

PT Bank Syariah Indonesia Tbk

1Q-23 Results Presentation

Presentation to Investors and Analysts



Bank Syariah Indonesia – Board of Directors

Run by Experienced Banker on Respective Business Segments



HERY GUNARDI

President Director

Experienced in Banking
Industry : 30+ Years



BOB TYASIKA ANANTA

Vice President Director

Experienced in Banking
Industry : 30+ Years

Today Presenter



ADE CAHYO NUGROHO

Director of Finance
& Strategy

Experienced in Banking
Industry : 18+ Years



TIWUL WIDYASTUTI

Director of Risk
Management

Experienced in Banking
Industry : 31+ Years



ACHMAD SYAFII

Director of Information
& Technology

Experienced in Banking
Industry : 23+ Years



ANTON SUKARNA

Director of Sales
& Distribution

Experienced in Banking
Industry : 20+ Years



NGATARI

Director of Retail Banking

Experienced in Banking
Industry : 29+ Years



TRIBUANA TUNGGAEWI

Director of Compliance &
Human Capital

Experienced in Banking
Industry : 31+ Years



MOH ADIB

Director of Treasury &
International Banking

Experienced in Banking
Industry : 30+ Years



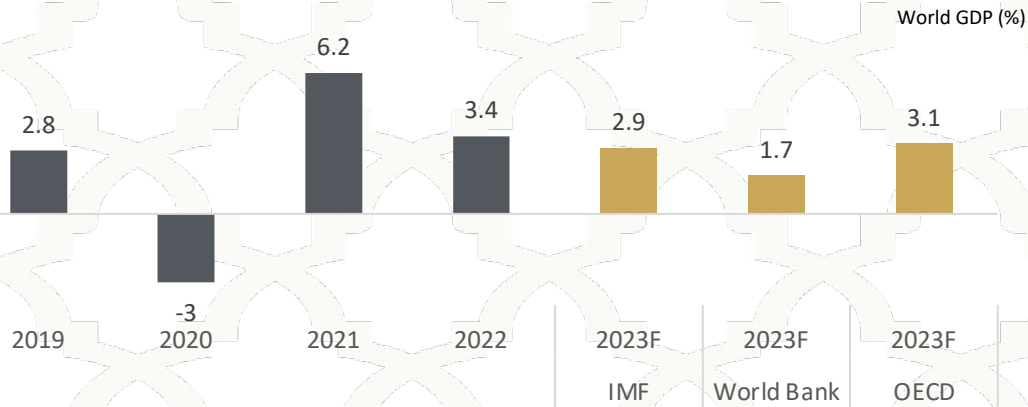
ZAIDAN NOVARI

Director of Wholesale
Banking

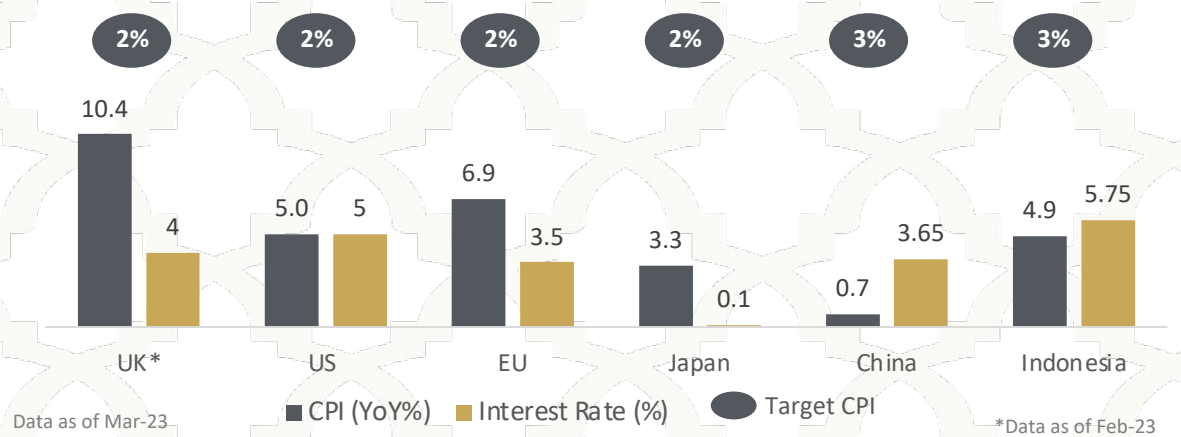
Experienced in Banking
Industry : 27+ Years

Global Macroeconomic Highlights | *Balancing fights against inflation and banking crisis risk*

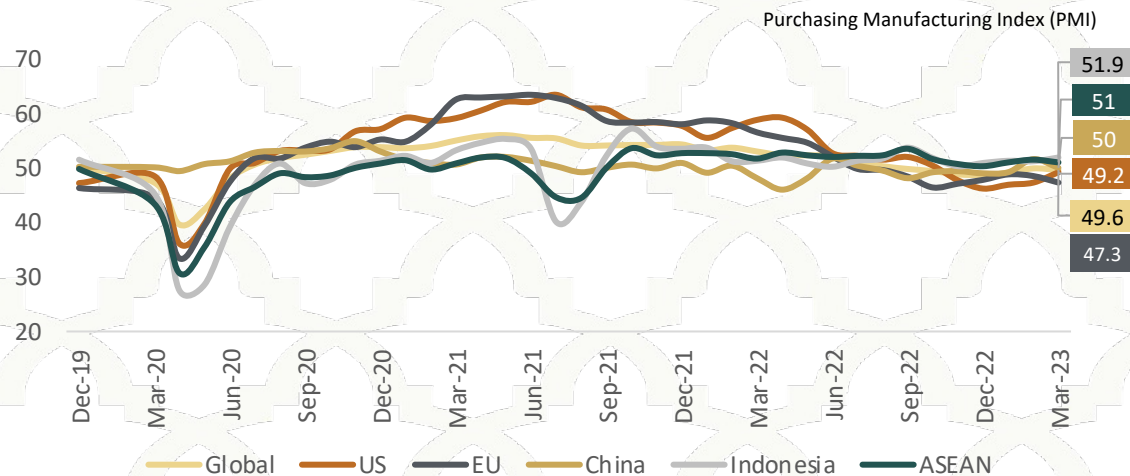
1. As pandemic restriction ease, world economic outlook is projected to remain at below-trend rates in 2023F



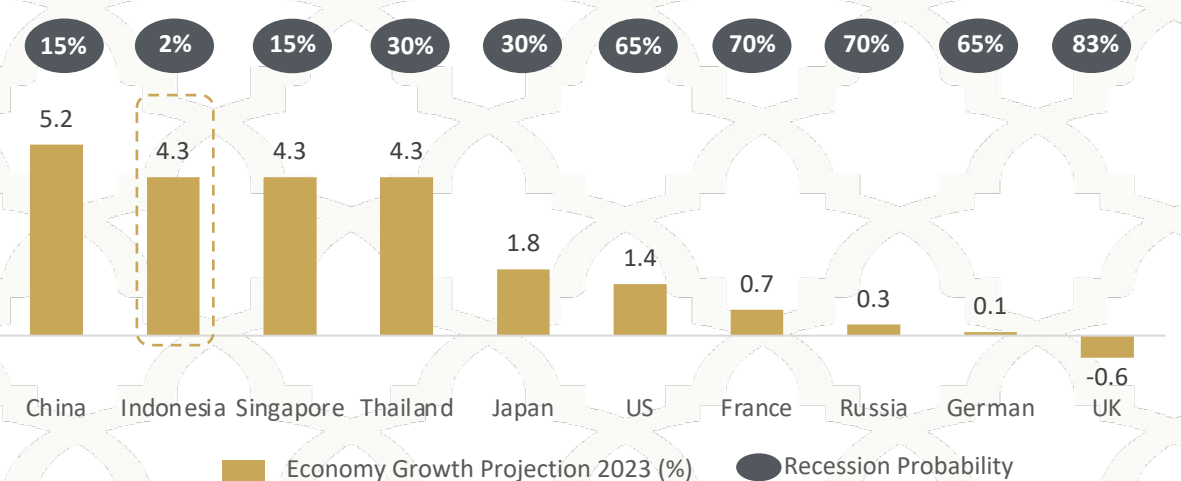
2. Inflation remains the challenge with rate above the target ranges in some countries, experienced a rapid interest rate hike



3. PMI in Indonesia and ASEAN, however, has recovered from the recent shocks, with goods exports and private consumption leading the way



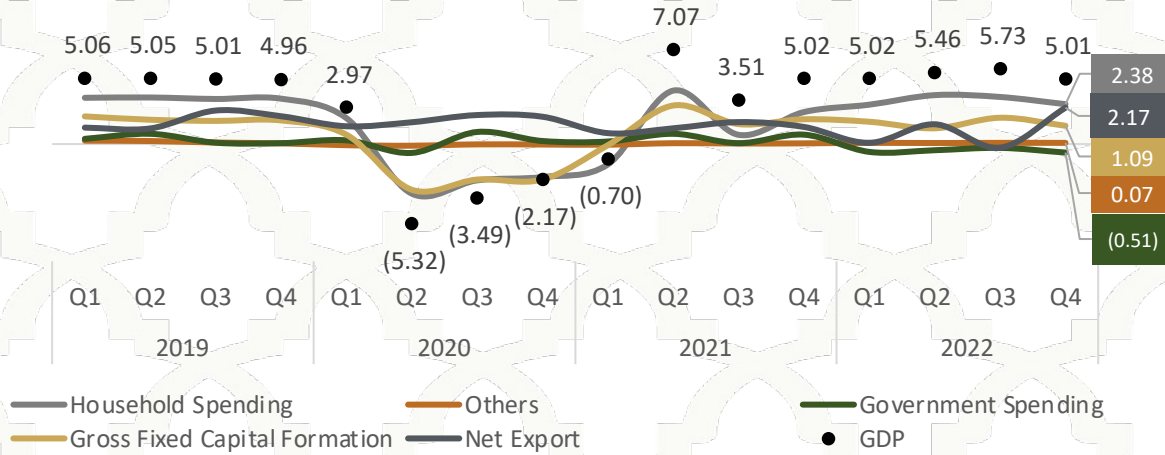
4. Those has helped Indonesia less probability of having recession as compared to other countries in the region and globally



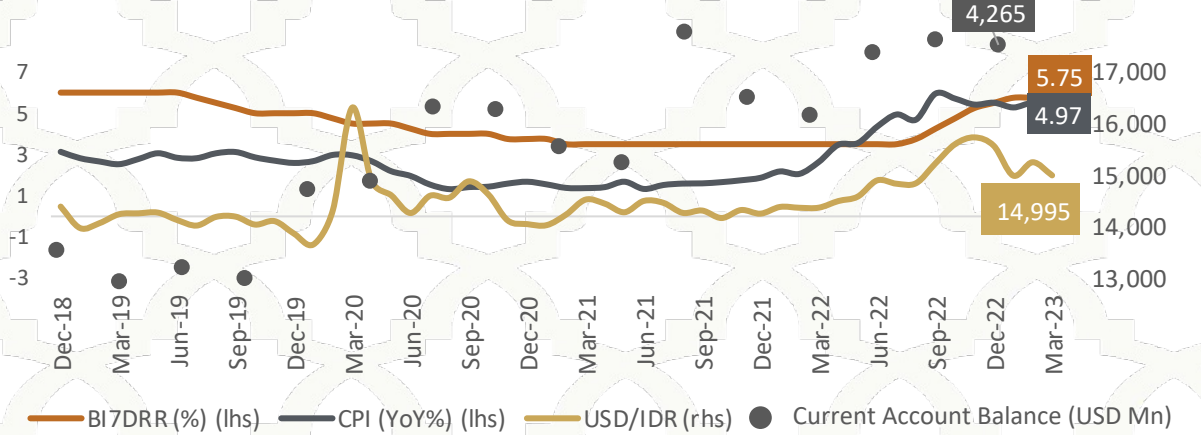
Source: BI, BPS, Bloomberg, and IMF

Indonesia Macroeconomic Highlights | Resilient through global economic turbulence

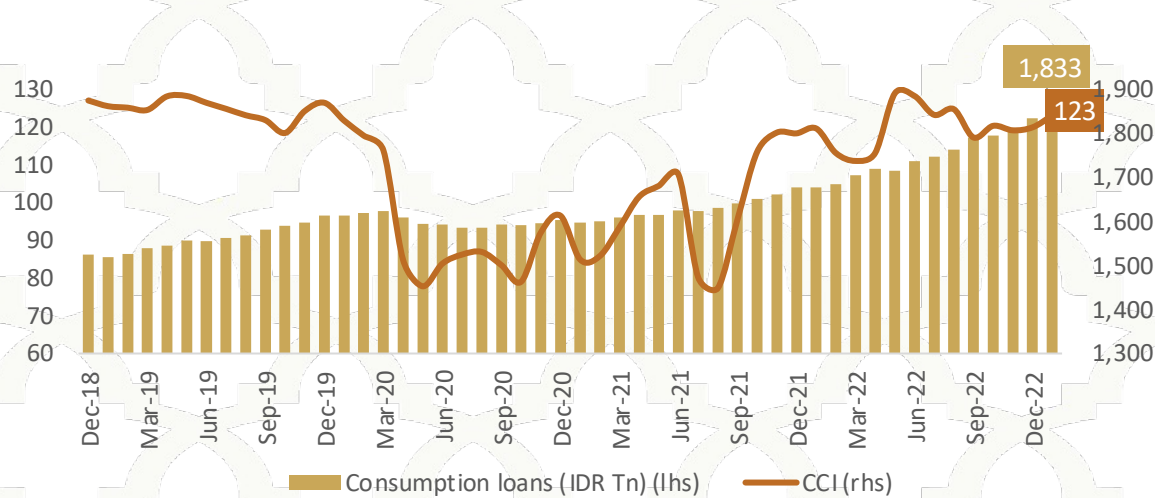
1. Similar to previous quarter, consumer spending as well as export has helped the economy growth above 5%



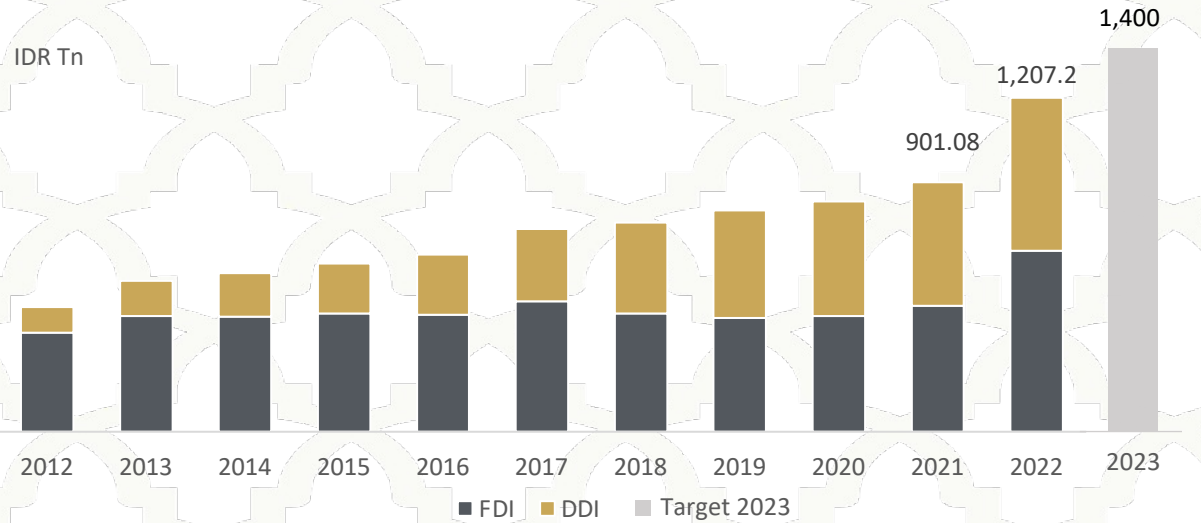
2. Consecutively for the past 6 quarters, the current account surplus thus far eased the interest rate hike pressure and exchange rate volatility



3. A strong consumer confidence index also showed that the household spending power remained and indicate a growing consumer loans



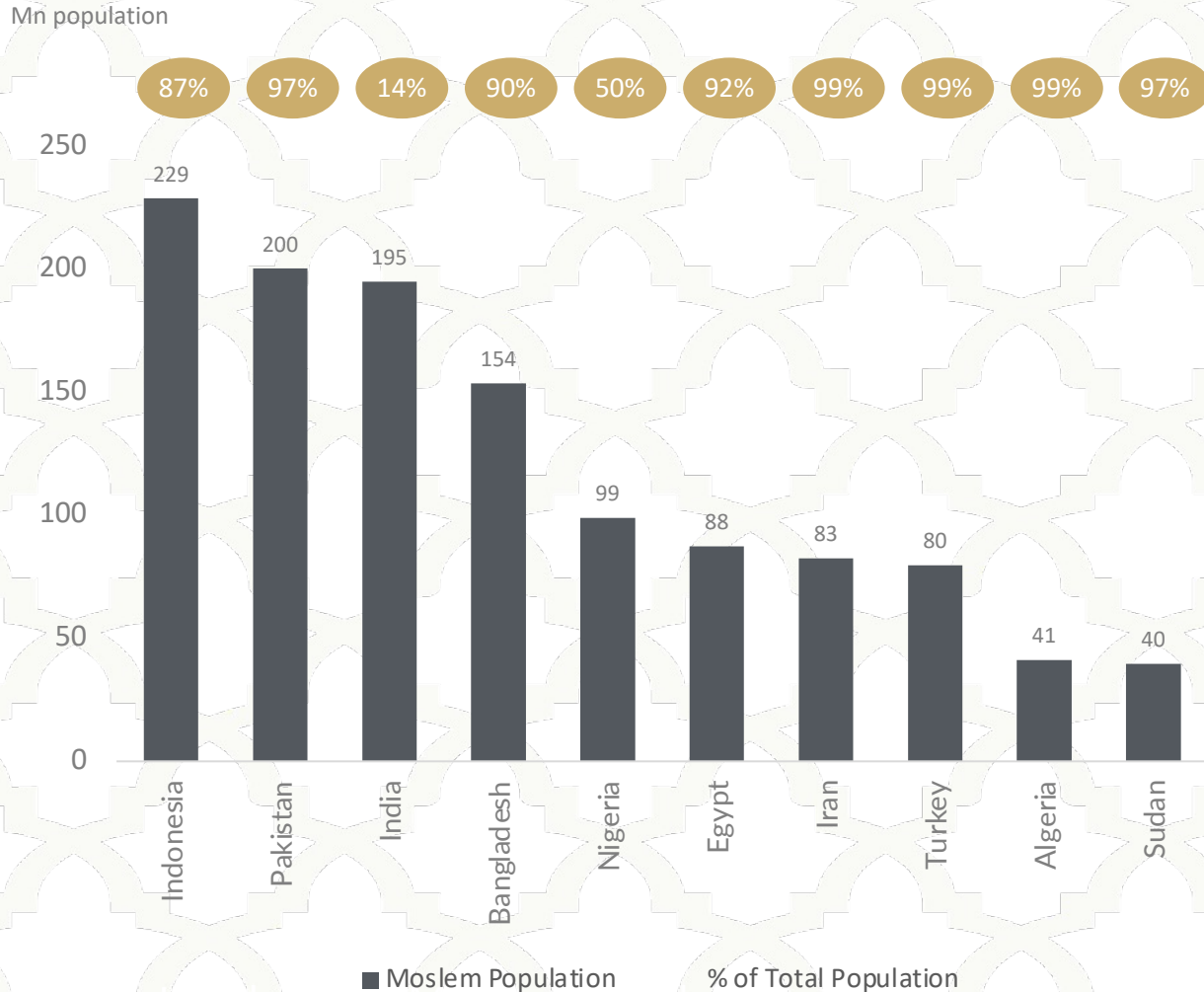
4. Backed by economic stability, BKPM optimistic can meet target growth of 16% in 2023F on foreign and domestic investment



Source: BI, BPS and Bloomberg

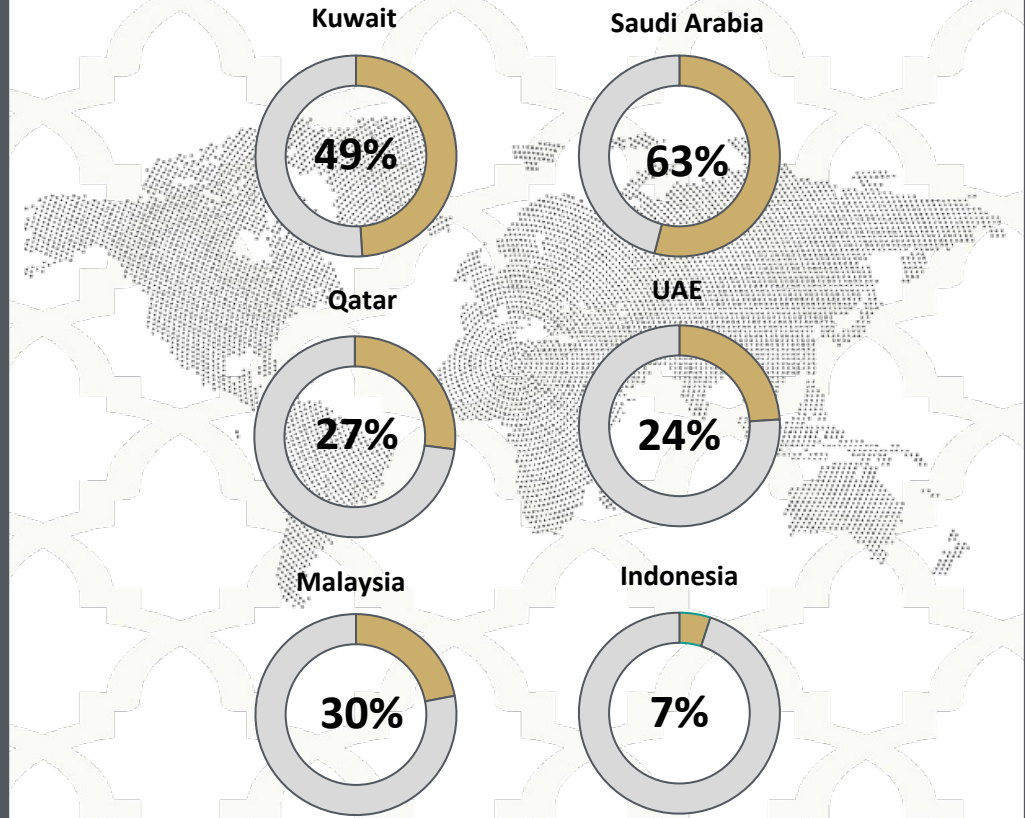
Global Sharia Banking Industry | Potential in the largest Moslem population providing opportunities for BSI to penetrate

Indonesia, the largest Muslim population in the world



Source: worldpopulationreview.com, 2022

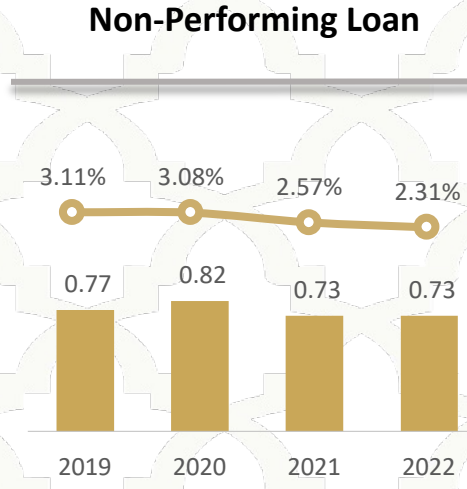
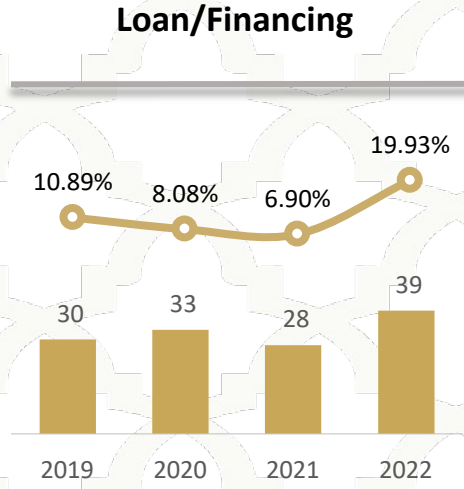
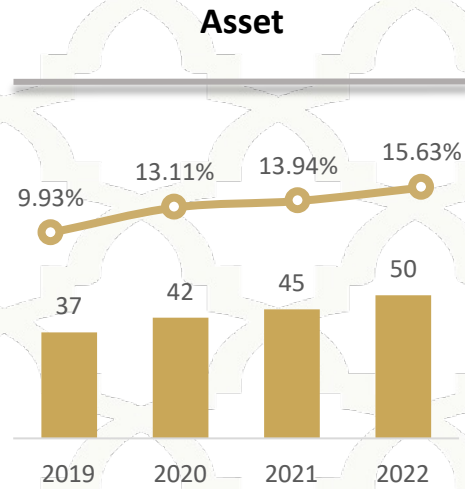
Significant opportunity to increase Sharia banking penetration



Regional Comparison Highlight | Sharia preferences growing in Indonesia with double digits growth and gaining more market share

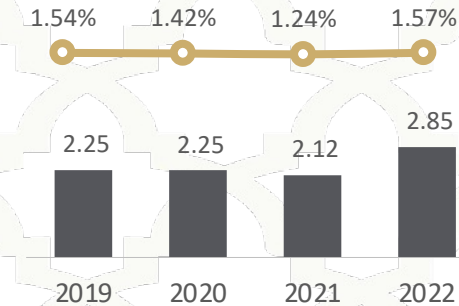
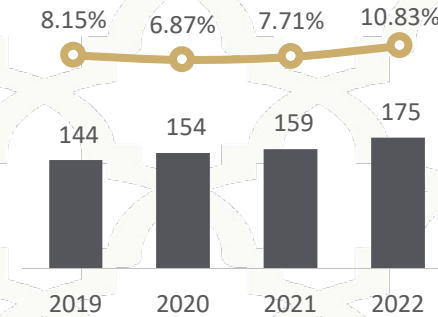
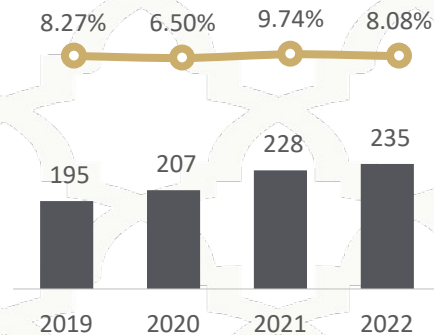
Indonesia Sharia Bank*

○ YoY
■ USD Bn

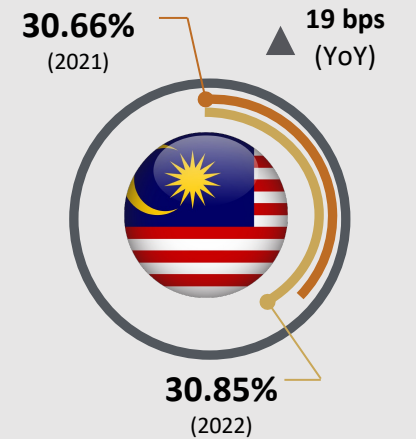
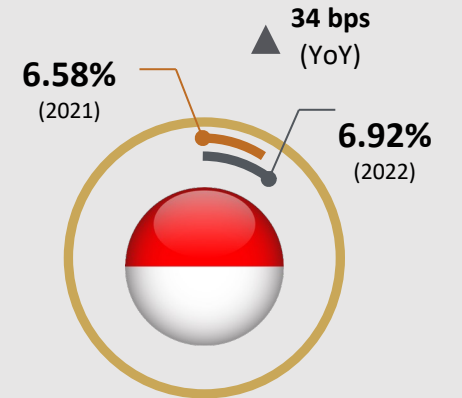


Malaysia Sharia Bank

○ YoY
■ USD Bn



Market Share Growth (YoY)



Source: OJK, BNM *BPR & BPRS included

Indonesia Banking Industry

Growth remained bullish in both industry, BUT Sharia Bank rapidly outpaced National Bank

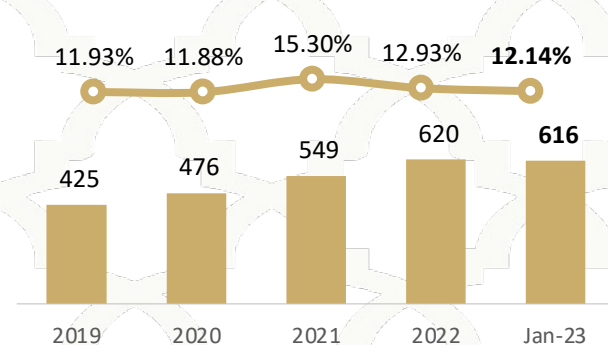
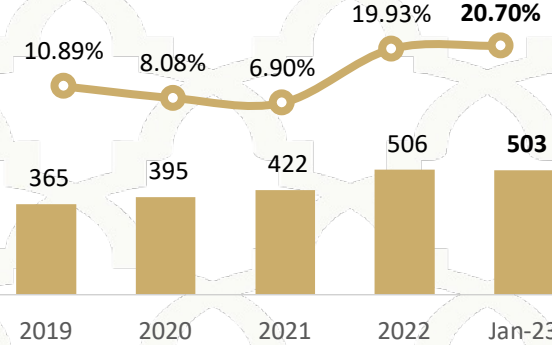
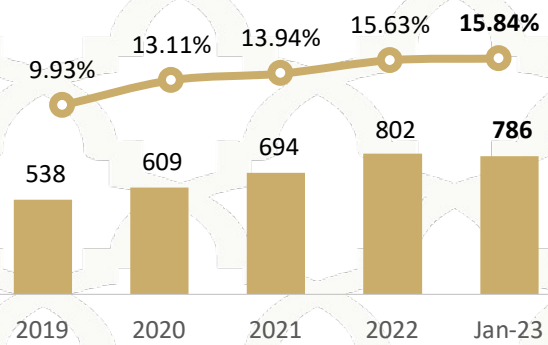
Asset

Loan/Financing

Third Party Funds

Sharia Bank

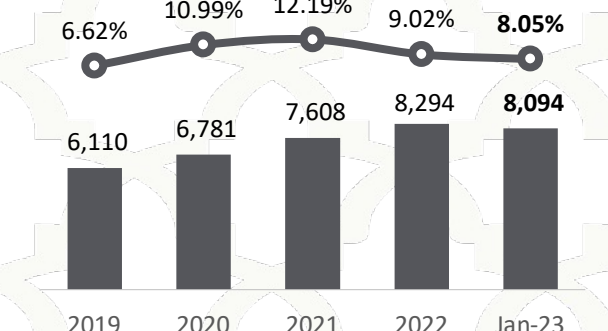
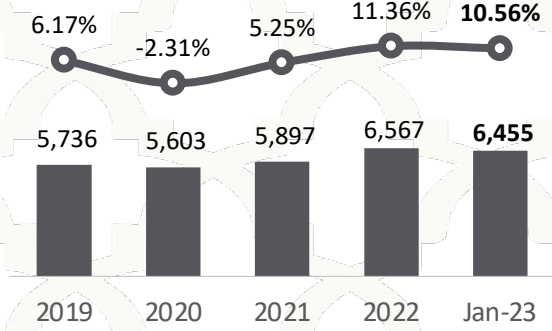
○ YoY
■ IDR Tn



Sharia Bank continue to outpace growth of the National Bank

National Bank

○ YoY
■ IDR Tn



Source: OJK, *BPR & BPRS included

Investment Thesis



1

UNDISPUTED SHARIA BANK

Strong customer base with vast network in Indonesia to **dominate** growing sharia banking need



2

UNIQUE PROPOSITION ON UNDER PENETRATE SEGMENTS

Combining financial, social and spiritual offering an **End to Never End Solution**



3

DISCIPLINE BUSINESS SEGMENTATION

Focus on asset and liability mix for **profitable return** and **top-tier asset quality**



4

DIGITALIZATION

Application enhancement for **fee based** and **efficiencies**



5

CUSTOMER ANALYTIC

Analytical tool to enhance bank **profitability** and **cross selling**

4 Main Pronged Strategies Post the Merger | *A clear business target to track performance*



2021

2022

2023

2024

Cost of Fund

Boosting Low-Cost Funding Engine

Cost of Credit

Sustained and Prudent Financing Growth

Cost to Income Ratio

Cost Management & Transformation



Product Holding Ratio

Increasing Product Holding Ratio

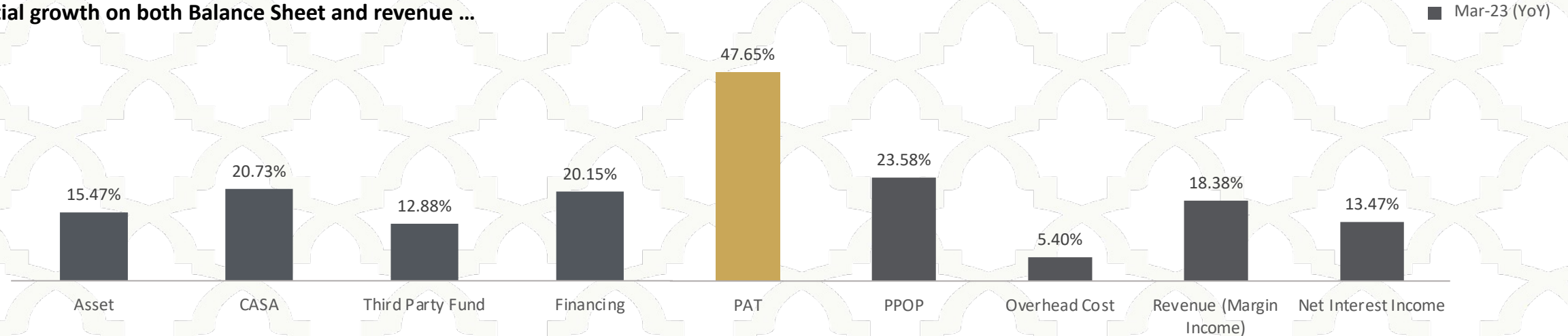
Top 5 in the Industry

Key Financial Update

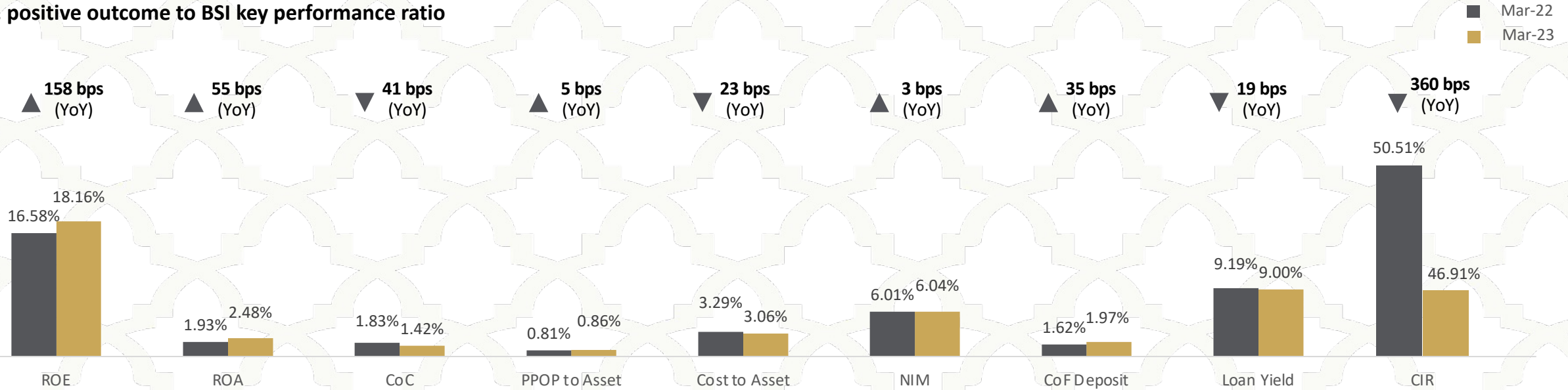


1Q 2023 Performance Highlight | Break new level of profitability through efficiency and asset quality management

Substantial growth on both Balance Sheet and revenue ...



... positive outcome to BSI key performance ratio

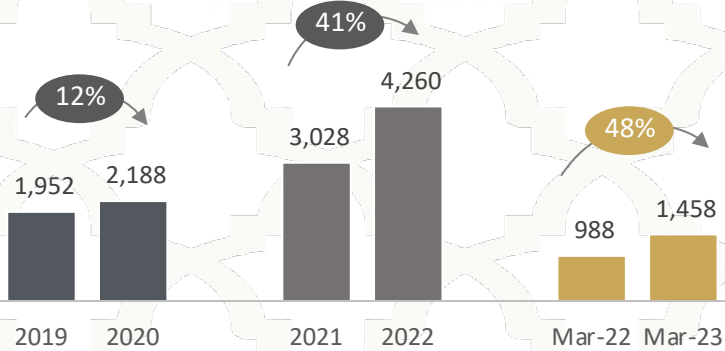


Reflected to A Strong Financial Result

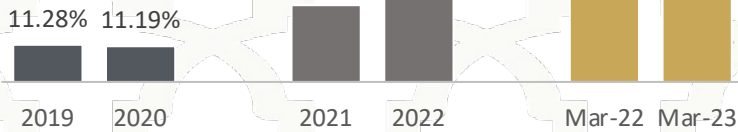
New level of profitability driven by significant improvement on asset quality...

PROFITABILITY

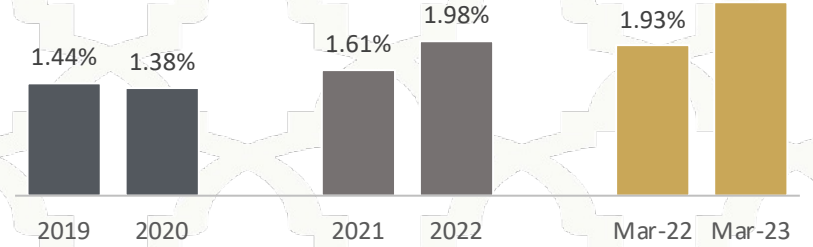
Profit After Tax (IDR Bn)



ROE

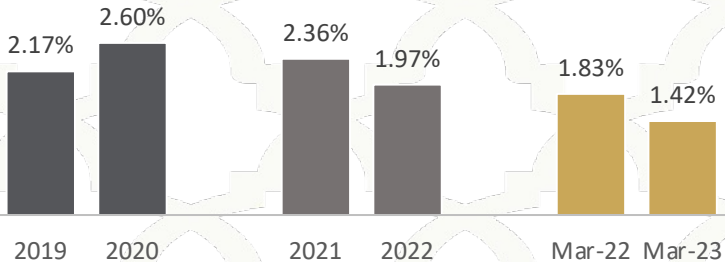


ROA

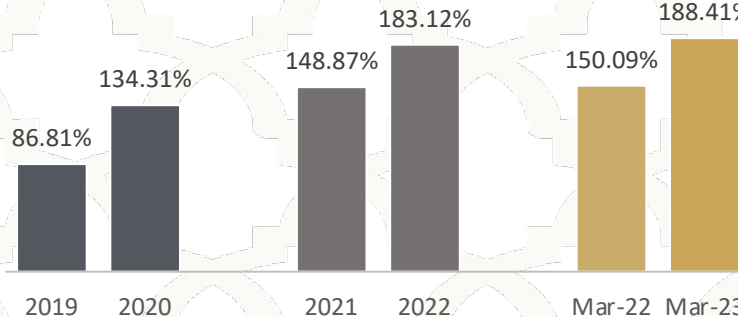


ASSET QUALITY

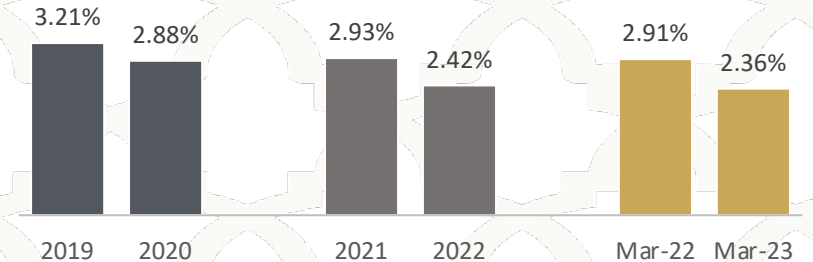
Cost of Credit



Cash Coverage



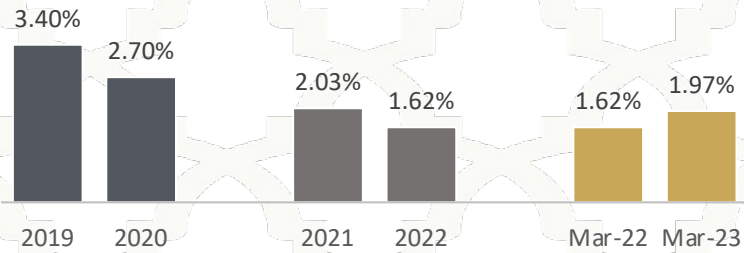
NPF



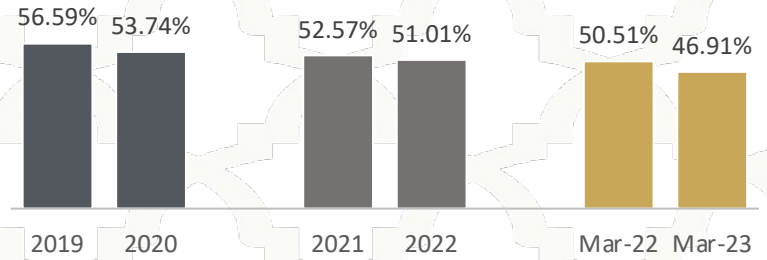
Reflected to A Strong Financial Result | ... and cost efficiency

COST / EFFICIENCY

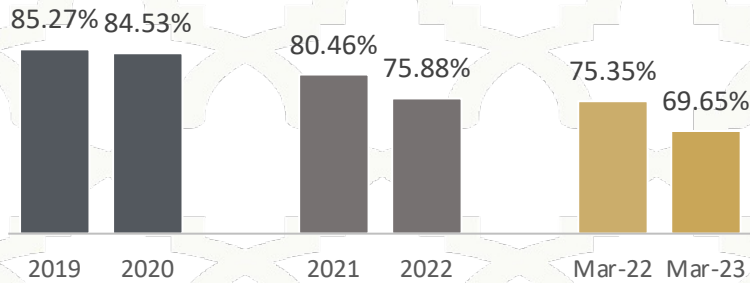
Cost of Fund



CIR

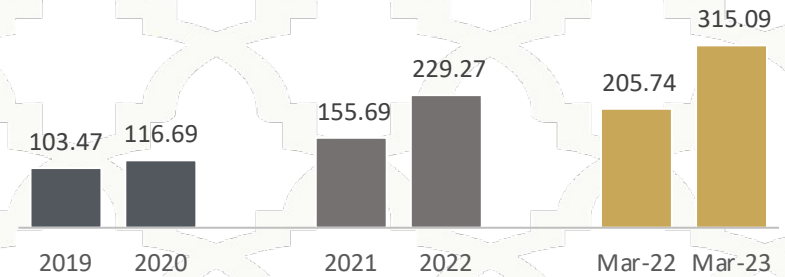


BOPO



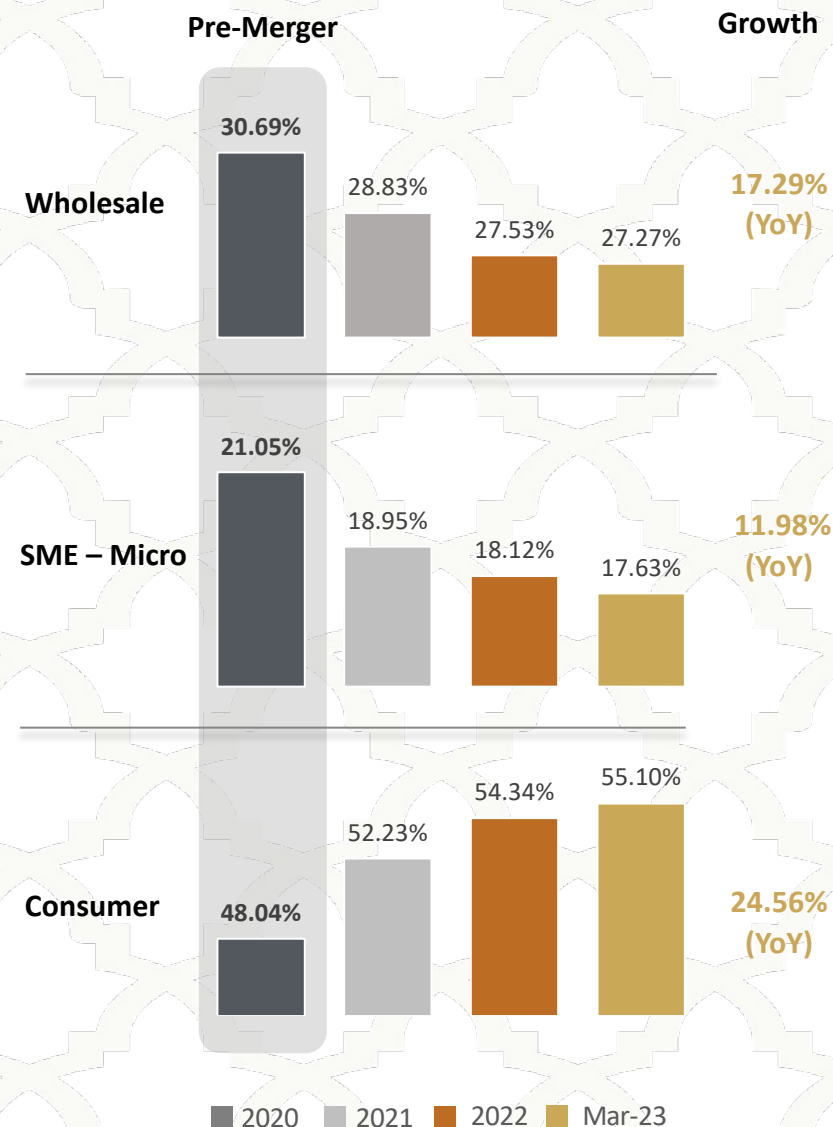
Profitability / Employee

IDR Mn



A Mixture of Solid Loan Portfolio | *Consumer remains main engine growth together with wholesale*

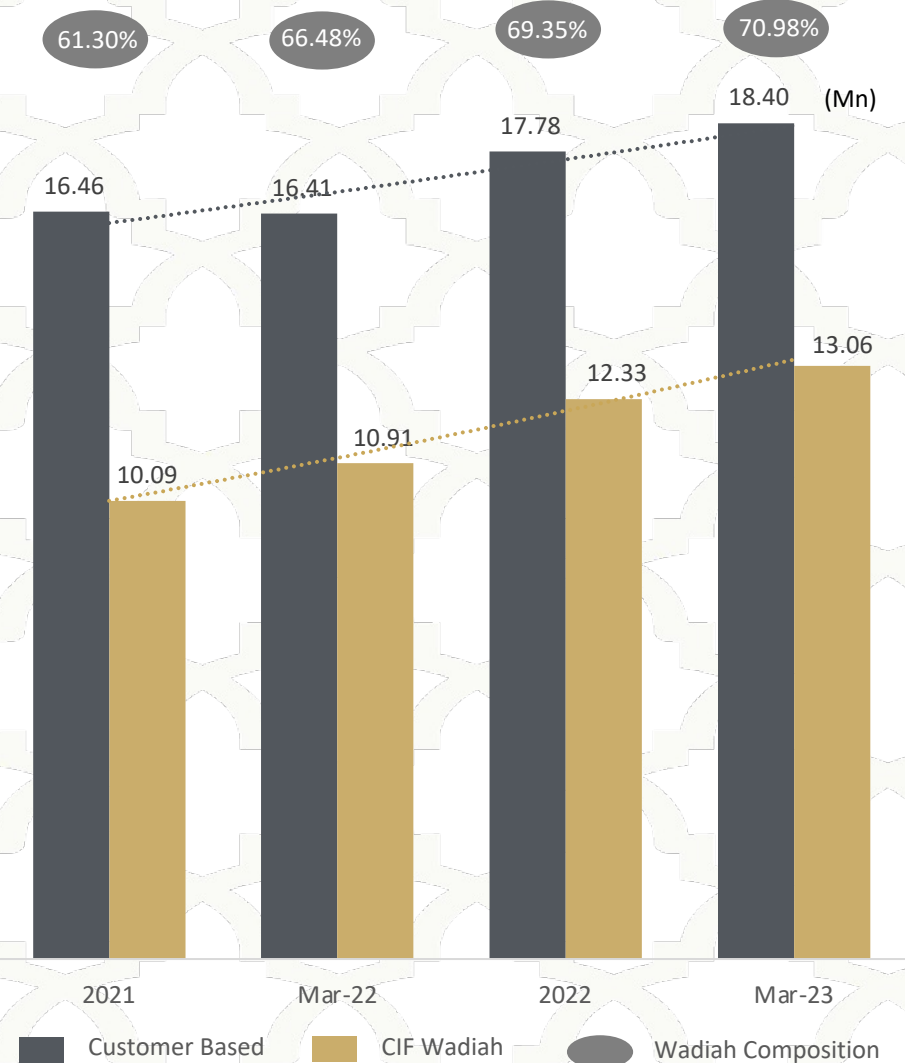
(IDR Bn)	2021	2022	Mar-22	Mar-23	▲ Nominal	Growth YoY (%)
1. Corporate	38,946	46,139	39,353	47,050	7,697	19.56%
2. Commercial	10,434	11,058	10,237	11,116	878	8.58%
Wholesale	49,380	57,197	49,591	58,166	8,575	
3. SME	18,331	18,892	18,037	18,280	243	1.35%
4. Micro	14,121	18,740	15,542	19,321	3,779	24.32%
Subsidized (KUR)	9,083	15,944	11,129	16,822	5,693	51.16%
Non- Subsidized (Non-KUR)	5,038	2,796	4,413	2,499	-1,914	-43.37%
SME – Micro	32,452	37,632	33,579	37,602	4,022	
5. Consumer	84,485	106,400	89,189	110,626	21,437	24.04%
6. Gold Businesses	4,582	5,930	4,742	6,297	1,555	32.79%
Gold Pawning	3,697	4,287	3,820	4,599	779	20.38%
Gold Installment	884	1,644	922	1,698	776	84.23%
7. Card	393	545	406	586	180	44.46%
Consumer, Gold, & Card	89,460	112,875	94,337	117,509	23,172	
Total Financing	171,292	207,705	177,507	213,277	35,770	20.15%



Intensify Wadiah As Our Backbone in Funding | *Promoting Wadiah consistently at our CASA franchise*

(IDR Bn)	2021	2022	Mar-22	Mar-23	Growth YoY (%)
Third Party Funds	233,251	261,491	238,533	269,258	12.88%
a. Current Accounts	34,372	44,521	36,411	50,447	38.55%
b. Saving Accounts	100,696	116,484	100,734	115,124	14.28%
c. Time Deposits	98,184	100,486	101,388	103,687	2.27%
CASA (a+b)	135,068	161,005	137,145	165,571	20.73%
% CASA	57.91%	61.57%	57.50%	61.49%	4.00%
Current Accounts	34,372	44,521	36,411	50,447	12.88%
a. Wadiah	21,091	21,798	21,859	21,177	-3.12%
b. Mudharabah	13,281	22,723	14,552	29,270	101.14%
Saving Accounts	100,696	116,484	100,734	115,124	14.28%
a. Wadiah	36,157	44,214	36,360	43,535	19.73%
b. Mudharabah	64,538	72,270	64,374	71,588	11.21%

CIF on Wadiah still growing



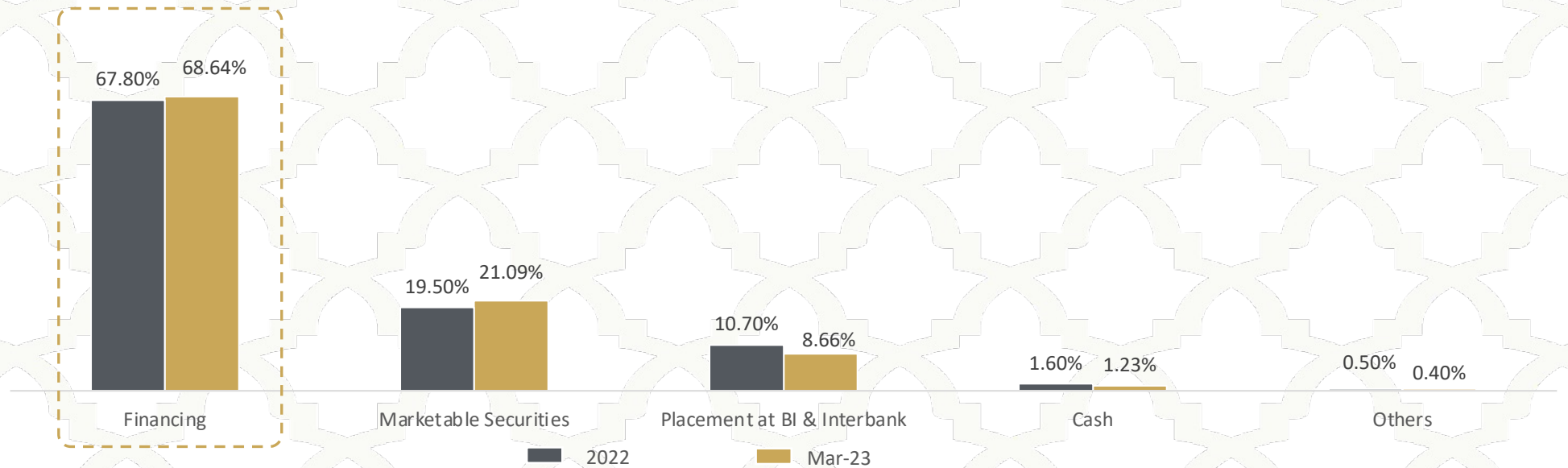
Financial Highlight | Strong CASA franchise (20.73% YoY) to support financing growth (20.15% YoY)

(IDR Bn)	2021	2022	Mar-22	Mar-23	▲ Nominal	Growth YoY (%)	
Balance Sheet	Asset	265,289	305,727	271,294	313,253	41,959	15.47%
	Financing	171,292	207,705	177,507	213,277	35,770	20.15%
	Third Party Funds	233,251	261,491	238,533	269,258	30,725	12.88%
	a. Current Accounts	34,372	44,521	36,411	50,447	14,036	38.55%
	b. Savings Accounts	100,696	116,484	100,734	115,124	14,390	14.28%
	c. Time Deposits	98,184	100,486	101,388	103,687	2,299	2.27%
	CASA (a+b)	135,068	161,005	137,145	165,571	28,426	20.73%
% CASA	57.91%	61.57%	57.50%	61.49%			
Equity	25,014	33,506	25,985	34,992	9,007	34.66%	
Profit / Loss	Margin Income	17,679	19,612	4,549	5,385	836	18.38%
	Profit Sharing Expense	4,499	4,043	971	1,325	354	36.47%
	Net Margin Income	13,180	15,569	3,578	4,060	482	13.47%
	Fee Based Income	3,062	3,712	827	980	153	18.52%
	Operating Income	16,243	19,280	4,405	5,040	635	14.42%
	Overhead Cost	8,483	9,884	2,219	2,339	120	5.40%
	PPOP	7,759	9,396	2,185	2,701	516	23.58%
	Provisions	3,639	3,749	857	762	-95	-11.14%
	Profit After Tax	3,028	4,260	988	1,458	471	47.65%

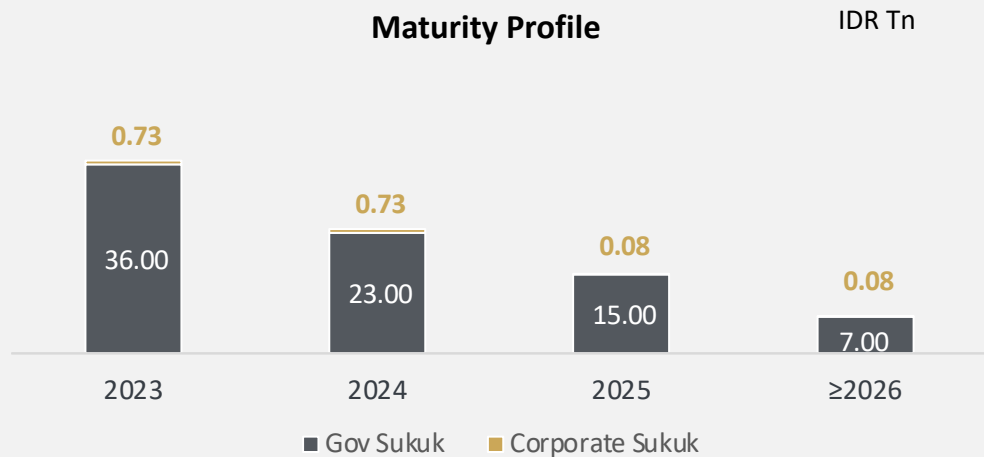
Optimizing Asset Mix

Marketable securities for liquidity management, which are now allocated more to support financing

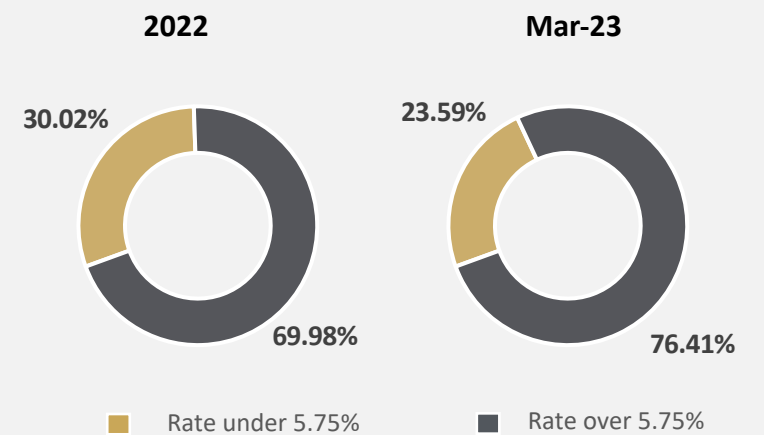
Shifting towards more productive asset with ample level of liquidity...



Excess liquidity is placed in risk free asset ...



... Switching to higher yield at maturity for better return



Data as of 31 Mar-23

Ample Equity Base | Opportunity to leverage with larger room of Legal Lending Limit

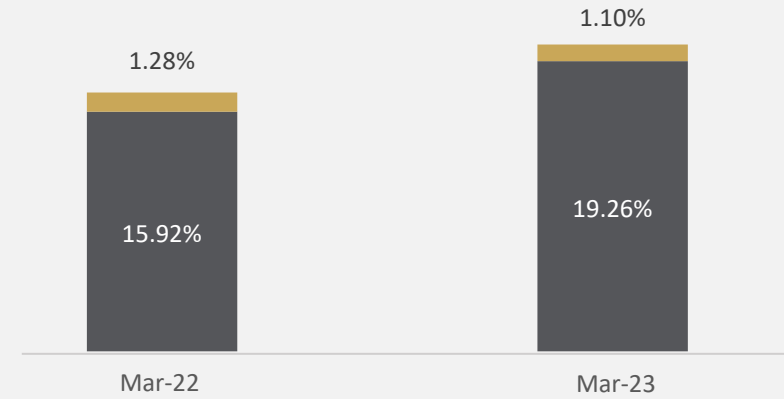
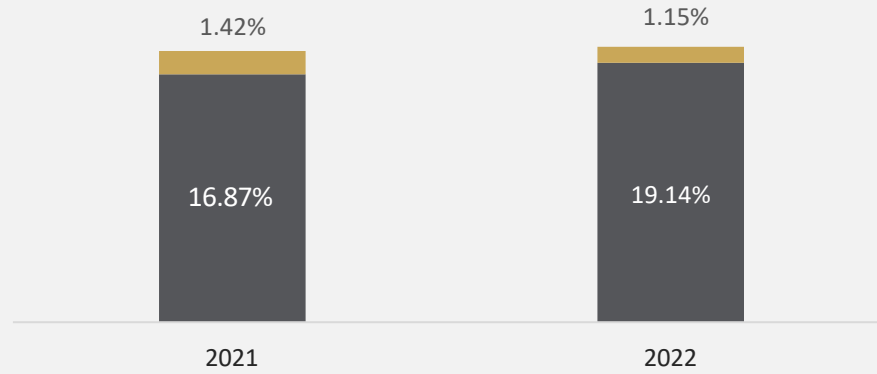
Capital Adequacy Ratio (%)*

Significant CAR level increased post IDR 5 Tn right issue in December 2022



Tier 1 & Tier 2 Capital

More than sufficient to support financing



■ CET 1 (Equivalent to Tier 1 Capital)

■ Tier 2 Capital

RWA (IDR Tn)

Insolvency risk cushioning with RWA enhancement

113.75

163.16

152.30

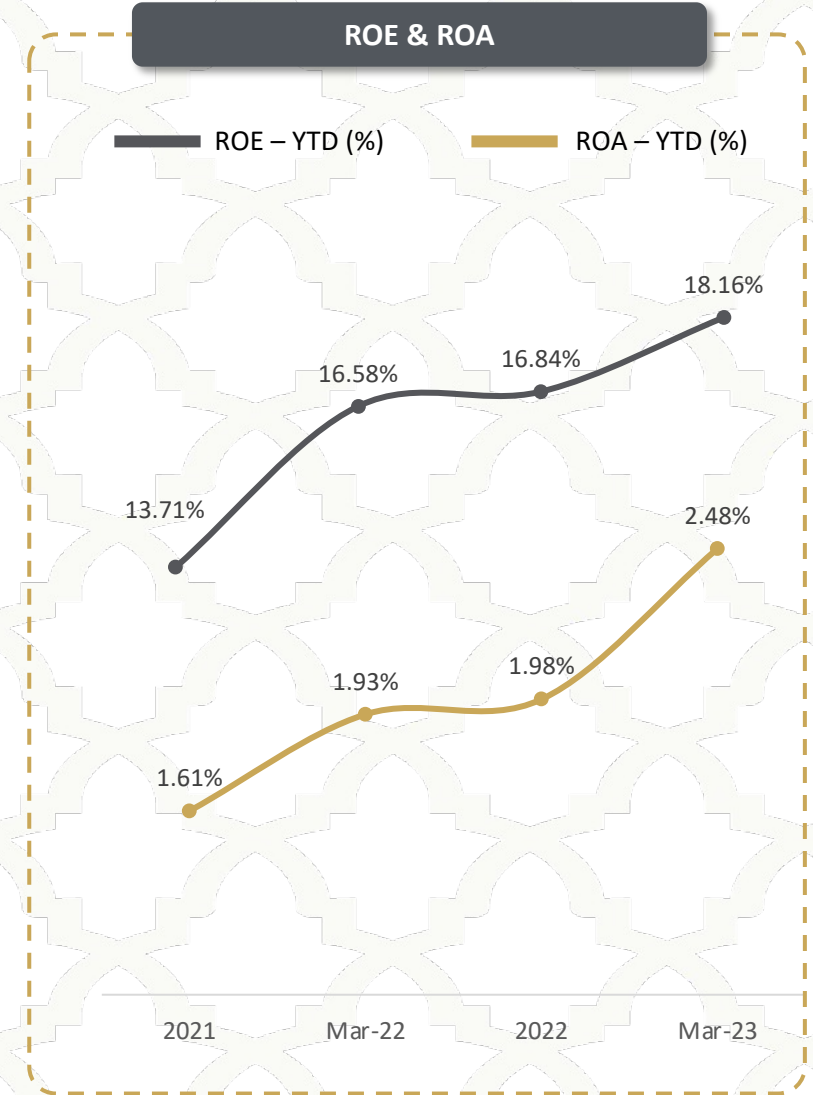
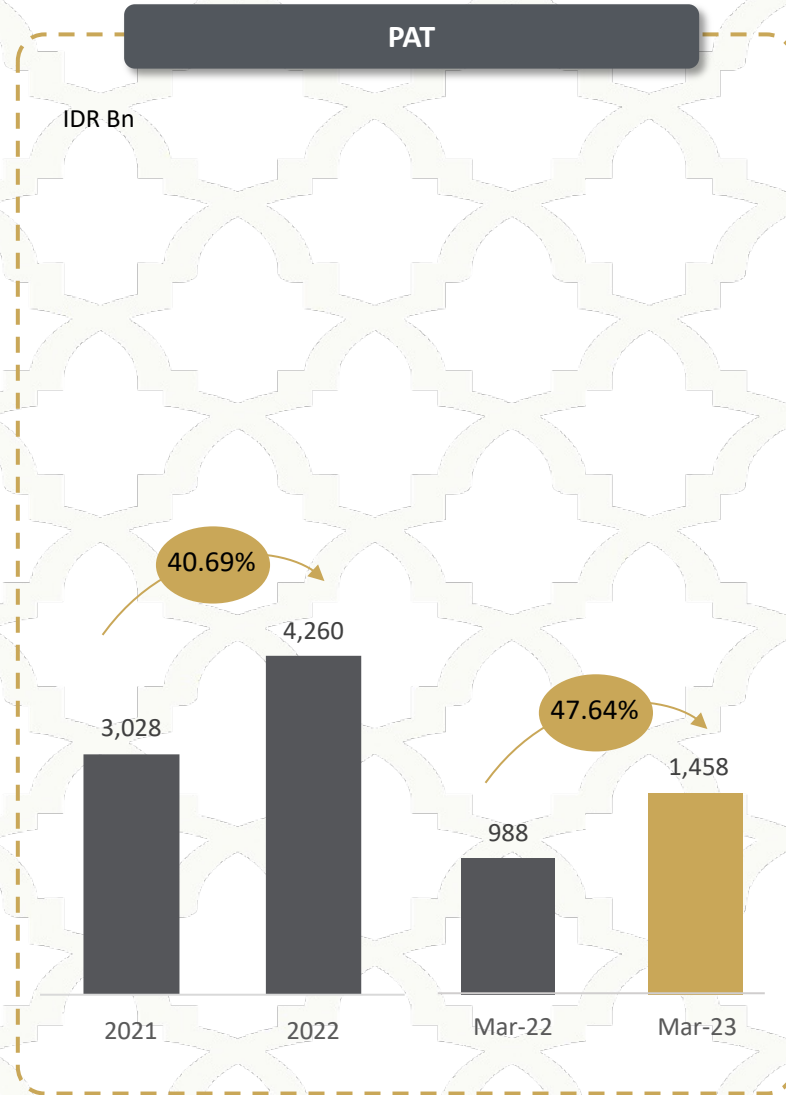
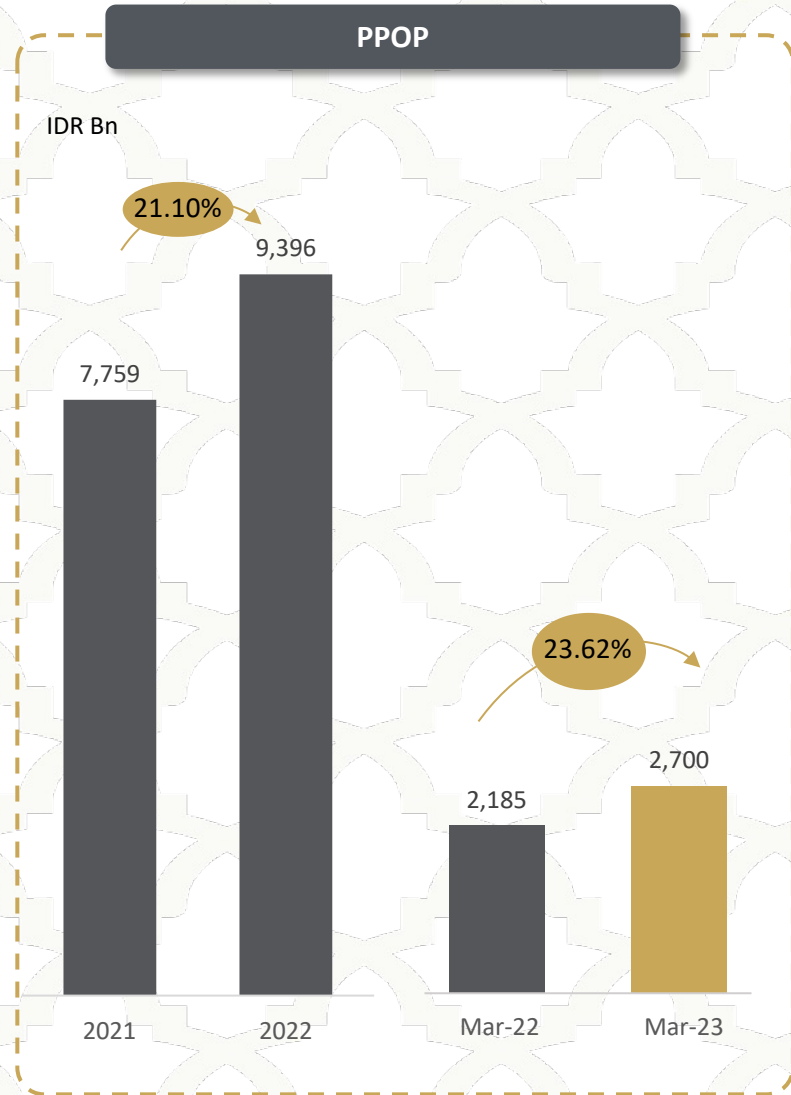
169.54

*RWA Calculation including operational risk

Key Ratio | *Remain solid across all key ratios*

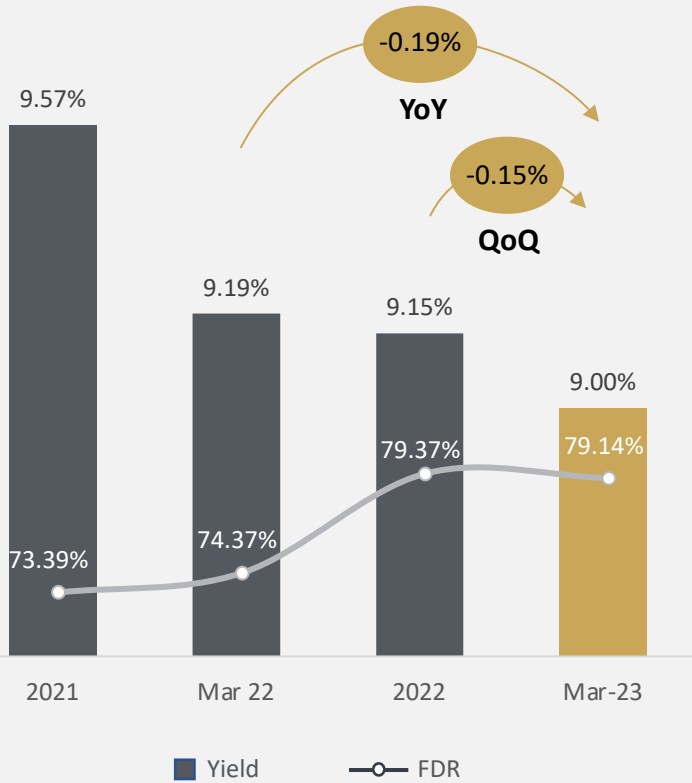
	Key Ratio	2021	2022	Mar-22	Mar-23
Profitability & Efficiency	ROA	1.61%	1.98%	1.93%	2.48%
	ROE	13.71%	16.84%	16.58%	18.16%
	NI	6.04%	6.31%	6.01%	6.04%
	BO/PO	80.46%	75.88%	75.35%	69.65%
	CIR	52.57%	51.01%	50.51%	46.91%
	Fee Based Ratio	14.76%	15.91%	15.37%	15.40%
	Yield of Financing	9.57%	9.15%	9.19%	9.00%
	Cost of Fund	2.03%	1.62%	1.62%	1.97%
Asset Quality	NPF Gross	2.93%	2.42%	2.91%	2.36%
	NPF Net	0.87%	0.57%	0.90%	0.54%
	NPF Coverage	148.87%	183.12%	150.09%	188.41%
	FAR	17.69%	12.45%	17.12%	11.81%
	FAR Coverage	24.67%	35.57%	25.54%	37.57%
	CoC	2.36%	1.97%	1.83%	1.42%
Capital & Liquidity	CAR	22.09%	20.29%	17.20%	20.36%
	Tier 1 CAR	18.29%	19.14%	15.92%	19.26%
	FDR	73.39%	79.37%	74.37%	79.14%
	LCR	199.95%	173.88%	199.52%	190.73%

Positive Outcome in Profitability | *Key profit indicator*

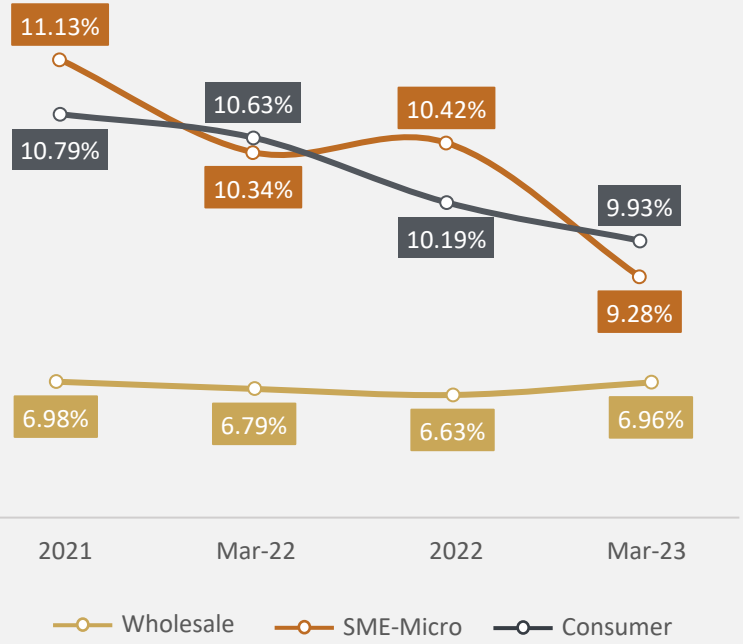


Financing Yield

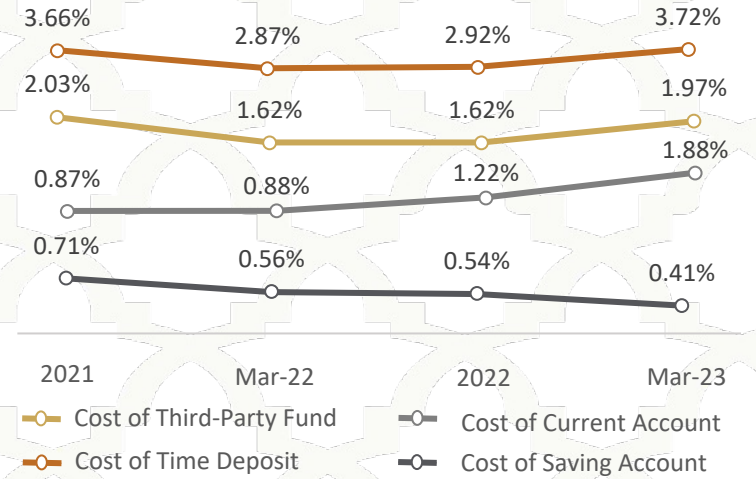
Yield Bankwide



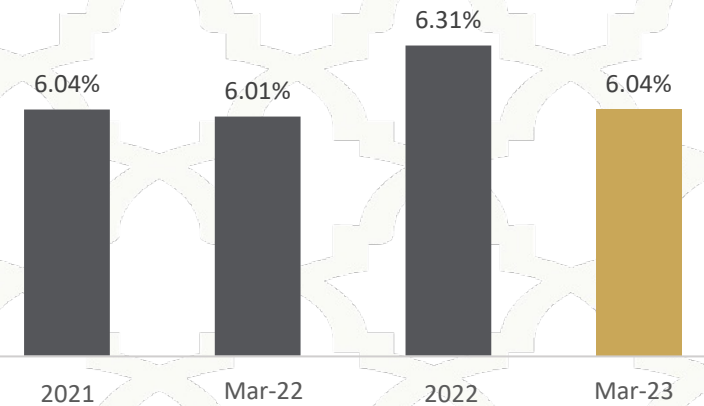
Yield Per Segment



Cost of Fund / Product

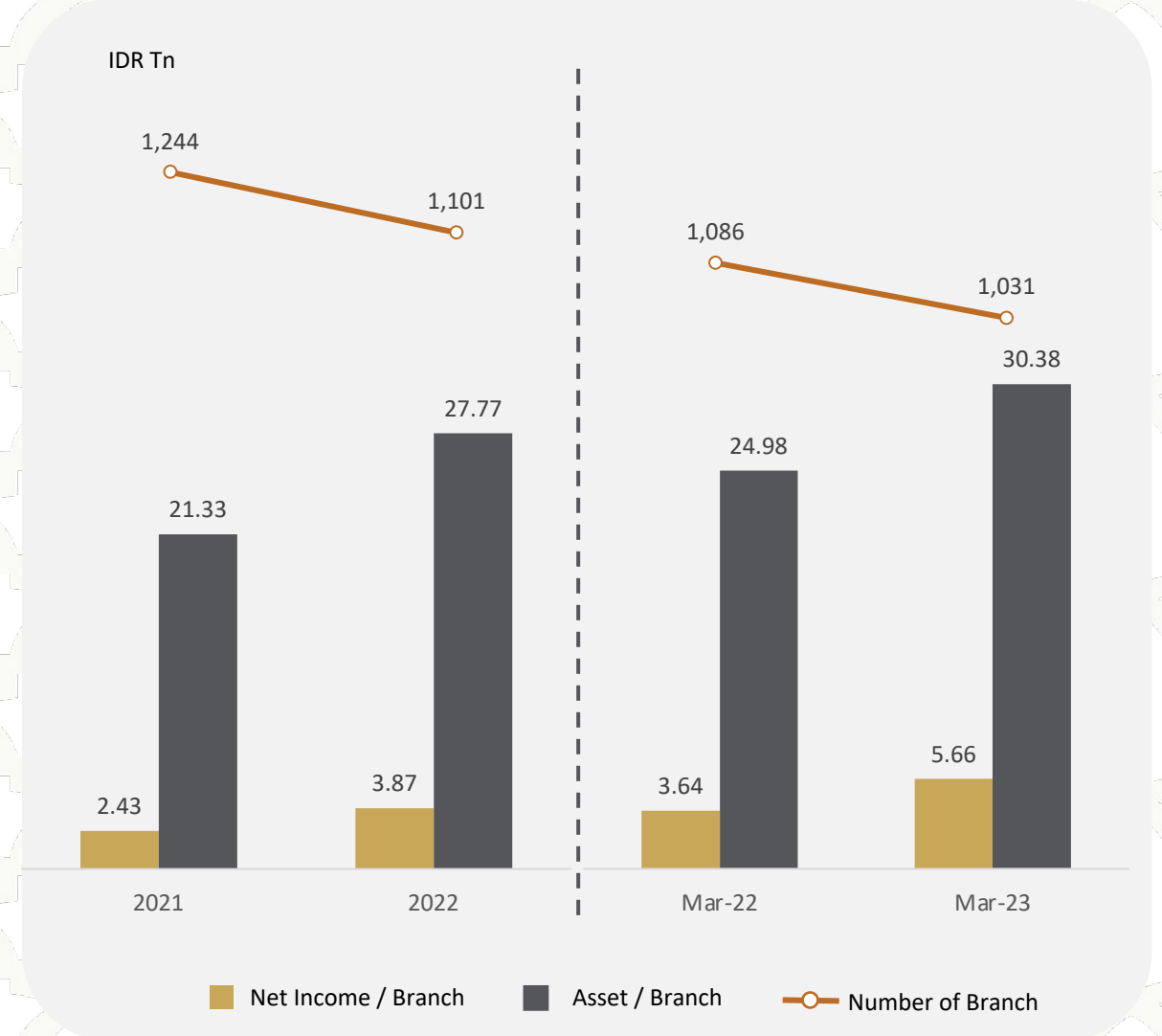
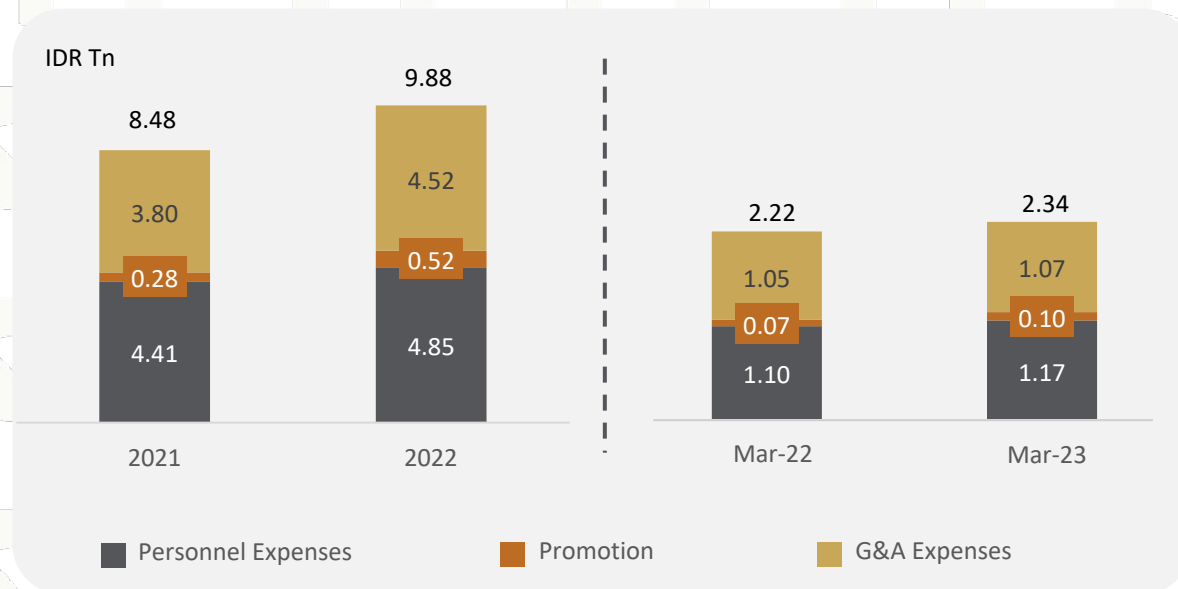
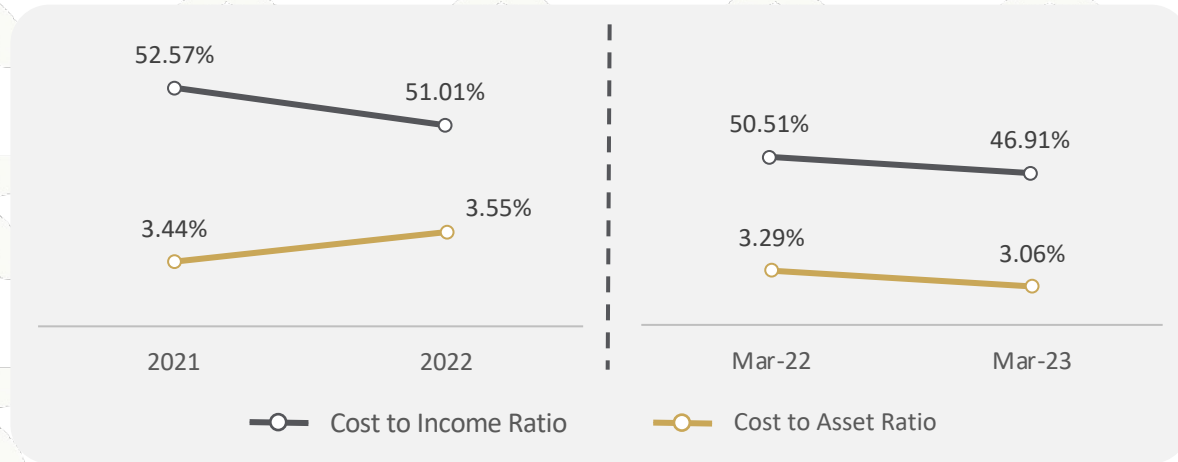


NIM (%)



... And Operating Expense

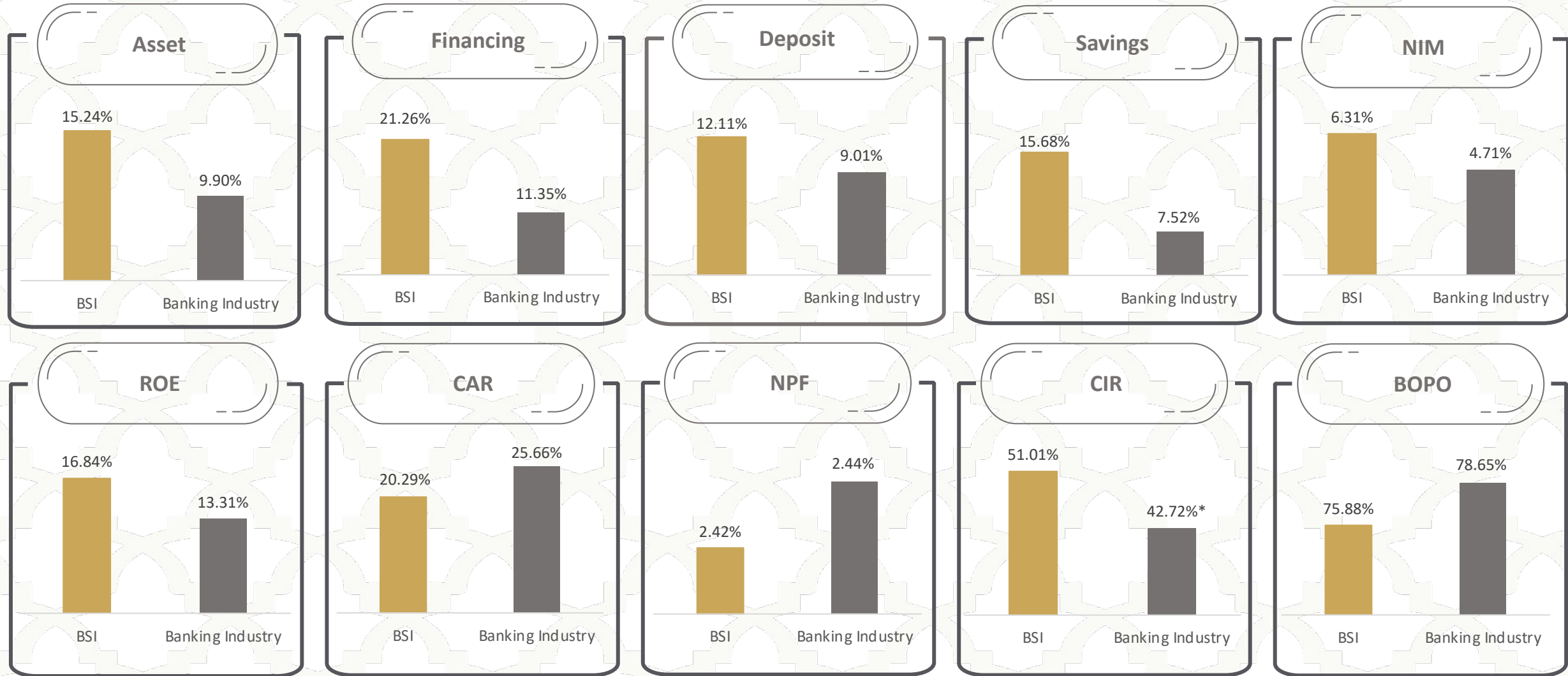
Lower cost on Income and Asset, reflected on strong branches profitability profile



Fee Based Income | *Continue to extend fee based contribution to banks profitability*

(IDR Bn)	2021	2022	Mar-22	Mar-23	ΔYoY
E-Channel	723.3	895.7	209.8	235.7	23.3%
Pawning	590.5	638.9	150.2	176.1	17.4%
Operation	230.7	257.7	67.8	60.2	-11.2%
Trade Service	108.5	155.4	33.5	51.9	54.9%
Treasury	125.7	198.2	45.9	77.8	69.6%
Value Chain	133.5	101.0	29.5	12.2	-58.7%
Syndicated Financing	25.6	64.0	11.1	15.0	34.6%
Wealth Management	29.6	38.9	5.7	14.4	151.4%
CMS	4.1	9.6	1.8	2.7	48.5%
Others	231.8	210.9	49.9	71.9	44.1%
Financing Fee	96.9	127.4	29.2	27.1	-7.2%
Collection	762.5	1,013.9	192.3	268.7	39.7%
Total	3,062.4	3,711.6	826.8	1,013.6	22.6%

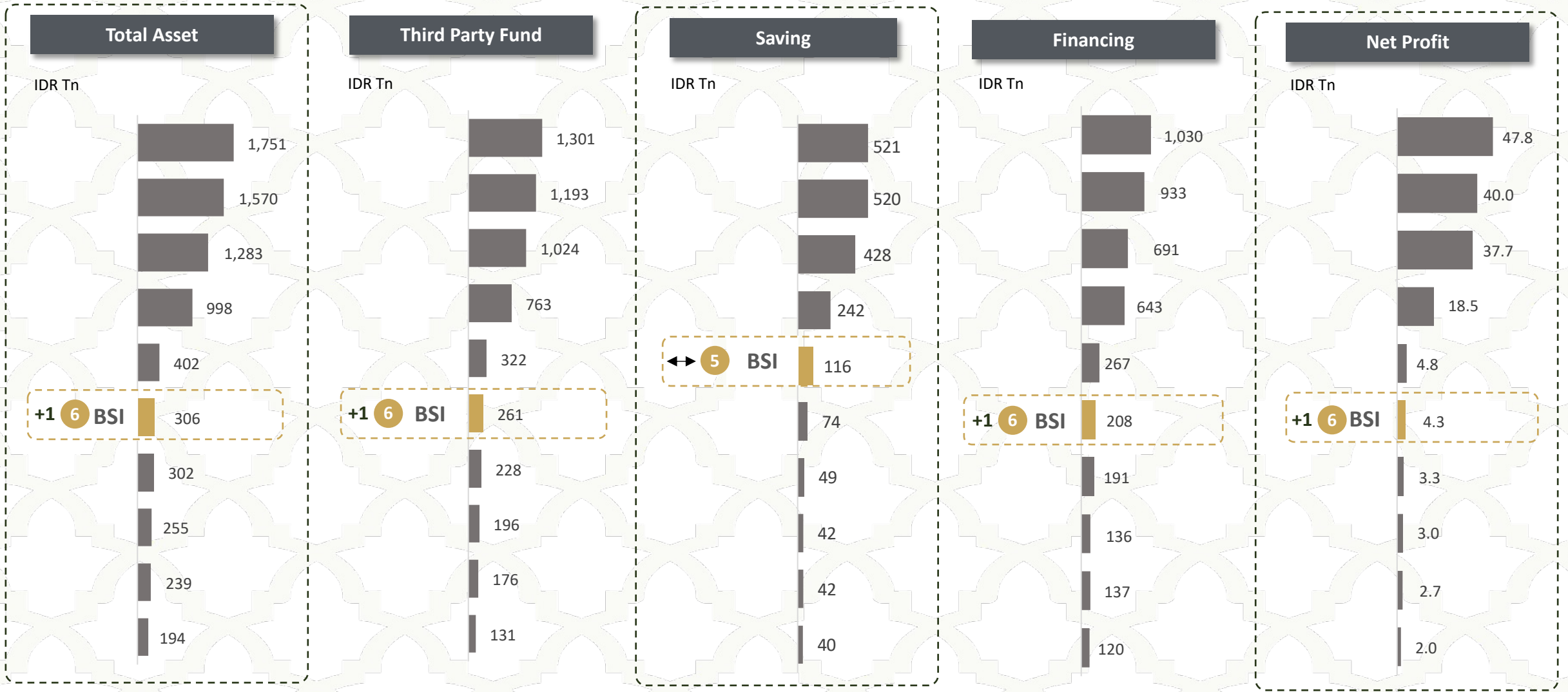
Strong Parameter Against the Banking Industry | *Strengthening financial with cost efficiencies as the challenge*



Notes: 1. Banking Industry as per Dec-22 2. Growth (YoY) *Based on bank KBMI 4 and KBMI 3

Source: OJK & Internal Data

One of the Leading Bank Among the Top 10 | Ability to perform the highest growth in the banking industry



Data as of Dec-22 – Bank Only
Source : Internal Data and Financial Report

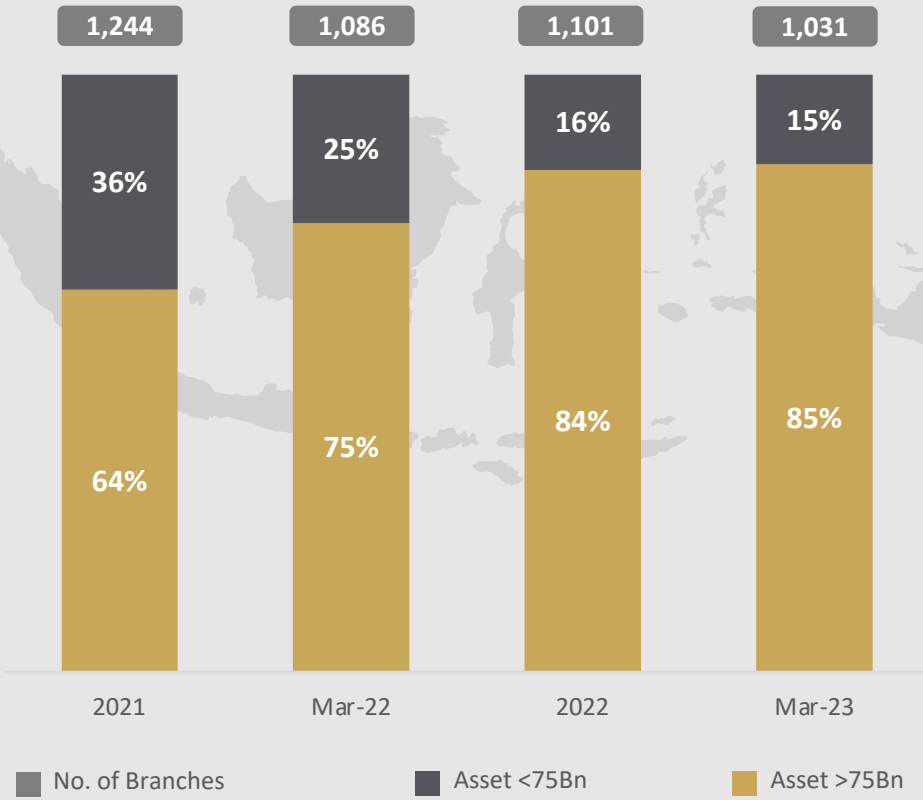
Customer Growth



Continuing Effort For Efficiencies and Profitability

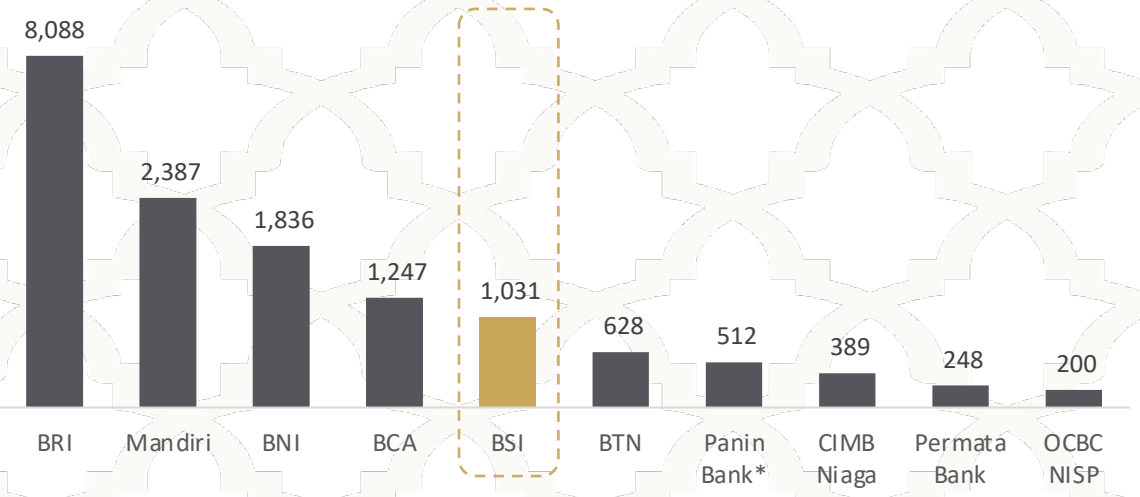
Taking benefit of branch presence to serve clients closer to maximize business growth

Remapping the branch location and redesigned the business concept in parallel that led to profitable business going forward

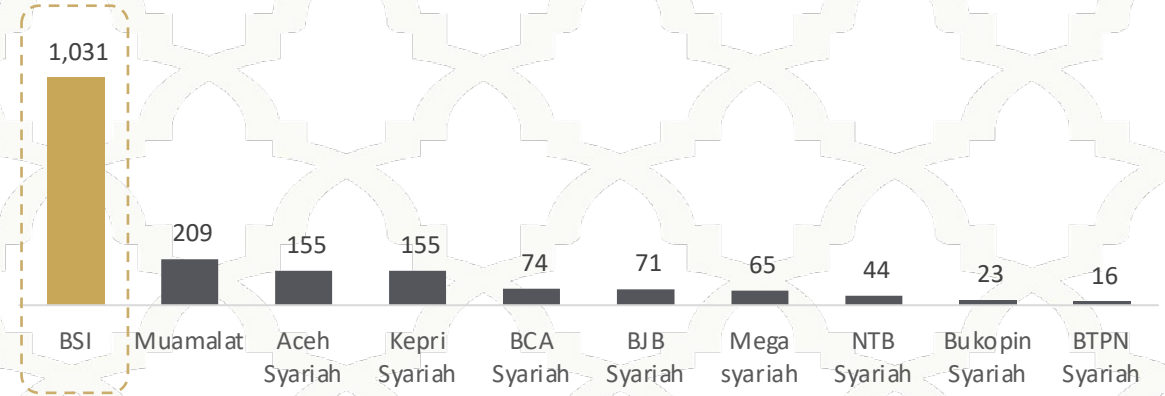


*As of 2021
Source: Company Data

The Fifth Bank and the only Shariah Bank that has vast distribution network in the country



Strengthen the footprint as Leading Shariah Bank in Indonesia



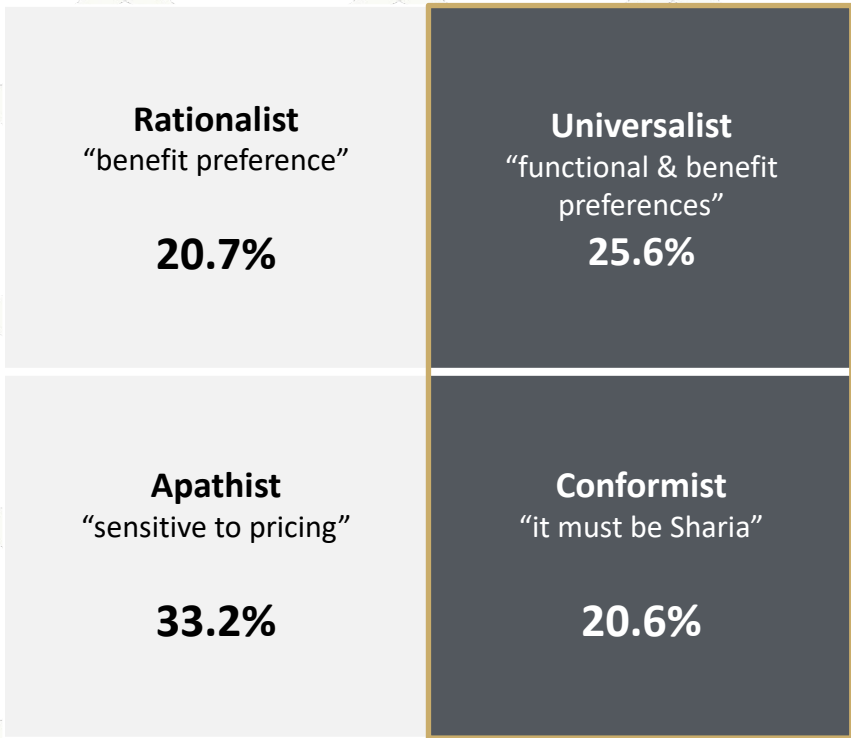
Our Unique Proposition | Providing total solution across the customers to gain additional market share

Around 45% with strong sharia preference

End to never end solutions to serve clients need

Targeting Customer & Segment that are still underpenetrated

High
Functional & Emotional Value
Low



- Financial**
- Transfer
 - QRIS
 - Utilities Payment
 - Paylater, E-wallet, Referral Code
 - E-commerce
 - Payment & Invest

- Social**
- ZISWAF
 - Qurban
 - Donations

- Spiritual**
- Islamic Feature
 - Al-Qur’an
 - Qibla
 - Mosque location & Prayers time
 - Daily Du’a

+ 45%

Customer with sharia preference

The Individual / self employment

- Consumer Products (Payroll) & Funding Sources
- Main driver for income growth & Asset Quality

Islamic Ecosystem

- Funding Sources / Cash Management / Digital Banking / Financing
- Low Cost of Fund / Fee Based & Margin Income

Wholesale

- Product Cross sell with Consumer & At Par with Industry
- Risk is well compensated with Return

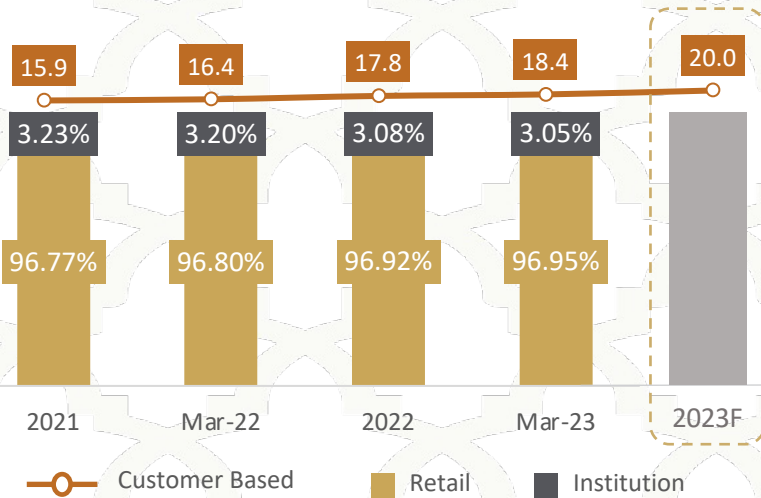
Sources : Inventure Research 2020

Growing Customer Based to Penetrate

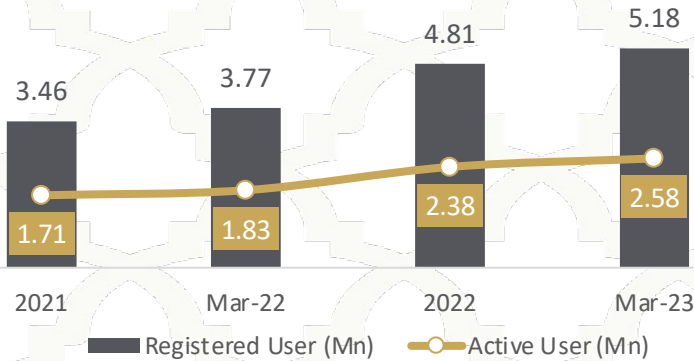
Opportunities for product penetration backed by >80% in productive age

Growing Clients To Penetrate

Highly capitulated retail customer with uniqueness in Islamic value proposition

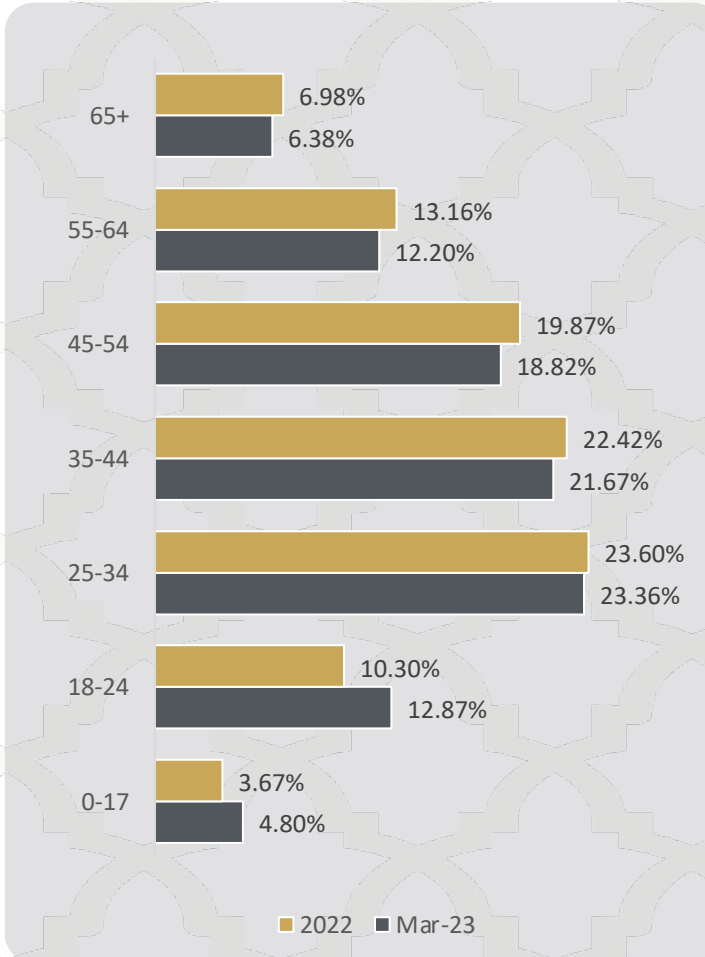


Huge potential to incentivize mobile banking usage



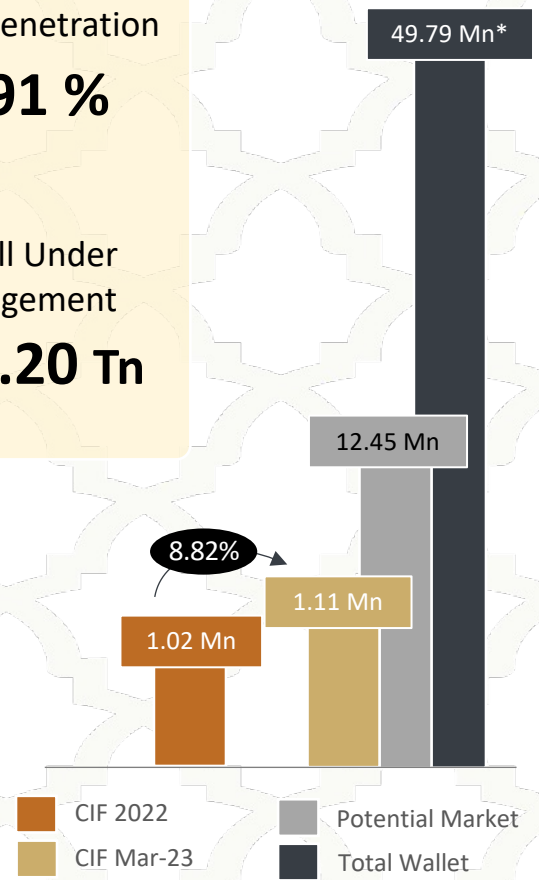
Customer Profile

Skewed on productive age with high potential from millennial & gen z population...



Payroll Based As Key Driver for Growth

1 million financing recorded acquired with 8.91% penetration rate

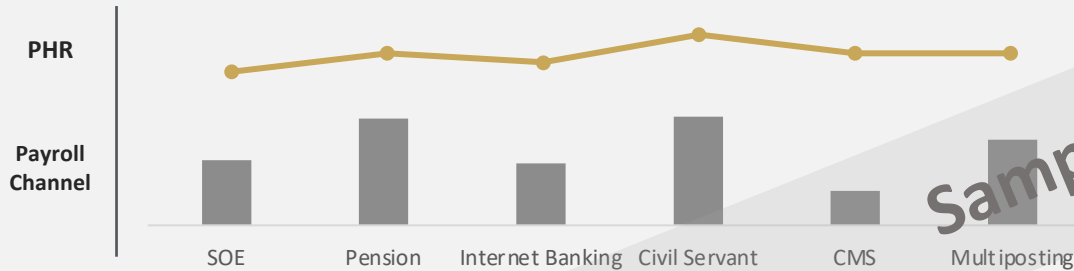


31 March 2023

Customer Payroll Dashboard

Total Account	Total Transaction	Payroll/Acc (IDR)	Product Holding Ratio
2,226,832 +32% (MoM)	2,226,832 +32% (MoM)	2,226,832 +32% (MoM)	2.40x

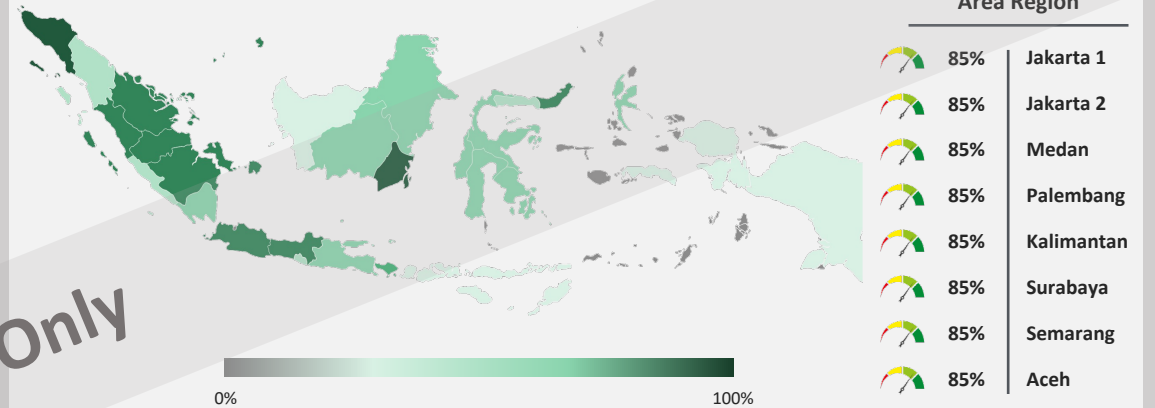
Payroll Account by Channel



Revenue by Product

IDR Tn	PHR
Multipurpose	2.40x
Mortgage	2.40x
Gold Installment	2.40x
Automotive	2.40x
Gold Pawning	2.40x
Hasanah Card	2.40x

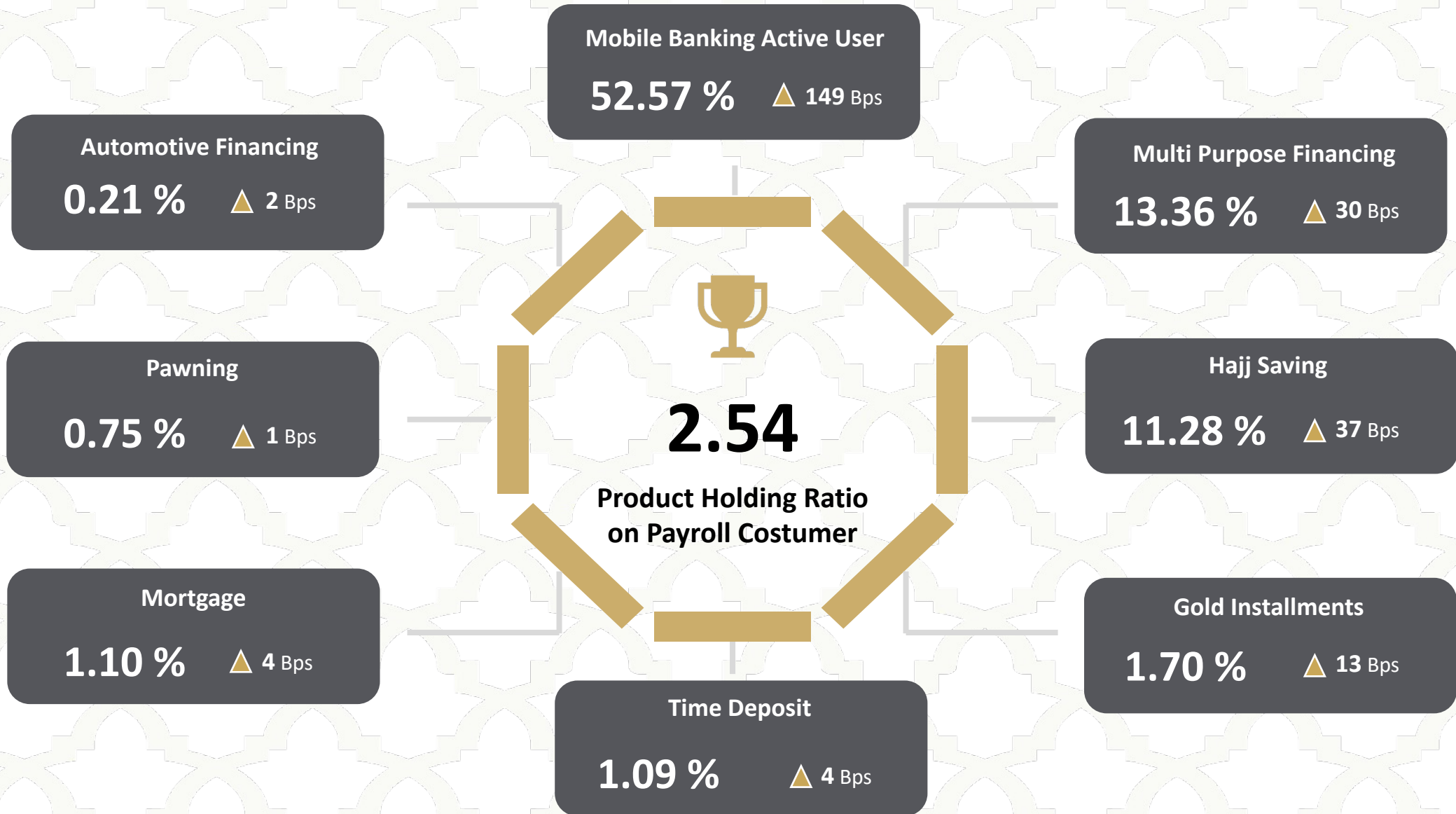
Sales Penetration by Region



Revenue by Area

Region Area	Revenue (IDR Tn)	PHR	Profit (IDR Tn)	Profit Margin
RO IV Jakarta 1	700	2.40	158	21.44%
RO V Jakarta 2	700	2.40	158	21.44%
RO II Medan	700	2.40	158	21.44%
RO III Palembang	700	2.40	158	21.44%
RO IX Kalimantan	700	2.40	158	21.44%
RO VIII Surabaya	700	2.40	158	21.44%
RO X Makasar	700	2.40	158	21.44%
RO VI Bandung	700	2.40	158	21.44%
RO VII Semarang	700	2.40	158	21.44%
RO I Aceh	700	2.40	158	21.44%
Total/Average	700	2.40	158	21.44%

Mapping Payroll Customer Through Analytical Intelligence | *An 8 main product champion to offer*

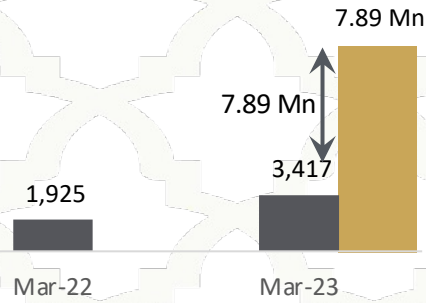


Develop An Islamic Ecosystem as the Total Solution

Monetized market potential from the segment that currently still under penetrated

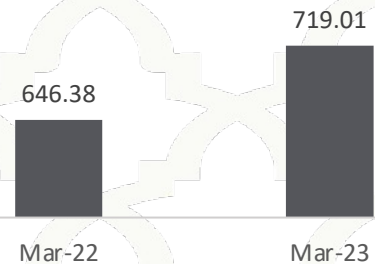
Zakat Corporate & Customer

Number of CIF
▲ 77.51% (YoY)
Potential



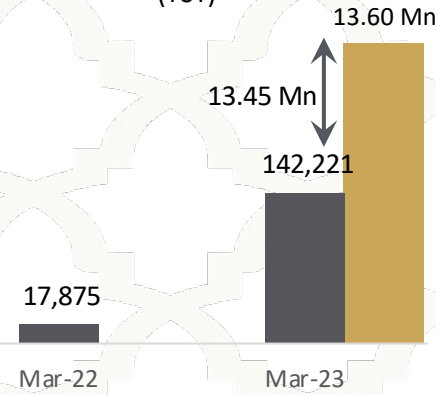
Corporate & Customer Zakat (IDR Bn)

▲ 11.23% (YoY)



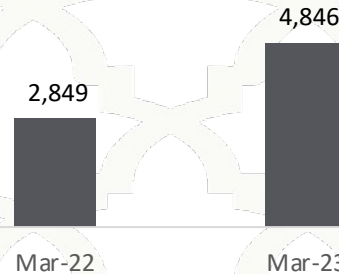
Islamic School

Number of CIF
▲ 695.64% (YoY)
Potential



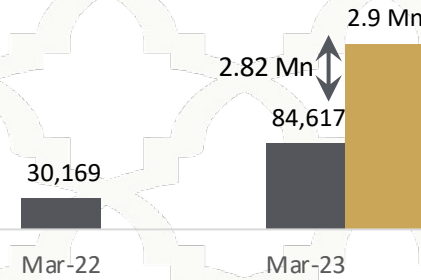
Third Party Fund Islamic School (IDR Bn)

▲ 70.09% (YoY)



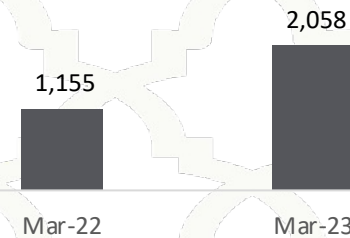
Mosque

Number of CIF
▲ 180.48% (YoY)
Potential



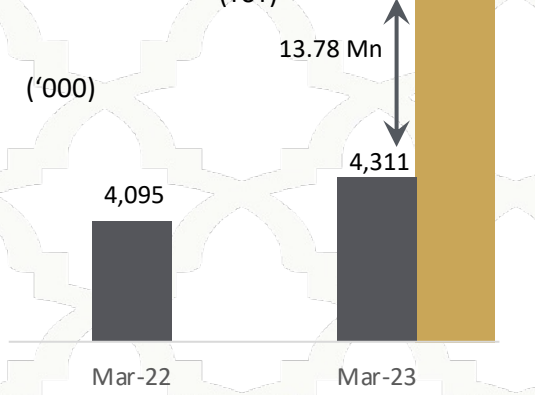
Third Party Fund Mosque (IDR Bn)

▲ 78.18% (YoY)



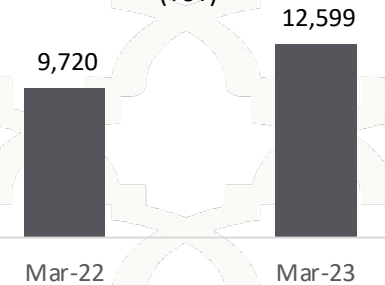
Hajj & Umrah

Number of CIF
▲ 5.27% (YoY)
Potential



Third Party Fund Hajj & Umrah (IDR Bn)

▲ 29.62% (YoY)



Progressive Contribution to Indonesia

Continue to nurture Islamic ecosystem through ZISWAF and distribute it to a diverse beneficiaries

In 2023, BSI remain the biggest Zakat contributor in Indonesia, a 41% increased compared to 2022



BSI Maslahat as BSI's vehicle for ZISWAF distribution, focusing on health, Islamic advocacy, humanitarian action, shariah education and Islamic economy

BSI MASLAHAT

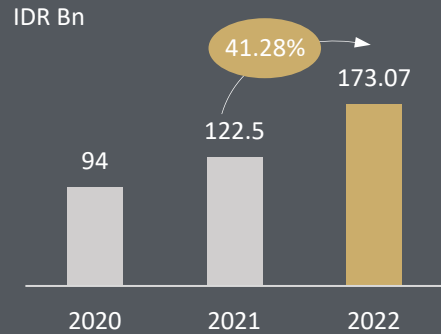


Zakat distribution as Social Aspect to create welfare of the beneficiaries

“ Alhamdulillah, this year's corporate zakat from BSI is also the largest in Indonesia's history. Hopefully, with the increase in BSI's zakat contribution, it will provide more value for the role of Islamic banks for the people and zakat recipients according to asnaf ”

Hery Gunardi
Presiden Director
Bank Syariah Indonesia

Corporate & Employee Zakat of BSI in 2022 has grown align with higher profitability recorded



222,679

Number of Beneficiaries



728

Number of Organizations



5,639

Number of BSI Villagers in Desa BSI Programme



3,336

Micro & Ultra Micro Business Partners



129,033

Number of Scholars through Islamic Programme



399

Number of Scholarship Awardees

Data as of Dec-22

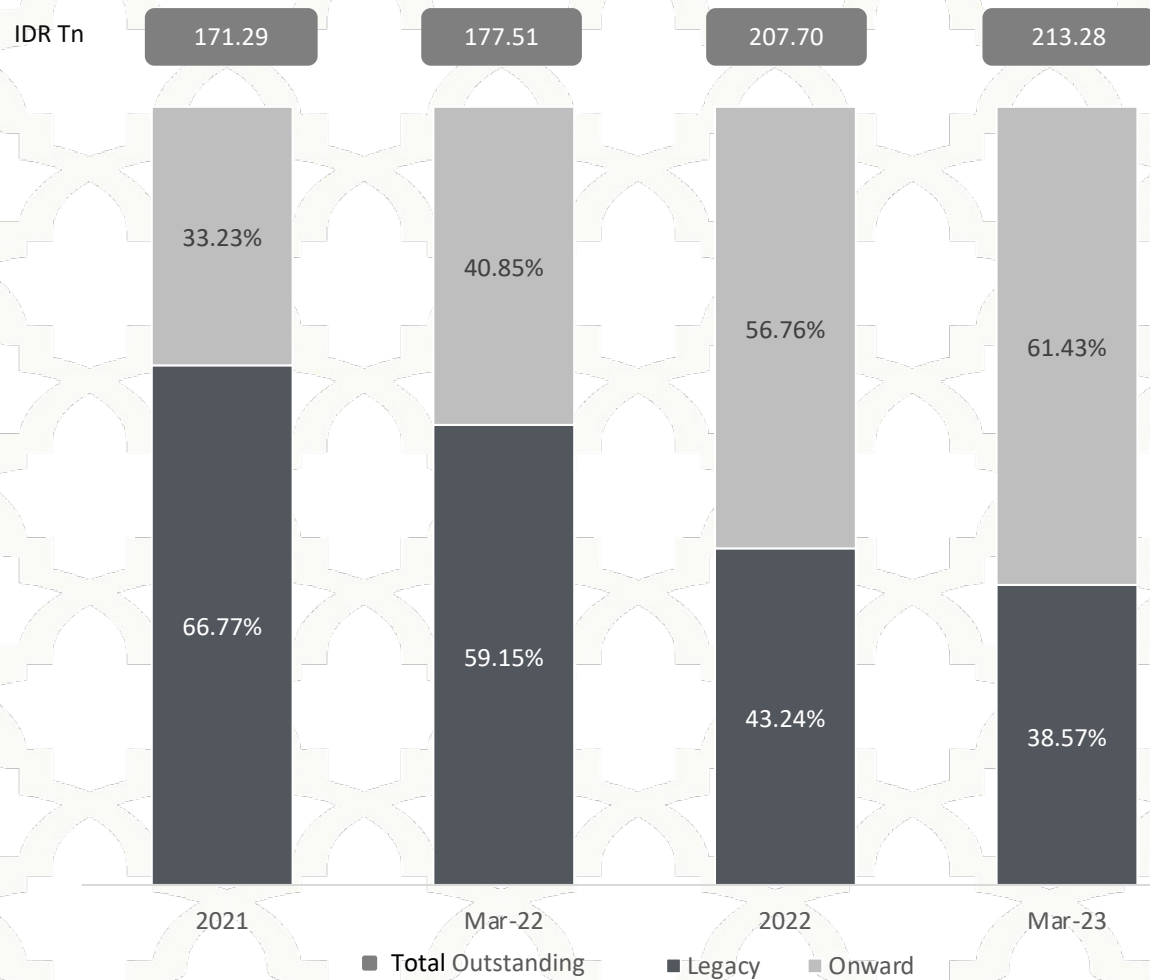
Risk Management & Asset Quality



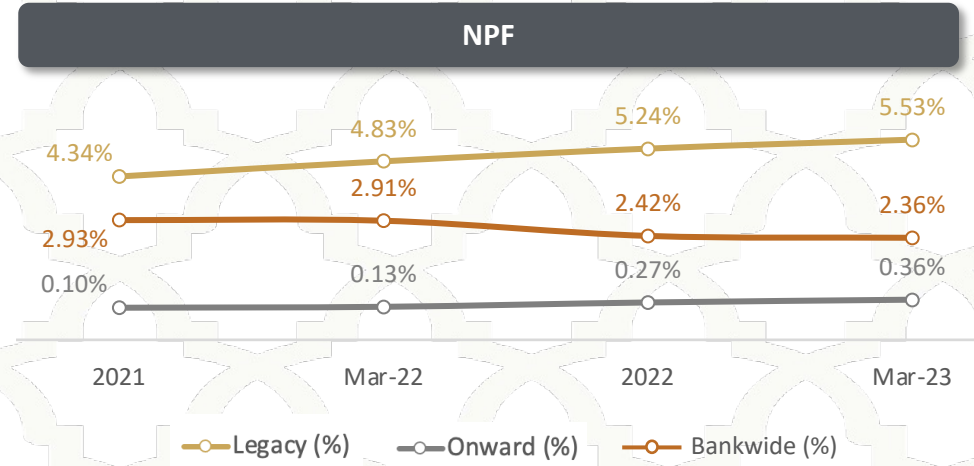
The Asset Quality Continue to Improve

Prudent business continue to lowering financing cost from combined pre-merger book

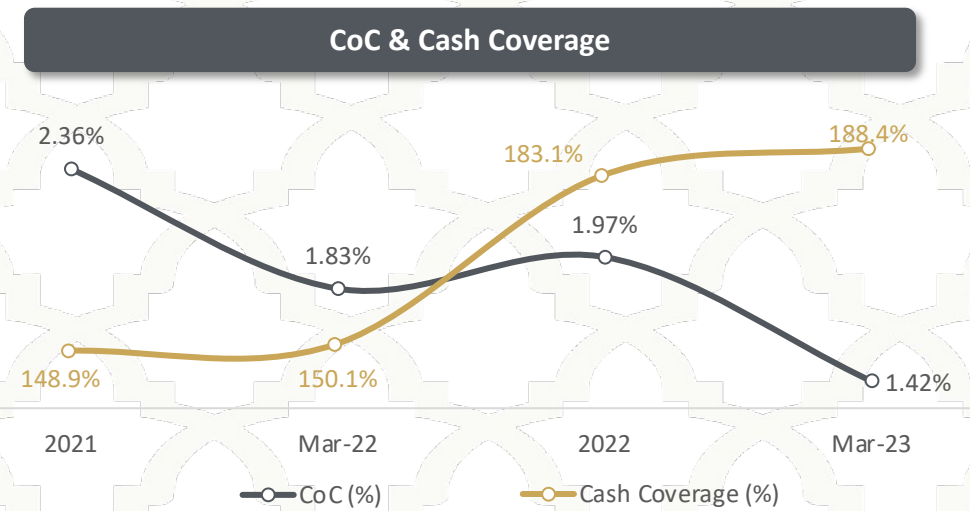
With significant growth on our financing asset, the outstanding from the new entity has surpassed the pre-merger amount ...



... asset quality improvement leading to lower NPF and CoC

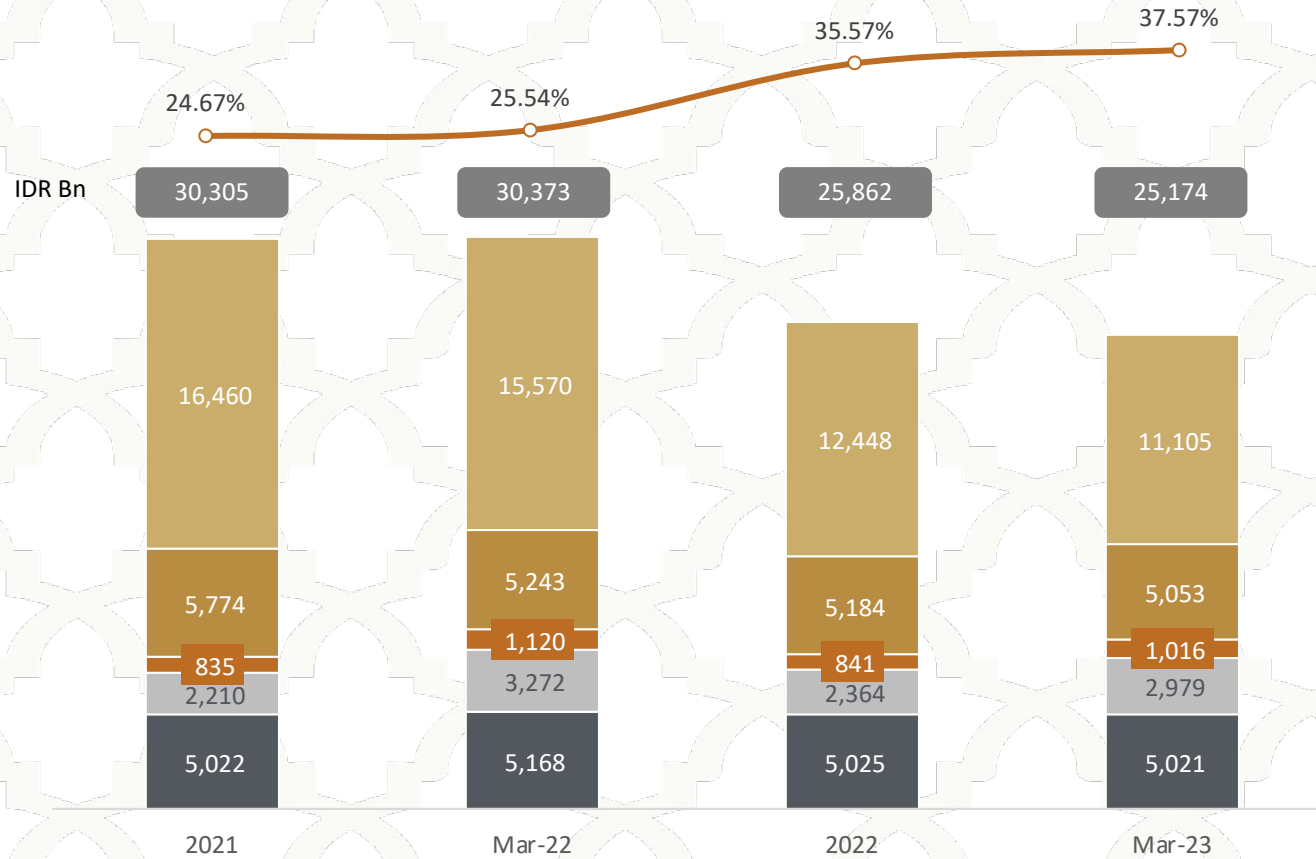


More allocation of earning for additional NPF coverage to align with other SOE banks in the country

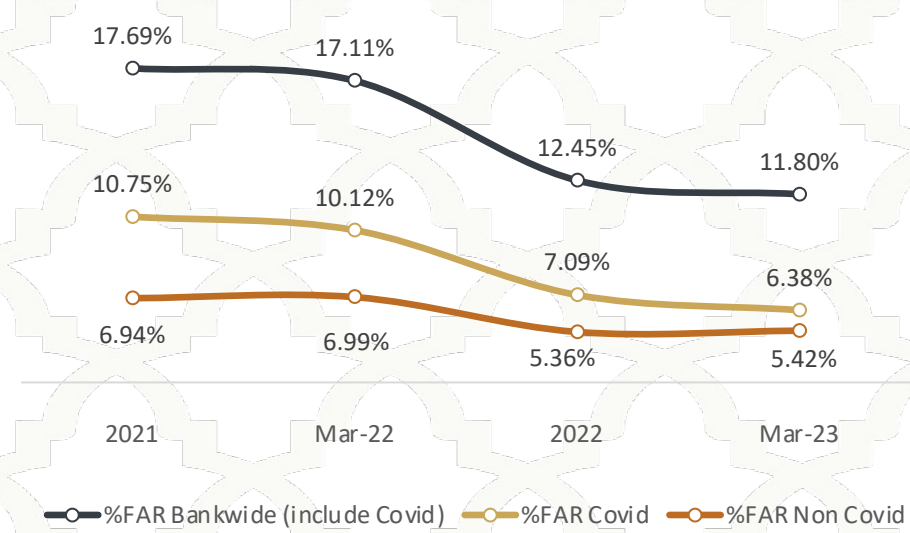


...Also the Financing at Risk (FAR) | Improve in 2022 on the backed of better client's restructuring performance in re-opening economy

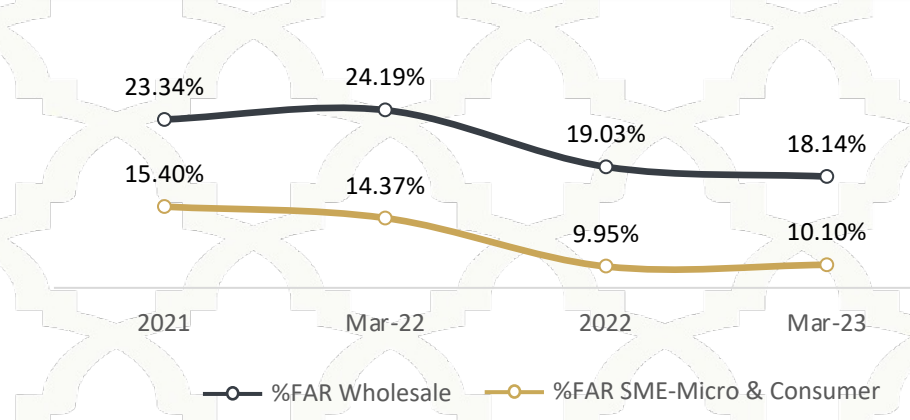
- Covid Restructured portfolio improved from IDR 16.69 bn (54.95% of FAR) in FY21 to IDR 12.12 bn (48.15% of FAR) as of Mar-23



% FAR (Bank wide, Covid & Non-Covid)



FAR Wholesale, Retail & Consumer

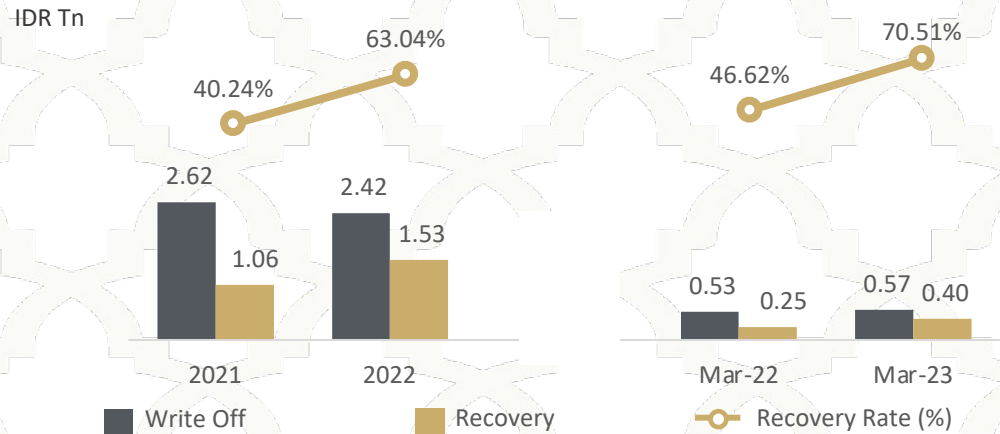


○ %FAR Coverage
■ Total FAR
■ NPF
■ SMF
■ Covid Restructured SMF
■ Non Covid Restructured Coll 1
■ Covid Restructured Coll 1

More Detail On Asset Quality Trend

Any write off exercise and recovery obtained so far from legacy asset

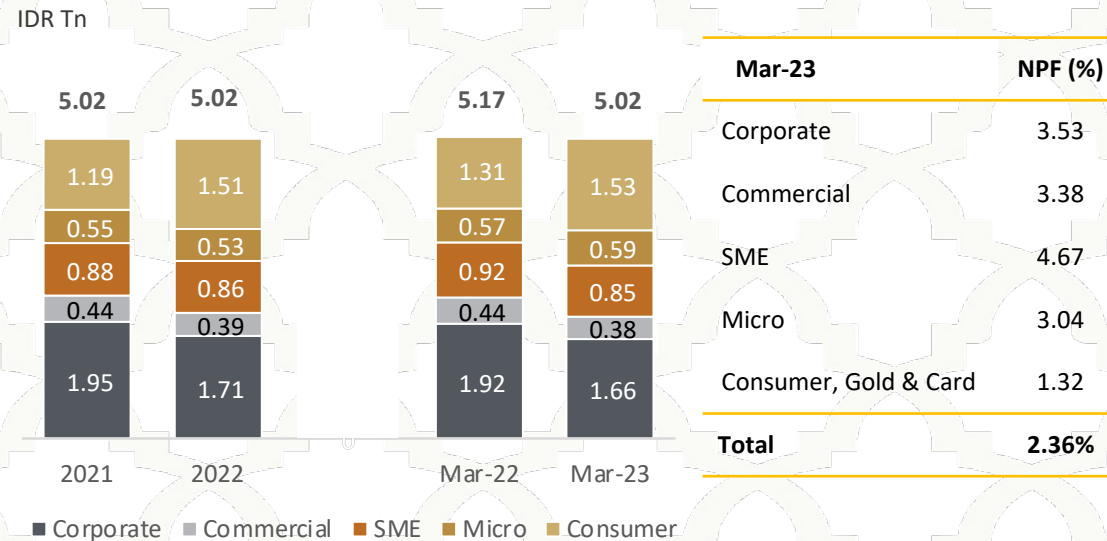
Write off & Recovery



Gross NPF Formation

	2021	2022	Mar-22	Mar-23
Wholesale	4.83%	3.68%	4.75%	3.50%
Corporate	5.00%	3.71%	4.88%	3.53%
Commercial	4.21%	3.54%	4.25%	3.38%
SME-Micro	4.32%	3.71%	4.44%	3.83%
SME	4.78%	4.57%	5.11%	4.67%
Micro	3.73%	2.84%	3.66%	3.04%
Consumer, Gold & Card	1.38%	1.35%	1.40%	1.32%
Consumer	1.44%	1.42%	1.47%	1.38%
Gold Business	0.01%	0.05%	0.01%	0.04%
Card	4.04%	2.45%	3.04%	3.05%
Total	2.93%	2.42%	2.91%	2.36%

NPF By Segment



NPF Movement

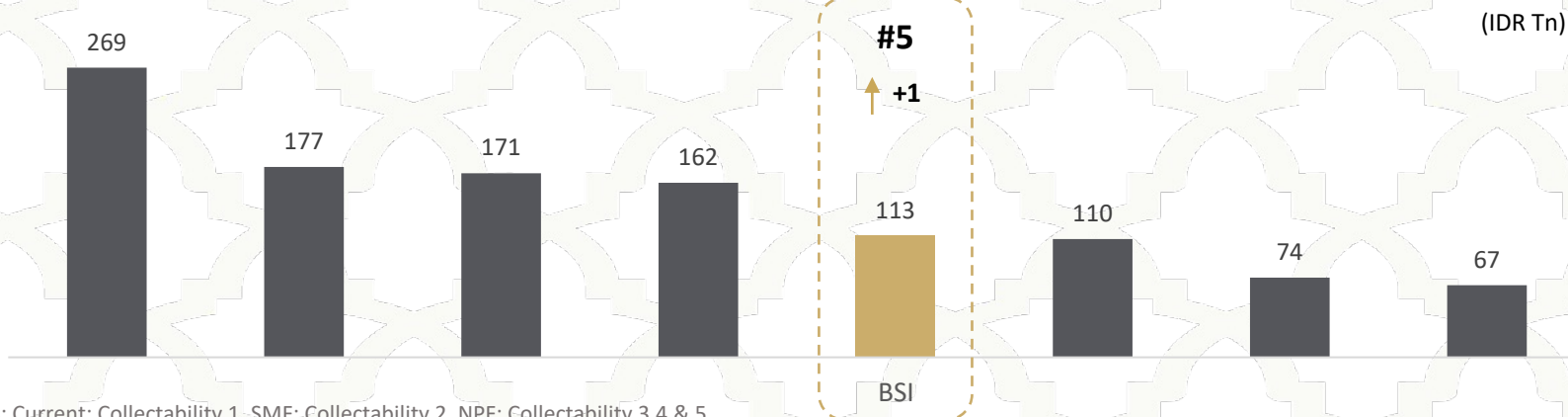
NPF Movement (IDR Bn)	2021	2022	Mar-22	Mar-23
Wholesale				
Beginning Balance	2,147	2,384	2,384	2,103
(+ Downgrade)	1,370	243	48	14
(- Upgrade)	290	92	-	6
(- Collection)	129	194	27	58
(- Write-Offs)	625	239	51	18
(+ Others)	-88	-	-	-
Ending Balance	2,384	2,103	2,354	2,035
Retail				
Beginning Balance	2,355	2,637	2,637	2,922
(+ Downgrade)	4,487	4,079	1,051	956
(- Upgrade)	1,872	1,165	304	215
(- Collection)	337	449	88	106
(- Write-Offs)	1,996	2,188	482	571
(+ Others)	-	6	-	1
Ending Balance	2,637	2,922	2,814	2,986

Loan Portfolio Mix – Consumer | *Continue to further tap payroll and pension financing opportunities*

- Financing booking growth aligned with better asset quality in Mar-23
- Payroll, pension financing and soon gold business to become the backbone of consumer segment as this produce strong asset quality and return
- Mortgage starting to record outstanding size performance and now the fifth largest in the industry

(IDR Bn)	Mar-22			Mar-23			ΔYoY Size
	Size	SMF	NPF	Size	SMF	NPF	
1. Mortgage	42,951	3.49%	2.51%	49,305	3.10%	2.40%	14.79%
2. Automotive	1,926	3.16%	1.65%	3,122	2.60%	1.07%	62.05%
3. Payroll Based Financing	33,387	0.88%	0.50%	44,859	0.90%	0.59%	34.36%
4. Pension	10,926	0.50%	0.32%	13,341	0.36%	0.34%	22.11%
5. Gold Businesses	4,742	0.26%	0.01%	6,297	0.09%	0.04%	32.79%
6. Card	406	3.57%	3.04%	586	5.43%	3.05%	44.46%
Total Consumer, Gold, Card	94,337	2.05%	1.40%	117,509	1.79%	1.32%	24.56%

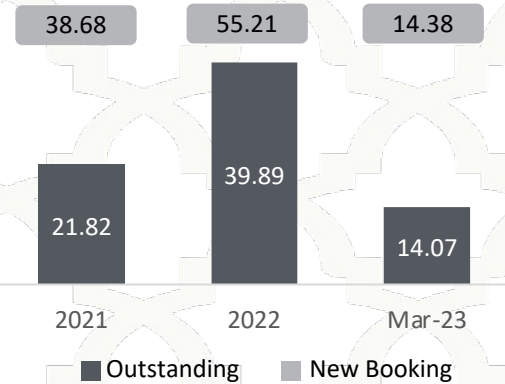
The 5th Largest Bank in consumer financing (As of Dec-22)



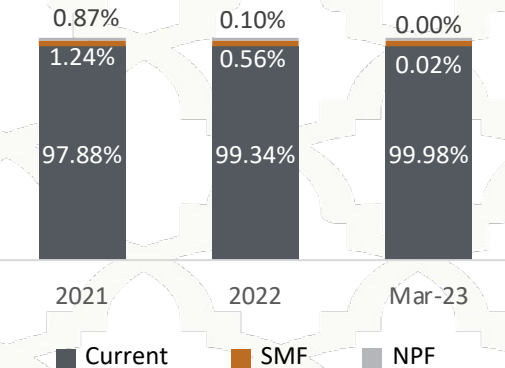
Notes: Current: Collectability 1, SMF: Collectability 2, NPF: Collectability 3,4,& 5

New Booking Quality Comparable

Volume New Booking & Outstanding (IDR Tn)



New Booking Quality

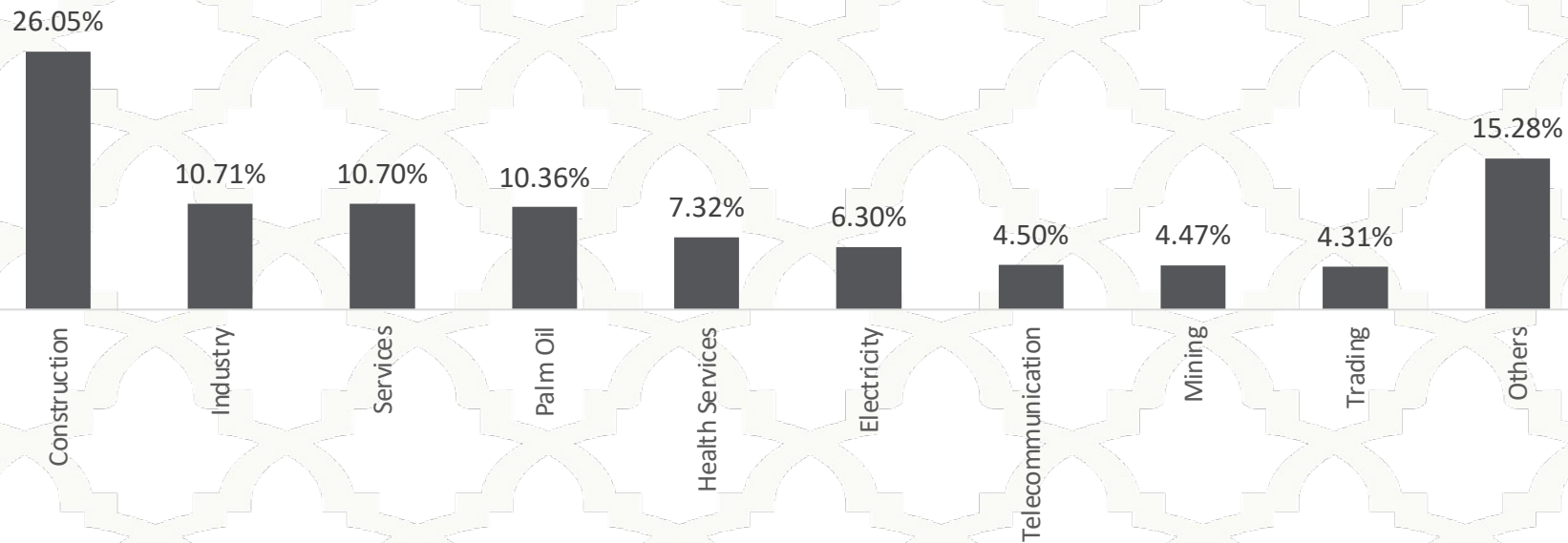


Loan Portfolio Mix – Wholesale | *Improved risk profile following stringent risk management and appetite in the sectors*

New booking quality significantly improved as the result of finding the right sector ...

	Mar-22			Mar-23			ΔYoY Size
	Size	SMF	NPF	Size	SMF	NPF	
1. Corporate	39,353	3.10%	4.88%	47,050	1.50%	3.53%	19.56%
2. Commercial	10,237	1.67%	4.25%	10,736	1.48%	3.38%	8.58%
Total Wholesale	49,591	2.81%	4.75%	58,166	1.50%	3.50%	17.29%

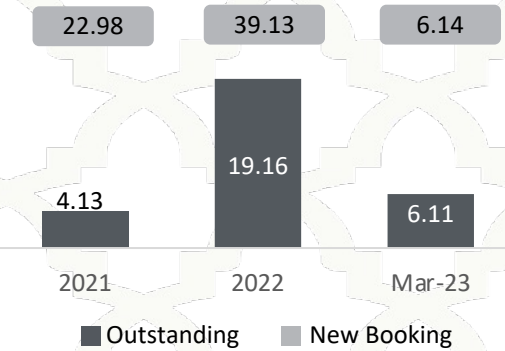
... with top 10 sector aligning as below (as of Mar-23)



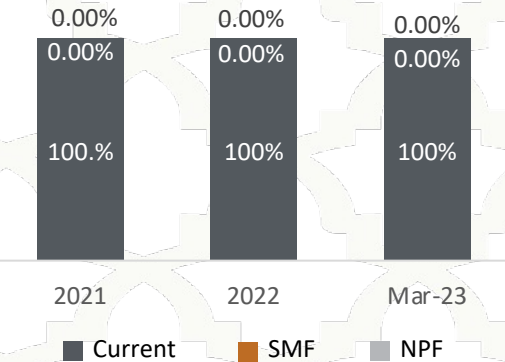
Notes: Current: Collectability 1, SMF: Collectability 2, NPF: Collectability 3,4,& 5

New Booking Quality Comparable

Volume New Booking & Outstanding (IDR Tr)



New Booking Quality



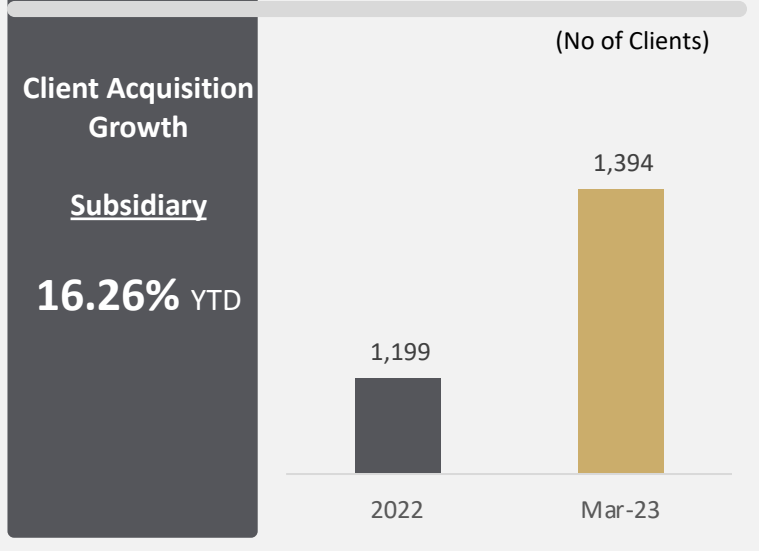
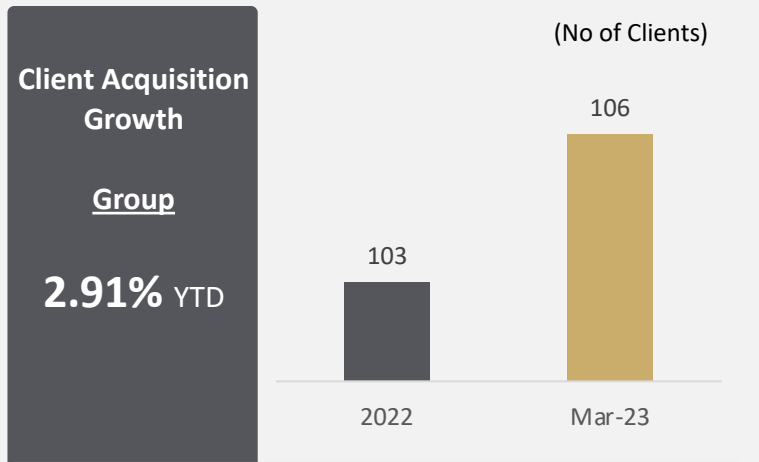
Loan Portfolio Mix – Wholesale

A risk balanced financing portfolio with cross selling for yield enhancement

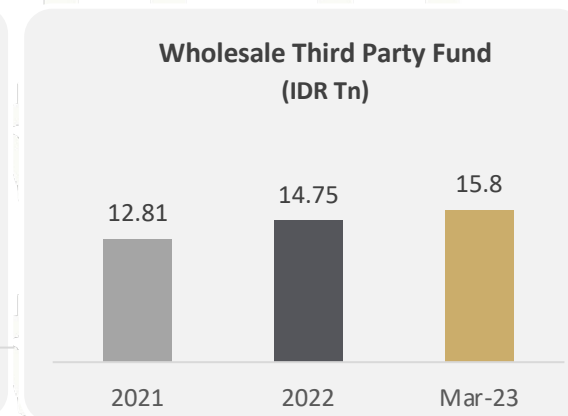
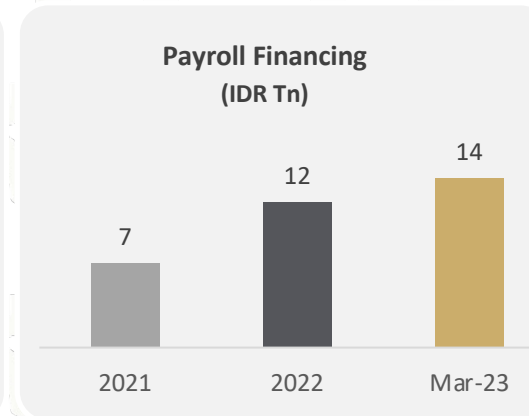
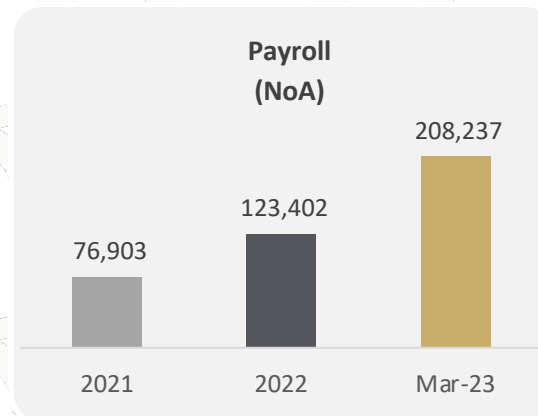
Reinforce value chain with new client addition to create ecosystem

Balanced client portfolio between government and private

Served as entry point in deepening payroll business



Contribution for payroll growing and becoming the focus for cross selling



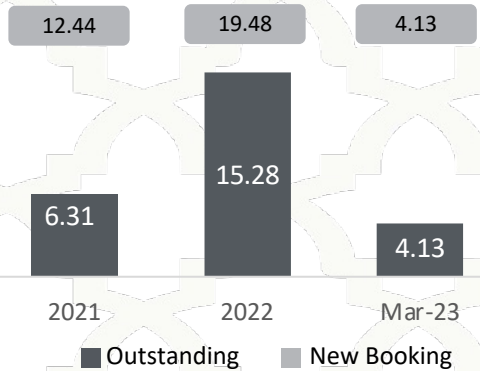
Financing Segment – SME - Micro | *Micro financing serve as solution for the client's short term funding requirement*

- New asset quality continue to remain healthy. The increment in SMF & NPF in Mar-23 under Non-subsidized micro financing was due to much lower financing growth booked (-43.37%) as compared to the SMF (-3.78%) & NPF (-5.30%).
- Continue to focus more on the subsidized (KUR) as it carries lesser risk profile.

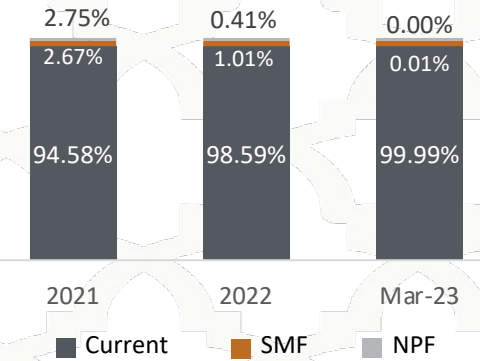
	Mar-22			Mar-23			ΔYoY Size
	Size	SMF	NPF	Size	SMF	NPF	
1. SME	18,037	2.70%	5.11%	18,280	2.25%	4.67%	1.35%
2. Micro Financing	15,542	3.72%	3.66%	19,321	3.18%	3.04%	24.32%
Subsidized (KUR)	11,129	1.77%	1.42%	16,822	1.80%	1.32%	51.16%
Non-subsidized (Non-KUR)	4,413	8.65%	9.31%	2,499	12.43%	14.61%	-43.37%
Total Retail	33,579	3.17%	4.44%	37,602	2.72%	3.83%	11.98%

New Booking Quality Comparable

Volume New Booking & Outstanding (IDR Tn)



New Booking Quality



Notes: Current: Collectability 1, SMF: Collectability 2, NPF: Collectability 3,4,& 5

Digital Proposition



Digital For New Value Proposition | ZISWAF as option on Social feature in mobile banking

Financial

- Transfer
- QRIS
- Utilities Payment
- Paylater, E-wallet, Referral Code E-commerce
- Payment & Invest

Spiritual

- Islamic Feature
- Al-Qur'an
- Qibla
- Mosque location & Prayers time
- Daily Du'a

Social

- ZISWAF
- Qurban
- Donations

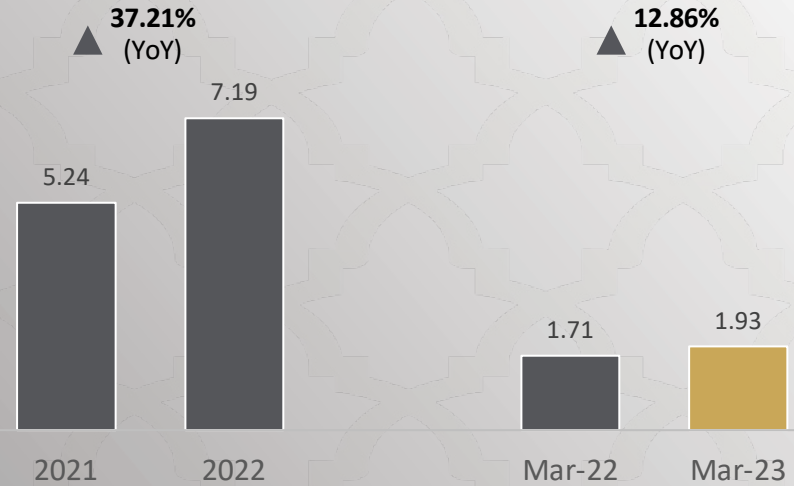
Lifestyle

- Entertainment
- Financial Article
- Travel & Umra
- Halal Lifestyle
- Event

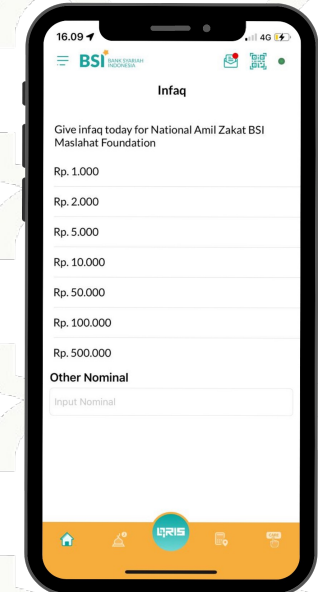
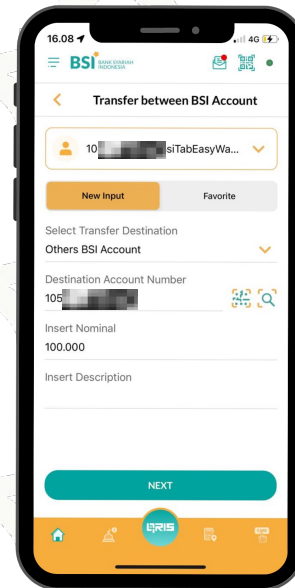
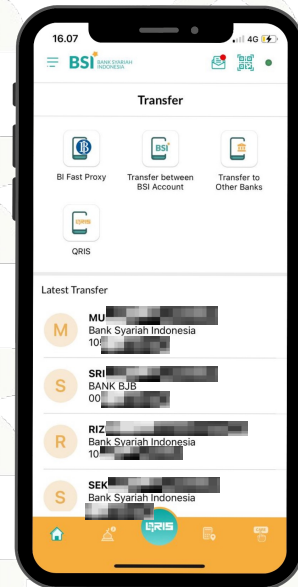
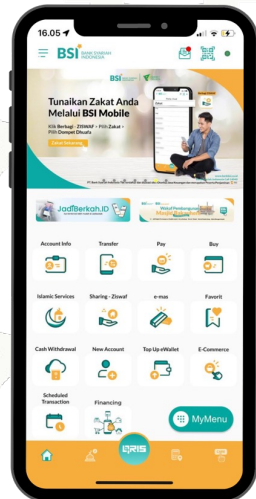
Our ZISWAF feature has made customer to channel their Social willingness easier

Reflected to STEADY growth on transaction volume

(Mn Transaction)

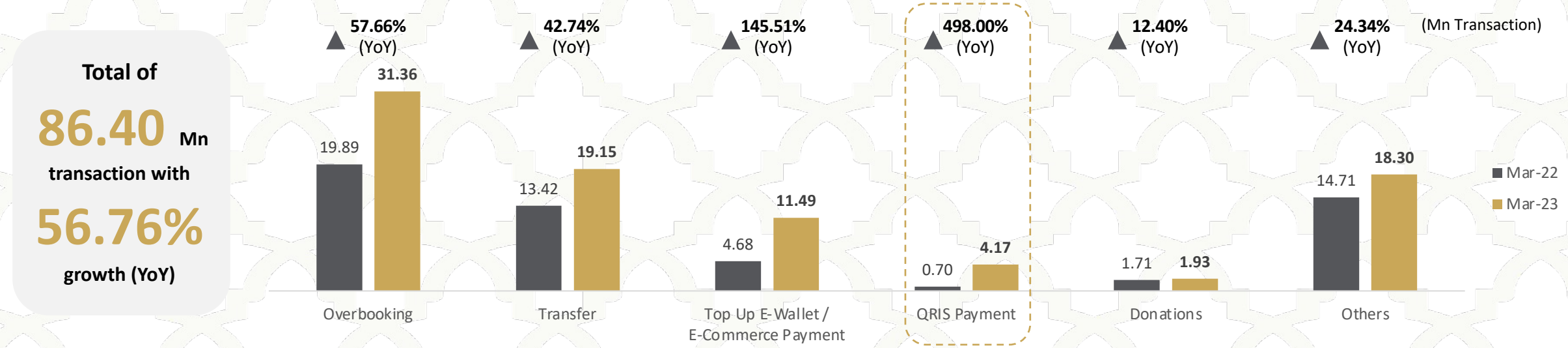


The option to do ZISWAF available at the end of every transactions



Digital For New Value Proposition | *Combination of fee-based align with growing active user and cost efficiencies*

Transactions volume in digital has doubled with improvement in mobile banking platform

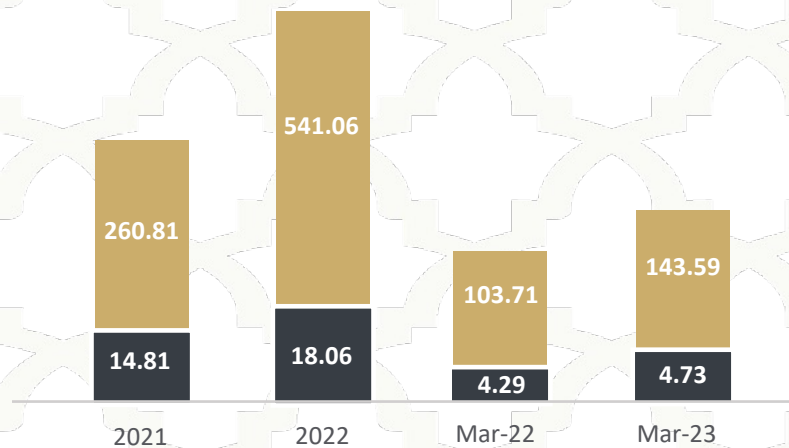


Less dependency on branches by shifting transaction through digital

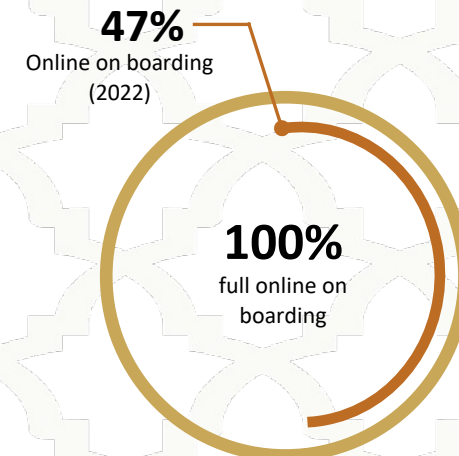
97% Shifting transaction to digital

(Mn Transaction)

- E-Channel
- Teller



Initiative this year to convert the account opening process to ONLINE



Financing Growth

FY 2023 Target
13.00% - 15.00%

1Q-23 Realization
20.15%

Third Party Fund Growth

FY 2023 Target
10.00% - 12.00%

1Q-23 Realization
12.88%

NIM

FY 2023 Target
5.90% - 6.10%

1Q-23 Realization
6.04%

NPF Gross

FY 2023 Target
2.10% - 2.30%

1Q-23 Realization
2.36%

Cash Coverage

FY 2023 Target
~190%

1Q-23 Realization
188.41%

Net Profit (IDR Tn)

FY 2023 Target
5.00 – 5.50

1Q-23 Realization
1.46

Analyst Coverage

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