



PT BANK PEMBANGUNAN DAERAH JAWA TIMUR Tbk (BJTM)

CORPORATE PRESENTATION 3M24

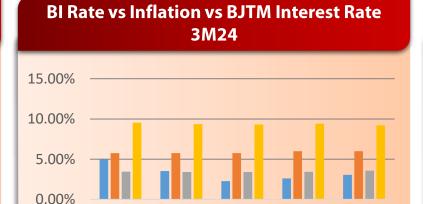
MACRO ECONOMIC



Indonesia vs East Java Economic Growth (FY23) 8.00% 6.00% 5.02% 5.46% 5.73% 5.01% 5.04% 5.17% 4.94% 5.04% 4.00% 5.24% 5.76% 5.59% 4.76% 4.96% 5.25% 4.86% 4.69% 2.00% 0.00% Indonesia East Java

Regional Income Composition of East Java Province IDR 145,72 Tr (3M24)

No	Source of Income	GRDP	%
1	Locally-Generated Revenue	46,150.29	31.67%
2	Transfers to Regions and Village Funds	80,059.03	54.94%
3	Other Income	8,376.35	5.75%
4	Regional Financing	11,130.14	7.64%



East Java Regional Expenditure IDR 145,72 Tr (3M2024)

■ Inflation ■ BI Rate ■ COLF ■ Prime Lending Rate

9M23

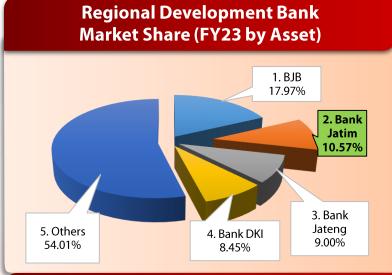
FY23

3M24

1H23

3M23

No	Expenditures	GRDP	%
1 E	mployee Spending	49,456.30	33.94%
2 E	ervices	42,147.99	28.92%
3 (Capital Expenditures	17,701.09	12.15%
4 (Other Expenditure	36,410.42	24.99%



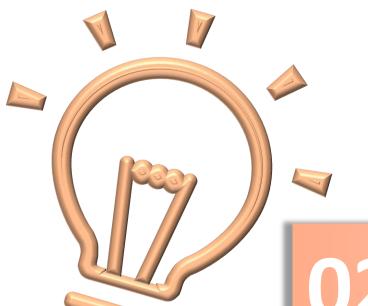
BJTM Among Indonesia Banks Industries 2M24 in KBMI2 (Core Capital IDR 6-14 Tr)



Source: BPS Statistic, Financial State Authority & Central Bank of Indonesia

NEWS IMPACT TO BANK





01

RURAL BANK OWNED BY REGIONAL GOVERNMENT WILL BE HANDOVER TO BPD

Regional Government will be prohibited to own Rural Bank (BPR) anymore. The existing Rural Bank will be transfer to Regional Banks (BPD). Financial Service Authority believe, synergy among them become critical because banking industries needs faster and comprehensive intervention. (bisnis.com, March 22nd 2024)

02

EAST JAVA CIVIL SERVANT NEW RECRUITMENT

East Java Province Government announce their plans to open new recruitment for Civil Servant for 2024 Fiscal Year. The numbers of formation up to 5,200 consist of permanent and contract employee. (jawapos.com, April 17th 2024)

03

COVID-19 RESTRUCTURE HAS ENDED

In the end of the Covid 19 loan restructuring. We anticipate this by forming sufficient loan impairments, monitoring & selecting debtor businesses that still have prospects and also through collection and credit settlement mechanisms

RUN THROUGH 2024



INCREASING LOAN BUSINESS THROUGH NEW MARKET;



We believe new market will give a lot of opportunities for grow. Therefore in conjunction with companies purpose as a driver for regional economy boost, BJTM continuing to expand beyond our business through SME area. SME loan business elevate up to 36.63 % during first 3 months in 2024.

ENHANCE &
REJUVENATE
CAPTIVE MARKET
ECOSYSTEM;



As BJTM has own stable business and market on regional ecosystem and to deliver distinguish experiences to our loyal customer and also for acquisition, we rejuvenate our captive market business to meet with customer requirement like digital process, cut off due to service level, etc. Our consumer business increase about 7,40%, with major contributor came for regional government ecosystem and it's derivative.

J CONNECT NEW GENERATION;



BJTM also prepare for new stage of our digital brand J Connect. Modern interface, multi tasking feature, up to online opening account process, is one of strategies to winning competition in CASA penetration. J Connect Mobile deliver 36,31% YoY growth in BJTM transaction and becoming popular brand in our customer and their surroundings.

TREASURY
BUSINESS &
INTERNATIONAL
BANKING ACTIVITY;



In order to making opportunities on companies profit income, we are also boosting activity in treasury and international. Dealing Room activity, Remittance and Term Loan Facility contribute 27,06 % from profit income.

BANKING GROUP BUSINESS;



Since BJTM on going transform periods, and to responds with OJK regulation to strengthening the banking industry structure especially in BPD peers, BJTM on progress to implement Banking Group Business (KUB) with several BPD.

DRIVEN FORCE ECONOMY BY SUSTAINABLE ECOSYSTEM bankjatim





REGIONAL & LOCAL GOVERNMENT

- Financial transactions (Payroll, Budget) in Regional, Local & Rural Government
- Financing to the institution, local public service agency, Cooperative, Civil Servants & contract employees













SMALL MEDIUM ENTERPRISE

- Potential of 3 million MSMEs in East Java
- Bank Jatim network in all cities and districts in East Java (48 branch offices, 173 sub-branch offices, 215 cash offices etc)

















PUBLIC / PRIVATE SECTOR

- Financial Transaction in public/Private
- Financing to the institution, Cooperative,
- Financing of government and private project



























JATIM BEJO (ONLINE MARKETPLACE)

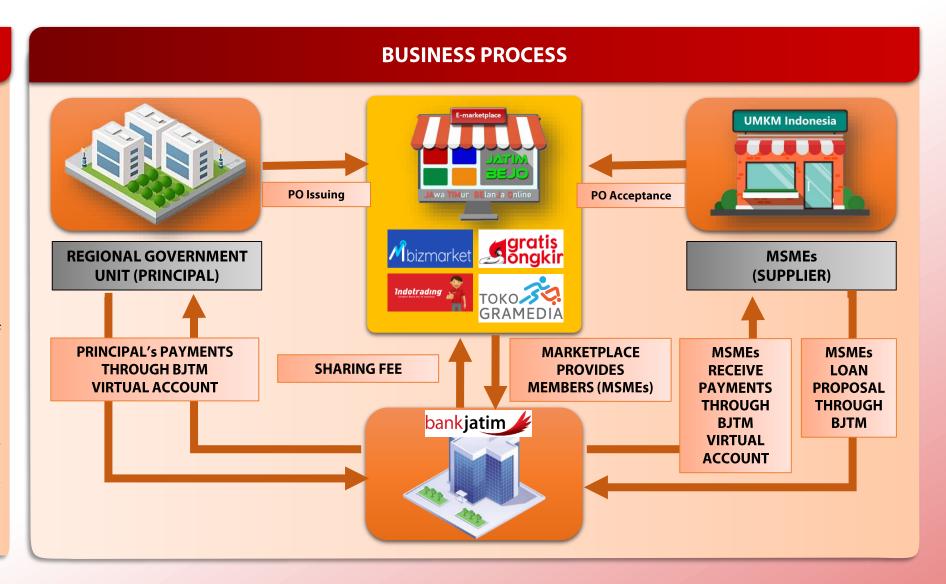


JATIM BEJO



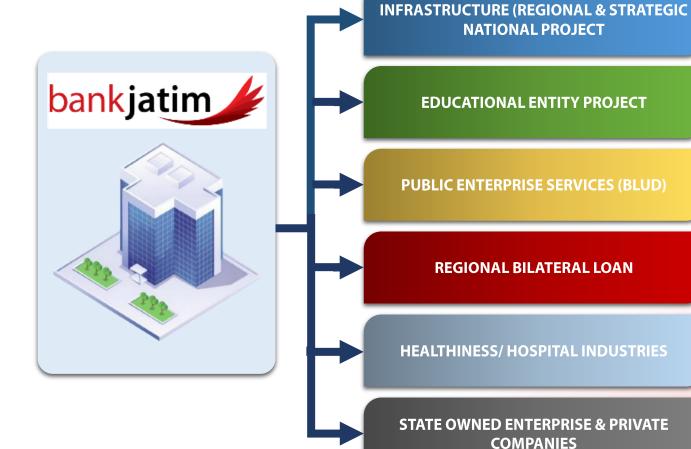
On-line market place powered by East Java/ Regional Government in order to provide their procurement regarding government daily expenditures This application aims to increase the use of domestic products and increase the involvement of Micro, Small and Medium Enterprises (SME).

In cooperation with BJTM, BJTM provide transactional & loan facility for SME to support their financial cash flow. These project are one from many various way to scale up BJTM Ecosystem beyond captive market



DRIVEN FORCE REGIONAL ECONOMY





















































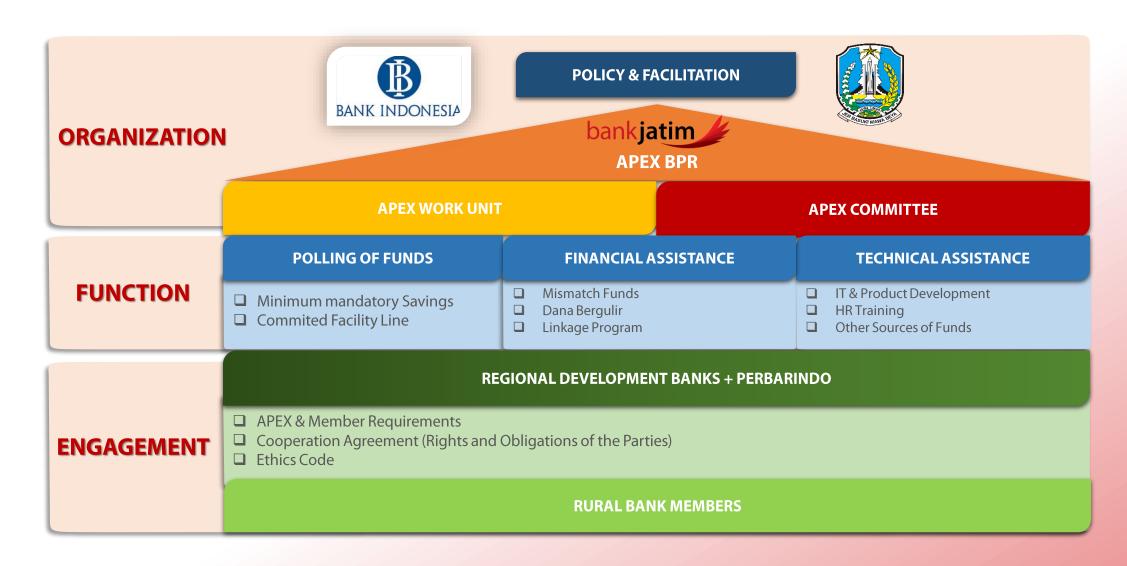






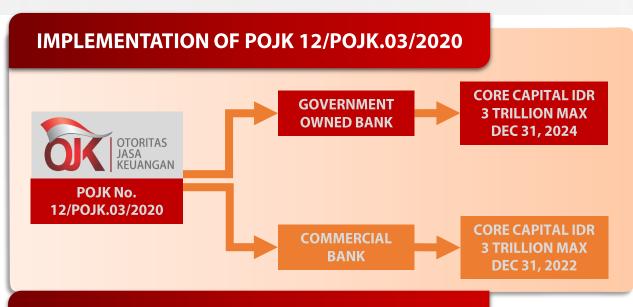
APEX BPR BJTM





BANK BUSINESS GROUP BANK JATIM





CONSOLIDATION SCHEME

- 1. Merger, Consolidation, Integration
- 2. Takeover followed by Merger, Consolidation, Integration
- 3. Establishment of KUB for owned Banks
- 4. The formation of KUB was due to the separation of the Sharia Business Unit
- 5. Formation of KUB due to takeover

CONSOLIDATION OBJECTIVES

- 1. Strengthening the banking industry structure
- 2. Drive efficiency
- 3. Enlarge the business scale
- 4. Increasing the bank's carrying capacity in the economy (contributive)

SANCTION

- Restrictions on business activities (e.g. banking services, raising funds, distributing funds) and office networks
- 2. Change of commercial bank business license to become a rural bank
- 3. Reassessment of key parties
- 4. Self-liquidation

BANK JATIM BANK BUSINESS GROUP STAGES

Business
Agreement on
Financial Services

MoU concerning POJK No. 12/POJK.03/2020 approved
Corporate Action
on GMS

Feasibility Study, Due Diligence (financial, tax, law) Signing
Shareholder
Agreement





Business

Agreement on
Financial Services

MoU concerning POJK No. 12/POJK.03/2020 approved
Corporate Action
on GMS





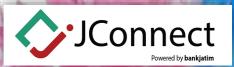
Meeting & Discussion





JCONNECT - #semuabisadimanaaja







NETWORK

1	Headquarter					
48	Branch Office					
175	Sub Branch Office					
214	Functional Office					
198	Sharia Service Office					
196	Payment Point					
39	Car Cash					
856	ATM					
100	CDM/CRM					
8.339	Agent					

JCONNECT MOBILE

Use	r	677.362 (+25,77% Yoy)
Transac	tion	3,42 Million (+36,31% Yoy)
Transac Amou		4,90 Trillion (+66,60% Yoy)

JCONNECT IB CORPORATE

User	8.353 (+21,25% Yoy)
Transaction	129.394 (-4,58%)
Transaction	1,14 Trillion
Amount	(+47,52% Yoy)

JCONNECT QRIS

User	151.404 (+113,74% Yoy)
Transaction	587.923(+111,93% Yoy)
Transaction	126,43 Billion
Amount	(+173,84% Yoy)

JATIM KILAT

Loan Application	2,39 Trillion
Loan Approved	1,97 Trillion
On Process	375,19 billion

IT BUDGET

PERIOD	CAPEX	OPEX	TOTAL IT
	BUDGET	BUDGET	BUDGET
2024	186.31 bn	87.24 bn	273.55 bn

JCONNECT IB INDIVIDUAL

User	71.019 (-3,56% Yoy)
Transaction	809 (-23,39% Yoy)
Transaction Amount	13,49 Billion (-27,24%)

AGEN JATIM

User	8.815 (+137,28% Yoy)
Transaction	91.063 (+180,59%)
Transaction Amount	18,78 Billion (+132,98%)





FINANCIAL HIGHLIGHT



BALANCE SHEET (In billion IDR)	3M23	3M24	Yoy	INCOME STATEMENT (In billion IDR)	3M23	3M24	Yoy	RATIO	3M23	3M24
ASSET	96,620	100,842	4.37%	Interest Income	1,725	1,842	6.77%	ROA	1.62%	1.59%
Bank Placements	13,084	11,363	-13.16%	Interest Expense	(578)	(621)	7.44%	ROE	11.46%	11.24%
Marketable Securities	31,712	28,502	-10.12%	Net Interest Income	1,147	1,221	6.44%	NIM	5.30%	5.43%
				Pre-Provision Opt Profit	585	625	6.74%	LDR	60.74%	70.49%
LOAN	47,992	56,997	18.76%	Provision Expense	(182)	(221)	21.75%	ВОРО	79.02%	81.20%
-Commercial & SME	18,845	25,695	36.34%	Net profit	305	310	1.52%	CAR	28.47%	23.12%
-Consumer	29,146	31,303	7.40%					CASA	57.94%	60.59%
				RATIO		3M23	3M24	COLF	3.49%	3.57%
DEPOSIT	79,013	80,862	2.34%	NPL Gross		3.03%	2.82%	Credit Cost	1.51%	1.55%
- Current Account	22,059	22,175	0.53%	NPL Net		1.08%	1.32%			
- Saving Account	23,721	26,818	13.06%	Coverage Ratio	0	101.55%	96.46%			
- Time Deposit	33,234	31,869	-4.11%							

BALANCESHEET



INFORMATION (In billion IDR)	3M23	3M24	Yoy	Q2 23	Q3 23	Q4 23
Total Asset	96,620	100,842	4.37%	108,925	98,477	103,031
Bank Placement	13,084	11,363	-13.16%	18,726	15,804	18,006
Marketable Securities	31,712	28,502	-10.12%	42,983	32,997	35,136
LOAN	47,992	56,997	18.76%	43,540	45,976	46,197
Allowance for Impairment Losses	(1,514)	(1,611)	6.42%	(1,814)	(1,737)	(1,366)
- Marketable Securities	(0.44)	(0.56)	28.45%	(0.46)	(0.53)	(0.40)
- Loan	(1,474)	(1,549)	5.09%	(1,784)	(1,709)	(1,319)
- others	(39)	(61)	56.11%	(29)	(28)	(47)
Deposit	79,013	80,862	2.34%	94,902	82,982	81,767
- Current Account	22,059	22,175	0.53%	28,055	24,926	23,635
- Saving Account	23,721	26,818	13.06%	23,060	24,151	26,344
- Time Deposit	33,234	31,869	-4.11%	43,787	33,905	31,789
Equity	11,756	11,632	-1.05%	10,675	10,908	11,446

INCOME STATEMENT



INFORMATION (In billion IDR)	3M23	3M24	Yoy	Q2 23	Q3 23	Q4 23
Interest Income	1,725	1,842	6.77%	1,720	1,834	1,988
Interest Expense	(578)	(621)	7.44%	(525)	(602)	(611)
Net Interest Income	1,147	1,221	6.44%	1,195	1,232	1,377
Non Int Opt Inc	196	255	30.16%	192	175	193
Non Int Opt Exp	(758)	(852)	12.34%	(730)	(797)	(889)
Pre-Provision Opt Profit	585	625	6.74%	657	610	680
Provision Expense	(182)	(221)	21.75%	(107)	(143)	(239)
- Loan	(172)	(220)	27.51%	(103)	(141)	(246)
- Non Loan	(9)	(1)	-86.89%	(4)	(2)	6
Non Opt Profit	(5)	(1)	-81.74%	(12)	8	39
Pre Tax Profit	399	403	0.91%	538	476	480
Taxes	(94)	(93)	-1.05%	(123)	(101)	(105)
Net Profit	305	310	1.52%	415	375	375

FINANCIAL RATIOS



RATIO	3M22	1H22	9M22	FY22	3M23	1H23	9M23	FY23	3M24
ROA	2,31%	2,05%	2,02%	1.95%	1.62%	1.91%	1.87%	1.87%	1.59%
ROE	22,07%	17,58%	15,85%	16,24%	11.46%	13.80%	13.95%	13.96%	11.24%
NIM	5,08%	4,92%	5,17%	5,11%	5.30%	5.38%	5.38%	5.57%	5.43%
LDR	46,31%	45,88%	55,40%	56,50%	60.74%	59.54%	61.49%	70.03%	70.49%
ВОРО	68,43%	74,70%	74,24%	76,15%	79.02%	75.85%	76.23%	77.27%	81.20%
CAR	23,67%	23,31%	22,65%	24,74%	28.47%	26.03%	25.80%	25.71%	23.12%
Coverage Ratio	96,43%	99,39%	99,89%	100.72%	101.55%	97.70%	97.20%	100.08%	96.46%
Credit Cost	1,10%	0,97%	0,92%	0.84%	1.51%	1.17%	1.11%	1.23%	1.55%
CASA	55,04%	53,86%	59,14%	61.12%	57.94%	57.52%	55.07%	63.61%	60.59%

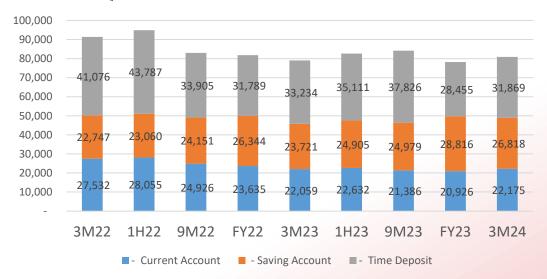
DEPOSIT PERFORMANCE



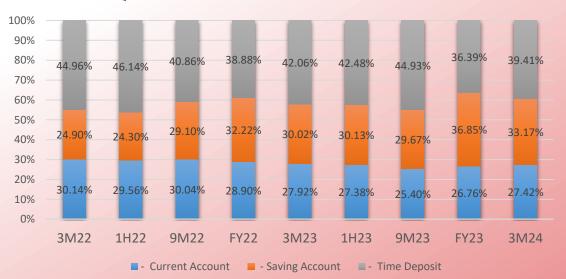
FUNDING GROWTH (In billion IDR)	3M23	3M24	Yoy
Saving Account	23,721	26,818	13.06%
Time Deposit	33,234	31,869	-4.11%
Current Account Government	13,065	13,262	1.51%
Current Account Private	8,994	8,913	-0.90%
Total Current Account	22,059	22,175	0.53%

TICKET SIZE (In Million)	3M23	3M24
Saving Account	2.7	2.8
Time Deposit	507.18	445.5
Current Account Government	97,499.8	87,830.5
Current Account Private	60.2	57.8
Total Current Account	147.4	143.6

QUARTERLY DEPOSIT PERFORMANCE



QUARTERLY DEPOSIT COMPOSITION



LOAN PERFORMANCE





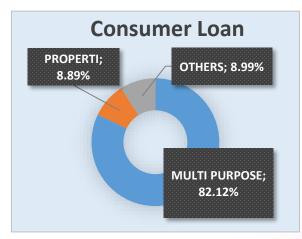
LOAN GROWTH (I	TICKET	Γ SIZE			
SEGMENT	3M23	3M24	Yoy	3M23	3M24
MULTI PURPOSE	24,349	25,706	5.57%	95.6	96.5
MORTGAGE	2,149	2,783	29.48%	167.2	197.5
OTHER	2,648	2,814	6.27%	259.1	212.6
TOTAL	29,146	31,303	7.40%	104.9	106.5
MICRO	5,796	7,919	36.63%	25.7	25.5
SMALL & MEDIUM	5,888	9,327	58.40%	324.9	312.2
CORPORATION	7,161	8,448	17.97%	12,787.1	48,830.4
TOTAL	18,845	25,695	36.34%	77.2	75.4

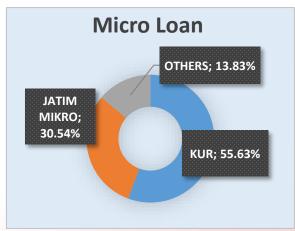
LOAN PERFORMANCE

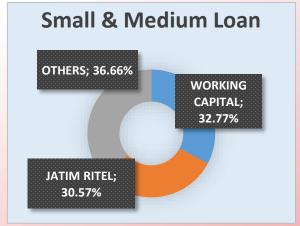


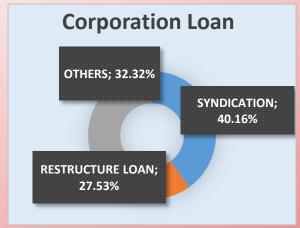
LOAN COMPOSITION									
SEGMENT	3M23	%	3M24	%					
MULTI PURPOSE	24,349	50.74%	25,706	45.10%					
MORTGAGE	2,149	4.48%	2,783	4.88%					
OTHER	2,648	5.52%	2,814	4.94%					
TOTAL	29,146	60.73%	31,303	54.92%					
MICRO	5,796	12.08%	7,919	13.89%					
SMALL & MEDIUM	5,888	12.27%	9,327	16.36%					
CORPORATION	7,161	14.92%	8,448	14.82%					
TOTAL	18,845	39.27%	25,695	45.08%					

NO	PRODUCTIVE LOAN ECONOMIC SECTOR	3M23	3M24	%
1	Wholesale and Retail Trade	5,886.61	8,059.21	36.91%
2	Construction	3,556.63	3,676.10	3.36%
3	Processing Industry	2,633.73	3,249.75	23.39%
4	Agricultures, Hunting and Forestry	1,657.80	3,079.52	85.76%
5	Financial intermediaries	1,915.11	1,971.13	2.93%
6	Community, Sociocultural, Entertainment and Other Individual Services	1,101.38	1,962.70	78.20%
7	Provision of accomodation and the provision of eating and drinking	349.26	467.63	33.89%
8	Others	920.37	1,312.36	42.59%



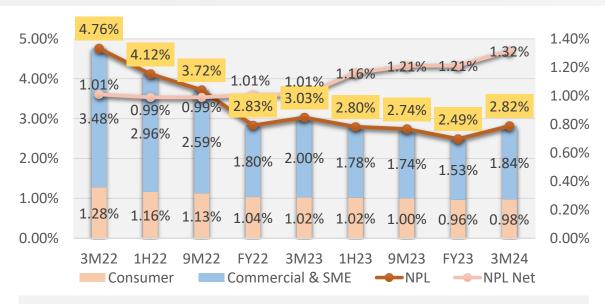






NPL, IMPAIRMENT & LOAN RESTRUCTURE





Until Mar 2024 Bank Jatim has written off 41,39 billion, with a recovery rate of 49,01 billion or 118,42%

DESCRIPTION	3M23	IMPAIR MENT	%	3M24	IMPAIR MENT	%
Current	45,498	456	1.00%	52,669	416	0.79%
Special Mention	1,042	86	8.21%	2,722	277	10.17%
Sub Standart	87	32	36.18%	131	41	31.10%
Doubtfull	98	36	36.33%	180	58	32.27%
Loss	1,267	866	68.36%	1,295	758	58.51%
Total	47,992	1,474	3.07%	56,997	1,549	2.72%
Coverage Ratio	1,452	1,474	101.55%	1,606	1,549	96.46%

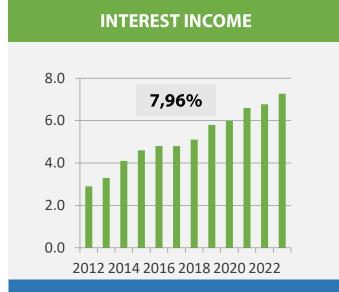
QUARTERLY COVID-19 LOAN RESTRUCTURE



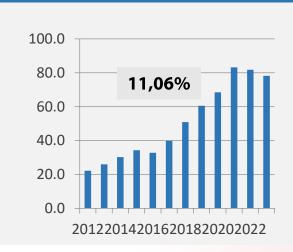
3M24 LOAN RESTRUCTURE	OUTSTANDING	COMPOSITION	NPL
COVID-19 LOAN RESTRUCTURED	3,115	5.47%	3.13%
GENERAL LOAN RESTRUCTURED	766	1.34%	0,87%
TOTAL LOAN RESTRUCTURE	3,881	6.81%	2,68%

COMPOUND ANNUAL GROWTH RATE



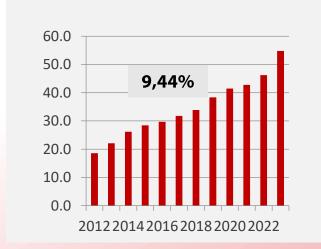


CUSTOMER DEPOSIT



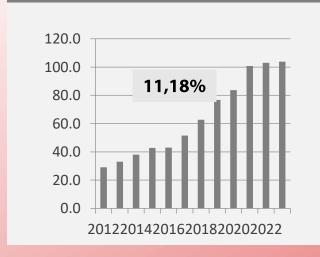


LOAN





TOTAL ASET







APPENDIX

QUARTERLY BALANCESHEET



INFORMATION (In billion IDR)	3M22	1H22	9M22	FY22	3M23	1H23	9M23	FY23	3M24
Total Asset	105.654	108.925	98.477	103,031	96,620	103,005	107,038	103,855	100,842
Loan	42.307	43.540	45.976	46,197	47,992	49,211	51,773	54,761	56,997
Allowance for Impairment Losses	(1.971)	(1.814)	(1.737)	(1,366)	(1,514)	(1,386)	(1,402)	(1,430)	(1,611)
Customer Deposit	91.356	94.902	82.982	81,767	79,013	82,649	84,191	78,197	80,862
- Current Account	27.532	28.055	24.926	23,635	22,059	22,632	21,386	20,926	22,175
- Saving Account	22.747	23.060	24.151	26,344	23,721	24,905	24,979	28,816	26,818
- Time Deposit	41.076	43.787	33.905	31,789	33,234	35,111	37,826	28,455	31,869
Equity	10.471	10.675	10.908	11,446	11,756	11,497	11,748	12,151	11,632

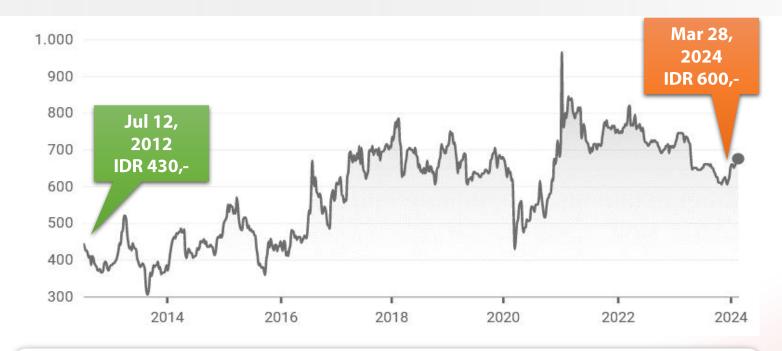
QUARTERLY INCOME STATEMENT



INFORMATION (In billion IDR)	3M22	1H22	9M22	FY22	3M23	1H23	9M23	FY23	3M24
Interest Income	1.674	3.350	5.086	6,775	1,725	3,445	5,279	7,267	1,842
Interest Expense	(467)	(971)	(1.425)	(1,968)	(578)	(1,103)	(1,705)	(2,316)	(621)
Net Interest Income	1.208	2.380	3.661	4,806	1,147	2,342	3,574	4,951	1,221
Non Int Opt Inc	143	318	462	656	196	388	563	756	255
Non Int Opt Exp	(634)	(1.395)	(2.201)	(3,131)	(758)	(1,488)	(2,285)	(3,174)	(852)
Pre-Provision Opt Profit	717	1.302	1.922	2,332	585	1,242	1,852	2,533	625
Provision Expense	(116)	(210)	(318)	(387)	(182)	(289)	(432)	(671)	(221)
- Loan	(115)	(203)	(312)	(376)	(172)	(276)	(417)	(662)	(220)
- Non Loan	(1)	(7)	(6)	(10)	(9)	(13)	(15)	(9)	(1)
Non Opt Profit	(9)	(16)	(29)	85	(5)	(16)	(8)	31	(1)
Pre Tax Profit	593	1.076	1.575	2,030	399	937	1,413	1,893	403
Taxes	(139)	(261)	(372)	(487)	(94)	(217)	(318)	(423)	(93)
Net Profit	454	815	1.203	1,543	305	720	1,095	1,470	310

STOCK





Fiscal year	Payment of Dividend Cash Per Share (IDR)	Net Profit (IDR bn)
2017	44,10	1.159
2018	45,61	1.260
2019	48,20	1.377
2020	48,85	1.489
2021	52,11	1.523
2022	53,09	1.543
2023	54,39	1.470









PEFINDO RATING

Id AA-/Stable (Double A Minus, Stable Outlook) INDEKS IDX BUMN20

Indonesia Stock Exchange

HIGH DIVIDEN CATEGORY

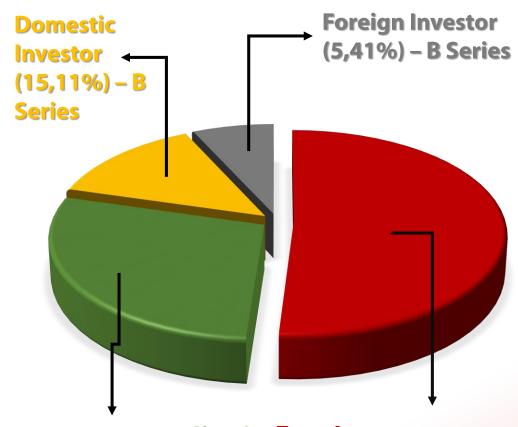
The FTSE Global
Equity Index Series
Micro Cap

BJTM Price Ma	ar 28, 2024
IDR 600 -	/ share

PBV	0.77
EPS(ann net profit)	82.54
PER	7.27
Market Capital	9.009

STOCK OWNERSHIP





East Java City & East Java Municipal Government Government (28,35%) – A Series (51,13%) – A Series

No	3M23		3M24	
	Nation	Share	Nation	Share
1	INDONESIA	67.45%	INDONESIA	73.57%
2	AMERIKA	15.96% AMERIKA		14.43%
3	LUKSEMBURG	4.52%	FINLANDIA	3.22%
4	FINLANDIA	4.22%	NORWEGIA	1.66%
5	NORWEGIA	1.59%	LUKSEMBURG	1.42%
6	SWITZERLAND	1.20%	SWITZERLAND	1.21%
7	KANADA	1.13%	CAYMAN ISLAND	1.04%
8	IRLANDIA	0.89%	IRLANDIA	0.91%
9	CAYMAN ISLAND	0.76%	INGGRIS	0.50%
10	JERMAN	0.66%	JERMAN	0.49%

B Series Investor	3	M23	3M24	
D Series Investor	Share	Investor	Share	Investor
Foreign Investor	32.53%	176	26.36%	175
- Individual	0.03%	15	0.02%	24
- Institution	32.50%	161	26.35%	151
Domestic Investor	67.47%	55,077	73.64%	62,889
- Individual	46.28%	54,992	54.77%	62,809
- Institution	21.19%	85	18.87%	80

2024 AWARDS







Top BUMD Award 2024 Indonesia Corporate Secretary &



BOARD OF DIRECTORS





EDI MASRIANTO

Director of Finance, Treasury & Global Services

Experience:

BRI Internasional Business Division Head BRI Treasury Business Division Head CFO PT Garam



R. ARIEF WICAKSONO

Director of Micro, Retail, and Medium

Experience:

Treasury Division Head
Information Technology Division Head
Sharia Business Division Head



UMI RODIYAHCompliance Director

Experience:

Institutional Relationship Division Head Funds & Services Division Head Corporate Secretary Head Treasury Division Head SEVP Sharia Business



BUSRUL IMAN President Director

Experience:

BRI Malang Regional Head BRI Policy & Development Human Capital Division Head BRI Surabaya Regional Head Commercial & Corporate Director



ZULHELFI ABIDIN Director of IT & Digital

Experience:

President Commisioner of PT.
Digital Prima Sejahtera
Senior IT System Advisor of PT R17
Director Network * IT Solution of
PT Telkom Indonesia



EKO SUSETYONODirector of Risk Management

Experience:

SEVP Management Risk of Pegadaian Deputi Management Risk Operational and Market Risk of BRI



ARIF SUHIRMAN Operation Director

Experience:

Head of Special Branch, Special Branch Office of PT BRI;

Business Director of PT BRI Asuransi Indonesia;

Audit Head of Internal Audit for Jayapura Region PT BRI.

BOARD OF COMMISSIONERS





ADHY KARYONO Commissioner

Education

Garut College of Social and Political Sciences; College of Administrative Sciences;

Experience:

Head of Planning Bureau, Secretariat General, Ministry of Social RI;

Expert Staff of the Minister for Change and Social Dynamics;

Regional Secretary of East Java Province.



SUMARYONO Independent Commissioner

Education

Bachelor of Commerce Administrative, Brawijaya University

Experience:

BSM Insurance Broker President Director BRI Pekan Baru Regional Manager BRI Jakarta 1 Vice Regional Manager



M. MAS'UD SAID Independent Commissioner

Education

Ph.D - School of Political and International Studies – Flinders University - Adelaide-Australia

Experience:

Deputy of the Special Advisor for The President of the Republic of Indonesia, on Local Development and Decentralization

THANK YOU







PT BANK PEMBANGUNAN DAERAH JAWA TIMUR Tbk Investor Management Bank Jatim Headquarter 4TH Floor Jl. Basuki Rachmat No. 98 – 104, Surabaya 60271

> Telp: (031) 5310090 ext. 475 Email: iru@bankjatim.co.id Website: www.bankjatim.co.id