

bankjatim

yang terbaik untuk anda



BJTM COMPANY PERFORMANCE 3 M 16

www.bankjatim.co.id

Description	Page
Agenda	Cover
Table of Contents	2
Overview	3 – 5
Company Review	6 - 10
Business Plan 2016	11- 15
Appendix	16 - 45
- Economic Outlook	17 - 19
- Financial Highlights	20 - 26
- Overview & Investment Highlights	27 – 37
- Strenghts	38 – 42
Contact	43

OVERVIEW

3M16 Overview

ASSET

YoY Growth 7,25%

LOAN

YoY Growth 6,40%

- Commercial 5,54%
- SME 1,29%
- Consumer 7,99%

FUND

YoY Growth 9,30%

- Current Account 15,00%
- Saving Account 19,78%
- Time Deposit (9,77%)

NETT PROFIT

YoY Growth 21,51%

RATIO

ROA	3,80%	BOPO	65,32%
ROE	23,49%	CAR	19,46%
NIM	6,83%	NPL	4,59%
LDR	68,11%	Coverage	80,87%

NETWORK

Expanding 2 New Branch
(Batam & Kupang)



HR SOEROSO
(Bank Jatim President Director)
“Regional Development Banks
Character of The Year”
Banking Indonesia
Award 2015

STRENGTH

FUNDING

- CASA RATIO Above 65 % consistently more than 13 years
- (March'16 -> 77.15%)
- Low Cost of Fund 3,01%

LOAN

- Micro loan at 2 years NPL 0.35 %
- Multipurpose loan more than 15 years NPL below 0.5 %

STOCK

- High Institutional Shareholder
- (67% Foreign Shareholder)
- High Dividend Yield
- Dividend Growth



Ranking 1
Bank Book III
(Asset < Rp 50 Trillion)
Banking Indonesia
Award 2015

COMPANY REVIEW

<u>LOAN</u> In million Rp	<u>3M15</u>	<u>3M16</u>	<u>YoY</u>
Loan	26.567.941	28.268.303	6,40%
- Commercial	5.054.293	5.334.109	5,54%
- SME	4.449.779	4.507.007	1,29%
- Consumer	17.063.870	18.427.187	7,99%

<u>FUND</u> In million Rp	<u>3M15</u>	<u>3M16</u>	<u>YoY</u>
Third Party Fund	37.973.816	41.505.921	9,30%
- Current Account	18.292.194	21.036.631	15,00%
- Saving Account	9.172.408	10.987.058	19,78%
- Time Deposit	10.509.213	9.482.231	-9,77%

- Multi-purpose credit still became the largest contributor, this year we cooperate with non-payroll institutions to increase the multipurpose credit and maximize time period up to 15 years.
- Standby loan credit facility start running again with collateral regulations adjustment and more prudential.
- Adjust with single digit rate from OJK, Pundi Kencana (SME) Credit Facility implemented with 10% rate.

- Current account and Saving account increase low rate cost funding.
- Maintain institution relationship to increase institution current account funding placement.
- With new variously saving products and network expansion, saving account as low rate funding increase.
- Deposits with high interest rates has been reduced to lower the interest expense.

<u>Information</u> In million Rp	<u>3M15</u>	<u>3M16</u>	<u>YoY</u>
Nett Interest Income	759.909	838.407	10,33%
Nett Non Interest Operational Income (Expense)	(438.881)	(399.004)	-9,09%
Nett profit	257.454	312.838	21,51%
- ROA	3,38%	3,80%	
- ROE	17,61%	23,49%	
- NIM	6,90%	6,83%	

- Dealer Treasury activity's became significant contributor for interest income, the portion up to 20% from interest income.
- Operational profit increased due to higher interest income and lower impairment losses.
- With BOPO ratio only 65,32%, NIM 6,83%, and COF 3,01%, our nett profit increased 21,51% YoY.

<u>NPL</u>	<u>12M15</u>	<u>1M16</u>	<u>2M16</u>	<u>3M16</u>
Consumer	0,74%	0,77%	0,81%	0,82%
SME	11,11%	11,44%	11,65%	11,62%
Commercial	9,97%	11,59%	11,46%	11,42%
NPL GROSS	4,29%	4,51%	4,57%	4,59%
Coverage Ratio	81,02%	82,14%	82,17%	80,87%

- Bank Jatim still faced the non performing loan and yet to decrease, the rising of the NPL last year caused by:
 - Commercial credit npl, standby loan and keppres .
 - Multipurpose npl from death and fired people decrease from insurance claim.
 - Financial Services Authority policy on lending quality of sharia rural bank based on capital adequate ratio level.
- Bank Jatim's Risk Credit Division and Adhoc team keep trying to reduce the NPL.
- NPL came from the same debtors as last year, we still maintain the debtor to restructuring or rescheduling the credit based on their business. Some of the standby loan's debtor waiting from the appeal completion in court.



The Most Trusted Banking in Microfinance Services of The Year 2015



Very Good Predicate for 2014 Financial Performance Infobank Awards 2015



The Most Favourable Mortgage Loan With Variable Product of The Year 2015



Excellence in Building and Managing Corporate Image Corporate Image Award 2015



The 1st Champion of Indonesia Original Brand 2015



The Indonesia Living Legend Brand 54 Years Old

BUSINESS PLAN 2016

Description	2015	2016 E
Total Asset	12,65%	6,65%
Loan	8,46%	14,98%
Third Party Fund	13,19%	9,32%
Financial Ratio		
- CAR	21,22%	17,52%
- LDR	82,92%	88,46%
- NPL Gross	4,29%	3,8%
- NIM	6,41%	7,36%
- BOPO	76,11%	74,54%
- ROE	16,11%	19,08%
- ROA	2,67%	3,23%

LOAN STRATEGY

- Productive credit expansion to 80% SME and 20% Commercial proportion.
- Increase MoU with government institution for multipurpose, also private corporate.
- Intensify linkage program to rural bank, member of Perbamida or Perbarindo.

FUNDING STRATEGY

- Cooperation to distribute school operational fund. Cooperation with institution.
- Expanding funding network.
- Intensify new funding product implementation.
- Technology service improvement.

NPL STRATEGY

- Collection with credit restructured.
- Special collection for rest of government payment project terms.
- Insurances claim acceleration and recoveries.
- Collateral auction.

HUMAN CAPITAL

- Revitalization into competence and professional human capital to shape competency based resource management.

Network	2009	2010	2011	2012	2013	2014	2015	3M16
Head Office	1	1	1	1	1	1	1	1
Branch Office	39	41	41	41	41	43	45	45
Sub Branch Office	26	44	67	81	107	153	165	166
Cash office	151	154	164	164	176	165	185	185
Sharia service office	37	37	47	47	47	97	97	97
Payment Point	78	88	115	138	155	167	171	172
Mobile cash	45	49	57	57	59	62	65	65
Mobile ATM	-	4	4	6	6	6	6	6
CDM	1	1	1	1	1	2	2	2
ATM	87	142	262	368	479	595	688	690
Total network	465	561	759	904	1.072	1.291	1.425	1.429

NETWORK 2016
2 (sharia)
11 (sharia)
1 (conventional)
1 (sharia)
7 (sharia) 2 (conventional)
6 (sharia) 1 (conventional)
17 (sharia) 7 (conventional)



BANK JATIM BRANCH IN EAST JAVA TRADING REPRESENTATIVE OFFICE

To support East Java's business in Indonesia, Bank Jatim will open new branches inline with East Java's Trading Representative Offices in other provinces. For the beginning, it will be established in Riau and Nusa Tenggara Timur Province. Next year will be established in 3 other provinces. Supported by East Java Trading Representative, Bank Jatim will support trading traffic between province in funding and lending.



Riau and East Java Trading Commodities	
Riau	East Java
Palm oil	Copper concentrate
Pulp	Rice
Fertilizer	Cigarette
Pop	Seeds
Condensate	Cement

Trading turnover between province up to 7 trillion rupiah a year.

NTT and East Java Trading Commodities	
NTT	East Java
Quartz sand	Car & Truck
Coffee bean	Rice
Floating Rubber	Cigarette
Cashew	Seeds
Cement	Oil

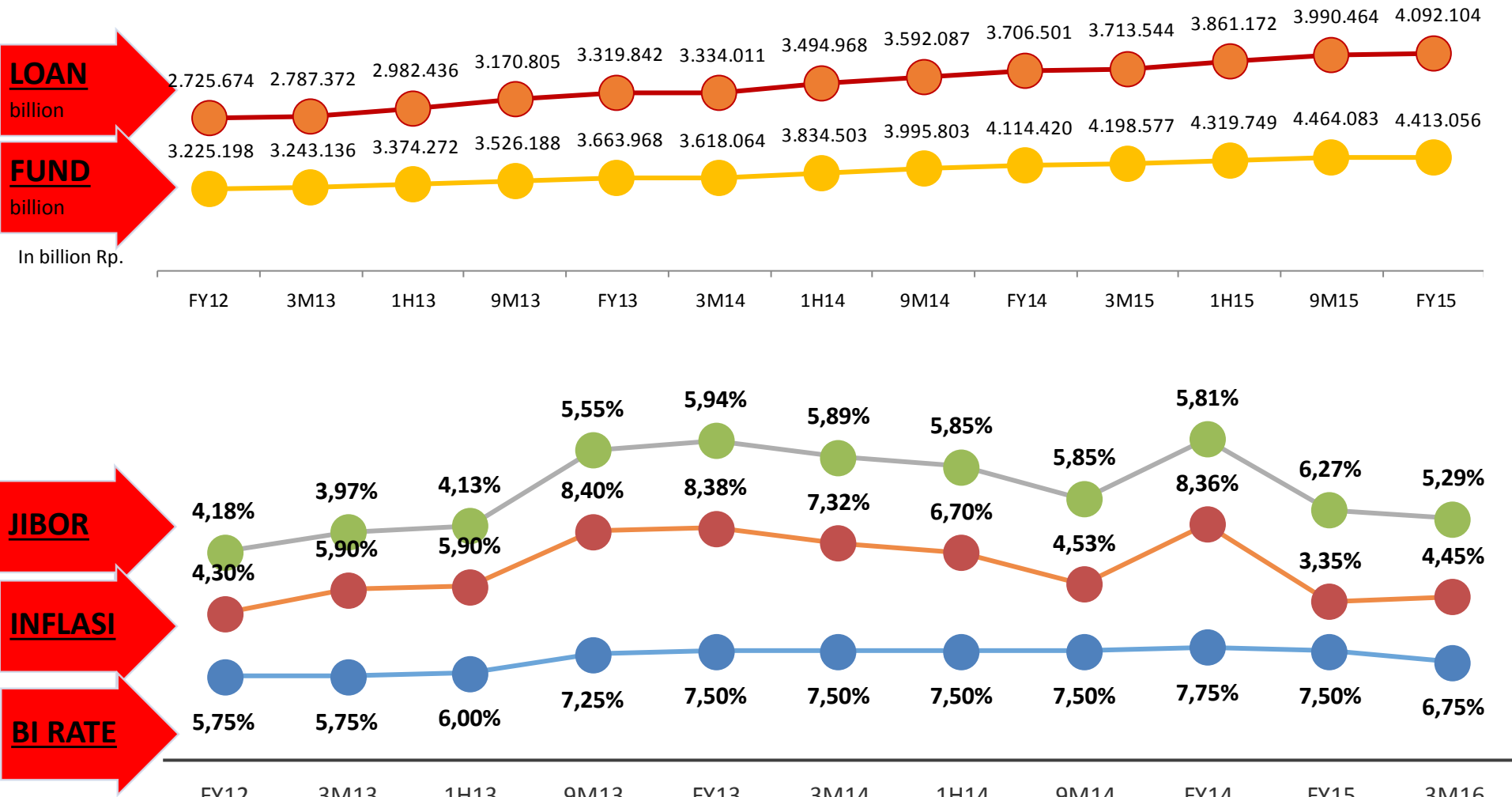
Trading turnover between province up to 6,5 trillion rupiah a year.

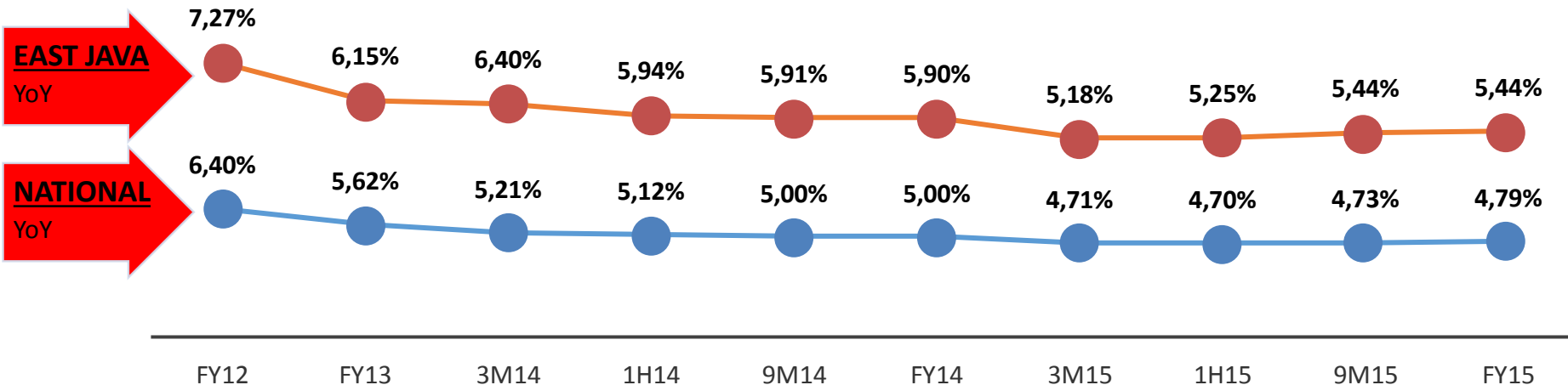


APPENDIX

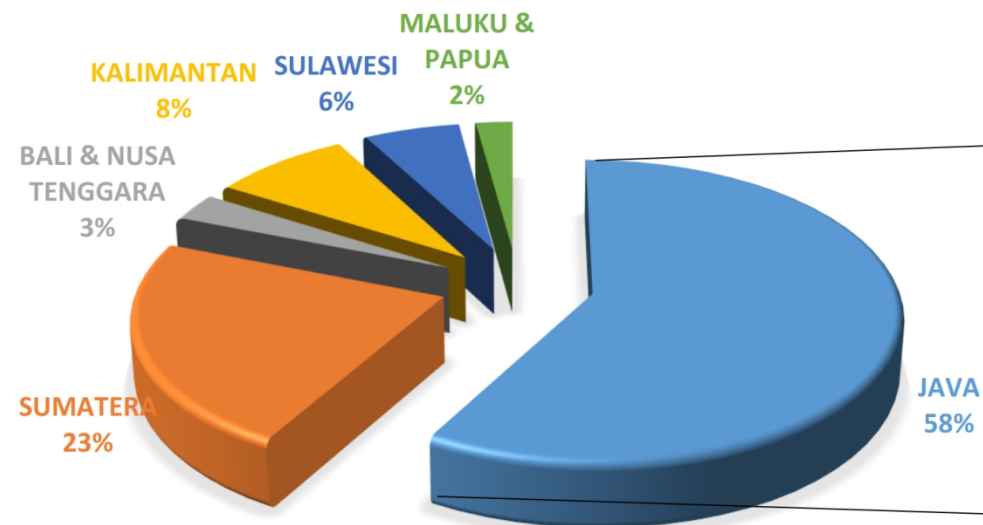
ECONOMIC OUTLOOK

MACRO ECONOMY REVIEW

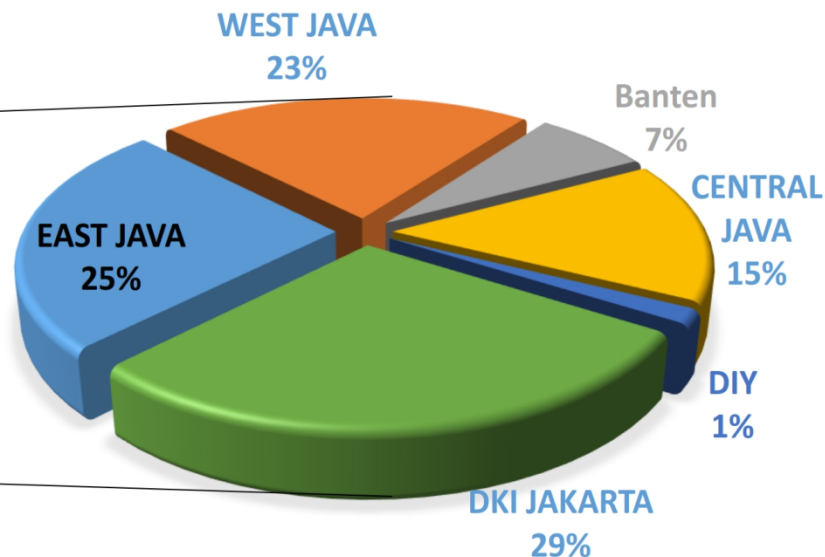




INDONESIA Economic Share



JAVA Regional Economic Share



FINANCIAL HIGHLIGHTS

Balance Sheet

<u>Information</u> In million Rp	<u>3M15</u>	<u>3M16</u>	<u>YoY</u>	<u>1Q15</u>	<u>4Q15</u>	<u>1Q16</u>	<u>YoY</u>	<u>QoQ</u>
Total Asset	45.824.569	49.145.272	7,25%	7.826.523	(9.289.045)	6.341.641	-18,97%	-168,27%
Placement BI & SBI	14.087.879	13.228.580	-6,10%	7.858.726	(8.692.769)	6.765.292	-13,91%	-177,83%
Loan	26.567.941	28.268.303	6,40%	373.062	(823.868)	(143.697)	-138,52%	-82,56%
Allowance for Impairment Losses	(811.950)	(1.049.876)	29,30%	(161.334)	51.571	(61.623)	-61,80%	-219,49%
Third Party Fund	37.973.816	41.505.921	9,30%	7.703.492	(9.489.704)	7.242.001	-5,99%	-176,31%
- Current Account	18.292.194	21.036.631	15,00%	6.643.195	(6.086.535)	7.542.359	13,54%	-223,92%
- Saving Account	9.172.408	10.987.058	19,78%	(1.819.408)	2.514.163	(1.766.328)	-2,92%	-170,26%
- Time Deposit	10.509.213	9.482.231	-9,77%	2.879.704	(5.917.332)	1.465.970	-49,09%	-124,77%
Equity	6.301.089	5.962.411	-5,37%	257.454	189.215	(333.050)	-229,36%	-276,02%

Profit & Loss

<u>Information</u> In million Rp	<u>3M15</u>	<u>3M16</u>	<u>YoY</u>	<u>1Q15</u>	<u>4Q15</u>	<u>1Q16</u>	<u>YoY</u>	<u>QoQ</u>
Interest Income	1.048.889	1.160.358	10,63%	1.048.889	1.223.095	1.160.358	10,63%	-5,13%
Interest Expense	(288.980)	(321.951)	11,41%	(288.980)	(477.382)	(321.951)	11,41%	-32,56%
Nett Interest Income	759.909	838.407	10,33%	759.909	745.713	838.407	10,33%	12,43%
Non Interest Operational Income	100.133	106.603	6,46%	100.133	8.473	106.603	6,46%	1158,19%
Non Interest Operational Expense	(369.643)	(424.917)	14,95%	(369.643)	(446.829)	(424.917)	14,95%	-4,90%
Provision for Impairment Losses	(169.371)	(80.690)	-52,36%	(169.371)	(55.622)	(80.690)	-52,36%	45,07%
Nett Non Interest Operational Income (Expense)	(438.881)	(399.004)	-9,09%	(438.881)	(493.977)	(399.004)	-9,09%	-19,23%
Operational Profit	321.028	439.403	36,87%	321.028	251.735	439.403	36,87%	74,55%
Non Operational Profit	37.198	4.748	-87,24%	37.198	20.671	4.748	-87,24%	-77,03%
Pre Tax Profit	358.226	444.151	23,99%	358.226	272.407	444.151	23,99%	63,05%
Taxes	(100.772)	(131.312)	30,31%	(100.772)	(84.397)	(131.312)	30,31%	55,59%
Net profit	257.454	312.838	21,51%	257.454	188.010	312.838	21,51%	66,39%

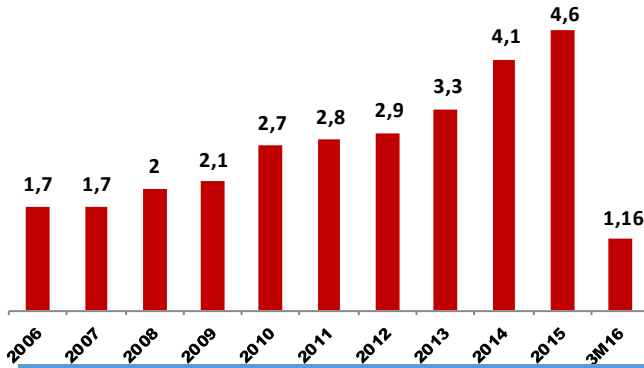
Income & Expense Growth

<u>Information</u> In million Rp	<u>3M15</u>	<u>3M16</u>	<u>YoY</u>
Placement others bank	82.557	94.671	14,67%
Marketable Securities	67.750	128.196	89,22%
Fees & Commissions	58.462	84.372	44,32%
Current Account Expense	(77.981)	(97.685)	25,27%
Saving Accounts Expense	(39.144)	(47.415)	21,13%
Deposits Expense	(161.899)	(160.303)	-0,99%
Salaries	(173.433)	(216.734)	24,97%
Education & Training	(5.350)	(1.711)	-68,03%
Rental	(30.105)	(32.516)	8,01%

Financial Performance

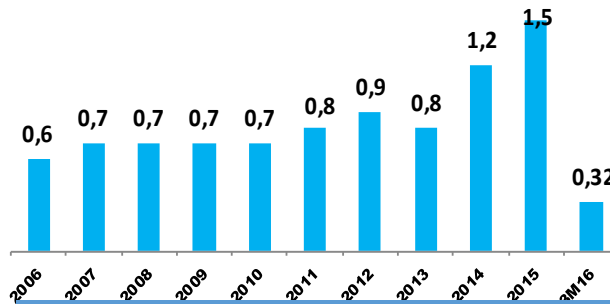
INTEREST INCOME (Rp Tril)

CAGR = 12,25%



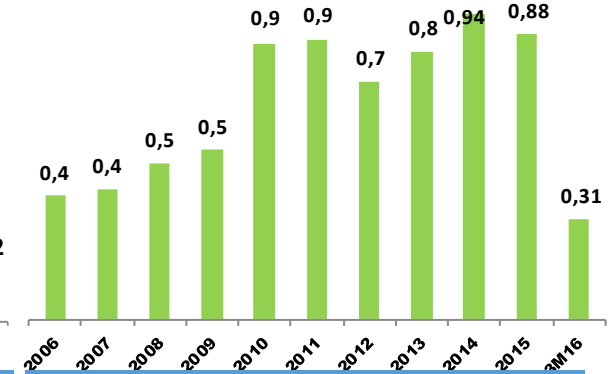
INTEREST EXPENSE (Rp Tril)

CAGR = 11,46%



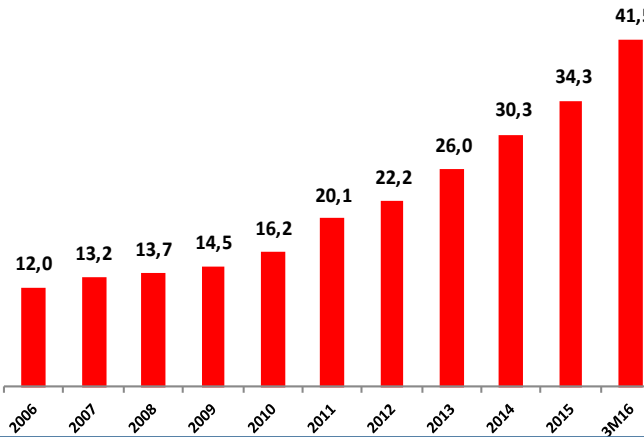
NET PROFIT (Rp Tril)

CAGR = 13,52%



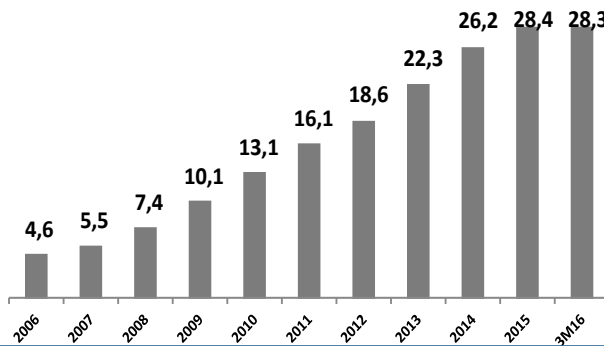
THIRD PARTY FUND (Rp Tril)

CAGR = 14,99%



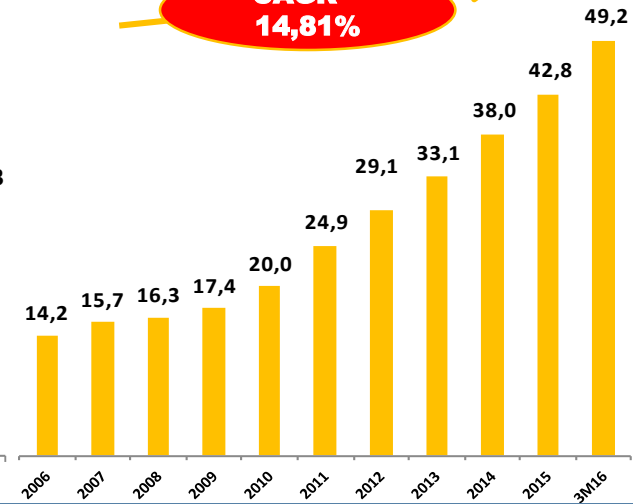
LOAN (Rp Tril)

CAGR = 21,14%

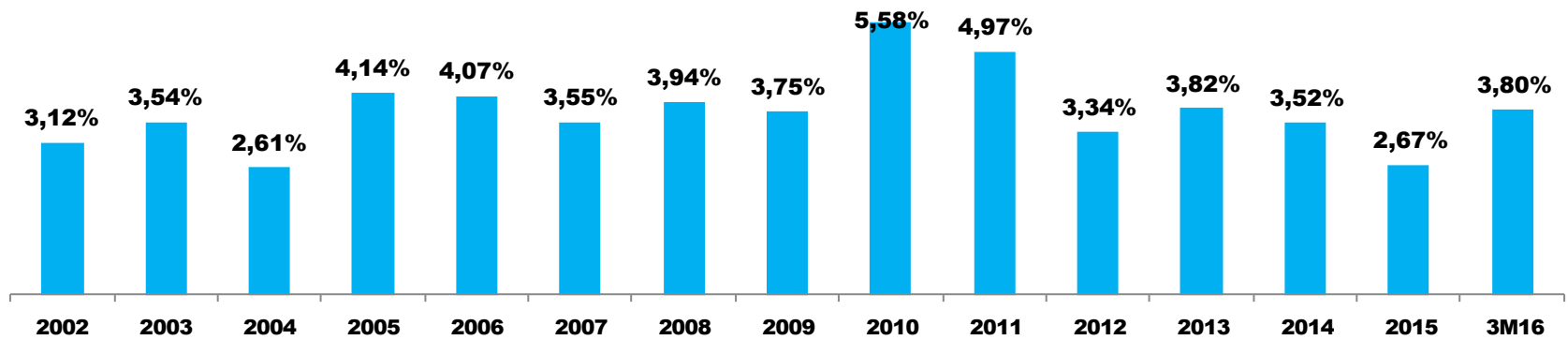


TOTAL ASSET (Rp Tril)

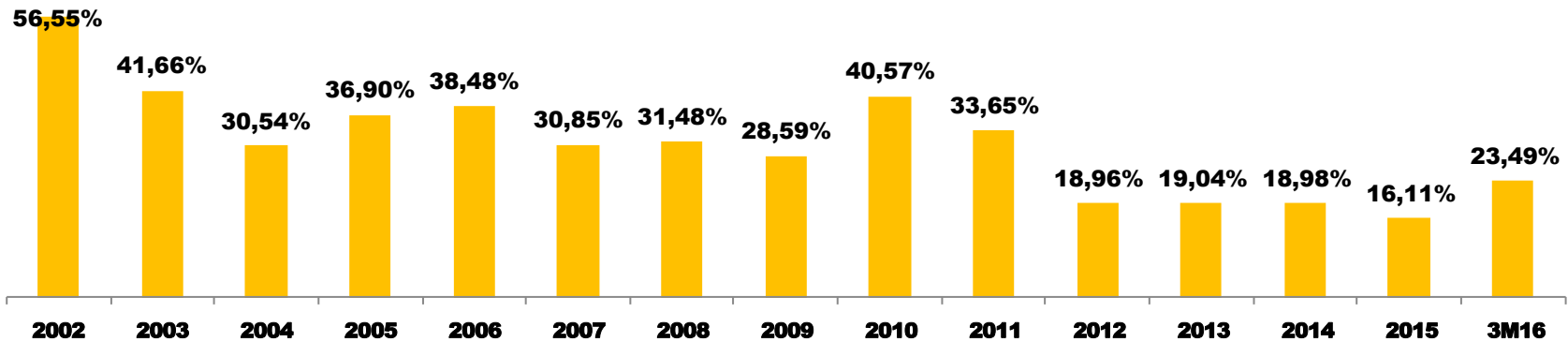
CAGR = 14,81%



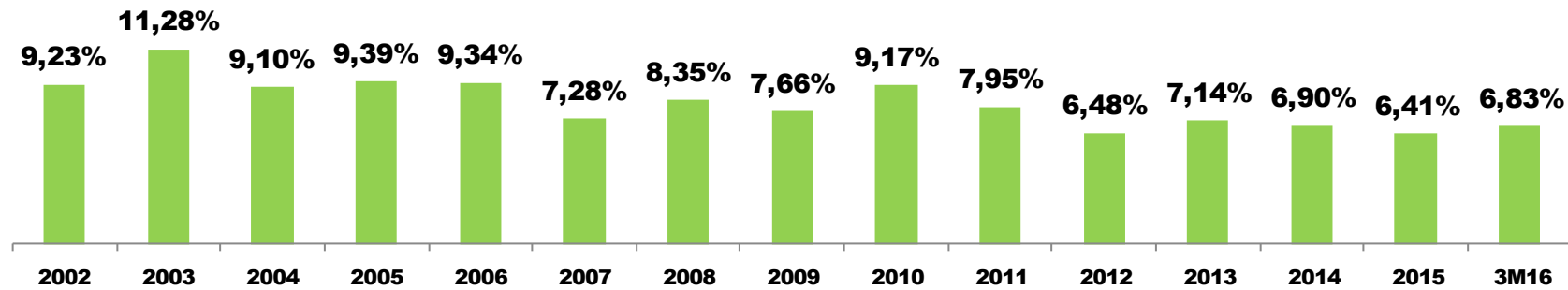
**R
O
A**



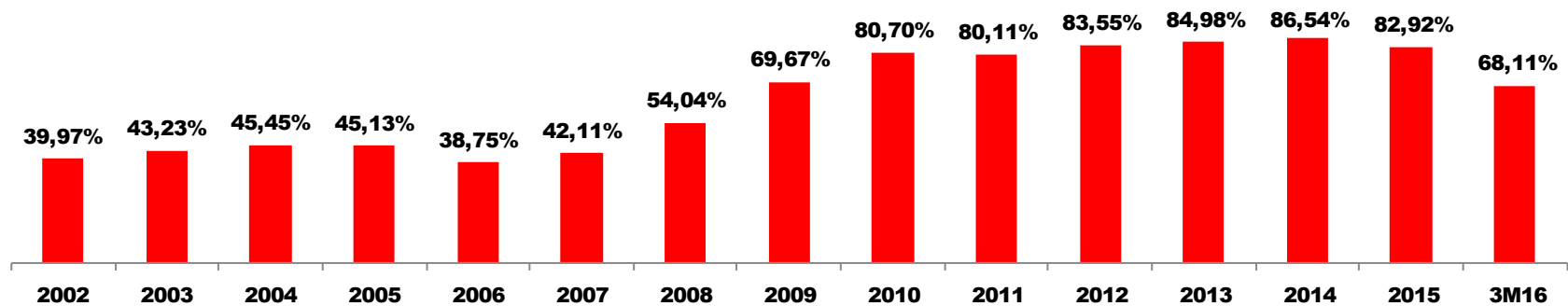
**R
O
E**



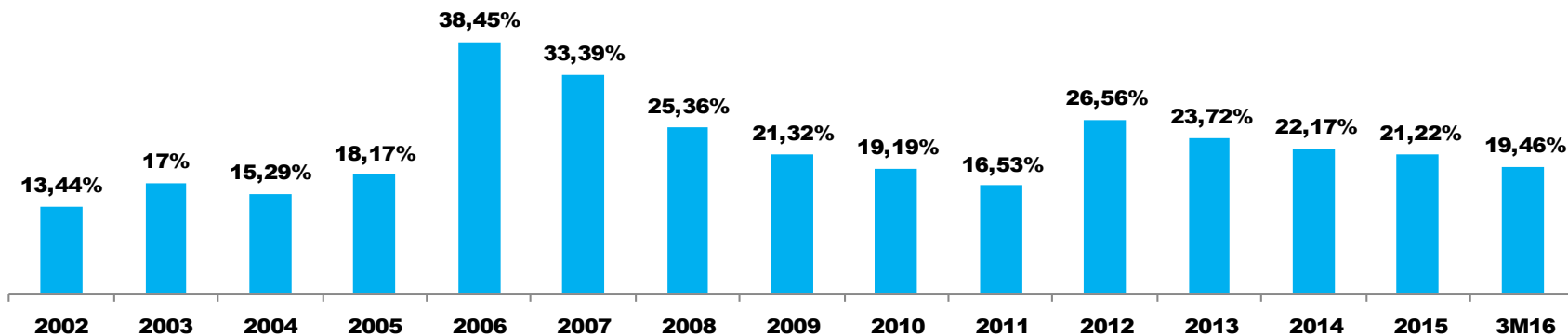
**N
I
M**



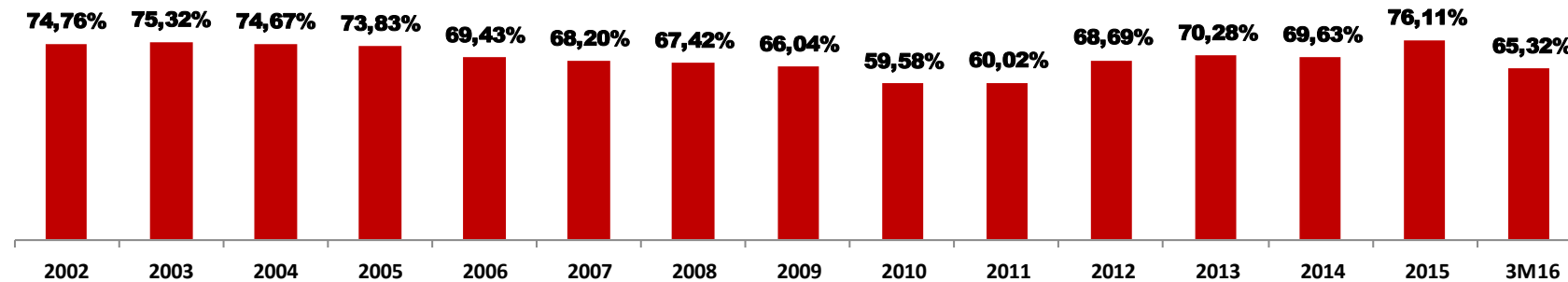
**L
D
R**



**C
A
R**



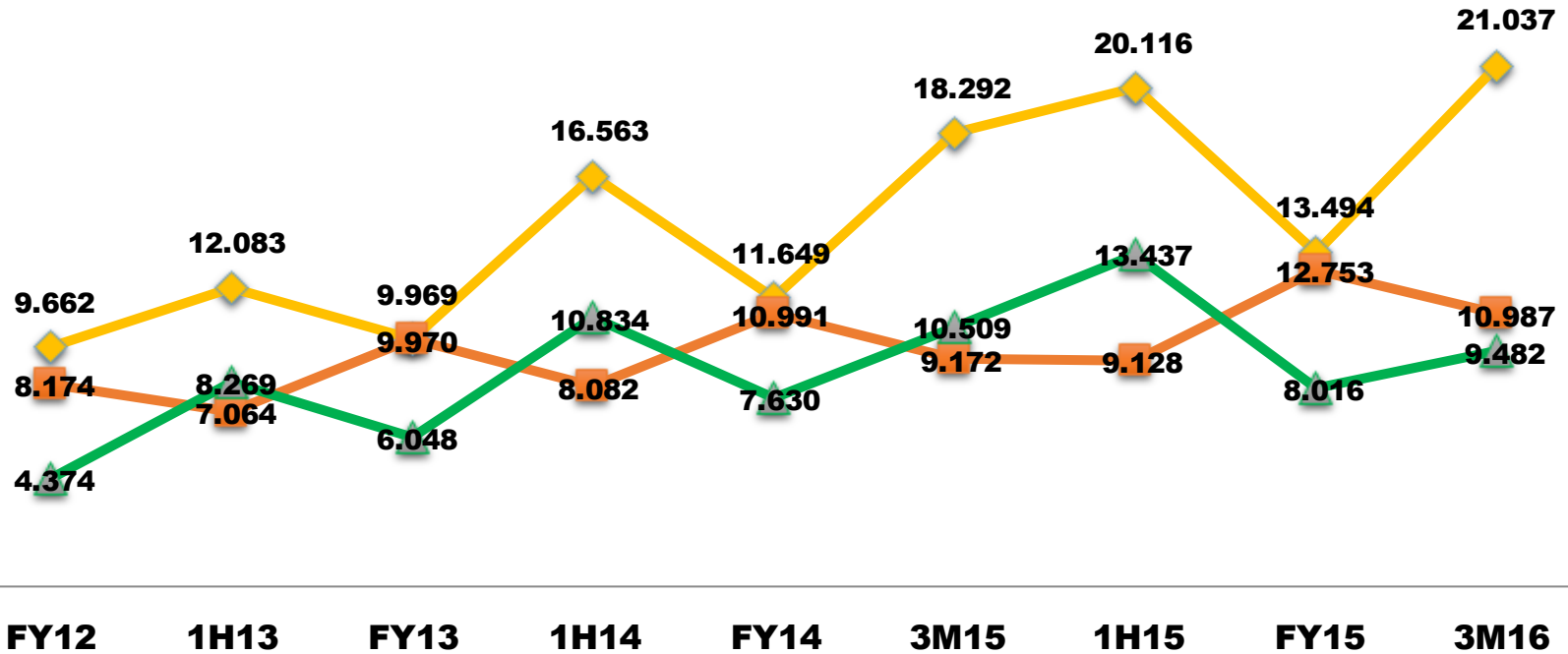
**B
O
P
O**



OVERVIEW & INVESTMENT HIGHLIGHTS

◆ Current Account ■ Saving Account ▲ Time Deposit

In Billion Rp.



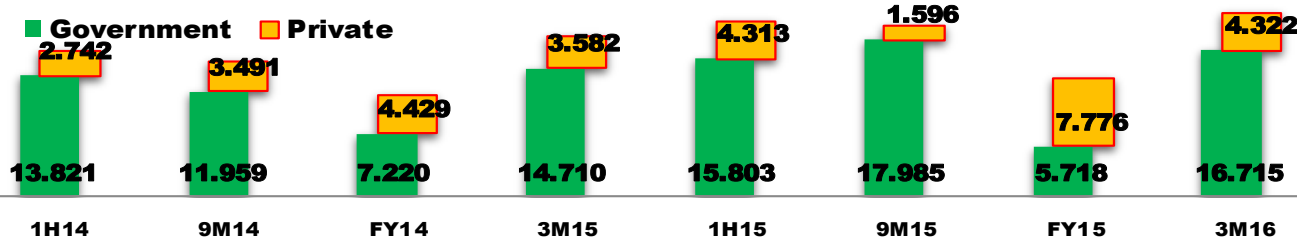
Current Account
YoY 15,00%

Saving Account
YoY 19,78%

Time Deposit
YoY (9,77%)

In Billion Rp.

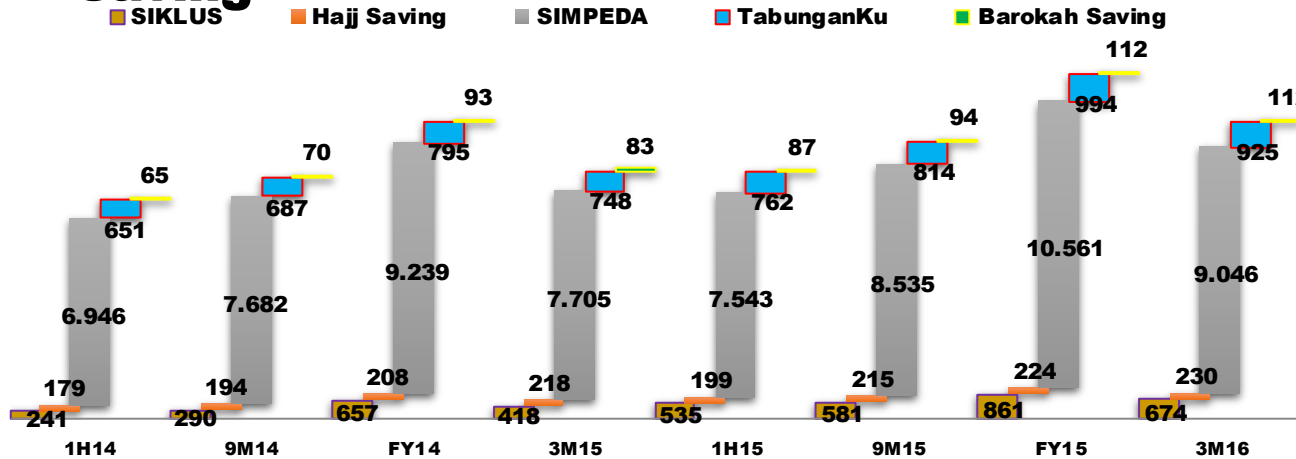
Current Account



Government Current Acc.
YoY 13,63%

Private Current Acc.
YoY 20,65%

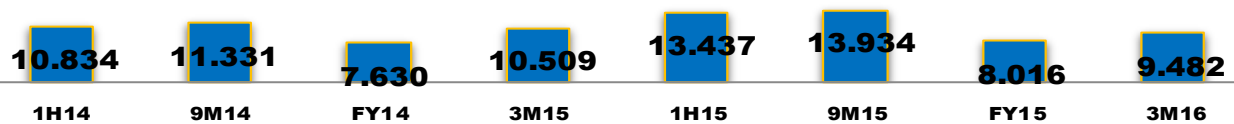
Saving



YoY

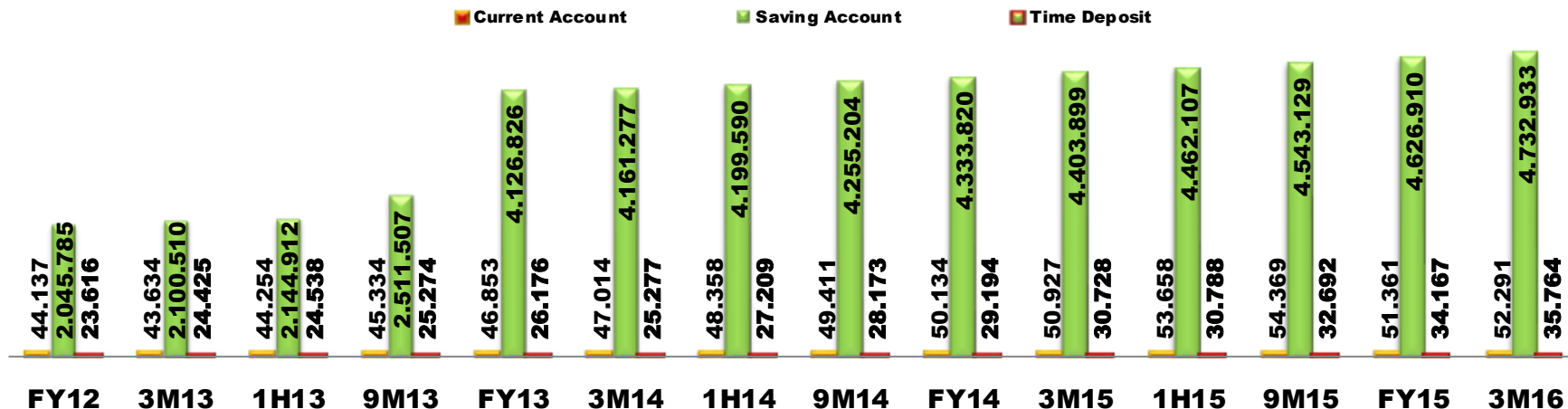
SIMPEDA 17,41%
SIKLUS 61,23%
Hajj Saving 5,36%
TabunganKu 23,62%
Barokah Saving 35,21%

Time Deposit



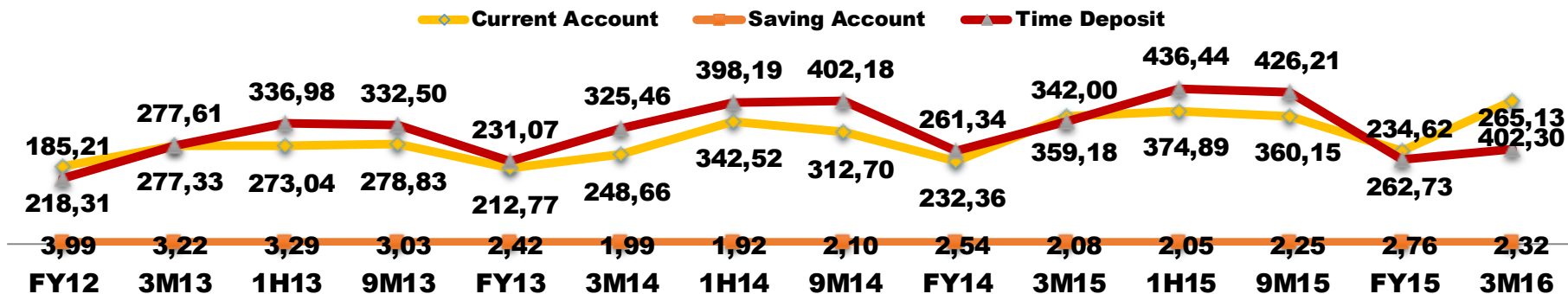
Time Deposit
YoY (9,77%)

Total Customer



Ticket Size

In million Rp.



**GRAND PRIZE
UANG TUNAI
500 JUTA**

**TOTAL HADIAH
12,5 MILIAR**

gemerlap hadiah SIMPEDA
Tingkatkan SALDO Anda, menangkan Hadiah dengan Total MILIARAN Rupiah!!

JATIMPRIORITAS Bank Card

4000 1234 5678 9010

4000

R. S0E0050

bankjatim
internet banking

Transfer Uang

Beli Pulsa

Bayar TV Kabel, Tiket Pesawat, Tagihan Multi Finance

Transaksi lainnya

**SMS BANKING
3366**

Layanan Dalam Genggaman Anda
Transaksi dimana saja, kapan saja, mudah, cepat & aman

Tentukan pilihan Anda, tetap nikmati bunganya!!

tabungan SIKLUS

SimPel nabungnya,

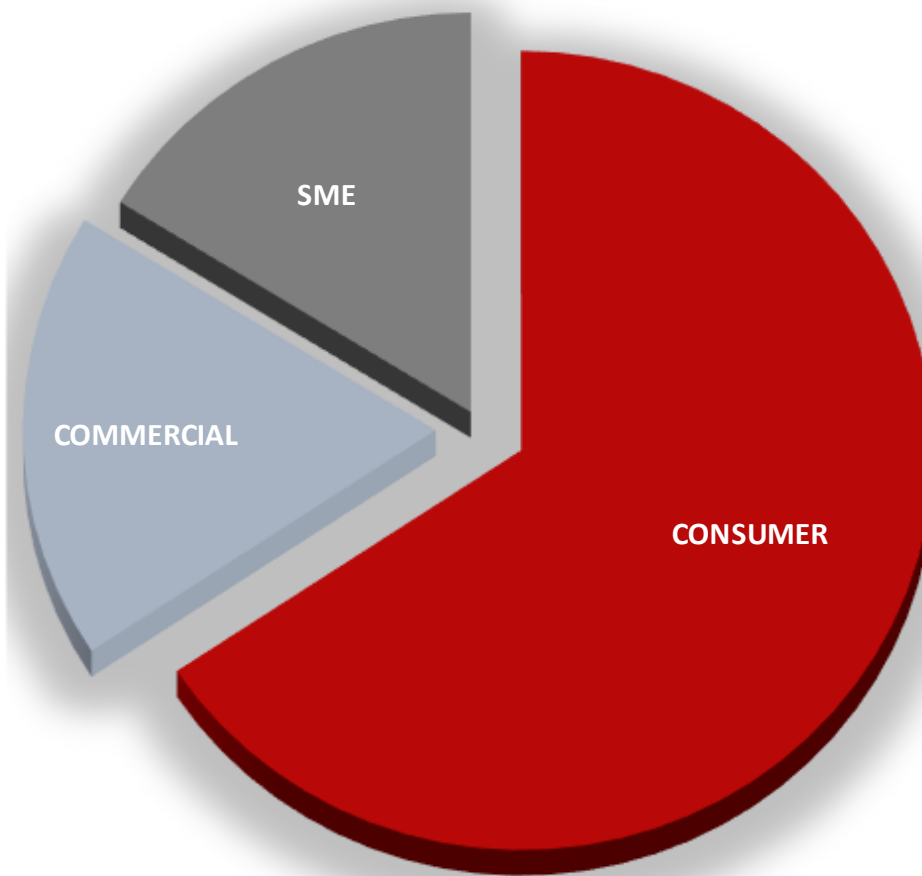
SiUMI
SIKLUS MIKRO KECIL

bankjatim

6036 0980 9999 3939

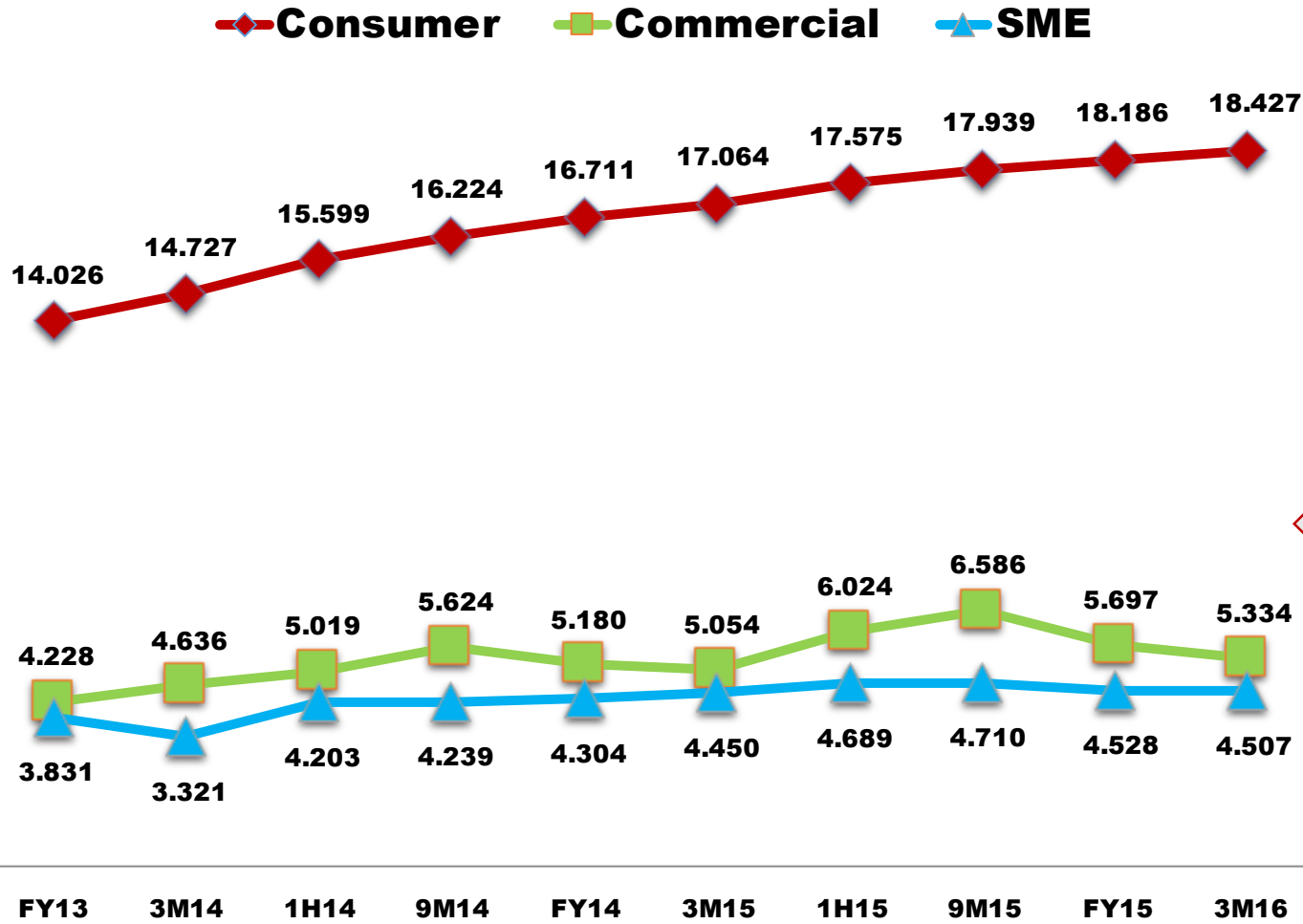
NURCE LUNMAY

- ✓ Program Bunga Plus
- ✓ Bunga kompetitif
- ✓ Syarat dan ketentuan berlaku
- ✓ Warna barang pada gambar hanya ilustrasi



CONSUMER LOAN	Mar'15	Mar'16
Multipurpose	57,03%	57,01%
Mortgage	5,04%	5,18%
Others	2,15%	2,99%
Total	64,23%	65,19%
COMMERCIAL LOAN	Mar'15	Mar'16
Standby Loan	3,06%	2,10%
Keppres	1,69%	1,98%
Overdraft	9,69%	9,98%
Syndicate	4,59%	4,81%
Total	19,02%	18,87%
Small Medium Ent.	Mar'15	Mar'16
KUR	3,36%	1,23%
Pundi Kencana	3,58%	4,33%
Jatim Mikro	1,30%	1,88%
Others	8,51%	8,52%
Total	16,75%	15,94%

Type Of Loan



In Billion Rp.

YoY

Consumer

7,99%

Commercial

5,54%

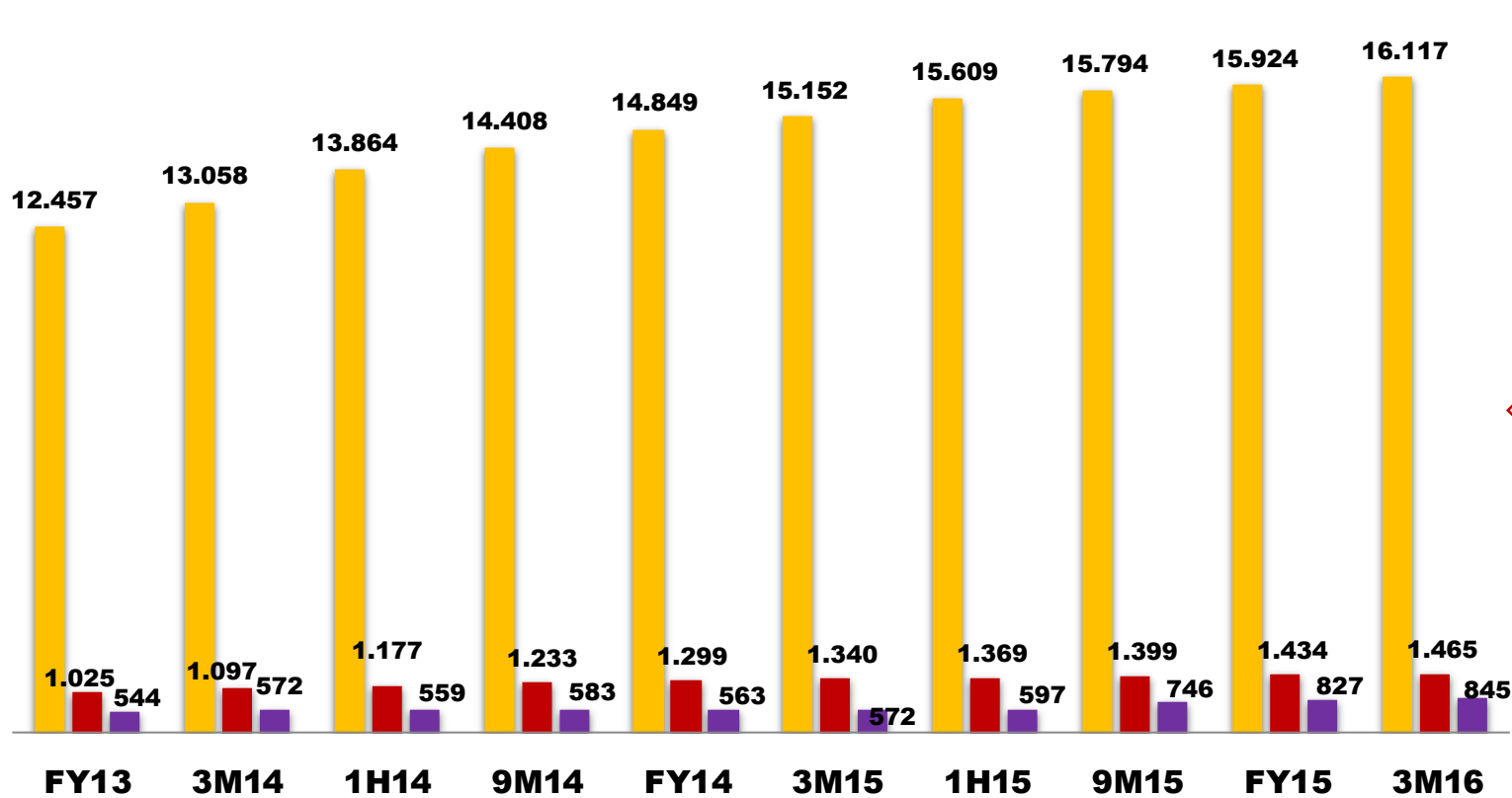
SME

1,29%

Consumer Loan

In Billion Rp.

■ Multipurpose ■ Mortgage ■ Others



YoY

Multi purpose
6,37%

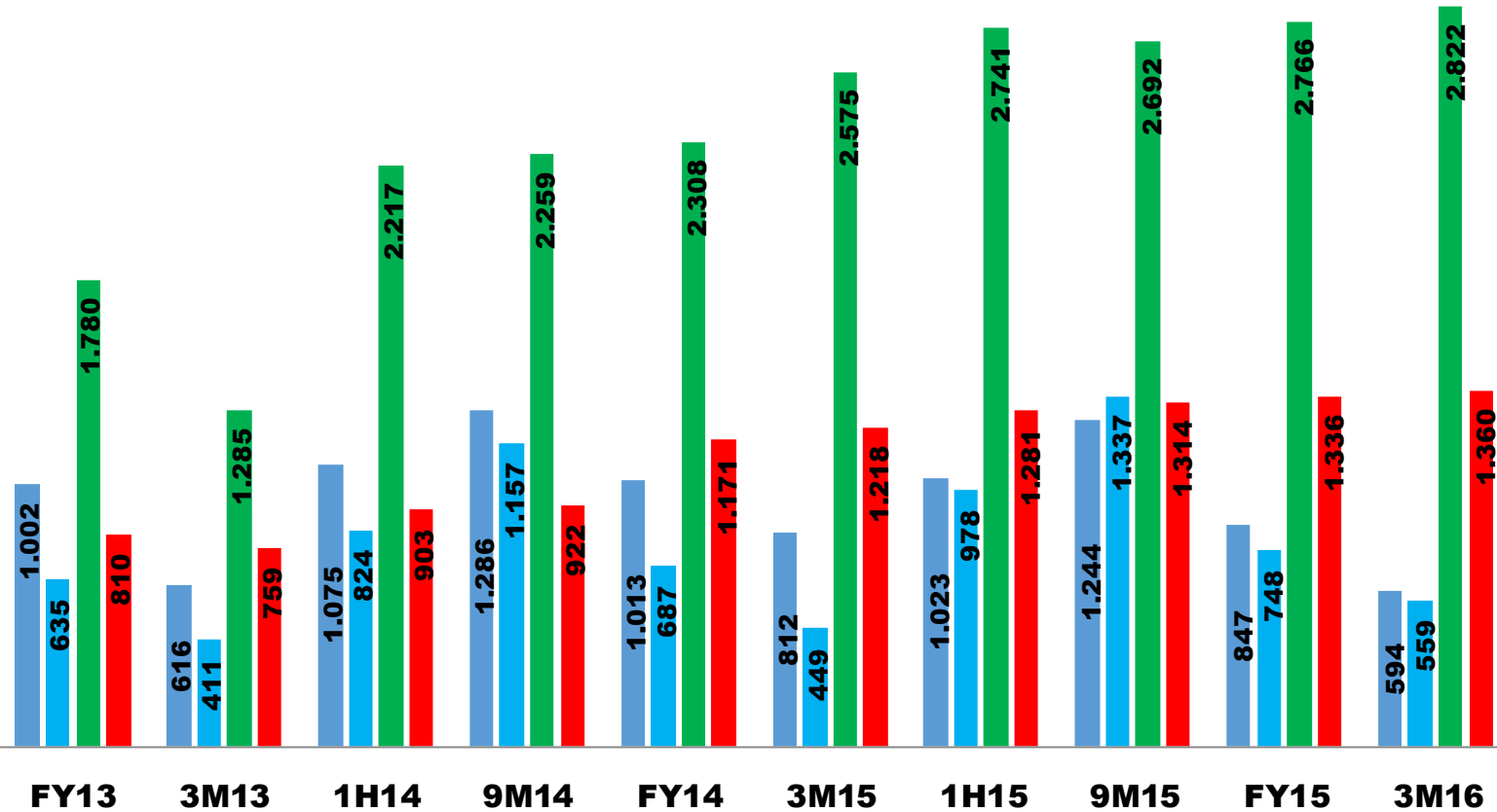
Mortgage
9,35%

Others
47,68%

Commercial Loan

In Billion Rp.

■ Standby Loan ■ Keppres ■ Overdraft ■ Syndicate



YoY

Standby Loan
[26,88%]

Keppres
24,50%

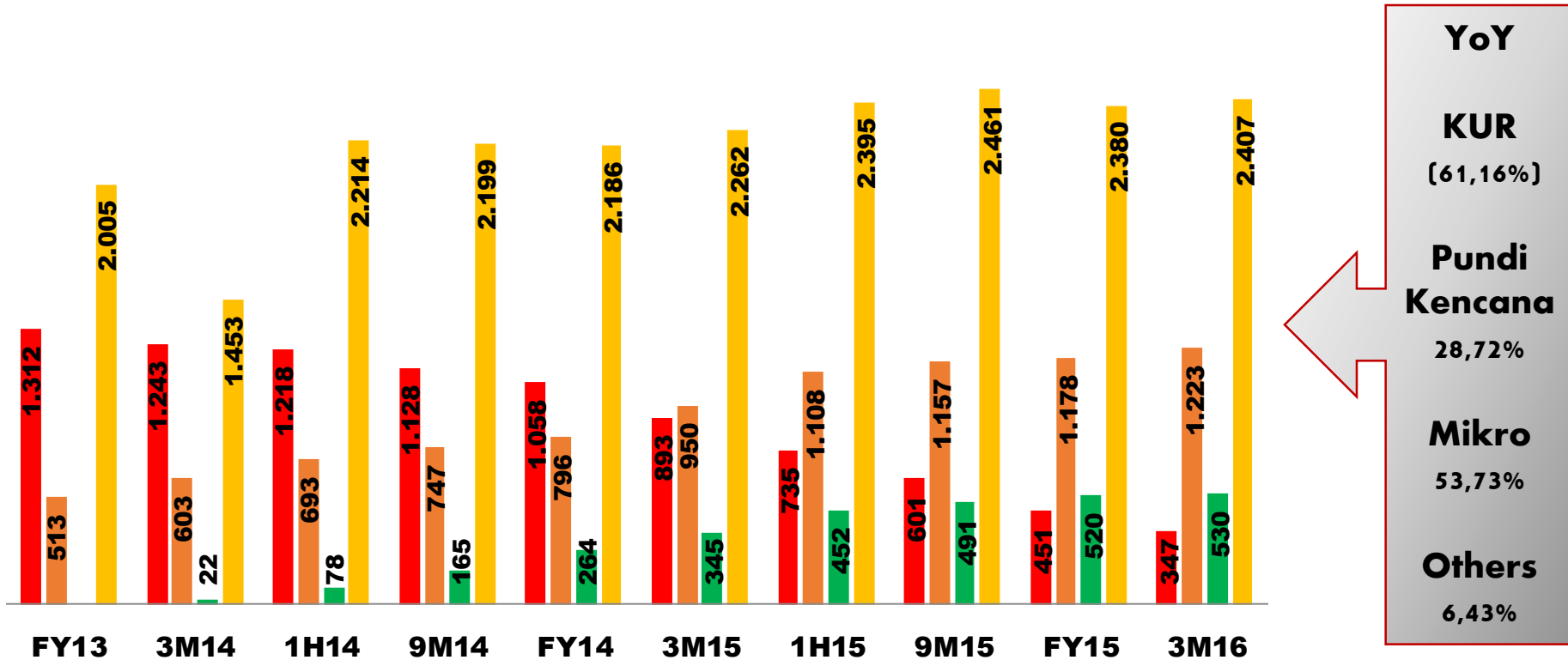
Overdraft
9,58%

Syndicate
11,61%

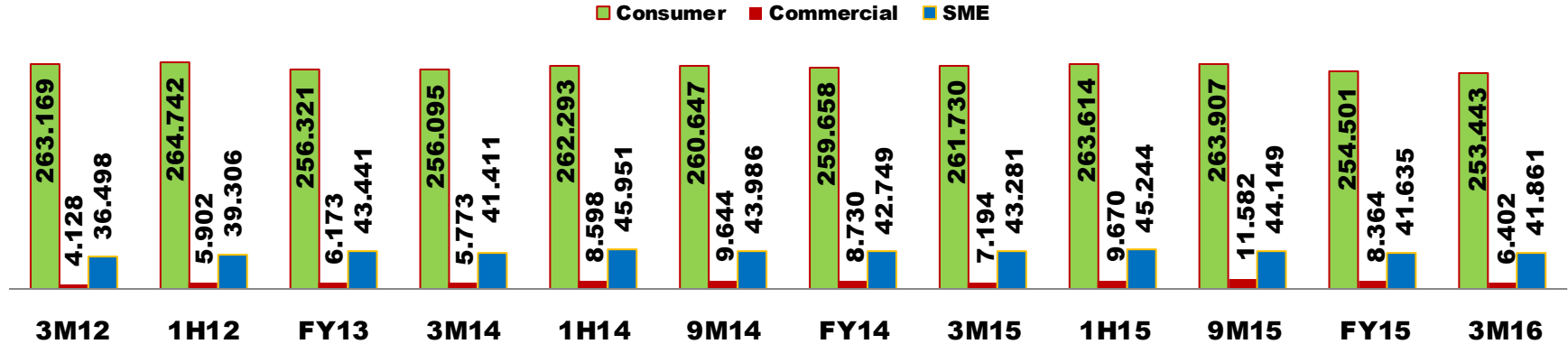
SME Loan

■ KUR ■ Pundi Kencana ■ Mikro ■ Others

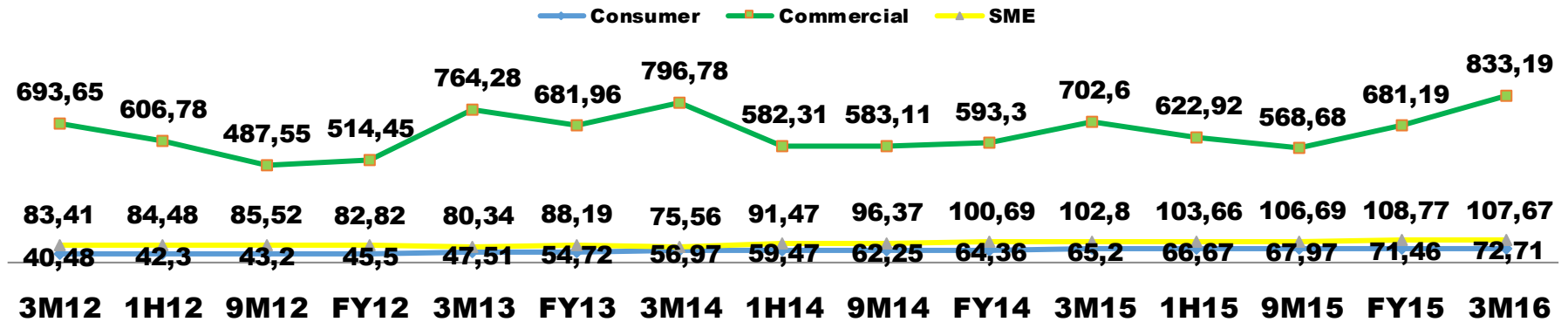
In Billion Rp.



Total Customer

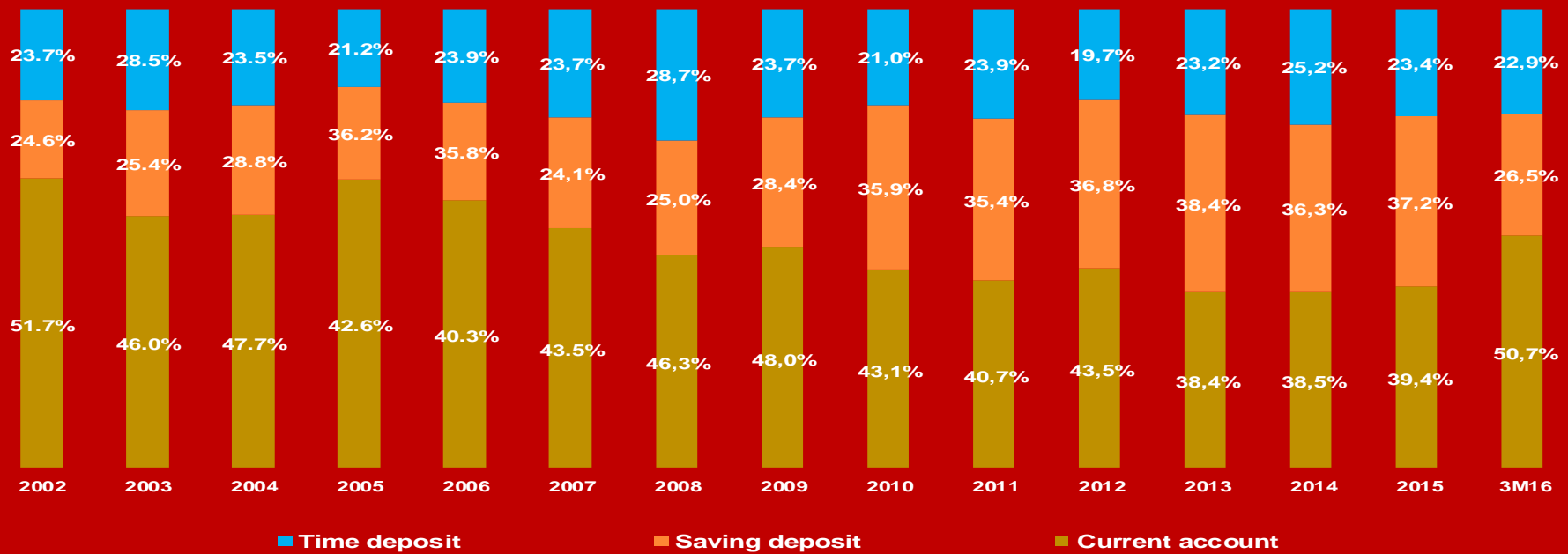


Ticket Size



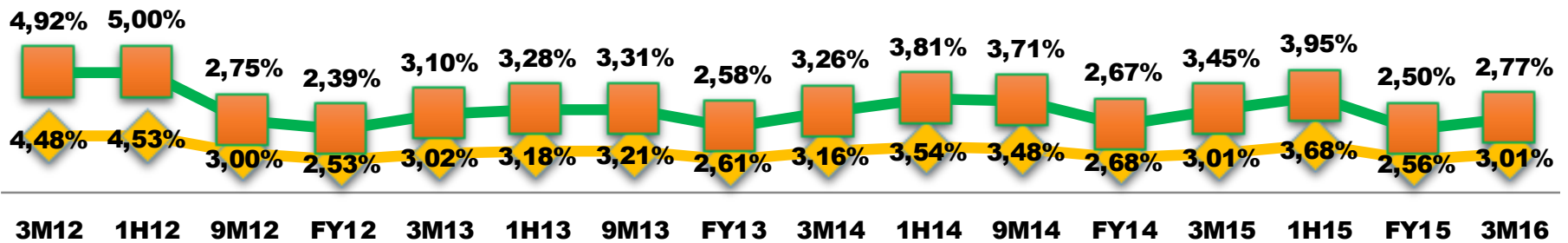
STRENGTH

Strength Of Funding

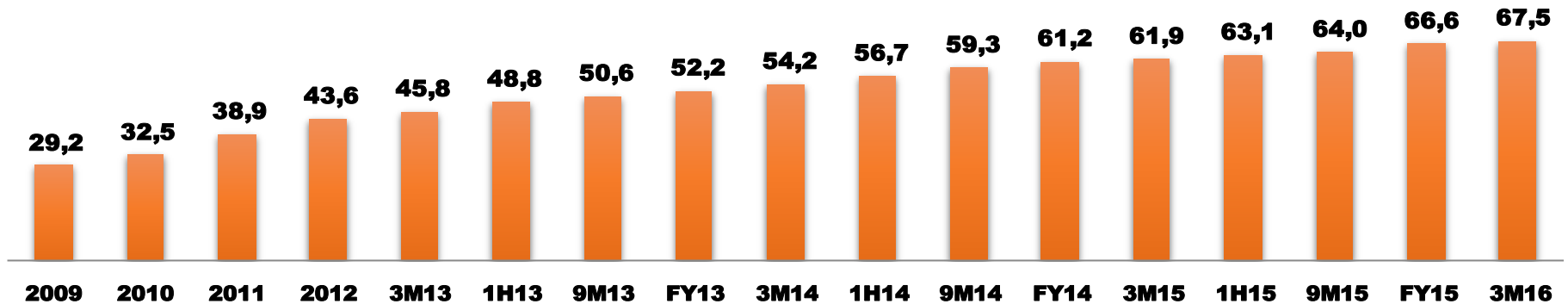


Cost of Fund

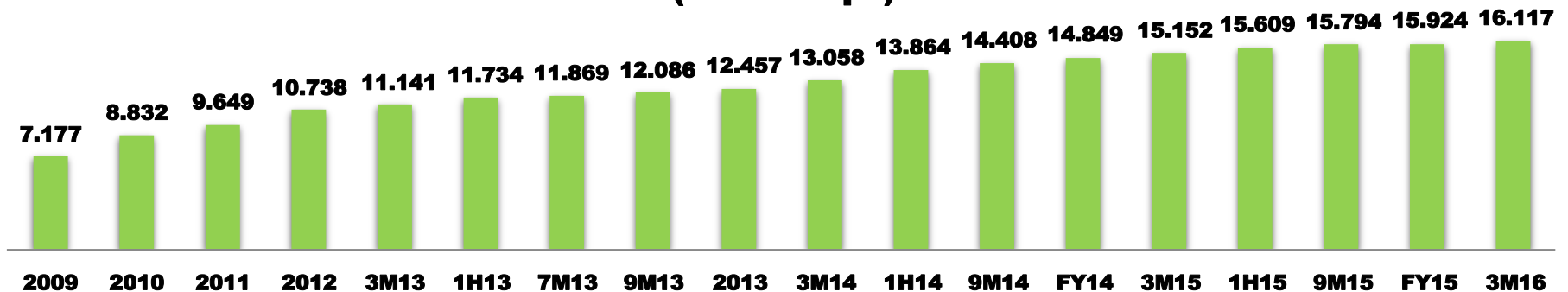
(+) Local Government (-) Local Government



Multiguna Ticket Size (million) Rp.



Multiguna Loan Balance (Billion Rp.)



Description

Details

Civil Servants (per December 2014) 426.545

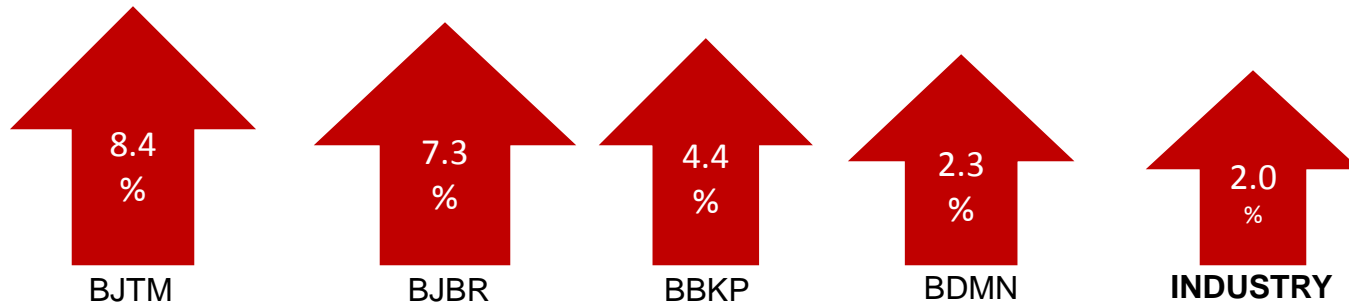
Multipurpose Customer (Civil Servants) 238.671

% 55,95%

NPL

0,33% as of March' 2016

Strength of High Dividen Yield



Bank (4/1/2016)	Price	Market Cap Rp bn	PER %	PBV %	Dividend Yield %
BBCA	13.300	327.912	16,5	3,1	1,3
BBRI	11.425	281.845	10,5	2,1	1,9
BMRI	10.300	240.333	11,8	1,8	1,7
BBNI	5.200	96.973	8,8	1,4	2,3
BDMN	3.800	36.422	12,1	1,0	2,3
BTPN	2.800	16.353	8,2	1,1	1,8
BBTN	1.745	18.480	8,9	1,2	2,0
BJBR	965	9.357	6,8	1,1	7,3
BBKP	595	5.407	4,5	0,6	4,4
BJTM	475	7.086	6,9	1,0	8,4

Source: Securities (April 1, 2016)

March 2015

Foreign Institution Investor
62,90 % from public shares

Domestic Investor
37,10 % from public shares

Public shares 20 %
from paid capital

March 2016

Foreign Institution Investor
67,71% from public shares

Domestic Investor
32,29% from public shares

March 2016 BJTM Investor Country

No	Country	Share
1	INDONESIA	32,2905%
2	SIPRUS	21,7611%
3	NORWEGIA	13,4600%
4	AMERIKA	10,9508%
5	FINLANDIA	5,7699%
6	VIRGIN ISLAND	5,0279%
7	LUKSEMBURG	2,9547%
8	IRLANDIA	2,4369%
9	INGGRIS	1,8853%
10	AUSTRALIA	1,1591%
11	JEPANG	0,8661%
12	KANADA	0,5252%
13	DENMARK	0,2590%

No	Country	Share
14	SWEDIA	0,2489%
15	SINGAPURA	0,2158%
16	CAYMAN ISLAND	0,0750%
17	CINA	0,0427%
18	GREENLAND	0,0331%
19	BELANDA	0,0145%
20	SWITSERLAND	0,0113%
21	KOREA SELATAN	0,0067%
22	MALAYSIA	0,0016%
23	FILIPINA	0,0022%
24	JERMAN	0,0015%
Total		100%

**Investor Relation (IR)
Corporate Secretary
(031) 5310090**

Email: iru@bankjatim.co.id

- ❖ Slamet Purwanto - Ext . 467
Investor Relations Manager
- ❖ Ardiansyah Wicaksono - Ext. 472
Senior Analis
- ❖ Abdulah Basid - Ext. 472
Analis
- ❖ Lukas Yudhi W.S - Ext . 469
Junior Analis
- ❖ Frizki Putera N - Ext. 469
Junior Analis