

#### **STOCKS & INVESTOR RELATION**

#### **STOCK**

#### **DEFINITION OF STOCKS**

Stocks are securities that show parts / mark one's ownership of a company, which is part of Bank Jatim shareholding. If you buy Bank Jatim stocks, it means you buy a part of Bank Jatim's ownership. And you have the rights to take the profits of companies in the form of dividends, if Bank Jatim books the profits. You can also take profits of stock prices rising of Bank Jatim from time to time. (Http://www.bisnisinvestasisaham.com)

There are several types of stocks when it's viewed from a trade performance:

### 1. BlueChip Stocks

Ordinary stocks of a company that has high reputation, as leader in similar industries, have a stable income and consistent in paying dividends.

#### 2. Income Stocks

Stocks of an issuer that has the ability to pay a higher dividend than the average dividend paid in previous year. Stocks like these are usually able to create higher income and regularly distribute a cash dividend.

PT Bank Jatim Tbk is categorized in this income stocks type with high dividend paying capability and always grow year to year

#### 3. Growth Stocks - consist of well-known and lesser-known

(Well - Known) are stocks of issuers that have high earnings growth, as leader in similar industries that have a high reputation.

(Lesser - Known) are stocks of issuers which are not leader in the industries, but it has the characteristics of growth stock.

#### 4. Speculative Stock

Stocks of a company that don't consistently earning the income each year, but it has the possibility take high income in the future, although still uncertainly. These stock levels are the most risky due to the poor fundamentals.

#### 5. Counter Cyclical Stock

Stocks which aren't affected by macro-economic conditions or the general business situation. At the time of economic recession, stock prices will remain high, where the issuer is able to pay high dividends as a result of the ability of issuers obtaining high income during recessions. Generally in consumption stocks because they have a captive market.



#### SERIES A AND SERIES B STOCKS

Based the Articles of Association of PT Bank Pembangunan Daerah Jawa Timur Tbk, in Article 5 verse 2 there are two types of stock ownership i.e. series A and series B stock ownership.

Series A is special stocks owned by the Provincial Government, City Government, and the District Government of East Java and series B is owned by the Board of Directors, Board of Commissioners, employees, the Provincial Government, the City Government and District Government and public.

There are differences between the rights of series A and series B holders. Here the following:

- 1. Attend and approve the appointment, dismissal and resignation agreement of Directors and Board of Commissioners.
- 2. Attend and approve the changes to Articles of Association of securities expenditures or changes in issued and paid capital.
- 3. Attend and agree to deposit stocks in the form of objects other than money, both tangible objects and intangible objects.
- 4. Attend and approve the merger, consolidation, acquisition and separation also the submission of application for the company which declared bankruptcy and dissolution.

Except the special rights as mentioned above, series B holders have the same rights

## The Ownership Structure of Stocks (IPO)

Basic Capital	Number of Stocks	Nominal	%
- Series A	24.000.000.000	6.000.000.000.000	
- Series B	12.000.000.000	3.000.000.000.000	
<b>Issued and Fully Paid Capita</b>	l		
- Series A			
- East Java Province			
Government	7.676.913.648	1.919.228.412.000	51.46
- East Java City and			
District Government	4.257.234.234	1.064.308.583.500	28.54
- Public	2.983.537.000	745.884.250.000	20.00
- Total	14.917.684.982	3.729.421.245.500	100.00



#### **STOCKS IN PORTFOLIO**

- Series A	12.065.852.018	3.016.463.004.500
- Series B	9.016.463.000	2.254.115.750.000
Total	21.082.315.018	5.270.578.754.500

#### **ESA**

Based on the decree of the Board of Directors No: 050/117 / KEP / DIR / SDM on Employee Stock Allocation (ESA) for the employees of PT Bank Pembangunan Daerah Jawa Timur Tbk.

The amount of this allocation (ESA) is 1 (one) times of the revenue / income / honorarium of the employees.

The employee category who are entitled to this stock allocation are:

- 1. Employees who have worked one (1) year starting on April 30th, 2012
- 2. Not in penalized office / suspension status
- 3. Stock allocation because of "Lock Up" for 2 (two) years.
- 4. During the "Lock Up" period, when employees resign or dismissed for administrative sanctions, the rights of stock allocation becomes void.

#### **MESOP**

Based on the decree of the Board of Directors No: 050 / 115.1 / KEP / DIR / SDM about MESOP implementation procedures.

Management & Employee Stock Option Plan (MESOP) program is a program to give the option rights to the participants (Optionee) to buy stocks at a fixed price of Bank Jatim which is predetermined, where the stocks are purchased in scheduled period.

The participants are Managers and supervisors consist of Board of Commissioners, Board of Sharia Supervisors, Board of Directors, structural officers such as Chief of Division, Head of Main Branch, Chief of Sub-Division, Head of Branch and Main Branch Sector Leader.

# GUIDES OF STOCKS & INVESTOR BASED ON FAQ (FREQUENTLY ASKING QUESTION) QUESTIONS RELATED TO STOCKS AND INVESTOR RELATIONS

- 1. Is Bank Jatim stocks prospect?
- 2. What's the meaning of securities account and investor fund account?
- 3. How is the way to buy and sell Bank Jatim stocks?
- 4. How much is the minimum dividend payout ratio?



- 5. What is the different between dividend yield before IPO and after the IPO?
- 6. Purchase and sale of stocks and the certificates of stock ownership?
- 7. When do the dividend distributed and how many times in a year?
- 8. What do the investor Relations do and what's the purpose?
- 9. What kind of achievements acquired by the Investor Relations of Bank Jatim?

#### ANSWER RELATED TO THE STOCKS.

1. Is Bank Jatim stocks prospect?

It has good prospect indicators and has good fundamental:

- The growth performance over the last 10 years

  During the last 12 years, Bank Jatim had a net profit growth amount 17.25% supported by loan growth 21.74% and third party funds 17.38%.
- Good financial ratios

There are several important ratios which show profitability, efficiency and sustainability.

- ROA (Return on Assets) = Profit Before Tax Annualized / Average of Total Assets.
  - The ratio shows the ability to increase profits higher than total assets. Bank Jatim ROA is above the average of banking industries on December (Unaudited position).
- ROE (Return On Equity) = Annualized Net Income / Average of Core capital.

  The ratio shows the ability to increase profits higher than core capital.
- BOPO (Operating Expenses to Operating Income)
  The lower the presentation of operating expenses to operating income shows the efficiency of the company.
- EPS growth (Earning Per Share growth in 1 year)
  The higher EPS growth shows excellent performance in generating profit or gain.
- PER (Price Earning Ratio) = current stock price divided by annual profits per share.
  - For example, PT Bank Pembangunan Daerah Jawa Timur has earnings per share of IDR 75 at the current stock price of IDR 525 per share, so the PER of PT Bank Pembangunan Daerah Jawa Timur is 7. It means that if now we invest in PT Bank Pembangunan Daerah Jawa Timur, so the return of capital comes about seven years.



- Corporate Management
  - Management has an excellent managerial experience
  - Management has experience in relevant industries
  - Management has a good integrity
- 2. What's the meaning of securities account and investor fund account?

Securities account is an account used to trade the stocks, stock accounts on behalf of the securities used. Whereas Investor Fund Account is where cash fund placed in the bank.

Example: Securities account using Bahana Securities and investor Fund Account using CIMB Niaga.

There are only 5 Banks which can be used investor funds account, they are BCA, CIMB Niaga, Bank Mandiri, BNI and Bank Permata.

3. How is the way to buy and sell stocks of Bank Jatim?

Buying stocks is categorized in these two ways, trading online by customer or using a broker. Buying as online customers using software and online filling in the purchasing menu.

Example: Online customers of Bahana Securities conducts the direct transactions through the mechanism of buying and selling.





4. How much is the minimum dividend payout ratio?

Based on the prospectus of PT Bank Pembangunan Daerah Jawa Timur Tbk, the management plan the minimum cash dividend payment of 40% of net profit each year.

Below is detail realization of each year:

#### Dividen & Stock Split

Fiscal year	Payment of Dwidend Cash Per Share (Rp.)	Number of Shares	Amount Payable	Net Profit	Payment Ratio
2007	383,122	631,861	242,079,621,126	403,466	60%
2008	428,186	670,873	287,258,327,084	478,764	60%
2009	451,788	686,382	310,098,904,851	516,832	60%
2010	651,433	737,930	480,711,306,900	850,382	57%
2011	558,647	866,949	484,318,880,686	860.233	56%

Fiscal year	Payment of Dividend Cash Per Share (Rp.)	Number of Shares	Amount Payable	Net Profit	Payment Ratio
2012	39,74	14.917.684.982	592.828.801.184,68	724,639,313,908,99	81,8%
2013	40,61	14.917.684.982	605 869 184 297,09	824.311.815.370,19	73.50%

5. What is the different between dividend yield before IPO and after the IPO? In calculating the dividend yield, the main instrument is the dividend in nominal divided by paid capital.

#### 2011

Fully paid capital : 942.123.000.000 Net profit : 860.233.000.000

Dividend Payout : 56 %

Dividend : Net >< Dividen Payout = 484.318.880.686

Dividend Yield : Dividend / Net profit

= 484.318.880.686 /942.123.000.000

= 51.46 %

2012

Fully paid capital : 3.729.421.245.500 Net profit : 724.639.313.908,99

Dividend Payout : 81.8 %

Dividend : Net profit >< Dividend Payout = 592.828.801.184,68



Dividend Yield : Dividend/Net profit

= 592.828.801.184,68 / 3.729.421.245.500

= 15.9 %

2013

Fully paid capital : 3.729.421.245.500 Net profit : 824.311.815.370,19

Dividend Payout : 73.5 %

Dividend : Net profit >< Dividend Payout = 592.828.801.184,68

Dividen Yield : Dividend/Net profit

= 592.828.801.184,68 / 3.729.421.245.500

= 15.9 %

According to the data above, dividend yield decreasing is due to an increase in profits is not comparable to the increase of paid capital of around 4x.

6. Purchase and sale of stocks and the certificates of stock ownership?

#### **RULE NUMBER X.M.1:**

#### **DISCLOSURE OF CERTAIN SHAREHOLDER INFORMATION**

Attachment of the Chairman of Bapepam's Decision Number: Kep-82 / PM / 1996 dated January 17<sup>th</sup>, 1996

- 1. The Director or the Commissioner of Public Company must report to Bapepam on the ownership and any change in ownership of the company's stocks no later than within 10 (ten) days of the transaction.
- 2. The obligation referred to in point 1 of this rule also applies to any party who has a 5% (five percent) or more of paid stocks.
- 3. The reports referred to in point 1 and 2 of this rule at least the following:
  - a. the name, residence and citizenship;
  - b. the number of stocks purchased or sold;
  - c. the purchase and sales price per share;
  - d. transaction date; and
  - e. the purpose of the transaction.
- 4. A copy of the report required under this rule shall be available for public and can be copied in Bapepam.

Source:

http://www.bapepam.go.id/old/old/hukum/peraturan/emiten/X.M.1.htm



Implementation of scripless trading in early stage and Stocks Registration Fee Shares on July 19<sup>th</sup>, 2000. On July 10<sup>th</sup>, 2000 Bapepam has affirmed that the implementation of scripless trading in early stage held on July 11<sup>th</sup>, 2000 to four (4) issuers. Scripless trading in early stage is implemented without guaranteeing Bursa transaction completion.

# S-1687 / PM / 2000 dated July 10<sup>th</sup>, 2000 concerning the implementation of scripless trading in Early Stage

All stock transactions had not used the physical evidence, but trading transaction confirmation



7. What do the investor Relations do and what's the purpose? Dividend distribution period:



Source: <a href="http://www.bankjatim.co.id/id/informasi/pengumuman/jadwal-dan-tata-cara-pembagian-dividen-tunai-bank-jatim-tahun-buku-2012">http://www.bankjatim.co.id/id/informasi/pengumuman/jadwal-dan-tata-cara-pembagian-dividen-tunai-bank-jatim-tahun-buku-2012</a>





#### Source:

http://www.idx.co.id/beranda/beritadanpengumuman/pengumuman.aspx

Since Initial Public Offering on July 12<sup>th</sup>, 2012, Bank Jatim has carried out 2 times a dividend distribution in the year 2013 and 2014. Based on the data above, dividend paid in 30 days according to Indonesian Stock Exchange work days or average days in May.

8. What do the investor Relations do and what's the purpose?





### **Analyst Meeting**



One on One Meeting



**Public Expose** 



Investor Day



Sosialisasi GNCPM





The pictures above are the types of investor relations activities include four (4) things:

- 1. Communication to analysts and investors
- 2. Reporting to the regulator (OJK, KSEI and BEI)
- 3. Financial analysis of macro, micro and company.
- 4. Disclosure of information.

Related information about investor relation obtained and detail information.

1. Financial Analysis (macro, micro and companiy)





#### **MACRO ANALYSIS**

#### **ANALISA MAKRO** bankjatim 14\*\*\*\*\*\* 1507 047 5 ME -1,012 ......... ----\*\*\*\*\*\* 380.36 .... A-1-1 FORT A. 1400. H/1/14 A.70% A, 1000 5,25%

### **MICRO ANALYSIS**

# **ANALISA MIKRO**



No	Provinsi	2012	2013	Tw3 2014
1	DKHakarta	6,58	6,11	5,63
2	Jawa Timur	7,27	6,55	6,40
3	Jawa Harat	1621	D <sub>i</sub> OG	3,44
4	lowo Tengah	b;44	5,81	5,40
50	Hanton	16,134	5,86	35,20
6	DIY	5,32	5,40	5,14
7	NASIONAL	6,40	5,62	5,21



Internation	trimulari III 2013	triumber ## 2014	Yes.
totalAset	8,33%	3,74%	4,87%
Dana Pihak Ketiga	8,75%	9,18%	4,98%
- Gires	24,0295	24,4096	1,55%
Tabungan	4,21%	24,5476	6,91%
Deposito	6,53%	G, 80%	5,07%
Kredit	4,21%	4,54%	4,59%
Produktif	i, ners	1,42%	0,5396
- Kanson dif	16,578	17,23%	4, 80%

#### **COMPANY ANALYSIS**

## **ANALISA PERUSAHAAN**



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ThirdPartyFund	25 907,020 30 270 321	10.40%
- Current Account	9 969 912 81 649 999	10,65%
Same (Second)	4.4 /II. (4-181.44) XIB	20,244
- Time Departs	6.048.470 7.610.506	20,17%
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Operational Point	1,115,319	1.005.00	25,7M6
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Per- Lauthedal	LINGS	1.680.216	14,450
ferrie	(Jun 2014)	(122.077)	27.45%
He Laurer	874.412	***.	14,75%

helomorphis -	199009	TUBELL	767
Placement alterns			
lord.	122,760	361-076	21,156
Markeceple Securitie	145.59/	744.414	60,69%
sees of contracts	177,445	13X 445	6,159
Current Account			
Espense	(449.404)	(292.440)	29.669
Saming discounts			
Pagaroni	[244.444]	(ran, een)	0,679
Emacins Paperson	jiwaza	(mz rid	50.10%
hakeen.	[+54.7k-0]	(46 H X / 1/4)	27.550
Marchan & Irana;	(14.513)	(23.057)	5,74%
Posted	(100,021)	haz out	DU-10/9





Hank (80/12/2014)	Hrite	Market Cap Rp.bn	HP5 Growth	PHV	MER	Hividend Vield
BBCA	13100	322.981	13,7	4,2	19,9	1,0
BBRI	11525	284.312	12,5	3,0	11,8	2,5
BMRI	10525	245.583	12,7	2,4	12,0	2.5
BBNI	6025	112.358	17,9	2,0	10,5	2,9
BDMN	4200	40.256	(14,7)	1,2	11,7	3,0
BTPN	4095	23.916	G,3	2,0	10,6	
BBTN	1130	11.942	(20,9)	1.0	9,7	3,7
BJBR	800	7.757	(24,6)	1.1	7,5	8,8
BIIM	454	5.773	74,4	1,7	6,6	10,3
BBKP	770	6.997	2.4	1.0	6,5	3.5

According to the financial analysis data into monthly information, which is given to investors and analysts as a basis for consideration of investment and provide transparent information related to the company's financial performance.

Source: <a href="http://www.bankjatim.co.id/id/hubungan-investor/presentasi-perusahaan/presentasi-analyst-meeting">http://www.bankjatim.co.id/id/hubungan-investor/presentasi-perusahaan/presentasi-analyst-meeting</a>



2. Reporting (BEI/IDX, OJK/FSA dan KSEI)



Reporting is conducted by the investor relations section by online (softcopy), and hardcopy via address of Indonesian Stock Exchange, the Financial Services



Authority (OJK) in Surabaya and Jakarta, and also Indonesian Central Securities Depository (KSEI).

## 3. Disclosure of Information





#### KOMPOSISIKEPONIUKAS SAKANSAMKARINI POR 30 DESOVERS 2004

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#### KEPEMILIKAN SAHAM BANS JATHA OLEH DIRENSI & DEWAA KOMISARIS KER 18 DESIMARIR 2004

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Source: Bloomberg

The data above is the informations, which are presented in the page of investor relation section as disclosure of information to the investors.

9. What kind of achievements acquired by the Investor Relations of Bank Jatim?





Investor Relations in cooperation with securities through socialization in June-July 2014 and the account opening verification process of BJTM effect from July until November 2015 was awarded with the opening of securities accounts around 1802 accounts.

Bank Jatim was obtained platinum award, only gained by 2 issuers from the total 503 issuers.







PT Bank Pembangunan Daerah Jawa Timur Tbk or Bank Jatim once again won "The Best Exhibitor" in the Investor Summit and Capital Market Expo 2014, which was held at the Grand City Mall & Convex, Surabaya (20-21 / 8). It shows that two times of every participation, Bank Jatim always win the award. "This is an award that is very encouraging, Bank Jatim outperformed 27 other companies, including Bank Mestika Dharma, Bank Danamon, Panin Asset Management, KDB Daewoo Securities, Logindo and others. This award adds to the collection of Bank Jatim achievements in the field of capital markets, which have been obtained, included to Top 15 Infobank index, Top 100 Kompas Index also The Best Exhibitor ISCME 2013.



Bank Jatim has become top 100 wanted shares selected by Kompas based on the volume of daily transactions, disclosure of information by investor relations, actively carry out investor relations activities.