

CORPORATE PRESENTATION 2Q2023



bank bjb

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)

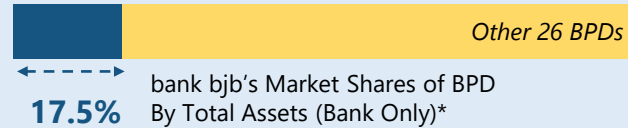


1Q-2023 Regional GDP of West Java & Banten
16.8% of Indonesia's GDP

1Q-22 GRDP Growth	Regional Budget (Budget 2023)	Population (June 2023)
5.00% (West Java)	Rp 217.6 Tr	62.3 Mn
4.68% (Banten)		

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

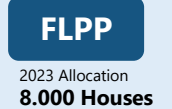
Gratification Control
(Collaboration with KPK since March, 2011)

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

MSME and Low Income Segment Empowerment

Empowerment Program

Financing Product



Formidable Captive Market in a Well-Established Ecosystem

Government-Related Value Chain



Civil Servant Loan in West Java & Banten
~56.0% Market Share (by Person)



Pensioners Loan of Pension Benefit Payment through BJBR
~45.3% Market Share (by Person)

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

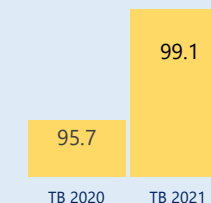
Digi Mobile User
June 2023 (YoY)
+75.0%

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%



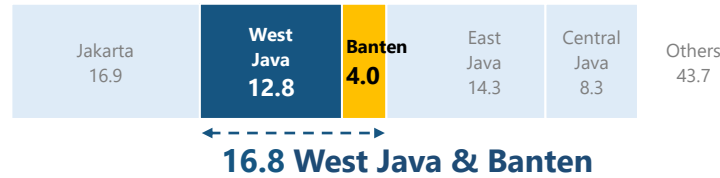
The Economic Potential of West Java & Banten Region

Indonesia's 2nd Largest Economic Region (Combined)

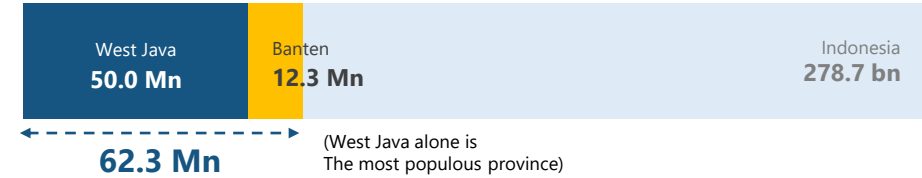
Economic Growth 1Q2023, BPS



% Contribution to Indonesia's GDP 1Q2023, BPS



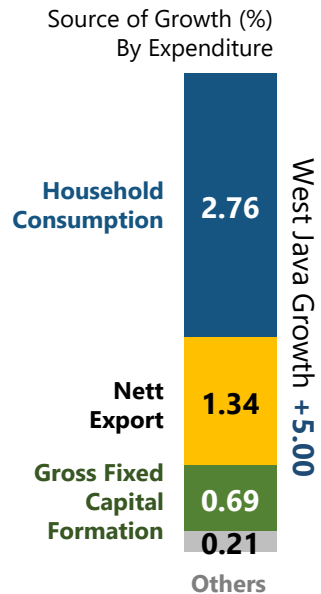
Population June 2023, BPS



Source of Economic Growth

By Expenditure and Economic Sector, 1Q2023 – Source BPS

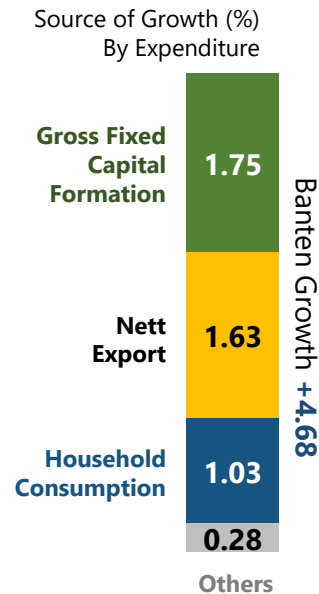
West Java



GRDP Structure By Economic Sector (%)



Banten

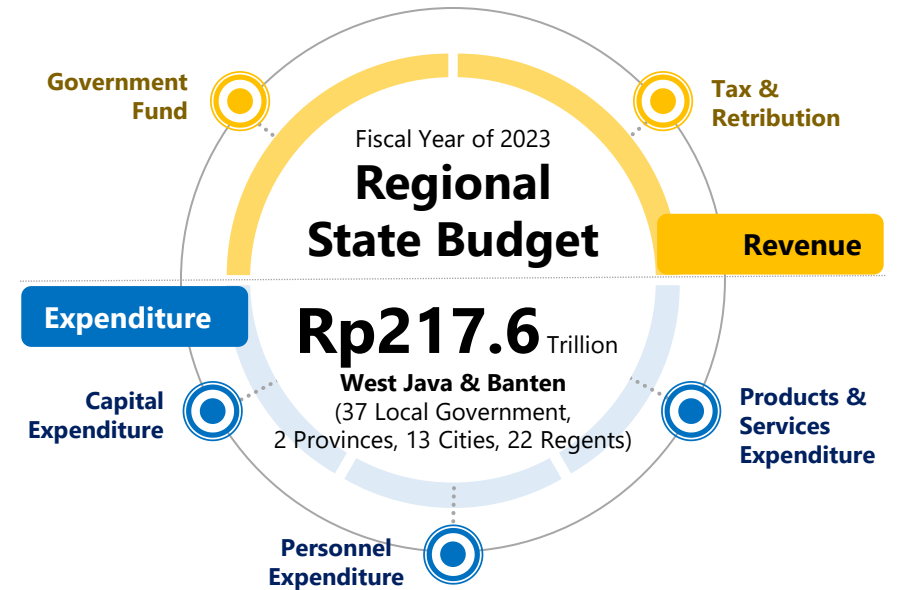


GRDP Structure By Economic Sector (%)



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

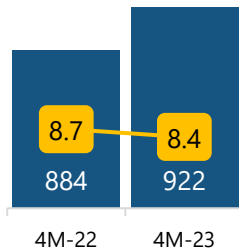
(27 BPD, SPI OJK as of 31 April 2023)

■ Rp Trillion ■ Market Share (%)

Total Assets

Rp922 Tr

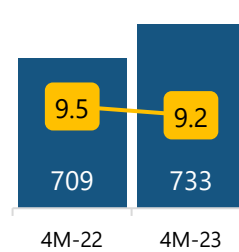
+4.2% YoY



Total Deposits

Rp733 Tr

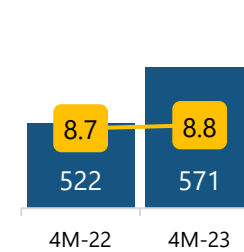
+3.4% YoY



Total Loans

Rp571 Tr

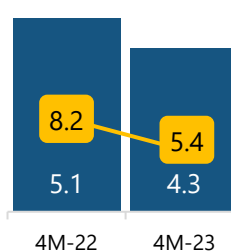
+9.3% YoY



Total Net Profits

Rp5.4 Tr

-15.2% YoY



CAR

22.4%

+9 bps YoY

NPL

2.4%

-28 bps YoY

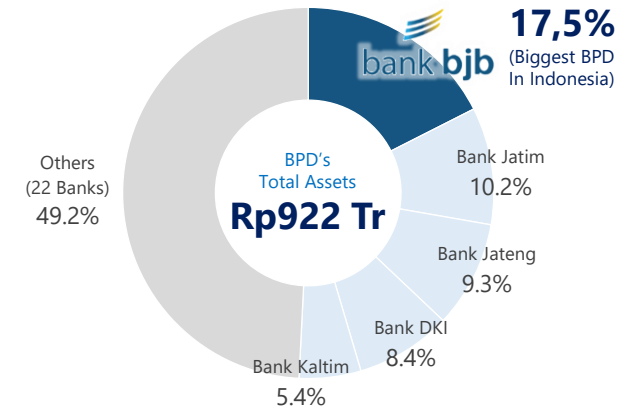
NIM

5.3%

-43 bps YoY

Regional Development Bank Breakdown

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



Bank Business Group

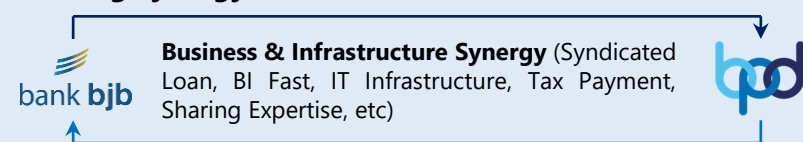
Kelompok Usaha Bank (KUB)

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	Bank Sultra*	1.4	11.5	2.7	8.5	96.4	29.8%	25.3%	1.1%	8.8%
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	Bank Bengkulu*	1.2	8.7	4.2	6.3	44.4	25.9%	15.0%	1.2%	6.0%

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.

KUB Progress Update

Bank Bengkulu



Distribution Channel

11 Branch

47 Sub Branch

120 ATM

Current Ownership Structure

Prov Bengkulu	bank bjb	Others
39.70	7.15	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.**

Other Subsidiary Companies (Non KUB)

bjb Sekuritas
Ownership 78,94%

bank bjb BPR Intan Jabar
Ownership 24,00%

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

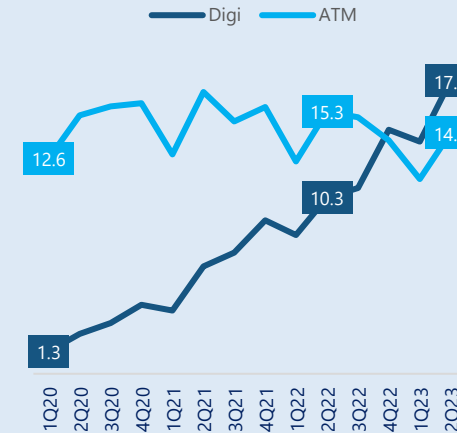
Onboarding Services

Merging DigiCash in Digi Mobile

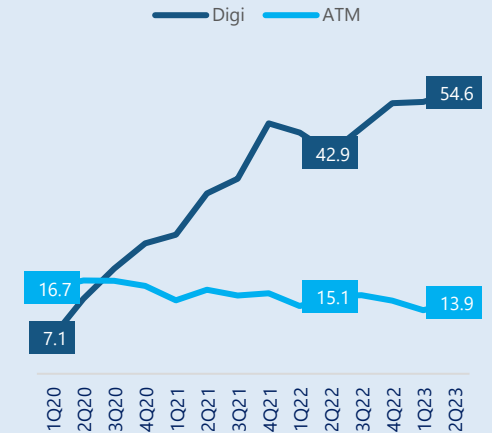
Open Banking Concept

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



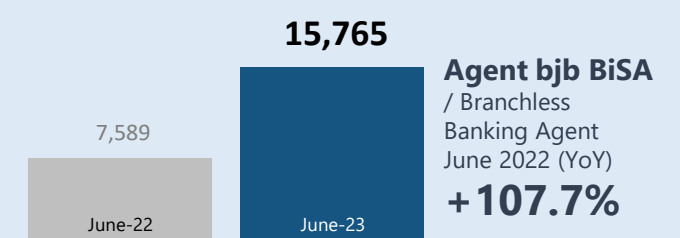
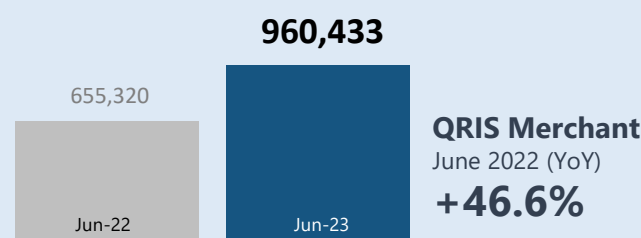
PT DCI Indonesia
Tier-IV Data Centre #1 in SEA



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



MSME Business Activity
28.76%



Eco Friendly Transportation
16.07%



Other Environmentally Bussiness Activity
45.55%

Financing for Residential Construction



Natural Resources Management & Sustainable Land Use
0.98%

Financing for Fertilizer Industry



Pollution Prevention and Control
8.39%

Financing for Waste Factory Management System Into Electrical Energy



Sustainable Water & Waste Water Management
0.11%

Financing for clean water distribution and supply



Land and Water Biodiversity Conservation
0.11%

Financing for Palm Oil with PHPO Certification

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 **Bundes 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 programs 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 (LPPPI)
2. HC Forum "Financial Literasi ala Nabi" with Brili Agung (Founder Semesta Agro Indonesia)
3. HC Event – Appreciation Night LPPPI 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)



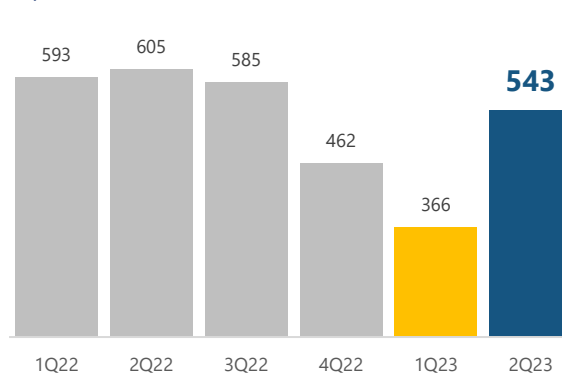
2Q2023 Performance
Consolidated

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

Consolidated

Income Statement (Rp bn)	YoY Result			YoY (Rp bn)	2Q22	QoQ Result			
	1H22	1H23	YoY (%)			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%
Net Interest Income	4,097	3,455	-15.7%	(641)	2,080	1,699	1,756	+3.4%	-15.6%
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%
PPOP	1,697	1,305	-23.1%	(391)	804	552	754	+36.6%	-6.3%
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%
PBT	1,493	1,103	-26.1%	(389)	755	446	657	+47.3%	-12.9%
Tax Expense	295	195	-34.0%	(100)	149	80	115	+43.2%	-23.3%
Net Income	1,198	909	-24.1%	(289)	605	366	543	+48.2%	-10.3%



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%
Total Asset	172,373	170,207	181,241	175,862	177,694	+3.1%
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%
Total Liabilities	158,784	156,244	166,482	160,645	162,791	+2.5%
Total Equity	13,589	13,963	14,759	15,217	14,904	+9.7%



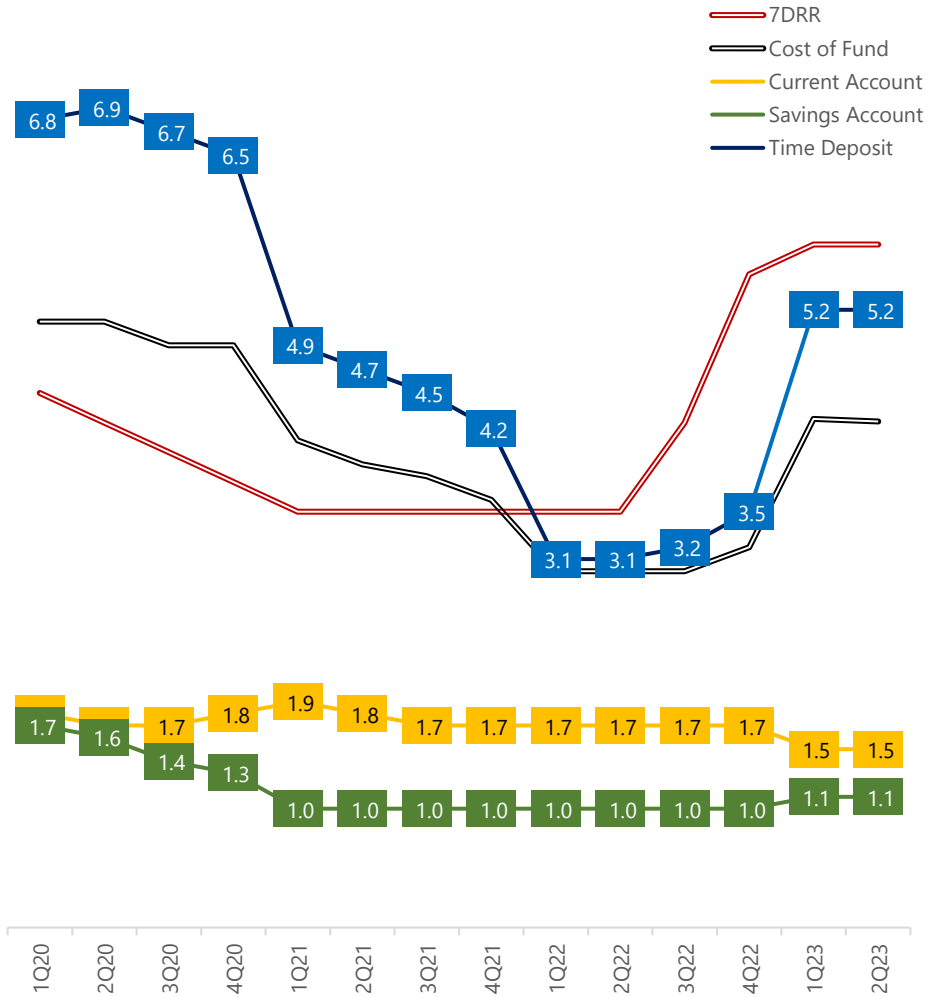
Key Ratios

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

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
Loans Yield	10.9	10.8	10.8	10.4	10.4



Cost of Fund (%)	2Q22	3Q22	4Q22	1Q23	2Q23
Current Account	1.7	1.7	1.7	1.5	1.5
Savings Account	1.0	1.0	1.0	1.1	1.1
Time Deposit	3.1	3.2	3.5	5.2	5.2
Customers Deposit	2.4	2.5	2.6	3.6	3.6
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
Cost of Fund	3.0	3.0	3.2	4.3	4.3



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

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

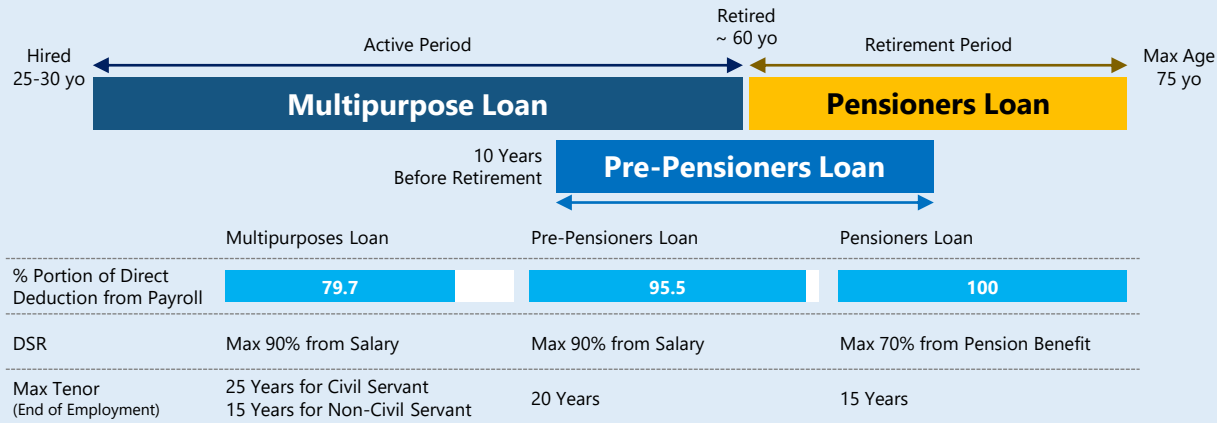
Bank Only Details

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

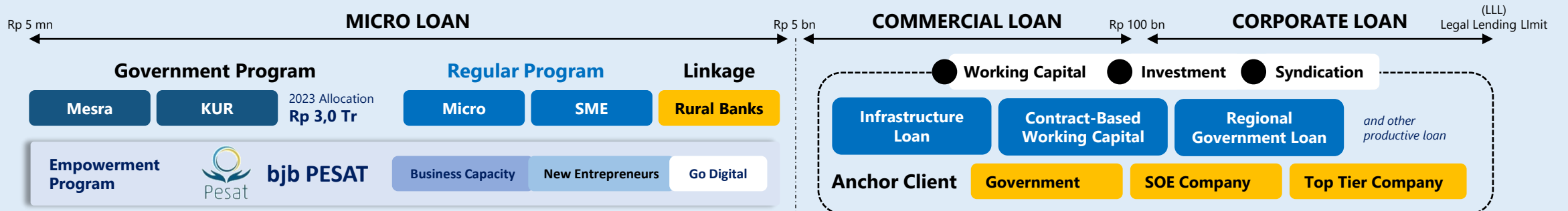
Government Program

FLPP

2023 Allocation
8.000 NoA

Potential Disbursement Per NoA
~Rp 125-150 Mn

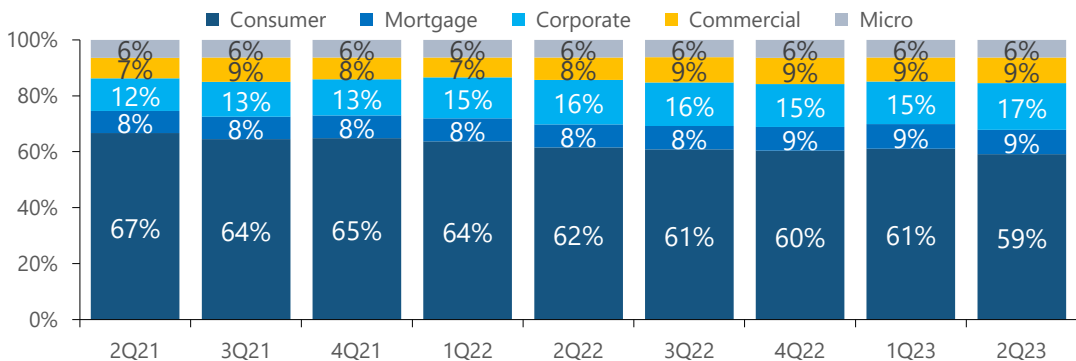
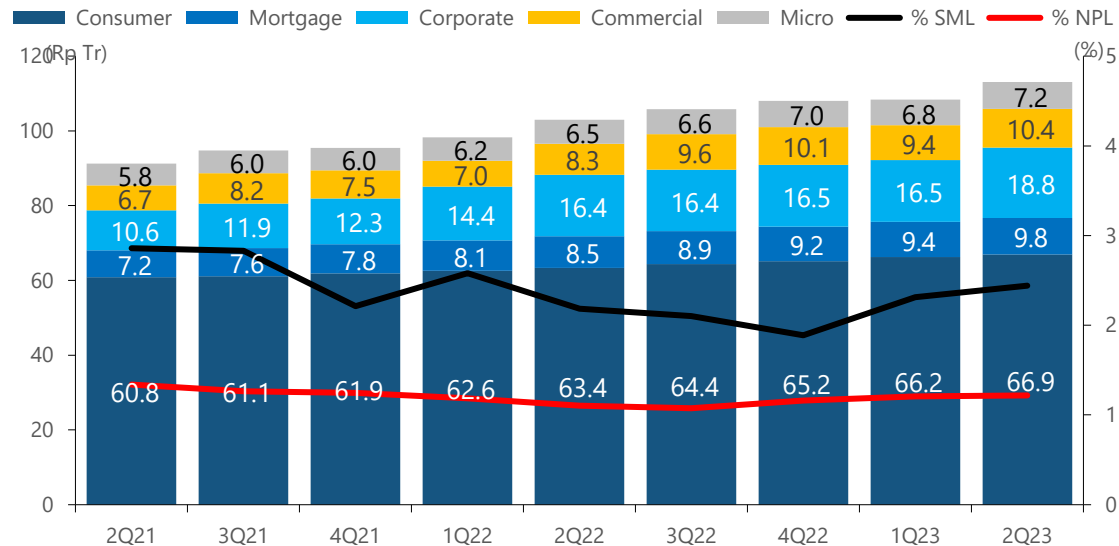
Productive Segment





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%

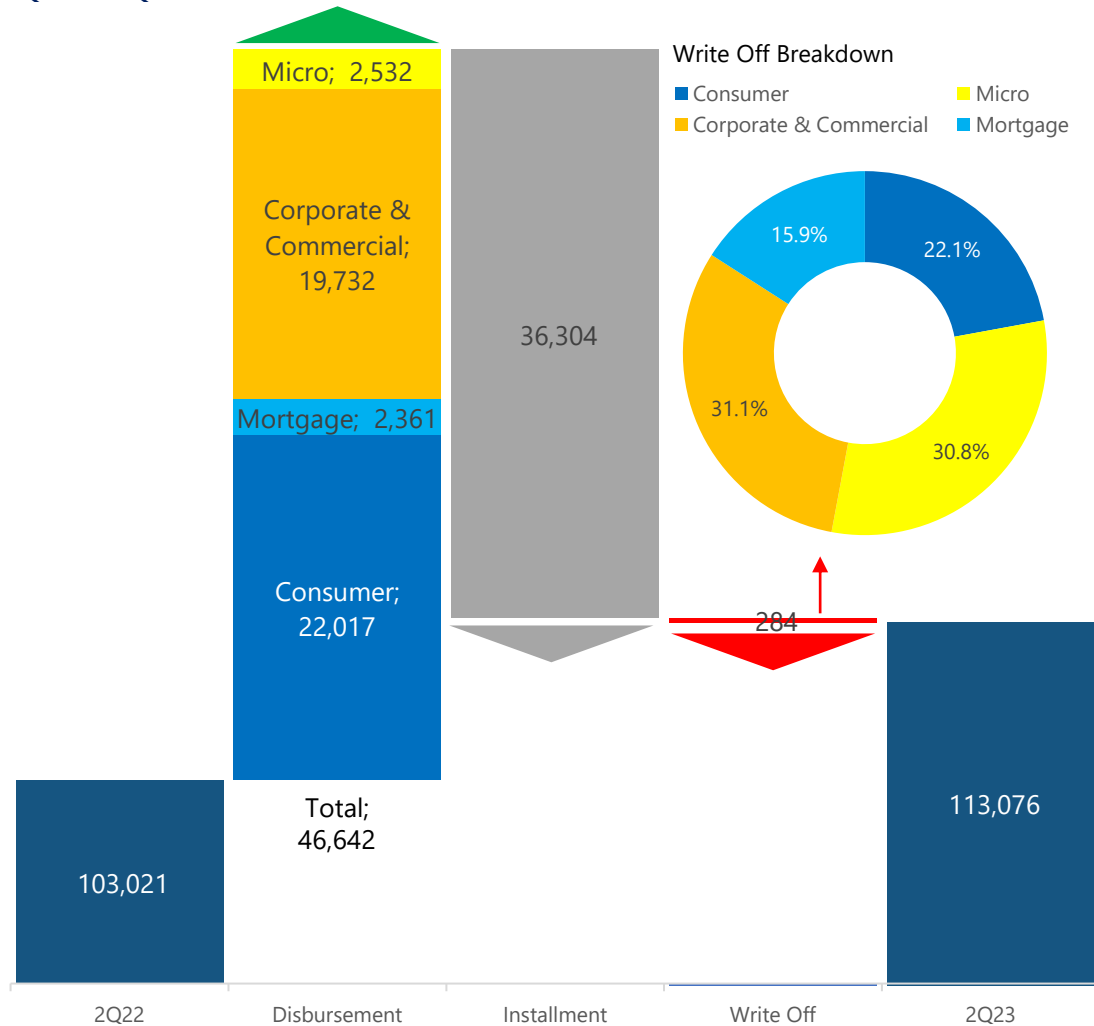


Loans Movement

Loans Disbursement, Run Off & Write Off

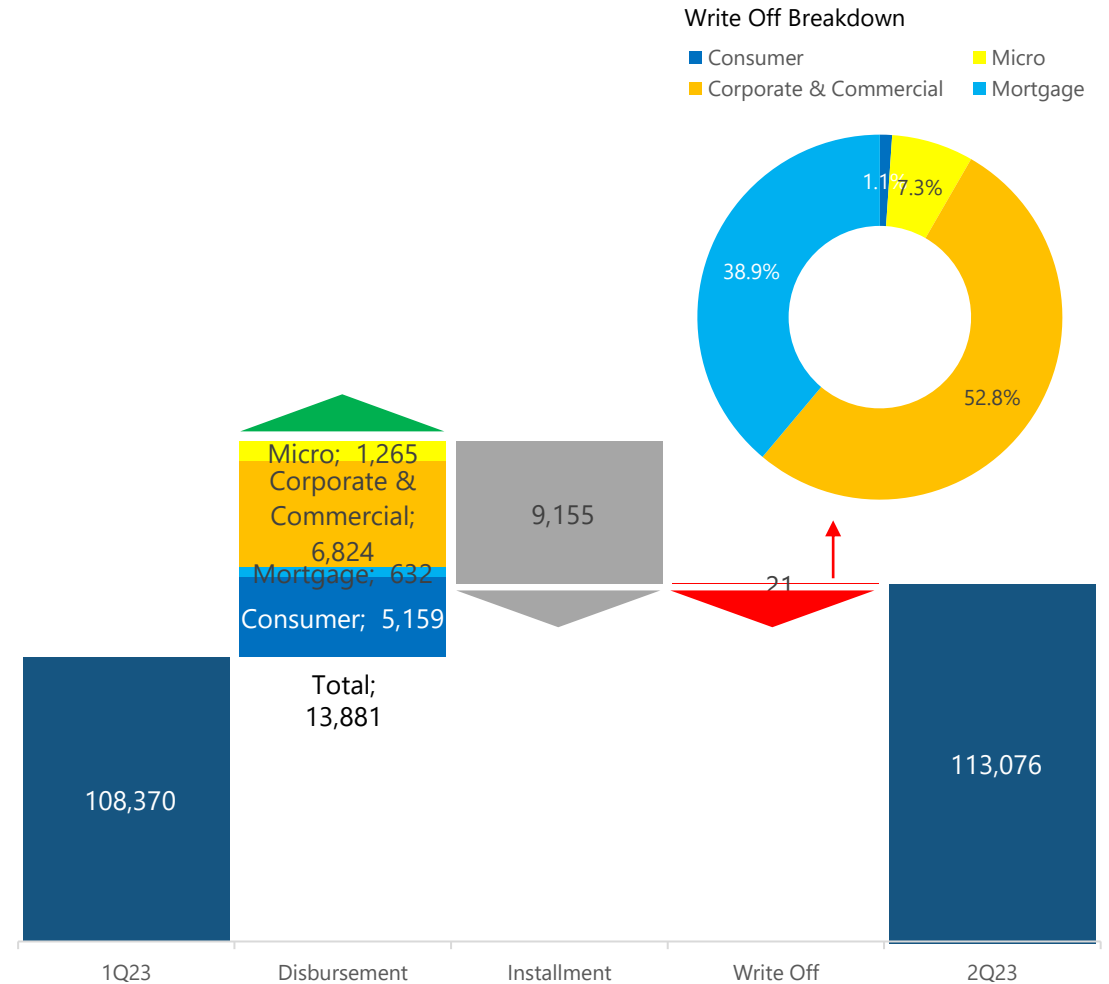
Loan Movement (Rp bn, YoY)

2Q22 – 2Q23



Loan Movement (Rp bn, QoQ)

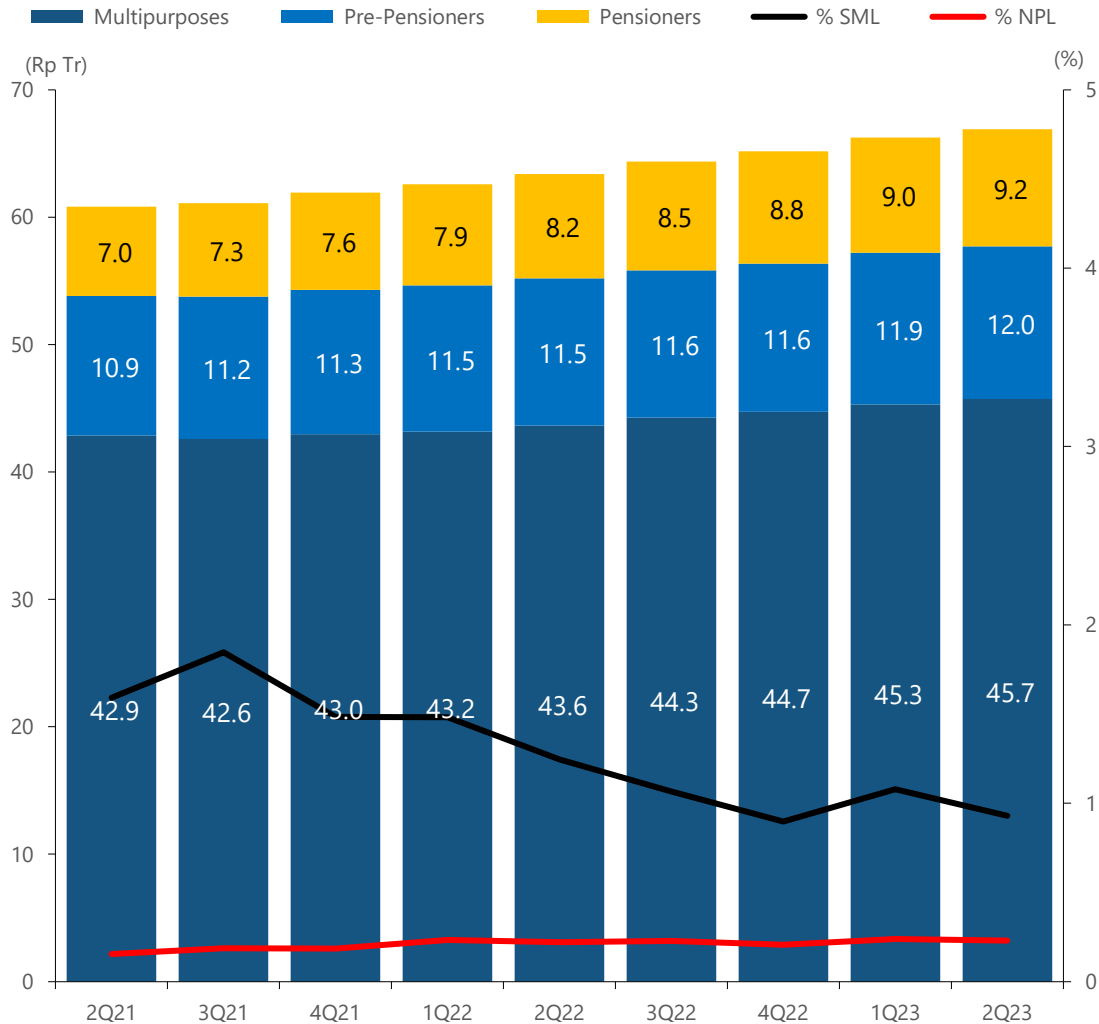
1Q23 – 2Q23





Consumer Loans

Bank Only



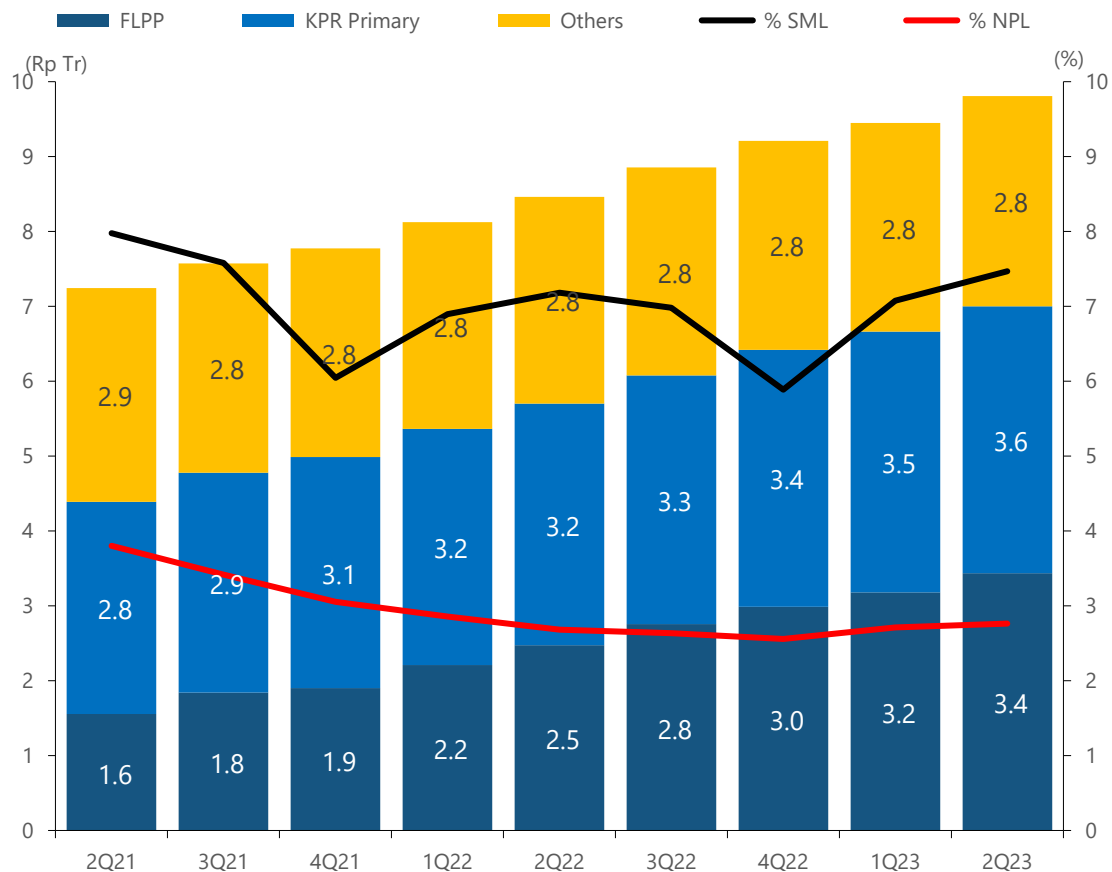
Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	63,375	66,898	+5.6%
Net Expansion YtD (Rp bn)	1,459	1,735	+19.0%
Avg. Loans Outstanding (Rp mn)	120	118	-2.3%
No of Account	526,718	568,841	+8.0%
Loan Yield (%)	12.6	12.2	-0.4

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

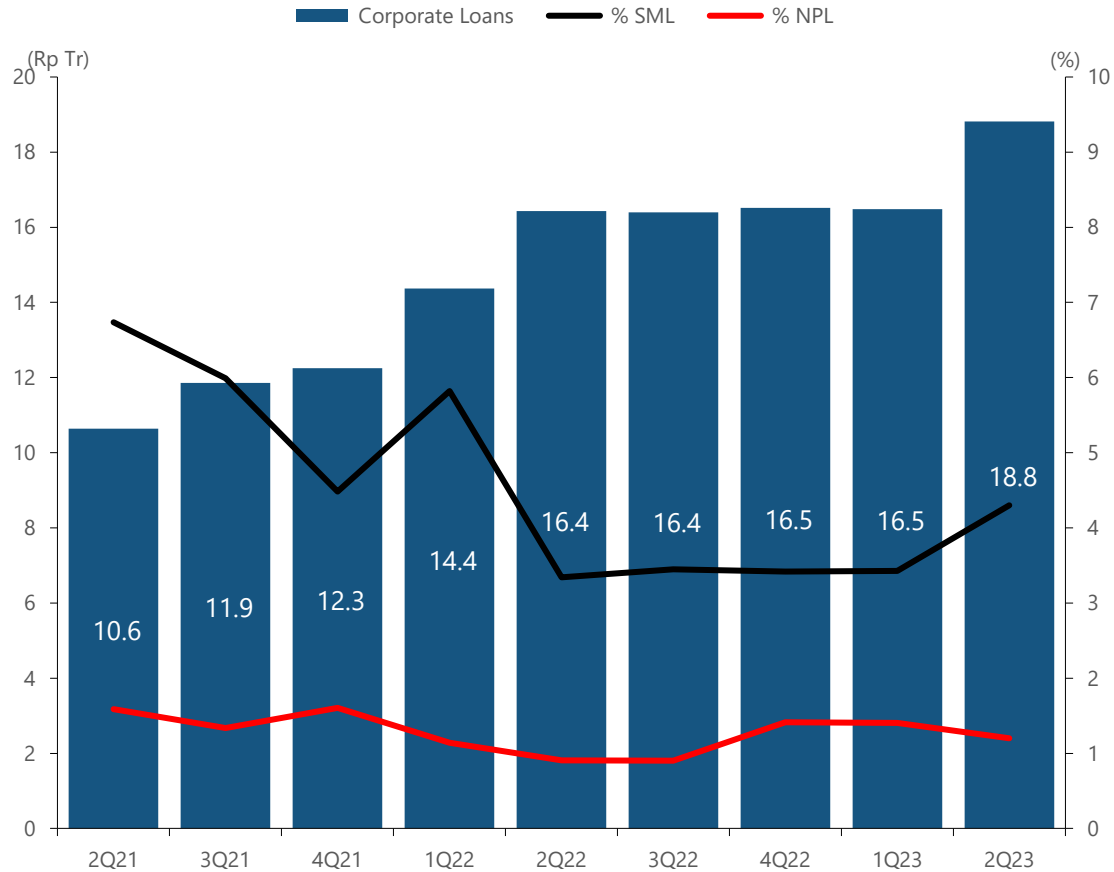
Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	8,461	9,807	+15.9%
Net Expansion YtD (Rp bn)	689	597	-13.4%
Avg. Loans Outstanding (Rp mn)	203	198	-2.1%
No of Account	41,749	49,412	+18.4%
Loan Yield (%)	8.5	7.9	-0.6

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



Corporate Loans

Bank Only



Proportion Between SOE Related and Private Company (2Q23)



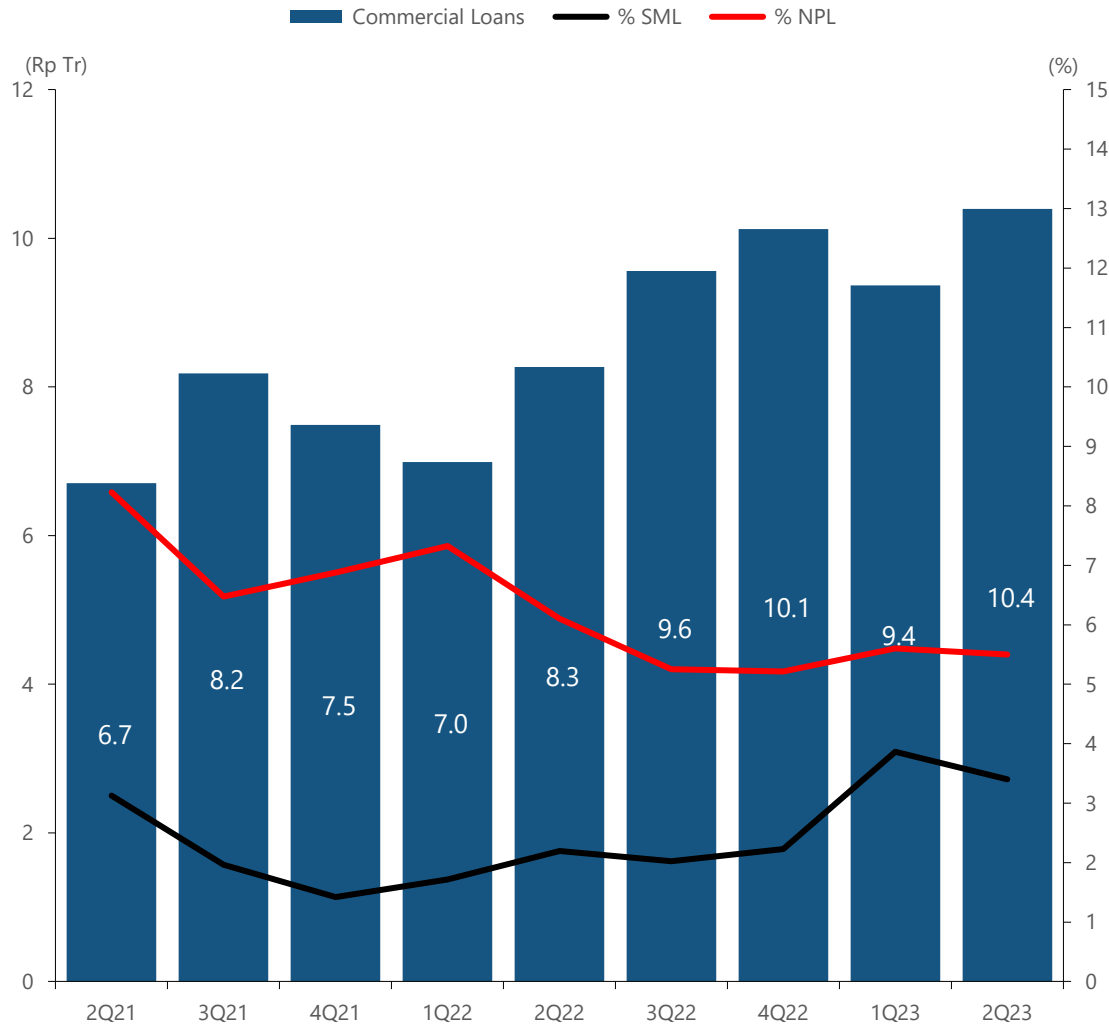
Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	16,435	18,818	+14.5%
Net Expansion YtD (Rp bn)	4,182	2,298	-45.1%
Avg. Loans Outstanding (Rp mn)	260,873	272,725	+4.5%
No of Debtors	63	69	+9.5%
Loan Yield (%)	7.2	7.1	-0.1

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



Commercial Loans

Bank Only



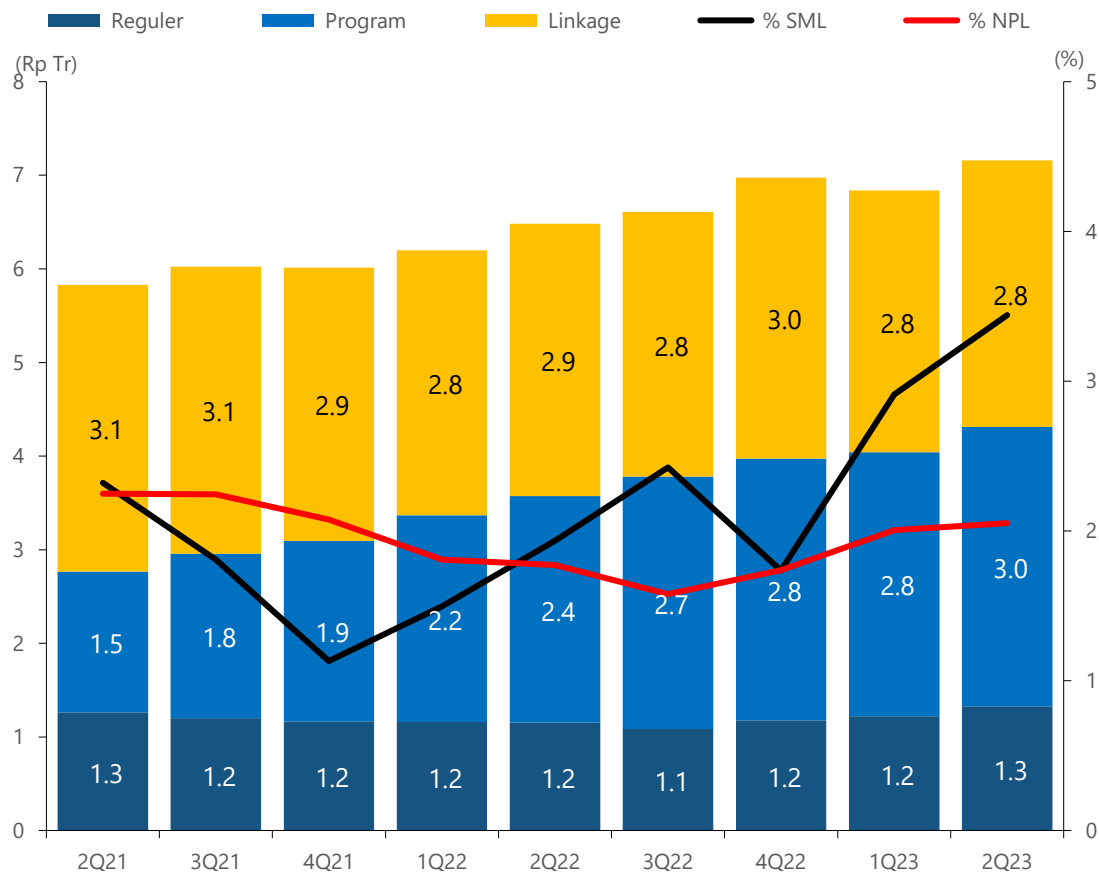
Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	8,266	10,395	+25.7%
Net Expansion YtD (Rp bn)	779	270	-65.4%
Avg. Loans Outstanding (Rp mn)	1,659	1,936	+16.7%
No of Account	4,983	5,368	+7.7%
Loan Yield (%)	7.6	7.4	-0.2

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

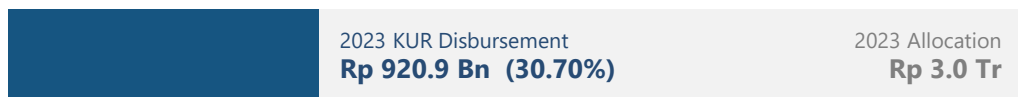


Micro Loans

Bank Only



KUR Disbursement (2Q23)

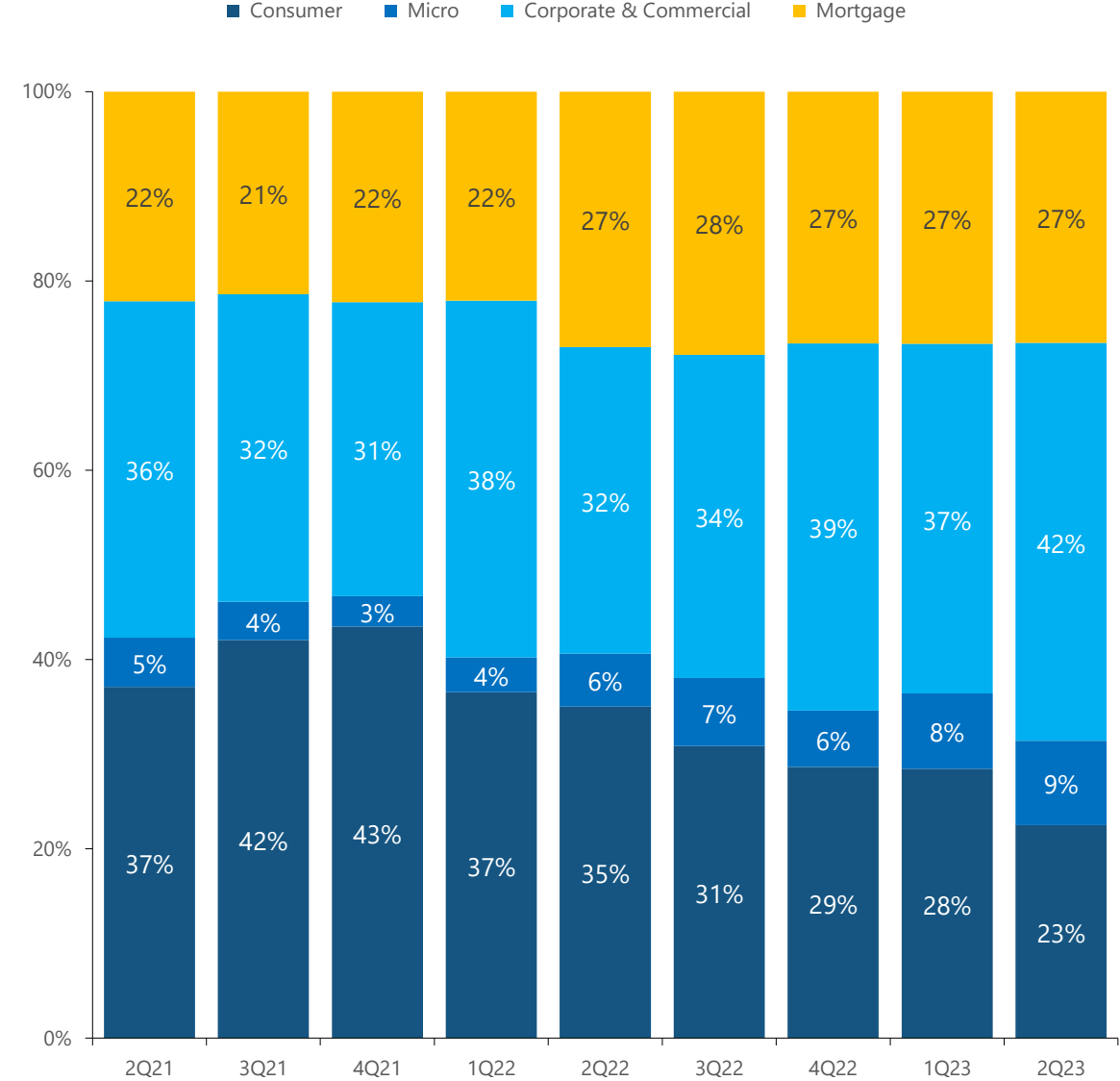
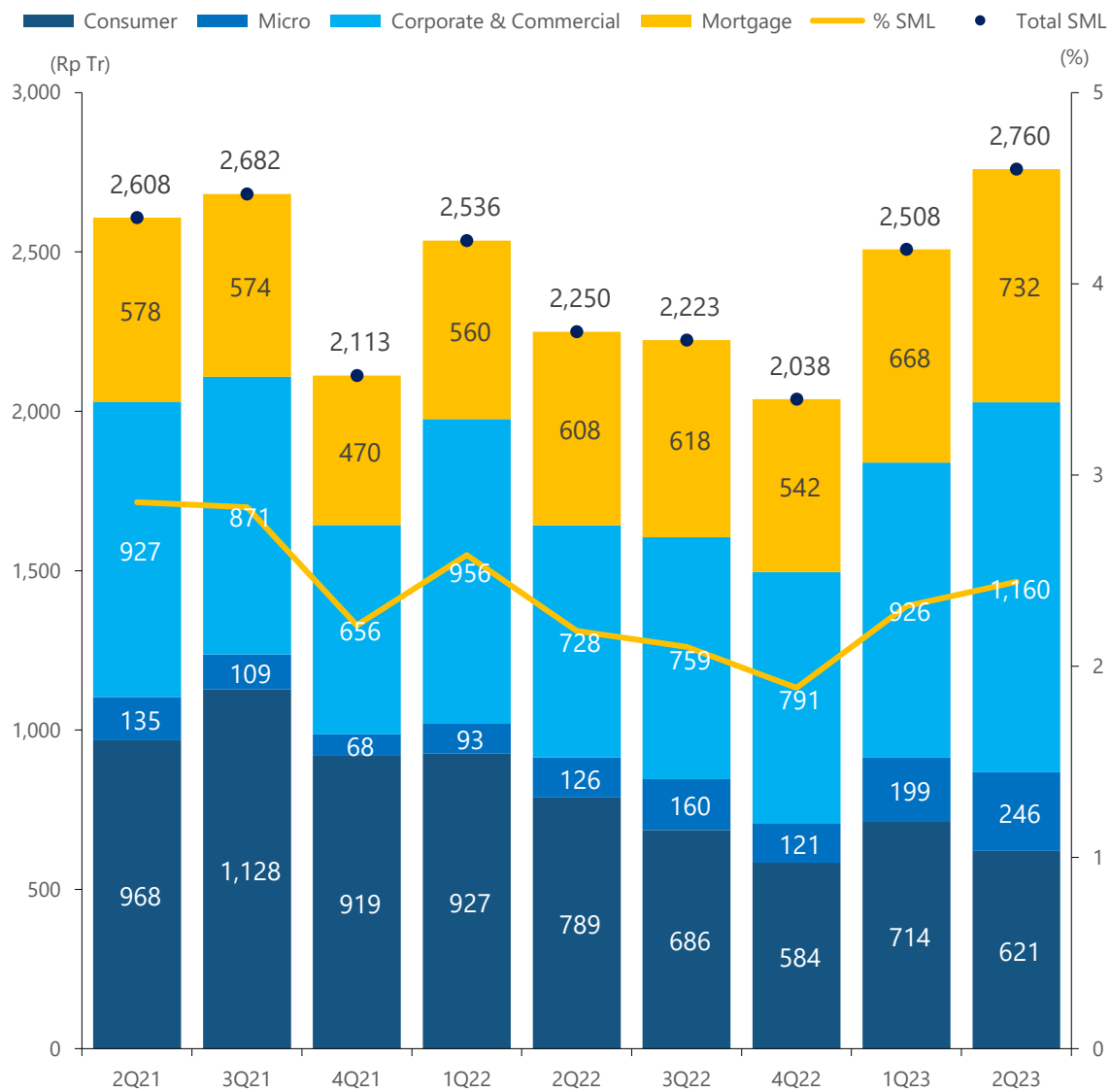


Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding (Rp bn)	6,483	7,158	+10.4%
Net Expansion YtD (Rp bn)	468	183	-60.9%
Avg. Loans Outstanding (Rp mn)	106	61	-42.0%
No of Account	61,317	116,675	+90.3%
Loan Yield (%)	10.3	10.7	+0.4

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



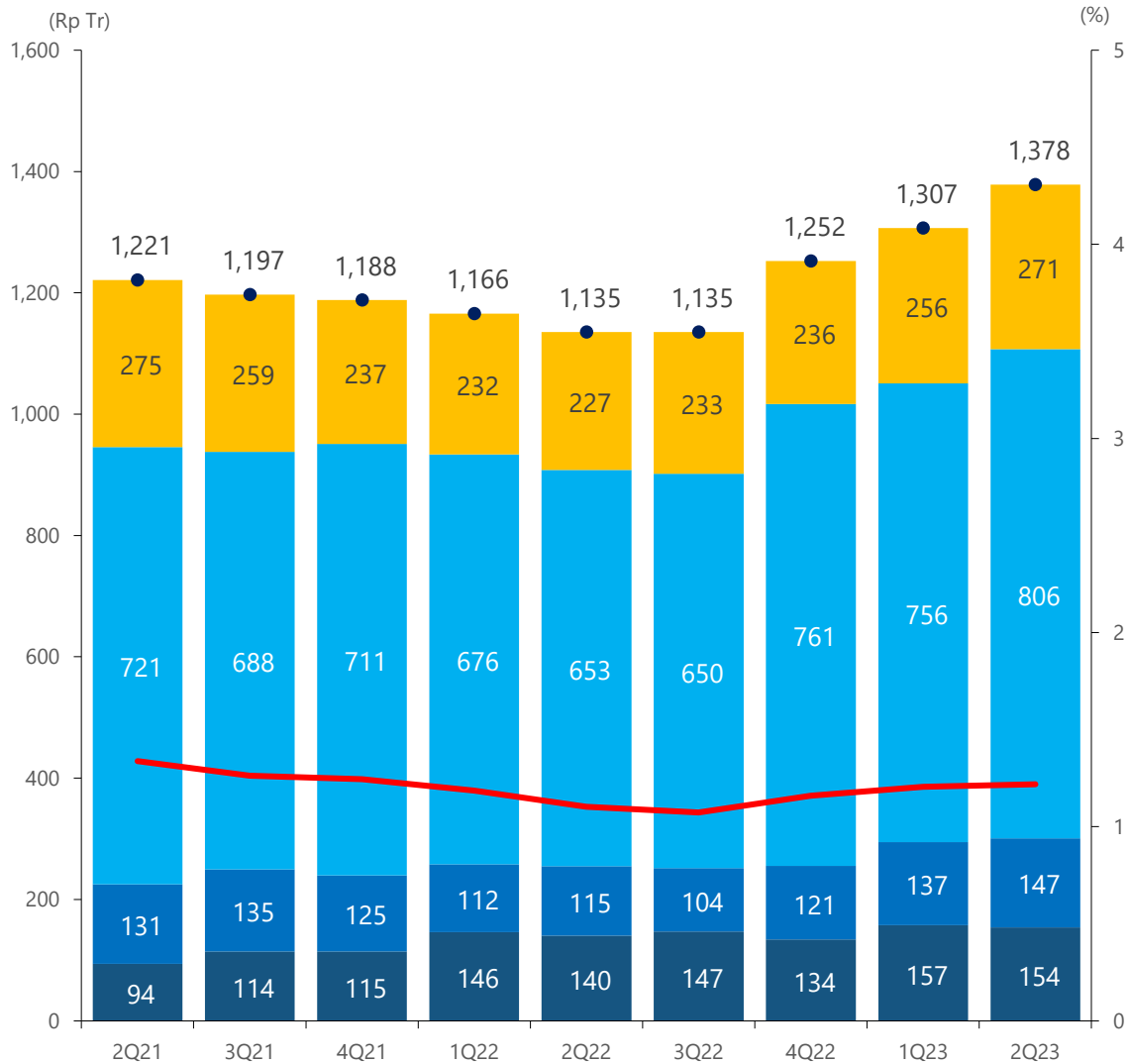
Special Mention Loans



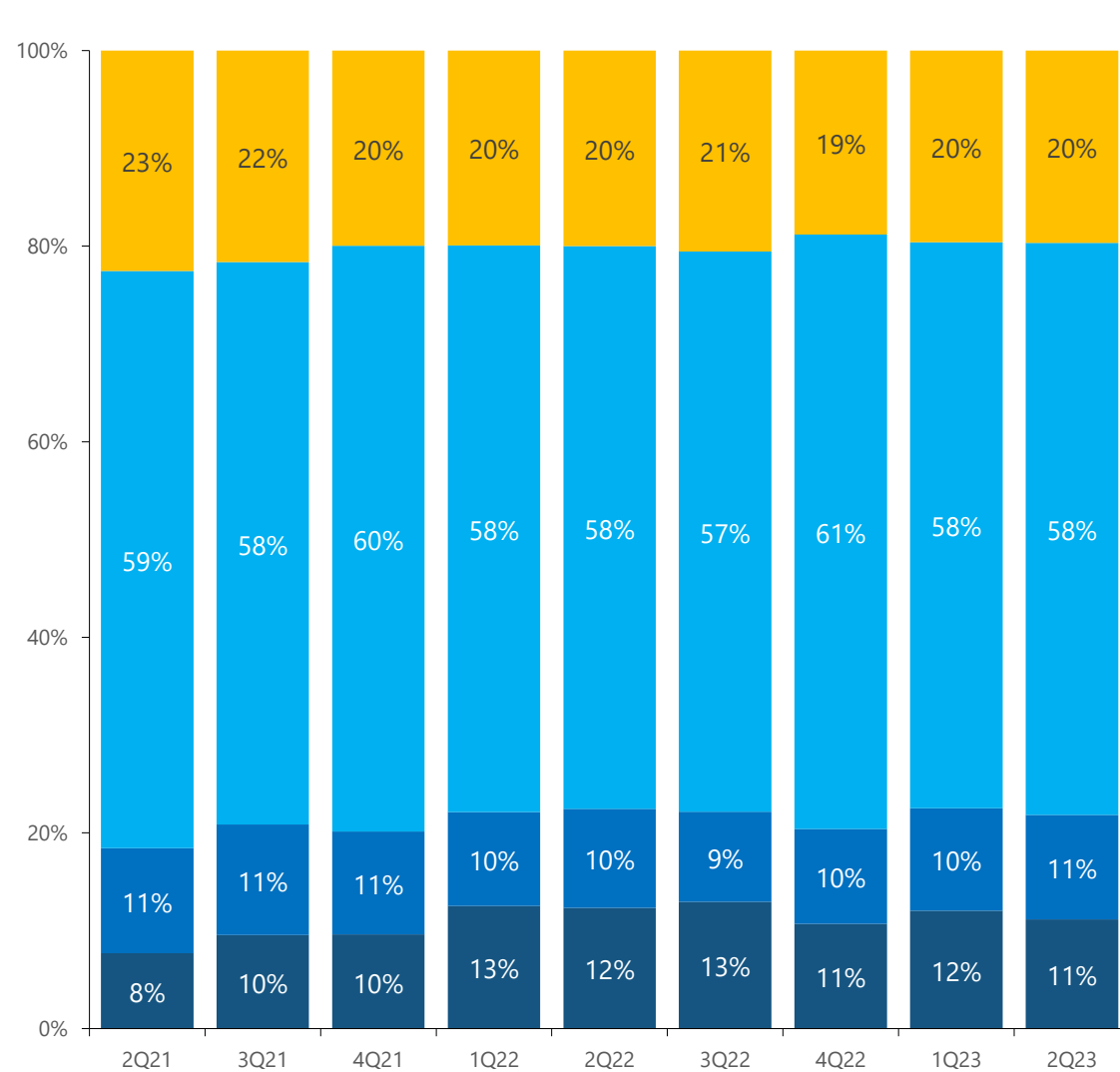


Non Performing Loans

Consumer Micro Corporate & Commercial Mortgage % NPL Total NPL

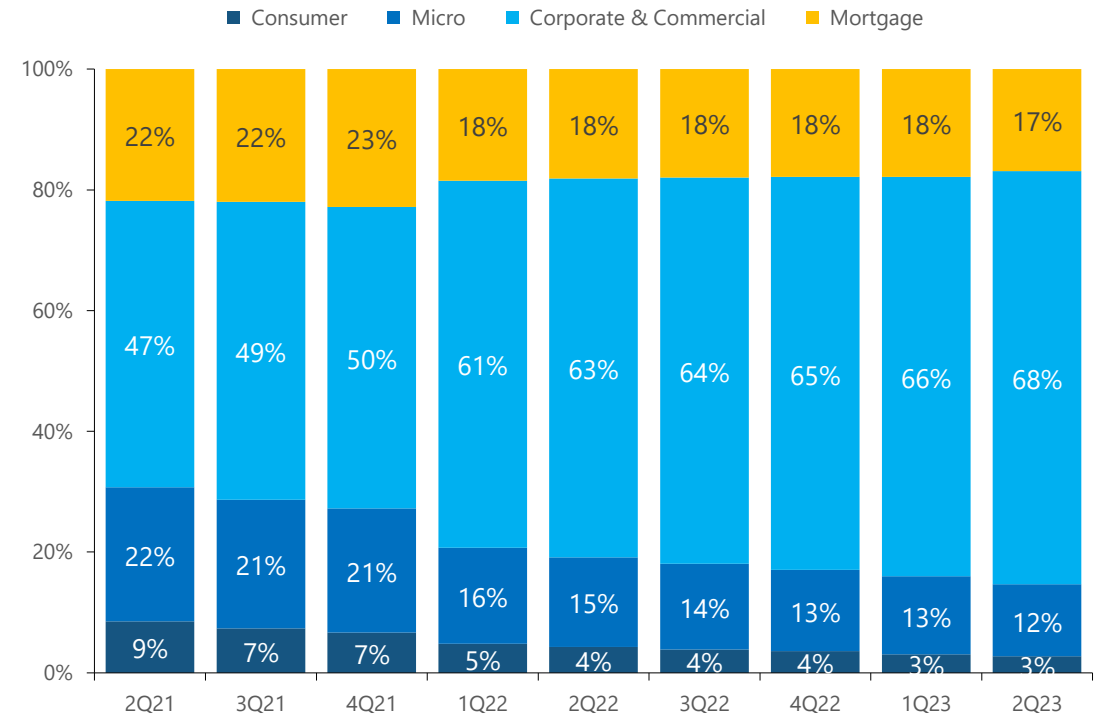
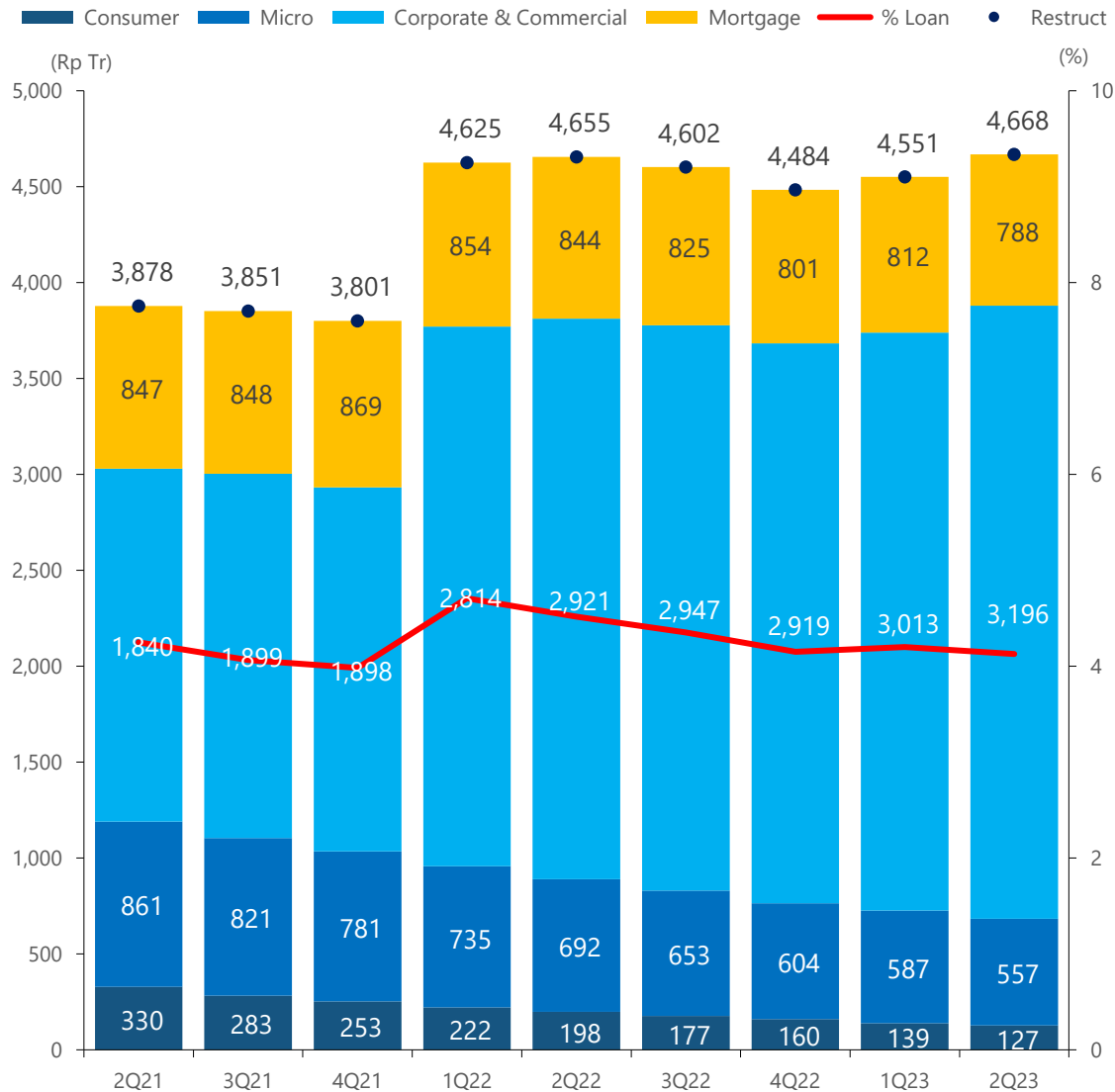


Consumer Micro Corporate & Commercial Mortgage





Restructured Loans



Restructured Loan Composition Based On Covid and Non-Covid (2023)



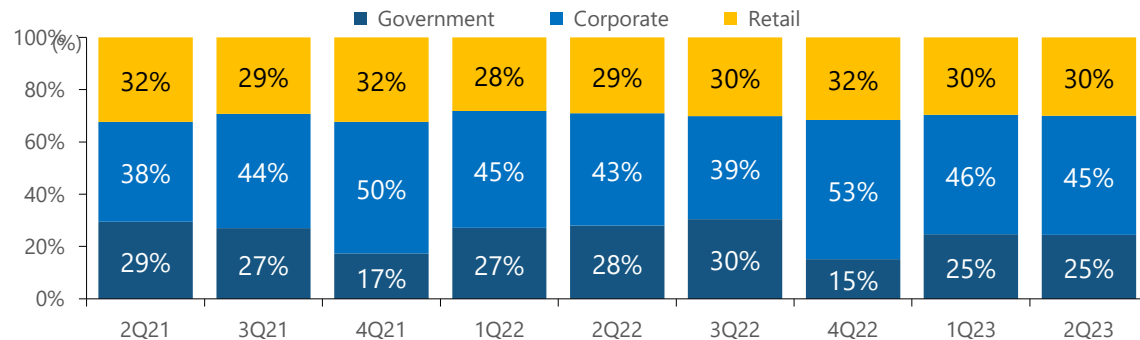
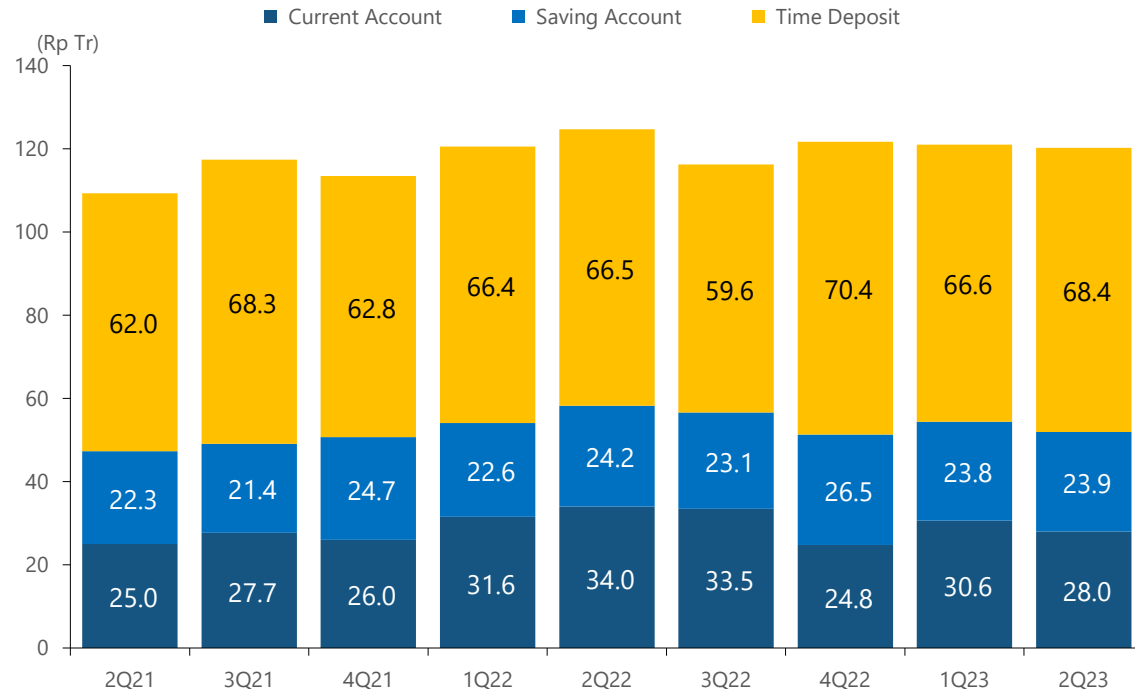
Restructured Loan Composition Based On Economic Sector (2023)





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%
TOTAL	124,732	120,271	-3.6%
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 (%)
Total RWA	89,841	84,171	-6.3%
Credit Risk	69,073	73,233	+6.0%
Operational Risk	14,787	6,704	-54.7%
Market Risk	5,981	4,234	-29.2%
RWA/Total Asset	55.1%	50.2%	-4.9%
tier-1	11,823	12,697	+7.4%
tier -2	4,379	4,186	-4.4%
Total Capital	16,201	16,883	+4.2%
Tier-1 CAR	13.2%	15.1%	+1.9%
Total CAR	18.0%	20.1%	+2.1%

- 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 (%)
Consumer Loans	50%	Rp 500bn	0.12
Micro Loans	75%	Rp 750bn	0.18
Commercial Loans	100%	Rp 1tr	0.24
Mortgage Loans	40%	Rp 400bn	0.09

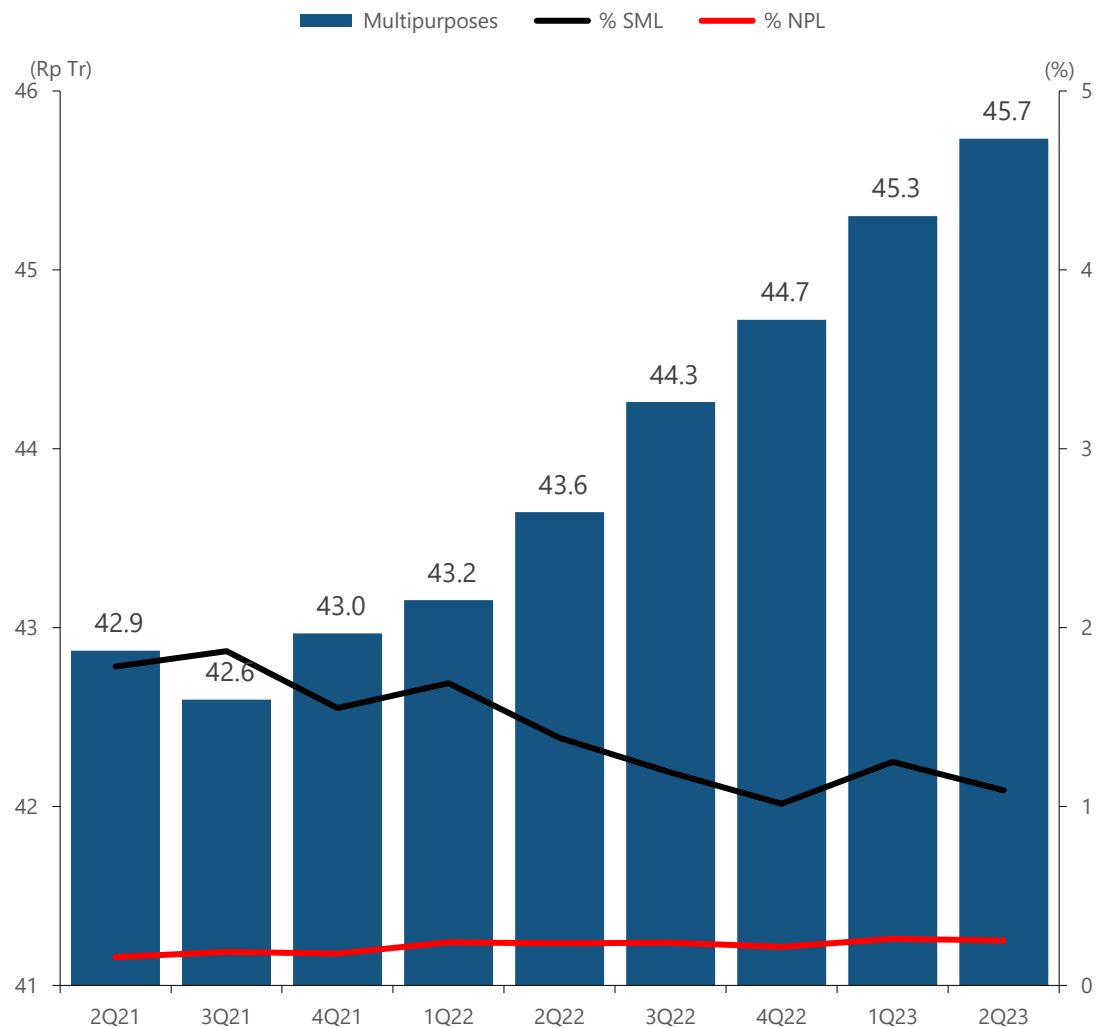


2Q2023 Performance

Consumer Loan Details



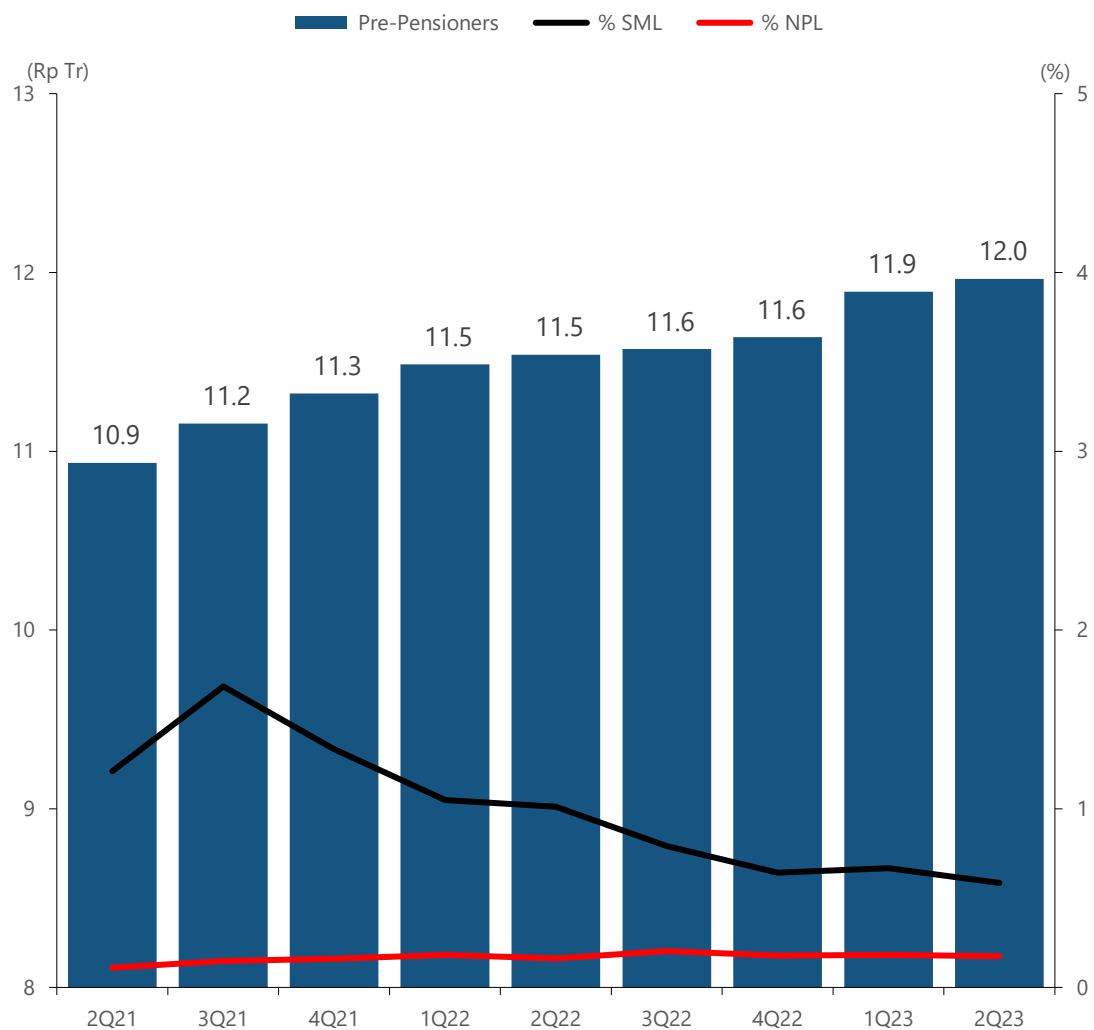
Multipurpose Loans



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

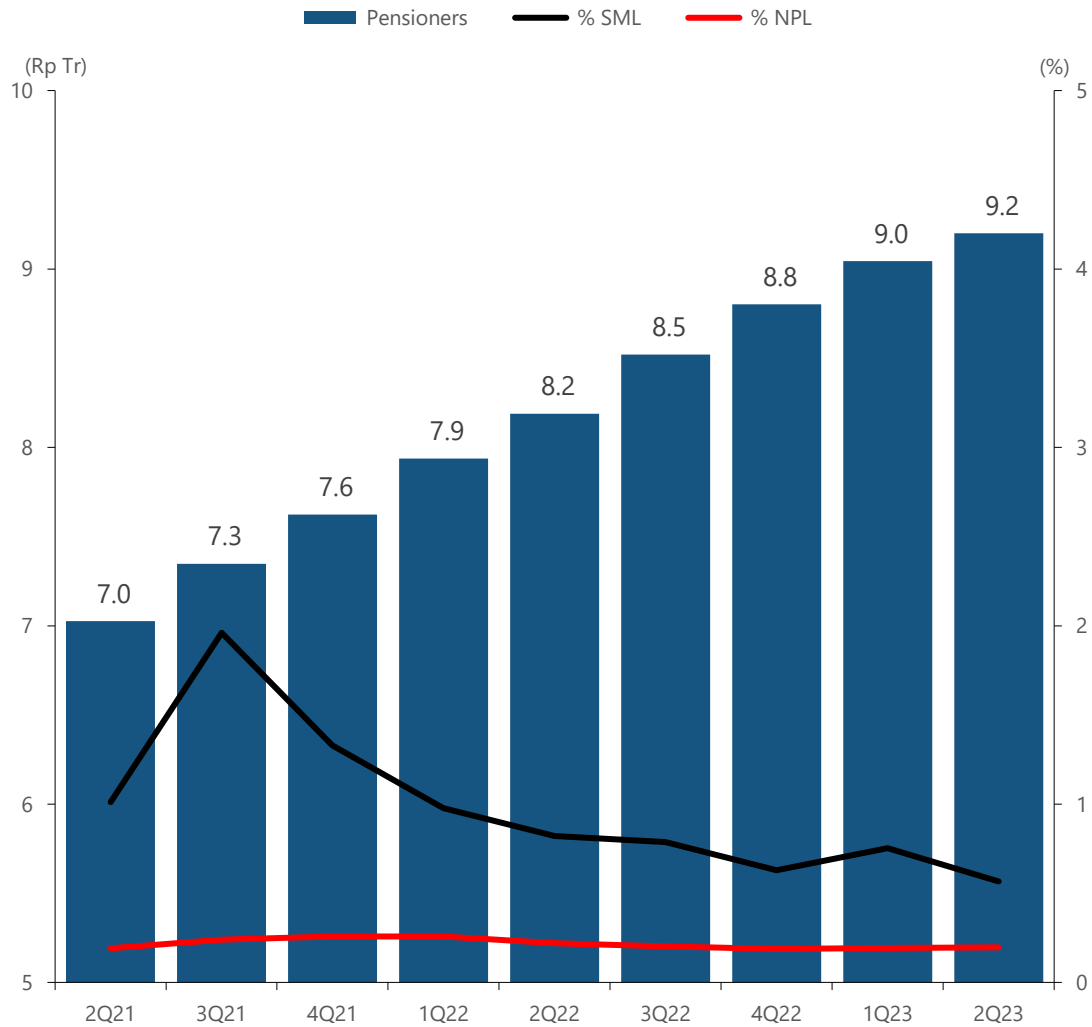


Key Indicators	2Q22	2Q23	YoY (%)
Loans Outstanding	11,540	11,964	+3.7%
Net Expansion YtD (Rp bn)	217	325	+50.2%
Avg. Loans Outstanding (Rp mn)	166	163	-1.7%
No of Account	69,423	73,241	+5.5%
% Portion of Direct Deduction from Payroll	95.2	95.5	+0.3

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%
Net Financing Income	263,183	275,320	+4.6%
Other Operating Income	21,378	34,964	+63.6%
Operating Expense	209,829	242,903	+15.8%
PPOP	74,732	67,381	-9.8%
Loan Loss Provision	14,552	35,349	+142.9%
Non Operating Expense	158	161	+1.9%
Income (loss) Before Tax	60,022	31,871	-46.9%
Tax Expense	13,205	7,012	-46.9%
Net Income (Loss)	46,817	24,859	-46.9%



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%
Total Asset	10,935,588	12,032,950	+10.0%
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%
Total Liabilities	9,658,931	10,669,179	+10.5%
Total Equity	1,276,657	1,363,771	+6.8%



Key Ratios

bank bjb Sharia

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%
Total Gross Financing	6,854,214	8,044,438	+17.4%

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%
Total Funding	8,236,410	8,748,077	+6.2%



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 Adityasari 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

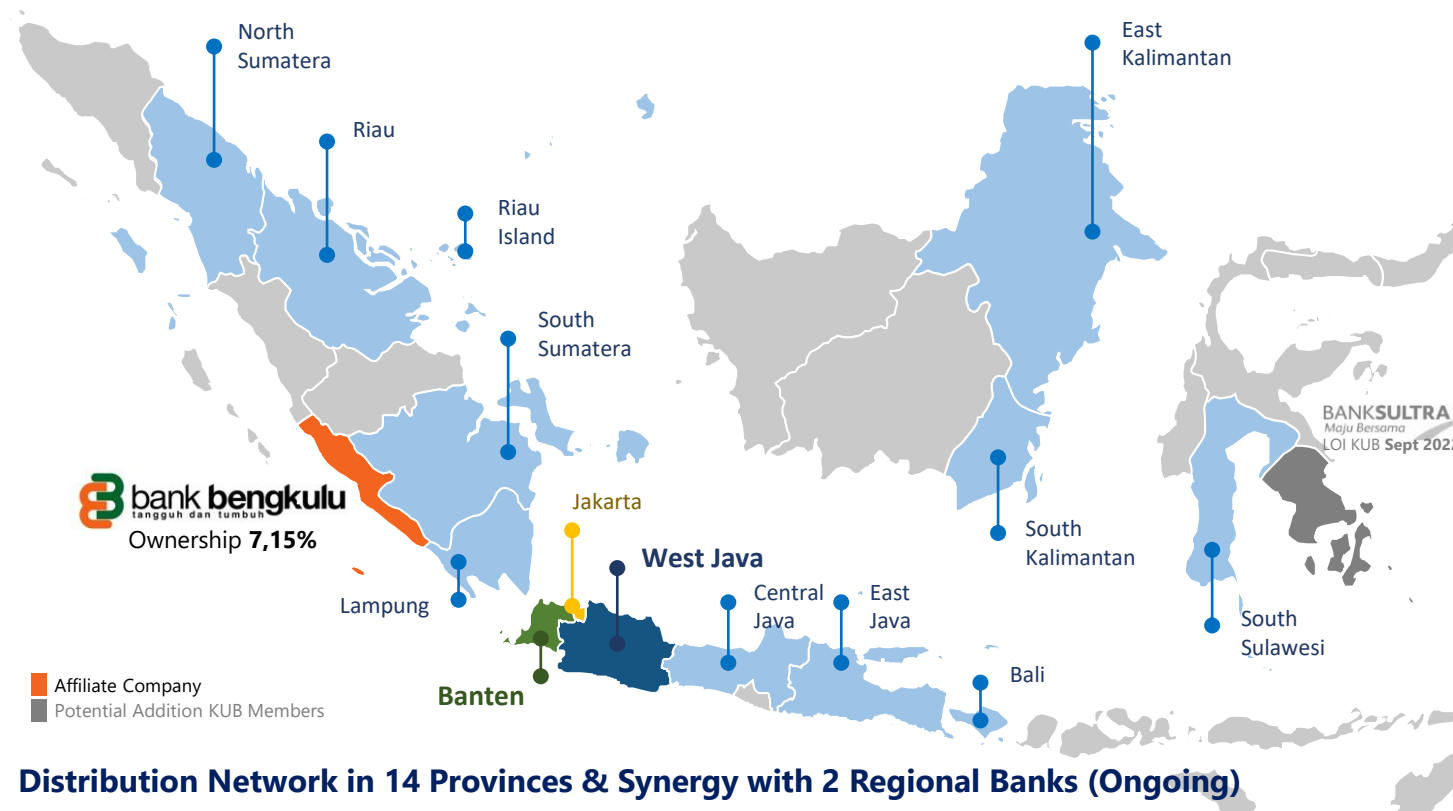
Last Position
Director of Finance and Risk
Management bank bjb
(2019-2021)

Cecep Trisna Director of Compliance

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



Network Distribution



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

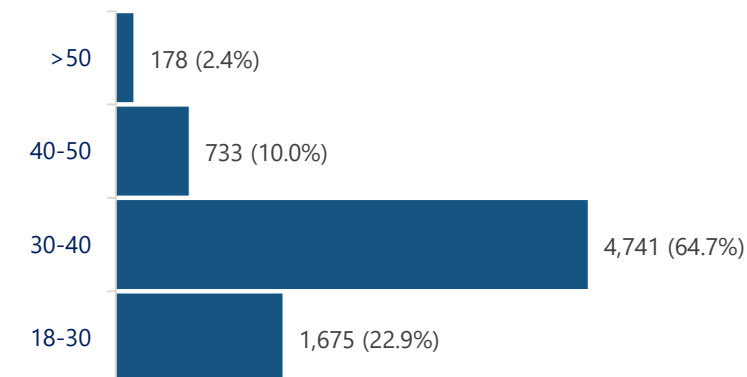
Distribution Network in 14 Provinces & Synergy with 2 Regional Banks (Ongoing)

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

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
Total Permanent	7,504	7,327	-177
Total Non Permanent	1,032	1,068	+36
Total	8,536	8,395	-141

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**

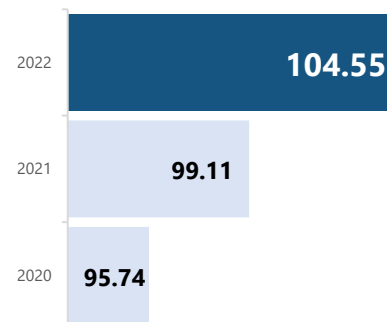


Ownership

	2Q22	2Q23
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

	2Q22	2Q23
Public	24.45	24.45
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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