



Always by your side

PT Bank Central Asia Tbk 9M22 Results

20 October 2022

▶ **Macroeconomy & banking industry highlights**

- 9M22 performance overview
- Sustainability finance and ESG
- Share data, ratings & awards

Economic highlights

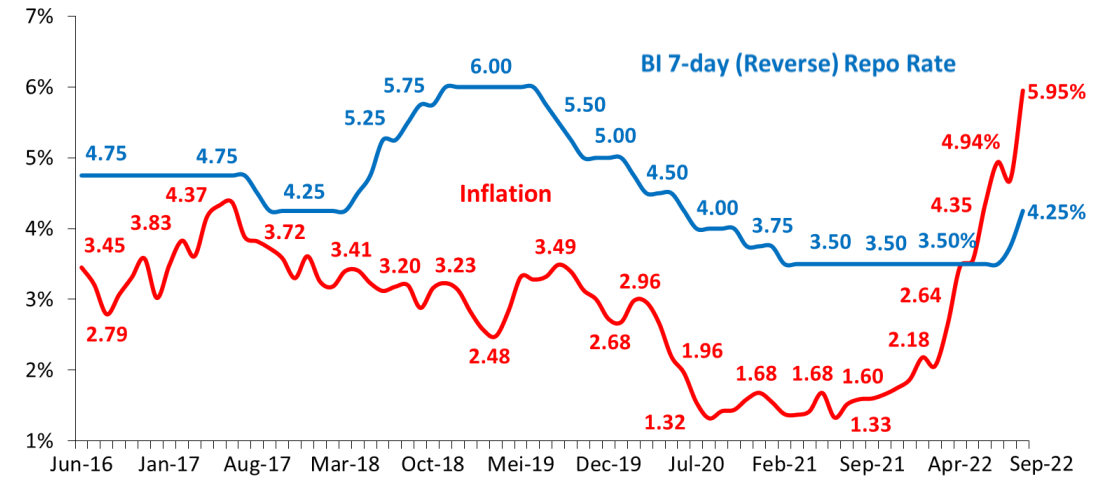
- Domestic growth remains robust, increasingly driven by investment while consumption plateaus.
- Indonesia’s current accounts remains resilient as a result of strong terms of trade.
- Export could be weaker as global economy is projected to slow due to tighter liquidity, stronger USD and geopolitical instability.
- Inflation is on the rise following the administered fuel price adjustment, but its effects are partially moderated by food deflation.
- Bank Indonesia increased its 7DRR to 4.25% in September 2022 in response to external pressures.

	Q3-21	Q3-22
Real GDP	3.51%	5.44%*
CPI	1.60%**	5.95%**
BI 7-D Rate	3.50%	4.25%
USD/IDR	14,364	15,228
CA (% of GDP)	1.5%	1.1%*

Source: Bank Indonesia

*) Q2-22 number; **) Sep YoY

Inflation and BI Rates (%)



Rupiah/USD



Source: Bloomberg

Banking sector: loan growth momentum continues

- Loans increased 10.7% YoY driven by simultaneous recovery in across segments and economic sectors.
- With deposits grew at lower pace of 9.1% YoY, LDR slightly increased to 81.6%.
- Albeit rising policy rate, intense lending competition continues.
- Transaction activities growth remains despite at a normalized rate (BCA Consumer Spending Index +11% YoY, BCA Business Txn Index +13% YoY).
- Asset quality keeps improving. Restructured loans from Covid-19 declined to Rp 543.4 tn in Aug-22 (vs. Jul-22 at Rp 560.4 tn).
- Banking sector saw a rebound in profitability on the back of loan demand recovery and lower credit cost.

Banking Sector Financial Summary (%)

(Rp trillion)	Jun-21	Dec-21	Jun-22	ΔYoY	ΔYtD
Total Assets	9,411	10,112	10,309	9.5%	1.9%
Total Loans	5,582	5,769	6,177	10.7%	7.1%
Third Party Funds	6,966	7,479	7,602	9.1%	1.6%
CASA	4,107	4,576	4,748	15.6%	3.8%
Current Accounts	1,865	2,144	2,230	19.6%	4.0%
Savings Accounts	2,242	2,432	2,518	12.3%	3.5%
Time Deposits	2,859	2,904	2,854	-0.2%	-1.7%
Net Profit	67.5	140.2	97.2	43.9%	n.a
NIM	4.7%	4.6%	4.8%	10bp	20bp
LDR	80.4%	77.5%	81.6%	120bp	410bp
NPL	3.2%	3.0%	2.9%	-30bp	-10bp
CAR	24.3%	25.7%	24.7%	40bp	-100bp

Source: OJK

Agenda

- Macroeconomy & banking industry highlights

9M22 performance overview

- Sustainability finance and ESG
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Improved asset mix, higher contribution from loans and govt bonds



(Rp billion)	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	YoY	YtD	QoQ
Total Assets	1,169,296	1,228,345	1,259,435	1,264,468	1,288,723	10.2%	4.9%	1.9%
Secondary Reserves & Marketable Securities	456,294	476,970	507,120	461,767	475,539	4.2%	-0.3%	3.0%
Loans	605,874	636,987	637,131	675,362	681,983	12.6%	7.1%	1.0%
Third Party Funds	923,736	975,949	997,761	1,011,043	1,025,528	11.0%	5.1%	1.4%
CASA	721,799	767,012	798,159	817,812	830,447	15.1%	8.3%	1.5%
Current Accounts	263,375	285,640	301,097	304,808	318,274	20.8%	11.4%	4.4%
Savings Accounts	458,424	481,373	497,061	513,003	512,174	11.7%	6.4%	-0.2%
Time Deposits	201,936	208,937	199,602	193,231	195,081	-3.4%	-6.6%	1.0%
Equity	197,815	202,713	194,689	202,987	211,940	7.1%	4.6%	4.4%

Top line growth owing to loan volume and higher yield in ST treasury assets



(Rp billion)	9M-21	9M-22	YoY	1Q-22	2Q-22	3Q-22	QoQ
Operating Income	57,606	62,755	8.9%	20,402	20,494	21,859	6.7%
Net Interest Income	42,156	46,093	9.3%	14,483	15,291	16,319	6.7%
Non Interest Income	15,451	16,663	7.8%	5,920	5,203	5,540	6.5%
Fees and Commissions	10,688	12,317	15.2%	3,977	4,194	4,146	-1.1%
Trading Income	1,731	751	-56.6%	614	(164)	300	n.a
Others	3,031	3,596	18.6%	1,328	1,174	1,094	-6.8%
Operating Expenses	21,184	23,176	9.4%	7,722	7,331	8,123	10.8%
Manpower	10,026	10,706	6.8%	3,907	3,290	3,510	6.7%
General & Administrative	11,158	12,470	11.8%	3,816	4,042	4,613	14.1%
PPOP (Pre-Provision Operating Profit)	36,422	39,579	8.7%	12,680	13,163	13,737	4.4%
Provision	(7,649)	(3,918)	-48.8%	(2,818)	(909)	(191)	-79.0%
Net Profit	23,199	28,955	24.8%	8,064	9,985	10,905	9.2%

Key Ratios



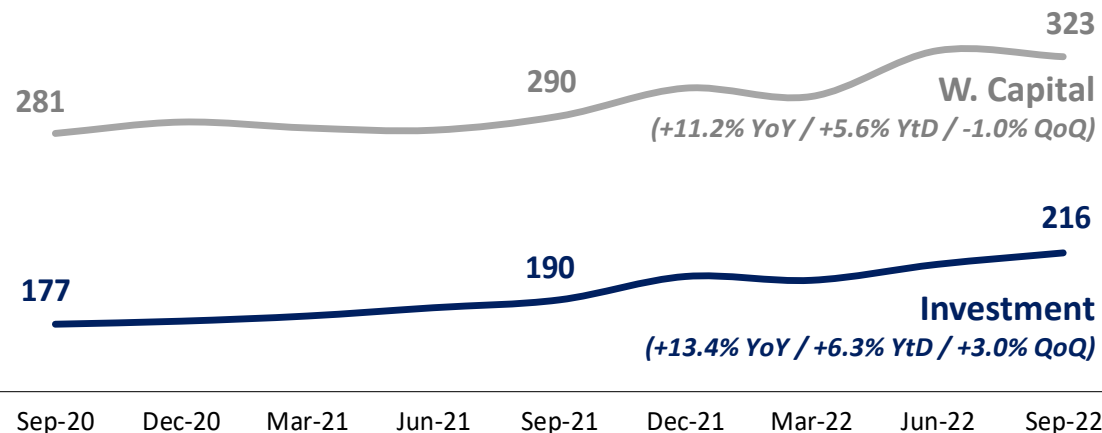
Bank Only	9M-21	9M-22	ΔYoY	1Q-22	2Q-22	3Q-22	ΔQoQ
NIM	5.2%	5.1%	-0.1%	4.9%	5.0%	5.4%	0.4%
COC	1.7%	0.8%	-0.9%	1.9%	0.6%	0.0%	-0.6%
Risk Adjusted NIM	3.5%	4.3%	0.8%	3.0%	4.4%	5.4%	1.0%
CIR	33.3%	34.5%	1.2%	35.8%	32.9%	34.8%	1.9%
ROA (after tax)	2.9%	3.0%	0.1%	2.5%	3.2%	3.4%	0.2%
ROE	18.7%	20.6%	1.9%	16.8%	22.4%	22.7%	0.3%
CAR	26.2%	25.4%	-0.8%	23.9%	24.7%	25.4%	0.7%
LFR*	62.0%	63.3%	1.3%	60.5%	63.5%	63.3%	-0.2%
RIM	63.7%	65.3%	1.6%	62.6%	65.4%	65.3%	-0.1%
NSFR	179.9%	172.6%	-7.3%	176.9%	174.1%	172.6%	-1.5%
LCR	386.8%	396.6%	9.8%	410.0%	401.4%	396.6%	-4.8%
NPL - gross	2.4%	2.2%	-0.2%	2.3%	2.2%	2.2%	0.0%
NPL Coverage	230.2%	247.9%	17.7%	244.8%	246.4%	247.9%	1.5%
LAR	17.1%	11.7%	-5.4%	13.8%	12.3%	11.7%	-0.6%
LAR Coverage incl. off B/S	35.1%	49.9%	14.8%	44.7%	47.9%	49.9%	2.0%

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

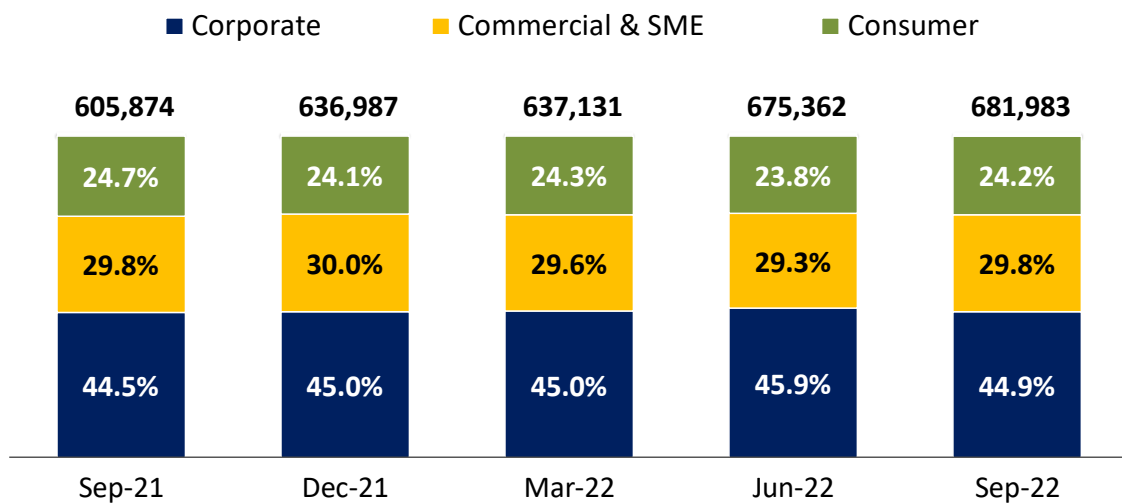
Business momentum across all categories



Business Loans (Rp tn) - Consolidated



Loan Composition (Rp bn) - Consolidated

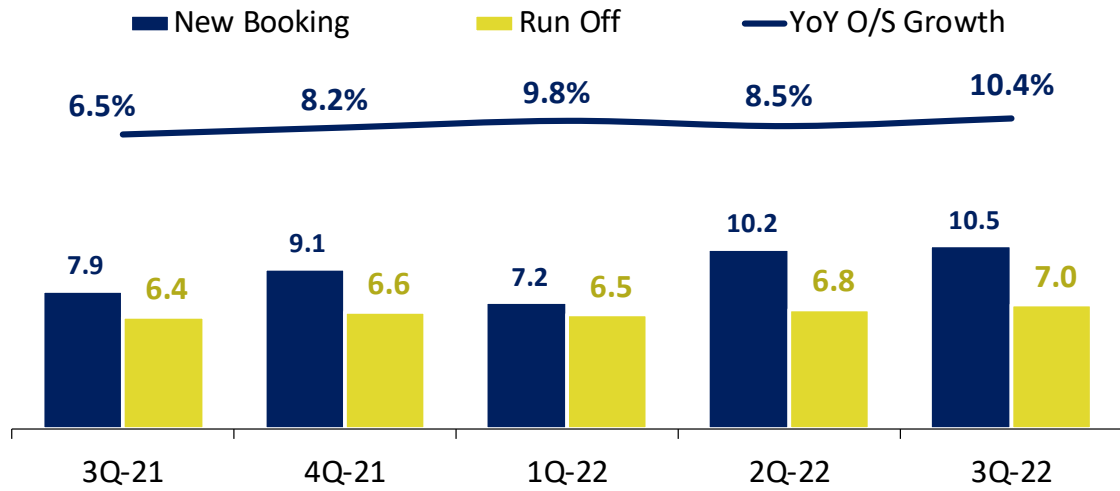


Loan Breakdown (Rp bn) - Consolidated

	Sep-21	Dec-21	Sep-22	ΔYoY	ΔYtD	ΔQoQ
Corporate	269,882	286,490	306,065	13.4%	6.8%	-1.3%
Commercial & SME	180,694	190,882	203,547	12.6%	6.6%	3.0%
Consumer	149,435	153,367	164,965	10.4%	7.6%	2.8%
- Mortgage	95,076	97,530	105,003	10.4%	7.7%	3.3%
- Vehicles	40,090	40,602	43,776	9.2%	7.8%	1.4%
- C.Cards & Others	14,269	15,235	16,185	13.4%	6.2%	2.8%
Sharia Financing	5,863	6,248	7,406	26.3%	18.5%	4.7%
Total O/S Loans	605,874	636,987	681,983	12.6%	7.1%	1.0%
Total Facilities	872,337	911,088	990,127	13.5%	8.7%	4.1%
Corp. Bonds	24,170	26,174	27,838	15.2%	6.4%	0.2%
Loans + Corp. Bonds	630,044	663,161	709,821	12.7%	7.0%	0.9%

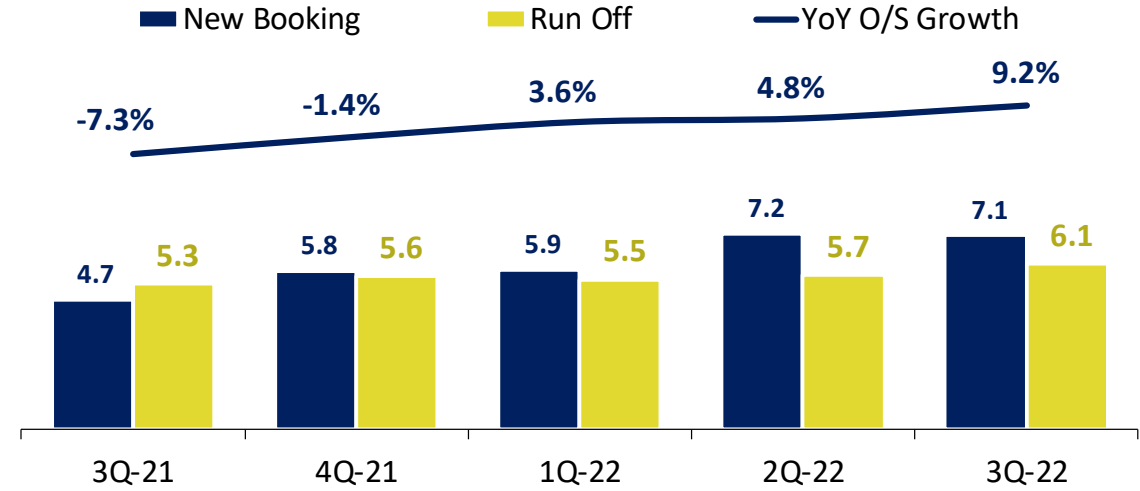
Consumer new booking remained high in 3Q

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)



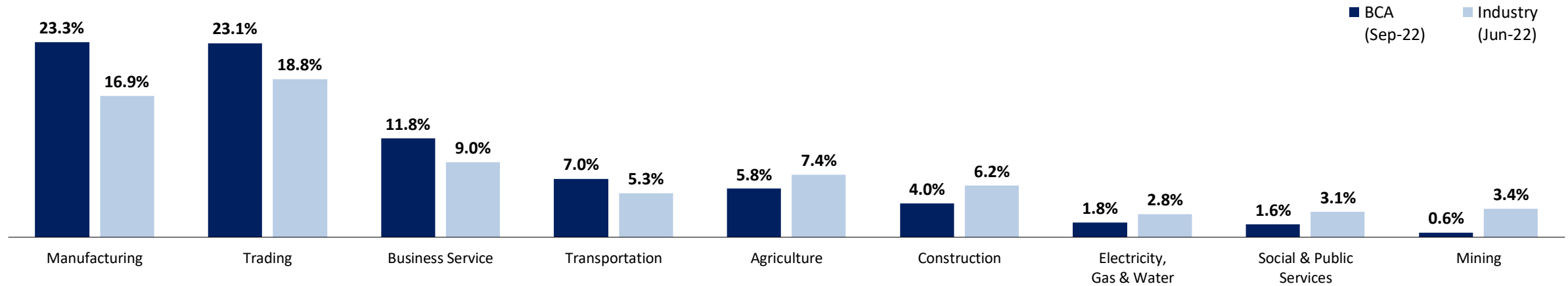
Note: Bank Only runoff and new booking, Consolidated YoY growth



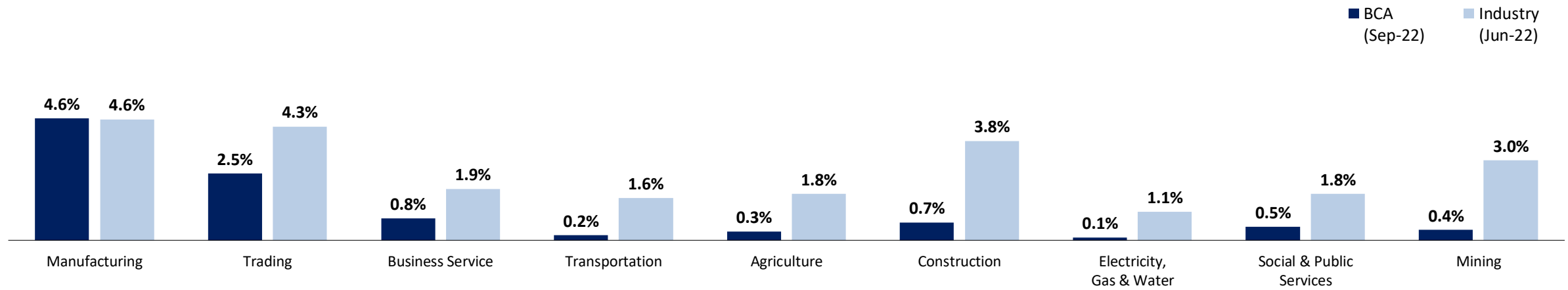
Well diversified loans. Quality remains in check



Composition of BCA Business Loans by Sector (%)



BCA Business NPL by Sector (%)



Note: Consolidated numbers based on LBU reporting category

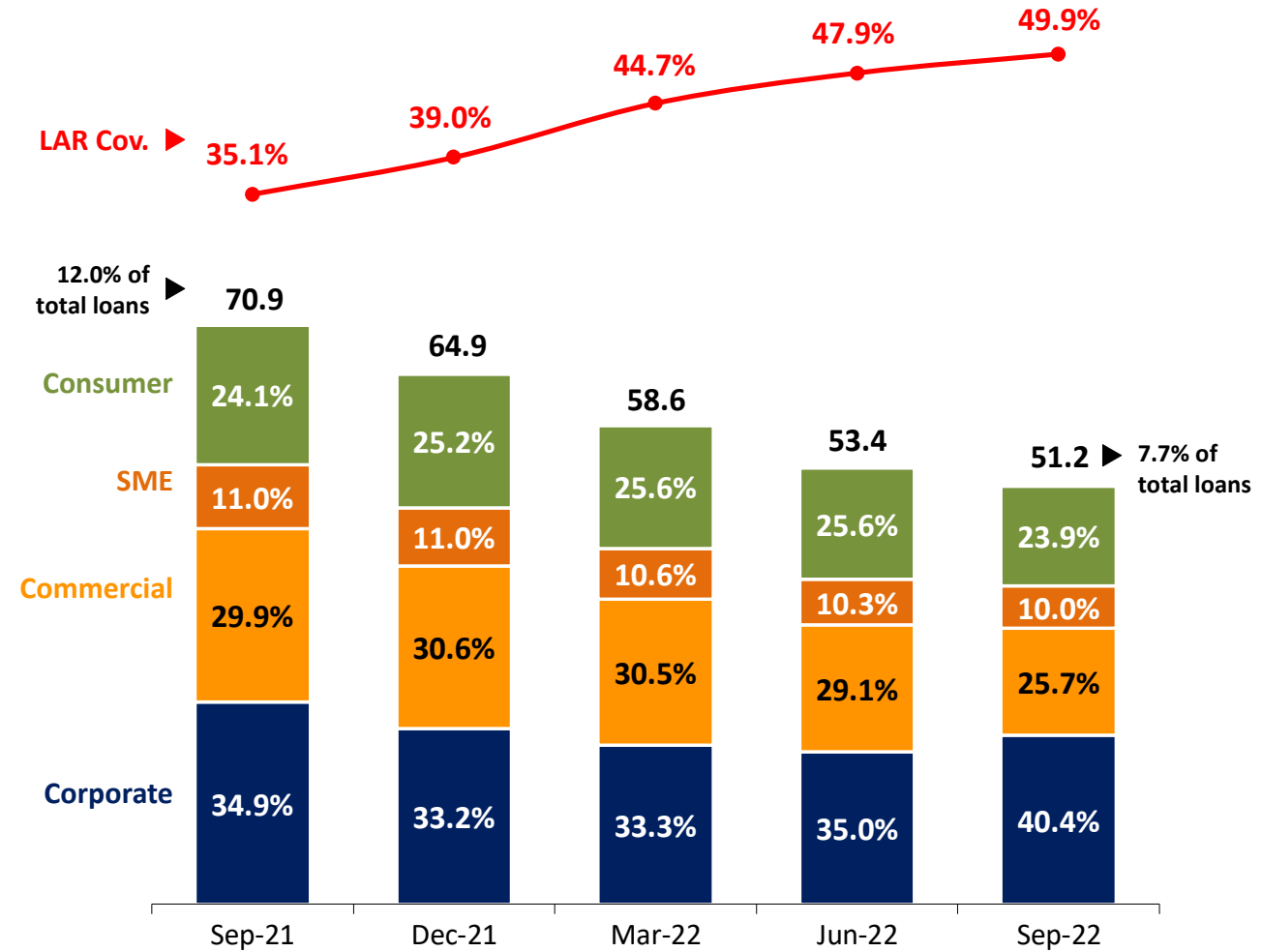
LAR improved to 11.7%



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

Rp trillion	Dec-21	Sep-22	ΔYoY	ΔYtD	ΔQoQ
Total Loans by Collectability (bank only):					
Current	594.7	636.3	13.4%	7.0%	1.1%
Special Mention	12.5	12.1	-26.0%	-3.5%	-8.3%
NPL	13.4	14.3	2.5%	6.7%	-1.3%
Total Loans	620.6	662.7	12.1%	6.8%	0.9%
Restructured Loans (bank only):					
Current	64.9	51.2	-27.8%	-21.1%	-4.1%
Special Mention	8.7	6.9	-36.9%	-20.9%	-15.5%
NPL	8.9	10.7	50.7%	20.1%	1.3%
Total Restruct. Loans	82.5	68.8	-22.6%	-16.6%	-4.6%
Total LAR	90.8	77.6	-23.3%	-14.6%	-4.3%
% LAR / Loans	14.6%	11.7%	-5.4%	-2.9%	-0.6%

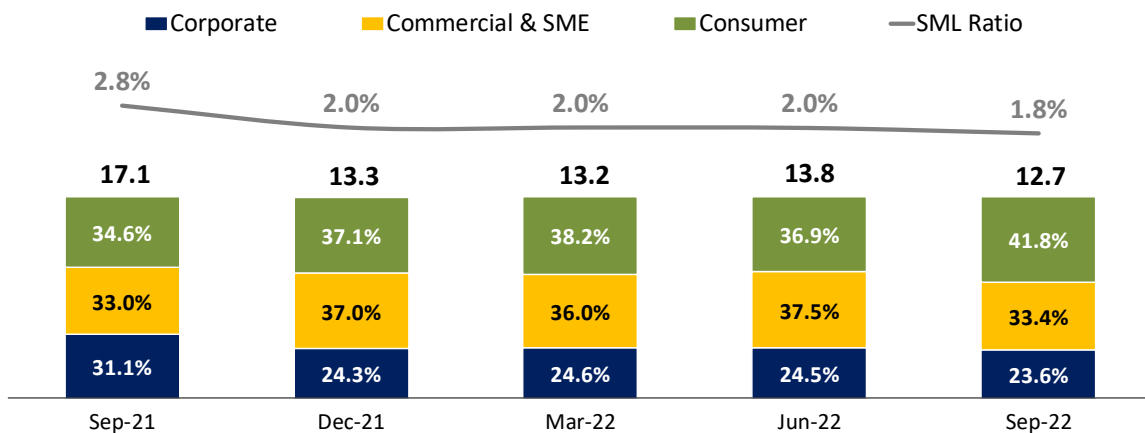
Restru. Loans - Coll.1, LAR Coverage - Bank Only



Ample coverage sustained

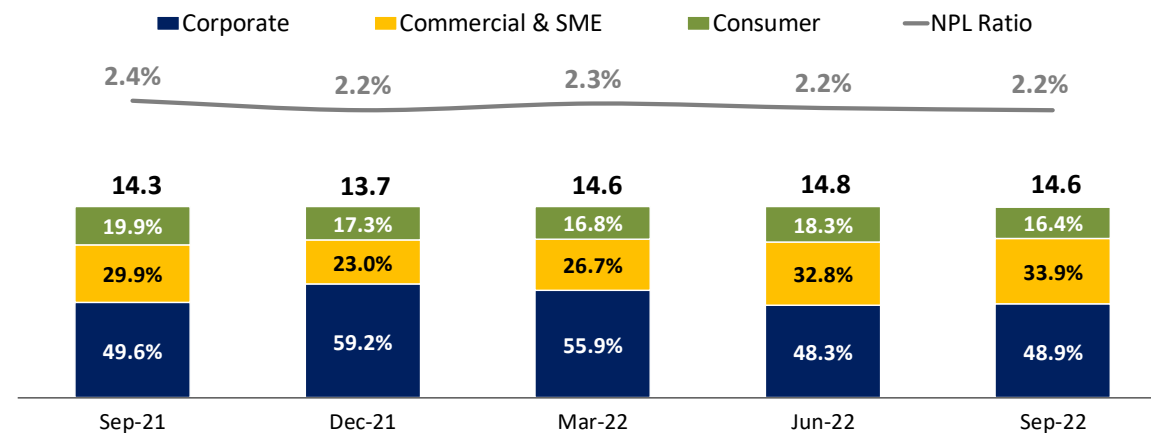


Special Mention Composition (% of Total SML, Rp tn) Consolidated



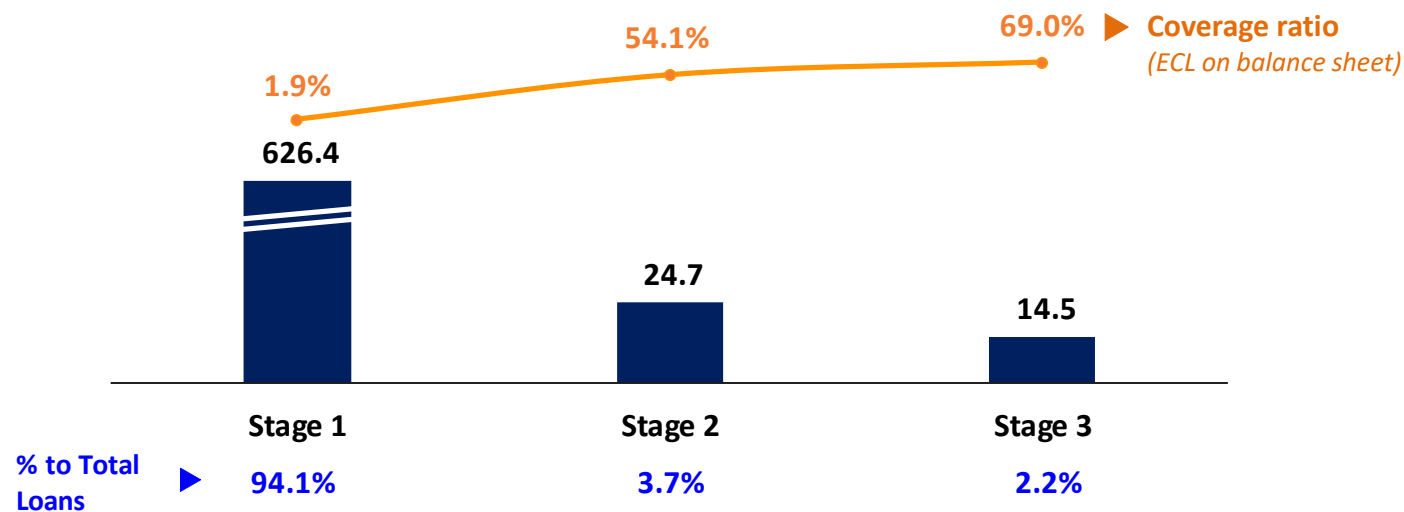
Note: The remaining contribution came from Sharia financing

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



Note: The remaining contribution came from Sharia financing

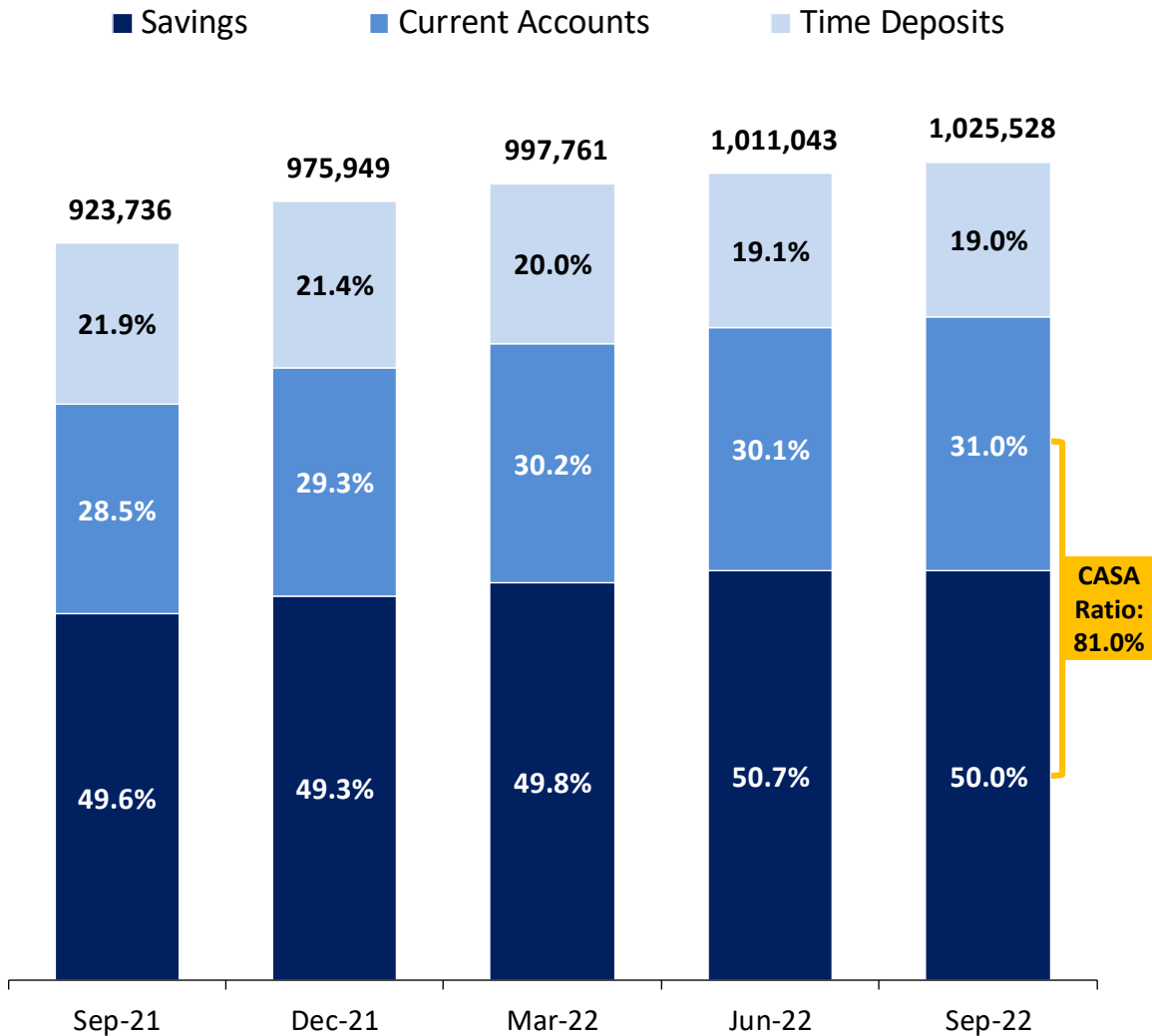
Loan Staging (Rp tn) – Consol excl. sharia & consumer receivables



Strong growth in CASA. CASA Ratio at 81%

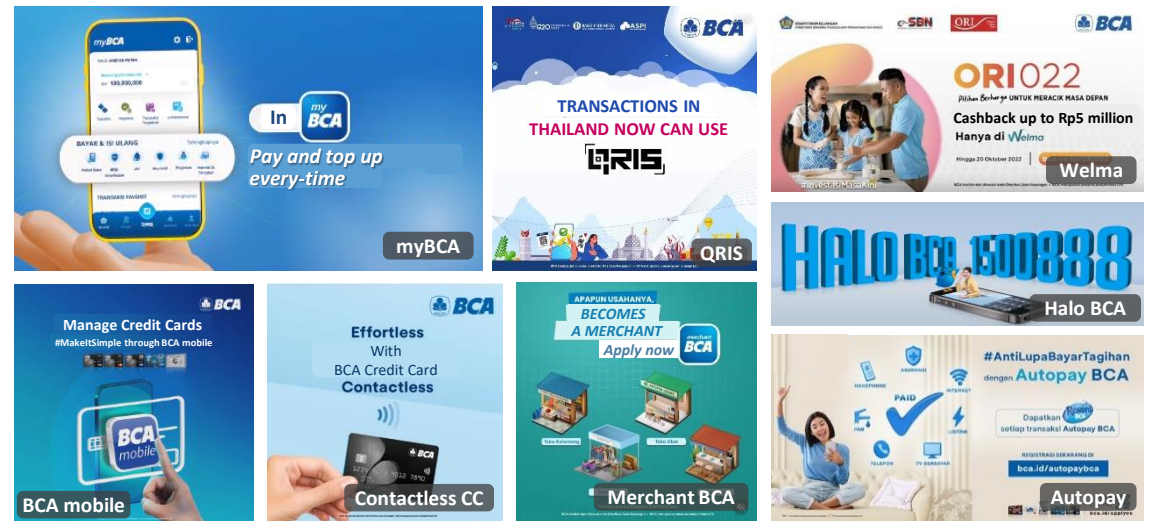


Third Party Fund Composition (Rp bn) - Consolidated



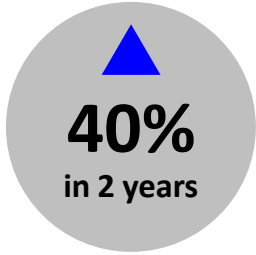
Third Party Funds (Rp bn) - Consolidated

	Sep-21	Dec-21	Sep-22	ΔYoY	ΔYtD
CASA	721,799	767,012	830,447	15.1%	8.3%
Current Accounts	263,375	285,639	318,274	20.8%	11.4%
Savings Accounts	458,424	481,373	512,174	11.7%	6.4%
Time Deposits	201,936	208,937	195,081	-3.4%	-6.6%
Third Party Funds	923,736	975,949	1,025,528	11.0%	5.1%
CASA Ratio	78.1%	78.6%	81.0%	2.9%	2.4%



Digital capabilities deliver volume flow

No. of Customers



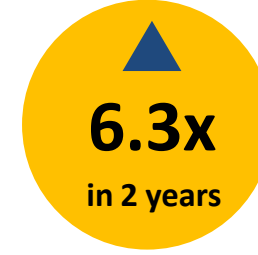
No. of transactions mobile banking



No. of mobile banking users



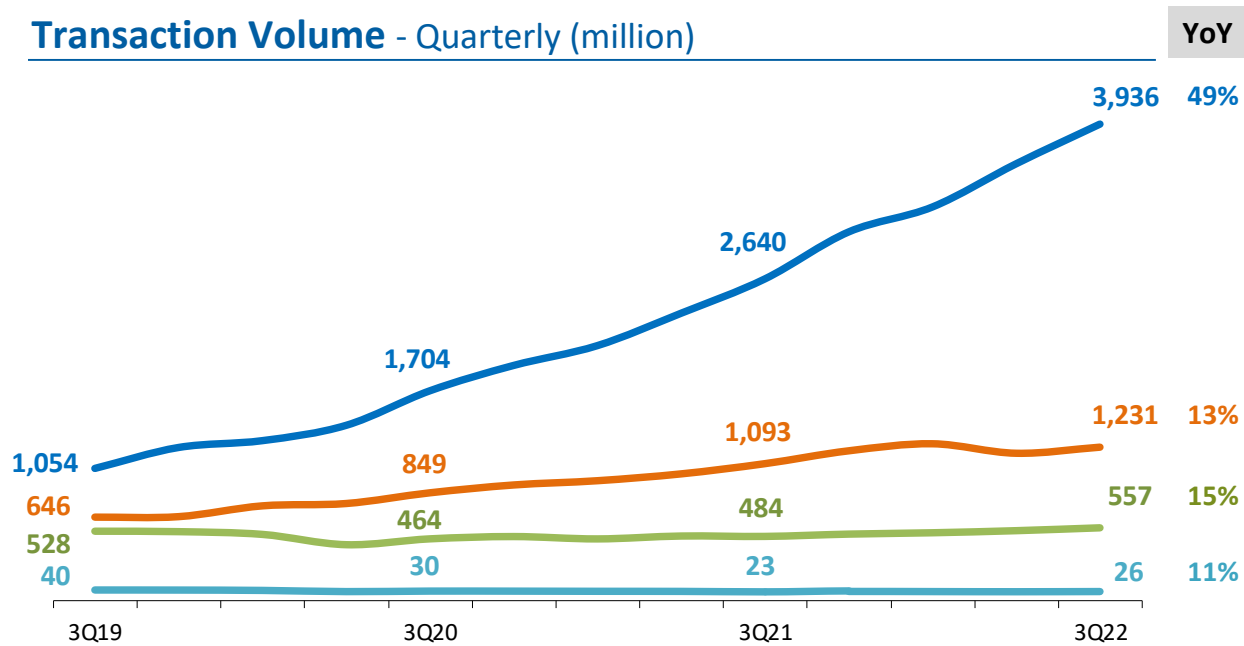
API trx vol.



QRIS Trx value



Transaction Volume - Quarterly (million)



Transaction Value - (Rp tn)

	9M21	9M22	ΔYoY	2Q22	3Q22	ΔQoQ
Mobile Banking	2,850	3,966	39.1%	1,321	1,411	6.9%
Internet Banking	10,834	12,902	19.1%	4,351	4,480	3.0%
ATM	1,573	1,692	7.5%	580	568	-2.1%
Branch Banking	9,413	10,340	9.8%	3,497	3,519	0.6%

Endless innovations contribute substantially



Credit Card

Trx value rose **39%** as borders re-open

BI-Fast

Transactions grew **4.2x** QoQ

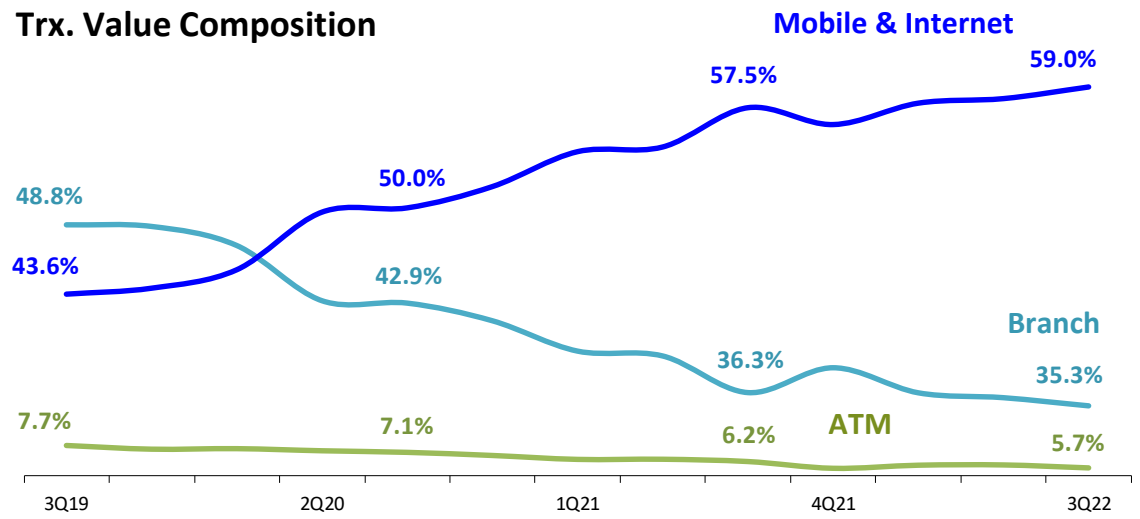
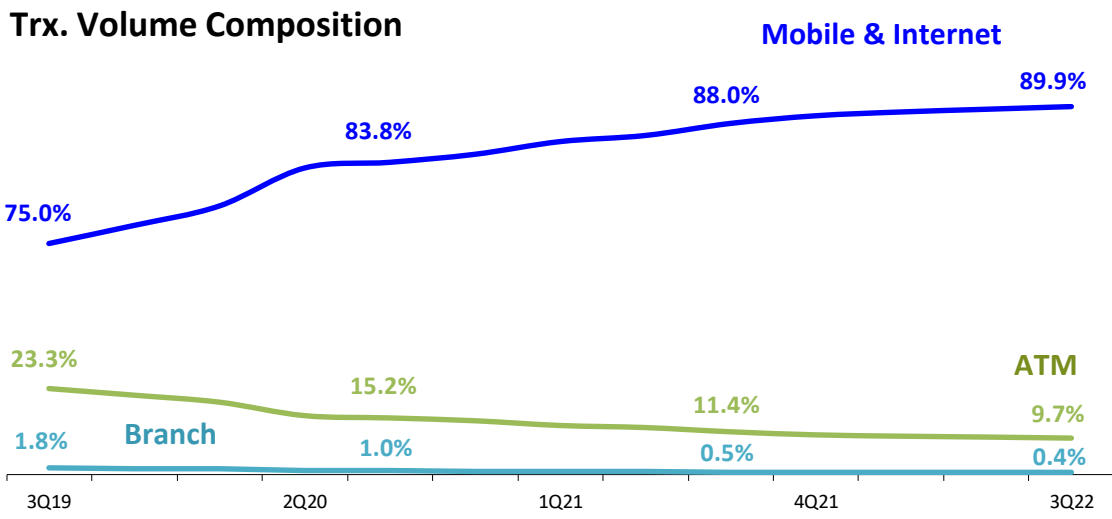
Oneklik

Transaction volume rose **3.2x** in 2 years, transaction value **2.5x**

Wealth Mgt

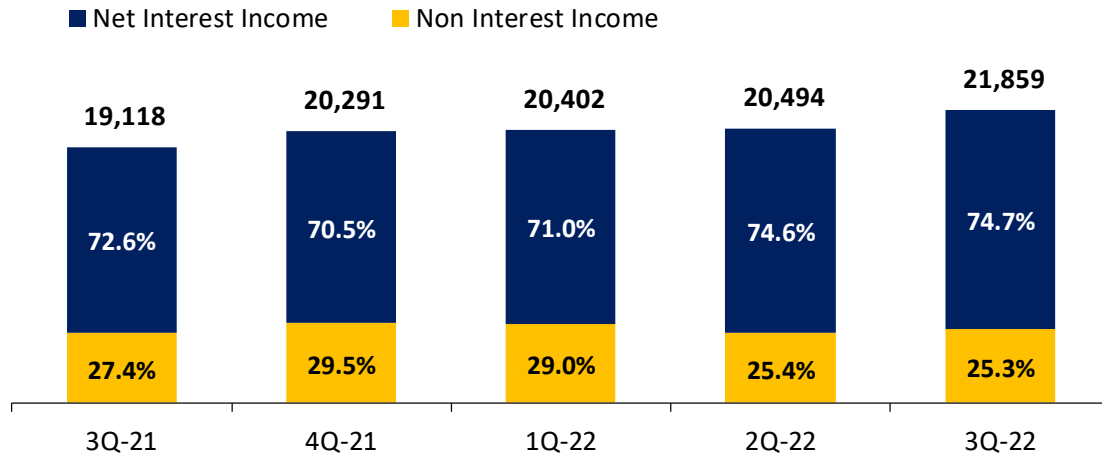
Total AUM rose **58%** YoY

Rising the bar for mobile & internet channels

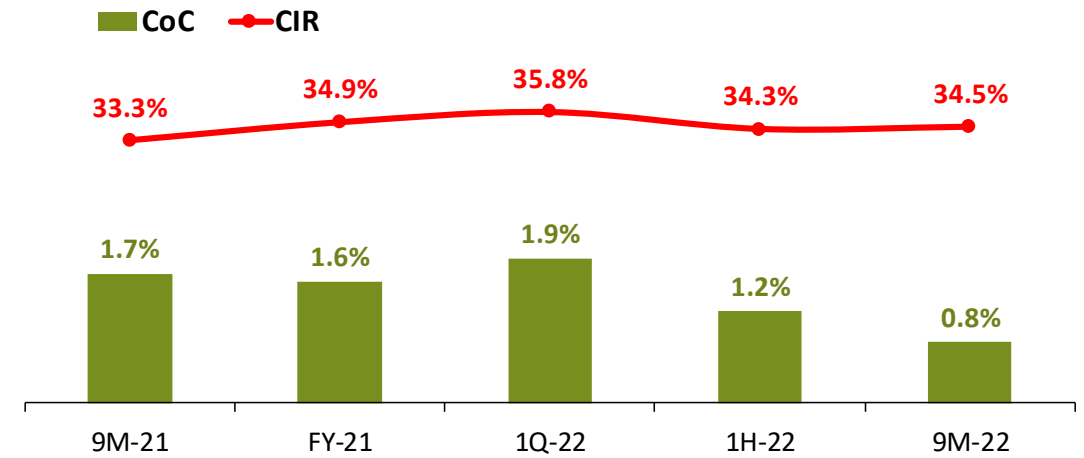


Profitability trend

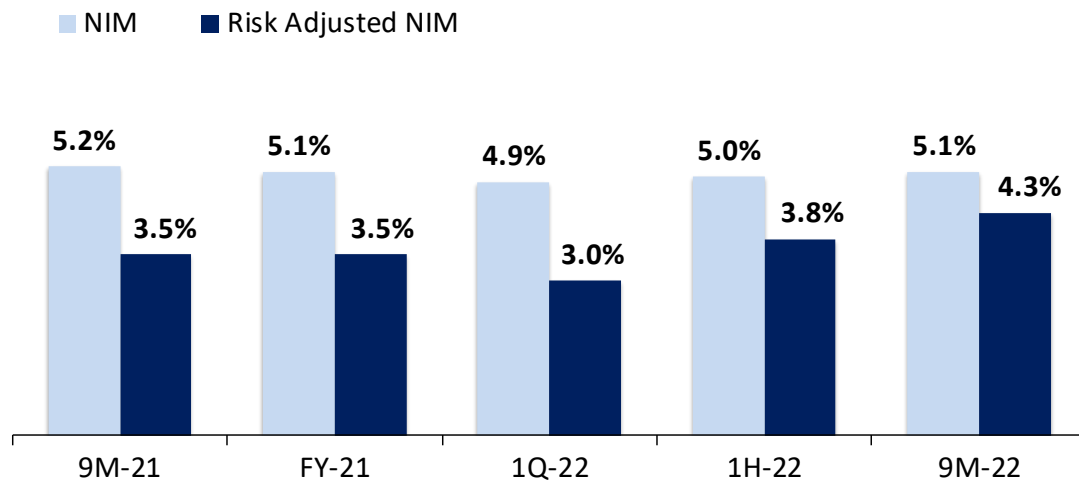
Quarterly Operating Income (Rp bn) - Consolidated



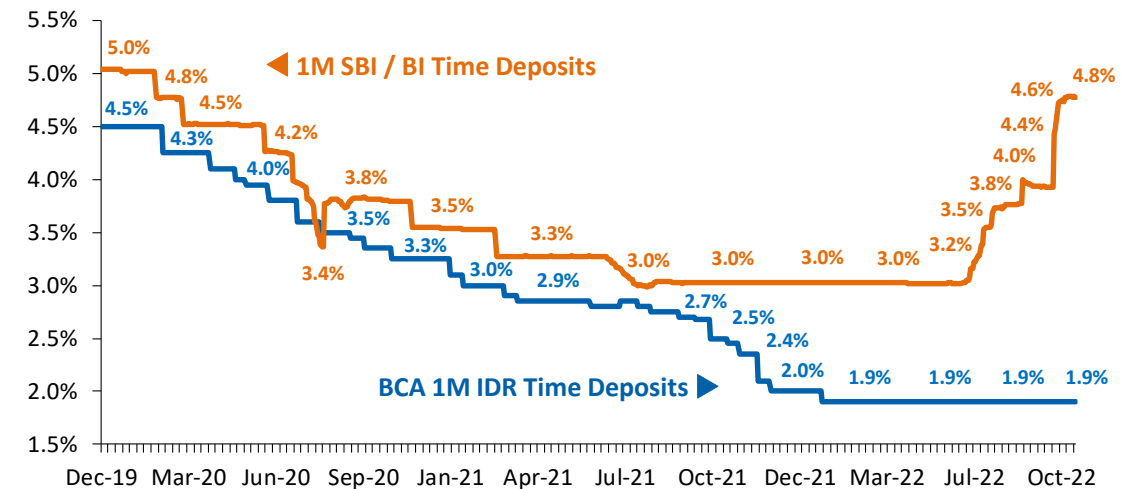
Cost to Income & Cost of Credit - Bank Only



NIM & Risk Adj. NIM - Bank Only



Interest Rate*



* Maximum interest rate offered

Agenda



- Macroeconomy & banking industry highlights
- 9M22 performance overview

Sustainability finance and ESG

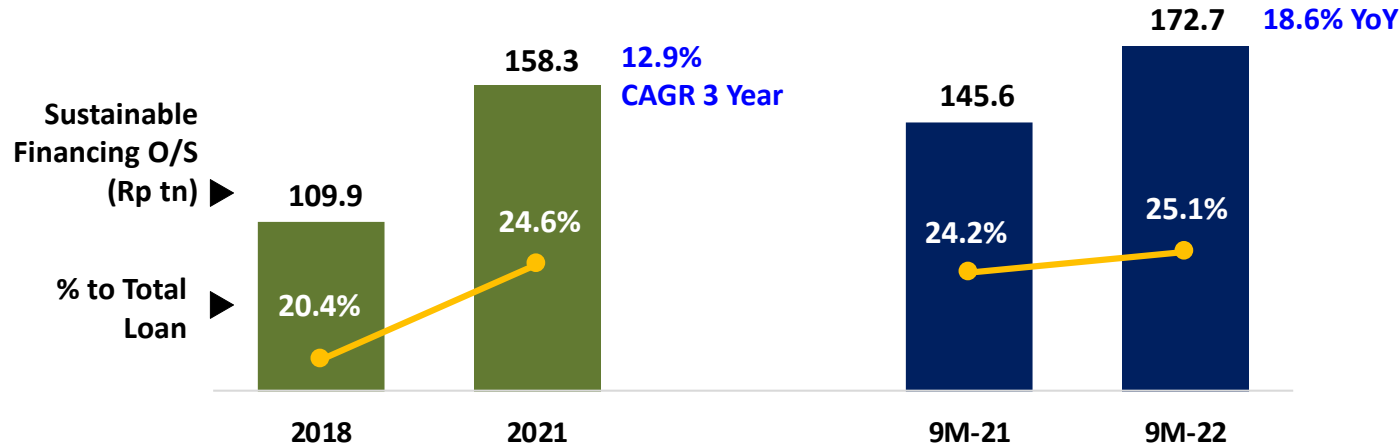
- Share data, ratings & awards

ESG Financing grew 18.6% YoY

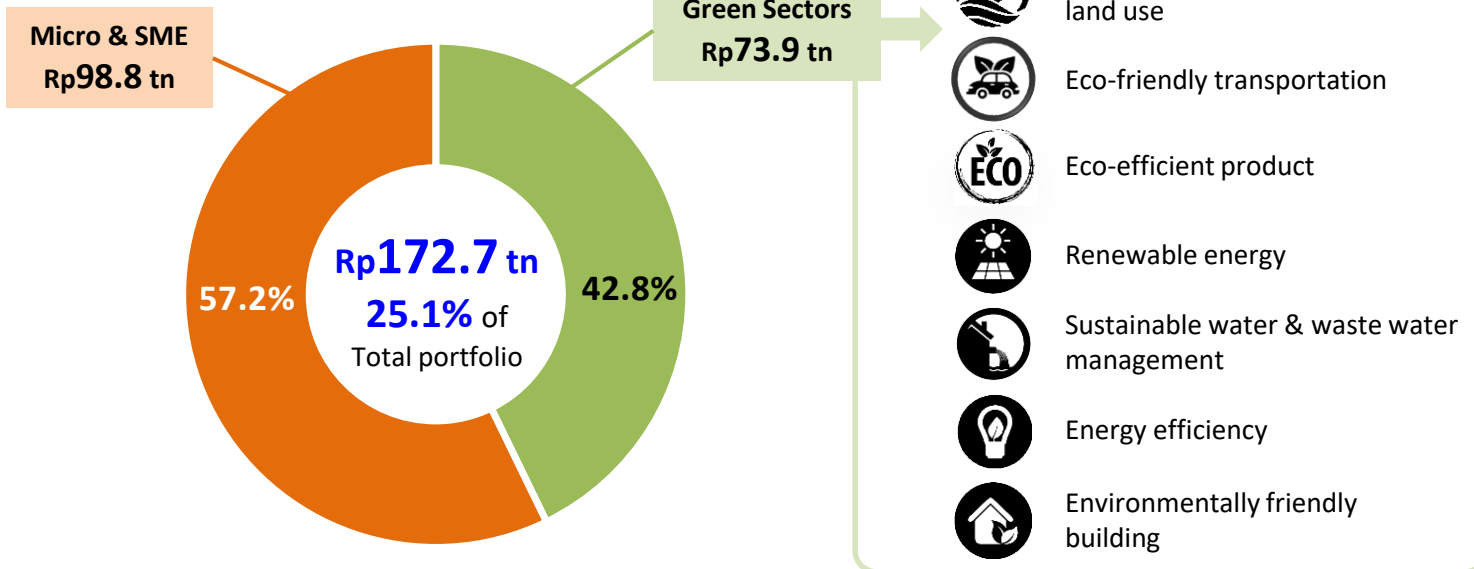
Committed to contribute to a lower carbon economy



Sustainable financing 3-Year growth



Sustainable Finance Portfolio



- **Sustainable Financing Portfolio** grew 12.9% (3-year CAGR), reached 25.1% of total loan portfolio
- Upgrading our loan underwriting, taking into account **ESRA** (Environmental Social Risk Analysis) framework
- Establishing **responsible lending policies** in palm oil sector, while setting up policies for other selected sectors
- Mapping corporate debtors under '**OJK's Green Taxonomy**' is in progress.
- Held Micro SME Exhibition '**UMKM Fest**' 12 Aug – 12 Sep 2022 to promote **Indonesia MSME products**

Promoting environmentally friendly operation



887 tCO₂ eq of carbon saving in 2021 and target to double in 2022

1. Recycle & Waste Management

i) 282 tons of expired documents into re-usable pulp and paper

- Reducing **322.5 tCO₂ eq**
- Saved approx: **15,000 trees**



ii) 2,100 units of ATM Cartridges (7 tons) into reusable materials (plastic pellets, flakes, etc)



iii) 13 tons of non organic waste (paper, cardboard plastics, bottles)

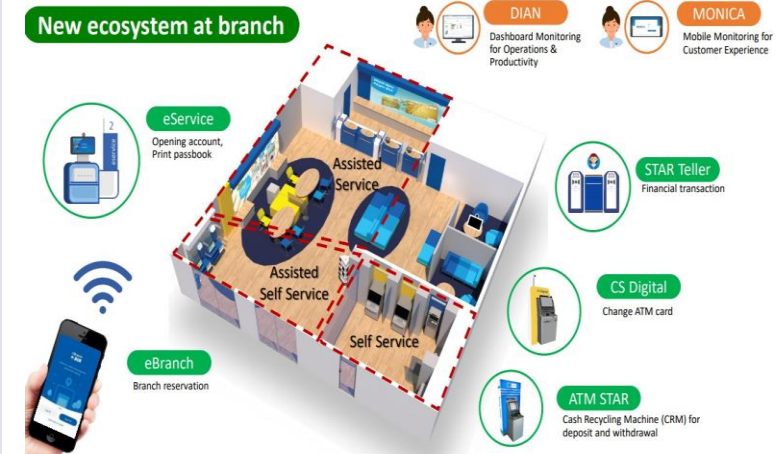
into reusable materials

- Freed **~59m³** of landfill space
- Saved **~243 trees**
- Saved **~60,179 kWh** of energy
- Prevented **~26.4 ton** of CO₂ pollution

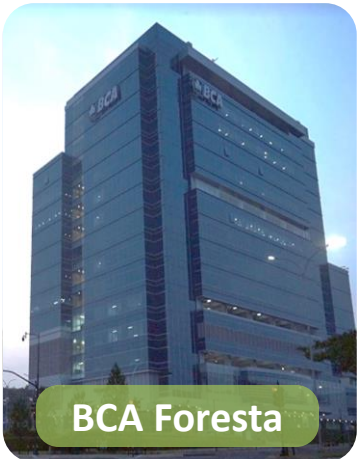


2. Greener Operation via Digital Adoption

Focusing on **expanding digital banking solutions and digital-oriented working culture** (including: online account opening, online investment platform, online events, digital back-end support)



3. Green Building Initiative



- Targeting Energy Consumption Intensity in “a fairly efficient” level <18,5kWh/m²/month inline with SNI 03-6196-2000 (energy audit procedure on buildings)
- ‘BCA Foresta’ building obtained “**1st Rank** in Subroto Awards for Energy Efficient Building” from the Ministry of Energy & Mineral Resources

4. Nature Conservation

- Nature conservation is one of key CSR initiatives
- We planted **18,300 trees** in 2022



Social value initiatives

Contributing to public health, education, community welfare, MSMEs and cultural preservation



Public Health



National stunting reduction program – funding commitment

USD 1 Million



>411,000 Covid-19 vaccines
724 Cataract surgeries
>11,400 Medical assistances

Community Welfare



Constructing solar power plants for **32** households in Sumba



65 MSMEs join community development in Belitung



13 Tourism Villages joined the community empowerment activities

Education



Rp 8.0 Billion
1,700 Students
19 Universities

Bakti BCA scholarship program - Committed to improve the quality of education

MSMEs Support

Promoting local MSMEs products & business matching



1,200 MSME

>45,000 transactions



Cyber Security literacy
23,264 participants

Financial literacy
14,583 participants

Cultural Preservation



30 Traditional Weavers in South Central-Timor

Participated in training on natural dyeing of woven fabrics with eco fashion concept



Awarding **8** Best Thesis

Preserving Indonesian culture through Nusantara Academic Writing Awards 2022

ESG Rating & Awards



MSCI Indonesia Index Top 10 Constituents

MSCI
ESG RATINGS



CCC B BB BBB A **AA** AAA

Last update: Aug 2022

FTSE4Good ASEAN 5 Index Top 10 Constituents



FTSE4Good

Last update: Sep 2022



BCA constituents of:

- IDX ESG Leaders Index
- SRI – KEHATI Index
- ESG Quality 45 IDX – KEHATI
- ESG Sector Leaders IDX – KEHATI

Last update: Sep 2022



“Best Bank in Indonesia”

Euromoney Awards for Excellence 2022



“Gold Champion”

Bisnis Indonesia Corporate Social Responsibility Awards 2022

FIHRRST Best Sustainability Report

Rating **A+**



Last update: Nov 2021 - Annually

Thomson Reuters - Refinitiv ESG Scores

Rating **A**



Last update: Nov 2021 - Annually

Down Jones Sustainability Index S&P Global CSA

Score **53**

Rank percentile **79th**



Last update: Sep 2022 - Annually



60 awards (41 gold, 13 silver, 6 bronze)
Global Contact Center World Awards Asia Pacific

Agenda



- Macroeconomy & banking industry highlights
- 9M22 performance overview
- Sustainability finance and ESG

 ***Share data, ratings & awards***

BCA share performance & rating



BCA Shareholding Structure (30 September 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.
 ** Under this composition, 2.49% of shares belong to parties affiliated with PT Dwimuria Investama Andalan.

Fitch Ratings

As of 30 September 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

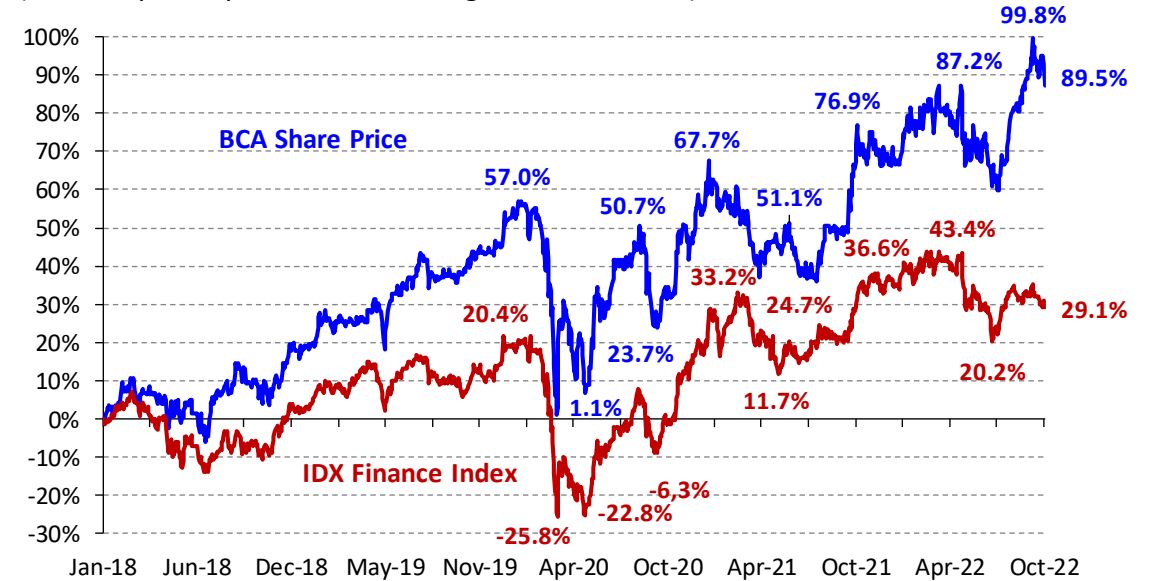
Pefindo Ratings

As of 30 September 2022

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

Performance BCCA vs IDX Finance Index

(Relative price up to 10 Oct 2022 against 1 Jan 2018)



- 1 Market Cap **BCA: Rp1,023 tn** (10 Oct 22)
"The Largest in Indonesia"
- YoY **BCA Share Price: 22.1%**
(Sep-22 YoY)
- YoY **IDX Finance Share Price: 5.0%**
(Sep-22 YoY)

Awards and recognitions – 2022



Best Bank

  **FinanceAsia Country Awards 2022**
Best Domestic Bank in Indonesia

  **Forbes World's Best Bank 2022**
Best Bank in Indonesia (1st rank)

  **Indonesia Most Acclaimed Companies Awards 2022**
Most Acclaimed Company with Outstanding Business Ecosystem Through Banking Digitalization

  **Euromoney Awards for Excellence 2022**
Best Bank in Indonesia

  **Euromoney Real Estate Awards 2022**
Overall Winner Real Estate Awards category Banks in Indonesia

Best Brand

  **Indonesia Millennial Women Brand Choice Awards 2022**


- Top 5 Millennial Women Favorite Brand 2022 for categories:
 - Mobile Banking (BCA Mobile)
 - Private Bank (Bank BCA)
 - Electronic Money (Flazz BCA)

  **Brand Finance Banking 500 2021**
1st Place on Top 10 Strongest Banking Brands (AAA+ rating)

  **Indonesia Millennials' Brand Choice Awards 2022**

- Most Popular Millennial Brand, for categories: BCA Mobile & Flazz Card

Digital

  **Digital CX Awards 2022**
Outstanding Digital CX SME Loan

Public Relations

  **PR Indonesia Awards 2022**

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

  **Indonesia PR of The Year 2022**

- PR Practitioners of The Year 2022 (Journalist Choice)
- Best Corporate Communication Team

Customer Service

  **Gallup Customer Engagement Survey**
Customer Excellence Recognition

GCG

  **The 13th IICD CG Award**
Largest market capitalization with the best GCG practices (Big Cap PLCs)

ESG

  **Indonesia CSR & TJSJ Awards 2022**
CSR Award in Bank Sector Industry 2022

  **Bisnis Indonesia Social Responsibility Award (BISRA) 2022**
Gold Champion for Public Non-SOE Company

  **Top CSR Awards 2022**

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

  **Subroto Award**
Energy-Efficient Building – 1st rank (Wisma BCA Foresta)

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