PT Bank Permata Tbk
December 2018

Business and Financial Update
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Macro Economy

Increasing interest rate

4.25%  4.25%  4.50%  5.25%  5.75%  6.00%
7 Days Reverse Repo rate

Low inflation and still manageable

4.5%  3.13%  2.5%
Inflation

Higher policy rate can curb weakening Rupiah

13,388  14,490  15,013  14,553

High and Stable GDP Growth

4.9%  5.2%  5.0%  5.0%  5.1%  5.2%  5.3%  5.2%  5.2%
Q1 Q2 Q3 Q4 2016 Q1 Q2 Q3 Q4 2017 Q1 Q2 Q3 Q4 2018
GDP growth
Performance Highlights

1 Significant Profit Growth
- Bank recorded profit after tax of IDR901bn, a significant growth by 20% yoy and better than Revised RBB of IDR 750bn. This achievement was supported by good book assets growth, improved assets quality, recovery of problem loans through restructuring and liquidation, as well as successfully in maintaining disciplined operational cost efficiency.
- Amid increasing in BI interest rate and tight industry competition, Bank still can improve its NII by 3% yoy at the end of Dec 2018 mainly due to better asset quality and balance sheet management which lead to better NIM of 4.1% in 2018 compared to 4.0% last year.
- The Bank’s profit before tax increased by 28% (yoy) to Rp1.2tn, which majorly was contributed by lower loan impairment by 46% in 2018 to Rp.1.7 trillion as compared to the same period last year of Rp3.1 trillion which showed Bank is booking healthier asset quality. Lower loan impairment was contributed mainly by healthy loan growth and continuous efforts in collecting, settling and liquidating non performing loans with better returns.
- Bank continue maintains operational efficiency through disciplined cost management. Operating expenses decreased by 1.0% yoy in Dec 2018 compared to the same period last year amidst various investments made by the Bank and inflationary pressures

2 Strong Assets Growth
- The Bank’s loans keep growing with focus booking healthy and strong credit rating loan. Throughout 2018, the Bank recorded positive loan growth by 9% (yoy) from Rp97.6tn to Rp106.6tn as of 31 Dec 2018, which contributed by both Retail Banking business segment by 9% and Wholesale Banking segment by 10%. 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.
- Retail Banking loans grew mainly driven by CCPL, Mortgage, Joint Finance and SME by 19%, 12%, 7%, and 7% yoy respectively, while for Wholesale Banking the growth is contributed by lending to corporate customers with strong credit grade.
Performance Highlights

**Improved Asset Quality**
- **Gross NPL and Net NPL ratio** of 4.4% and 1.7% respectively, have improved compared to 2017 (4.6% dan 1.7%) and better than RBB target (4.5% dan 1.8%).
- Improved NPLs were the result of continues NPL restructuring, loan write-offs, partial sales of NPL loans and good book loan growth.
- The Bank continues to apply the prudent principle in managing its loan impairment as shown in NPL coverage ratio of 176% in 2018. Lower NPL coverage ratio compared to last year of 191% was in line with successful efforts in gradual recovery of NPL. In general, the ratio of 176% is still in the high range compared to industry ratio.

**Liquidity Kept at Optimal Level**
- Despite significant liquidity pressure in the market since H2 2018, Bank continues to maintain strong liquidity position. The Bank’s LDR slightly increased in Dec 2018 to 90% compared to the position in Dec 2017 at 88% and Jun 2018 position at 86%. This is in line with the Bank’s focus in maximizing the liquidity to finance loan in optimum return, whilst continue to ensure healthy growth of source of funds to balance the loan growth. Deposits from customers (TPF) grew by 6.1% compared to the previous year.

**Bank is strong capitalized**
- CET-1 and CAR of 17.6% and 19.4%, respectively, were improved from 2017 (15.2% and 18.1%). Strengthen capital was mainly contributed by divestment of subsidiary (PT Astra Sedaya Finance) and improved profitability. The capital is far higher than the minimum capital requirements set by regulator
PermataBank in Brief

Year Established
1955

Listing at the Bourse
Since 1990 at the Jakarta Stock Exchange and Surabaya Stock Exchange (both merged and now known as the Indonesian Stock Exchange (BEI))

Asset **)
Rp153 tn (consolidated)

Market Capitalization **)
Rp17 tn

Branches **)
• 323 branch offices (including 17 sharia)
• 16 mobile branches
• 1 payment points

ATMs **)
1,005 and additional access to >100,000 ATMs*

Shareholders
• PT Astra International Tbk (44.56%)
• Standard Chartered Bank (44.56%)
• Public 10.88%

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

Senior Bond Rating
id AAA (Pefindo)

Sub Debt Rating
id AA+ (Pefindo)

Basel-III Sub Debt Rating
ld AA (Pefindo)

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

Controlling Shareholders

ASTRA international

- 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 220 companies and supported by more than 220,000 employees
- Strong reputation in Environment, Social and Governance.

Standard Chartered

- 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
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.
I-PRICE

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 menaruh perhatian 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.
### Key Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>Dec 2017</th>
<th>Dec 2018</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans (Rp Tn)</td>
<td>97.6</td>
<td>106.6</td>
<td>9%</td>
</tr>
<tr>
<td>Gross NPL Ratio</td>
<td>4.6%</td>
<td>4.4%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Net NPL Ratio</td>
<td>1.7%</td>
<td>1.7%</td>
<td>0.0%</td>
</tr>
<tr>
<td>NPL Coverage Ratio</td>
<td>191%</td>
<td>176%</td>
<td>15%</td>
</tr>
<tr>
<td>CASA Ratio</td>
<td>52%</td>
<td>48%</td>
<td>-4%</td>
</tr>
<tr>
<td>[CASA (Rp Tn)]</td>
<td>57.8</td>
<td>56.8</td>
<td>-2%</td>
</tr>
<tr>
<td>LDR</td>
<td>88%</td>
<td>90%</td>
<td>2%</td>
</tr>
<tr>
<td>NIM</td>
<td>4.0%</td>
<td>4.1%</td>
<td>0.1%</td>
</tr>
<tr>
<td>BOPO</td>
<td>95%</td>
<td>93%</td>
<td>-2%</td>
</tr>
<tr>
<td>CIR</td>
<td>54.5%</td>
<td>64.5%</td>
<td>10%</td>
</tr>
<tr>
<td>Normalized CIR*</td>
<td>64.4%</td>
<td>64.6%</td>
<td>0.2%</td>
</tr>
<tr>
<td>Profit Before Tax (Rp Tn)</td>
<td>951</td>
<td>1,219</td>
<td>28%</td>
</tr>
<tr>
<td>Profit After Tax (Rp Tn)</td>
<td>748</td>
<td>901</td>
<td>20%</td>
</tr>
</tbody>
</table>

* Exclude one-off gain from NPL sales in 2017 and 2018
**Financial Highlights - Income Statement**

<table>
<thead>
<tr>
<th></th>
<th>Dec-18</th>
<th>Dec-17</th>
<th>YoY</th>
<th>Q4-18</th>
<th>Q3-18</th>
<th>QOQ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>5,641</td>
<td>5,462</td>
<td>3%</td>
<td>1,471</td>
<td>1,416</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Non Interest Income</strong></td>
<td>1,615</td>
<td>3,195</td>
<td>-49%</td>
<td>445</td>
<td>376</td>
<td>18%</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>7,256</td>
<td>8,657</td>
<td>-16%</td>
<td>1,916</td>
<td>1,792</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Operating Expense</strong></td>
<td>4,695</td>
<td>4,737</td>
<td>-1%</td>
<td>1,210</td>
<td>1,133</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Pre Provision Operating Profit</strong></td>
<td>2,562</td>
<td>3,920</td>
<td>-35%</td>
<td>706</td>
<td>659</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Provision for losses</strong></td>
<td>1,683</td>
<td>3,128</td>
<td>-46%</td>
<td>194</td>
<td>413</td>
<td>-53%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>878</td>
<td>792</td>
<td>11%</td>
<td>512</td>
<td>246</td>
<td>109%</td>
</tr>
<tr>
<td><strong>Non Operating Income</strong></td>
<td>341</td>
<td>159</td>
<td>115%</td>
<td>31</td>
<td>30</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>1,219</td>
<td>951</td>
<td>28%</td>
<td>543</td>
<td>275</td>
<td>97%</td>
</tr>
<tr>
<td><strong>Tax</strong></td>
<td>(318)</td>
<td>(203)</td>
<td>57%</td>
<td>(136)</td>
<td>(70)</td>
<td>95%</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>901</td>
<td>748</td>
<td>20%</td>
<td>407</td>
<td>205</td>
<td>98%</td>
</tr>
</tbody>
</table>

Source: Published Report (Consolidated).
Until 4Q-18 although the interest rate has increased, NIM can still be maintained at 4.1% level by improving asset quality, balance sheet structures and strategy to control cost of funds.

Notes: Bank Only
Bank maintains operational efficiency through disciplined cost management. Operating expenses YTD Dec 2018 were slightly decreased compared to the same period last year, despite investment and inflationary pressures.
### Financial Highlights - Balance Sheet

<table>
<thead>
<tr>
<th>(in IDR tn)</th>
<th>Dec-18</th>
<th>Dec-17</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>2.2</td>
<td>1.9</td>
<td>13%</td>
</tr>
<tr>
<td>Placement with Bank Indonesia</td>
<td>16.6</td>
<td>13.1</td>
<td>27%</td>
</tr>
<tr>
<td>Placement with other Banks</td>
<td>6.6</td>
<td>5.0</td>
<td>32%</td>
</tr>
<tr>
<td>Marketable Securities *</td>
<td>15.4</td>
<td>22.5</td>
<td>-32%</td>
</tr>
<tr>
<td><strong>Loans (gross)</strong></td>
<td>106.6</td>
<td>97.6</td>
<td>9%</td>
</tr>
<tr>
<td>a. By segments</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail Banking</td>
<td>62.7</td>
<td>57.5</td>
<td>9%</td>
</tr>
<tr>
<td>Wholesale Banking</td>
<td>43.4</td>
<td>39.5</td>
<td>10%</td>
</tr>
<tr>
<td>Other Banking</td>
<td>0.6</td>
<td>0.6</td>
<td>-3%</td>
</tr>
<tr>
<td>b. Conventional vs Sharia</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conventional</td>
<td>91.4</td>
<td>84.0</td>
<td>9%</td>
</tr>
<tr>
<td>Sharia</td>
<td>15.2</td>
<td>13.7</td>
<td>11%</td>
</tr>
<tr>
<td>c. By collectibility</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Performing Loan</td>
<td>102.0</td>
<td>93.2</td>
<td>9%</td>
</tr>
<tr>
<td>Non-Performing Loan</td>
<td>4.6</td>
<td>4.5</td>
<td>4%</td>
</tr>
<tr>
<td>Allowance for Loan Impairment Losses</td>
<td>(8.2)</td>
<td>(8.5)</td>
<td>-4%</td>
</tr>
<tr>
<td>Other Assets</td>
<td>13.7</td>
<td>16.6</td>
<td>-17%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>153.0</td>
<td>148.3</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Deposits</strong></td>
<td>117.9</td>
<td>111.1</td>
<td>6%</td>
</tr>
<tr>
<td>- Current Accounts</td>
<td>28.1</td>
<td>30.0</td>
<td>-7%</td>
</tr>
<tr>
<td>- Saving Accounts</td>
<td>28.8</td>
<td>27.8</td>
<td>4%</td>
</tr>
<tr>
<td>CASA</td>
<td>56.9</td>
<td>57.8</td>
<td>-2%</td>
</tr>
<tr>
<td>- Time Deposits</td>
<td>61.0</td>
<td>53.2</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Subordinated Debt</strong></td>
<td>4.8</td>
<td>6.5</td>
<td>-27%</td>
</tr>
<tr>
<td>Others Liabilities</td>
<td>7.9</td>
<td>9.2</td>
<td>-14%</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>130.6</strong></td>
<td><strong>126.8</strong></td>
<td>3%</td>
</tr>
<tr>
<td>Shareholders' Equity</td>
<td>22.5</td>
<td>21.5</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Shareholders' Equity</strong></td>
<td><strong>153.0</strong></td>
<td><strong>148.3</strong></td>
<td>3%</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>Dec-18</th>
<th>Dec-17</th>
<th>Δ Dec-18 vs Dec-17</th>
</tr>
</thead>
<tbody>
<tr>
<td>CET-1 ratio</td>
<td>17.6</td>
<td>15.2</td>
<td>2.4</td>
</tr>
<tr>
<td>Total CAR</td>
<td>19.4</td>
<td>18.1</td>
<td>1.3</td>
</tr>
<tr>
<td>CASA Ratio</td>
<td>48</td>
<td>52</td>
<td>-4</td>
</tr>
<tr>
<td>LDR</td>
<td>90</td>
<td>88</td>
<td>3</td>
</tr>
<tr>
<td>ROA</td>
<td>0.8</td>
<td>0.6</td>
<td>0.2</td>
</tr>
<tr>
<td>ROE</td>
<td>5.0</td>
<td>4.8</td>
<td>0.1</td>
</tr>
<tr>
<td>BOPO</td>
<td>93</td>
<td>95</td>
<td>-1</td>
</tr>
<tr>
<td>CIR</td>
<td>65</td>
<td>55</td>
<td>10</td>
</tr>
<tr>
<td>NIM</td>
<td>4.1</td>
<td>4.0</td>
<td>0.1</td>
</tr>
<tr>
<td>NPL Gross</td>
<td>4.4</td>
<td>4.6</td>
<td>-0.2</td>
</tr>
<tr>
<td>NPL Net</td>
<td>1.7</td>
<td>1.7</td>
<td>0.1</td>
</tr>
<tr>
<td>NPL Coverage Ratio</td>
<td>176</td>
<td>191</td>
<td>-15</td>
</tr>
<tr>
<td>Regulatory Coverage Ratio</td>
<td>235</td>
<td>220</td>
<td>15</td>
</tr>
</tbody>
</table>

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

**Note:** CASA Ratio includes Sharia deposits
Loans Growth (IDR tn)

- Dec-11: 69.3
- Dec-12: 94.4
- Dec-13: 118.8
- Dec-14: 131.9
- Dec-15: 127.8
- Dec-16: 105.0
- Dec-17: 97.6
- Sep-18: 107.0
- Dec-18: 106.6

CAGR 24%

YOY 36%

YOY 26%

YOY 11%

YOY 9.2%

QoQ (0.4%)

By Currencies*

- Dec-17: 17% IDR, 83% Non-DR
- Sep-18: 17% IDR, 83% Non-DR
- Dec-18: 17% IDR, 83% Non-DR

Conventional vs Sharia*

- Dec-17: 14% Conventional, 86% Sharia
- Sep-18: 15% Conventional, 85% Sharia
- Dec-18: 14% Conventional, 86% Sharia

Notes: * Bank only

Source: Published and Management Report
LDR increased to 90% in Dec-18 from 88% last year align with Bank’s effort to maximize lending while maintaining optimum liquidity.

Source: Published and Management Report
Loan Quality & Coverage

Loan by Collectability (% to total Loan)

Dec-17: 82.9%, Dec-18: 85.8%

NPL and Coverage

Dec-17: 220%, Dec-18: 235%

Lower cost of credit to 1.6% in Dec-18

Improved in Gross NPL ratio to 4.4% in Dec-18 with NPL coverage ratio of 176%, which indicates the prudent principle in managing its loan impairment is continuously applied.

Cost of impairment decreased to 1.6% in Dec-18, lower than Dec-17 of 3.3% and Sep-18 of 2.0% as Bank continuous effort to increase good quality assets.

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

<table>
<thead>
<tr>
<th>Deposits</th>
<th>IDR tn **</th>
<th>YoY Growth</th>
<th>5 (Year) CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Dec-14</td>
<td>Dec-15</td>
<td>Dec-16</td>
</tr>
<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>

### By Currencies*

- **Dec-17**: 15% IDR, 85% Non IDR
- **Sep-18**: 19% IDR, 81% Non IDR
- **Dec-18**: 18% IDR, 82% Non IDR

### Conventional vs Sharia *

- **Dec-17**: 13% Conventional, 87% Sharia
- **Sep-18**: 13% Conventional, 87% Sharia
- **Dec-18**: 13% Conventional, 87% Sharia

**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 (%)**

- **Strong capital position** as reflected in strengthened Common Equity Tier 1 (CET-1) ratio and Capital Adequacy Ratio (CAR) of 17.6% and 19.4% respectively, far higher than the minimum capital requirements.

- CET-1 +237 bps mainly driven by ASF divestment and partly set-off with higher RWA from strong loan growth

**Risk Weighted Asset (Rp Bn)**

**CET-1 Ratio (%)**

Source: Published Report, Bank only
Shares & 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 Assessment  
  Baa3(cr)/P-3(cr)
- Baseline Credit Assessment  
  Ba2
- Adjusted Baseline Credit Assessment  
  Ba1

BNLI    Dec-17    Mar-18    Jun-18    Sep-18    Dec-18

- Price (IDR.)  
  625    585    580    500    625
- PBV (x)*  
  0.8    0.8    0.8    0.7    0.8
- P/E ratio*  
  18    22    25    24    26
- Market Cap (IDR Tn)  
  17.4    16.2    16.1    14.0    17.5

Source: IDX publication

Source: Reuters and IDX
Business Updates
### Business Updates – Retail Banking

#### Loans by Segment (Consolidated, Rp tn)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Dec-17</th>
<th>Jun-18</th>
<th>Dec-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Card</td>
<td>27.9</td>
<td>28.6</td>
<td>29.8</td>
</tr>
<tr>
<td>Personal Loan</td>
<td>14.4</td>
<td>15.3</td>
<td>16.1</td>
</tr>
<tr>
<td>Joint Finance</td>
<td>12.3</td>
<td>13.1</td>
<td>13.2</td>
</tr>
<tr>
<td>Mortgage</td>
<td>1.3</td>
<td>1.4</td>
<td>1.8</td>
</tr>
<tr>
<td>SME</td>
<td>1.6</td>
<td>1.7</td>
<td>1.7</td>
</tr>
</tbody>
</table>

#### Deposits (Consolidated, Rp tn)

<table>
<thead>
<tr>
<th>Period</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-17</td>
<td>37.4</td>
<td>40.2</td>
<td>42.1</td>
</tr>
<tr>
<td>Jun-18</td>
<td>27.6</td>
<td>28.8</td>
<td>28.6</td>
</tr>
<tr>
<td>Dec-18</td>
<td>17.2</td>
<td>17.7</td>
<td>16.9</td>
</tr>
</tbody>
</table>

### Business Performance in 2018

1. Loan growth of 9% (yoy) and third party fund grew by 6% (yoy)

2. In 2018, Retail Banking has done several digital initiatives, such as Voice ID, Digital account opening, Permata Me, SBR and Permata mobile X. Bank also partner with Fintech companies for credit channeling and security company to open digital RDN account.

3. Customer growth in 2018 shown significant increase which contributed by Permata digital account opening launch in March 2018

4. Increase Permata Mobile active users by 70% with 50% incremental total transactions

5. Partnering with 47 P2P companies and 2 Fintech companies (Amartha and Festia) to provide Escrow account, VA, and investors account to help Fintech to comply OJK regulations

6. Partnering with Fintech companies such as Amartha and Tokopedia to provide productive loans to micro businesses.
We entered 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 Jan ‘19
Business Updates – Wholesale Banking

### Business Performance in 2018

- 10% growth on asset was driven by both new acquisition and existing names from various segment. The growth was contributed by lending to corporate customers with strong credit grade.
- Improvement in WB asset quality
- Intensifying syndication deals with new 14 deals throughout 2018
- 8 new principal booked in 2018 to grow value chain business beyond automotive industry
- Manageable cost to income ratio by better cost management
- Sustainable growth in Deposits by 5% contributed by both Astra and non-Astra client
Business Updates – Sharia Banking (1/2)

Business Performance in 2018

- PBT in 2018 was Rp 369bn or grew 12% yoy
- Total Financing was Rp15.2tn, grew 11% yoy from both retail and wholesale segments
- Total Deposit was Rp 15.0tn or grew 5% YoY
- Asset quality continues to improve as reflected in NPF Gross of 0.9% in Dec 2018 as compared to 1.3% in Dec 2017

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
- Best Layanan Satu Atap 2018 (One Stop Hajj Service) in Sukabumi
Business Updates – Sharia Banking (2/2)

Key Initiatives

2017 - 2018 Branding

- MIPSTER
- PERSIB
- PermataMobile X
- Wealth Wisdom
Digital Banking Updates
## 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>Digital Banking Capabilities</th>
<th>Launch Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Touch ID</strong></td>
<td>April 2017</td>
</tr>
<tr>
<td><strong>Face ID</strong></td>
<td>February 2017</td>
</tr>
<tr>
<td><strong>Voice ID</strong></td>
<td>March 2018</td>
</tr>
<tr>
<td><strong>API Banking</strong></td>
<td>March 2018</td>
</tr>
<tr>
<td><strong>Open Casa, TD On-Line</strong></td>
<td>April 2018</td>
</tr>
<tr>
<td><strong>Booking SBN On-Line</strong></td>
<td>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
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.
Award 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
Appendices
Shareholders and Management

Shareholders

<table>
<thead>
<tr>
<th></th>
<th>Shareholders</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>PT Astra International Tbk</td>
<td>44.56%</td>
</tr>
<tr>
<td>2.</td>
<td>Standard Chartered Bank</td>
<td>44.56%</td>
</tr>
<tr>
<td>3.</td>
<td>Public</td>
<td>10.88%</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

Board of Commissioner

President Commissioner
Vice President Commissioner
Independent Commissioner
Independent Commissioner
Independent Commissioner
Commissioner
Commissioner

Sebastian Ramon Arcuri
Supamo Djasmin
Rahmat Waluyanto
David Allen Worth
Haryanto Sahari
Zulkifli Zaini
Mark Spencer Greenberg
Ian Charles Anderson

Board of Directors

President Director
Director
Director
Director
Director
Director
Director Shariah unit

Ridha DM Wirakusumah ¹)
Dhien Tjahajani
Lea Setianti Kusumawijaya
Abdy Dharma Salim
Loh Tee Boon
Darwin Wibowo
Djumariah Tenteram
Herwin Bustaman ³)

¹) Concurrently acting as HR Director
³)
We offer a variety of banking products for both individuals and SMEs. We also focus on Wholesale Banking which is concentrated in the middle market corporates and value chain business segments.
THANK YOU

PT Bank Permata Tbk

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