

PT Bank Central Asia Tbk

FY20 Results

8 February 2021

Agenda





Macroeconomy & banking industry highlights

- BCA FY20 performance overview
- Sustainability Finance and ESG
- Share Data, Ratings & Awards

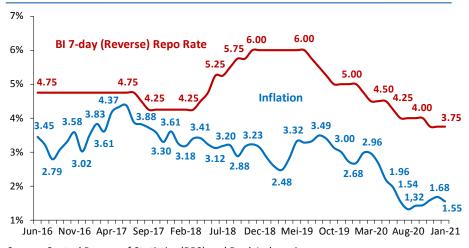


Economic highlights

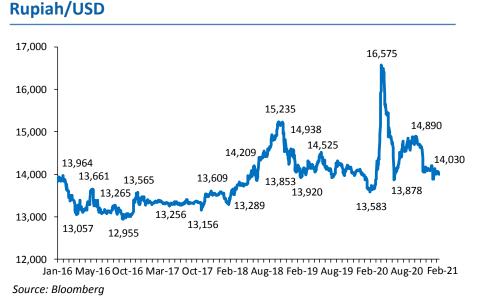
- As this year's fiscal measures shifting the focus from social spending to more capacity-building policies, government fiscal stimulus remains a prominent catalyst to help buttress Indonesia's economic recovery.
- The Omnibus Law's massive overhaul of Indonesia's regulatory environment sends a clear signal of the government's reformist intentions to attract investments.
- A successful vaccination program may herald the return of economic growth albeit slightly of both inflationary pressures and a deeper Current Account Deficit (CAD).
- Despite the optimism surrounding a vaccine-driven recovery, BI policy is likely to remain dovish to ensure that this recovery takes place uninterrupted.

	FY19	FY20
Real GDP	5.0%	-2.07%
СРІ	2.7%	1.68%
BI 7-D Rate	5.00%	3.75
USD/IDR	13,866	14,035
CA (% of GDP)	-2.7%	-1.5% or better*
Source: Bank Indonesia		Note: *Govt / BI Estimate

Inflation and BI Rates (%)



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



Banking sector: resilience despite challenging times



- Macro-prudential policies and fiscal stimulus have helped support banks' performance amidst the deterioration in economic conditions.
- Higher saving rates as seen in in the increase in third party funds (11.6% YoY) – have allowed bank liquidity to remain ample, with the LDR remaining at the comfortable level of 82.3%.
- Loans contracted by 1.4% YoY; however, pressures from the pandemic have also lessened, as attested by the decline in Covid 19 related credit restructuring.
- Regulators' credit restructuring policies have helped maintain NPL. CAR stood at the safe level of 24.2%.

Banking sector Financial Summary

(Rp trillion)	Nov-19	Dec-19	Mar-20	Jun-20	Nov-20	ΔΥοΥ	ΔYtD
Total Assets	8,411	8,563	8,793	8,670	9,053	7.6%	5.7%
Total Loans	5,524	5,617	5,712	5,549	5,447	-1.4%	-3.0%
Third Party Funds	5,948	5,999	6,214	6,260	6,635	11.6%	10.6%
CASA	3,325	3,411	3,543	3,571	3,828	15.1%	12.2%
Current Accounts	1,458	1,466	1,611	1,588	1,730	18.7%	18.0%
Savings Accounts	1,867	1,945	1,932	1,983	2,099	12.4%	7.9%
Time Deposits	2,623	2,588	2,672	2,689	2,807	7.0%	8.5%
Net Profit	143.2	156.5	42.8	62.6	98.9	-30.9%	na
NIM	4.9%	4.9%	4.3%	4.5%	4.4%	-50bp	-50bp
LDR	93.5%	94.4%	92.6%	89.1%	82.3%	-1120bp	-1210bp
NPL	2.8%	2.5%	2.8%	3.1%	3.2%	40bp	70bp
CAR	23.8%	23.4%	21.7%	22.6%	24.2%	40bp	80bp
Source: OJK							

Source: OJK

Agenda



• Macroeconomy & banking industry highlights

BCA FY20 performance overview

- Sustainability Finance and ESG
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Always by your side

Strong CASA franchise continues

(Rp billion)	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20	ΔΥοΥ	ΔQoQ
Total Assets	918,989	972,930	975,076	1,003,638	1,075,570	17.0%	7.2%
Secondary Reserves & Marketable Securities	203,994	258,371	307,769	353,793	408,197	100.1%	15.4%
Loans (Bank Only)	588,251	597,728	582,184	569,164	575,649	-2.1%	1.1%
Loans (Consolidated)	603,743	612,164	595,136	581,851	588,672	-2.5%	1.2%
Third Party Funds	704,791	741,023	761,604	780,678	840,752	19.3%	7.7%
CASA	532,013	568,526	575,974	596,558	643,862	21.0%	7.9%
Current Accounts	185,722	202,204	195,020	205,424	229,821	23.7%	11.9%
Savings Accounts	346,291	366,322	380,954	391,134	414,041	19.6%	5.9%
Time Deposits	172,778	172,497	185,630	184,120	196,890	14.0%	6.9%
Equity	174,043	171,611	169,170	179,029	184,596	6.1%	3.1%

Resilience PPOP despite pandemic year

(Rp billion)	FY19	FY20	ΔΥοΥ	1Q20	2Q20	3Q20	4Q20	ΔQoQ
Operating Income	71,128	74,757	5.1%	19,479	18,099	18,317	18,86 2	3.0%
Net Interest Income	50,824	54,547	7.3%	13,682	13,566	13,554	13,744	1.4%
Non Interest Income	20,304	20,210	-0.5%	5,797	4,533	4,763	5,118	7.5%
Fees and Commissions	13,610	13,160	-3.3%	3,462	3,146	3,000	3,553	18.4%
Trading Income	3,110	3,917	26.0%	1,482	712	1,040	683	-34.3%
Others	3,585	3,132	-12.6%	852	675	723	882	22.0%
Operating Expenses	(30,279)	(29,337)	-3.1%	(9,461)	(6,727)	(5,899)	(7,249)	22.9%
Manpower	(13,337)	(13,350)	0.1%	(5,678)	(2,834)	(2,413)	(2,424)	0.5%
General & Administrative	(16,942)	(15,987)	-5.6%	(3,783)	(3,984)	(3,485)	(4,735)	35.9%
PPOP (Pre-Provision Operating Profit)	40,849	45,420	11.2%	10,017	11,372	12,418	11,613	-6.5%
Non Op. Income (Expense) - Net	38	(251)	n.a	77	48	(106)	(269)	154.7%
Provision	(4,598)	(11,600)	152.3%	(2,166)	(4,357)	(2,606)	(2,471)	-5.2%
Net Profit	28,565	27,131	-5.0%	6,581	5,659	7,795	7,096	- 9.0%

RCA

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Key Ratios

Bank Only	FY19	FY20	ΔΥοΥ	1Q20	2Q20	3Q20	4Q20	ΔQoQ
NIM	6.2%	5.7%	-0.5%	6.1%	5.8%	5.6%	5.4%	-0.2%
COC	0.8%	1.7%	0.9%	1.1%	2.5%	1.8%	1.2%	-0.6%
Risk Adjusted NIM	5.4%	4.0%	-1.4%	5.0%	3.3%	3.8%	4.1%	0.4%
CIR	43.7%	37.4%	-6.3%	51.8%	35.9%	32.1%	37.4%	5.3%
ROA	4.0%	3.3%	-0.7%	3.2%	3.1%	3.9%	3.1%	-0.8%
ROE	18.0%	16.5%	-1.5%	15.6%	15.7%	19.3%	15.6%	-3.7%
CAR	23.8%	25.8%	2.0%	22.5%	22.9%	24.7%	25.8%	1.1%
LDR	80.5%	65.8%	-14.7%	77.6%	73.3%	69.6%	65.8%	-3.7%
RIM	81.6%	67.2%	-14.4%	78.7%	74.4%	71.0%	67.2%	-3.8%
NSFR	157.7%	169.9%	12.2%	160.8%	156.2%	161.3%	169.9%	8.6%
LCR	276.3%	379.2%	102.9%	290.2%	309.1%	358.1%	379.2%	21.1%
NPL - gross	1.3%	1.8%	0.5%	1.6%	2.1%	1.9%	1.8%	-0.1%
NPL Coverage	189.2%	260.9%	71.7%	229.8%	204.5%	243.5%	260.9%	17.4%
LAR ex. Restr. Covid	3.8%	4.0%	0.2%	4.7%	5.3%	4.6%	4.0%	-0.6%
LAR with Restr. Covid	3.8%	18.8%	15.0%	4.7%	15.5%	18.5%	18.8%	0.3%
LAR Coverage with Restr. Covid & off B/S	65.9%	28.1%	-37.8%	89.3%	31.1%	28.4%	28.1%	-0.3%

• LAR: Loan at Risk

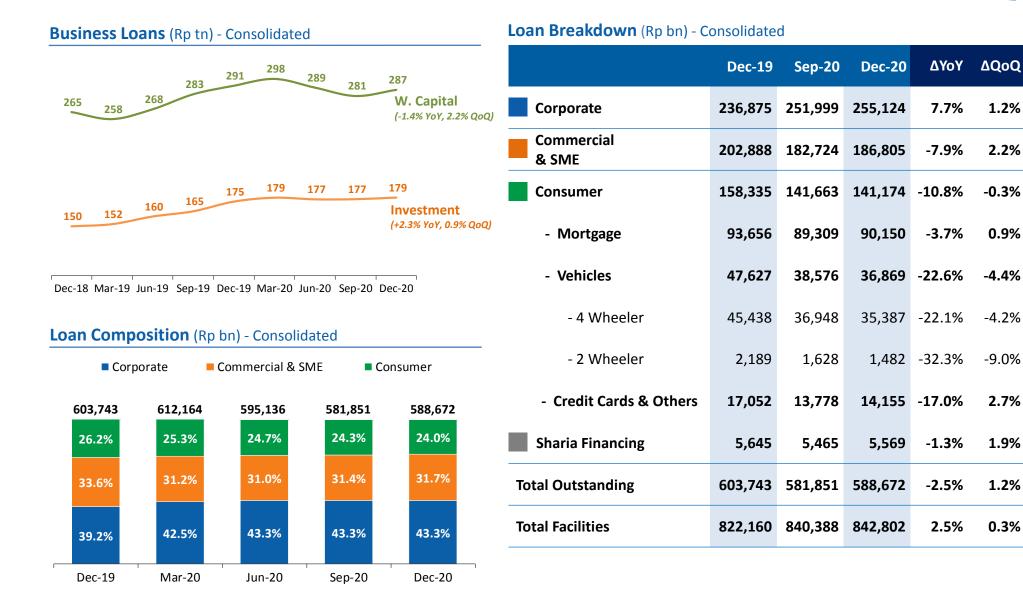
• LAR coverage with off B/S in 2020

BCA

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Average loans grew by 4.7%





Virtual expo as new normal campaign

Mortgage - KPR Online Expo



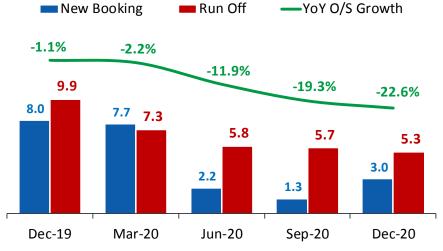
Quarterly Mortgage New Booking & Run Off (Rp tn)

New Booking Run Off -YoY O/S Growth 7.0% 6.5% 0.3% -3.1% -3.7% 7.1 6.2 5.4 5.5 5.5 5.2 5.2 3.7 3.5 Jun-20 Dec-20 Dec-19 Mar-20 Sep-20 Note: Bank Only runoff and new booking, Consolidated YoY growth

KKB BCA Virtual Autoshow



Quarterly Vehicle New Booking & Run Off (Rp tn)



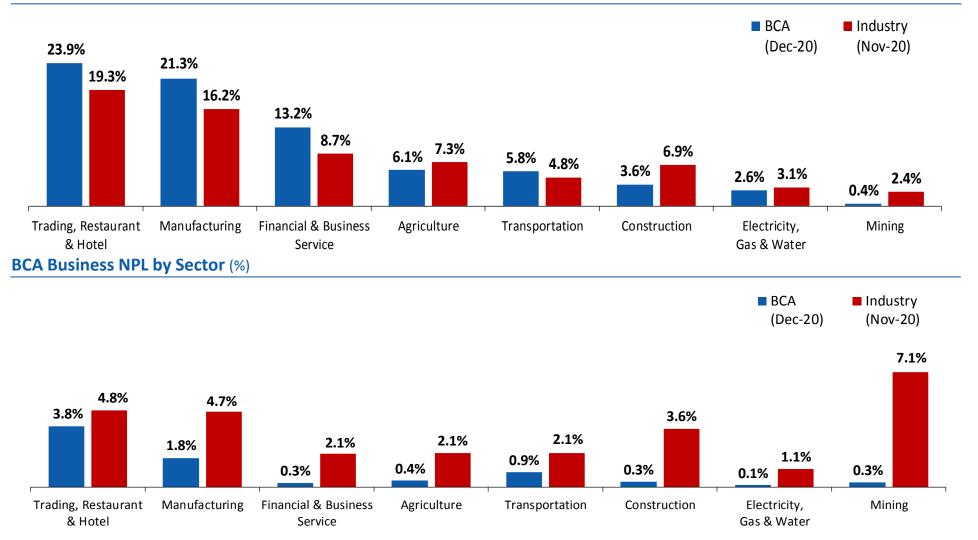
Note: Bank Only runoff and new booking, Consolidated YoY growth

RCA

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Diversified loan portfolio with manageable NPL

Composition of BCA Business Loans by Sector (%)



Note: Consolidated numbers based on LBU reporting category

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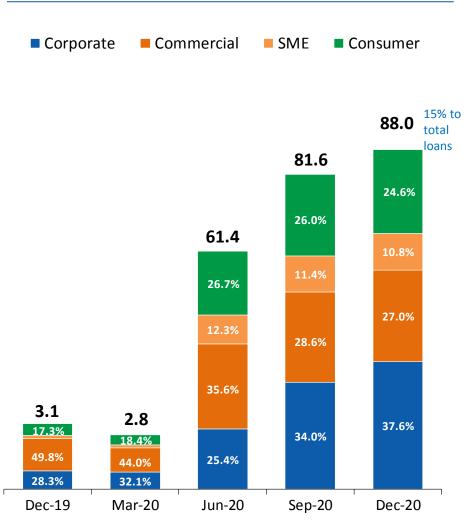
Covid-19 restructuring dominates LAR



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

Dec-19	Jun-20	Sep-20	Dec-20	ΔΥοΥ	ΔQoQ				
Total Loans by Collectability (bank only):									
568.8	553.5	545.3	555.2	-2.4%	1.8%				
11.6	16.5	12.9	10.1	-12.5%	-21.3%				
7.9	12.1	11.0	10.3	31.1%	-6.2%				
588.3	582.2	569.2	575.6	-2.1%	1.1%				
only):									
3.1	61.4	81.6	88.0	2698%	7.9%				
3.4	4.9	6.0	5.3	56.3%	-12.5%				
2.6	3.0	3.1	4.2	60.0%	36.0%				
9.1	69.3	90.7	97.5	965.6%	7.5%				
22.6	31.0	26.2	22.8	1.0%	-12.8%				
22.6	90.0	105.5	108.5	379.8%	2.8%				
3.8%	5.3%	4.6%	4.0%	0.1%	-0.6%				
3.8%	15.5%	18.5%	18.8%	15.0%	0.3%				
	ity (bank of 568.8 11.6 7.9 588.3 only): 3.1 3.4 2.6 9.1 22.6 22.6 3.8%	ity (bank only): 568.8 553.5 11.6 16.5 7.9 12.1 588.3 582.2 only): 588.3 3.1 61.4 3.4 4.9 2.6 3.0 9.1 69.3 22.6 31.0 22.6 30.0 3.8% 5.3%	ity (bank only): 568.8 553.5 545.3 11.6 16.5 12.9 7.9 12.1 11.0 588.3 582.2 569.2 only): 588.3 61.4 81.6 3.1 61.4 81.6 3.4 4.9 6.0 2.6 3.0 3.1 9.1 69.3 90.7 22.6 31.0 26.2 22.6 90.0 105.5 3.8% 5.3% 4.6%	Sty (bank only): 568.8 553.5 545.3 555.2 11.6 16.5 12.9 10.1 7.9 12.1 11.0 10.3 588.3 582.2 569.2 575.6 only): 582.2 569.2 575.6 3.1 61.4 81.6 88.0 3.4 4.9 6.0 5.3 3.4 4.9 6.0 5.3 2.6 3.0 3.1 4.2 9.1 69.3 90.7 97.5 2.2.6 31.0 26.2 22.8 2.2.6 90.0 105.5 108.5 3.8% 5.3% 4.6% 4.0%	ity (bank only): 568.8 553.5 545.3 555.2 -2.4% 11.6 16.5 12.9 10.1 -12.5% 7.9 12.1 11.0 10.3 31.1% 588.3 582.2 569.2 575.6 -2.1% only): 583.3 582.2 569.2 575.6 -2.1% 3.1 61.4 81.6 88.0 2698% 3.4 4.9 6.0 5.3 56.3% 2.6 3.0 3.1 4.2 60.0% 9.1 69.3 90.7 97.5 965.6% 22.6 31.0 26.2 22.8 1.0% 22.6 31.0 26.2 22.8 1.0% 3.8% 5.3% 4.6% 4.0% 0.1%				

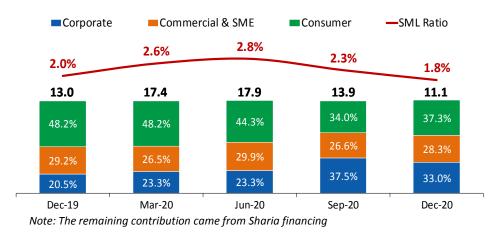




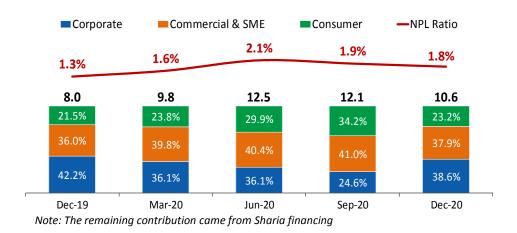
Asset quality and coverage trend



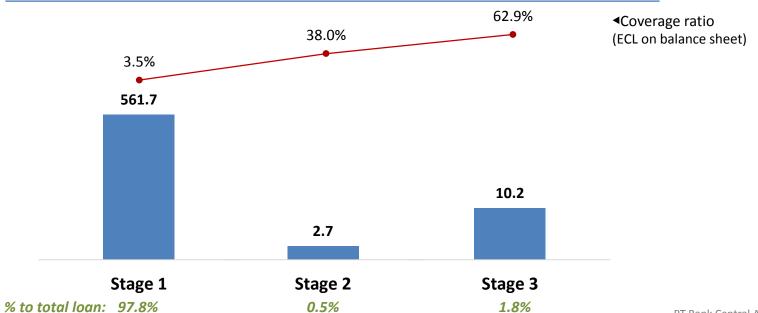
Special Mention Composition (% of Total SML, Rp tn) - Consolidated



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



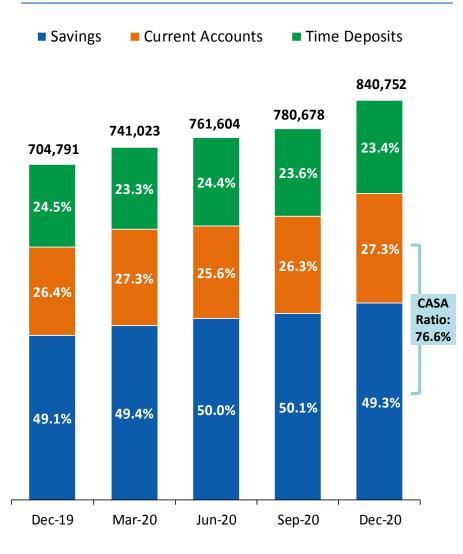
Loan Staging (% of Total Loan per Stage, Rp tn) – Consol excluding sharia & consumer financing



Preeminence in transaction banking generates robust CASA



Third Party Fund Composition (Rp bn) - Consolidated

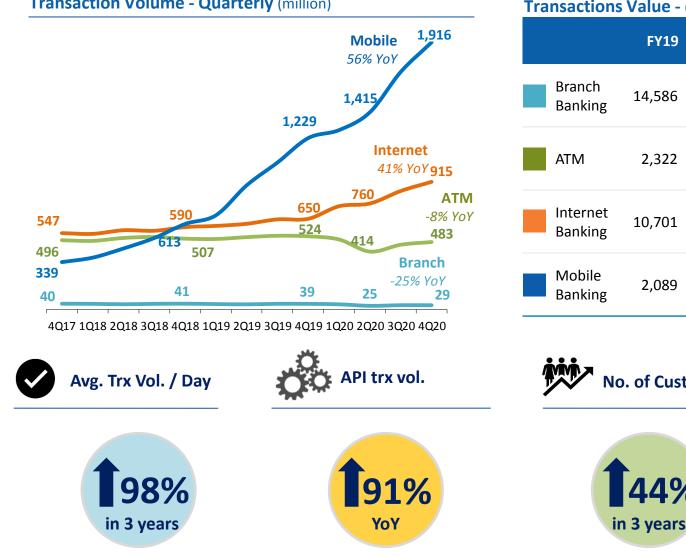


Third Party Funds (Rp bn) - Consolidated

	Dec-18	Dec-19	Dec-20	ΔΥοΥ
CASA	483,933	532,013	643,862	21.0%
Current Accounts	167,268	185,722	229,821	23.7%
Savings Accounts	316,665	346,291	414,041	19.6%
Time Deposits	150,996	172,778	196,890	14.0%
Third Party Funds	634,928	704,791	840,752	19.3%
CASA Ratio	76.2%	75.5%	76.6%	1.1%



Unparalleled growth of digital transactions



Transaction Volume - Quarterly (million)

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

		(
	FY19	FY20	ΔΥοΥ	3Q20	4Q20	ΔQoQ
Branch Banking	14,586	12,446	-14.7%	3,023	3,232	6.9%
ATM	2,322	2,020	-13.0%	497	527	6.0%
Internet Banking	10,701	11,308	5.7%	2,830	3,208	13.3%
Mobile Banking	2,089	2,693	28.9%	694	802	15.6%

No. of Cust. Accts.

4%

Avg. Online Acct. **Open / Day**

Always by your side



Expanding ecosystem and collaboration





Collaboration & Partnership

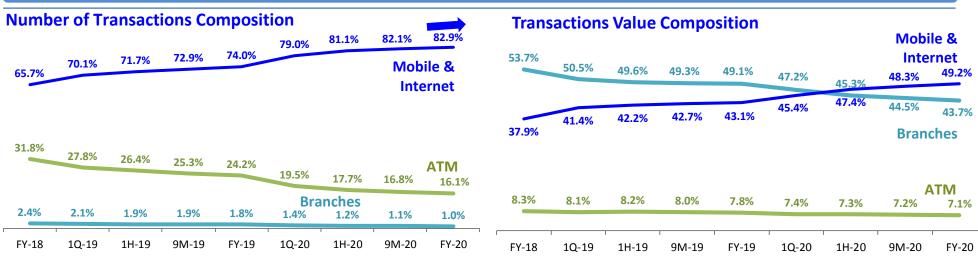
with fin-tech, e-commerce, business communities and others

Increasing Customer Base Online Account Opening via BCA Mobile

Rolling Out 'New Normal' Products

- *"Lifestyle" mBCA feature,* facilitating customers to buy game vouchers, purchase airplane & train tickets and book hotel
- Contactless payment on EDC
- Online Debit, Payment-link, QRIS and others

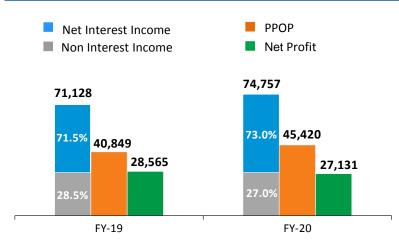
Rising the bar for mobile & internet channels



Profitability trend

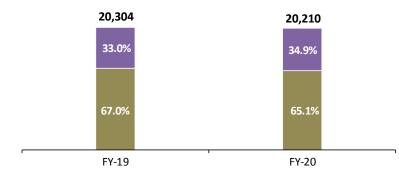


Profitability (Rp bn) - Consolidated

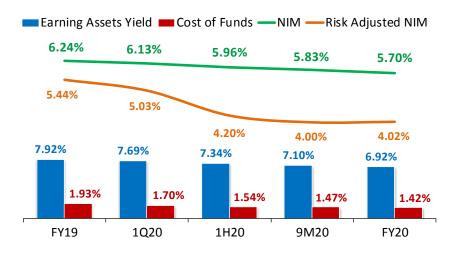


Non Interest Income (Rp bn) - Consolidated

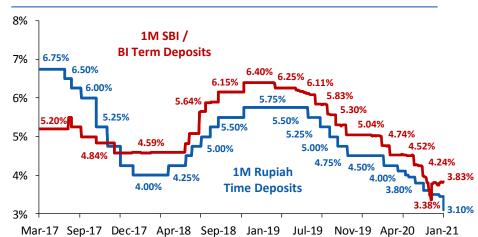
- Trading Income & Others
- Fees and Commissions



NIM, Yield and Cost of Funds YtD - Bank Only



Interest Rate*



Agenda

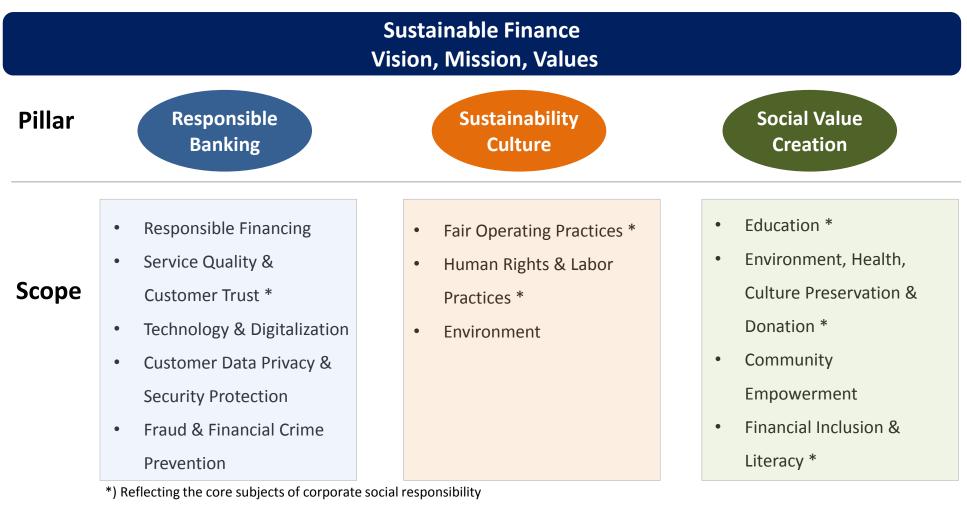


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Sustainability Finance and ESG

• Share Data, Ratings & Awards

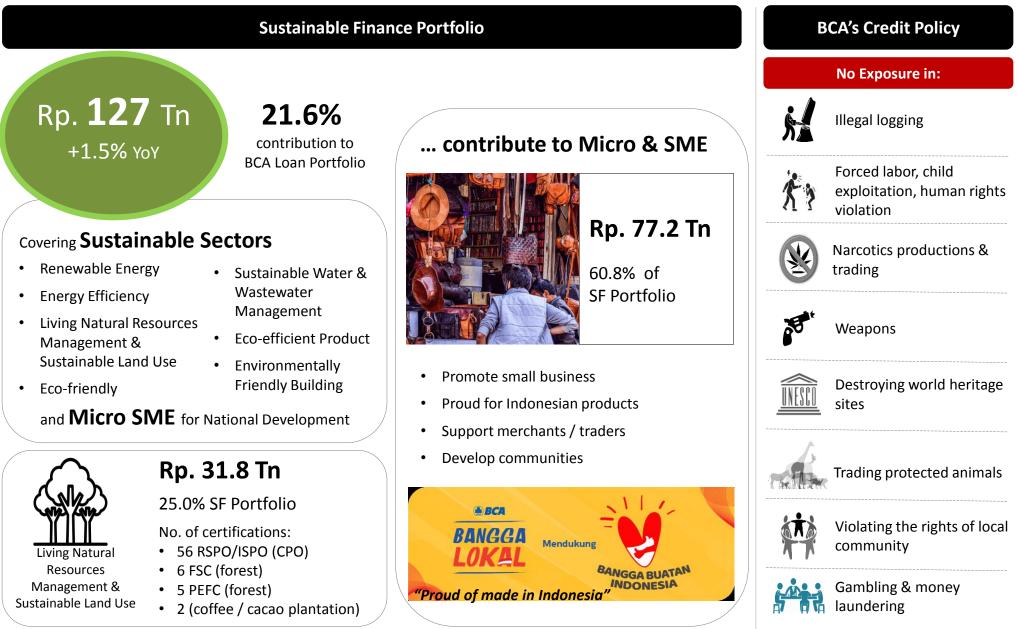
Sustainability Governance Framework





Responsible Banking





Promoting Sustainability Culture





Internal capacity building & personal development (Jan-Dec 2020) :

	# Events	# Participants
Virtual classrooms	597	18,511
E-learning modules	180	311,735
Community activities	19	8,269
Sustainable Finance webinar	3	868

Green Building





16,654 kWh electricity reduction using solar panels

(reduced by almost 2.6x than 2019)

66 offices

with LED, eco-friendly AC, sanitary saving water standard

5 offices



with building automation system

3 offices with water recycle system



2 offices with waste management system



18.46 tons paper reduction (37.17 tCO2 emission reduction / -22.5% YoY)

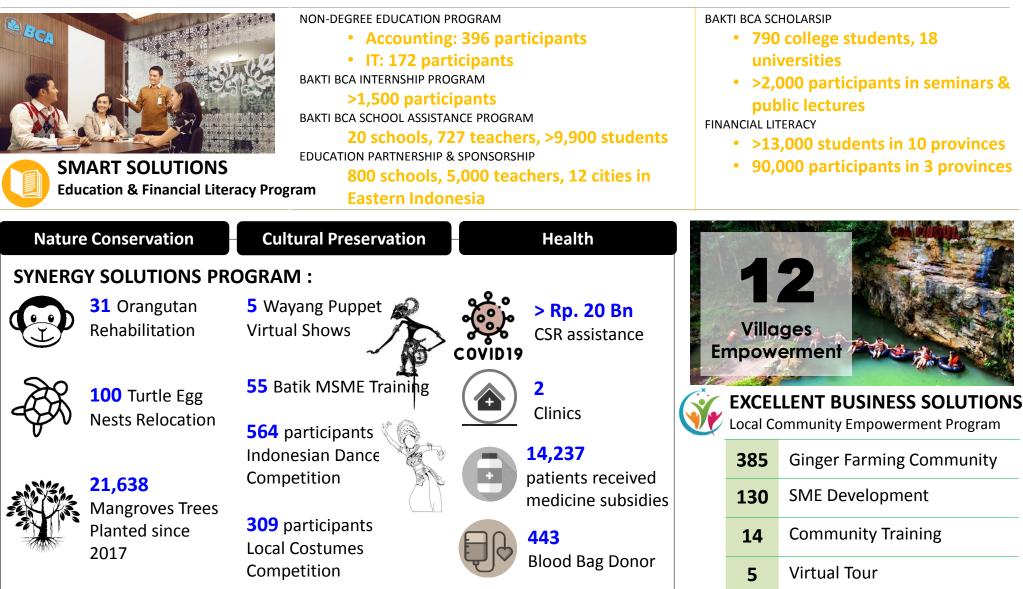
Sustainability Awareness Campaign 200 00 > 800 vendors participation BCA DBPJS Ketenagakerjaan Cash Management Webinar Sustainability in Business Friday, December 18th 2020 14.00 - 16.00 WIB Special Guest Webex Meet bit.ly/SiB1812 VERA EVE LIM Direktur BCA **BOD & Company Wide Employee Participation #BCAforSustainability** SUSTAINABILITY AWARENESS MONTH ARTIS DIREKSI Andien Ibu Lianawaty Suwon HOST

DIREKSI Ibu Vera Eve Lim Ibu Hera F. Haryn

Social Value Creation through "Bakti BCA"

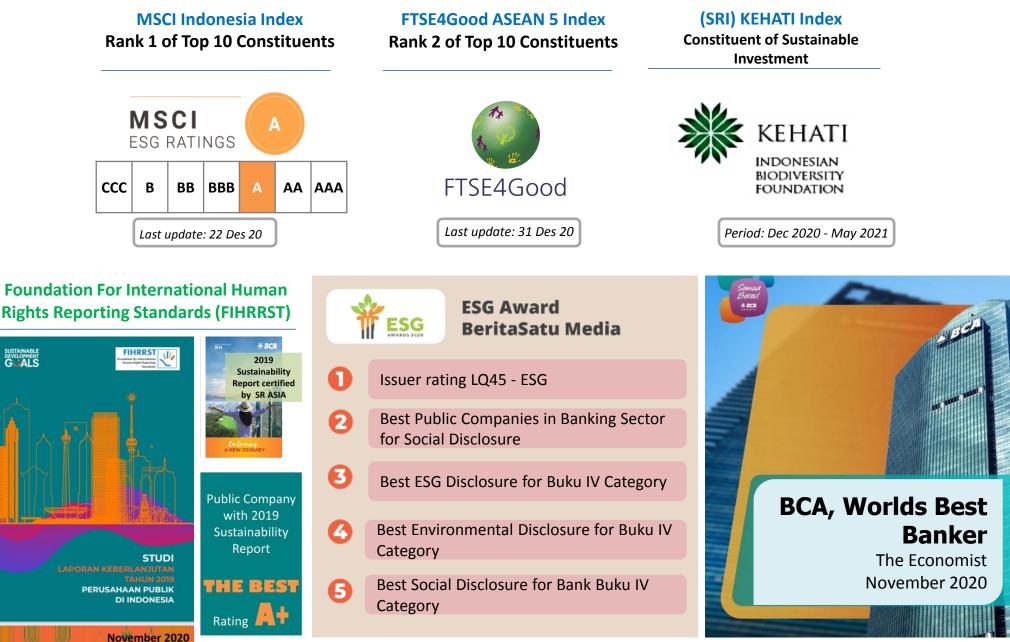
bakties BCA Strong commitment of Corporate Social Responsibilities in education, health, nature conservation, local community empowerment, tourism and digital / financial literacy





Achievements of Sustainability Governance





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Share Data, Rating & Awards



BCA share performance & rating

BCA Shareholding Structure (as of 31 December 2020)

	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:

- 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.

Fitch Ratings

Per December 2020

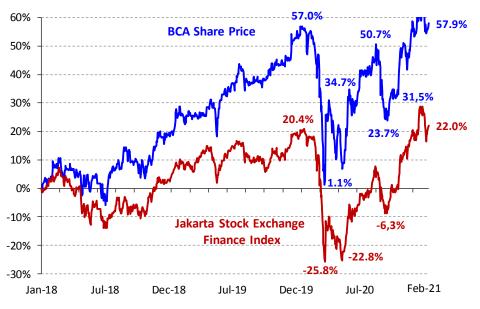
Description	Rating	Description	Rating	
Outlook	Stable	lssuer	idAAA/Stable	
Local long-term rating	AA+ (idn)	Local IDR		
Issuer default – long-term rating	BBB-	Sub-debt	idAA	
Support rating	3			
Issuer default – short-term rating	F3			
Support rating	3			

Pefindo Ratings

Per March 2020

Performance BBCA vs JAKFIN Index

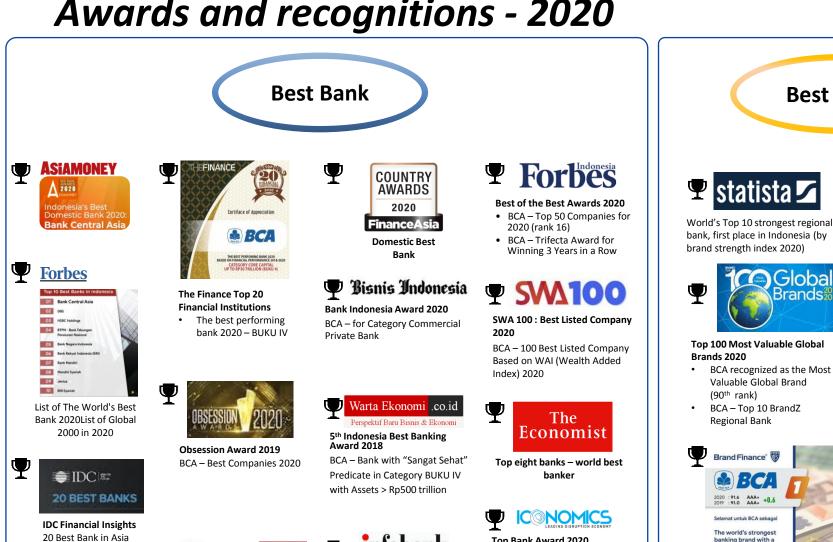
(Relative price up to 5 Feb 2021 against 1 Jan 2018)





Awards and recognitions - 2020





20 Best Bank in Asia Pacific 2020



Best Bank Awards 2020 The Best Bank in Indonesia for

Commercial Bank Category with Capital> Rp30 trillion



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**

👻 statista 🖊

AAA+

Brand Strength Index

(BSI) score of 91.6 out

The world's strongest banking

brand with a Brand Strength Index

(BS) score of 91.6 out of a 100 and

of a 100 and an elite

AAA+ rating"

an elite AAA+ rating

+0.6

Joba

Brands



Best Brand

MARKPLUS, INC Knowledge | Insight | Solution

Indonesia WOW Brand Award 2020

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

CONOMICS

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:

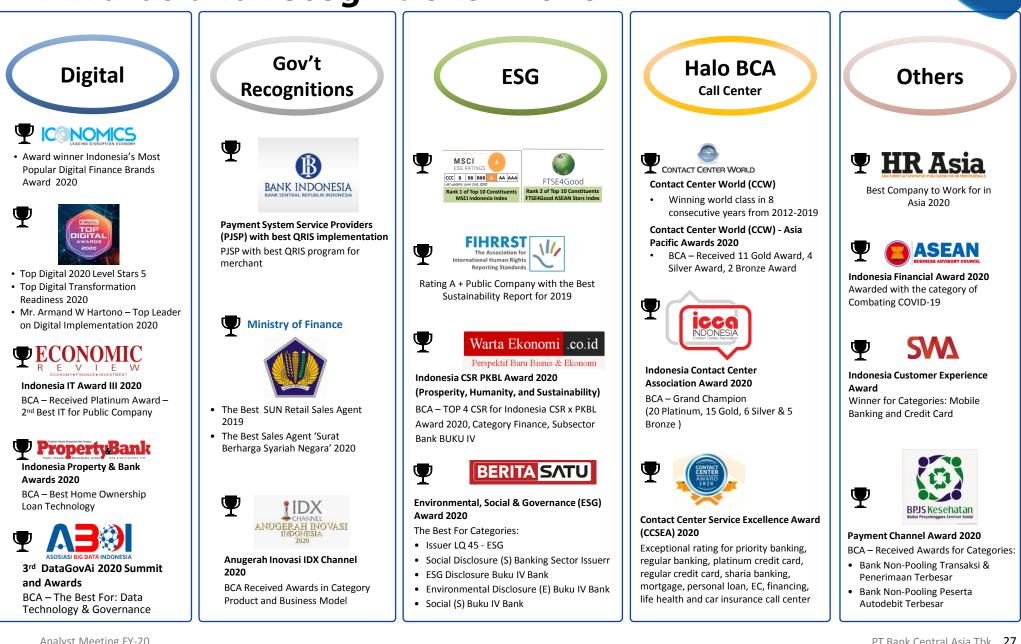
- Fitur bagi-bagi m-Banking
- Welma Apps



Indonesia Best Brand Award 2020 BCA – The Winner for Categories:

- Credit Card (Platinum)
- Private Bank

Awards and recognitions - 2020





Thank you

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