

Corporate Presentation

PT Bank Central Asia Tbk

FY 2019 Results

Agenda



Macro-economy & Banking Industry Highlights

- Macro-economy
- Banking Industry Highlights

BCA FY19 Performance Overview

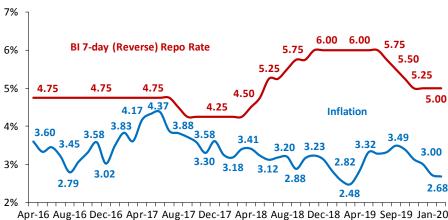
- Financial Highlights
- Loans
- CASA, Transaction Banking & Digital Channels
- Profitability
- Sustainability Finance & ESG
- Corporate Updates





- Global economic growth remained slow.
 Phase 1 US China trade deal provides some optimism
- BI reduced its benchmark rate by 100 bps in total throughout 2019. Indonesia GDP growth came in at 5.0% in 2019
- Inflation remained benign at 2.7% in Dec-19. Exchange rate is well supported at current level
- BI expects Indonesia GDP growth at 5.1-5.5% level in 2020
 - Coronavirus outbreak further cut global GDP growth expectation in 1Q20. Indonesia might face unstable trade flow with China
 - Exports of Indonesia's major commodities are expected to remain weak
 - Cautious on volatility of emerging market portfolio fund flow and domestic mutual fund redemption

Inflation and BI Rates (%)



Apr-16 Aug-16 Dec-16 Apr-17 Aug-17 Dec-17 Apr-18 Aug-18 Dec-18 Apr-19 Sep-19 Jan-20 Source: Central Bureau of Statistics (BPS) and Bank Indonesia

Rupiah/USD

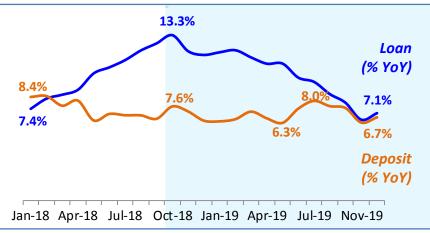


Source: Bloomberg

Banking sector saw declining loan demand, higher nominal NPL



Sector: slowing loan growth



Source: Financial Services Authority (OJK)

Sector: higher sector NPL growth (% YTD)



Source: Financial Services Authority (OJK)

Banking Industry Financial Summary (Rp trillion)

	Nov-18	Dec-18	Nov-19	ΔΥΤΟ	ΔΥοΥ
Total Assets	7,878	8,068	8,411	4.2%	6.8%
Total Loans	5,160	5,295	5,524	4.3%	7.1%
Third Party Funds	5,573	5,630	5,948	5.6%	6.7%
CASA	3,106	3,140	3,325	5.9%	7.1%
Current Accounts	1,366	1,315	1,458	10.9%	6.7%
Savings	1,740	1,825	1,867	2.3%	7.3%
Time Deposits	2,467	2,490	2,623	5.3%	6.3%
Net Profit	136.0	150.0	143.2	na	5.3%
NIM	5.1%	5.1%	4.9%	-20bp	-20bp
LDR	93.2%	94.8%	93.5%	-130bp	30bp
NPL	2.7%	2.4%	2.8%	40bp	10bp
CAR	23.3%	23.0%	23.8%	80bp	50bp

Source: Financial Services Authority (OJK)

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Balanced growth of loans and CASA

(Rp billion)	Dec-17	Dec-18	Sep-19	Dec-19	ΔQοQ	ΔΥοΥ
Total Assets	750,320	824,788	893,594	918,989	2.8%	11.4%
Secondary Reserves	109,682	99,380	132,081	118,684	-10.1%	19.4%
Marketable Securities & Gov't Bonds (> 1 year)	67,116	69,844	75,849	85,310	12.5%	22.1%
Loans	480,768	551,155	585,491	603,743	3.1%	9.5%
Third Party Funds	585,571	634,928	683,053	704,791	3.2%	11.0%
CASA	444,309	483,933	513,884	532,013	3.5%	9.9%
Current Accounts	151,575	167,268	179,735	185,722	3.3%	11.0%
Savings	292,734	316,665	334,149	346,291	3.6%	9.4%
Time Deposits	141,262	150,995	169,169	172,778	2.1%	14.4%
Equity	131,402	151,753	167,982	174,143	3.7%	14.8%



Solid PPOP on the back of strong top line growth

(Rp billion)	1Q19	2Q19	3Q19	4Q19	FY17	FY18	FY19	ΔQοQ	ΔΥοΥ
Operating Income	16,690	17,552	18,196	19,186	56,984	63,036	71,624	5.4%	13.6%
Net Interest Income	11,989	12,642	12,800	13,393	41,858	45,336	50,824	4.6%	12.1%
Non Interest Income	4,701	4,910	5,396	5,793	15,126	17,700	20,800	7.4%	17.5%
Fees and Commissions	3,226	3,269	3,518	3,597	10,388	11,998	13,610	2.2%	13.4%
Trading Income	681	691	829	909	1,772	2,762	3,110	9.7%	12.6%
Others	794	950	1,049	1,287	2,966	2,940	4,080	22.7%	38.8%
Operating Expenses	(8,084)	(7,565)	(6,958)	(8,136)	(25,192)	(27,653)	(30,744)	16.9%	11.2%
Personnel Expenses	(4,596)	(3,309)	(2,331)	(2,672)	(11,037)	(11,807)	(12,909)	14.6%	9.3%
General & Administrative Expenses	(3,488)	(4,256)	(4,627)	(5,464)	(14,155)	(15,846)	(17,835)	18.1%	12.6%
PPOP (Pre Provision Operating Profit)	8,606	9,987	11,238	11,050	31,792	35,383	40,880	-1.7%	15.5%
Provision	(982)	(1,465)	(1,050)	(1,095)	(2,633)	(2,677)	(4,591)	4.3%	71.5%
Profit before Tax	7,624	8,522	10,188	9,955	29,159	32,706	36,289	-2.3%	11.0%
Net Profit	6,062	6,800	8,059	7,644	23,310	25,855	28,565	-5.1%	10.5%
EPS – year to date (Rp)	246	522	849	1,159	945	1,049	1,159	na	10.5%



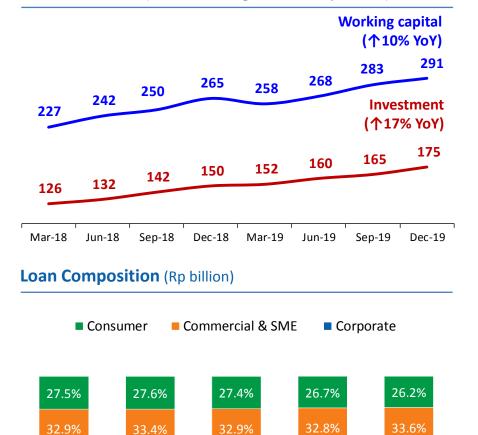


Bank Only	Dec-17	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19	ΔΥοΥ
NIM	6.2%	6.1%	6.2%	6.2%	6.2%	6.2%	10bp
CIR	44.4%	44.3%	50.0%	46.2%	43.8%	43.7%	-60bp
ВОРО	58.6%	58.2%	65.2%	62.6%	59.8%	59.1%	90bp
COC	0.4%	0.5%	0.6%	0.7%	0.8%	0.8%	30bp
ROA	3.9%	4.0%	3.5%	3.7%	4.0%	4.0%	0bp
ROE	19.2%	18.8%	15.4%	16.8%	18.0%	18.0%	-80bp
CAR	23.1%	23.4%	24.5%	23.6%	23.8%	23.8%	40bp
LDR	78.2%	81.6%	81.0%	79.0%	80.6%	80.5%	-110bp
RIM	na	82.5%	81.9%	80.0%	81.7%	81.6%	-90bp
NSFR	na	154.3%	157.9%	158.3%	155.1%	157.7%	340bp
LCR	na	278.2%	275.7%	276.0%	272.0%	276.3%	-190bp
NPL - gross	1.5%	1.4%	1.5%	1.4%	1.6%	1.3%	-10bp
NPL - net	0.4%	0.4%	0.5%	0.5%	0.6%	0.5%	10bp
Loan at Risk	3.6%	3.7%	4.2%	4.3%	4.3%	3.8%	10bp
Provision / NPL	190.7%	178.7%	171.4%	183.7%	163.8%	189.2%	1,050bp
Provision / Loan at Risk	78.8%	67.3%	60.1%	59.5%	61.3%	65.9%	-140bp



Business segment supported overall loan growth





38.8%

Jun-19

39.6%

Sep-19

Note: The remaining contribution came from Sharia financing

38.1%

Mar-19

38.7%

Dec-18

Loans Breakdown (Rp billion)

	Dec-17	Dec-18	Dec-19	ΔΥοΥ
Corporate	176,998	213,274	236,875	11.1%
Commercial & SME	159,389	181,107	202,888	12.0%
Consumer	140,190	151,874	158,334	4.3%
Mortgage	78,466	87,901	93,656	6.5%
Vehicles	47,369	48,153	47,627	-1.1%
4 Wheeler	42,957	44,812	45,438	1.4%
2 Wheeler	4,412	3,341	2,189	-34.5%
Credit Cards	11,528	12,893	14,106	9.4%
Employee	2,827	2,927	2,946	0.6%
Sharia Financing	4,191	4,900	5,645	15.2%
Total Outstanding	480,768	551,155	603,743	9.5%
Total Facilities	669,489	753,604	822,160	9.1%

Analysts Meeting FY19

PT Bank Central Asia Tbk

39.2%

Dec-19

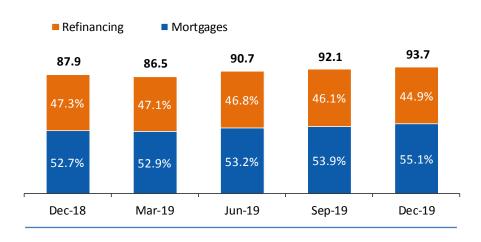


Modest mortgage growth amid slow property sector

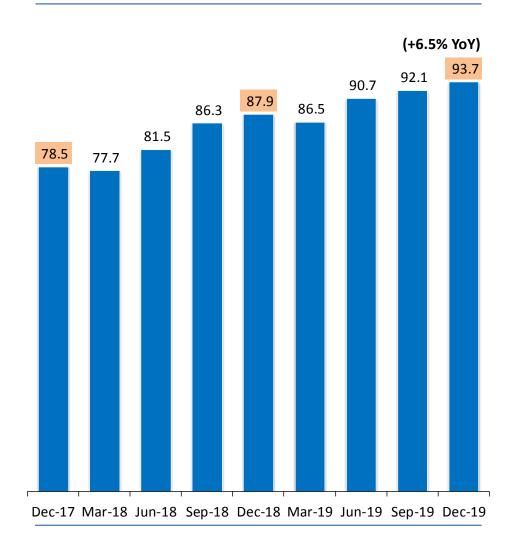
Mortgage Portfolio

	Dec-17	Dec-18	Dec-19	ΔΥοΥ
# Customers Accounts	102,665	107,079	112,525	5.1%
Total Outstanding (Rp bn)	78,466	87,901	93,656	6.5%
Avg. Loan Outstanding (Rp mn)	764	821	832	1.3%

Mortgage Composition (Rp trillion)



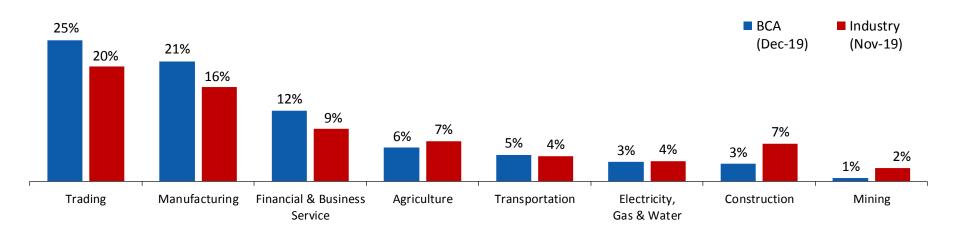
Total Mortgage Portfolio (Rp trillion)



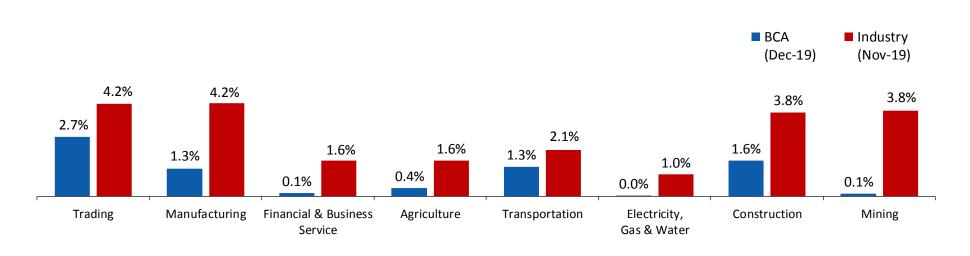




Composition of BCA Business Loans by Sector (%)



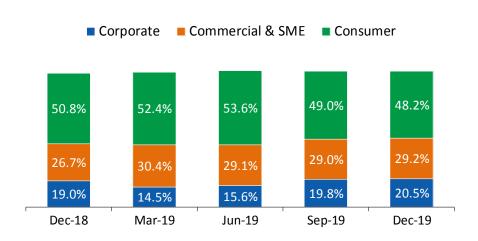
BCA Business NPL by Sector (%)



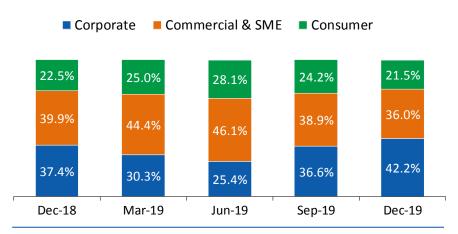
Ample Loan loss coverage



Special Mention Composition (% of Total SML)



NPL Composition (% of Total NPL)

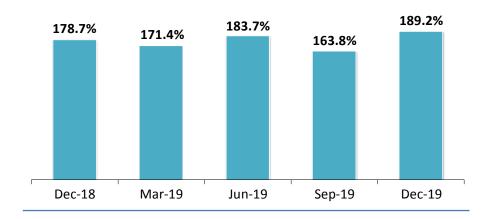


Note: The remaining contribution came from Sharia financing

Loan Quality (Rp billion)

	Dec-17	Dec-18	Dec-19	ΔΥοΥ
Current	465,797	532,475	582,698	9.4%
Special Mention	7,859	10,968	13,002	18.5%
Performing Loans	473,656	543,443	595,700	9.6%
Substandard	2,018	1,702	1,347	-20.9%
Doubtful	738	1,220	742	-39.2%
Loss	4,356	4,790	5,954	24.3%
NPL	7,112	7,712	8,043	4.3%
Total Loans	480,768	551,155	603,743	9.5%
NPL Ratio - gross	1.5%	1.4%	1.3%	-10bp
NPL Ratio - net	0.4%	0.4%	0.5%	10bp

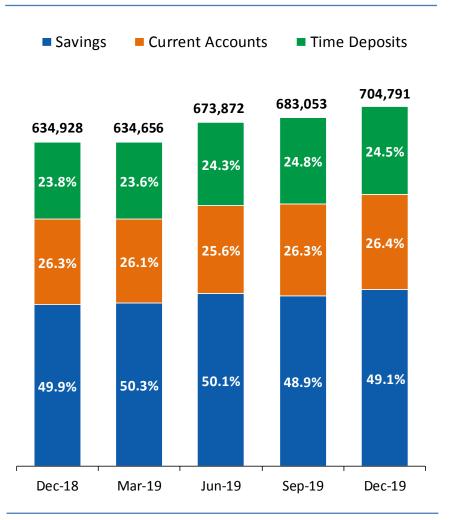
Loan Provision / NPL (Bank Only)



Sustainable CASA growth, underpinned by strong transaction banking franchise



Third Party Fund Composition (Rp billion)



Third Party Funds (Rp billion)

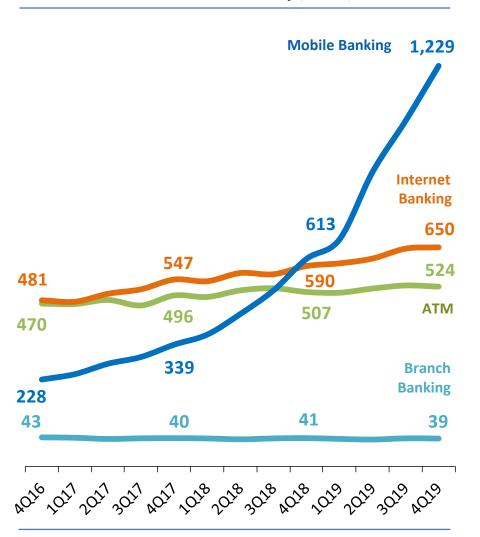
	Dec-17	Dec-18	Dec-19	ΔΥοΥ
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Savings	292,734	316,665	346,291	9.4%
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Third Party Funds	585,571	634,928	704,791	11.0%





Robust growth in e-channel transactions

Number of Transactions - Quarterly (million)



Transactions Value - (Rp trillion)

		FY17	FY18	FY19	YoY
Branch	Banking	14,131	14,866	14,586	-1.9%
ATM		2,178	2,303	2,322	0.8%
Interne	et Banking	7,694	9,107	10,701	17.5%
Mobile	Banking	970	1,389	2,089	50.4%



Our recent digital initiatives



Customer Retention, Experience Enrichment

Cardless transaction



Welma

wealth mgt. apps

- Flazz top up
- Cardless cash deposit & withdrawal





Transactions via chatting apps









VIRA

Chat bot - Virtual **Assistant**





e-commerce payment







Halo BCA video conf.





Customer Acquisition

Online account opening via Mobile BCA

Process Efficiency

Improving process for branches by utilizing machine & mobile apps







e-branch

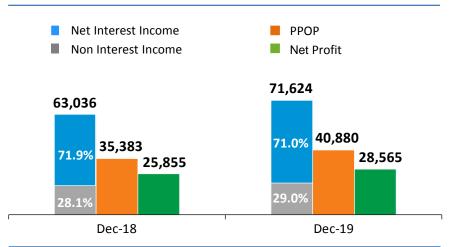
e-service

CS digital & STAR teller assisted machines

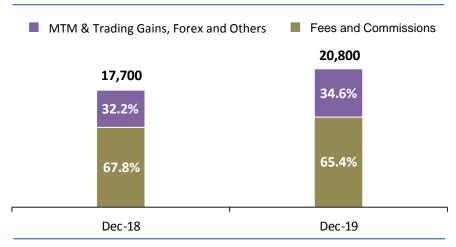
Delivered strong results in NII and Non NII



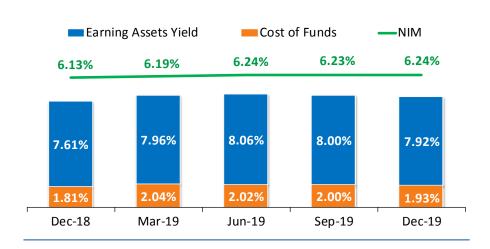
Profitability (Rp billion)



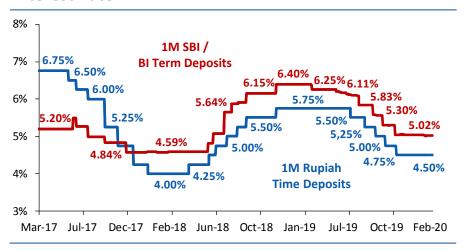
Non Interest Income (Rp billion)



NIM, Yield and Cost of Funds (Bank Only)



Interest Rate*



^{*} Maximum interest rate offered

Sustainability Finance & ESG

BCA Always by your side

Journey of Sustainable Finance

Kick Off 2015

- One of the first movers on Domestic Sustainable Banking
- First publication of Sustainability Report

Ongoing & 2019-2023 Strategic Plan

Growing Sustainable financing portfolio



Sustainable Finance Portfolio as of 2019

Rp116.3 tn (个13.8% YoY)

- Capacity building
- Align structure, governance and SOP

- Vision

"To be the bank of choice and a major pillar of the Indonesian economy that aligns with Indonesia's sustainable development"

Rating & Awards





BCA Commitments to ESG



ENVIRONMENT

- Energy saving through promotion of online channels (+51.5%) rather than branch banking (-2.2%)
- Minimized paper use (-12.9%)
- Support green office
- CSR Program 'Bakti BCA'
 - ✓ Planted **20,200** mangrove trees
 - ✓ Promote conservation program for **Orangutan** & **Sea Turtle**



SOCIAL

- 27.3% female Directors
- 63.8% of job promotion was awarded to female employees
- 656 employees participated in ESG related trainings
- **4.67 of 5.00** Gallup Cust. Engagement index
- 99.4% customer complaints resolved
- CSR Program 'Bakti BCA'
 - √ 731 scholarships (Rp5.4 bn)
 - √ 12 rural villages empowerment
 - ✓ Supported **17** schools
 - √ 98,000 people received financial literation



GOVERNANCE

- Established ESG team in Aug 2019
- Set internal Sustainable Finance guidelines
- Submit Sustainable Finance Plan "RAKB" to regulator for 2019-2023







Corporate updates



Acquisitions

• BCA completed the acquisition of Bank Royal Indonesia on 31 October 2019.

 Signed Conditional Sale and Purchase Agreement (CSPA) for the acquisition of Rabobank Indonesia on 11 December 2019. The acquisition is subject to shareholders and regulatory approval.



 Interim cash dividend for 2019 was paid at Rp100 per share (+18% YoY) on 20 Dec 2019

• Cash dividend for financial year 2018 amounted to Rp340 per share, increased 33% YoY. The cash dividend represented dividend pay-out ratio of 32%, compared to 27% in previous year.

New accounting policy, PSAK 71

- Implementation of new accounting policy, PSAK 71 (IFRS 9, related to financial asset impairment), is effective in 2020
- Recorded equity adjustment of Rp5-6 trillion





BCA Shareholding Structure (as of 31 December 2019)

	Number of Shares	Ownership Percentage
PT Dwimuria Investama Andalan *	13,545,990,000	54.94%
Anthoni Salim	434,079,976	1.76%
Public**	10,674,940,024	43.30%
Total	24,655,010,000	100.00%

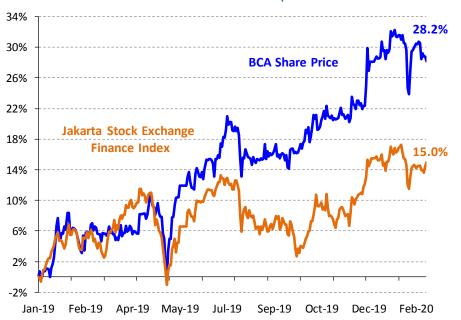
Note:

Fitch Ratings

Published on July 2019

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

Performance BBCA vs JAKFIN Index (31 Dec 2018 – 19 Feb 2020)





^{*} 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.



FinanceAsia



FinanceAsia Country Awards 2019

- BCA as Best Asian Bank for 4 times in a row since 2016
- BCA as Best Bank in Indonesia

EuroMoney



Euromoney Awards for Excellence 2019

- BCA was awarded as 'Best Bank' in Indonesia
- BCA received the award for the past 6 years in a row (2014 – 2019)

AsiaMoney



New Year Awards Dinner 2019

BCA – Trade Finance Market Leader in indonesia (Asian banks only)

Markplus.Inc



Indonesia WOW Brand Award 2018

- Gold Champion Category: ATM, Internet Banking, Call Centre, Mobile Banking & Saving Account
- Silver Champion Category: e-money, Credit Card and Mortgage

Obsession Media Group



Obsession Award 2019

• BCA - Best Private Bank

Service Excellence Magazine & Carre – CCSL

Contact Center Service Excellence Award 2017

Excellent Award:

- Halo BCA Facebook Customer Service
- Halo BCA Chat Online Chat Customer Service
- Halo BCA Live Chat Online Chat Customer Service

Exceptional Award:

- Halo BCA Categories: Regular Credit Card, Personal Loan, EDC, KPR, Sharia Banking & Automotive Financing
- Halo BCA (BCALife) life & Health Insurance
- Halo BCA Twitter Customer Service & Customer Service Fmail Centers

SWA Magazine & Asosiasi Psikologi Positif Indonesia (ap2i)



Positive Organization Award 2019

BCA – The Most Positive Organization For its Achievement in Implementing Positive Organization Dimensions

TRAS n CO Indonesia, INFO BRAND & IMFocus





Indonesia Digital Popular Brand Award 2019

Is Awarded to BCA – for Catergories:

 Kartu Kredit, Internet Banking, Mobile Banking & Call Center in Recognition of Building a Popular Brand Based On Search Engine, Social Media and Website Based

InMA



Indonesia Inhouse Magazine Awards 2019

- InfoBCA Gold Winner– The Best of Private Company InMA 2019
- InfoBCA Silver Winner– The Best of Private Company InMA 2019
- InfoBCA Silver Winner– The Best of E-Magazine Private Company InMa 2019

Ministry of Finance



Taxpayer's Awards and Appreciation 2018

BCA – For the Contribution in Tax Receipts in 2018

Warta Ekonomi Magazine



Indonesia 4° Digital Innovation Award 2019

 BCA - Innovative Company in Quickly Responding to Customer Problems in Digital Financial Services. Category: National Private Foreign-Exchange Commercial Bank

Warta Ekonomi Magazine

Warta Ekonomi .co.id

Perspektif Baru Bisnis & Ekonomi

Indonesia Millenials top Brand Award 2019

- BCA as 1st Millenial's Choice in: Bank, Saving Account and Credit Card Category.
- Flazz BCA 2nd Millenial's Choice in E-Money Category
- KPR BCA 2nd Millenial's Choice in Home Ownership Loans Category



Infobank & Marketing Research Indonesia





Infobank Better Brand 2019

BCA – Received MRI - Infobank Better Brand 2019 for category Savings

Infobank



Infobank Digital Brand Awards 2019

For Conventional Bank Category:

- 1st rank (Overall) Digital Brand: E-Money, Flazz, BCA Prioritas, Conventional Bank.
- The Best Digital Brand 2014-2018: Debit Card, Time Deposits, KKB, Credit Card, Savings, Wealth Management & Savings

Investor Magazine



Investor Award 2019

BCA – Top Performing Listed Companies 2018 for Market Capitalization > Rp10 trillion

HR Asia



HR Asia Award 2019

BCA – Best Companies to Work for in Asia 2019

Economic Review Magazine



Banking Service Excellence Awards 2019

For Category Commercial Bank

• Best Mobile Banking (1st place)

Infobank

- Best Digital Lounge(1st place)
- ATM Public Area (1st place)
- Best Opening Account Mobile Application (1st place)
- Best CDM/CRM (2nd place)
- Best CDM/CRM (2nd place)
- Best Digital Banking (4th place)
- Best Overall Performanca (4th place)

Investor



Investor Best Bank 2019

The Best Bank in Indonesia for Commercial Bank Category with Capital> Rp30 trillion

Service Excellence Magazine



Service Quality Award 2019

BCA – Received Awards for categories:

- Priority Banking
- Regular Banking
- Platinum Credit Card
- Gold Credit Card
- Silver Credit Card
- Bank for Corporate Customers

Bisnis Indonesia

Bisnis Indonesia

Omni Brands of the Year 2019

BCA – for Category Commercial Private Bank

Marketeers Magazine



Omni Brands of the Year 2019

BCA – As Omni Brands of the Year for Banking Category

Frontier Consulting Group & Marketing Magazine

Indonesia Finance Award 2019

BCA - Best in Finance for

Sustainable Performance



Corporate Image Award 2019

BCA – Indonesia's Most Admired Companies – The Best in Building and Managing Corporate Image for National Bank category with Assets > Rp500 trillion

Indonesia Stock Exchange



IDX Channel Innovation Award 2019

- Lifetime Achievement: Jahja Setiaatmadja
- Best Chief Technology Officer: Armand W Hartono

Analysts Meeting FY19

PT Bank Central Asia Tbk

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Infobank



Top 10 Most Outstanding People 2019

Jahja Setiaatmadja – as Top 10 Most Outstanding People

MillwardBrown & WPP



BrandZ Top 50 Most Valuable

BCA recognized as the Most

Infobank



Infobank Awards 2019

- BCA The Most Efficiency Bank in Indonesia
- BCA The Most Value Bank
- BCA The Best Performance Bank

Think Novate Comm & **Pikiran Rakyat**

Indonesia Property & Bank Awards 2019

Property & Bank

Magazine

- BCA Top Leader in Innovative Banking Technology
- Jahja Setiaatmadja Top Banker of the Year

Marketing Magazine & MediaWave





Social Media Awards 2019

BCA – Great Performing Brand in Social Media for Category Credit Credit

Center for Entrepreneurship,

Change and Third Sector

(CECT) Trisakti University

Indonesian Brands 2019

Valuable Brand in Indonesia

Asiamoney

Infobank



CECT Sustainability 2019

SWA 100 Wealth Added Creator Award 2019

SWA Magazine

- Indonesia Best Public Companies (1st Rank)
- ASEAN Best Public Companies (1st Rank)
- · Indonesia Best Public Companies, Category: Banks (1st Rank)
- ASEAN Best Public Companies, Category: Banks (1st Rank)

Indonesia Contact Center Association



Indonesia Contact Center **Association Award 2019**

BCA - Grand Champion (17 Platinum, 9 Gold, 13 Silver dan 6 Bronze)

ASIAMONEY

The Asiamonev Award 2019

- BCA Best Domestic Bank
- BCA Best Digital Bank

Red Hat

Indonesia Best Issuer Award

BCA - as Top 20 Companies with

Highest Market Capitalization

(IBIA) 2019

Red Hat

Red Hat APAC Innovation Award 2019

BCA - Winner of Red Hat Innovation award 2019



The 11th Corporate Governance Award 2019

BCA - Best Financial Sector

CSA - CECT Sustainability Awards 2019

BCA - Received the Awards Based on Overall Sustainability Performance



Forbes Indonesia Magazine



Best of the Best Awards 2018

BCA – One of the Top 50 Companies for 2019

Museum Rekor Dunia Indonesia (MURI)



BCA – Received the award for Owning the Most Amount of Cash Recycling Machine

Bank Indonesia



Bank Indonesia Awards 2019

- BCA Bank dengan Kepatuhan Pelaporan Terbaik
- BCA Kepatuhan Pelaporan Keuangan Terbaik

Infobank



Infobank Top 100 Bankers 2019

Jahja Setiaatmadja – Banker of the Year 2019

CNBC Indonesia



CNBC Indonesia Awards 2019
Jahja Setiaatmadja – The Best CEO

Markplus.Inc & Indonesia Marketing Association (IMA



Marketeers Awards 2019

- Armand Hartono The Best Marketing Champion 2019
- Armand Hartono Received Hermawan Kartajaya Prize (Marketeers of the Year Indonesia 2019)

RRI & Iconomics



ICONOMICS LEADING DISRUPTION ECONOMY

Financial Awards 2019

- Jahja Setiaatmadja Top 10 Most Famous Indonesia Financial CEO 2019
- BCA Brand Awarenes, Brand Image, Customer Service Quality, Category: Millennial's Best Brand in Bank BUKU 4

The Finance



Top Financial Institution 2019

- Vera Eve Lim The Best CFO in Financial Institution 2019
- BCA The Best Performing Bank 2019

for Category Bank BUKU 4

Investor Magazine



Tokoh Finansial Indonesia 2019

Jahja Setiaatmadja – Lifetime Achievement Banker 2019

Tempo Media Group



Tempo Financial Award 2018

- BCA The Best Financial Performance Bank
- BCA The Best Bank in Retail Banking Services
- BCA The Best Bank in Digital Banking Services
- BCA The Best Bank in Customer Satisfaction Services
- BCA Flazz

 The Best Payment Fintech in Customer Satisfaction Services

ASEAN Business Advisory Council



ASEAN Business Award 2019

BCA – Country Winner in the category Priority Integration Sectors

SWA Magazine



Indonesia Employer of Choice Award

BCA – Indonesia Employer of Choice 2019



Human Resources



HR Excellence Award 2019BCA – Excellence in Workplace Culture

Indonesia Property Watch



Golden Property Awards 2019

- BCA Bank of The Year 2019
- Jahja Setiaatmadja Most Influential Property Figure in Banking

Gallup



Gallup Great Workplace Award 2019

BCA – Received Gallup Great Workplace Award for the third Times

Asosiasi Analis Efek Indonesia & CSA Research



CSA Awards 2019

BCA – Best Issuer based on Analyst Vote

Contact Center World



CONTACT CENTER WORLD

Asia Pacific Awards 2019

BCA – Received 17 Gold Award, 8 Silver Award, 1 Bronze Award



Thank you

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