

PT Bank Permata Tbk

March 2018

Business and Financial Update

Disclaimer

Laporan ini disusun oleh PT Bank Permata Tbk secara independen dan diedarkan hanya untuk tujuan informasi umum. Hal ini tidak dimaksudkan untuk orang tertentu yang mungkin menerima laporan ini. Informasi dalam laporan ini telah diperoleh dari sumber-sumber yang kami anggap dapat dipercaya. Tidak ada jaminan (tersurat maupun tersirat) yang dibuat untuk keakuratan atau kelengkapan informasi. Semua pendapat dan perkiraan yang termasuk dalam laporan ini merupakan penilaian kami pada tanggal ini dan dapat berubah tanpa pemberitahuan sebelumnya.

Kami tidak bertanggung jawab atau memiliki kewajiban apa pun tanpa pemberitahuan sebelumnya dari PT Bank Permata Tbk dan / atau karyawan dan / atau agen mereka masing-masing yang timbul yang dapat dibawa atau diderita oleh orang lain sebagai akibat bertindak atas dasar seluruh atau sebagian dari isi laporan ini. Baik PT Bank Permata Tbk dan / atau perusahaan afiliasinya dan / atau karyawan dan / atau agennya masing-masing tidak bertanggung jawab atas kesalahan, kelalaian dalam laporan ini dan setiap ketidakakuratan atau kelalaian yang mungkin timbul.

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 - 6
▪ Performance Highlights	7
▪ Financial Highlights IS, B/S & Key Ratios	8 - 10
▪ Loan, Loan Quality & Coverage	11 - 12
▪ Deposits	13
▪ Capital	14
▪ Shares & Rating	15

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 **)	Rp 152 tn (consolidated)	
Market Capitalization **)	Rp 16.2 tn	
Branches **)	<ul style="list-style-type: none"> • 326 branch offices (including 17 sharia) • 16 mobile branches • 3 payment points 	
ATMs **)	998 and additional access to >100,000 ATMs*	
Shareholders	<ul style="list-style-type: none"> • PT Astra International Tbk (44.56%) • Standard Chartered Bank (44.56%) • Public 10.88% 	
Corporate Rating	id AAA AAA(idn)	(Pefindo) (Fitch)
Senior Bond Rating	id AAA	(Pefindo)
Sub Debt Rating	id AA+	(Pefindo)
Basel-III Sub Debt Rating	Id AA	(Pefindo)

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.



- 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

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

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.

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.

Performance Highlights

1 Positive business growth

- **Loan balances up by 5% yoy** from IDR 95.4 tn to IDR 99.8 tn.
- For the last two quarters the Bank has continued to book positive loan growth contributed by both Retail Banking and Wholesale Banking.

2 Loan Quality maintained

- Gross and Net NPL ratio were 4.6% and 1.7% respectively, much better than in Mar 2017 (6.4% and 2.2%)
- This achievement was a result of Bank's continuous efforts in managing asset quality through collections, restructuring and rehabilitation, accelerating loan recovery and selling a portion of NPL portfolio.
- NPL coverage ratio was well managed and increased from 135% in March 2017 to 194% in March 2018. This indicates the Bank's continued prudence in managing its NPL's.

3 Liquidity remained strong and optimal

- Loan to Deposit Ratio (LDR) recorded at 89%, up from 75% last year.
- CASA ratio was 49%, an increase over last year's 46%.

4 Bank is well capitalized

- Bank is well capitalized, as reflected in the Common Equity Tier 1 (CET-1) ratio and Total Capital Adequacy Ratio (CAR), improved from 15.1% and 17.7% as compared to 13.2% and 17.0% at the same period last year, which was much higher than regulatory requirements.

5 Good normalized profit growth

- In Q1 2018, normalized net profit after tax increased significantly to Rp 164 billion driven by significantly lower impairment cost by 31% to Rp 465 billion from Rp 670 billion in the same period last year
- Bank maintained discipline in managing operational cost resulting a flat growth as compared to previous year, despite various investments to support business growth and inflationary pressures

Income Statement

(in IDR bn)	Mar-18	Mar-17	YoY	Q1-18	Q4-17	QOQ
Net Interest Income	1,367	1,292	6%	1,367	1,403	-3%
Non Interest Income	463	1,118	-59%	463	1,012	-54%
Revenue	1,830	2,409	-24%	1,830	2,415	-24%
Operating Expense	1,177	1,179	0%	1,177	1,235	-5%
Pre Provision Operating Profit	653	1,231	-47%	653	1,181	-45%
Provision for losses	465	670	-31%	465	1,164	-60%
Operating Profit	188	561	-66%	188	17	1036%
Non Operating Income	19	35	-46%	19	27	-29%
Profit Before Tax	207	596	-65%	207	43	378%
Tax	(43)	(143)	-70%	(43)	(2)	1688%
Profit After Tax	164	453	-64%	164	41	300%

Source : Published Report (Consolidated).

Balance Sheet

(in IDR tn)	Mar-18	Mar-17	YoY	Dec-17	YTD
Cash	1.8	2.0	-6%	1.9	-6%
Placement with Bank Indonesia	12.9	19.5	-34%	13.1	-1%
Placement with Other Banks	4.2	3.3	27%	5.0	-17%
Marketable Securities *	25.5	34.7	-27%	22.5	13%
Loans (gross)	99.8	95.4	5%	97.6	2%
Allowance for Loan Impairment Losses	(8.8)	(8.2)	7%	(8.5)	3%
Other Assets	16.9	18.1	-7%	16.6	1%
Total Assets	152.2	164.7	-8%	148.3	3%
Deposits **	111.7	127.5	-12%	111.1	1%
- Current Accounts	27.6	30.7	-10%	30.0	-8%
- Saving Accounts	27.4	28.4	-3%	27.8	-1%
- Time Deposits	56.7	68.4	-17%	53.2	7%
Senior Bond	0.0	0.0	0%	0.0	0%
Subordinated Debt	6.5	6.5	1%	6.5	0%
Others Liabilities	12.4	11.0	13%	9.2	34%
Total Liabilities	130.6	144.9	-10%	126.8	3%
Shareholders' Equity	21.6	19.8	9%	21.5	1%
Total Liabilities & Shareholders' Equity	152.2	164.7	-8%	148.3	3%

Notes : * Including Reverse repo

** Including Sharia deposits

Source : Published Report (Consolidated)

Key Ratios

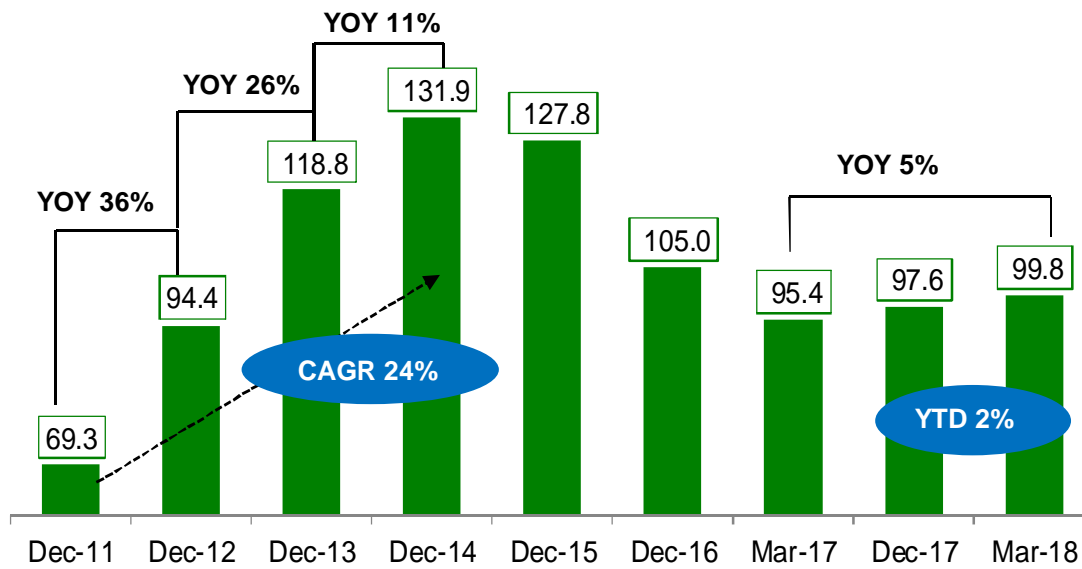
(in %)	Mar-18	Dec-17	Mar-17
CET-1 ratio	15.1	15.2	13.2
Total CAR	17.7	18.1	17.0
LDR	89	88	75
CASA ratio *	49	52	46
ROA	0.5	0.6	1.4
ROE	4.0	4.8	12.9
BOPO	95	95	87
CIR	64	55	49
NIM	3.9	4.0	3.5
NPL Gross	4.6	4.6	6.4
NPL Net	1.7	1.7	2.2
NPL Coverage ratio	194	191	135
Regulatory Coverage ratio	227	220	195

Note: CASA Ratio includes Sharia deposits

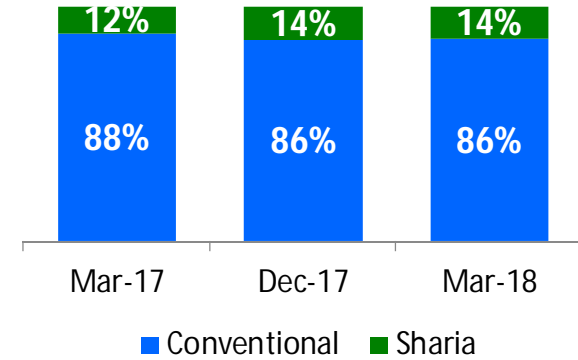
Source: Published and Management Report (Bank only)

Loan

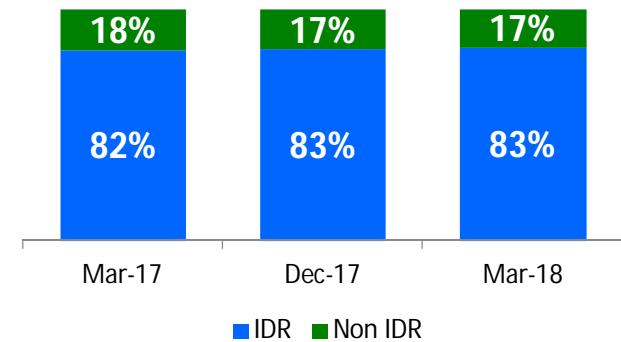
Loans Growth (IDR tn)



Conventional vs Sharia*



By Currencies*



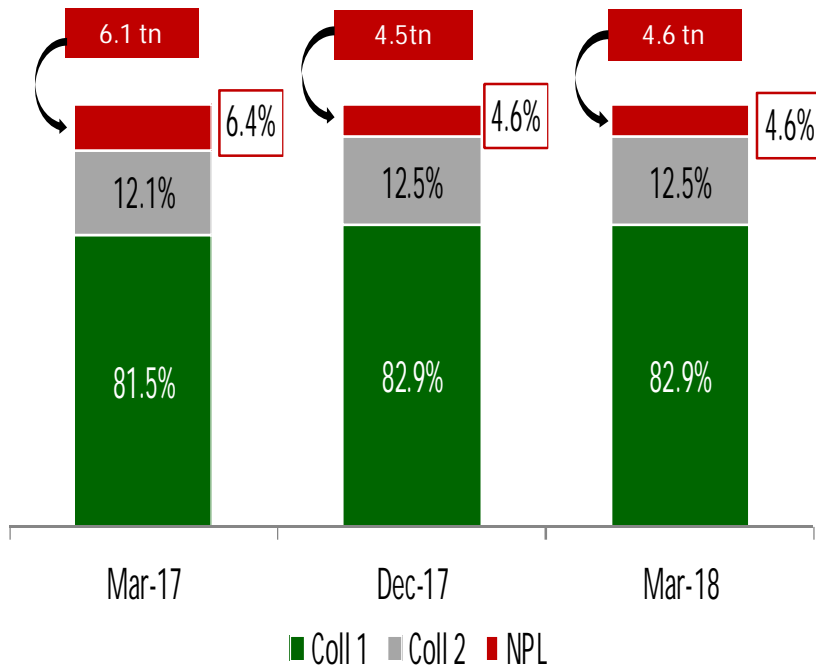
Note: * Bank only, as of Mar 2018

Source: Published and Management Report

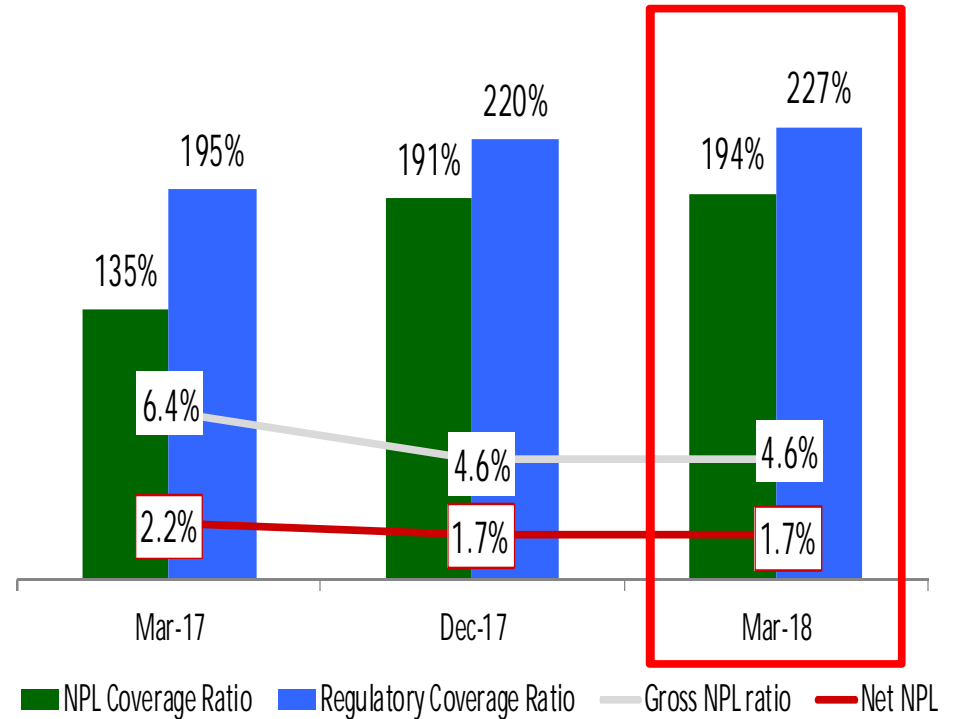
Loan Quality & Coverage

Loan quality improves, Bank continues to recognize potential loan losses on a prudent basis

Loan by Collectability (% to total Loan)



NPL and Coverage



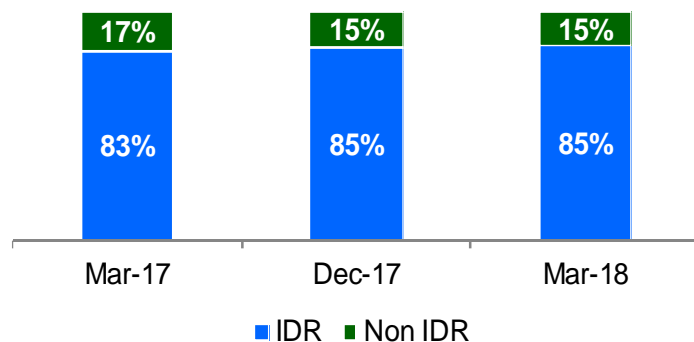
Source: Published and Management Report (Bank only)

Deposits

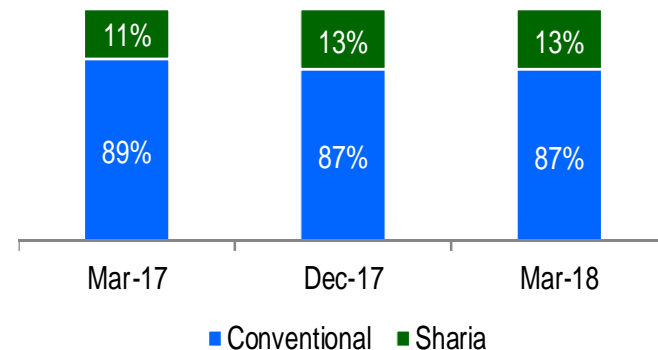
Continuous improvement in CASA Ratio

Deposits	IDR tn **					YoY Growth					CAGR 13-17
	Dec-14	Dec-15	Dec-16	Dec-17	Mar-18	Dec-14	Dec-15	Dec-16	Dec-17	Mar-18	
Current Account	26.7	29.6	31.3	30.0	27.6	5%	11%	6%	-4%	-10%	4%
Saving Account	24.3	25.5	29.4	27.8	27.4	13%	5%	15%	-5%	-3%	7%
<i>Total CASA</i>	<i>51.0</i>	<i>55.1</i>	<i>60.8</i>	<i>57.8</i>	<i>55.0</i>	<i>9%</i>	<i>8%</i>	<i>10%</i>	<i>-5%</i>	<i>-7%</i>	<i>5%</i>
Time Deposits	96.6	90.0	69.3	53.2	56.7	12%	-7%	-23%	-23%	-17%	-11%
Total	147.6	145.1	130.0	111.1	111.7	11%	-2%	-10%	-15%	-12%	-4%
CASA Ratio (%)	35	38	47	52	49						
LDR (%)	89	88	80	88	89						

By Currencies*



Conventional vs Sharia *

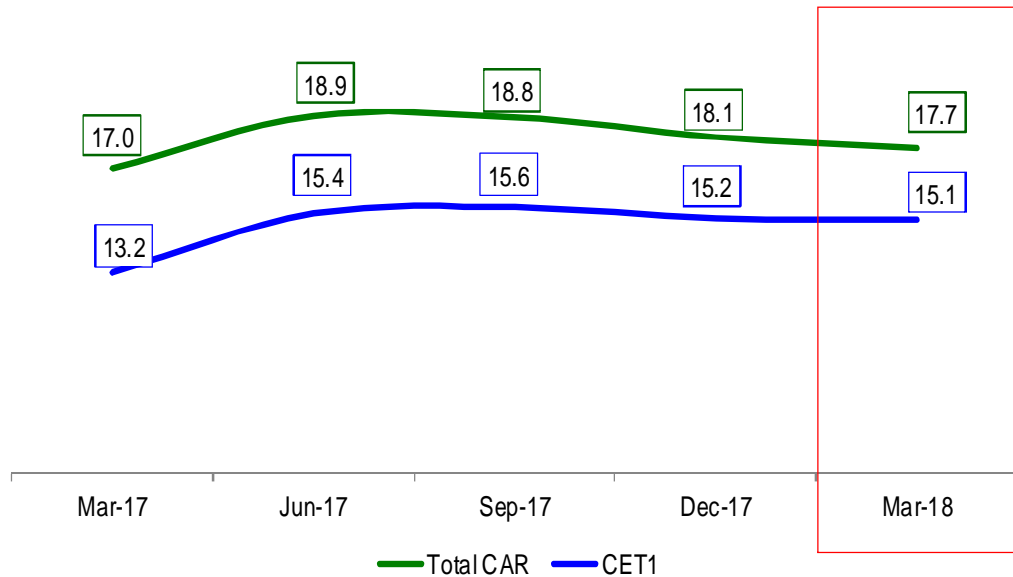


Notes:

* Bank only

** Current Account, Saving Account, and Time Deposit including Sharia deposits

Capital Ratios (%)



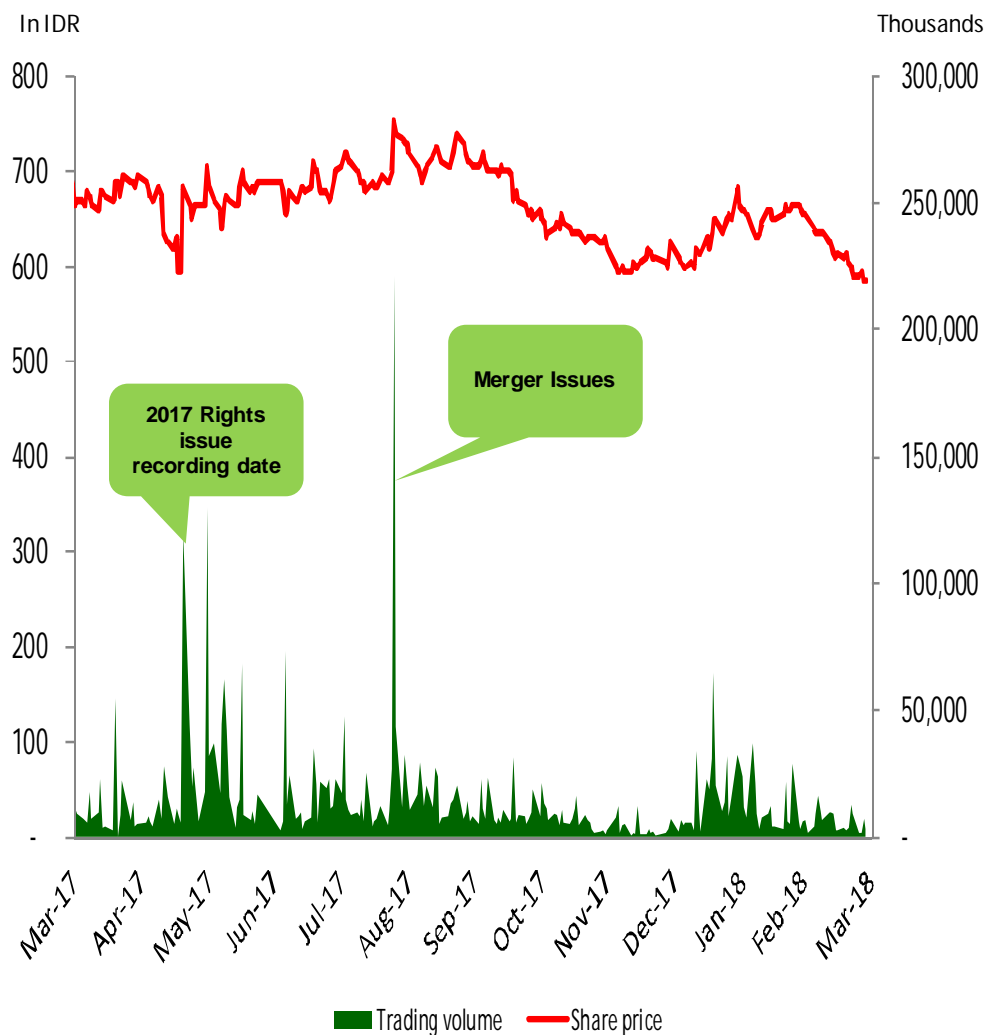
- **Well capitalized**
- CET-1 ratio and total CAR of 15.1% and 17.7% in Mar 2018; **far in excess of regulatory minimum** (CET-1 = 7.75% and total CAR = 11.75% with risk profile of 2)
- **Strong support from the two main shareholders, PT Astra International Tbk (Astra) and Standard Chartered Bank (Standard Chartered)**

Description	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18
Tier 1 Capital	14,202	16,005	16,149	16,072	16,171
Tier 2 Capital	4,020	3,676	3,359	3,096	2,766
Total Capital	18,222	19,681	19,508	19,168	18,937
RWA - Credit	91,830	88,440	87,867	90,075	90,411
RWA - Market	449	772	701	726	1,497
RWA - Operational	14,986	14,986	14,986	14,986	14,923
Total RWA	107,266	104,197	103,555	105,787	106,831

Source: Published Report (Bank only)

Shares & Rating

Share Price & Trading Volume



Rating Agencies Rating/Outlook

Rating Agency	Rating/Outlook	
Pefindo (Sep 2017)	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
Fitch (Oct 2017)	National Long Term Rating	AAA(idn) / Stable
	National Short Term Rating	F1+(idn)

	BNLI	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18
Price (Rp.)		670	690	705	625	585
PBV (x)		0.8	0.8	0.9	0.8	0.8
P/E ratio		(2)	8	16	18	22
Market Cap (Rp Tn)		14.8	15.2	19.6	17.4	16.2

Source: IDX publication

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

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.