



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

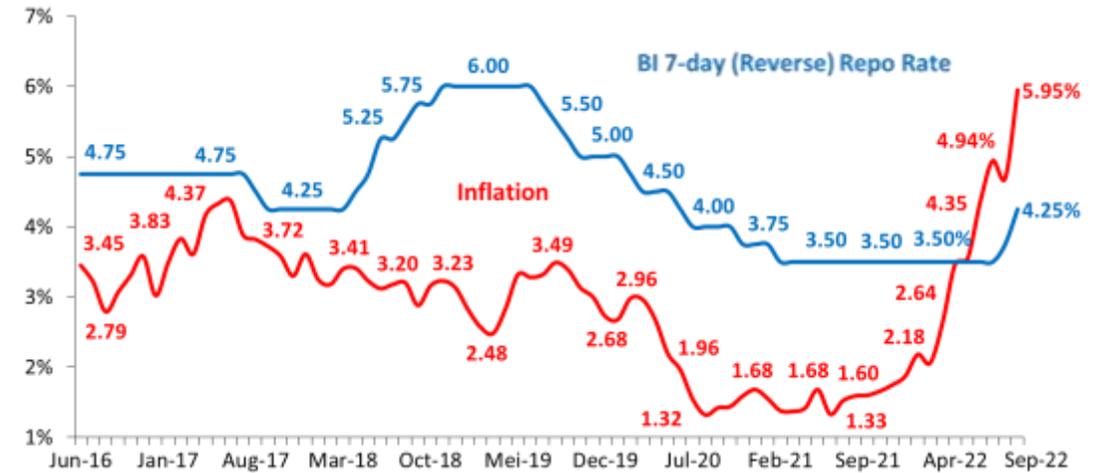
- Domestic growth remains robust, increasingly driven by investment while consumption plateaus.
- Indonesia’s current accounts remains resilient as a result of strong terms of trade.
- Export could be weaker as global economy is projected to slow due to tighter liquidity, stronger USD and geopolitical 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%*

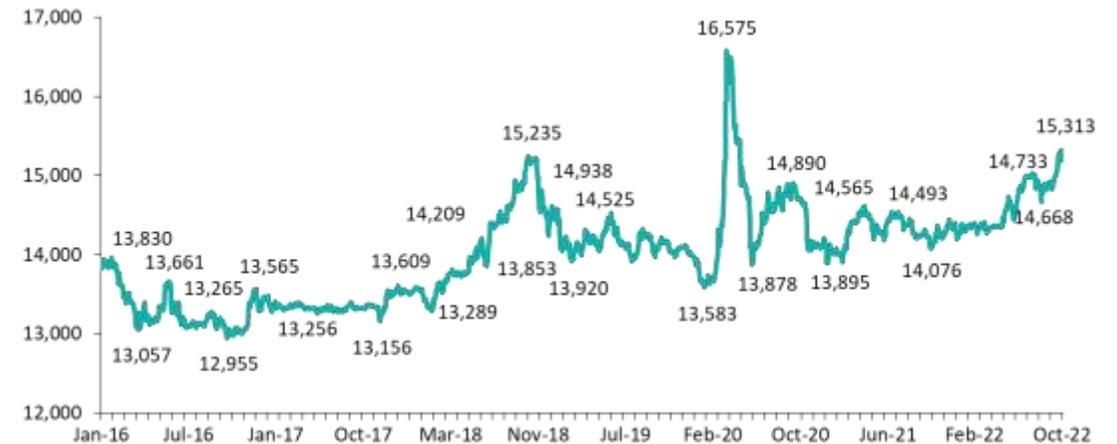
Source: Bank Indonesia

*) 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
- Share data, ratings & awards

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

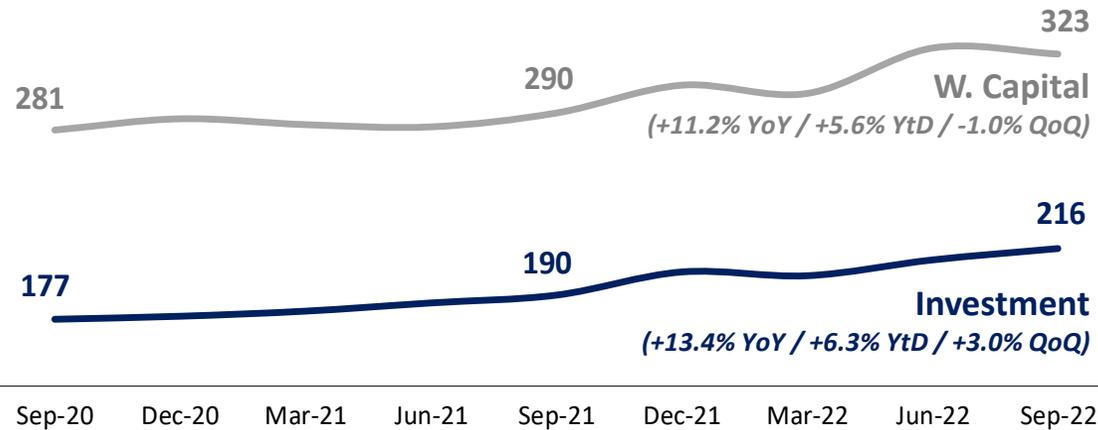


Bank Only	9M-21	9M-22	ΔYoY	1Q-22	2Q-22	3Q-22	ΔQoQ
NIM	5.2%	5.1%	-0.1%	4.9%	5.0%	5.4%	0.4%
COC	1.7%	0.8%	-0.9%	1.9%	0.6%	0.0%	-0.6%
Risk Adjusted NIM	3.5%	4.3%	0.8%	3.0%	4.4%	5.4%	1.0%
CIR	33.3%	34.5%	1.2%	35.8%	32.9%	34.8%	1.9%
ROA (after tax)	2.9%	3.0%	0.1%	2.5%	3.2%	3.4%	0.2%
ROE	18.7%	20.6%	1.9%	16.8%	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	392.6%	407.1%	14.5%	405.3%	395.4%	407.1%	11.7%
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%

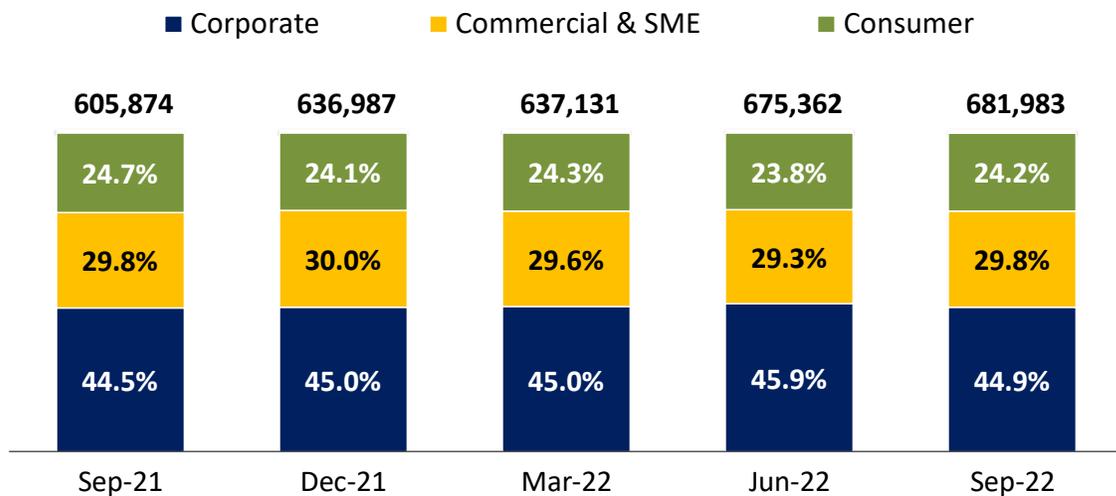
*) BCA's LFR number is the same as LDR

Business momentum across all categories

Business Loans (Rp tn) - Consolidated



Loan Composition (Rp bn) - Consolidated

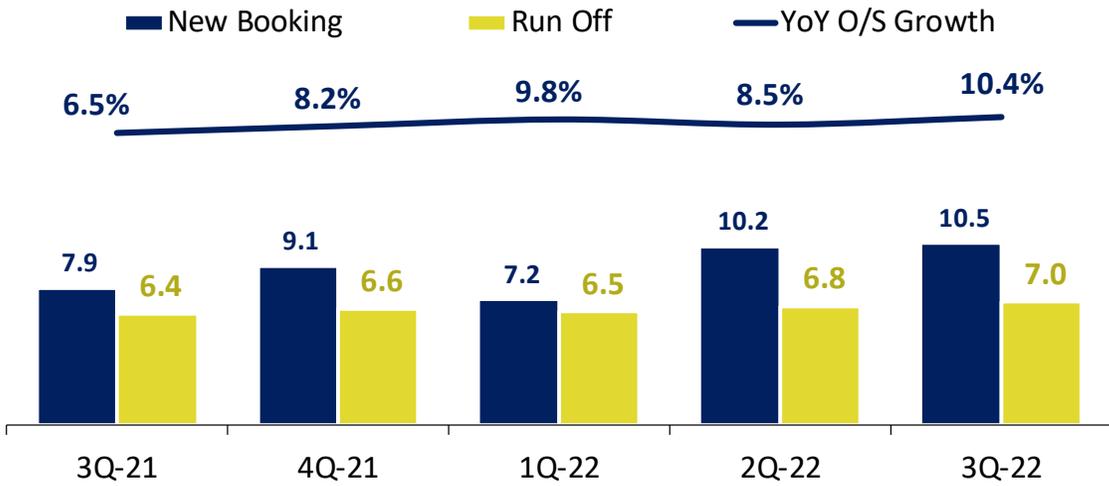


Loan Breakdown (Rp bn) - Consolidated

	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%

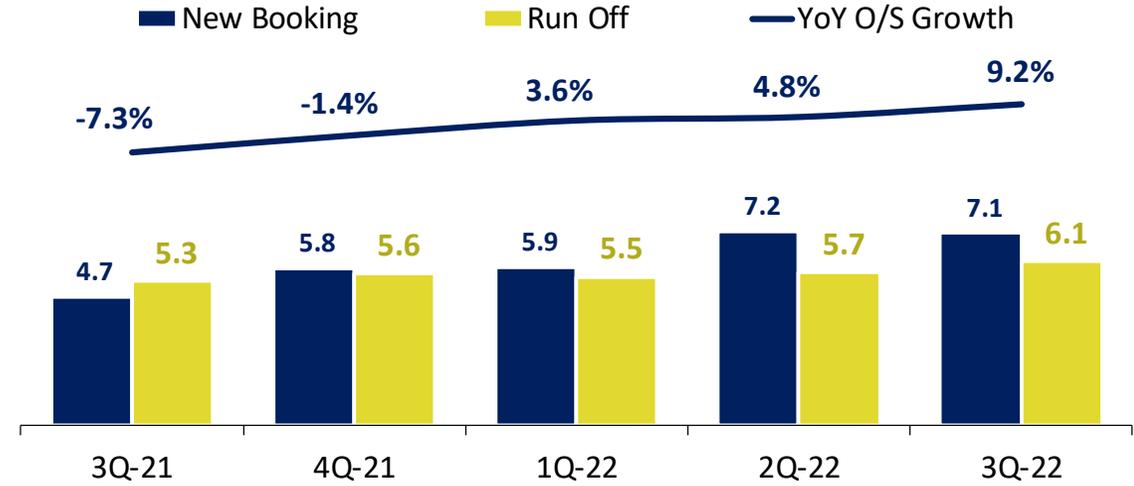
Consumer new booking remained high in 3Q

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)



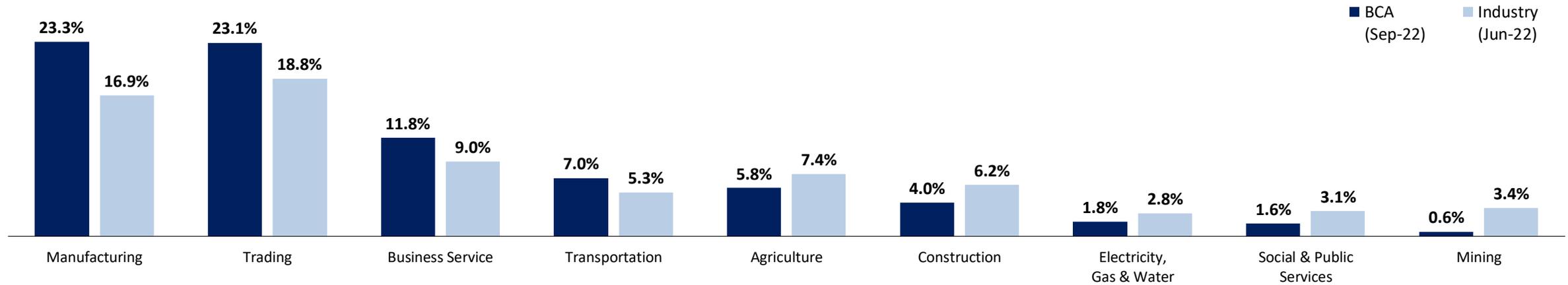
Note: Bank Only runoff and new booking, Consolidated YoY growth



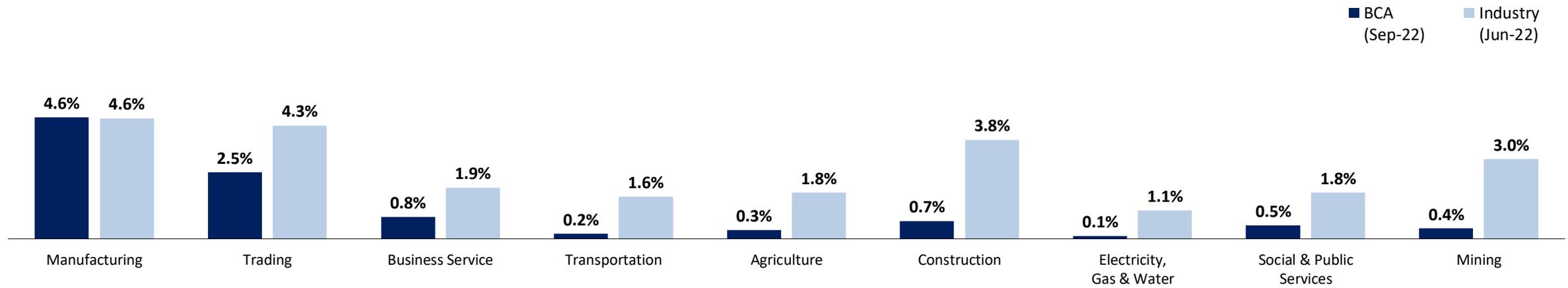
Well diversified loans. Quality remains in check



Composition of BCA Business Loans by Sector (%)



BCA Business NPL by Sector (%)



Note: Consolidated numbers based on LBU reporting category

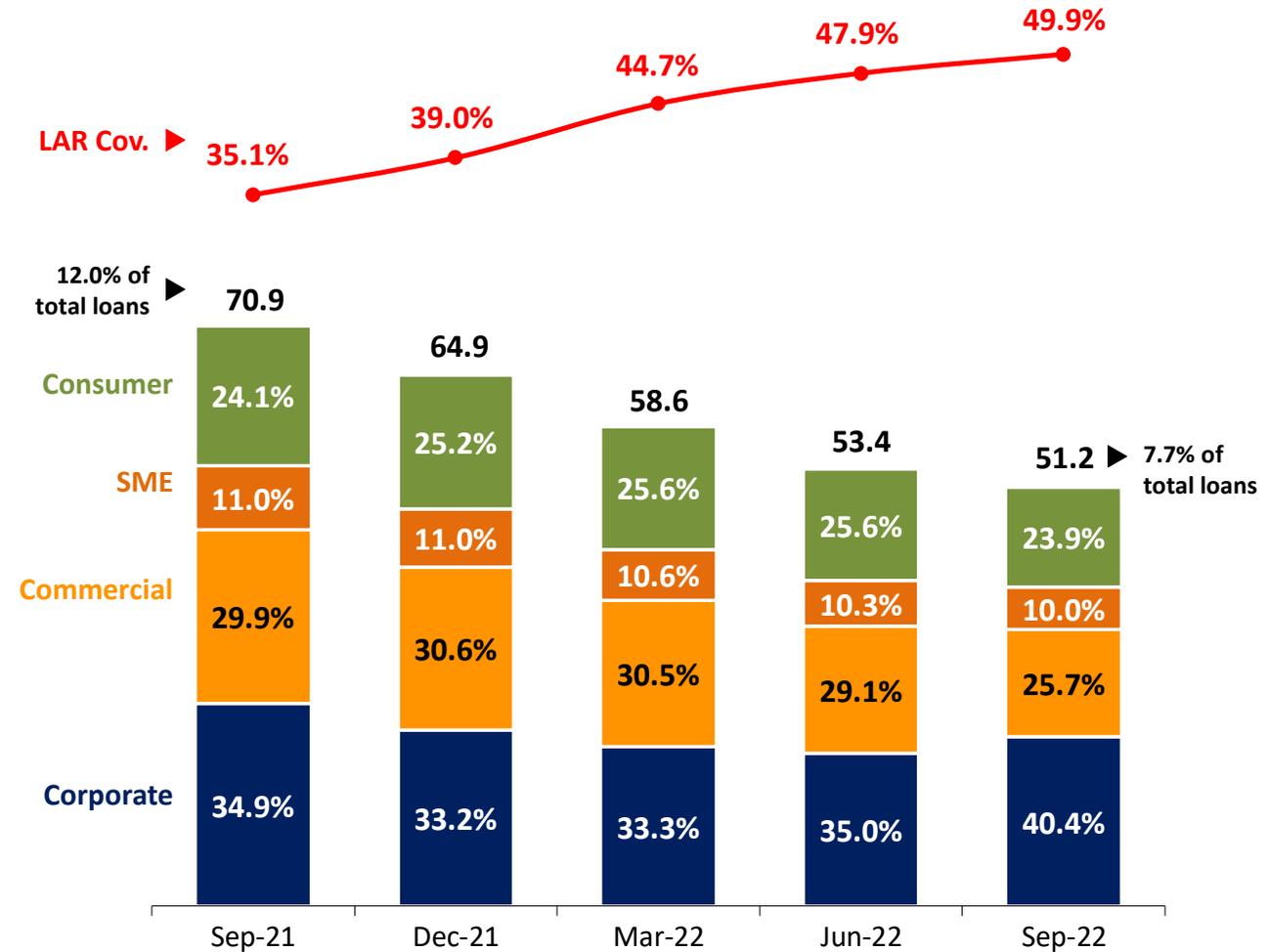
LAR improved to 11.7%



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%

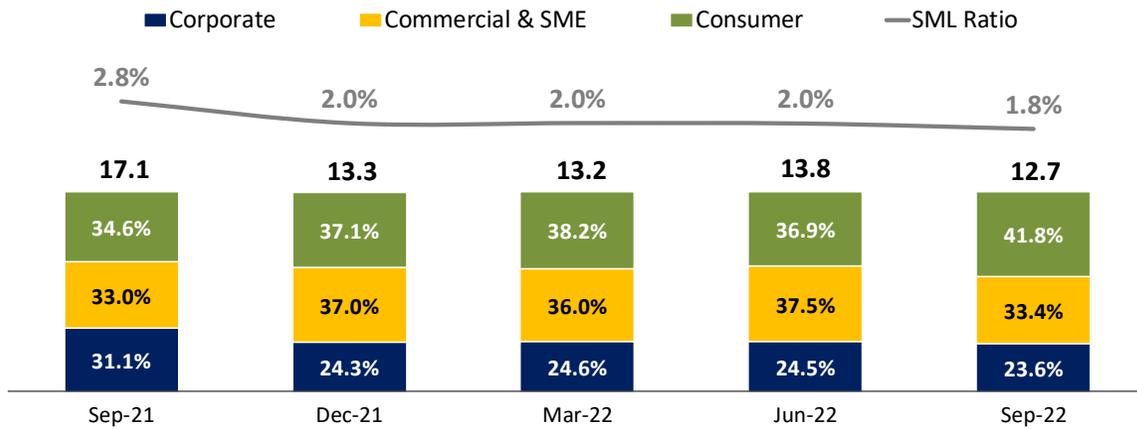
Restru. Loans - Coll.1, LAR Coverage - Bank Only



Ample coverage sustained

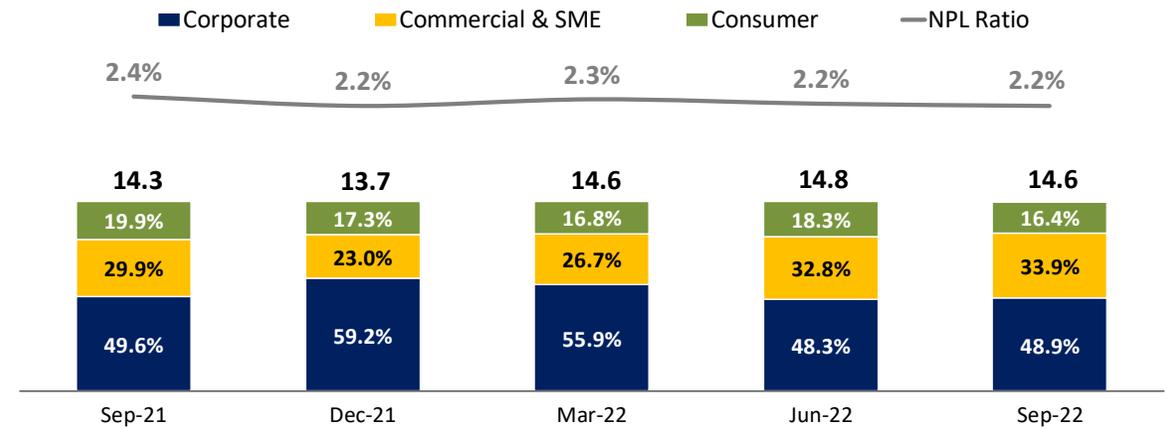


Special Mention Composition (% of Total SML, Rp tn) Consolidated



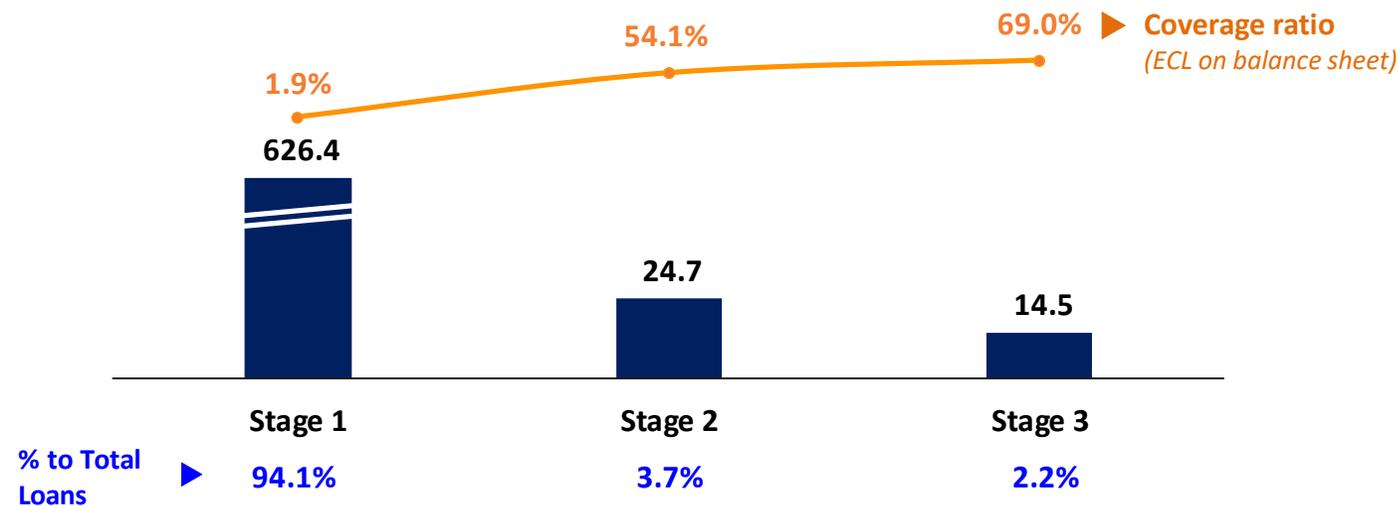
Note: The remaining contribution came from Sharia financing

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



Note: The remaining contribution came from Sharia financing

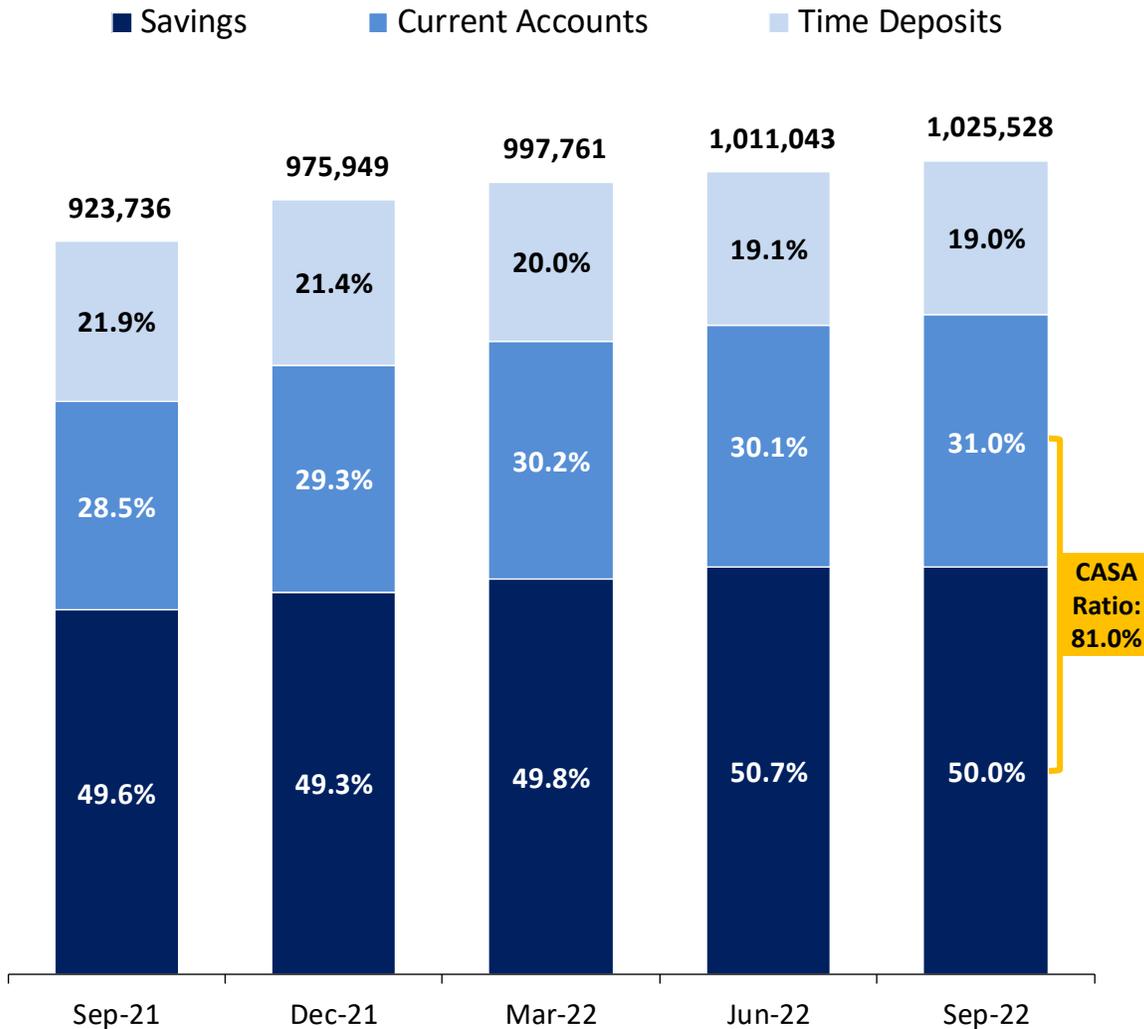
Loan Staging (Rp tn) – Consol excl. sharia & consumer receivables



Strong growth in CASA. CASA Ratio at 81%



Third Party Fund Composition (Rp bn) - Consolidated



Third Party Funds (Rp bn) - Consolidated

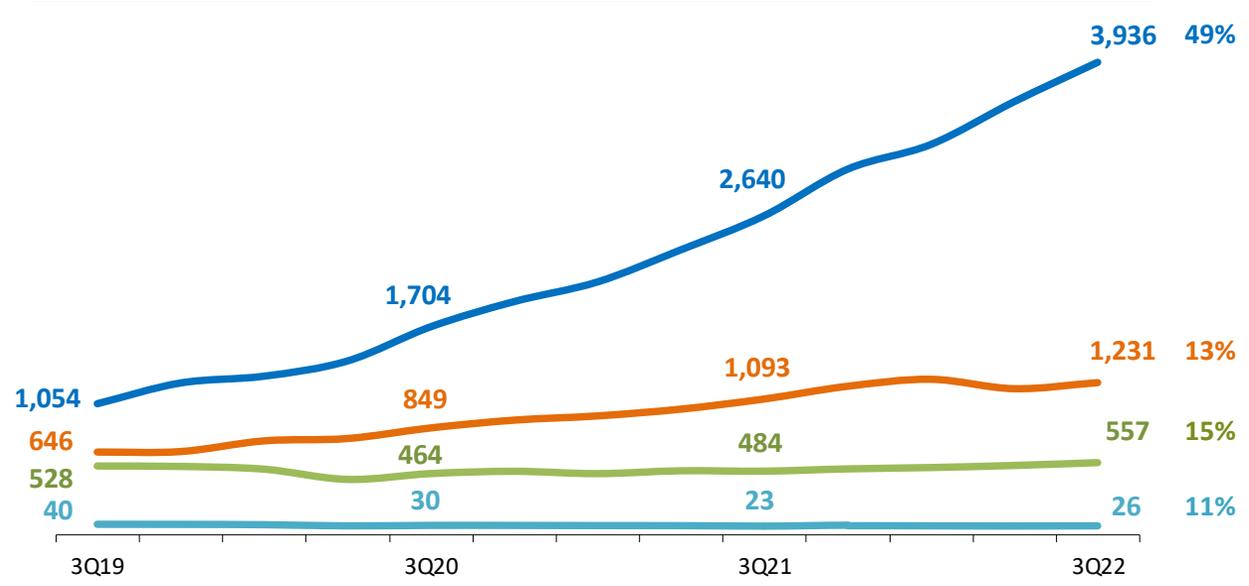
	Sep-21	Dec-21	Sep-22	ΔYoY	ΔYtD
CASA	721,799	767,012	830,447	15.1%	8.3%
Current Accounts	263,375	285,639	318,274	20.8%	11.4%
Savings Accounts	458,424	481,373	512,174	11.7%	6.4%
Time Deposits	201,936	208,937	195,081	-3.4%	-6.6%
Third Party Funds	923,736	975,949	1,025,528	11.0%	5.1%
CASA Ratio	78.1%	78.6%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



Digital capabilities deliver volume flow

<p>No. of Customers</p>	<p>No. of transactions mobile banking</p>	<p>No. of mobile banking users</p>	<p>API trx vol.</p>	<p>QRIS Trx value</p>
<p>40% in 2 years</p>	<p>2.4x in 2 years</p>	<p>3.0x in 4 years</p>	<p>6.3x in 2 years</p>	<p>6.8x YoY</p>

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

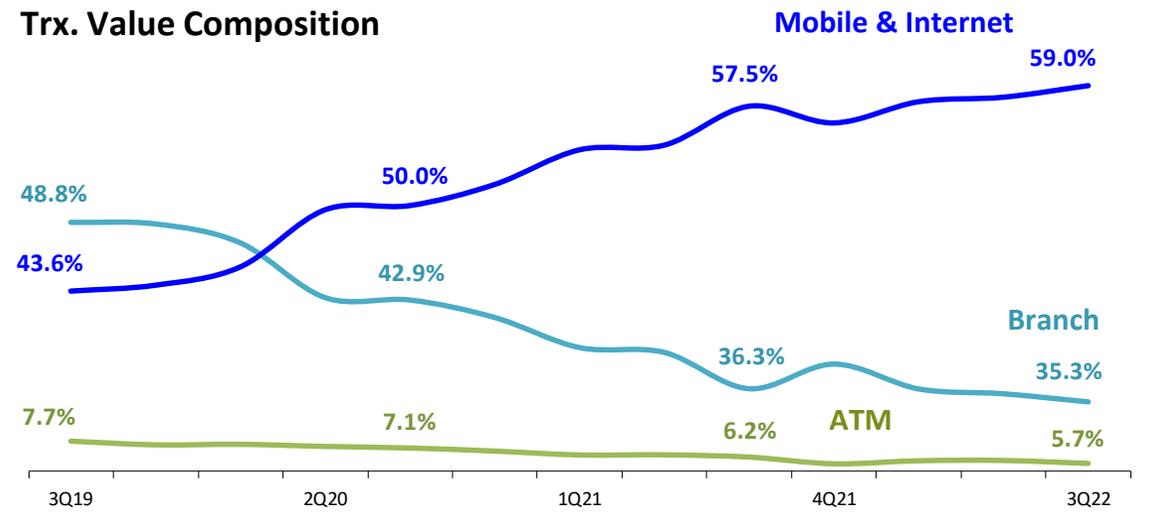
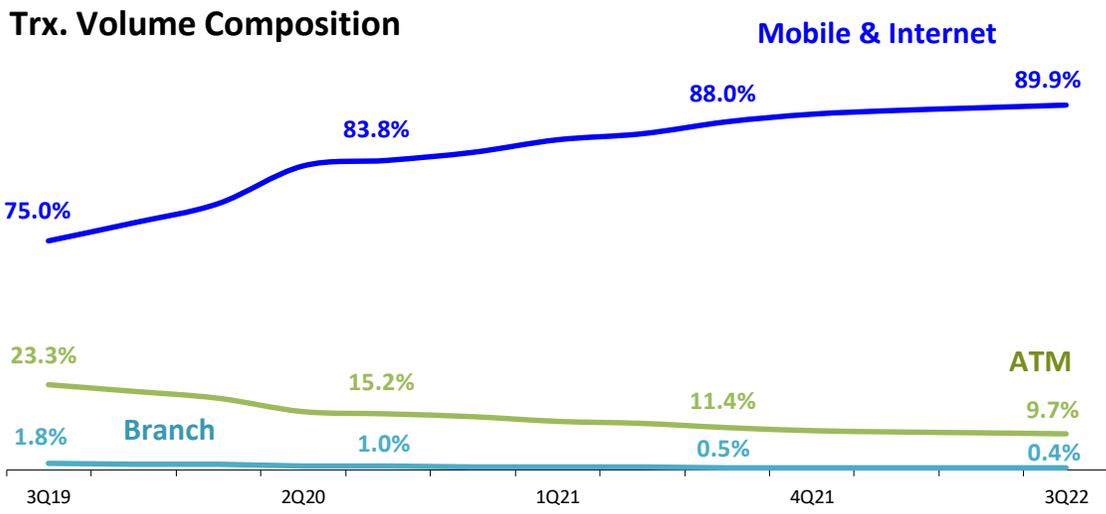
Oneklik

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

Wealth Mgt

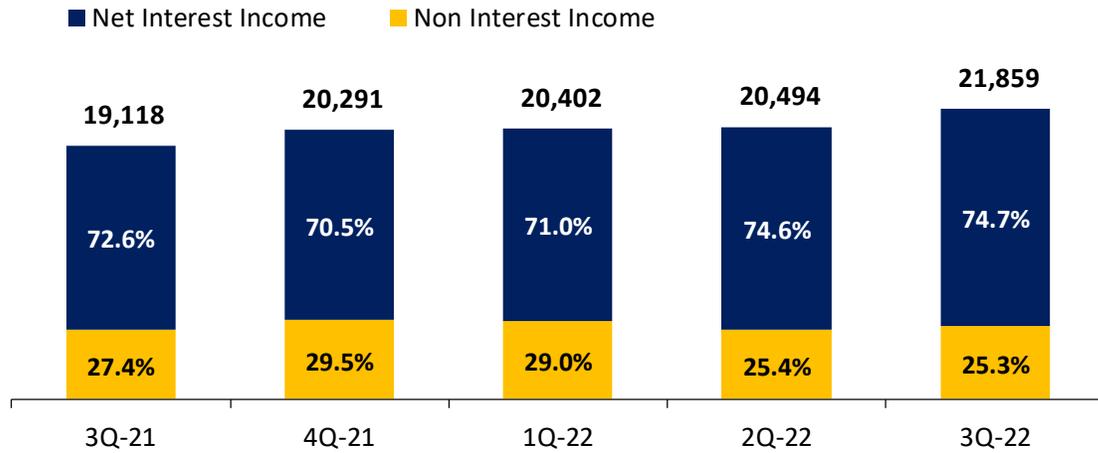
Total AUM rose **58%** YoY

Rising the bar for mobile & internet channels

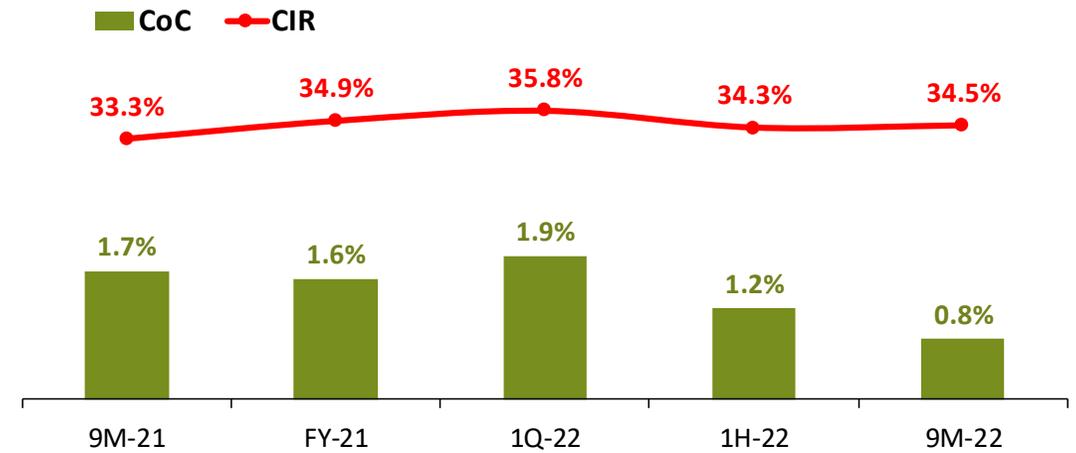


Profitability trend

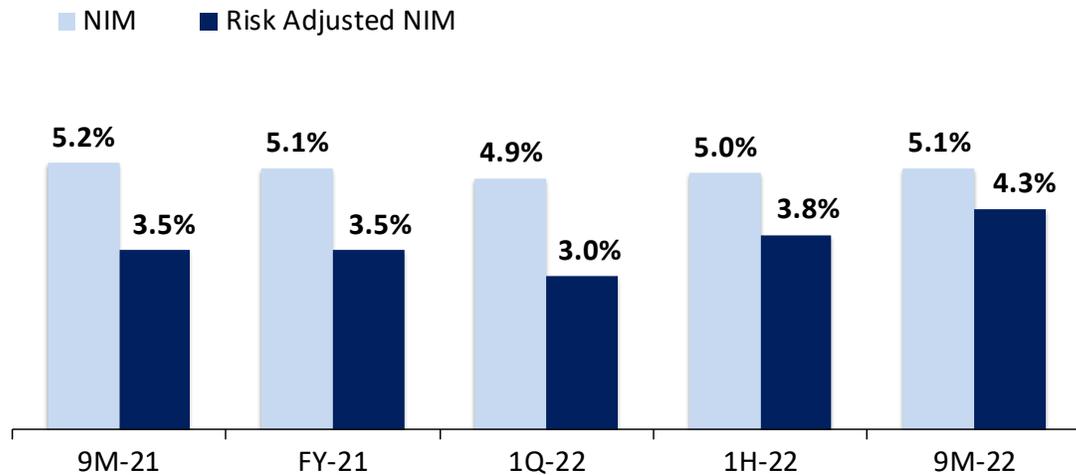
Quarterly Operating Income (Rp bn) - Consolidated



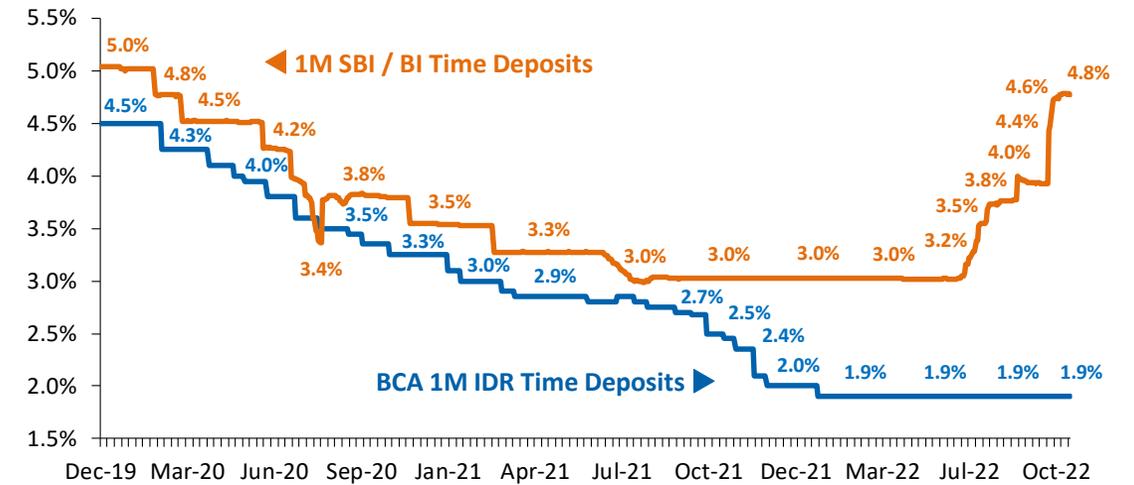
Cost to Income & Cost of Credit - Bank Only



NIM & Risk Adj. NIM - Bank Only



Interest Rate*



* Maximum interest rate offered

Agenda



- Macroeconomy & banking industry highlights
- 9M22 performance overview

Sustainability finance and ESG

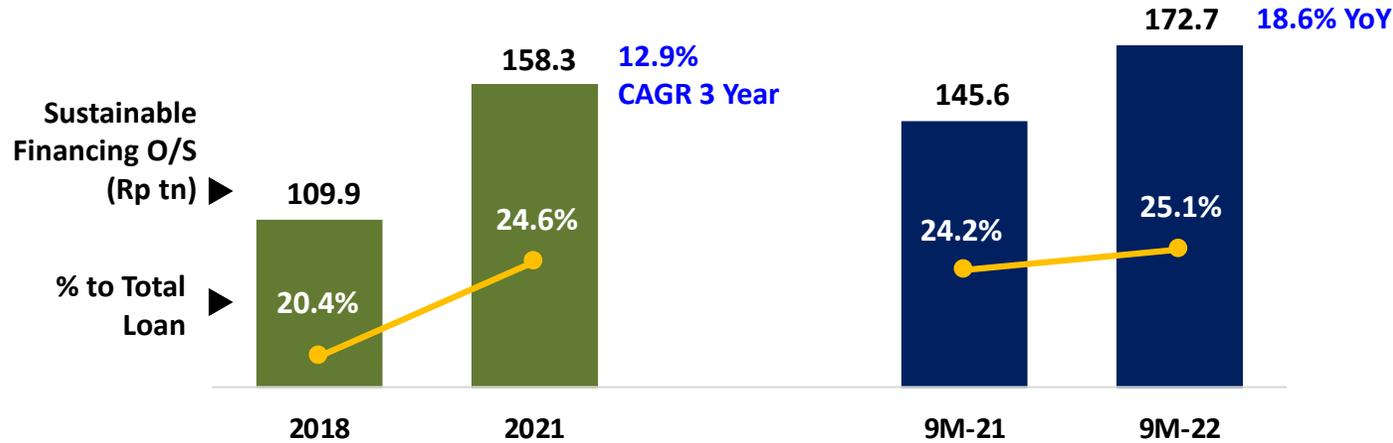
- Share data, ratings & awards

ESG Financing grew 18.6% YoY

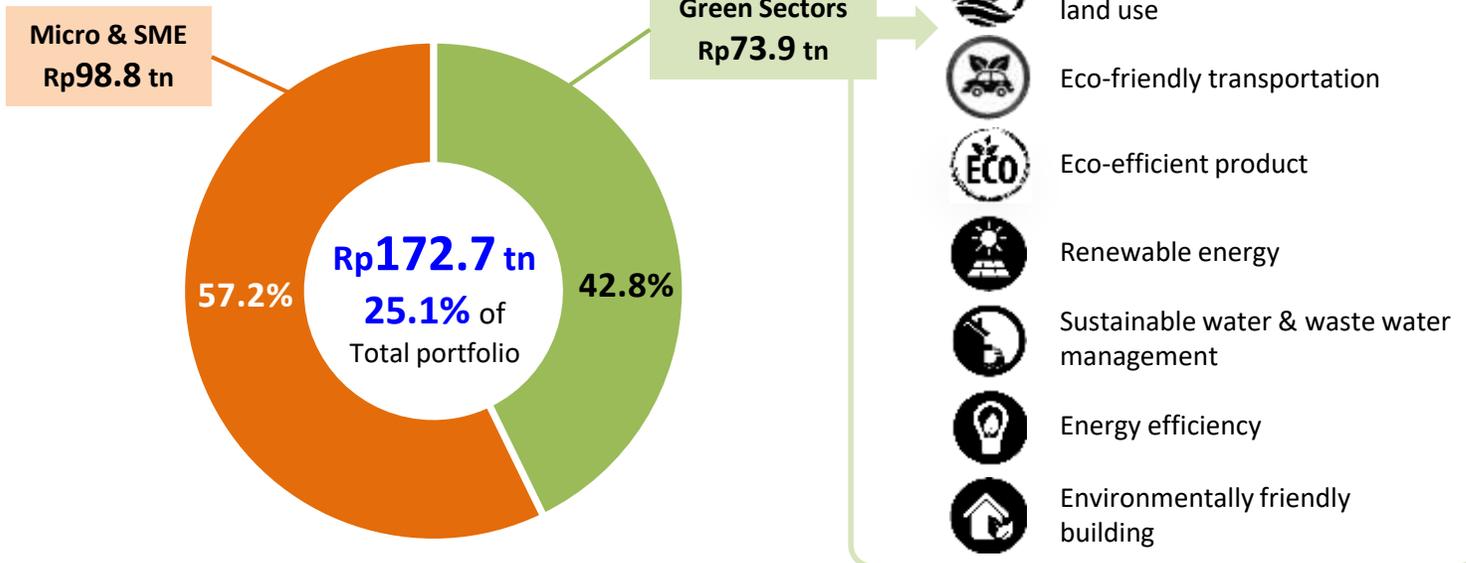
Committed to contribute to a lower carbon economy



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



BCA Foresta

- 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



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

MSMEs Support

Promoting local MSMEs products & business matching



1,200
MSME

>45,000
transactions

ESG Rating & Awards



MSCI Indonesia Index Top 10 Constituents



Last update: Aug 2022

FTSE4Good ASEAN 5 Index Top 10 Constituents



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

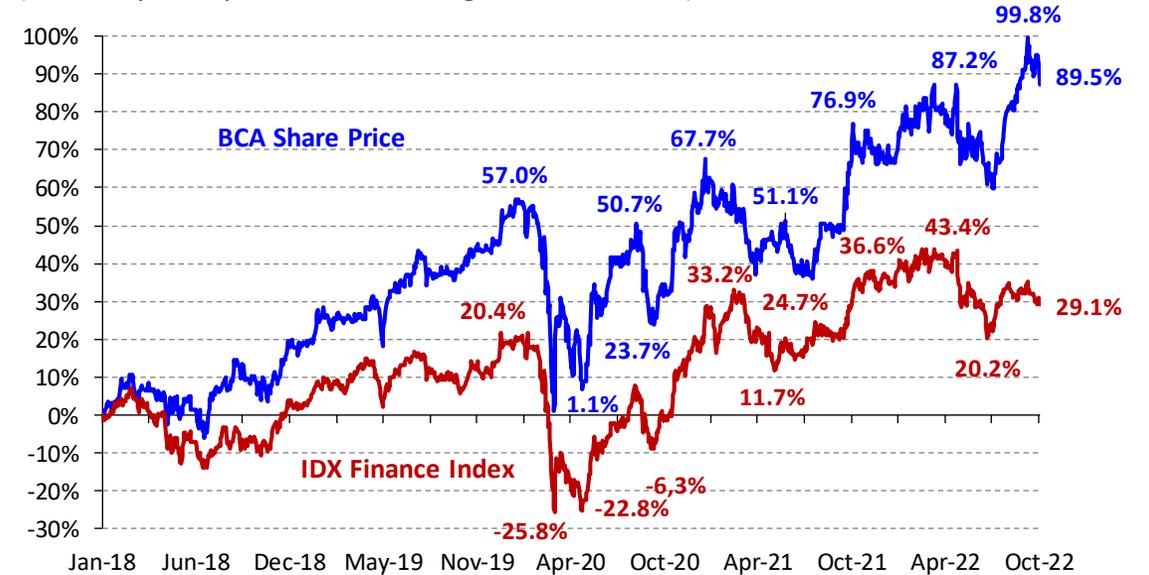
Pefindo Ratings

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**: Rp**1,023** 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)

DISCLAIMER

This Presentation has been prepared by PT Bank Central Asia Tbk (“BCA”) for information purposes only. This Presentation including any information, estimation and/or projections contained herein or provided by BCA in any other written or verbal communication (the “Information”) does not constitute a commitment or recommendation or advice by BCA. This Presentation does not purport to contain all of the Information that may be required or desirable to evaluate all of the factors that might be relevant to a recipient considering investing in BCA and any recipient hereof should conduct its own investigation and analysis in order to make an independent determination of the suitability and consequences of entering into or participating in any investment or transaction related to BCA. Under no circumstances is this Information to be used or considered as an offer to sell, or a solicitation of an offer to buy, a participating interest or any security or a recommendation that a recipient hereof should enter into or participate in any transaction related to BCA, buy or sell any participating interest or security, or otherwise make any investment decision.

BCA reserves the right to amend, update or replace all or any part of the Information at any time but shall not be under any obligation to provide any recipient of this Presentation with any notice of such amended, updated or replacement information or to correct any inaccuracies herein which may become apparent. By accepting, receiving and/or viewing this Information Presentation, the recipient hereby acknowledges and agrees that neither BCA nor any of its subsidiaries, its affiliates, employees, directors, commissioners, representatives or advisors make any guarantee, representation, warranty or undertaking, express or implied, as to the fairness, accuracy, reliability, correctness, reasonableness or completeness of the Information. Therefore, neither BCA nor its subsidiaries, affiliates, employees, directors, commissioners, representatives or advisors shall have any liability arising from or in connection with any Information provided by BCA (whether written or verbal communication). No reliance should be placed on such Information.

BCA, its subsidiaries, affiliates, employees, directors, commissioners, representatives or advisors will not be liable for any losses and/or damages in connection with the use of this report and/or any action taken in reliance upon the whole or any part of the content of this Presentation. Nothing in this Presentation should be construed as legal, tax, financial, business or investment advice. By attending the meeting where the Presentation is made, or by accepting and viewing/reading this Presentation, you acknowledge and agree to the above disclaimer and/or limitations in this Presentation.



BCA

Always by your side

Thank You