

# PT Bank Central Asia Tbk 1Q22 Results

21 April 2022

## ▶ **Macroeconomy & banking industry highlights**

- 1Q22 performance overview
- Sustainability finance and ESG
- Corporate updates
- Share data, ratings & awards

# Economic highlights

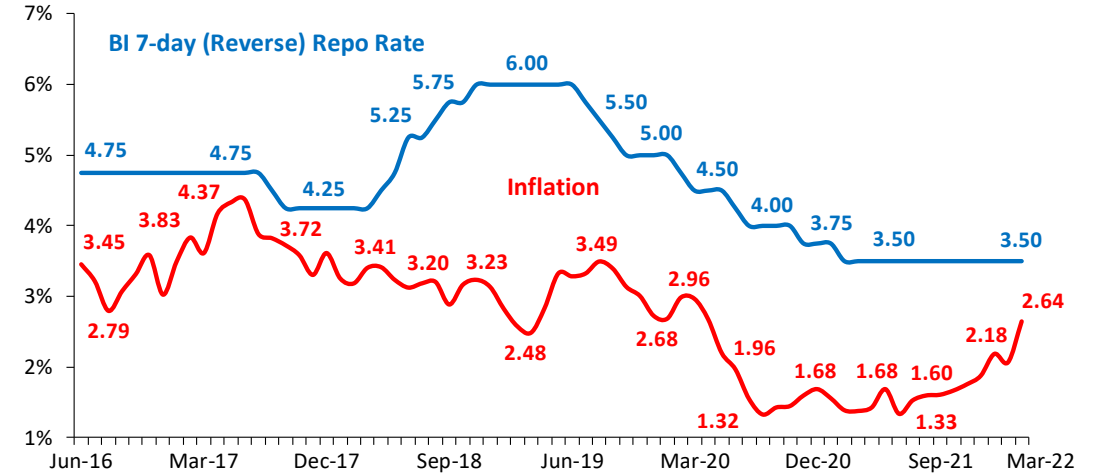
- Growth continues in 1Q21 thanks to recovering demand and export windfall due to strong commodity prices.
- Stronger optimism as Omicron risks ebb. Consumption recovers on the back of higher mobility and seasonal momentum.
- Inflation remained mild compared to global due to the relatively muted energy 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%*

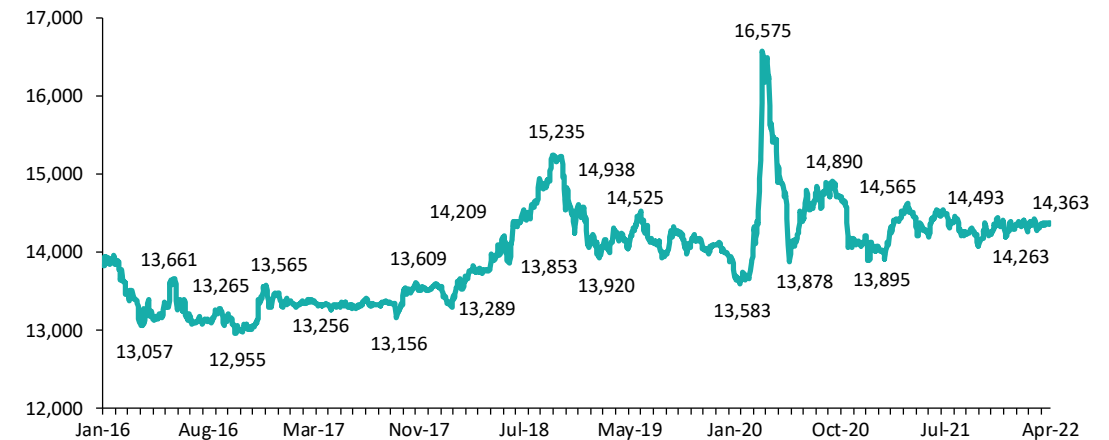
Source: Bank Indonesia

\*) 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
<b>Total Assets</b>	<b>9,007</b>	<b>10,112</b>	<b>10,007</b>	<b>11.1%</b>
<b>Total Loans</b>	<b>5,397</b>	<b>5,769</b>	<b>5,709</b>	<b>5.8%</b>
<b>Third Party Funds</b>	<b>6,570</b>	<b>7,479</b>	<b>7,363</b>	<b>12.1%</b>
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%
<b>Net Profit</b>	<b>12.5</b>	<b>140.2</b>	<b>16.9</b>	<b>34.9%</b>
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

# Agenda



- Macroeconomy & banking industry highlights

## ***1Q22 performance overview***

- Sustainability finance and ESG
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# Loans grew 8.6% YoY



(Rp billion)	Mar-21	Mar-22	YoY	Jun-21	Sep-21	Dec-21	QoQ
<b>Total Assets</b>	<b>1,090,382</b>	<b>1,259,435</b>	<b>15.5%</b>	<b>1,129,497</b>	<b>1,169,296</b>	<b>1,228,345</b>	<b>2.5%</b>
<b>Secondary Reserves &amp; Marketable Securities</b>	<b>435,689</b>	<b>507,120</b>	<b>16.4%</b>	<b>442,839</b>	<b>456,294</b>	<b>476,970</b>	<b>6.3%</b>
<b>Loans (Consol)</b>	<b>586,796</b>	<b>637,131</b>	<b>8.6%</b>	<b>593,585</b>	<b>605,874</b>	<b>636,987</b>	<b>0.0%</b>
<b>Third Party Funds</b>	<b>849,418</b>	<b>997,761</b>	<b>17.5%</b>	<b>895,238</b>	<b>923,736</b>	<b>975,949</b>	<b>2.2%</b>
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%
<b>Equity</b>	<b>178,713</b>	<b>194,689</b>	<b>8.9%</b>	<b>187,370</b>	<b>197,815</b>	<b>202,713</b>	<b>-4.0%</b>

# Non Interest income rebound, supporting top line growth



(Rp billion)	1Q-21	1Q-22	YoY	2Q-21	3Q-21	4Q-21	QoQ
<b>Operating Income</b>	<b>19,086</b>	<b>20,402</b>	<b>6.9%</b>	<b>19,402</b>	<b>19,118</b>	<b>20,291</b>	<b>0.5%</b>
<b>Net Interest Income</b>	<b>14,132</b>	<b>14,483</b>	<b>2.5%</b>	<b>14,146</b>	<b>13,878</b>	<b>14,315</b>	<b>1.2%</b>
<b>Non Interest Income</b>	<b>4,954</b>	<b>5,920</b>	<b>19.5%</b>	<b>5,256</b>	<b>5,240</b>	<b>5,976</b>	<b>-0.9%</b>
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%
<b>Operating Expenses</b>	<b>7,231</b>	<b>7,722</b>	<b>6.8%</b>	<b>6,993</b>	<b>6,960</b>	<b>8,250</b>	<b>-6.4%</b>
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%
<b>PPOP (Pre-Provision Operating Profit)</b>	<b>11,855</b>	<b>12,680</b>	<b>7.0%</b>	<b>12,409</b>	<b>12,158</b>	<b>12,041</b>	<b>5.3%</b>
Provision	(3,254)	(2,818)	-13.4%	(3,292)	(1,103)	(1,675)	68.2%
<b>Net Profit</b>	<b>7,040</b>	<b>8,064</b>	<b>14.6%</b>	<b>7,416</b>	<b>8,743</b>	<b>8,224</b>	<b>-1.9%</b>

# Key Ratios



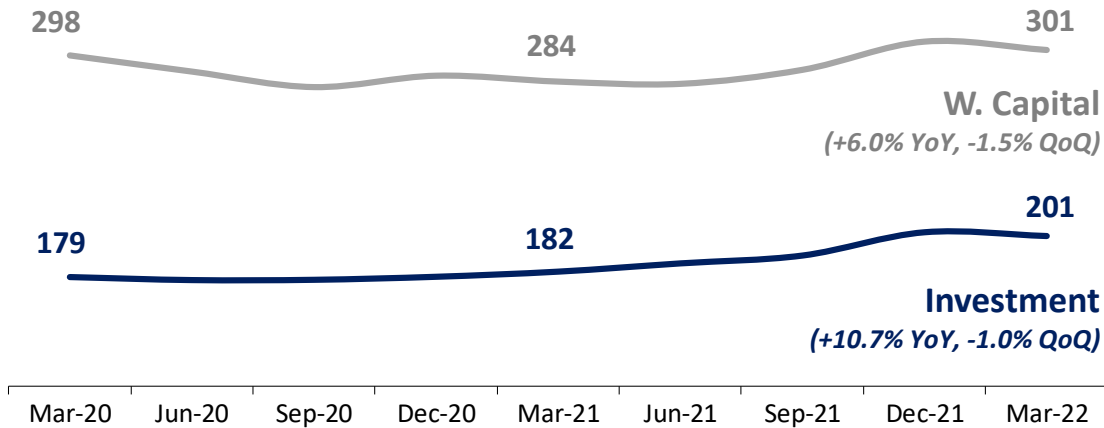
Bank Only	1Q-21	1Q-22	ΔYoY	2Q-21	3Q-21	4Q-21	ΔQoQ
NIM	5.3%	4.9%	-0.4%	5.2%	5.0%	4.9%	0.0%
COC	1.9%	1.9%	0.0%	2.6%	0.8%	1.1%	0.8%
Risk Adjusted NIM	3.4%	3.0%	-0.4%	2.6%	4.2%	3.8%	-0.8%
CIR	35.3%	35.8%	0.5%	33.5%	31.4%	39.4%	-3.6%
ROA	3.1%	3.1%	0.0%	3.2%	4.2%	3.2%	-0.1%
ROE	15.8%	16.8%	1.0%	17.5%	22.7%	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%	180.7%	0.8%
LCR	399.1%	405.3%	6.2%	386.3%	392.6%	396.3%	3.7%
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

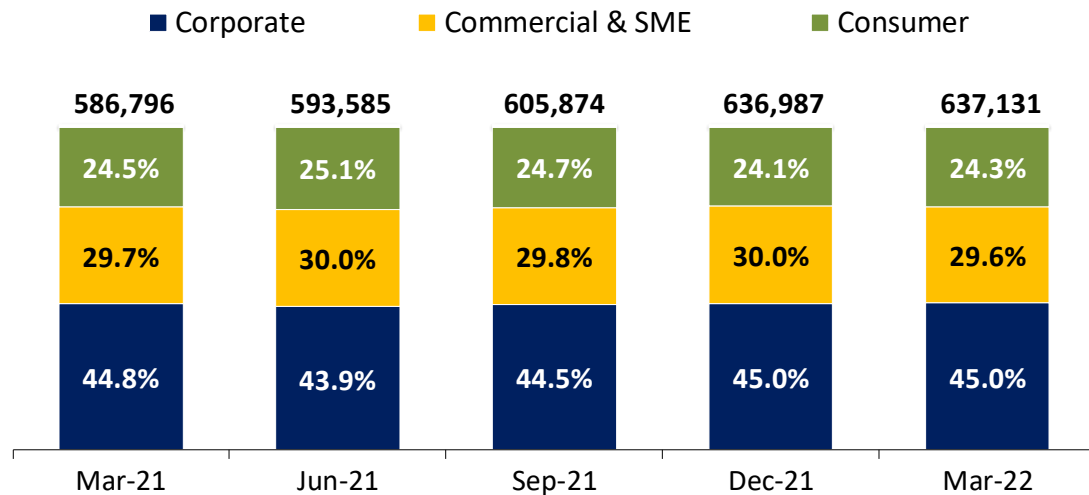


# Working capital loans continued to recover

## Business Loans (Rp tn) - Consolidated



## Loan Composition (Rp bn) - Consolidated

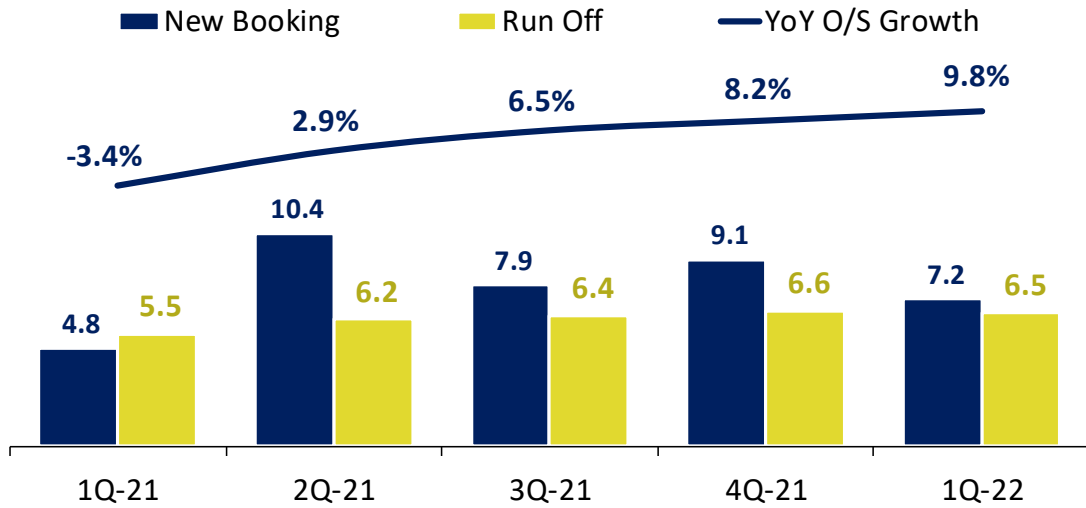


## Loan Breakdown (Rp bn) - Consolidated

	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%
<b>Total O/S Loans</b>	<b>586,796</b>	<b>636,987</b>	<b>637,131</b>	<b>8.6%</b>	<b>0.0%</b>
Total Facilities	823,796	911,088	912,019	10.7%	0.1%
Corp. Bonds	23,178	26,174	29,099	25.5%	11.2%
<b>Loans + Corp. Bonds</b>	<b>609,975</b>	<b>663,161</b>	<b>666,230</b>	<b>9.2%</b>	<b>0.5%</b>

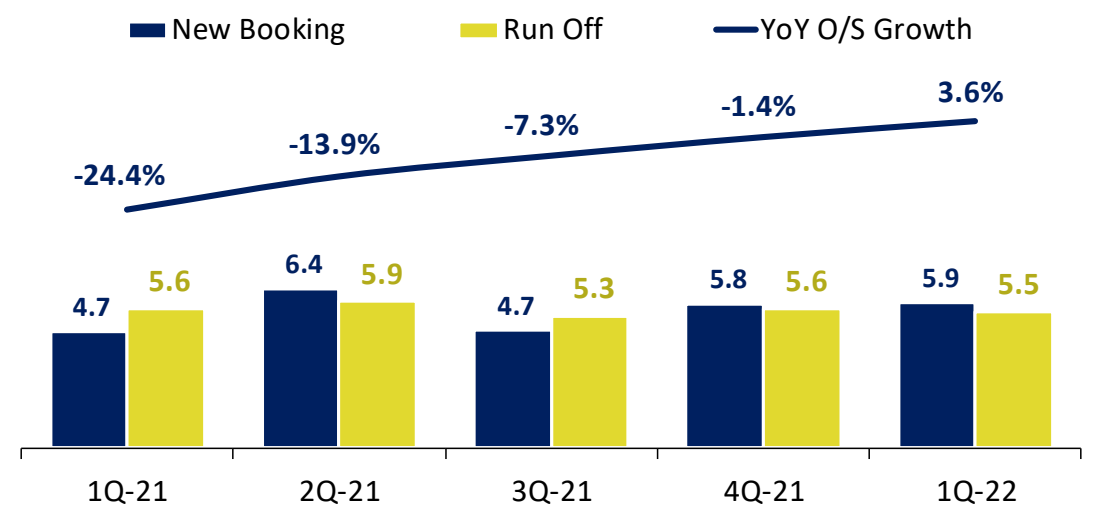
# Mortgage portfolio reached 9.8% growth

## 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**



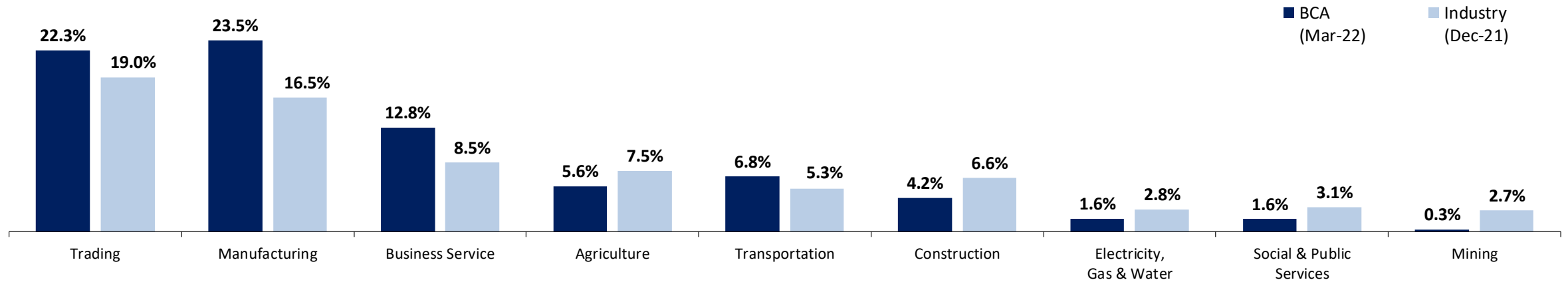
**>170  
Property agents**



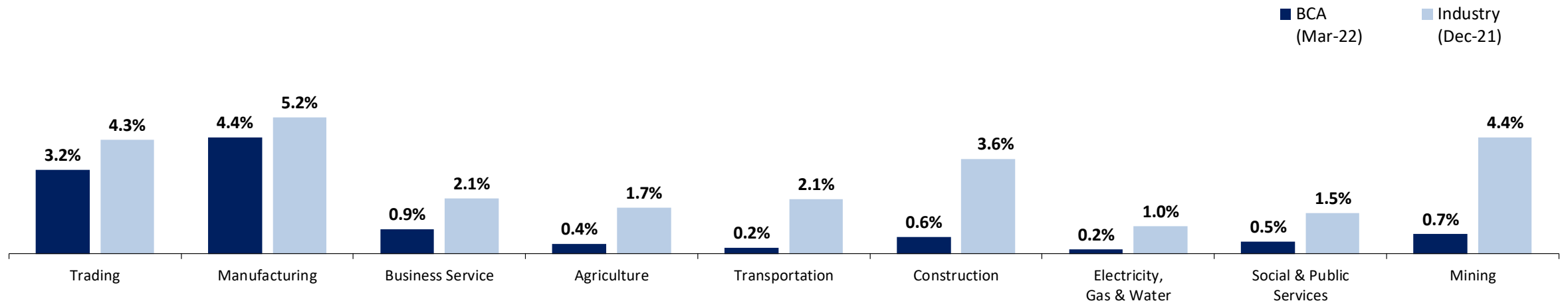
**1.7 million  
Visitors**

# Prudent lending across sectors

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



## BCA Business NPL by Sector (%)



Note: Consolidated numbers based on LBU reporting category

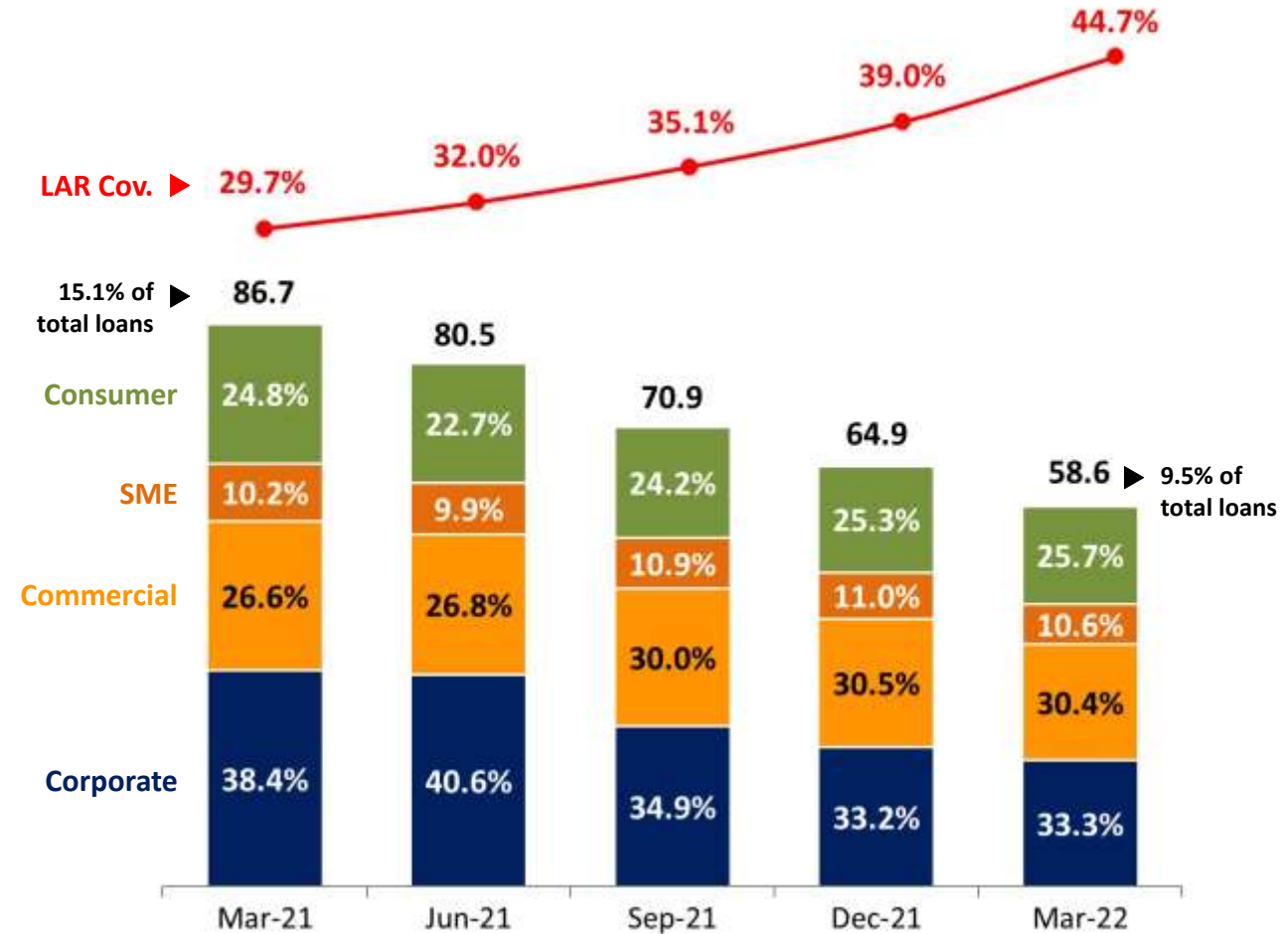
# LAR improved to 13.8%



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

Rp trillion	Mar-21	Dec-21	Mar-22	ΔYoY	ΔQoQ
<b>Total Loans by Collectability (bank only):</b>					
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%
<b>Total Loans</b>	<b>573.9</b>	<b>620.6</b>	<b>619.9</b>	<b>8.0%</b>	<b>-0.1%</b>
<b>Restructured Loans (bank only):</b>					
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%
<b>Total Restruct. Loans</b>	<b>99.1</b>	<b>82.5</b>	<b>77.4</b>	<b>-21.9%</b>	<b>-6.2%</b>
Total LAR	111.5	90.8	85.4	-23.4%	-6.0%
<b>% LAR / Loans</b>	<b>19.4%</b>	<b>14.6%</b>	<b>13.8%</b>	<b>-5.6%</b>	<b>-0.9%</b>

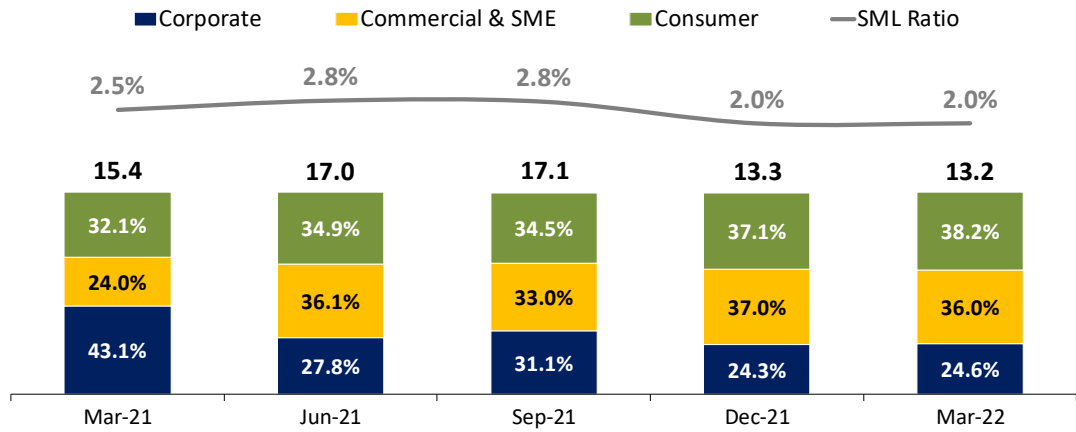
## Restru. Loans - Coll.1, LAR Coverage - Bank Only



# Ample coverage ratio

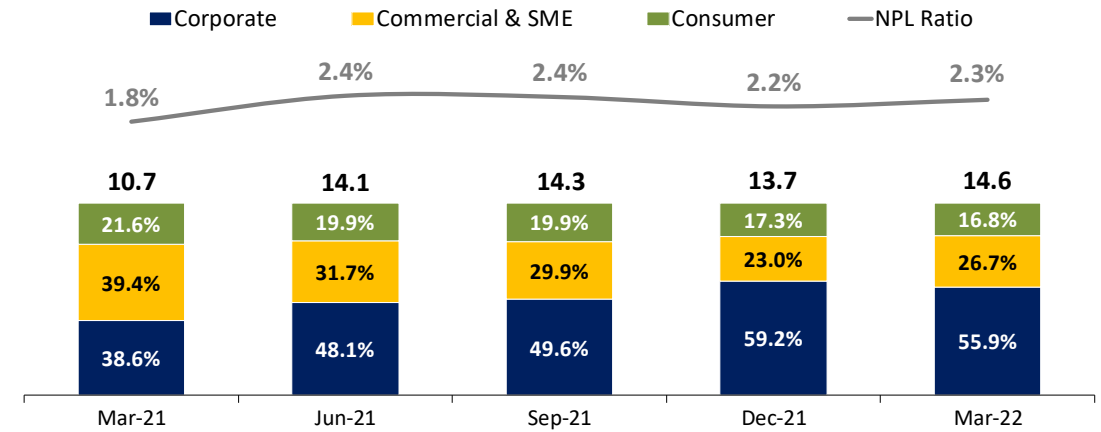


## Special Mention Composition (% of Total SML, Rp tn) Consolidated



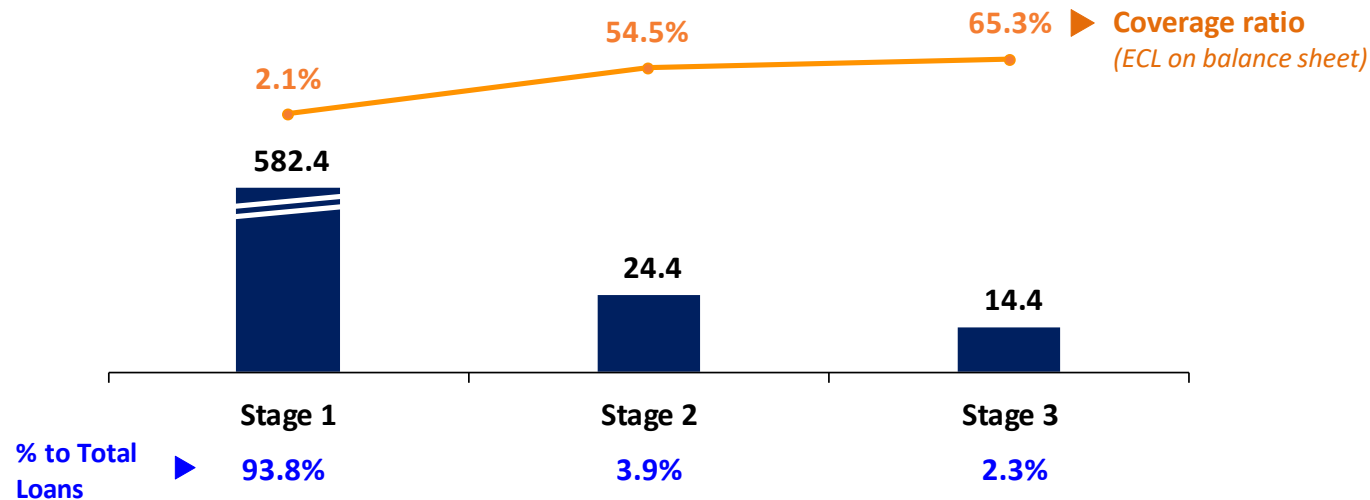
Note: The remaining contribution came from Sharia financing

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



Note: The remaining contribution came from Sharia financing

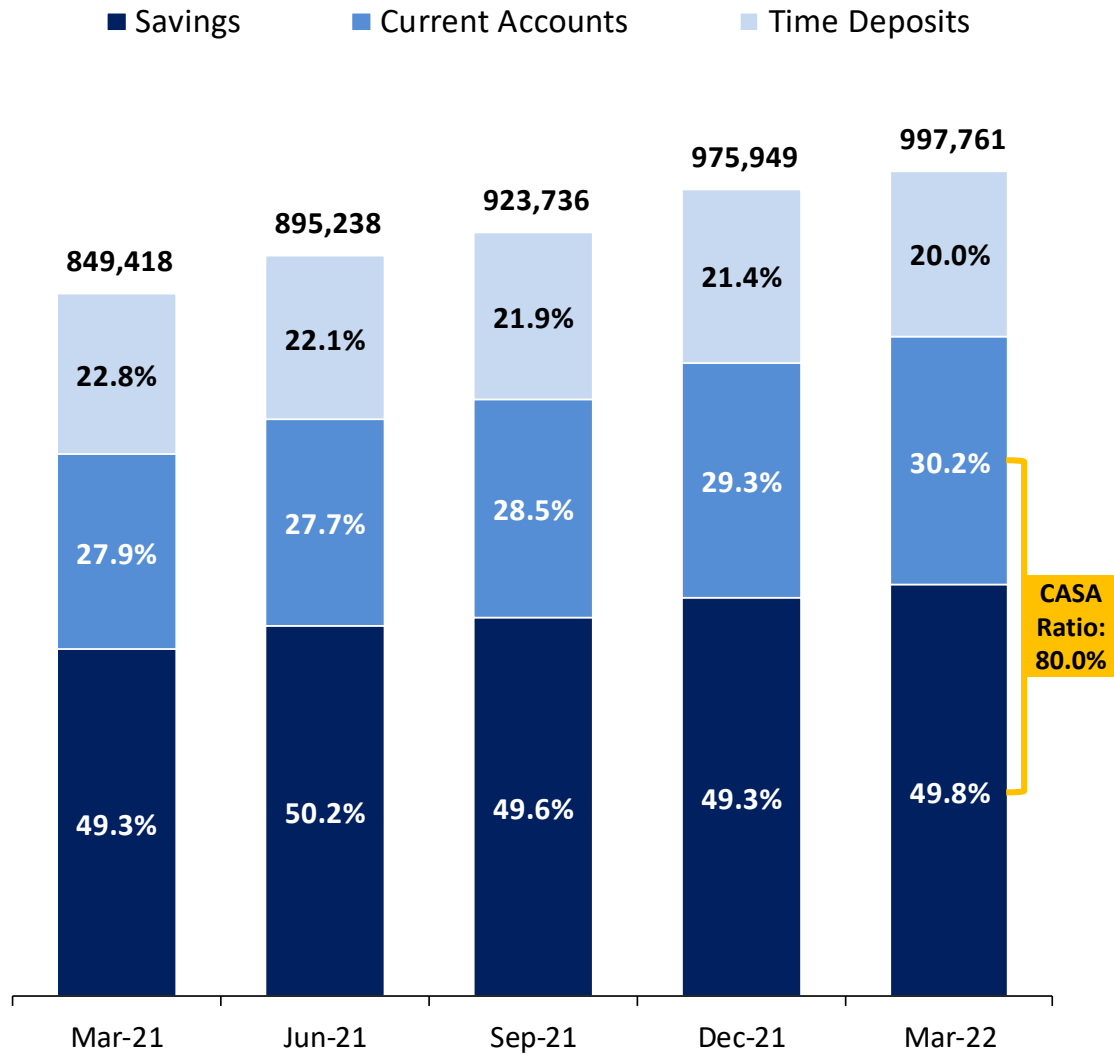
## Loan Staging (Rp tn) – Consol excl. sharia & consumer receivables



# CASA ratio stood at 80%



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



## Third Party Funds (Rp bn) - Consolidated

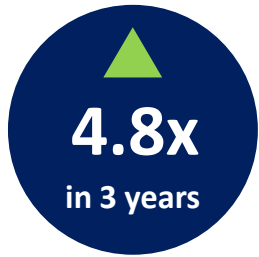
	Mar-21	Dec-21	Mar-22	ΔYoY	ΔQoQ
<b>CASA</b>	<b>655,845</b>	<b>767,012</b>	<b>798,159</b>	<b>21.7%</b>	<b>4.1%</b>
Current Accounts	236,747	285,639	301,097	27.2%	5.4%
Savings Accounts	419,098	481,373	497,061	18.6%	3.3%
Time Deposits	193,573	208,937	199,602	3.1%	-4.5%
<b>Third Party Funds</b>	<b>849,418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



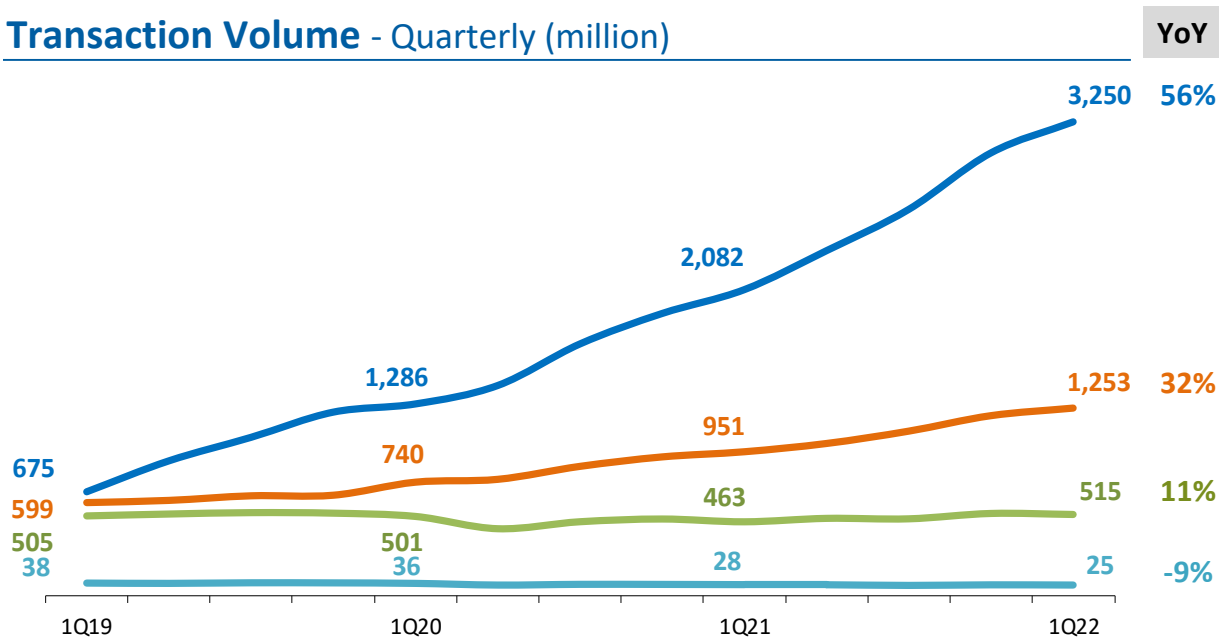
API trx vol.



QRIS Trx value



Transaction Volume - Quarterly (million)



Transactions Value - (Rp tn)

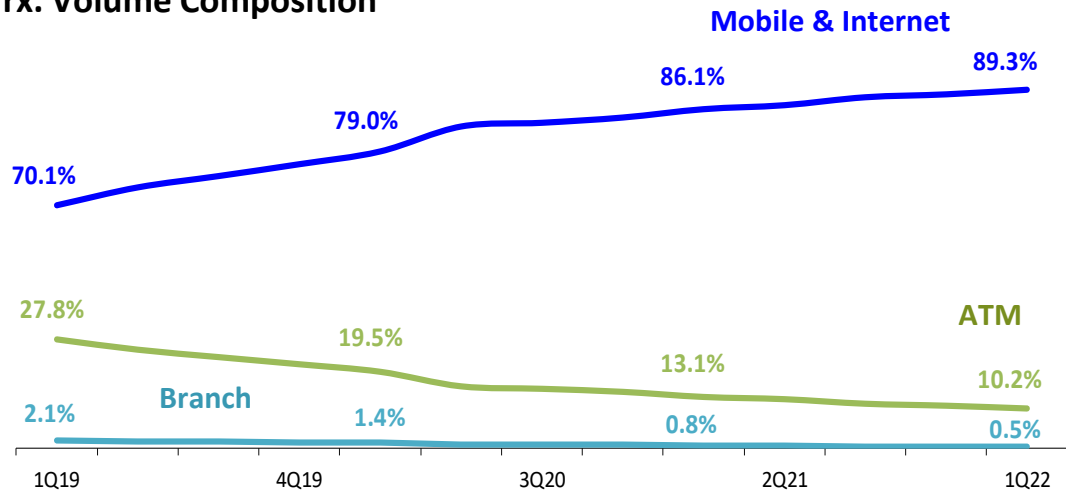
	1Q21	1Q22	ΔYoY	3Q21	4Q21	ΔQoQ
Mobile Banking	852	1,235	45.0%	1,068	1,199	3.0%
Internet Banking	3,414	4,122	20.7%	3,833	4,284	-3.8%
Branch Banking	3,096	3,324	7.4%	3,090	3,715	-10.5%
ATM	507	544	7.3%	533	572	-4.9%

# Digital channels increase in dominance

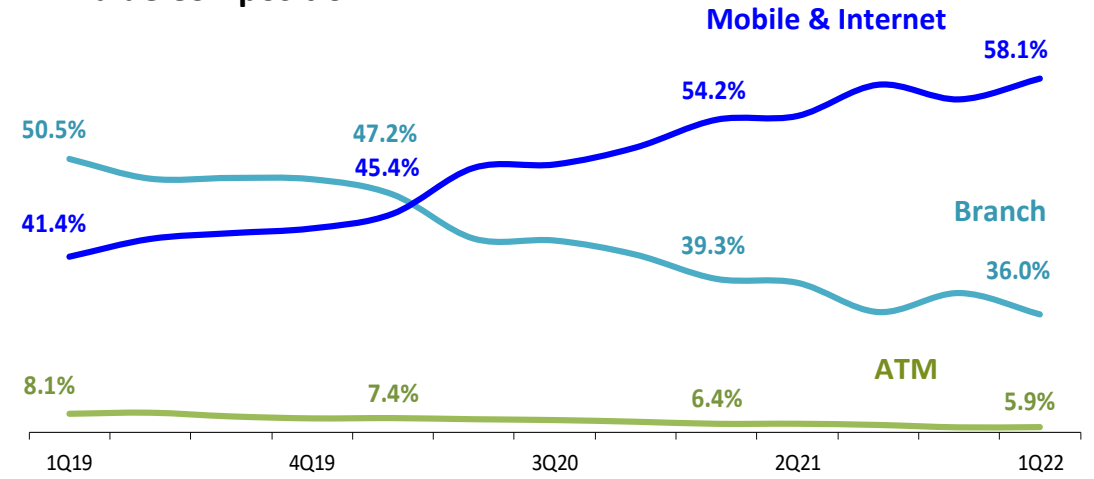


## Rising the bar for mobile & internet channels

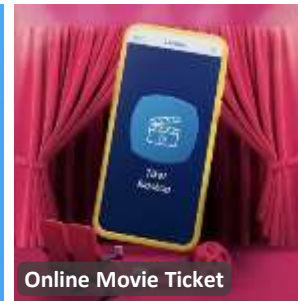
Trx. Volume Composition



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

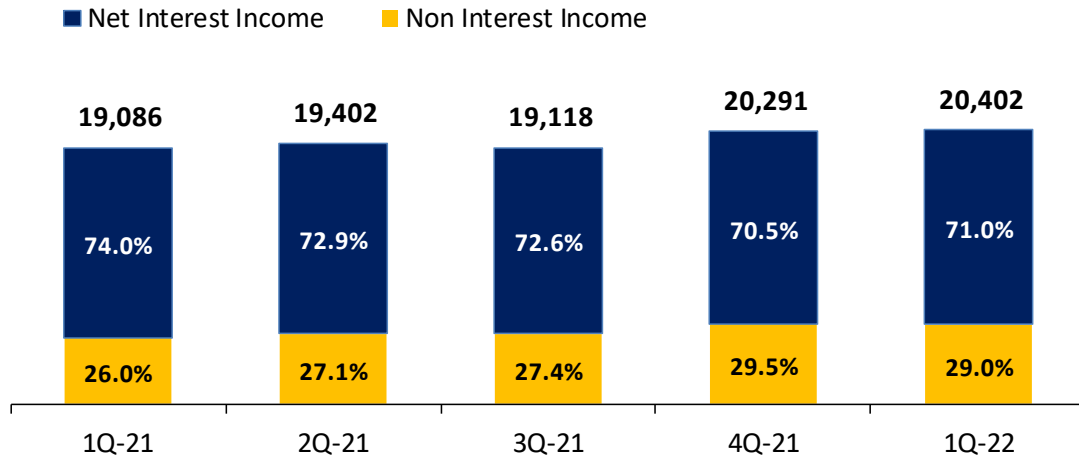




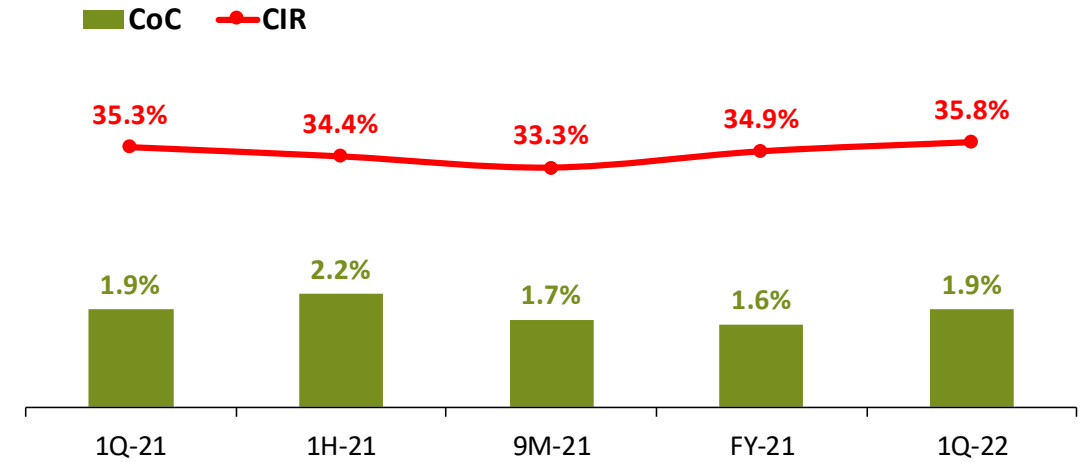
# Profitability trend



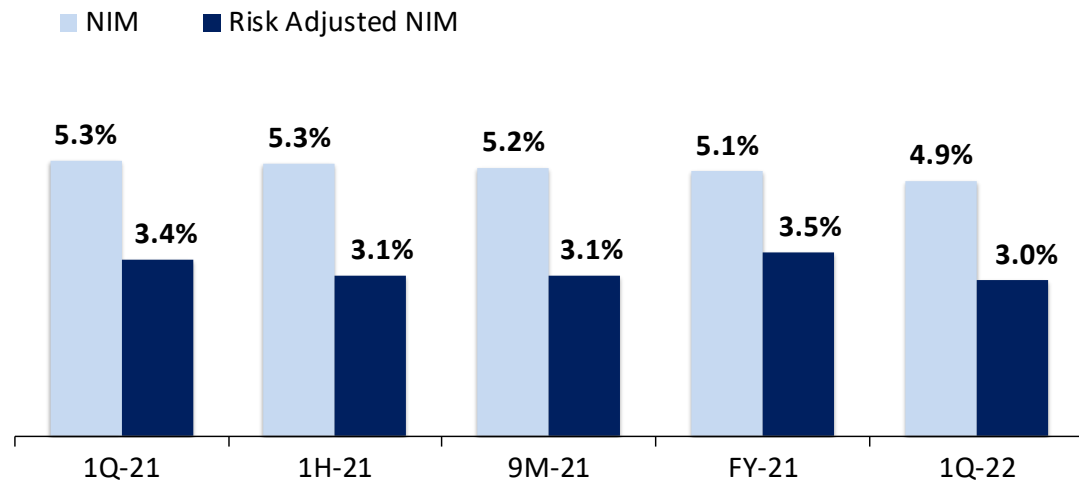
## Quarterly Operating Income (Rp bn) - Consolidated



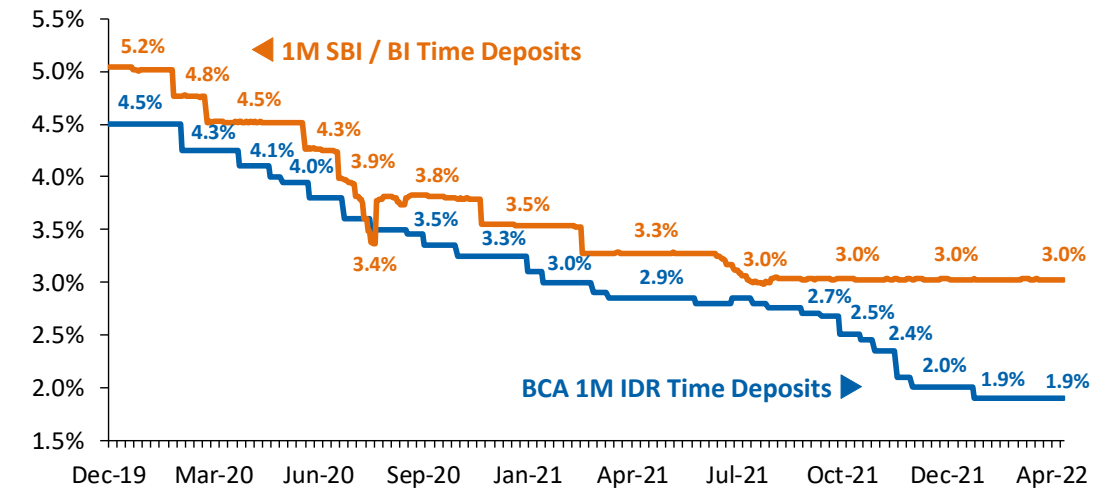
## Cost to Income & Cost of Credit - Bank Only



## NIM & Risk Adj. NIM - Bank Only



## Interest Rate\*



\* Maximum interest rate offered

# Agenda



- Macroeconomy & banking industry highlights
- 1Q22 performance overview

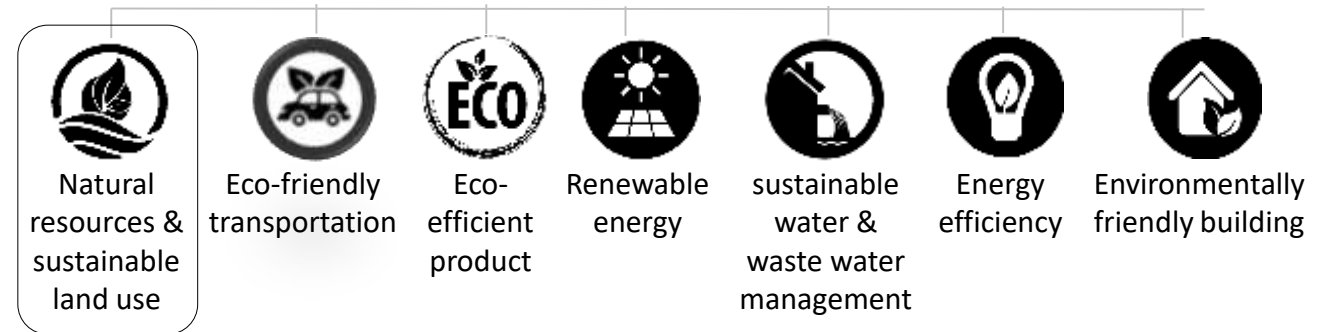
## ***Sustainability finance and ESG***

- Corporate updates
- Share data, ratings & awards

# Growing Sustainable Finance Portfolio



## Sustainable Finance Portfolio



**Certified Palm Oil financing**

	Q1-2022
# Company	53
ISPO	38
RSPO	28

## 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



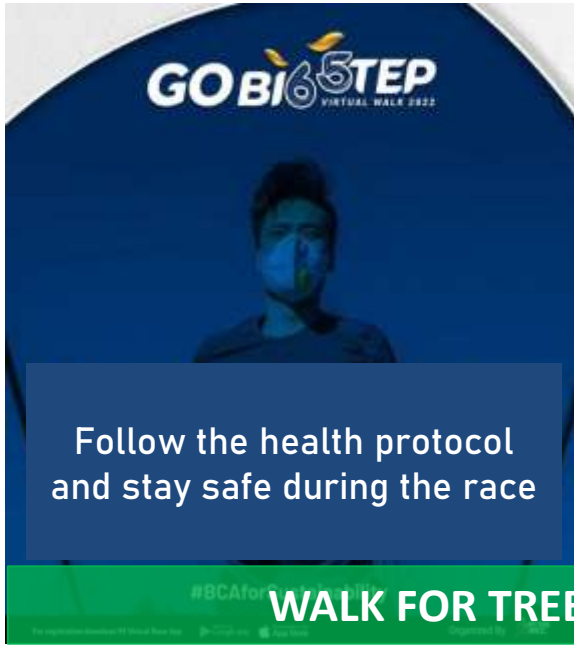
BCA engaged local MSMEs to produce **35,000** corporate batik uniforms

\* Loan + Corporate Bonds (Bank only)

# ESG - Environment Initiatives



## #BCAforSustainability



Follow the health protocol and stay safe during the race



**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

### Happy world environment day

Jan 10<sup>th</sup>, 2022

Kita intip yuk kebiasaan kecil sehari-hari yang dapat kita lakukan untuk menjaga lingkungan hidup!

**Save Energy**

Matikan lampu ruangan dan keran air jika tidak digunakan.

**Save Paper**

bunakan kertas kecil (prakai lagi), cetak pada kedua sisi kertas, dan memilih menggunakan lap kain daripada tisu.

**Save Plastic**

Bring your own tumbler, bawa alat makan pribadi, dan selalu bawa tas belanja.

Be part of the **solution**, not part of the **pollution**  
 Let's do something green today!

# 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



## MSCI Indonesia Index Top 8 Constituents



CCC	B	BB	BBB	A	AA	AAA
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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**



Last update: Nov 2021



### 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+**



Last update: Nov 2021

## Thomson Reuters - Refinitiv ESG Scores

Rating **A**



Last update: Nov 2021



**1<sup>st</sup> 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**



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



**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
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- 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%
<b>Total</b>	<b>123,275,050,000</b>	<b>100.00%</b>

**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

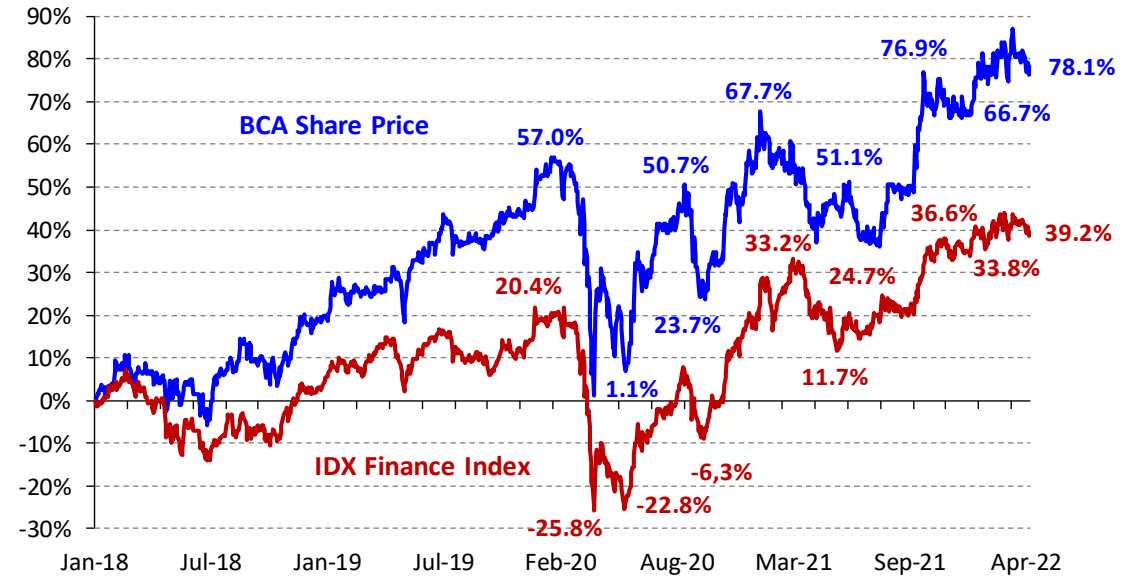
## Pefindo Ratings

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)



- 1** Market Cap **BCA: Rp952 tn (13 Apr 21)**  
"The Largest in Indonesia"
- 2** YoY **BCA Share Price: 28.3%**  
(Mar-22 YoY)
- 3** 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 – (1<sup>st</sup> place)



### Indonesia Property & Bank Award 2022

Best Bank for Service Level Agreement of Mortgage Product

## Best Brand



### Indonesia Millennial 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

1<sup>st</sup> 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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**Thank You**