

PT Bank Central Asia Tbk

1Q21 Results

Agenda



- Macroeconomy & banking industry highlights
- BCA 1Q21 performance overview
- Sustainability Finance and ESG
- Share Data, Ratings & Awards

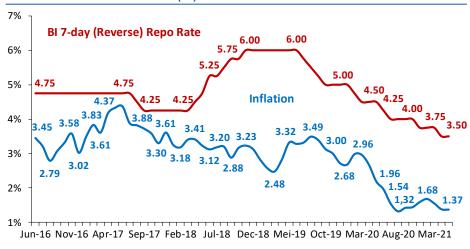


- Fiscal and monetary stimulus continues in 2021 and expects no premature tightening.
- Manufacturing PMI index strengthened in March, hinting stronger growth potential alongside with vaccination progress.
- Inflationary and current account pressures have remained relatively quiescent YTD, and might rise along with demand recovery albeit at manageable level.
- Limited room for further BI rate cuts due to volatility in exchange rate and foreign capital inflow.
- Omnibus Law and INA (Indonesia sovereign wealth fund) are clear signals of the government's commitment for structural reform and attracting FDI.

	1Q-20	1Q-21
Real GDP	2.97%	-2.07%*
СРІ	2.97%	1.37%
BI 7-D Rate	4.50%	3.50%
USD/IDR	16,310	14,525
CA (% of GDP)	-1.31%	-0.45%*

Source: Bank Indonesia *) FY-20 number

Inflation and BI Rates (%)



Source: Central Bureau of Statistics (BPS) and Bank Indonesia

Rupiah/USD



Source: Bloombera





- A record low LDR since 2012 at 82.4% due to government spending and high saving rates.
- CASA grew strongly YoY at 14.1%, however YtD contracted by -2.1%.
- Loans slipped by 1.9% YoY. Some sectors registered YoY growth such as transportation & logistics, plantation, and entertainment & services.
- NPL ratio of 3.2% amidst regulator relaxations policy. Covid-19 related loan restructuring have plateaued.
- CAR stayed solid at 24.5%.

Banking sector Financial Summary

(Rp trillion)	Jan-20	Dec-20	Jan-21	ΔΥοΥ	ΔYtD
Total Assets	8,385	9,178	9,007	7.4%	-1.9%
Total Loans	5,503	5,482	5,397	-1.9%	-1.5%
Third Party Funds	5,942	6,665	6,570	10.6%	-1.4%
CASA	3,314	3,861	3,781	14.1%	-2.1%
Current Accounts	1,421	1,687	1,660	16.8%	-1.6%
Savings Accounts	1,893	2,174	2,121	12.1%	-2.4%
Time Deposits	2,627	2,805	2,788	6.1%	-0.6%
Net Profit	14.6	104.7	12.5	-14.1%	na
NIM	5.0%	4.4%	4.7%	-30bp	30bp
LDR	93.4%	82.5%	82.4%	-1,100bp	-10bp
NPL	2.8%	3.1%	3.2%	40bp	10bp
CAR	22.8%	23.9%	24.5%	170bp	60bp

Source: OJK

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Strong CASA franchise continues

(Rp billion)	Mar-20	Mar-21	ΔΥοΥ	Jun-20	Sep-20	Dec-20	ΔQοQ
Total Assets	972,930	1,090,382	12.1%	975,076	1,003,638	1,075,570	1.4%
Secondary Reserves & Marketable Securities	258,371	435,689	67.9%	307,769	353,793	408,197	6.7%
Loans (Consol)	612,164	586,796	-4.1%	595,136	581,851	588,672	-0.3%
Loans (Consol) & Corp. Bonds	629,745	609,975	-3.1%	612,221	602,828	610,352	-0.1%
Third Party Funds	741,023	849,418	14.6%	761,604	780,678	840,752	1.0%
CASA	568,526	655,845	15.4%	575,974	596,558	643,862	1.9%
Current Accounts	202,204	236,747	17.1%	195,020	205,424	229,821	3.0%
Savings Accounts	366,322	419,098	14.4%	380,954	391,134	414,041	1.2%
Time Deposits	172,497	193,573	12.2%	185,630	184,120	196,890	-1.7%
Equity	171,611	178,713	4.1%	169,170	179,029	184,596	-3.2%





(Rp billion)	1Q-20	1Q-21	ΔΥοΥ	2Q-20	3Q-20	4Q-20	ΔQοQ
Operating Income	19,479	19,086	-2.0%	18,099	18,317	18,862	1.2%
Net Interest Income	13,682	14,132	3.3%	13,566	13,554	13,744	2.8%
Non Interest Income	5,797	4,954	-14.5%	4,533	4,763	5,118	-3.2%
Fees and Commissions	3,462	3,433	-0.8%	3,146	3,000	3,553	-3.4%
Trading Income	1,482	523	-64.7%	712	1,040	683	-23.4%
Others	852	998	17.1%	675	723	882	13.2%
Operating Expenses	(9,461)	(7,231)	-23.6%	(6,727)	(5,899)	(7,249)	-0.2%
Manpower	(5,678)	(3,727)	-34.4%	(2,834)	(2,413)	(2,424)	53.7%
General & Administrative	(3,783)	(3,504)	-7.4%	(3,984)	(3,485)	(4,825)	-27.4%
PPOP (Pre-Provision Operating Profit)	10,017	11,855	18.3%	11,372	12,418	11,613	2.1%
Non Op. Income (Expense) - Net	77	80	4.5%	48	(106)	(269)	-129.6%
Provision	(2,166)	(3,254)	50.3%	(4,357)	(2,606)	(2,471)	31.7%
Net Profit	6,581	7,040	7.0%	5,659	7,795	7,096	-0.8%

Key Ratios



Bank Only	1Q-20	1Q-21	ΔΥοΥ	2Q-20	3Q-20	4Q-20	ΔQoQ
NIM	6.1%	5.3%	-0.8%	5.8%	5.6%	5.4%	-0.1%
COC	1.1%	1.9%	0.8%	2.5%	1.8%	1.2%	0.7%
Risk Adjusted NIM	5.0%	3.4%	-1.6%	3.3%	3.8%	4.1%	-0.7%
CIR	51.8%	35.3%	-16.5%	35.9%	32.1%	37.4%	-2.1%
ROA	3.2%	3.1%	-0.1%	3.1%	3.9%	3.1%	0.0%
ROE	15.6%	15.8% #	0.2%	15.7%	19.3%	15.6%	0.2%
CAR	22.5%	24.5% #	2.0%	22.9%	24.7%	25.8%	-1.3%
LDR	77.6%	65.2%	-12.4%	73.3%	69.6%	65.8%	-0.6%
RIM	78.7%	66.8%	-11.9%	74.4%	71.0%	67.2%	-0.4%
NSFR	160.8%	174.5%	13.7%	156.2%	161.3%	169.9%	4.6%
LCR	290.2%	398.0%	107.8%	309.1%	358.1%	379.2%	18.8%
NPL - gross	1.6%	1.8%	0.2%	2.1%	1.9%	1.8%	0.0%
NPL Coverage	229.8%	280.8%	51.0%	204.5%	243.5%	260.9%	19.9%
LAR ex. Restr. Covid	4.7%	5.0%	0.3%	5.3%	4.6%	4.0%	1.0%
LAR with Restr. Covid	4.7%	19.4%	14.7%	15.5%	18.5%	18.8%	0.6%
LAR Coverage with Restr. Covid & off B/S	89.3%	29.7%	-59.6%	31.1%	28.4%	28.1%	1.6%

[•] LAR: Loan at Risk

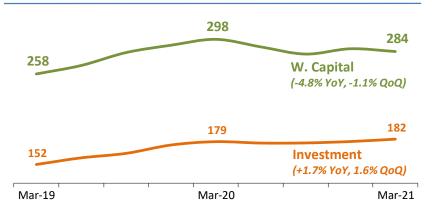
[•] LAR coverage with off B/S in 2020

[#] After final dividend

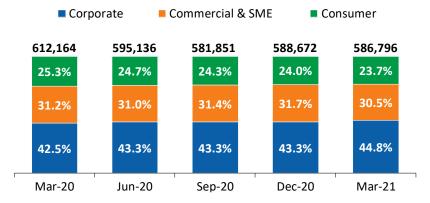


On quarter, lending flat and corp. bonds increased 6.9%





Loan Composition (Rp bn) - Consolidated







Loan Breakdown (Rp bn) - Consolidated

	Mar-20	Dec-20	Mar-21	ΔΥοΥ	ΔQoQ
Corporate	260,388	255,124	262,646	0.9%	2.9%
Commercial & SME	191,173	186,805	178,942	-6.4%	-4.2%
Consumer	154,925	141,174	139,482	-10.0%	-1.2%
- Mortgage	92,524	90,150	89,421	-3.4%	-0.8%
- Vehicles	47,153	36,869	36,000	-23.7%	-2.4%
- 4 Wheeler	45,037	35,387	34,489	-23.4%	-2.5%
- 2 Wheeler	2,116	1,482	1,511	-28.6%	2.0%
- Credit Cards & Others	15,248	14,155	14,061	-7.8%	-0.7%
Sharia Financing	5,678	5,569	5,726	0.8%	2.8%
Total Outstanding Loans	612,164	588,672	586,796	-4.1%	-0.3%
Total Facilities	839,549	842,802	823,796	-1.9%	-2.3%
Corp. Bonds	17,581	21,680	23,178	31.8%	6.9%
Loans + Corp. Bonds	629,745	610,352	609,975	-3.1%	-0.1%

Virtual expo to serve retail segment













No of Visitors

1.2 mn

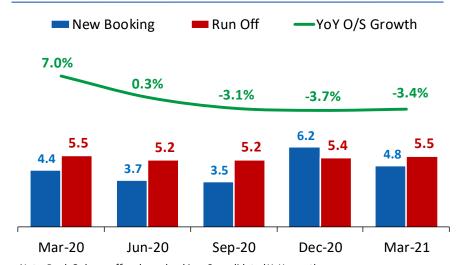




Auto Loans

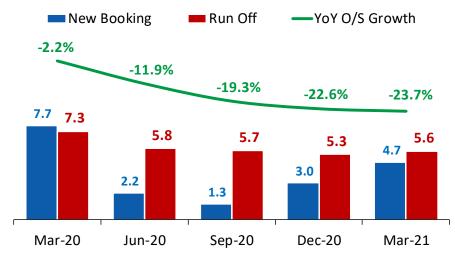
+ ± Rp 5 tn appl.

Quarterly Mortgage New Booking & Run Off (Rp tn)



Note: Bank Only runoff and new booking, Consolidated YoY growth

Quarterly Vehicle New Booking & Run Off (Rp tn)

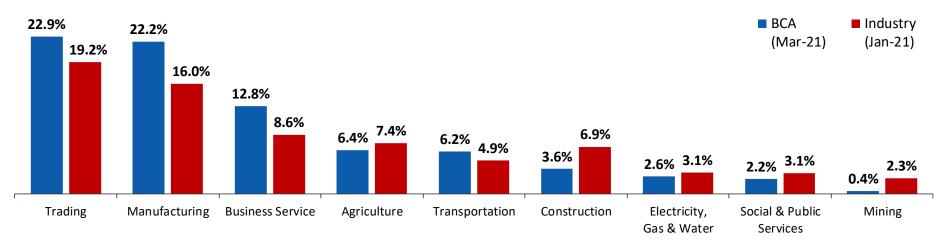


Note: Bank Only runoff and new booking, Consolidated YoY growth

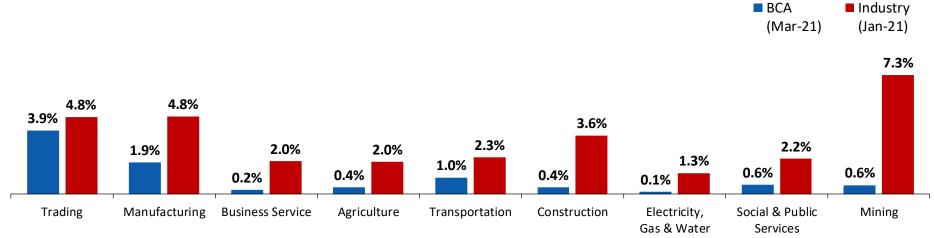




Composition of BCA Business Loans by Sector (%)



BCA Business NPL by Sector (%)



Note: Consolidated numbers based on LBU reporting category

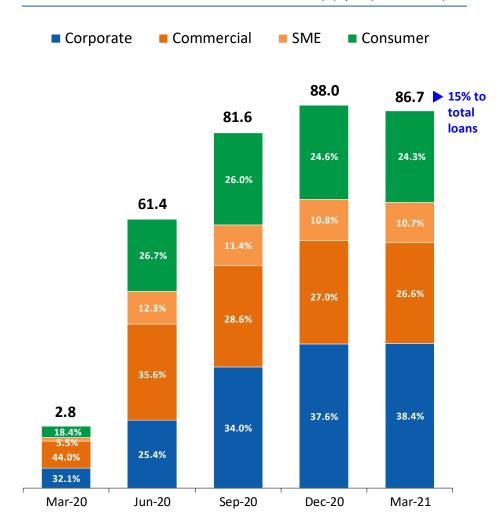




Loan Quality & Restructure Loan (Rp tn) - Bank Only

				•				
Rp trillion	Mar-20	Dec-20	Mar-21	ΔΥοΥ	ΔQoQ			
Total Loans by Collectability	<i>י)</i> :							
Current	572.6	555.2	549.2	-4.1%	-1.1%			
Special Mention	15.6	10.1	14.2	-8.6%	40.3%			
NPL	9.6	10.3	10.5	9.6%	1.7%			
Total Loans	597.7	575.6	573.9	-4.0%	-0.3%			
Restructured Loans (bank o	Restructured Loans (bank only):							
Current	2.8	88.0	86.7	2,957%	-1.4%			
Special Mention	4.0	5.3	7.5	87.4%	43.4%			
NPL	2.1	4.2	4.8	126.9%	14.3%			
Total Restruct. Loans	9.0	97.5	99.1	1,002.8%	1.7%			
Total LAR	28.0	22.8	28.8	3.0%	26.2%			
Total LAR (incl. Covid)	28.0	108.5	111.5	298.3%	2.8%			
% LAR / Loans	4.7%	4.0%	5.0%	0.3%	1.0%			
% LAR (incl. C-19) / Loans	4.7%	18.8%	19.4%	14.7%	0.6%			

Current Restructure - include Covid -19, (Rp tn) - Bank Only





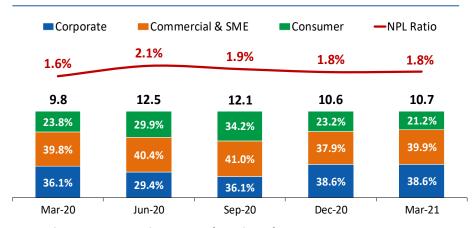
Asset quality and coverage trend

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

■Commercial & SME -SML Ratio Corporate Consumer 2.8% 2.6% 2.5% 2.3% 1.8% 15.4 17.4 13.9 11.1 17.9 31.4% 34.0% 37.3% 44.3% 48.2% 24.6% 26.6% 28.3% 29.9% 26.5% 43.1% 23.3% 33.0% 24.0% 23.3% Mar-21 Mar-20 Jun-20 Sep-20 Dec-20

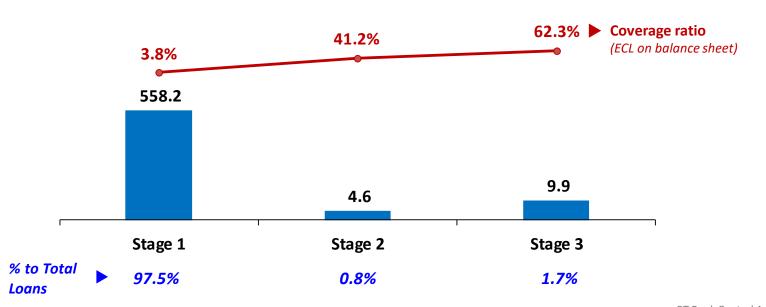
Note: The remaining contribution came from Sharia financing

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



Note: The remaining contribution came from Sharia financing

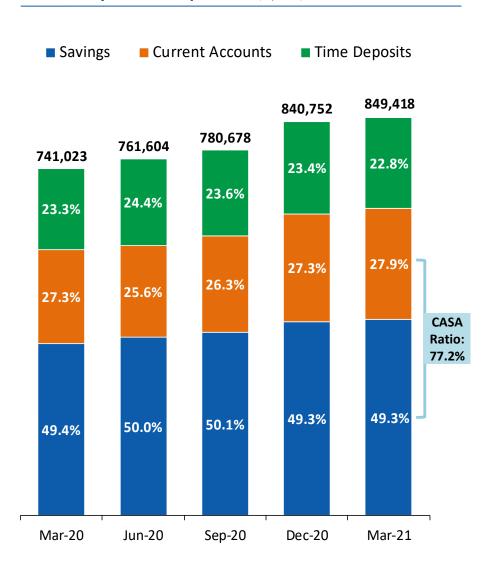
Loan Staging (% of Total Loan per Stage, Rp tn) – Consol excluding sharia & consumer receivables







Third Party Fund Composition (Rp bn) - Consolidated



Third Party Funds (Rp bn) - Consolidated

	Mar-20	Dec-20	Mar-21	ΔΥοΥ	ΔQοQ
CASA	568,525	643,862	655,845	15.4%	1.9%
Current Accounts	202,204	229,821	236,747	17.1%	3.0%
Savings Accounts	366,321	414,041	419,098	14.4%	1.2%
Time Deposits	172,497	196,890	193,573	12.2%	-1.7%
Third Party Funds	741,023	840,752	849,418	14.6%	1.0%
CASA Ratio	76.7%	76.6%	77.2%	0.5%	0.6%



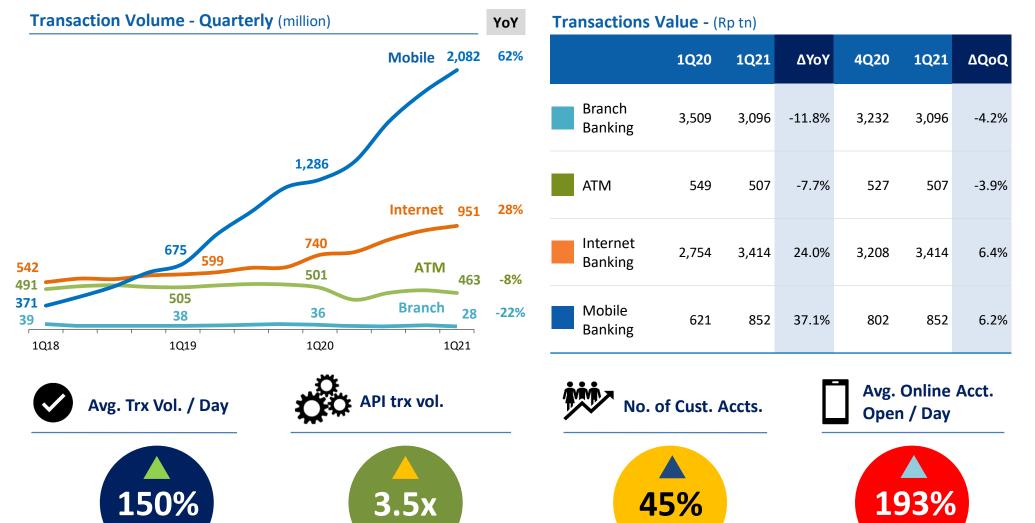






Digital transactions: exponential growth





Channel: ATM, mobile, internet, branch, Flazz, EDC

in 3 years

Analysts Meeting 1Q-21 PT Bank Central Asia Tbk

in 2 years

in 3 years

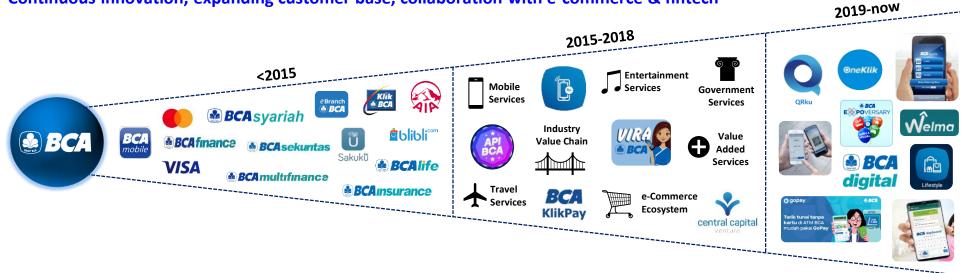
YoY

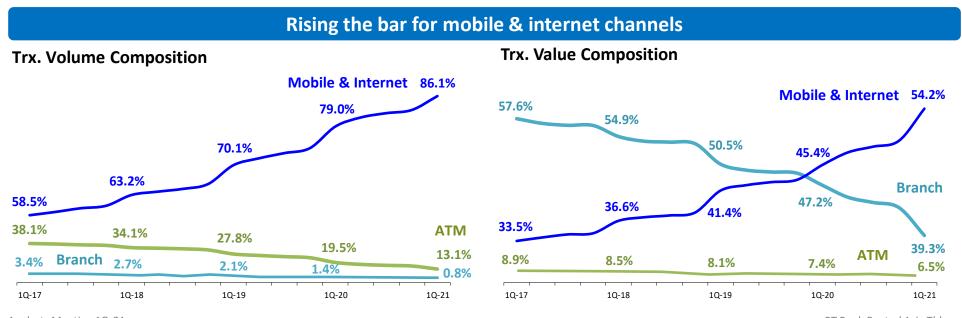
Expanding ecosystem and collaboration



16

Continuous innovation, expanding customer base, collaboration with e-commerce & fintech

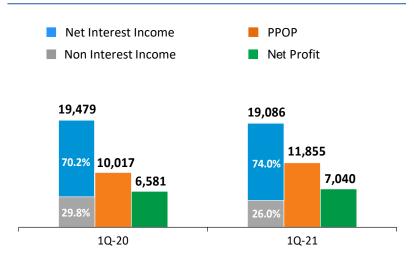




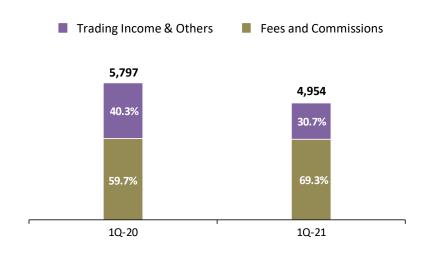
Profitability trend



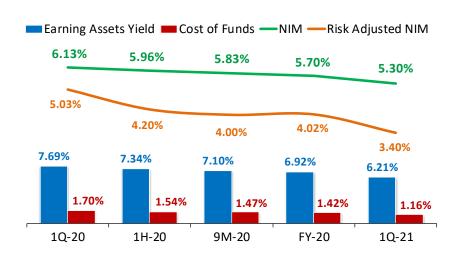
Profitability (Rp bn) - Consolidated



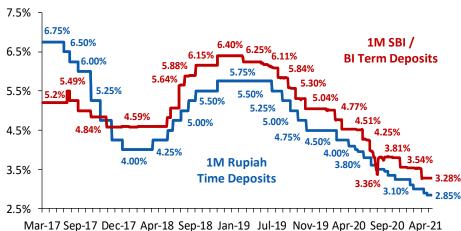
Non Interest Income (Rp bn) - Consolidated



NIM, Yield and Cost of Funds YtD - Bank Only



Interest Rate*



^{*} Maximum interest rate offered

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Sustainability Governance Framework

Sustainable Finance Vision, Mission, Values

Pillar

Responsible Banking

Sustainability Culture Social Value Creation

Scope

- Responsible Financing
- Service Quality &
 Customer Trust *
- Technology & Digitalization
- Customer Data Privacy & Security Protection
- Fraud & Financial Crime
 Prevention

- Fair Operating Practices *
- Human Rights & Labor
 Practices *
- Environment

- Education *
- Environment, Health,
 Culture Preservation &
 Donation *
- CommunityEmpowerment
- Financial Inclusion &
 Literacy *

UN SDG reference

No. 7,8,9,13,16

No. 3,4,5,7,8,9,10,13,16

No. 3,4,5,8,9,10,13

UN SDG (Sustainable Development Goals)



















^{*)} Reflecting the core subjects of corporate social responsibility

Responsible Banking













Sustainable Finance Portfolio

Rp. **126**Tn +6.2% %y

21.4% contribution to BCA Loan Portfolio

Covering Sustainable Sectors

- Renewable Energy
- Energy Efficiency
- Living Natural Resources Management & Sustainable Land Use
- Eco-friendly

- Sustainable Water & Wastewater
 Management
- Eco-efficient Product
- Environmentally Friendly Building

and Micro SME for National Development



Living Natural Resources Management & Sustainable Land Use

Rp. 31.1 Tn

24.7% SF Portfolio

No. of certifications:

- 56 RSPO/ISPO (CPO)
- 6 FSC (forest)
- 5 PEFC (forest)
- 2 (coffee / cacao plantation)

... continuous contribution in Micro & SME segment



Rp. **76.5** Tn

-4.6% YoY -0.9% YtD

60.7% SF Portfolio

Micro & SME Financing Program



Collaborate with iGrow to facilitate KUR in agricultural sector through digital platform **Rp 25 Bn**



787 MSMEs joined Bangga Lokal BCA

Customer Data Privacy & Security Protection



- BCA data center received PCI DSS
 3.2.1 certification for global data security
- ISO 20000-1:2018 for IT service management

Service Quality & Customer Trust

Improve transaction security, continuously educate customers to use more secure chip-based-card



18,6 million cards (81%) are chip-based

Promoting Sustainability Culture



Fair Operating Practices

- Certain level employees have filled annual disclosure regarding conflicts of interest in the 2021
- Employee education: mandatory e-learning for Good Corporate Governance (GCG)



Good Labor Practices



Work-life balance through BCA Sport & Art Events / Porseni 2021



S1 & S2 scholarships for **33 employees** in 2021



Employee education through various digital avenues: Zoom webinars, podcast Inspigo, internal program "Community of Practice / COP", Instagram BCA Semua Beres

Environment



- Promoting SDGs through BCA 2021 desk calendar
- Desk calendars distribution without paper envelopes



8 HQ buildings, 120 branches participated in Earth Hour events on March 28, 2021

Switching to more efficient paper usage, from 80 gr/m2 to 75 gr/m2. saving 4.8 ton or 9.8 tCO2 eq



Employee education: mandatory e-learning for Sustainable Finance

Social Value Creation through "Bakti BCA" & "SYNRGY"



Bakti BCA – Smart Solution



Rp. 108 million cash prize to support education competition. BCA collaborated with MGMP DKI Jakarta & PesonaEdu.



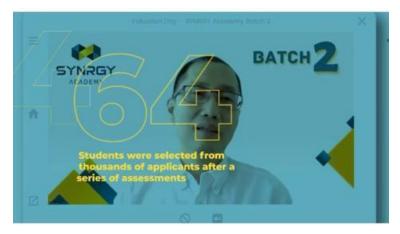
"Brain-Based Teacher" seminar for teachers in Eastern Indonesia

SYNRGY ACADEMY

3 Public Webinars



64 participants for SYNRGY ACADEMY batch 2



Bakti BCA – Synergy Solution





BCA provided humanitarian assistance to communities affected by:

- earthquake in Mamaju, West Sumatra
- flood in Jakarta, Pekalongan & Karawang

Achievements of Sustainability Governance



MSCI Indonesia Index

Ranked 1st of Top 10 Constituents

FTSE4Good ASEAN 5 Index

Ranked 3rd of Top 10 Constituents

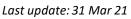
(SRI) KEHATI Index

Constituent of Sustainable Investment

IDX ESG LEADERS Index

1 of 30 Public Company Listed







Last update: 31 Mar 21



Period: Dec 2020 - May 2021



Period: 14 Dec 2020 - 16 Mar 2021



January 2021

One of Indonesian companies included in The Top 2000 **World Benchmark Alliances List** for sustainability achievements



February 2021

1st The Best, Indonesia GCG Award- VI-2021 for public company, bank BUKU IV category (by Economic Review)



Pentingsari Tourism Village, one of BCA's assisted villages, awarded as sustainable tourism village by Ministry of Tourism & Creative Economy

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BCA Shareholding Structure (as of 31 March 2021)

	Number of Shares	Ownership Percentage
PT Dwimuria Investama Andalan *	13,545,990,000	54.94%
Public**	11,109,020,000	45.06%
Total	24,655,010,000	100.00%

Note:

Performance BBCA vs JAKFIN Index

(Relative price up to 3 Mar 2021 against 16 Apr 2021)



Fitch Ratings

Per December 2020

Description	Rating
Outlook	Stable
Local long-term rating	AA+ (idn)
Issuer default – long-term rating	BBB-
Support rating	3
Issuer default – short-term rating	F3
Support rating	3

Pefindo Ratings

Per March 2021

Description	Rating
Issuer	idAAA/Stable
Local IDR Sub-debt	id AA



Shareholder of PT Dwimuria Investama Andalan are Mr. Robert Budi Hartono and Mr. Bambang Hartono, therefore ultimate shareholder of BCA are Mr. Robert Budi Hartono and Mr. Bambang Hartono.

^{**} In the composition of Shares held by the public, 2.49% of the shares are owned by parties affiliated with PT Dwimuria Investama Andalan.

Awards and recognitions - 2021







Iconomics Marketing Brands Award 2020 Millenials Choice Winner for Categories: Savings (Tahapan) and Credit Card



Indonesia WOW Brand Festive Day 2021

BCA – is the Winner for Categories: Saving Account, Digital Saving & Digital Lounge, Credit Card, Internet Banking, ATM, Mobile Banking, E-Money, Call Center and Mortgage





Indonesia Digital Innovation Awards 2021

BCA – The Most Innovative Conventional Bank for The Marvelous Digital Banking Features Accessibility for category: Banking



Iconomics Inspiring Women 2021

BCA CFO – Contribution to The
Organization as The Leading Digital
Bank

ESG



MSCI Indonesia Index

Rank 1 of Top 10 Constituents





Last update: 31 Mar 21

FTSE4Good ASEAN 5 Index

Rank 3 of Top 10 Constituents





Period: Dec 2020 - May 2021

(SRI) KEHATI Index

Constituent of Sustainable Investment





Period: Dec 2020 - May 2021

IDX ESG LEADERS Index

1 of 30 Publicly Listed Companies



January 2021

One of Indonesian companies that is included in The Top 2000 World Benchmark Alliances List for sustainability achievements





February 2021

1st The Best, Indonesia GCG Award- VI-2021 for public company, bank book IV category (by Economic Review)





March 2021

Pentingsari Tourism Village, one of BCA's assisted villages, **awarded as Sustainable Tourism Village** by Ministry of Tourism & Creative Economy

Others





PR Indonesia Awards 2021 (PRIA)

BCA – Most Popular National Private Companies in Print Media 2020





JCB Indonesia Award 2021

BCA – The 3rd Best of New Card Issuing in Southeast Asian Countries 2020





Infobank 4th Satisfaction Loyalty

Engagement (SLE) Awards 2021

The Best For Categories:

- (1st rank) Customer Service, Teller and ATM
- (2nd rank) Branch & Mobile Banking
- (3rd rank) Marketing Engagement Index
- (4th rank) Best Overall SLE



Indonesia GCG Award VI 2021

BCA – The Best Indonesia GCG Award 2021 for Category Public Company Bank BUKU IV

Awards and recognitions - 2020













Obsession Award 2019 BCA - Best Companies



Bank Indonesia Award 2020

BCA - for Category Commercial Private Bank



5th Indonesia Best Banking Award 2018

BCA – Bank with "Sangat Sehat" Predicate in Category BUKU IV with Assets > Rp500 trillion



Forbes

Best of the Best Awards 2020

- BCA Top 50 Companies for 2020 (rank 16)
- BCA Trifecta Award for Winning 3 Years in a





Infobank Award 2020

BCA - With Predicate 'Excellent" for Financial Performance in 2019. Category Bank BUKU IV





Top Bank Award 2020

BCA - Receive 'Platinum' Predicate in Category BUKU IV

Iconomics Emiten Award 2020

BCA - BCA Received Awards in Category Finance Sector

Best Brand





Top 100 Most Valuable Global Brands 2020

- BCA recognized as the Most Valuable Global Brand (90th rank)
- BCA Top 10 BrandZ Regional Bank





Indonesia Financial Award 2020 (Millennial's Choice)

BCA - is Awarded in: Brand Awareness, Brand Image & **Customer Service Quality**



TOP Innovation Choice Award 2020

BCA - The Best For:

- Fitur bagi-bagi m-Banking
- Welma Apps





Indonesia Best Brand Award 2020

BCA – The Winner for Categories:

- · Credit Card (Platinum)
- Private Bank

Digital





- Top Digital 2020 Level Stars 5
- Top Digital Transformation Readiness 2020



Indonesia IT Award III 2020

BCA - Received Platinum Award -2nd Best IT for Public Company



Indonesia Property & Bank Awards 2020

BCA - Best Home Ownership Loan Technology





3rd DataGovAi 2020 Summit and Awards

BCA - The Best For: Data Technology & Governance **ESG**



Perspektif Baru Bisnis & Ekonomi

Indonesia CSR PKBL Award 2020 (Prosperity, Humanity, and Sustainability)

BCA - TOP 4 CSR for Indonesia CSR x PKBL Award 2020, Category Finance, Subsector Bank BUKU IV



Environmental, Social & Governance (ESG) Award 2020

The Best For Categories:

- Issuer LQ 45 ESG
- Social Disclosure (S) Banking Sector Issuerr
- · ESG Disclosure Buku IV Bank
- Environmental Disclosure (E) Buku IV Bank
- Social (S) Buku IV Bank

Others





Indonesia Financial Award 2020 Awarded with the category of Combating COVID-19





Indonesia Customer Experience Award

Winner for Categories: Mobile Banking and Credit Card





Anugerah Inovasi IDX Channel 2020

BCA Received Awards in Category Product and Business Model





CONTACT CENTER WORLD

Contact Center World (CCW)

 Winning world class in 8 consecutive years from 2012-2019

Contact Center World (CCW) -Asia Pacific Awards 2020

BCA - Received 11 Gold Award, 4 Silver Award, 2 **Bronze Award**



Thank you

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