



BJTM

COMPANY PERFORMANCE

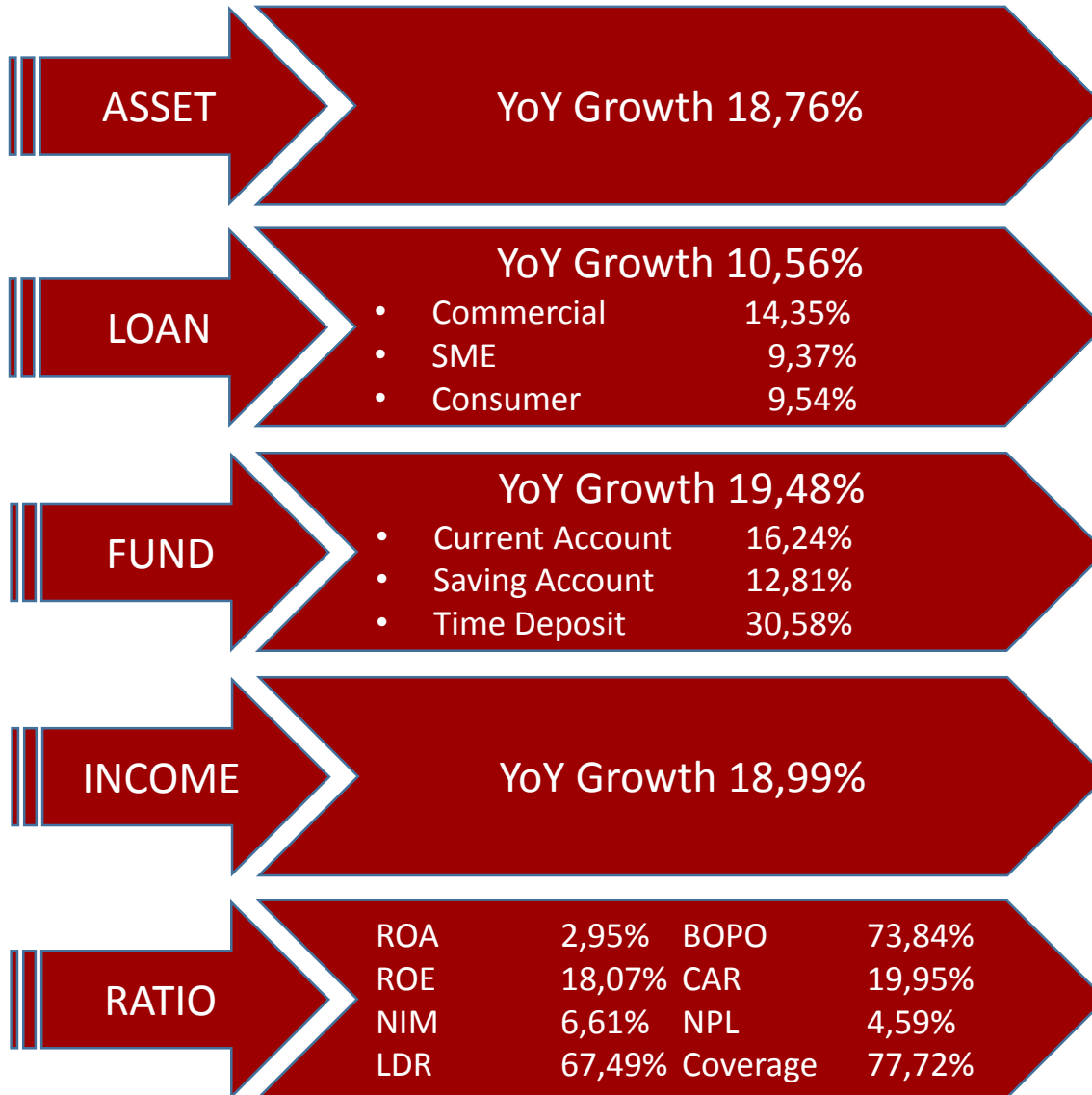
10M15



Description	Page
Agenda	Cover
Table of Contents	2
Overview	3 – 5
Company Review	6 - 11
Business Plan 2015	12- 14
Appendix	15 - 48
- Economic Outlook	16 - 18
- Financial Highlights	19 - 25
- Overview & Investment Highlights	26 - 40
- Strenghts	41 – 47
Contact	48

OVERVIEW

10M15 Overview



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 (Oct 15 -> 68.40%)
- Funding Growth above industry based June 2015 Banking (National and East Java)

LOAN

- Linkage Program with Rural Bank more than 5 Year NPL 0 %
- Micro loan at 2 years NPL 0.12 %
- Multipurpose loan more than 15 years NPL below 0.5 %

STOCK

- High Institutional Shareholder
- (Foreign Institutional 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>10M14</u>	<u>10M15</u>	<u>YoY</u>
Loan	26.481.114	29.278.270	10,56%
- Commercial	5.765.511	6.592.903	14,35%
- SME	4.250.602	4.649.018	9,37%
- Consumer	16.465.001	18.036.348	9,54%

<u>FUND</u> In million Rp	<u>10M14</u>	<u>10M15</u>	<u>YoY</u>
Third Party Fund	36.309.564	43.382.745	19,48%
- Current Account	16.228.623	18.863.847	16,24%
- Saving Account	9.581.230	10.808.854	12,81%
- Time Deposit	10.499.711	13.710.043	30,58%

- Credit disbursement remain high in each segment.
- Focus on productive sector which strong and stable against global market fluctuation.

- Current account increase from maintain and establish cooperation with public institute, also slowing government expenditure increase government account.
- Saving account new products with various type of segmenting.

<u>Information</u> In million Rp	<u>10M14</u>	<u>10M15</u>	<u>YoY</u>
Nett Interest Income	2.377.297	2.684.763	12,93%
Nett Non Interest Operational Income (Expense)	(1.220.459)	(1.560.411)	27,85%
Nett profit	832.513	826.088	-0,77%
- ROA	3,64%	2,95%	
- ROE	20,26%	18,07%	
- NIM	7,06%	6,61%	

<u>Information</u> YoY	<u>7M</u> 2014 – 2015	<u>8M</u> 2014 – 2015	<u>9M</u> 2014 – 2015	<u>10M</u> 2014 – 2015
Nett profit	-16,26%	-5,65%	-6,25%	-0,77%

Nett Interest Income

- Higher income from loan disbursement positive growth.
- Dealer Treasury fee by securities gains.

Nett Non Interest Operational Expense

- Impairment losses expense increase from non performing loan growth.
- Establish efficiency program and system.

Nett Profit

- Higher impairment losses has negative impact on nett profit but still covered by higher nett interest income.

Ratio

- Ratio still good comparable with average ratio from Indonesia's go public bank as June 2015 (ROA 2,46%, ROE 16,92%, NIM 6,67%)

<u>NPL</u>	<u>8M15</u>	<u>9M15</u>	<u>10M15</u>
Consumer	0,85%	0,86%	0,85%
SME	7,70%	8,02%	10,35%
Commercial	9,81%	10,53%	10,48%
NPL GROSS	3,99%	4,22%	4,59%
Coverage Ratio	84,43%	84,28%	77,72%

- Slowing government expenditure on infrastructured sector, has negative impact to company debtor instalment.
- Financial Services Authority policy on lending quality of sharia rural bank based on capital adequate ratio level.

Network	2009	2010	2011	2012	2013	2014	10M15
Head Office	1	1	1	1	1	1	1
Branch Office	39	41	41	41	41	43	45
Sub Branch Office	26	44	67	81	107	153	163
Cash office	151	154	164	164	176	165	171
Sharia service office	37	37	47	47	47	97	97
Payment Point	78	88	115	138	155	167	172
Mobile cash	45	49	57	57	59	62	65
Mobile ATM	-	4	4	6	6	6	6
CDM	1	1	1	1	1	2	2
ATM	87	142	262	368	479	595	612
Total network	465	561	759	904	1.072	1.291	1.334

NETWORK 2015
3 (sharia)
27 (8 sharia + 19 conventional)
35 cash office
21 payment point
17 mobile cash
109 ATM



The Most Trusted Banking in Microfinance Services of The Year 2015



Very Good Predicate for 2014 Financial Performance Infobank Awards 2015



4th Best Overall Performance 2015 Banking Service Excellence



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 2015

Description	2014	2015 E
Total Asset	14,98%	16,38%
Loan	18,61%	15,00% - 17,00%
Third Party Fund	16,48%	15,25% - 17,13%
Interest Income	20,63%	14,12%
Financial Ratio		
- CAR	22,17%	19,10%
- LDR	86,54%	86,75%
- NPL Gross	3,31%	3,10% - 3,68%
- NIM	6,90%	7,22%
- BOPO	69,63%	72,70%
- ROE	18,98%	19,33%
- ROA	3,52%	3,43%

LOAN STRATEGY

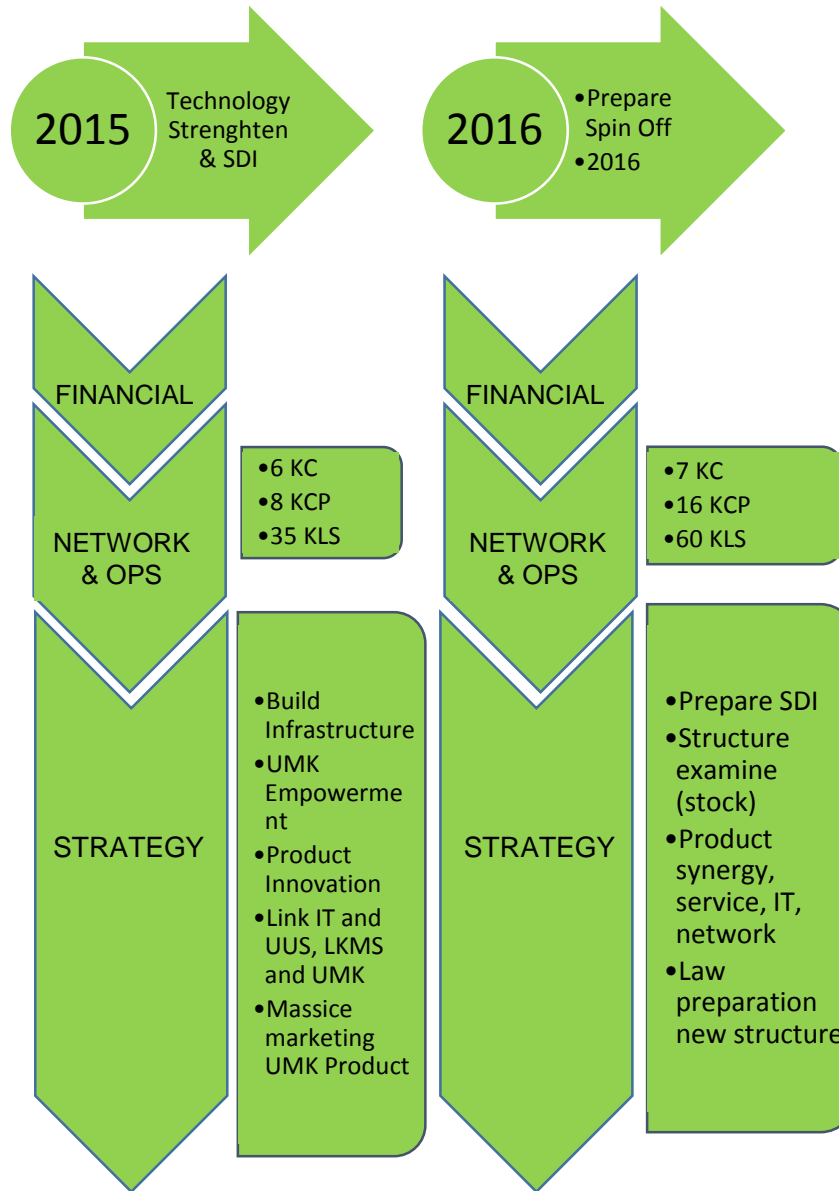
- Credit disbursement;
(Estimate commercial lending 1,1Tr in Oct –Dec 2015)
- Credit rescue;
- Credit completion.
- Increased productive lending sector
 - Micro Lending
 - Linkage to Rural Bank in Indonesia

FUNDING STRATEGY

- Low Cost Funding
- Network expansion
- Establish cooperation with institute
- Create new interesting products
 - ORI 012
 - EDC
 - Mobile Banking
 - SimPel
 - Siklus Ceria

NPL STRATEGY

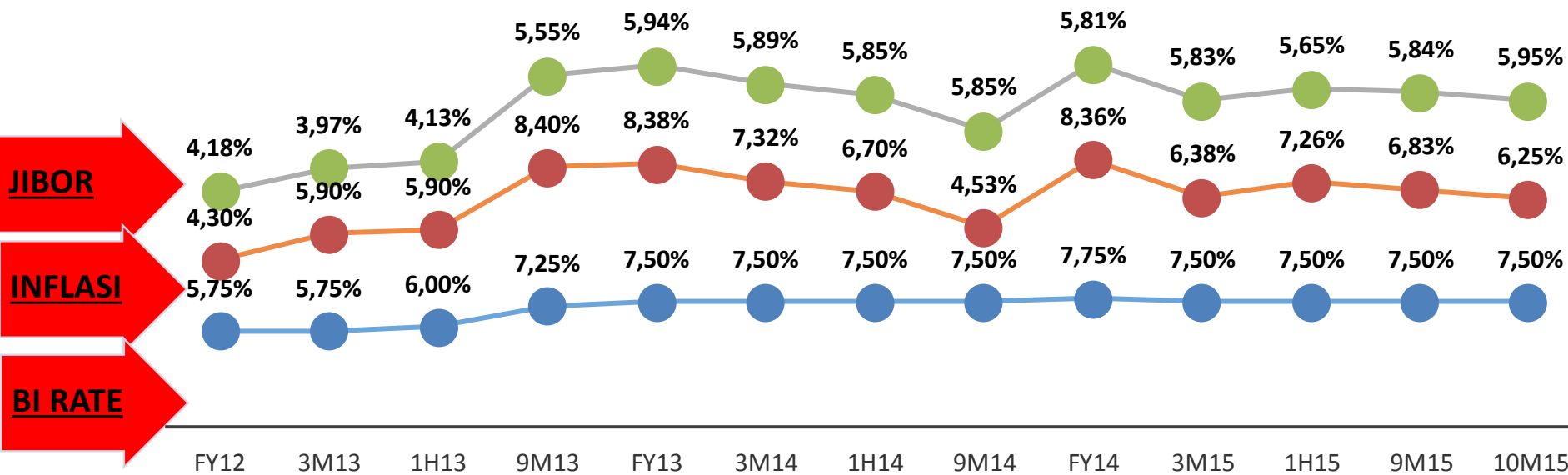
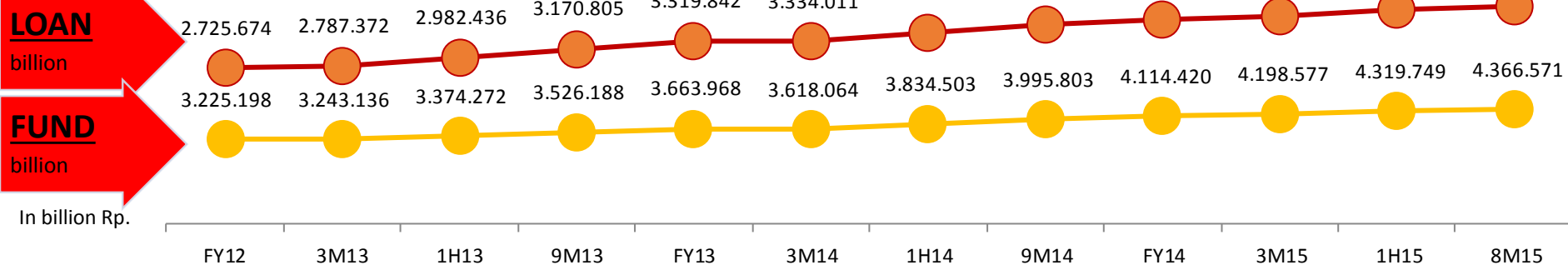
- Re-organization of credit and risk management for check and balance compliance.
- Create Credit Risk Division and adhoc collecting team in each branch
- Continuing Human Resources credit education

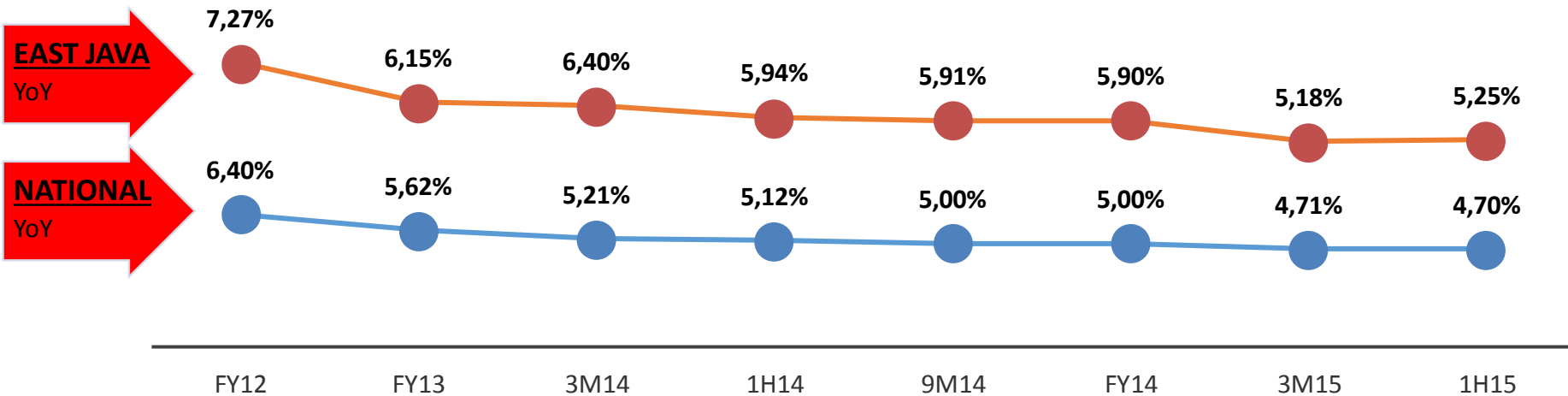


APPENDIX

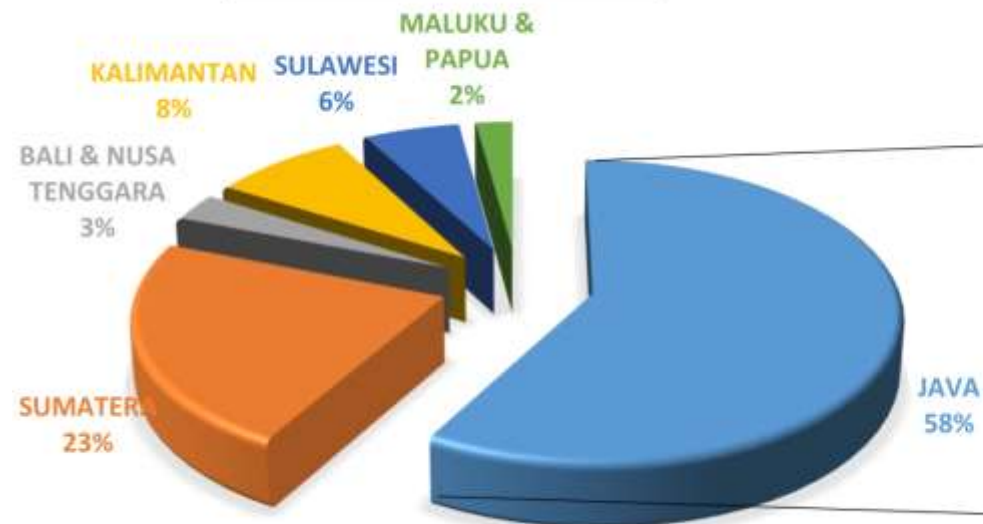
ECONOMIC OUTLOOK

MACRO ECONOMY REVIEW

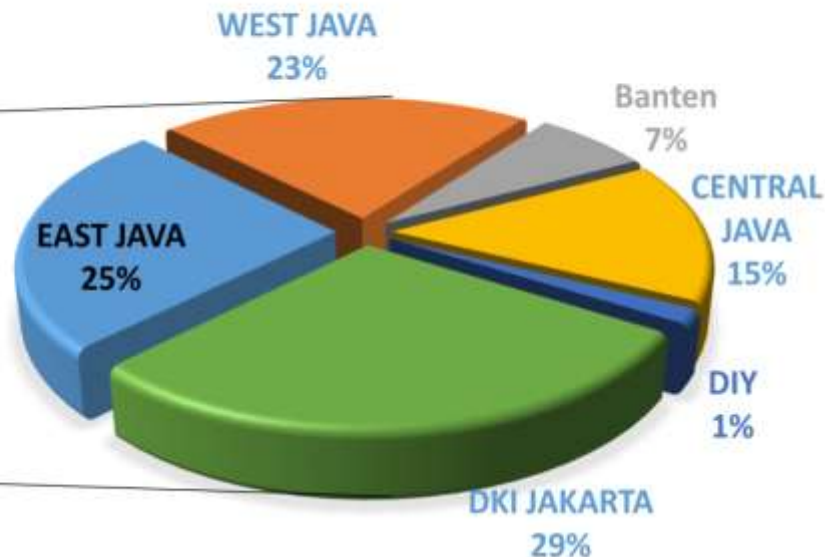




INDONESIA Economic Share



JAVA Regional Economic Share



FINANCIAL HIGHLIGHTS

Balance Sheet

<u>Information</u> In million Rp	<u>10M14</u>	<u>10M15</u>	<u>YoY</u>
Total Asset	43.475.828	51.630.970	18,76%
Placement BI & Other	11.679.853	13.688.391	17,20%
Loan	26.481.114	29.278.270	10,56%
Impairment Losses	(670.286)	(1.043.410)	55,67%
Third Party Fund	36.309.564	43.382.745	19,48%
- Current Account	16.228.623	18.863.847	16,24%
- Saving Account	9.581.230	10.808.854	12,81%
- Time Deposit	10.499.711	13.710.043	30,58%
Equity	5.937.202	6.235.842	5,03%

Profit & Loss

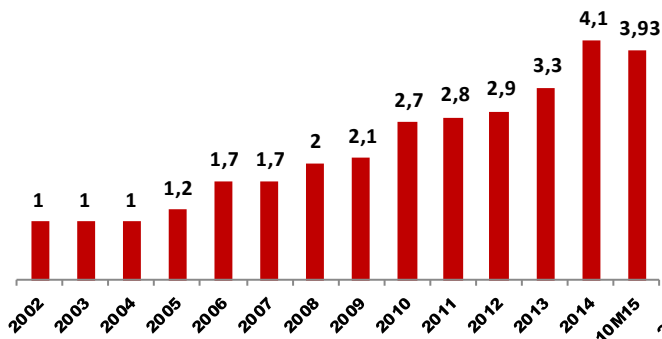
<u>Information</u> In million Rp	<u>10M14</u>	<u>10M15</u>	<u>YoY</u>
Interest Income	3.304.869	3.932.593	18,99%
Interest Expense	(927.572)	(1.247.830)	34,53%
Nett Interest Income	2.377.297	2.684.763	12,93%
Non Interest Operational Income	357.911	365.219	2,04%
Non Interest Operational Expense	(1.160.183)	(1.369.854)	18,07%
Impairment Losses Expense	(418.188)	(555.776)	32,90%
Nett Non Interest Operational Income (Expense)	(1.220.459)	(1.560.411)	27,85%
Operational Profit	1.156.838	1.124.352	-2,81%
Non Operational Profit	16.744	42.808	155,66%
Pre Tax Profit	1.173.582	1.167.160	-0,55%
Taxes	(341.069)	(341.071)	0,00%
Net profit	832.513	826.088	-0,77%

<u>Information</u> In million Rp	<u>10M14</u>	<u>10M15</u>	<u>YoY</u>
Placement others bank	330.067	399.233	20,96%
Marketable Securities	197.397	291.524	47,68%
Fees & Commissions	160.765	206.633	28,53%
Current Account Expense	(239.954)	(327.452)	36,46%
Saving Accounts Expense	(114.363)	(135.432)	18,42%
Deposits Expense	(547.652)	(746.557)	36,32%
Salaries	(545.881)	(618.527)	13,31%
Education & Training	(16.611)	(17.055)	2,67%
Rental	(100.085)	(111.697)	11,60%

Financial Performance

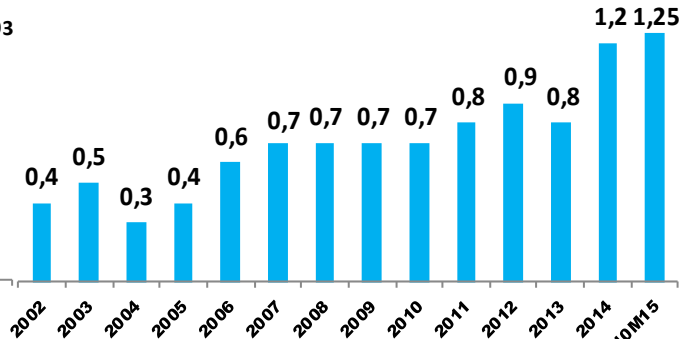
INTEREST INCOME (Rp Tril)

CAGR = 12,95%



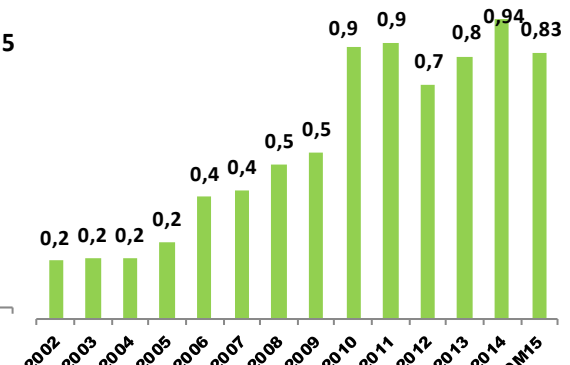
INTEREST EXPENSE (Rp Tril)

CAGR = 10,57%



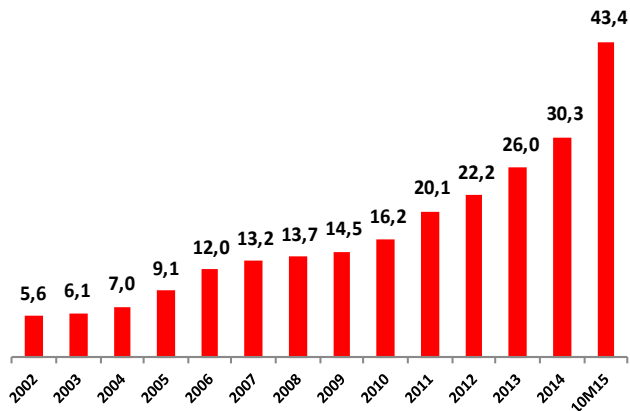
NET PROFIT (Rp Tril)

CAGR = 15,84%



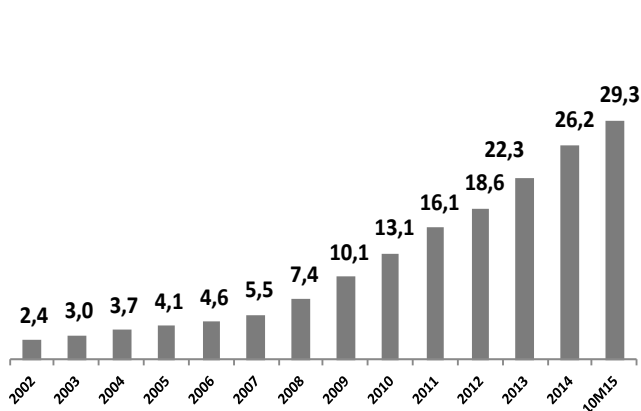
THIRD PARTY FUND (Rp Tril)

CAGR = 17,56%



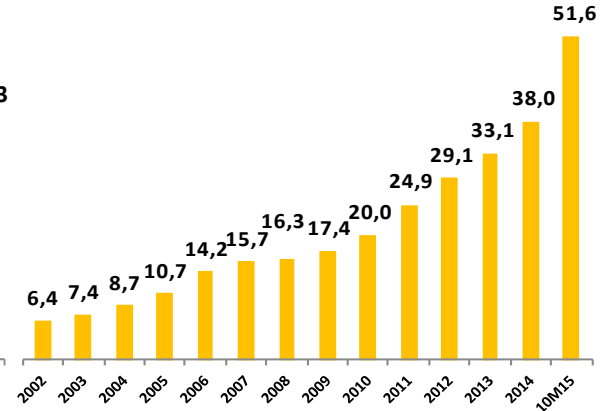
LOAN (Rp Tril)

CAGR = 21,51%

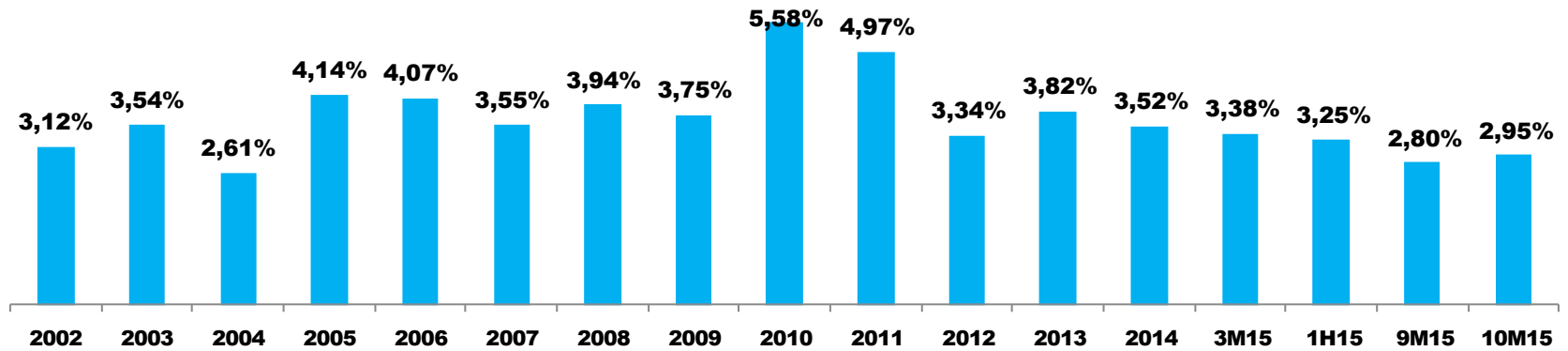


TOTAL ASSET (Rp Tril)

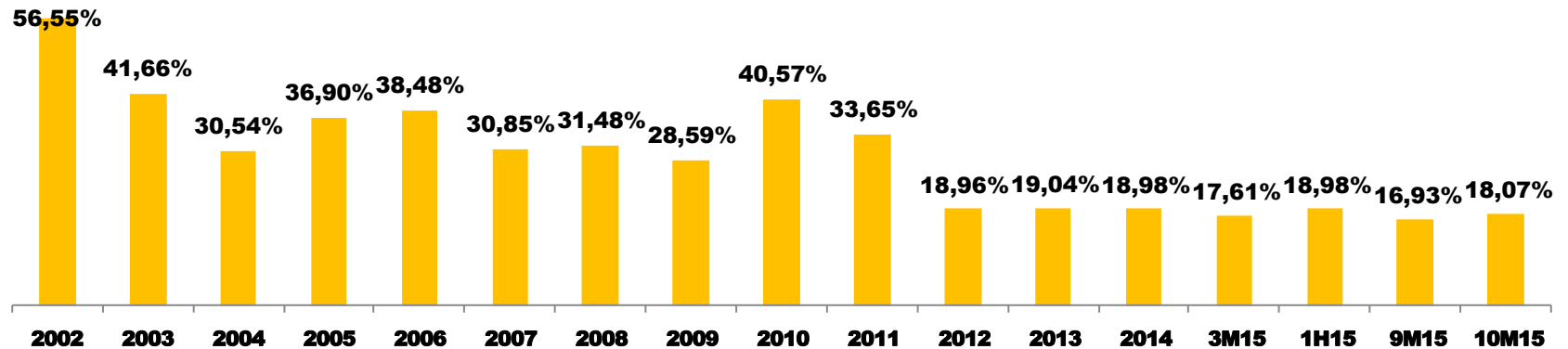
CAGR = 17,76%



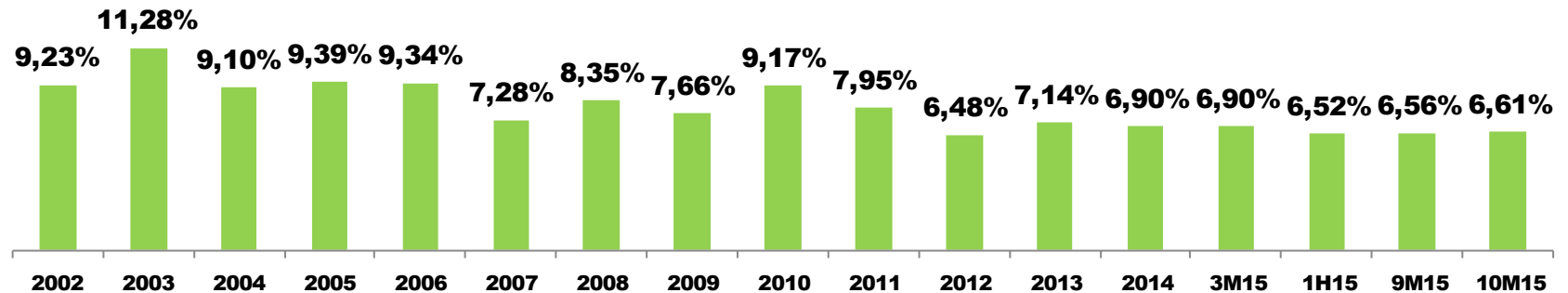
**R
O
A**



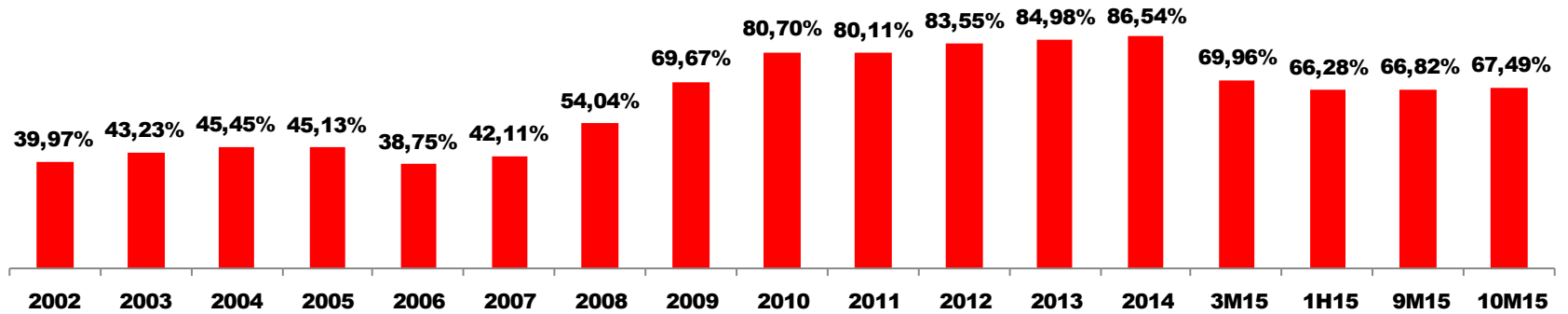
**R
O
E**



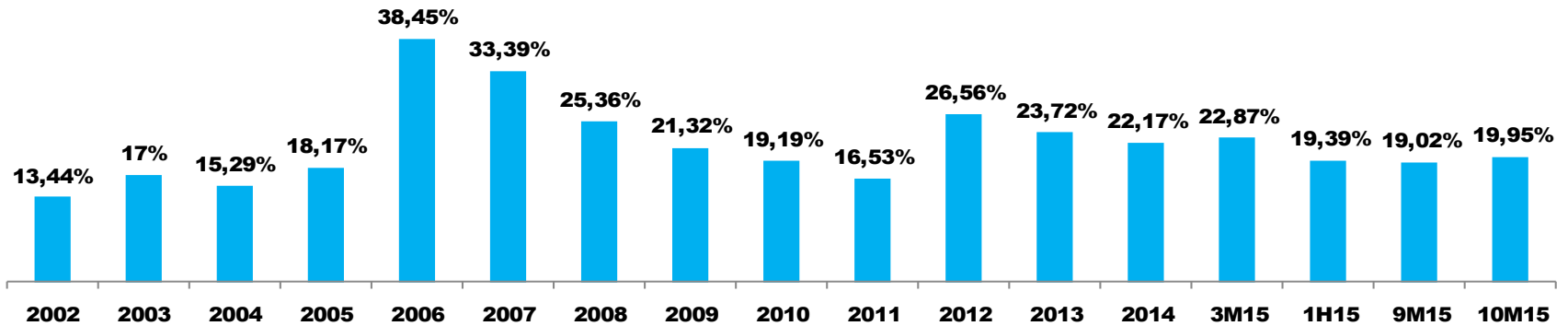
**N
I
M**



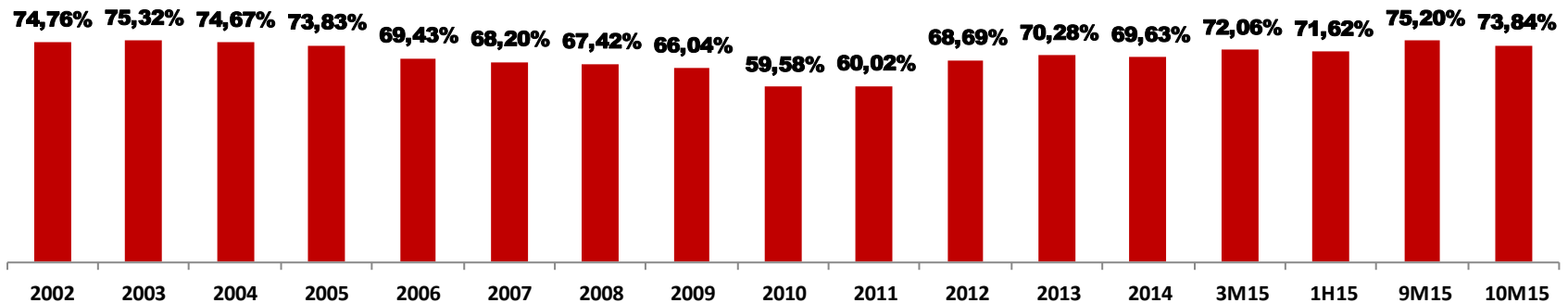
**L
D
R**



**C
A
R**



**B
O
P
O**



OVERVIEW & INVESTMENT HIGHLIGHTS



HERU SANTOSO

President Commissioner

(Senior Auditor Bank Indonesia, Senior Supervisor Bank Indonesia, Senior Researcher Bank Indonesia, Division Coordinator Bank Indonesia, Head of Bank Indonesia Makasar, Pengawas Bank Eksekutif Direktorat Pengawasan BPR, Head of Grup/ Director Bank Indonesia, Head of BPR and UMKM Credit Department Bank Indonesia, Expert Staff of Conventional & Sharia Supervisor Member Board Governor, and President Commissioner of Bank Jatim)

Experienced for 31 years in Banking



AKHMAD SUKARDI

Commissioner

(Head of East Java Province Financial Bureau Financial Division, Head of Regional Secretary East Java Province Financial Bureau, Head of East Java Province Revenue Agency, Co-General Administration of Regional Secretary East Java Province, Regional Secretary East Java Province, and Commissioner of Bank Jatim)

Experienced for 36 years in East Java Economic



HADI SUKRIANTO *)

Commissioner

(Head of Pasuruan Branch, Head of Special Credit Sub-Division, Head of Special Credit Division, Head of Credit Division, Compliance Director, President Director, and Commissioner of Bank Jatim)

Experienced for 32 years in Bank Jatim



SOEBAGYO

Independent Commissioner

(Secretary of Development Economy Major Airlangga University Surabaya, Dean Assistant on Student and Alumni Division Airlangga University Surabaya, Chairman of East Java Province Regional Economy, East Java Province Regional Finance Expert Staff, Surabaya Mayor Expert Staff, Commissioner of PT JAMKRIDA, and Independent Commissioner of Bank Jatim)

Experienced for 36 years in university, east java economic, and insurance



WIBISONO

Independent Commissioner

(Deputy of DPP and Foreign Exchange Division Bank Indonesia, Deputy of Bank Indonesia London, Head of Real Sector and Government Financial Division Bank Indonesia Jakarta, Head of Financial Market Studies Division Bank Indonesia, Head of Financial Studies And International Institute Division Bank Indonesia, Deputy of Bank Indonesia Surabaya, and Independent Commissioner of Bank Jatim)

Experienced for 28 years in banking

Bank Jatim is led by an experienced management team with deep knowledge on Indonesia's economic and banking sector.

*) Effective upon the approval of OJK after the AGM 2014 fiscal year closing with a length of service until the conclusion of the AGM of the 3rd from the date of the AGM 2014 fiscal year.



R SOEROSO

President Director

(Head of Probolinggo Branch, Head of Malang Branch, Head of Sidoarjo Branch, Corporate Secretary, President Director of PT BPR Jatim, and President Director of Bank Jatim)

Experienced for 32 years in Bank Jatim and BPR Jatim



SU'UDI

Director of Medium Business & Corporate

(Head of Risk Controlling Sub Division, Head of Information Technology Sub-Division, Head of Bangkalan Branch, Head of Pamekasan Branch, Head of Blitar Branch, Head of Technology & Accounting Division, Head of Strategic Planning Division, Head of Risk Controlling Division, and Medium Business and Corporate Director)

Experienced for 36 years in Bank Jatim



EKO ANTONO,

Director of Compliance

(Head of Pacitan Branch, Head of Pasuruan Branch, Head of Service Fund and Interantional Sub-Division, Head of Human Capital Division, Operational Director, and Compliance Director)

Experienced for 32 years in Bank Jatim



RUDIE HARDIONO,

Director of Operations

(Head of Strategic Planning Sub Division, Head of Perak Branch, Head of Gresik Branch, Head of Service Fund and International Division, Head of Malang Branch, Corporate Secretary, and Operational Director)

Experienced for 32 years in Bank Jatim



TONY SUDJIARYANTO

Director of Agribusiness & Sharia

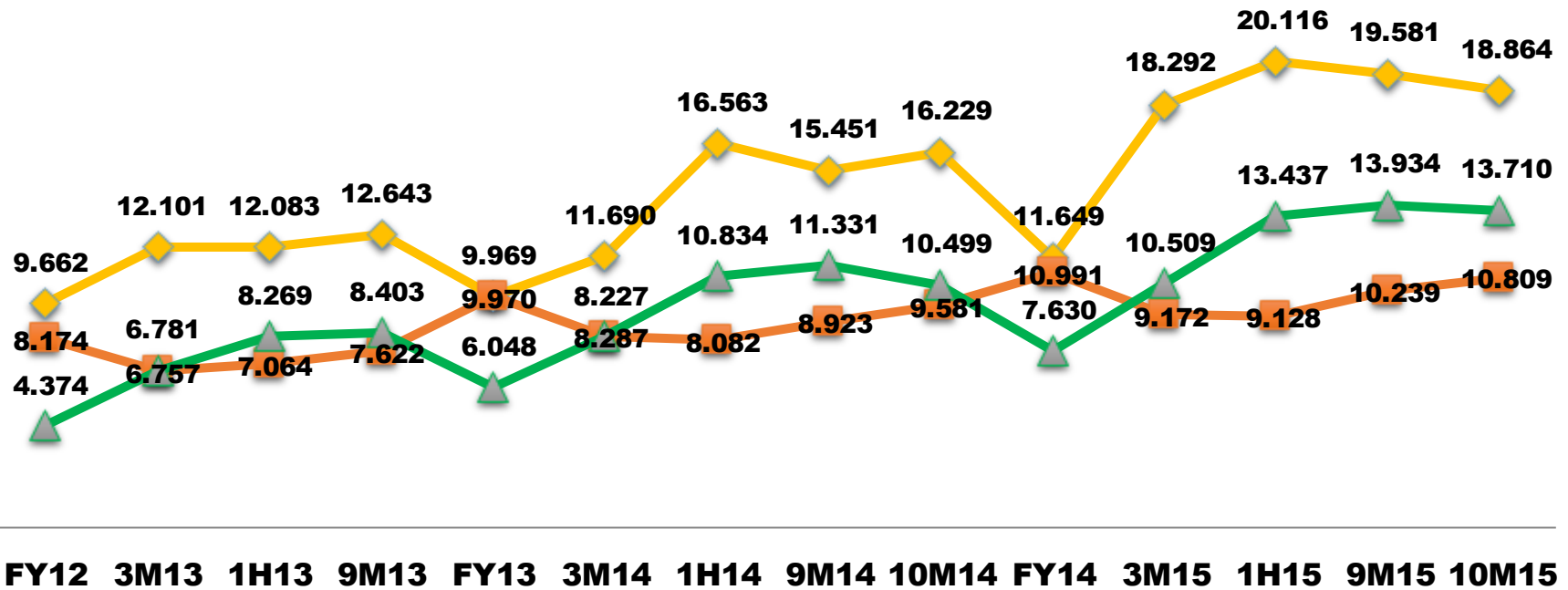
(Head of Jombang Branch, Head of Medium and Corporate Loan Sub-Division, Acting Head of Special Credit Division, Head of Jakarta Branch, Head of Treasury Division, and Agribusiness and Sharia Business Director)

Experienced for 27 years in Bank Jatim

Bank Jatim is led by an experienced management team with deep knowledge on Indonesia's banking sector.

◆ **Current Account**
 ■ **Saving Account**
 ▲ **Time Deposit**

In Billion Rp.



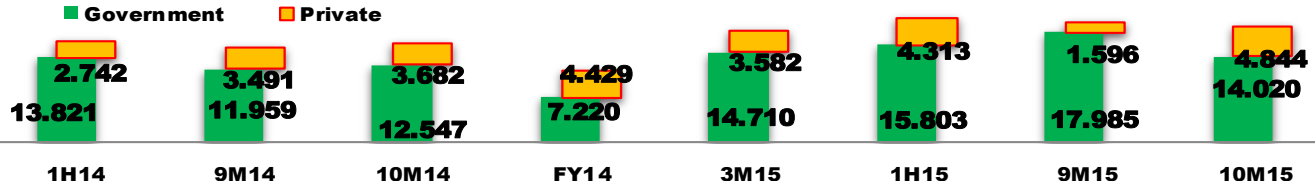
Current Account
 YoY 16,24%

Saving Account
 YoY 12,81%

Time Deposit
 YoY 30,58%

In Billion Rp.

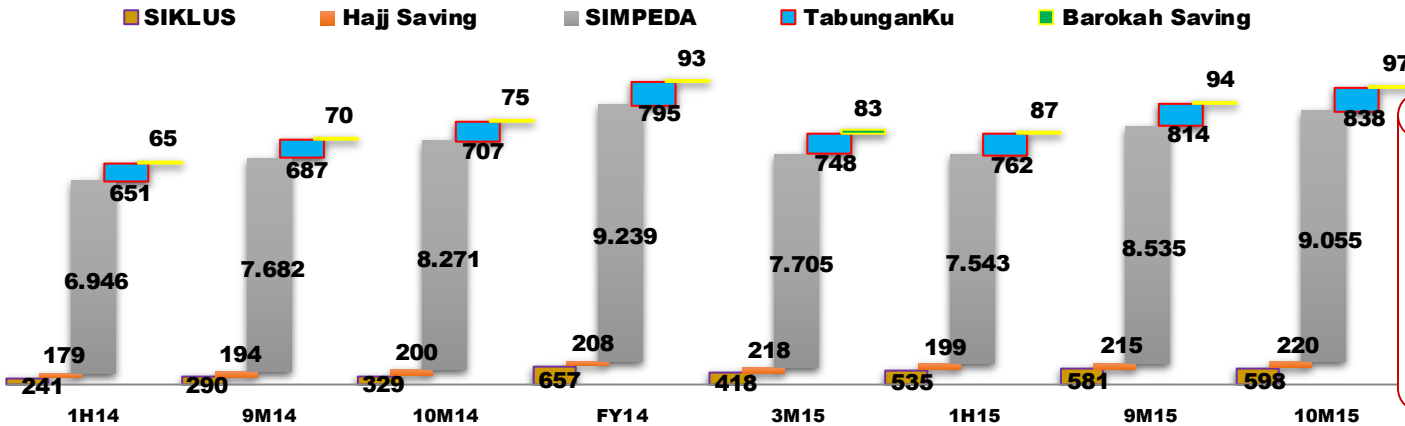
Current Account



Government Current Acc.
YoY 11,74%

Private Current Acc.
YoY 31,57%

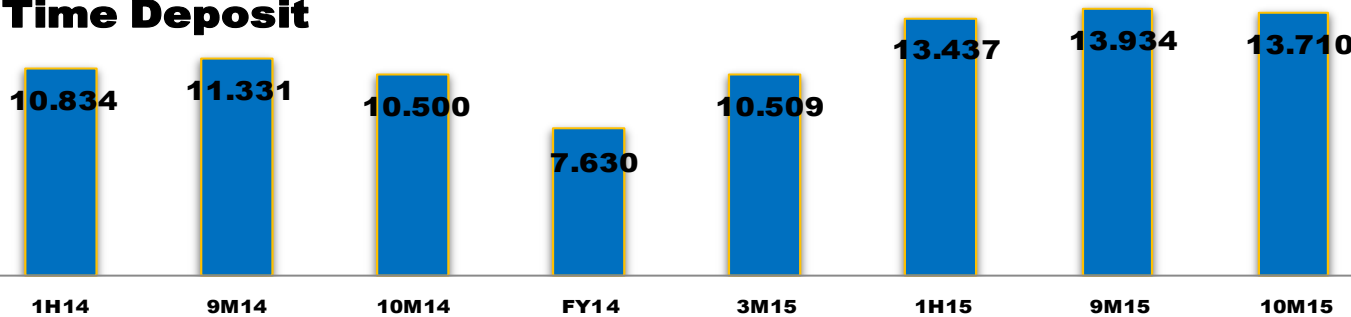
Saving



YoY

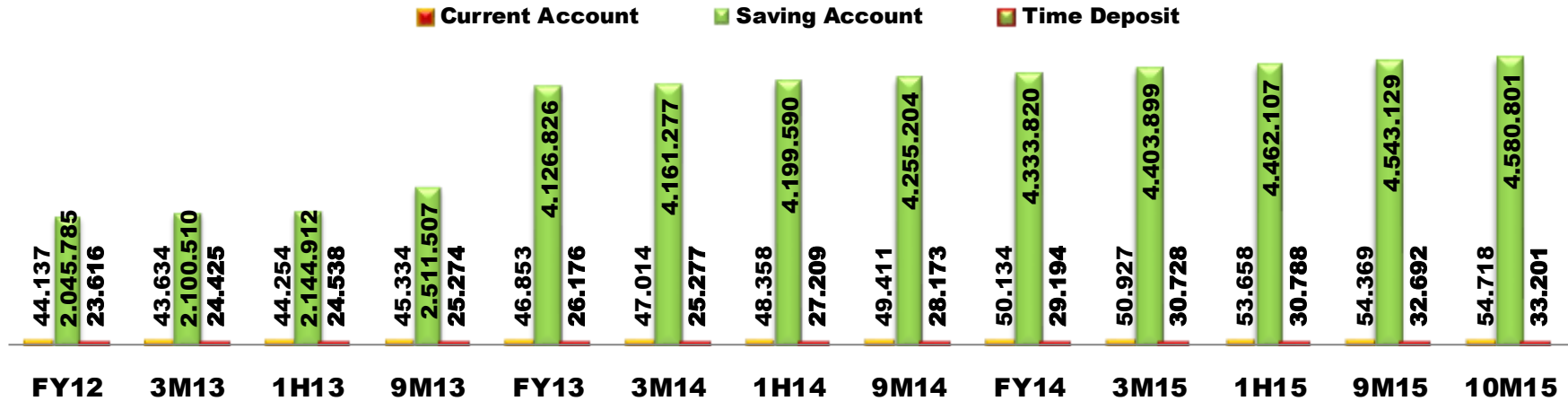
SIMPEDA 9,48%
SIKLUS 81,63%
Hajj Saving 10,52%
TabunganKu 18,59%
Barokah Saving 29,81%

Time Deposit



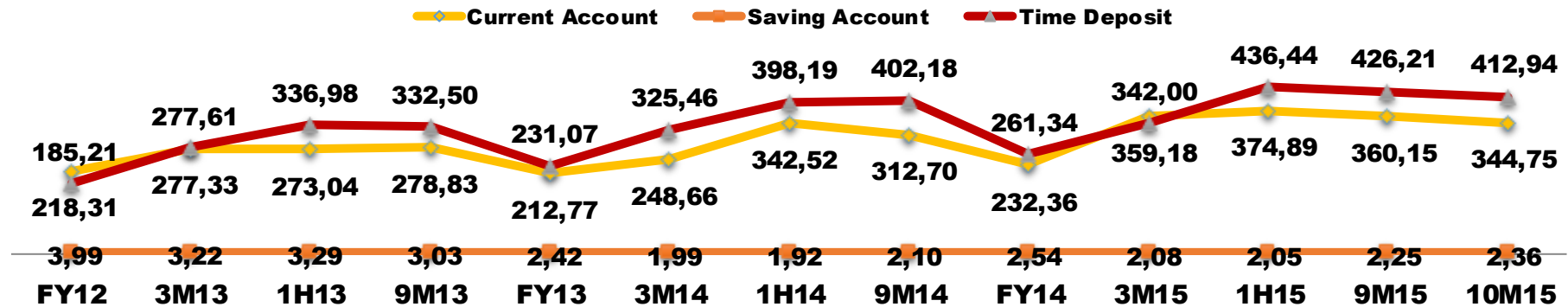
Time Deposit
YoY 30,58%

Total Customer



Ticket Size

In million Rp.



**GRAND PRIZE
UANG TUNAI
500 JUTA**

**TOTAL HADIAH
12,5 MILIAR**

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

JATIMPRIORITAS

4000 1234 5678 9010

R. SOERASA

bankjatim
internet banking

Transfer Uang

Beli Pulsa

Sayar 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



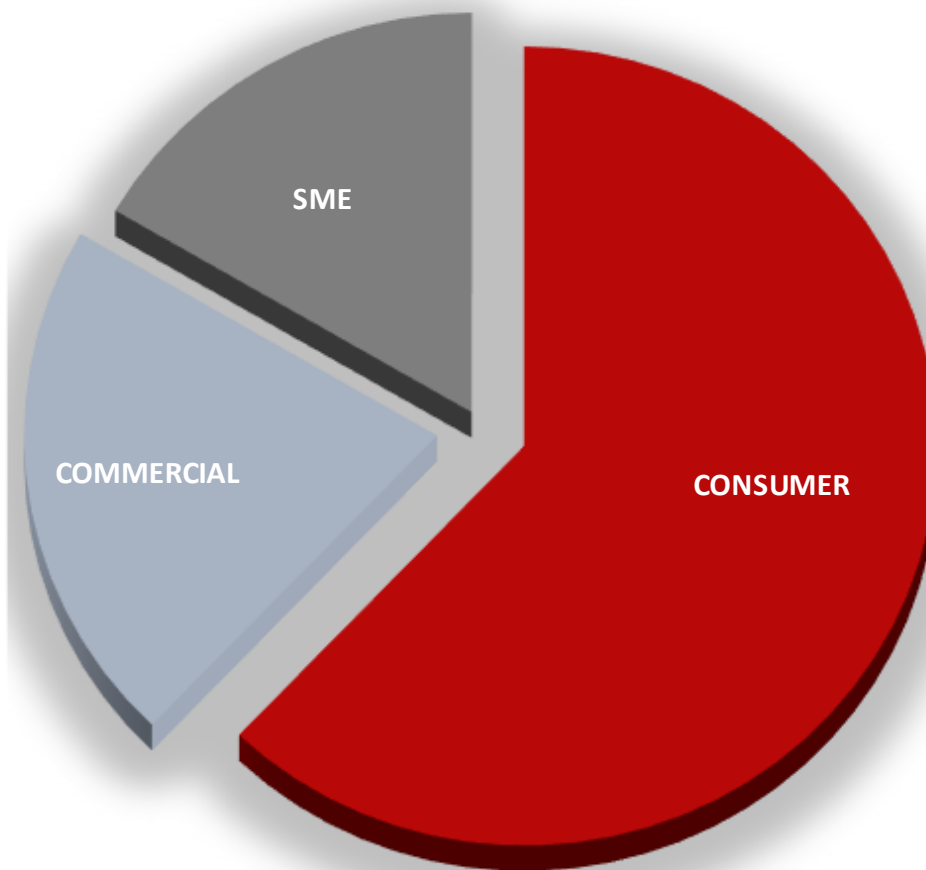
SiUMI
SIKLUS MIMIKI REKEL

bankjatim

6036 0980 9999 3939

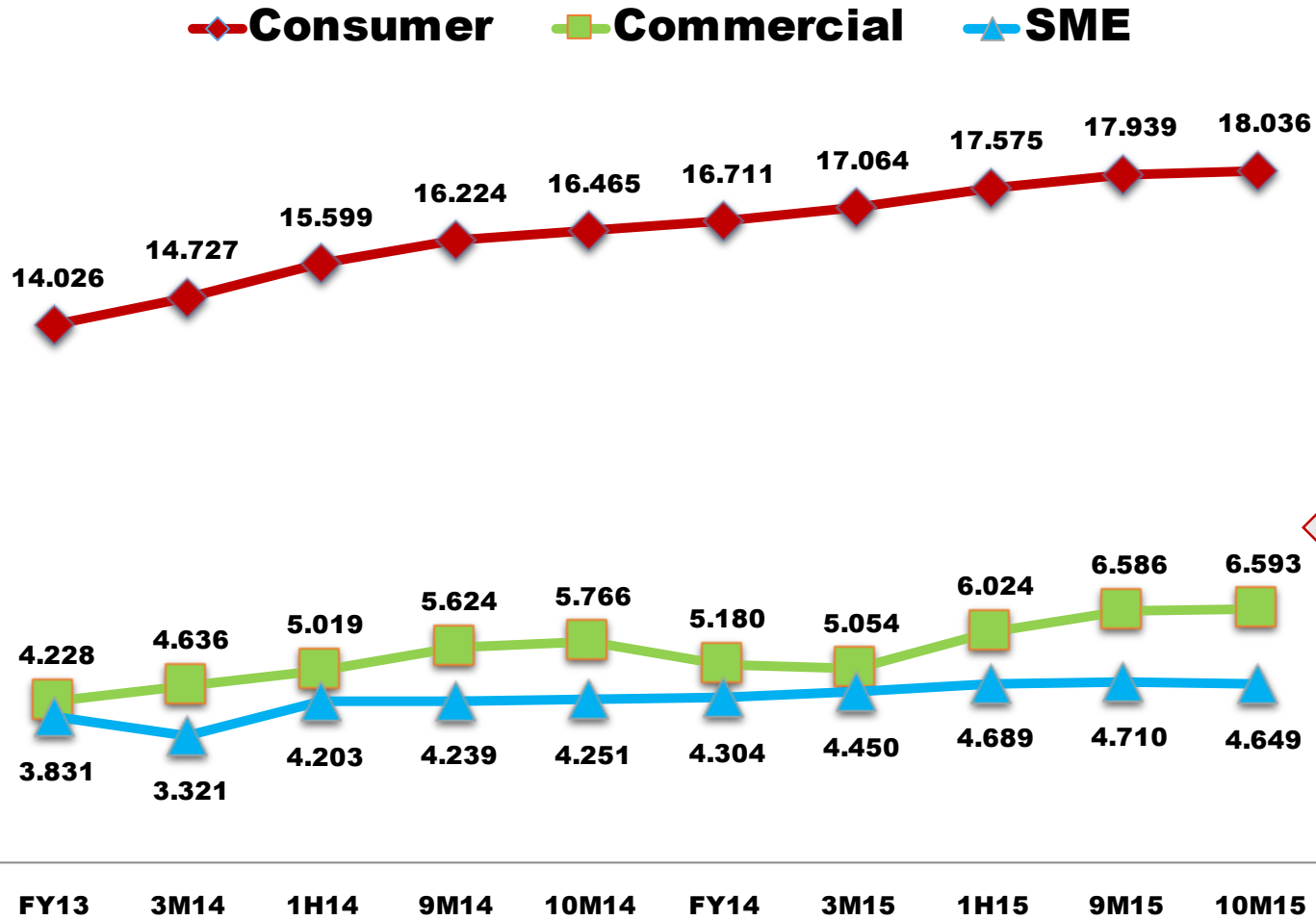
NURCE LUNMAY

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



CONSUMER LOAN		
	Oct'14	Oct'15
Multipurpose	55,28%	54,08%
Mortgage	4,72%	4,81%
Others	2,17%	2,71%
Total	62,18%	61,60%
COMMERCIAL LOAN		
	Oct'14	Oct'15
Standby Loan	5,09%	4,24%
Keppres	4,45%	4,61%
Overdraft	8,68%	9,15%
Syndicate	3,56%	4,51%
Total	21,77%	22,52%
Small Medium Ent.		
	Oct'14	Oct'15
KUR	4,18%	1,91%
Pundi Kencana	2,88%	3,97%
Jatim Mikro	0,74%	1,72%
Others	8,25%	8,28%
Total	16,05%	15,88%

Type Of Loan



In Billion Rp.

YoY

Consumer

9,54%

Commercial

14,35%

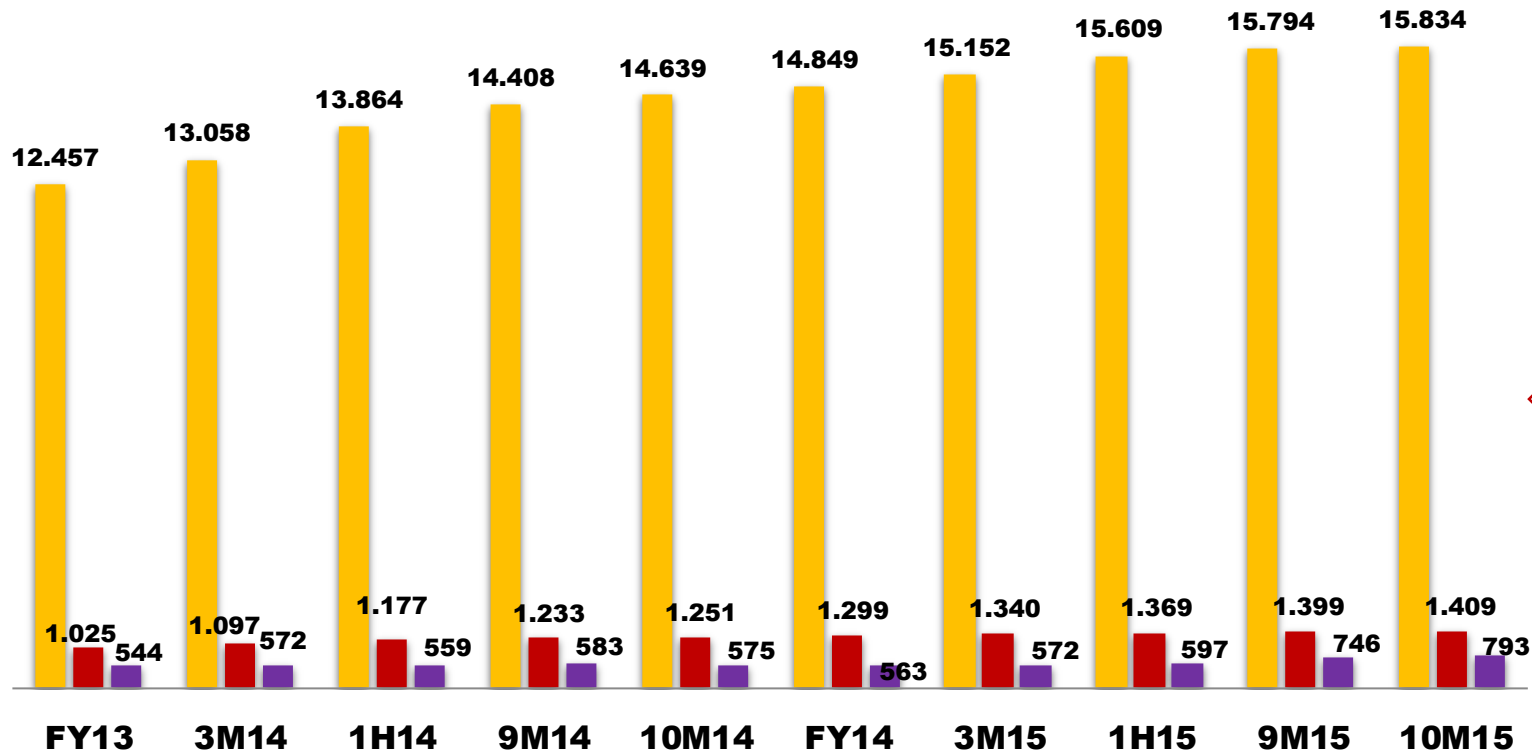
SME

9,37%

Consumer Loan

In Billion Rp.

■ Multipurpose ■ Mortgage ■ Others



YoY

Multi purpose
8,17%

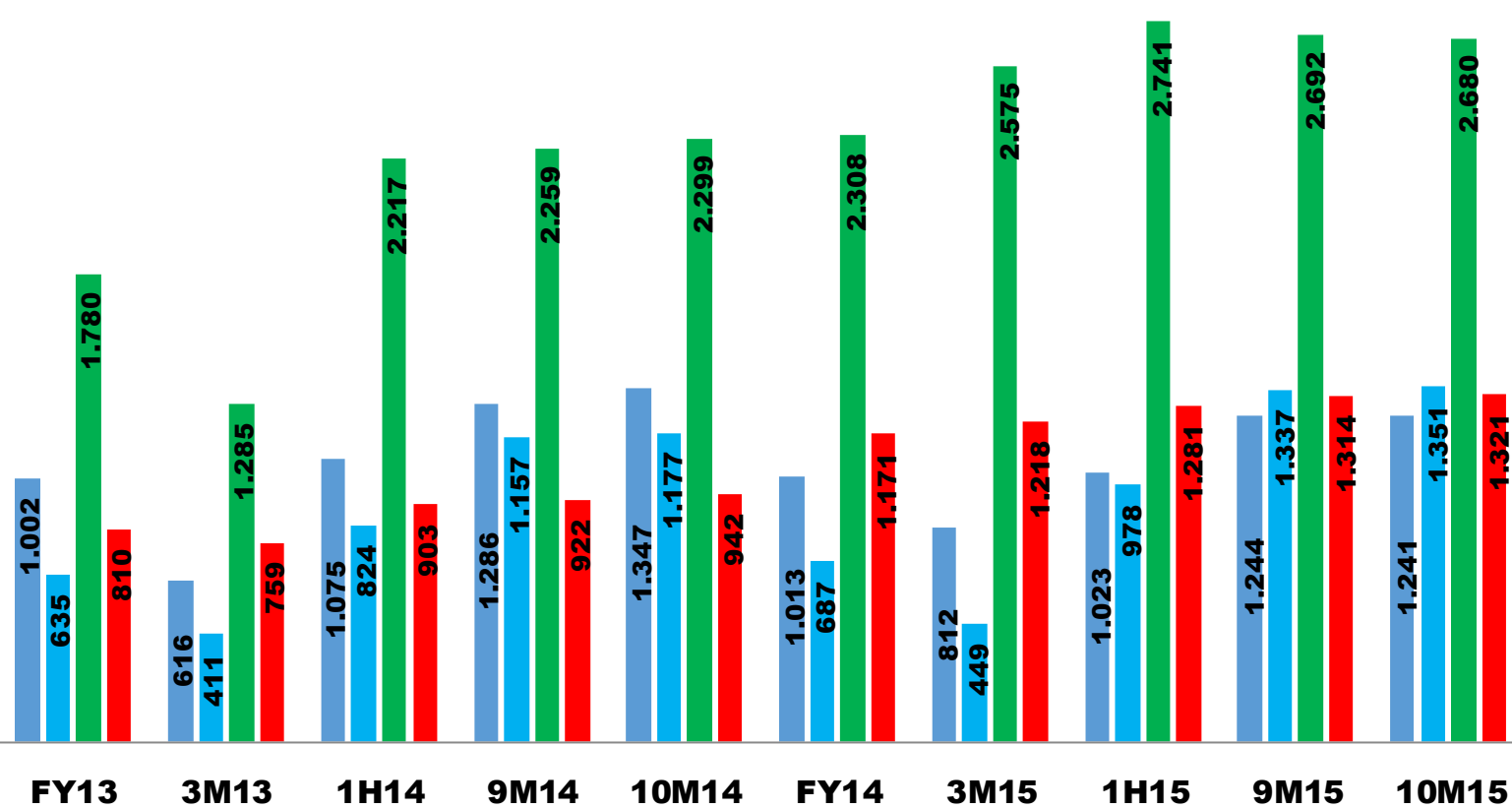
Mortgage
12,64%

Others
37,86%

Commercial Loan

In Billion Rp.

■ Standby Loan ■ Keppres ■ Overdraft ■ Syndicate



YoY

Standby Loan
(7,86%)

Keppres
14,76%

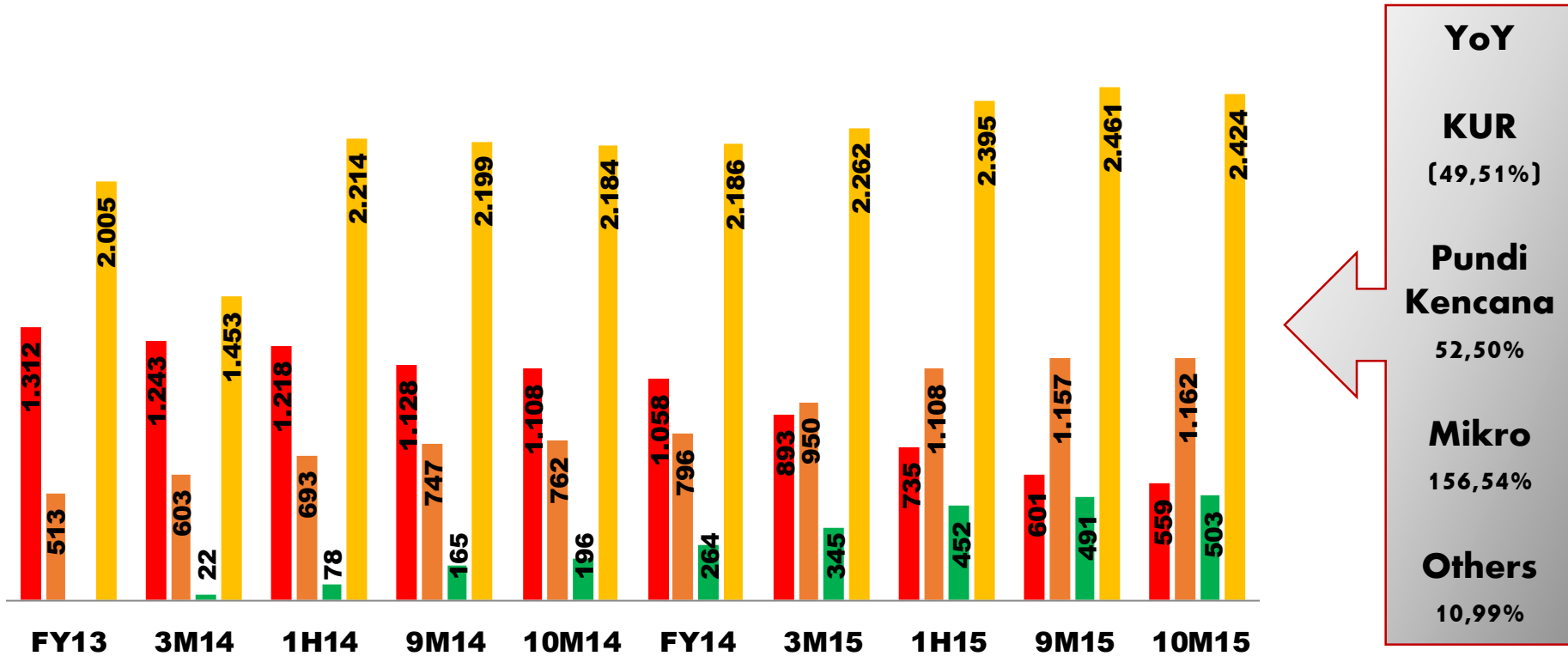
Overdraft
16,57%

Syndicate
40,18%

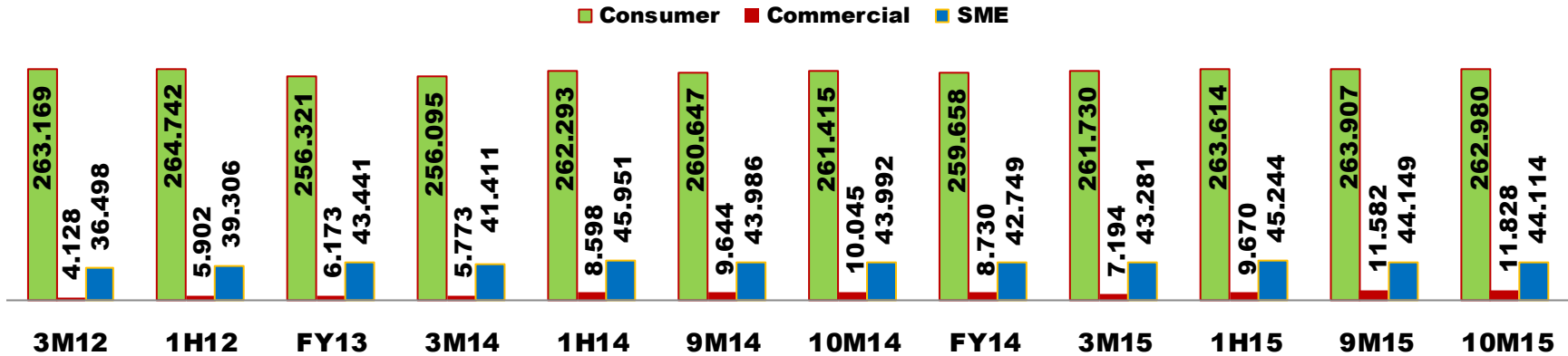
SME Loan

■ KUR ■ Pundi Kencana ■ Mikro ■ Others

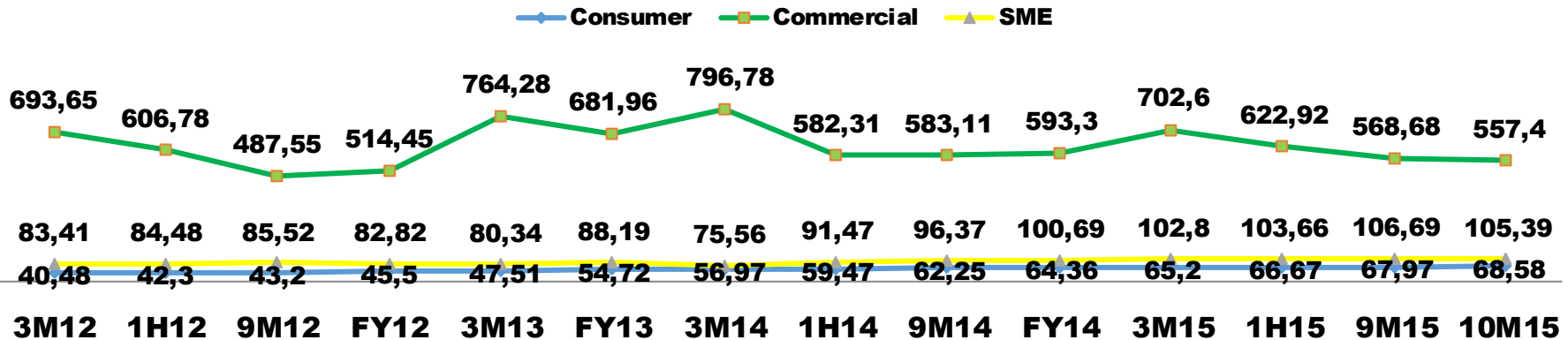
In Billion Rp.



Total Customer



Ticket Size

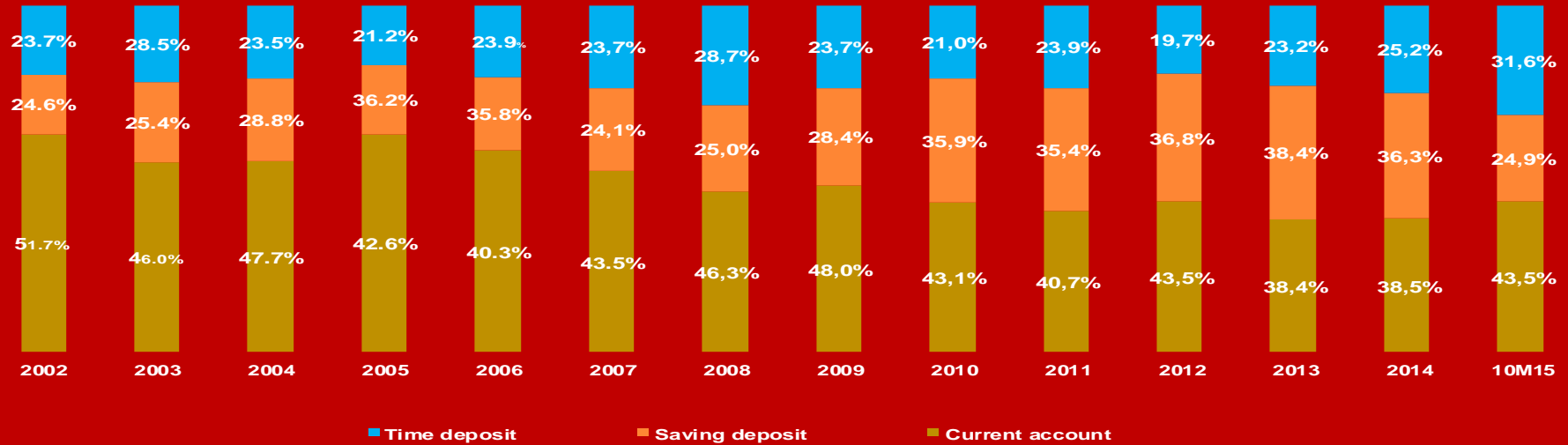


NPL Each Segment

	9M13	FY13	3M14	1H14	9M14	FY14	3M15	1H15	7M15	8M15	9M15	10M15
Consumer Loan	0,47%	0,13%	0,45%	0,56%	0,53%	0,60%	0,66%	0,75%	0,81%	0,85%	0,86%	0,85%
SME Loan	12,50%	12,45%	12,49%	10,46%	10,37%	8,95%	9,28%	7,59%	7,52	7,70%	8,02%	10,35%
Commercial Loan	3,63%	7,07%	6,6%	6,69%	5,89%	6,04%	9,90%	9,78%	9,70%	9,81%	10,53%	10,48%
NPL Gross	3,13%	3,44%	3,63%	3,53%	3,34%	3,31%	3,87%	3,82%	3,87%	3,99%	4,22%	4,59%
Coverage Ratio	53,78%	69,18%	70,80%	74,70%	74,49%	71,43%	78,95%	75,82%	84,44%	84,43%	84,28%	77,72%

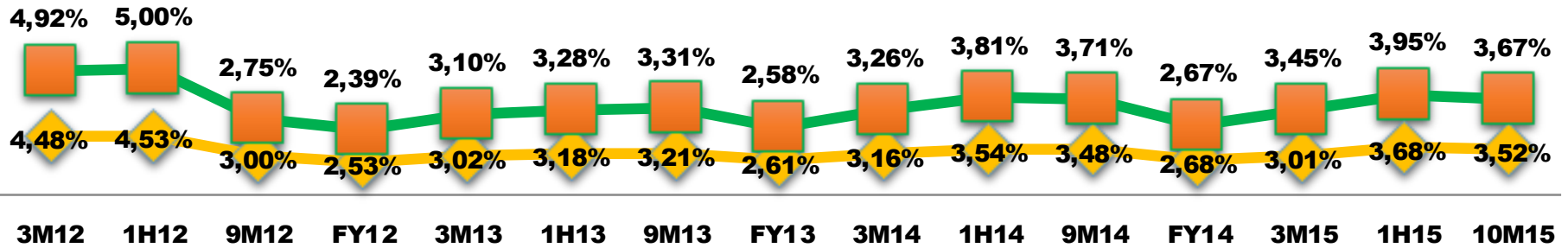
No	DATA	October 2014	October 2015
1	Board of Commisioner	4	4
2	Board of Sharia Supervisory	3	3
3	Director	5	5
4	Management 1	11	16
5	Management 2	68	77
6	Management 3	231	260
7	Management 4	658	697
8	Staff of Administration	1.527	2.029
9	Staff Non Administration	347	340
10	Non Permanent	1.044	483
11	Outsource	1.694	1.890
	Total	5.592	5.804

STRENGTH



Cost of Fund

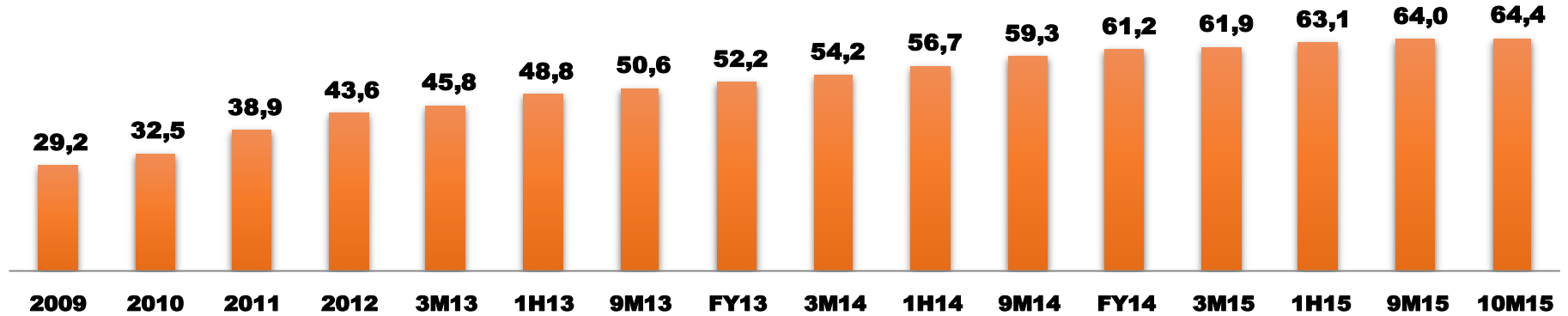
◆ (+) Local Government ■ (-) Local Government



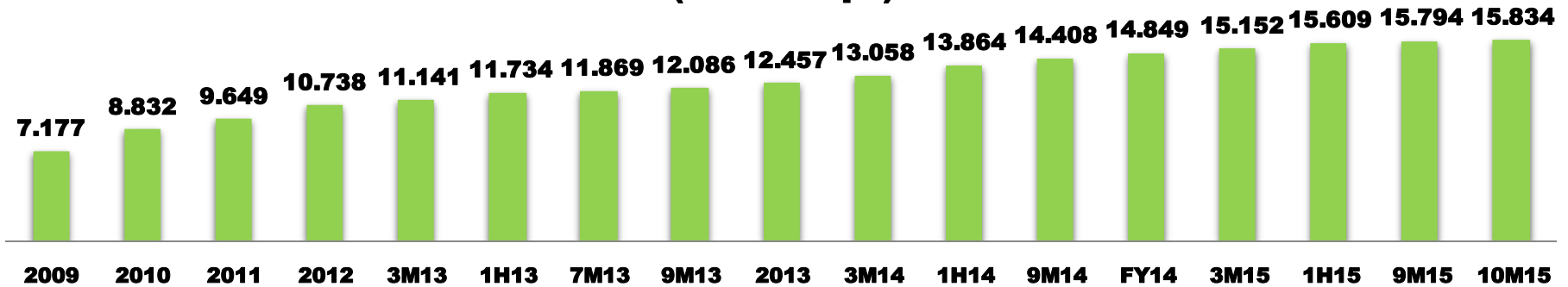
Strength of Loan (Micro)

No	Branch	Unit Amount	Unit Age Month	October 2015			RR	NPL
				<u>Plafond</u> In thousand	<u>Outstanding</u> In thousand	NOA		
1	Surabaya	7	21	75.391.000	61.958.936	293	100,00%	0,00%
2	Sidoarjo	6	21	93.933.100	75.809.423	418	100,00%	0,00%
3	Madiun	6	21	63.925.000	52.717.895	325	99,41%	0,42%
4	Mojokerto	5	17	69.164.500	57.258.035	325	100,00%	0,00%
5	Kediri	5	17	50.862.000	41.921.437	368	99,26%	0,00%
6	Gresik	5	17	54.802.500	43.885.487	252	100,00%	0,00%
7	Malang	7	18	86.687.000	75.180.380	459	98,29%	0,48%
8	Jember	4	12	34.256.500	30.766.803	173	99,00%	0,00%
9	Banyuwangi	5	9	22.469.000	20.425.426	159	100,00%	0,00%
10	Tulungagung	4	9	17.766.000	16.152.862	111	100,00%	0,00%
11	Ponorogo	4	9	17.918.000	16.548.738	133	100,00%	0,00%
12	Blitar	2	9	11.177.000	10.183.539	79	100,00%	0,00%
Total		60		598.351.600	502.808.961	3.095	99,56%	0,12%

Multiguna Ticket Size (million) Rp.



Multiguna Loan Balance (Billion Rp.)



Description

Details

Civil Servants (per December 2014)	413.993
Multipurpose Customer (Civil Servants)	246.686
%	59,41%

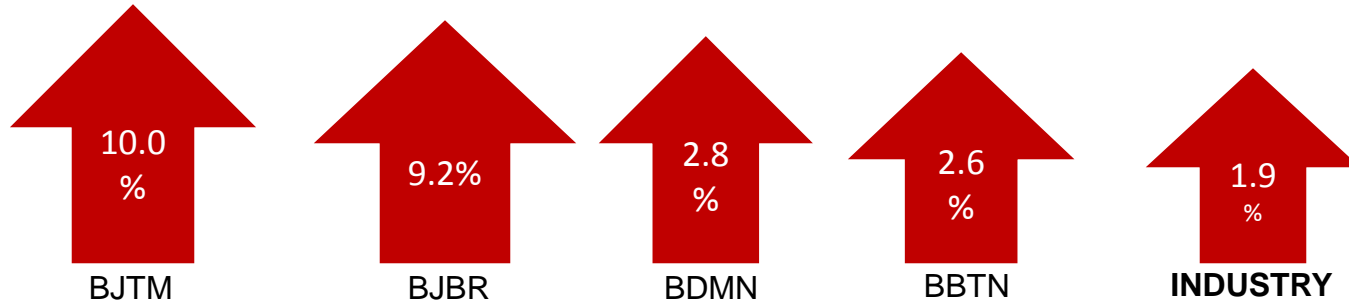
NPL

0,35% as of Oct' 2015

<u>Information</u>	<u>National</u>	<u>East Java</u>	<u>Bank Jatim</u>
Total Asset	14,14%	13,37%	19,18%
Third Party Fund	12,65%	13,58%	20,30%
- Current Account	15,87%	20,60%	21,45%
- Saving Account	4,52%	4,93%	12,94%
- Time Deposit	16,39%	19,55%	24,02%
Credit	10,38%	11,08%	13,97%
- Productive	10,55%	11,68%	16,18%
- Consumptive	9,92%	9,43%	12,67%

Source: Data **June 2014** and **June 2015** Bank Indonesia & KEKR Prov Jatim

Strength of High Dividen dYield



Bank (02/11/2015)	Price	Market Cap Rp bn	PER	PBV	Dividend Yield
BBCA	12.900	318.050	18,2	3,6	1,2
BBRI	10.525	259.643	10,6	2,3	1,9
BMRI	8.700	203.000	10,0	1,7	2,2
BBNI	4.755	88.674	9,5	1,4	2,4
BDMN	2.760	26.454	10,6	0,8	2,8
BTPN	2.615	15.272	8,4	1,1	0,6
BBTN	1.185	12.540	7,6	0,9	2,6
BJBR	755	7.321	6,0	1,0	9,2
BBKP	700	6.361	7,0	0,9	3,1
BJTM	433	6.459	6,4	1,0	10,0

Source: Securities (November 2, 2015)

October 2014

**Foreign Institution Investor
October 2014
50,60 % from public shares**

**Domestic Investor October 2014
49,40 % from public shares**

**Public shares 20 %
from paid capital**

October 2015

**Foreign Institution Investor
October 2015
69,89 % from public shares**

**Domestic Investor October 2015
30,11 % from public shares**

October 2015 BJTM Investor Country

No	Country	Share
1	INDONESIA	30,109%
2	SIPRUS	20,200%
3	NORWEGIA	13,459%
4	AMERIKA	11,268%
5	FINLANDIA	5,775%
6	VIRGIN ISLAND	5,410%
7	LUKSEMBURG	4,050%
8	IRLANDIA	3,658%
9	INGGRIS	2,141%
10	AUSTRALIA	0,987%
11	JEPANG	0,920%
12	SWITSERLAND	0,805%
13	KANADA	0,547%

No	Country	Share
14	SINGAPURA	0,216%
15	SWEDIA	0,188%
16	CAYMAN ISLAND	0,120%
17	CINA	0,043%
18	DENMARK	0,038%
19	SELANDIA BARU	0,033%
20	BELANDA	0,015%
21	BELGIA	0,006%
22	KOREA SELATAN	0,006%
23	MALAYSIA	0,003%
24	FILIPINA	0,002%
25	JERMAN	0,002%
Total		100%

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

Email: iru@bankjatim.co.id

- ❖ **Abdulah Basid - Ext. 472**
Analisis
- ❖ **Lukas Yudhi W.S - Ext. 469**
Junior Analisis
- ❖ **Frizki Putera N - Ext. 469**
Junior Analisis