

BCA Strategic Direction

Transaction banking remains at the core of BCA's business. Transaction banking is one of BCA's greatest strengths and provides a solid funding platform that allows the Bank to offer a wide range of financial products and services and to deepen customer relationships. BCA is committed to strengthening the customer network by redefining and differentiating its approach to different customer segments. The Bank continuously develops its information technology infrastructure, cash management platform, electronic delivery channels and branch network, which in turn leads to a stronger transaction banking business.

2013 was marked by growing transaction activities as Current Accounts and Savings Accounts (CASA) continued to represent the majority of BCA's third party funds. These core funds provide the Bank with stable low cost funds that support lending and translate into a solid financial performance.

In an environment of rising interest rates and growing uncertainty, BCA anticipated possible liquidity constraints in the banking sector and proactively adjusted time deposits rates in order to maintain a healthy liquidity position.

BCA chose to take a prudent approach to lending in 2013 while continuing to stand by its customers to meet their borrowing needs. With lending growth tightly focused on customers with whom BCA has established quality relationships, particularly CASA customers, the Bank ended the year with a high asset quality portfolio and in a strong capital position.

BCA is one of the largest lenders in Indonesia with an overall loan portfolio well balanced between exposure to consumer, SME, commercial and corporate borrowers. The Bank continues to sustain a healthy loan portfolio by adhering to disciplined risk management and maintaining a well-diversified loan portfolio in prospective and growing industries.



BCA continued to invest in and develop its subsidiary businesses throughout 2013 and beyond in order to provide financial services and products that best satisfy customers' needs. These businesses include vehicle financing with new growth in the two-wheeler financing; insurance; Sharia banking; and securities

trading. BCA's subsidiary businesses are designed to complement the Bank's main business lines and to provide comprehensive financial solutions to its customers while strengthening fee-based income and further enriching the Bank's transaction banking business.

