



# BANK BUKOPIN

## OVERVIEW

As of December 2012



# Disclaimer

**IMPORTANT:** The following forms part of, and should be read in conjunction with, this presentation.

This report is prepared by PT. Bank Bukopin 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. No warranty (expressed or implied) is made to the accuracy or completeness of the information. Some of the statements contained in this document contain “forward looking” statements with respect to the financial conditions, results of operations and businesses, and related plans and objectives. These Statements do not directly or exclusively relate to historical facts and reflect the Company’s current intentions, plans, expectations, assumptions and beliefs about future events. The Statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be construed as a representation to future performance of the Company. Readers are urged to view all forward-looking statements contained herein with caution.

# Table of Contents



Overview



Business Activity



Competitive Strengths



Financial Summary



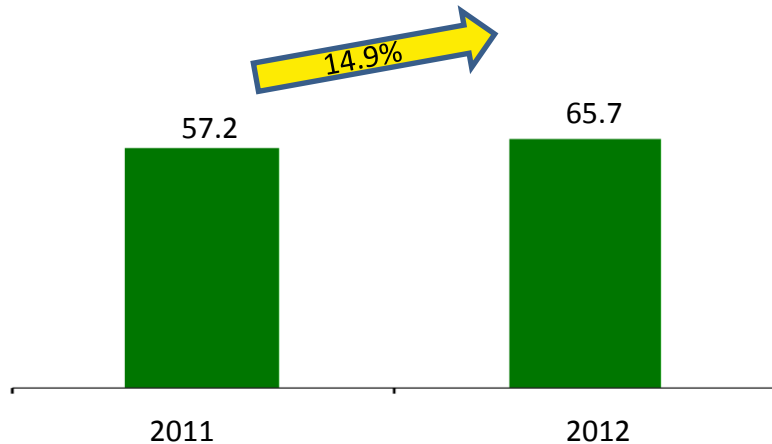
Strategic Plan

# Overview

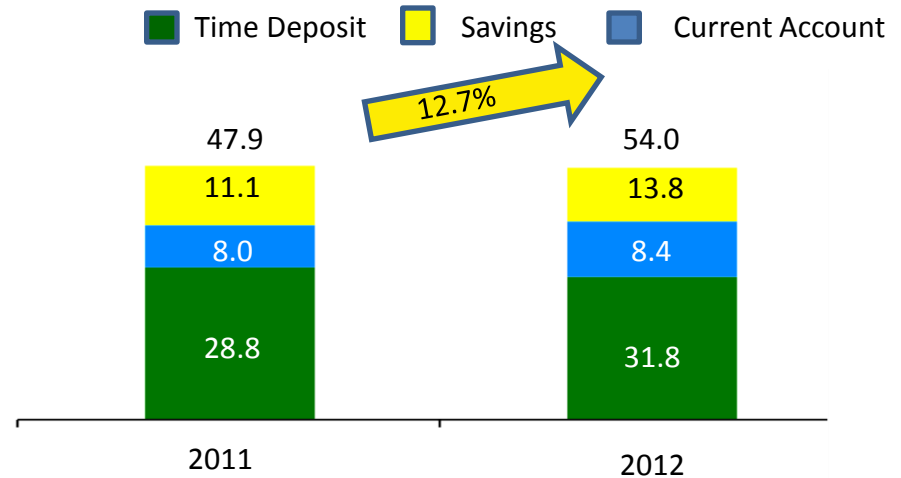


# Financial Highlight

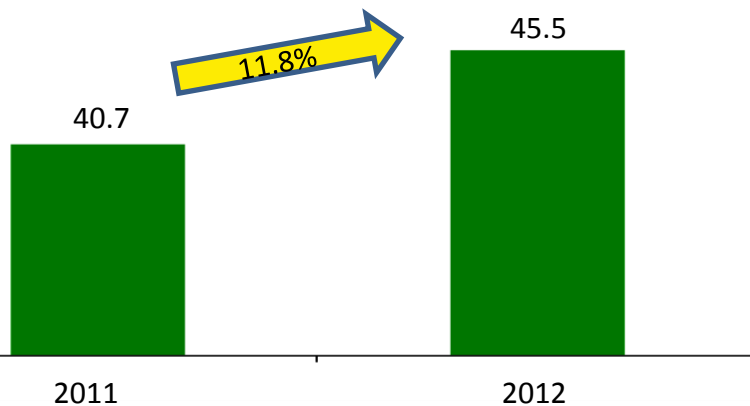
**Total Assets (Rp. Tn)\***



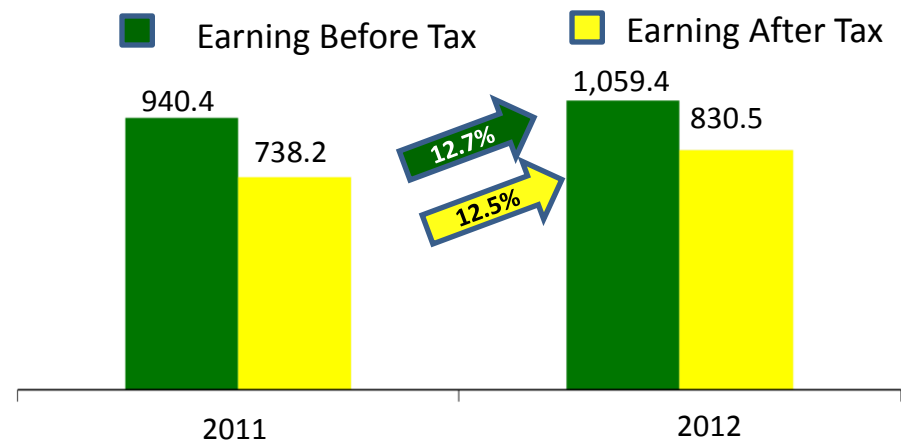
**Total Third Party Deposits (Rp. Tn)\***



**Total Loans (Rp. Tn)\***

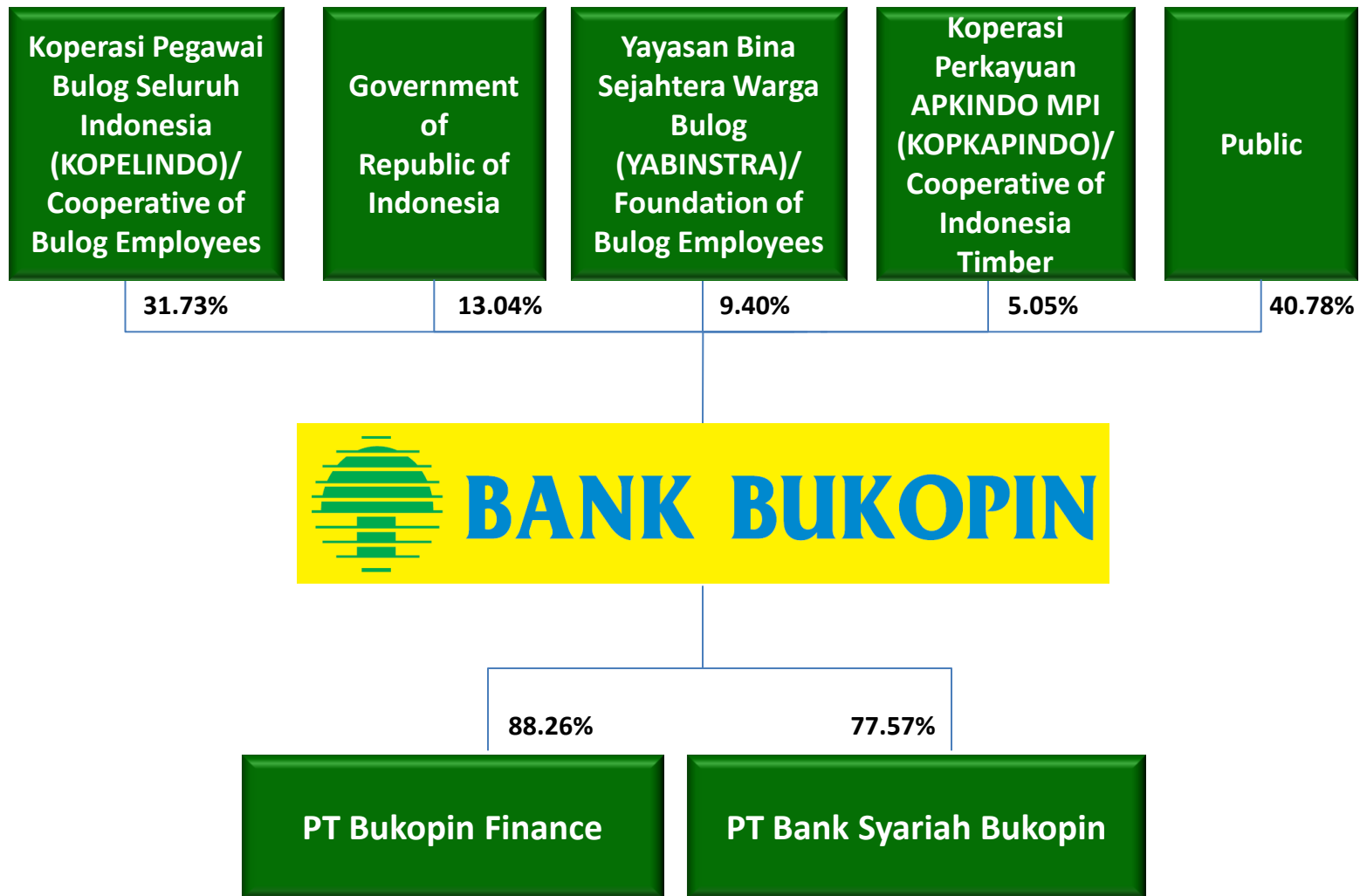


**Earning (Rp. Bn)\***



\* Audited, Consolidated

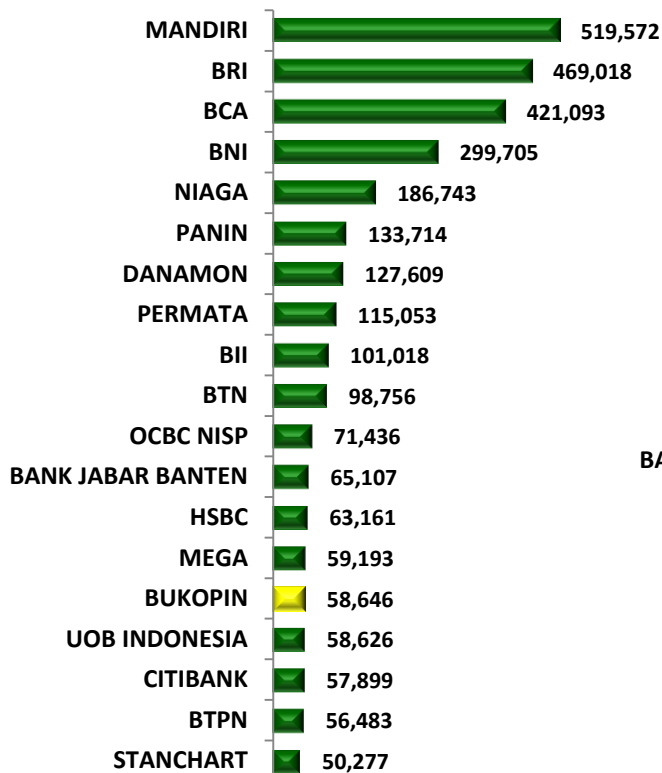
# Shareholders Structure as of 31 December 2012



# Industry Position

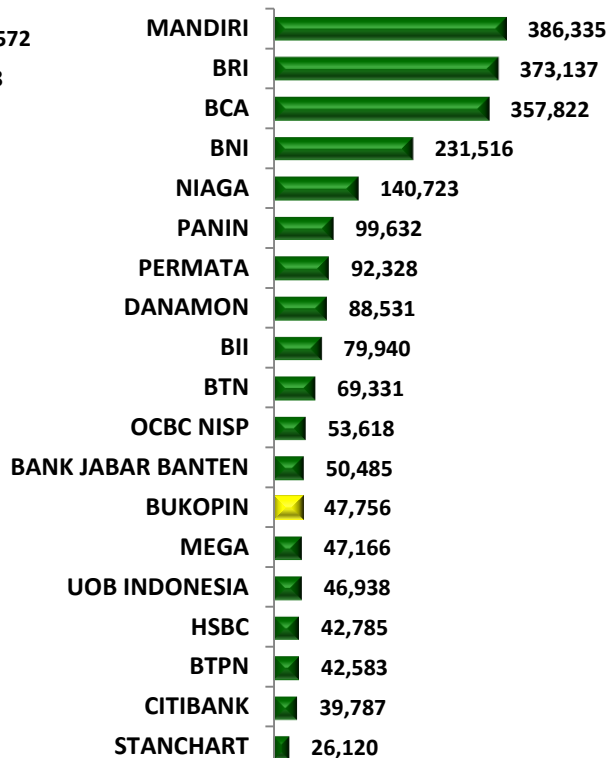
## Asset

Rank 15<sup>th</sup>



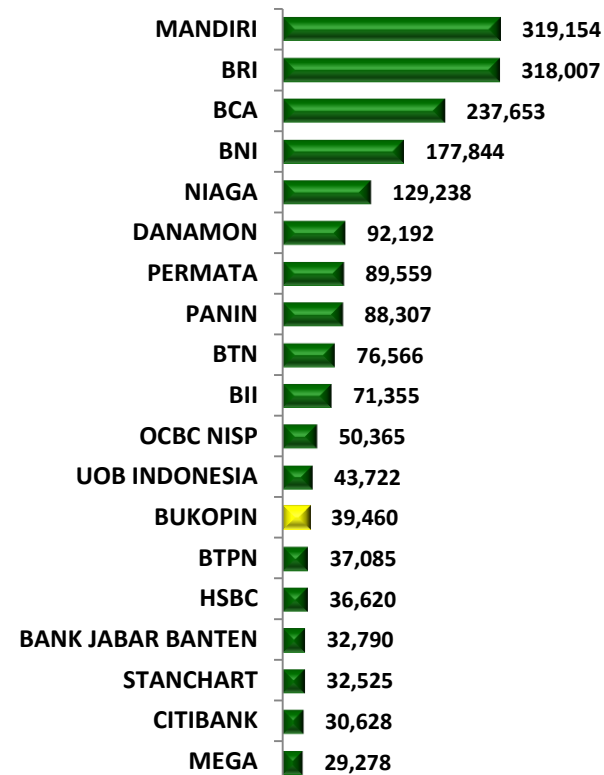
## Deposit

Rank 13<sup>th</sup>



## Loan

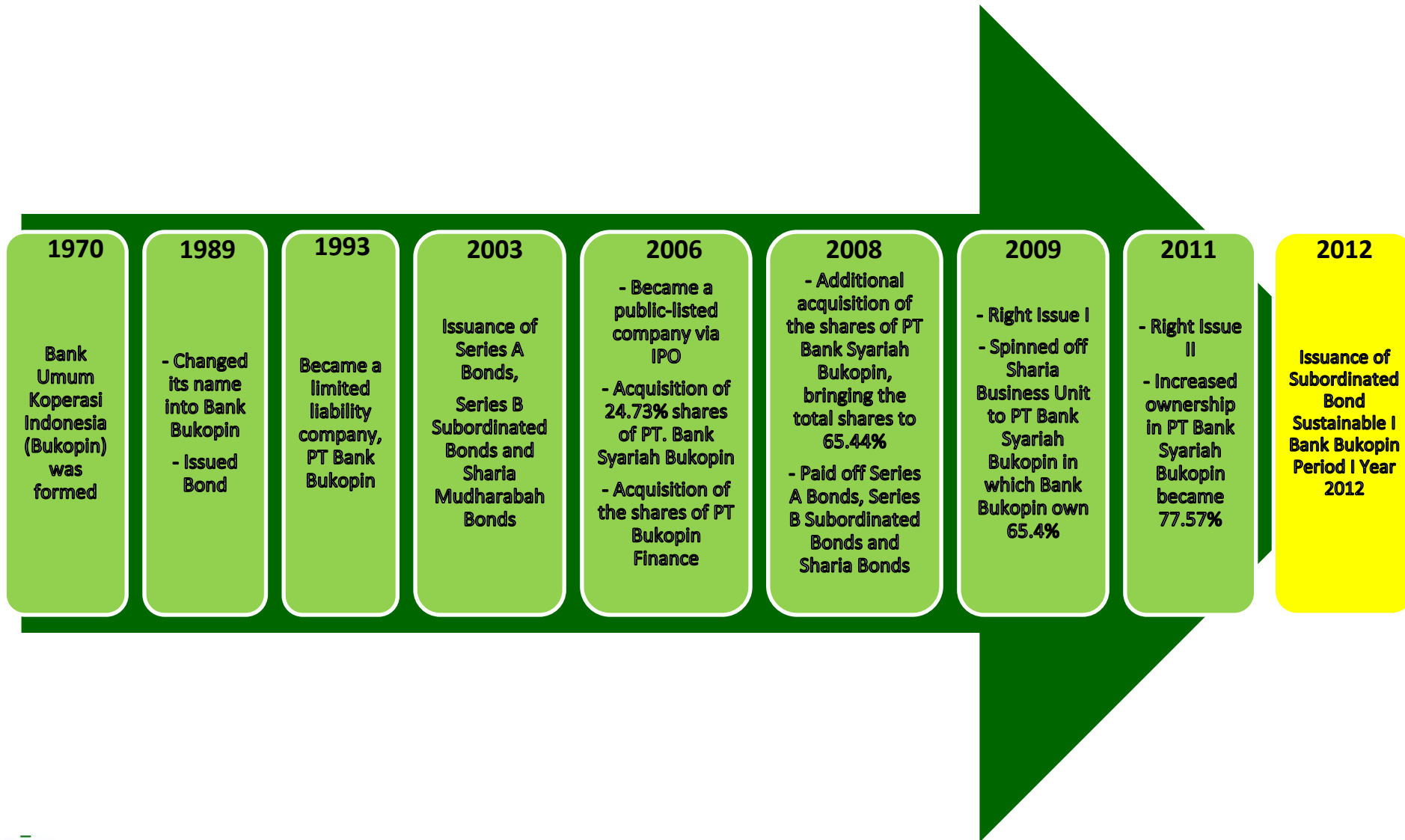
Rank 13<sup>th</sup>



In billion Rp

Source: Bank's Publication as of Sept 2012, Bank Only

# History and Key Milestone





## Business Activity



# Core Business

Bank Bukopin's business activities of lending and funding includes four pillars which are Small and Medium Enterprises (SME), Micro Business, Consumer Business and Commercial Business.

## Objective:

To become a top bank through focusing on value

### SME



*"To be a key player in SME Banking"*

### MICRO



*"To be a market leader in business to business Micro and a prime player for Rural Micro Banking"*

### CONSUMER



*"To be a Preferred Partner for Mass, Mass Affluent Customers and Business Owners"*

### COMMERCIAL



*"Sustain Current Market Position"*

## MAIN BUSINESS PILLARS

Supported by Treasury Business, International Banking and Fee-Based Services

# Competitive Strengths



# Positioned for Growth



# Strategic Partnerships

## BULOG

- National Food Logistic Agency

## Taspen

- State-owned pension company for civil servants

## Swamitra

- Community-based cooperative



## Bukopin's Strategic Partners

## Perusahaan Listrik Negara (PLN)

- Indonesia state-owned electricity company

## Jamsostek

- State-owned social security company for private sector workers

## Pertamina

- Indonesia state-owned oil extraction company



# Strategic Partnership



**BULOG**

Bulog's network:

26 Regional Divisions  
101 Sub-Regional Divisions  
30 Logistic Offices  
463 Warehouses

- Responsible for the maintenance of rice security, rice distribution and price control.
- Bank Bukopin is the major bank (60%) in financing Bulog and the other banks are BRI (35%) and Mandiri (5%).
- Bank Bukopin has a long-standing partnership with Bulog. Around 33.7 % of Bank Bukopin's SME loan portfolio comprises loans to Bulog.
- Bank Bukopin provides financing to Bulog's food distribution supply chain from end-to-end.
- Bank Bukopin also assists Bulog with logistics information and accounting system management
- Bank Bukopin provides full serviced financing to 6 areas of regional division of Perum Bulog : West Java, East Java, DKI Jakarta, Bali, South Sulawesi & South Kalimantan



**SWAMITRA**

Savings and loan  
cooperative

- Since the late 1990s, Bank Bukopin has developed Swamitra model. We provide Management Assistance, System and Procedure and IT System.
- Today, Bank Bukopin partners with around 625 Swamitra with more than 457.000 members across Indonesia. Cooperative members are mostly in the micro-business segment.
- Bank Bukopin provides loans to Swamitra, which then channels the loan to its members (two step loan).
- In Swamitra lending, members of the cooperative keep an eye on one another, to ensure repayments so as to protect the profitability of the cooperative. This leads to a low NPL ratio for Swamitra loans.

# Strategic Partnership



Social security for private sector workers

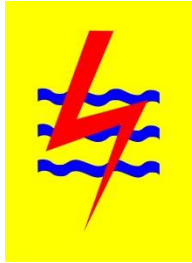
- Jamsostek manages social security for over 40 million private sector workers, of which over 11 million are active members, with total assets of over Rp. 137 trillion (US\$ 14.1 Tn).
- Bank Bukopin has 34 outlets co-located at Jamsostek's offices. These outlets enable the deposit of contributions by and payment of Jamsostek claims to its members.
- Jamsostek owns a 6.14% stake in PT Bank Syariah Bukopin, in which Bank Bukopin controls 77.57% (the remaining shareholders are local funds).
- In line with Jamsostek's ongoing transformation – from providing merely financial benefit to “total benefit” for its members (including housing and health benefits) – Bank Bukopin is collaborating with Jamsostek to provide financing and cash management for the housing.



Pension scheme for civil servants

- Appointed as one of 16 institutions as pension fund payment agent.
- Bank Bukopin implemented personal financing to Taspen pensioners in 2Q 2010, under its micro financing segment.
- Repayments are through deduction from pension payments.
- Outstanding loans under the Taspen program have grown, to around Rp.1.54 trillion by December 2012.

# Strategic Partnership



State-owned electricity company

- Bank Bukopin currently serves 13 million out of 42 million PLN customers who pay their bills through around 56 banks.
- Bank Bukopin was the first commercial bank in Indonesia to establish the Payment Point On-line Bukopin (PPOB) over 3 years ago. It now has more than 15.000 PPOBs across Indonesia.
- PPOBs can provide services to PLN customers such as billing payment, new PLN installation and PLN prepaid card for electricity.
- The PLN partnership has provided a boost to Bank Bukopin's fee-based income, cash management services, CASA accumulation and loan portfolio (note: As of 31 Dec 2012 fee-based income contributes around 8.11 % of Bank Bukopin's total income).



State-owned oil extraction company

- Bank Bukopin is one of 5 banks given exclusive right by Pertamina to receive payment for Pertamina's products (fuel and non-fuel). This arrangement commenced in April 2009.
- Bank Bukopin provides banking facilities (letters-of-credit/trade financing) and cash management services for Pertamina's operations.
- Pertamina-related transactions via Bank Bukopin currently average Rp.2.3 trillion per month.



# Satisfying and Compatible Services

Providing arrays of products and services to fulfill customer needs



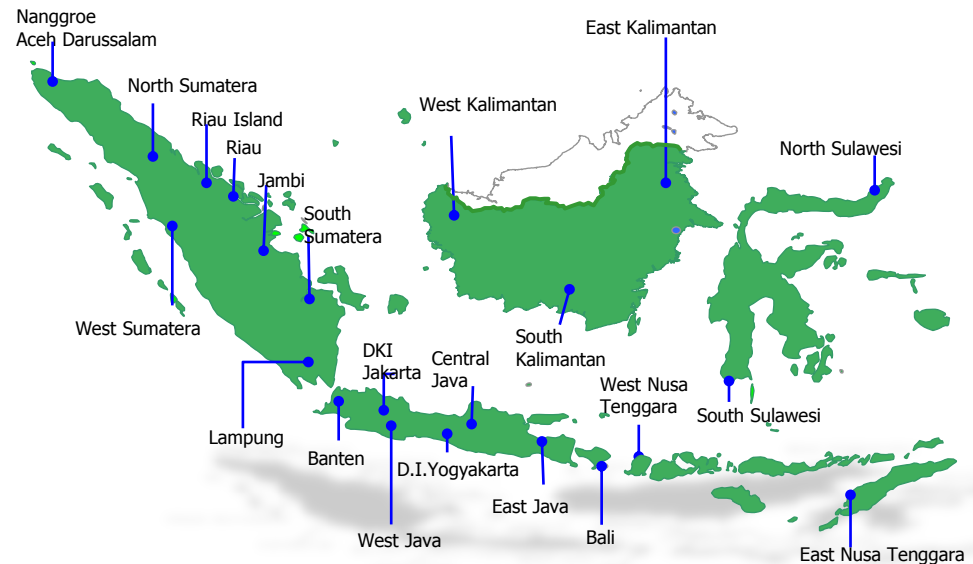
Using technology as a strategic means to deliver services



Improving human resources competencies as a key factor

# Extensive Branch and Electronic Network

As of Dec 31, 2012	
Branches	36
Sub Branches	107
Cash Offices	140
Micro-Service Offices	87
Payment Point	42
Pickup Service	8
<hr/>	
Total outlet	420
<hr/>	
ATMs	381
<hr/>	
Mini ATMs	923



- Bank Bukopin's network is in 22 out of 33 provinces in Indonesia.
- Bank Bukopin's ATM card gives its holder access to all major ATM networks in Indonesia (including ATM BCA Prima, ATM Bersama and ATM Plus), comprising more than 30.000 ATMs.
- Bank Bukopin's 15.000 PPOB outlets across Indonesia reaches out to the urban and rural population.
- Our IT system provides real-time monitoring of each branch's transactions and positions.



# Established Controls and Risk Management

## Active observation by Boards through Committee

- Risk Management Systems is executed according to internal and external rules

## Risk management executed by each related unit (risk taking units)

- Bank Bukopin has set and continuously review various internal policies and guidance for controlling all risks faced

## Bank-wide risk management by Risk Management Division

- All transactional execution had to go through checker and approval system.

## Internal control process

- There's also clear segregation between business and operational units

## • Implementation of risk management in Bank Bukopin covered 8 main risks

- \* credit risk
- \* market risk
- \* liquidity risk
- \* operational risk
- \* legal risk
- \* reputational risk
- \* strategic risk
- \* compliance risk

## • Bank Bukopin has developed models and systems for risk management

## • Bank Bukopin also regularly conduct stress testing, to forecast the impact of any external shock to the Bank's performance

## • The Risk Management Division is independent from risk taking units

## • Beside the internal audit activity, there's also internal control units embedded to the risk taking units and an independent unit of compliance, all to establish comprehensive internal control system

# Experienced Management



**Glen Glenardi,**  
**President Director**

26 years of experience

Past experience includes:

- Director of Micro and SME (2000-2005)
- Director of Cooperatives and Small Enterprises (1999)
- Head of Credit for Cooperatives and Small Enterprises (1992-1999)
- Head of Cirebon Branch (1989-1992)



**Tri Joko Prihanto,**  
**Finance & Planning Director**

26 years of experience

Past experience includes:

- Director of Operations (2000-2006)
- Corporate Secretary (1996-2000)
- Group Business Head (1995-1996)
- Head of Human Resources (1993-1995)
- Head of Business Development for Cooperatives (1991-1993)



**Agus Hernawan,**  
**Services & Distribution Director**

26 years of experience

Past experience includes:

- Director of Consumer Banking (2000-2006)
- Group Business Head (1997-2000)
- Head of Bukopin branches (1988-1997)



**Sunaryono,**  
**Risk Management, Compliance and  
Human Resources Development Director**

24 years of experience

Past experience includes:

- Director of Risk Management and Compliance (2003-2006)
- Head of Business Development for Cooperatives and Small Enterprises (2000-2003)
- Group Head of Central Java Province (1997-2000)
- Head of Commercial Branches Supervision (1996-1997)



**Sulistyohadi DS,**  
**SME and Cooperatives Director**

24 years of experience

Past experience includes:

- Group Head for Institutional Business (1999-2005)
- Some positions within Bank Bukopin since 1988



**Lamira S. Parwedi,**  
**Consumer Director**

26 years of experience

Past experience includes:

- Group Head for Commercial Business (2000-2006)
- Group Business Head (1995-2000)
- Head of Commercial Business Segment (1993-1995)



**Mikrowa Kirana,**  
**Commercial Director**

26 years of experience

Past experience includes:

- Group Head for Commercial Business (2001-2006)
- Group Head for Commercial Business in West and Central Java (2000-2001)
- Group Business Head (1997-2000)
- Head of Kupang and Denpasar Branches (1992-1996)

# Experienced Management



**Mulia P. Nasution,**  
***President Commissioner***

Currently Chairman of The Supervisory Board of State's Accounting School (Aug 2011 – present)  
Past experience includes:

- Secretary General of Finance Ministry (2006- Aug 2011)
- Director General Treasury of Finance Department (2004)
- Head of National Financial Accounting Body (2001)
- Head of Data Processing and Budget Information (1999)
- Director of Government Treasury and Cash (1998)
- Director of Budget Development II (1995)



**Deddy S.A. Kodir,**  
***Commissioner***

Currently Chairman of Kopelindo (2008-present)

Past experience includes :

- Director of Human Resources & General Affair of Bulog (2011-2012)
- Director of Planning and Business Development of Bulog (2009-2011)
- Head of Human Resources Department of Bulog (2008-2011)
- Has over 30 years of working experience at Bulog



**Yoyok Sunaryo,**  
***Independent Commissioner***

Currently Entrepreneur in Agro Business.

Past experience includes :

- Head of Milk Cooperatives Indonesia (1997-2002)
- PUSKUD facilitator (1999-2000)
- Head Coordinator at Milk Cooperative Indonesia Mojosongo (1986-1993)
- Manager at Milk Cooperative of Indonesia Cirebon (1984-1986)



**Syamsul Effendi,**  
***Independent Commissioner***

Currently Advisor of PT Wana Subur Lestari (2011-present)

Past experience includes :

- Secretary of Kopkapindo
- Associate Director of General Affair Manager at PT Kutai Timber Indonesia (2007-2011)
- Manager General Affair at PT Kutai Timber Indonesia (2001-2006)



**Margustienny,**  
***Independent Commissioner***

Currently Civil Servant of Finance Ministry (Feb 2012-present)

Past experience includes :

- Head of Public Service Agency Housing
- Finance Centre of State Ministry of Housing (2010-Feb 2012)
- Has over 30 years of working experience at Finance Ministry.

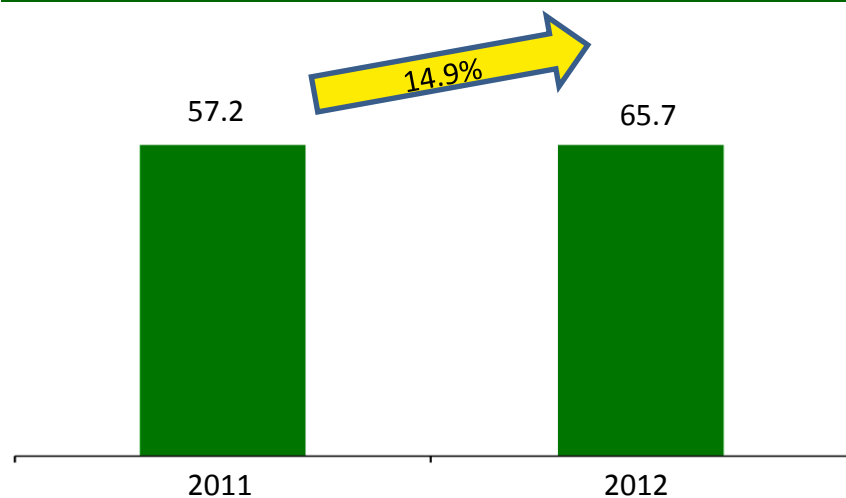
# Financial Summaries





# Key Financial – Balance Sheet

## Total Assets (Rp. Tn)



### Period

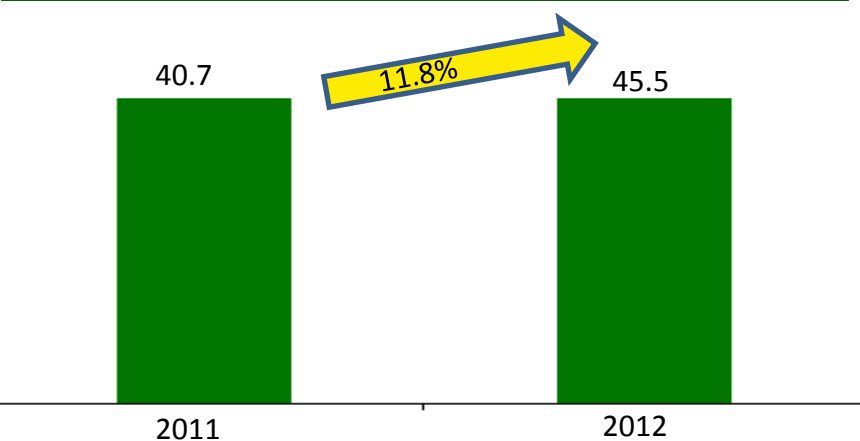
### Percentage

% Y o Y

14.9%

Asset increased year-on-year by 14.9% from Rp57.2Tn to Rp65.7Tn, which was supported by loan growth.

## Total Loans (Rp. Tn)



### Period

### Percentage

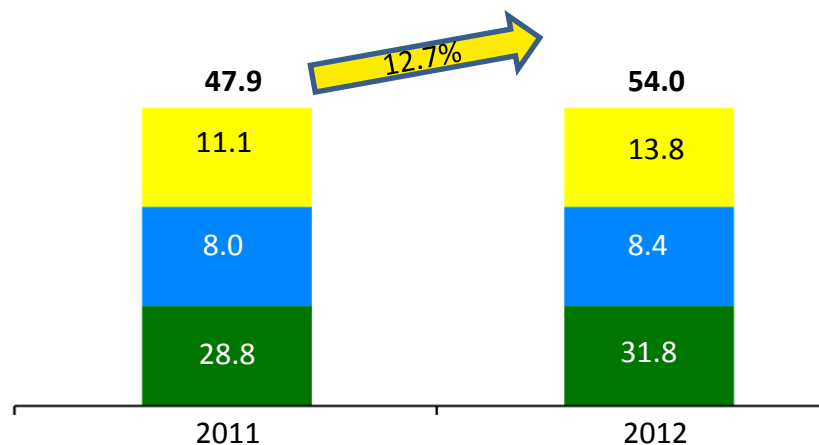
% Y o Y

11.8%

# Key Financial – Balance Sheet

## Total Third Party Deposits (Rp. Tn)

■ Savings ■ Current Account ■ Time Deposit

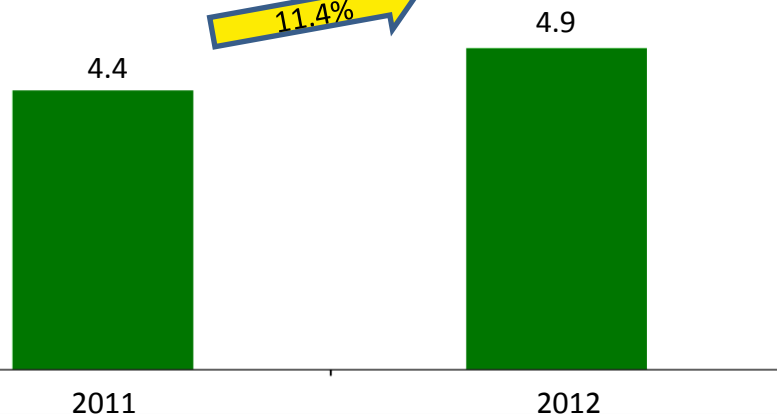


Period	Percentage
% Y o Y	12.7%

Deposits increased year-on-year by 12.7% from Rp47.9Tn to Rp54.0Tn. The largest increases came from time deposit and savings

## Total Shareholders' Equity (Rp. Tn)

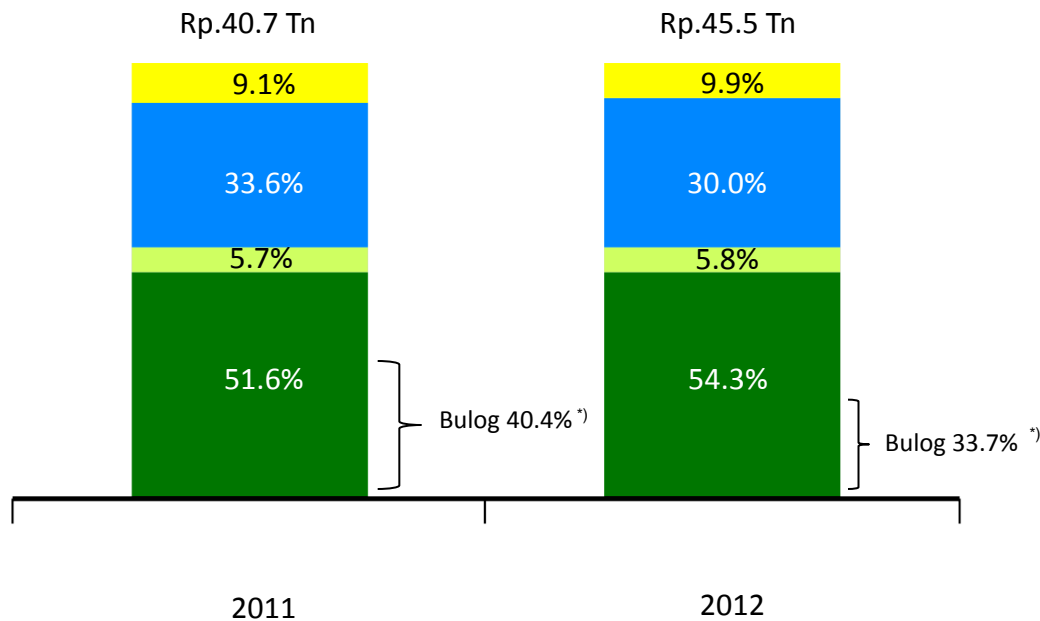
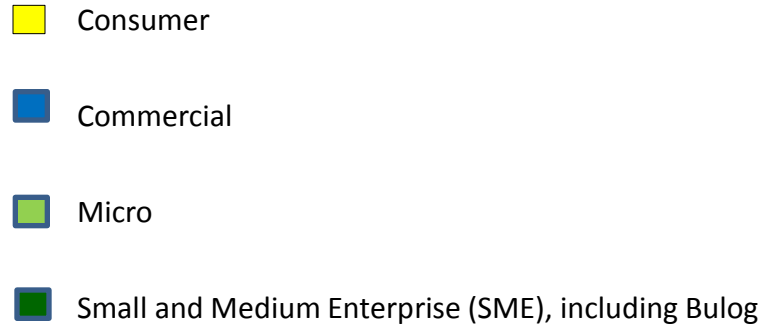
11.4%



Period	Percentage
% Y o Y	11.4%



# Overview of Loan Portofolio



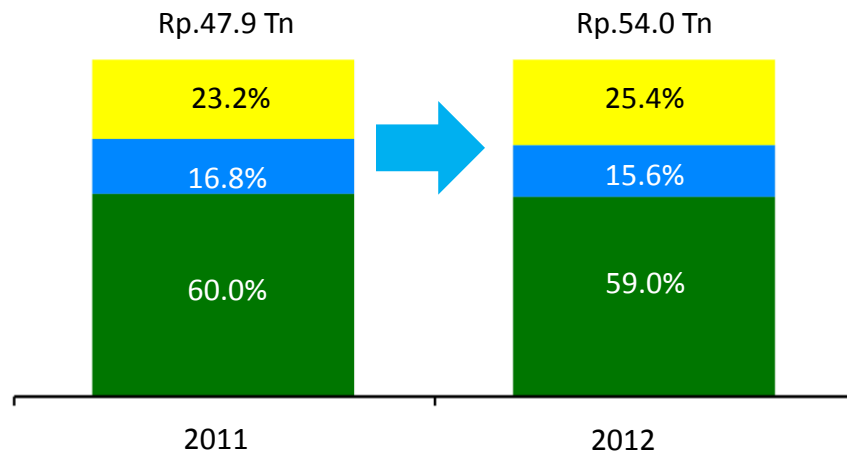
Loan segment	Loan size
Micro	< Rp.500 M
SME	Rp.500 M – Rp.25 Bn
Commercial	> Rp.25 Bn

\* From SME Loan

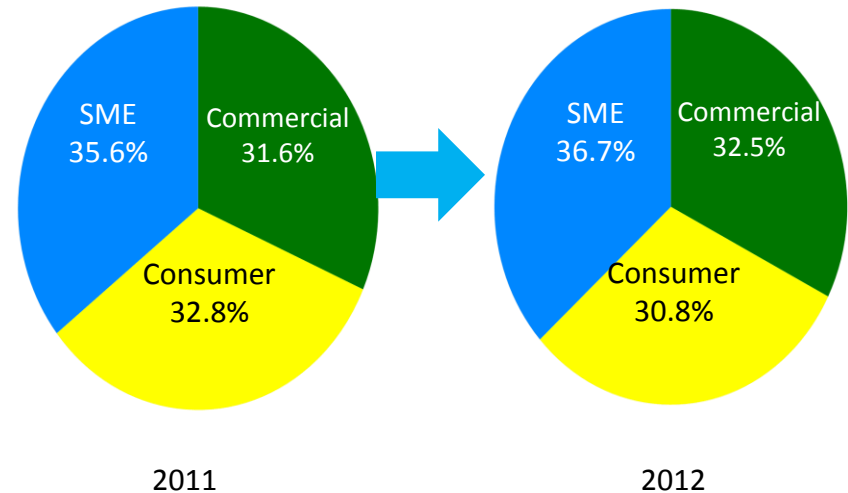
# Funding Composition

## Funding Composition (by product)

■ Savings ■ Current ■ Time Deposit

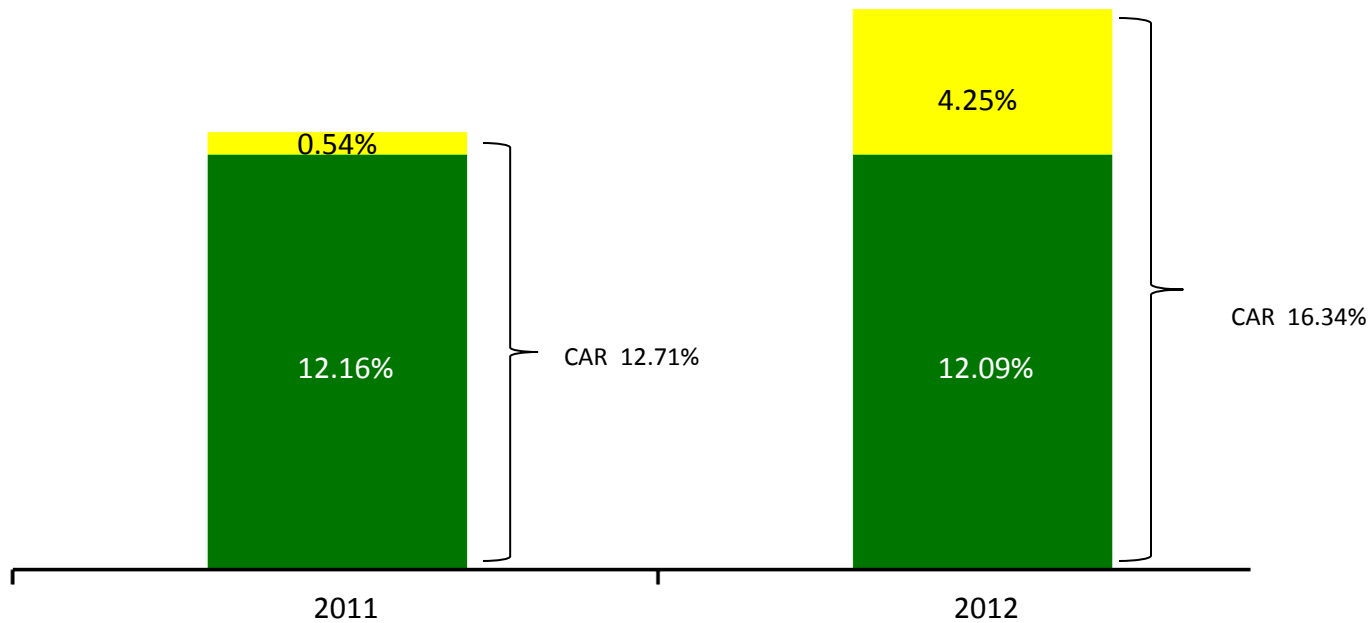
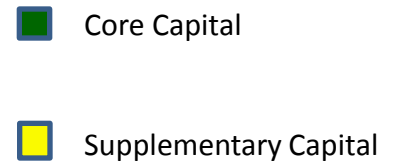


## Funding Composition (by segment)



- We target to increase our current and savings deposits. The increase has been achieved through product development and expanding our network, particularly our electronic network.
- We have also leveraged our payment and cash management services.

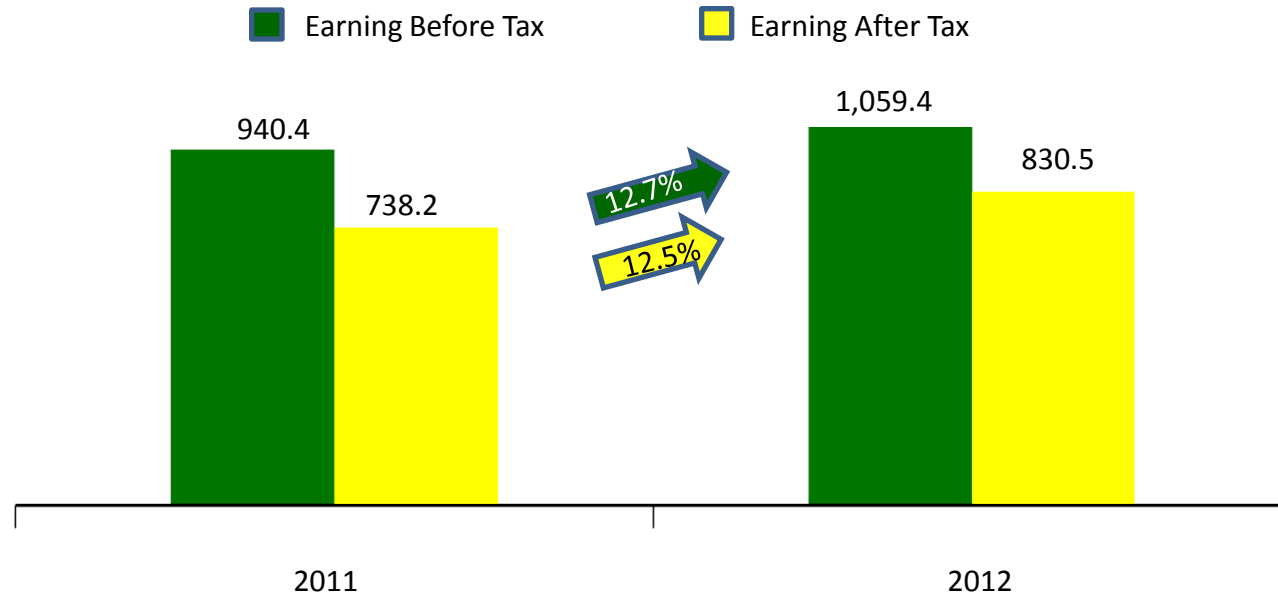
# Core & Supplementary Capital



An increase in CAR in Dec 2012 due to the issuance of subordinated bonds in the first quarter of 2012 and increase of net profit.

# Key Financial – Earning

## Earning Before and After Tax (Rp. Bn)

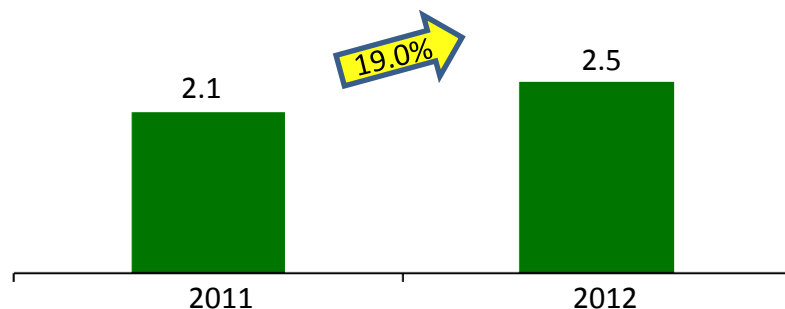


Net profit year-on-year increased by 12.5% from Rp738.2 billion to Rp830.5 billion. This was due to an increase of net interest income and fee based income

Periode	% EBT	% EAT
%Y o Y	12.7%	12.5%

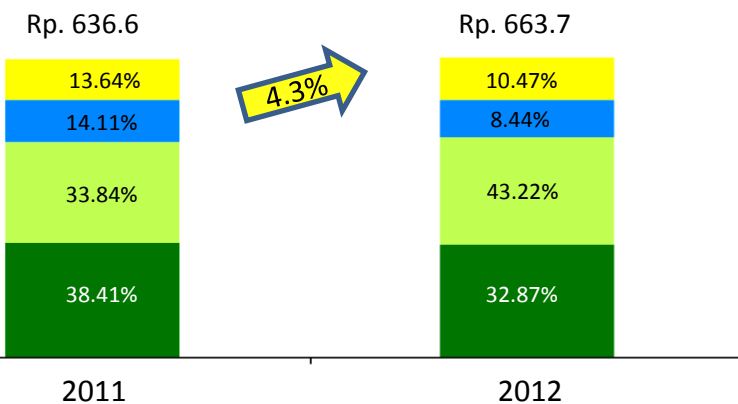
# Key Financial – Balance Sheet

Net Interest Income (Rp. Tn)

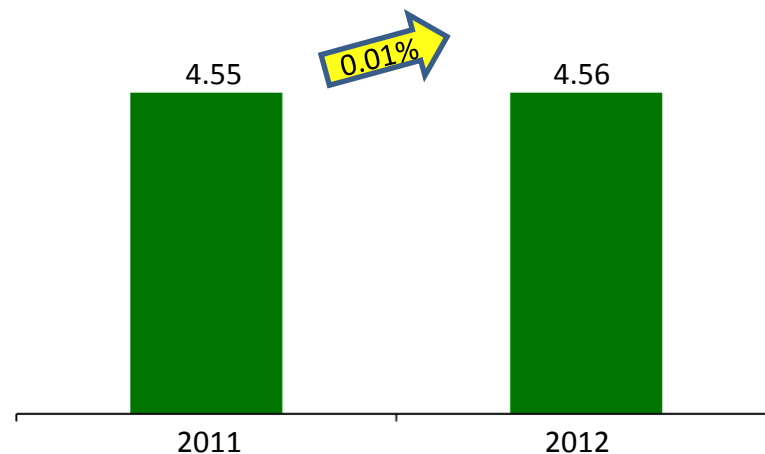


Fee Based Income

■ Treasury 
 ■ Public Service 
 ■ Credit Card 
 ■ Others



Net Interest Margin (NIM) (%)



Period

Procentage

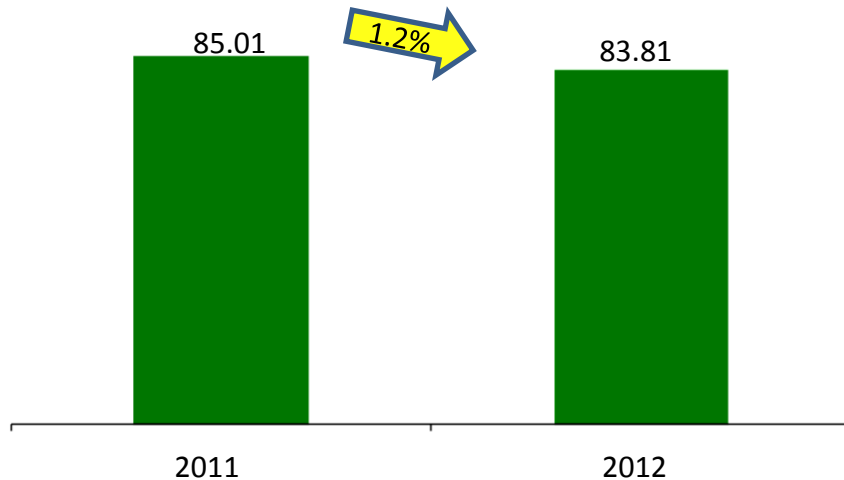
% Y o Y

19.0%

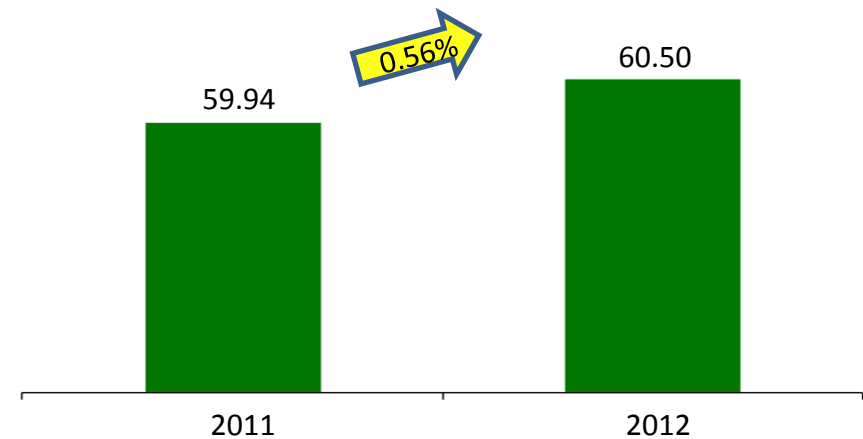
Net Interest Income year-on-year increased by 19.0% from Rp2.1Tn to Rp2.5Tn.

# Key Ratio

Loan-to-Deposit Ratio (LDR) (%)



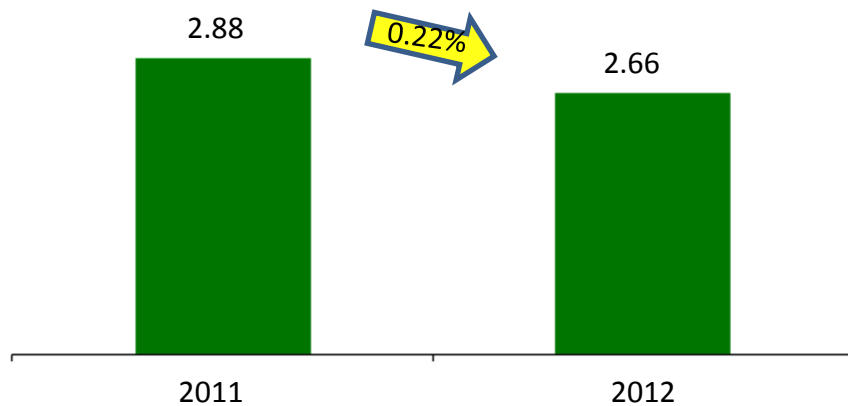
Cost-to-Income Ratio (CIR) (%)



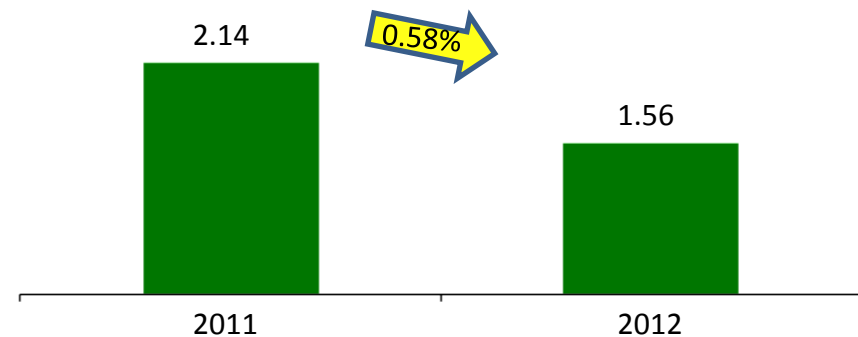
- LDR year-on-year decreased by 1.2% from 85.01% to 83.81%
- We will maintain our LDR to be in-line with Bank Indonesia's range at 78%-100%.
- We target to manage our Cost to Income Ratio around 60%.

# Key Ratio

Gross Non-Performing Loan (NPL) (%)



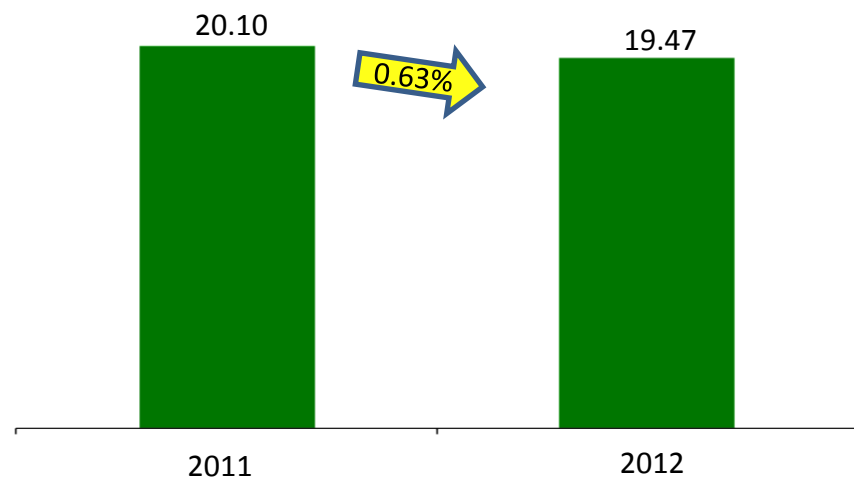
Net Non-Performing Loan (NPL) (%)



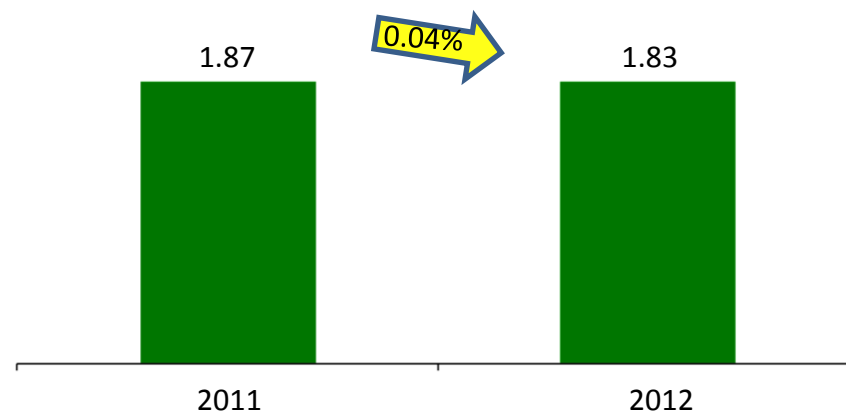
- Our gross NPL stood at level 2.66% and net NPL at 1.56% in December 2012.

# Key Ratio

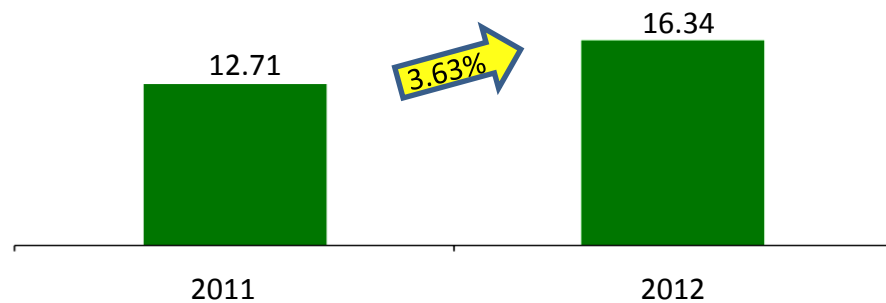
Return-on-Equity (ROE) (%)



Return-on-Assets (ROA) (%)



Capital Adequacy Ratio (CAR) (%)



- We target to maintain ROE around 20% by the end of 2012
- We target to maintain CAR above 12%



# Award



## **"Infobank Platinum Awards 2011"**

Awarded for Financial Performance Excellence Bank 2002-2011.



## **"First Bank ISO 20000"**

Awarded for being the first bank in Indonesia that received the Certification ISO 20000-1:2011 of Quality Management System.



## **"Indonesia Banking Award Best Performance Banking 2012"**

Awarded for National Private Bank Category (Asset > 50 T)" from Tempo Magazine and Perbanas.



## **"Certification of ISO 20000-1:2011"**

For providing the electric utility connection system and the core banking saving system from British Standards Institute.



## **"Property & Bank Awards 2012"**

Awarded for The Best Overall Performance Banking.



## **"Infobank Platinum Trophy 2012"**

Awarded for Financial Performance Excellence Bank 2002-2011.

# Award



## **“1<sup>st</sup> The Best Bank 2012 in Compliance”**

Awarded for National Private Bank Category (Asset > 25 - 100 T ) from Business Review Magazine and Perbanas.



## **“ 3<sup>rd</sup> The Best Bank 2012 in Corporate Social Responsibility”**

Awarded for National Private Bank Category (Asset > 25 - 100 T ) from Business Review Magazine and Perbanas.



## **“ 2<sup>nd</sup> The Best Bank 2012 in Corporate Communication”**

Awarded for National Private Bank Category (Asset > 25 - 100 T ) from Business Review Magazine and Perbanas.



## **“Indonesian Bank Loyalty Index (IBLI)”**

Awarded for Saving Account Conventional Banking (Asset > 75 T ) from Infobank Magazine and MarkPlus Insight.



## **“Certification of ISO 27001:2005”**

For providing for information security from Bureau Veritas Certification.



## **“Indonesian Bank Loyalty Index (IBLI)”**

Awarded for Top 10 Credit Card for Loyalty Program from Infobank Magazine and MarkPlus Insight.



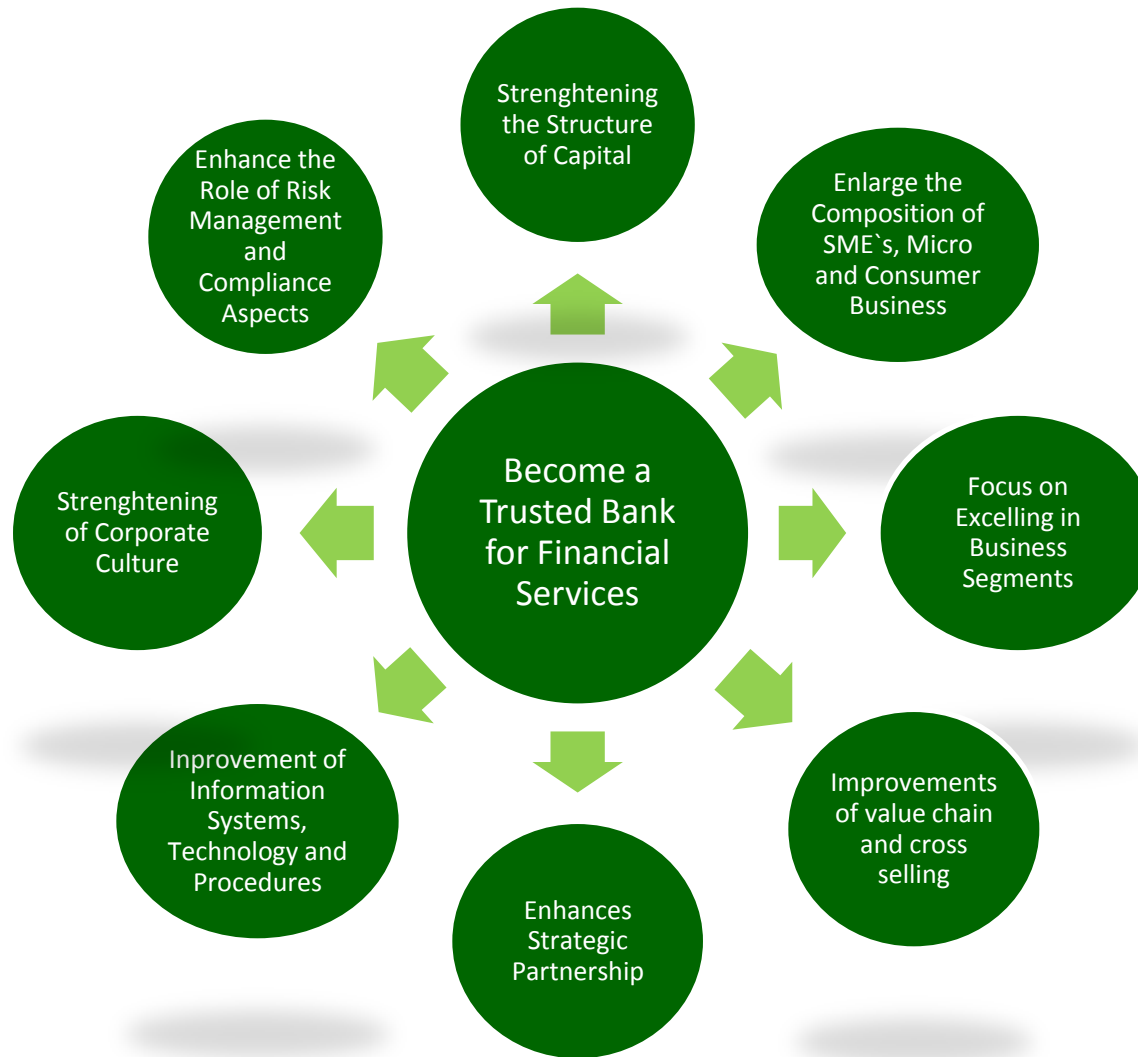
## **“ 2<sup>nd</sup> The Best Bank 2012 in Financial Aspect”**

Awarded for National Private Bank Category (Asset > 25 - 100 T ) from Business Review Magazine and Perbanas.

# Strategic Plan



# Strategic Plan



Thank You

# Q & A