

**CORPORATE PRESENTATION 2Q2023**



# PT Bank Pembangunan Daerah Jawa Barat dan Banten, Tbk

(Regional Development Bank of West Java and Banten/BJBR)

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the materials



# Investment Proposition

## The Economic Potential of West Java & Banten

Indonesia's 2<sup>nd</sup> Largest Economic Region (Combined)



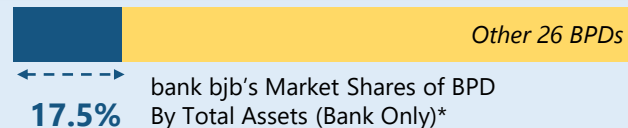
1Q-22 GRDP Growth  
**5.00%** (West Java)  
**4.68%** (Banten)

Regional Budget (Budget 2023)  
**Rp 217.6 Tr**

Population (June 2023)  
**62.3 Mn**

## Pioneer of Regional Development Bank (BPD) Synergy

Indonesia's Largest Regional Development Bank



Potential Banking Synergy Among BPD (POJK 12/2021)



Total Assets\*  
**Rp 922 Tr**  
(8.4% Shares)  
Rank #5

Total Net Income\*  
**Rp 5.4 Tr**  
(5.4% Shares)  
Rank #5

\*As of 30 April 2023, Bank Only

## The First Movers on Sustainable Banking in Indonesia

Strong Commitment to ESG Implementation

Sustainable Portfolio  
**Rp 15.1 Tr**

Gratification Control  
(Collaboration with KPK since March, 2011)

SNI ISO 37001  
(Anti-Bribery Management System/SMAP)

MSME and Low Income Segment Empowerment

Empowerment Program



Financing Product

**KUR**  
2023 Allocation  
**Rp 3 Tr**

**FLPP**  
2023 Allocation  
**8.000 Houses**

## Formidable Captive Market in a Well-Established Ecosystem

Government-Related Value Chain



## Transforming From Regional to Nationwide Coverage

With Hybrid-Bank Business Model



Offline Channels

bank bjb  
**Distribution Network**  
**14 Provinces**

bank bjb's  
**Business Group/KUB**  
(Ongoing)  
**2 Regional Bank's**



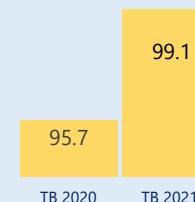
Online Channels  
**Digi Mobile User**  
June 2023 (YoY)  
**+75.0%**

**QRIS Merchant**  
June 2023 (YoY)  
**+46.6%**

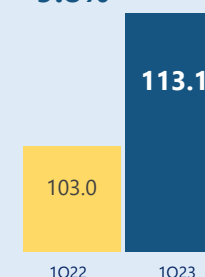
## Consistent Dividend Policy Backed By Stable Financial Metrics

Supported by Resilient Business Model

Dividen per Lembar Tahun Buku 2022  
**Rp 104,55**



Pertumbuhan Kredit YoY (Bank Only)  
**+9.8%**



Consumer	+5.6%
Mortgage	+15.9%
Corporate	+14.5%
Commercial	+25.7%
Micro	+10.4%

# The Economic Potential of West Java & Banten Region

Indonesia's 2nd Largest Economic Region (Combined)

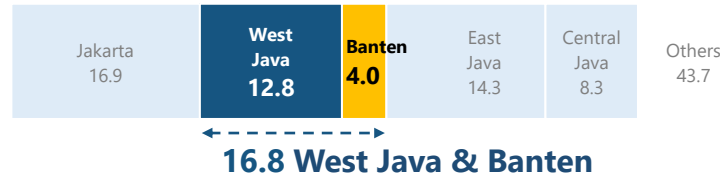
## Economic Growth 1Q2023, BPS

**Indonesia**  
**+5.03%**

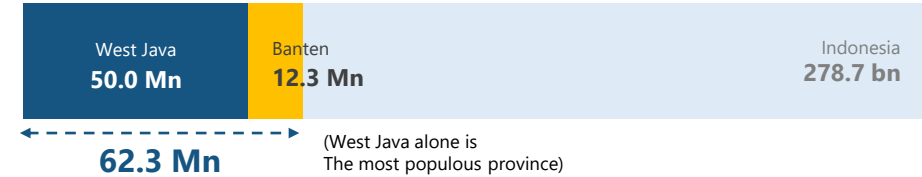
**West Java**  
**+5.00%**

**Banten**  
**+4.68%**

## % Contribution to Indonesia's GDP 1Q2023, BPS



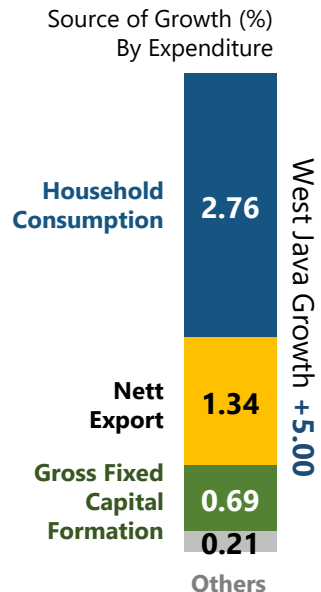
## Population June 2023, BPS



## Source of Economic Growth

By Expenditure and Economic Sector, 1Q2023 – Source BPS

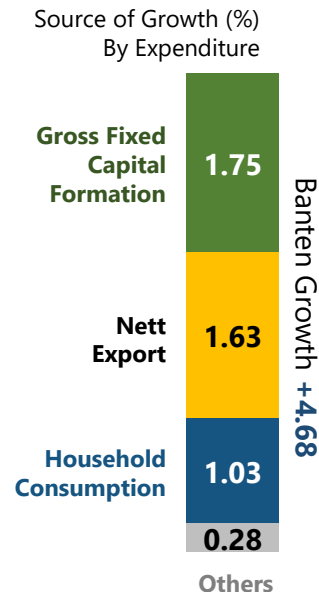
### West Java



### GRDP Structure By Economic Sector (%)



### Banten

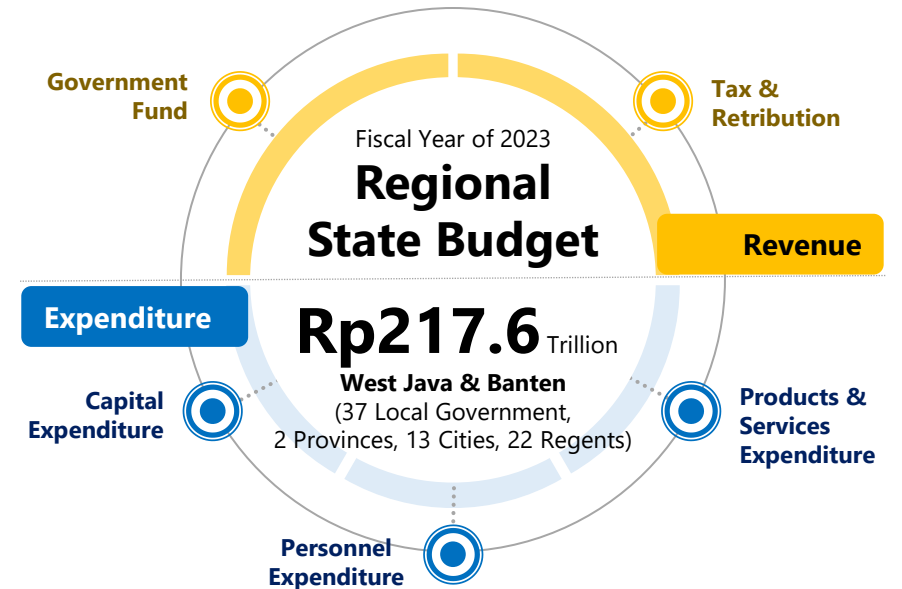


### GRDP Structure By Economic Sector (%)



## Government-Related Value Chain

Captive Market for bank bjb



# Pioneer of Regional Development Bank (BPD) Synergy

## Indonesia's Largest Regional Development Bank

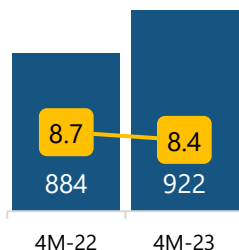


### Regional Development Bank Financial Performance

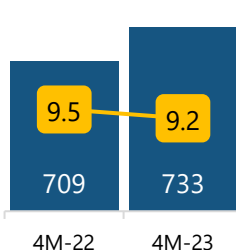
(27 BPD, SPI OJK as of 31 April 2023)

■ Rp Trillion ■ Market Share (%)

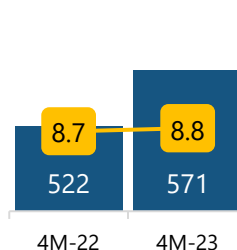
Total Assets  
**Rp922 Tr**  
+4.2% YoY



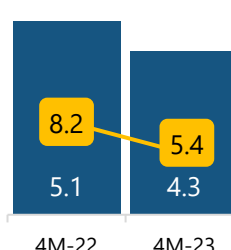
Total Deposits  
**Rp733 Tr**  
+3.4% YoY



Total Loans  
**Rp571 Tr**  
+9.3% YoY



Total Net Profits  
**Rp5.4 Tr**  
-15.2% YoY



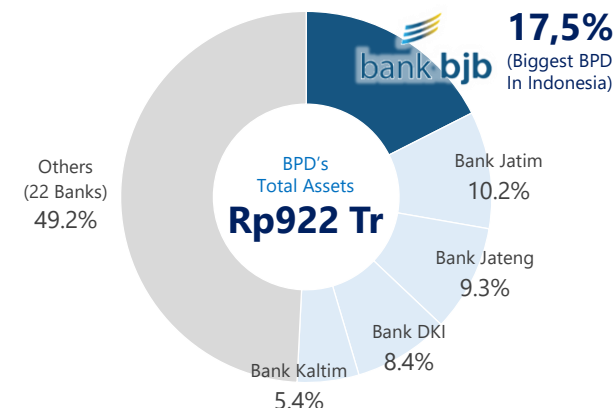
CAR  
**22.4%**  
+9 bps YoY

NPL  
**2.4%**  
-28 bps YoY

NIM  
**5.3%**  
-43 bps YoY

### Regional Development Bank Breakdown

Based on Total Assets (Bank Only, 31 April 2023)



### Bank Business Group

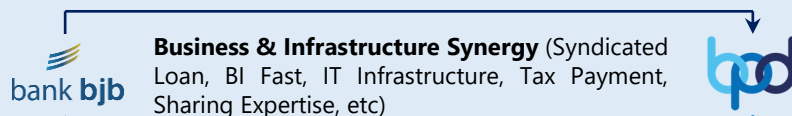
Kelompok Usaha Bank (KUB)

POJK 12/2020

#### Banking Consolidation

- BPD must have a Core Capital of **a minimum Rp 3 Trillion before 31 December 2024. If this is not fulfilled, BPD could be downgraded to Rural Bank (BPR).**
- The benefit for BPD to become **members of Business Group (KUB) is that they only need Core Capital of Rp 1 Trillion** and can conduct Banking Synergy in accordance with POJK 12/2021.

#### Banking Synergy



- Benefit : - **Dividend & Revenue Sharing** as Fee Based Income  
- **Big Data** for Market Behavior Analysis

### Financial Performances of BPD with Core Capital < 3 Tr, Exclude 1 BPD with Nett-Loss (1Q2023, Rp Tr)

\* On going process to become member of bank bjb's KUB

No	Bank	Core Capital	Total Assets	Total Deposits	Total Loans	Profits (Rp Mn)	CAR (%)	ROE (%)	NPL (%)	NIM (%)
1	Bank Kalteng	2.4	13.4	2.5	8.7	113.9	38.5%	20.7%	1.5%	8.6%
2	Bank Kalsel	2.3	22.2	6.0	11.9	88.2	22.5%	15.6%	3.1%	5.2%
3	Bank Jambi	2.2	13.0	5.3	8.4	105.6	36.2%	19.3%	1.8%	6.6%
4	Bank NTT	2.1	16.8	6.5	11.8	29.3	22.6%	5.1%	3.4%	6.9%
5	Bank SulutGo	1.7	19.2	10.6	13.6	78.9	19.2%	18.8%	2.9%	7.5%
6	Bank Maluku Malut	1.6	9.9	4.0	5.2	49.2	36.8%	12.5%	2.8%	6.3%
7	Bank NTB Syariah	1.6	13.2	5.3	8.8	65.0	26.3%	16.7%	1.2%	5.7%
8	<b>Bank Sultra*</b>	<b>1.4</b>	<b>11.5</b>	<b>2.7</b>	<b>8.5</b>	<b>96.4</b>	<b>29.8%</b>	<b>25.3%</b>	<b>1.1%</b>	<b>8.8%</b>
9	Bank Sulteng	1.3	12.0	3.7	6.4	73.6	30.3%	23.4%	2.8%	5.9%
10	Bank Lampung	1.2	10.3	4.1	6.3	28.6	27.6%	9.1%	2.1%	5.4%
11	<b>Bank Bengkulu*</b>	<b>1.2</b>	<b>8.7</b>	<b>4.2</b>	<b>6.3</b>	<b>44.4</b>	<b>25.9%</b>	<b>15.0%</b>	<b>1.2%</b>	<b>6.0%</b>

# Pioneer of Regional Development Bank (BPD) Synergy

Bank Business Group (KUB) of bank bjb

## bank bjb's KUB Scheme

The Difference Between bank bjb Syariah and BPD



**Majority & Controlling Shareholders**  
Ownership 99.24%

Total Assets  
**Rp 12.0 tr**

Total Deposits  
**Rp 8.7 tr**

Total Financing  
**Rp 8.0 tr**

Net Income  
**Rp 24.9 bn**

ROE **4.0%** NI **5.1%** NPF **4.2%** FDR **90.8%**



**Non-Majority & Joint-Controlling Shareholders**

- » **Aiming for Second Largest Shareholders** below existing Provincial Government.
- » **Joint-Controlling Shareholders** with existing Provincial Government based on a Shareholders Agreement.
- » **BPD will continue to exist with its current identity** and will not be merged into bank bjb.

## Other Subsidiary Companies (Non KUB)

**bjb Sekuritas**  
Ownership 78,94%

**bank bjb BPR Intan Jabar**  
Ownership 24,00%

## KUB Progress Update

Bank Bengkulu



### Distribution Channel

11 Branch

47 Sub Branch

120 ATM

### Current Ownership Structure

Prov Bengkulu  
**39.70**

bank bjb  
**7.15**

Others  
**53.15**

### Key Milestone

11 Jan 2022

**Signing Memorandum of Understanding of KUB**

29 July 2022

**Signing Agreement regarding KUB**

- Bank bjb will make a Capital Injection maximum Rp 250 bn to Bank Bengkulu.
- On the same day, bank bjb executed a Capital Injection Phase I amounted Rp 99.9 bn.

29 Nov 2022

**Capital Injection Phase I approved by OJK**

- Bank bjb become Bank Bengkulu's Shareholders with 7.15% ownership.
- This transaction marks the first time BPD has ownership in another BPD, the first step of KUB between BPD.

10 March 2023

**Granted Approval from EGMS Bank Bengkulu**

- Bank bjb to become a Controlling Shareholders of Bank Bengkulu, joint-control with Bengkulu Provincial Government based on Shareholders Agreement.
- Bank Bengkulu to become a member of bank bjb's KUB

23 June 2023

**Capital Injection Phase II**

- Bank bjb executed a Capital Injection Phase II amounted Rp 149.9 bn (subject to OJK approval).

### Next Step

Currently, Bank bjb is seeking approval from the OJK of 1) Capital Injection Phase II ; 2) Fit and Proper Test bank bjb as an additional Controlling Shareholder of Bank Bengkulu. **If all approvals are granted, Bank Bengkulu will officially become a member of bank bjb's KUB.**



# Transforming From Regional to Nationwide Coverage

With Hybrid-Bank Business Model

## Strengthen Offline Channels

**14** Provinces  
**923** Office Channels  
**2** KUB Synergy (On Going)



## Enhancing Online Services



### Digi Mobile as Omni Channels



### Next Step, Becoming "Smart Mobile Banking"

Multiple Bank  
Source of Fund

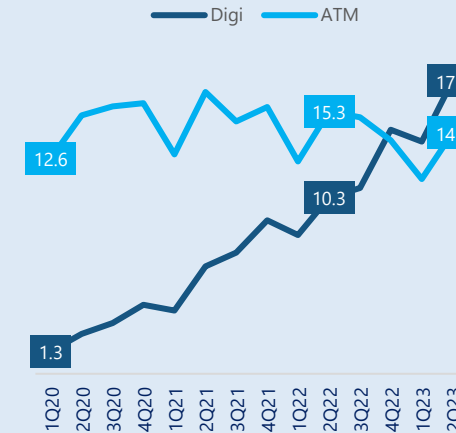
Merging DigiCash  
in Digi Mobile

Onboarding Services

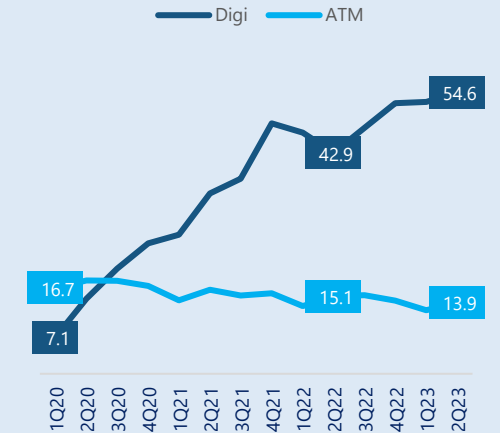
Open Banking Concept

Artificial Intelligence

### Quarterly Transaction Value Digi Mobile and ATM, Rp Trillion



### Quarterly Transaction Volume Digi Mobile and ATM, in Million



Supported By  
Solid IT Infrastructure



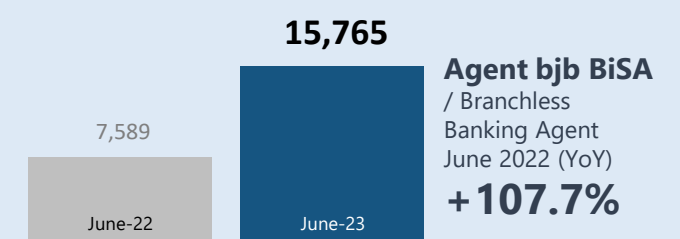
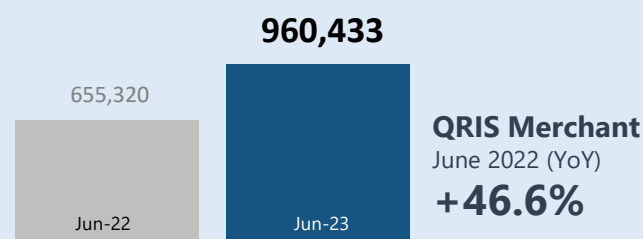
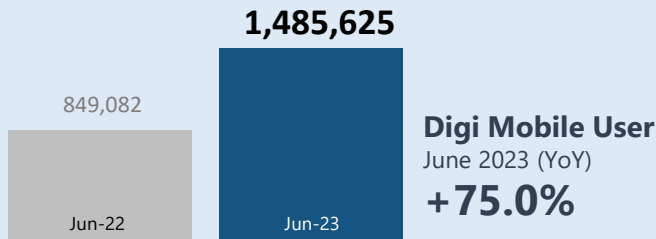
**PT DCI Indonesia**  
Tier-IV Data Centre #1 in SEA



**Alibaba Cloud**  
Anti D-DOS Online Security



**Amazon Web Services**  
Advisory, Sandboxing, People Capacity

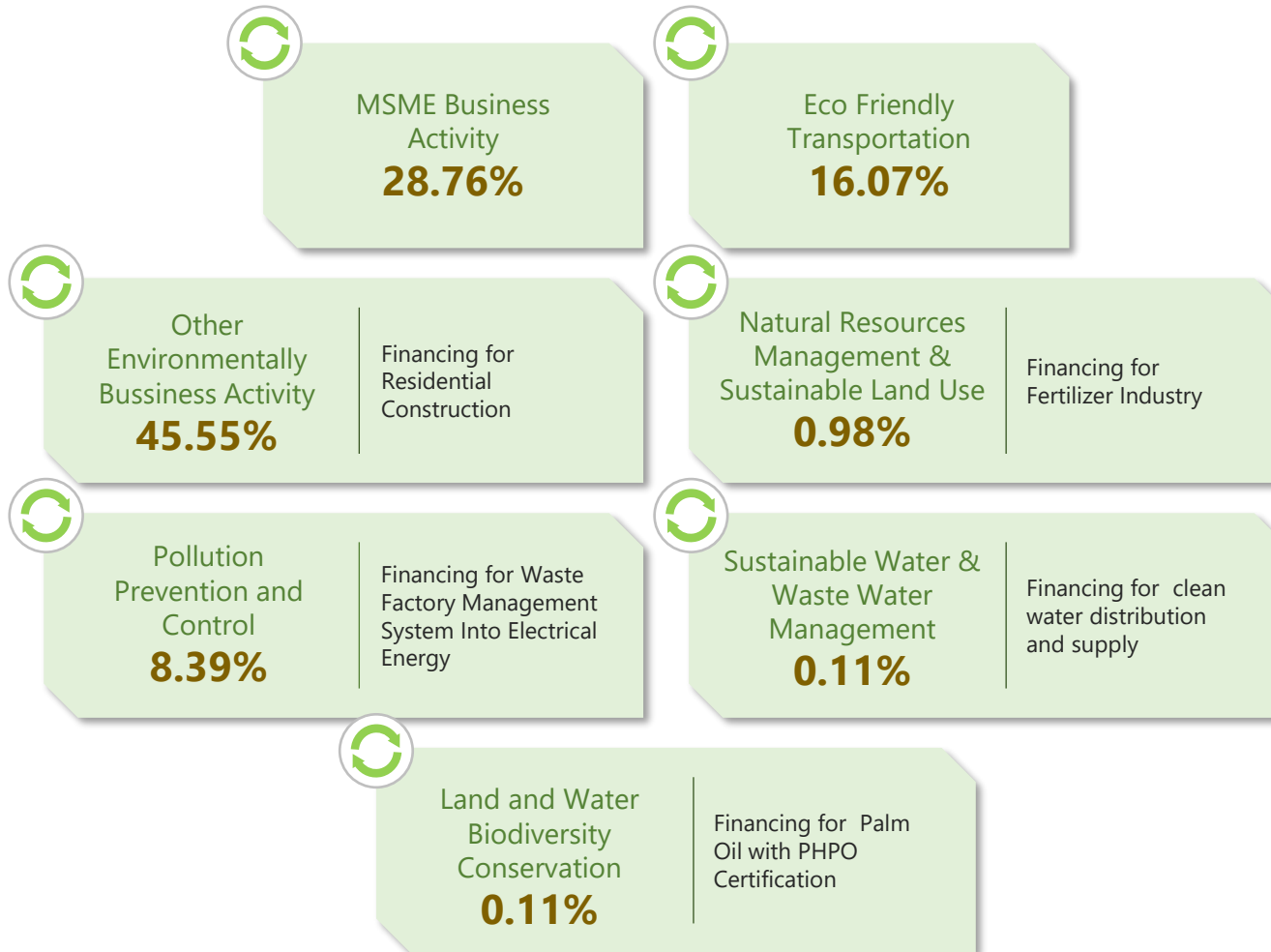




# Commitment for ESG Implementation

Sustainable Banking

## Sustainable Portfolio Rp. 15,1 Trillion



## Infrastructure Financing & Government Collaboration

### bjb INDAH



Financing for infrastructure projects, government-related procurement and government deficit cash flow.

#### Commercial Segment

- PLTM Cikaengan
- Tegal Gede Overpass
- Awipari Public Market
- Others

#### Corporate Segment

- Cipali Toll
- Cikampek Elevated Toll
- Several Regional Government
- Others

### bjb MESRA



Ultra-micro financing based on worship place, joint-responsibility in a group of 5-10 members, maximum loan limit of Rp 5 million, 6-12 month of tenor and zero interest rate. During loan period, bank bjb will provide assistance with "bjb PESAT" program to increase their business capacities and competencies.

**Achievement :** 15.096 Person in 1.259 house of worship, 1.389 village (West Java, Banten, Jakarta. North Sumatra & Bali)

### bjb Green



#### bjb "Green" Mortgage

"One House One Tree" program, which plants a minimum of one new tree every time a bjb "Green" Mortgage is disbursed.



# Commitment for ESG Implementation

Sustainable Operation

## Digital Village 2.0 Program



Support digitalization in a number of administrative processes and financial services in the Village Administration, such as **Bumdes Current Account, bjb Pesat, QRIS, bjb BISA, Petani Milenial, Loan and DPLK.**

**15.765** agent bjb BiSA  
**655** Farmer of Petani Milenial  
**16** Digital Village

## Empowering MSME's



Pesat (Pemberdayaan Ekonomi Masyarakat Terpadu)

Business Capacity

Go Digital

New Entrepreneur

Empowering MSME's (bank bjb debtor's or local community) to increase their business capacity, enhance their digital marketing and create new entrepreneur, by providing assistance in their business activity or through training/seminar.

## Paperless Movement



Developing systems that can eliminate or reduce paper use by digitalization business process, such as : **SP2D Online, E-Samsat, Loan E-Form, bjb Knowledge Management System (KMS), bjb Virtual Office.**

## CSR Program "Tree Planting"

Mangrove seeds  
**30.000**

Trees Planting  
**1.000**

Emission reduction through Corporate Social Responsibility (CSR) program, "tree planting", that have been carried out since 2019.

## HC Forum, HC Event, HC Journey



1. HC Event - Kick Off Bank Simulation Competition by Lembaga Pengembangan Perbankan Indonesia (LPPI)
2. HC Forum "Financial Literasi ala Nabi" with Brili Agung (Founder Semesta Agro Indonesia)
3. HC Event – Appreciation Night LPPI Human Capital BPD Conference
4. HC Event - Legacy Award & Timeless Engagement

## Sustainable Governance

**SNI ISO 37001  
Anti Bribery  
Management System  
(SMAP)**

**Gratification  
Control Unit**



**Whistle Blowing  
System (bjb WBS)**

**Fraud Detection  
System (FDS)**





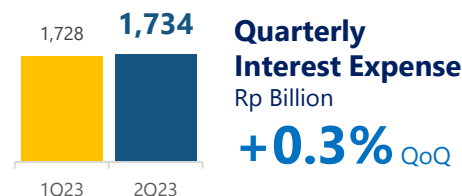
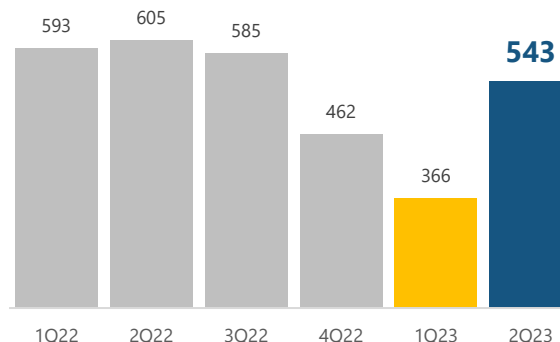
2Q2023 Performance  
**Consolidated**

## Improving Quarterly Performance, but Challenges Still Remain

Net Interest Income in 2Q23 has already grown positively by +3.4% QoQ, driven by the benign growth of Interest Expense at +0.3% QoQ. Boosted by Fee Based Income growth at +6.6% QoQ and Operating Expense efficiency at -9.6% QoQ, Net Income managed to grow by +48.2% QoQ, reaching Rp 543 billion, although not yet reached the average 2022's Quarterly Net Income of Rp 561 billion.

As long as there are no significant changes in the benchmark rate, the performance in 2Q23 marks a good start for performance recovery in the following quarters.

**Quarterly Net Income**  
Rp Billion



### High-Yield Segment Continues to Expand

Consumer Loans with a loan yield of 12.2% managed to grow +5.6% YoY, with NPLs close to zero. The growth driver is driven by Multipurpose Loan provided to Civil Servants which grew 4.78% YoY, Pre-Pensioners Loan which grew +3,67% YoY and Pensioners Loan which grew +12.37% YoY.

### Lagging Impact from Loan-Rate Repricing

Based on its common practices, Consumer Segment uses a Fixed Rate, so loan repricing cannot be done instantly like a Floating Rate. Repricing is driven through new bookings, which takes time to have a visible impact on financial performance. The effects expected to be seen at least in 4Q23.

### 2023's Guidance Adjusted

In current high-interest regime, bank bjb reduces its expansion rate in the low-yield segment while managing cost of fund by optimizing LDR. We adjust the guidance for loan growth to 10%±1% and LDR to ≤92%. Moreover, considering loan quality is well maintained, we are also adjusting Coverage Ratio to 110%-120%.

### One Step Closer for The First BPD's KUB

In June 2023, bank bjb executed a Capital Injection Phase II amounted Rp 149.9 bn. Bank bjb now seeking approval from the OJK for Capital Injection Phase II as well as Fit and Proper Test to become additional Controlling Shareholder. If granted, Bank Bengkulu will officially become a member of bank bjb's KUB.



# Financial Performance

2Q2023 Result Summary

## Income Statement

- Net Interest Income at Rp 3.46 tr (-15.7% YoY)
- PPOP at Rp 1.31 bn (-23.1% YoY)
- LLP at Rp 190 bn (-2.1% YoY)
- Net Income at Rp 909 bn (-24.1% YoY)

## Balance Sheet

- Total Loans at Rp 113.2 tr (+9.5% YoY)
- Total Financing at Rp 8.0 tr (+17.4% YoY)
- Total Deposits at Rp 129.1 tr (-3.1% YoY)
- Total Asset at Rp 177.7 tr (+3.1% YoY)

## Ratios (bank only)

- NIM at 4.8% (-90 bps YoY)
- ROA (Net) at 1.1% (-42 bps YoY)
- ROE (Net) at 11.7% (-546 bps YoY)
- NPL (Gross) at 1.2% (-12 bps YoY)

Income Statement (Rp bn)	YoY Result		YoY (%)	YoY (Rp bn)	2Q22	QoQ Result			
	1H22	1H23				1Q23	2Q23	QoQ (%)	YoY (%)
Interest Income	6,518	6,917	+6.1%	+399	3,326	3,427	3,490	+1.8%	+4.9%
Interest Expense	2,421	3,462	+43.0%	+1,040	1,246	1,728	1,734	+0.3%	+39.2%
<b>Net Interest Income</b>	<b>4,097</b>	<b>3,455</b>	<b>-15.7%</b>	<b>(641)</b>	<b>2,080</b>	<b>1,699</b>	<b>1,756</b>	<b>+3.4%</b>	<b>-15.6%</b>
Fee Based Income	741	747	+0.9%	+6	369	362	386	+6.6%	+4.5%
Operating Expense	3,196	3,006	-5.9%	(189)	1,662	1,579	1,428	-9.6%	-14.1%
Gain (Loss) on Financial Statement	55	109	+98.9%	+54	17	70	40	-43.2%	+130.6%
<b>PPOP</b>	<b>1,697</b>	<b>1,305</b>	<b>-23.1%</b>	<b>(391)</b>	<b>804</b>	<b>552</b>	<b>754</b>	<b>+36.6%</b>	<b>-6.3%</b>
Loan Loss Provision	194	190	-2.1%	(4)	43	100	90	-10.2%	+109.4%
Non Operating Expense	10	12	+21.8%	+2	7	5	7	+23.5%	-1.2%
<b>PBT</b>	<b>1,493</b>	<b>1,103</b>	<b>-26.1%</b>	<b>(389)</b>	<b>755</b>	<b>446</b>	<b>657</b>	<b>+47.3%</b>	<b>-12.9%</b>
Tax Expense	295	195	-34.0%	(100)	149	80	115	+43.2%	-23.3%
<b>Net Income</b>	<b>1,198</b>	<b>909</b>	<b>-24.1%</b>	<b>(289)</b>	<b>605</b>	<b>366</b>	<b>543</b>	<b>+48.2%</b>	<b>-10.3%</b>



# Balance Sheet

Consolidated



Balance Sheet (Rp bn)	2Q22	3Q22	4Q22	1Q23	2Q23	YoY (%)
Cash	2,641	2,475	3,300	2,944	2,883	+9.2%
Current Account with Bank Indonesia	9,702	11,855	13,033	10,998	8,947	-7.8%
Secondary Reserves	43,334	35,588	41,876	37,347	36,425	-15.9%
Loans & Financing	110,242	113,406	115,756	116,449	121,282	+10.0%
Allowance (-)	(1,920)	(1,923)	(1,792)	(1,831)	(1,880)	-2.1%
Fixed Asset (Net)	4,561	4,523	4,563	4,617	4,678	+2.6%
Other Asset	3,814	4,283	4,505	5,338	5,359	+40.5%
<b>Total Asset</b>	<b>172,373</b>	<b>170,207</b>	<b>181,241</b>	<b>175,862</b>	<b>177,694</b>	<b>+3.1%</b>
Total Third Party Fund	133,226	125,025	131,139	129,795	129,080	-3.1%
Marketable Securities Issued	6,390	6,391	5,551	5,552	5,553	-13.1%
Fund Borrowings	15,917	19,895	22,046	17,203	17,938	+12.7%
Repo	0	1,330	3,081	461	2,942	-
Others	3,251	3,602	4,665	7,635	7,279	+123.9%
<b>Total Liabilities</b>	<b>158,784</b>	<b>156,244</b>	<b>166,482</b>	<b>160,645</b>	<b>162,791</b>	<b>+2.5%</b>
<b>Total Equity</b>	<b>13,589</b>	<b>13,963</b>	<b>14,759</b>	<b>15,217</b>	<b>14,904</b>	<b>+9.7%</b>





# Key Ratios

Bank Only

Key Ratios (%)		2Q22	3Q22	4Q22	1Q23	2Q23	YoY
Profitability	Return on Assets/ROA (Net)	1.5	1.5	1.4	0.9	1.1	-0.4
	Return on Equity/ROE (Net)	17.1	16.9	15.5	9.2	11.7	-5.5
	Cost to Income Ratio/CIR	66.2	66.8	70.0	75.4	71.0	+4.8
	Expenses Ratio/BOPO	78.4	78.7	80.4	87.8	85.0	+6.6
	Net Interest Margin/NIM	5.7	5.8	5.9	4.8	4.8	-0.9
	Assets Yield	8.7	8.8	9.0	9.0	9.0	+0.4
	Cost of Fund/COF	3.0	3.0	3.2	4.3	4.3	+1.3
Asset Quality	Special Mention Ratio	2.2	2.1	1.9	2.3	2.4	+0.3
	Non-Performing Loan/NPL (Gross)	1.1	1.1	1.2	1.2	1.2	+0.1
	Non-Performing Loan/NPL (Nett)	0.3	0.4	0.5	0.5	0.6	+0.3
	Loan At Risk/LAR	6.7	6.4	6.1	6.4	6.4	-0.3
	Coverage Ratio	152.9	148.9	124.3	121.9	119.1	-33.8
	Cost of Credit/COC	0.5	0.3	0.1	0.1	0.1	-0.3
Funding, Liquidity & Capital	Loan To Deposit Ratio/LDR	80.2	88.2	85.0	86.0	90.4	+10.2
	Macroprudential Intermediation Ratio/RIM	79.3	87.1	84.5	85.7	90.2	+10.9
	Macroprudential Inclusive Financing Ratio/RPIM	57.6	60.4	62.0	61.8	61.4	+3.8
	Net Stable Funding Ratio/NSFR	107.3	100.9	104.8	102.5	100.9	-6.4
	Liquidity Coverage Ratio/LCR	261.6	207.9	206.7	207.2	198.1	-63.6
	Capital Adequacy Ratio/CAR	18.0	17.7	19.2	21.1	20.1	+2.0

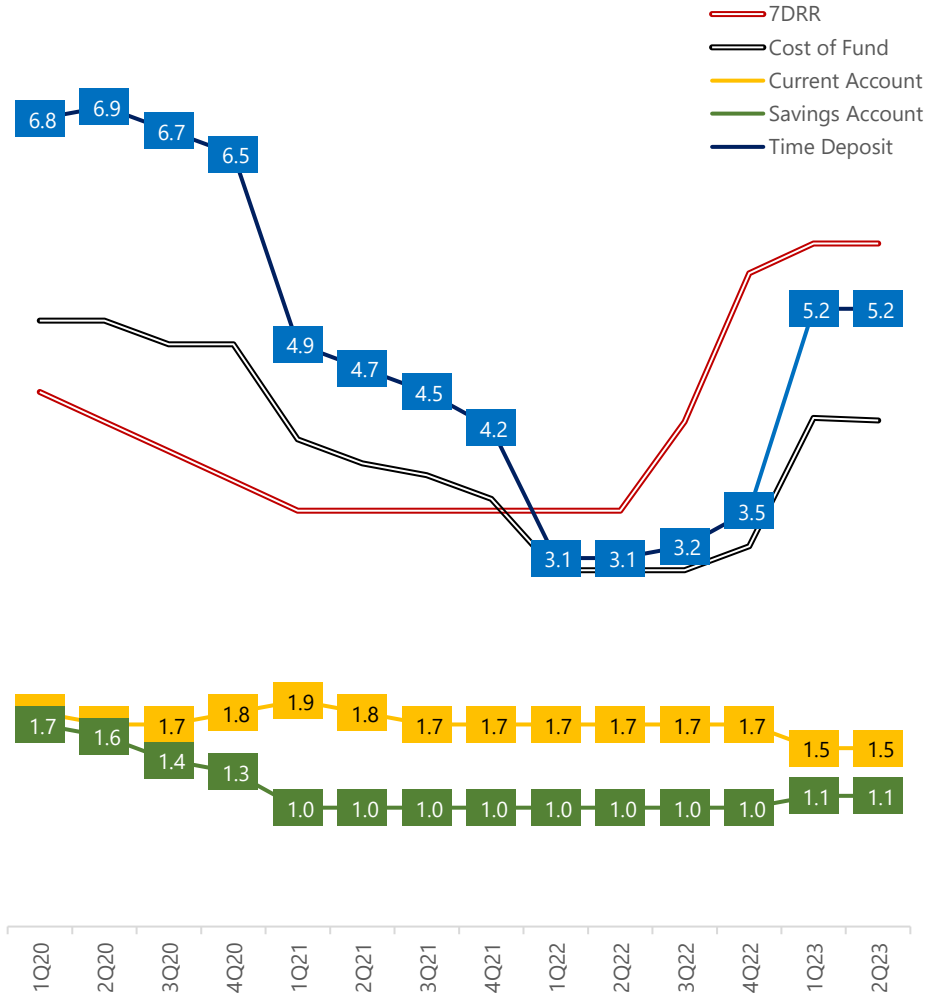


# Yield Analysis

Bank Only



## Cost of Fund Breakdown Trend



Asset Yield (%)	2Q22	3Q22	4Q22	1Q23	2Q23
Placement to BI	2.5	2.8	3.0	6.6	6.2
Interbank Placement	1.0	0.9	1.0	1.1	1.2
Securities	4.5	4.6	5.2	5.1	5.3
<b>Loans Yield</b>	<b>10.9</b>	<b>10.8</b>	<b>10.8</b>	<b>10.4</b>	<b>10.4</b>

### Asset Yield Distribution



Cost of Fund (%)	2Q22	3Q22	4Q22	1Q23	2Q23
Current Account	1.7	1.7	1.7	1.5	1.5
Savings Account	3.1	3.2	3.5	5.2	5.2
Time Deposit	1.0	1.0	1.0	1.1	1.1
<b>Customers Deposit</b>	<b>2.4</b>	<b>2.5</b>	<b>2.6</b>	<b>3.6</b>	<b>3.6</b>
Loans received	4.7	4.6	4.7	6.7	7.2
Interbank Liabilities	2.1	1.9	2.0	4.3	4.7
Debt Securities Issued	8.9	8.6	8.8	8.6	8.2
<b>Cost of Fund</b>	<b>3.0</b>	<b>3.0</b>	<b>3.2</b>	<b>4.3</b>	<b>4.3</b>

### Cost of Fund Distribution



(%)	2Q22	3Q22	4Q22	1Q23	2Q23	2023 Guidance
<b>Loans Growth</b>	12.9	11.6	13.1	10.3	<b>9.8</b>	<b>10.0 ± 1.0</b> Revised From 12.0 ± 1.0
<b>Loan to Deposit Ratio</b>	80.2	88.2	85.0	86.0	<b>90.4</b>	<b>≤ 92.0</b> Revised From ≤ 90.0
<b>NIM</b>	5.7	5.8	5.9	4.8	<b>4.8</b>	<b>4.75 ± 0.25</b>
<b>Cost of Fund</b>	3.0	3.0	3.2	4.3	<b>4.3</b>	<b>4.5 ± 0.25</b>
<b>Coverage Ratio</b>	152.9	148.9	124.3	121.9	<b>119.1</b>	<b>110 - 120</b> Revised From 120 - 130
<b>Gross NPL</b>	1.1	1.1	1.2	1.2	<b>1.2</b>	<b>1.2 ± 0.1</b>
<b>CASA Ratio</b>	46.7	48.7	42.1	45.0	<b>43.2</b>	<b>40 ± 5</b>

In current high-interest regime, bank bjb reduces its expansion rate in the low-yield segment while managing cost of fund by optimizing LDR. We adjust the guidance for loan growth to 10.0% ± 1.0% and LDR to ≤92%. Moreover, considering loan quality is well maintained, we are also adjusting Coverage Ratio to 110%-120%.



2Q2023 Performance

## Bank Only Details



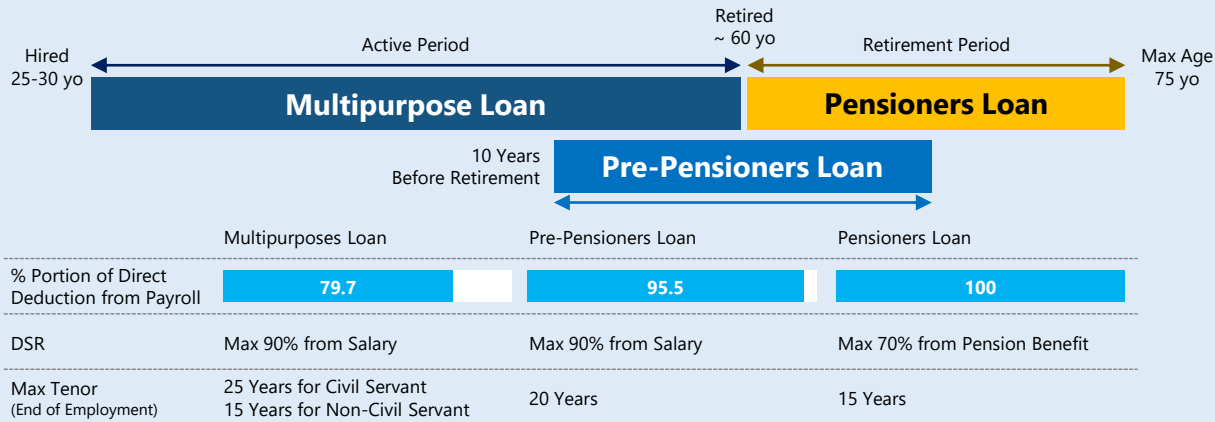
# Loans Segmentation

## Consumptive & Productive Segment



### Consumptive Segment

#### CONSUMER LOAN



#### Market Penetration

**Number of Civil Servant in West Java & Banten (Permanent & Contract/PPPK)**  
(Person, ASN Statistics from BKN)

	Permanent	Contract/PPPK
Dec 22	441,289	65,152
Jun 22	445,403	64,417

**Market Share**  
**~56,0%**  
(Permanent ASN, Dec 2022)

**Number of Pensioners Whose Their Pension Benefit Disbursed Through BJBR**  
(Person, Internal Data)

Jun 23	145,614
Mar 23	142,913

**Penetration Rate**  
**~45,3%**  
(Pensioners That Have a Loan From BJBR)

#### MORTGAGE

##### Regular Program

Primary

Construction

Take Over

Refinancing

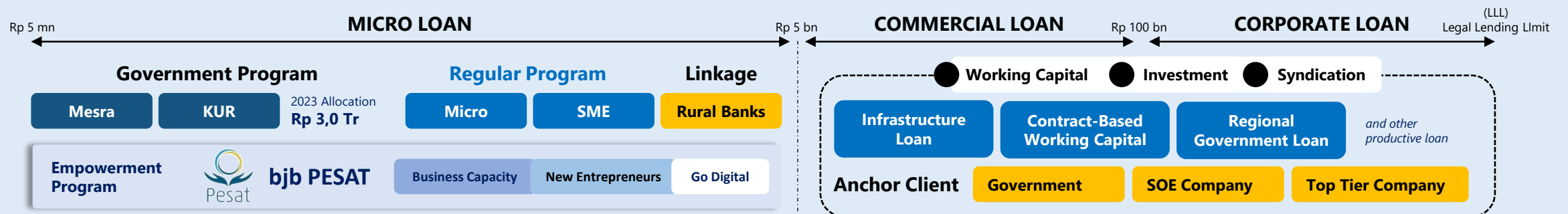
##### Government Program

FLPP

2023 Allocation  
8.000 NoA

Potential Disbursement Per NoA  
~Rp 125-150 Mn

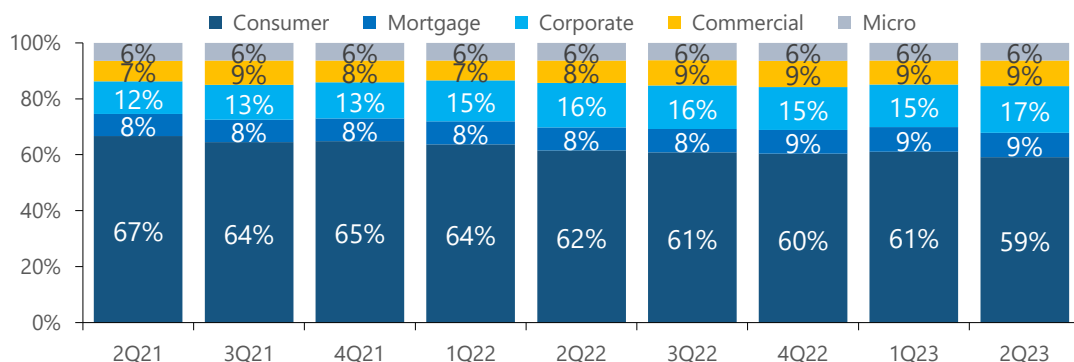
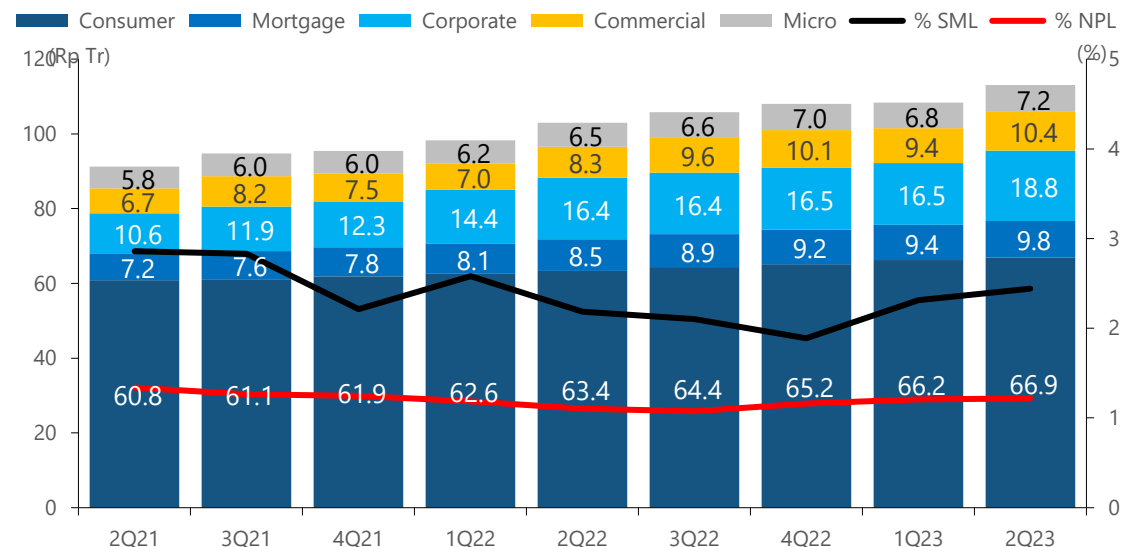
### Productive Segment





# Loans Breakdown

## Loans Outstanding



### Economic Sectors (Business Segment 2Q23)



Segment (Rp bn)		2Q22	2Q23	YoY (%)
Consumptive Segment	Consumer	63,375	66,898	+5.6%
	Mortgage	8,461	9,807	+15.9%
Productive Segment	Corporate	16,435	18,818	+14.5%
	Commercial	8,266	10,395	+25.7%
	Micro	6,483	7,158	+10.4%
Total Gross Loans		103,021	113,076	+9.8%

Asset Quality (%)		2Q22	2Q23	YoY (%)
Special Mention		2.2	2.4	+0.2
NPL		1.1	1.2	+0.1

Currency (Rp bn)		2Q22	2Q23	YoY (%)
IDR		101,917	111,890	+9.8%
Forex		1,104	1,185	+7.4%

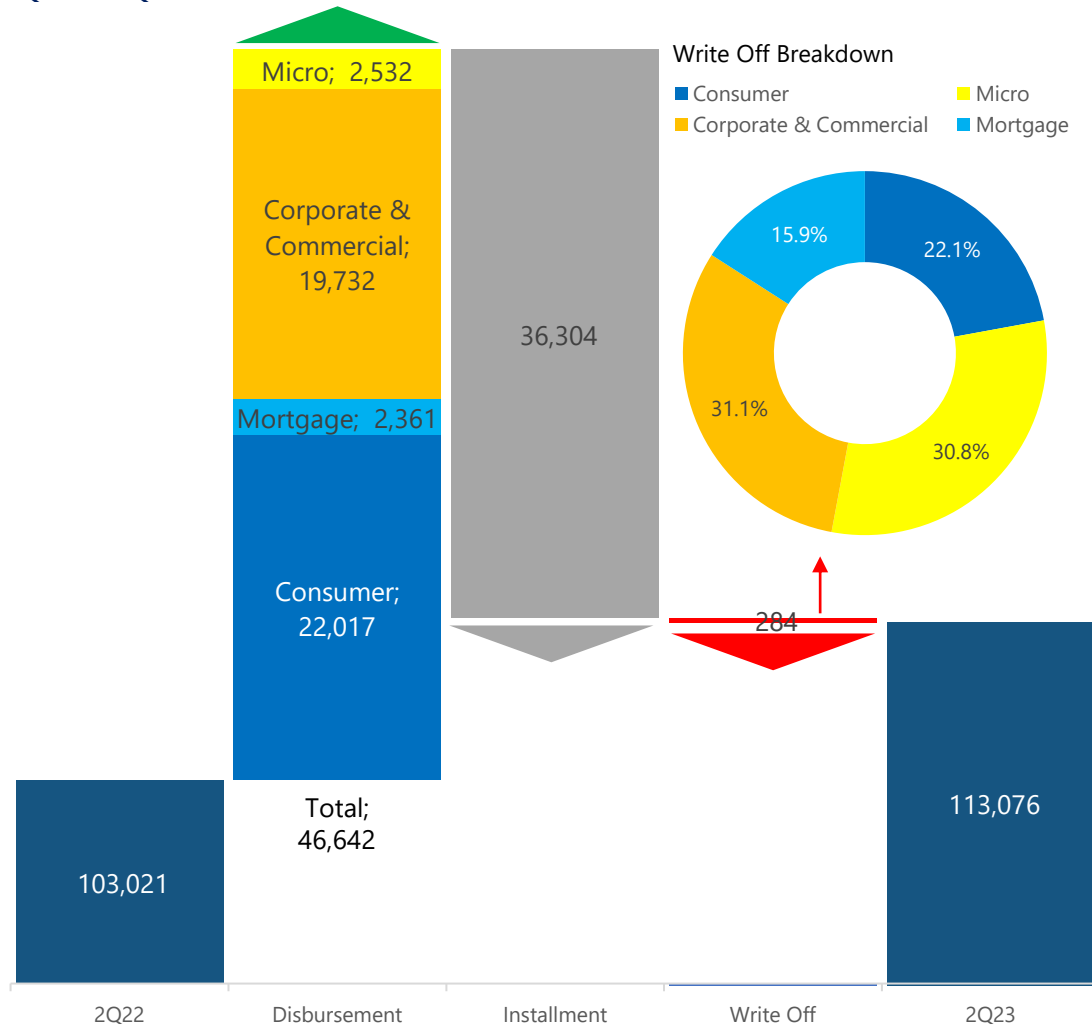


# Loans Movement

Loans Disbursement, Run Off & Write Off

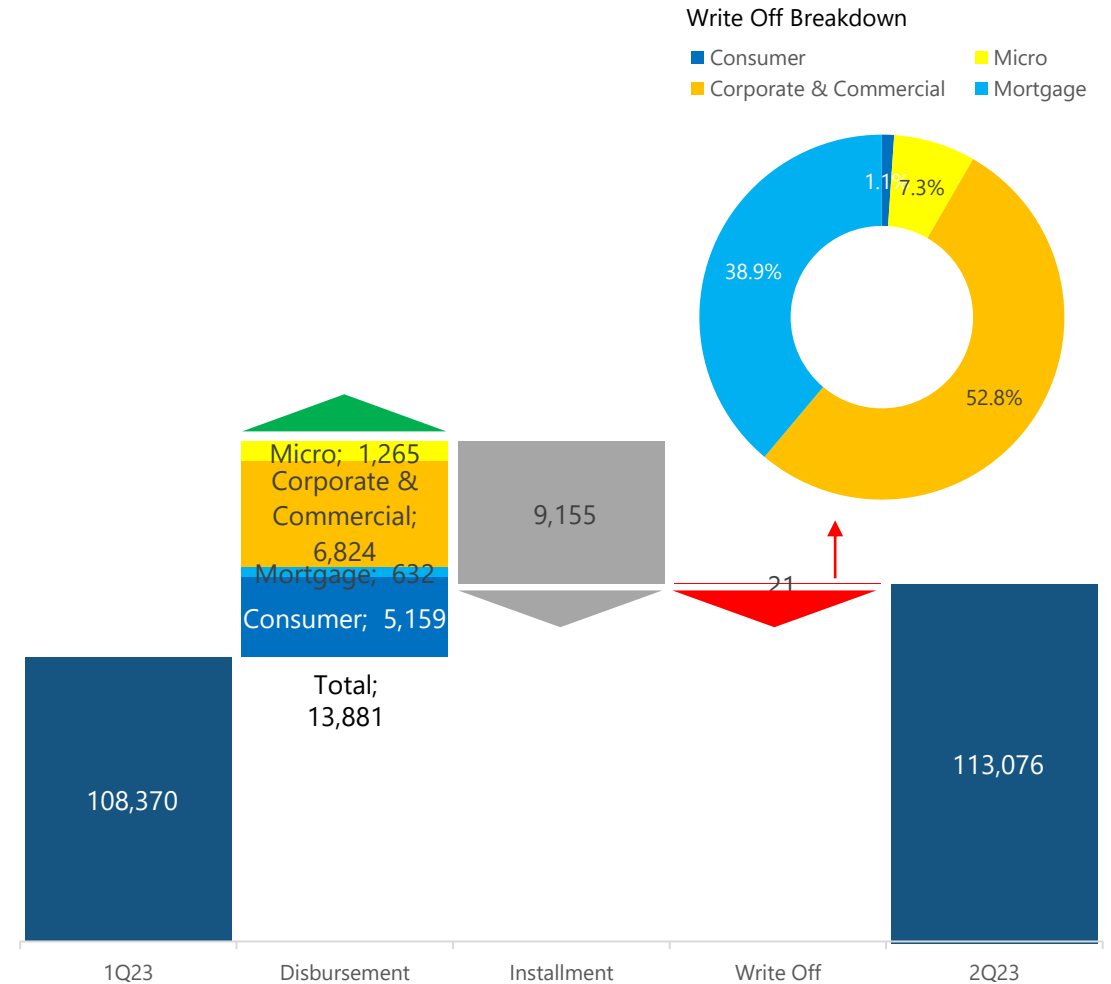
## Loan Movement (Rp bn, YoY)

2Q22 – 2Q23



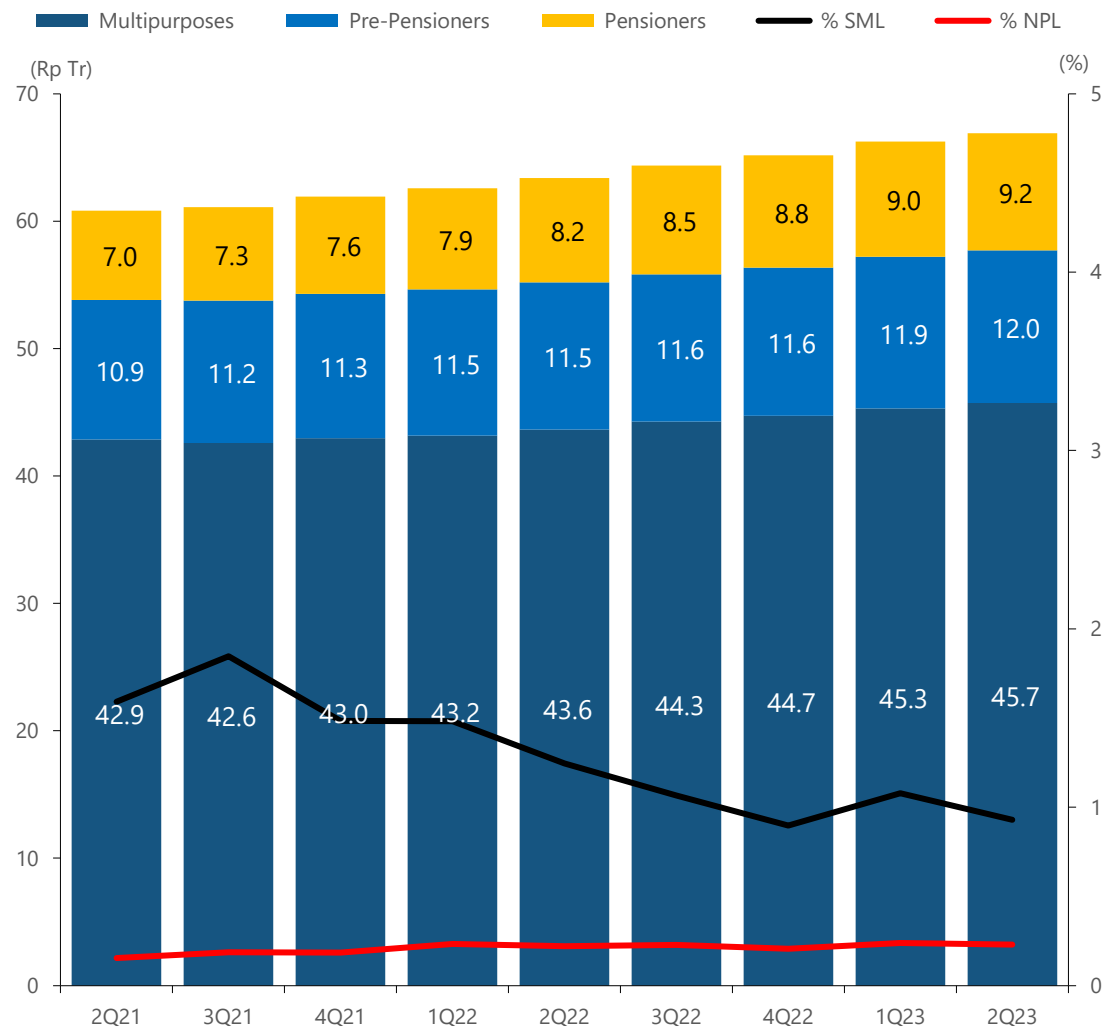
## Loan Movement (Rp bn, QoQ)

1Q23 – 2Q23



# Consumer Loans

Bank Only

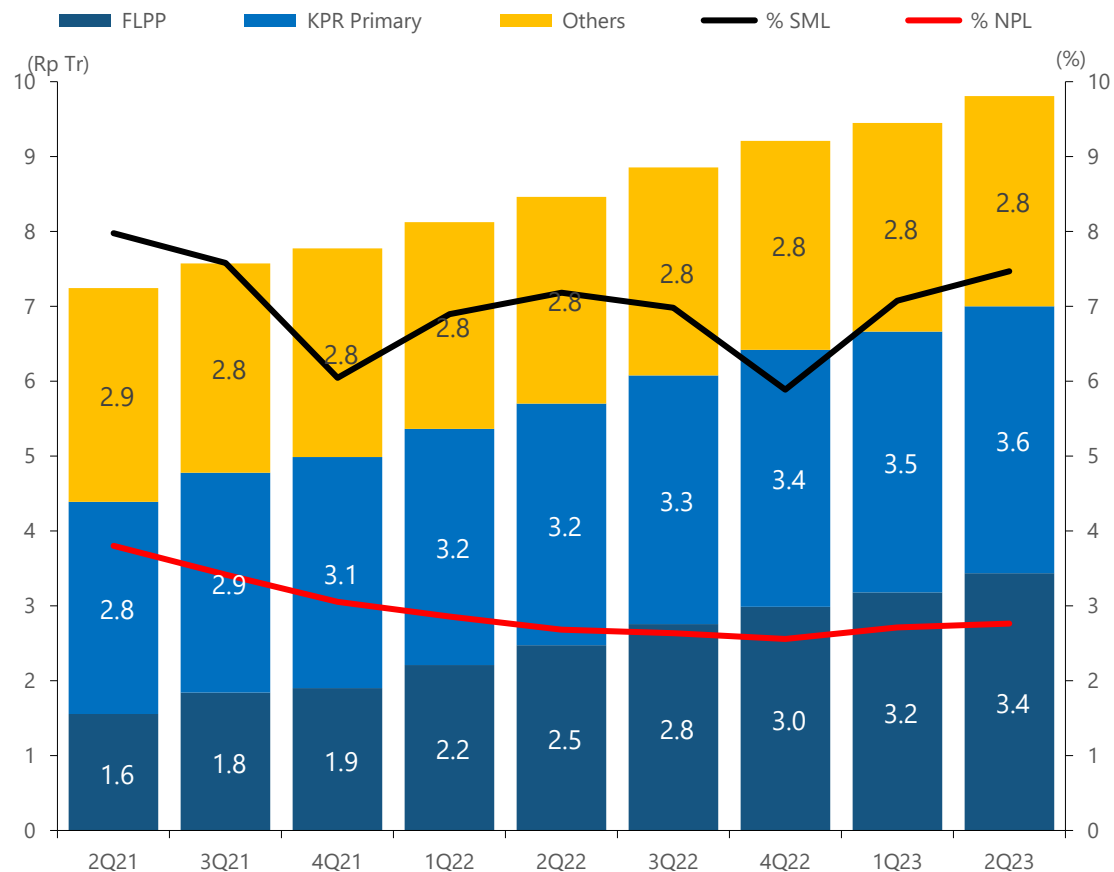


Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	63,375	66,898	+5.6%
Net Expansion YtD (Rp bn)	1,459	1,735	+19.0%
Avg. Loans Outstanding (Rp mn)	120	118	-2.3%
No of Account	526,718	568,841	+8.0%
Loan Yield (%)	12.6	12.2	-0.4

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	1.2	0.9	-0.3
NPL	0.2	0.2	-

# Mortgage Loans

Bank Only



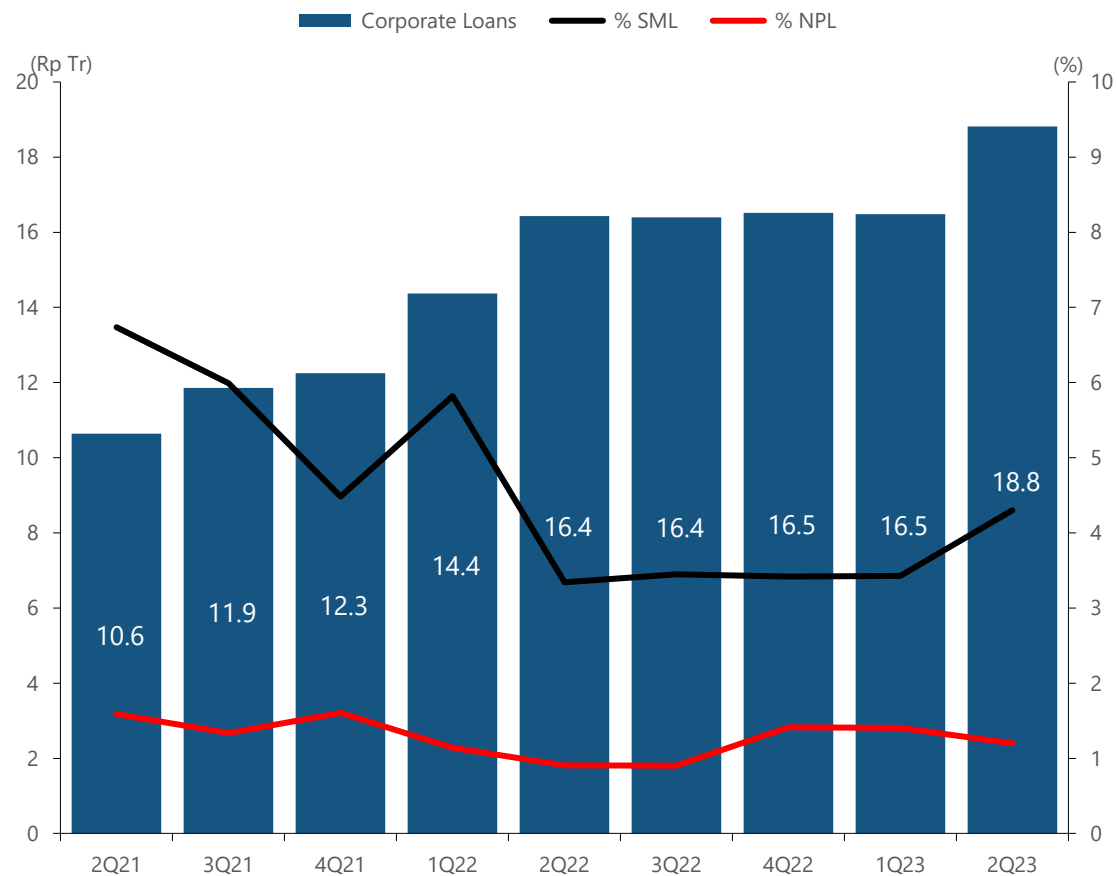
## FLPP Disbursement (2Q23)

2023 FLPP Disbursement  
3,704 NoA (46.3%) ~ Rp 545,4 bn

2023 Allocation  
8.000 NoA

Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	8,461	9,807	+15.9%
Net Expansion YtD (Rp bn)	689	597	-13.4%
Avg. Loans Outstanding (Rp mn)	203	198	-2.1%
No of Account	41,749	49,412	+18.4%
Loan Yield (%)	8.5	7.9	-0.6

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	7.2	7.5	+0.3
NPL	2.7	2.8	+0.1



Proportion Between SOE Related and Private Company (2Q23)

SOE Related  
**67.3%**

Private Company  
**36.3%**

Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	16,435	18,818	+14.5%
Net Expansion YtD (Rp bn)	4,182	2,298	-45.1%
Avg. Loans Outstanding (Rp mn)	260,873	272,725	+4.5%
No of Debtors	63	69	+9.5%
Loan Yield (%)	7.2	7.1	-0.1

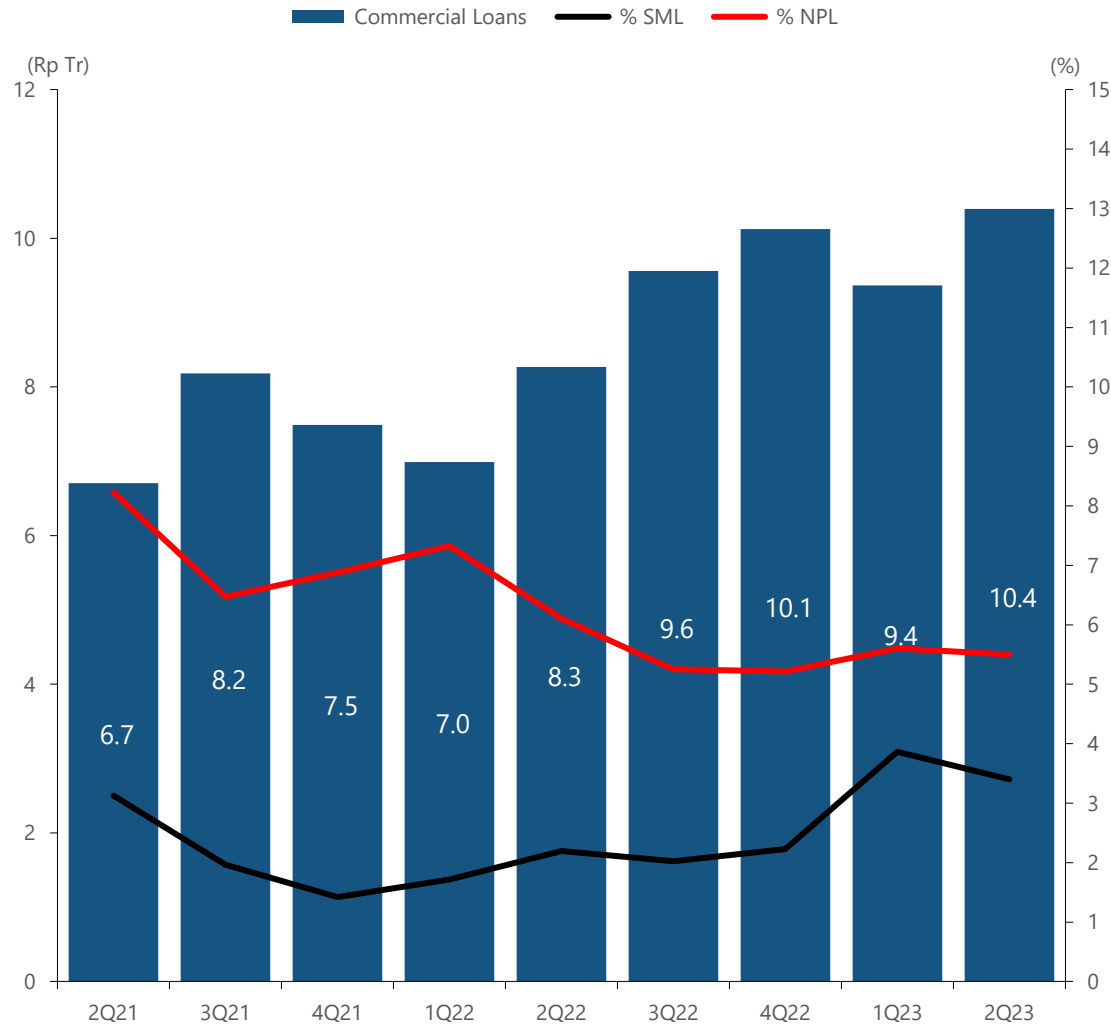
Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	3.3	4.3	+1.0
NPL	0.9	1.2	+0.3





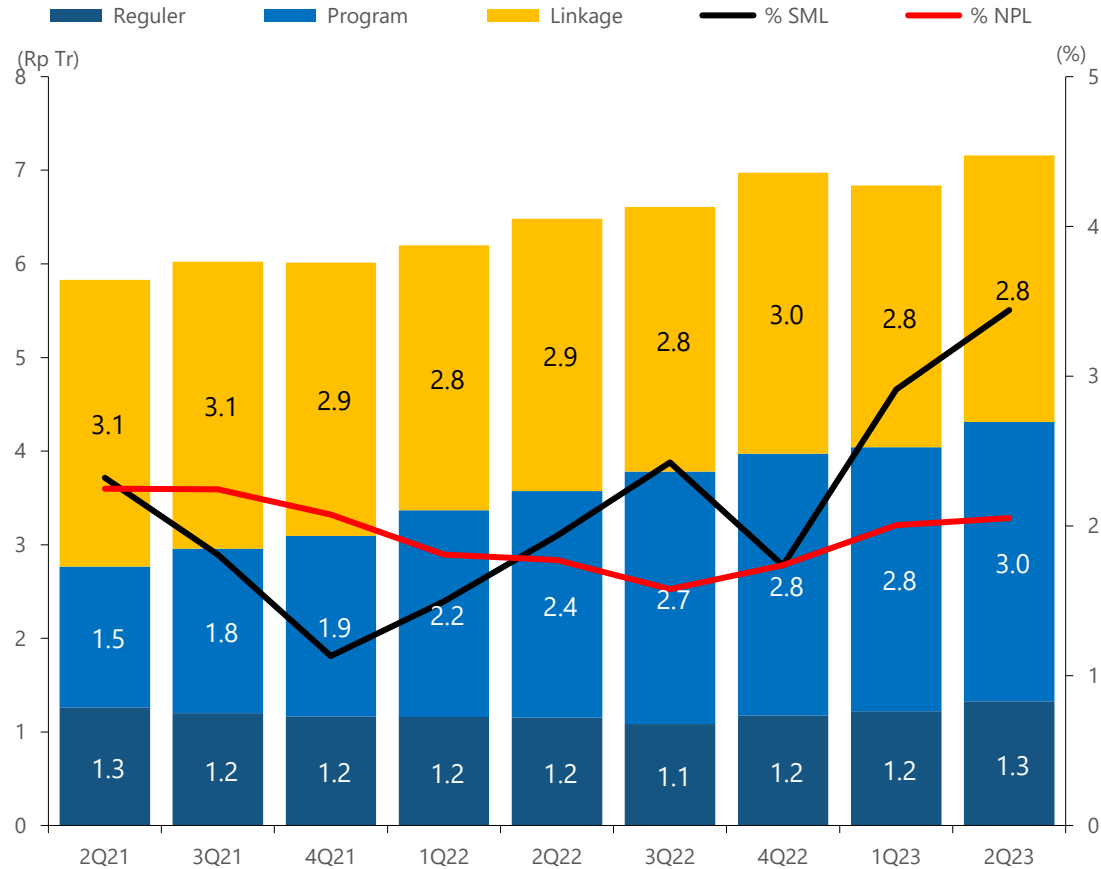
# Commercial Loans

Bank Only



Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	8,266	10,395	+25.7%
Net Expansion YtD (Rp bn)	779	270	-65.4%
Avg. Loans Outstanding (Rp mn)	1,659	1,936	+16.7%
No of Account	4,983	5,368	+7.7%
Loan Yield (%)	7.6	7.4	-0.2

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	2.2	3.4	+1.2
NPL	6.1	5.5	-0.6



KUR Disbursement (2Q23)

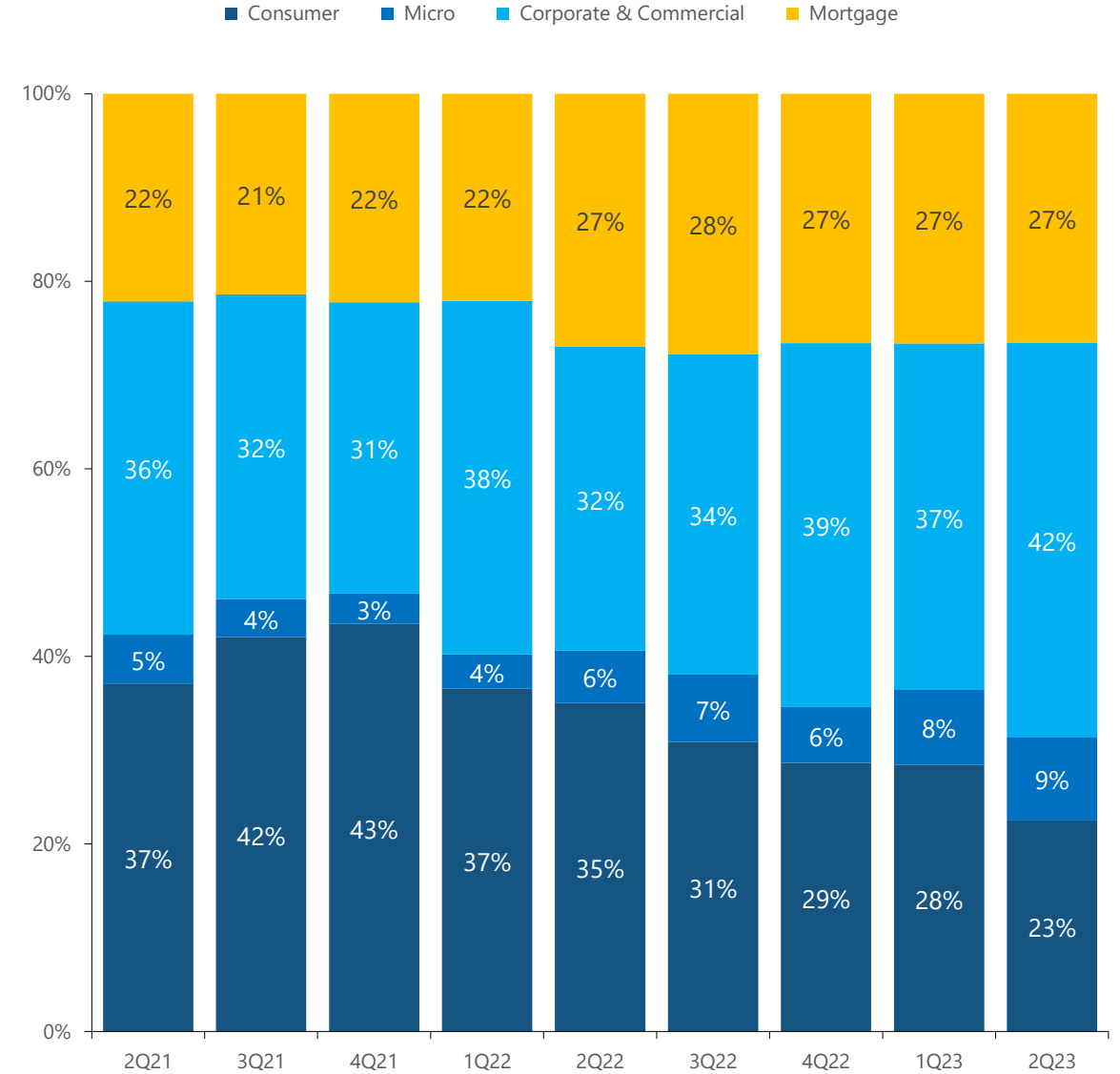
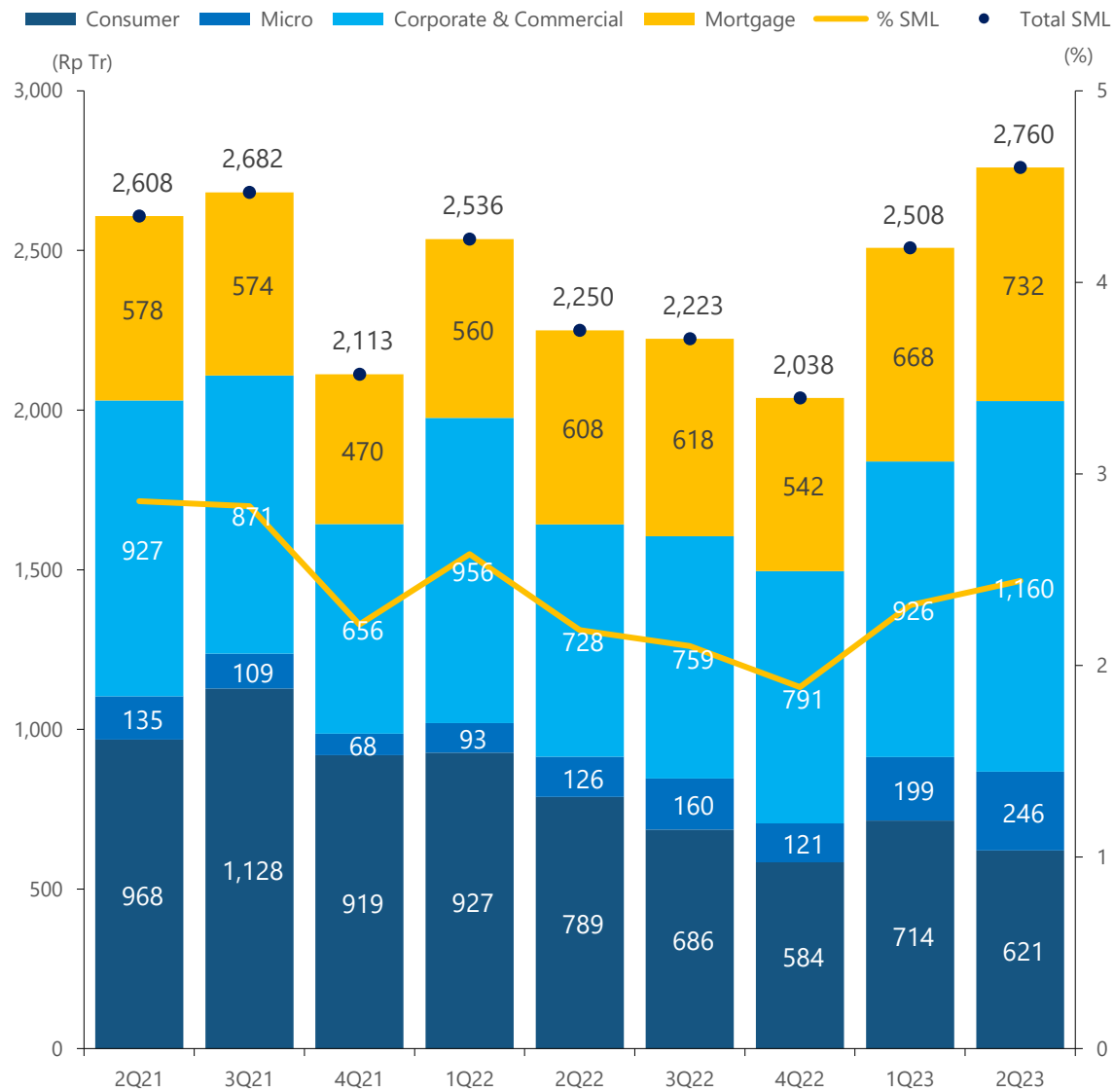
2023 KUR Disbursement  
Rp 920.9 Bn (30.70%)

2023 Allocation  
Rp 3.0 Tr

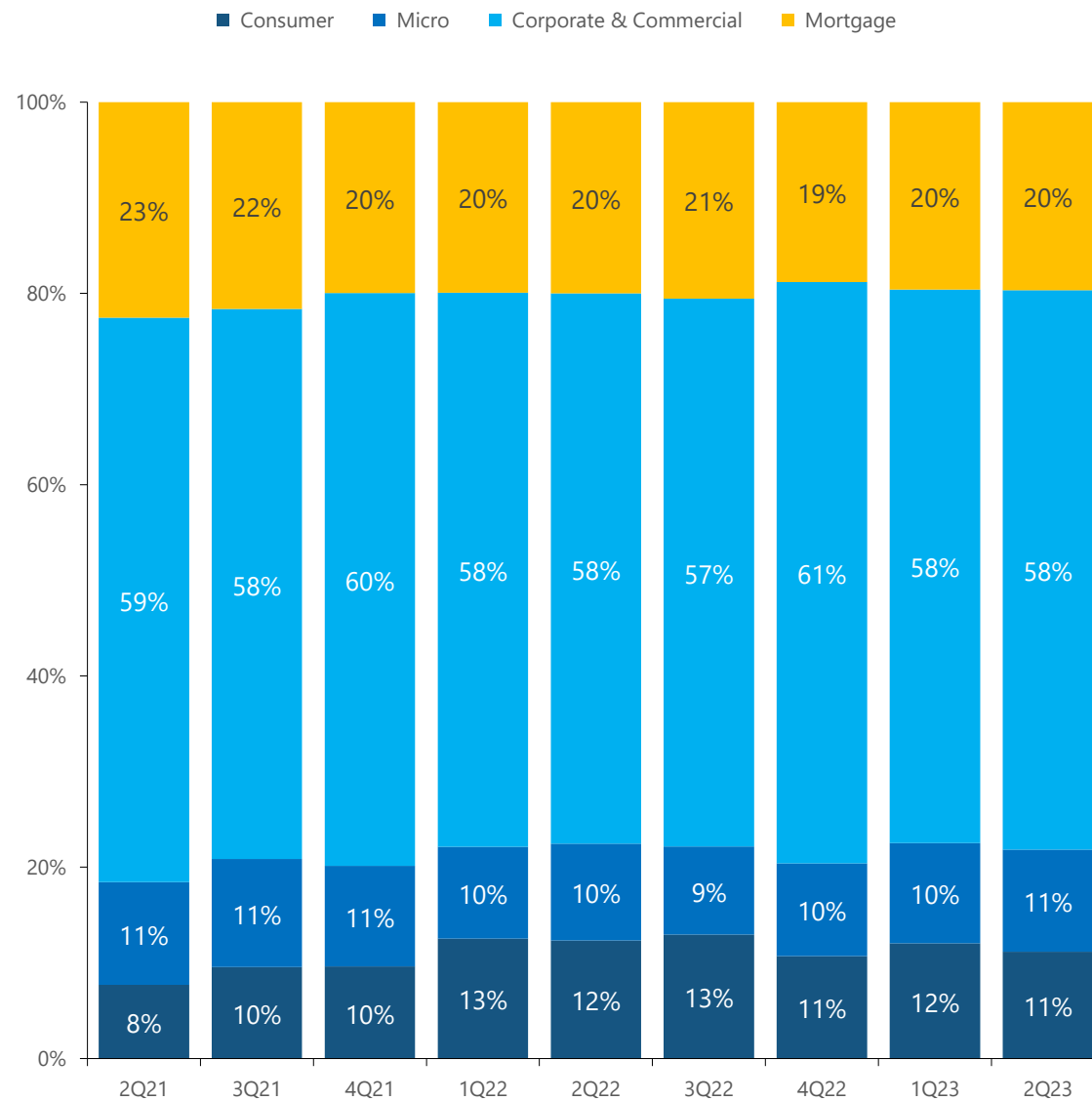
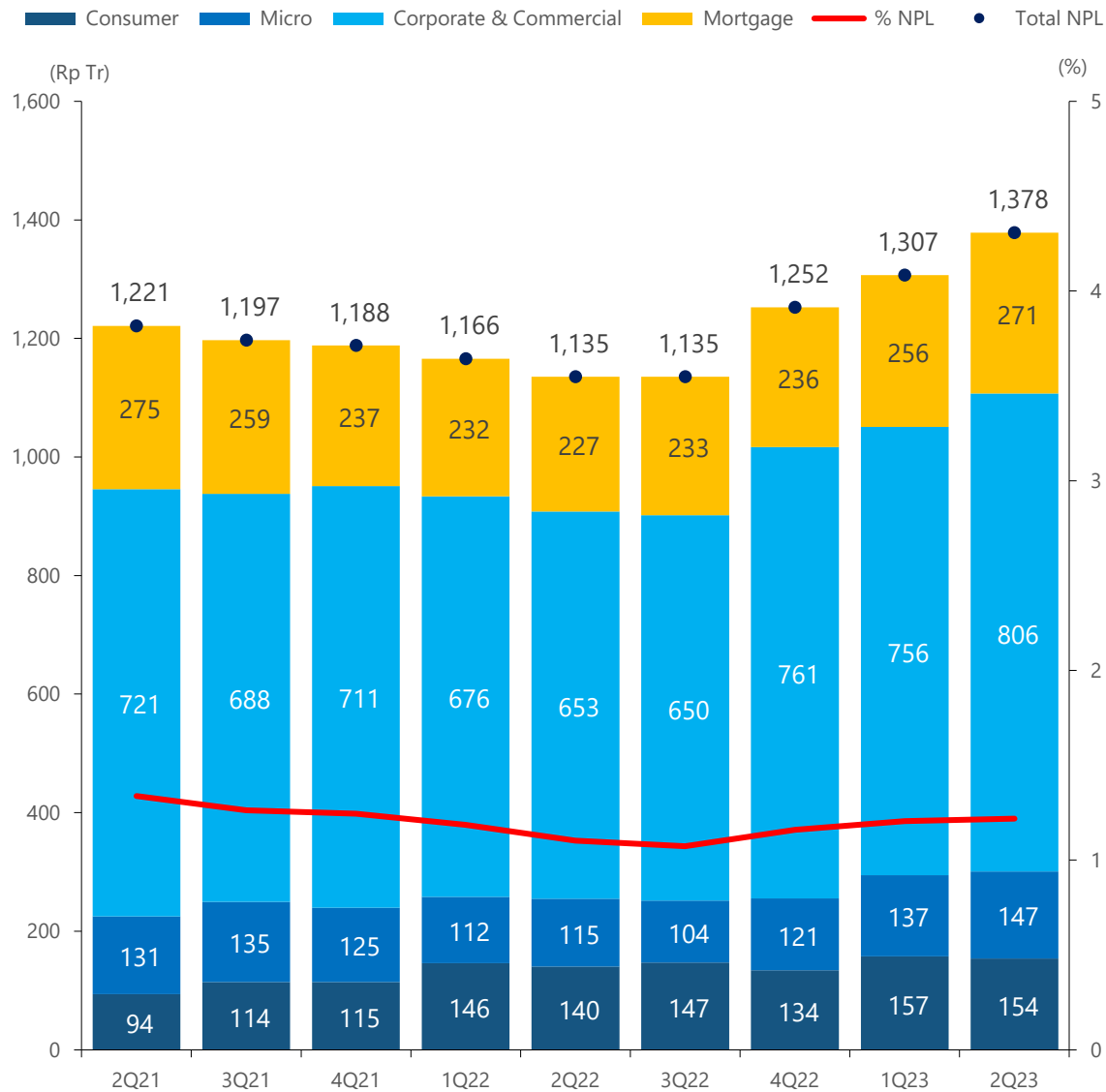
Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	6,483	7,158	+10.4%
Net Expansion YtD (Rp bn)	468	183	-60.9%
Avg. Loans Outstanding (Rp mn)	106	61	-42.0%
No of Account	61,317	116,675	+90.3%
Loan Yield (%)	10.3	10.7	+0.4

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	1.9	3.4	+1.5
NPL	1.8	2.1	+0.3

# Special Mention Loans

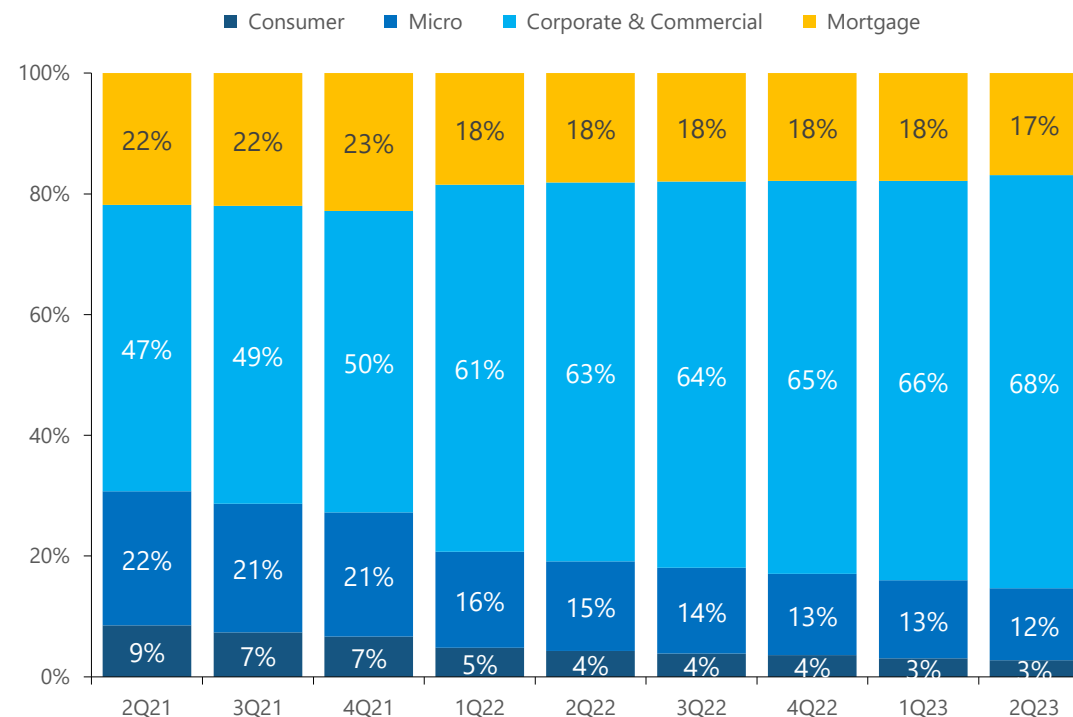
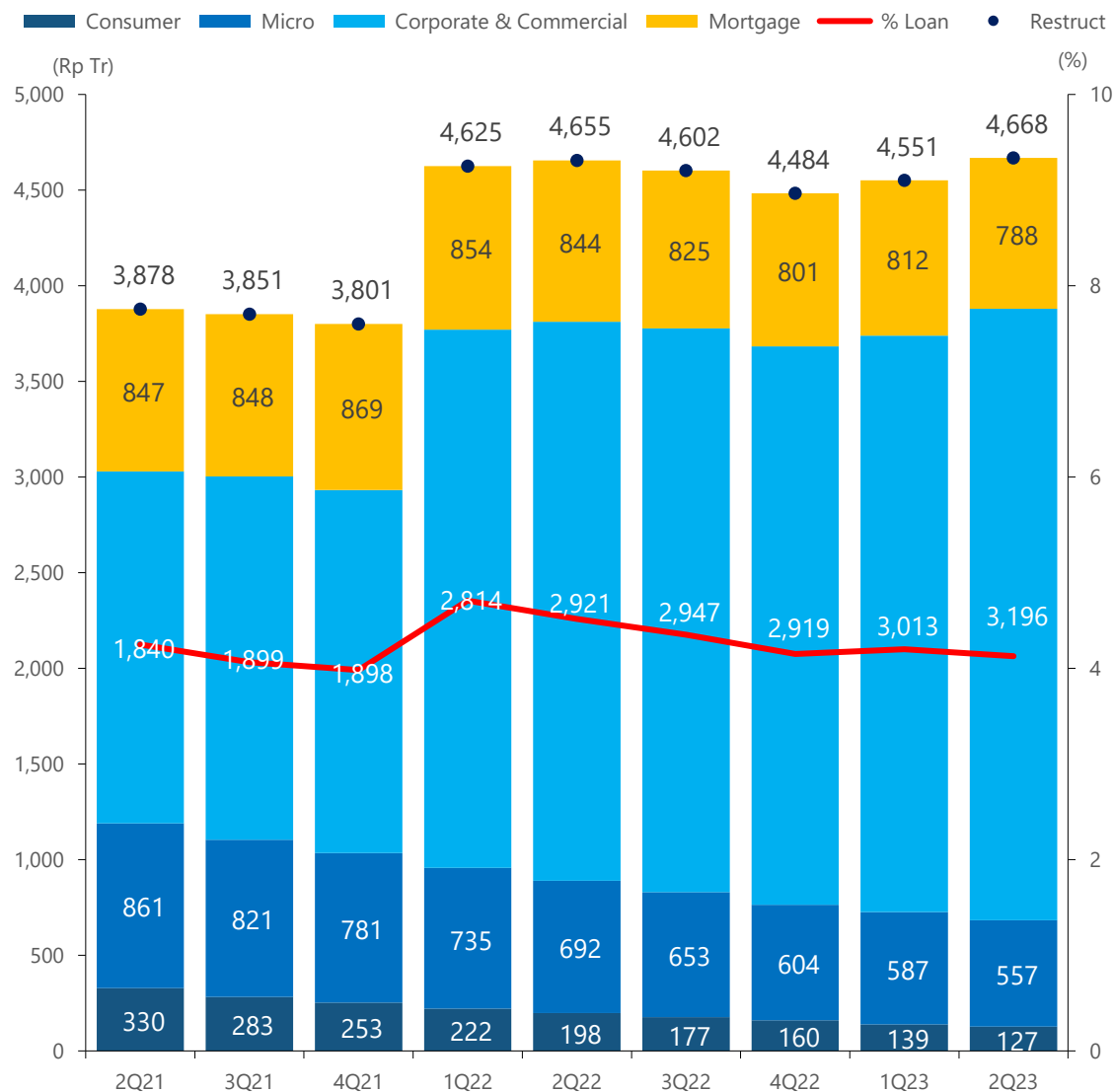


# Non Performing Loans





# Restructured Loans



## Restructured Loan Composition Based On Covid and Non-Covid (2Q23)



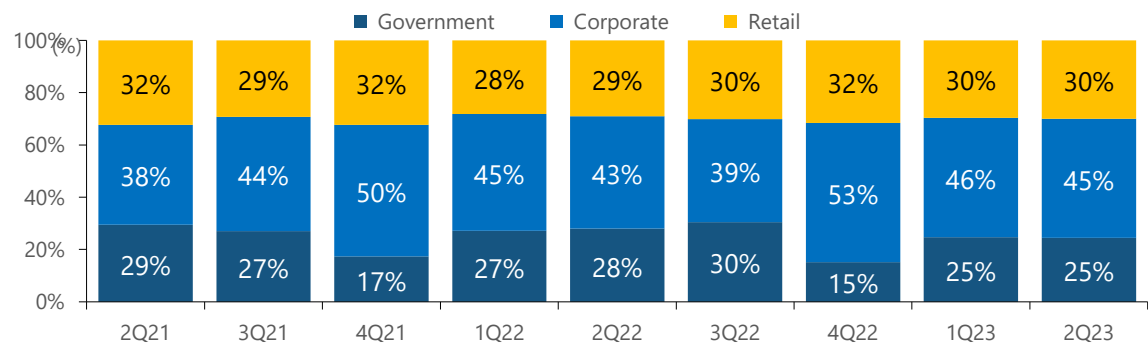
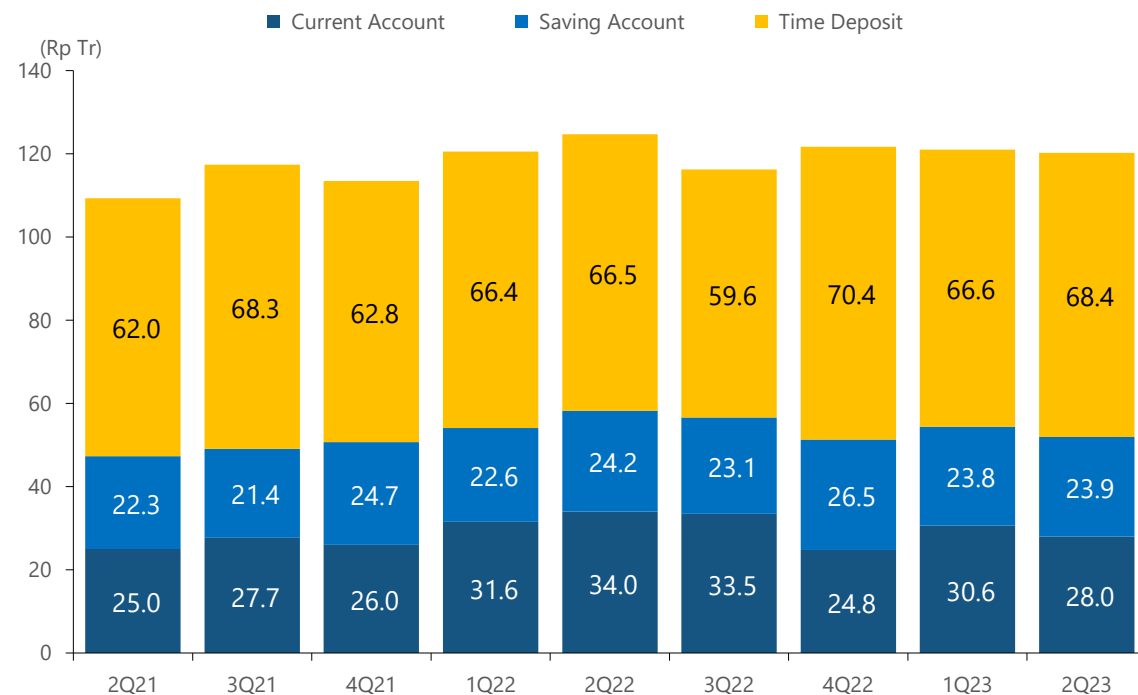
## Restructured Loan Composition Based On Economic Sector (2Q23)





# Deposit Breakdown

Bank Only



Deposits Breakdown (Rp bn)	2Q22	2Q23	YoY (%)
Current Account	34,025	28,022	-17.6%
Saving Account	24,230	23,891	-1.4%
Time Deposit	66,477	68,358	+2.8%
<b>TOTAL</b>	<b>124,732</b>	<b>120,271</b>	<b>-3.6%</b>
CASA Ratio (%)	46.7	43.2	-3.5

Currency (Rp bn)	2Q22	2Q23	YoY (%)
IDR	122,385	118,908	-2.8%
Forex	2,347	1,363	-41.9%



# Capital Adequacy

Risk Weighted Asset (RWA)	2Q22	2Q23	YoY (%)
<b>Total RWA</b>	<b>89,841</b>	<b>84,171</b>	<b>-6.3%</b>
Credit Risk	69,073	73,233	+6.0%
Operational Risk	14,787	6,704	-54.7%
Market Risk	5,981	4,234	-29.2%
<b>RWA/Total Asset</b>	<b>55.1%</b>	<b>50.2%</b>	<b>-4.9%</b>
tier-1	11,823	12,697	+7.4%
tier -2	4,379	4,186	-4.4%
<b>Total Capital</b>	<b>16,201</b>	<b>16,883</b>	<b>+4.2%</b>
<b>Tier-1 CAR</b>	<b>13.2%</b>	<b>15.1%</b>	<b>+1.9%</b>
<b>Total CAR</b>	<b>18.0%</b>	<b>20.1%</b>	<b>+2.1%</b>

• Total Capital Rp 16.9 tr (+Rp 682 bn YoY)

• Total CAR at 20.1% (+202 bps YoY)

CAR Analysis	Risk Weighting	Addition to RWA/ Rp1tr Net Expansion	Net Impact to CAR (%)
<b>Consumer Loans</b>	50%	Rp 500bn	0.12
<b>Micro Loans</b>	75%	Rp 750bn	0.18
<b>Commercial Loans</b>	100%	Rp 1tr	0.24
<b>Mortgage Loans</b>	40%	Rp 400bn	0.09

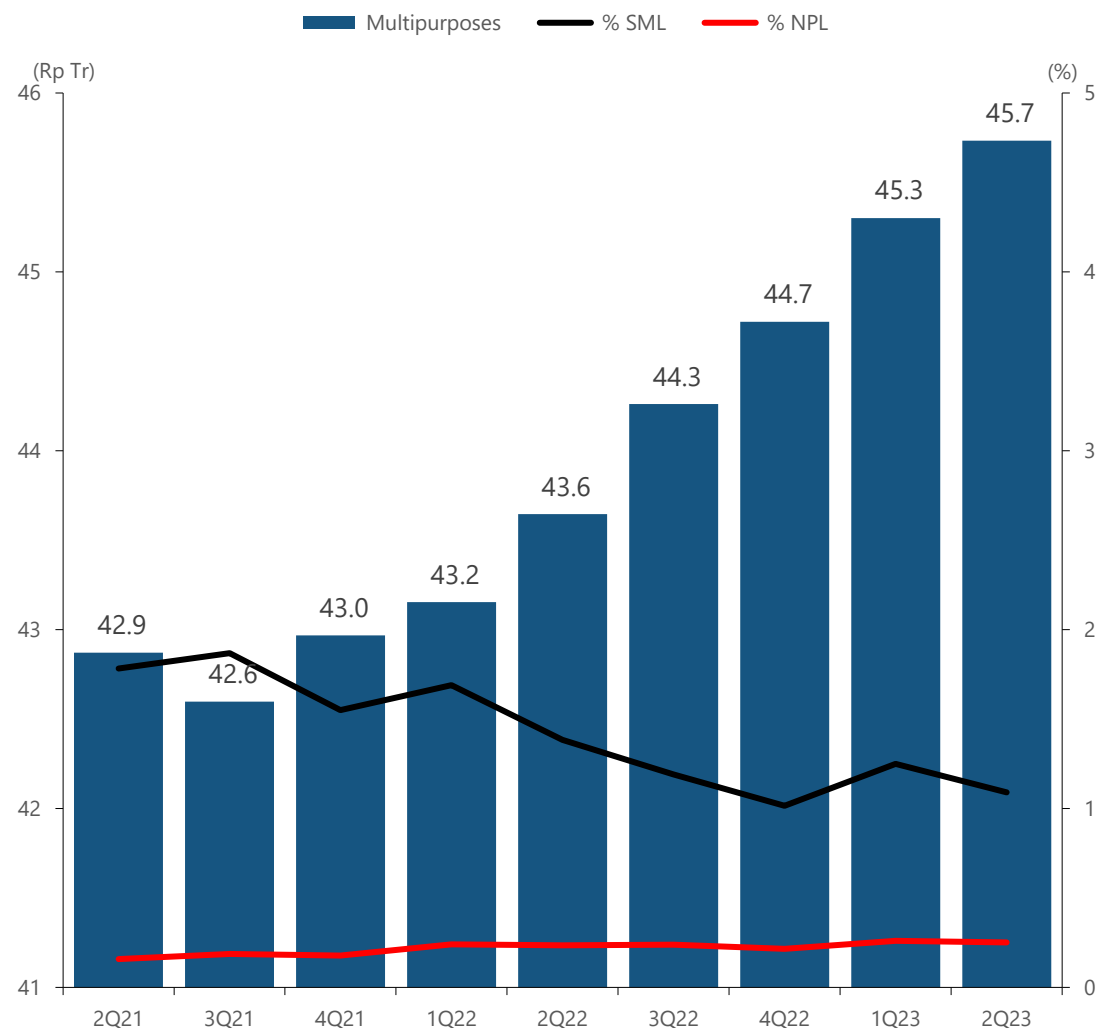


2Q2023 Performance

## Consumer Loan Details



# Multipurpose Loans

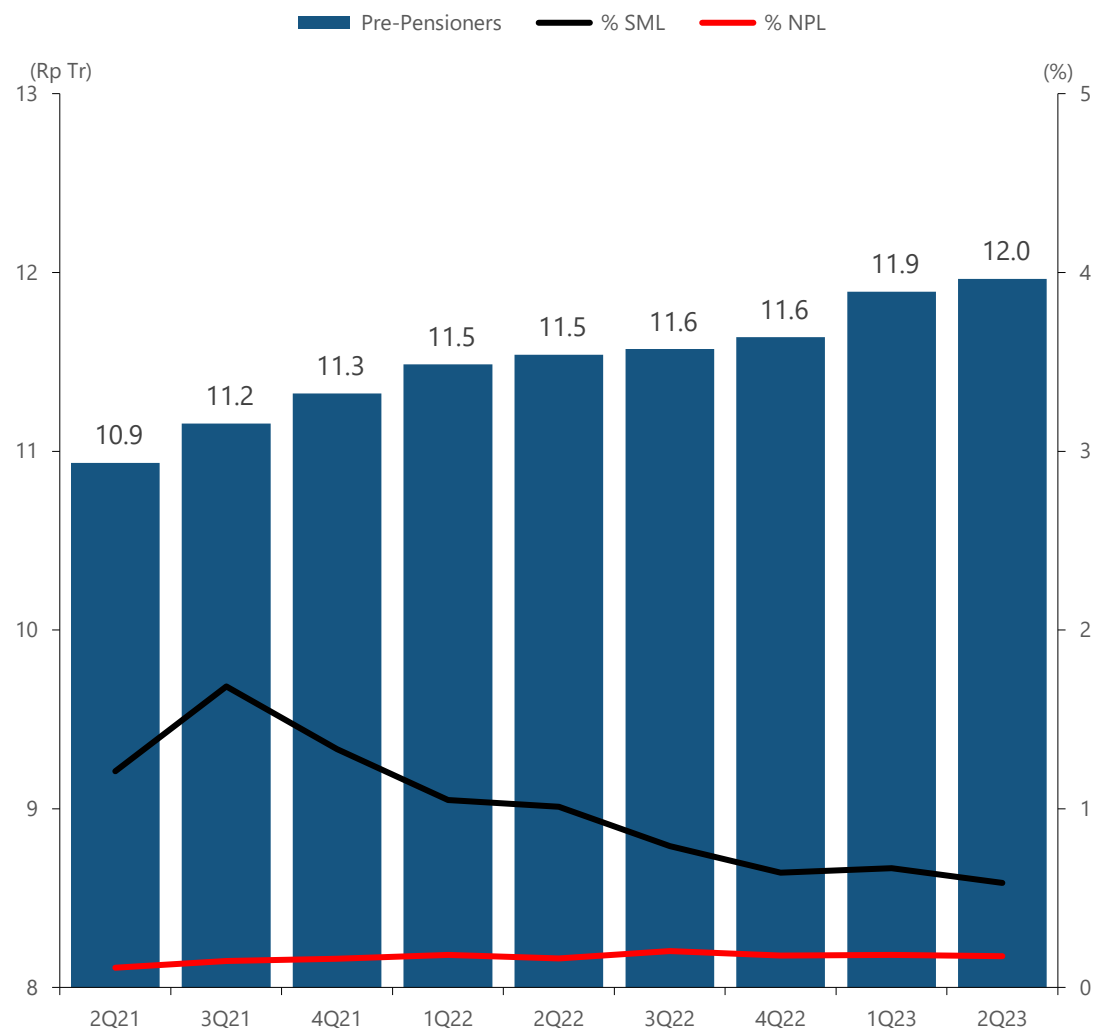


Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding	43,646	45,733	+4.8%
Net Expansion YtD (Rp bn)	678	1,011	+49.1%
Avg. Loans Outstanding (Rp mn)	112	110	-2.1%
No of Account	389,151	416,639	+7.1%
% Portion of Direct Deduction from Payroll	80.0	79.7	-0.3

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	1.4	1.1	-0.3
NPL	0.2	0.3	+0.1



# Pre-Pensioner Loans

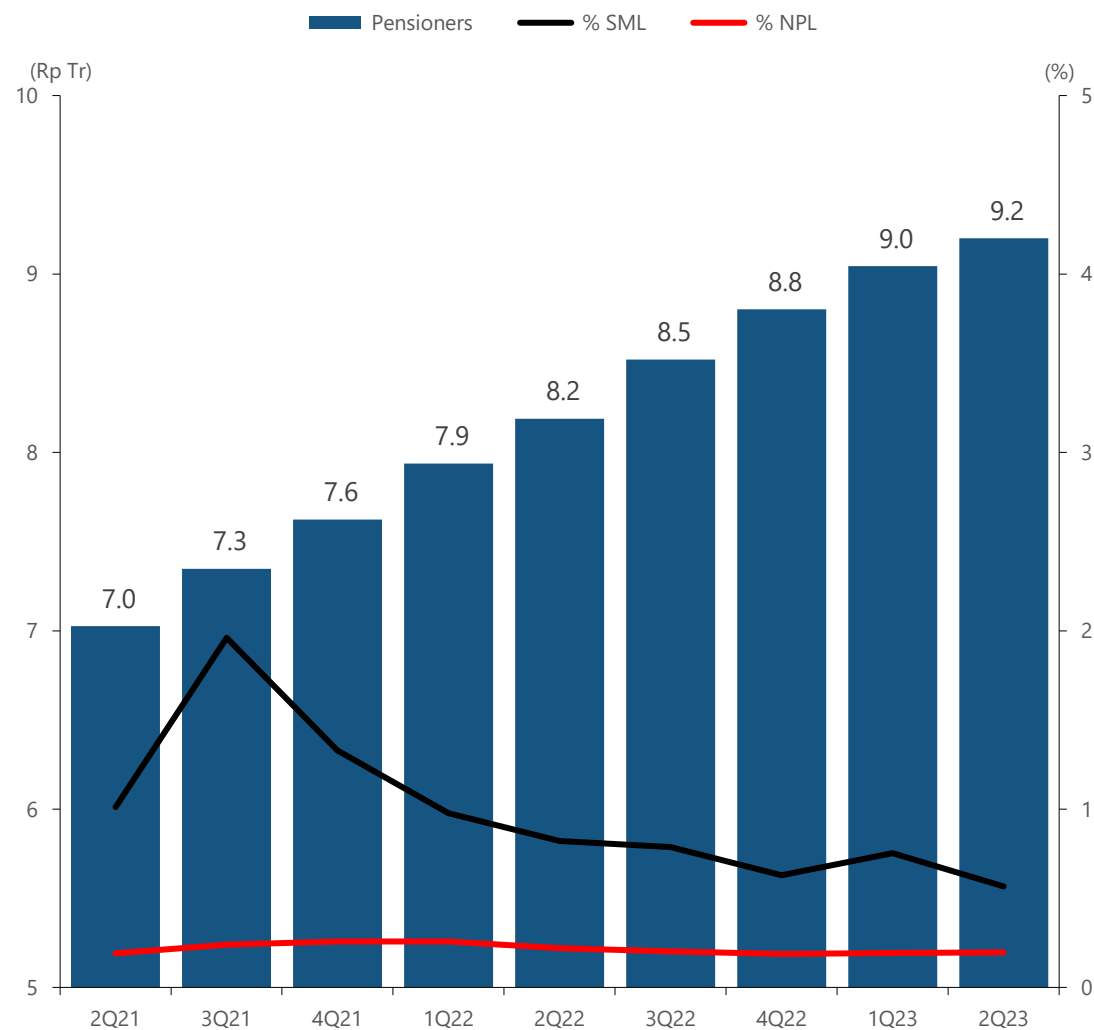


Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding	11,540	11,964	+3.7%
Net Expansion YtD (Rp bn)	217	325	+50.2%
Avg. Loans Outstanding (Rp mn)	166	163	-1.7%
No of Account	69,423	73,241	+5.5%
% Portion of Direct Deduction from Payroll	95.2	95.5	+0.3

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	1.0	0.6	-0.4
NPL	0.2	0.2	-



# Pensioner Loans



Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding	8,189	9,201	+12.4%
Net Expansion YtD (Rp bn)	564	399	-29.3%
Avg. Loans Outstanding (Rp mn)	120	117	-3.0%
No of Account	68,144	78,961	+15.9%
% Portion of Direct Deduction from Payroll	100.0	100.0	-

Asset Quality	2Q22	2Q23	YoY (%)
Special Mention	0.8	0.6	-0.2
NPL	0.2	0.2	-



2Q2023 Performance

## bank bjb Sharia Performance



# Result Summary

bank bjb Sharia

## Income Statement

- Net Financing Income at Rp 275 bn (+4.6% YoY)
- PPOP at Rp 67 bn (-9.8% YoY)
- Net Income at Rp 25 bn (-46.9% YoY)

## Balance Sheet

- Total Financing at Rp 8.0 tr (+17.4% YoY)
- Total Deposits at Rp 8.7 tr (+6.2% YoY)
- Total Asset at Rp 12.0 tr (+10.0% YoY)

## Ratios (bank only)

- NIM at 5.1% (-45 bps YoY)
- ROA at 0.5% (-61 bps YoY)
- ROE at 4.0% (-419 bps YoY)
- NPF Gross at 4.2% (+85 bps YoY)





# Income Statement

bank bjb Sharia

Income Statement (Rp mn)	2Q22	2Q23	YoY (%)
Financing Income	375,079	443,689	+18.3%
Financing Expense	111,896	168,369	+50.5%
<b>Net Financing Income</b>	<b>263,183</b>	<b>275,320</b>	<b>+4.6%</b>
Other Operating Income	21,378	34,964	+63.6%
Operating Expense	209,829	242,903	+15.8%
<b>PPOP</b>	<b>74,732</b>	<b>67,381</b>	<b>-9.8%</b>
Loan Loss Provision	14,552	35,349	+142.9%
Non Operating Expense	158	161	+1.9%
<b>Income (loss) Before Tax</b>	<b>60,022</b>	<b>31,871</b>	<b>-46.9%</b>
Tax Expense	13,205	7,012	-46.9%
<b>Net Income (Loss)</b>	<b>46,817</b>	<b>24,859</b>	<b>-46.9%</b>



# Balance Sheet

bank bjb Sharia



BS highlight (Rp Mn)	2Q22	2Q23	YoY (%)
Cash	60,669	49,295	-18.7%
Current Account with Bank Indonesia	310,349	564,145	+81.8%
Secondary Reserves	3,286,181	2,922,902	-11.1%
Financing-net	6,722,132	7,870,196	+17.1%
Fixed Asset-net	298,465	315,879	+5.8%
Other Asset	257,792	310,533	+20.5%
<b>Total Asset</b>	<b>10,935,588</b>	<b>12,032,950</b>	<b>+10.0%</b>
Total Funding	8,236,410	8,748,077	+6.2%
Fund Borrowings	471,557	550,465	+16.7%
Others	950,964	1,370,637	+44.1%
<b>Total Liabilities</b>	<b>9,658,931</b>	<b>10,669,179</b>	<b>+10.5%</b>
<b>Total Equity</b>	<b>1,276,657</b>	<b>1,363,771</b>	<b>+6.8%</b>

Sharia (%)	2Q22	2Q23	YoY
CAR	22.1	20.3	-1.8
NPF Gross	3.3	4.2	+0.9
NPF Nett	1.8	2.4	+0.6
ROA	1.2	0.5	-0.6
ROE	8.2	4.0	-4.2
BOPO	84.8	93.3	+8.5
FDR	82.9	90.8	+7.9
NIM	5.5	5.1	-0.5



# Financing and Funding Breakdown

bank bjb Sharia

Financing (Rp mn)	2Q22	2Q23	YoY (%)
Murabahah	4,258,769	4,778,287	+12.2%
Qardh	115,391	104,012	-9.9%
Financing	2,479,397	3,161,594	+27.5%
Istishna	657	545	-17.0%
<b>Total Gross Financing</b>	<b>6,854,214</b>	<b>8,044,438</b>	<b>+17.4%</b>

Funding (Rp mn)	2Q22	2Q23	YoY (%)
Wadiah Current Account	89,155	104,628	+17.4%
Wadiah Savings Account	485,730	695,479	+43.2%
Mudharabah Current Account	985,226	825,292	-16.2%
Mudharabah Savings Account	1,626,087	1,488,120	-8.5%
Mudharabah Time Deposit	5,050,212	5,634,558	+11.6%
<b>Total Funding</b>	<b>8,236,410</b>	<b>8,748,077</b>	<b>+6.2%</b>



**Company Profile**  
**bank bjb**



## Board of Commissioners



### **Diding Sakri** Independent Commissioner

Last Position  
Researcher, King's College London,  
United Kingdom (2016-2020)

### **Muhadi** Commissioner

Last Position  
Commissioner of bank bjb  
(2015-2019)

### **Farid Rahman** Independent President Commissioner

Last Position  
President Commissioner of Bank Woori  
Saudara s(2014-2019)

### **Fahlino F. Sjuib** Independent Commissioner

Last Position  
Board Member EBCICON of  
Parahyangan University (2018-2019)

### **Setiawan** Wangsaatmaja Commissioner

Last Position  
Regional Secretary of West Java  
Province Company (2020-now)

## Board of Directors



### **Tedi Setiawan** Director of Operations

Last Position  
SEVP Credit Risk of  
bank bjb (2018-2019)

### **Rio Lanasier** Director of IT, Treasury & International Banking

Last Position  
Managing Director of Treasury,  
Institutional Banking & Funding  
Network of J Trust Bank (2015-2019)

### **Nancy Adistyasari** Director of Commercial & MSME

Last Position  
SVP Commercial Banking of  
Bank Mandiri (2019-2020)

### **Yuddy Renaldi** President Director

Last Position  
SEVP Remedial & Recovery of  
bank BNI  
(2017-2019)

### **Suartini** Director of Consumer & Retail

Last Position  
Director of Commercial  
bank bjb (2014-2018)

### **Nia Kania** Director of Finance

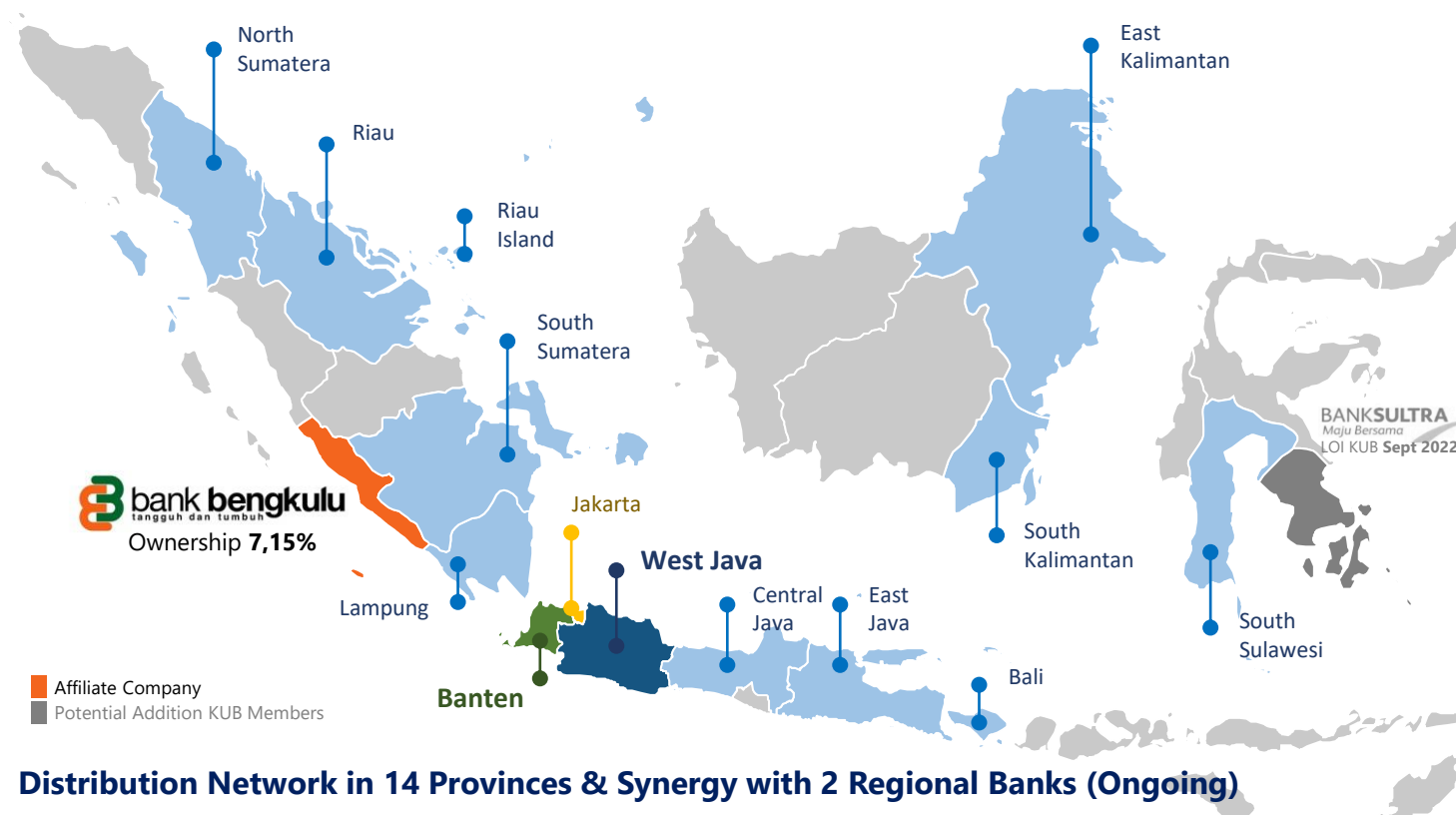
Last Position  
Director of Finance and Risk  
Management bank bjb  
(2019-2021)

### **Cecep Trisna** Director of Compliance

Last Position  
Division Head of Compliance  
& AML bank bjb (2018-  
2021)



# Network Distribution



bjb Network	2Q22	2Q23	YoY
<b>Office Channels</b>	<b>924</b>	<b>923</b>	<b>-1</b>
Branch	65	64	-1
Sub Branch	835	835	-
bjb Priority	18	18	-
MSME Center	6	6	-
<b>Electronic Banking Terminal</b>	<b>1,828</b>	<b>1,889</b>	<b>+61</b>

## Distribution Network in 14 Provinces & Synergy with 2 Regional Banks (Ongoing)

<p>Deposits 60.4 Tr Loans 64.7 Tr Micro Loans 3.9 Tr 3,294,937 Customers</p> <p>35 Branch Offices 633 Sub Branches 1,289 ATM Unit 5,503 Employees</p> <p><b>West Java</b></p>	<p>Deposits 13.4 Tr Loans 14.8 Tr Micro Loans 675 bn 1,193,907 Customers</p> <p>8 Branch Offices 120 Sub Branches 362 ATM Unit 768 Employees</p> <p><b>Banten</b></p>	<p>Deposits 43.1 Tr Loans 22.1 Tr Micro Loans 968 bn 90,304 Customers</p> <p>8 Branch Offices 44 Sub Branches 93 ATM Unit 541 Employees</p> <p><b>Jakarta</b></p>	<p>Deposits 3.4Tr Loans 11.9 Tr Micro Loans 1.6 Tr 95,987 Customers</p> <p>13 Branch Offices 38 Sub Branches 140 ATM Unit 515 Employees</p> <p><b>Others</b></p>
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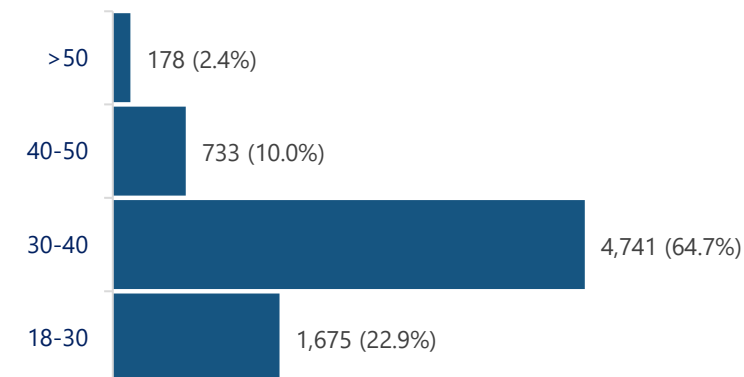


# Human Capital

Level	2Q22	2Q23	YoY
Board of Commissioners	3	5	+2
Directors	7	7	-
Top Management	34	31	-3
Senior Management	172	179	+7
Middle Management	656	639	-17
First Line Management	1,679	1,676	-3
Staff	4,961	4,802	-159
Employee in Pension Preparation	2	-	-2
<b>Total Permanent</b>	<b>7,504</b>	<b>7,327</b>	<b>-177</b>
<b>Total Non Permanent</b>	<b>1,032</b>	<b>1,068</b>	<b>+36</b>
<b>Total</b>	<b>8,536</b>	<b>8,395</b>	<b>-141</b>

## Age Breakdown

By Person



## Gender Diversity

By Percentage



## Human Capital Development Program

**bjb university**

Bjb University becomes the Center of Learning Organization for the development of bank bjb's employees' potential and capabilities.





# Shares and Ratings Information

## Shares

Outstanding shares as of 31 December 2022 : **10,521,443,686 shares**

Shares-Related Corporate Action

- Right Issue I (March 2022) : **682,656,525 Series B Shares**
- Private Placement I (December 2018) : **142,495,995 Series A Shares**

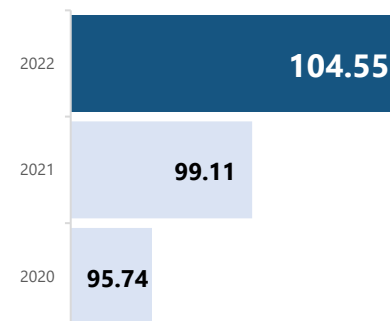


## Ownership

	2Q22	2Q23
<b>Regional Government</b>	<b>75.55</b>	<b>75.55</b>
West Java Provincial Government	38.52	38.52
Banten Provincial Government	4.95	4.95
West Java Municipal Governments	24.15	24.15
Banten Municipal Governments	7.93	7.93

	2Q22	2Q23
<b>Public</b>	<b>24.45</b>	<b>24.45</b>
Local Retail	7.20	8.60
Local Institution	11.20	10.87
Foreign Retail	0.01	0.02
Foreign Institution	6.04	4.96

## Dividend per Share



## Ratings

**Pefindo**  
Corporate Rating  
[idAA/Stable](#)

**Fitch Ratings Indonesia**  
National Long Term Rating  
[A+\(idn\)/Stable](#)



# 2023 Awards



**The Best Conventioal Bank  
(KBMI 2) Corporate Brand  
Infobank**



**TOP BUMD 2023  
Infobank**



**Golden Awards TOP BUMD 2023  
Infobank**



**Best Bank 2023  
Majalah Investor**



**The 1 Best Convinient Branch  
Experience  
Infobank**



**The Best Time Deposit  
Conventional Bank  
Infobank**



**The Best Internet Banking  
Conventioal Bank for DIGI Net  
Infobank**



**Indonesia Innovation Award 2023  
The Economics**



**Detikjabar Award 2023  
Bank for MSME  
Detik.com**



**The Best KPR  
Conventional Bank - bjb KPR  
Infobank**



**The Best Mobile Banking  
Conventional Bank - DIGI by bank bjb  
Infobank**



**The Best Saving Account  
Conventional Bank  
Infobank**



**The 1 Best Priority Banking  
Infobank**



**The 1 Best Priority Staff  
Infobank**



# PT Bank Pembangunan Daerah Jawa Barat dan Banten, Tbk

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