

Corporate Presentation

Positioning for Better Growth

PT Bank Central Asia Tbk
Jakarta, 25 April 2019

Analysts Meeting
Jan – Mar 2019 Results

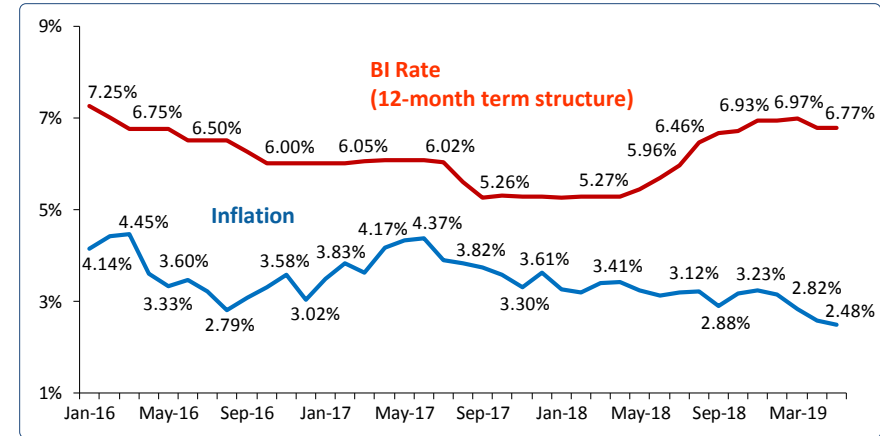
Macro & Banking Sector

1Q19 Performance Overview

Macroeconomic environment

- Moderate global economic growth
 - Growth headwinds due to ongoing trade tension
 - Fed stops rate hikes
 - Weak commodity prices
- Bank Indonesia forecasts 2019 economic growth of 5.0%-5.4%
 - Infrastructure investment
 - Steady domestic demand
 - Cautious on current account deficit and tightening liquidity
- Low annual inflation of 2.5% in Mar-19
- Rupiah exchange rate strengthened since 4Q18
- 7-day reverse repo remained flat at 6.0%, after 175 bps hikes from Apr - Oct-18

Inflation and BI Rates (%)



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

Rupiah/USD



Source: Bloomberg

Banking sector highlights – February 2019

- Improving sector loan growth but tighter liquidity
 - Total sector loans of Rp5,228tn (+12.1% / Rp566tn YoY)
 - Total sector third party funds grew Rp345tn (+6.6% YoY) to Rp5,600tn
 - Net profit grew 14.9% YoY to Rp25.4tn
 - System LDR at 94.1%, up from 89.2% in Feb-18
 - NPL ratio increased 20 bps to 2.6% in Feb-19 from 2.4% in Dec-18
 - System CAR stood at 23.4%

Banking Sector Financial Summary (Rp trillion)

	Feb-18	Dec-18	Feb-19	YTD Change	YoY Change
Total Assets	7,368	8,068	7,965	-1.3%	8.1%
Total Loans	4,662	5,295	5,228	-1.3%	12.1%
Third Party Funds	5,255	5,630	5,600	-0.5%	6.6%
Current Accounts	1,252	1,315	1,283	-2.4%	2.5%
Savings	1,649	1,825	1,748	-4.2%	6.0%
Time Deposits	2,354	2,490	2,569	3.2%	9.1%
Net Profit	22.1	150.0	25.4	na	14.9%
NIM	5.0%	5.1%	4.8%	-30bp	-20bp
LDR*	89.2%	94.8%	94.1%	-70bp	490bp
NPL	2.9%	2.4%	2.6%	20bp	-30bp
CAR	23.2%	23.0%	23.4%	40bp	20bp

Source: Financial Services Authority (OJK)

* LFR and RIM data is not available

Macro & Banking Sector

1Q19 Performance Overview

Balance sheet summary



- Outstanding loans grew Rp62.1tn or 13.2% YoY to Rp532.3tn
- Government bonds (>1 Yr) increased 29.0% YoY to Rp55.5tn
- Third party funds increased Rp46.1tn or 7.9% YoY to Rp629.6tn
 - CASA up 7.2% YoY to Rp483.7tn
 - Time deposits increased 10.1% YoY to Rp145.9tn

(Rp billion)	Mar-18	Dec-18	Mar-19	ΔQoQ	ΔYoY
Total Assets	759,851	824,788	830,550	0.7%	9.3%
Secondary Reserves	122,993	99,380	108,598	9.3%	-11.7%
SBI & Other Placement in BI	77,187	42,745	53,202	24.5%	-31.1%
Gov't Bonds (≤ 1 year)	6,921	15,614	15,858	1.6%	129.1%
Others*	38,885	41,021	39,539	-3.6%	1.7%
Loans	470,157	538,100	532,255	-1.1%	13.2%
Government Bonds (> 1 year)	43,047	42,701	55,550	30.1%	29.0%
Marketable Securities	22,835	27,143	24,340	-10.3%	6.6%
Impairment on financial assets	(14,634)	(14,449)	(14,453)	0.0%	-1.2%
Third Party Funds	583,519	629,812	629,570	0.0%	7.9%
Current Accounts	153,813	166,822	164,719	-1.3%	7.1%
Savings	297,247	316,182	319,015	0.9%	7.3%
Time Deposits	132,459	146,808	145,836	-0.7%	10.1%
Equity	136,453	151,753	158,837	4.7%	16.4%
Exchange Rate – Rp/USD	13,768	14,380	14,240	-1.0%	3.4%

* Including Placement with other banks (< 3 months), claim on sec. bought under reverse repo (≤ 1 year), mutual funds, current account with other banks, and US Treasury bonds

Income statement summary

- Solid top line growth
 - Operating income grew 13.7% YoY to Rp16.7tn
- Operating expenses increased 6.4% YoY to Rp8.1 tn
- Net profit rose 10.1% YoY to Rp6.1tn

(Rp billion)	1Q18	4Q18	1Q19	ΔQoQ	ΔYoY
Operating Income	14,677	17,101	16,690	-2.4%	13.7%
Net Interest Income	10,781	11,977	11,989	0.1%	11.2%
Non Interest Income	3,896	5,124	4,701	-8.3%	20.7%
Fees and commissions	2,670	3,388	3,226	-4.8%	20.8%
Trading Income	578	926	681	-26.5%	17.8%
Others	648	810	794	-2.0%	22.5%
Operational Expenses	(7,598)	(6,777)	(8,084)	19.3%	6.4%
Personnel Expenses	(4,376)	(2,215)	(4,596)	107.5%	5.0%
Other Expenses	(3,222)	(4,562)	(3,488)	-23.5%	8.3%
Profit before Provisions & Tax	7,079	10,324	8,606	-16.6%	21.6%
Provision	(188)	(930)	(982)	5.6%	422.3%
Pre-Tax Profit	6,891	9,394	7,624	-18.8%	10.6%
Net Profit	5,508	7,347	6,062	-17.5%	10.1%

Financial ratios



- BCA maintained strong capital and adequate liquidity position
 - CAR stood at 24.5%
 - LDR recorded at 81.0%
- NIM slightly improved inline with increasing earning assets yield since second semester 2018
- ROA came in at 3.5%, ROE at 15.4%

(Bank only, %)	Mar-18	Dec-18	Mar-19	ΔYTD	ΔYoY
ROA	3.4	4.0	3.5	-50bp	10bp
ROE	16.1	18.8	15.4	-340bp	-70bp
NIM	6.1	6.1	6.2	10bp	10bp
CAR	23.6	23.4	24.5	110bp	90bp
CET 1	22.7	22.4	23.5	110bp	80bp
LDR	77.9	81.6	81.0	-60bp	310bp
Cost to Income Ratio *	53.2	44.3	49.9	560bp	-330bp
BOPO**	63.3	58.2	65.2	700bp	190bp
NPL Ratio - gross	1.5	1.4	1.5	10bp	0bp
NPL Ratio - net	0.5	0.4	0.5	10bp	0bp
Coverage ratio	183.6	178.7	171.4	-730bp	-1220bp
NOP	0.2	0.5	0.1	-40bp	-10bp
EPS – year to date (Rp)***	223	1,049	246	na	10.3%
Book Value/Share (Rp)	5,531	6,151	6,439	4.7%	16.4%

* Cost to Income Ratio = operational expenses to net interest income and non interest income

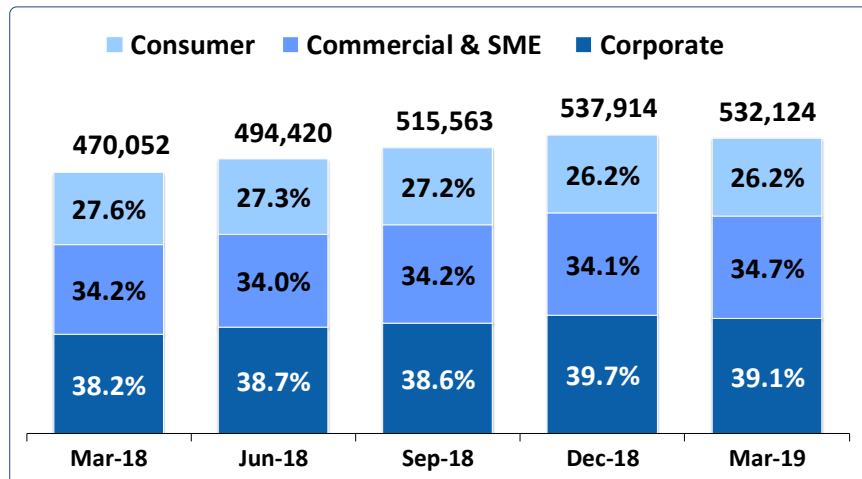
** BOPO = Cost to income ratio based on regulatory reporting guidelines which is all expenses (operating expenses included interest expenses and provision for assets losses) to all revenues (operational income included interest income and reversal of provision for assets losses)

*** Based on consolidated financial statement

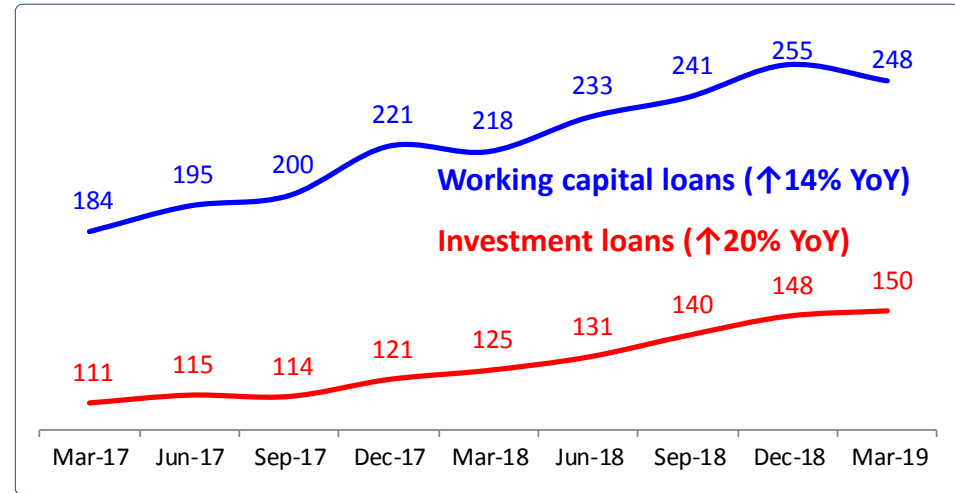
Solid loan growth

- The Bank's loan portfolio grew 13.2% YoY to Rp532tn in March 2019
 - Stronger business loan growth
 - Higher growth in investment loans
- Mar-19 loan utilization rate of 71.4% marginally higher than 70.1% in Mar-18

Loan Composition (Bank only, Rp billion)



Business Loans (Consolidated, Rp trillion)



Loans Breakdown (Bank only, Rp billion)

	Mar-18	Dec-18	Mar-19	YTD Change	YoY Change
Corporate	179,406	213,356	207,786	-2.6%	15.8%
Commercial & SME	160,940	183,766	184,674	0.5%	14.7%
Consumer	129,706	140,792	139,664	-0.8%	7.7%
Total Outstanding	470,052	537,914	532,124	-1.1%	13.2%
Total Facilities	670,697	740,027	745,324	0.7%	11.1%

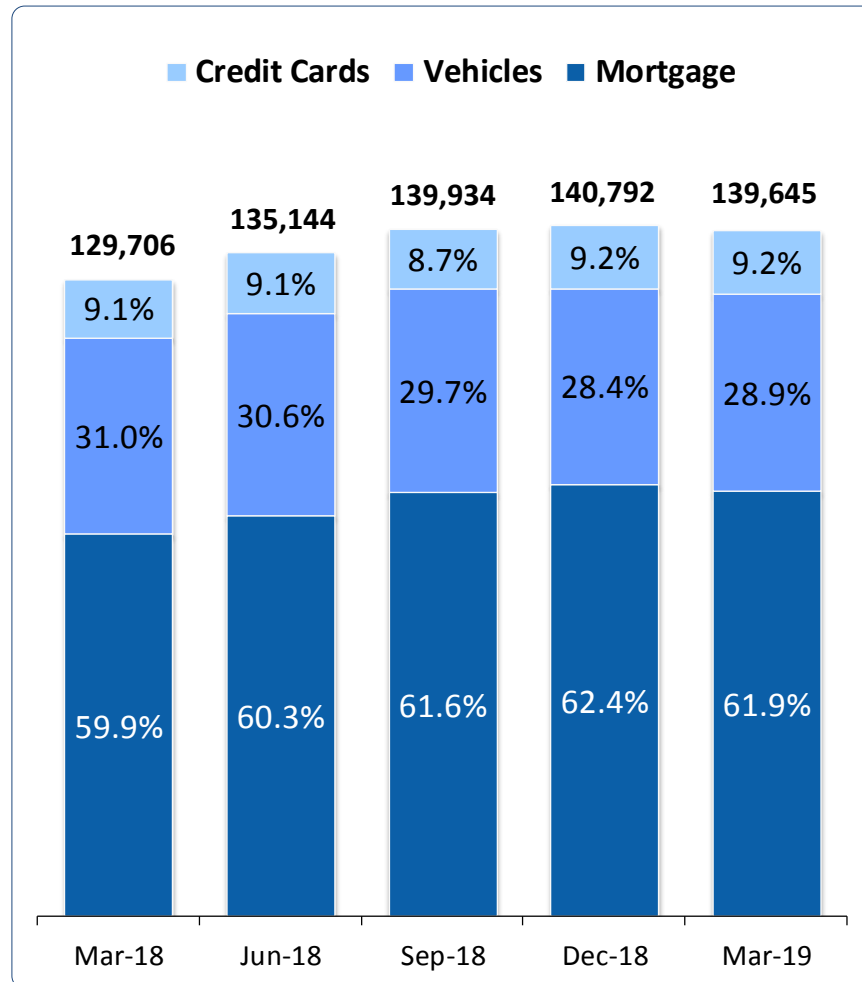
Diversified industry concentration

Top Ten Industry Sectors in Corporate, Commercial and SME

Sectors	Mar-18	Dec-18	Mar-19
1. Financial Services	6.6%	8.0%	7.7%
2. Plantation and Agriculture	8.0%	7.5%	7.5%
3. Distributor, Wholesaler and Retailer	7.6%	6.6%	6.9%
4. Building Material and Other Construction Related	7.0%	6.7%	6.8%
5. Properties and Construction	5.0%	5.2%	5.6%
6. Automotive and Transportation	5.5%	5.0%	5.3%
7. Textile and Garment	4.6%	4.5%	4.6%
8. Food and Beverages	4.8%	4.5%	4.5%
9. Chemicals and Plastics	4.4%	4.2%	4.2%
10. Transportation & Logistic	4.1%	3.7%	3.8%
Total	57.6%	55.9%	56.9%

Moderate consumer loan growth

Consumer Loans (Bank only, Rp billion)



Consumer Loans

(vehicle loans includes BCA subsidiaries, Rp billion)

	Mar-18	Dec-18	Mar-19	YTD Change	YoY Change
Mortgage	77,720	87,901	86,497	-1.6%	11.3%
Vehicles*	47,845	47,976	48,021	0.1%	0.4%
4 Wheeler	43,784	44,639	44,998	0.8%	2.8%
2 Wheeler	4,061	3,337	3,023	-9.4%	-25.6%
Credit Cards	11,808	12,893	12,876	-0.1%	9.0%

* Including vehicle loans booked by BCA subsidiaries of Rp7.7tn in Mar-18, Rp8.0tn in Dec-18 and Rp7.7tn in Mar-19



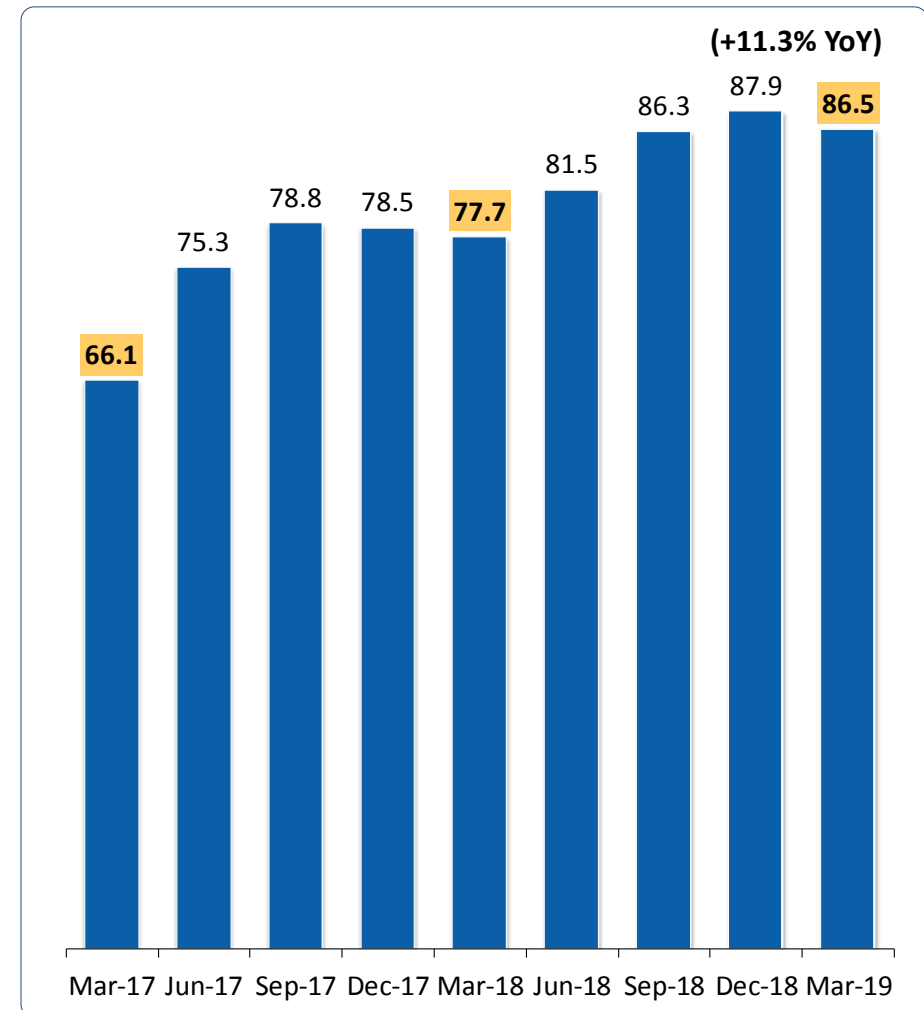
Mortgages supported consumer loan growth

- Mortgages remain key pillar of BCA's consumer loan portfolio
 - Mortgages contributed 61.9% to total consumer lending
- Innovative mortgage products support BCA's leading market position
 - In Feb-19, launched low interest rate product (5.62% fixed 1-year; 3-year 6.62% fixed rate + 2-year adjustable rate capped at 8.62%)

Mortgage Portfolio (Bank only)

	Mar-18	Dec-18	Mar-19
Number of Customers Accounts	101,808	107,079	106,463
Total Outstanding (Rp billion)	77,720	87,901	86,497
Average Loan Outstanding (Rp million)	763	821	812

Total Mortgage Portfolio (Bank only, Rp trillion)



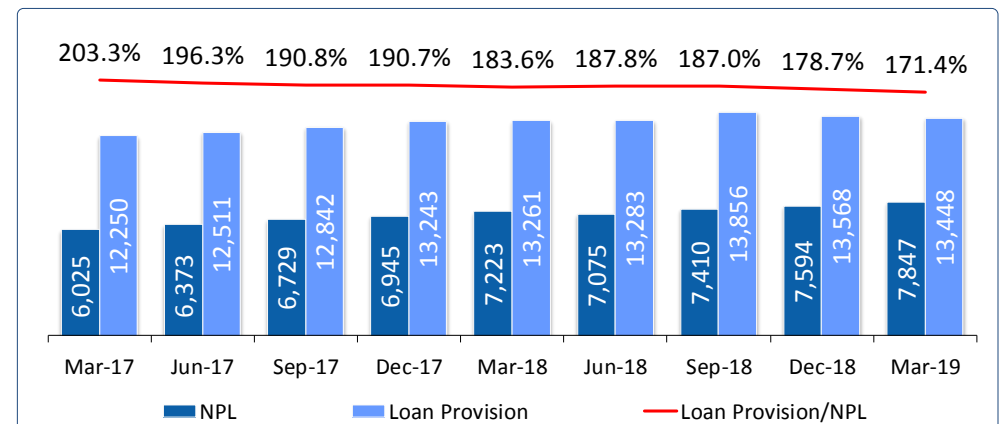
Ample loan loss coverage

- Active monitoring of loan portfolio
- Gross NPLs totaled 1.5%
 - Loan write off amounted to Rp1.0 tn particularly from corporates and commercial
- Loan loss reserves up 1.4% YoY to Rp13.4tn in March 2019
 - Provision/NPL coverage of 171.4%

Loan Quality (Bank only, Rp billion)

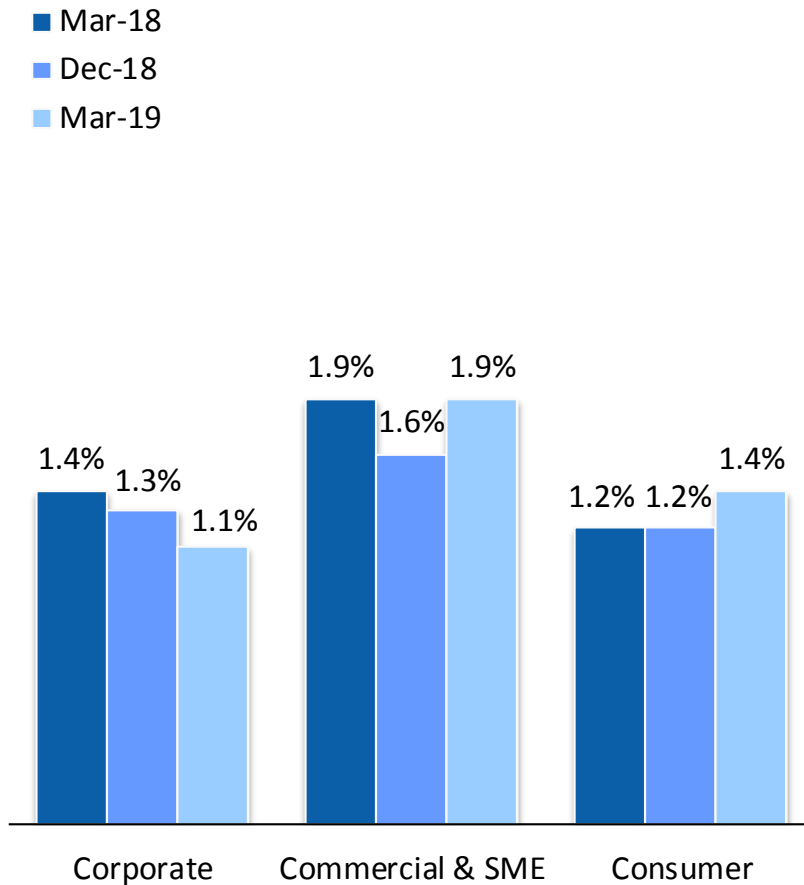
	Mar-18	Dec-18	Mar-19
Current	454,042	520,654	512,867
Special Mention	8,787	9,666	11,410
Performing Loans	462,829	530,320	524,277
Substandard	695	1,678	1,119
Doubtful	891	1,185	1,391
Loss	5,637	4,731	5,337
NPL	7,223	7,594	7,847
Total Loans	470,052	537,914	532,124
NPL Ratio - gross	1.5%	1.4%	1.5%
NPL Ratio - net	0.5%	0.4%	0.5%

NPL and Loan Provision (Bank only, Rp billion)

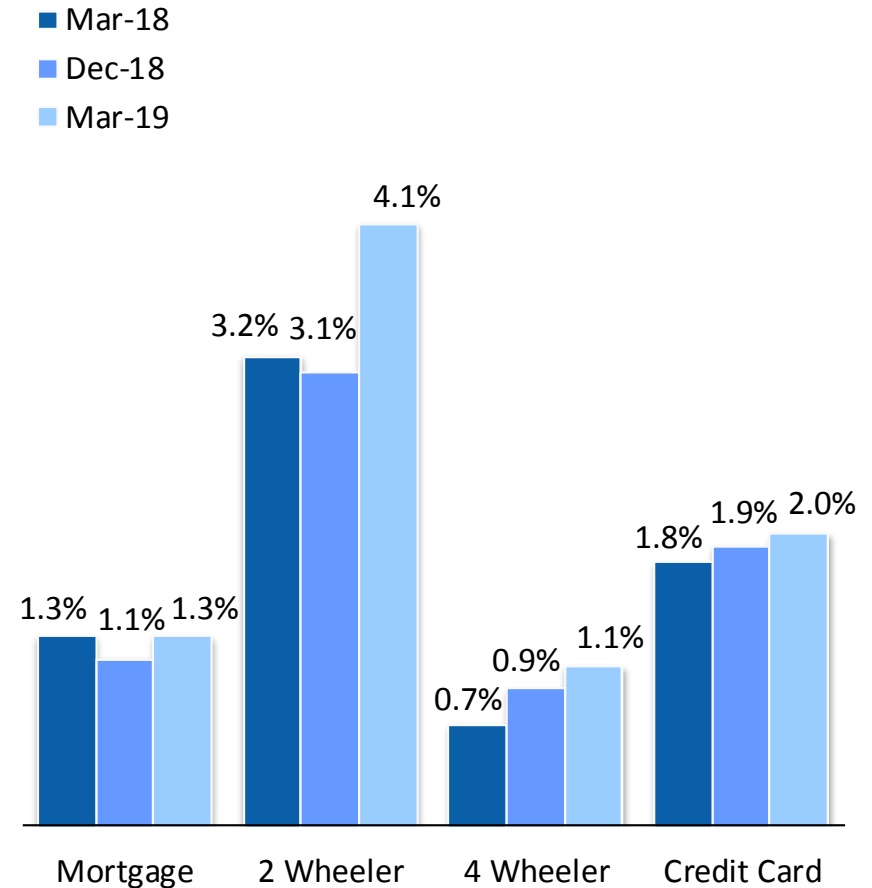


Total NPL maintained at 1.5%

NPL by Loan Segments (bank only, %)



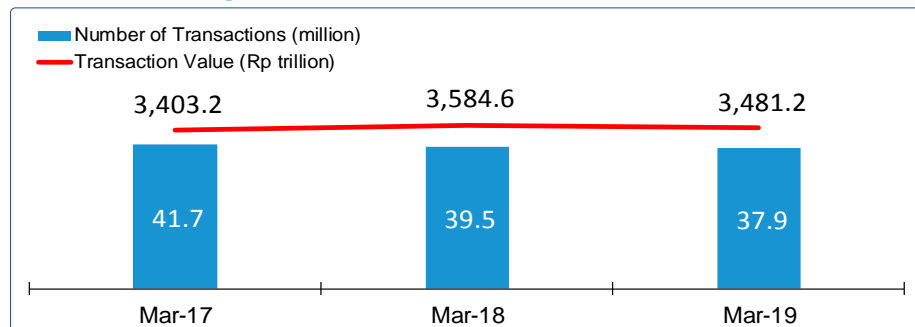
NPL by Consumer Loans (bank only, %)



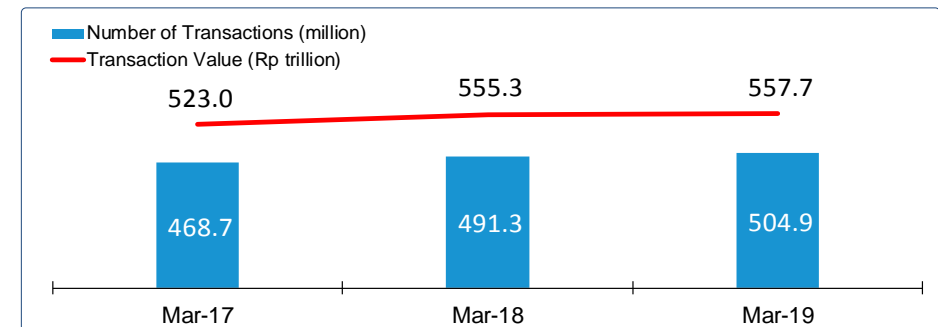
A leading transaction banking business

- Supported by 1,246 branches and 17,800 ATMs (of which 5,854 units are CRM) nationwide, internet banking and mobile banking
- Digital channels' dominance in transaction banking continues to increase. 98% of transactions are digital. In-branch transactions account for 51% of transactions by value but only 2% by frequency
- Continuous innovation, recently launched online banking account registration, online e-commerce payment 'Oneklik', QR-base peer to peer transfer and BCA Mobile smartphone keyboard

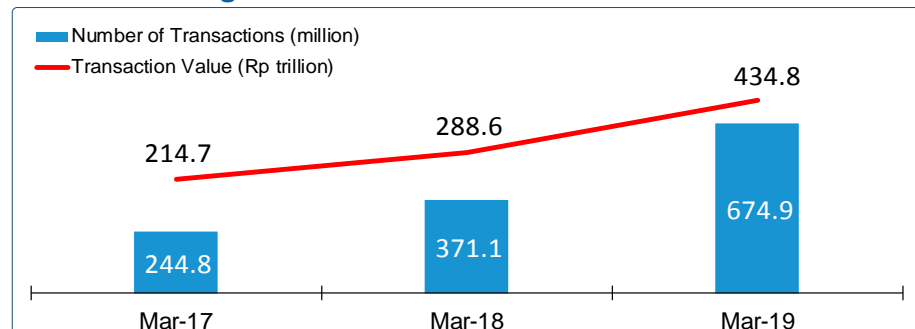
Branch Banking



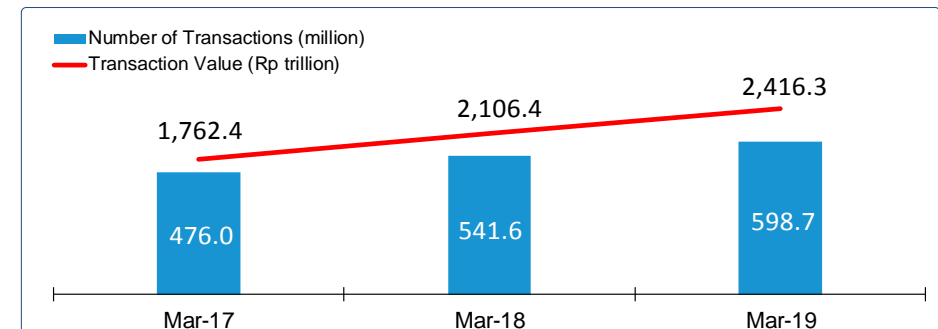
ATM



Mobile Banking



Internet Banking

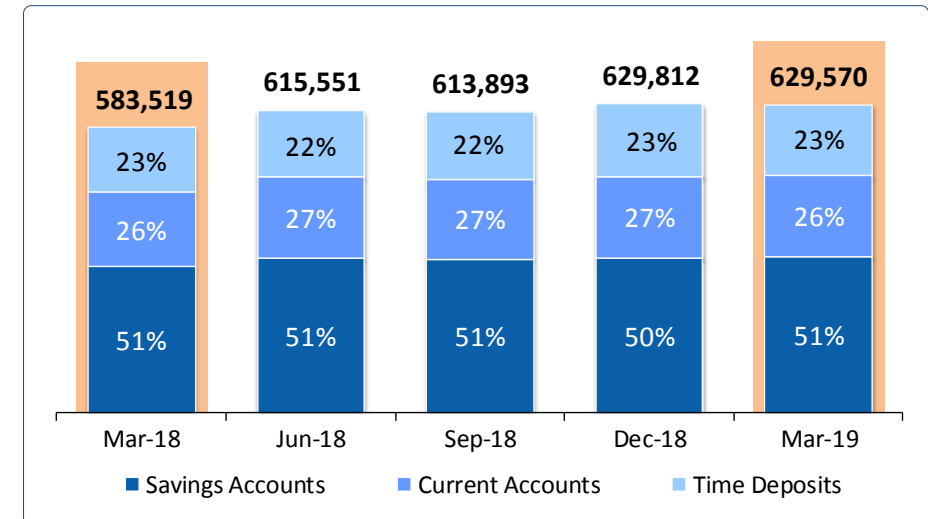


Solid funding franchise

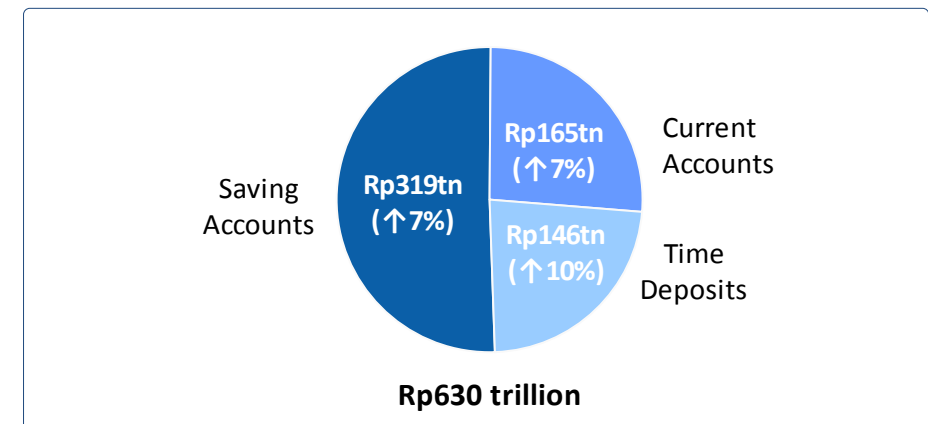


- Preeminence in transaction banking supports CASA growth
 - 19.5 million interconnected accounts benefit from the Bank's growing multi-channel platform
- Total third party funds rose 7.9% YoY to Rp629.6tn
 - CASA grew 7.2% YoY to Rp483.7tn, accounting for 76.8% of total third party funds
 - Time Deposits increased 10.1% YoY to Rp145.9tn, driven largely by growth in 4Q18
- Strong liquidity with secondary reserves totaling Rp108.6tn or 17.2% of third party funds

Third Party Funds (Rp billion)



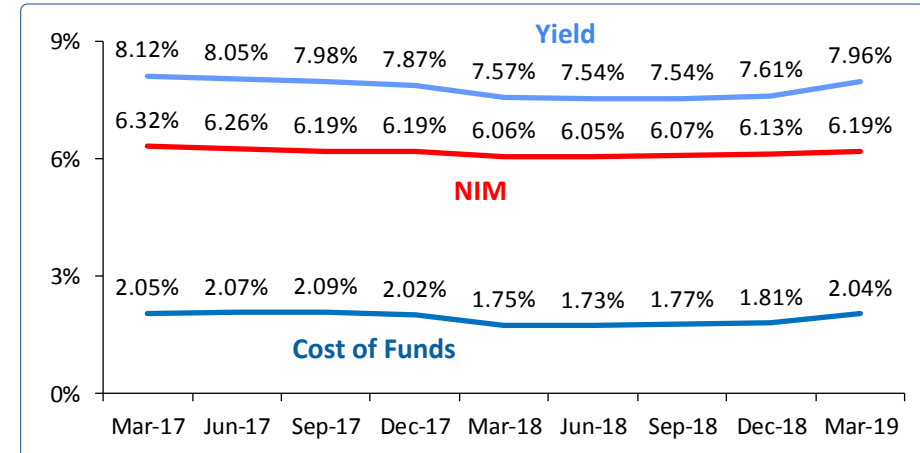
Third Party Funds (as of 31 March 2019)



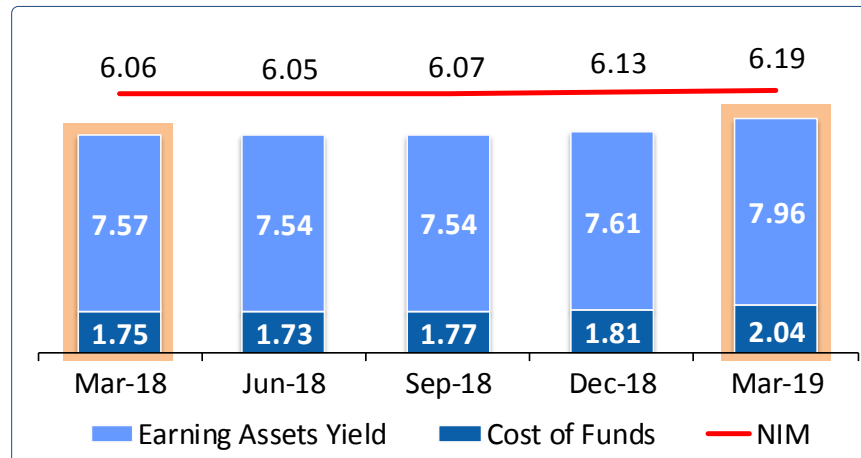
Net interest margin well supported

- Earning assets yield and NIM increased QoQ
- Time deposit rates up 175 bps through 2018
 - Cost of funds slightly increased QoQ

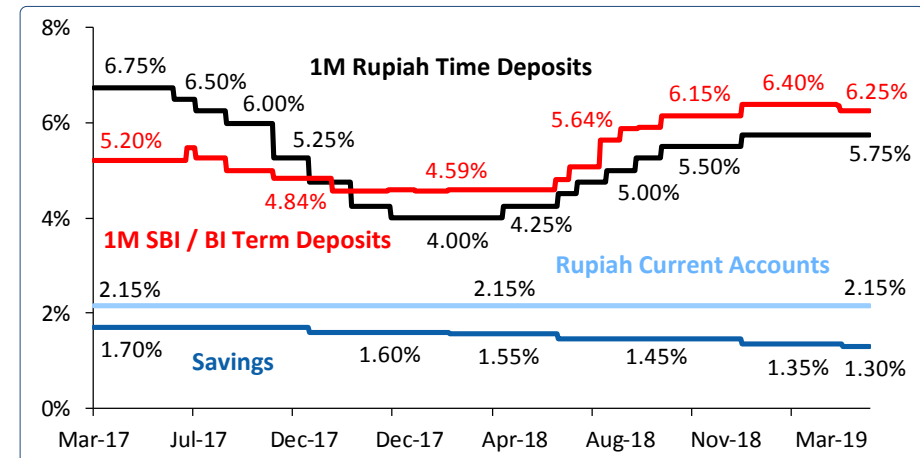
NIM, Yield and Cost of Funds (Bank only)



NIM (ytd,%, Bank only)



Interest Rate*



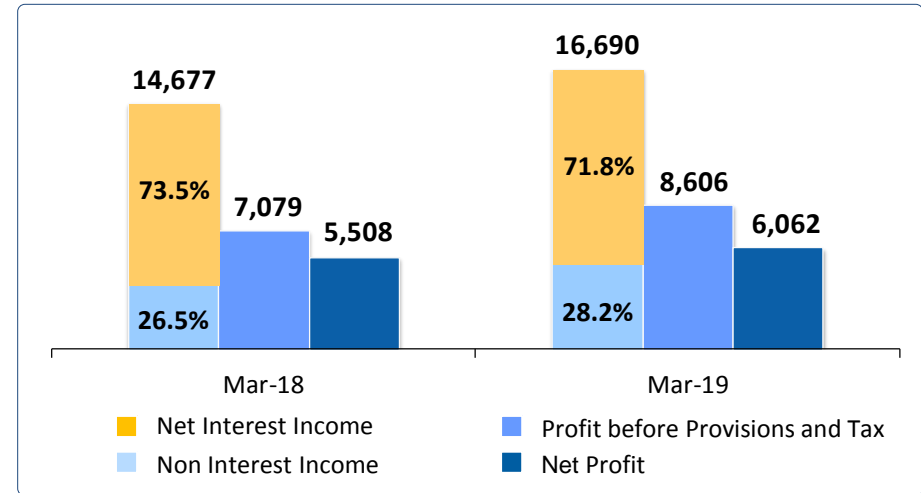
* Maximum interest rate offered

Sustained profitability

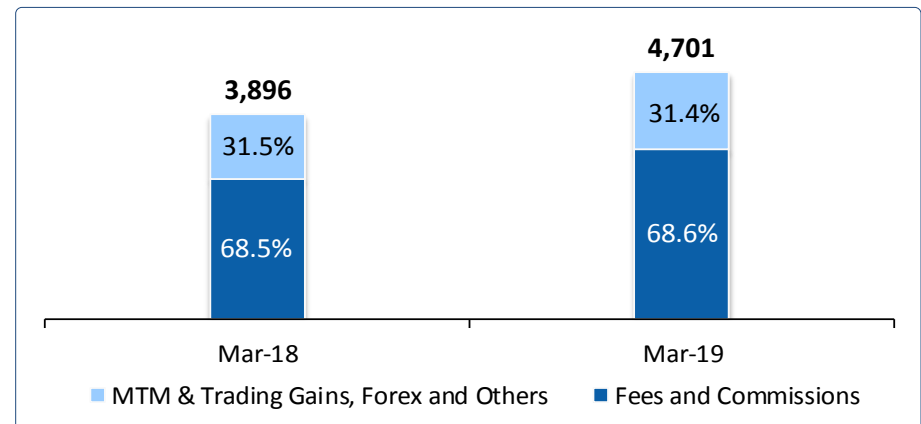


- Combined Net Interest Income and Non Interest Income grew 13.7% YoY to Rp16.7tn
 - Net Interest Income increased 11.2% YoY to Rp12.0tn while Non Interest Income grew 20.7% YoY to Rp4.7tn
- Bank-only Cost to Income Ratio of 49.9%
- Consolidated Net Profit up 10.1% YoY to Rp6.1tn
 - Bank-only Net Profit up 10.9% YoY to Rp5.6tn

Profitability (Rp billion)



Non Interest Income (Rp billion)



Dividend

Cash dividend for financial year 2018 amounted of Rp340 per share, increased 33% YoY

- Interim cash dividend has been paid at Rp85 per share on 21 Dec 2018
- Dividend Payout Ratio 32%, up from 27% previously
- The remaining cash dividend will be paid at Rp255 per share on 30 Apr 2019 to BCA's register of shareholders as of 25 Apr 2019 (Cum Dividend: 23 Apr 2019 for trading in regular & negotiated market)

Appointed Executive Board Members in AGM 2019

Change in Board of Directors

- Suwignyo Budiman appointed as Deputy President Director
- Inawaty Handojo appointed as Director of Compliance
- The appointment of Suwignyo Budiman and Inawaty Handojo will be effective after Regulator's approval

Bank Acquisition

Signed Conditional Sale and Purchase Agreement for acquisition of PT Bank Royal Indonesia on 16 April 2019

BCA credit ratings



Fitch Ratings

Published on April 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 31 March 2019)

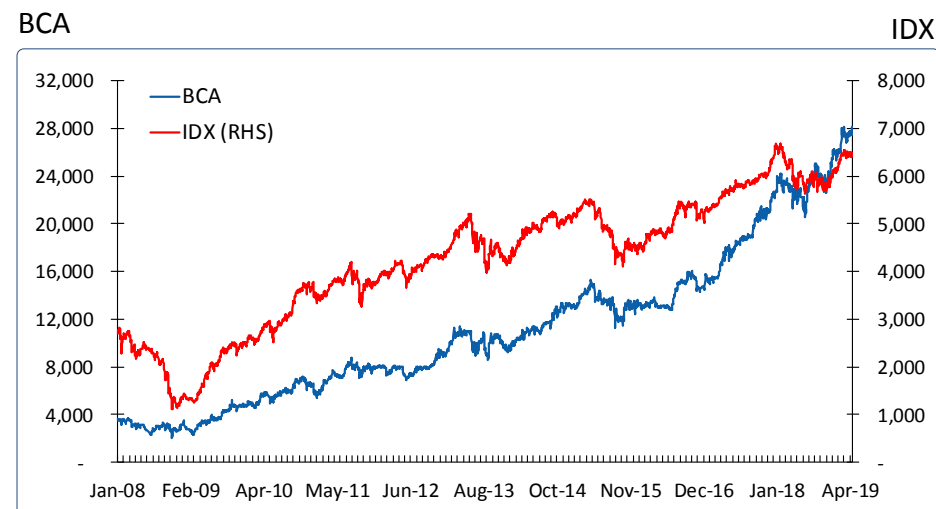
	Number of Shares	Ownership Percentage
PT Dwimuria Investama Andalan *	13,545,990,000	54.94%
Anthoni Salim	434,079,976	1.76%
Public**	10,674,940,024	43.30%
Total	24,655,010,000	100.00%

Note:

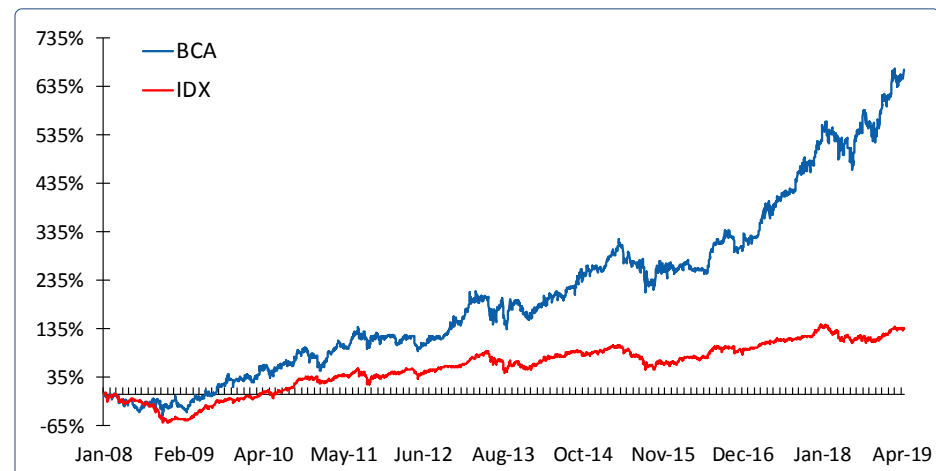
* Shareholder of PT Dwimuria Investama Andalan are Mr. Robert Budi Hartono and Mr. Bambang Hartono, therefore ultimate shareholder of BCA are Mr. Robert Budi Hartono and Mr. Bambang Hartono.

** 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 December 2007 to 23 April 2019)



Relative Performance



BCA winning awards - 2019



AsiaMoney

ASIAMONEY

New Year Awards Dinner 2019
BCA – Trade Finance Market
Leader in indonesia (Asian banks
only)

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

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

BCA winning awards - 2019

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

Warta Ekonomi Magazine



**Indonesia 4th 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



**4th Indonesia Living Legend
Companies Award 2019**

- BCA - Living Legend Company
Excellence Customer Relation
Services

Warta Ekonomi Magazine



**Indonesia Millennials top Brand
Award 2019**

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