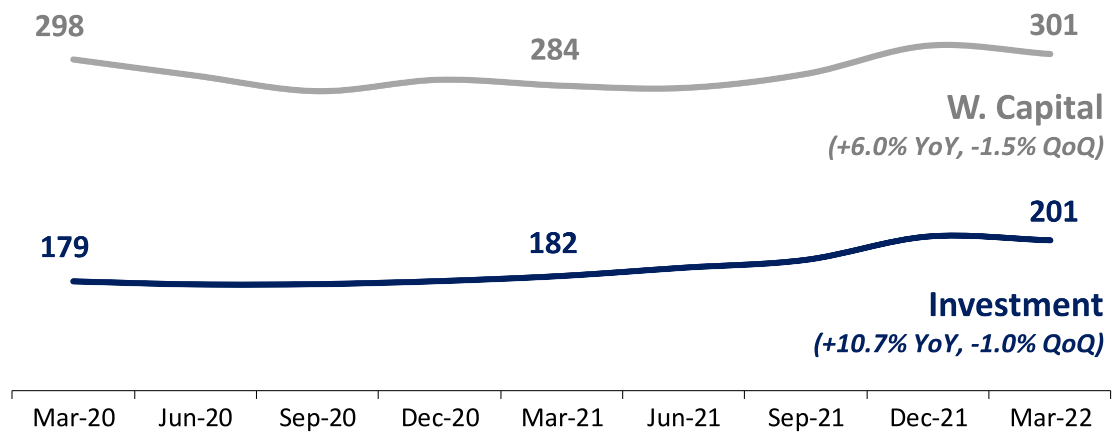
# Key Ratios

| Bank Only | 1Q-21 | 1Q-22 | ΔYoY | 2Q-21 | 3Q-21 | 4Q-21 | ΔQoQ |
|---|---|---|---|---|---|---|---|
| NIM | 5.3% | 4.9% | -0.4% | 5.2% | 5.0% | 4.9% | 0.0% |
| COC | 1.9% | 1.9% | 0.0% | 2.6% | 0.8% | 1.1% | 0.8% |
| Risk Adjusted NIM | 3.4% | 3.0% | -0.4% | 2.6% | 4.2% | 3.8% | -0.8% |
| CIR | 35.3% | 35.8% | 0.5% | 33.5% | 31.4% | 39.4% | -3.6% |
| ROA | 3.1% | 3.1% | 0.0% | 3.2% | 4.2% | 3.2% | -0.1% |
| ROE | 15.8% | 16.8% | 1.0% | 17.5% | 22.7% | 16.9% | -0.1% |
| CAR | 24.5% | 23.9% | -0.6% | 25.3% | 26.2% | 25.7% | -1.8% |
| LFR* | 65.2% | 60.5% | -4.7% | 62.4% | 62.0% | 62.0% | -1.5% |
| RIM | 66.8% | 62.6% | -4.2% | 64.0% | 63.7% | 63.9% | -1.3% |
| NSFR | 174.5% | 176.9% | 2.4% | 178.5% | 179.9% | 178.7% | -1.8% |
| LCR | 398.0% | 410.0% | 12.0% | 388.1% | 403.5% | 405.1% | 4.9% |
| NPL - gross | 1.8% | 2.3% | 0.5% | 2.4% | 2.4% | 2.2% | 0.1% |
| NPL Coverage | 280.8% | 244.8% | -36.0% | 230.6% | 230.2% | 240.0% | 4.8% |
| LAR | 19.4% | 13.8% | -5.6% | 19.1% | 17.1% | 14.6% | -0.8% |
| LAR Coverage incl. off B/S | 29.7% | 44.7% | 15.0% | 32.0% | 35.1% | 39.0% | 5.7% |

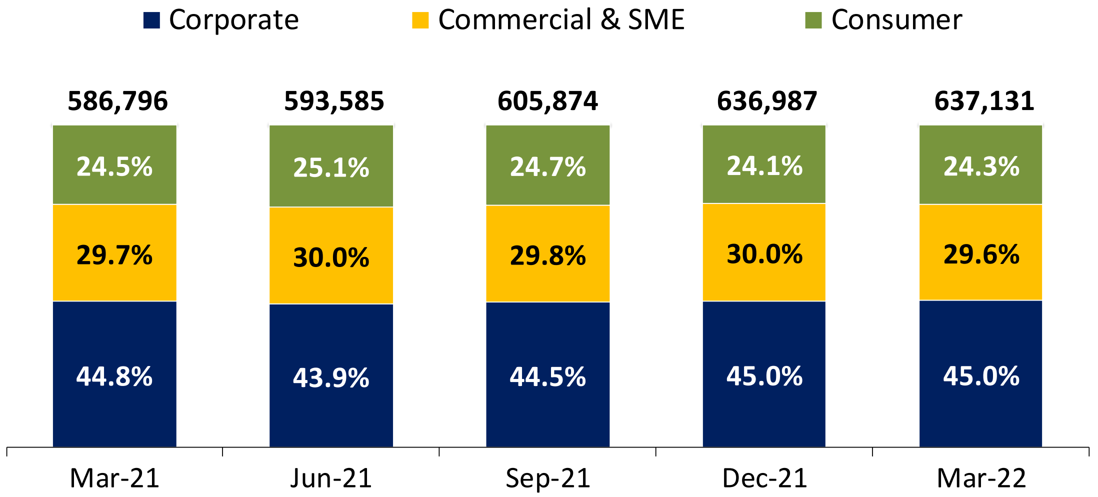
**) BCA's LFR number is the same as LDR*

# Working capital loans continued to recover

## Business Loans (Rp tn) - Consolidated




## Loan Composition (Rp bn) - Consolidated

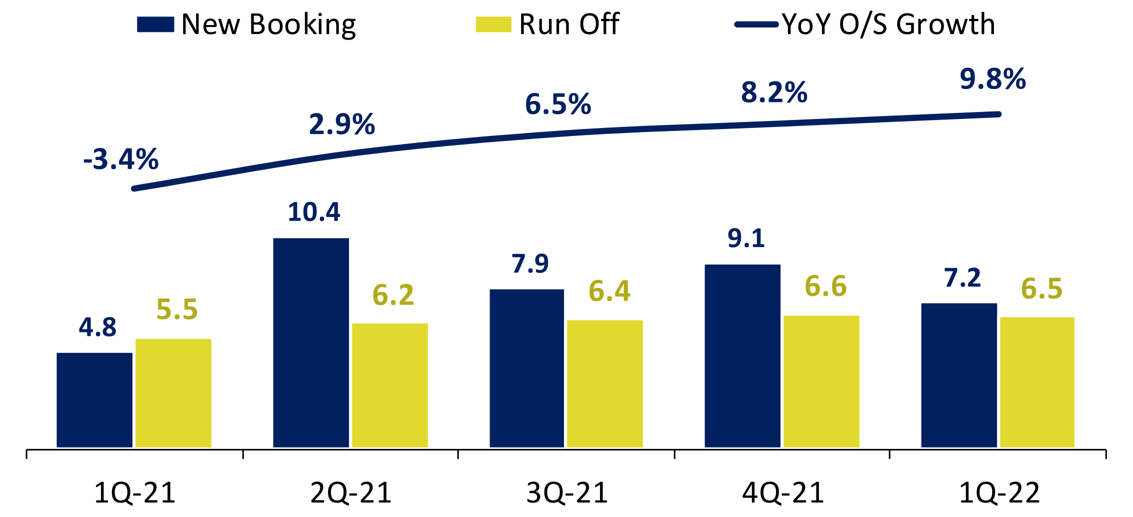



## Loan Breakdown (Rp bn) - Consolidated

| | Mar-21 | Dec-21 | Mar-22 | ΔYoY | ΔQoQ |
|---|---|---|---|---|---|
| **Corporate** | **262,638** | **286,490** | **286,879** | **9.2%** | **0.1%** |
| **Commercial & SME** | **174,511** | **190,882** | **188,803** | **8.2%** | **-1.1%** |
| **Consumer** | **143,922** | **153,367** | **154,803** | **7.6%** | **0.9%** |
| - Mortgage | 89,421 | 97,531 | 98,220 | 9.8% | 0.7% |
| - Vehicles | 40,122 | 40,602 | 41,573 | 3.6% | 2.4% |
| - C.Cards & Others | 14,379 | 15,234 | 15,010 | 4.4% | -1.5% |
| **Sharia Financing** | **5,726** | **6,248** | **6,646** | **16.1%** | **6.4%** |
| **Total O/S Loans** | **586,796** | **636,987** | **637,131** | **8.6%** | **0.0%** |
| **Total Facilities** | **823,796** | **911,088** | **912,019** | **10.7%** | **0.1%** |
| **Corp. Bonds** | **23,178** | **26,174** | **29,099** | **25.5%** | **11.2%** |
| **Loans + Corp. Bonds** | **609,975** | **663,161** | **666,230** | **9.2%** | **0.5%** |

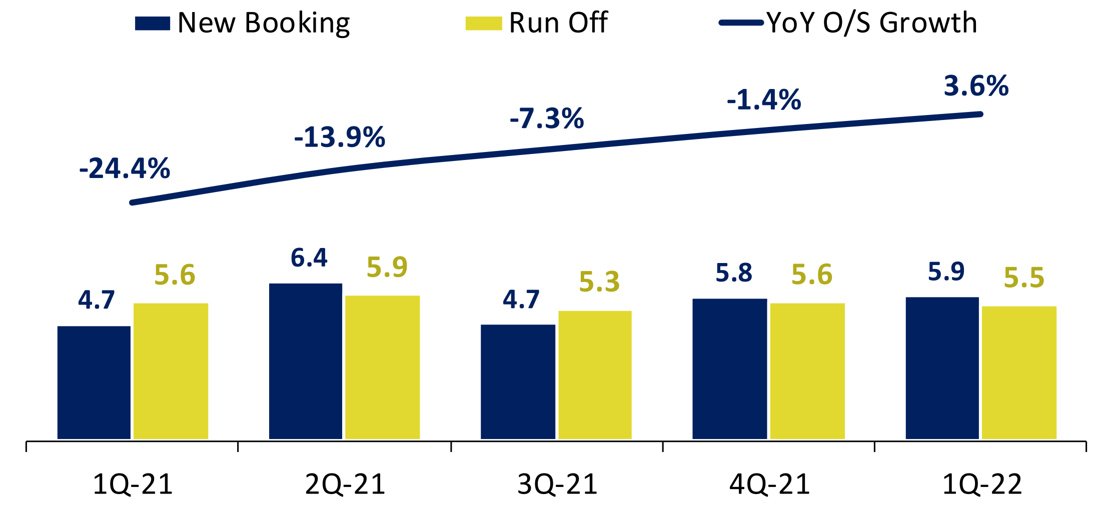
# Mortgage portfolio reached 9.8% growth

## Mortgage New Booking & Run Off - Quarterly (Rp tn)




*Note: Bank Only runoff and new booking, Consolidated YoY growth*

## Vehicle New Booking & Run Off – Quarterly (Rp tn)




*Note: Bank Only runoff and new booking, Consolidated YoY growth*



**Expoversary Online 2022** *(as of 17 Apr 2022)*:

**>110 Developers**

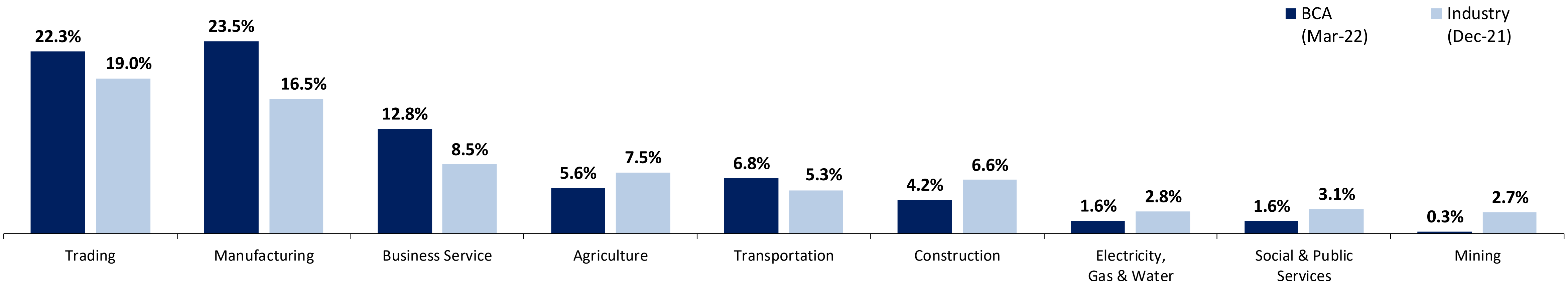
**>40 Vehicle Dealers**

**>170 Property agents**

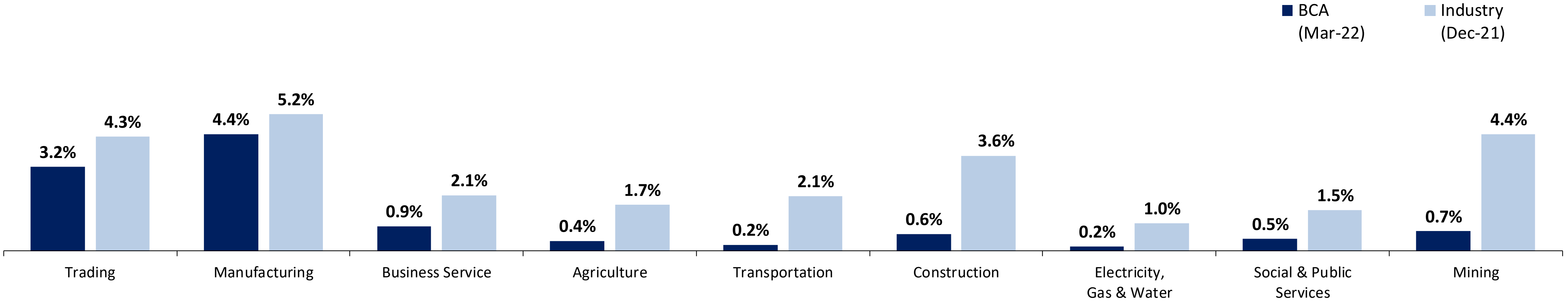
**1.7 million Visitors**

# Prudent lending across sectors

## Composition of BCA Business Loans by Sector (%)




## BCA Business NPL by Sector (%)




*Note: Consolidated numbers based on LBU reporting category*

# LAR improved to 13.8%

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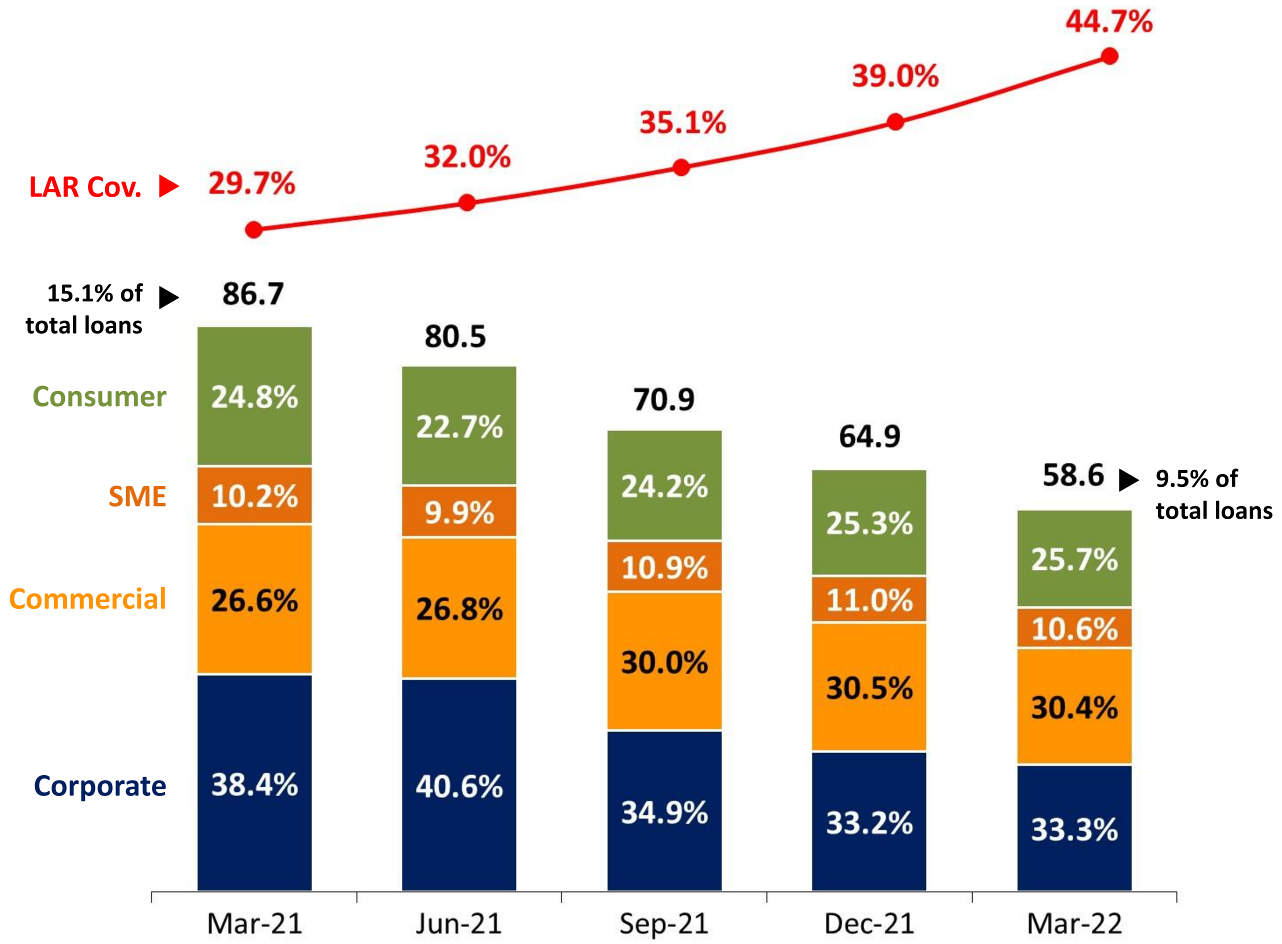
## Loan Quality & Restructured Loans (Rp tn) - Bank Only

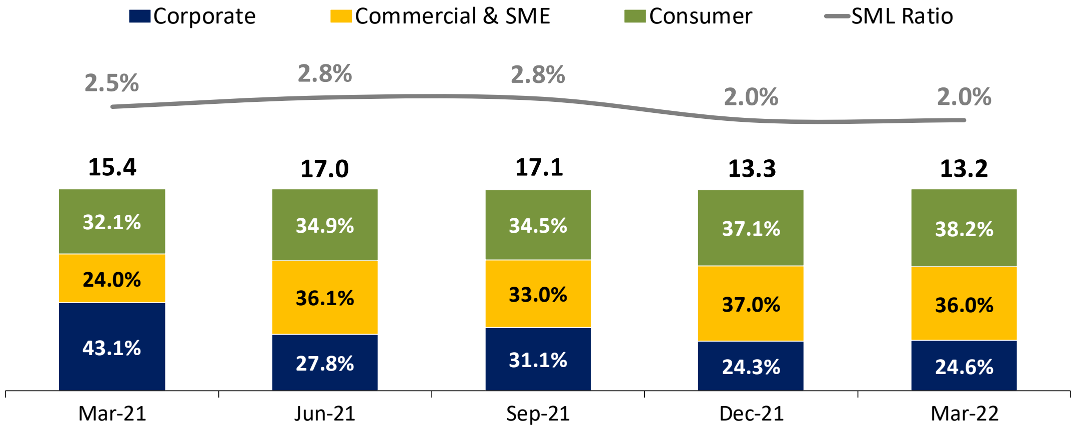
| Rp trillion | Mar-21 | Dec-21 | Mar-22 | ΔYoY | ΔQoQ |
|---|---|---|---|---|---|
| **Total Loans by Collectability** *(bank only)*: | | | | | |
| Current | 549.2 | 594.7 | 593.1 | 8.0% | -0.3% |
| Special Mention | 14.2 | 12.5 | 12.5 | -12.0% | 0.1% |
| NPL | 10.5 | 13.4 | 14.3 | 35.8% | 6.4% |
| **Total Loans** | **573.9** | **620.6** | **619.9** | **8.0%** | **-0.1%** |
| **Restructured Loans** *(bank only)*: | | | | | |
| Current | 86.7 | 64.9 | 58.6 | -32.4% | -9.7% |
| Special Mention | 7.5 | 8.7 | 8.4 | 12.2% | -2.7% |
| NPL | 4.8 | 8.9 | 10.3 | 113.7% | 16.1% |
| **Total Restruct. Loans** | **99.1** | **82.5** | **77.4** | **-21.9%** | **-6.2%** |
| Total LAR | 111.5 | 90.8 | 85.4 | -23.4% | -6.0% |
| **% LAR / Loans** | **19.4%** | **14.6%** | **13.8%** | **-5.6%** | **-0.9%** |

## Restru. Loans - Coll.1, LAR Coverage - Bank Only



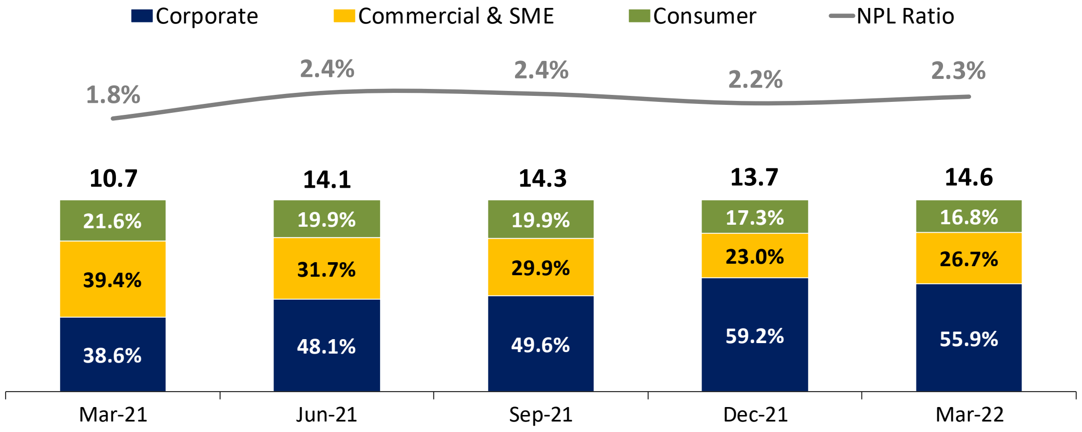
# Ample coverage ratio

## Special Mention Composition (% of Total SML, Rp tn) Consolidated



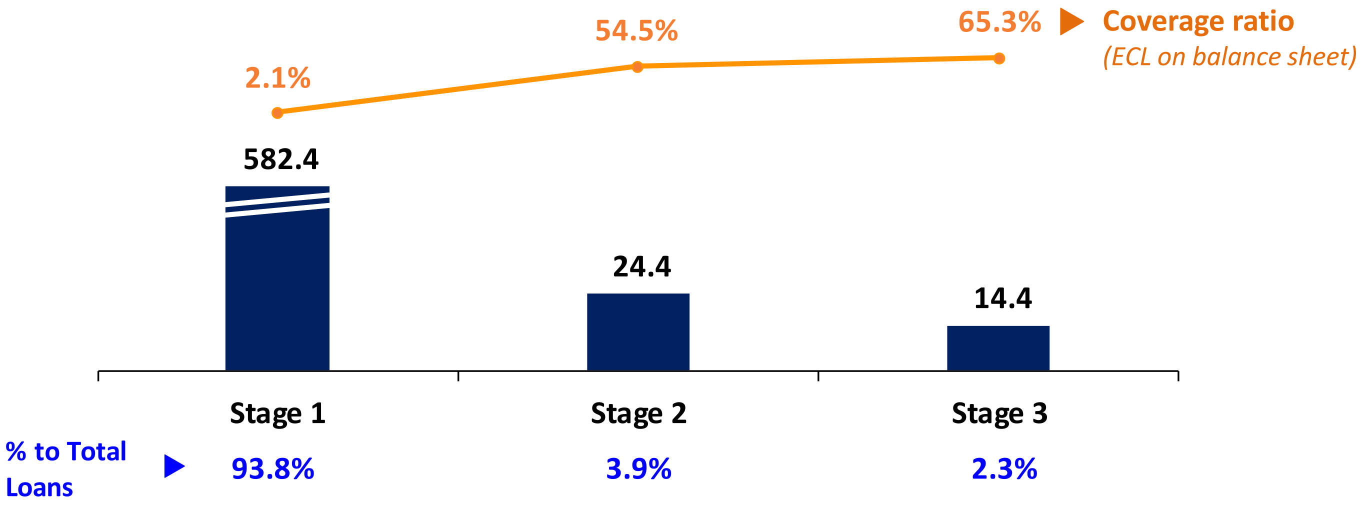

*Note: The remaining contribution came from Sharia financing*

## NPL Composition (% of Total NPL, Rp tn) Consolidated



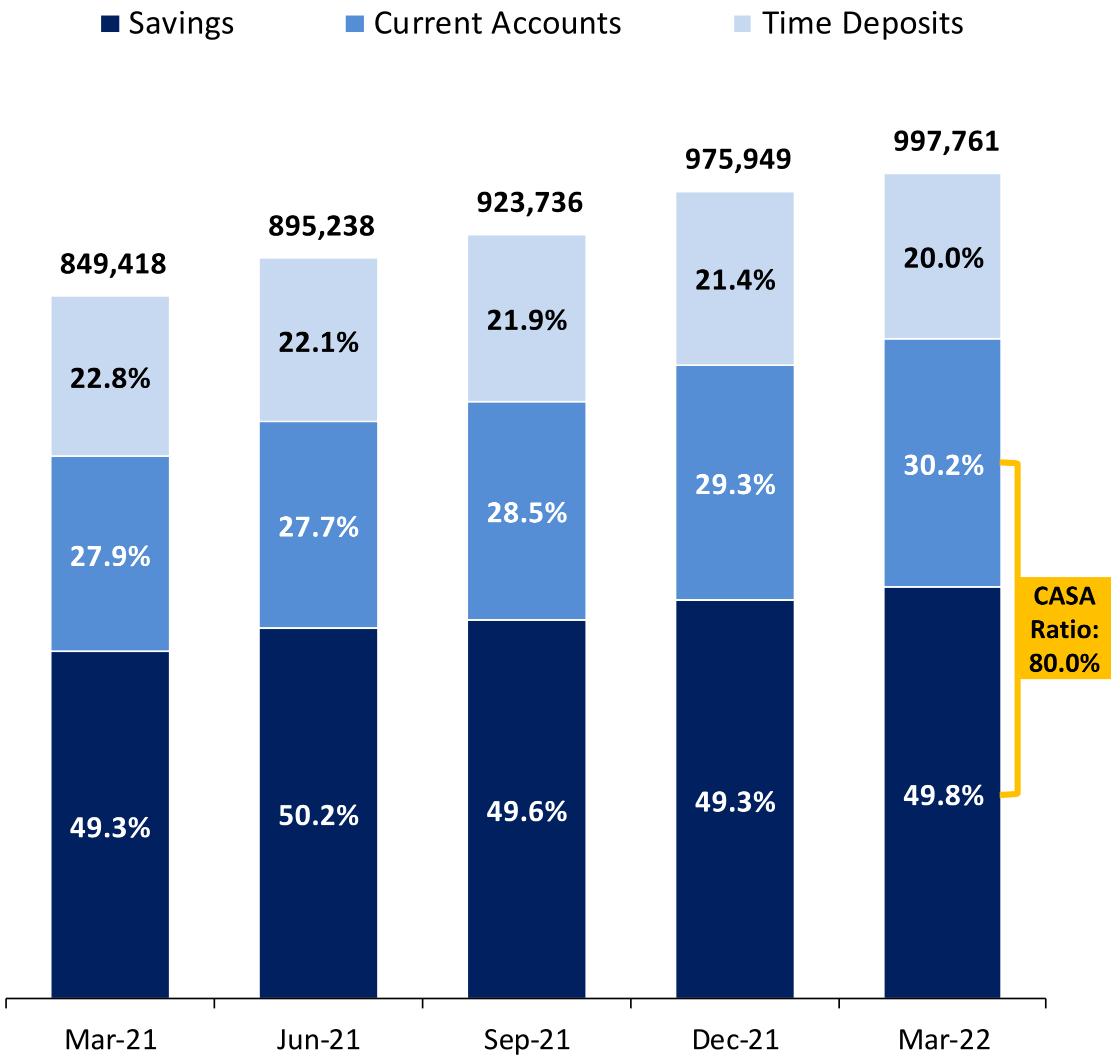

*Note: The remaining contribution came from Sharia financing*

## Loan Staging (Rp tn) – Consol excl. sharia & consumer receivables



# CASA ratio stood at 80%

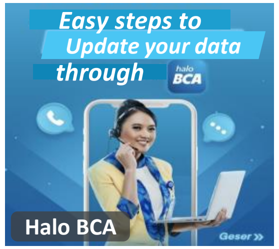
## Third Party Fund Composition (Rp bn) - Consolidated




## Third Party Funds (Rp bn) - Consolidated

| | Mar-21 | Dec-21 | Mar-22 | ΔYoY | ΔQoQ |
|---|---|---|---|---|---|
| **CASA** | **655,845** | **767,012** | **798,159** | **21.7%** | **4.1%** |
| Current Accounts | 236,747 | 285,639 | 301,097 | 27.2% | 5.4% |
| Savings Accounts | 419,098 | 481,373 | 497,061 | 18.6% | 3.3% |
| Time Deposits | 193,573 | 208,937 | 199,602 | 3.1% | -4.5% |
| **Third Party Funds** | **849,418** | **975,949** | **997,761** | **17.5%** | **2.2%** |
| CASA Ratio | 77.2% | 78.6% | 80.0% | 2.8% | 1.4% |



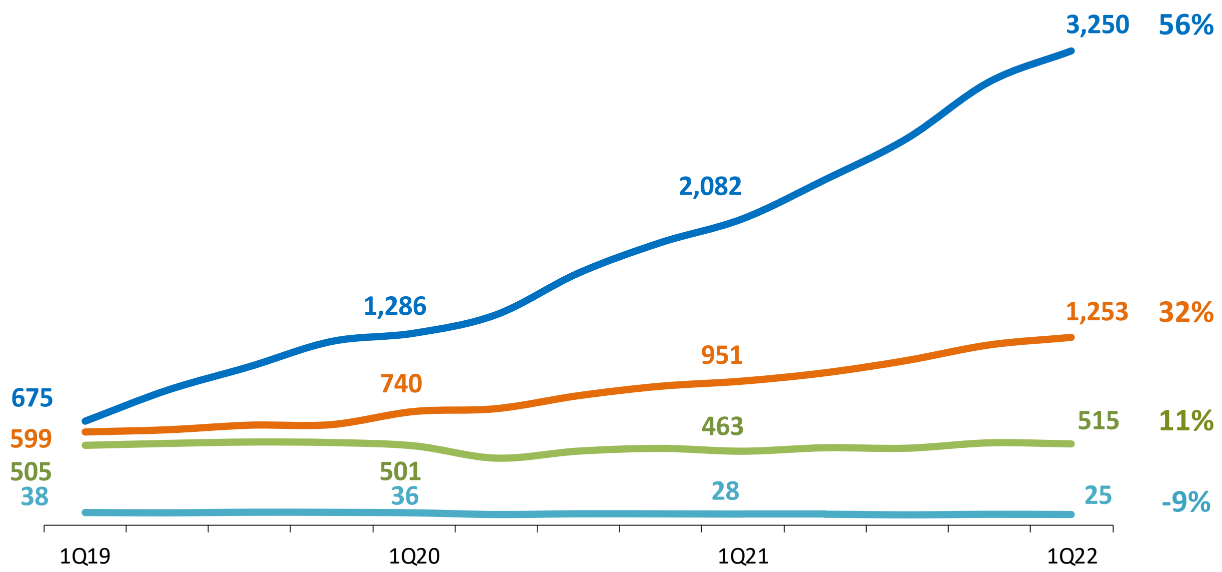






# Digital transactions grew exponentially

| No.of transactions mobile banking | No. of mobile banking users | API trx vol. | QRIS Trx value |
|---|---|---|---|
| 4.8x in 3 years | 2.7x in 3 years | 7.6x in 2 years | 9.0x YoY |

## Transaction Volume - Quarterly (million)



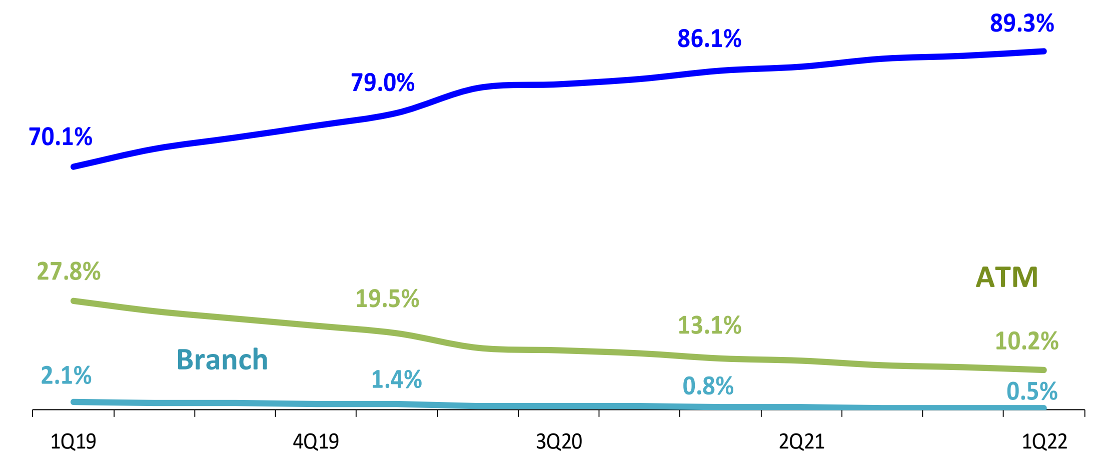

## Transactions Value - (Rp tn)

| | 1Q21 | 1Q22 | ΔYoY | 3Q21 | 4Q21 | ΔQoQ |
|---|---|---|---|---|---|---|
| Mobile Banking | 852 | 1,235 | 45.0% | 1,068 | 1,199 | 3.0% |
| Internet Banking | 3,414 | 4,122 | 20.7% | 3,833 | 4,284 | -3.8% |
| Branch Banking | 3,096 | 3,324 | 7.4% | 3,090 | 3,715 | -10.5% |
| ATM | 507 | 544 | 7.3% | 533 | 572 | -4.9% |

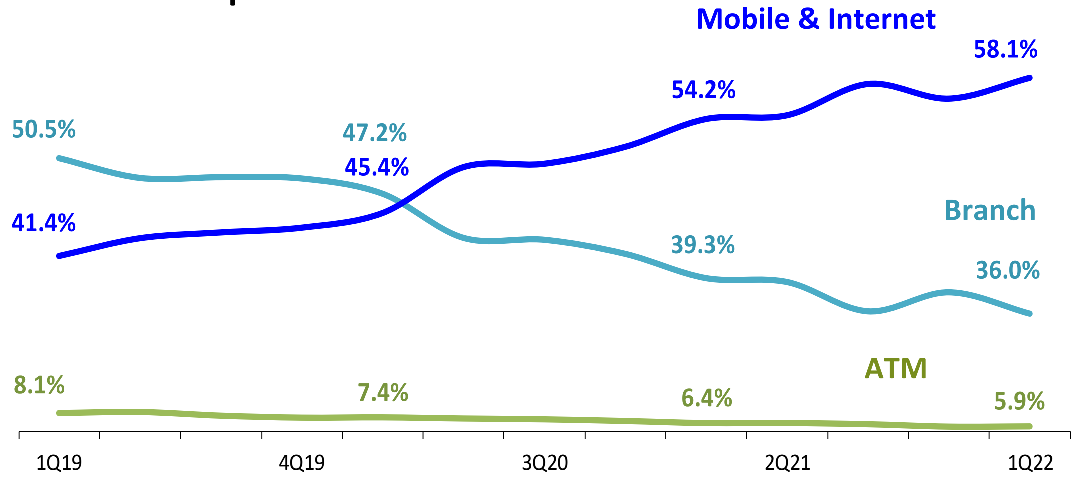
# *Digital channels increase in dominance*

## Rising the bar for mobile & internet channels

### Trx. Volume Composition

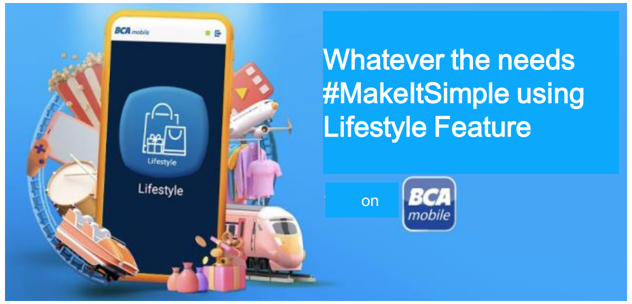


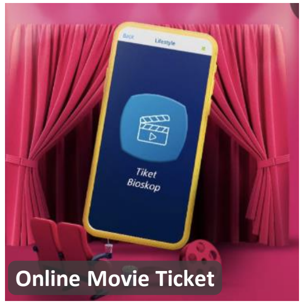

### Trx. Value Composition




- **Mass customers made up more than 85% of transaction volume and 56% of transaction value in individual digital channel**
- **Virtual account transactions rose 61% YoY, dominated by fintech players**



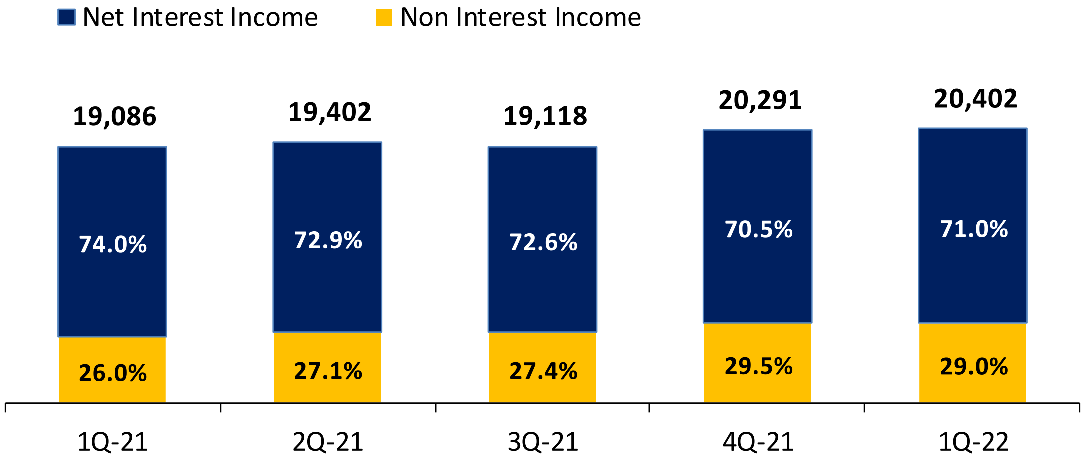


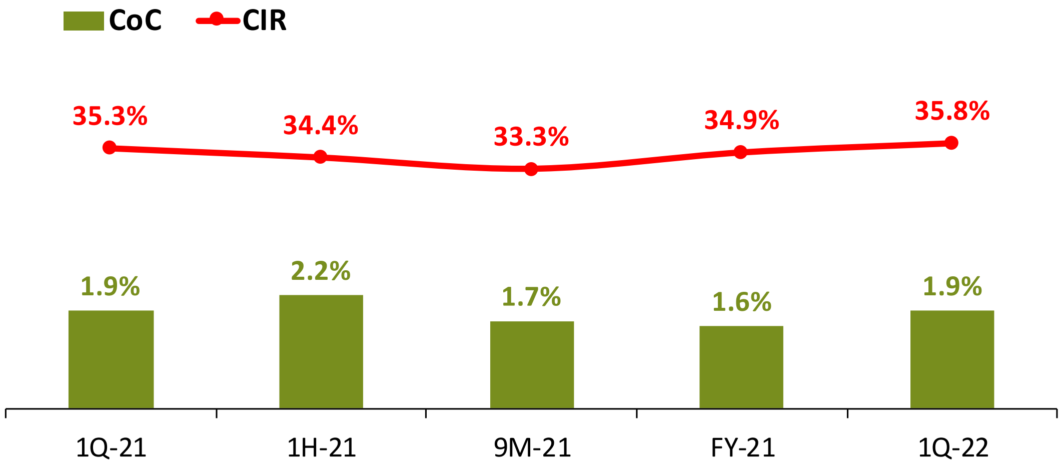


# Profitability trend

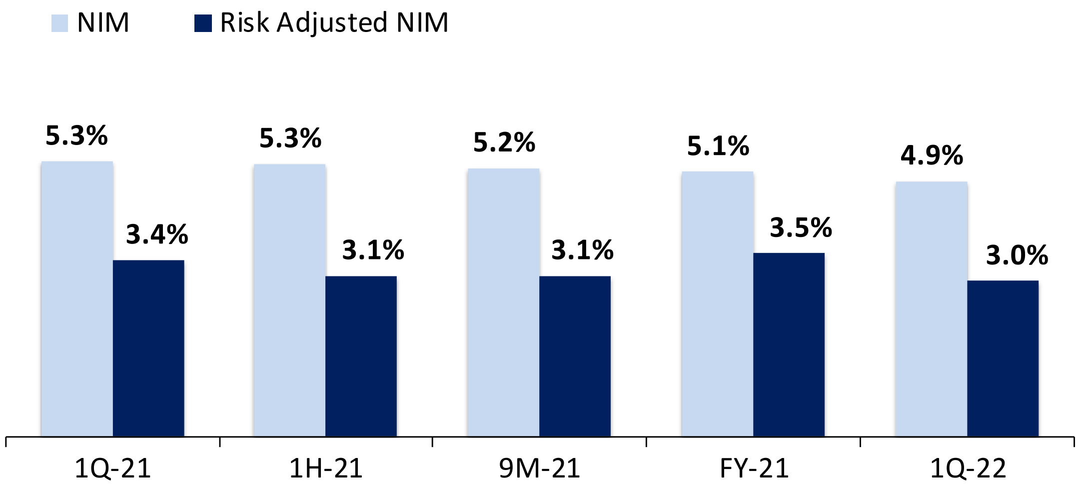
## Quarterly Operating Income (Rp bn) - Consolidated



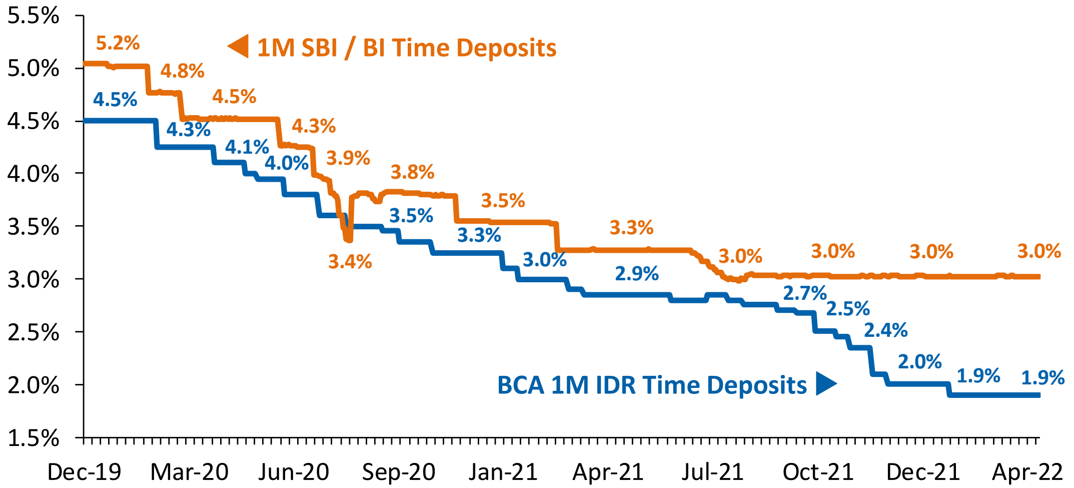

## Cost to Income & Cost of Credit - Bank Only




## NIM & Risk Adj. NIM - Bank Only




## Interest Rate*




* *Maximum interest rate offered*

# *Agenda*

BCA
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# *Growing Sustainable Finance Portfolio*

## Sustainable Finance Portfolio

**Rp. 161.6 Tn**
**Total SF Portfolio**

+25.6 % YoY
+ 2.0 % YTD

**24.9%**
**of Total Portfolio ***

**Rp 89.2 Tn**
**Micro & SME**

+16.7% YoY

**55.2%**
**of Total SF**

**Rp 72.4 Tn**
**Non Micro & SME**

+38.7% YoY

**44.8%**
**of Total SF**

- Natural resources & sustainable land use
- Eco-friendly transportation
- Eco-efficient product
- Renewable energy
- sustainable water & waste water management
- Energy efficiency
- Environmentally friendly building

**Certified Palm Oil financing**

| | Q1-2022 |
|---|---|
| # Company | 53 |
| ISPO | 38 |
| RSPO | 28 |

* Loan + Corporate Bonds (Bank only)

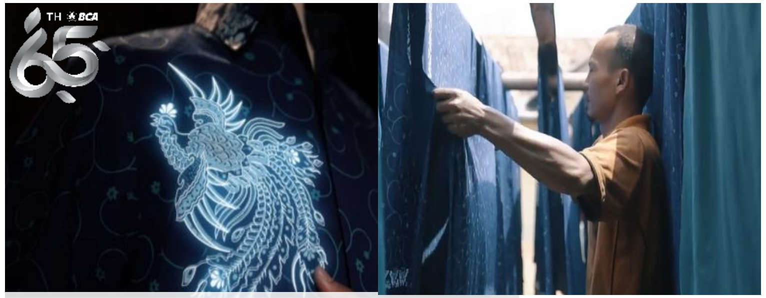
## Special Programs to Support MSMEs





Providing **special program** to support debtors in ESG sectors & MSMEs

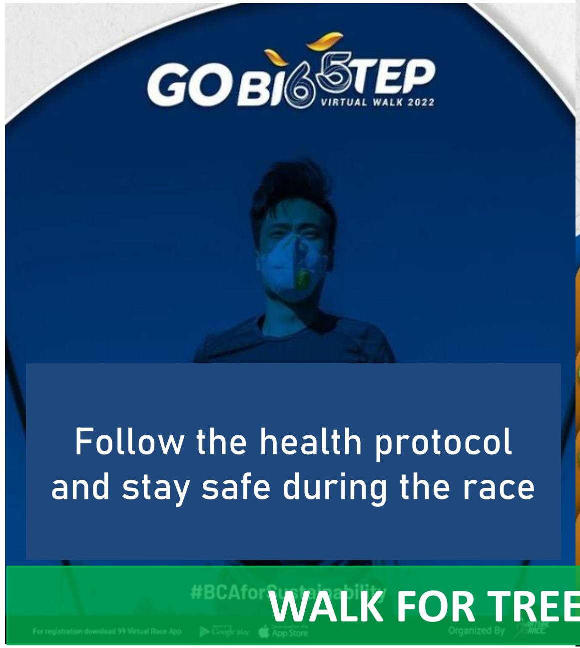

**Bangga Lokal Collaboration: Fashioning the Future**
Showcasing & promoting MSMEs in fashion




BCA engaged local MSMEs to produce **35,000** corporate batik uniforms

# ESG - Environment Initiatives

## #BCAforSustainability





WALK FOR TREE CHALLENGE

**One Employee, One Tree**

**More to Walk, More Trees to Plant**

> **5,800** employees joined

**18,710** trees to be planted

**14** planting areas


**544**
Buildings participated

## Raising Green Awareness


**Raising awareness** to societies on the importance of **environmental conservation** through **LDR 'Lihat Dari Rumah'** program

**6,199 viewers**

Instagram @Goodlifebca

Youtube Solusi BCA


# *ESG - Social Value Initiatives*

## Supporting Public Health

**150**

Vaccination centers in Q1-2022
**(Primary, Booster & Children vaccines)**

2x more than total vaccination center in 2021

**> 300,000**
Total doses of covid-19 vaccine (2021-2022)

**1,000 pcs**
Swab antigen test


**> 4,000 patients**

Received free-medical treatments at Bakti BCA assisted-clinic

## Community Empowerment & Donation


Collaborating with Blibli to provide BCA tourism village tour package & product promotion

**>21,900 Liter**
Cooking oil distributed with special price scheme to help communities

## Good Labor Practices

**2022 Employee scholarship**
Bachelor & master degree for **44** employees


Annual update of **integrity pact & employee disclosure** to all required employees

## Deepening Financial Literacy & Quality Education


**840** students from 18 universities joined **Workshop Leadership & Creativity**


Financial literacy participants:
**2,750 students**
**2,087 non-students**

Public webinar: **5,734 participants**


# ESG – Ratings & Awards

3 GOOD HEALTH AND WELL-BEING · 4 QUALITY EDUCATION · 5 GENDER EQUALITY · 7 AFFORDABLE AND CLEAN ENERGY · 8 DECENT WORK AND ECONOMIC GROWTH · 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE · 10 REDUCED INEQUALITIES · 13 CLIMATE ACTION · 16 PEACE, JUSTICE AND STRONG INSTITUTIONS

**MSCI Indonesia Index**
**Top 8 Constituents**

MSCI ESG RATINGS A

| CCC | B | BB | BBB | **A** | AA | AAA |
|---|---|---|---|---|---|---|

*Last update: Mar 2022*

**FTSE4Good ASEAN 5 Index**
**Top 10 Constituents**

FTSE4Good

*Last update: Mar 2022*

**Down Jones Sustainability Index**
**S&P Global CSA**

Score **55**

Rank percentile **76th**

S&P Global

*Last update: Nov 2021*

IDX Indonesia Stock Exchange · KEHATI

**BCA constituents of:**
- IDX ESG Leaders Index
- SRI – KEHATI Index
- ESG Quality 45 IDX – KEHATI
- ESG Sector Leaders IDX – KEHATI

*Last update: Dec 2021*

**FIHRRST**
**Best Sustainability Report**

Rating **A+**

FIHRRST Foundation for International Human Rights Reporting Standards

*Last update: Nov 2021*

**Thomson Reuters - Refinitiv**
**ESG Scores**

Rating **A**

REFINITIV

*Last update: Nov 2021*

Brand Finance®

**1st place for the World's Strongest Banking Brand** with index **score 94.0 of 100** and is the **only Indonesian brand with elite AAA+ strength rating**

GALLUP®

Customer excellence recognition for crossing into the **90th percentile of Gallup's Global Customer Engagement database**

BAIN & COMPANY

**BCA has the highest number of loyal customers compared to other banks -** Bain & Company survey

# *Agenda*

- Macroeconomy & banking industry highlights
- 1Q22 performance overview
- Sustainability finance and ESG
- ***Corporate updates***
- Share data, ratings & awards

# Corporate update

## Shareholders Meeting Results (Mar-22):

**Dividend Payment**

- Declared dividend per share of Rp 145, up 37% YoY
- Payout ratio 56.9%, rose from 47.9% last year
- Dividend payment on 19 April 2022

**Some changes in Board of Directors**

- Appointment of new Deputy President Director and new Compliance Director from existing members
- Appointment of a new member of Board of Directors

# *Agenda*

- Macroeconomy & banking industry highlights
- 1Q22 performance overview
- Sustainability finance and ESG
- Corporate updates
- ***Share data, ratings & awards***

# BCA share performance & rating

## BCA Shareholding Structure (31 March 2022)

| | Number of Shares | Ownership Percentage |
|---|---|---|
| PT Dwimuria Investama Andalan * | 67,729,950,000 | 54.94% |
| Public** | 55,545,100,000 | 45.06% |
| **Total** | **123,275,050,000** | **100.00%** |

**Note:**

* *Shareholders of PT Dwimuria Investama Andalan are Mr. Robert Budi Hartono and Mr. Bambang Hartono, therefore the ultimate shareholders of BCA are Mr. Robert Budi Hartono and Mr. Bambang Hartono.*

** *In the composition of Shares held by the public, 2.49% of the shares are owned by parties affiliated with PT Dwimuria Investama Andalan.*

## Fitch Ratings

As of 31 March 2022

| Description | Rating |
|---|---|
| Outlook | Stable |
| Local long-term rating | AA+ (idn) |
| Issuer default – long-term rating | BBB- |
| Issuer default – short-term rating | F3 |
| Support rating | 3 |

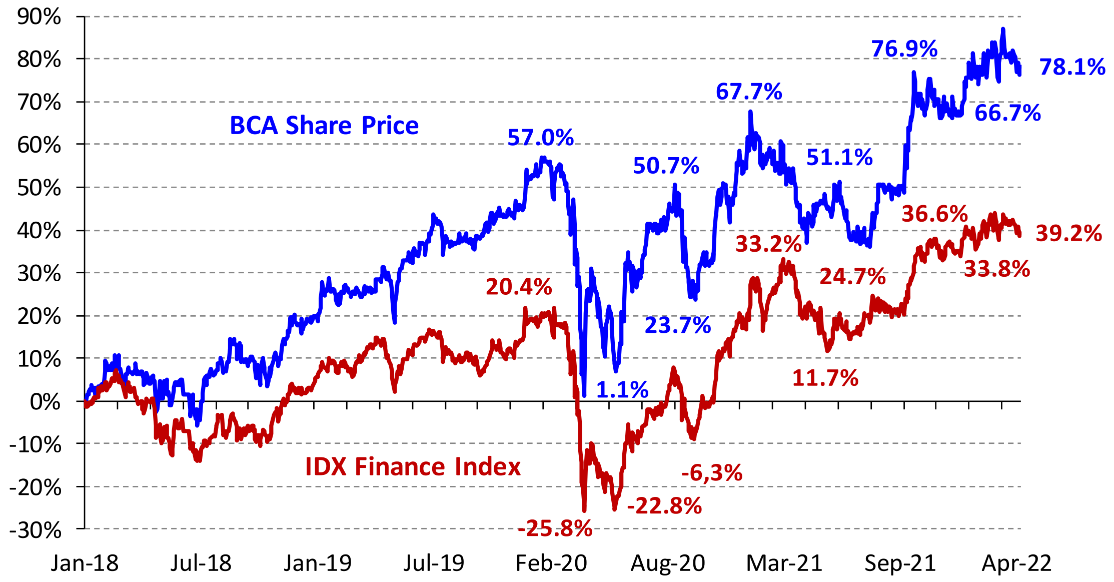
## Pefindo Ratings

As of 31 March 2022

| Description | Rating |
|---|---|
| Issuer | idAAA/Stable |
| Local IDR Sub-debt | idAA |

## Performance BBCA vs IDX Finance Index

*(Relative price up to 13 Apr 2022 against 1 Jan 2018)*




Market Cap **BCA**: Rp**952** tn *(13 Apr 21)*
*"The Largest in Indonesia"*

YoY **BCA** Share Price: **28.3**%
*(Mar-22 YoY)*

YoY **IDX Finance** Share Price: **18.3**%
*(Mar-22 YoY)*

# Awards and recognitions - 2022

## Best Bank

**World's Best Bank 2022**

Best Bank in Indonesia – (1st place)

**Indonesia Property & Bank Award 2022**

Best Bank for Service Level Agreement of Mortgage Product

## Best Brand

**Indonesia Millenial Women Brand Choice Awards 2022**

- Top 5 Millennial Women Favorite Brand 2022 in Category Mobile Banking (BCA Mobile)
- Top 5 Millennial Women Favorite Brand 2022 in Category Private Bank (Bank BCA)
- Top 5 Millennial Women Favorite Brand 2022 in Category Electronic Money (Flazz BCA)

**Brand Finance Banking 500 2021**

1st Place on Top 10 Strongest Banking Brands (AAA+ rating)

## Customer Service

**Gallup Customer Engagement Survey**

Customer Excellence Recognition

## Public Relations

**PR Indonesia Awards 2022**

- Best Annual Report
- Best Video Company Profile
- Terpopuler di Media Cetak

## CSR

**Top CSR Awards 2022**

- TOP CSR Golden Trophy 2022
- TOP CSR Awards 2022 #Star5

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