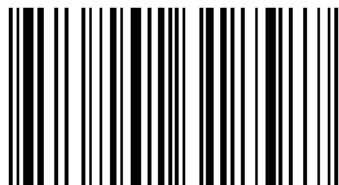


## The Role of Ratio Profits as The Improvement of Realization of KPR BTN

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Author Biodata Dr. Achmad. Fauzi, S.E, M., M, born on October 20, 1980, in Jakarta, Indonesia. Completed a 2004 Bachelor Program, at UPN Veteran Jakarta, Indonesia, Completed Post Graduate Masters in Management in 2011, at Suryadarma University, Indonesia and Obtained a Doctoral Degree in 2016 Economics at Jakarta State University, Indonesia.



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# **The Role of Ratio Profits as The Improvement of Realization of KPR BTN Credit on PT. BTN (Persero) Tbk".**

**Dr. Achmad Fauzi**

## **CHAPTER I**

### **PRELIMINARY**

#### **1.1 Background**

Banking is one of the sources of funds including in the form of credit for individuals or business entities to meet their consumption needs or to increase their production. The need for productive needs is for example to increase and expand business activities. Consumptive interests, for example, to buy a house so that people can use bank funding known as House Ownership Credit (KPR). One of the state-owned banks that has widely provided funding for people to buy houses of various types and prices is the Bank Tabungan Negara Indonesia (BTN).

In the procurement of housing for the people in the form of credit, the State Savings Bank provides housing ownership facilities which are prioritized for people who are classified as low and middle income earners can buy a house with a credit agreement that is mutually agreed to then be occupied by themselves.

Fund disbursement made by banks in the form of credit or other forms in order to improve the standard of living of the people has a very important role in the economy. Credit is the largest portion of assets owned by the bank concerned. In lending, banks must be prepared to face credit risk that causes the credit to become a problem. Credit risk is a risk due to the failure or inability of the customer to return the amount of the loan obtained from the bank and its interest in accordance with a predetermined period of time. Non-

performing loans are situations where the approval of the return on credit is at risk of failure. Non-performing loans (NPL). NPL shows the ability of bank management to manage non-performing loans provided by banks, so that the higher the NPL, the worse the quality of bank credit will cause the number of non-performing loans to be even greater.

### **1.1 Problems**

Formulation of the problem from "Efforts to increase the realization of BTN mortgage loans in increasing BTN's rentability ratio at PT. State Savings Bank (Persero) Tbk

1. Can increasing mortgage realization increase the profitability ratio?
2. How does the role of profitability ratio play an important role in improving financial statements?
3. Does the realization of credit play an important role in supporting the success of the company?

## **BAB II**

### **The foundation of the Bank's Theory**

The definition of a bank in general is a financial intermediary institution which is generally established with the authority to receive deposits, lend money, and issue promissory notes or known as banknotes. Below, several expert definitions will be presented by the following experts. The definition of the Bank according to the Banking Law No.10 of 1998 Article 1 paragraph 2 says that:

"Banks are business entities that collect funds from the public in the form of deposits and channel them back to the community in the form of credit and / or other forms in order to improve the standard of living of the people." Regarding the meaning of the bank it can be ascertained that everyone understands, well who have received education at school or not the school must know the general meaning of the bank.

Although not everyone have savings at the bank, but the word bank is often found in daily life, such as advertisements on TV that often display advertisements bank, or when traveling we see the bank building. Technology has revolutionized banking and continues to do so at a fiercely accelerating speed. Computers, the Internet, mobile technology, wireless access, and other improved communication systems give banking great flexibility and efficiency. All of this growth continues to create new opportunities to reinvent banks and, in particular, banking careers. Banking also fulfills a valuable role in society by: Playing a key role in financial intermediation Creating financial products and services that benefit businesses and consumers Driving a thriving financial system regulated by state and federal governments Facilitating the creation of money Being involved in the transfer of funds Reinventing the financial future—the future of banking

A Bank has broadly two types of customers: One who deposits their money with the bank and one who borrow money from the bank. The banks are a kind of an intermediary between the depositor and the borrower. The business model of a bank is very simple: Offer lower interest rate to the depositor and higher interest rate to the borrower. Make the money from the interest rate differential. People whether salaried or businessman prefer to keep their money with the bank. It is a better



option than keeping it at home because this helps them earn interest income. They trust the bank with their money and believe that it will always be available when they need it. The same people in a different situation would want to borrow money from the bank. The banks offer them the money, but at a higher interest rate.

Banks use multiple channels to reach out to their customers. They open branches at convenient locations where their customers can physically meet them. They encourage self-service through ATMs at convenient locations. Banks operate call centers to resolve any issues or queries and to service different kinds of requests. Banks are increasingly leveraging Internet and Mobile channels to offer more convenience to their customers. Banking industry is highly regulated by the government. It is very important for regulatory agencies to maintain control over the banks because they are the lifelines of an economy. The control is also needed to protect the depositors against any fraud. One example of a regulatory requirement is the Reserve requirement. It sets the minimum reserves that each bank must hold. Banks have two key revenue streams. First is the interest income from lenders. Second is the fee that they charge for different kinds of operations. Banks also make money through Credit cards business. We learnt that in the VISA business model case study. Channel costs are the key component of the cost structure of a bank. The interest paid by the bank to the depositors is also one of the important cost structure components. Money is the basis of banking. And the basis of money is the need for a substitute for directly bartering for everything we need. “Barter” is defined as trading without the use of money—and it can be traced back to the very origin of civilization. Can you imagine how our economy would operate if we didn’t use money? You would either have to be completely self-sufficient or have to produce a good or service that you could trade for whatever you could not produce yourself. Most of us would spend our time making almost everything we needed (including growing food, building shelter, and making clothes) or working at a specialty that others needed so we could trade for many of the necessities of life. The specialties would be few. Our technological advances would be restricted by an incredibly inefficient system of exchanging goods and services.

### **2.1.3 Bank Function**

Basically, the function of a bank is as a financial intermediary. Funds in the community (surplus units) are collected and then channeled to the community

(individuals and companies) that need (unit deficit). Here the bank acts as a financial institution that functions to connect parties who have excess funds (surplus units) with parties that need funds (unit deficit). Money is a symbol of value, and checks are a symbol of money. We give another person a check when we want to give him or her money. The other person then takes that check and sends it through the check clearing system so that the money it represents is transferred from us to him or her.

The existence of the Bank must be beneficial and must be felt directly by anyone both by depositors and debtors, business people, employees. The more perfect the products and services provided by the bank to its customers, of course, will facilitate the customer's business activities and more freely to transact at the bank. The mechanism of the Bank's work can be explained simply that the Bank collects funds from people who have more money, then the funds are channeled back to the people who need it. Computers have changed the face and complexion of the banking business.

Computers have changed how customers use banking services, how banks operate internally, and how banks interact with the rest of the financial system. Technology has revolutionized banking and continues to do so at a fiercely accelerating speed. Computers, the Internet, mobile technology, wireless access, and other improved communication systems give banking great flexibility and efficiency. All of this growth continues to create new opportunities to reinvent banks and, in particular, banking careers. Banking also fulfills a valuable role in society by: Playing a key role in financial intermediation Creating financial products and services that benefit businesses and consumers Driving a thriving financial system regulated by state and federal governments Facilitating the creation of money Being involved in the transfer of funds Reinventing the financial future—the future of banking

What Is a Bank? 3 In order to understand the business of banking, it is useful to understand one of its key elements—financial intermediation

#### **2.1.4 Bank activities**

Financial intermediation is an important role in banking. The term “financial intermediation” means accepting funds from one source (such as savings customers) and using the money to make loans or other investments.

Essentially, financial intermediation means acting as a go-between for individuals or businesses that have extra money and individuals or businesses that want to borrow money

As explained earlier that as a financial institution, daily bank activities will not be separated from the financial sector. Same as traders or other companies. The activities of the banking sector can simply be said to be buying money (raising funds) and selling money (channeling funds) to the general public.

The banking activities in Indonesia today are as follows:

1. Commercial Bank activities

- a. Collect funds from the community (Funding)
- b. Distributing funds to the community (Lending)
- c. Providing bank services

2. Activities of Rural Banks

- a. Collect funds in the form of savings and deposits
- b. Distributing funds in the form of investment credit, working capital and trade credit
- c. Prohibitions for rural credit banks such as receiving current account deposits, participating in clearing, conducting foreign exchange activities, and conducting insurance activities.

3. Activities of mixed banks and foreign banks

- a. In seeking funds, foreign banks and mixed banks are prohibited from receiving deposits in the form of savings deposits
- b. Credit given is more directed to certain fields
- c. Other bank services can also be carried out by commercial banks as a mixture of foreign funds as is the case with commercial banks in Indonesia.

The procedure we use to classify banks into distinct business models is primarily driven by data but incorporates judgmental elements. It shares many technical aspects with the procedure employed by Ayadi and de Groen (2014). By comparison, Ayadi and de Groen (2014) classify European banks into four business models, which they label as investment banks, wholesale banks, diversified retail and focused retail. Drawing rough parallels with the classification in this paper,

which involves a more global universe of banks, their investment bank model corresponds to our trading model, the two wholesale models correspond to each other, and the diversified and focused retail models together correspond to our retail-funded model. That said, an exact comparison would require comparing individual banks in the two universes.

The classification process identifies three distinct business models and selects three ratios as the key differentiating choice variables: the share of loans, the share of non-deposit debt and the share of interbank liabilities to total assets (net of derivatives exposures). This partition satisfies our criteria of robustness, parsimony and stability. The share of gross loans is the only variable relating to the composition of the banks' assets. The other two ratios differentiate banks in terms of their funding structure.

Are there systematic differences in the performance of banks with different business models? The question is pertinent for understanding the impact of banks' choices on shareholder value but also on financial stability, which depends on sustainable performance by financial intermediaries. In this section we examine the performance of banks in the different business model categories both in a cross section and over time. In analysing the performance of different bank models, we use what we label "outcome" variables. In contrast to the choice variables that we used to define the business models, we interpret outcome variables as the result of the interaction between the strategic choices made by the bank in terms of business area focus and the market environment. Examples of such variables are indicators of profitability, (for example, banks' return-on-equity (RoE)), the composition of bank earnings (for instance, the share of interest income in total income) and indicators of efficiency (for example, the cost-to-income ratio).

## **2.2 Credit**

### **2.2.1 Definition of Credit**

The definition of credit in general is the provision of the use of money or goods to another person at a certain time with a guarantee or without collateral, with the provision of services or interest or without interest. Credit can be in the form of

money or bills whose value is measured with money, then the existence of a credit return agreement that has been agreed upon by a short term, medium term or long term period.

Lending and borrowing agreements between banks and other parties that require the borrower to repay the debt after a certain period of time with the amount of the interest or profit sharing. What has been promised in the form of money, goods or labor will clearly illustrate that credit in the economic sense is a delay in payment of the achievements given now in the form of money, goods or labor.

From some of the above theories can be concluded that, Credit is one of the important factors for the success of a company and has a very significant effect on a company, because for companies that have insufficient funds can run or expand their business through the credit system in banks.

### **2.2.2 Element Credit**

The elements contained in the granting of a credit facility are as follows:

#### **1. Trust**

Confidence is a belief in the credit provider to be given truly received back in the future according to the credit period. The bank gives trust on the basis of why a credit can be channeled.

#### **2. Compliance**

Agreement in an agreement that each party (the creditor to the recipient of the credit) signs their respective rights and obligations. The agreement is in a credit agreement and signed by both parties before the credit is disbursed.

#### **3. Duration**

From a mutually agreed time period regarding the provision of credit by the bank and repayment of credit by the debtor customer.

#### **4. Risk**

In avoiding bad risks in the credit agreement, previously an agreement has been made on the construction or collateral that is charged to the debtor or borrower customer.

### 5. Achievements

Achievement is an object in the form of interest or rewards agreed upon by the bank and debtor customers.

#### 2.2.3 Objectives and Functions of Credit

The granting of a credit facility has a specific purpose. The purpose of granting credit will not be separated from the mission of the bank was established. The objectives and functions of the credit are as follows:

- a. Obtain bank income on credit interest earned
- b. Produce and utilize existing funds
- c. Running on bank operations
- d. Increase working capital in the company
- e. Speed up payment traffic
- f. Improve the welfare and income of the community

#### 2.2.4 Credit Principles

In obtaining credit, there are various procedures that must be passed that are determined by the bank or financial institution to run well and soundly, there are 5 C terms which are credit principles, among others, as follows::

##### 1. Character (personality / character)

Personality is the nature or personal character of a debtor to get credit, such as honesty, business motivation, and so on.

##### 2. Capacity

Ability is the ability of capital owned to fulfill the obligation on time, especially in liquidity, profitability, solvency and solidity.

##### 3. Capital (capital)

Capital is the ability of the debtor to carry out business activities or use credit and return it.

##### 4. Collateral (guarantee)

A guarantee is a guarantee that must be provided for liability if the debtor cannot pay off his debt.

### 5. Condition of Economic (economic conditions)

Economic conditions are the overall economic condition of a country and have an impact on government policies in the monetary sector, especially in relation to banking credit.

Whereas with the 7P credit appraisal analysis are as follows:

#### 1. Personality

Assess customers in terms of their daily personality and past. Personality also includes the attitudes, emotions, behavior, and actions of customers in dealing with problems.

#### 2. Party

Classify customers into certain classifications based on their capital, loyalty and character. So that customers can be classified into certain groups.

#### 3. Purpose

Knowing the customer's purpose in taking credit, including the type of credit that the customer wants. The purpose of taking credit such as working capital or investment, consumptive, or productive and so forth.

#### 4. Prospect

Assessing the customer's business in the future whether it is profitable or not. This is important considering if a credit facility is financed without having a prospect, not only the bank is harmed, but also the customer.

#### 5. Payment

Size of how customers return credit that has been taken from which sources of funds to repay credit. The more the source of the debtor's income, the better. If one of the businesses loses it will be covered by other businesses.

#### 6. Profitability

Analyze how customers are able to make a profit. Profitability is measured from one period to another whether it will remain the same or increase, especially with the additional credit that will be obtained.

#### 7. Protection

The goal is how to keep business and guarantees from getting protection. Protection can be in the form of collateral or credit insurance.

### **2.2.5 Definition of Home Ownership Credit**

Home Ownership Credit ( KPR ) stands for Home Ownership Credit, a financing product for home buyers with a financing scheme of up to 90% of the house price. Until now KPR is provided by banks, although there are already finance companies that channel financing from secondary institutions for housing financing.

Special loans in the form of house construction or renovation must be in accordance with the procedures that have been established as a complete requirement for KPR.

Loans intended to be used for the construction or renovation of homes for customers who do not have or lack of funds can use the mortgage facilities at the credit institutions provided, including banks in them. Consumer loans are only used for personal family or household purposes and are not commercial in nature which are intended for commercial purposes to finance the needs of the business world.

From some of the above theories, it can be concluded that "KPR is a funding facility by banks for property ownership where the funding will be repaid by the debtor by installments to the related bank".

### **Terms of Home Ownership Credit (KPR) in BTN Bank**

The general provisions and the terms of the Home Ownership Credit (KPR) below are absolutely required to be fulfilled by the applicant, therefore if the applicant does not agree to one of the requirements, the Cawang Branch State Savings Bank will not be willing to continue the process of granting a Home Ownership Credit (KPR).

- ✓ 1. General provisions for prospective borrowers of Home Ownership Credit (KPR), namely:
  - ✓ a. Entrepreneur group



- ✓ That is, all Indonesian businessmen who are engaged in various economic sectors within the working area of the Cawang branch of the State Savings Bank, such as the trade sector, and other services that are worthy of being given housing loans.
- ✓ b. Fixed income group
- ✓ | All categories of civil servants referred to in PP No. 6 of 1974 Chapter I article 1, namely:
  - ✓ • Civil servants
  - ✓ • ABRI
  - ✓ • BUMN employee
  - ✓ • Regional Company Employees
  - ✓ • Retired from PNS or ABRI
  - ✓ ☐ Permanent employees of private and well-established companies
- ✓ 2. Requirements for Home Ownership Credit (KPR), namely:
  - ✓ a. Indonesian Citizens (Indonesian Citizens) domiciled in Indonesia.
  - ✓ b. Minimum age of 21 years and at the time of full credit the maximum age is 55 years (for employees) and 60 years (for entrepreneurs / professionals).
  - ✓ c. Have a permanent job and income.
  - ✓ d. Submitting an application for a mortgage facility with the following documents attached:
    - ✓ | photocopy of applicant's ID card and husband's wife's ID card.
    - ✓ | copy of Family Card.
    - ✓ | copy of Marriage Certificate / divorce.
    - ✓ | a copy of the personal or company NPWP with a statement that the tax is paid / borne by the company.
    - ✓ ☐ a copy of the Batara account in the name of the applicant.
    - ✓ ☐ a copy of the last decree of the employee's salary and certificate of income of the applicant and husband / wife.

- ✓ 1 copy of SIUP / TDP / Permit for Professional practice for entrepreneurs / professionals.

### **2.2.6 Types of Home Ownership Credit (KPR)**

The government, through the banking sector, provides housing ownership credit facilities which are commonly called Home Ownership Loans (KPR). Home Ownership Credit (KPR) is a credit facility provided by banks to individual customers who will buy or repair a house. At present in Indonesia there are known 2 (two) types of mortgages:

#### **1. Subsidized Mortgages**

Subsidized KPR is a credit that is intended for middle to lower income people in order to meet the needs of housing or home improvement that has been owned.

#### **2. Non Subsidized Mortgages**

Non-Subsidized Mortgages, namely a KPR that is intended for the entire community. The provision of KPR is determined by the bank, so that the determination of the amount of credit and interest rates is carried out according to the bank's policy.

Apart from that from PT. The State Savings Bank added types of mortgages, namely:

#### **1. Commercial Mortgages**

Commercial KPR is a KPR that is provided to the community other than what has been determined by the government as a lower economic community. At Bank BTN commercial mortgages are also divided into 2 types, namely:

##### **a. Main Griya**

KPR Griya Utama is provided by BTN for the middle economic community.

##### **b. Swagriya**

Same as Swagriya Subsidized Mortgages but without subsidies from the government with provisions such as the Griya Utama KPR.

## **2.3 Financial statements**

### **2.3.1 Definition of Financial Statements**

The definition of financial statements in general is a record of a company's financial information in an accounting period that can be used to describe the

company's performance . Elements that are directly related to the measurement of financial position are assets, liabilities and equity. The financial position report usually reflects various elements of the income statement and changes in various elements of the balance sheet.

The financial report shows what management has done or management accountability for the resources entrusted to it. Based on the balance sheet prepared by the financial statements, the company has the objective to provide information concerning the financial position, performance, and changes in the financial position of a company that is useful for decision making.

From some of the above theories can be concluded that, financial statements are reports that present information that will be used by the parties who have the right, recording it for a certain period.

### **2.3.2 Purpose of Financial Statements**

The end result of an accounting process is a financial report which is a reflection of the achievement of the company's management in a certain period. Besides being used as an accountability tool, financial statements are needed as a basis for making a decision whether an increase in profit can be seen in the financial statements.

financial statements aim to

1. Providing information concerning the financial position, performance, and changes in the financial position of a company that is beneficial to a large number of users in decision makers
2. The financial statements do not provide all information that may be needed by users in making economic decisions because they generally describe financial effects and past events, and are not required to provide non-financial information.
3. The financial report also shows what management has done to the source of data entrusted to it.

the purpose of submitting financial information regarding the company's organizational unit is:

1. Providing reliable and useful financial information for investors and creditors for the basis of investment decisions and credit provision.
2. Provide information on the company's financial position by showing the economic resources of the company and the origin of the wealth.
3. Providing financial information that can show the company's performance in generating earnings (earning power).
4. Providing financial information that can demonstrate the company's ability to pay off its debts.
5. Providing financial information that can show the sources of corporate financing.
6. Providing information that can help users predict the company's cash flow.
7. Providing other information that helps users to assess performance and financial management accountability.

### **2.3.3 Profitability Ratio**

The definition of profitability ratio in general is the ratio to measure the company's performance in terms of obtaining profits or business profitability of the capital used. This ratio is a measurement tool from the management of the company or the manager of the company or the entrepreneur itself.

Rentability can also be called profitability, which means that the achievements achieved by the company and expressed in percentages, after being compared between the results achieved with the capital used. The bigger the presentation, the higher the percentage of the company's finance, and vice versa.

Investment value affects the profitability ratio. The decline in investment value has weakened investment.

#### **Components of Profitability Ratios**

Rentability factors, among others, are carried out through an assessment of the following components:

1. ROA (Return on Asset)

ROA (return on assets) is the company's ability to use its assets to make a profit. This ratio measures the level of investment return that has been made by the

company by using all of its funds (assets). This ratio can be compared with the prevailing bank interest rate. The formula used is:

$$\text{ROA} = \frac{\text{Profit before tax}}{\text{Average total assets}} \times 100 \%$$

The greater the ROA, the greater the level of profit achieved from the better bank position in terms of the use of its assets.

1. ROE (*Return On Equity*)

It is a very important indicator for shareholders and potential investors to measure the bank's ability to obtain net income that is associated with dividend payments. The formula used is::

$$\text{ROE} = \frac{\text{After-tax profit}}{\text{Average Equity}} \times 100 \%$$

If there is an increase in this ratio, it means there is an increase in net profit from the bank in question, this increase causes a rise in the bank's stock price, which will make the bank's holders and investors in the capital market want to buy the bank's shares.

2. NIM (*Net Interest Margin*)

This ratio shows the ability of earning assets to generate interest income. The formulas used are:

$$\text{NIM} = \frac{\text{Net interest income}}{\text{Average Earning Assets}} \times 100 \%$$

The NIM must be large enough to cover loan losses, securities and tax losses to be used as profit and increase revenue

### 3. BOPO (Biaya Operasional)

This ratio is a comparison between operational costs and operating income in measuring the level of efficiency and the ability of banks to conduct operational activities. BOPO formulas are as follows:

$$\text{BOPO} = \frac{\text{Total Operating Expenses}}{\text{Total Operating Income}} \times 100 \%$$

The smaller the ratio of operating costs (expenses) will be better, because the bank concerned can cover operational costs (costs) with operating income.

The minimum standard for the above ratio according to Bank Indonesia Circular No. 6/23 / DPNP dated May 31, 2004 are as follows:

**Tabel II.1**

#### **Standar Minimal Rasio Komponen Rentabilitas**

**Surat Edaran BI No. 6/23/DPNP/2004**

<b>Komponen Rentabilitas</b>	<b>Standar Minimal Rasio</b>
ROA( <i>Return On Assets</i> )	0,5%-1,25%
ROE ( <i>Return on Equity</i> )	5%-12,5%
NIM ( <i>Net Interest Margin</i> )	1,5%-2%
BOPO ( <i>Biaya Operasional</i> )	96%-94%

Sumber: Surat Edaran Bank Indonesia Nomor 6/23/DPNP tanggal 31 Mei 2004

#### **2.3.4 Determination of Profitability Ratio Ranking**

According to Bank Indonesia Circular No. 6/23 / DPNP (May 31, 2004) attachment 2d, that the profitability ratio is set in 5 ranks, namely:

**TABEL II.2**

#### **Determination of Profitability Ratio Ranking**

**SE BI No. 6/23/DPNP/2004**

NO	COMPONEN	RATING				
		1	2	3	4	5
1	Return On Asset (ROA)	Earnings are very high	High profit	Earnings are quite high or the ROA ratio ranges from 0.5% to 1.25%	Low bank profit or tend to suffer losses (ROA leads to negative)	The bank suffered a large loss (negative ROA)
2	Return On Equity (ROE)	Earnings are very high	High profit	Earnings are quite high or the ROE ratio ranges from 5% to 12.5%	Low bank profit or tend to suffer losses (ROE leads negatively)	The Bank suffered a large loss (ROE negative)
3	Net Interest Margin (NIM)	The net interest margin is very high	High net interest margin	Net interest margin is quite high or the NIM ratio ranges from 1.5% to 2%	Low net interest margin leads negative	The net interest margin is very bad
4	Biaya Operasional (BOPO)	Efficiency level sangat Good	Efficiency level baik	Adequate efficiency baik or the BOPO ratio ranges from 94% to 96%	Efficiency level	Efficiency level Bad

## **BAB III**

### **RESULTS AND DISCUSSION**

#### **3.1 General Review of PT. Bank Tabungan Negara (Persero) Tbk**

##### **3.1.1 History and Development PT. Bank Tabungan Negara (Persero) Tbk**

On October 16, 1897 established Posts Paar Bank, with a view to educating the public to love saving. Posts Paar Bank then continued to live and develop until it was recorded until 1939 had 4 branches, namely Jakarta, Medan, Surabaya and Makassar. In 1940 its activities were disrupted as a result of the German invasion of the Netherlands which resulted in a massive withdrawal of savings in a relatively short time. But then the financial situation of the Posts Paar Bank recovered in 1941. In 1942, the Dutch East Indies surrendered unconditionally to the Japanese Government. Japan froze the Posts Paar Bank activity and founded Tyokin Kyoku a Bank that aims to attract funds from the public through savings.

he Proclamation of Indonesian Independence on August 17, 1945 inspired Mr. Darmosoetanto to initiate the takeover of Tyokin Kyoku from the Japanese government to the Indonesian government and there was a change of name to the Pos Saving Office. His first assignment was to exchange Japanese currency with ORI, but his activities were not long-lived because of Dutch aggression (December 1946) resulted in the sitting of all offices including the branch office of the Office.

Tabungan Pos until 1949. The Tabungan Pos office was reopened in 1949, and the name of the Post Savings Office was changed to the Indonesian Savings Bank. Many historical events have occurred since 1950, but the most important for the history of the State Savings Bank (BTN) is the issuance of Emergency Law No. 9 of 1950 dated February 9, 1950 which changed the name "Bank Indonesia Posts". February 9, 1950 is stipulated as the BTN day and date. The name of the Tabungan Pos Bank according to the emergency law was confirmed by Law No. 36 of 1953.



Changes to the name of the Savings Bank Pos to BTN were based on Perpu No. 4 of 1964 dated June 23, 1963 which was further strengthened by Law No. 2 of 1964 dated May 25, 1964.

Affirmation of BTN's status as a state-owned Savings Bank is stipulated by Law No. 20 of 1968 dated December 19, 1968 (from 1964) BTN became BNI unit V (five). If the main task at the establishment of Posts Bank Bank (1897) to BTN (1968) was to move within the scope of public funds through savings, then BTN since 1974 was added to its task of providing housing loan services and for the first time KPR distribution took place on the 10th of December, as KPR day for BTN. The legal form of BTN changed again in 1992 with the issuance of PP No. 24 of 1992 dated 29 April 1992 which was the implementation of Law No. 7 of 1992 the legal form of the State Savings Bank is changed to the Company. Since the name of the State Savings Bank became PT. Bank Tabungan Negara (Persero)

The government through the minister of BUMN in letter No. 5–544 / MMBU / 2002 decided Bank BTN (Persero) as a commercial bank with a focus on housing finance business without subsidies.

### **3.1.3 Business activities PT. Bank Tabungan Negara (Persero) Tbk**

State Savings Bank (BTN) is a company engaged in the service sector, namely banking. The production does not create goods but sells funds, credit and other services to customers. The products are:

1. Fund Products:
  - a. Batara Savings
  - b. Batara Prima Savings
  - c. BTN Junior Savings
  - d. BTN Savings Champion
  - e. E'Batara Post Savings
  - f. Tabungan Haji Nawaitu
  - g. Time deposit
  - h. Current Account

## 2. Credit products

Subsidized KPR, Subsidized Sarusun KP, Main Griya KPR, Platinum KPR, Apartment Ownership KPR, Commercial House, Multi Griya Credit, Swagriya Credit, Swadana Credit, Real Cash, Kring Batar Griya Credit, Bapertarum Construction Soft Loan, Land Purchase Credit, Credit Investment, Housing Support Loans, Contractor Working Capital Loans, People's Business Loans, Micro and Small Business Loans, and Corporate Housing Loans.

3. Other service products provided by BTN Cawang Branch include Batara ATM, SMS Batara, Contact Center, Western Union, Debit Card, Visa, Batara Payroll, Online SPP, Safe Deposit Box, Payment Points, BPIH, Money Transfers, Inkas & Collection, Money Changer, and Bank Guarantee.

## 3.2 Research Results

### 3.2.1 Calculation of Credit Realization

Credit realization which is a credit disbursement or the amount of credit disbursement by the bank in the financial statements. At Bank BTN, the realization of credit was recapitulated from the sale of Consumer Mortgages and Commercial Mortgages. The following is the value of credit realization in the 2013-2015 period:

#### a. In 2013

Information	2013	Realization 2013	Achievement 2013
Konsumer	678.513	716.117	106%
Komersial	749.537	572.800	76%
Credit Realization	1.428.050	1.288.917	90%

*Source: Recap Performance of BRANCH OFFICE. BTN Cawang*

From the table above it can be seen that the realization of credit in 2013 was 90%. Achievements in 2013 were obtained from comparison results on the realization of a value of 1,288,917 with Realized Credit worth 1,428,050.

#### b. In 2014

Information		Realization	Achievement 2014
-------------	--	-------------	------------------

	2014	2014	
<b>Konsumer</b>	700.719	512.890	73%
<b>Komersial</b>	645.738	384.697	60%
<b>Credit Realization</b>	1.346.657	897.587	67%

*Sumber : Recap Performance of BRANCH OFFICE. BTN Cawang*

From the table above it can be seen that the realization of credit in 2014 was 67%. Achievements in 2014 were obtained from the comparison of the realization of a total of 897,587 with Realized Credit worth 1,346,657.

### c. In 2105

Information	2015	Realization 2015	Achievement 2015
<b>Konsumer</b>	502.450	660.193	131.39%
<b>Realization</b>	419.823	376.737	89.74%
<b>Credit Realization</b>	1.117.043	1.036.930	92.83%

*Sumber : Recap Performance of BRANCH OFFICE. BTN Cawang*

From the table above it can be seen that the realization of credit in 2015 was 92.83%. Achievements in 2015 were obtained from the comparison of the realization of a total of 1,117,043 with Realized Credit worth 1,036,930.

**Table III.1 Credit Realization**  
**Period 31 December 2013 to 31 December 2015**  
**(In percentages)**

Information	2013	increase	Decrease	2014	increase	Decrease	2015	increase	Down
<b>Konsumer</b>	106%	-	-	73%	-	33%	131.39%	58.39%	-
<b>Komersial</b>	76%	-	-	60%	-	16%	89.74%	29.74%	-
<b>Realisasi Kredit</b>	90%	-	-	67%	-	23%	92.83%	25.83%	-

*Source: Data processed*

Based on table III.1 above it can be seen that in 2013 credit realization was valued at 90%, and there was a decrease of 23% in 2014 so that the realization of credit in 2014 was 67%. In 2015 there was an increase in credit realization of 25.83% so that the realization of credit in 2015 was 92.83%.

### 3.2.2 Calculation of Profitability Ratios

Rentability factors, among others, are carried out through an assessment of the following components:

1. ROA (Return on Asset)

ROA (return on assets) is a comparison between profit before tax and bank assets. According to SE BI No. 6/23 / DPNP in 2004 concerning the minimum ROA limit of 1.25%. Below is the result of the calculation of ROA at BTN bank for the period 2013 - 2015.

**Table III.2 ROA Ratio (Return on Assets)**

**Period 31 December 2013 to 31 December 2015**

**(In billions of rupiah)**

ROA Ratio Component (Return On Asset)	2013	2014	2015
<b>Profit before tax</b>	2.140.771	1.548.172	2.541.886
<b>Average Total Assets</b>	131.169.730	144.575.961	171.807.592
<b>Total ROA (in%)</b>	<b>1.63 %</b>	<b>1.07 %</b>	<b>1.47 %</b>

*Source: Data processed*

From table III.2 above it can be seen that the amount of Profit Before Tax and Total Assets from 2013 to 2015 experienced an increase and decrease. The biggest profit before tax of Bank BTN was in 2015, amounting to 2,541,886, while the lowest profit before tax of Bank BTN was in 2014, amounting to 1,548,172. From the table above, it can also be seen that the largest total asset of Bank BTN was in 2015, amounting to 171,807,592, while the lowest total asset of Bank BTN was in 2013, which was 131,169,730. From the table above, it can also be seen the amount of ROA of Bank BTN in the period 2013 to 2015, and it is known that the largest ROA of Bank BTN was in 2013, which was 1.63%, while the lowest ROA of Bank BTN was in 2014 at 1.07%.

The calculation results

**a. In 2013**

$$\begin{aligned}
 \text{ROA} &= \frac{\text{Profit before tax}}{\text{Average total assets}} \times 100 \% \\
 &= \frac{2.140.771.000}{131.169.730.000} \times 100 \% \\
 &= 0.01632 \text{ or } 1.63 \%
 \end{aligned}$$

The result of the above calculation, ROA in 2013 was 1.63%. That is, the ROA in 2013 was "Very Good".

**b. In 2014**

$$\begin{aligned}
 \text{ROA} &= \frac{\text{Profit before tax}}{\text{Average total assets}} \times 100 \% \\
 &= \frac{1.548.172.000}{144.575.961.000} \times 100 \% \\
 &= 0.01070 \text{ or } 1.07 \%
 \end{aligned}$$

As a result of the above calculation, ROA in 2014 was worth 1.07%. That is, ROA in 2014 was "Good enough"

**c. In 2015**

$$\begin{aligned}
 \text{ROA} &= \frac{\text{Profit before tax}}{\text{Average total assets}} \times 100 \%
 \end{aligned}$$

$$= \frac{2.541.886.000}{171.807.592.000} \times 100 \%$$

$$= 0.01479 \text{ or } 1.48 \%$$

The results of the above calculation, ROA in 2015 was 1.48%. That is, ROA in 2015 is "Very Good".

#### 1. ROE (Return On Equity)

ROE (Return On Equity) is a comparison between profit after tax and bank equity. According to SE BI No. 6/23 / DPNP in 2004 concerning the minimum ROE limit of 12.5%. Below is the result of ROE calculation at BTN bank for the period 2013 - 2015.

**Tabel III.3 Rasio ROE (*Return On Equity*)**  
**Periode 31 desember 2013 sampai 31 desember 2015**  
**( Dalam Milliaran Rupiah )**

ROE Ratio component (Return On Equity)	2013	2014	2015
<b>After-tax profit</b>	1.443.057	1.115.625	1.811.337
<b>Average Equity</b>	11.556.753	12.206.406	13.860.107
<b>Total ROE (in%)</b>	<b>12.50%</b>	<b>9.13 %</b>	<b>13.08 %</b>

*Source: Data processed*

From table III.3 it can be seen the amount of Profit After Tax and Equity Average from 2013 to 2015 which experienced an increase and decrease every year. The biggest profit after tax of Bank BTN was in 2015, amounting to 1,811,337, while the lowest profit after tax of Bank BTN was in 2014, which was 1,115,625. From the table above also can be seen the average of the largest Equity of Bank BTN is in 2015 that is equal to 13,860,107, while the average lowest Equity of Bank BTN is in 2013

that is equal to 11,556,753. From the table above also can be seen the amount of ROE of Bank BTN in the period 2013 to 2015, and it is known that the biggest ROE of Bank BTN was in 2015 which was 13.08%, while the lowest ROE of Bank BTN was in 2014 which was 9.13%.

The calculation results:

**a. In 2013**

$$\begin{aligned}
 \text{ROE} &= \frac{\text{After-tax profit}}{\text{Average Equity}} \times 100 \% \\
 &= \frac{1.443.057.000}{11.556.753.000} \times 100 \% \\
 &= 0.1248 \text{ or } 12.50 \%
 \end{aligned}$$

The result of the above calculation, ROE in 2013 was 12.50%. That is, ROE in 2013 was "Very Good"

**b. In 2014**

$$\begin{aligned}
 \text{ROE} &= \frac{\text{After-tax profit}}{\text{Average Equity}} \times 100 \\
 &= \frac{1.115.625.000}{12.206.406.000} \times 100 \% \\
 &= 0.09139 \text{ or } 9.13 \%
 \end{aligned}$$

The result of the above calculation, ROE in 2014 was 9.13%. That is, ROE in 2015 "Good enough".

**c. In 2015**

$$\begin{aligned}
 \text{ROE} &= \frac{\text{After-tax profit}}{\text{Average Equity}} \times 100 \% \\
 &= \frac{1.811.337.000}{13.860.107.000} \times 100 \% \\
 &= 0.13068 \text{ atau } 13.08 \%
 \end{aligned}$$

The results of the above calculation, ROE in 2015 valued at 13.08%. That is, ROA in 2015 is "Very Good".

1. NIM (*Net Interest Margin*)

NIM (Net Interest Margin) is a comparison between net interest income and earning assets. According to SE BI No. 6/23 / DPNP in 2004 concerning the minimum NIM limit is 2.00%. Below is the result of NIM calculation at BTN bank for the period 2013 - 2015.

Table III.4 Ratio of NIM (Net Interest Capital)  
Period 31 December 2013 to 31 December 2015  
(In billions of rupiah)

NIM Ratio Components (Net Interest Margin)	2013	2014	2015
Net interest income	5.653.323	5.464.581	6.811.076
Average Earning Assets	103.571.051	122.557.185	132.398.433
Total NIM (in%)	5.45 %	4.45 %	5.14 %



*Source: Data processed*

From table III.4 it can be seen that the amount of Net Interest Revenues and Average Earning Assets from 2013 to 2015 has increased and decreased every year. Bank BTN's largest Net Interest Income was in 2015, which amounted to 6,811,076, while the lowest Net Interest Income of Bank BTN was in 2014, amounting to 5,464,581. From the table above, it can also be seen that the average Earning Assets of Bank BTN is in 2015, which is 132,398,433, while the average lowest Earning Assets of Bank BTN is in 2013, which is 103,571,051. From the table above also can be seen the amount of Bank BTN's NIM in the period 2013 to 2015, and it is known that the largest NIM of Bank BTN was in 2013 which is 5.45%, while the lowest NIM of Bank BTN was in 2014, which was 4.45%.

The calculation results

**a. In 2013**

$$\begin{aligned}
 \text{NIM} &= \frac{\text{Net interest income}}{\text{Average Earning Assets}} \times 100 \% \\
 &= \frac{5.653.323.000}{103.571.051.000} \times 100 \% \\
 &= 0.05458 \text{ or } 5.45 \%
 \end{aligned}$$

The results of the above calculation, NIM in 2013 valued at 5.45%. That is, the 2013 NIM was "Very Good".

**b. In 2014**

$$\text{NIM} = \frac{\text{Net interest income}}{\text{Average Earning Assets}} \times 100 \%$$

$$\begin{aligned}
 & \text{Average Earning Assets} \\
 & \frac{5.464.581.000}{122.557.185.000} \times 100 \% \\
 & = 0.04458 \text{ or } 4.45 \%
 \end{aligned}$$

The results of the above calculation, NIM in 2014 valued at 4.45%. That is, the 2014 NIM is "Very Good".

**c. In 2015**

$$\begin{aligned}
 & \text{NIM} = \frac{\text{Net interest income}}{\text{Average Earning Assets}} \times 100 \% \\
 & \frac{6.811.076.000}{132.398.433.000} \times 100 \% \\
 & = 0.05144 \text{ or } 5.14 \%
 \end{aligned}$$

The results of the above calculation, NIM in 2015 valued at 5.14%. That is, the 2015 NIM is "Very Good".

**2. BOPO (Operating Costs)**

BOPO (Operational Cost) is a comparison between operating expenses and operating income. According to SE BI No. 6/23 / DPNP in 2004 concerning BOPO minimum limit is 94%. Below are the results of BOPO calculations at BTN banks for the 2013-2015 period.

**Table III.5 BOPO Ratio (Operating Expenses)**

**Period 31 December 2013 to 31 December 2015**

**(In billions of rupiah)**

<b>BOPO Ratio Components (Operating costs)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
<b>Total Operating Expenses</b>	9.859.630	12.752.550	3.295.986
<b>Total Operating Income</b>	11.995.539	14.298.763	3.853.712
<b>BOPO Total (in%)</b>	<b>82.19 %</b>	<b>89.19 %</b>	<b>85.53 %</b>

*Source: Data processed*

From table III.5 it can be seen the amount of Total Operating Expenses and Total Operating Income from 2013 to 2015 has increased and decreased every year. The largest total operating expenses of Bank BTN were in 2014, amounting to 12,752,550, while the lowest total operating expenses of Bank BTN were in 2015, which were 3,295,986. From the table above, it can also be seen that the highest total operating income of Bank BTN is in 2014, which is 14,298,763, while the lowest total operating income of Bank BTN is in 2015, which is 3,853,712. From the table above, it can also be known the amount of Bank BTN BOPO in the period 2013 to 2015, and it is known that the largest BOPO of Bank BTN was in 2014, amounting to 89.19%, while the lowest BOPO of Bank BTN was in 2013 at 82.19%. Hasil calculation:

**a. In 2013**

$$\begin{aligned}
 \text{BOPO} &= \frac{\text{Total Operating Expenses}}{\text{Total Operating Income}} \times 100 \% \\
 &= \frac{9.859.630.000}{11.995.539.000} \times 100 \% \\
 &= 0.82194 \text{ or } 82.19 \%
 \end{aligned}$$

The results of the above calculation, BOPO in 2013 valued at 82.19%. That is, BOPO in 2013 was "Very Good".

**b. In 2014**

$$\begin{aligned}
 \text{BOPO} &= \frac{\text{Total Operating Expenses}}{\text{Total Operating Income}} \times 100 \% \\
 &= \frac{12.752.550.000}{14.298.763.000} \times 100 \% \\
 &= 0.89186 \text{ or } 89.19 \%
 \end{aligned}$$

The results of the above calculation, BOPO in 2014 valued at 89.19%. That is, ROA in 2014 was "Very Good".

**c. In 2015**

$$\begin{aligned}
 \text{BOPO} &= \frac{\text{Total Operating Expenses}}{\text{Total Operating Income}} \times 100 \% \\
 &= \frac{3.295.986.000}{3.853.712.000} \times 100 \% \\
 &= 0.85527 \text{ or } 85.53 \%
 \end{aligned}$$

The results of the above calculation, BOPO in 2015 was 85.53%. That is, BOPO in 2015 was "Very Good".

### 3.2.3 Development Analysis

In analyzing the development of financial statement performance period 31 December 2013 to 31 December 2015 at PT. Bank BTN can be seen in the ratio table as follows:

**Table III.6 Development of Profitability Ratios According to BI Standards**  
**Period 31 December 2013 to 31 December 2015**  
**(In billions of rupiah)**

Rasio	Years			Bank Indonesia Standart	Information
	2013	2014	2015		
<b>ROA</b>	1.63%	1.07%	1.47%	0.5% -1.25% (if the result of this ratio is higher then it is said that the profit is very high).	Earnings are very high
<b>ROE</b>	12.50%	9.13%	13.08%	5% -12.5% (if the ratio is greater then it is said to be very high profit).	Earnings are very high
<b>NIM</b>	5.45%	4.45%	5.14%	1.5% -2% (if the result of this ratio is above that it is said that the net interest margin is very high).	The net interest margin is very high
<b>BOPO</b>	82.19%		85.53%	≤ 94% (if the results of this ratio are below, it is said that the bank's operational costs are more efficient).	Operating costs are very high

Source: PT.Bank BTN Annual Report (State Savings Bank)

## **BAB IV**

### **Conclusions and suggestions**

#### **4.1 Conclusions**

From the results of the discussion in the previous chapter, it can be concluded as follows:

1. The higher the profitability, the better the company in obtaining an increase in net income and the better the company in providing credit.
2. The lower the operating costs of the company, the more efficient the bank is in its operational activities.
3. The success of Bank BTN in 2013 to 2015 can be said to be successful because of the conditions of profitability and credit realization that increased in accordance with the provisions of SE BI No. 6/23 / DPNP 2004.
4. In terms of housing loans, Bank BTN is able to become a competitor in the banking world.

#### **4.2 Suggestions**

Based on the conclusions obtained in this study, the authors propose several suggestions that can be taken into consideration, namely as follows:

1. To maintain value stability in profitability ratios, it is expected that Bank BTN can continue to increase the sales potential of its banking products, so that profits will also increase every year.
2. To reduce the bank's operational costs which will have a negative impact on the company, Bank BTN must increase its operating income by searching for a large number of customers, able to reduce the interest costs more minimally, and selectively in providing credit.

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Lampiran B1

**REKAP KINERJA KANTOR CABANG JAKARTA CANANG**  
 Periode : Tahun 2013 sd Tahun 2015  
 (Rp. Juta)

NO	KETERANGAN	RKAP 2013	REALISASI 2013	% PENCAPAIAN 2013	RKAP 2014	REALISASI 2014	% PENCAPAIAN 2014	RKAP 2015	REALISASI 2015	% PENCAPAIAN 2015
1	ASSET	3.660.695	3.503.210	95%	4.172.604	4.008.278	96%	3.898.327	7.046.120	180,72%
2	LABA	186.576	131.389	70%	148.964	79.220	53%	135.463	133.510	101,51%
3	POSISI KREDIT	2.996.219	2.073.635	78%	2.623.235	2.216.411	84%	2.838.949	2.655.078	100,61%
A. Konsumen		1.467.342	1.425.260	102%	1.868.647	1.887.266	85%	2.022.443	1.984.774	98,34%
B. Konvensional		1.194.867	968.375	81%	638.588	529.075	83%	616.487	664.244	108,09%
4	REALISASI KREDIT	1.426.066	1.308.817	92%	1.346.637	697.487	67%	1.117.943	1.035.930	92,83%
A. Konsumen		678.513	716.117	106%	703.719	512.600	73%	502.650	600.103	131,36%
B. Konvensional		746.557	572.600	76%	642.738	394.697	60%	419.823	376.737	89,74%
5	POSISI DANA	3.660.306	3.338.601	91%	3.893.195	3.298.155	85%	3.174.015	5.291.339	139,89%
A. Konsumen		1.261.768	931.817	74%	1.003.508	991.662	99%	1.274.035	504.223	74,48%
B. Konvensional		2.398.538	2.406.784	99%	2.889.687	2.297.493	79%	2.540.000	4.347.116	139,59%
6	POSISI DANA	3.660.306	3.338.601	91%	3.893.195	3.298.155	85%	3.174.015	5.291.339	139,89%
A. Giro		417.067	217.688	75%	424.819	544.418	128%	672.099	403.324	73,41%
B. Tabungan		1.017.181	633.467	62%	756.433	675.821	89%	628.648	632.074	76,46%
C. Deposito berjangka		2.246.058	2.087.450	93%	2.781.199	2.036.819	73%	2.255.347	4.100.912	181,46%
- Konvensional		246.907	206.320	83%	207.073	315.531	123%	387.347	271.149	70,24%
7	DRUM	2.123.545	2.009.090	94%	2.527.077	1.722.664	68%	1.868.000	3.063.702	200,11%
8	NON PERFORMING LOAN	1.90%	1.35%	113%	0.50%	0.62%	81%	0.50%	0,00%	200,00%
% NPL Commercial Loan		6.50%	8.64%	8%	3.30%	6.12%	59%	5.30%	5,10%	103,50%
Outstanding Commercial		2.228	46.665	4%	19.720	26.440	54%	24.883	34.534	72,47%
% NPL Consumer Loan		6.80%	1.15%	78%	2.30%	1,87%	123%	2,21%	2,87%	82,77%
Outstanding Consumer		13.500	16.664	82%	35.354	31.433	112%	35.354	50.893	66,71%
9	NON PERFORMING LOAN (%)	0,87%	3,30%	28%	2,80%	3,67%	94%	2,30%	3,20%	69,87%
Outstanding Non Performing Loan		16,726	66,119	24%	50,674	67,573	81%	66,237	87,328	64,88%

The original financial statements included herein are in the Indonesian language.

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN**  
**Tanggal 31 Desember 2014**  
**(Disajikan dalam jutaan Rupiah,**  
**kecuali dinyatakan lain)**

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION**  
**As of December 31, 2014**  
**(Expressed in millions of Rupiah,**  
**unless otherwise stated)**

	31 Desember/ December 31, 2014	Catatan/ Notes	31 Desember/ December 31, 2013	
<b>ASET</b>				<b>ASSETS</b>
<b>KAS</b>	920.482	2a, 2d, 4	924.451	<b>CASH</b>
<b>GIRO PADA BANK INDONESIA</b>	9.371.509	2a, 2d, 2f, 5	9.859.758	<b>CURRENT ACCOUNTS WITH BANK INDONESIA</b>
<b>GIRO PADA BANK LAIN</b>		2a, 2c, 2d, 2e, 2f, 6, 40		<b>CURRENT ACCOUNTS WITH OTHER BANKS</b>
Pihak ketiga	1.063.913		345.951	Third parties
Pihak berelasi	31.051		56.572	Related parties
Cadangan kerugian penurunan nilai	1.094.864		402.523	Allowance for impairment losses
	(1.571)		(2.306)	
	1.093.393		400.215	
<b>PENEMPATAN PADA BANK INDONESIA DAN BANK LAIN</b>		2a, 2c, 2d, 2e, 2g, 7, 40		<b>PLACEMENTS WITH BANK INDONESIA AND OTHER BANKS</b>
Pihak ketiga	1.496.455		4.834.318	Third parties
Pihak berelasi	-		5.000	Related parties
Cadangan kerugian penurunan nilai	1.496.455		4.839.318	Allowance for impairment losses
	-		(50)	
	1.496.455		4.839.268	
<b>EFEK-EFEK</b>		2a, 2c, 2d, 2e, 2h, 8, 40		<b>SECURITIES</b>
Pihak ketiga				Third parties
Nilai wajar melalui laba rugi	148.588		2.086.973	Fair value through profit or loss
Tersedia untuk dijual	4.782.433		1.846.575	Available-for-sale
Dimiliki hingga jatuh tempo	309.517		181.213	Held-to-maturity
	5.239.538		4.124.761	
Pihak berelasi				Related parties
Nilai wajar melalui laba rugi	-		9.660	Fair value through profit or loss
Tersedia untuk dijual	71.151		-	Available-for-sale
Dimiliki hingga jatuh tempo	135.683		76.019	Held-to-maturity
	206.834		85.679	
Cadangan kerugian penurunan nilai	5.446.372		4.210.440	Allowance for impairment losses
	(8.402)		(8.758)	
	5.436.970		4.201.682	

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
Tanggal 31 Desember 2014  
(Disajikan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
As of December 31, 2014  
(Expressed in millions of Rupiah,  
unless otherwise stated)

	31 Desember/ December 31, 2014	Catatan/ Notes	31 Desember/ December 31, 2013	
<b>OBLIGASI PEMERINTAH</b>		2c, 2d, 2e, 2h, 9, 40		<b>GOVERNMENT BONDS</b>
Nilai wajar melalui laba rugi	591.732		696.747	Fair value through profit and loss
Tersedia untuk dijual	5.994.262		5.990.887	Available-for-sale
Demile hingga jatuh tempo	1.652.071		1.697.306	Held-to-maturity
	<u>8.238.065</u>		<u>8.384.940</u>	
<b>KREDIT YANG DIBERIKAN DAN PEMBIAYAAN/ PIUTANG SYARIAH</b>		2c, 2d, 2e, 2i, 2j, 10, 40		<b>LOANS AND SHARIA FINANCING/RECEIVABLES</b>
Kredit yang diberikan	106.138.003		92.090.448	Loans
Pihak ketiga	133.274		256.960	Third parties
Pihak berelasi	106.271.277		92.386.308	Related parties
Cadangan kerugian penurunan nilai	(1.365.412)		(1.007.461)	Allowance for impairment losses
	<u>104.905.865</u>		<u>91.378.847</u>	
Pembiayaan/piutang syariah				Sharia financing/receivables
Pihak ketiga	9.643.485		8.060.028	Third parties
Pihak berelasi	1.039		1.055	Related parties
	<u>9.644.524</u>		<u>8.061.083</u>	
Cadangan kerugian penurunan nilai	(211.163)		(129.716)	Allowance for impairment losses
	<u>9.433.361</u>		<u>7.951.367</u>	
	<u>114.339.226</u>		<u>99.330.214</u>	
<b>ASET TETAP</b>		2k, 2l, 11		<b>PREMISES AND EQUIPMENT</b>
Biaya perolehan	3.000.882		2.833.751	Cost
Akumulasi penyusutan	(1.512.499)		(1.311.027)	Accumulated depreciation
	<u>1.488.383</u>		<u>1.522.724</u>	
<b>BUNGA YANG MASIH AKAN DITERIMA</b>	1.183.489	12	923.688	<b>INTEREST RECEIVABLE</b>
<b>ASET LAIN-LAIN</b>	1.007.989	2l, 2m, 13	763.770	<b>OTHER ASSETS</b>
<b>TOTAL ASET</b>	<u>144.575.961</u>		<u>131.168.730</u>	<b>TOTAL ASSETS</b>

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
**Tanggal 31 Desember 2014**  
**(Disajikan dalam jutaan Rupiah,**  
**kecuali dinyatakan lain)**

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
**As of December 31, 2014**  
**(Expressed in millions of Rupiah,**  
**unless otherwise stated)**

	31 Desember/ December 31, 2014	Catatan/ Notes	31 Desember/ December 31, 2013	
<b>LIABILITAS DAN EKUITAS</b>				<b>LIABILITIES AND EQUITY</b>
<b>LIABILITAS</b>				<b>LIABILITIES</b>
<b>LIABILITAS SEGERA</b>	1,835,807	2d, 2h, 14	1,264,306	<b>LIABILITIES DUE IMMEDIATELY</b>
<b>SIMPANAN DARI NASABAH</b>		2c, 2d, 2e, 40		<b>DEPOSITS FROM CUSTOMERS</b>
Giro		15		Demand deposits
Pihak ketiga	8,517,862		5,909,310	Third parties
Pihak berelasi	15,483,338		12,051,655	Related parties
	22,001,200		17,960,965	
Giro Wadiah		15		Wadiah demand deposits
Pihak ketiga	472,927		441,442	Third parties
Pihak berelasi	948,497		713,789	Related parties
	1,421,418		1,155,231	
	23,422,618		19,116,196	
Tabungan		16		Savings deposits
Pihak ketiga	25,162,761		23,320,833	Third parties
Pihak berelasi	67,975		62,614	Related parties
	25,230,736		23,383,447	
Tabungan Wadiah dan Mudharabah		16		Wadiah and Mudharabah savings deposits
Pihak ketiga	934,190		849,167	Third parties
Pihak berelasi	2,969		5,279	Related parties
	937,178		854,446	
	26,167,914		24,237,893	
Deposito Berjangka		17		Time deposits
Pihak ketiga	19,405,284		17,238,042	Third parties
Pihak berelasi	31,086,000		31,032,591	Related parties
	50,491,284		48,270,633	
Deposito Berjangka Mudharabah		17		Mudharabah Time Deposits
Pihak Ketiga	2,690,200		3,377,913	Third parties
Pihak berelasi	3,699,661		1,204,887	Related parties
	6,388,861		4,582,800	
	56,880,145		52,853,533	
Total simpanan dari nasabah	106,470,677		86,207,622	Total deposits from customers

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
**Tanggal 31 Desember 2014**  
**(Disajikan dalam jutaan Rupiah,**  
**kecuali dinyatakan lain)**

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
**As of December 31, 2014**  
**(Expressed in millions of Rupiah,**  
**unless otherwise stated)**

	31 Desember/ December 31, 2014	Catatan/ Notes	31 Desember/ December 31, 2013	
<b>SIMPANAN DARI BANK LAIN</b>				<b>DEPOSITS FROM OTHER BANKS</b>
Pihak ketiga	1.175.970	2c, 2d, 2p, 18, 40	269.514	Third parties
Pihak berelasi	3.239		5.743	Related parties
	<u>1.179.209</u>		<u>275.257</u>	
<b>EFEK-EFEK YANG DIJUAL DENGAN JANJI DIBELI KEMBALI</b>		2c, 2d, 2q, 8, 9, 19, 40		<b>SECURITIES SOLD UNDER REPURCHASE AGREEMENTS</b>
Pihak ketiga	3.423.234		2.652.730	Third parties
Pihak berelasi	394.369		-	Related parties
	<u>3.817.603</u>		<u>2.652.730</u>	
<b>SURAT-SURAT BERHARGA YANG DITERBITKAN</b>	8.519.884	1c, 2d, 2r, 20	8.836.711	<b>SECURITIES ISSUED</b>
<b>PIUTAMAN YANG DITERIMA</b>		2c, 2d, 2s		<b>FUND BORROWINGS</b>
Pihak ketiga	2.919.183	21, 40	2.953.619	Third parties
Pihak berelasi	4.079.030		4.119.413	Related parties
	<u>6.998.213</u>		<u>7.073.032</u>	
<b>BUNGA YANG MASUK HARUS DIBAYAR</b>	308.096	22	241.370	<b>INTEREST PAYABLE</b>
<b>LIABILITAS PAJAK TANGGUHAN - Neto</b>	162.422	2aa, 35	152.777	<b>DEFERRED TAX LIABILITIES</b>
<b>ESTIMASI KERUGIAN KOMITMEN DAN KONTINGENSI</b>	7.198	2af, 23	6.469	<b>ESTIMATED LOSSES ON COMMITMENTS AND CONTINGENCIES</b>
<b>LIABILITAS IMBALAN KERJA DAN LAIN-LAIN</b>	3.079.486	2y, 2ag, 24	2.882.703	<b>EMPLOYEE BENEFITS AND OTHER LIABILITIES</b>
<b>TOTAL LIABILITAS</b>	<u>132.369.555</u>		<u>119.612.977</u>	<b>TOTAL LIABILITIES</b>

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
**Tanggal 31 Desember 2014**  
**(Disajikan dalam jutaan Rupiah,**  
**kecuali dinyatakan lain)**

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
**As of December 31, 2014**  
**(Expressed in millions of Rupiah,**  
**unless otherwise stated)**

	31 Desember/ December 31, 2014	Catatan/ Notes	31 Desember/ December 31, 2013	
<b>EKUITAS</b>				<b>EQUITY</b>
Modal saham - nominal Rp500 (Rupiah penuh) per saham masing-masing pada tanggal 31 Desember 2014 dan 2013				Capital stock - Rp500 par value per share (full amount) as of December 31, 2014 and 2013, respectively
Modal dasar - 20.478.432.000 saham (nilai penuh) (terdiri dari 1 lembar saham seri A diwarnai dan 20.478.431.999 lembar saham seri B) masing-masing pada tanggal 31 Desember 2014 dan 2013				Authorized capital - 20.478.432.000 shares (full amount) (consisting of 1 share of Series A diwarnai and 20.478.431.999 shares of series B) as of December 31, 2014 and 2013, respectively
Modal ditempatkan dan disetor penuh - 10.567.696.000 saham (nilai penuh) (terdiri dari 1 lembar saham seri A diwarnai dan 10.567.695.999 lembar saham seri B) pada tanggal 31 Desember 2014 dan 10.564.853.500 saham (terdiri dari 1 lembar saham seri A diwarnai dan 10.564.853.499 lembar saham seri B) pada tanggal 31 Desember 2013	5.283.848	21.25a	5.282.427	Issued and fully paid capital - 10.567.696.000 shares (full amount) (consisting of 1 share of series A diwarnai and 10.567.695.999 shares of series B) as of December 31, 2014 and 10.564.853.500 shares (consisting of 1 share of series A diwarnai and 10.564.853.499 shares of series B) as of December 31, 2013
Tambahan modal disetor	2.028.130	25b	2.025.764	Additional paid-in capital
Opsional Saham	9.483	26	10.600	Stock Option
Kerugian neto yang belum direalisasi atas efek-efek dan obligasi pemerintah yang tersedia untuk dijual, setelah pajak tangguhan	(90.013)	21h, 8, 9	(90.046)	Net unrealized loss on available-for-sale securities and Government bonds, net of deferred tax
Saldo laba *)	3.658.360	21b, 21c	2.765.847	Retained earnings *)
Telah ditentukan penggunaannya	1.115.592		1.502.161	Appropriated
Belum ditentukan penggunaannya				Unappropriated
<b>TOTAL EKUITAS</b>	<b>12.206.406</b>		<b>11.556.753</b>	<b>TOTAL EQUITY</b>
<b>TOTAL LIABILITAS DAN EKUITAS</b>	<b>144.575.961</b>		<b>131.169.730</b>	<b>TOTAL LIABILITIES AND EQUITY</b>

\*) Saldo defisit sebesar Rp14.226.290 telah dieliminasi akibat quasi-reorganisasi pada tanggal 31 Mei 2007.

\*) Accumulated losses amounted to Rp14,226,290 had been eliminated as a result of quasi-reorganization as of May 31, 2007.

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN LABA RUGI**  
**KOMPREHENSIF (lanjutan)**  
Untuk Tahun yang Berakhir Pada Tanggal  
31 Desember 2014  
(Disajikan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT COMPREHENSIVE**  
**OF INCOME (continued)**  
For the Year Ended December 31, 2014  
(Expressed in millions of Rupiah,  
unless otherwise stated)

Tahun yang Berakhir pada Tanggal 31 Desember/ Year Ended December 31					
	2014	Catatan/ Notes	2013		
Beban Operasional Lainnya				Other Operating Expenses	
Umum dan administrasi	(2.122.930)	31	(1.784.062)	General and administrative	
Gaji dan tunjangan karyawan	(1.595.409)	2y, 32, 37	(1.613.152)	Salaries and employee benefits	
Premi program penjaminan				Premium on Government's	
Pemerintah	(203.451)	39	(175.419)	guarantee program	
Kerugian yang belum direalisasi				Unrealized loss on changes	
dari perubahan nilai wajar	-	2h, 9	(138.685)	in fair value of Government	
obligasi pemerintah - neto		33	(137.720)	bonds - net	
Lain-lain	(119.604)			Others	
Total Beban Operasional Lainnya	(4.041.294)		(3.849.942)	Total Other Operating Expenses	
<b>LABA OPERASIONAL</b>	<b>1.546.212</b>		<b>2.135.909</b>	<b>INCOME FROM OPERATIONS</b>	
<b>PENDAPATAN BUKAN</b>				<b>NON-OPERATING</b>	
<b>OPERASIONAL - NETO</b>	<b>1.960</b>	34	<b>4.862</b>	<b>INCOME - NET</b>	
<b>LABA SEBELUM</b>				<b>INCOME BEFORE</b>	
<b>BEBAN PAJAK</b>	<b>1.548.172</b>		<b>2.140.771</b>	<b>TAX EXPENSE</b>	
<b>BEBAN PAJAK</b>	<b>(432.580)</b>	2aa, 35	<b>(578.610)</b>	<b>TAX EXPENSE</b>	
<b>LABA TAHUN BERJALAN</b>	<b>1.115.592</b>		<b>1.562.101</b>	<b>INCOME FOR THE YEAR</b>	
Pendapatan komprehensif Lain:				Other Comprehensive Income	
Keuntungan (kerugian) neto yang				Unrealized net gain (loss) on	
belum direalisasi atas perubahan				changes in value of	
nilai efek-efek dan obligasi				available-for-sale securities	
pemerintah yang tersedia				and government bonds -	
untuk dijual - neto setelah				net of tax expense	
beban pajak		33, 2h, 8, 9	(119.104)		
<b>Total laba komprehensif</b>				<b>Total Comprehensive Income</b>	
<b>tahun berjalan</b>	<b>1.115.625</b>		<b>1.443.057</b>	<b>for the year</b>	
<b>LABA PER SAHAM</b>				<b>EARNINGS PER SHARE</b>	
Dasar (nilai penuh)	106	2ac, 26, 45	148	Basic (full amount)	
Dilusi (nilai penuh)	106		146	Diluted (full amount)	

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN**  
Tanggall 31 Desember 2015  
(Disajikan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION**  
As of December 31, 2015  
(Expressed in millions of Rupiah,  
unless otherwise stated)

	Catatan/ Notes	31 Desember/ December 31, 2015	31 Desember 2014/ 1 Januari 2015/ December 31, 2014/ January 1, 2015 <sup>1</sup>	1 Januari 2014/ 31 Desember 2013/ January 1, 2014/ December 31, 2013 <sup>2</sup>	
<b>ASET</b>					<b>ASSETS</b>
<b>KAS</b>	2a, 2d, 4	1.181.219	920.482	924.451	<b>CASH</b>
<b>GIRO PADA BANK INDONESIA</b>	2a, 2d, 2e	10.986.351	9.371.508	9.958.758	<b>CURRENT ACCOUNTS WITH BANK INDONESIA</b>
<b>GIRO PADA BANK LAIN</b>	2a, 2c, 2d, 2e, 2h, 5, 4d				<b>CURRENT ACCOUNTS WITH OTHER BANKS</b>
Pihak ketiga		153.015	1.053.913	345.851	Third parties
Pihak berelasi		38.918	31.051	56.572	Related parties
		202.933	1.084.964	402.523	
Cadangan kerugian penurunan nilai		(1.572)	(1.571)	(2.306)	Allowance for impairment losses
		201.361	1.083.393	400.215	
<b>PENEMPATAN PADA BANK INDONESIA DAN BANK LAIN</b>	2a, 2c, 2d, 2e, 2g, 7, 4d				<b>PLACEMENTS WITH BANK INDONESIA AND OTHER BANKS</b>
Pihak ketiga		7.679.477	1.486.455	4.834.318	Third parties
Pihak berelasi		160.000	-	5.000	Related parties
		7.839.477	1.486.455	4.839.318	
Cadangan kerugian penurunan nilai		-	-	(50)	Allowance for impairment losses
		7.839.477	1.486.455	4.839.268	
<b>EPEK-EPEK</b>	2a, 2c, 2d, 2e, 2h, 5, 4d				<b>SECURITIES</b>
Pihak ketiga					Third parties
Nilai wajar melalui laba rugi		-	145.588	2.086.973	Fair value through profit or loss
Tersedia untuk dijual		1.403.835	4.782.433	1.945.575	Available-for-sale
Dimiliki hingga jatuh tempo		267.903	308.517	191.213	Held-to-maturity
		1.701.338	5.239.538	4.124.761	
Pihak berelasi					Related parties
Nilai wajar melalui laba rugi		-	-	9.680	Fair value through profit or loss
Tersedia untuk dijual		57.217	71.151	-	Available-for-sale
Dimiliki hingga jatuh tempo		61.007	135.093	76.919	Held-to-maturity
		118.224	206.244	86.675	
		1.819.562	5.445.772	4.210.440	
Cadangan kerugian penurunan nilai		(12.001)	(9.402)	(8.758)	Allowance for impairment losses
		1.807.561	5.436.370	4.201.682	

<sup>1)</sup> Setelah penyajian kembali (Catatan 4b)

<sup>2)</sup> As restated (Note 4b)

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
Tanggal 31 Desember 2015  
(Disajikan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
As of December 31, 2015  
(Expressed in millions of Rupiah,  
unless otherwise stated)

	Catatan/ Notes	31 Desember/ December 31, 2015	31 Desember 2014/ 1 Januari 2015/ December 31, 2014/ January 1, 2015 <sup>1)</sup>	1 Januari 2014/ 31 Desember 2013/ January 1, 2014/ December 31, 2013 <sup>1)</sup>	
<b>OBLIGASI PEMERINTAH</b>	2c, 2d, 9, 2a, 2b, 9, 40				<b>GOVERNMENT BONDS</b>
Misi wajar melalui laba rugi		19.257	581.732	690.747	Fair value through profit/loss
Tersedia untuk dijual		5.111.280	5.884.262	5.990.097	Available-for-sale
Dimiliki hingga jatuh tempo		3.100.361	1.652.071	1.697.326	Held-to-maturity
		<u>8.230.908</u>	<u>8.238.065</u>	<u>8.384.860</u>	
<b>KREDIT YANG DIBERIKAN DAN PEMBIAYAAN RUTING SYARIAH</b>	2c, 2d, 3a, 3b, 2, 10, 40, 48				<b>LOANS AND SHARIA FINANCING/RECEIVABLES</b>
Kredit yang diberikan Pihak ketiga		127.669.492	106.138.003	92.090.448	Loans
Pihak berelasi		32.699	133.274	295.860	Third parties
		<u>127.732.158</u>	<u>106.271.277</u>	<u>92.386.308</u>	Related parties
Cadangan kerugian penurunan nilai		(1.725.724)	(1.366.412)	(1.007.461)	Allowance for impairment losses
		<u>126.006.434</u>	<u>104.905.865</u>	<u>91.378.847</u>	
Pembiayaan/piutang syariah Pihak ketiga		11.222.909	9.643.485	8.080.028	Sharia financing/receivables
Pihak berelasi		737	1.039	1.000	Third parties
		<u>11.223.646</u>	<u>9.644.524</u>	<u>8.081.028</u>	Related parties
Cadangan kerugian penurunan nilai		(324.854)	(204.771)	(129.716)	Allowance for impairment losses
		<u>10.898.792</u>	<u>9.439.753</u>	<u>7.951.312</u>	
		<u>136.905.226</u>	<u>114.345.618</u>	<u>99.359.875</u>	
<b>ASET TETAP</b>	2c, 2, 11				<b>PREMISES AND EQUIPMENT</b>
Biaya perolehan		3.237.267	3.000.882	2.833.751	Cost
Akumulasi penyusutan		(1.683.886)	(1.512.489)	(1.311.027)	Accumulated depreciation
		<u>1.553.401</u>	<u>1.488.393</u>	<u>1.522.724</u>	
<b>BUNGA YANG MASIH AKAN DITERIMA</b>	12	1.548.489	1.183.489	923.688	<b>INTEREST RECEIVABLE</b>
<b>ASET LAIN-LAIN</b>	2l, 2m, 2ah, 13	1.553.598	1.007.989	783.770	<b>OTHER ASSETS</b>
<b>TOTAL ASET</b>		<u>171.807.692</u>	<u>144.882.353</u>	<u>131.168.730</u>	<b>TOTAL ASSETS</b>

<sup>1)</sup> Setelah penyajian kembali (Catatan 48)

<sup>1)</sup> As restated (Note 48)

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
Tanggal 31 Desember 2015  
(Disajikan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
As of December 31, 2015  
(Expressed in millions of Rupiah,  
unless otherwise stated)

	Catatan/ Notes	31 Desember/ December 31, 2015	31 Desember 2014/ 1 Januari 2015 <sup>1)</sup> December 31, 2014/ January 1, 2015 <sup>1)</sup>	1 Januari 2014/ 31 Desember 2013 <sup>1)</sup> January 1, 2014/ December 31, 2013 <sup>1)</sup>	
<b>LIABILITAS DAN EKUITAS</b>					<b>LIABILITIES AND EQUITY</b>
<b>LIABILITAS</b>					<b>LIABILITIES</b>
<b>LIABILITAS SEGERA</b>	20, 21, 14	1.960.789	1.835.807	1.284.305	<b>LIABILITIES DUE IMMEDIATELY</b>
<b>SIMPANAN DARI NASABAH</b>	20, 26, 20, 40				<b>DEPOSITS FROM CUSTOMERS</b>
Giro	15				Demand deposits
Pihak ketiga		7.819.622	6.517.862	5.906.310	Third parties
Pihak berelasi		21.332.538	15.483.335	12.091.605	Related parties
		29.152.160	22.001.200	17.997.915	
Giro Wadiah	15				Wadiah demand deposits
Pihak ketiga		900.362	472.927	441.442	Third parties
Pihak berelasi		1.315.961	948.491	713.789	Related parties
		2.216.323	1.421.418	1.155.231	
		31.368.483	23.422.618	19.115.196	
Takungan	16				Savings deposits
Pihak ketiga		29.330.080	25.162.781	23.320.833	Third parties
Pihak berelasi		72.854	87.878	62.814	Related parties
		29.402.934	25.250.659	23.383.647	
Takungan Wadiah dan Mudharabah	16				Wadiah and Mudharabah savings deposits
Pihak ketiga		1.351.059	934.190	849.167	Third parties
Pihak berelasi		3.839	2.899	5.279	Related parties
		1.354.947	937.178	854.446	
		30.757.881	26.187.814	24.237.893	
Deposito Berjangka	17				Time deposits
Pihak ketiga		23.504.207	19.405.294	17.236.042	Third parties
Pihak berelasi		34.545.033	31.086.000	31.032.591	Related parties
		58.049.240	50.491.294	48.270.633	
Deposito Berjangka Mudharabah	17				Mudharabah Time Deposits
Pihak Ketiga		3.486.339	2.890.200	3.377.913	Third parties
Pihak berelasi		4.044.997	3.698.661	1.204.997	Related parties
		7.531.336	6.588.861	4.582.910	
		65.580.546	56.980.145	52.853.543	
Total simpanan dari nasabah		127.708.670	106.470.677	96.297.622	Total deposits from customers

<sup>1)</sup> Setelah penyajian kembali (Catatan 40)

<sup>1)</sup> As restated (Note 40)

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN POSISI KEUANGAN (lanjutan)**  
Tanggal 31 Desember 2015  
(Disajikan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF**  
**FINANCIAL POSITION (continued)**  
As of December 31, 2015  
(Expressed in millions of Rupiah,  
unless otherwise stated)

	Catatan/ Notes	31 Desember/ December 31, 2015	31 Desember 2014/ 1 Januari 2015 <sup>*)</sup> December 31, 2014 January 1, 2015 <sup>*)</sup>	1 Januari 2014/ 31 Desember 2013 <sup>*)</sup> January 1, 2014 December 31, 2013 <sup>*)</sup>	
<b>SIMPANAN DARI BANK LAIN</b>					<b>DEPOSITS FROM OTHER BANKS</b>
Pihak ketiga	2c.24.2c 16,40	1.715.714	1.175.970	389.514	Third parties
Pihak berelasi		1.484	3.295	5.143	Related parties
		1.721.198	1.179.265	275.257	
<b>EFEK-EFEK YANG DIJUAL DENGAN JANJI DIBELI KEMBALI</b>	2c.26.2c 6.019,40				<b>SECURITIES SOLD UNDER REPURCHASE AGREEMENTS</b>
Pihak ketiga		2.135.991	3.423.234	2.652.730	Third parties
Pihak berelasi		-	284.369	-	Related parties
		2.135.991	3.817.603	2.652.730	
<b>SURAT-SURAT BERMARGA YANG DITERBITKAN</b>	1c.26.2i 20	12.492.202	8.519.884	8.836.711	<b>SECURITIES ISSUED</b>
<b>PNJAMAN YANG DITERIMA</b>	2c.34.2a 21,40				<b>FUND BORROWINGS</b>
Pihak ketiga		1.896.175	2.918.183	2.953.619	Third parties
Pihak berelasi		8.728.553	4.079.030	4.119.413	Related parties
		7.726.728	6.999.213	7.073.032	
<b>BUNGA YANG MASIH HARUS DIBAYAR</b>	22	357.364	306.896	241.370	<b>INTEREST PAYABLE</b>
<b>LIABILITAS PAJAK TANGGUNAN - Net</b>	2a.x.35.4b	8.586	115.360	121.139	<b>DEFERRED TAX LIABILITIES - Net</b>
<b>ESTIMASI KERUGIAN KOMITMEN DAN KONTINGENSI</b>	2af.23	-	7.198	5.489	<b>ESTIMATED LOSSES ON COMMITMENTS AND CONTINGENCIES</b>
<b>LIABILITAS BIMALA KERJA DAN LAIN-LAIN</b>	2y.24.4b	3.836.877	3.076.551	2.877.737	<b>EMPLOYEES BENEFITS AND OTHER LIABILITIES</b>
<b>TOTAL LIABILITAS</b>		<b>167.847.485</b>	<b>132.329.458</b>	<b>119.576.373</b>	<b>TOTAL LIABILITIES</b>

<sup>\*)</sup> Setelah penyalan kembali (Catatan 4b)

<sup>\*)</sup> As restated (Note 4b)

Catatan atas laporan keuangan terlampir merupakan bagian  
yang tidak terpisahkan dari laporan keuangan secara  
keseluruhan.

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integral part of these financial statements  
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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN LABA RUGI DAN**  
**PENGHASILAN KOMPREHENSIF LAIN**  
**Untuk Tahun yang Berakhir Pada Tanggal**  
**31 Desember 2015**  
**(Disajikan dalam jutaan Rupiah,**  
**kecuali dinyatakan lain)**

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF PROFIT OR LOSS AND**  
**OTHER COMPREHENSIVE INCOME**  
**For the Year Ended December 31, 2015**  
**(Expressed in millions of Rupiah,**  
**unless otherwise stated)**

Tahun yang Berakhir pada Tanggal 31 Desember/ Year Ended December 31				
	2015	Catatan/ Notes	2014 <sup>1</sup>	
<b>PENDAPATAN DAN BEBAN OPERASIONAL</b>				<b>INCOME AND EXPENSES FROM OPERATIONS</b>
Pendapatan Bunga dan				Interest Income and Income
Bagi Hasil				from Profit Sharing
Bunga	14.455.136	2v.27	12.304.564	Interest
Bagi Hasil secara syariah	511.073	2x	412.764	Income from sharia
Total Pendapatan Bunga dan				Total Interest Income and
Bagi Hasil	14.966.209		12.807.328	Income from Profit Sharing
Beban Bunga dan Bonus				Interest and Bonus Expenses
Bunga	(8.073.584)	2v.28	(7.295.733)	Interest
Beban pendanaan lainnya	(70.383)		(36.685)	Other financing expenses
Bonus	(11.166)	2x	(10.329)	Bonus
Total Beban Bunga dan Bonus	(8.155.133)		(7.342.747)	Total Interest and Bonus Expenses
Pendapatan Bunga dan Bagi Hasil - Neto	6.811.076		5.464.581	Interest Income and Income from Profit Sharing - Net
Pendapatan Operasional Lainnya				Other Operating Income
Pungutan administrasi dan				Administration fees and
Denda atas simpanan dan	533.688		468.951	penalties on
kredit yang diberikan				deposits and loans
Pendapatan dari penerimaan kredit	210.396		167.578	Income from recovery of
yang dihapusbukukan				loans written-off
Keuntungan dari penjualan	147.558	2v.8	61.696	Gain on sale of securities - net
efek-efek - neto				Gain on sale of government
Keuntungan dari penjualan	19.495	2v.9	47.406	bonds - net
obligasi pemerintah - neto				Unrealized gain or changes
Keuntungan yang belum direalisasi				in fair value of
dari perubahan nilai wajar				securities - net
efek-efek - neto	-	2v.8	999	Unrealized gain or changes
Keuntungan yang belum direalisasi				in fair value of Government
dari perubahan nilai wajar				Bonds - net
obligasi pemerintah - neto				Others
Lain-lain	194.769	2v.9	5.571	
		28	122.619	
Total Pendapatan Operasional Lainnya	1.106.526		864.820	Total Other Operating Income
Penyisihan kerugian penurunan				Provision for Impairment
nilai aset keuangan dan				Losses on Financial
non-aset keuangan	(901.008)	2v.23.30	(771.160)	and Non-financial Assets
Pembalikan (beban) estimasi				Reversal (provision) for
penyisihan penurunan				impairment losses on
nilai komitmen dan kontingensi	7.188	2v.2af.23	(729)	commitments and contingencies

<sup>1</sup> Setelah penyesuaian kembali (Catatan 40)

<sup>1</sup> As restated (Note 40)

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**LAPORAN LABA RUGI DAN PENGHASILAN**  
**KOMPREHENSIF LAIN (lanjutan)**  
**Untuk Tahun yang Berakhir Pada Tanggal**  
**31 Desember 2015**  
**(Diajikan dalam jutaan Rupiah,**  
**kecuali dinyatakan lain)**

**PT BANK TABUNGAN NEGARA (PERSERO) TBK**  
**STATEMENT OF PROFIT OR LOSS AND**  
**OTHER COMPREHENSIVE INCOME (continued)**  
**For the Year Ended December 31, 2015**  
**(Expressed in millions of Rupiah,**  
**unless otherwise stated)**

Tahun yang Berakhir pada Tanggal 31 Desember/ Year Ended December 31				
	2015	Catatan/ Notes	2014 <sup>1)</sup>	
Beban Operasional Lainnya				Other Operating Expenses
Umum dan administrasi	(2.151.266)	31	(2.122.830)	General and administrative
Gaji dan tunjangan karyawan	(1.929.346)	2y,32,37	(1.564.254)	Salaries and employee benefits
Premi program penjaminan				Premium on Government's
Pemerintah	(229.549)	39	(203.451)	guarantee program
Kerugian yang belum direalisasi				Unrealized loss on changes
dari perubahan nilai wajar				in fair value of Government
obligasi pemerintah - neto	(193)	2h,9	-	Bonds - net
Lain-lain	(179.833)	33	(119.604)	Others
Total Beban Operasional Lainnya	(4.490.187)		(4.010.139)	Total Other Operating Expenses
<b>LABA OPERASIONAL</b>	<b>2.533.605</b>		<b>1.577.367</b>	<b>INCOME FROM OPERATIONS</b>
<b>PENDAPATAN BUKAN</b>				<b>NON-OPERATING</b>
<b>OPERASIONAL - NETO</b>	<b>8.281</b>	<b>34</b>	<b>1.960</b>	<b>INCOME - NET</b>
<b>LABA SEBELUM</b>				<b>INCOME BEFORE</b>
<b>BEBAN PAJAK</b>	<b>2.541.886</b>		<b>1.579.327</b>	<b>TAX EXPENSE</b>
<b>BEBAN PAJAK</b>	<b>(600.979)</b>	<b>2aa,36</b>	<b>(433.755)</b>	<b>TAX EXPENSE</b>
<b>LABA TAHUN BERJALAN</b>	<b>1.850.907</b>		<b>1.145.572</b>	<b>INCOME FOR THE YEAR</b>
Pendapatan komprehensif Lain:				Other Comprehensive Income
Akun-akun yang tidak akan direklasifikasi				Items that will not be reclassified
ke laba rugi				to profit or loss
Pengukuran kembali program imbalan				Remeasurement on defined benefit
pasti	5.476		(33.105)	plan
Pajak penghasilan terkait akun-akun				Income tax related to items that will
yang tidak akan direklasifikasi				not be reclassified
ke laba rugi	(1.369)		8.295	to profit or loss
Akun-akun yang akan direklasifikasi				Items that may be reclassified
ke laba rugi				to profit or loss
Keuntungan (kerugian) neto yang				Unrealized net gain (loss) on
belum direalisasi atas perubahan				changes in value of
nilai efek-efek dan obligasi				available-for-sale securities
pemerintah yang tersedia				and government bonds -
untuk dijual	(58.236)	2h,8,9	44	income tax related to items that
Pajak penghasilan terkait akun-akun				may be reclassified
yang akan direklasifikasi				to profit or loss
ke laba rugi	14.559		(11)	
Total laba komprehensif				Total Comprehensive Income
tahun berjalan - setelah pajak	1.811.337		1.120.716	for the year - net of tax
<b>LABA PER SAHAM</b>				<b>EARNINGS PER SHARE</b>
Dasar (nilai penuh)	175	2ac,26,45	108	Basic (full amount)
Dilusi (nilai penuh)	175		108	Diluted (full amount)

<sup>1)</sup> Setelah penyajian kembali (Catatan 48)

<sup>1)</sup> As restated (Note 48)

Catatan atas laporan keuangan terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan secara keseluruhan.

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