PT Bank Permata Tbk

June 2019
Business and Financial Update

Company Presentation
Disclaimer

This report has been prepared by PT Bank Permata Tbk independently and is circulated for the purpose of general information only. It is not intended to the specific person who may receive this report. The information in this report has been obtained from sources which we deem reliable. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this report constitute our judgment as of this date and are subject to change without prior notice.

We disclaim any responsibility or liability without prior notice of PT Bank Permata Tbk and/or their respective employees and/or agents whatsoever arising which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither PT Bank Permata Tbk and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions, negligent or otherwise, in this report and any inaccuracy herein or omission here from which might otherwise arise.
Table of Contents

- PermataBank in Brief .................................................................................................................. 4
- Company’s Profile .................................................................................................................... 5 - 8
- Strategy Going Forward ........................................................................................................... 9
- Financial Highlights IS, B/S & Key Ratios ............................................................................. 10 - 16
- Loan, Loan Quality & Coverage ............................................................................................. 17 - 18
- Deposits .................................................................................................................................... 19
- NIM ........................................................................................................................................... 20
- Non Interest Income .............................................................................................................. 21
- Operating Expenses ............................................................................................................... 22
- Capital ...................................................................................................................................... 23
- Shares & Rating ....................................................................................................................... 24
- Business Updates .................................................................................................................... 25 - 35
## PermataBank in Brief

<table>
<thead>
<tr>
<th>Year Established</th>
<th>1955</th>
</tr>
</thead>
<tbody>
<tr>
<td>Listed at Stock Exchange</td>
<td>Since 1990 at the Jakarta Stock Exchange and Surabaya Stock Exchange (both merged and now known as the Indonesian Stock Exchange (BEI))</td>
</tr>
<tr>
<td>IDX:JCI</td>
<td>BNLI</td>
</tr>
<tr>
<td>Total Asset (Jun-19)</td>
<td>IDR 148 tn (consolidated)</td>
</tr>
</tbody>
</table>
| Network and Services | 317 Branch Offices (including 3 Sharia Branch)  
16 Mobile Cash  
297 Sharia Services |
| ATM | 989 and additional access to >100,000 ATMs** |
| Corporate Rating | id AAA (Pefindo)  
AAA(idn) (Fitch) |

* As of June 2019  
**connected through Alto, Visa Plus, ATM Bersama, Master Card dan Prima
Strong Shareholders Support

- One of the largest Conglomerate Company in Indonesia in term of market valuation
- Owning seven business lines which are managed by more than 230 companies and supported by more than 225,000 employees
- Has a strong reputation through quality products and services offering, as well as held high regard to good corporate governance and environmental management

- An International Bank with over 150 years experience
- With 1,026 branches, offices and outlets in 60 markets, Standard Chartered network serves customers in close to 150 markets worldwide and offers exciting and challenging international career opportunities for more than 86,000 employees
- Listed on the London, Hong Kong and India Stock Exchanges
- Strong reputation in innovative banking products and services and risk management
Network and Distribution are spread on 62 Cities across Nation

We offer a variety of banking products in both conventional and Sharia schemes for individual, SME, commercial and corporate customers that are concentrated in the middle market corporates and value chain business segments.

- **300** Conventional Branch
- **17** Sharia Branch
- **25** ‘Satu Atap Haji’ Services
- **989** ATMs, With access to > 100,000 ATMs*
- **16** Mobile Branches
- **>3,500** Corporate Client, **>2.1 Million Customer**

*) connected through Alto, Visa Plus, ATM Bersama, Master Card and Prima
Vision and Mission

“Menjadi bank pilihan dengan terus membina kemitraan dan menciptakan nilai bermakna bagi nasabah dan masyarakat”.

“To be the bank of choice, nurturing relationships and creating value for its customers and society.”

• Berperan aktif sebagai mitra di bidang keuangan dan agen pembangunan yang efisien bagi nasabah dan masyarakat.
• Memberikan layanan keuangan menyeluruh secara sederhana, cepat, andal dan inovatif.
• Berkomitmen untuk memberikan pengalaman unggul bagi pemangku kepentingan dan membangun nilai positif bagi pemegang saham.

• Serving as an efficient financial intermediary and agent of development for our customers and the people.
• Offering universal financial services in a simple, fast, reliable and innovative way
• Providing excellent stakeholders experience and positive value to its shareholders.
INTEGRITY
Kita bekerja dengan mengutamakan kejujuran, sesuai dengan kode etik perusahaan.

We uphold trustworthiness and work in accordance with the company’s code of ethics.

PARTNERSHIP
Kita saling memahami dan bersama-sama membangun hubungan yang kokoh dengan pihak internal dan eksternal berlandaskan rasa saling menghormati.

We understand each other and build strong relationships based on mutual respect internally and externally.

RESPONSIVENESS
Kita bekerja dengan cepat, akurat, dan efektif dalam memberikan layanan yang terbaik dan tepat waktu.

We work quickly, accurately and effectively to deliver prompt services.

INNOVATION
Kita selalu berpikir inovatif untuk meningkatkan cara kita bekerja, membuatnya lebih mudah, lebih baik, dan lebih cepat.

We continuously think out of the box to improve the way we work, making it simpler, better and faster.

CARING
Kita memahami dan menghargai nasabah, rekan kerja, masyarakat, investor, dan regulator.

We are attentive and respect our customers, colleagues, communities, investors, and regulators.

EXCELLENCE
Kita memberikan layanan prima kepada nasabah dan menghasilkan kinerja yang optimal dalam pekerjaan sehari-hari.

We deliver service excellence to our customers and drive optimal performance in our day to day job.
Consistent and Continuous Strategies

Build Financial Building Blocks - Through Discipline Execution

- **REVENUE**: Grow customer (incl. partnership), deepen relationship (fee, cross-sell), increase NIM (e.g. pricing, unsecured lending, CASA), drive BETTER product/offerings
- **COST**: Improve efficiency and productivity: process, review network/branch model, commercial excellence
- **LOSS**: Manage risk and risk-return reward: recovery of bad debt, operation risk

Build Differentiator – Derive Full Synergy With ASTRA and SCB

- **Increase penetration in and deepen relationship with Astra Group**, across 7 industry verticals and segment offering (retail, commercial, corporate and Sharia)
- **Leverage capabilities and increase collaboration with SCB**: leveraging international customers, product skills and joint deals across lending, transaction banking, FM sales and ALM
- **Think Different, Act Different**, think out of the box in order to survive and execute differently (simpler, faster and consistently) to win the competition
- **Digitize Everything**, on all dimensions of operations and differentiate the bank while occupying the blank spaces currently filled by Fintech

Build Enablers - Toward SIMPLE, FAST AND RELIABLE

- **CREDIT**: Create credit culture to drive responsible growth, clear governance and compliance adherence
- **DIGITAL**: Create and execute Digital Roadmap (Customer experience, Digitize sales, Tech/Ops, Agile Operating model)
- **NETWORK**: Revamp network and review branch model (Lean branch service, Lean branch model)
- **ORGANIZATION**: Manage changes across organization (people, culture)
- **EXPERIENCE**: Improve Stakeholder Experience (addressed complaints, better process – lower TAT & service delivery)
Financial Performance
Performance Highlights

Profitability Grow Significantly with Continues Improvement in Credit Quality

- PermataBank continues to build a strong banking performance by reporting more than double its net profit for the six months ended 30th Jun 2019. **Net profit after tax increased 146% to Rp 711 billion** from the same period a year ago.
- This significant increase was the result of continuous improvement in credit quality and the year-on-year reduction of credit reserves by **57%**. Costs of credit provision in the January through June period more than halved to **Rp 466 billion** from **Rp 1,076 billion** a year ago, reflecting the enhanced quality in the Bank’s assets.
- Net Interest Margin (NIM) was recorded at **4.2%**, an increase of 20 basis points from the 4% each in June 2018 and December 2018. Net interest income rose 2% year-on-year to **Rp 2.8 trillion** as of June 2019.
- The BOPO ratio in June 2019 **improved significantly** from 98% in June 2018 to 88%, as a result of lower impairment cost and efficiency of operational costs amid inflationary pressure. The Bank’s overall operating costs were stable, due to a significant increase in business volume and the efficient management of expenses.

Moderate Loan Growth with Focus on Asset Quality and Optimize Funding Structure

- In line with the focus on asset quality management, loans growth increased **3.7%** year-on-year from **Rp 103.2 trillion** to **Rp 106.9 trillion** as per June 2019. This growth was driven by the **4.8%** from the Wholesale Banking business segment and the **2.9%** from Retail Banking. The launch of innovative products and services, from digital banking to simpler and more efficient financial solutions, contributed to the increase in the loans take-up rate.
- The Bank’s **CASA ratio improved to 52%** in the first six months from 48% in the same period last year. This shows a better funding source structure to balance maximizing the Bank’s profitability with maintaining optimal liquidity.
Performance Highlights

Maintain NPL Ratio Below 4% with Credit Enhancement and Conservative Provisioning

- The gross NPL ratio and net NPL position in Jun 2019 improved significantly to 3.6% and 1.3%, respectively from 4.3% and 1.5% in Jun 2018. The gross NPL and net NPL position were at 4.4% and 1.7% respectively in Dec 2018. All these figures were well within the prevailing regulatory provision requirements.

- The NPL coverage ratio was also well maintained at 157% in Jun 2019, having decreased from 176% given the significant credit enhancement in the first six months this year. The Bank keeps maintaining conservative credit provision in order to carefully mitigate any potential credit loss.

Optimum Liquidity and Strong Capital Position

- The loan-to-deposit ratio (LDR) was maintained at an optimum level of 93% as at June 2019. The ratio stood at 86% a year ago and was at 90% in December 2018. This increase was achieved through the Bank's efforts in balancing loans maximization and an optimum liquidity position.

- The Bank's capital position also remains strong as reflected in the Common Equity Tier 1 (CET-1) ratio and the Capital Adequacy Ratio (CAR) of 18.4% and 19.8% respectively in Jun 2019, increased 120bps and 20bps compared to 17.2% and 19.6% in the Jun 2018 - far above the minimum capital requirement after taken into account capital requirement for systemic bank.

- Continuous improvement in profitability has boosted ROE significantly to 7.1% in Jun 2019 compared to 3.3% in the same period last year.
## Key Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>Jun 2018</th>
<th>Jun 2019</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans (Rp Tn)</td>
<td>103.2</td>
<td>106.9</td>
<td>4.0%</td>
</tr>
<tr>
<td>Gross NPL Ratio</td>
<td>4.3%</td>
<td>3.6%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Net NPL Ratio</td>
<td>1.5%</td>
<td>1.3%</td>
<td>0.2%</td>
</tr>
<tr>
<td>NPL Coverage Ratio</td>
<td>211%</td>
<td>157%</td>
<td>-53.3%</td>
</tr>
<tr>
<td>CASA Ratio</td>
<td>48%</td>
<td>52%</td>
<td>3.9%</td>
</tr>
<tr>
<td>[CASA (Rp Tn)]</td>
<td>57.3</td>
<td>58.5</td>
<td>2.0%</td>
</tr>
<tr>
<td>LDR</td>
<td>86%</td>
<td>93%</td>
<td>6.6%</td>
</tr>
<tr>
<td>NIM</td>
<td>4.0%</td>
<td>4.2%</td>
<td>0.2%</td>
</tr>
<tr>
<td>BOPO</td>
<td>98%</td>
<td>88%</td>
<td>-11.0%</td>
</tr>
<tr>
<td>CIR</td>
<td>66%</td>
<td>63%</td>
<td>-3.0%</td>
</tr>
<tr>
<td>Profit Before Tax (Rp Bn)</td>
<td>400</td>
<td>953</td>
<td>138%</td>
</tr>
<tr>
<td>Profit After Tax (Rp Bn)</td>
<td>289</td>
<td>711</td>
<td>146%</td>
</tr>
</tbody>
</table>
# Financial Highlights - Income Statement

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Jun-18</th>
<th>YoY</th>
<th>Q2-19</th>
<th>Q1-19</th>
<th>QoQ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>2,821</td>
<td>2,754</td>
<td>2%</td>
<td>1,431</td>
<td>1,390</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Non Interest Income</strong></td>
<td>918</td>
<td>793</td>
<td>16%</td>
<td>501</td>
<td>418</td>
<td>20%</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>3,739</td>
<td>3,548</td>
<td>5%</td>
<td>1,932</td>
<td>1,808</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Operating Expense</strong></td>
<td>2,359</td>
<td>2,351</td>
<td>0%</td>
<td>1,180</td>
<td>1,178</td>
<td>0%</td>
</tr>
<tr>
<td>Staff costs</td>
<td>1,173</td>
<td>1,172</td>
<td>0%</td>
<td>592</td>
<td>581</td>
<td>2%</td>
</tr>
<tr>
<td>Promotion costs</td>
<td>68</td>
<td>58</td>
<td>17%</td>
<td>36</td>
<td>32</td>
<td>10%</td>
</tr>
<tr>
<td>Other costs</td>
<td>1,117</td>
<td>1,121</td>
<td>0%</td>
<td>552</td>
<td>565</td>
<td>-2%</td>
</tr>
<tr>
<td><strong>Pre Provision Operating Profit</strong></td>
<td>1,381</td>
<td>1,197</td>
<td>15%</td>
<td>751</td>
<td>629</td>
<td>19%</td>
</tr>
<tr>
<td>Provision Expense</td>
<td>466</td>
<td>1,076</td>
<td>-57%</td>
<td>333</td>
<td>133</td>
<td>149%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>915</td>
<td>121</td>
<td>659%</td>
<td>419</td>
<td>496</td>
<td>-16%</td>
</tr>
<tr>
<td>Non Operating Income</td>
<td>39</td>
<td>280</td>
<td>-86%</td>
<td>20</td>
<td>18</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>953</td>
<td>400</td>
<td>138%</td>
<td>439</td>
<td>514</td>
<td>-15%</td>
</tr>
<tr>
<td>Tax</td>
<td>(242)</td>
<td>(112)</td>
<td>117%</td>
<td>(105)</td>
<td>(137)</td>
<td>-23%</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>711</td>
<td>289</td>
<td>146%</td>
<td>334</td>
<td>377</td>
<td>-11%</td>
</tr>
</tbody>
</table>

Source: Published Report (Consolidated).
# Financial Highlights - Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>Jun-19</th>
<th>Jun-18</th>
<th>YoY</th>
<th>Composition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash</strong></td>
<td>1.9</td>
<td>2.3</td>
<td>-14%</td>
<td>1%</td>
</tr>
<tr>
<td>Placement with Bank Indonesia</td>
<td>13.5</td>
<td>24.7</td>
<td>-45%</td>
<td>9%</td>
</tr>
<tr>
<td>Placement with Other Banks</td>
<td>3.3</td>
<td>6.6</td>
<td>-50%</td>
<td>2%</td>
</tr>
<tr>
<td>Marketable Securities *</td>
<td>14.8</td>
<td>13.5</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Loans (gross)</strong></td>
<td>107.0</td>
<td>103.2</td>
<td>4%</td>
<td>72%</td>
</tr>
<tr>
<td>Allowance for Loan Impairment Losses</td>
<td>(5.9)</td>
<td>(9.2)</td>
<td>-36%</td>
<td>-4%</td>
</tr>
<tr>
<td>Other Assets</td>
<td>13.2</td>
<td>18.5</td>
<td>-29%</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>147.8</td>
<td>159.4</td>
<td>-7%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Deposits</strong> **</td>
<td>112.8</td>
<td>119.3</td>
<td>-5%</td>
<td>76%</td>
</tr>
<tr>
<td>- Current Accounts</td>
<td>29.2</td>
<td>28.2</td>
<td>3%</td>
<td>20%</td>
</tr>
<tr>
<td>- Saving Accounts</td>
<td>29.3</td>
<td>29.0</td>
<td>1%</td>
<td>20%</td>
</tr>
<tr>
<td>- Time Deposits</td>
<td>54.3</td>
<td>62.1</td>
<td>-12%</td>
<td>37%</td>
</tr>
<tr>
<td>Senior Bond</td>
<td>0.0</td>
<td>0.0</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Subordinated Debt</strong></td>
<td>4.1</td>
<td>4.8</td>
<td>-15%</td>
<td>3%</td>
</tr>
<tr>
<td>Others Liabilities</td>
<td>7.6</td>
<td>13.7</td>
<td>-44%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>124.5</td>
<td>137.8</td>
<td>-10%</td>
<td>84%</td>
</tr>
<tr>
<td>Shareholders' Equity</td>
<td>23.3</td>
<td>21.6</td>
<td>8%</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Shareholders' Equity</strong></td>
<td>147.8</td>
<td>159.4</td>
<td>-7%</td>
<td>100%</td>
</tr>
</tbody>
</table>

**Notes**: * Including Reverse repo  
** Including Sharia deposits  
**Source**: Published Report (Consolidated)
**Financial Highlights - Key Ratios**

<table>
<thead>
<tr>
<th>(in %)</th>
<th>Jun-19</th>
<th>Dec-18</th>
<th>Jun-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>CET-1 ratio</td>
<td>18.4</td>
<td>17.6</td>
<td>17.3</td>
</tr>
<tr>
<td>Total CAR</td>
<td>19.8</td>
<td>19.4</td>
<td>19.6</td>
</tr>
<tr>
<td>LDR</td>
<td>93</td>
<td>90</td>
<td>86</td>
</tr>
<tr>
<td>CASA ratio *</td>
<td>52</td>
<td>48</td>
<td>48</td>
</tr>
<tr>
<td>ROA</td>
<td>1.2</td>
<td>0.8</td>
<td>0.5</td>
</tr>
<tr>
<td>ROE</td>
<td>7.1</td>
<td>5.0</td>
<td>3.3</td>
</tr>
<tr>
<td>BOPO</td>
<td>88</td>
<td>93</td>
<td>98</td>
</tr>
<tr>
<td>CIR</td>
<td>63</td>
<td>65</td>
<td>66</td>
</tr>
<tr>
<td>NIM</td>
<td>4.2</td>
<td>4.1</td>
<td>4.0</td>
</tr>
<tr>
<td>NPL Gross</td>
<td>3.6</td>
<td>4.4</td>
<td>4.3</td>
</tr>
<tr>
<td>NPL Net</td>
<td>1.3</td>
<td>1.7</td>
<td>1.5</td>
</tr>
<tr>
<td>NPL Coverage ratio</td>
<td>157</td>
<td>176</td>
<td>211</td>
</tr>
<tr>
<td>Regulatory Coverage ratio</td>
<td>181</td>
<td>235</td>
<td>219</td>
</tr>
</tbody>
</table>

**Source:** Published and Management Report (Bank only)

**Note:** CASA Ratio includes Sharia deposits
Loan (IDR Tn)

- Loan is grow by 3.7% YoY from Rp103.2 trillion to Rp106.9 trillion by the end of June 2019.
- This loan growth was mainly contributed by the increase of Wholesale Banking business segment at 4.8% and Retail Banking at 2.9%.

Notes: * Bank only ** calculation approach has been change starting Jun-18 data

Source: Published and Management Report
Loan Quality and NPL Coverage

- Continues improvement in Gross NPL ratio, having decreased to 3.6% in Jun-19 with NPL coverage ratio of 157%.

- This indicates Bank’s effort to improve loan quality and the prudent principle in managing its loan impairment is continuously applied.

Source: Published and Management Report (Bank only)
## Deposits (IDR Tn)

<table>
<thead>
<tr>
<th>Deposits</th>
<th>IDR tn **</th>
<th>YoY Growth</th>
<th>5 (Year) CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Account</td>
<td>26.7</td>
<td>29.6</td>
<td>31.3</td>
</tr>
<tr>
<td>Saving Account</td>
<td>24.3</td>
<td>25.5</td>
<td>29.4</td>
</tr>
<tr>
<td>Total CASA</td>
<td>51.0</td>
<td>55.1</td>
<td>60.8</td>
</tr>
<tr>
<td>Time Deposits</td>
<td>96.6</td>
<td>90.0</td>
<td>69.3</td>
</tr>
<tr>
<td>Total</td>
<td>147.6</td>
<td>145.1</td>
<td>130.0</td>
</tr>
<tr>
<td>CASA Ratio (%)</td>
<td>35</td>
<td>38</td>
<td>47</td>
</tr>
<tr>
<td>LDR (%)</td>
<td>89</td>
<td>88</td>
<td>80</td>
</tr>
</tbody>
</table>

** consolidated

### By Currencies*

- **IDR**
- **Non IDR**

### Conventional vs Sharia *

- **Conventional**
- **Sharia**

**Notes:**

* Bank only

** Current Account, Saving Account, and Time Deposit including Sharia deposits
NIM improved to 4.2%

Manageable cost of IBL and higher Yield of EA slightly improved NIM to 4.2% level. This increase is supported by improving asset quality, balance sheet structures and strategy to control cost of funds.

Notes: Bank Only
Non Interest Income increased by **16%** yoy mainly contributed by increasing in treasury and loan related fee income which net-off by the reduction in net income from association since April 2018 (related to ASF divestment).

**Notes:**  *Bank Only  Normalized  **Source:** Published Report
Bank are able to maintain operational efficiency through disciplined cost management. Operating expenses in 1H 2019 were kept relatively flat compared to last year.

Notes: *Bank Only
**Capital – strong capital base to grow**

<table>
<thead>
<tr>
<th>Description</th>
<th>Jun-18</th>
<th>Dec-18</th>
<th>Jun-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1 Capital</td>
<td>18,677</td>
<td>19,641</td>
<td>20,836</td>
</tr>
<tr>
<td>Tier 2 Capital</td>
<td>2,520</td>
<td>2,097</td>
<td>1,630</td>
</tr>
<tr>
<td>Total Capital</td>
<td>21,197</td>
<td>21,737</td>
<td>22,466</td>
</tr>
<tr>
<td>RWA - Credit</td>
<td>92,153</td>
<td>95,817</td>
<td>95,779</td>
</tr>
<tr>
<td>RWA - Market</td>
<td>1,139</td>
<td>1,094</td>
<td>3,491</td>
</tr>
<tr>
<td>RWA - Operational</td>
<td>14,923</td>
<td>14,923</td>
<td>14,163</td>
</tr>
<tr>
<td>Total RWA</td>
<td>108,215</td>
<td>111,835</td>
<td>113,432</td>
</tr>
</tbody>
</table>

- **Strong capital position** as reflected in strengthened **Common Equity Tier 1 (CET-1)** ratio and **Capital Adequacy Ratio (CAR)** of 18.4% and 19.8% respectively, far higher than the minimum capital requirements.
Shares and Rating

Share Price & Trading Volume

Rating Agencies     Rating/Outlook

- Corporate Rating     id AAA / Stable
- Senior Bond Rating   id AAA
- Pre Basel-III Sub Debt Rating id AA+
- Basel-III Compliant Subordinated Bonds Rating id AA
- National Long Term Rating AAA(idn) / Stable
- National Short Term Rating F1+(idn)
- Local and Foreign Currency Deposit Rating Baa3/P-3
- Counterparty Risk Rating Baa2/P-2
- Baseline Credit Assessment     ba1
- Adjusted Baseline Credit Assessment     ba1
- Outlook     Stable

BNLI

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Price (IDR)</td>
<td>585</td>
<td>580</td>
<td>500</td>
<td>625</td>
<td>960</td>
</tr>
<tr>
<td>PBV (x)</td>
<td>0.8</td>
<td>0.8</td>
<td>0.7</td>
<td>0.8</td>
<td>1.2</td>
</tr>
<tr>
<td>P/E Ratio</td>
<td>22</td>
<td>25</td>
<td>24</td>
<td>26</td>
<td>18</td>
</tr>
<tr>
<td>Market Cap (IDR Tn)</td>
<td>16.4</td>
<td>16.3</td>
<td>14.0</td>
<td>17.5</td>
<td>26.9</td>
</tr>
</tbody>
</table>

Source: Reuters, IDX and company
Business Updates
Retail Banking consistently improved its performance in terms of asset, liabilities, and low-cost fund growth by implementing the right strategies.

**Total Loan**

- **Rp 61,9 Trillion**
  - increased by 3% compared to June-18.
  - Supported from growth of:
    - **Mortgage** **Rp 16.7 Trillion** ↑ 9%
    - **Credit Card & Personal Loan** **Rp 3.9 Trillion** ↑ 23%

**Total 3rd Party Funds**

- **Rp 88,2 Trillion**
  - increased by 2% compared to June-18
  - **CASA Ratio 50%** ↑ 180 bps
We entered into partnerships with more business partners

**CCPL DIGITAL OPENING, Nov ‘18**
Online CCPL account opening. Speed up CC and PL credit decision process with lower CPA

**KREDIVO, Oct ‘18**
Partnership with P2P Fintech Kredivo for channeling in order to grow asset of PL business. In Oct ‘18 PL disbursement through Kredivo reached IDR 25 Bn following the launching date in 23 Oct ‘18, exceeding the forecasted vol of IDR 10 Bn

**AMARTHA**
Channelling initiative and strategic partnership with Amartha to accelerate UMKM loan has already signed IDR 52.4 Bn in loan with 13,927 customers as per 31 Oct ‘18

**AIR ASIA CO-BRAND, Dec ‘18**
Credit & Debit Card co-brand partnership with AirAsia as one of acquisition strategies. Soft launch is scheduled in Dec ‘18 with public launch in Feb’19
Business Updates – Wholesale Banking (1/2)

**Total Loan**

Rp 44,6 Trillion

increased by 5% compare to June-18.

- The growth was mostly contributed from new acquisition and existing names from various segments with strong credit grade.
- In overall WB managed to book 33 new debtors in 1H-19.

**Initiatives & Priorities**

- Transaction Banking organization is restructured to increase the synergy with other business
- Intensify client deals that related to Financial Institution
- Implementation Payable & Receivable services
- Improve WB – Network referral program to increase new client acquisition in Commercial segments
- Intensify product cross selling & operating account monitoring to grow fee based income
- Leverage synergy with shareholders

**Total 3rd Party Funds**

Rp 24,6 Trillion

with CASA Ratio at 51%

Supported from growth of SA (yoy) ↑ 15%
Launching “Business Made Simple” campaign to increase potential NFI deals from WB products (Trade, Cash, Value Chain & Global Market)
Business Updates – Shariah Banking (1/3)

**Total Financing**

**Rp 14.6 Trillion**

Steady growth by 1% compare to June-18
Supported by increase of (yoy):

- **Corporate Segment**
  - Rp 1.5 Trillion

- **Mortgage**
  - Rp 401 Billion

- **SME**
  - Rp 323 Billion

**Total 3rd Party Funds**

**Rp 1.1 Trillion**

with **CASA Ratio at 50%** above Sharia Industry (43%)

**Strategic Initiatives**

- Grow the low cost of fund product (CASA) especially through Payroll and Hajj Savings
- Launch PermataMobile X – Digital Origination for Shariah opening account
- Asset diversification from all segments to manage the portfolio quality healthy
- Grow the NFI through Funding product, E-Banking and WM products
- Enlarge the distribution network (One Stop Hajj service & Shariah Branches)
- Strengthen branding through a series of events & partnership
Business Updates – Sharia Banking (2/3)

Key Initiatives

Product Focus: Hajj Savings

Other Branding

PERSIB

PermataMobile X
((existing – non Digital Origination)

PermataKTA iB

PermataMobile X

PermataKTA iB
2019 Strategies – Syariah Banking (3/3)

Products proposition and target segments/industries

Digital Opening:
- **The First** (potentially globally) Shariah Digital Opening
- Through the complete features & offerings of Syariah products in PermataMobile X, we will become ‘**The First** (potentially globally) **Truly Shariah Digital Banking Platform**

Halal Industries
- To be inline with working program of **KNKS (National Committee of Islamic Finance)** to tap the Halal Industries
- Segment expansion through Hajj & Islamic schools, Umrah Travels & other Halal Industries (Foods, Fashion, Cosmetics, and Travel Agents)

Branding & Communication:
- There are 8 million loyal Persib fan-base
- Digital Opening will be utilized to tap Persib fan-base who might not have savings account yet
Digital Banking

We launched our new mobile banking app PermataMobileX

- PermataMobile X offers more than 200 features in one mobile banking app.
- Our customers now only need to deal with one super app that has all their accounts in one place. They can open CASA online, open Time Deposit, buy, sell Mutual Funds, Bonds, or get a Credit Card and Personal Loan from our digital PermataStore.
- We will continue to build many exciting digital capabilities in 2019 that solve customers pain points and deliver great customer experience.
Digital Banking

Our new Digital Banking capabilities

While 2017 had been about building our technology foundation layer, 2018 was all about delivering digital capabilities so that they set us apart from our competition and taking PermataBank to the next level:

<table>
<thead>
<tr>
<th>Touch ID</th>
<th>Face ID</th>
<th>Voice ID</th>
</tr>
</thead>
<tbody>
<tr>
<td>Launched in April 2017</td>
<td>Launched in February 2017</td>
<td>Launched in March 2018</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>API Banking</th>
<th>Open Casa, TD On-line</th>
<th>Booking SBN On-line</th>
</tr>
</thead>
<tbody>
<tr>
<td>Launched in March 2018</td>
<td>Launched in April 2018</td>
<td>Launched in May 2018</td>
</tr>
</tbody>
</table>
Digital Banking

Our new Digital Banking capabilities

Many of our digital capabilities are leading edge and the FIRST in the markets delivering great customer experience and our brand value – simple, fast and reliable:

**BUY/SELL BONDS ON-LINE**
Launched in September 2017

**BUY/SELL MUTUAL FUND ON-LINE**
Launched in September 2017

**DIGITAL VALUE CHAIN**
Launched in January 2018

**DATA LAKE**
Launched in March 2018

**DIGITAL LOAN PROCESSING**
Launched in March 2018

**QR PAY**
Pending Bank Indonesia launch
THANK YOU

PT Bank Permata Tbk

Investor Relations
World Trade Center II
Jl. Jend. Sudirman Kav. 29-31
Jakarta 12920 - Indonesia

Phone: (62-21) 523 - 7899 / 7999
Website: www.permatabank.com
Email: eti.candrawati@permatabank.co.id
dapranoto@permatabank.co.id
luthfi.farhana@permatabank.co.id

Disclaimer: This report has been prepared by PT Bank Permata Tbk independently and is circulated for the purpose of general information only. It is not intended to the specific person who may receive this report. The information in this report has been obtained from sources which we deem reliable. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this report constitute our judgment as of this date and are subject to change without prior notice. We disclaim any responsibility or liability without prior notice of PT Bank Permata Tbk and/or their respective employees and/or agents whatsoever arising which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither PT Bank Permata Tbk and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions, negligent or otherwise, in this report and any inaccuracy herein or omission here from which might otherwise arise.