

CORPORATE PRESENTATION 3Q2023



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 2nd Largest Economic Region (Combined)



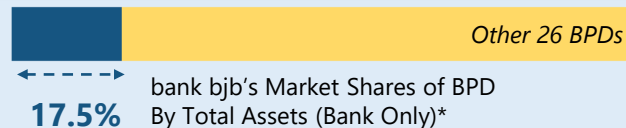
2Q-22 GRDP Growth
+5.25% (West Java)
+4.83% (Banten)

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



Total Assets*
Rp 933 Tr
(8.5% Shares)
Rank #5

Total Net Income*
Rp 8.1 Tr
(5.8% Shares)
Rank #5

*As of 31 July 2023, Bank Only

The First Movers on Sustainable Banking in Indonesia

Strong Commitment to ESG Implementation

Sustainable Portfolio
Rp 15.8 Tr

Gratification Control
(Collaboration with KPK since March, 2011)

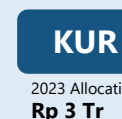
SNI ISO 37001
(Anti-Bribery Management System/SMAP)

MSME and Low Income Segment Empowerment

Empowerment Program



Financing Product



2023 Allocation
Rp 3 Tr



2023 Allocation
8.000 Houses

Formidable Captive Market in a Well-Established Ecosystem

Closed-Loop Penetration in 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)
3 Regional Bank's



Online Channels

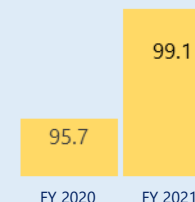
Digi Mobile User
June 2023 (YoY)
+75.0%

QRIS Merchant
June 2023 (YoY)
+46.6%

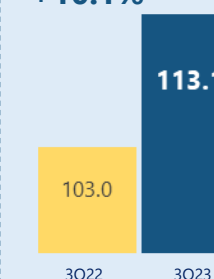
Consistent Dividend Policy Backed By Stable Financial Metrics

Supported by Resilient Business Model

Dividend Per Share
Financial Year 2022
Rp 104,55



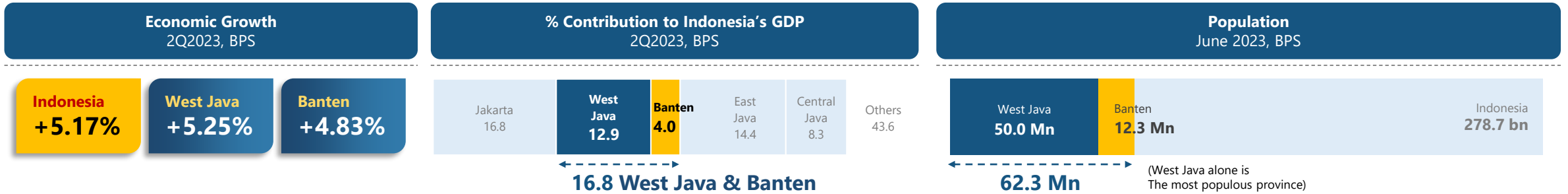
Loan Growth YoY (Bank Only)
+10.1%



Consumer	+6.2%
Mortgage	+15.5%
Corporate	+16.4%
Commercial	+19.1%
Micro	+12.6%

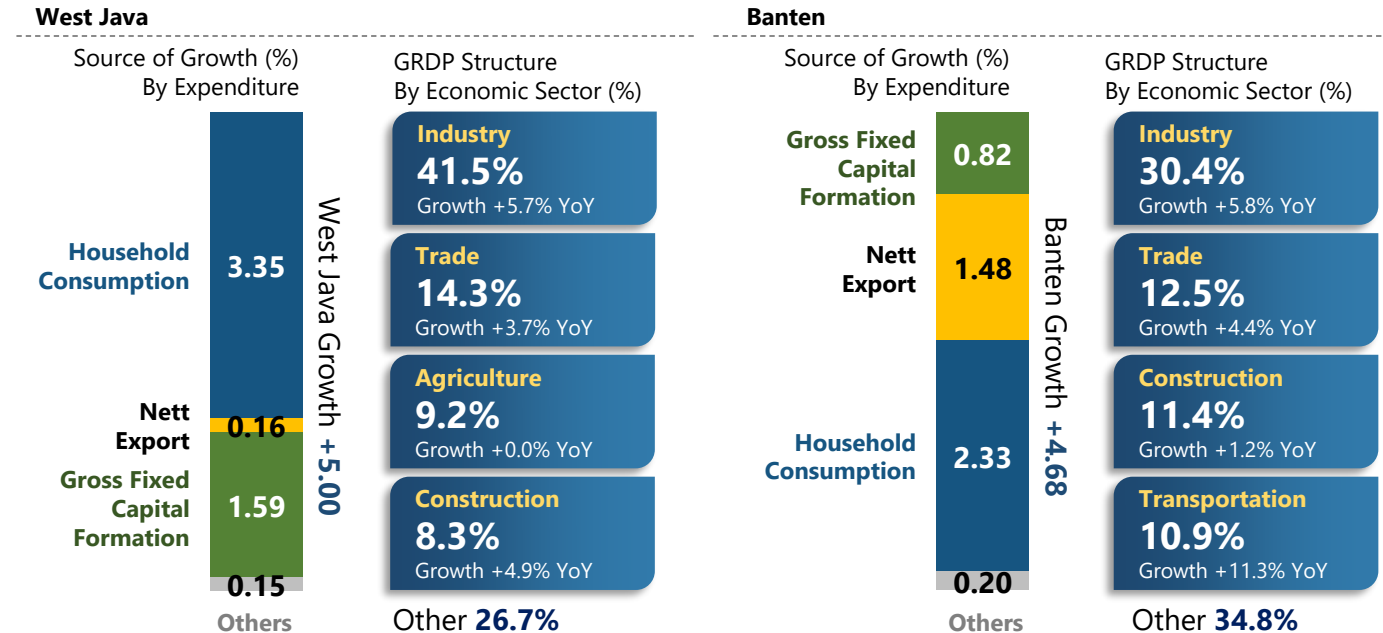
The Economic Potential of West Java & Banten Region

Indonesia's 2nd Largest Economic Region (Combined)



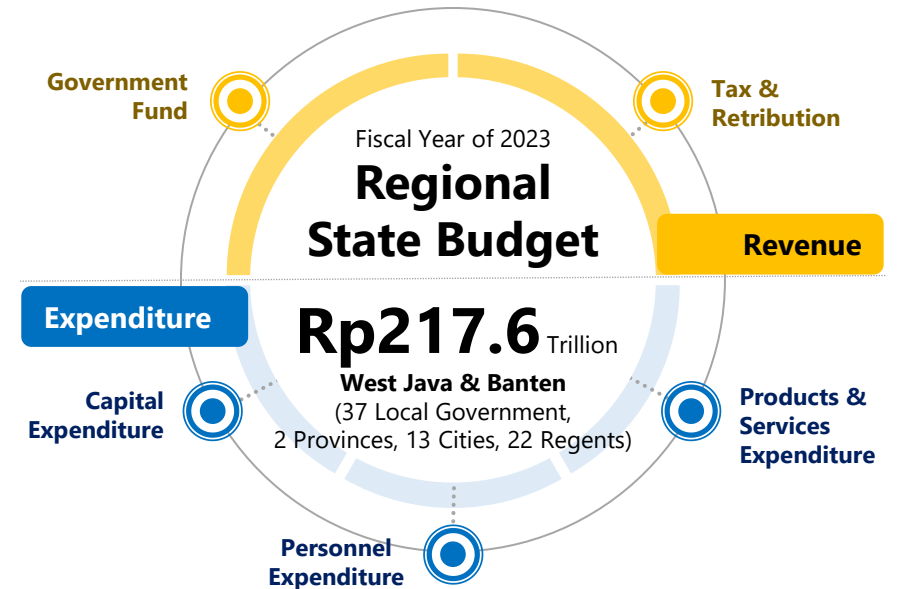
Source of Economic Growth

By Expenditure and Economic Sector, 2Q2023 – Source BPS



Government-Related Value Chain

Closed-Loop Penetration



Pioneer of Regional Development Bank (BPD) Synergy

Indonesia's Largest Regional Development Bank



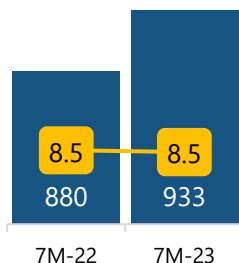
Regional Development Bank Financial Performance

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

■ Rp Trillion ■ Market Share (%)

Total Assets
Rp933 Tr

+6.0% YoY



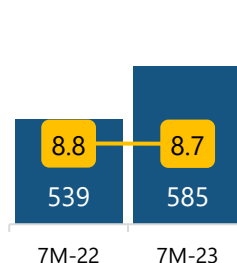
Total Deposits
Rp742 Tr

+5.1% YoY



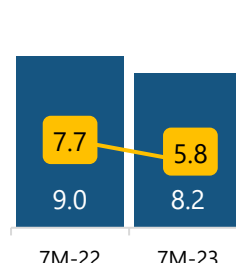
Total Loans
Rp585 Tr

+8.4% YoY



Total Net Profits
Rp8.1 Tr

-9.6% YoY



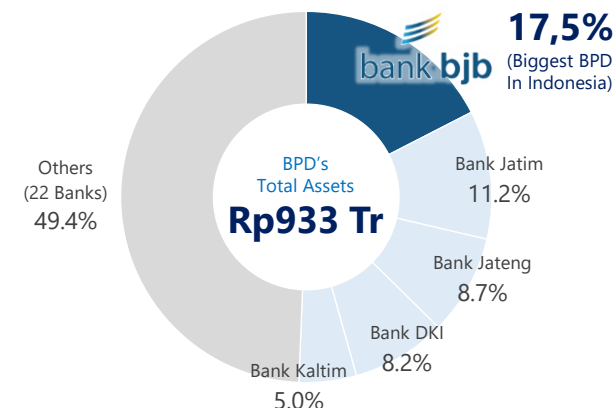
CAR
24.8%
+236 bps YoY

NPL
2.4%
-2 bps YoY

NIM
5.7%
-5 bps YoY

Regional Development Bank Breakdown

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



Bank Business Group

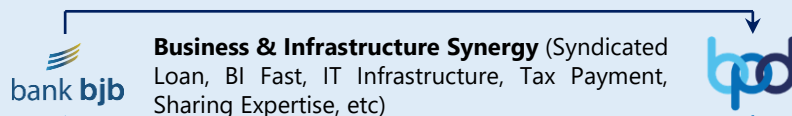
Kelompok Usaha Bank (KUB)

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 BPD with Nett Loss, 2Q2023, 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 Kalsel	2.5	23.3	17.9	11.6	140.6	25.0%	11.9%	3.4%	5.1%
2	Bank Kalteng	2.5	13.1	9.3	9.0	185.8	37.4%	16.0%	1.4%	8.5%
3	Bank Jambi	2.2	12.7	10.0	8.5	208.6	36.4%	19.0%	1.9%	6.4%
4	Bank NTT	2.2	15.7	12.8	11.8	86.0	24.2%	8.0%	2.6%	6.9%
5	Bank SulutGo	1.7	19.7	16.0	14.0	145.3	19.7%	17.3%	2.8%	7.7%
6	Bank Sultra*	1.5	11.8	9.5	8.6	179.9	31.3%	23.8%	1.1%	8.8%
7	Bank NTB Syariah	1.5	13.4	10.3	9.2	111.4	23.4%	14.8%	1.3%	5.6%
8	Bank Maluku Malut*	1.5	9.3	7.4	5.4	65.8	33.1%	8.5%	3.0%	6.4%
9	Bank Sulteng	1.4	11.7	8.1	6.6	139.3	32.3%	21.5%	2.8%	6.0%
10	Bank Banten	1.2	7.5	4.5	3.6	- 24.1	44.6%	-3.8%	9.6%	3.9%
11	Bank Bengkulu*	1.2	8.4	6.8	6.3	53.5	25.5%	9.1%	1.3%	6.1%

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 12.3 tr

Total Deposits
Rp 9.0 tr

Total Financing
Rp 8.3 tr

Net Income
Rp 42.0 bn

ROE 4.5% NI 5.1% NPF 3.7% FDR 91.5%



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 93,75%

bank bjb BPR Intan Jabar
Ownership 11,66%

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
907 Office Channels
3 KUB Synergy (On Going)



Enhancing Online Services



Digi Mobile as Omni Channels



Next Step, Becoming "Smart Mobile Banking"

Multiple Bank
Source of Fund

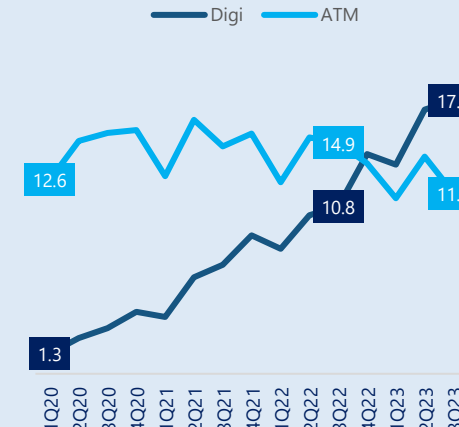
Merging DigiCash
in Digi Mobile

Onboarding Services

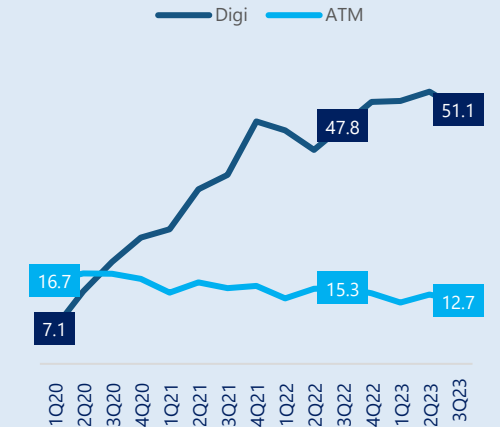
Open Banking Concept

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

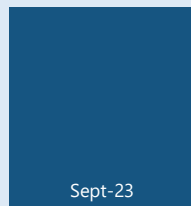
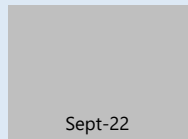


Alibaba Cloud
Anti D-DOS Online Security



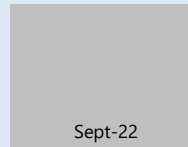
Amazon Web Services
Advisory, Sandboxing, People Capacity

1,106,937
1,631,056

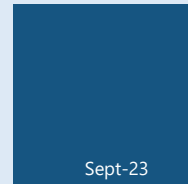


Digi Mobile User
Sept 2023 (YoY)
+47.3%

781,922

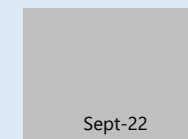


983,655

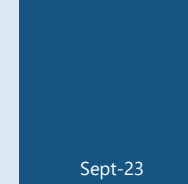


QRIS Merchant
Sept 2023 (YoY)
+25.8%

12,031



16,765



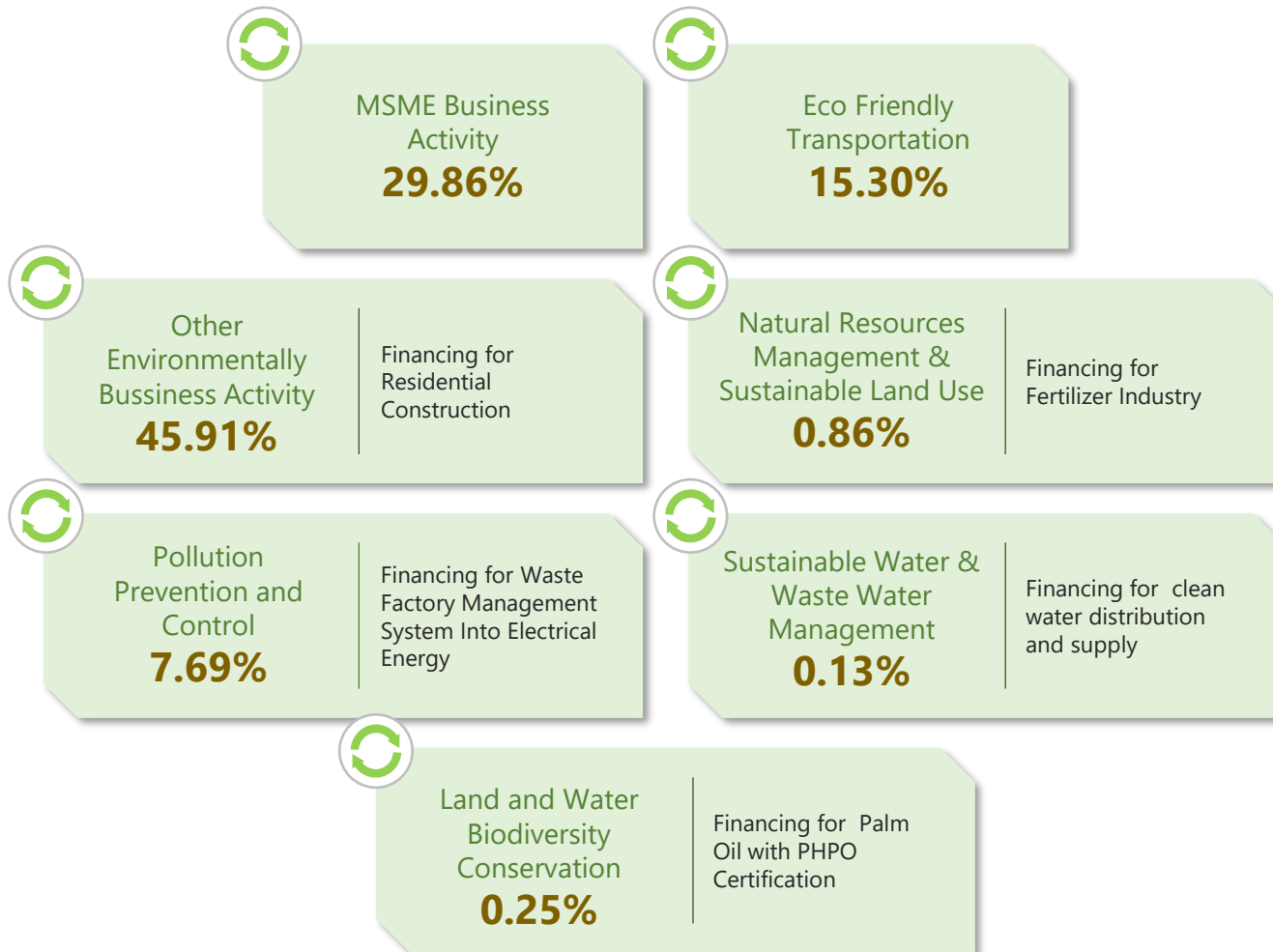
Agent bjb BiSA
/ Branchless
Banking Agent
Sept 2022 (YoY)
+39.3%



Commitment for ESG Implementation

Sustainable Banking

Sustainable Portfolio Rp. 15,8 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 : 16.303 Person in 1.902 house of worship, 1.389 village in 5 Provinces (West Java, Banten, Jakarta. North Sumatra & Bali)

IDX Carbon



Bank bjb participates in the Carbon Exchange (IDXCarbon) by purchasing carbon credits as part of the roadmap to become a carbon-neutral company.



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.**

16.765 agent bjb BiSA
665 Farmer of Petani Milenial
20 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
10.000

Trees Planting
13.000

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

HC Forum, HC Event, HC Journey



Appreciation Day
bjb Better Award 2023
Bandung, 25 Juli 2023

1. HC Forum "Benchmarking Culture with Global Banking" with Managing Partner ACT Consulting.
2. HC Event – Appreciation Night bjb Better Award 2023.
3. HC Forum "Gratification Control Program in Shaping Employee Professionalism" with Representatives from KPK (Corruption Eradication Commission).

Sustainable Governance

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

**Gratification
Control Unit**

**Whistle Blowing
System (bjb WBS)**

**Fraud Detection
System (FDS)**

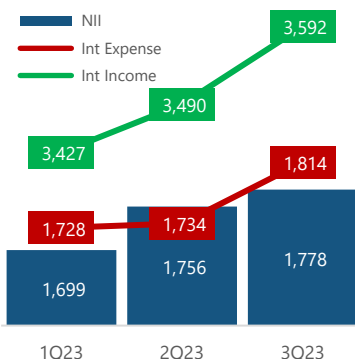




3Q2023 Performance
Consolidated

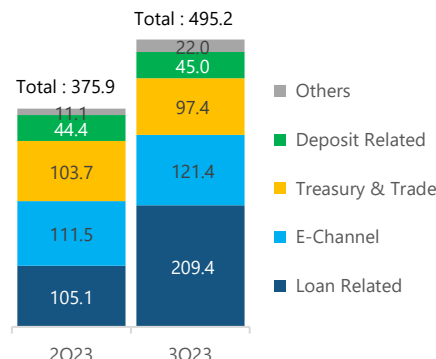
Decent QoQ Growth in NII and FBI

Int Income, Int Expense dan NII
1Q2023 – 3Q202



NII in 3Q23 showed a slight but positive growth of +1.3% QoQ, reaching Rp 1.78 Tr. This growth can be attributed to a +2.9% QoQ increase in Interest Revenue to Rp 3.6 Tr despite there still being pressure on Interest Expense, which have surged by +4.6% QoQ to Rp 1.81 Tr.

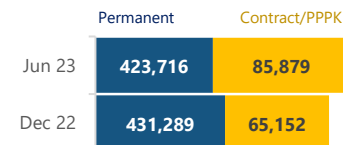
Fee Based Income (FBI) Breakdown
3Q23 Compared to 2Q23, Bank Only



FBI 3Q23 reached Rp 495.2 bn (bank only), reflecting an increase of +31.8% QoQ, primarily driven by a robust growth in Loan-Related activities of +99.2% QoQ to Rp 209.4 bn. Furthermore, E-Channel FBI also increased by +8.9% QoQ, in line with Digi Mobile's transaction growth.

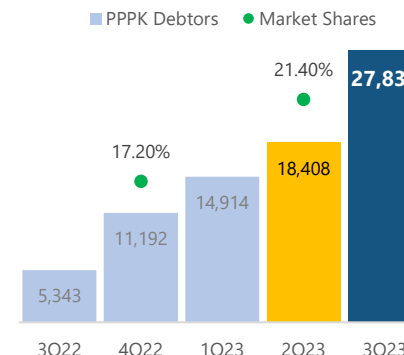
Increasing Growth Rate in High-Yield Segmen, Driven by PPPK

Number of Civil Servant in
West Java & Banten (by Person)

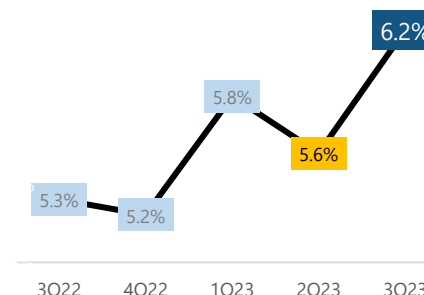


Market Share
~54,4%
(Permanent ASN Only, Jun 2023)

Growth of PPPK Debtors & Market Share
in West Java & Banten (by Person)



Consumer Loan Growth Rate (YoY)
3Q22 – 3Q23



The Civil Servant Law (UU ASN) in 2023 has prompted a shift in status for honorary staff to become contract-based Civil Servants (Pegawai Pemerintah dengan Perjanjian Kerja/PPPK). In general, PPPK has similar rights to the usual Civil Servant. However, they are bound by a specified contract duration, while civil servants typically work until their retirement age. There has been a notable increase in the PPPK population in West Java and Banten, growing by 20,727 individuals (+31.8%) from December 2022 to June 2023, and it is still an ongoing process. This has become a positive catalyst for bank bjb's Consumer Loans (12.6 Loan Yield). This can be seen in the increasing number of PPPK debtors by 9,427 individuals (+51.2%) in 3Q2023 alone, which saw a market share increase from 17.2% in 4Q22 to 21.4% in 2Q23 and increasing Consumer Loans growth rate from 5.6% in 2Q23 to 6.2% in 3Q23. With loans being booked at a reprised-up rate (+25 bps up to +50 bps), Consumer Loans are expected to book a better yield and margin when the benchmark rate starts to decline.

Challenges from The Recent Benchmark Rate Hike and Increasing Provisioning

The recent benchmark rate/7DRR hike (+25 bps to 6%) in October 2023, coupled with a higher for longer outlook, posed challenges for bank bjb to continue optimizing its asset and liability management, especially those that are sensitive to interest rate movements. Additionally, Loan Loss Provision amounted Rp 168 billion in 3Q23 exceeding the usual quarterly provision (+/- Rp 100 billion). Nevertheless, the guidance for FY 2023 will remain intact, particularly with Cost Of Funds expected to remain between 4.25% and 4.75% (4.3% in 3Q2023) and Cost Of Credit staying within the range of 0.1% to 0.3% (0.2% in 3Q2023).



Financial Performance

3Q2023 Result Summary

Income Statement

- Net Interest Income at Rp 5.23 tr (-15.5% YoY)
- PPOP at Rp 2.10 tr (-17.0% YoY)
- LLP at Rp 358 bn (+22.9% YoY)
- Net Income at Rp 1.42 tr (-20.5% YoY)

Balance Sheet

- Total Loans at Rp 116.6 tr (+9.9% YoY)
- Total Financing at Rp 8.3 tr (+14.8% YoY)
- Total Deposits at Rp 130.8 tr (+4.7% YoY)
- Total Asset at Rp 179.3 tr (+5.3% YoY)

Ratios (bank only)

- NIM at 4.86% (-97 bps YoY)
- ROA (Net) at 1.10% (-39 bps YoY)
- ROE (Net) at 11.96% (-485 bps YoY)
- NPL (Gross) at 1.26% (+19 bps YoY)

Income Statement

Consolidated

Income Statement (Rp bn)	YoY Result		YoY (%)	YoY (Rp bn)	3Q22	1Q23	QoQ Result			
	9M22	9M23					2Q23	3Q23	QoQ (%)	YoY (%)
Interest Income	9,879	10,509	+6.4%	630	3,361	3,427	3,490	3,592	+2.9%	+6.9%
Interest Expense	3,689	5,275	+43.0%	1,586	1,268	1,728	1,734	1,814	+4.6%	+43.1%
Net Interest Income	6,190	5,234	-15.5%	(957)	2,093	1,699	1,756	1,778	+1.3%	-15.1%
Fee Based Income	1,132	1,253	+10.7%	121	391	362	386	505	+31.1%	+29.2%
Operating Expense	4,886	4,509	-7.7%	(377)	1,690	1,579	1,428	1,502	+5.2%	-11.1%
Gain (Loss) on Financial Statement	95	123	+29.5%	28	40	70	40	14	-65.6%	-65.9%
PPOP	2,531	2,100	-17.0%	(431)	834	552	754	795	+5.5%	-4.7%
Loan Loss Provision	291	358	+22.9%	67	97	100	90	168	+86.5%	+73.2%
Non Operating Expense	19	18	-4.8%	(1)	9	5	7	6	-5.6%	-33.0%
PBT	2,221	1,724	-22.4%	(496)	728	446	657	621	-5.5%	-14.7%
Tax Expense	438	307	-29.8%	(131)	143	80	115	113	-1.6%	-21.2%
Net Income	1,783	1,417	-20.5%	(366)	585	366	543	508	-6.4%	-13.1%



Balance Sheet

Consolidated



Balance Sheet (Rp bn)	3Q22	4Q22	1Q23	2Q23	3Q23	YoY (%)
Cash	2,475	3,300	2,944	2,883	2,264	-8.5%
Current Account with Bank Indonesia	11,855	13,033	10,998	8,947	11,920	+0.5%
Secondary Reserves	35,588	41,876	37,347	36,425	32,028	-10.0%
Loans & Financing	113,406	115,756	116,449	121,282	124,986	+10.2%
Allowance (-)	(1,923)	(1,792)	(1,831)	(1,880)	(1,934)	+0.6%
Fixed Asset (Net)	4,523	4,563	4,617	4,678	4,740	+4.8%
Other Asset	4,283	4,505	5,338	5,359	5,306	+23.9%
Total Asset	170,207	181,241	175,862	177,694	179,310	+5.3%
Total Third Party Fund	125,025	131,139	129,795	129,080	130,857	+4.7%
Marketable Securities Issued	6,391	5,551	5,552	5,553	4,638	-27.4%
Fund Borrowings	19,895	22,046	17,203	17,938	17,535	-11.9%
Repo	1,330	3,081	461	2,942	2,822	+112.1%
Others	3,602	4,665	7,635	7,279	8,417	+133.7%
Total Liabilities	156,244	166,482	160,645	162,791	164,268	+5.1%
Total Equity	13,963	14,759	15,217	14,904	15,042	+7.7%

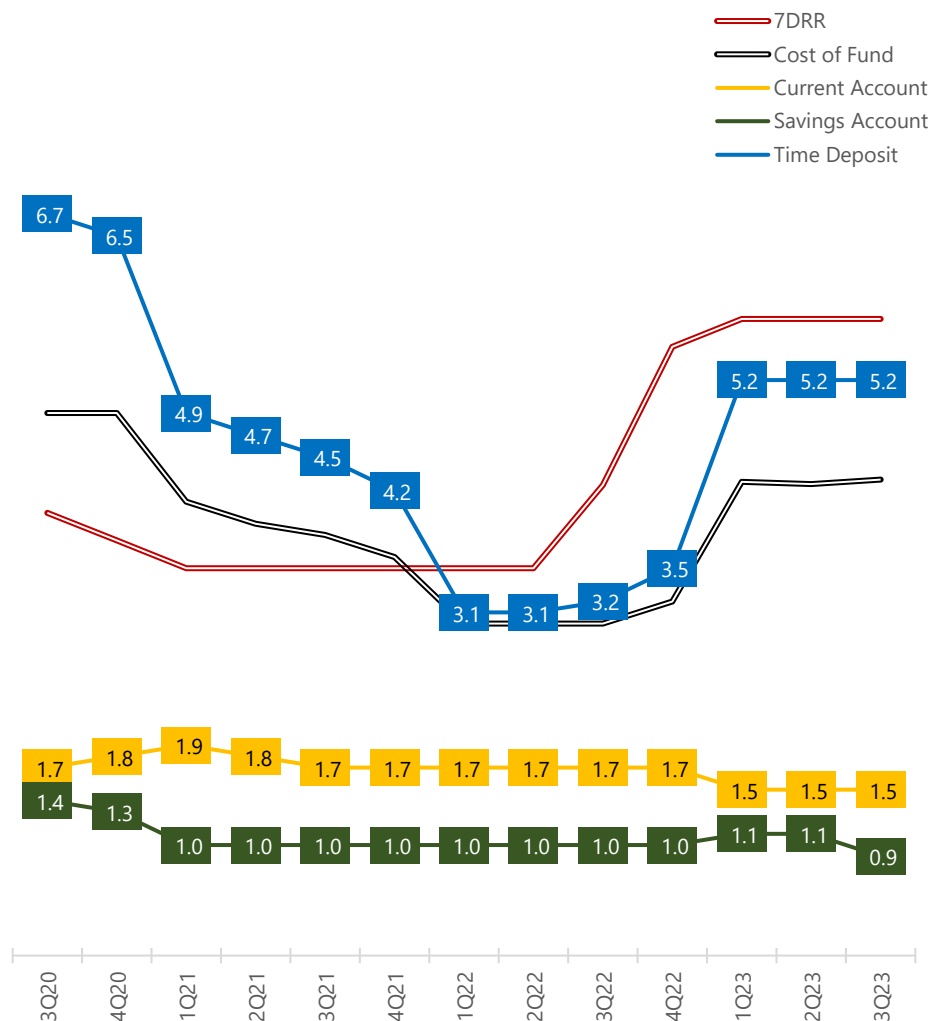


Key Ratios

Bank Only

Key Ratios (%)		3Q22	4Q22	1Q23	2Q23	3Q23	YoY
Profitability	Return on Assets/ROA (Net)	1.5	1.4	0.9	1.1	1.1	-0.4
	Return on Equity/ROE (Net)	16.9	15.5	9.2	11.7	12.0	-4.9
	Cost to Income Ratio/CIR	66.8	70.0	75.4	71.0	69.4	+2.7
	Expenses Ratio/BOPO	78.7	80.4	87.8	85.0	84.7	+6.0
	Net Interest Margin/NIM	5.8	5.9	4.8	4.8	4.9	-1.0
	Assets Yield	8.8	9.0	9.0	9.0	9.1	+0.2
	Cost of Fund/COF	3.0	3.2	4.3	4.3	4.3	+1.3
Asset Quality	Special Mention Ratio	2.1	1.9	2.3	2.4	2.4	+0.3
	Non-Performing Loan/NPL (Gross)	1.07	1.16	1.21	1.22	1.26	+0.19
	Non-Performing Loan/NPL (Nett)	0.4	0.5	0.5	0.3	0.6	+0.3
	Loan At Risk/LAR	6.4	6.1	6.4	6.4	6.2	-0.2
	Coverage Ratio	148.9	124.3	121.9	119.1	114.7	-34.2
	Cost of Credit/COC	0.3	0.1	0.1	0.1	0.2	-0.1
Funding, Liquidity & Capital	Loan To Deposit Ratio/LDR	88.2	85.0	86.0	90.4	92.4	+4.2
	Macroprudential Intermediation Ratio/RIM	87.1	84.5	85.7	90.2	92.1	+5.1
	Macroprudential Inclusive Financing Ratio/RPIM	60.4	62.0	61.8	61.4	58.6	-1.9
	Net Stable Funding Ratio/NSFR	100.9	104.8	102.5	100.9	100.0	-0.8
	Liquidity Coverage Ratio/LCR	207.9	206.7	207.2	198.1	196.9	-11.1
	Capital Adequacy Ratio/CAR	17.7	19.2	21.1	20.1	19.6	+1.9

Cost of Fund Breakdown Trend



Asset Yield (%)	3Q22	4Q22	1Q23	2Q23	3Q23
Placement to BI	2.8	3.0	6.6	6.2	8.8
Interbank Placement	0.9	5.2	1.1	1.2	1.1
Securities	4.6	5.2	5.1	5.3	5.3
Loans Yield	10.8	10.8	10.4	10.4	10.4

Asset Yield Distribution

Loan; 88.9%
Securities; 9.7%
Others; 1.4%

Cost of Fund (%)	3Q22	4Q22	1Q23	2Q23	3Q23
Current Account	1.7	1.7	1.5	1.5	1.5
Savings Account	1.0	1.0	1.1	1.1	0.9
Time Deposit	3.2	3.5	5.2	5.2	5.2
Customers Deposit	2.5	2.6	3.6	3.6	3.5
Loans received	4.6	4.7	6.7	7.2	7.4
Interbank Liabilities	1.9	2.0	4.3	4.7	5.5
Debt Securities Issued	8.6	8.8	8.6	8.2	8.4
Cost of Fund	3.0	3.2	4.3	4.3	4.3

Cost of Fund Distribution

Deposit; 69.0%
Term Loan; 16.9%
Securities; 9.4%
Others; 4.7%

(%)	3Q22	4Q22	1Q23	2Q23	3Q23	2023 Guidance
Loans Growth	11.6	13.1	10.3	9.8	10.1	10.0 ± 1.0
Loan to Deposit Ratio	88.2	85.0	86.0	90.4	92.4	≤ 92.0
NIM	5.8	5.9	4.8	4.8	4.9	4.75 ± 0.25
Cost of Fund	3.0	3.2	4.3	4.3	4.3	4.5 ± 0.25
Coverage Ratio	148.9	124.3	121.9	119.1	114.7	110 - 120
Gross NPL	1.07	1.16	1.21	1.22	1.26	1.2 ± 0.1
Cost of Credit	0.3	0.4	0.1	0.1	0.2	0.2 ± 0.1
CASA Ratio	48.7	42.1	45.0	43.2	42.7	40 ± 5

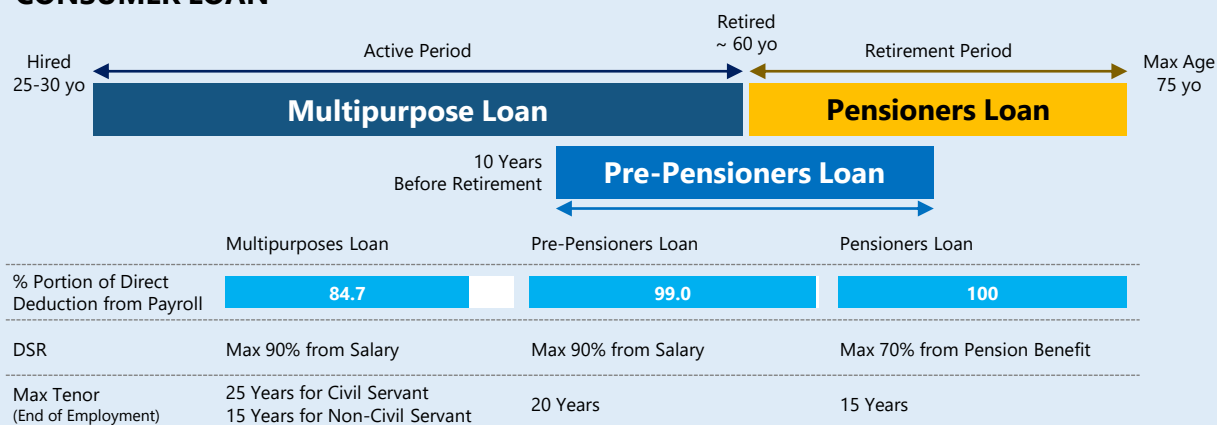


3Q2023 Performance

Bank Only Details

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
Jun 23	423,716	85,879
Dec 22	431,289	65,152

Market Share
~54,4%
(Permanent ASN Only, Jun 2023)

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

Sep 23	151,146
Jun 23	145,614

Penetration Rate
~44,9%
(Pensioners That Have a Loan From BJBR)

MORTGAGE

Regular Program

Primary

Construction

Take Over

Refinancing

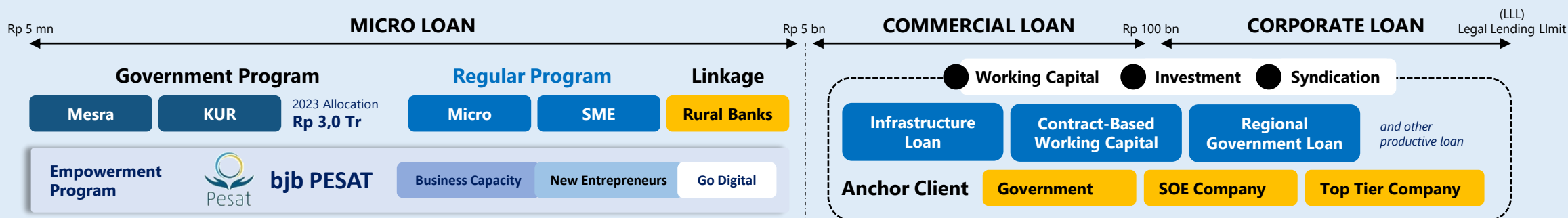
Government Program

FLPP

2023 Allocation
8.000 NoA

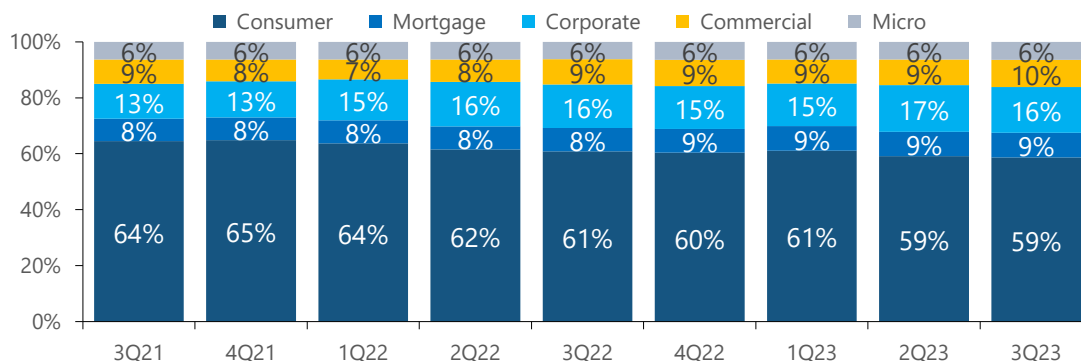
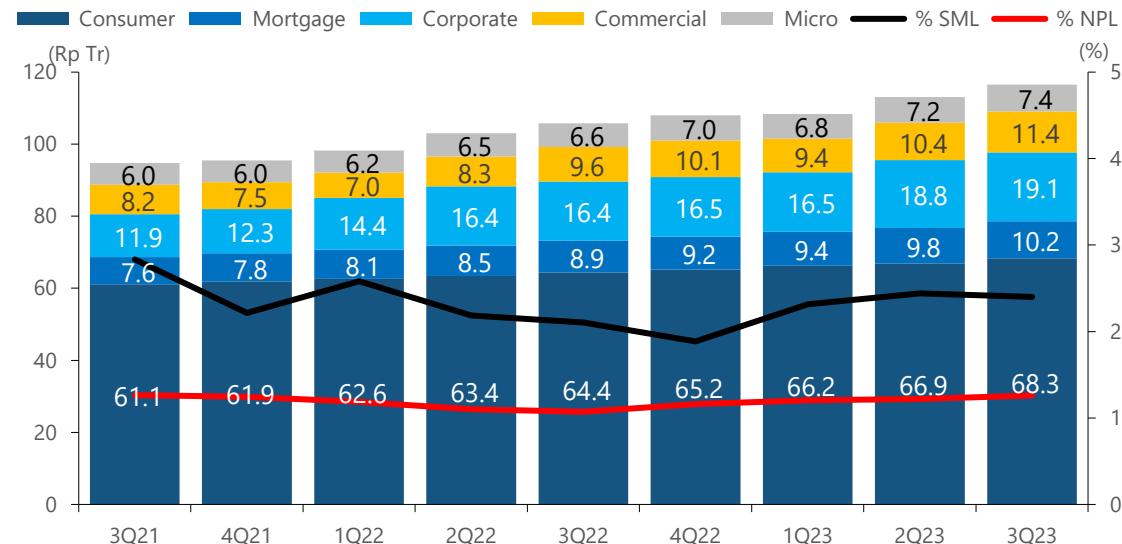
Potential Disbursement Per NoA
~Rp 125-150 Mn

Productive Segment



Loans Breakdown

Loans Outstanding



Economic Sectors (Business Segment 3Q23)



Segment (Rp bn)		3Q22	3Q23	YoY (%)
Consumptive Segment	Consumer	64,353	68,335	+6.2
	Mortgage	8,853	10,228	+15.5
Productive Segment	Corporate	16,395	19,091	+16.4
	Commercial	9,560	11,384	+19.1
	Micro	6,608	7,441	+12.6
Total Gross Loans		105,768	116,479	+10.1

Asset Quality (%)		3Q22	3Q23	YoY (%)
Special Mention		2.1	2.4	+0.3
NPL		1.07	1.26	+0.19

Currency (Rp bn)		3Q22	3Q23	YoY (%)
IDR		104,627	115,236	+10.1
Forex		1,141	1,244	+9.0

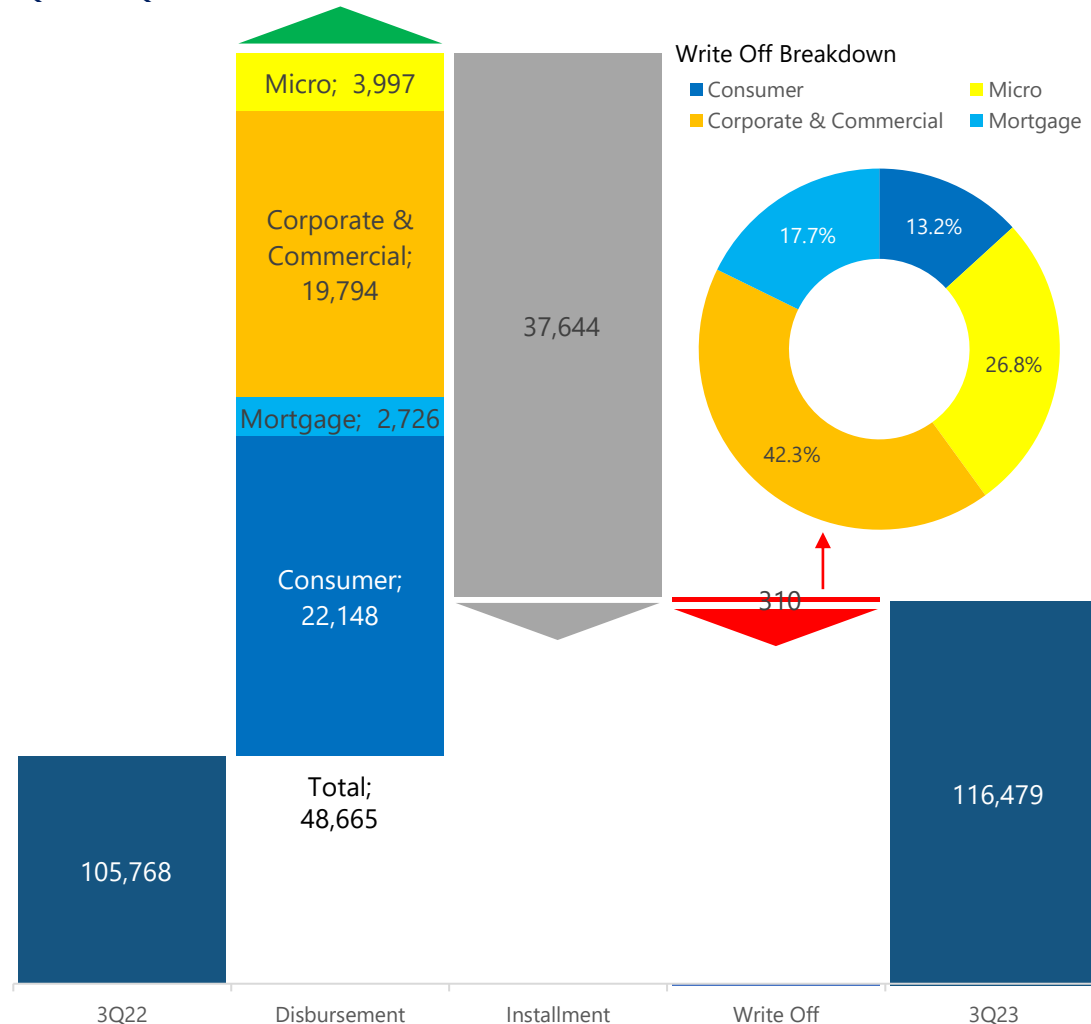


Loans Movement

Loans Disbursement, Run Off & Write Off

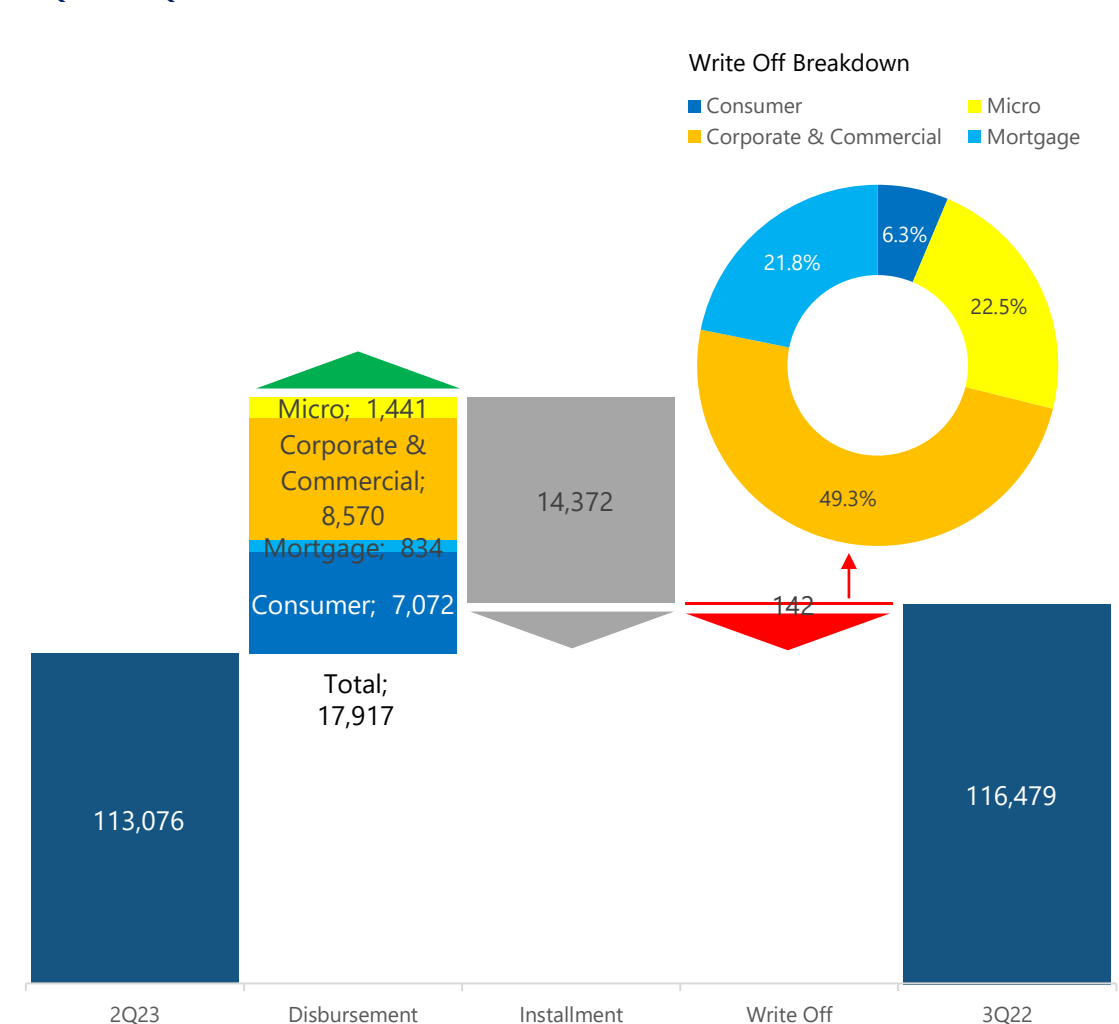
Loan Movement (Rp bn, YoY)

3Q22 – 3Q23



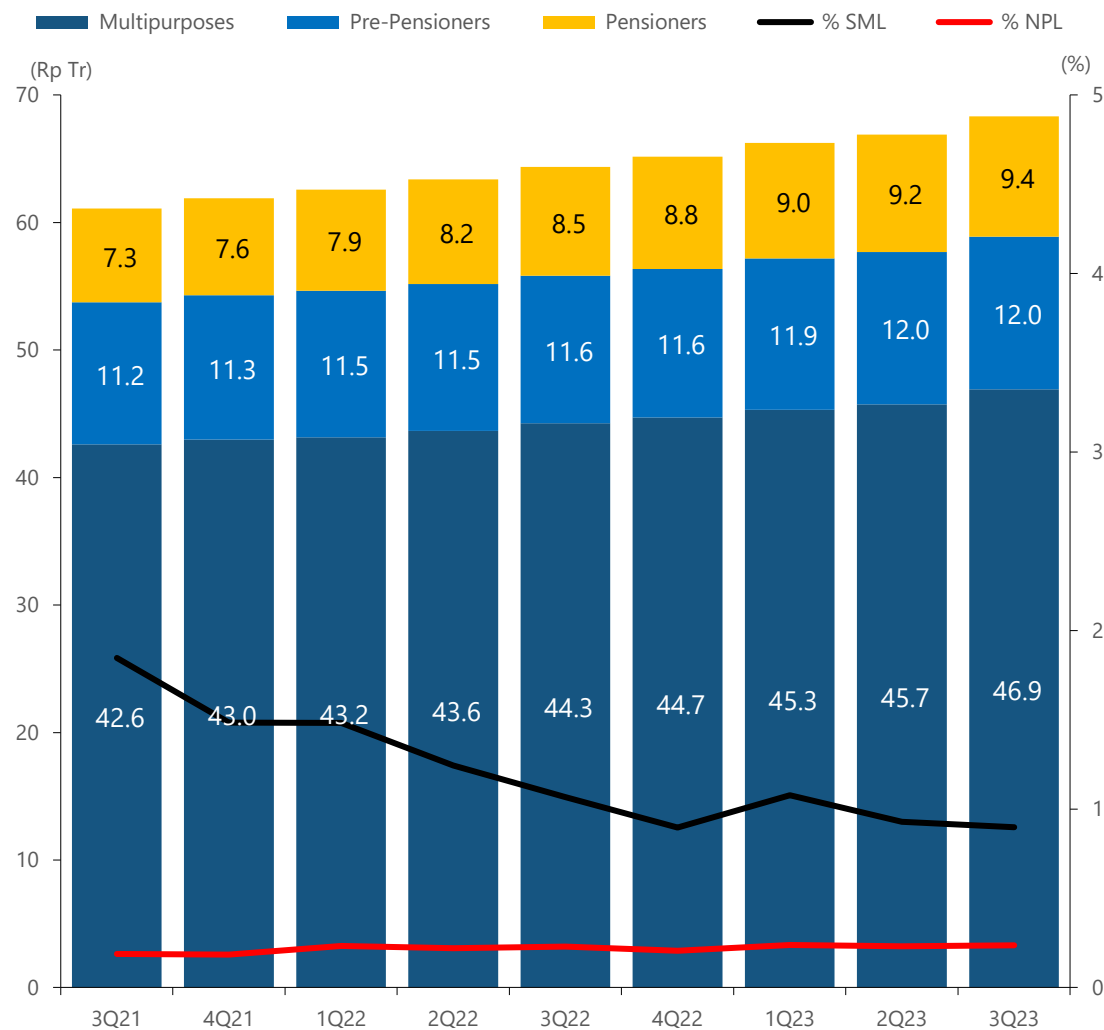
Loan Movement (Rp bn, QoQ)

2Q23 – 3Q23



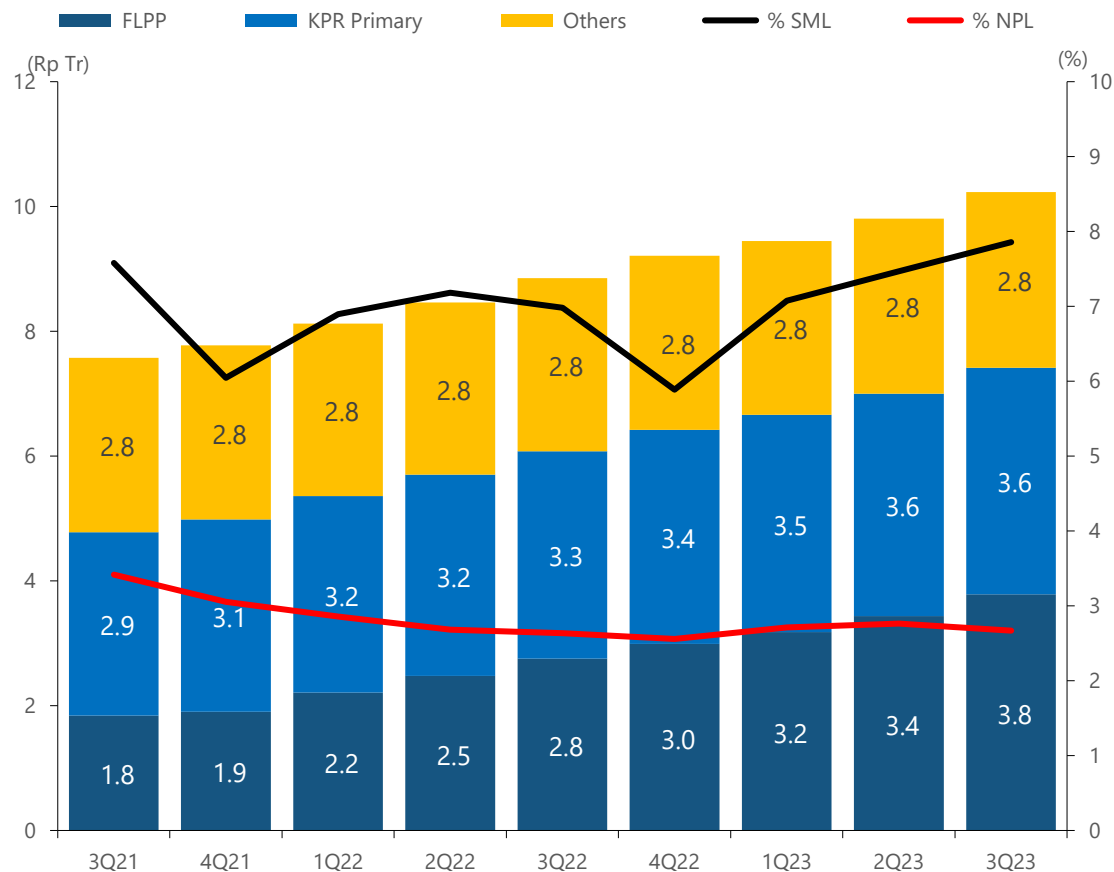
Consumer Loans

Bank Only



Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding (Rp bn)	64,353	68,335	+6.2%
Net Expansion YtD (Rp bn)	2,437	3,172	+30.2%
Avg. Loans Outstanding (Rp mn/Debtors)	163	163	-
No of Debtors	394,721	419,263	+6.2%
Loan Yield (%)	12.5	12.6	+0.1%

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	1.1	0.9	-0.2%
NPL	0.2	0.2	-



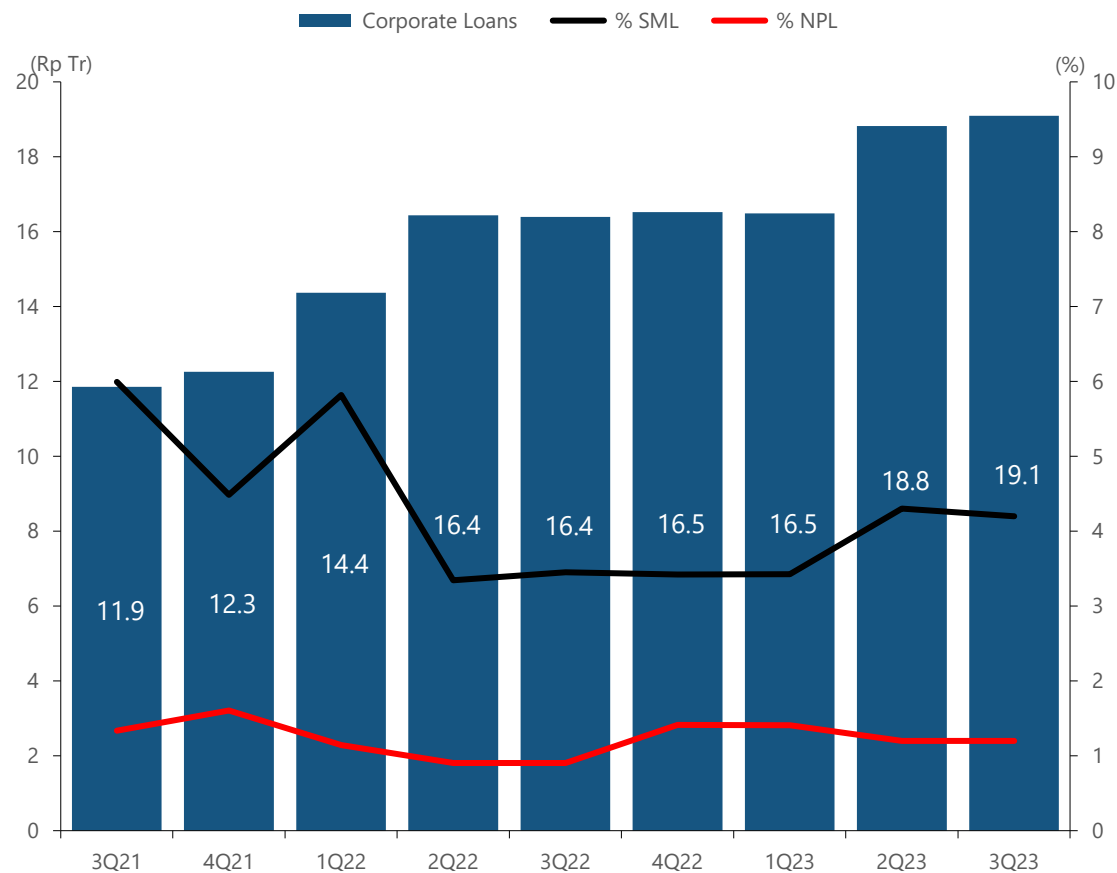
FLPP Disbursement (9M23)

2023 FLPP Disbursement
6,311 NoA (78.9%) ~ Rp 948.3 bn

2023 Allocation
8.000 NoA

Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding (Rp bn)	8,853	10,228	+15.5%
Net Expansion YtD (Rp bn)	1,081	1,018	-5.8%
Avg. Loans Outstanding (Rp mn/Debtors)	205	199	-2.9%
No of Debtors	43,114	51,286	+19.0%
Loan Yield (%)	8.4	7.7	-0.7%

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	7.0	7.9	+0.9%
NPL	2.6	2.7	+0.1%



Proportion Between SOE Related and Private Company (3Q23)



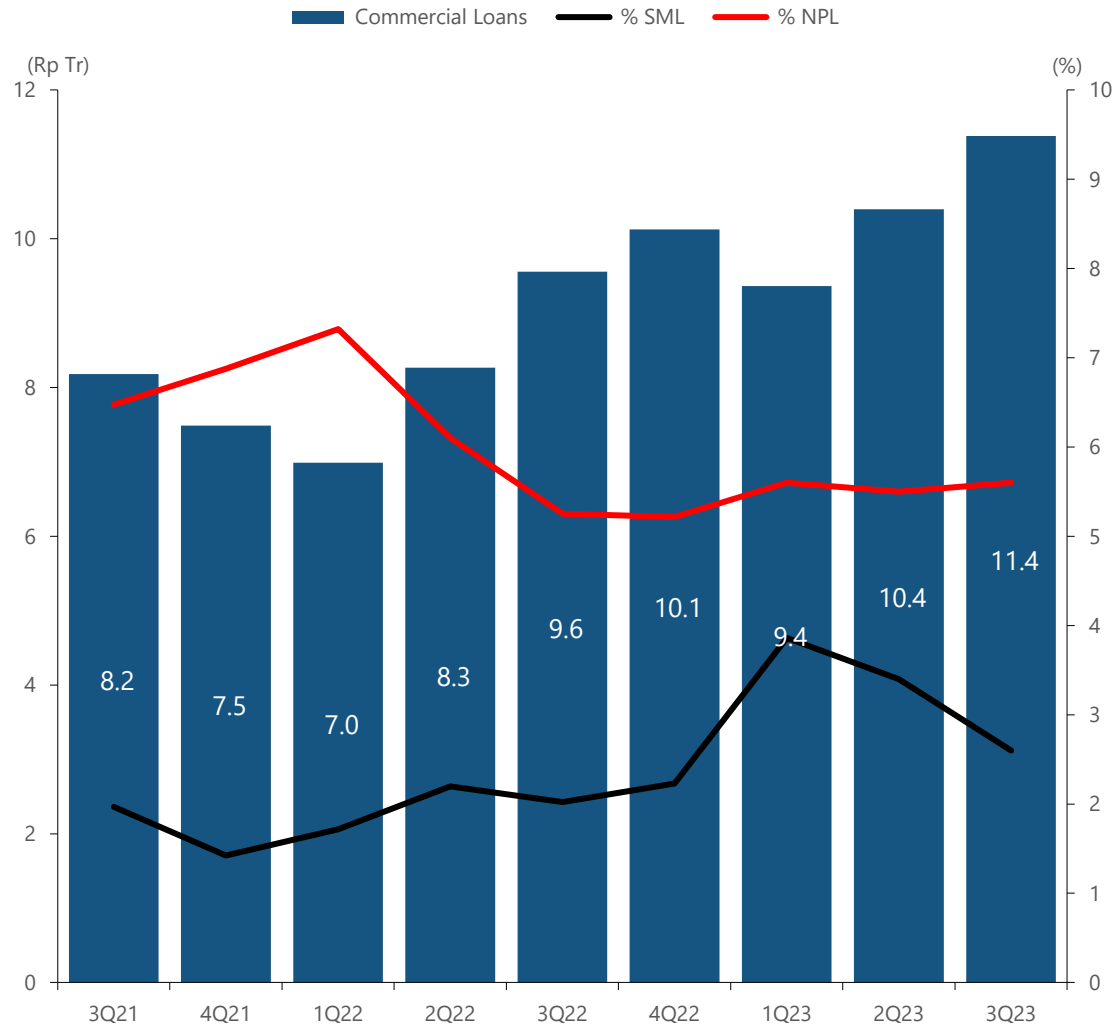
Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding (Rp bn)	16,395	19,091	+16.5%
Net Expansion YtD (Rp bn)	4,142	2,571	-37.9%
Avg. Loans Outstanding (Rp mn/Debtors)	260,238	265,153	+1.9%
No of Debtors	63	72	+14.3%
Loan Yield (%)	7.2	7.0	-0.2%

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	3.5	4.2	+0.8%
NPL	0.9	1.2	+0.3%



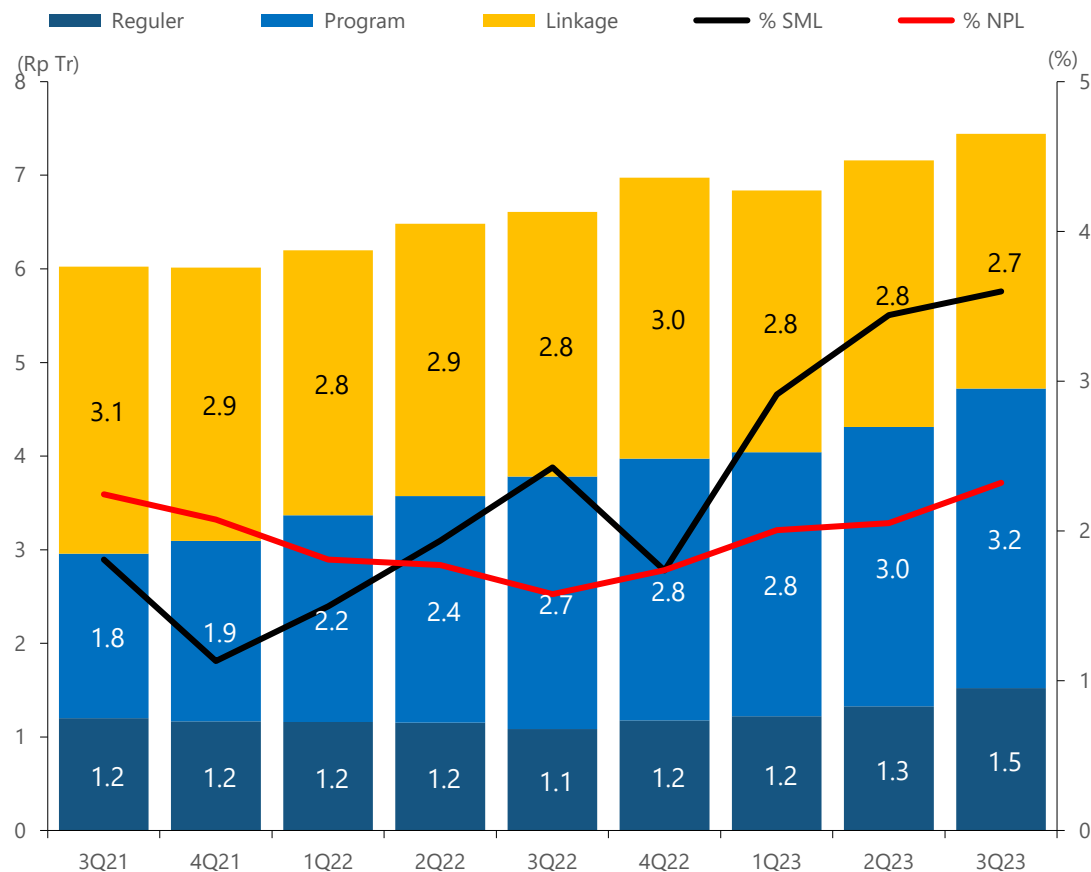
Commercial Loans

Bank Only



Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding (Rp bn)	9,560	11,384	+19.1%
Net Expansion YtD (Rp bn)	2,072	1,259	-39.2%
Avg. Loans Outstanding (Rp mn/Debtors)	3,367	4,173	+23.9%
No of Debtors	2,839	2,728	-3.9%
Loan Yield (%)	7.8	7.8	-

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	2.0	2.6	+0.6%
NPL	5.3	5.6	+0.3%



KUR Disbursement (9M23)

2023 KUR Disbursement
Rp 1.53 Tr (51.0%)

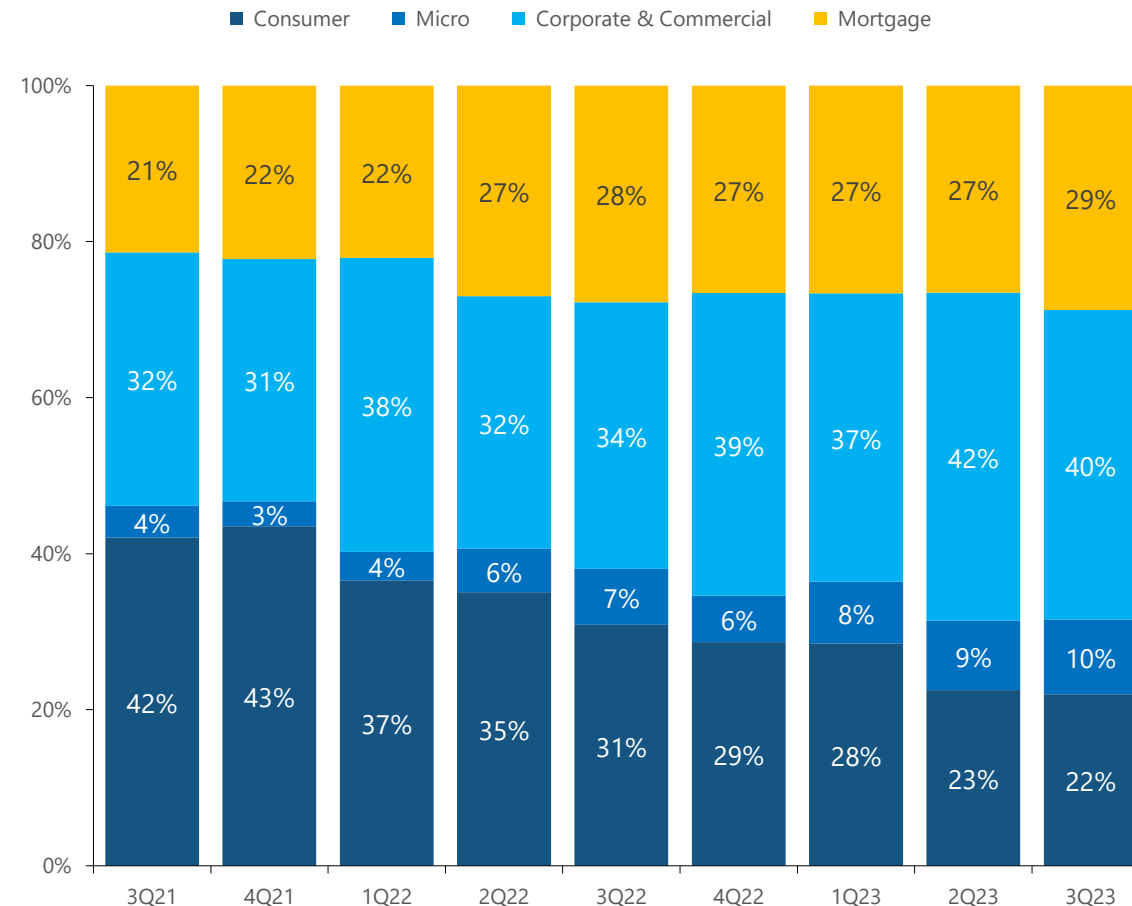
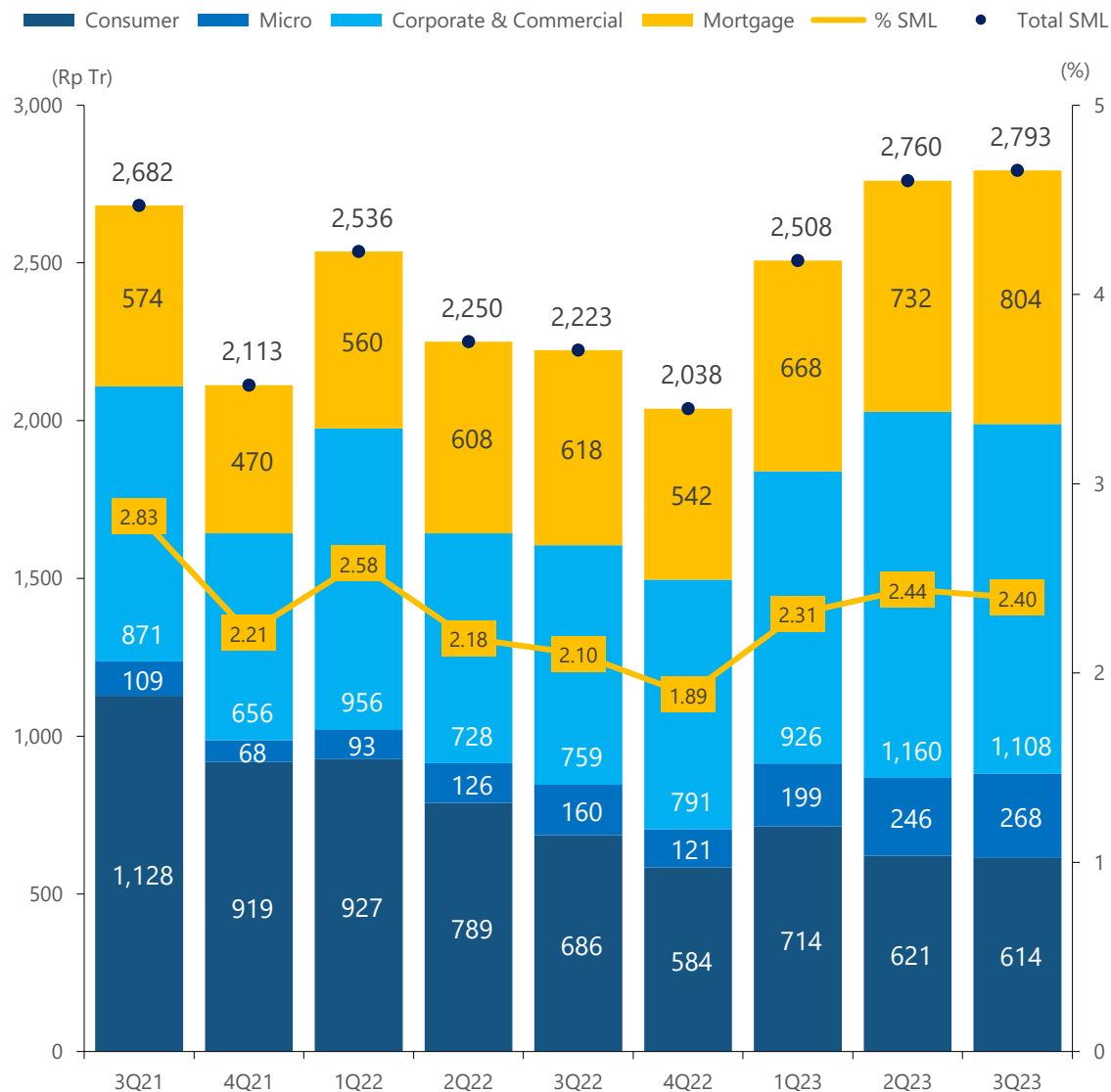
2023 Allocation
Rp 3.0 Tr

Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding (Rp bn)	6,608	7,441	+12.6
Net Expansion YtD (Rp bn)	593	466	-21.38%
Avg. Loans Outstanding (Direct Loan, Rp mn)	69	40	-41.4%
No of Debtors (Direct Loan)	54,849	117,060	+113.4
Loan Yield (%)	10.7	10.8	+0.1%

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	2.4	3.6	+1.2%
NPL	1.6	2.3	+0.7%



Special Mention Loans

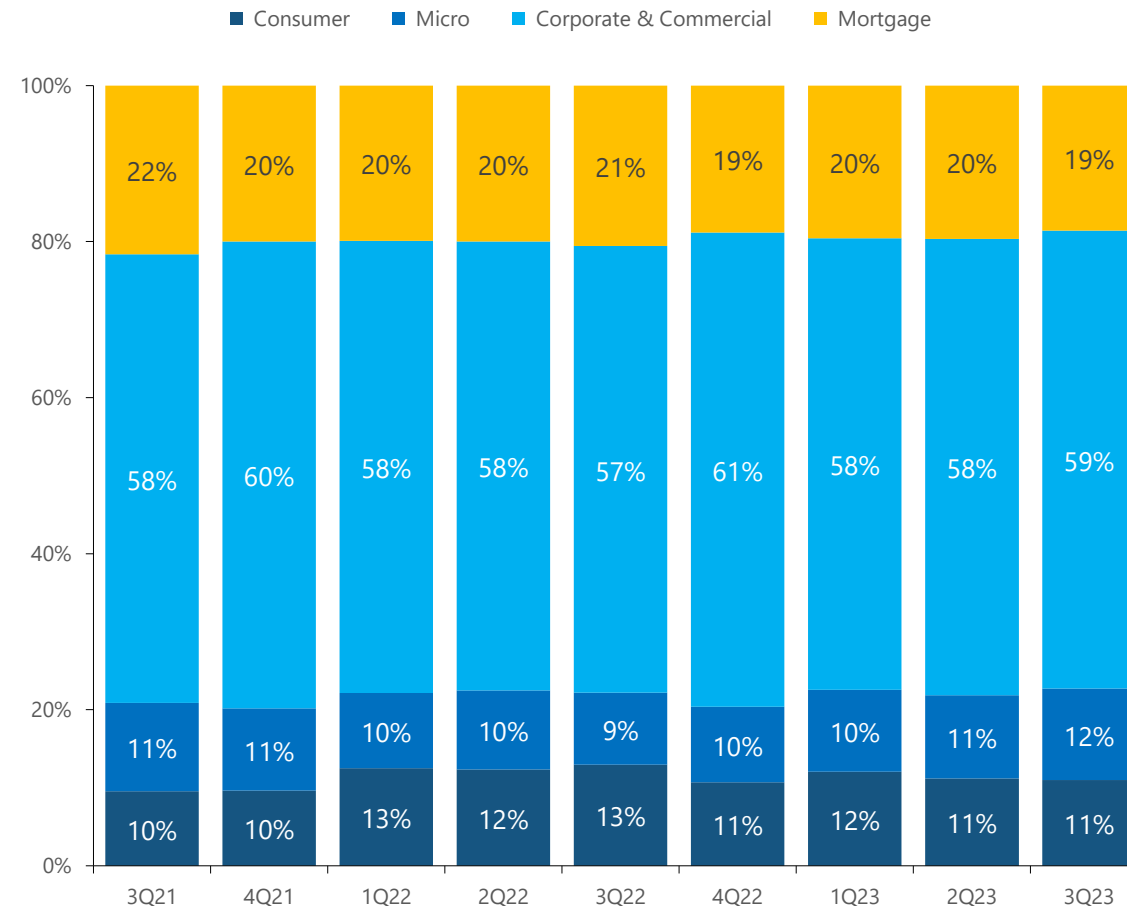
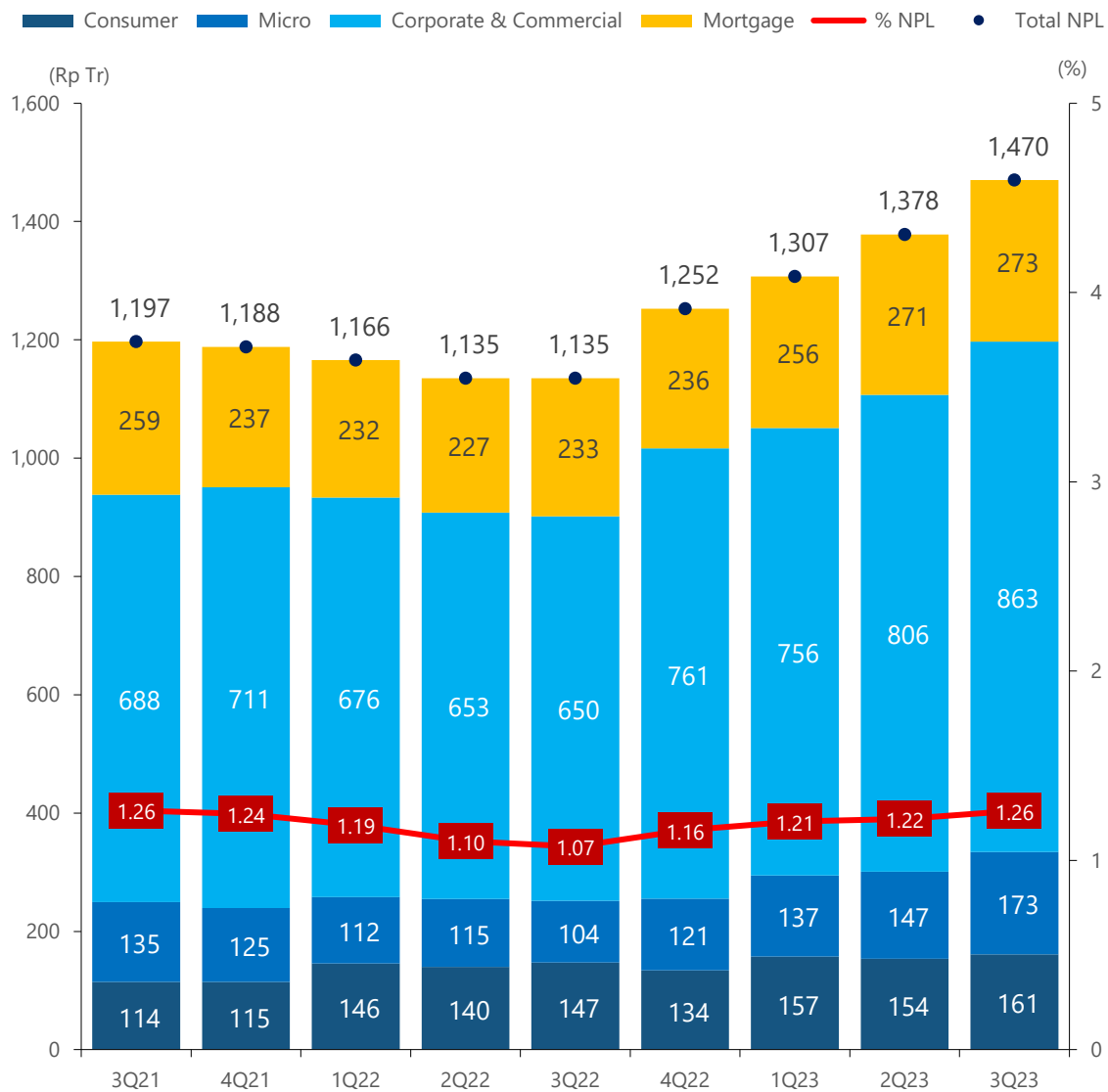


Special Mention Loans Composition Based On Economic Sector (3Q23)





Non Performing Loans

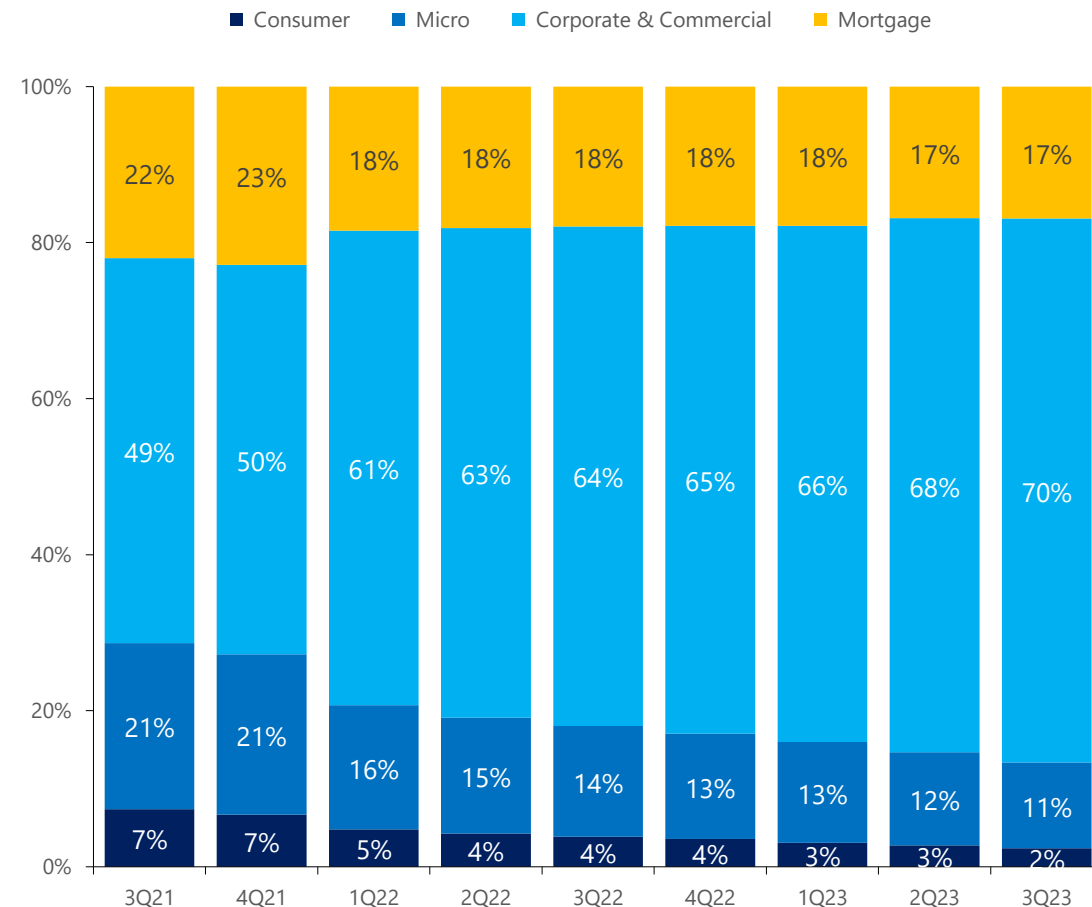
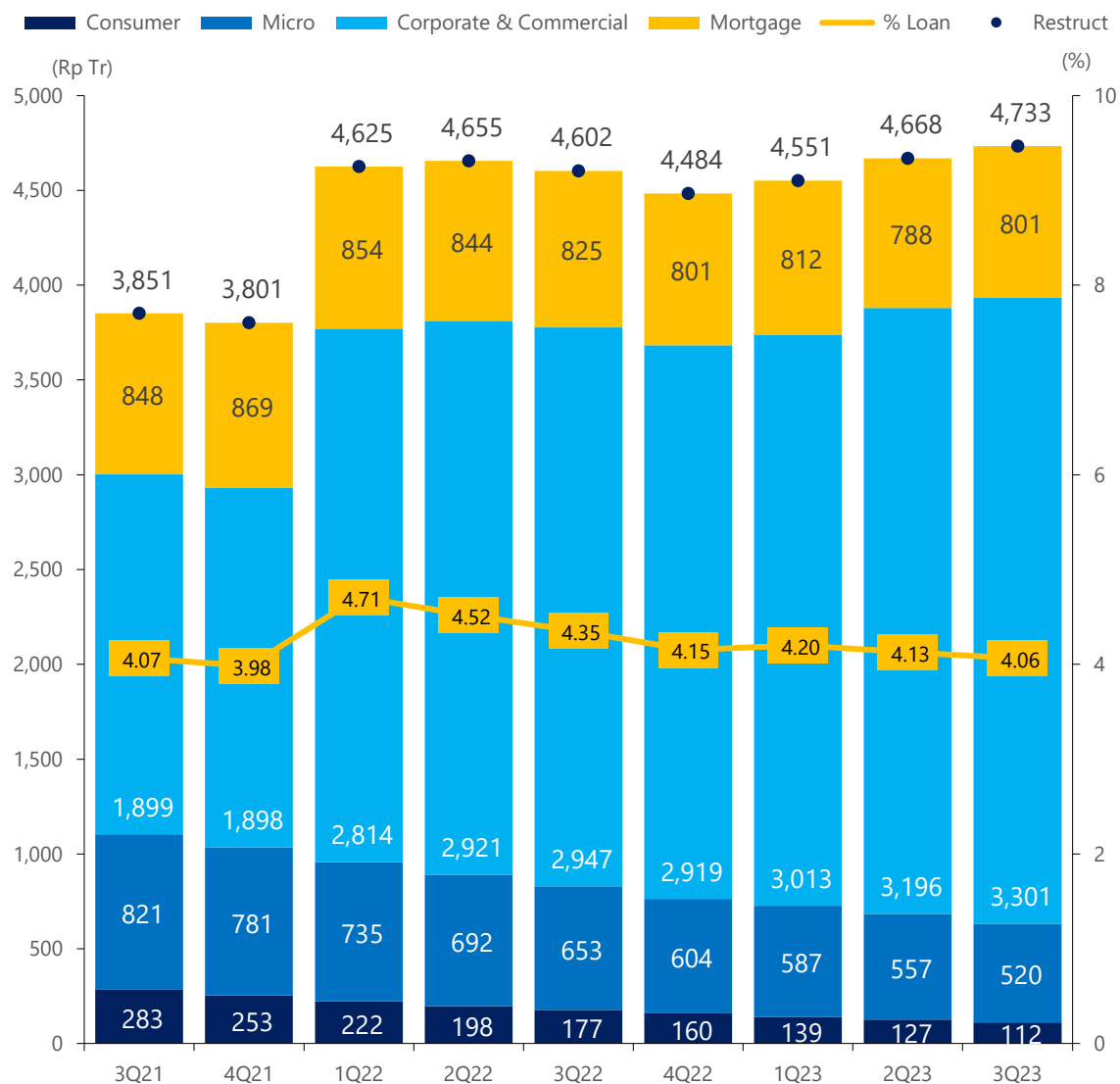


Non Performing Loans Composition Based On Economic Sector (3Q23)





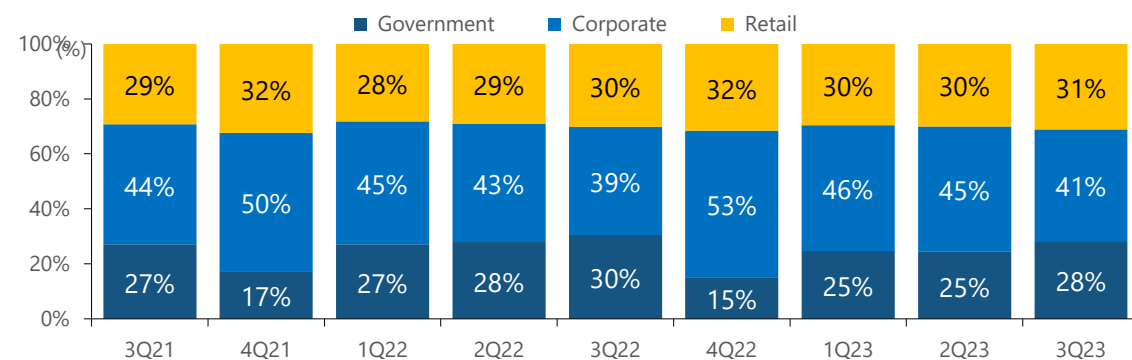
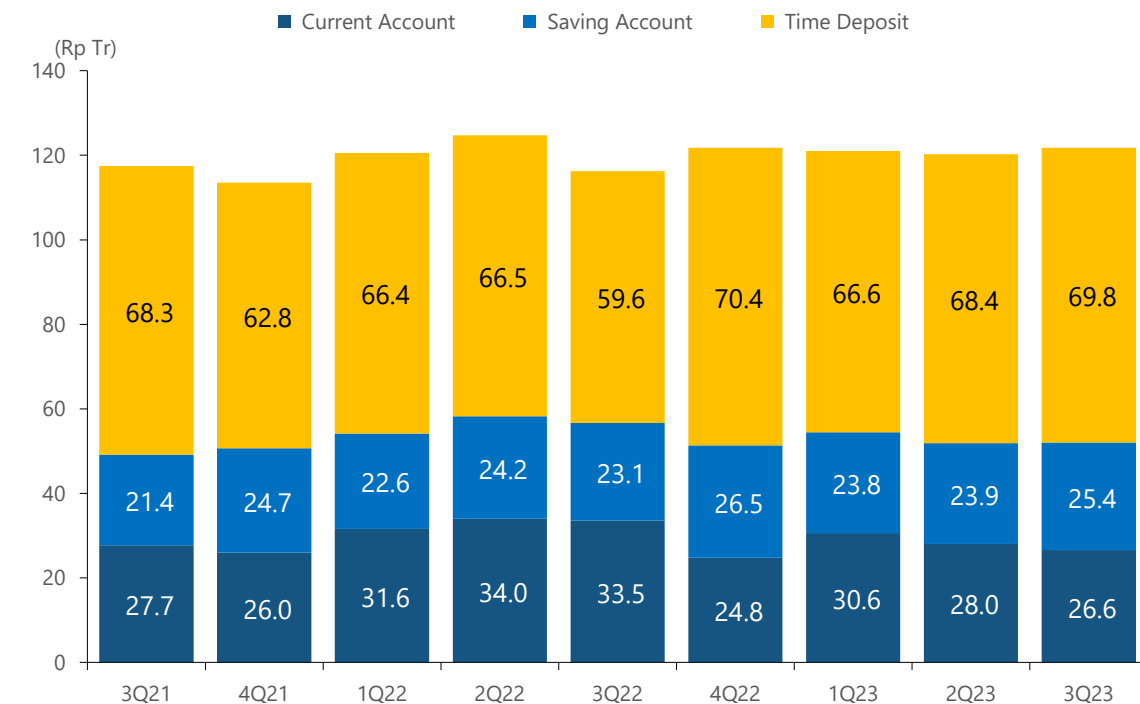
Restructured Loans





Deposit Breakdown

Bank Only



Deposits Breakdown (Rp bn)	3Q22	3Q23	YoY (%)
Current Account	33,514	26,563	-20.7%
Saving Account	23,124	25,435	+10.0%
Time Deposit	59,617	69,808	+17.1%
TOTAL	116,255	121,805	+4.8%
CASA Ratio (%)	48.7	42.7	-6.0%

Currency (Rp bn)	3Q22	3Q23	YoY (%)
IDR	114,521	118,950	+3.9%
Forex	1,734	2,856	+64.7%



Capital Adequacy

Risk Weighted Asset (RWA)	3Q22	3Q23	YoY (%)
Total RWA	92,607	86,685	-6.4%
Credit Risk	71,497	75,981	+6.3%
Operational Risk	14,787	6,704	-54.7%
Market Risk	6,323	4,001	-36.7%
RWA/Total Asset	57.7%	51.4%	-6.3%
tier-1	12,016	12,792	+6.5%
tier -2	4,410	4,220	-4.3%
Total Capital	16,426	17,011	+3.6%
Tier-1 CAR	13.0%	14.8%	+1.8%
Total CAR	17.7%	19.6%	+1.9%

- Total Capital Rp 17.0 tr (+Rp 585 bn YoY)
- Total CAR at 19.6% (+188 bps YoY)

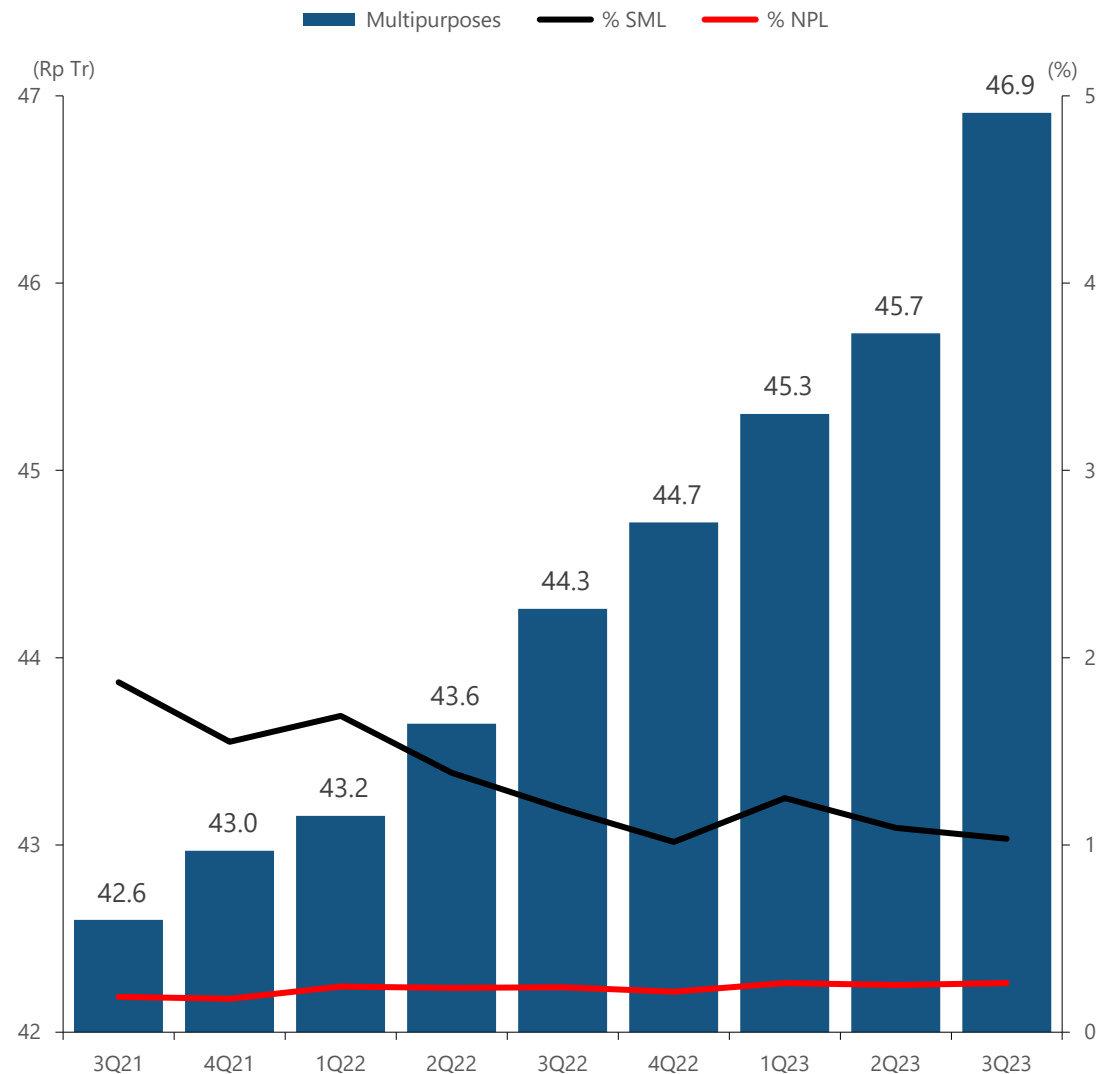
CAR Analysis	Risk Weighting	Addition to RWA/ Rp1tr Net Expansion	Net Impact to CAR (%)
Consumer Loans	50%	Rp 500bn	0.11
Micro Loans	75%	Rp 750bn	0.17
Commercial Loans	100%	Rp 1tr	0.22
Mortgage Loans	40%	Rp 400bn	0.09



3Q2023 Performance

Consumer Loan Details

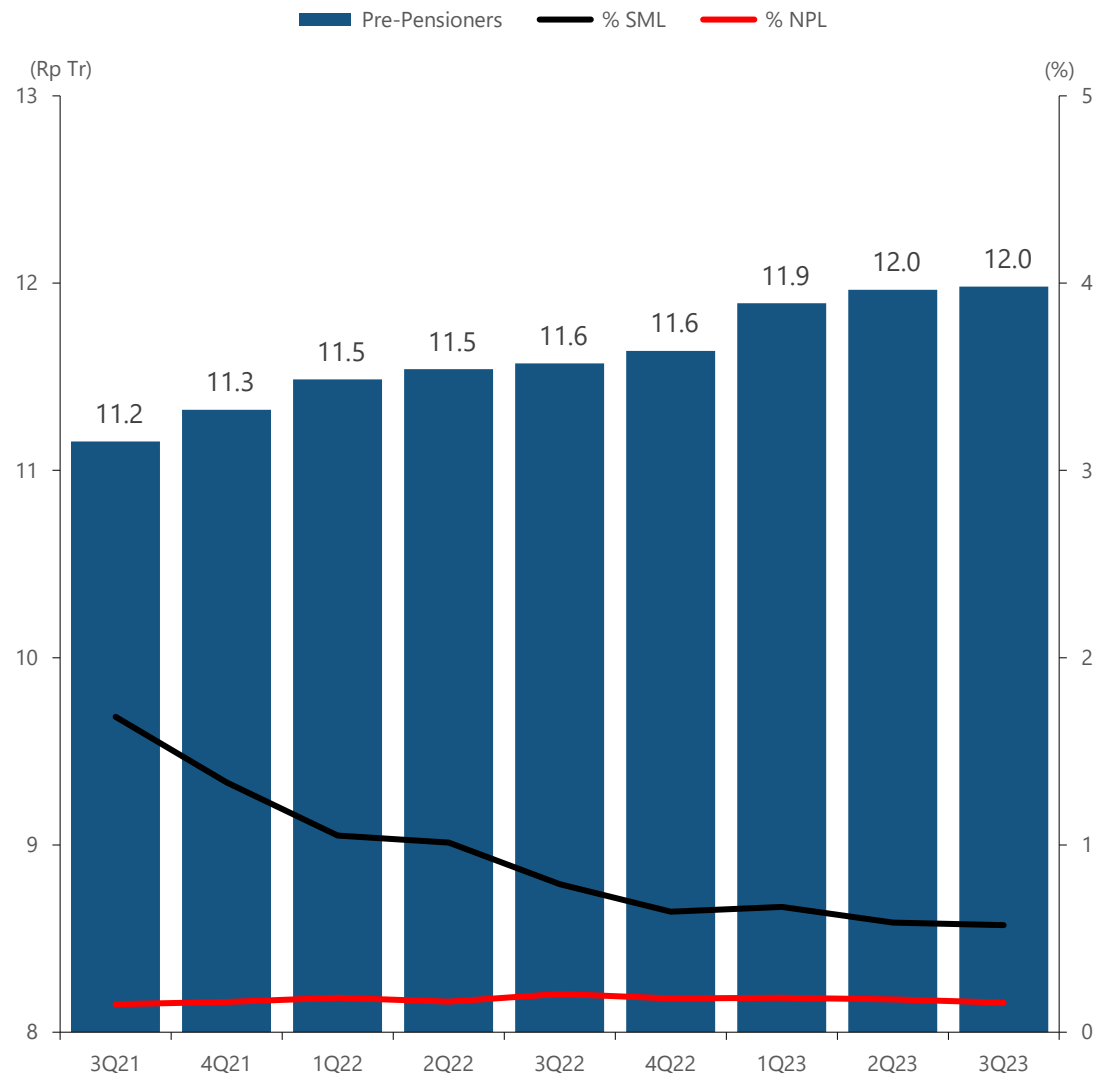
Multipurpose Loans



Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding	44,261	46,910	+6.0
Net Expansion YtD (Rp bn)	1,293	2,189	+69.3%
Avg. Loans Outstanding (Rp mn)	145	147	+1.1%
No of Debtors	305,228	319,864	+4.8%
% Portion of Direct Deduction from Payroll	80.1	84.7	+4.5%

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	1.2	1.0	-0.2
NPL	0.2	0.3	+0.1

Pre-Pensioner Loans

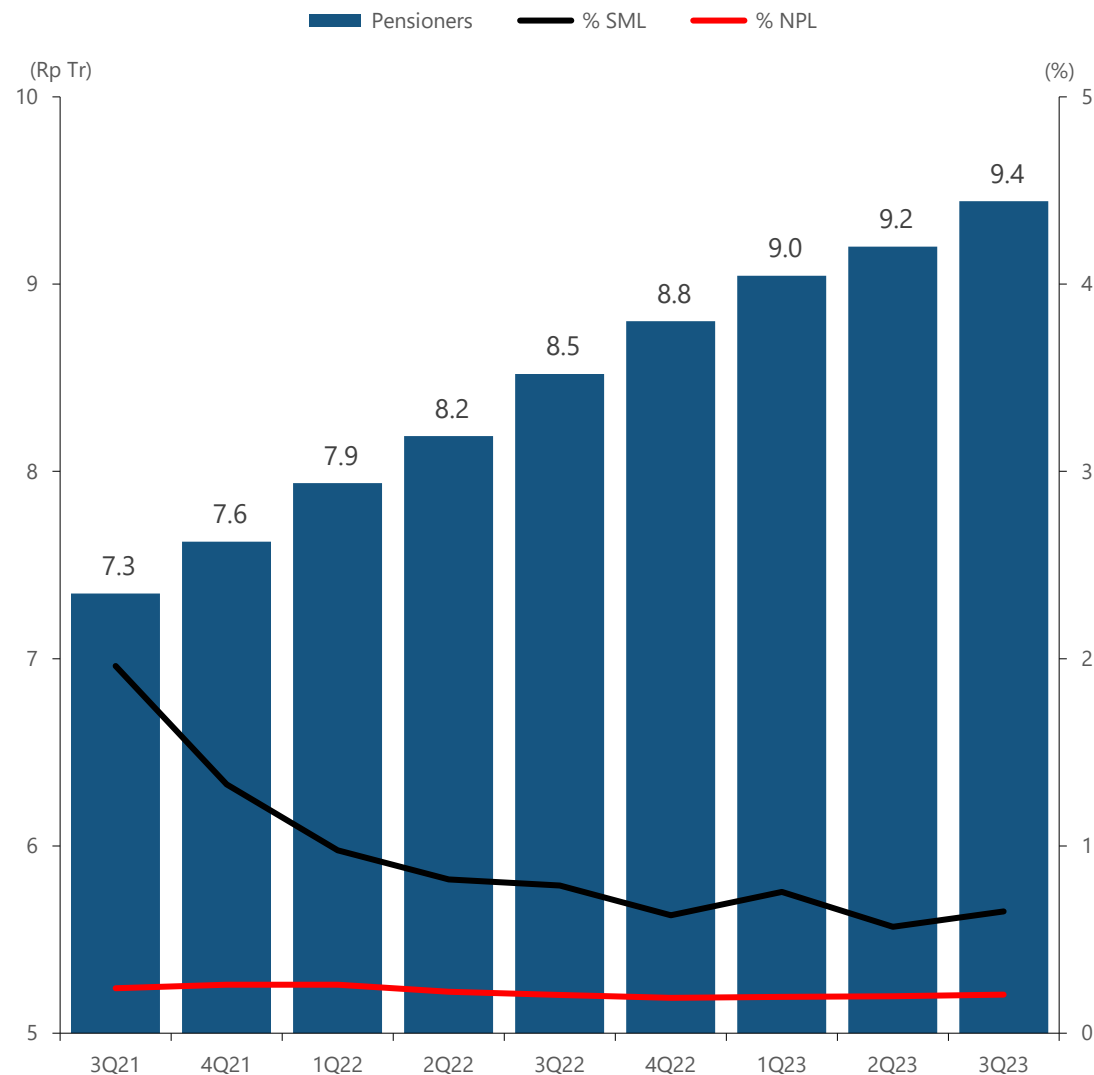


Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding	11,572	11,981	+3.5%
Net Expansion YtD (Rp bn)	248	343	+38.2%
Avg. Loans Outstanding (Rp mn)	192	193	+0.9%
No of Debtors	60,400	61,989	+2.6%
% Portion of Direct Deduction from Payroll	95.4	99.0	+3.6%

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	0.8	0.6	-0.2
NPL	0.2	0.2	-



Pensioner Loans



Key Indicators	3Q22	3Q23	YoY (%)
Loans Outstanding	8,520	9,443	+10.8
Net Expansion YtD (Rp bn)	896	641	-28.5%
Avg. Loans Outstanding (Rp mn)	126	123	-2.1%
No of Account	67,579	76,470	+13.2%
% Portion of Direct Deduction from Payroll	100	100	-

Asset Quality	3Q22	3Q23	YoY (%)
Special Mention	0.8	0.7	-0.1
NPL	0.2	0.2	-



3Q2023 Performance

bank bjb Sharia Performance



Result Summary

bank bjb Sharia

Income Statement

- Net Financing Income at Rp 415 bn (+2.5% YoY)
- PPOP at Rp 93 bn (-12.7% YoY)
- Net Income at Rp 53 bn (-30.2% YoY)

Balance Sheet

- Total Financing at Rp 8.3 tr (+14.8% YoY)
- Total Deposits at Rp 9.0 tr (+5.7% YoY)
- Total Asset at Rp 12.3 tr (+10.6% YoY)

Ratios (bank only)

- NIM at 5.1% (-52 bps YoY)
- ROA at 0.6% (-36 bps YoY)
- ROE at 4.5% (-234 bps YoY)
- NPF Gross at 3.7% (+49 bps YoY)



Income Statement

bank bjb Sharia

Income Statement (Rp mn)	3Q22	3Q23	YoY (%)	YoY (Rp mn)
Financing Income	571,238	669,138	+17.1%	+97,900
Financing Expense	166,252	254,059	+52.8%	+87,807
Net Financing Income	404,986	415,079	+2.5%	+10,093
Other Operating Income	29,950	48,954	+63.5%	+19,004
Operating Expense	328,497	371,130	+13.0%	+42,633
PPOP	106,439	92,903	-12.7%	-13,536
Loan Loss Provision	30,036	39,431	+31.3%	+9,395
Non Operating Expense	246	292	+18.7%	+46
Income (loss) Before Tax	76,157	53,180	-30.2%	-22,977
Tax Expense	16,754	11,101	-33.7%	-5,653
Net Income (Loss)	59,403	42,079	-29.2%	-17,324



Balance Sheet

bank bjb Sharia



BS highlight (Rp Mn)	3Q22	3Q23	YoY (%)
Cash	49,433	42,454	-14.1%
Current Account with Bank Indonesia	556,329	556,514	+0.0%
Secondary Reserves	2,849,577	2,936,146	+3.0%
Financing-net	7,111,531	8,163,212	+14.8%
Fixed Asset-net	296,644	313,558	+5.7%
Other Asset	287,408	321,565	+11.9%
Total Asset	11,150,922	12,333,449	+10.6%
Total Funding	8,503,710	8,990,598	+5.7%
Fund Borrowings	298,129	496,991	+66.7%
Others	1,059,839	1,454,499	+37.2%
Total Liabilities	9,861,678	10,942,088	+11.0%
Total Equity	1,289,244	1,391,361	+7.9%



Key Ratios

bank bjb Sharia

Sharia (%)	3Q22	3Q23	YoY
CAR	22.4	20.8	-1.6
NPF Gross	3.2	3.7	+0.5
NPF Nett	1.7	1.9	+0.2
ROA	1.0	0.6	-0.4
ROE	6.9	4.5	-2.3
BOPO	87.3	92.6	+5.3
FDR	85.2	91.5	+6.3
NIM	5.6	5.1	-0.5



Financing and Funding Breakdown

bank bjb Sharia

Financing (Rp mn)	3Q22	3Q23	YoY (%)
Murabahah	4,477,785	4,870,712	+8.8%
Qardh	111,827	107,890	-3.5%
Financing	2,681,086	3,367,589	+25.6%
Istishna	631	513	-18.7%
Total Gross Financing	7,271,329	8,346,704	+14.8%

Funding (Rp mn)	3Q22	3Q23	YoY (%)
Wadiah Current Account	93,617	151,522	+61.9%
Wadiah Savings Account	503,676	641,339	+27.3%
Mudharabah Current Account	953,639	980,807	+2.8%
Mudharabah Savings Account	1,598,677	1,504,734	-5.9%
Mudharabah Time Deposit	5,354,101	5,712,196	+6.7%
Total Funding	8,503,710	8,990,598	+5.7%



Company Profile
bank bjb



Board of Commissioners



Diding Sakri
Independent Commissioner

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

Rudie Kusmayadi
Commissioner

Last Position
President Director
PDAM Tirta Raharja (2009-2023)

Farid Rahman
Independent President Commissioner

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

Toms Tohir
Commissioner

Last Position
Inspector General of Ministry of
Home Affairs (2019-now)

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 (2020-2023)

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

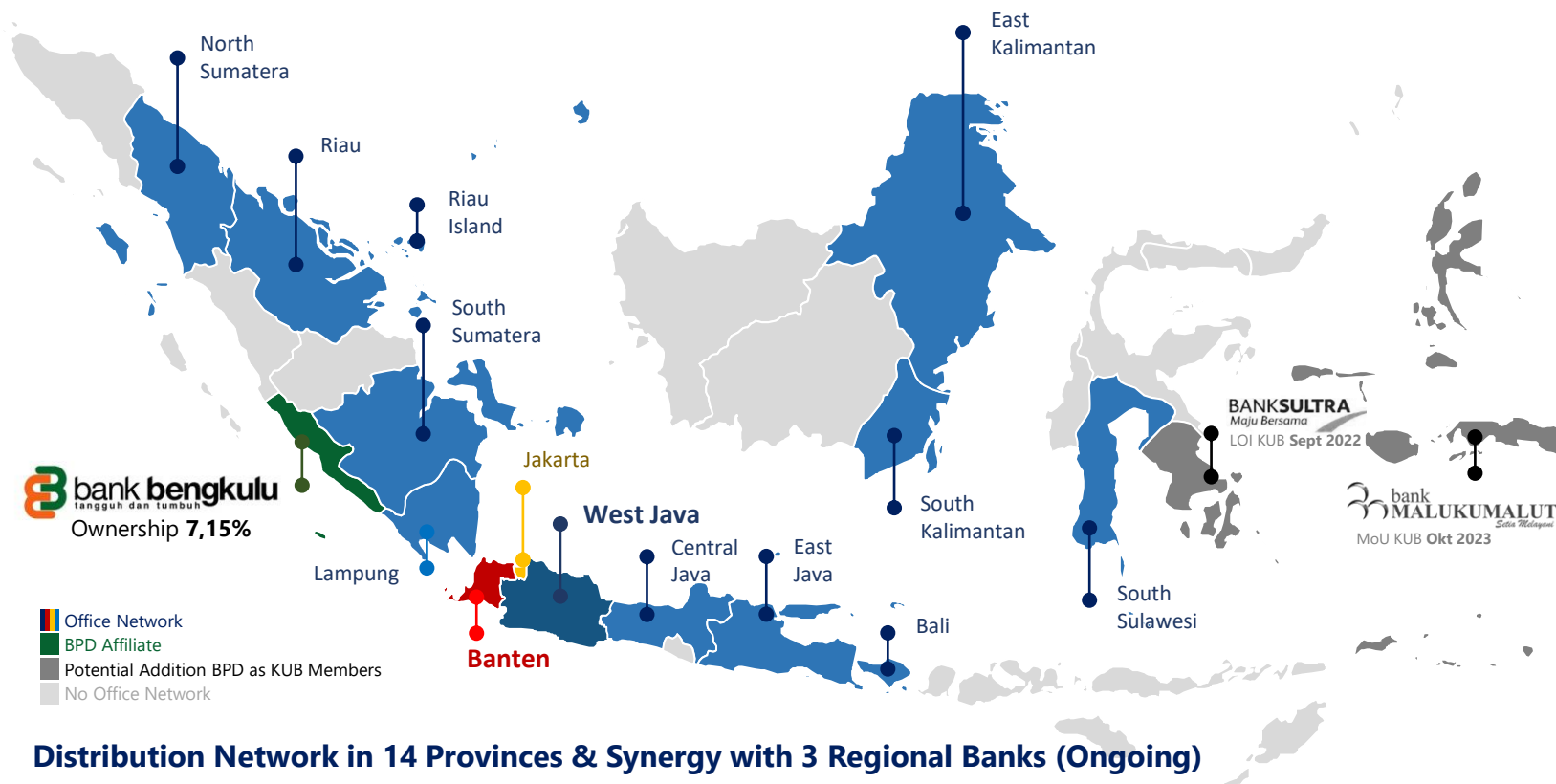
Last Position
Director of Finance and Risk
Management bank bjb
(2019-2021)

Cecep Trisna
Director of Compliance

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



Distribution Network



bjb Network	3Q22	3Q23	YoY
Office Channels	925	907	-18
Branch	65	64	-1
Sub Branch	836	819	-17
bjb Priority	18	18	0
MSME Center	6	6	0
Electronic Banking Terminal	1,846	1,915	69

Distribution Network in 14 Provinces & Synergy with 3 Regional Banks (Ongoing)

<p>Deposits 60.3 Tr</p> <p>Loans 64.8 Tr</p> <p>Micro Loans 4.2 Tr</p> <p>3,240,392 Customers</p> <p>35 Branch Offices</p> <p>623 Sub Branches</p> <p>1,292 ATM Unit</p> <p>5,482 Employees</p> <p>West Java</p>	<p>Deposits 14.2 Tr</p> <p>Loans 15.2 Tr</p> <p>Micro Loans 666 bn</p> <p>1,217,855 Customers</p> <p>8 Branch Offices</p> <p>110 Sub Branches</p> <p>376 ATM Unit</p> <p>765 Employees</p> <p>Banten</p>	<p>Deposits 43.8 Tr</p> <p>Loans 22.8 Tr</p> <p>Micro Loans 1.02 Tr</p> <p>91,424 Customers</p> <p>8 Branch Offices</p> <p>43 Sub Branches</p> <p>92 ATM Unit</p> <p>538 Employees</p> <p>Jakarta</p>	<p>Deposits 3.6 Tr</p> <p>Loans 12.4 Tr</p> <p>Micro Loans 1.5 Tr</p> <p>99,742 Customers</p> <p>13 Branch Offices</p> <p>43 Sub Branches</p> <p>155 ATM Unit</p> <p>508 Employees</p> <p>Others (Combined 11 Provinces)</p>
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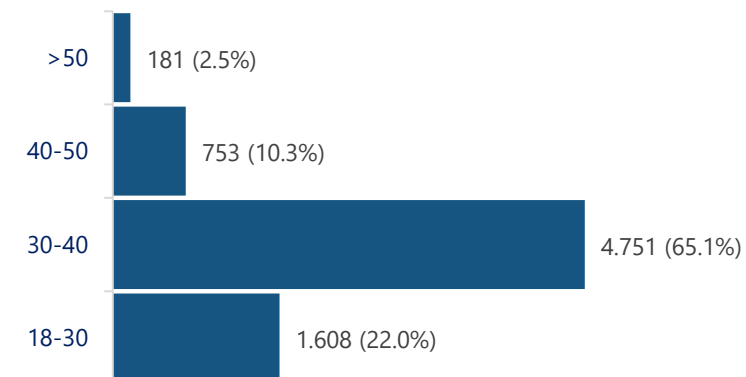


Human Capital

Level	3Q22	3Q23	YoY
Board of Commissioners	5	7	2
Directors	7	7	0
Top Management	35	29	-6
Senior Management	171	177	6
Middle Management	641	635	-6
First Line Management	1,692	1,738	46
Staff	4,890	4,714	-176
Employee in Pension Preparation	1	0	-1
Total Permanent	7,430	7,293	-137
Total Non Permanent	1,042	1,046	4
Total	8,472	8,339	-133

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**

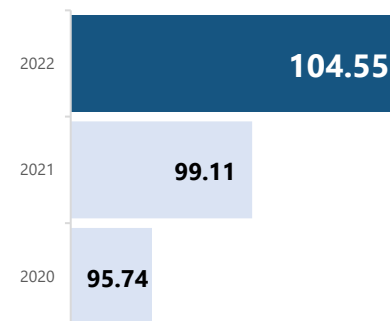


Ownership

	3Q22	3Q23
Regional Government	75.55	75.55
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

	3Q22	3Q23
Public	24.45	24.45
Local Retail	7.35	8.99
Local Institution	11.15	10.75
Foreign Retail	0.02	0.01
Foreign Institution	5.95	4.71

Dividend per Share



Ratings

Pefindo
Corporate Rating
[idAA/Stable](#)

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

2023 Awards



TOP BUMD 2023
Infobank



Top GRC Awards 2023 #5 Star
TOP Business



Golden Awards TOP BUMD 2023
Infobank



The Best KPR Conventional Bank
Infobank



The Best Mobile Banking Conventional Bank
Infobank



The Best Saving Account Conventional Bank
Infobank



The 1 Best Priority Banking
Infobank



The 1 Best Priority Staff
Infobank



The Best Conventional Bank (KBMI 2) Corporate Brand
Infobank



28th Infobank Award
Infobank



Top 50 Emiten IICD Award 2023



Indonesia Innovation Award 2023
The Economics



Best Bank 2023
Majalah Investor



The Best Internet Banking DIGI Net
Infobank



Detikjabar Award 2023



The 1 Best Convinient Branch Experience
Infobank



Corporate Reputations Awards 2023
The Iconsomics



The Best Internet Banking Conventioal
Infobank



PT Bank Pembangunan Daerah Jawa Barat dan Banten, Tbk

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