



# BANK BUKOPIN

## OVERVIEW

As of September 2013



# Disclaimer

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

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## Strategic Plan

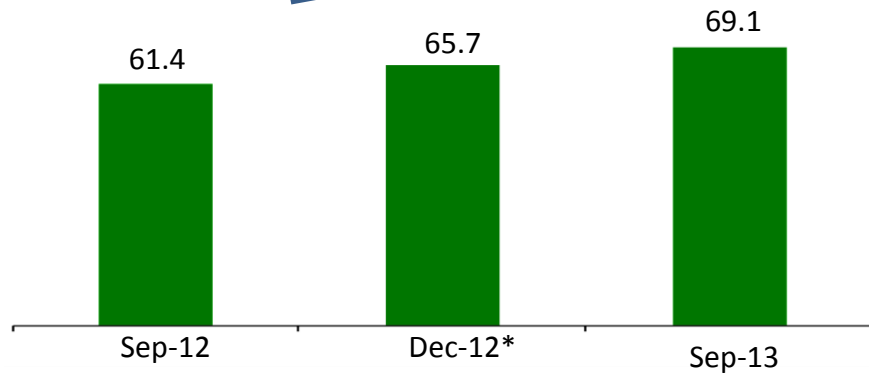
# Overview



# Financial Highlight

## Total Assets (Rp. Tn)

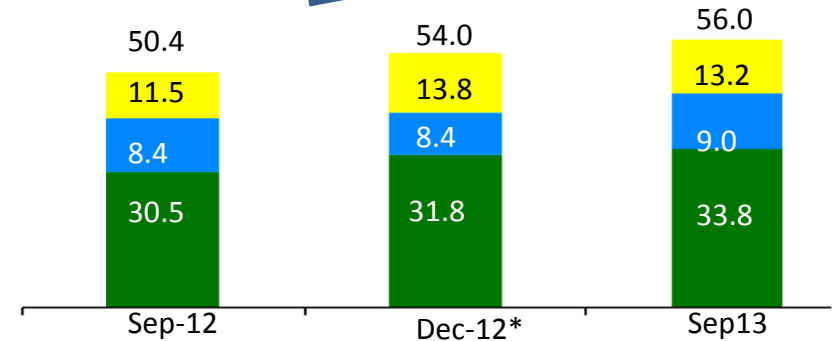
12.54%



## Total Third Party Deposits (Rp. Tn)

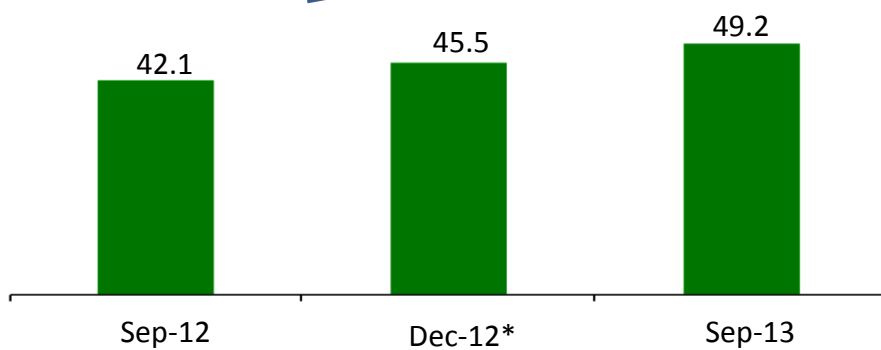
Time Deposit Savings Current Account

11.12%



## Total Loans (Rp. Tn)

16.87%

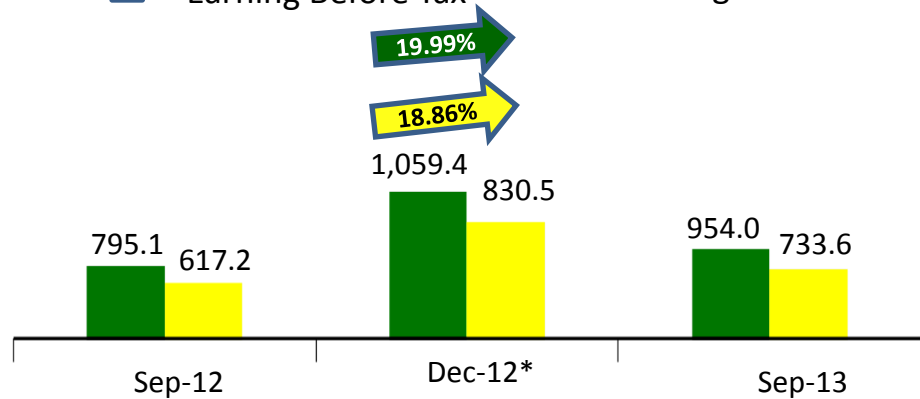


## Earning (Rp. Bn)

Earning Before Tax Earning After Tax

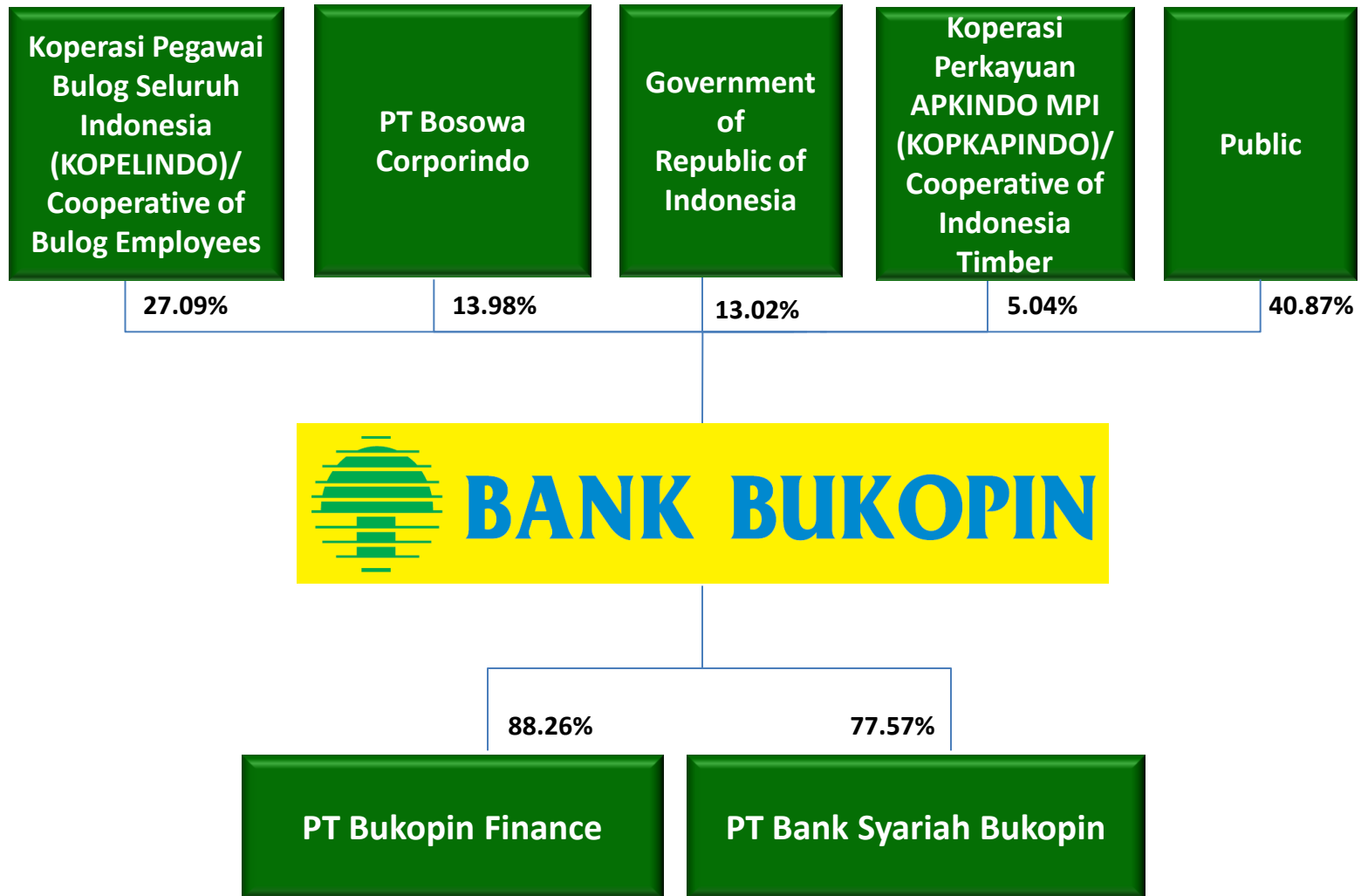
19.99%

18.86%



\* Audited

# Shareholders Structure as of 30 Sept 2013

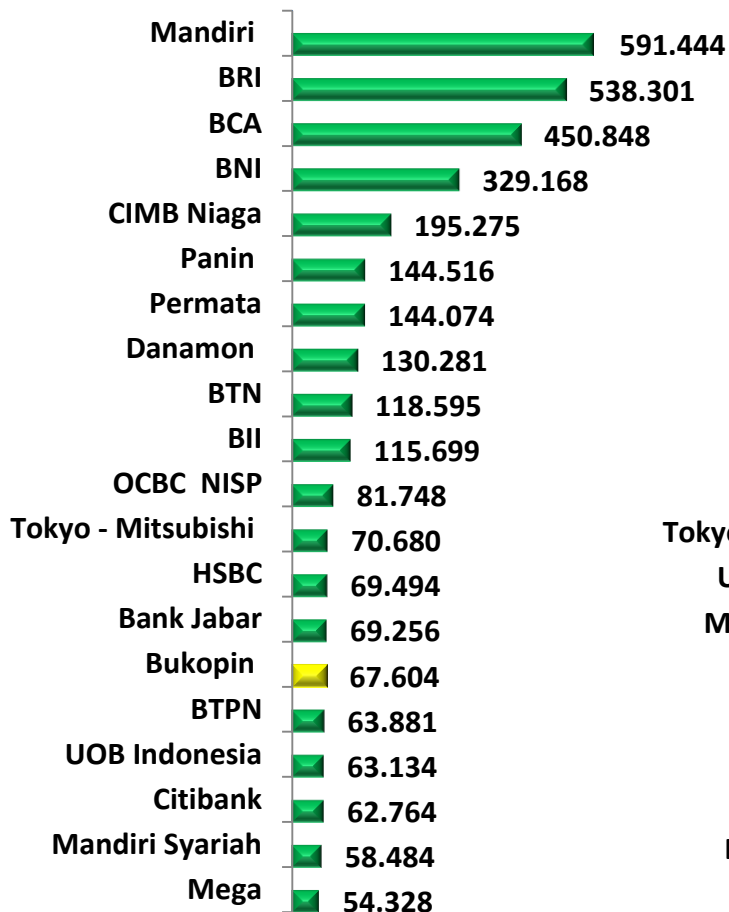


# Industry Position

## Asset

Rank 15<sup>th</sup>

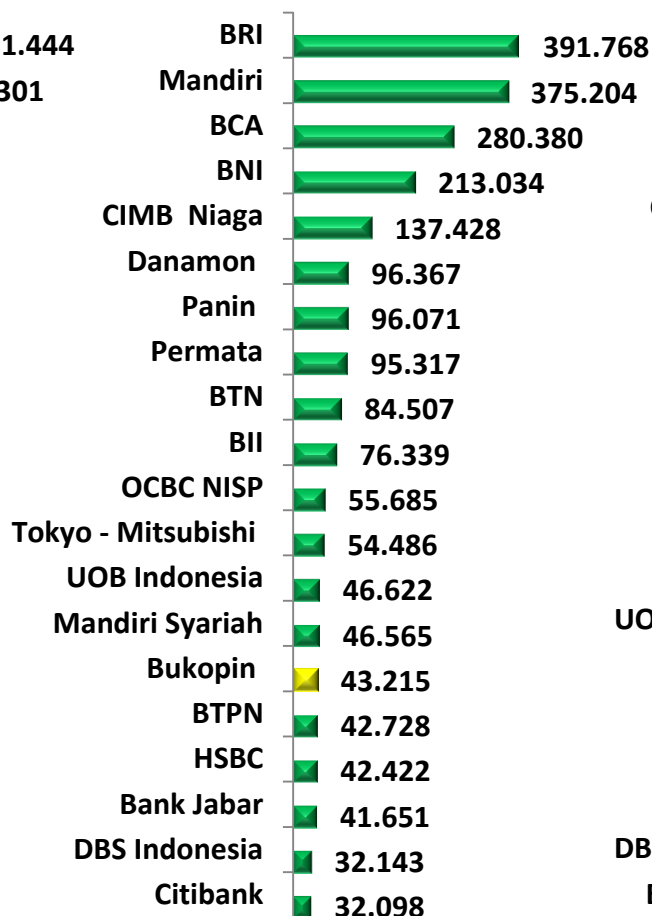
### Asset



## Loan

Rank 15<sup>th</sup>

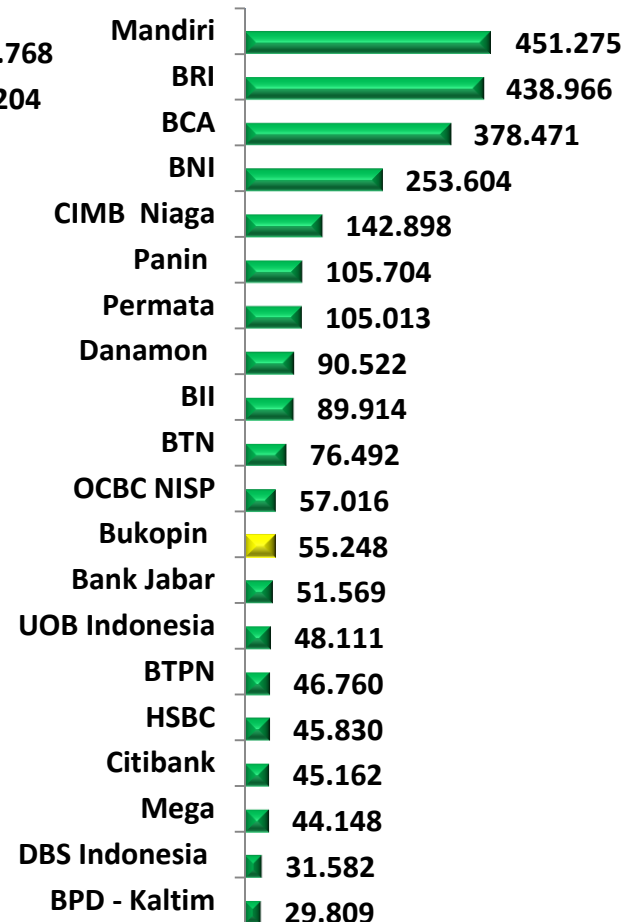
### Loan



## Deposit

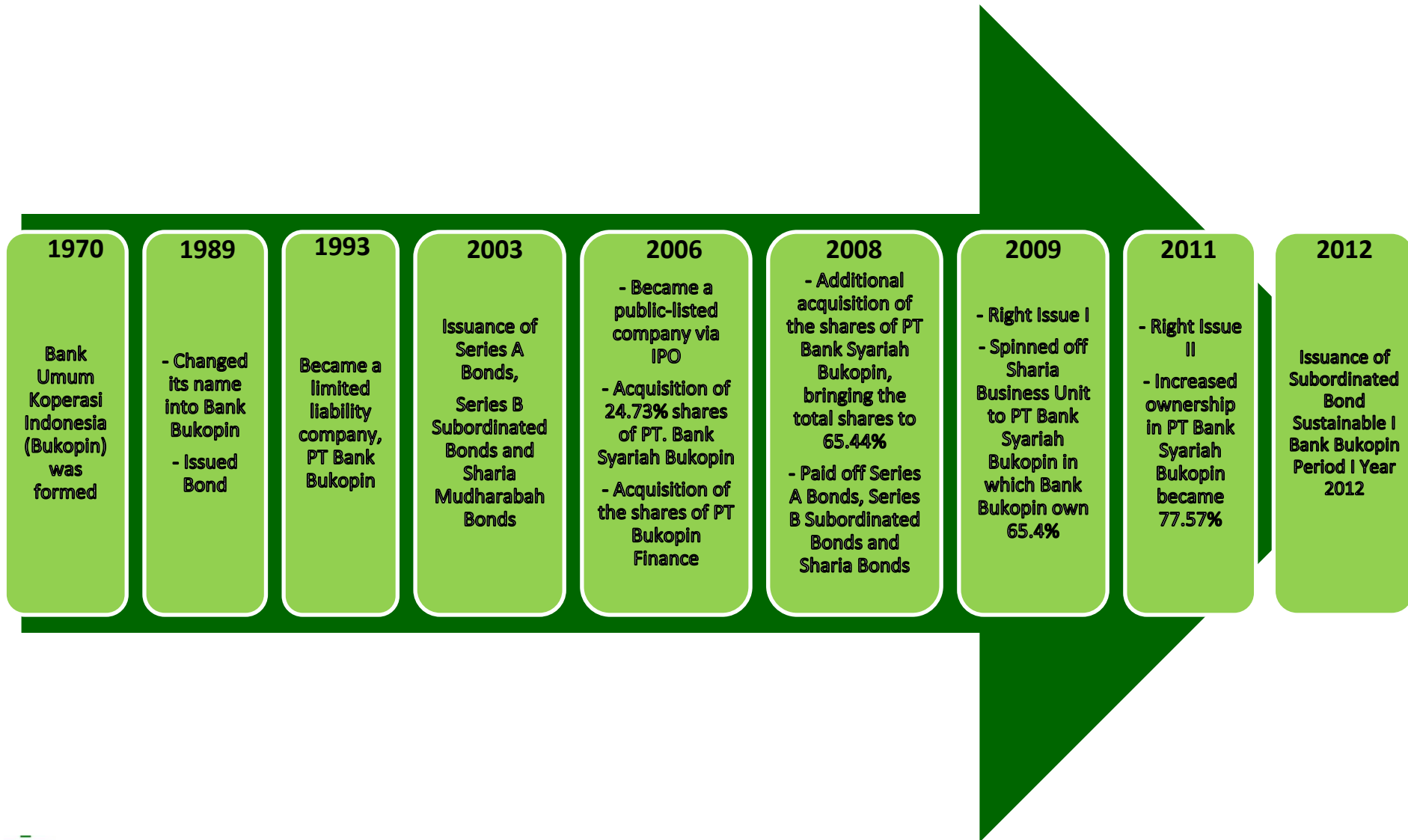
Rank 12<sup>th</sup>

### Deposit



In billion Rp

# 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 Transactional and Sharia Banking

# Competitive Strengths



# Positioned for Growth



# Strategic Partnerships



## **BULOG**

- National Food Logistic Agency

## **Taspen**

- State-owned pension company for civil servants

## **Swamitra**

- Community-based cooperative

## **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 (45%) in financing Bulog and the other bank is BRI (55%).
- Bank Bukopin has a long-standing partnership with Bulog. Around 33.55% of Bank Bukopin's Commercial 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 650 Swamitra with more than 475.000 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

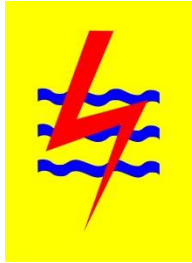
- Jamsostek manages social security for over 40 million private sector workers, of which over 11 million are active members, with total assets of over Rp. 137 trillion.
- Bank Bukopin has 38 outlets co-located at Jamsostek's offices. These outlets enable the deposit of contributions by and payment of 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 15 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. 1,645 trillion by September 2013.

# Strategic Partnership



State-owned electricity company

- Bank Bukopin currently serves more than 12 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 5 years ago. It now has more than 18.000 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 30 September 2013 fee-based income contributes around 24.49 % 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

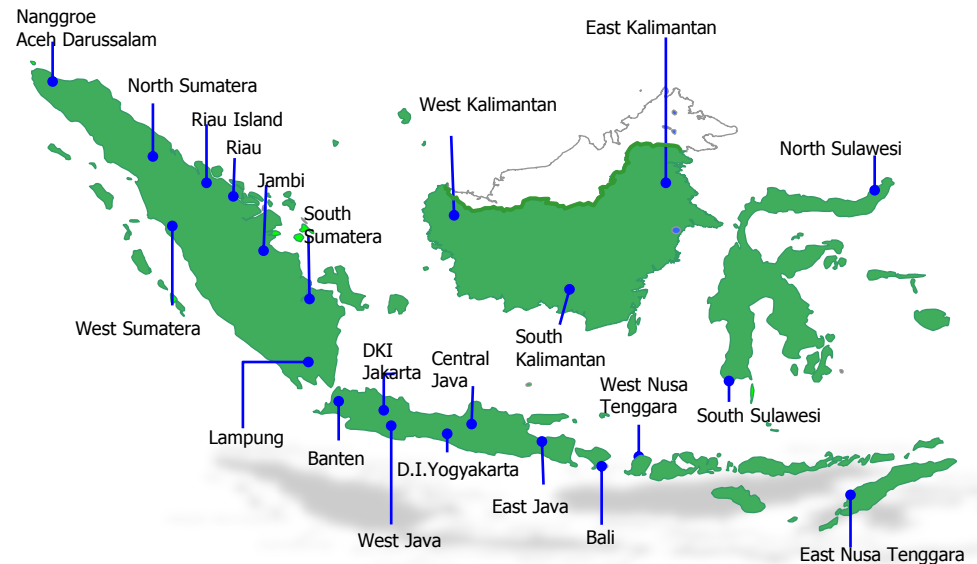


Improving human resources competencies as a key factor

# Extensive Branch and Electronic Network

As of Sept 30, 2013

|                       |      |
|-----------------------|------|
| Branches              | 37   |
| Sub Branches          | 112  |
| Cash Offices          | 150  |
| Micro-Service Offices | 87   |
| Payment Point         | 38   |
| Pickup Service        | 8    |
| Total outlet          | 432  |
| ATMs                  | 472  |
| Mini ATMs             | 1304 |



- Bank Bukopin's network is in 22 out of 34 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 18.000 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  
executed by each related  
unit (risk taking units)

Bank-wide risk  
management by Risk  
Management Division

Internal control process

- **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**

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

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

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

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

# Experienced Management



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

27 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**

27 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,**  
**Retail Director**

27 years of experience

Past experience includes:

- Director of Services & Distribution (2006-2013)
- Director of Consumer Banking (2000-2006)
- Group Business Head (1997-2000)
- Head of Bukopin branches (1988-1997)



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

27 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)



**Sulistyohadi DS,**  
**Services & Operation Director**

25 years of experience

Past experience includes:

- Director of Medium, Small Enterprises and Cooperatives (2005-2013)
- Group Head for Institutional Business (1999-2005)



**Adhi Brahmantya,\***  
**Business Development and  
Information Technology Director**

25 years of experience

Past experience includes:

- General Manager of Business Development (2011-2013)
- Division Head of Distribution Network and Business Partnership (2010-2011)
- Project Officer of Public Service (2008-2010)
- Head of Bandung Branch (2006-2008)



**Irlan Suud,\***  
**Risk Management, Compliance and  
Human Resources Development Director**

22 years of experience

Past experience includes:

- General Manager of Business Regional I (2012-2013)
- Division Head of Credit Commercial IV (2012)
- Division Head of Program Fund (2008-2012)
- Group Head of Institution Fund and Program (2008)
- Head of Tanjung Pinang Branch (2007-2008)



**BANK BUKOPIN**

\*) Subject to Central Bank approval

# Experienced Management



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

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

Past experiences include:

- 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 experiences include :

- 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)
- Over 30 years experience at Bulog Institution



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

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

Past experiences include :

- 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)



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

Past experiences include :

- 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)



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

Past experiences include :

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



**Parikesit Suprpto,\***  
***Commissioner***

Currently Special Aid of the Ministry of State Owned Enterprise (2012-present)

Past experience includes :

- Deputy of Business Services, Ministry of State Owned Enterprise (2010-2012)
- Deputy of Banking and Financial, Ministry of State Owned Enterprise (2008-2010)
- Assistant Deputy for Restructuring and Privatization of Enterprises Financial Services, Construction and Other Services (2002-2008)



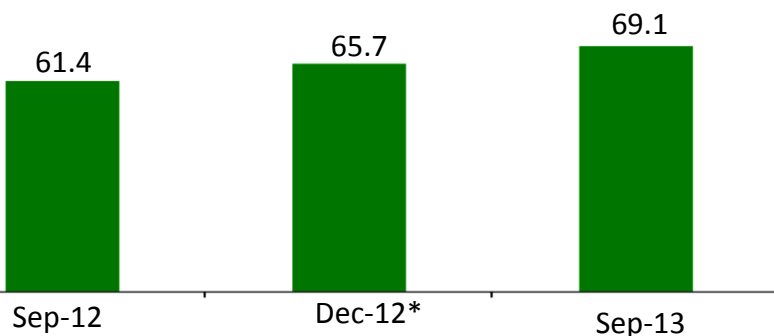
# Financial Summaries



# Key Financial – Balance Sheet

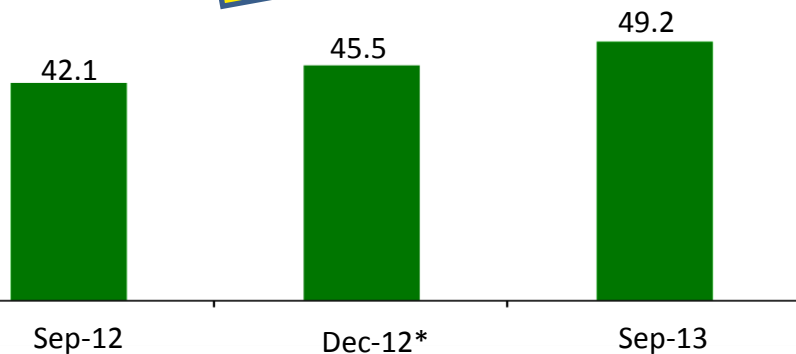
## Total Assets (Rp. Tn)

12.54%



## Total Loans (Rp. Tn)

16.87%



### Period

### Percentage

% Y o Y

12.54%

% Y to D

5.18%

Asset increased year-on-year by 12.54% from Rp61.4Tn to Rp69.1Tn. The increases came from total third party deposits.

### Period

### Percentage

% Y o Y

16.87%

% Y to D

8.14%

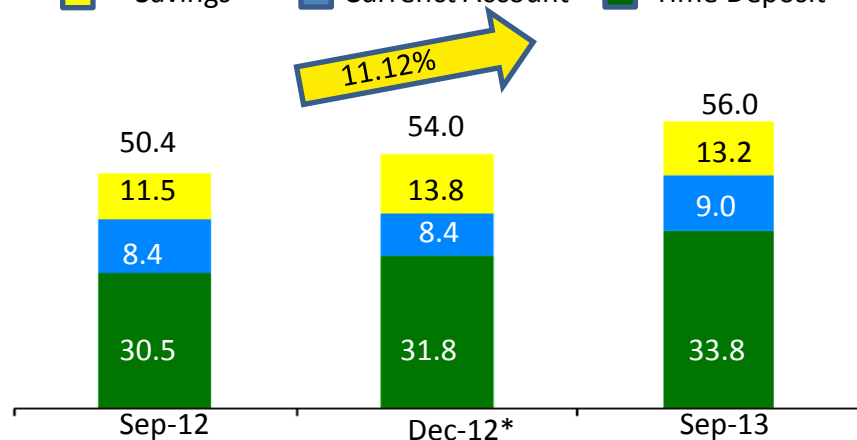
Loan increased year-on-year by 16.87% from Rp42.1Tn to Rp49.2Tn. This was due to the increase of Consumer loans and SME loans.

\* Audited

# Key Financial – Balance Sheet

## Total Third Party Deposits (Rp. Tn)

■ Savings   
 ■ Current Account   
 ■ Time Deposit

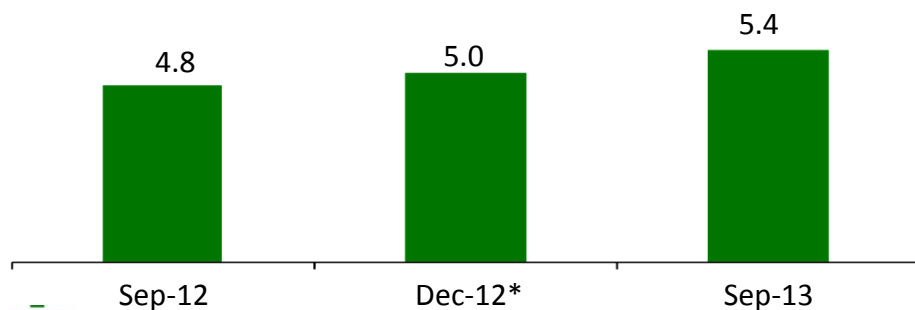


| Period   | Percentage |
|----------|------------|
| % Y o Y  | 11.12%     |
| % Y to D | 3.71%      |

Deposits increased year-on-year by 11.12% from Rp50.4Tn to Rp56.0Tn. The largest increases came from savings.

## Total Shareholders' Equity (Rp. Tn)

12.50%

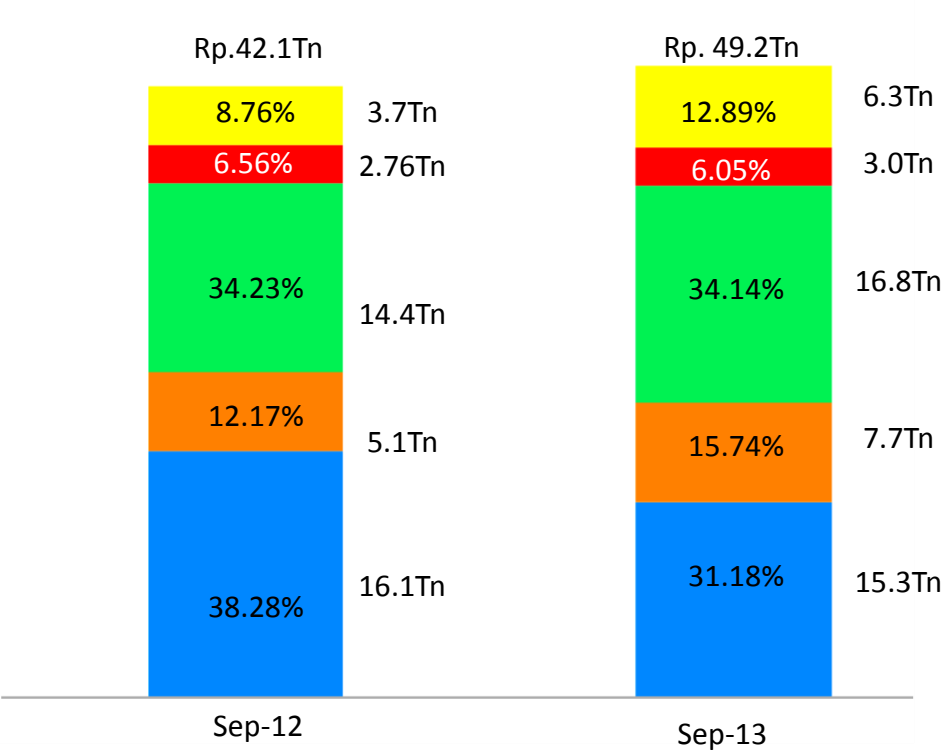
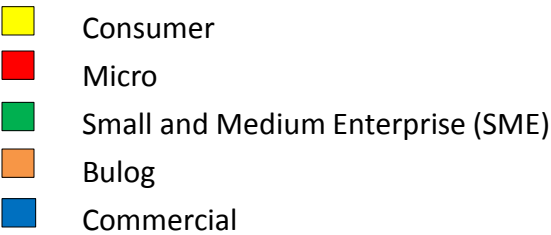


| Period   | Percentage |
|----------|------------|
| % Y o Y  | 12.50%     |
| % Y to D | 8.00%      |

Shareholders equity increase from retained earnings.

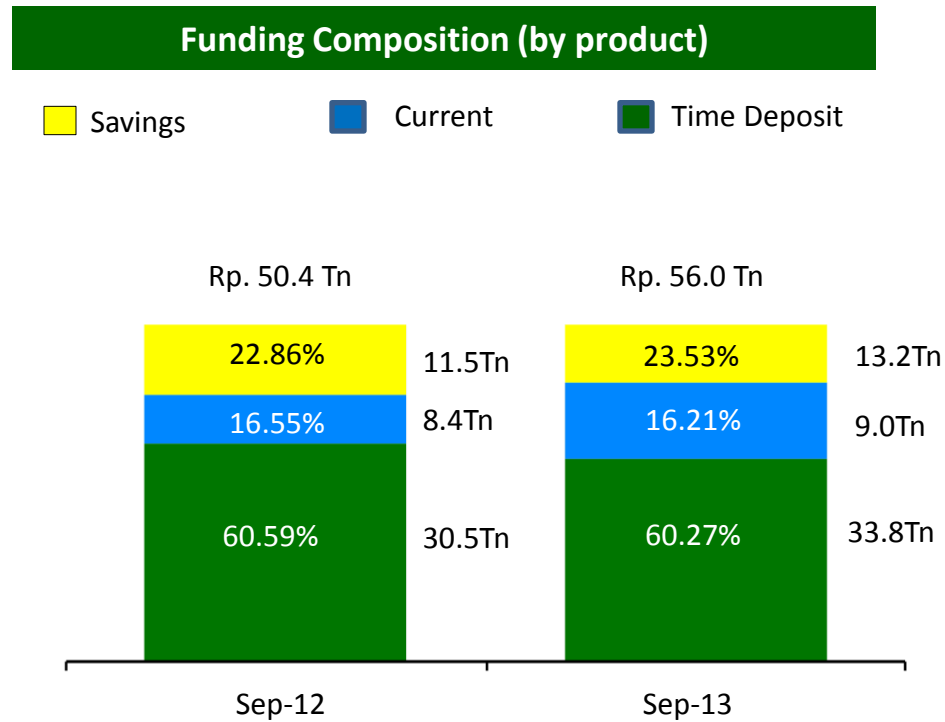


# Overview of Loan Portofolio

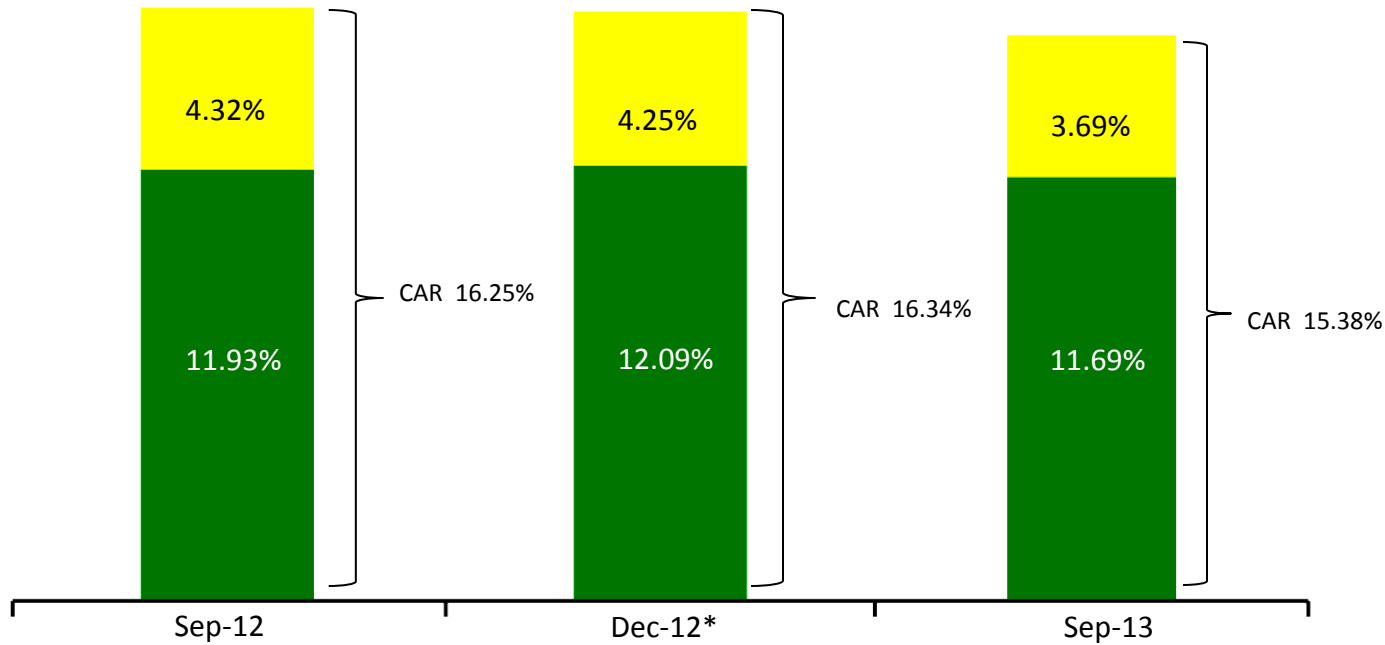
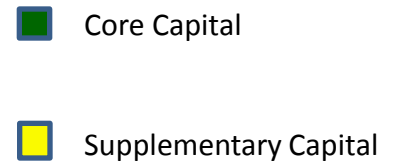


| Loan segment | Loan size           |
|--------------|---------------------|
| Micro        | < Rp.500 M          |
| SME          | Rp.500 M – Rp.25 Bn |
| Commercial   | > Rp.25 Bn          |

# Funding Composition

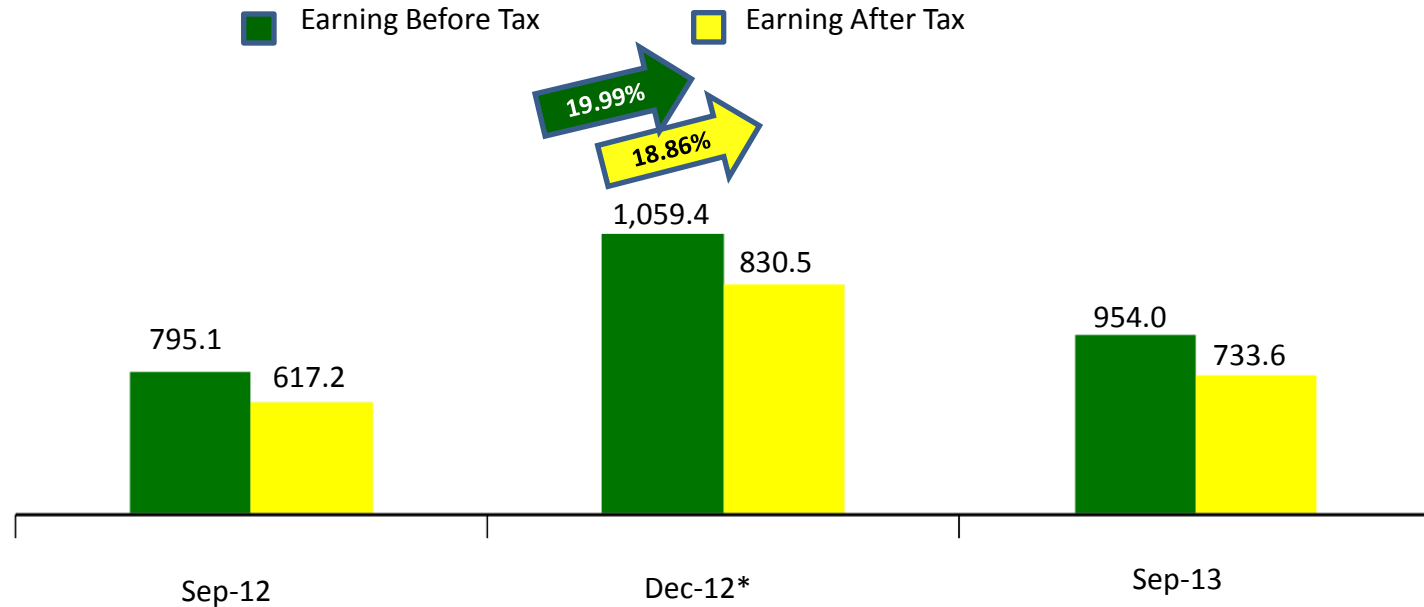


# Core & Supplementary Capital



# Key Financial – Earning

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



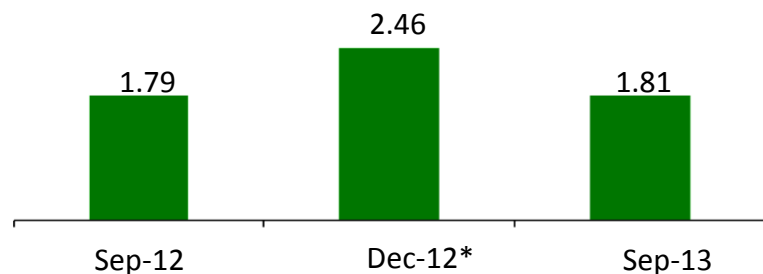
Net profit year-on-year increased by 18.86% from Rp617.2 billion to Rp733.6 billion. This was due to the increase of Net Interest Income & Fee Based Income

| Periode | % EBT  | % EAT  |
|---------|--------|--------|
| %Y o Y  | 19.99% | 18.86% |

# Key Financial – Balance Sheet

## Net Interest Income (Rp. Tn)

1.12%



### Period

### Percentage

% Y o Y

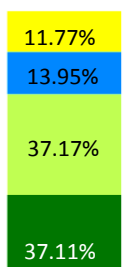
1.12%

Net Interest Income year-on-year increased by 1.12% from Rp 1.79Tn to Rp 1.81Tn.

## Fee Based Income

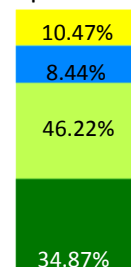
Treasury Public Service Credit Card Others

Rp. 482.5



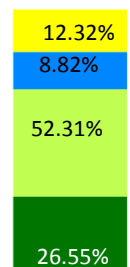
Sep-12

Rp. 663.7



Dec-12\*

Rp. 571.9



Sep-13

18.53%

## Net Interest Margin (NIM) (%)

4.52

Sep-12

4.56

Dec-12\*

3.75

Sep-13

0.04%

-0.81%

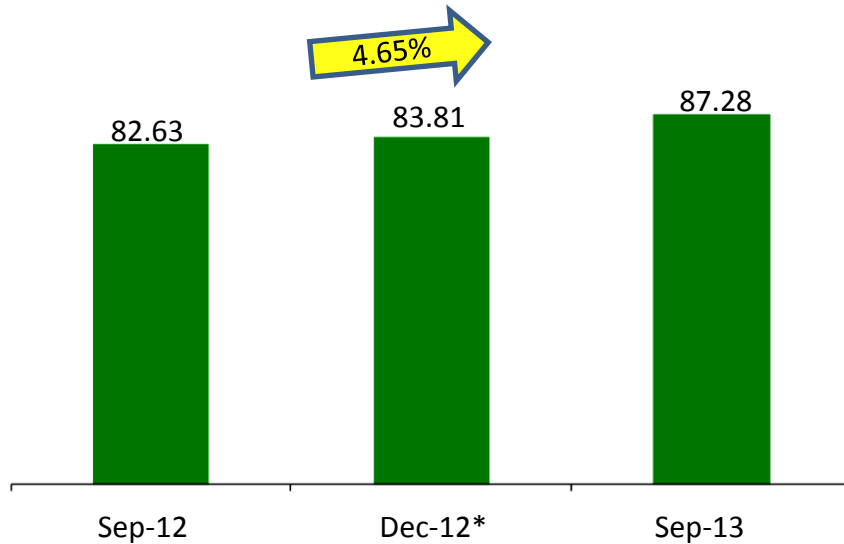
\* Audited



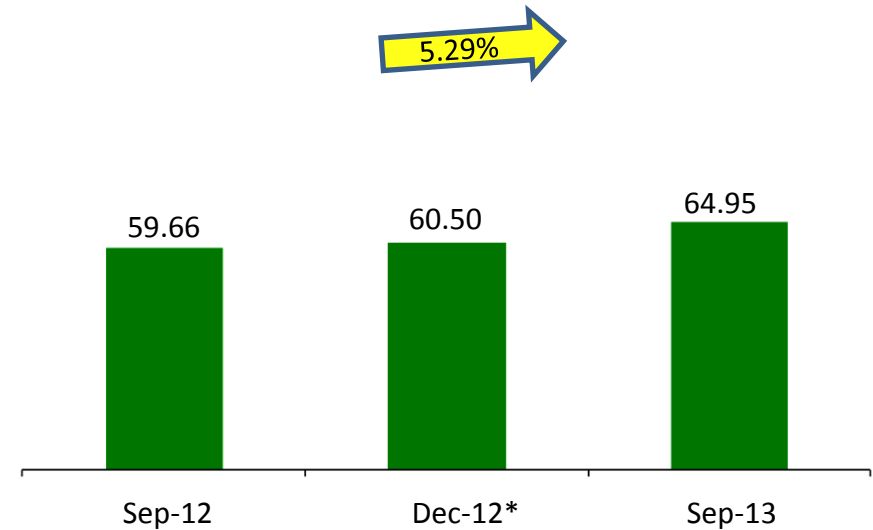
**BANK BUKOPIN**

# Key Ratio

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



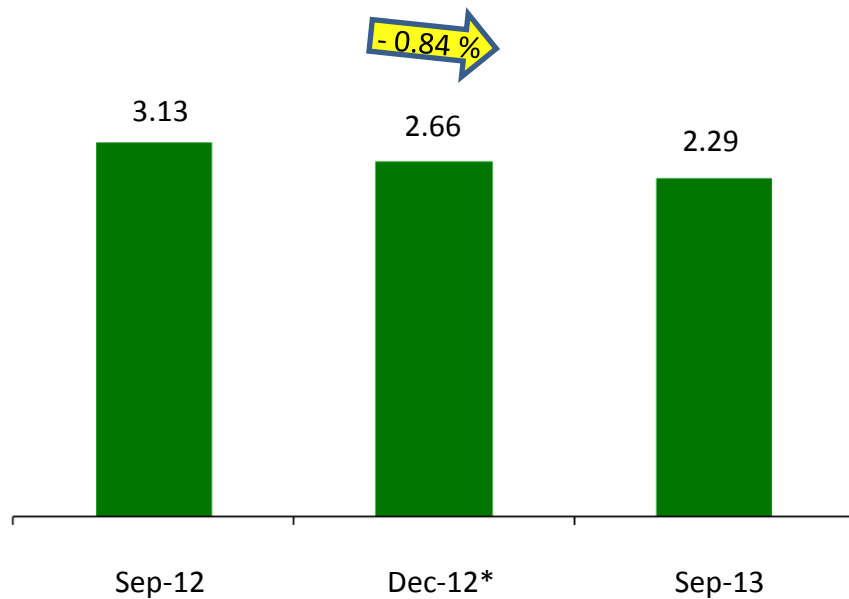
Cost-to-Income Ratio (CIR) (%)



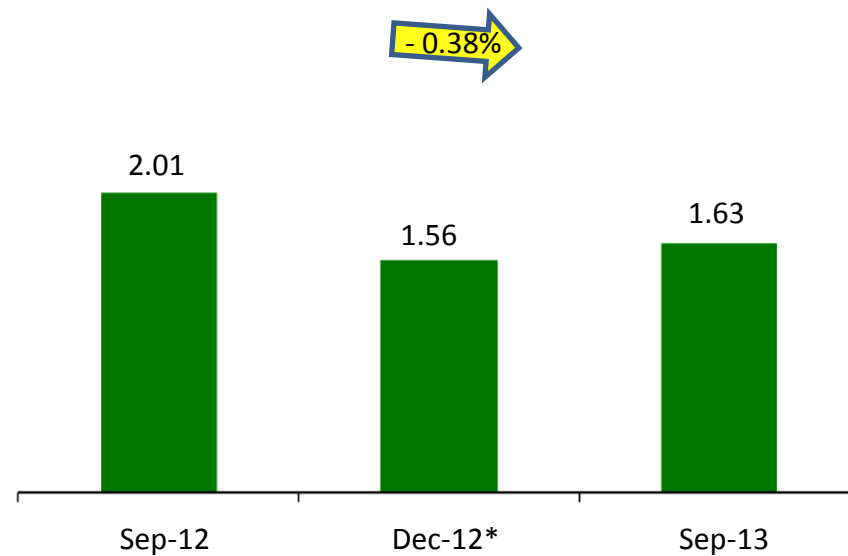
- LDR year-on-year increased by 4.65% from 82.63% to 87.28%
- We will maintain our LDR to be in-line with Bank Indonesia's range at 78%-92%.

# Key Ratio

Gross Non-Performing Loan (NPL) (%)



Net Non-Performing Loan (NPL) (%)

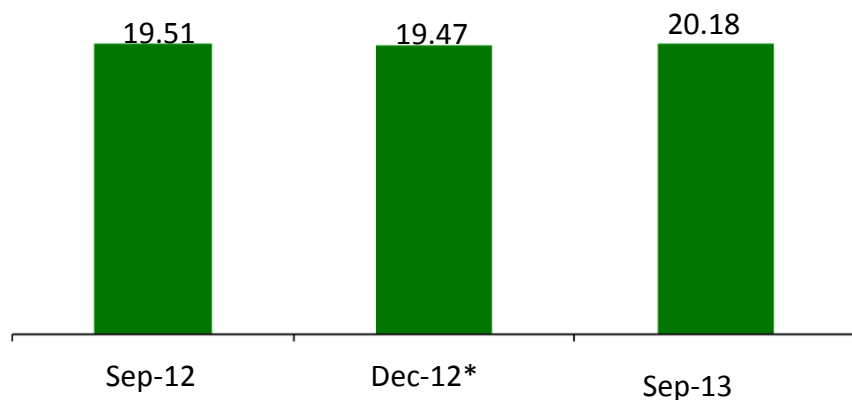


- Our gross NPL at 2.29% and net NPL at 1.63% in Sep 2013.

# Key Ratio

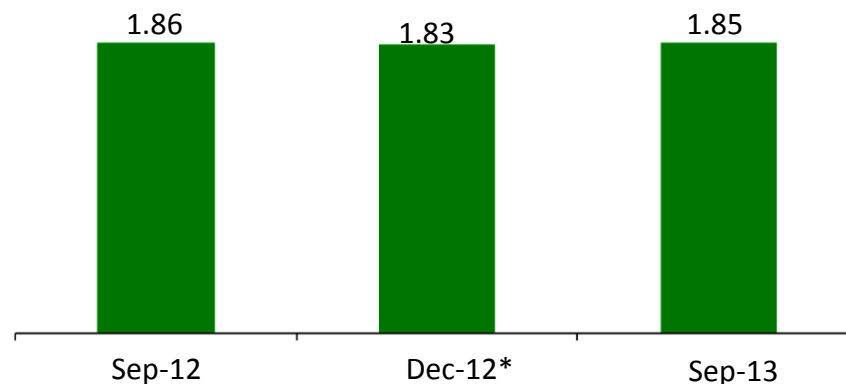
Return-on-Equity (ROE) (%)

0.67%



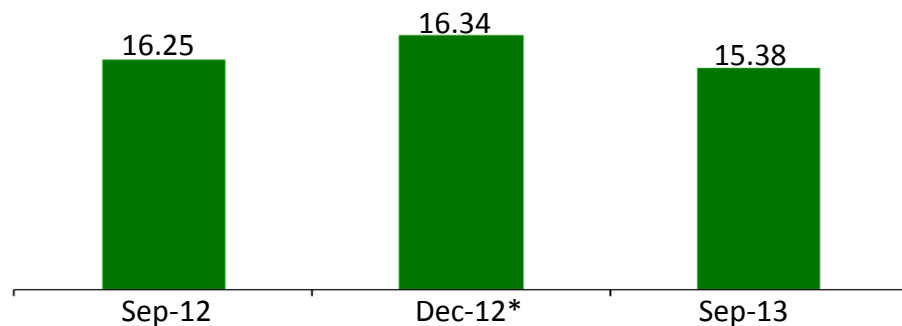
Return-on-Assets (ROA) (%)

-0.01%



Capital Adequacy Ratio (CAR) (%)

-0.87%



- We manage to maintain ROE around 20 %
- We target to maintain CAR above 12%



# Award



## **"Indonesian Bank Loyalty Index (IBLI)"**

Awarded for Saving Account Conventional Banking (Asset < Rp75 T ) from Infobank Magazine and MarkPlus Insight.



## **"2013 Banking Service Excellence"**

Awarded for 2<sup>nd</sup> Saving Internet Banking from Infobank Magazine.



## **"Indonesian Bank Loyalty Index (IBLI)"**

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



## **"2013 Banking Service Excellence"**

Awarded for 2<sup>nd</sup> ATM Centre from Infobank Magazine.



## **"National Private Foreign Exchange Bank Category"**

From Bisnis Indonesia Newspaper.



## **"2013 Banking Service Excellence"**

Awarded for 3<sup>rd</sup> Best SMS Banking from Infobank Magazine.



## **"2013 Indonesia Banking Award"**

Awarded for 2<sup>nd</sup> Human Capital (Core Capital Rp1-5 T ) from Perbanas and Economic Review Magazine



## **"2013 Indonesia Banking Award"**

Awarded for 3<sup>rd</sup> Finance (Core Capital Rp1-5 T ) from Perbanas and Economic Review Magazine



## **"2013 Indonesia Banking Award"**

Awarded for 2<sup>nd</sup> Risk Management (Core Capital Rp1-5 T ) from Perbanas and Economic Review Magazine



## **"Indonesian Banking Award Best Performance Banking 2013"**

Awarded for Book Two for Private Bank from Tempo Media Group and CRMS Indonesia.



## **2013 Indonesia Banking Award"**

Awarded for 3<sup>rd</sup> CEO in Leadership (Core Capital Rp1-5 T ) from Perbanas and Economic Review Magazine



## **"Certification of ISO 9001:2008 and Service Excellent"**

For *Unit Customer Service dan Teller Cabang/Area Jakarta, Bandung dan Surabaya* from PT. SGS Indonesia (Audit Eksternal)

# Strategic Plan



# Strategic Plan

