

Corporate Presentation

Positioning for Better Growth

PT Bank Central Asia Tbk
Jakarta, 24 July 2019

Analysts Meeting
Jan – Jun 2019 Results

Macro-economy & Banking Industry Highlights

- *Macro-economy*
- *Banking Industry Highlights*

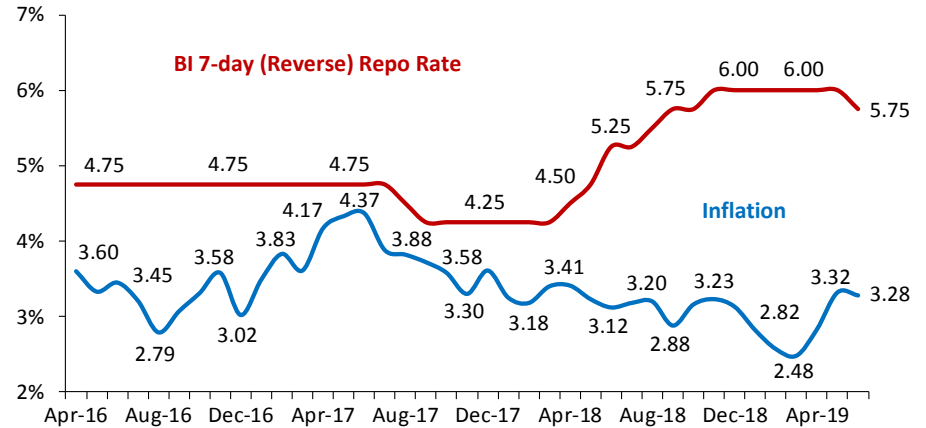
BCA 1H19 Performance Overview

- *Financial Highlights*
- *Loans*
- *CASA & Transaction Banking*
- *Profitability*
- *Corporate Updates*

Macro-economy

- The Fed signaled rate cuts in the near term
- Bank Indonesia has reduced the benchmark rate by 25 bps, and expects economy growth of 5.0%-5.2% in 2019
- Inflation remained benign at 3.3% in June 2019, Rupiah exchange rate strengthened in 2Q19

Inflation and BI Rates (%)



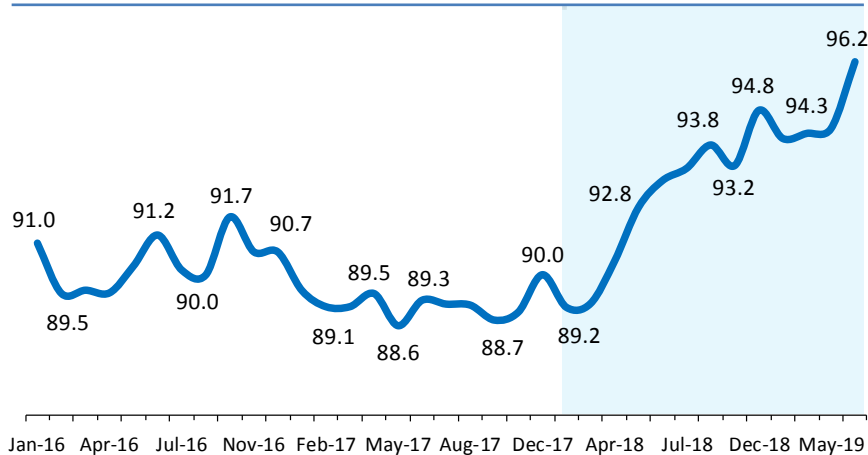
Source: Central Bureau of Statistics (BPS) and Bank Indonesia

Rupiah/USD

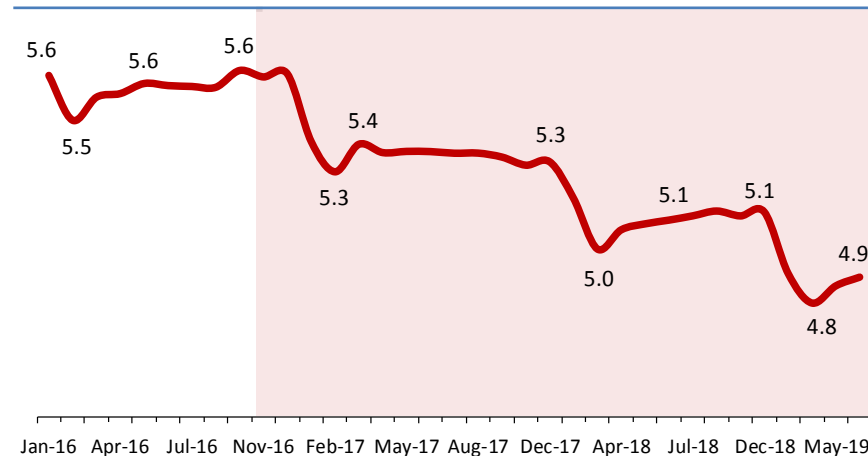


Banking Industry highlights

LDR Banking Industry (%)



NIM Banking Industry (%)



Source: Financial Services Authority (OJK)

Banking Industry Financial Summary (Rp trillion)

	May-18	Dec-18	May-19	ΔYTD	ΔYoY
Total Assets	7,546	8,068	8,133	0.8%	7.8%
Total Loans	4,879	5,295	5,419	2.3%	11.1%
Third Party Funds	5,337	5,630	5,671	0.7%	6.3%
CASA	2,976	3,140	3,102	-1.2%	4.2%
Current Accounts	1,299	1,315	1,286	-2.2%	-1.0%
Savings	1,677	1,825	1,816	-0.5%	8.3%
Time Deposits	2,361	2,490	2,569	3.2%	8.8%
Net Profit	57.5	150.0	62.6	na	8.9%
NIM	5.1%	5.1%	4.9%	-20bp	-20bp
LDR	92.0%	94.8%	96.2%	140bp	420bp
NPL	2.8%	2.4%	2.6%	20bp	-20bp
CAR	22.2%	23.0%	22.4%	-60bp	20bp

Agenda

Macro-economy & Banking Industry Highlights

- *Macro-economy*
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BCA 1H19 Performance Overview

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Balance sheet

(Rp billion)	Jun-18	Dec-18	Jun-19	ΔYTD	ΔYoY
Total Assets	791,730	824,788	870,457	5.5%	9.9%
Secondary Reserves	129,819	99,380	115,673	16.4%	-10.9%
Marketable Securities & Gov't Bonds (> 1 year)	57,647	69,844	88,106	26.1%	52.8%
Loans	506,957	551,155	565,232	2.6%	11.5%
Third Party Funds	620,423	634,928	673,872	6.1%	8.6%
CASA	482,023	483,933	510,410	5.5%	5.9%
Current Accounts	166,528	167,268	172,644	3.2%	3.7%
Savings	315,495	316,665	337,766	6.7%	7.1%
Time Deposits	138,400	150,995	163,462	8.3%	18.1%
Equity	136,845	151,753	159,684	5.2%	16.7%

Income statement

(Rp billion)	1Q19	2Q19	1H18	1H19	ΔYoY
Operating Income	16,690	17,552	29,502	34,242	16.1%
Net Interest Income	11,989	12,642	21,783	24,631	13.1%
Non Interest Income	4,701	4,910	7,719	9,611	24.5%
Fees and Commissions	3,226	3,269	5,517	6,495	17.7%
Trading Income	681	691	807	1,372	70.0%
Others	794	950	1,395	1,744	25.0%
Operating Expenses	(8,084)	(7,565)	(14,348)	(15,649)	9.1%
Personnel Expenses	(4,596)	(3,309)	(7,520)	(7,905)	5.1%
General & Administrative Expenses	(3,488)	(4,256)	(6,828)	(7,744)	13.4%
PPOP (Pre Provision Operating Profit)	8,606	9,987	15,154	18,593	22.7%
Provision	(982)	(1,465)	(826)	(2,447)	196.2%
Profit before Tax	7,624	8,522	14,328	16,146	12.7%
Net Profit	6,062	6,800	11,421	12,862	12.6%
EPS – year to date (Rp)	246	522	463	522	12.6%

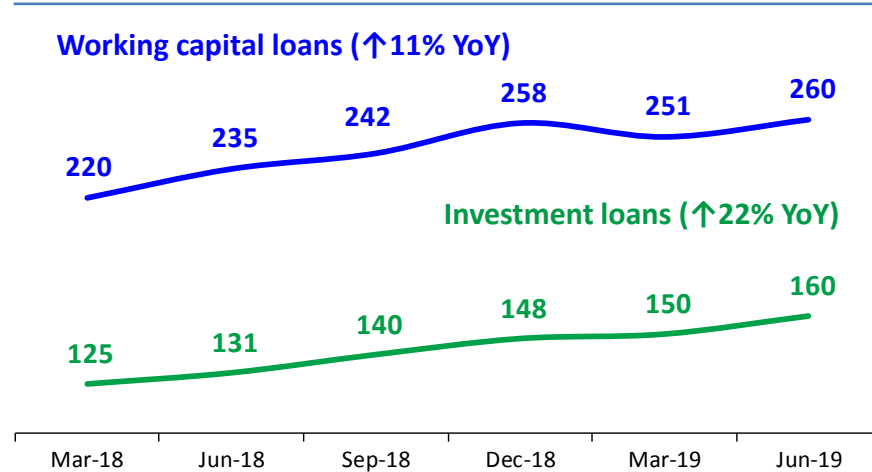
Key ratios

Bank Only	Jun-18	Dec-18	Jun-19	ΔYTD	ΔYoY
NIM	6.0%	6.1%	6.2%	10bp	20bp
CIR	48.3%	44.3%	46.2%	190bp	-210bp
BOPO	62.1%	58.2%	62.6%	440bp	50bp
COC*	0.1%	0.5%	0.4%	-10bp	30bp
ROA	3.6%	4.0%	3.7%	-30bp	10bp
ROE	17.3%	18.8%	16.8%	-200bp	-50bp
CAR	22.8%	23.4%	23.6%	20bp	80bp
LDR	77.0%	81.6%	79.0%	-260bp	200bp
RIM	na	82.5%	80.0%	-250bp	na
NSFR	163.7%	154.3%	158.3%	400bp	-540bp
LCR	313.2%	251.4%	287.5%	3,610bp	-2,570bp
NPL - gross	1.4%	1.4%	1.4%	0bp	0bp
NPL - net	0.4%	0.4%	0.5%	10bp	10bp
Coverage ratio	187.8%	178.7%	183.7%	500bp	-410bp

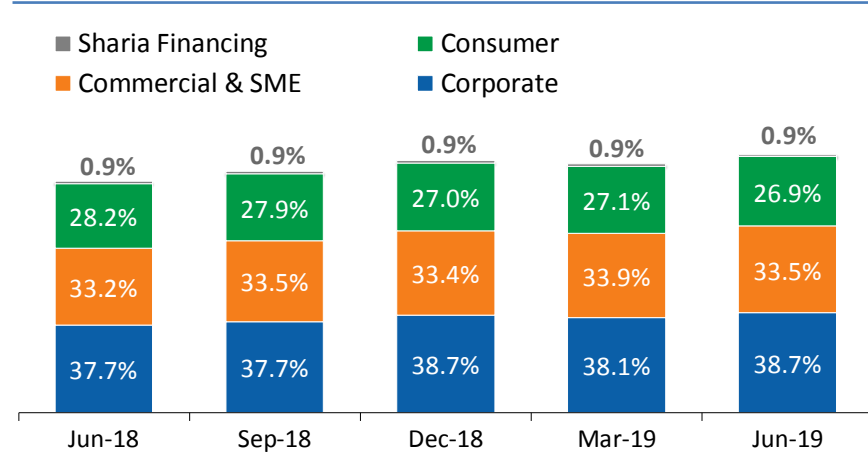
* Year to date

Loans grew above industry average

Business Loans (Consolidated, Rp trillion)



Loan Composition (Rp billion)



Loans Breakdown (Rp billion)

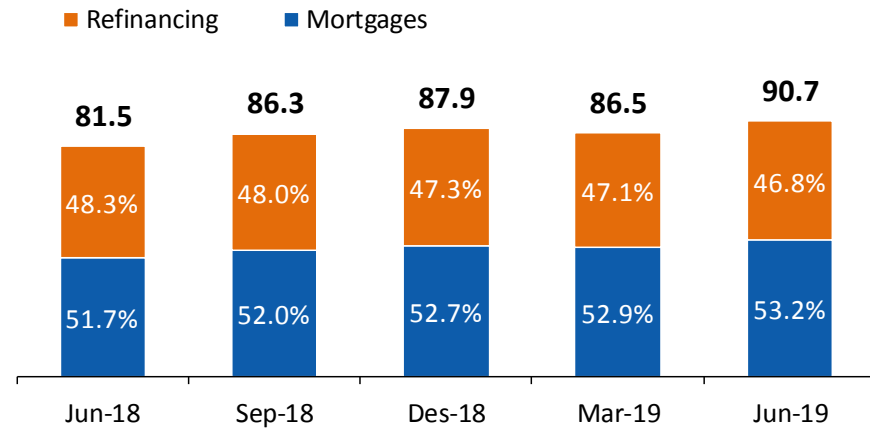
	Jun-18	Dec-18	Jun-19	ΔYTD	ΔYoY
Corporate	191,268	213,274	219,160	2.8%	14.6%
Commercial & SME	168,199	184,034	189,183	2.8%	12.5%
Consumer	142,776	148,947	151,971	2.0%	6.4%
Mortgage	81,535	87,901	90,705	3.2%	11.2%
Vehicles	48,910	48,153	48,190	0.1%	-1.5%
4 Wheeler	45,068	44,812	45,552	1.7%	1.1%
2 Wheeler	3,842	3,341	2,638	-21.0%	-31.3%
Credit Cards	12,331	12,893	13,076	1.4%	6.0%
Sharia Financing	4,714	4,900	4,918	0.4%	4.3%
Total Outstanding	506,957	551,155	565,232	2.6%	11.5%

Mortgages supported consumer loan growth

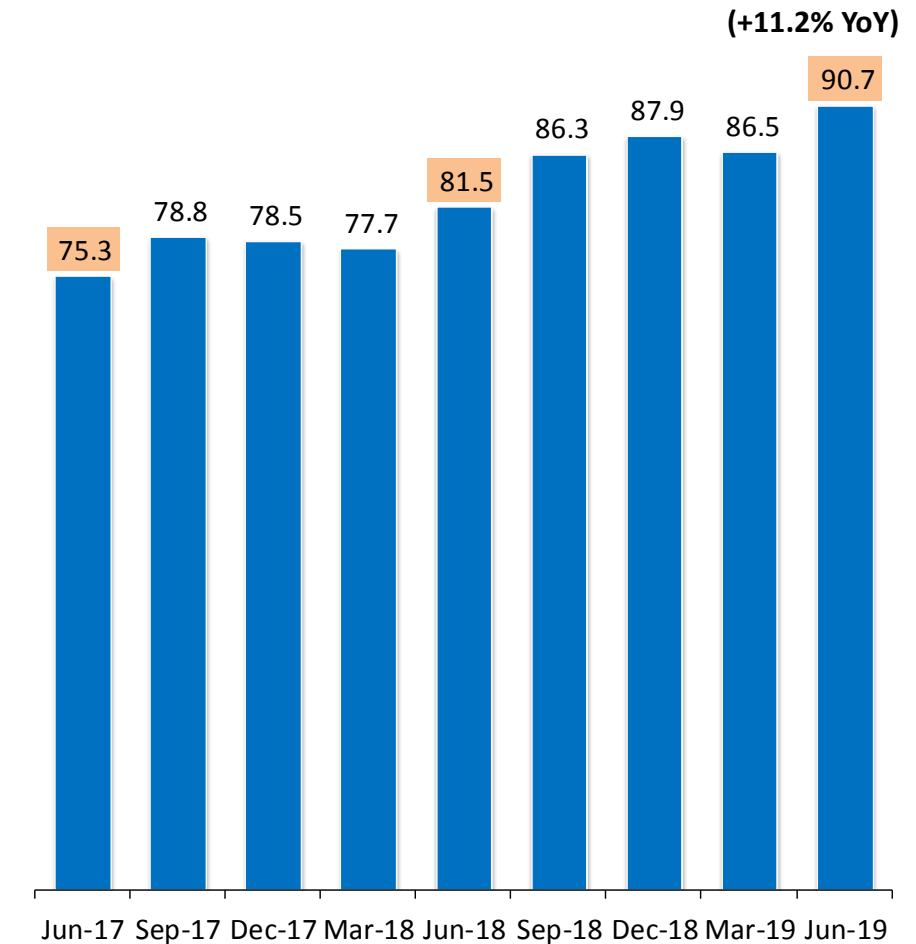
Mortgage Portfolio

	Jun-18	Dec-18	Jun-19
Number of Customers Accounts	103,410	107,079	109,504
Total Outstanding (Rp bn)	81,535	87,901	90,705
Average Loan Outstanding (Rp mn)	788	821	828

Mortgage Composition (Rp trillion)

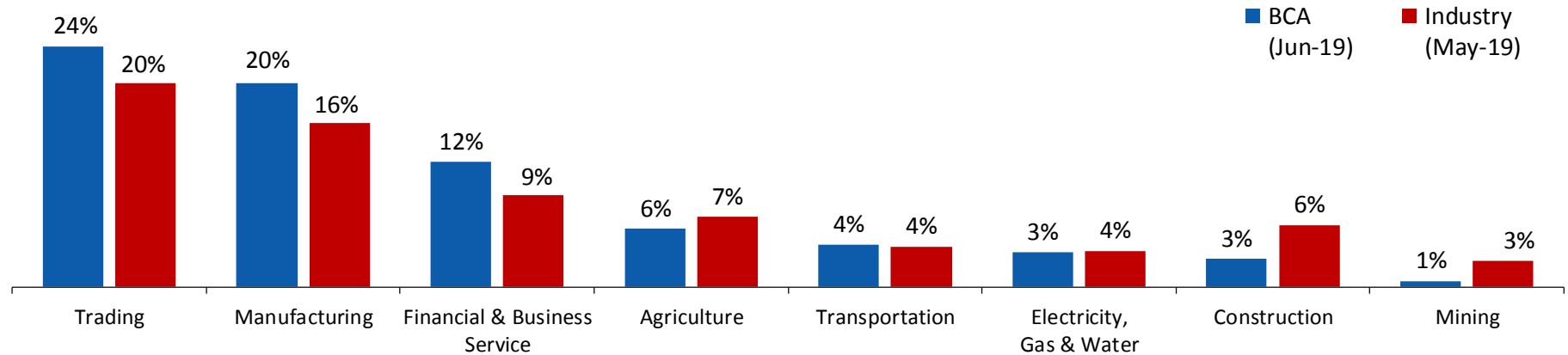


Total Mortgage Portfolio (Rp trillion)

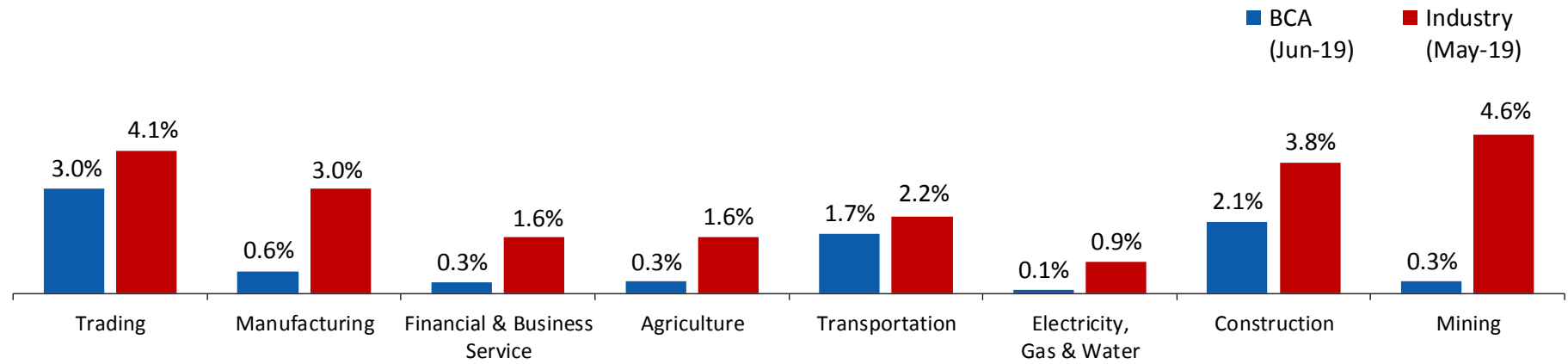


Diversified loans portfolio inline with risk appetite

Composition of BCA Business Loans by Sector (%)

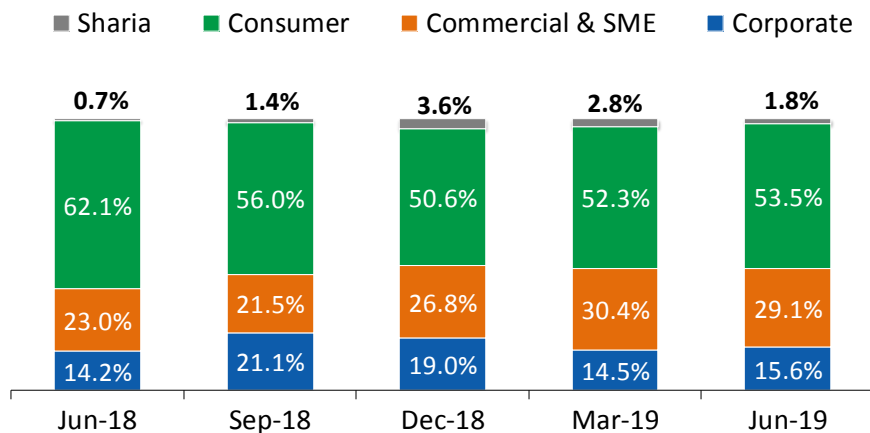


BCA Business NPL by Sector (%)

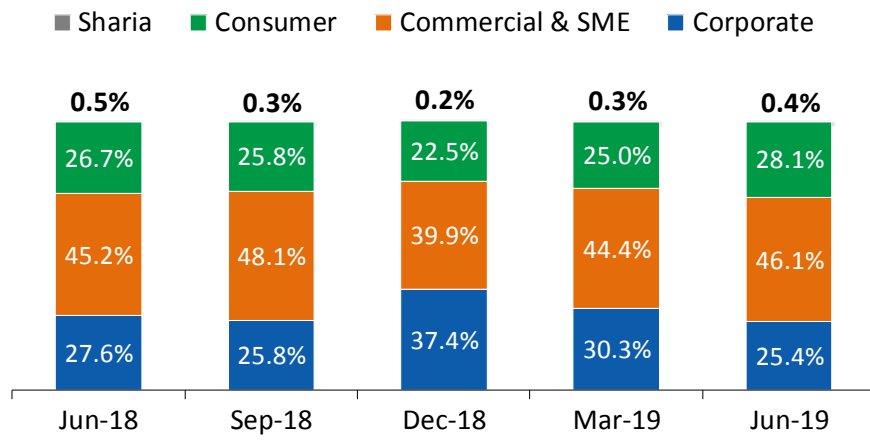


Ample Loan loss coverage

Special Mention Composition (% of Total SML)



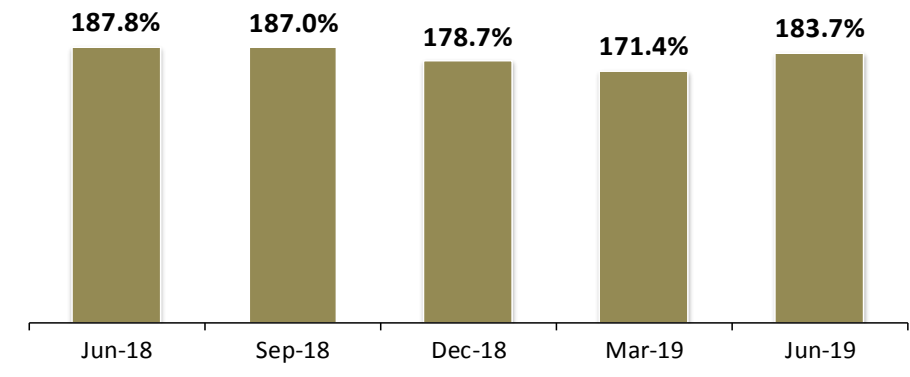
NPL Composition (% of Total NPL)



Loan Quality (Rp billion)

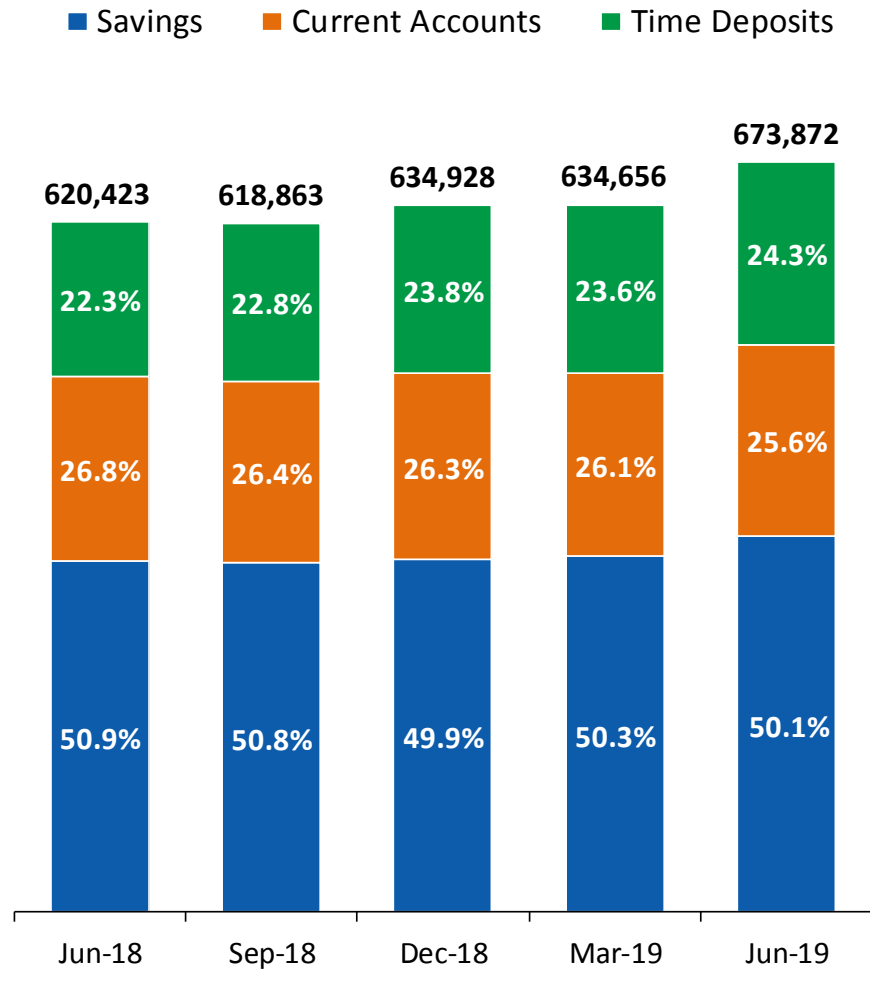
	Jun-18	Dec-18	Jun-19
Current	487,049	532,475	542,942
Special Mention	12,632	10,968	14,307
Performing Loans	499,681	543,443	557,249
Substandard	737	1,702	1,514
Doubtful	854	1,220	976
Loss	5,685	4,790	5,493
NPL	7,276	7,712	7,983
Total Loans	506,957	551,155	565,232
NPL Ratio - gross	1.4%	1.4%	1.4%
NPL Ratio - net	0.4%	0.4%	0.5%

Loan Provision / NPL (Bank Only)



CASA contributed 76% of total funding

Third Party Fund Composition (Rp billion)



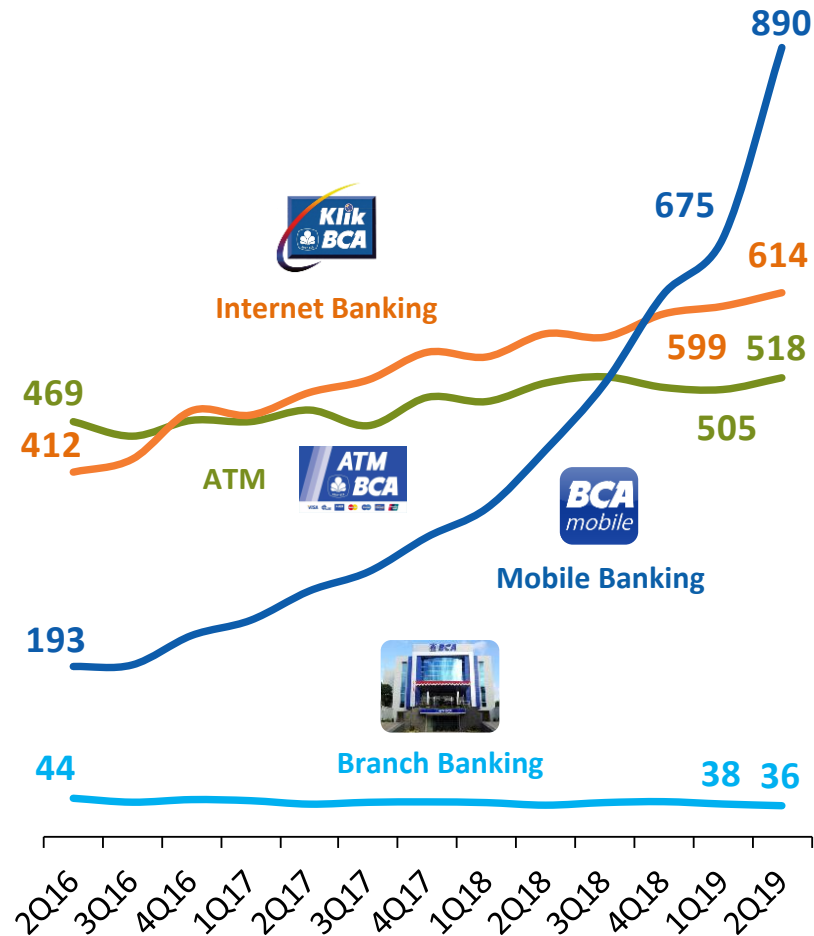
Third Party Funds (Rp billion)

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Solid transaction banking platform

Number of Transactions - Quarterly (million)



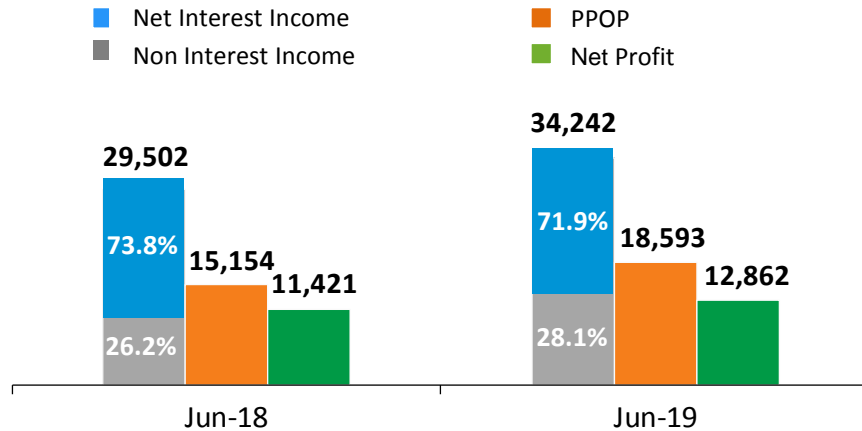
Transactions Value - YTD (Rp trillion)

	1H17	1H18	1H19	YoY
Branch Banking	6,743	7,141	6,933	-2.9%
ATM	1,072	1,145	1,144	-0.1%
Internet Banking	3,587	4,303	4,985	15.8%
Mobile Banking	446	606	918	51.5%

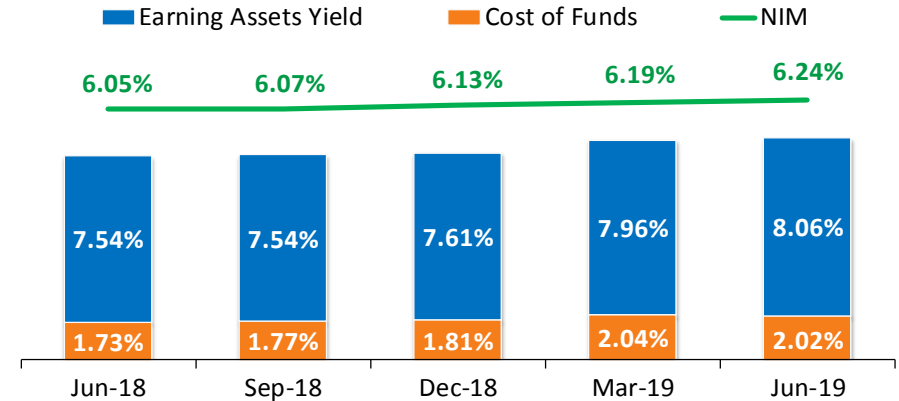


PPOP supported by strong top line growth

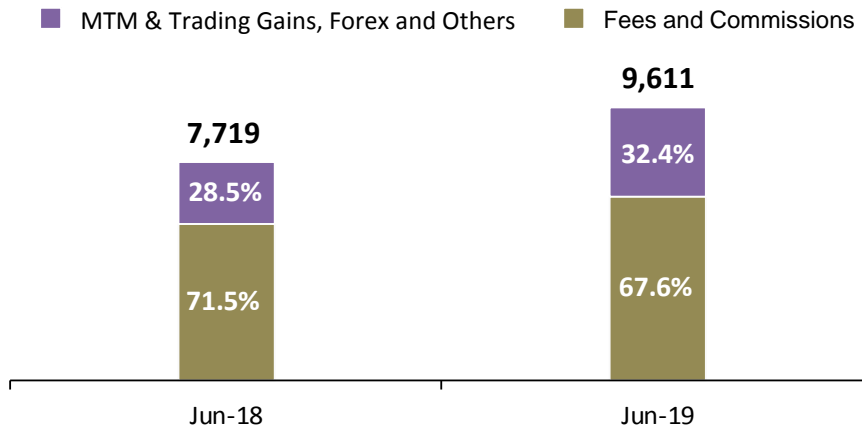
Profitability (Rp billion)



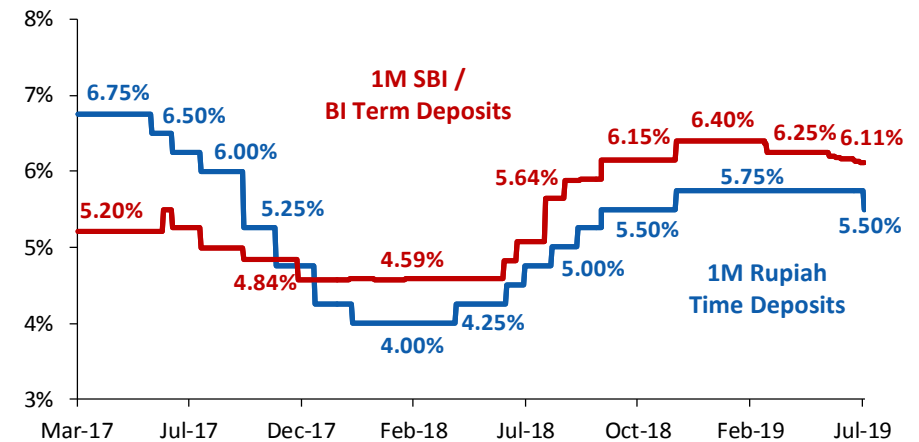
NIM, Yield and Cost of Funds (Bank Only)



Non Interest Income (Rp billion)



Interest Rate *



* Maximum interest rate offered

Corporate updates

Acquisition of Bank Royal

- On 20 June 2019, Extraordinary general meeting of shareholders approved acquisition plan of Bank Royal.
- The acquisition is subject to regulatory approval.

Roll-out online account opening service

- In April 2019, on-line account opening was commercially launched.
- On-line account opening service enriched customer experience in m-BCA mobile-apps.

Introduce secured keyboard for banking transaction

- In February 2019, transaction banking rolled out 'BCA Keyboard'. BCA is the first bank to introduce this feature to Indonesia's market.
- The new service enables customers to perform banking transactions while in the chatting apps.

BCA credit ratings

Fitch Ratings

Published on July 2019

Description	Rating
Outlook	Stable
Local long term rating	AAA (idn)
Issuer default – long term rating	BBB
Issuer default – short term rating	F3
Support rating	3

Moody's

Published on December 2018

Description	Rating
Outlook	Stable
Bank Deposits	Baa2 / P-2
Baseline Credit Assessment	baa2
Adjusted Baseline Credit Assessment	baa2
Counterparty Risk Assessment	Baa1(cr) / P-2(cr)
Issuer Rating	Baa2

BCA share performance

BCA Shareholding Structure (as of 30 June 2019)

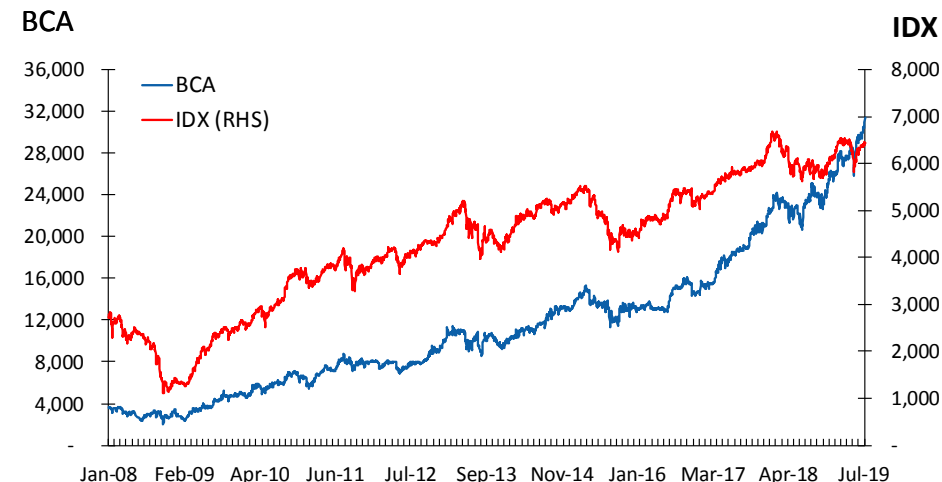
	Number of Shares	Ownership Percentage
PT Dwimuria Investama Andalan *	13,545,990,000	54.94%
Anthoni Salim	434,079,976	1.76%
Public**	10,674,940,024	43.30%
Total	24,655,010,000	100.00%

Note:

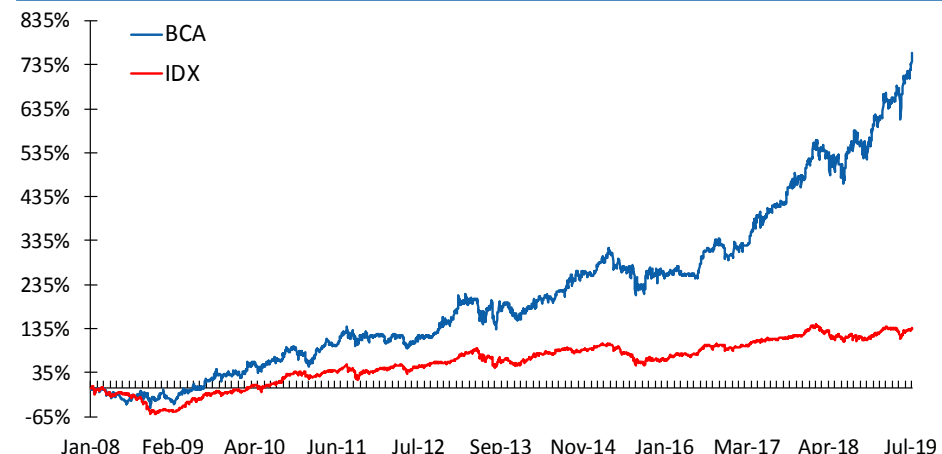
* Shareholder of PT Dwimuria Investama Andalan are Mr. Robert Budi Hartono and Mr. Bambang Hartono, therefore ultimate shareholder of BCA are Mr. Robert Budi Hartono and Mr. Bambang Hartono.

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

BCA Share Performance vs IDX (28 Dec 2007 to 22 Jul 2019)



Relative Performance



BCA winning awards - 2019

FinanceAsia



FinanceAsia Country Awards 2019

- BCA as Best Asian Bank for 4 times in a row since 2016
- BCA as Best Bank in Indonesia

EuroMoney



EuroMoney Awards for Excellence 2019

- BCA was awarded as 'Best Bank' in Indonesia
- BCA received the award for the past 6 years in a row (2014 – 2019)

AsiaMoney



New Year Awards Dinner 2019

BCA – Trade Finance Market Leader in Indonesia (Asian banks only)

Markplus.Inc



Indonesia WOW Brand Award 2018

- Gold Champion Category: ATM, Internet Banking, Call Centre, Mobile Banking & Saving Account
- Silver Champion Category: e-money, Credit Card and Mortgage

Obsession Media Group



Obsession Award 2019

- BCA – Best Private Bank

Service Excellence Magazine & Carre – CCSL

Contact Center Service Excellence Award 2017

Excellent Award:

- Halo BCA – Facebook Customer Service
- Halo BCA Chat – Online Chat Customer Service
- Halo BCA Live Chat – Online Chat Customer Service

Exceptional Award:

- Halo BCA – Categories: Regular Credit Card, Personal Loan, EDC, KPR, Sharia Banking & Automotive Financing
- Halo BCA (BCALife) – life & Health Insurance
- Halo BCA – Twitter Customer Service & Customer Service Email Centers

SWA Magazine & Asosiasi Psikologi Positif Indonesia (ap2i)



Positive Organization Award 2019

BCA – The Most Positive Organization For its Achievement in Implementing Positive Organization Dimensions

TRAS n CO Indonesia, INFO BRAND & IMFocus



Indonesia Digital Popular Brand Award 2019

Is Awarded to BCA – for Categories:

- Kartu Kredit, Internet Banking, Mobile Banking & Call Center in Recognition of Building a Popular Brand Based On Search Engine, Social Media and Website Based

InMA



Indonesia Inhouse Magazine Awards 2019

- InfoBCA – Gold Winner– The Best of Private Company InMA 2019
- InfoBCA – Silver Winner– The Best of Private Company InMA 2019
- InfoBCA – Silver Winner– The Best of E-Magazine Private Company InMa 2019

Ministry of Finance



Taxpayer's Awards and Appreciation 2018

BCA – For the Contribution in Tax Receipts in 2018

Warta Ekonomi Magazine



Indonesia 4° Digital Innovation Award 2019

- BCA - Innovative Company in Quickly Responding to Customer Problems in Digital Financial Services. Category: National Private Foreign-Exchange Commercial Bank

Warta Ekonomi Magazine



Indonesia Millenials top Brand Award 2019

- BCA – as 1st Millenial's Choice in : Bank, Saving Account and Credit Card Category.
- Flazz BCA – 2nd Millenial's Choice in E-Money Category
- KPR BCA – 2nd Millenial's Choice in Home Ownership Loans Category

BCA winning awards - 2019

Infobank & Marketing Research Indonesia

infobank
ANALISIS-STRATEGI PERBANKAN & KEUANGAN



Infobank Better Brand 2019

BCA – Received MRI - Infobank Better Brand 2019 for category Savings

Infobank

infobank
ANALISIS-STRATEGI PERBANKAN & KEUANGAN

Infobank Digital Brand Awards 2019

For Conventional Bank Category:

- 1st rank (Overall) – Digital Brand: E-Money, Flazz, BCA Prioritas, Conventional Bank.
- The Best Digital Brand 2014-2018: Debit Card, Time Deposits, KKB, Credit Card, Savings, Wealth Management & Savings

Investor Magazine

INVESTOR
ASIA'S MOST AUTHORITATIVE PUBLICATION FOR HR PROFESSIONALS

Investor Award 2019

BCA – Top Performing Listed Companies 2018 for Market Capitalization > Rp10 trillion

HR Asia

HR Asia
ASIA'S MOST AUTHORITATIVE PUBLICATION FOR HR PROFESSIONALS

HR Asia Award 2019

BCA – Best Companies to Work for in Asia 2019

Economic Review Magazine

ECONOMIC REVIEW
ECONOMY • FINANCE • INVESTMENT

Indonesia Finance Award 2019

BCA – Best in Finance for Sustainable Performance

Infobank

infobank
ANALISIS-STRATEGI PERBANKAN & KEUANGAN

Banking Service Excellence Awards 2019

For Category Commercial Bank

- Best Mobile Banking (1st place)
- Best Digital Lounge (1st place)
- ATM Public Area (1st place)
- Best Opening Account Mobile Application (1st place)
- Best CDM/CRM (2nd place)
- Best CDM/CRM (2nd place)
- Best Digital Banking (4th place)
- Best Overall Performance (4th place)

Investor

INVESTOR
ASIA'S MOST AUTHORITATIVE PUBLICATION FOR HR PROFESSIONALS

Investor Best Bank 2019

The Best Bank in Indonesia for Commercial Bank Category with Capital > Rp30 trillion

Service Excellence Magazine

Service Excellence
Banking • Financing • Telco • Automotive • Service Industries

Service Quality Award 2019

BCA – Received Awards for categories:

- Priority Banking
- Regular Banking
- Platinum Credit Card
- Gold Credit Card
- Silver Credit Card
- Bank for Corporate Customers

Bisnis Indonesia

Bisnis Indonesia

Bisnis Indonesia Award 2019

BCA – for Category Commercial Private Bank

Thank you