

ANALYST MEETING 1Q13

**PT. BANK PEMBANGUNAN DAERAH
JAWA TIMUR, Tbk**

APRIL 24, 2013

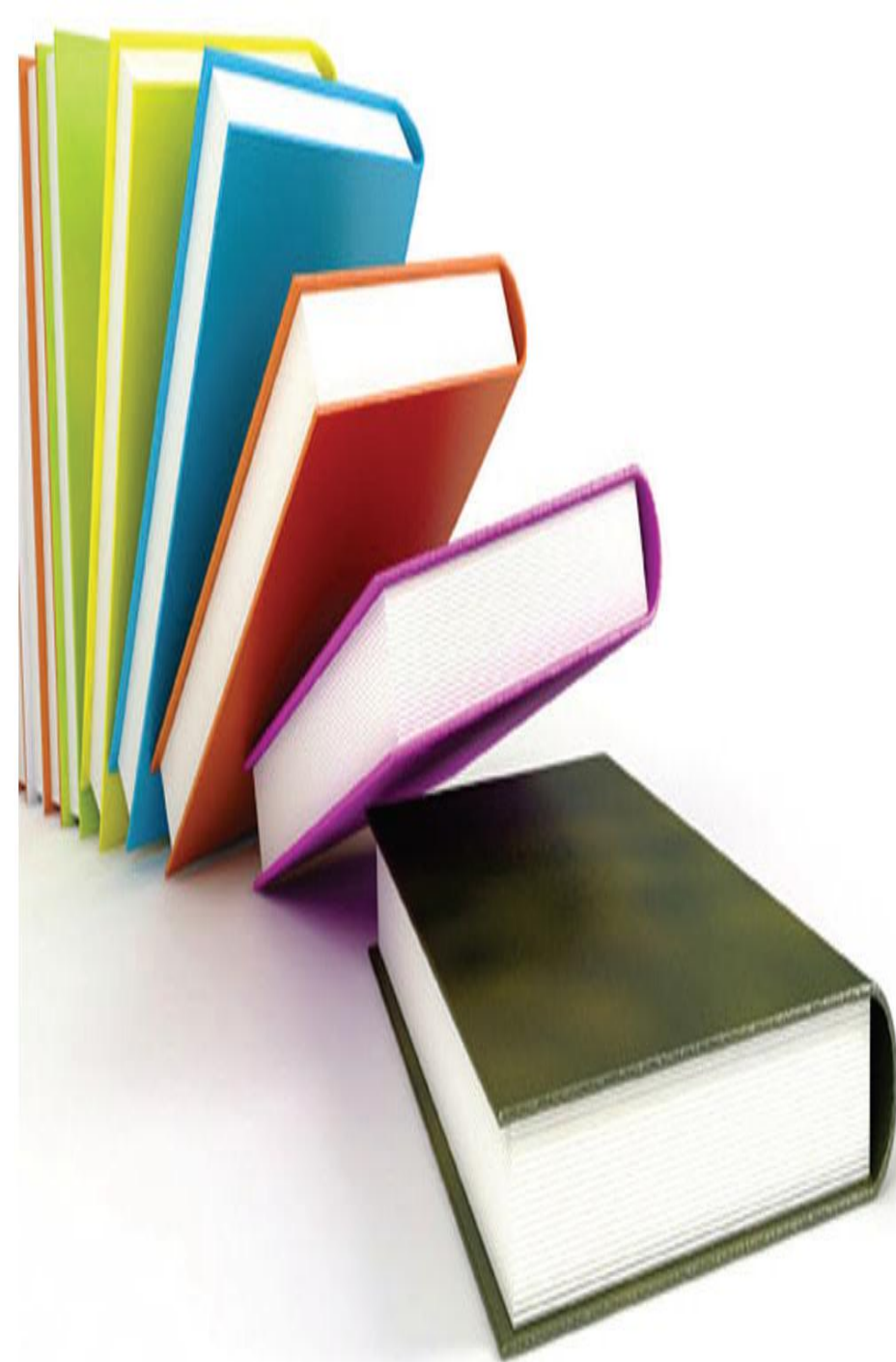


TABLE OF CONTENTS

Description	Page
Cover	1
Table of Contents	2
Agenda	3
Section 1 – Economic Outlook	4 – 7
- Macro Economy Outlook	5
- Macro Economy Indicator (GDP) of East Java 2012	6
- The Economic Potential of East Java Towards Bank Jatim	7
Section 2 – Prospect of Banking Industry	8 – 13
- National Banking Sector Performance	9
- Banking Sector Indicator of East Java 2012	10
- Bank Jatim Position of East Java Market Share	11
- The Comparison with Regional Bank in Indonesia (per 31 Dec 2012)	12
- Banking Industry Comparison	13
Section 3 – Overview & Investment Highlight	14 – 37
- Third Party Fund	15 – 16
- Third Party Fund Customer	17
- Third Party Fund – Ticket Size	18 – 19
- Product Plan & New Activities 2013	20
- Customer Deposit Analysis	21
- Loan & NPL Composition	22 – 23
- Loan Total Customer	24 – 25
- Loan Interest Rate	26
- Exclusive of Multipurpose Loan	27 – 28

Description	Page
- SME Strategy	29
- Top 10 Loan by Industry Comparison	30
- Strategy Reducing NPL & Recovery 2012 – 2013	31 – 32
- Human Resources	33
- Information Technology	34 – 35
- Company Transformation	36
- Wide Network of Service Points	37
Section 4 – Strenghts	38 – 44
- BPR APEX	39
- BPR Linkage program	40
- Jatim Electronic Transfer System (JETS)	41
- Experienced Managements	42 – 43
- Awards & Achievements	44
Section 5 – Financial Highlights	45 – 51
- Improvement Pre Tax Profit	46
- Balance Sheet	47 – 48
- Profit & Loss	49
- Highlights of Financial Ratio	50
- Contact Person	51

AGENDA



1

Economic Outlook

2

Prospect of Banking Industry

3

Overview & Investments Highlights

4

Strenghts

5

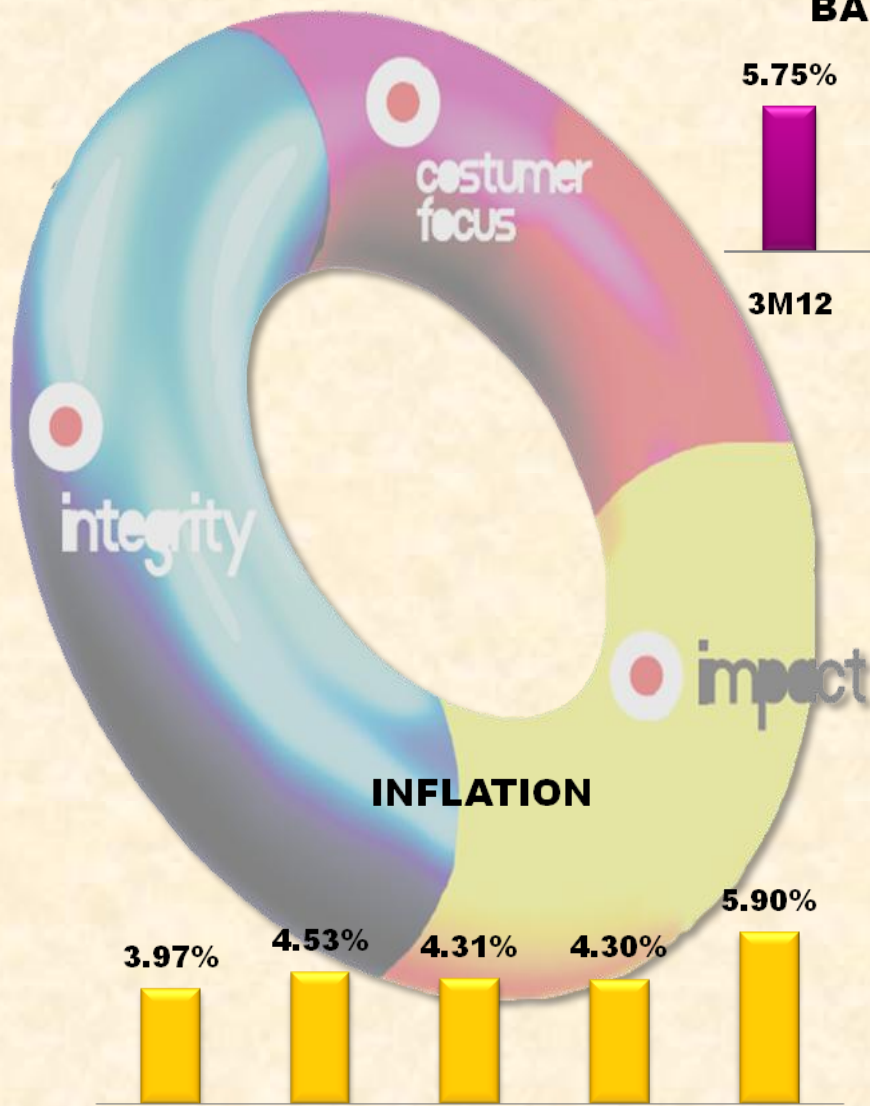
Financial Highlights



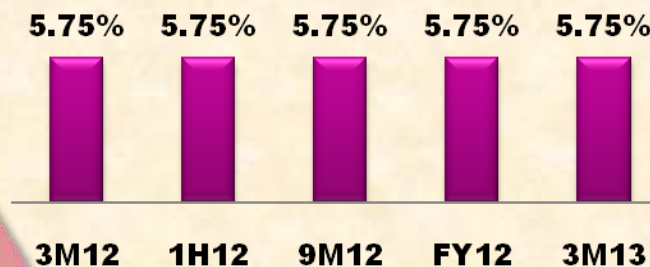
SECTION 1

ECONOMIC OUTLOOK

MACRO ECONOMY OUTLOOK

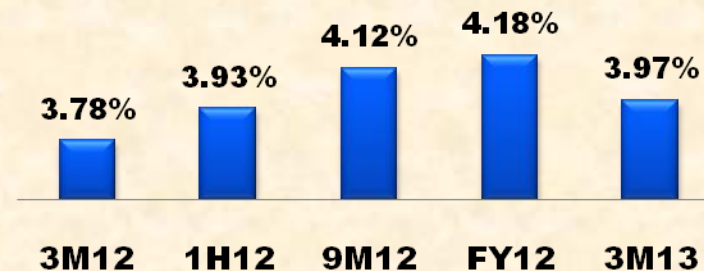


BANK INDONESIA RATE

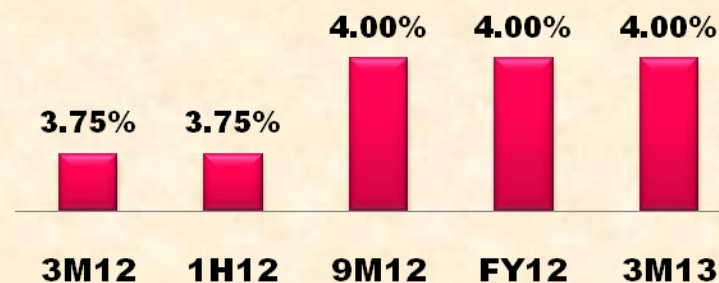


JIBOR

(% Average)



DEPOSIT FACILITY



MACRO ECONOMY INDICATOR (GDP) of EAST JAVA 2012

In Billion Rp.

INDICATOR	2012							
	3M12	YoY	1H12	YoY	9M12	YoY	FY12	YoY
Agriculture	15.982.668	2,25	14.177.715	3,04	13.591.281	2,24	10.712.279	2,24
Mining & Quarrying	1.893.917	5,09	2.120.466	1,66	2.160.927	1,32	2.225.952	1,32
Processing Industry	23.409.626	6,27	23.871.800	6,71	24.936.426	6,47	25.799.205	6,47
Electricity, Gas & Clean Water	1.257.835	8,08	1.320.473	6,86	1.310.535	6,91	1.349.589	6,91
Building	2.893.702	10,18	3.224.522	5,58	3.314.209	4,75	3.408.133	4,75
Trade, Hotel & Restaurant	30.081.571	9,69	31.799.848	10,54	32.958.742	10,78	33.535.338	10,78
Transportation & Communication	6.945.037	13,01	7.627.427	8,08	7.949.406	11,14	8.119.044	11,14
Finance, Rental & Service	5.156.525	7,69	5.439.472	7,37	5.544.158	7,50	5.662.313	7,50
Services	7.709.676	5,18	8.503.427	4,96	8.661.415	3,89	9.011.780	3,89
Growth of GDP (YoY)	7,27	7,19	7,31	7,21	7,41	7,29	7,09	7,29

THE ECONOMIC POTENTIAL OF EAST JAVA TOWARDS BANK JATIM

No	Description	2008	2009	2010	2011	2012	Mar 2013
1.	Number of population	36.972.282	37.236.149	37.476.757	37.781.599	38.052.950	38.318.791
2.	Growth rate (%)	0,72	0,71	0,64	0,81	0,72	0,70

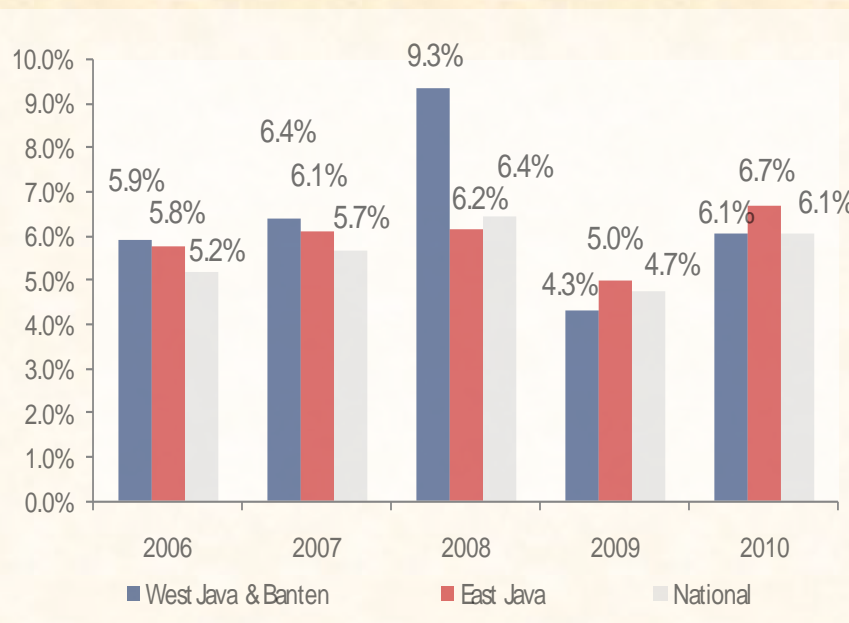
✓ **Second-largest contributor towards Indonesian economy. Approximately 15% of the national GDP comes from East Java;**

✓ **In 2012, East Java's economy grew at 7.3%, faster than national economic growth at 6.5% and aim 7.5% in 2013.**

✓ **As of 4th quarter 2012, placed as second largest GDP in Java Island, accounting for 14.9% of Java island's economy;**

✓ **The relatively high loans-to-deposits ratio, and low levels of non-performing loans.**

Economic structure dominated with secondary sector (THR & Processing Industry), supported by primary sector (Agriculture) → able to absorb up to 75 % manpower



3 Dominant Sector:

- 1. Trade, Hotel & Restaurant 30,40%**
- 2. Processing Industry 27,11%**
- 3. Agriculture 15,42%**

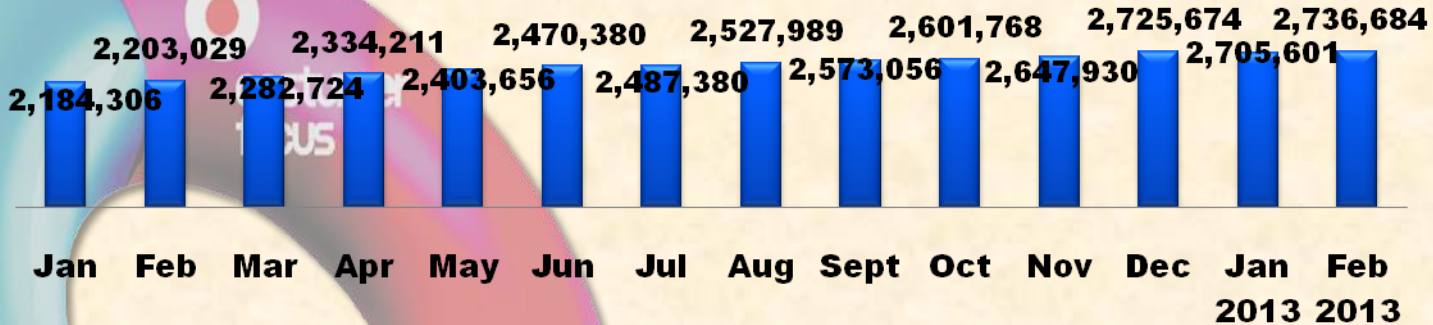


SECTION 2

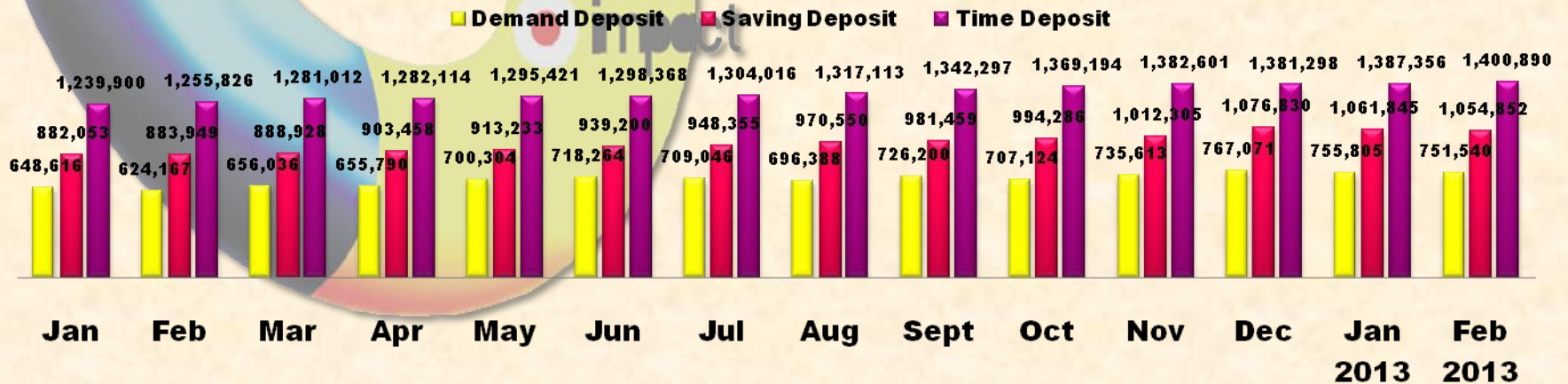
PROSPECT OF BANKING INDUSTRY

NATIONAL BANKING SECTOR PERFORMANCE

Loan (in Billion Rp.)



Deposits (in Billion Rp.)

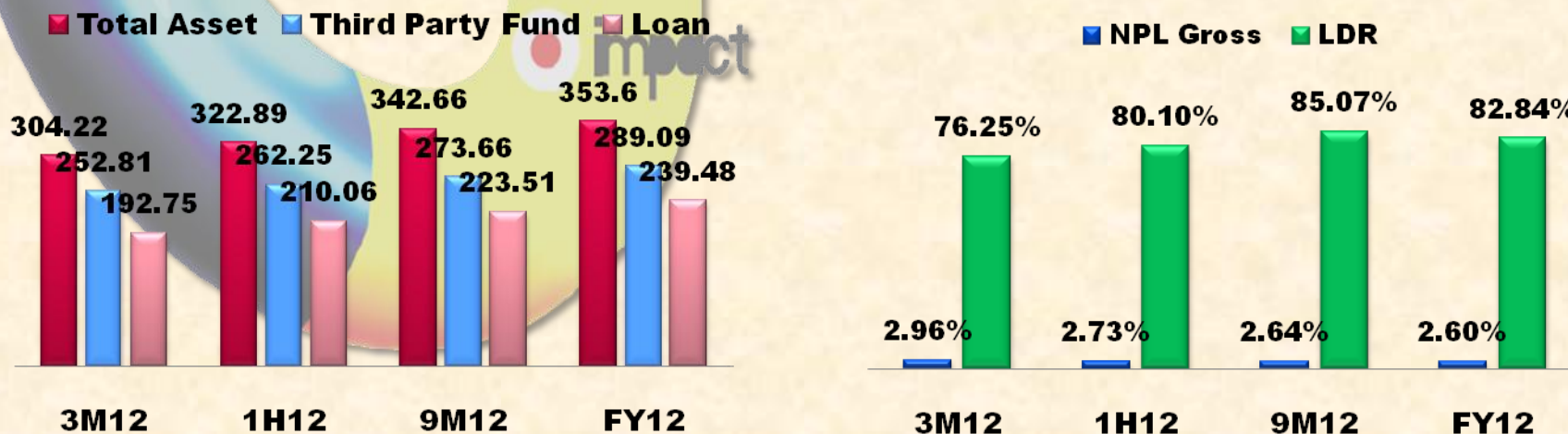


BANKING SECTOR INDICATOR of EAST JAVA 2012

In Trillion Rp.

INDICATOR	2012			
	3M12	1H12	9M12	FY12
Total Asset	304,22	322,89	342,66	353,60
Third Party Fund	252,81	262,25	273,66	289,09
- Demand Deposit	42,85	43,54	46,07	47,67
- Saving Account	109,95	116,20	122,89	134,22
- Time Deposit	100,00	102,50	104,70	107,20
Loan – Reporting Bank	192,75	210,06	223,51	239,48
NPL Gross	2,96%	2,73%	2,64%	2,60%
LDR (%)	76,25%	80,10%	85,07%	82,84%

Source: Bank Indonesia - Surabaya



BANK JATIM POSITION of EAST JAVA MARKET SHARE

In Trillion Rp.

N o	Description	2012 East Java	2012 Bank Jatim	%	3M13 East Java *	3M13 Bank Jatim	%	Ranking per Jan 2013
1.	Total Asset	353,60	29,11	8,23%	364,88	32,62	8,93%	4
2.	Third Party Fund	289,09	22,20	7,67%	305,36	25,64	8,39%	5
	- Current Account	47,67	9,66	20,26 %	49,32	12,1	24,53 %	-
	- Saving Account	134,22	8,17	6,08%	146,58	6,76	4,61%	-
	- Time Deposit	107,20	4,37	4,07%	109,75	6,78	6,17%	-
3.	Loan	239,48	18,56	7,75%	256,58	18,8	7,32%	5

Information :

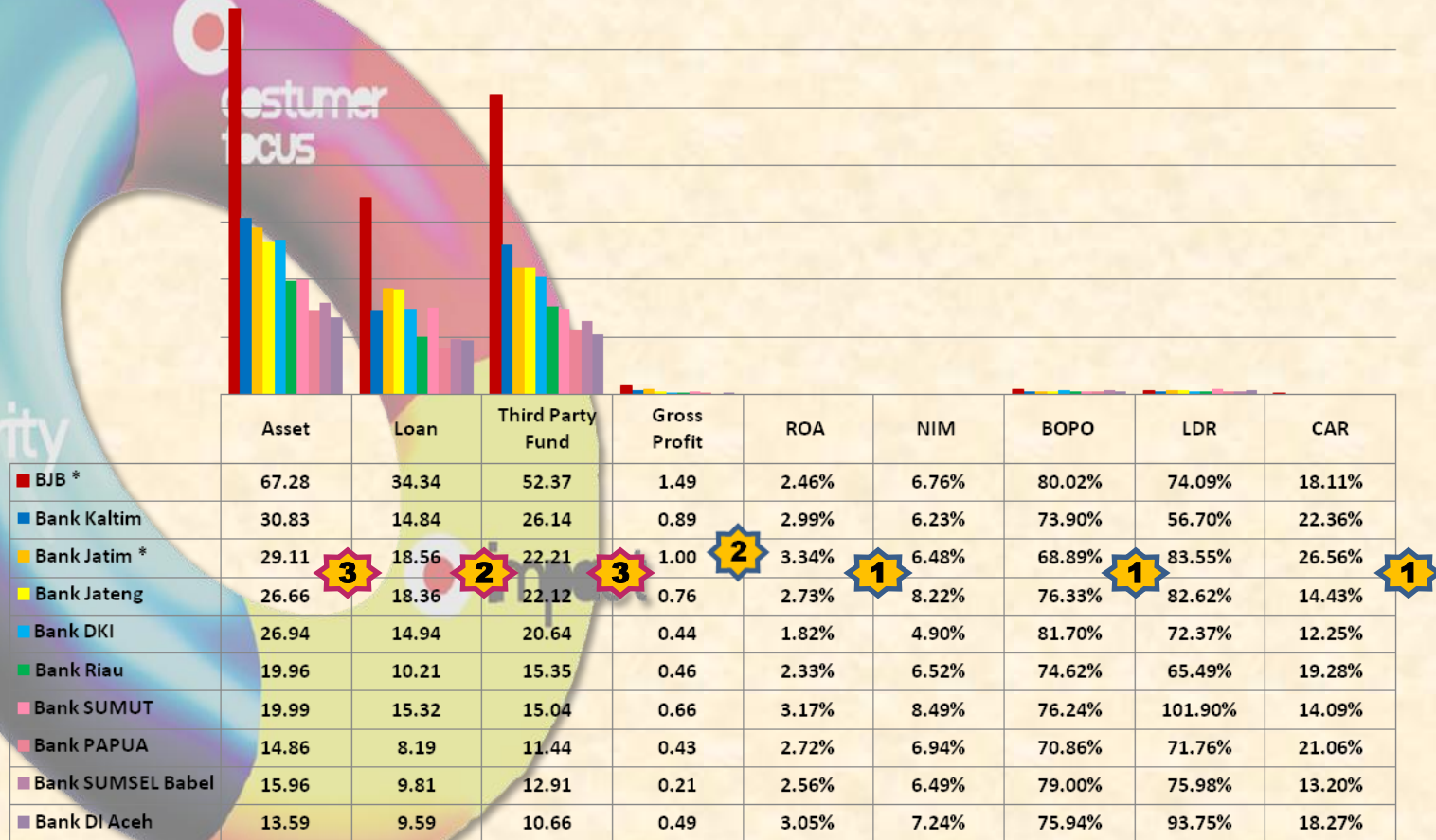
•Mar 2013 East Java : Projection

Source : Economy Regional East Java – Bank Indonesia

Total Bank's in East Java = 81 Banks

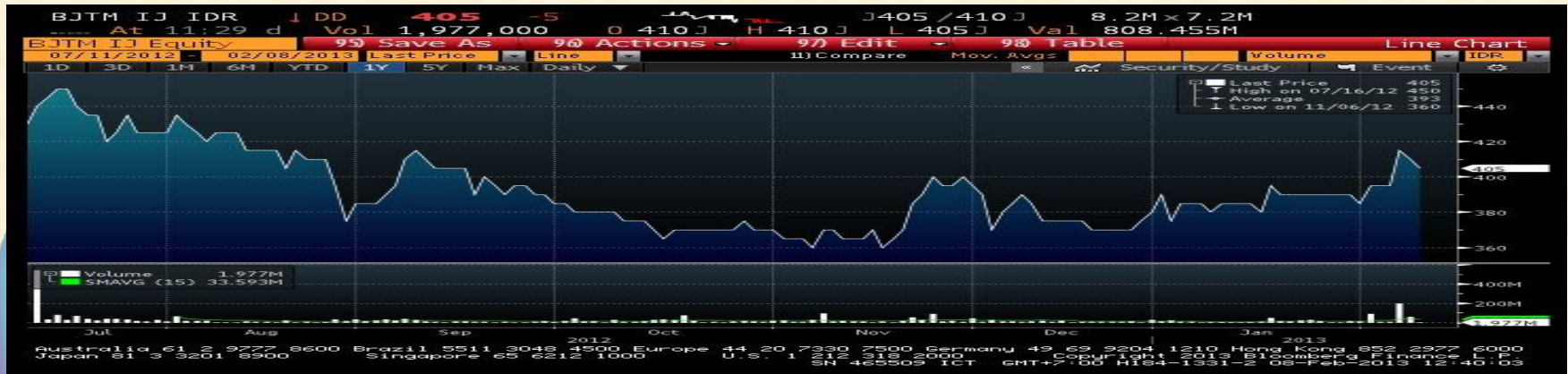
THE COMPARISON WITH REGIONAL BANK IN INDONESIA (PER 31 DEC 2012)

(In Billion Rp)



* Data Audited
Data unaudited from ASBANDA
In Billion Rp.

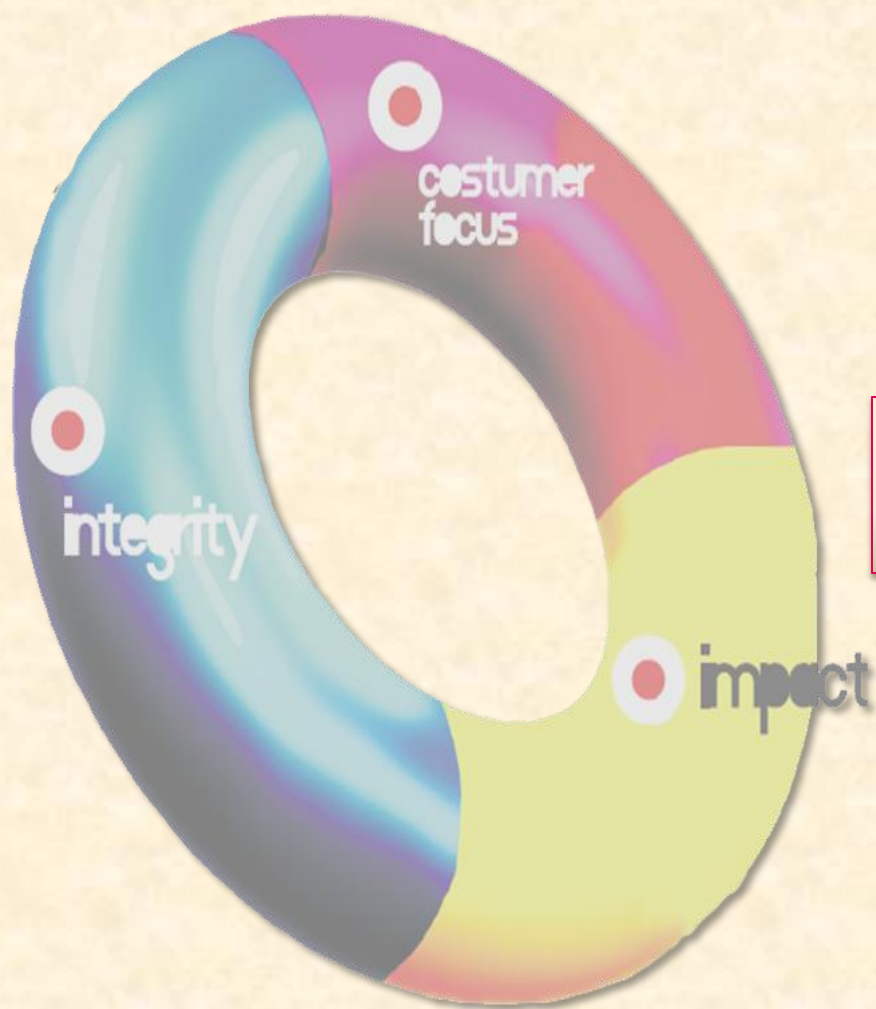
BANKING INDUSTRY COMPARISON



April 1st 2013

	Bank Jatim	Bank Jabar	Bank Mandiri	BTN	BTPN	Bukopin
Share Price	520	1.290	10.000	1.700	5.300	900
Market Cap	7.757	12.508	233.333	17.956	30.954	7.174
PBV	1,3	1,8	2,7	1,5	3,1	1,3
PER	7,7	8,7	13,2	10,3	12,8	7,4
Yield	7,8%	5,0%	1,9%	1,9%	0,0%	3,7%

Source : PT.Bahana Securities



SECTION 3

OVERVIEW & INVESTMENTS HIGHLIGHTS

THIRD PARTY FUND

In Million Rp.

Description	FY2011	% of Total TPF	FY2012	% of Total TPF	YoY
Government Current Account	3.844.580	19,08%	4.241.099	19,09%	10,31%
General Current Account	4.359.000	21,64%	5.420.766	24,40%	24,36%
Total Current Account	8.203.580	40,72%	9.661.865	43,50%	17,78%
Simpeda Saving	6.462.845	32,08%	7.298.630	32,86%	12,93%
Siklus Saving	193.551	0,96%	235.949	1,06%	21,90%
Hajj Saving	137.866	0,68%	171.777	0,77%	24,59%
TabunganKu	292.645	1,45%	417.286	1,87%	42,59%
Barokah Saving	45.767	0,22%	50.335	0,22%	9,98%
Total Saving Account	7.132.674	35,41%	8.173.977	36,80%	14,59%
Time Deposit 1 Month	4.103.186	20,37%	3.554.422	16,00%	-13,37%
Time Deposit 3 Months	376.745	1,87%	256.847	1,15%	-32,82%
Time Deposit 6 Months	69.618	0,34%	67.789	0,30%	2,63%
Time Deposit 12 Months	256.328	1,27%	494.772	2,22%	93,02%
Time Deposit 24 Months	-	-	-	-	-
Total Time Deposit	4.805.877	23,85%	4.373.830	19,69%	-8,99%
TOTAL THIRD PARTY FUND	20.142.131		22.209.672		10,26%

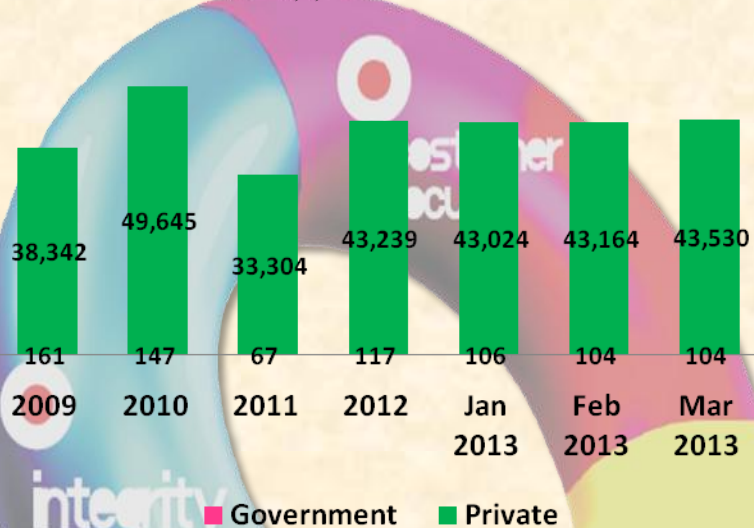
THIRD PARTY FUND

In Million Rp.

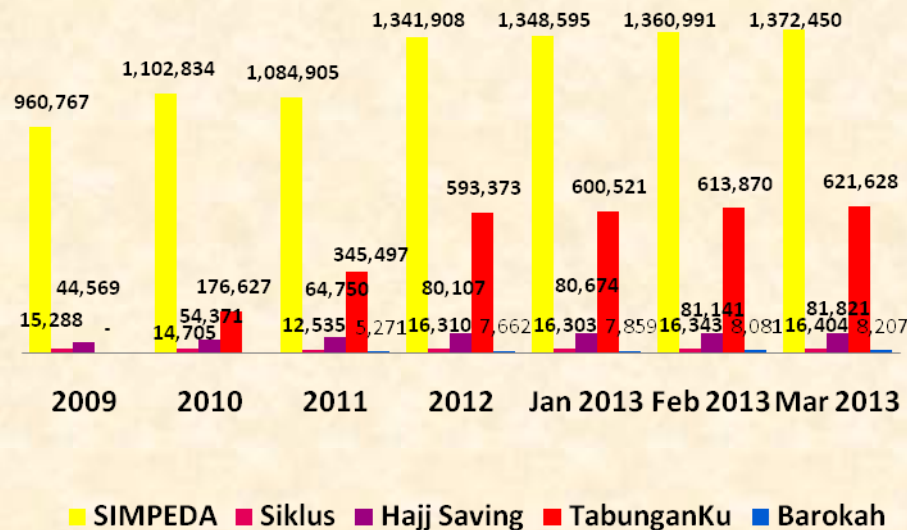
Description	3M12	% of Total TPF	3M13	% of Total TPF	YoY
Government Current Account	9.772.881	40,06%	9.563.318	37,29%	-2,14%
General Current Account	2.385.211	9,77%	2.538.131	9,89%	6,41%
Total Current Account	12.158.092	49,84%	12.101.449	47,19%	-0,46%
Simpeda Saving	5.339.870	21,89%	5.992.445	23,37%	12,22%
Siklus Saving	151.634	0,62%	158.487	0,61%	4,52%
Hajj Saving	147.136	0,60%	173.413	0,67%	17,86%
TabunganKu	273.231	1,12%	380.859	1,48%	39,39%
Barokah Saving	43.874	0,17%	52.356	0,20%	19,33%
Total Saving Account	5.955.745	24,41%	6.757.427	26,35%	13,46%
Time Deposit 1 Month	5.272.782	21,61%	6.202.855	24,19%	17,64%
Time Deposit 3 Months	402.628	1,65%	263.593	1,02%	-34,53%
Time Deposit 6 Months	148.202	0,60%	69.639	0,27%	-53,01%
Time Deposit 12 Months	456.133	1,86%	244.527	0,95%	-46,39%
Time Deposit 24 Months	9	0,00%	-	-	-100%
Total Time Deposit	6.279.754	25,74%	6.780.614	26,44%	7,97%
TOTAL THIRD PARTY FUND	24.393.591		25.639.490		5,10%

THIRD PARTY FUND CUSTOMER

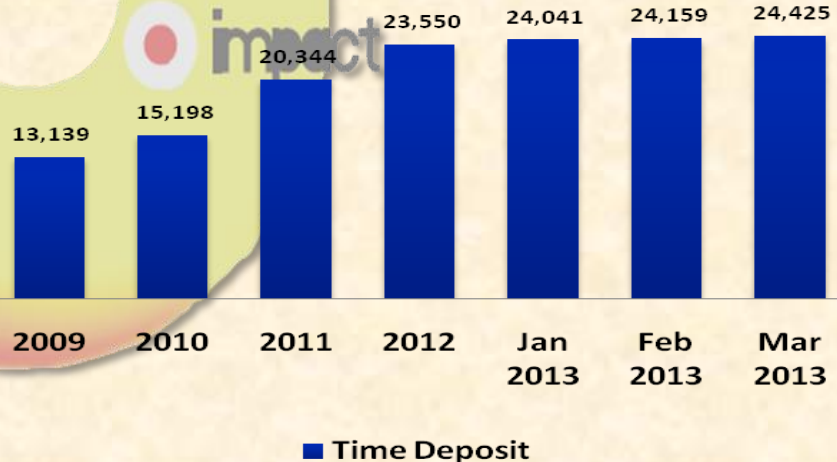
CURRENT ACCOUNT



SAVING ACCOUNT



TIME DEPOSIT



THIRD PARTY FUND – TICKET SIZE

In Million Rp.

Description	FY11	Total Customer	% of Total Customer	Ticket Size	FY12	Total Customer	% of Total Customer	Ticket Size
Government Current Account	3.844.580	67	0,00%	57.381,79	4.241.099	117	0,00%	36.248,71
General Current Account	4.359.000	33.304	2,12%	130,88	5.420.766	43.239	2,05%	125,37
Total Current Account	8.203.580	33.371	2,13%	245,83	9.661.865	43.356	2,05%	222,85
Simpeda Saving	6.462.845	1.084.905	69,24%	5,96	7.298.630	1.341.908	63,71%	5,44
Siklus Saving	193.551	12.535	0,80%	15,44	235.949	16.310	0,77%	14,47
Hajj Saving	137.866	64.750	4,13%	2,13	171.777	80.107	3,80%	2,14
TabunganKu	292.645	345.497	22,05%	0,85	417.286	593.373	28,17%	0,70
Barokah Saving	45.767	5.271	0,33%	8,68	50.335	7.662	0,36%	6,57
Total Saving Account	7.132.674	1.512.958	96,57%	4,71	8.173.977	2.039.360	96,82%	4,01
Time Deposit 1 Month	4.103.186	-	-	-	3.554.422	-	-	-
Time Deposit 3 Months	376.745	-	-	-	256.847	-	-	-
Time Deposit 6 Months	69.618	-	-	-	67.789	-	-	-
Time Deposit 12 Months	256.328	-	-	-	494.772	-	-	-
Time Deposit 24 Months	-	-	-	-	-	-	-	-
Total Time Deposit	4.805.877	20.344	1,29%	236,23	4.373.830	23.550	1,11%	185,72
TOTAL	20.141.131	1.566.673		12,86	22.209.672	2.106.266		10,54

THIRD PARTY FUND – TICKET SIZE

In Million Rp.

Description	3M12	Total Customer	% of Total Customer	Ticket Size	3M13	Total Customer	% of Total Customer	Ticket Size
Government Current Account	9.772.881	81	0,00%	120.652,85	9.563.318	104	0,00%	91.954,98
General Current Account	2.385.211	34.719	2,14%	68,70	2.538.130	43.530	2,00%	58,30
Total Current Account	12.158.092	34.800	2,15%	349,35	12.101.448	43.634	2,01%	277,33
Simpeda Saving	5.339.870	1.098.739	67,97%	4,86	5.992.445	1.372.450	63,28%	4,37
Siklus Saving	151.634	11.602	0,71%	13,07	158.487	16.404	0,75%	9,66
Hajj Saving	147.136	67.185	4,15%	2,19	173.413	81.821	3,77%	2,11
TabunganKu	273.231	374.289	23,15%	0,73	380.859	621.628	28,66%	0,61
Barokah Saving	43.874	5.897	0,36%	7,44	52.356	8.207	0,37%	6,37
Total Saving Account	5.955.745	1.557.712	96,36%	3,81	6.757.427	2.100.510	96,86%	3,22
Time Deposit 1 Month	5.272.782	-	-	-	6.202.855	-	-	-
Time Deposit 3 Months	402.628	-	-	-	263.593	-	-	-
Time Deposit 6 Months	148.202	-	-	-	69.639	-	-	-
Time Deposit 12 Months	456.133	-	-	-	244.527	-	-	-
Time Deposit 24 Months	9	-	-	-	-	-	-	-
Total Time Deposit	6.279.754	23.914	1,47%	262,60	6.780.614	24.425	1,12%	277,61
TOTAL	24.393.591	1.616.426		15,09	25.639.489	2.168.569		11,82

PRODUCT PLAN & NEW ACTIVITIES 2013



**SMS BANKING –
Provider Increase**

**INTERNET
BANKING**

**H2H MULTI
BILLER**

**INTERCITY
CLEARING**

CUSTOMER DEPOSIT ANALYSIS

	2007	2008	2009	2010	2011	2012	3M13	2013F	2014F
CASA Ratio	76.3%	71.3%	76.3%	79.0%	76.1%	80.3%	73,55%	72.7%	75.6%
Total Customer Deposit (Rp bn)	2007	2008	2009	2010	2011	2012	2013F	2014F	
Demand Deposit	6,868	6,358	6,973	6,996	8,204	9,662	11,404	12,228	
Saving Deposit	3,176	3,440	4,121	5,823	7,133	8,174	8,448	11,532	
Term Deposit	3,117	3,938	3,437	3,399	4,806	4,373	7,470	7,650	
Total	13,161	13,736	14,531	16,219	20,142	22,209	27,332	31,410	
Interest Expense from Deposit (Rp bn)	2007	2008	2009	2010	2011	2012	2013F	2014F	
Demand Deposit	236	231	241	230	247	229	305	359	
Saving Deposit	113	108	102	113	141	158	263	335	
Term Deposit	291	329	330	312	364	424	333	375	
Total	639	668	673	655	752	811	901	1,070	
Average Cost of Deposit	2007	2008	2009	2010	2011	2012	2013F	2014F	
Demand Deposit		3.5%	3.6%	3.3%	3.2%	3.0%	2.9%	2.8%	
Saving Deposit		3.3%	2.7%	2.3%	2.2%	2.2%	3.1%	3.1%	
Term Deposit		9.3%	8.9%	9.1%	8.9%	6.0%	5.6%	5.5%	
Total		5.0%	4.8%	4.3%	4.1%	3.3%	3.2%	3.0%	
COST OF FUND	January 2012	January 2013		February 2012	February 2013		March 2012	March 2013	
Include Local Government	4,66%	3,05%		4,66%	3,15%		4,48%	3,28%	
Exclude Local Government	4,99%	2,93%		5,00%	3,04%		4,92%	3,37%	

LOAN & NPL COMPOSITION

In Million Rp.

Description	FY11	% of Total Loan	FY12	% of Total Loan	YoY	NPL FY11	NPL FY12
Consumer Loan	10.377.718	64,31%	11.885.851	64,05%	14,53%	0,09%	0,26%
Multipurpose	9.626.668	59,66%	10.738.702	57,87%	11,55%	0,05%	0,17%
Mortgage	333.503	2,06%	653.118	3,52%	95,83%	1,39%	2,11%
Others	417.547	2,58%	494.031	2,66%	18,32%	0,09%	0,09%
Commercial Loan	2.911.967	18,04%	3.238.564	17,45%	11,21%	1,53%	3,66%
Standby Loan	622.119	3,85%	745.109	4,01%	19,77%	0,76%	0,43%
Keppres	534.780	3,31%	612.120	3,29%	14,46%	0,68%	14,02%
Overdraft	758.551	4,70%	1,185,068	6,39%	56,23%	4,76%	2,5%
Syndicate	996.517	6,17%	696,267	3,75%	-30,13%	0%	0%
SME	2.845.488	17,63%	3.431.914	18,49%	20,61%	4,56%	6,40%
KUR	1.738.766	10,77%	1.763.389	9,50%	1,42%	4,64%	10,87%
Pundi Kencana	145.937	0,90%	234.339	1,26%	60,57%	7,09%	4,02%
Kredit Laguna	106.096	0,65%	104.174	0,56%	-1,81%	0,95%	5,53%
Others	854.689	5,29%	1.330.012	7,17%	55,61%	1,42%	14,11%
TOTAL	16,135,173	100,00%	18.556.329	100,00%	15,01%	0,97%	2,95%

LOAN & NPL COMPOSITION

In Million Rp.

Description	3M 12	% of Total Loan	3M13	% of Total Loan	YoY	NPL Mar 2013
Consumer Loan	10.654.276	64,32%	12.394.548	65,91%	24,78%	0,36%
Multipurpose	9.813.103	59,25%	11.141.586	59,24%	13,53	0,16%
Mortgage	410.439	2,47%	747.924	3,97%	82,22%	3,55%
Others	430.734	2,60%	505.038	2,68%	17,25%	0,15%
Commercial Loan	2.863.400	17,28%	3.071.634	16,33%	7,27%	2,95%
Standby Loan	646.193	3,90%	616.374	3,27%	-4,62%	0,58%
Keppres	307.557	1,85%	410.910	2,18%	33,60%	14,48%
Overdraft	899.778	5,43%	1.285.439	6,83%	42,86%	2,13%
Syndicate	1.009.872	6,09%	758.911	4,03%	-24,86	0,00%
SME	3.044.398	18,38%	3.338.344	17,75%	9,65%	13,66%
KUR	1.832.479	11,06%	1.631.300	8,67%	10,98%	14,91%
Pundi Kencana	165.459	0,99%	277.041	1,47%	67,43%	3,08%
Kredit Laguna	126.665	0,76%	99.872	0,53%	-21,16%	11,18%
Others	919.795	5,55%	1.330.131	7,07%	44,61%	14,53%
TOTAL	16.562.074	100,00%	18.804.526	100,00%	13,53%	3,15%

LOAN TOTAL CUSTOMER

In Million Rp.

Description	FY11	Total Customer Dec 2011	% of Total Customer	Ticket Size	FY12	Total Customer Dec 2012	% of Total Customer	Ticket Size
Consumer Loan	10.377.718	260.098	87,03%	39,89	11.885.851	263.293	85,22%	45,14
Multipurpose	9.626.668	247.304	82,74%	38,93	10.738.702	245.824	79,56%	43,68
Mortgage	333.503	2.740	0,91%	121,72	653.118	4.507	1,45%	144,91
Others	417.547	10.054	3,36%	41,53	494.031	12.962	4,19%	38,11
Commercial Loan	2.911.967	5.604	1,87%	519,62	3.238.564	6.283	2,03%	514,45
Standby Loan	622.119	1.191	0,39%	522,35	745.109	1.343	0,43%	554,81
Keppres	534.780	2.419	0,80%	221,07	612.120	2.522	0,81%	242,71
Overdraft	758.551	1.980	0,66%	383,11	1,185,068	2.401	0,77%	493,57
Syndicate	996.517	14	0,00%	71.179,78	696,267	17	0,00%	40.956,88
SME	2.845.480	33.158	11,09%	85,82	3.431.914	39.376	12,74%	87,16
KUR	1.738.766	19.794	6,62%	87,84	1.763.389	24.976	8,08%	70,60
Pundi Kencana	145.937	4.184	1,39%	34,88	234.339	4.724	1,52%	49,61
Laguna	106.096	5.814	1,94%	18,25	104.174	6.485	2,09%	16,06
Others	854.689	3.366	1,12%	253,92	1.330.012	3.191	1,03%	416,80
TOTAL	16,135,173	298.860		53,99	18.556.329	308.952		60,06

LOAN TOTAL CUSTOMER

In Million Rp.

Description	3M12	Total Customer Mar 2012	% of Total Customer	Ticket Size	3M13	Total Customer Mar 2013	% of Total Customer	Ticket Size
Consumer Loan	10.654.276	263.169	86,62%	40,48	12.394.548	260.927	85,13%	47,50
Multipurpose	9.813.103	248.896	81,92%	39,43	11.141.586	243.199	79,34%	45,81
Mortgage	410.439	3.107	1,02%	132,10	747.924	4.929	1,60%	151,74
Others	430.734	11.166	3,67%	38,57	505.038	12.799	4,17%	39,46
Commercial Loan	2.863.400	4.128	1,35%	693,65	3.071.634	4.019	1,31%	764,28
Standby Loan	646.193	768	0,25%	841,40	616.374	626	0,20%	984,62
Keppres	307.557	1.216	0,40%	252,92	410.910	792	0,25%	518,82
Overdraft	899.778	2.130	0,70%	422,43	1.285.439	2.586	0,84%	497,08
Syndicate	1.009.872	14	0,00%	72133,71	758.911	15	0,00%	50.594,07
SME	3.044.398	36.498	12,01%	83,41	3.338.344	41.358	13,50%	80,71
KUR	1.832.479	21.975	7,23%	83,39	1.631.300	24.472	7,98%	66,66
Pundi Kencana	165.459	4.207	1,38%	39,33	277.041	5.244	1,71%	52,83
Laguna	126.665	6.656	2,19%	19,03	99.872	6.450	2,10%	15,48
Others	919.795	3.660	1,20%	251,31	1.330.131	5.192	1,69%	256,19
TOTAL	16.562.074	303.795		54,52	18.804.526	306.304		61,39

LOAN INTEREST RATE

Description	ALCO NO.051/008/ALCO
Consumer Loan	
Multipurpose	10.25% - 11.25% p.a Flat 16.00% - 18.00% p.a Annuity
Mortgage	9.75% p.a Effective Fixed Rate first year next Floating
Others	7.00% p.a Effective Fixed Rate
Commercial Loan	
Standby Loan	12.25% p.a Effective Floating Rate
Keppres	12.25% p.a Effective Floating Rate
Overdraft	12.25% p.a Effective Floating Rate
Syndicate	7.75% - 10.25%
SME	
KUR	12% - 22% p.a Effective
Pundi Kencana	13.25% - 15.25%
Laguna	14% - 16% Annuity/Year
Others	12.25% p.a Effective Floating Rate

EXCLUSIVE OF MULTIPURPOSE LOAN

Bank Jatim, as the payment bank of the East Java Province, has the sole and exclusive access to extend Multiguna, the consumer loan product, to civil servants in East Java.

Criteria	Debtor per Dec 2012	Debtor per 28 Feb 2013
Civil Servants	224.063*	219.776*
Pension	5.509	5.634
TNI/POLRI	5.170	4.399
BUMN/BUMD	6.854	5.162
Private	4.013	7.967
Sharia - Multipurpose	215	261
TOTAL	245.824	243.199

 **Pension Loan Target Market every month around 2000 pensioner with pilot project in 5 Branch.
Existing Market Share Pension Loan 1,53% (Feb 2013)**

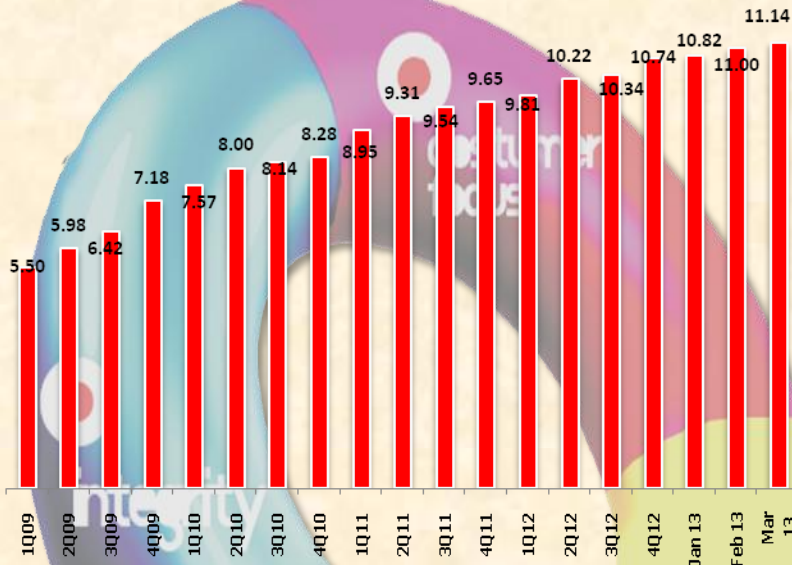
Information :

*** Decrease of Total Customer Multipurpose caused by Loan Repayment From BPD Lampung (- 7.494 customers).
However Multipurpose customer increase by 3.207 customers**

Source : Data from Branches Report

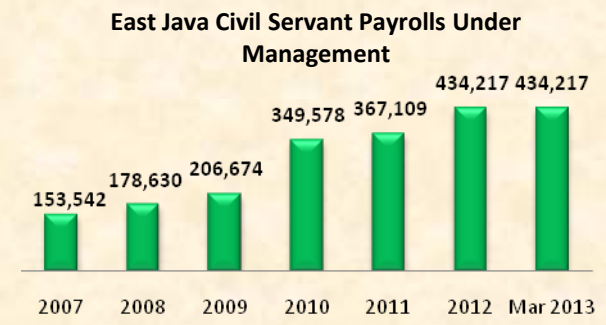
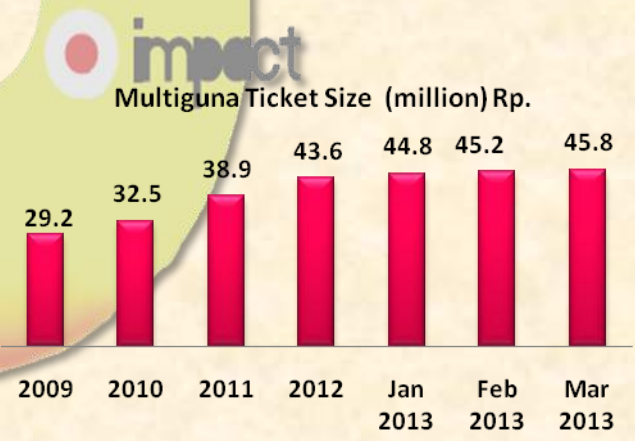
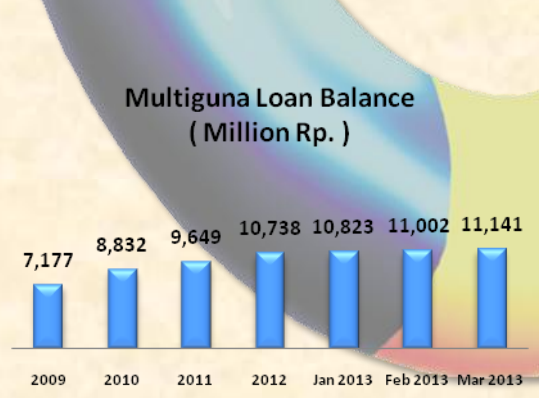
EXCLUSIVE OF MULTIPURPOSE LOAN

Bank Jatim is one of the biggest creditors on East Java's consumer sector with a market share of 14.73%



- Out of 471,814 civil servants in East Java, around 51,53 % has been served by Bank Jatim.
- East Java civil servants are increasing at 14% p.a in 2011 and 8% in 2012
- Loan size per borrower increases over time, in line with the increase in salary.
- Borrowers are civil servant whose salary is paid via their payroll Bank Jatim account.

Bank Jatim aims to tap retired civil servants and payroll account from private companies in East Java.



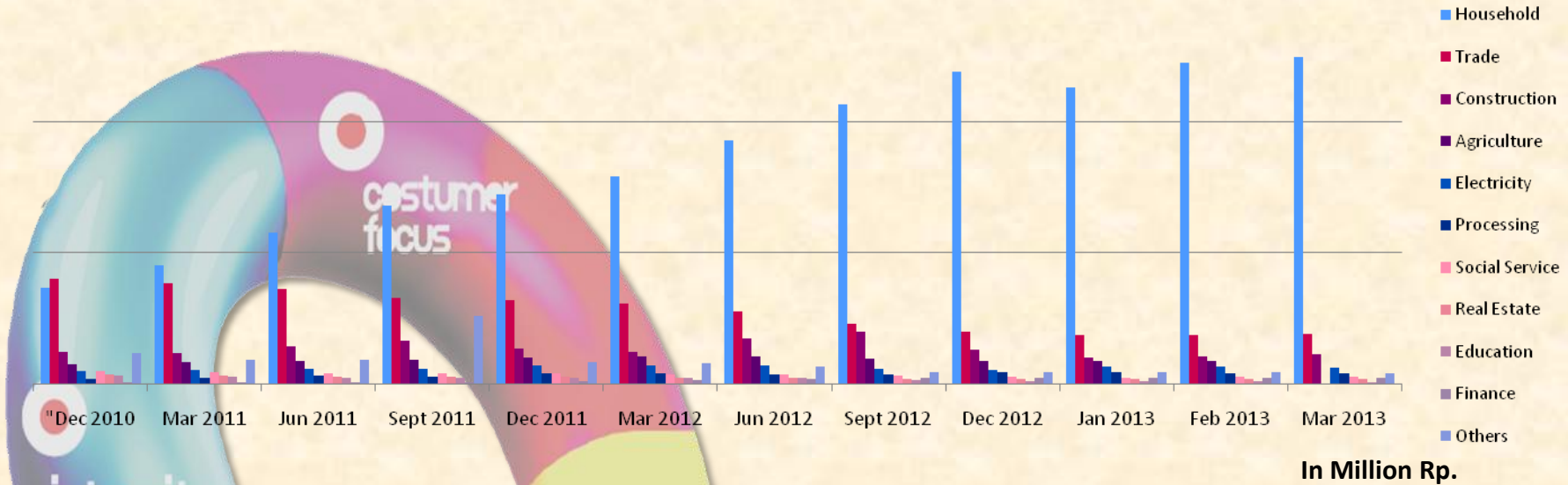
**** For Multipurpose customers, Data from Branches**

SME STRATEGY

In 2013, Bank Jatim has SME Loan development strategy by implementing targeted lending in 111 Sub Branch Offices spread across the area of East Java with the following :

Type of Sub Branch	Amount	Target per Year	
		Each Sub Branch	Total
Type A	67	16.000.000.000	1.072.000.000.000
Type B	14	11.000.000.000	154.000.000.000
Type B (Business Plan 2013)	60	5.500.000.000	330.000.000.000
TOTAL	141	32.500.000.000	1.556.000.000.000

TOP TEN LOAN BY INDUSTRY CONCENTRATION



	Household	Trade	Construction	Agriculture	Electricity	Processing	Social Service	Real Estate	Education	Finance	Others
Dec 2010	3,676,137	4,033,097	1,245,764	766,886	526,253	209,402	518,414	373,249	327,556	67,677	1,194,571
Mar 2011	4,552,941	3,876,995	1,219,058	841,733	539,404	240,799	484,926	350,229	288,514	78,965	962,932
Jun 2011	5,769,612	3,643,285	1,438,214	911,553	579,126	351,373	444,525	316,431	252,613	83,072	932,659
Sept 2011	6,824,986	3,292,067	1,681,733	950,627	602,848	310,068	434,567	290,507	249,562	92,665	2,601,840
Dec 2011	7,229,596	3,235,324	1,357,186	1,022,613	709,758	434,657	410,805	278,762	271,562	124,858	845,993
Mar 2012	7,931,148	3,080,083	1,253,861	1,059,762	745,624	432,492	382,045	260,511	265,163	150,218	800,147
Jun 2012	9,318,530	2,803,371	1,766,585	1,056,659	736,318	372,188	372,967	261,580	255,950	226,863	687,231
Sept 2012	10,657,148	2,296,537	2,012,885	983,400	601,472	392,841	351,298	201,657	170,939	255,208	465,054
Dec 2012	11,910,568	2,017,524	1,276,657	909,567	571,069	471,894	233,349	98,611	112,704	269,697	406,615
Jan 2013	11,306,034	1,875,438	1,030,887	884,191	666,335	455,488	271,851	211,196	108,315	266,397	472,850
Feb 2013	12.262.804	1.887.441	1.062.859	896.561	685.214	431.787	280.718	207.851	107.982	265.384	450.085
Mar 2013	12.451.205	1.923.911	1.148.620	872.730	657.531	430.989	292.624	207.401	104.821	270.922	443.772

1

2

3

RECOVERY 2012

No	Information	Realization Jan s/d August	Realization Sept 2012	Realization Oct 2012	Realization Nov 2012	Realization Dec 2012	Total Recovery 2012
1	Claim of loan insurance (70% of outstanding loan-write off)	46,836,065,101	4,386,369,192	19,623,388,423	9,799,780,710	14.105.451.215	94.751.054.641
2	Result of loan collection from insurance deduction at 70%	3,785,913,501	28,143,321	59,242,162	34,244,559	909.366.098	4.816.909.641
3	Result of completion non performing loan from Balangan (intra & extracomptabel) minus Non Performing Loan (intra) at 75%	4,652,991,704	405,051,697	357,930,826	625.586.250	-	6.041.560.477
4	Result of principal interest installment of extracomptabel loan (minus 25% from Balangan)	19,670,290,694	2,277,679,690	3,431,342,620	4.630.021.410	6.097.168.444	36.106.502.857
5	Installment Loan of HR Muhammad	-	7,549,447,120	-	2.357.387.830	206.262.930	10.113.097.880
6	PT Mekar Rejo Asri claim	3,184,866,000	-	-	-	-	3,184,866,000
7	PT.Horison Komunikasi claim	-	-	-	-	2.500.000.000	2.500.000.000
8	Installment Loan of Sumenep Branch	-	14,127,000	72,009,193	106.912.118	60.742.290	253.790.601
	TOTAL	78.130.127.000	14.660.818.020	23.543.913.225	17.553.932.875	23.878.990.977	157.767.782.097

RECOVERY 2013

No	Information	Realization Jan 2013	Realization Feb 2013	Realization Mar 2013
1	Claim of loan insurance (70% of outstanding loan-write off)	6,249,229,995	10.513.299.405	38.886.986.289
2	Result of loan collection from insurance deduction at 70%	1,900,000	35.507.306	37.407.306
3	Result of completion non performing loan from Balangan (intra & extracomptabel) minus Non Performing Loan (intra) at 75%	1,137,458,654	-	4.049.230.115
4	Result of principal interest installment of extracomptabel loan (minus 25% from Balangan)	5,214,219,767	12.570.364.368	20.791.353.534
5	Installment Loan of HR Muhammad	374,027,040	61.115.777	500.545.207
6	Installment Loan of Sumenep Branch	13,346,000	7,149,208	23.595.208
	TOTAL	12,990,181,456	23.187.436.063	81.051.647.060

STRATEGY REDUCING NPL

Action Plan	Member	PIC Branch	PIC Head Office
Monthly Meeting	Branch Manager & Loan Supervisor	Branch Manager	-Middle & Corporate Division -Special Mention Loan Sub Division
Task Force	<ul style="list-style-type: none"> •Special Mention Loan Sub Division •Branch Managers •Relationship Managers •Loan Supervisors •Staff 	Branch Manager	-Middle & Corporate Division -Special Mention Loan Sub Division

Agenda Monthly Meeting :

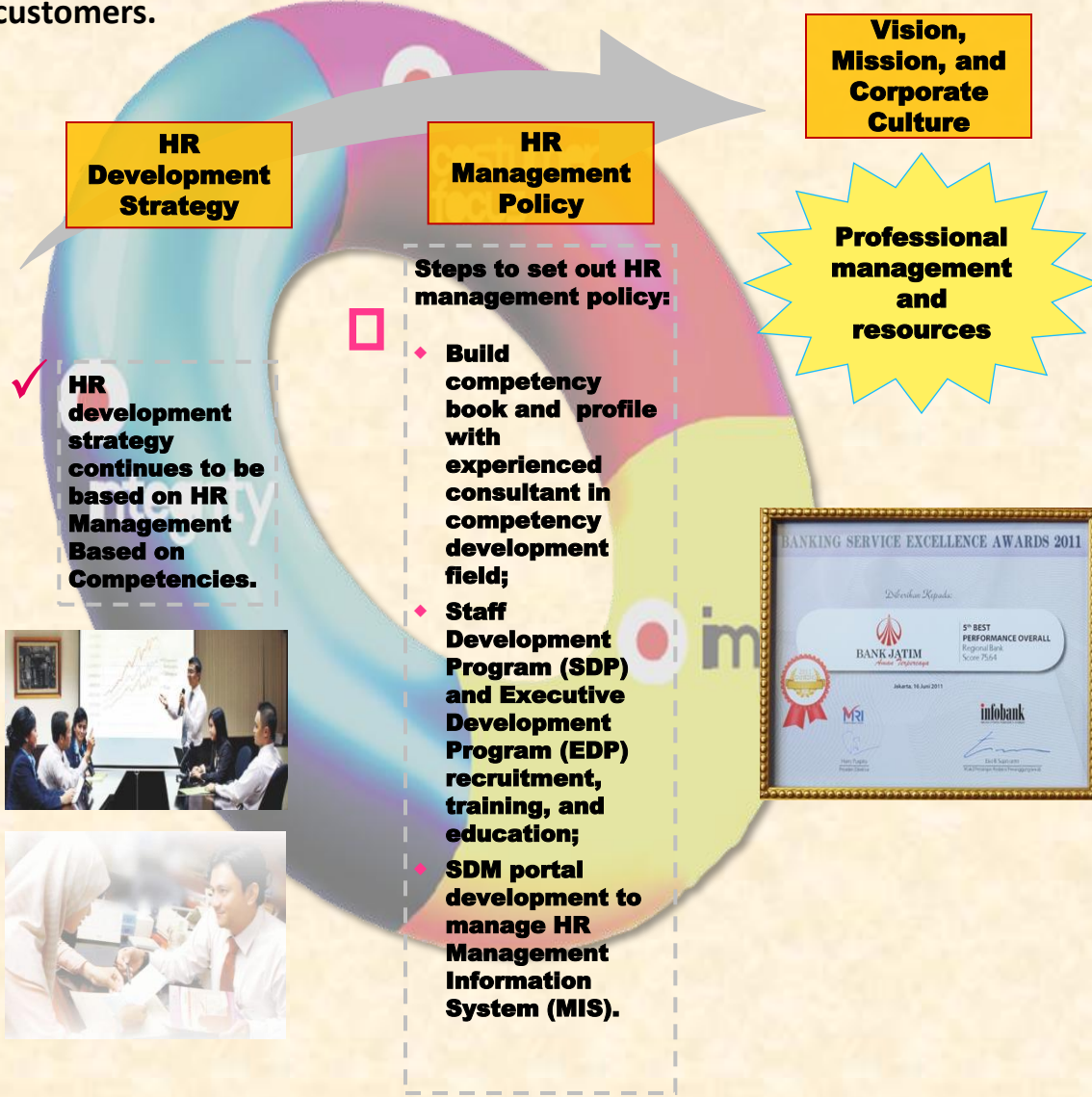
1. Monitoring progress recovery from Debtor;
2. Monitoring process of auction from Guarantee;
3. Monitoring Insurance Claim;

Agenda Task Force:

1. To store non performing loan documents including the security of loan collateral
2. Prepare steps of non performing loans' rescue and completion which still have prospect or not, by :
 - Direct billing to the debtors, debtors' projects, and by phone
 - Restructuring loans to the prospect debtors
 - Disbursement of collateral outside the auction by way of redemption of the collateral by the debtor or under the arms sales to third parties
 - Disbursement of collateral by way of voluntary auctions, how to execute mortgages or mortgages with the auction office or other auction (PT.Balai Lelang Tunjungan Surabaya)
 - Claim credit insurance or credit guarantee agency has closed the insured losses
 - Compensate to borrowers' asset with problem loans
 - Monitor the implementation of the rescue measures and resolution of non performing loans
 - Monitor the activities of the debtor or credit the rescue phase completion
 - Create reports and administer the implementation of rescue and resolution of non performing loans periodically (at least once a month)

HUMAN RESOURCES

With the support of professional human resources, Bank Jatim is committed to provide excellent service to its customers.

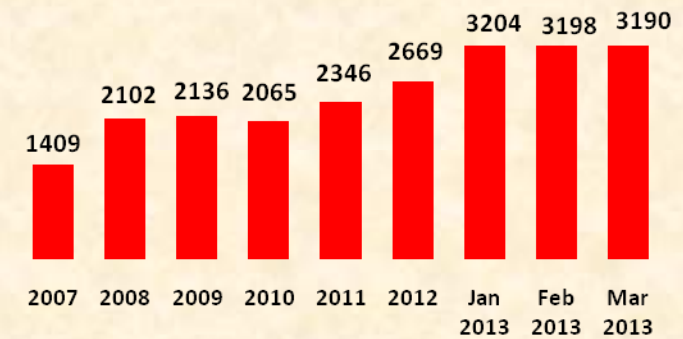


HR Development and Quality Improvement

Competencies based education and training program in accordance with organizational needs based on training needs analysis.



Number of Employees (2007-2013)



Transformation of Information Technology (IT) system to anticipate business development and intensifying competition.

IT Development Strategy

Bank Jatim approaches its IT development strategy based on the customers needs by implementing some steps, including:

- Preparing FOS (Financing Operating System) implementation
- Preparing Virtual Account program creation
- Create MIS Dashboard to evaluate Sharia business performance
- SPP Batch System development to accommodate tuition fee on school and universities

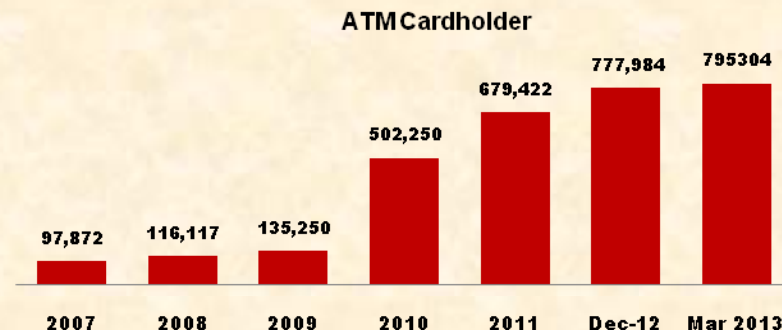
Good IT Governance

- Information technology principles
- Information technology architecture
- Information technology infrastructure
- Business application
- Prioritization and investment decision

IT Plan 2013

- Launching Live e-payment container
- Cooperation with Terminal Peti Kemas Surabaya, by steps :
1. Assurance payment by Host to Host System
 2. Assurance payment by script fund (warkat dana)
 3. Assurance payment by Running Deposit

Bank Jatim IT Transformation



Transformation of Information Technology (IT) system to anticipate business development and intensifying competition.

IT Plan 2013

➤ **Launching Live e-payment container Cooperation with Terminal Peti Kemas Surabaya,**

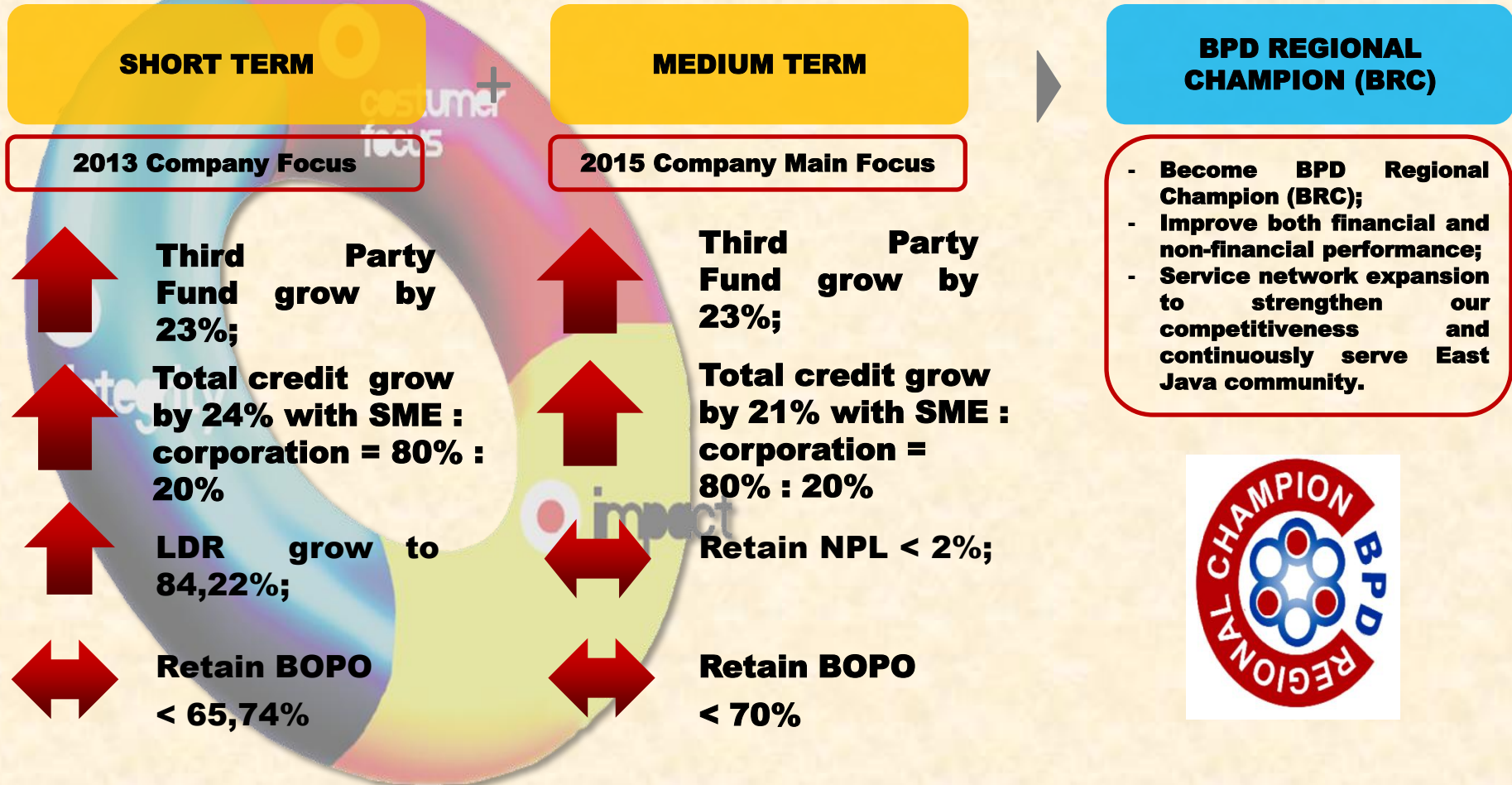
Steps for this payments are :

- **Assurance payment by Host to Host System
Customers have to book the activities to get number of EPB (Approximate Estimate of Financing) as key of payment of Host to Host. This can be processed at Teller of Bank Jatim and also ATM**
- **Assurance payment by script fund
Payment of assurance by using script fund established by Terminal Peti Kemas**
- **Assurance payment by Running Deposit
payments made after unloading Completed Memorandum of PT. TPS issued without first making a payment guarantee EPB. Customers who make payment through running deposit must obtain prior approval from PT. TPS for that customer must have guarantees such as deposit pledged as collateral that can be withdrawn if the customer is not able to make payments after Completed Memorandum issued by PT. TPS**

➤ **Launching Intercity Current Account**

COMPANY TRANSFORMATION

As the East Java industrial climate improves, the competition in the banking industry intensifies since many competitors oversee the potential to do market penetration in the banking industry.



WIDE NETWORK OF SERVICE POINTS

Branch network and electronic channels are among Bank Jatim's competitive advantages.



Network	2009	2010	2011	2012	Jan 2013	Feb 2013	Mar 2013	Target 2013 (+)
Head Office	1	1	1	1	1	1	1	1
Branch Office	39	41	41	41	41	41	41	2
Sub Branch Office	26	44	67	81	83	89	89	60
Cash office	151	154	164	164	164	162	162	49
Sharia service office	37	37	47	47	47	47	47	0
Payment Point	78	88	115	138	138	138	145	42
Mobile cash	45	49	57	57	57	57	57	9
Mobile ATM	-	4	4	6	6	6	6	2
CDM	1	1	1	1	1	1	1	0
ATM	87	142	262	368	368	368	376	130
Total network	465	561	759	904	906	910	925	295

Our expansion for the past few years, such as opening conventional supporting branches, payment point, and ATMs, has given our customer with easier access to our services.

*** Decrease of Cash Office form January to February 2013 and become Sub Branch Office**



SECTION 4

STRENGTHS

BPR APEX



customer
focus

Apex Banking



Of all the 332 BPRs located in East Java, Bank Jatim is the Parent of 274 BPRs, also known as The Apex.

- **Obtains cheap funding from Apex members.**
- **Increases the intermediary function of Bank Jatim, therefore increasing Bank Jatim's funding portion towards MSMEs in East Java.**
- **Better management over credit concentration risk.**

BPR LINKAGE PROGRAM

In Million Rp.

Description	January 2013		February 2013		March 2013	
	Outstanding	Member	Outstanding	Member	Outstanding	Member
Linkage Program Executing	200.291	63	201.569	63	208.585	63
Linkage Program KUR	7.429	2	6.459	2	6.076	2
Linkage BPR Non APEX	3.549	2	3.394	2	3.239	2
TOTAL	211.270	67	211.422	67	217.900	67
NPL	0,28%		0,27%		0,29%	

Information :

1. BPR in East Java : 332 BPR
2. Member of BPR APEX : 279 BPR
3. Linkage Program with Bank Jatim : 67 BPR
4. Member PERBAMIDA : 22 BPR
5. Member PERBAMIDA, Linkage with Bank Jatim : 10 BPR

Definition

Jets is a system service that is used in the implementation of the transfer of funds between member apex RB, participants jets and the Commercial Bank through Bank Indonesia National Clearing System (SKNBI) the calculation is completed on time in accordance cycle set.

In this case Bank Jatim acting as a bank acting as an organizer and BPR participants.

Members of JETS

1. 18 BPR pilot project was done kick off meeting
2. 87 BPR who engage themselves in the implementation of JETS

For Bank Jatim as organizer

1. Create products and services with innovative between Bank Jatim and member of APEX BPR
2. Improve service to members for transactions between APEX BPR members and public Bank member SKN BI directly.
3. Improve corporate image as the first bank in Indonesia providing Electronic Credit Transfer System. Increase the Bank's role as an institution of APEX BPR Java and East Java strengthen Bank as Regional Champion

Since October 30, 2012 to March 30, 2013 may be reported holding JETS transaction as follows:

TYPE OF TRANSACTION	TOTAL TRANSACTION	TOTAL NOMINAL
Transaction Between BPR	149	Rp 14.220.993.654
Transaction BPR with Public Bank member SKNBI	977	Rp 10.437.728.808
TOTAL	1.126	Rp 24.658.722.462

Type Of Service JETS

1. Delivery Transfers Out between BPR and BPR JETS members in real time;
2. Transfers out BPR and BPR JETS members to Banks SKNBI participants;
3. Transfer into BPR and BPR of fellow members and Banks JETS participants SKNBI

EXPERIENCED MANAGERMENTS

MULJANTO	PRESIDENT COMMISSIONER
CHAIRUL DJAELANI	COMMISSIONER
WIBISONO	INDEPENDENT COMMISSIONER
ISNANTO	INDEPENDENT COMMISSIONER



EXPERIENCED MANAGERMENTS

DJOKO LESMONO
*Director of Medium
Business & Corporate*

PARTONO
*Director of Agrobusiness
& Sharia Business*

SUPARLAN
*Director of
Compliance*

HADI SUKRIANTO
President Director

EKO ANTONO
*Director of
Operations*



AWARDS & ACHIEVEMENTS



Annual Report Award 2010 Committee – State-owned Company with Bapepam, Ditjen Pajak, Bursa Efek Indonesia, Ikatan Akuntansi Indonesia and Corporate Governance National Committee)
1st ranked Company Category SOE/ROE Financial Non Listed

Persatuan Wartawan Indonesia East Java Branch Trophy and Charter Award from Persatuan Wartawan Indonesia of East Java Branch to Bank Jatim of Financial Performance Achievement.

Infobank Award 2011 & 2012
“Excellent” Predicated on Bank category with asset 1 Trillion to 10 Trillion for 10 consecutive years

Investor Magazine 2011 & 2012
Best Regional Champion Bank with asset above Rp10 trillion

Bisnis Indonesia Daily Newspaper
BPD Jatim Special Recognition for CEO In Developing Corporate Culture
PT BPD Jatim Special Recognition for CEO In Developing Corporate Culture

MRI & Info Bank
5th Best Performance Overall Regional Bank
Tempo Magazine
The Best Bank in term of asset >10 trillion

Bisnis Indonesia Daily Newspaper
The Best Of 5th BUMD of The Year
ROE Performance Achievement.

Annual Report Award 2011 Committee – State-owned Company with Bapepam, Ditjen Pajak, Bursa Efek Indonesia, Ikatan Akuntansi Indonesia and Corporate Governance National Committee)
2nd ranked Company Category BUMD Non Listed

MarkPlus 2012
Best Champion Surabaya Service Excellence 2012
Conventional Banking (Asset<150 T)

Indonesia Banking Award 2012
Best Regional Banking above Rp 10 trillion

MarkPlus Insight
The Best Indonesia Service to Care Champion 2013

MarkPlus Insight & Infobank
Indonesian Bank Loyalty Award 2013
category Saving Account : Regional Development Bank



SECTION 5

FINANCIAL HIGHLIGHTS

IMPROVEMENT PRE TAX PROFIT

In Million Rp.

Pre Tax Profit 31st March 2013	300.890
Average / Day (Total 90 Days)	3.343
Pre Tax Profit 31st March 2012	290.741
Average / Day (Total 90 Days)	3.230

**PROMISING
YEAR
(3,50%
YoY)
2013**

BALANCE SHEET

In Million Rp.

Information	FY11	FY12	YoY	Growth Target 2013	Jan 2012	Jan 2013	YoY	Feb 2012	Feb 2013	YoY
Total Asset	24.846.516	29.112.193	17,17%	12,70%	26,059,534	29,968,074	14,99%	26.578.047	30.932.111	16,38%
Placement BI & SBI	2.442.854	2.103.339	- 13,89%	-	3.114.822	1.797.298	- 42,29%	3.418.295	1.928.782	- 43,57%
Placement Other Bank	3.463.075	5.041.643	45,58%	-	3.775.515	6.612.221	75,13%	3.584.445	7.141.879	99,25%
Loan	16.135.173	18.556.329	15,01%	20%	15.894.999	18.322.380	15,27%	16.182.874	18.538.687	14,56%
Impairment Losses	(101.433)	(255.666)	152,05%	-	(120.980)	(268.544)	121,97%	(131.751)	(282.696)	114,57%
Third Party Fund	20.142.131	22.209.672	10,26%	23%	21.075.372	22.932.340	8,81%	21.215.213	23.851.009	12,42%
- Current Account	8.203.580	9.661.865	17,77%	-	9.420.749	10.468.098	11,11%	9.863.647	11.493.763	16,53%
- Saving Account	7.132.674	8.173.977	14,59%	-	6.424.200	7.455.243	16,05%	5.878.397	7.052.153	19,97%
- Time Deposit	4.805.877	4.373.830	- 8,99%	-	5.230.423	5.008.999	- 4,23%	5.473.169	5.305.093	- 3,07%
Equity	3.260.120	5.487.106	68,31%	-	3.679.404	5.875.372	59,68%	3.801.206	5.954.272	56,64%
TIER 1	2.604.474	4.661.429	78,98%	-	3.065.482	5.074.350	65,53%	3.225.053	5.088.056	57,77%
TIER 2	170.603	175.945	3,13%	-	166.525	172.253	3,44%	166.525	175.717	5,52%
% MODAL INTI	93,85%	96,36%		-	94,85%	96,72%		95,09%	96,66%	

BALANCE SHEET

In Million Rp.

Information	Mar 2012	Mar 2013	YoY
Total Asset	29.340.491	32.621.091	11,18%
Placement BI & SBI	5.706.021	1.904.417	- 66,63%
Placement Other Bank	3.657.384	8.643.716	136,33%
Loan	16.562.074	18.804.526	13,53%
Impairment Losses	151.078	239.145	58,29%
Third Party Fund	24.393.591	25.639.490	5,10%
- Current Account	12.158.092	12.101.449	- 0,47%
- Saving Account	5.955.745	6.757.427	13,46%
- Time Deposit	6.279.754	6.780.614	7,97%
Equity	3.725.270	5.112.532	37,23%
TIER 1	3.353.990	4.464.583	33,11%
TIER 2	159.573	182.954	14,65%
% MODAL INTI	95,45%	96,06%	

PROFIT & LOSS

In Million Rp.

Information	FY11	FY12	YoY	Mar 2012	Mar 2013	YoY
Interest Income	2,698,674	2.883.065	6,83%	666.392	720.112	8,06%
Interest Expense	(774,831)	(904.646)	16,75%	(196.881)	172.181	12,55%
Nett Interest Income	1,923,844	1.978.419	2,84%	469.511	547.931	16,70%
Non Interest Operational Income	254,112	279.638	10,04%	72.570	111.270	53,32%
Non Interest Operational Expense	(997,294)	(1.278.111)	28,16%	(254.975)	(360.426)	41,35%
Impairment Losses Expense	(1.507)	(306.526)	20340%	(60.067)	(83.442)	38,91%
Nett Non Interest Operational Income (Expense)	(743.182)	(998.473)	34,35%	(182.405)	(249.156)	36,59%
Operational Profit	1.180.662	979.946	- 17,00%	287.105	298.775	4,06%
Non Operational Profit	6.952	21.395	307,75%	3.635	2.158	- 40,64%
Pre Tax Profit	1.187.613	1.001.341	- 15,68%	290.741	300.933	3,50%
Taxes	(327.380)	(276.702)	- 15,48%	76.121	82.751	8,71%
Nett profit	860.234	724.639	- 15,76%	214.619	218.181	1,66%

HIGHLIGHTS OF FINANCIAL RATIO

Bank Jatim has attained financial ratios well above the benchmark of the banking industry.

Ratio	2007	2008	2009	2010	2011	2012	Jan 13	Feb 13	Mar 2012	Mar 2013	Benchmark
ROA	3,55%	3,94%	3,75%	5,58%	4,97%	3,34%	4,63%	4,35%	4,26%	3,86%	> 1,25 %
ROE	30,85%	31,48%	28,59%	40,57%	33,65%	18,96%	20,49%	19,55%	27,18%	18,52%	> 17,5 %
NIM	7,28%	8,35%	7,66%	9,17%	7,95%	6,48%	7,21%	7,01%	6,89%	6,81%	< 5,5 % BRC
BOPO	68,20%	67,42%	66,04%	59,58%	60,02%	68,89%	57,97%	59,75%	61,15%	64,06%	< 94 %
LDR	42,11%	54,04%	69,67%	80,70%	80,11%	83,55%	79,9%	77,73%	67,90%	73,74%	78% < LDR < 94%
NPL Gross	0,69%	0,72%	1,05%	0,65%	0,97%	2,95%	3,25%	3,34%	1,36%	3,15%	< 5 %
CER	49,41%	46,04%	45,26%	40,69%	44,91%	44,20%	37,99%	38,76%	35,96%	42,02%	< 65 %

Ratio	Target 2013
ROA	3,90%
ROE	19,45%
NIM	7,72%
BOPO	65,74%
LDR	84,22%
NPL Gross	1,52%
CER	43%

Description	Target 2013
Total Asset	12,69%
Loan	20%
Third Party Fund	15%

CONTACT PERSON



**Investor Relation Unit
Head Office 4th Floor
Basuki Rahmat 98-104
Surabaya 60271
Email : iru@bankjatim.co.id
Phone : (031) 531 0090**

Contact Person:

1. Revi Adiana Silawati
(Corporate Secretary) ext 470
(revi.adiana@bankjatim.co.id)
2. Ferdian Timur Satyagraha
(IR Manager) ext 472
(ferdian.satyagraha@bankjatim.co.id)
3. Maylissa Ika Puspitaningrum
(IR Officer) ext 469
(maylissa.ika@bankjatim.co.id)
4. Derry Widya Ariyanta
(IR Officer) ext 468
(derry.widya@bankjatim.co.id)
5. Lestari Nur Imani
(IR Officer) ext 468
(lestari.imani@bankjatim.co.id)