PT Bank Permata Tbk
September 2018

Business and Financial Update

Company Presentation
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# Table of Contents

- **Performance Highlights** ................................................................. 4 - 5
- **PermataBank in Brief** ........................................................................ 6
- **Vision and Mission** ........................................................................ 7 - 8
- **Key Financial Highlights** ................................................................. 9
- **Financial Highlights IS, B/S & Key Ratios** ........................................ 10 - 12
- **Loan, Loan Quality & Coverage** .................................................... 13 - 14
- **NIM** .................................................................................................. 15
- **Deposits** .......................................................................................... 16
- **Capital** ............................................................................................. 17
- **Business Updates** ........................................................................... 18 - 20
- **Shares & Rating** ............................................................................. 21
- **CSR and Awards** ............................................................................ 22
- **Digital Banking Updates** ................................................................. 23
Performance Highlights

1. Positive business growth with maintaining asset quality
   - **Loan balances up by 15% yoy** from IDR 92.8tn to IDR 107.0tn contributed by both Retail Banking (14% yoy) and Wholesale Banking (17% yoy).
   - Retail Banking loans grew by 14% yoy mainly driven from Joint Financing, Mortgage, Personal Loan and SME at 21%, 16%, 14%, and 11% yoy respectively, while Wholesale Banking grew by 17% yoy mainly driven from SOE segments.
   - Loans growth are supported by innovative product and services designed specifically to fulfill customer needs including the development of digital banking as well as the continuous commitment to provide excellent operational services (simple, fast and reliable) to customers.
   - Selective loan growth in both Retail Banking and Wholesale Banking are constantly applied as an effort to improve asset quality in accordance with prudent credit risk management framework.

2. Loan Quality remain a challenge
   - Gross and Net NPL ratio were 4.8% and 1.7% respectively, slightly deteriorating than in Sep 2017 (4.7% and 1.8%).
   - NPL coverage ratio was well managed at 189% in Sep 2018. This indicates the prudent principle in managing its loan impairment is continuously applied.

3. Liquidity remained optimal
   - Loan to Deposit Ratio (LDR) recorded at 91%, in line with Bank's efforts to maintain liquidity at an optimum level.
   - Deposits grew by 5% yoy mainly driven by time deposits growth of 13%. Amid the current trend of rising interest rates, the Bank continues to maintain cautious deposits growth to fund loan growth.
Bank is well capitalized

- Strong capital position as reflected in strengthened Common Equity Tier 1 (CET-1) ratio and Capital Adequacy Ratio (CAR) of 17.1% and 19.2% respectively, far higher than the minimum capital requirements.

Improved profitability align with positive loan growth

- Amid increasing in BI interest rate and tight industry competition, Bank still can improve in net interest income by 3% yoy at the end of Sep 2018 mainly due to higher interest income from JF, mortgage and PL segments and Wholesale Banking.
- Bank’s NIM improved from 3.94% in Sep 2017 to 4.02% in Sep-18 as a result of continuous loan growth and optimum balance sheet management.
- Loan impairment provision lower by 24% yoy to Rp 1.5 trillion. However, the Bank continues to implement good reserves as reflected in the NPL coverage ratio which increased to 189% in Sep 2018 compared to 175% in the same period last year.
- Bank maintains operational efficiency through disciplined cost management. Operating expenses up to Sep 2018 were relatively stable compared to the same period last year amidst various investments made by the Bank and inflationary pressures. Net profit before tax in Sep 2018 was recorded at Rp 676 billion.
## PermataBank in Brief

<table>
<thead>
<tr>
<th>Year Established</th>
<th>1955</th>
</tr>
</thead>
<tbody>
<tr>
<td>Listing at the Bourse</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>Asset **)</td>
<td>Rp 156 tn (consolidated)</td>
</tr>
<tr>
<td>Market Capitalization **)</td>
<td>Rp 14 tn</td>
</tr>
<tr>
<td>Branches **)</td>
<td>Rp 156 tn (consolidated)</td>
</tr>
<tr>
<td>ATMs **)</td>
<td>325 branch offices (including 17 sharia)</td>
</tr>
<tr>
<td>Shareholders</td>
<td>16 mobile branches</td>
</tr>
<tr>
<td></td>
<td>2 payment points</td>
</tr>
<tr>
<td></td>
<td>1,006 and additional access to &gt;100,000 ATMs*</td>
</tr>
<tr>
<td></td>
<td>PT Astra International Tbk (44.56%)</td>
</tr>
<tr>
<td></td>
<td>Standard Chartered Bank (44.56%)</td>
</tr>
<tr>
<td></td>
<td>Public 10.88%</td>
</tr>
</tbody>
</table>

### Corporate Rating
- id AAA (Pefindo)
- AAA(idn) (Fitch)

### Senior Bond Rating
- id AAA (Pefindo)

### Sub Debt Rating
- id AA+ (Pefindo)

### Basel-Ill Sub Debt Rating
- Id AA (Pefindo)

*) connected through Alto, Visa Plus, ATM Bersama, Master Card, Cirrus and Prima networks **) as of Sep-18

### Controlling Shareholders

- One of the largest listed companies in Indonesia with strong market position and key partnership in various businesses.
- A major conglomerate with seven business lines with more than 210 companies
- Strong reputation in Environment, Social and Governance.

#### Standard Chartered
- An International Bank with over 150 years experience
- over 1,100 branches, offices and outlets in 68 markets across the globe
- Strong reputation in innovative banking products and services and risk management
Vision & 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.
I-PRICE

INTEGRITY
Kita bekerja dengan mengutamakan kejujuran, sesuai dengan kode etik perusahaan.

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

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

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

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

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

---

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

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

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

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

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

We deliver service excellence to our customers and drive optimal performance in our day to day job.
## Key Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>Sep 2017</th>
<th>Sep 2018</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Loans (Rp Tn)</strong></td>
<td>92.8</td>
<td>107.0</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Gross NPL Ratio</strong></td>
<td>4.7%</td>
<td>4.8%</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>Net NPL Ratio</strong></td>
<td>1.8%</td>
<td>1.7%</td>
<td>-0.1%</td>
</tr>
<tr>
<td><strong>NPL Coverage Ratio</strong></td>
<td>175%</td>
<td>189%</td>
<td>14%</td>
</tr>
<tr>
<td><strong>CASA Ratio</strong></td>
<td>50%</td>
<td>47%</td>
<td>-3%</td>
</tr>
<tr>
<td>[CASA (Rp Tn)]</td>
<td>56.4</td>
<td>55.0</td>
<td>-2%</td>
</tr>
<tr>
<td><strong>LDR</strong></td>
<td>83%</td>
<td>91%</td>
<td>8%</td>
</tr>
<tr>
<td><strong>NIM</strong></td>
<td>3.9%</td>
<td>4.0%</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>BOPO</strong></td>
<td>93%</td>
<td>96%</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Profit Before Tax (Rp Tn)</strong></td>
<td>908</td>
<td>676</td>
<td>-26%</td>
</tr>
<tr>
<td><strong>Profit After Tax (Rp Tn)</strong></td>
<td>708</td>
<td>494</td>
<td>-30%</td>
</tr>
</tbody>
</table>

Note: Profit in Sep 2017 benefited from one off gain on the sale of NPL of Rp 739 Bn
### Financial Highlights - Balance Sheet

<table>
<thead>
<tr>
<th>(in IDR tn)</th>
<th>Sep-18</th>
<th>Sep-17</th>
<th>YoY</th>
<th>Dec-17</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>1.6</td>
<td>1.8</td>
<td>-9%</td>
<td>1.9</td>
<td>-15%</td>
</tr>
<tr>
<td>Placement with Bank Indonesia</td>
<td>21.2</td>
<td>16.8</td>
<td>26%</td>
<td>13.1</td>
<td>62%</td>
</tr>
<tr>
<td>Placement with other Banks</td>
<td>4.2</td>
<td>3.2</td>
<td>32%</td>
<td>5.0</td>
<td>-16%</td>
</tr>
<tr>
<td>Marketable Securities *</td>
<td>16.9</td>
<td>26.8</td>
<td>-37%</td>
<td>22.5</td>
<td>-25%</td>
</tr>
<tr>
<td><strong>Loans (gross)</strong></td>
<td>107.0</td>
<td>92.8</td>
<td>15%</td>
<td>97.6</td>
<td>10%</td>
</tr>
<tr>
<td>a. By segments</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail Banking</td>
<td>61.5</td>
<td>53.9</td>
<td>14%</td>
<td>57.5</td>
<td>7%</td>
</tr>
<tr>
<td>Wholesale Banking</td>
<td>44.9</td>
<td>38.3</td>
<td>17%</td>
<td>39.5</td>
<td>14%</td>
</tr>
<tr>
<td>Other Banking</td>
<td>0.6</td>
<td>0.6</td>
<td>-5%</td>
<td>0.6</td>
<td>-3%</td>
</tr>
<tr>
<td>b. Conventional vs Sharia</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conventional</td>
<td>91.3</td>
<td>80.7</td>
<td>13%</td>
<td>84.0</td>
<td>9%</td>
</tr>
<tr>
<td>Sharia</td>
<td>15.6</td>
<td>12.1</td>
<td>29%</td>
<td>13.7</td>
<td>14%</td>
</tr>
<tr>
<td>Allowance for Loan Impairment Losses</td>
<td>(9.6)</td>
<td>(7.6)</td>
<td>27%</td>
<td>(8.5)</td>
<td>13%</td>
</tr>
<tr>
<td>Other Assets</td>
<td>14.6</td>
<td>16.9</td>
<td>-13%</td>
<td>16.6</td>
<td>-12%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Assets</th>
<th>155.9</th>
<th>150.7</th>
<th>3%</th>
<th>148.3</th>
<th>5%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Deposits</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Current Accounts</td>
<td>27.6</td>
<td>28.7</td>
<td>-4%</td>
<td>30.0</td>
<td>-8%</td>
</tr>
<tr>
<td>- Saving Accounts</td>
<td>27.4</td>
<td>27.7</td>
<td>-1%</td>
<td>27.8</td>
<td>-1%</td>
</tr>
<tr>
<td>CASA</td>
<td>55.0</td>
<td>56.4</td>
<td>-2%</td>
<td>57.8</td>
<td>-5%</td>
</tr>
<tr>
<td>- Time Deposits</td>
<td>62.6</td>
<td>55.3</td>
<td>13%</td>
<td>53.2</td>
<td>18%</td>
</tr>
<tr>
<td>Subordinated Debt</td>
<td>4.8</td>
<td>6.5</td>
<td>-27%</td>
<td>6.5</td>
<td>-27%</td>
</tr>
<tr>
<td>Others Liabilities</td>
<td>11.7</td>
<td>10.9</td>
<td>7%</td>
<td>9.2</td>
<td>27%</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>134.1</td>
<td>129.1</td>
<td>4%</td>
<td>126.8</td>
<td>6%</td>
</tr>
<tr>
<td>Shareholders' Equity</td>
<td>21.8</td>
<td>21.6</td>
<td>1%</td>
<td>21.5</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Shareholders' Equity</strong></td>
<td>155.9</td>
<td>150.7</td>
<td>3%</td>
<td>148.3</td>
<td>5%</td>
</tr>
</tbody>
</table>

**Notes:**
- * Including Reverse repo
- ** Including Sharia deposits

**Source:** Published Report (Consolidated)
## Financial Highlights - Income Statement

<table>
<thead>
<tr>
<th></th>
<th>Sep-18</th>
<th>Sep-17</th>
<th>YoY</th>
<th>Q3-18</th>
<th>Q2-18</th>
<th>QOQ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>4,170</td>
<td>4,059</td>
<td>3%</td>
<td>1,416</td>
<td>1,387</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Non Interest Income</strong></td>
<td>1,170</td>
<td>2,183</td>
<td>-46%</td>
<td>376</td>
<td>330</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>5,340</td>
<td>6,242</td>
<td>-14%</td>
<td>1,792</td>
<td>1,718</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Operating Expense</strong></td>
<td>3,484</td>
<td>3,502</td>
<td>-1%</td>
<td>1,133</td>
<td>1,174</td>
<td>-3%</td>
</tr>
<tr>
<td><strong>Pre Provision Operating Profit</strong></td>
<td>1,856</td>
<td>2,739</td>
<td>-32%</td>
<td>659</td>
<td>544</td>
<td>21%</td>
</tr>
<tr>
<td><strong>Provision for losses</strong></td>
<td>1,489</td>
<td>1,964</td>
<td>-24%</td>
<td>413</td>
<td>611</td>
<td>-32%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>366</td>
<td>776</td>
<td>-53%</td>
<td>246</td>
<td>(68)</td>
<td>-464%</td>
</tr>
<tr>
<td><strong>Non Operating Income</strong></td>
<td>310</td>
<td>132</td>
<td>134%</td>
<td>30</td>
<td>261</td>
<td>-89%</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>676</td>
<td>908</td>
<td>-26%</td>
<td>275</td>
<td>193</td>
<td>42%</td>
</tr>
<tr>
<td><strong>Tax</strong></td>
<td>(182)</td>
<td>(200)</td>
<td>-9%</td>
<td>(70)</td>
<td>(68)</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>494</td>
<td>708</td>
<td>-30%</td>
<td>205</td>
<td>125</td>
<td>64%</td>
</tr>
</tbody>
</table>

Note: Revenue in Sep 2017 benefited from one off gain on the sale of NPL of Rp 739 Bn

Source: Published Report (Consolidated).
## Financial Highlights - Key Ratios

<table>
<thead>
<tr>
<th>(in %)</th>
<th>Sep-17</th>
<th>Dec-17</th>
<th>Sep-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>CET-1 ratio</td>
<td>15.6</td>
<td>15.2</td>
<td>17.1</td>
</tr>
<tr>
<td>Total CAR</td>
<td>18.8</td>
<td>18.1</td>
<td>19.2</td>
</tr>
<tr>
<td>LDR</td>
<td>83</td>
<td>88</td>
<td>91</td>
</tr>
<tr>
<td>CASA ratio *</td>
<td>50</td>
<td>52</td>
<td>47</td>
</tr>
<tr>
<td>ROA</td>
<td>0.8</td>
<td>0.6</td>
<td>0.6</td>
</tr>
<tr>
<td>ROE</td>
<td>6.2</td>
<td>4.8</td>
<td>3.7</td>
</tr>
<tr>
<td>BOPO</td>
<td>93</td>
<td>95</td>
<td>96</td>
</tr>
<tr>
<td>CIR</td>
<td>56</td>
<td>55</td>
<td>65</td>
</tr>
<tr>
<td>NIM</td>
<td>3.9</td>
<td>4.0</td>
<td>4.0</td>
</tr>
<tr>
<td>NPL Gross</td>
<td>4.7</td>
<td>4.6</td>
<td>4.8</td>
</tr>
<tr>
<td>NPL Net</td>
<td>1.8</td>
<td>1.7</td>
<td>1.7</td>
</tr>
<tr>
<td>NPL Coverage ratio</td>
<td>175</td>
<td>191</td>
<td>189</td>
</tr>
<tr>
<td>Regulatory Coverage ratio</td>
<td>254</td>
<td>220</td>
<td>224</td>
</tr>
</tbody>
</table>

**Note:** CASA Ratio includes Sharia deposits

**Source:** Published and Management Report (Bank only)
Loans Growth (IDR tn)

Yield on assets is a key metric for banks, indicating how effectively they are utilizing their resources. The graph above shows the growth in loans from December 2011 to September 2018, with the following observations:

- **CAGR 24%**: This indicates a consistent growth rate of 24% per annum over the period.
- **YOY 36%**: Year-over-year growth at 36%.
- **YOY 26%**: Year-over-year growth at 26%.
- **YOY 15%**: Year-over-year growth at 15%.
- **YOY 11%**: Year-over-year growth at 11%.
- **YOY 10%**: Year-over-year growth at 10%.
- **YTD 10%**: Year-to-date growth at 10%.

**By Currencies**

- **IDR**
  - 83%
  - 83%
  - 83%
  - 17%
  - 17%
  - 17%

- **Non IDR**
  - 87%
  - 86%
  - 85%
  - 13%
  - 14%
  - 15%

**Conventional vs Sharia**

- **Conventional**
  - 87%
  - 86%
  - 85%

- **Sharia**
  - 13%
  - 14%
  - 15%

**Notes**: * Bank only

**Source**: Published and Management Report
Loan Quality & Coverage

Loan by Collectability (% to total Loan)

NPL and Coverage

Lower cost of impairment of 2.0% in Sep-18

- Increased in Gross NPL ratio to 4.8% in Sep-18 with NPL coverage ratio of 189%, which indicates the prudent principle in managing its loan impairment is continuously applied.

- Cost of impairment decreased to 2.0% (Sep-18), lower than Dec-17 of 3.3% and Sep-17 of 2.7% as Bank continuous effort to increase good quality assets.

Source: Published and Management Report (Bank only)
Stable NIM at 4%

Until 3Q-18 although the interest rate has increased, NIM can still be maintained at 4.0% level by improving balance sheet structures and reducing high cost funds.

Notes: Bank Only
## Deposits

<table>
<thead>
<tr>
<th>Deposits</th>
<th>Dec-14</th>
<th>Dec-15</th>
<th>Dec-16</th>
<th>Dec-17</th>
<th>Sep-18</th>
<th>Dec-14</th>
<th>Dec-15</th>
<th>Dec-16</th>
<th>Dec-17</th>
<th>Sep-18</th>
<th>CAGR 13-17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Account</td>
<td>26.7</td>
<td>29.6</td>
<td>31.3</td>
<td>30.0</td>
<td>27.6</td>
<td>5%</td>
<td>11%</td>
<td>6%</td>
<td>-4%</td>
<td>-4%</td>
<td>4%</td>
</tr>
<tr>
<td>Saving Account</td>
<td>24.3</td>
<td>25.5</td>
<td>29.4</td>
<td>27.8</td>
<td>27.4</td>
<td>13%</td>
<td>5%</td>
<td>15%</td>
<td>-5%</td>
<td>-1%</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Total CASA</strong></td>
<td>51.0</td>
<td>55.1</td>
<td>60.8</td>
<td>57.8</td>
<td>55.0</td>
<td>9%</td>
<td>8%</td>
<td>10%</td>
<td>-5%</td>
<td>-2%</td>
<td>5%</td>
</tr>
<tr>
<td>Time Deposits</td>
<td>96.6</td>
<td>90.0</td>
<td>69.3</td>
<td>53.2</td>
<td>62.6</td>
<td>12%</td>
<td>-7%</td>
<td>-23%</td>
<td>-23%</td>
<td>13%</td>
<td>-11%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>147.6</td>
<td>145.1</td>
<td>130.0</td>
<td>111.1</td>
<td>117.6</td>
<td>11%</td>
<td>-2%</td>
<td>-10%</td>
<td>-15%</td>
<td>5%</td>
<td>-4%</td>
</tr>
<tr>
<td>CASA Ratio (%)</td>
<td>35</td>
<td>38</td>
<td>47</td>
<td>52</td>
<td>47</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LDR (%)</td>
<td>89</td>
<td>88</td>
<td>80</td>
<td>88</td>
<td>91</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### By Currencies*

- **IDR**: 84%, 85%, 81%
- **Non IDR**: 16%, 15%, 19%

### Conventional vs Sharia *

- **Conventional**: 88%, 87%, 87%
- **Sharia**: 12%, 13%, 13%

---

Notes:
* Bank only
** Current Account, Saving Account, and Time Deposit including Sharia deposits

Source: Published and Management Report
Capital – strong capital base to grow

Capital ratios (%)

<table>
<thead>
<tr>
<th></th>
<th>Sep-17</th>
<th>Dec-17</th>
<th>Mar-18</th>
<th>Jun-18</th>
<th>Sep-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total CAR</td>
<td>18.8</td>
<td>18.1</td>
<td>17.7</td>
<td>19.6</td>
<td>19.2</td>
</tr>
<tr>
<td>CET1</td>
<td>15.6</td>
<td>15.2</td>
<td>15.1</td>
<td>17.3</td>
<td>17.1</td>
</tr>
</tbody>
</table>

Risk Weighted Asset (Rp Bn)

- 110,664
- 4,323
- 616
- 105,787
- 15.2

CET-1 Ratio (%)

- +5% (110,664 - 105,787 = 4,877)
- +191 bps

Source: Published Report, Bank only

- **Strong capital position** as reflected in strengthened Common Equity Tier 1 (CET-1) ratio and Capital Adequacy Ratio (CAR) of 17.1% and 19.2% respectively, far higher than the minimum capital requirements.

- CET-1 +191 bps mainly driven by ASF divestment and partly set-off with higher RWA from strong loan growth.
Business Updates – Retail Banking

Loans by Segment (Consolidated, Rp Bn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Sep-17</th>
<th>Dec-17</th>
<th>Sep-18</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Card</td>
<td>53,944</td>
<td>57,529</td>
<td>61,471</td>
<td>+14%</td>
</tr>
<tr>
<td>Personal Loan</td>
<td>26,321</td>
<td>27,863</td>
<td>29,231</td>
<td>11%</td>
</tr>
<tr>
<td>Joint Finance</td>
<td>13,549</td>
<td>14,363</td>
<td>15,668</td>
<td>16%</td>
</tr>
<tr>
<td>Mortgage</td>
<td>11,058</td>
<td>12,348</td>
<td>13,372</td>
<td>21%</td>
</tr>
<tr>
<td>SME</td>
<td>1,888</td>
<td>1,338</td>
<td>1,526</td>
<td>0%</td>
</tr>
</tbody>
</table>

YoY Growth:
- Credit Card: +14%
- Personal Loan: 11%
- Joint Finance: 16%
- Mortgage: 21%
- SME: 0%

Deposits (Consolidated, Rp Bn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Sep-17</th>
<th>Dec-17</th>
<th>Sep-18</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>- CA</td>
<td>81,685</td>
<td>82,268</td>
<td>85,942</td>
<td>+5%</td>
</tr>
<tr>
<td>- SA</td>
<td>36,743</td>
<td>37,426</td>
<td>41,960</td>
<td>14%</td>
</tr>
<tr>
<td>- TD</td>
<td>27,469</td>
<td>27,604</td>
<td>27,232</td>
<td>-1%</td>
</tr>
<tr>
<td>- CA</td>
<td>17,473</td>
<td>17,238</td>
<td>16,750</td>
<td>-4%</td>
</tr>
</tbody>
</table>

YoY Growth:
- - CA: +5%
- - SA: 14%
- - TD: -1%
- - CA: -4%

Initiatives & Priorities

The business is driven towards higher degree of digitalization to adapt with changing customers environment as well as to streamline the process.

1. Grow Customers
   - Grow Retail Customers focusing on key strategic partners/channels, i.e. branches, Astra Ecosystem and selected partners;
   - Grow SME capitalizing cross selling of funding customers, Astra ecosystem, digital value chain and channelling to micro segments

2. Superior Products & Services
   - Continue to launch/ to renew existing products & transactional services focusing on Payments, WM and SME Lending
   - Launch Streamlined Account Initiation for smaller ticket size

3. Digital Strategies/ Transformation
   - Empower digital channels focusing on PMobile/ PNet for customer acquisition, maintenance & cross selling
   - Consolidate customers handling in branch with current digital capabilities to achieve greater efficiency in branch

4. Productivity, Efficiency & Execution Excellence
   - Turn Around Time (TAT) improvement focusing on SME
   - Sales people training/ on-boarding and training/ certification

5. Risks Management
   - Maximize recovery & collection
   - Refine credit risk management approach that fits with current market situation
   - Establish a strong capability to handle operation risks event in digital environment
Business Updates – Wholesale Banking

Loans (Consolidated, Rp Bn)

- 17% growth on asset with good credit quality is driven from both new acquisition and existing names with SOE segment as the highest contributors
- Credit risk customers profile shifting towards better quality
- There are new principals booking in 2018 to grow value chain business beyond automotive industry
- Sustainable growth in Deposits by 5% through both Astra & non Astra client

Business Performance

Initiatives & Priorities

- Strengthen client on boarding process, especially in credit assessment in accordance with Bank’s risk appetite bank
- Accelerate customer acquisition process through process simplification and Turn Around Time (TAT) monitoring
- Continue to develop the commercial segment
- Growing Value Chain business beyond Automotive Industries
- Intensify product cross selling to grow fee based income
- Increase synergy with shareholders
Business Updates – Sharia Banking

Sharia Business Performance YTD Sept ‘18

- PBT as of YTD Sep 18 was Rp 296bn, grew 38% yoy
- **Total Financing** was Rp15.6Tn, **grew 29% yoy** from both retail and wholesale segments
- Total Deposit was Rp 15.49 Tn grew 12% YoY
- **CASA Ratio 60%**, higher than Sharia Industry’s CASA Ratio of 43% (July 2018)
- **Asset quality continues to improve** as reflected in NPF Gross of 0.93% as compared to 1.56% in Sep 17

Awards Received in 2018

- The Best Overall Performance Sharia Windows Syariah Service Excellence Award (8 consecutive years) from Infobank Magazine & MRI
- Top 5 Customer Choice (2018) from Warta Ekonomi

Strategic Initiatives

- Maintain the low cost of fund
- Grow the healthy asset through segment selection with measured risk level
- Market expansion to Bank’s existing segment and Syariah segment (new segment)
- Increase the NFI through E-Banking and WM products
- Strengthen branding through a series of events & partnership
Shares & Rating

Share Price & Trading Volume

Rating Agencies  Rating/Outlook

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating/Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pefindo</td>
<td>id AAA / Stable</td>
</tr>
<tr>
<td>Senior Bond Rating</td>
<td>id AAA</td>
</tr>
<tr>
<td>Pre Basel-III Sub Debt Rating</td>
<td>id AA+</td>
</tr>
<tr>
<td>Basel-III Compliant Subordinated Bonds Rating</td>
<td>id AA</td>
</tr>
<tr>
<td>Fitch (Oct 2018)</td>
<td>National Long Term Rating</td>
</tr>
<tr>
<td></td>
<td>National Short Term Rating</td>
</tr>
<tr>
<td>Moody’s (April 2018)</td>
<td>Local and Foreign Currency Deposit Rating</td>
</tr>
<tr>
<td></td>
<td>Counterparty Risk Assessment</td>
</tr>
<tr>
<td></td>
<td>Baseline Credit Assessment</td>
</tr>
<tr>
<td></td>
<td>Adjusted Baseline Credit Assessment</td>
</tr>
</tbody>
</table>

BNLI

<table>
<thead>
<tr>
<th></th>
<th>Sep-17</th>
<th>Dec-17</th>
<th>Mar-18</th>
<th>Jun-18</th>
<th>Sep-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price (IDR.)</td>
<td>705</td>
<td>505</td>
<td>530</td>
<td>580</td>
<td>500</td>
</tr>
<tr>
<td>PBV (x)</td>
<td>0.9</td>
<td>0.8</td>
<td>0.8</td>
<td>0.8</td>
<td>0.7</td>
</tr>
<tr>
<td>P/E ratio *</td>
<td>16</td>
<td>18</td>
<td>22</td>
<td>25</td>
<td>24</td>
</tr>
<tr>
<td>Market Cap (IDR Tn)</td>
<td>19.6</td>
<td>17.4</td>
<td>16.2</td>
<td>16.1</td>
<td>14.0</td>
</tr>
</tbody>
</table>

Source: Reuters and IDX

Source: IDX publication
Penghargaan 2018

2018 Contact Center Service Excellence Award
Penghargaan dengan predikat Exceptional untuk kategori Regular Banking, Priority Banking, Regular Credit Card, Platinum Credit Card, Sharia Banking

2018 Banking Service Excellence Award – MRI / Infobank
- Digital Banking Services Terbaik
- Kategori Bank Umum:
  - #1 Best Opening Account Website Application
- Kategori Bank Syariah:
  - Golden Trophy Award (The Best Bank - kategori UUS)
  - #1 Best Overall Performance
  - #1 Best Overall Minus E-Banking
  - #1 Best Customer Service
  - #1 Call Center Sharia

2018 Digital Touch Points Customer Engagement Award
Penghargaan dengan predikat Good untuk Regular Banking

2018 Service Quality Award
Penghargaan dengan predikat Diamond (tertinggi) untuk PermataBank Priority, Regular Banking, Platinum Credit Card

The Asian Banker Indonesia Country Awards 2018
Penghargaan kategori The Best Frictionless Internet Banking Initiative, Application or Programme untuk Permata E-Wealth
Digital Initiatives – PermataMobile X

PermataMobile X
Ratusan Fitur dalam Satu Aplikasi
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INTIP SALDO TANPA LOGIN
Sekarang Anda mendapat akses langsung ke saldo Anda tanpa login.

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Transfer tanpa batas, cepat dan mudah.

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Transfer uang dalam detik dengan sistem terbaru.

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MUJAH KIRIM RESI
Pengiriman resi tanpa lama dengan sistem online.

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Belanja produk terbaik di Permata Store.

BUKA TABUNGAN, Giro, Kartu Kredit, Pinjaman
Mudah dan cepat, buka tabungan di Permata Mobile X.

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AMBIL UANG TANPA KARTU ATM
Ambil uang di tempat dengan Transaksi Tanpa Kartu.

LIHAT MUTASI SAMPAI 12 BULAN
Lihat semua transaksi dalam 12 bulan terakhir.

REKSA Dana DAN Obligasi
Sama mudahnya denganTransaksi lainnya.

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