

# PT Bank Rakyat Indonesia (Persero) Tbk.

TECHNOLOGY

INFRASTRUCTURE

DIGITAL EDGES

## 3Q'2016 - Financial Update Presentation

E-COMMERCE

E-OFFICE

SECURE ACCESS



MARKET RESEARCH

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## ***Financial Updates***

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# Financial Highlights

	Q1'15	1H'15	9Mo'15	2015	Q1'16	1H'16	9Mo'16	Δ yoy
<b>Asset/Liabilities</b>								
<b>Total Assets (IDR Billion)</b>	781,181	747,478	775,816	845,998	832,092	872,970	894,360	15.3%
<b>Total Loans (Gross) (IDR Billion)</b>	472,915	503,594	518,952	558,436	561,098	590,691	603,461	16.3%
<b>Total Deposits (IDR Billion)</b>	587,727	573,117	611,325	642,774	631,781	656,122	665,529	8.9%
<b>Asset Quality</b>								
<b>NPL (gross)</b>	2.17%	2.33%	2.24%	2.02%	2.22%	2.31%	2.22%	
<b>NPL (nett)</b>	0.60%	0.66%	0.59%	0.52%	0.59%	0.60%	0.57%	
<b>Liquidity</b>								
<b>LDR</b>	80.47%	87.87%	84.89%	86.88%	88.81%	90.03%	90.68%	
<b>CASA</b>	51.74%	54.13%	56.16%	59.21%	56.54%	56.89%	57.61%	
<b>Reserve Requirement - IDR</b>	8.03%	8.02%	8.01%	9.31%	6.52%	6.54%	6.64%	
<b>Reserve Requirement - FX</b>	8.05%	8.01%	8.02%	8.43%	8.01%	8.02%	8.01%	
<b>Profitability</b>								
<b>Net Profit (IDR Billion)</b>	6,101	11,861	18,285	25,204	6,137	12,047	18,623	1.8%
<b>NIM</b>	7.57%	7.88%	8.08%	8.13%	8.09%	8.43%	8.41%	
<b>ROE Tier 1</b>	29.84%	29.22%	29.60%	29.89%	26.55%	25.24%	23.97%	
<b>ROE B/S</b>	24.71%	24.03%	24.21%	24.39%	21.44%	20.51%	20.00%	
<b>ROA before tax</b>	3.99%	3.91%	3.95%	4.19%	3.65%	3.68%	3.59%	
<b>Cost of Fund (CoF)</b>	4.74%	4.50%	4.29%	4.24%	3.98%	3.96%	3.89%	
<b>Cost Efficiency Ratio (CER)</b>	45.08%	45.45%	44.22%	43.81%	42.86%	44.42%	44.24%	
<b>Operating Expense to Operating Income</b>	68.04%	69.26%	69.40%	67.96%	72.10%	72.40%	72.41%	
<b>Capital</b>								
<b>Tier1 CAR</b>	15.97%	16.43%	16.68%	16.76%	15.84%	18.56%	20.88%	
<b>Total CAR</b>	20.08%	20.41%	20.59%	20.59%	19.49%	22.10%	21.88%	

Note: √ Numbers stated in this presentation are bank only

√ As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%

- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

√ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

√ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

# Balance Sheet

(IDR Billion)

Description	Mar'15	Jun'15	Sep'15	2015	Mar'16	Jun'16	Sep'16	g(YoY)	g(QoQ)
<b>Total Assets</b>	<b>781,181</b>	<b>747,478</b>	<b>775,816</b>	<b>845,998</b>	<b>832,092</b>	<b>872,970</b>	<b>894,360</b>	<b>15.3%</b>	<b>2.5%</b>
- Gross Loans	472,915	503,594	518,952	558,436	561,098	590,691	603,461	16.3%	2.2%
- Government Bonds (Recap)	4,301	4,053	4,069	3,816	3,818	3,817	3,818	-6.2%	0.0%
- Other Earnings Assets	236,584	172,594	177,775	190,735	195,829	180,245	196,168	10.3%	8.8%
Total Earning Assets	713,800	680,241	700,795	752,987	760,744	774,753	803,447	14.6%	3.7%
Earning Assets Provision	(16,013)	(16,628)	(17,460)	(17,030)	(18,657)	(20,567)	(22,326)	27.9%	8.6%
Total Earning Assets (net)	697,787	663,612	683,336	735,957	742,087	754,186	781,121	14.3%	3.6%
Total Non Earning Assets	83,394	83,866	92,480	110,041	90,004	118,784	113,239	22.4%	-4.7%
<b>Total Liabilities &amp; S.E</b>	<b>781,181</b>	<b>747,478</b>	<b>775,816</b>	<b>845,998</b>	<b>832,092</b>	<b>872,970</b>	<b>894,360</b>	<b>15.3%</b>	<b>2.5%</b>
Total Customer Deposits	587,727	573,117	611,325	642,774	631,781	656,122	665,529	8.9%	1.4%
- Demand Deposits	84,835	88,803	109,565	112,989	108,150	109,202	115,204	5.1%	5.5%
- Savings	219,234	221,411	233,754	267,607	249,037	264,054	268,186	14.7%	1.6%
- Time Deposits	283,658	262,903	268,006	262,178	274,593	282,866	282,139	5.3%	-0.3%
Other Interest Bearing Liabilities	64,197	48,156	31,615	67,712	55,725	61,441	63,646	101.3%	3.6%
Non Interest Bearing Liabilities	34,045	24,622	25,880	23,120	32,673	22,755	25,430	-1.7%	11.8%
Tier I Capital	77,416	82,900	86,707	89,992	89,915	110,333	132,066	52.3%	19.7%
Total Shareholder's Equity	95,212	101,583	106,996	112,392	111,913	132,652	139,755	30.6%	5.4%

Note: ✓ Numbers stated in this presentation are bank only

✓ As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%

- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

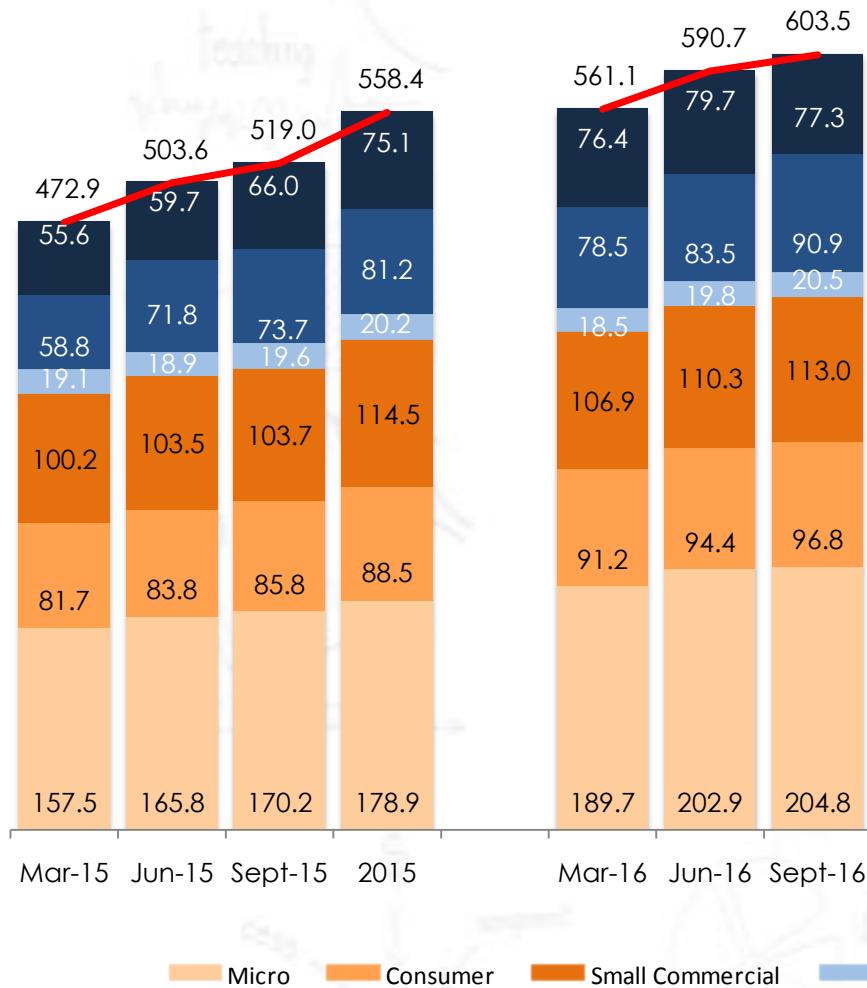
✓ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

✓ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

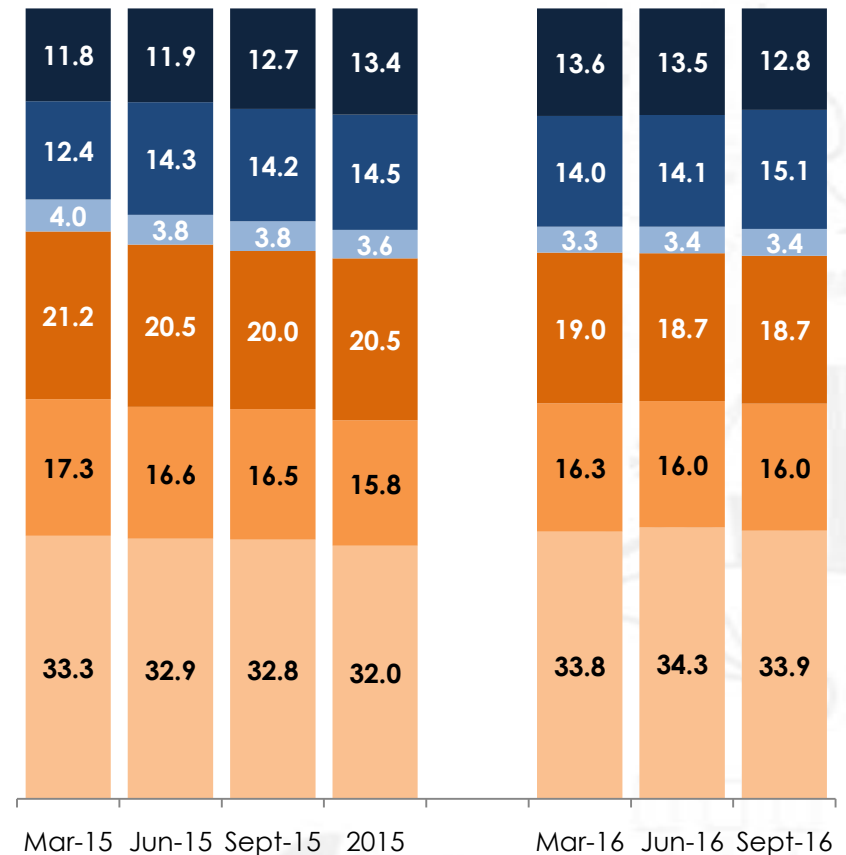
# Loan – Mix and Growth

## Loans Outstanding – by business segment

(IDR Trillion)



## Composition – by business segment (%)



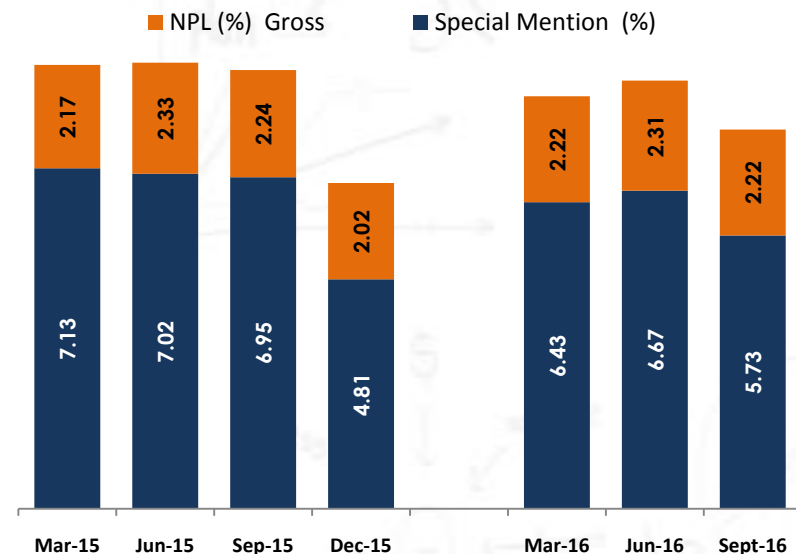


# Loan – Asset Quality

## Non Performing Loan - gross (%)

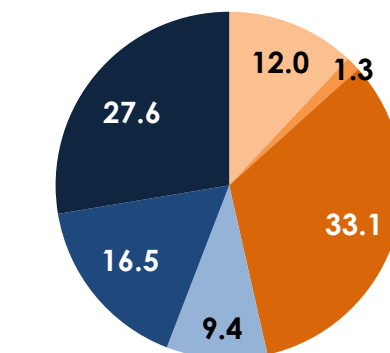
NPL (%)	Mar-15	Jun-15	Sep-15	2015	Mar-16	Jun-16	Sep-16
Micro	1.56	1.60	1.44	1.13	1.54	1.49	1.34
Consumer	1.44	1.64	1.61	1.30	1.48	1.53	1.53
Sml. Com	4.13	4.14	3.87	2.90	3.78	3.78	3.66
Medium	7.50	7.71	7.26	5.82	6.68	6.45	6.52
Corp. Non-SoE	1.92	3.28	3.62	4.78	3.78	4.67	4.78
SoE	-	-	-	-	-	-	-
<b>Total NPL</b>	<b>2.17</b>	<b>2.33</b>	<b>2.24</b>	<b>2.02</b>	<b>2.22</b>	<b>2.31</b>	<b>2.22</b>

## Special Mention (%)



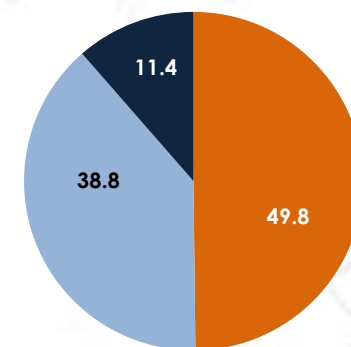
Note: Numbers stated in this presentation are bank only

## Restructured Loan by Segment (%)



Micro Consumer Small Commercial  
Medium SoE Corporate Non-SoE

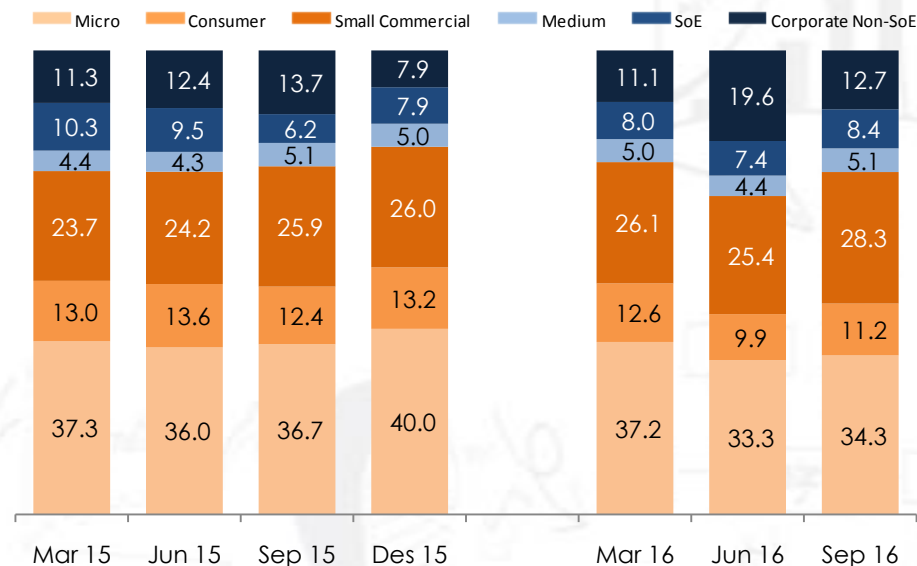
## Restructured Loan by quality (%)



CURRENT SML NPL

Total Restructured loan in 3Q16 Rp32.5T

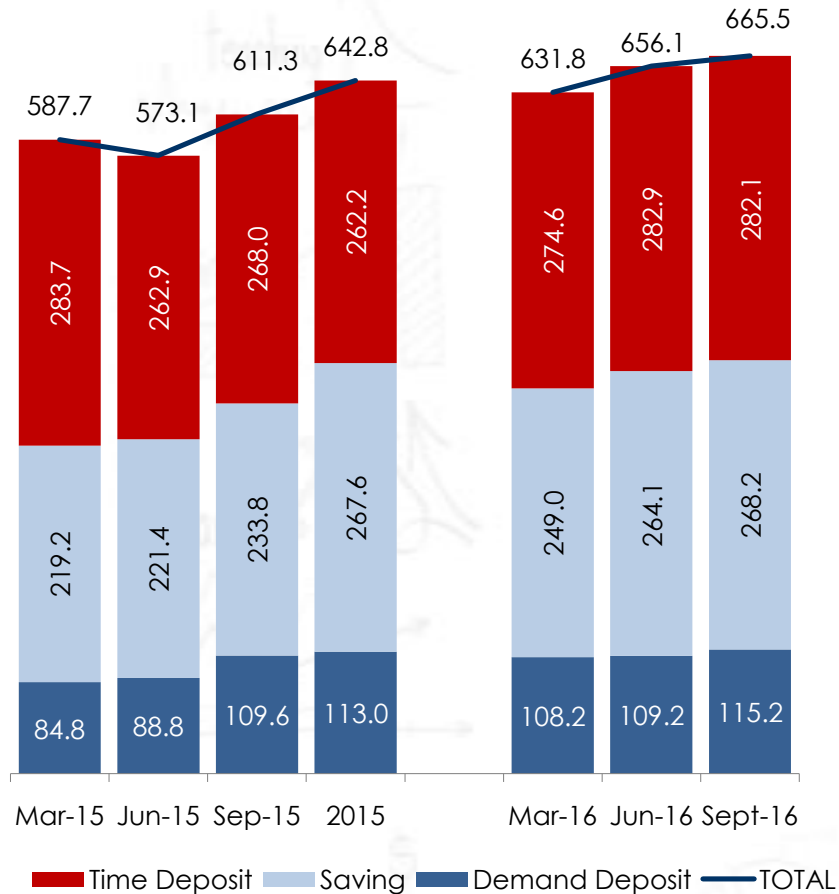
## Special Mention Composition – by segment (%)



# Deposits – Mix and Growth

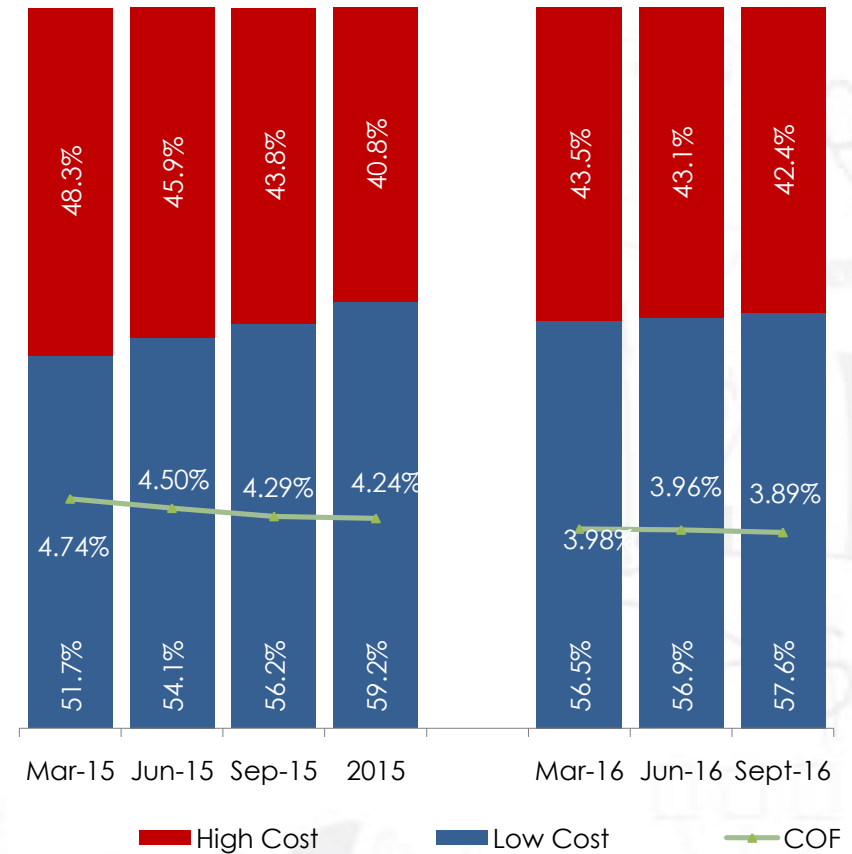
**Deposits: Trend**

(IDR Trillion)



**Deposits Composition, COF & BI Rate**

(%)





# Income Statement

(IDR Billion)

Description	2015	9Mo'15	9Mo'16	g(YoY)	Q1'16	Q2'16	Q3'16	g(QoQ)
Interest Income	82,221	60,922	67,938	11.5%	21,840	23,169	22,929	-1.0%
Interest Expense	(25,710)	(19,346)	(19,359)	0.1%	(6,514)	(6,484)	(6,361)	-1.9%
<b>Net Interest Income</b>	<b>56,511</b>	<b>41,576</b>	<b>48,579</b>	<b>16.8%</b>	<b>15,326</b>	<b>16,685</b>	<b>16,569</b>	<b>-0.7%</b>
Fee & Other Opr. Income *	12,224	8,355	10,996	31.6%	3,311	4,287	3,398	-20.7%
Gross Operating Income	68,735	49,931	59,575	19.3%	18,637	20,972	19,967	-4.8%
Other Operating Expenses	(29,889)	(21,837)	(26,675)	22.2%	(8,025)	(9,720)	(8,929)	-8.1%
<b>Pre Provision Operating Profit</b>	<b>38,846</b>	<b>28,094</b>	<b>32,901</b>	<b>17.1%</b>	<b>10,611</b>	<b>11,252</b>	<b>11,038</b>	<b>-1.9%</b>
Provision	(8,581)	(6,892)	(11,121)	61.4%	(3,589)	(3,750)	(3,782)	0.8%
<b>Non Operating Income (Net)</b>	<b>1,947</b>	<b>1,225</b>	<b>1,133</b>	<b>-7.6%</b>	<b>573</b>	<b>283</b>	<b>277</b>	<b>-2.3%</b>
<b>Profit Before Tax n Minor. Int.</b>	<b>32,211</b>	<b>22,428</b>	<b>22,912</b>	<b>2.2%</b>	<b>7,595</b>	<b>7,784</b>	<b>7,533</b>	<b>-3.2%</b>
<b>Net Profit</b>	<b>25,204</b>	<b>18,285</b>	<b>18,623</b>	<b>1.8%</b>	<b>6,137</b>	<b>5,910</b>	<b>6,575</b>	<b>11.2%</b>
<b>EPS**</b>	<b>1,021.7</b>	<b>988.3</b>	<b>1,006.5</b>	<b>1.8%</b>	<b>995.1</b>	<b>958.4</b>	<b>1,066.2</b>	<b>11.2%</b>

\*) Detail on the Fee & Other Operating Income on page 28

\*\*) annualized

## ***Business Updates***

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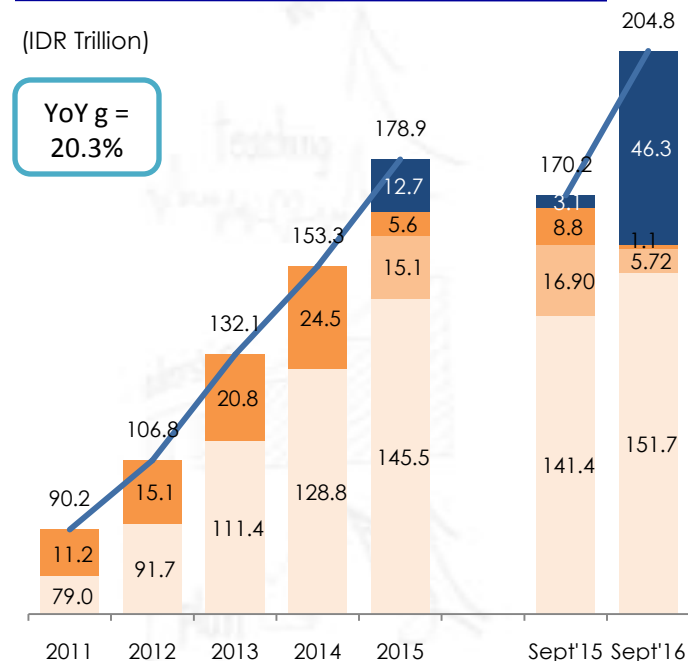
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## **Micro Banking**

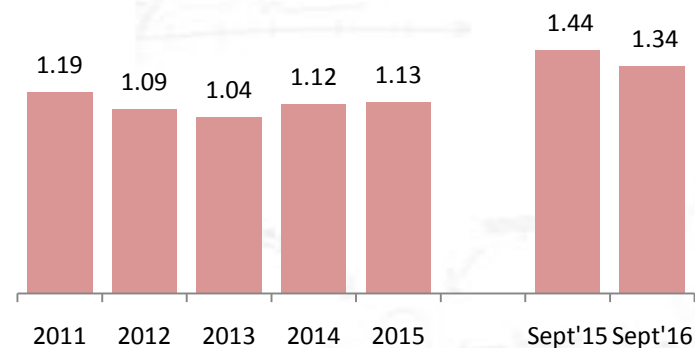
## Micro Loans

(IDR Trillion)

YoY g =  
20.3%



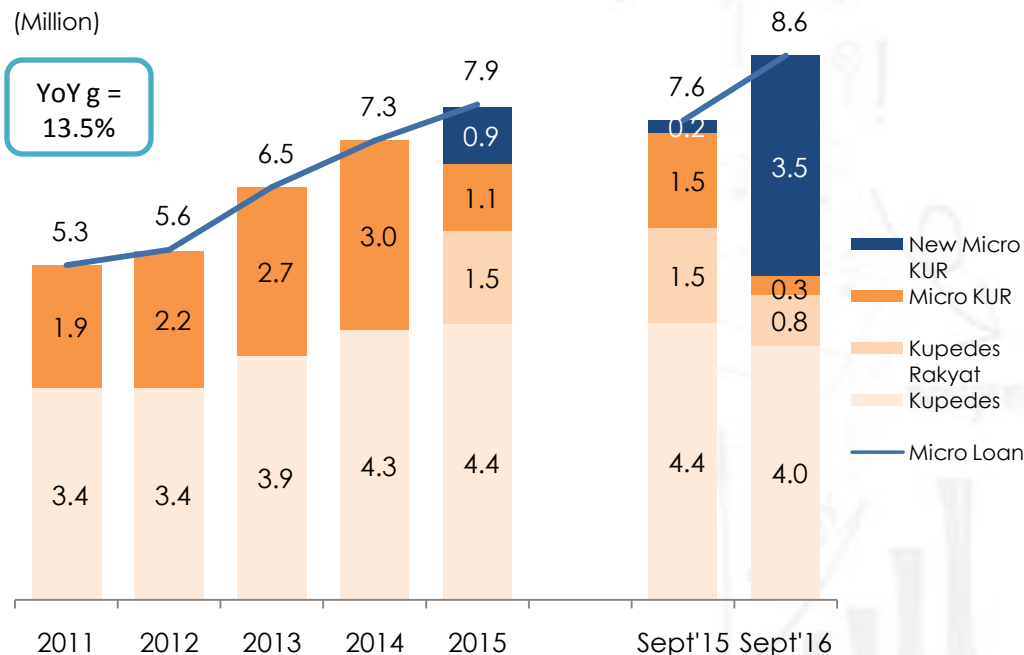
## NPL – Micro Loans (%)



## Micro Borrowers

(Million)

YoY g =  
13.5%



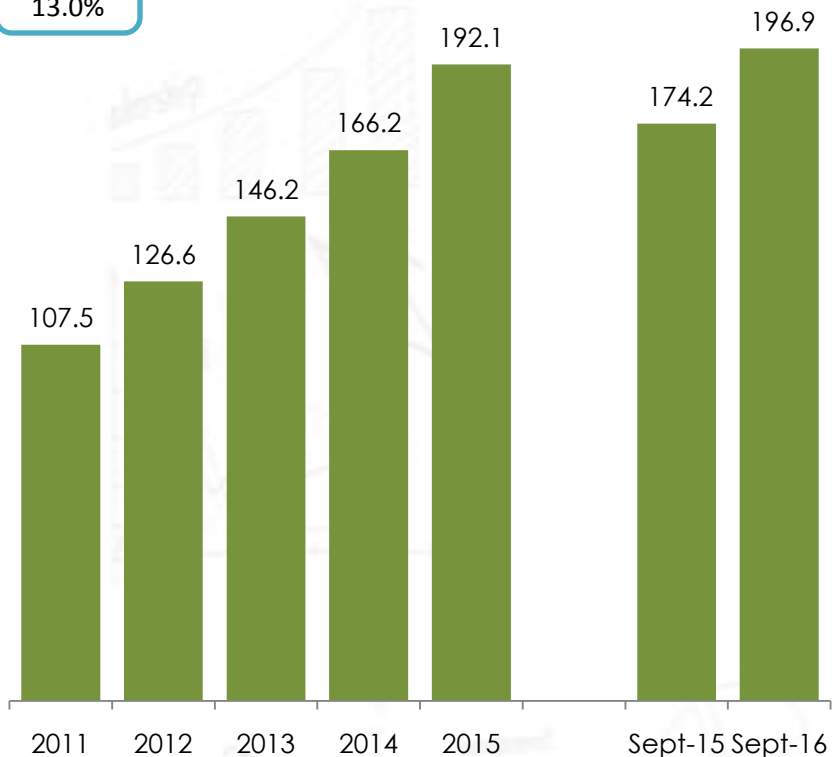
- Total Micro loans increased 20.3% yoy, with number of borrowers reaching 8.6 million.
- New KUR support the micro loan growth. With outstanding reaching Rp 46.3 trillion and 3.5 million borrowers to compensate declining Micro KUR and Kupedes Rakyat

Micro Funding, providing liquidity from stable core funding

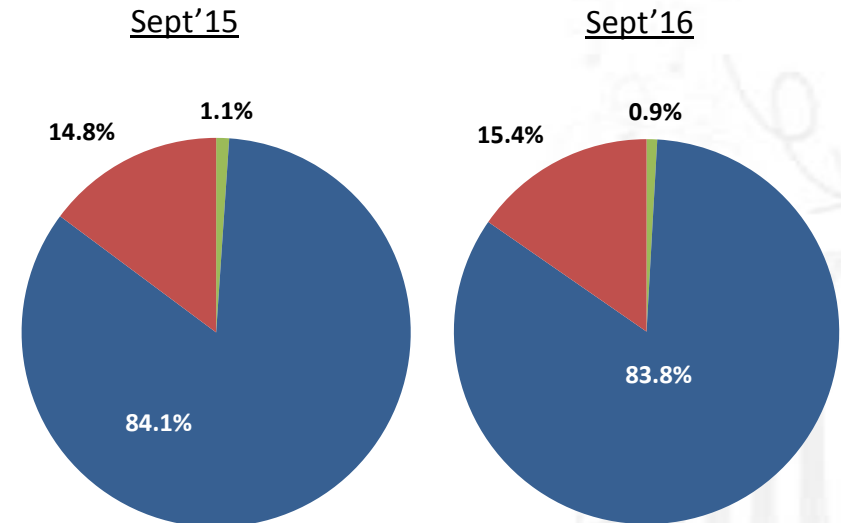
## Micro Deposits

(IDR Trillion)

YoY g =  
13.0%



## Micro Deposits Composition

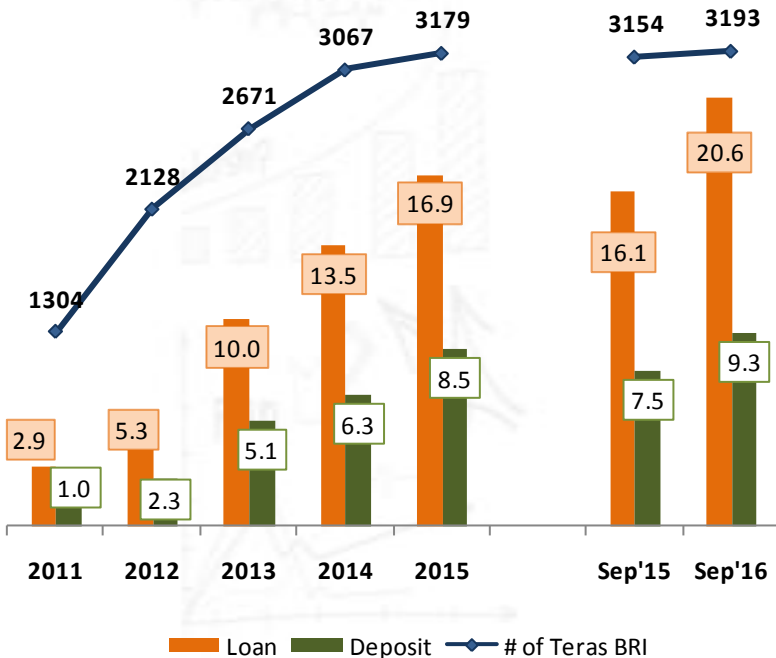


■ Demand Deposit ■ Saving ■ Time Deposit

- Micro deposits grew 13.0% yoy, lead by saving with 12.6% YoY growth
- Savings, with composition of 83.8%, still dominates micro deposits

## TerasBRI - Performance

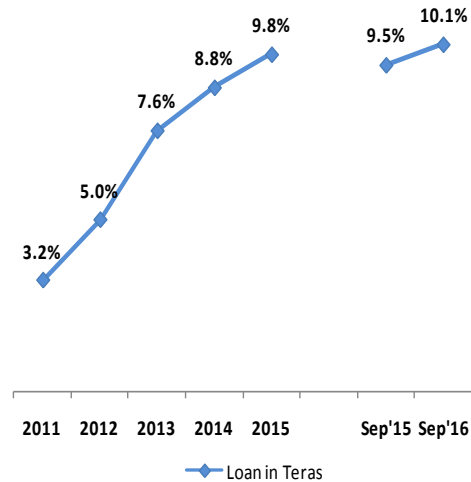
IDR Trillion



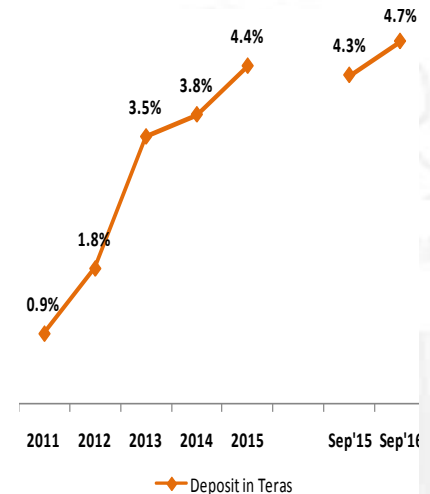
- Increase productivity in terms BRI as outlet expansion growth slower

## TerasBRI - Contribution to Micro Loan & Deposit

### Loan



### Deposit



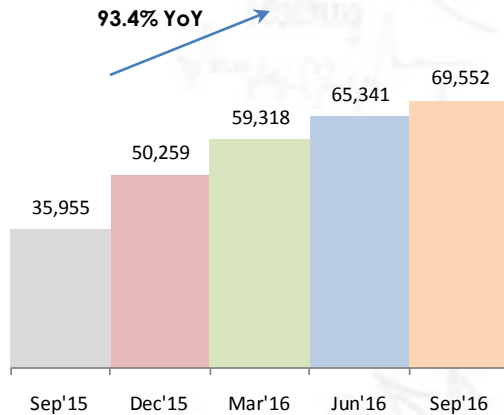
- TerasBRI continuously shows strong performance with loan growth of 28.0% and deposit growth of 24.0% yoy.
- Contribution of Teras BRI to Micro business performance keep increasing, in Sep'16 reached 10.1% and 4.7% of total micro loan and deposit



# BRILink – create business, reach the un-banked

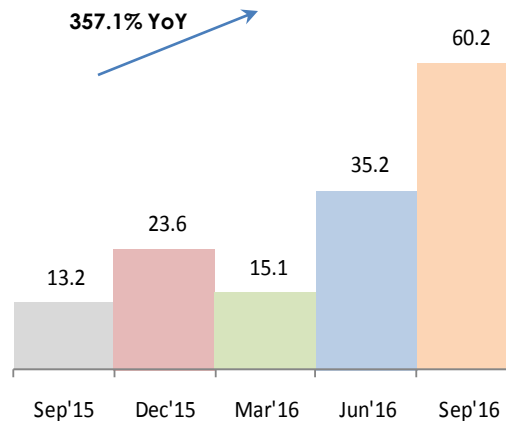
BRILink is utilization of BRI's e-banking infrastructure by third parties (BRILink Agent) through fee sharing scheme

# of Agent



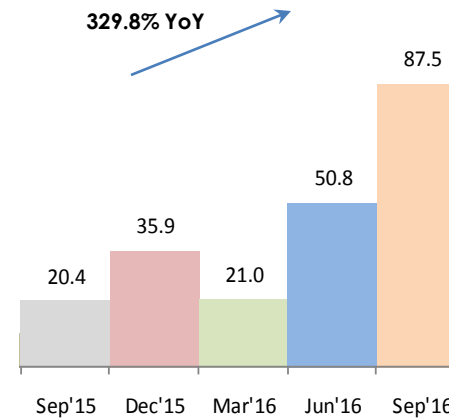
# of Transaction

(in Million)

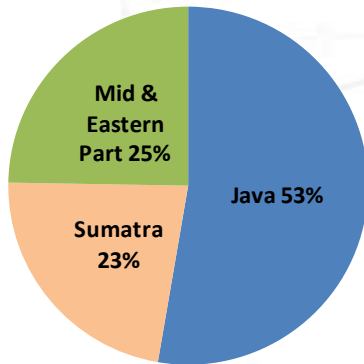


Transaction Volume

(in Rp Trillion)

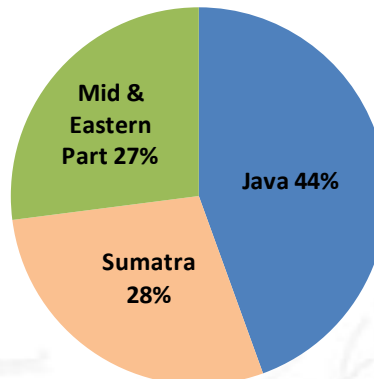


# of Agent - Distribution



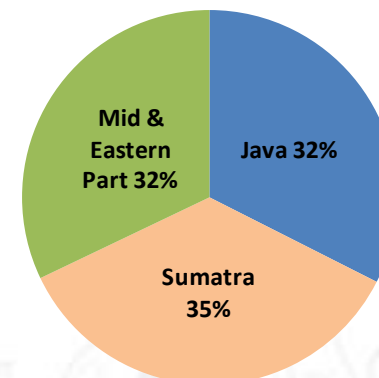
In Sep'16, Java (53%) dominates the Agent distribution

# of Transaction - Distribution



In line with the Agent distribution, Java dominates the total BRILink transaction

Transaction Volume - Distribution



The transaction volume is distributed fairly among region



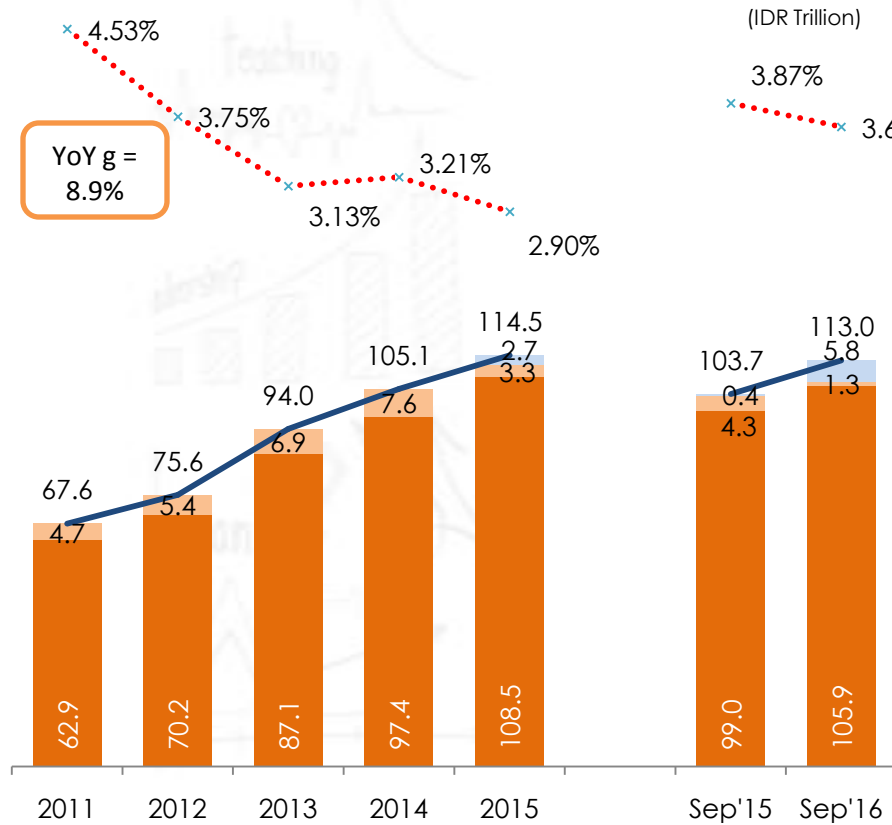


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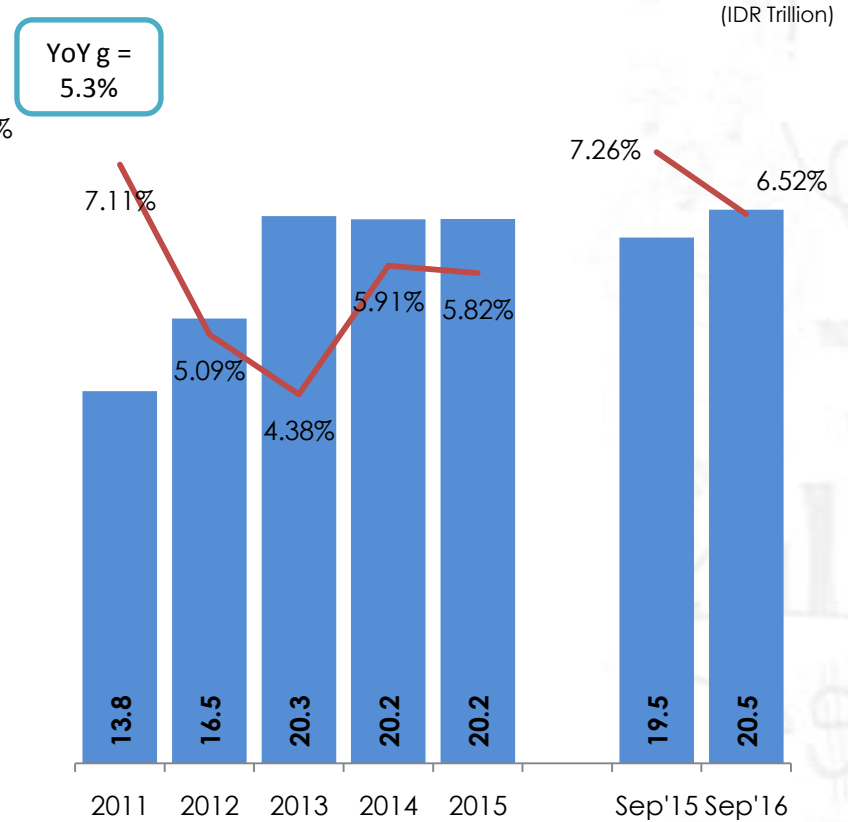
## Small Commercial & Medium Loans

# Small Commercial & Medium Loans

## Small Commercial



## Medium



Commercial Non KUR

New Retail KUR

NPL

Retail KUR

Total Loan

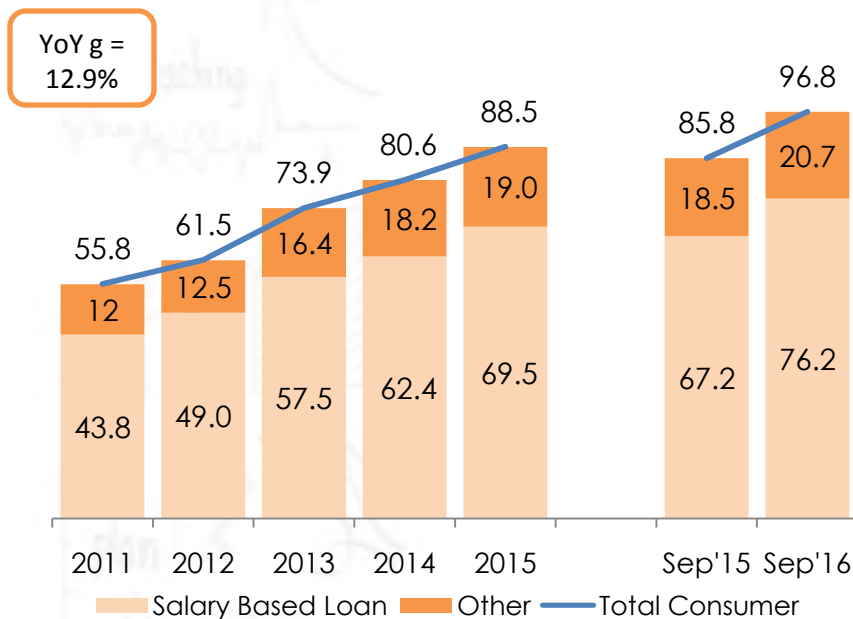
Total Loan

NPL

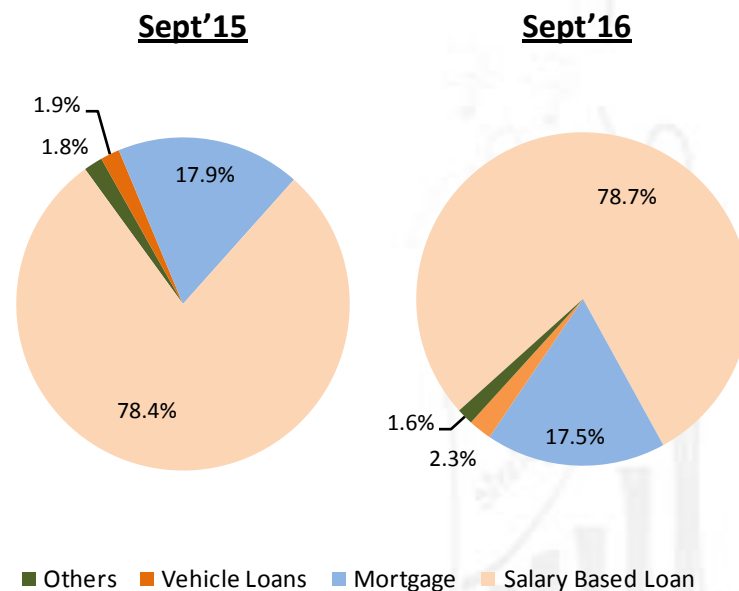
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## Consumer Loans

## Loan Outstanding (IDR Trillion)

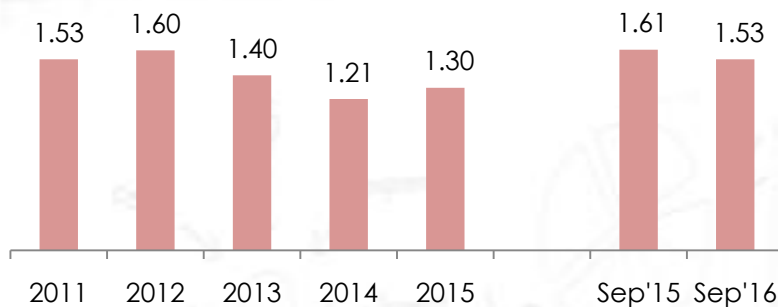


## Composition



Increase salary based loan composition with growth of 13.3% YoY and maintaining NPL level around 1.5%

## NPL (%)



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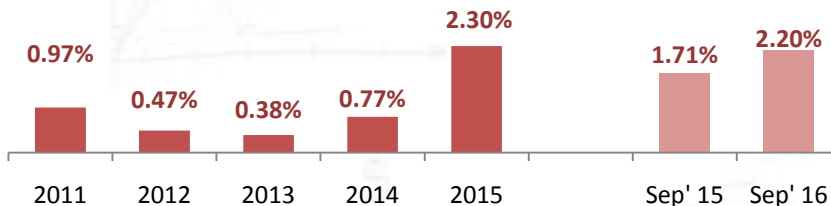
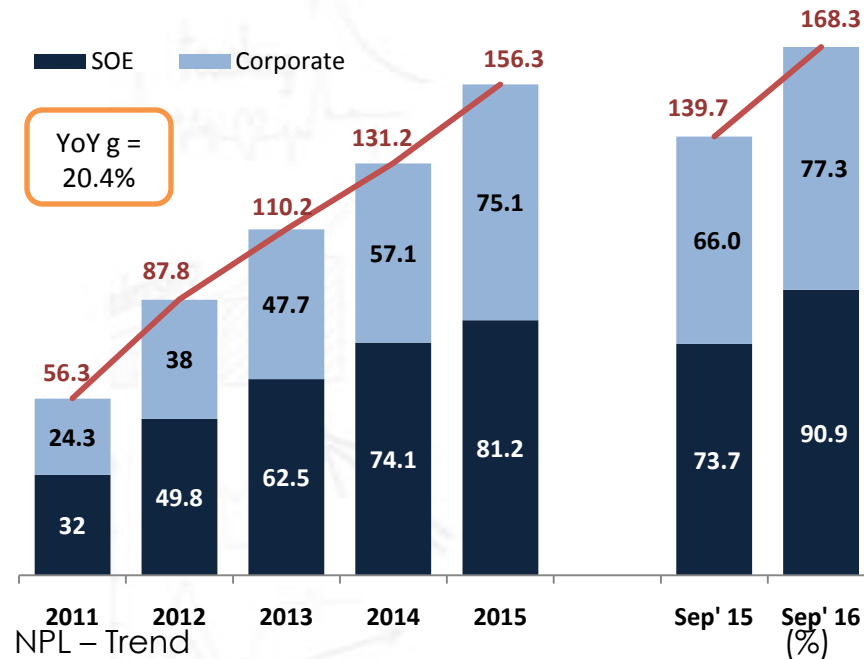
## SoE & Corporate Loans

# SOE & Corporate Loan

Grow the corporate segment in priority sectors to help maintain quality mix....

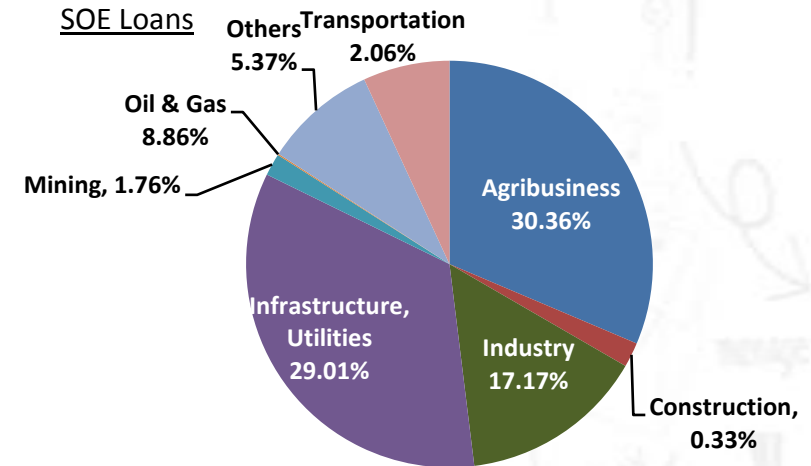
## Loan Outstanding – Trend

(IDR Trillion)

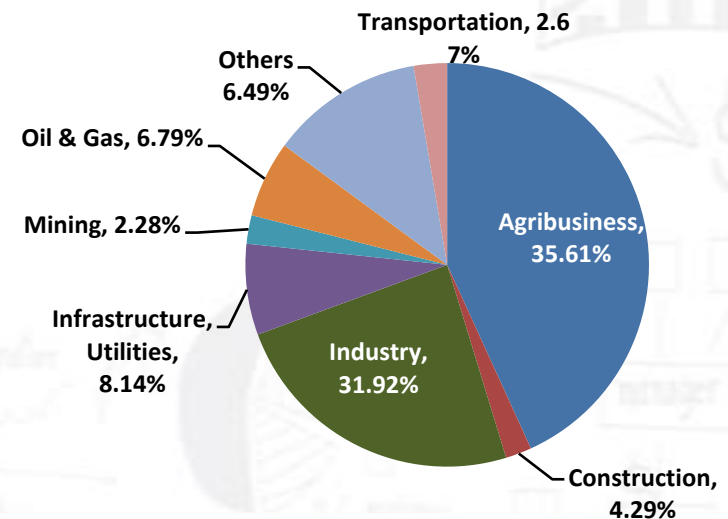


NPL	2011	2012	2013	2014	2015	Sep' 15	Sep' 16
SOE	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Corp	2.24%	1.00%	0.87%	1.78%	4.78%	3.62%	4.78%

## By Business Segment



## Corporate Loans



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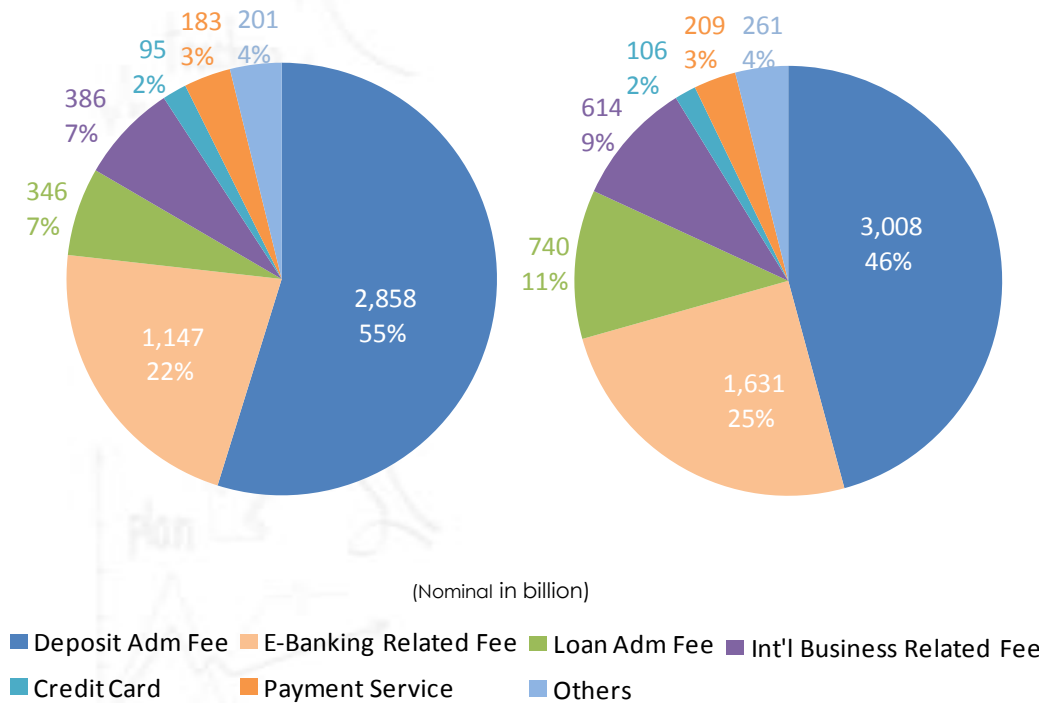
## ***Fee Based Income***



# Fee Based Income - composition

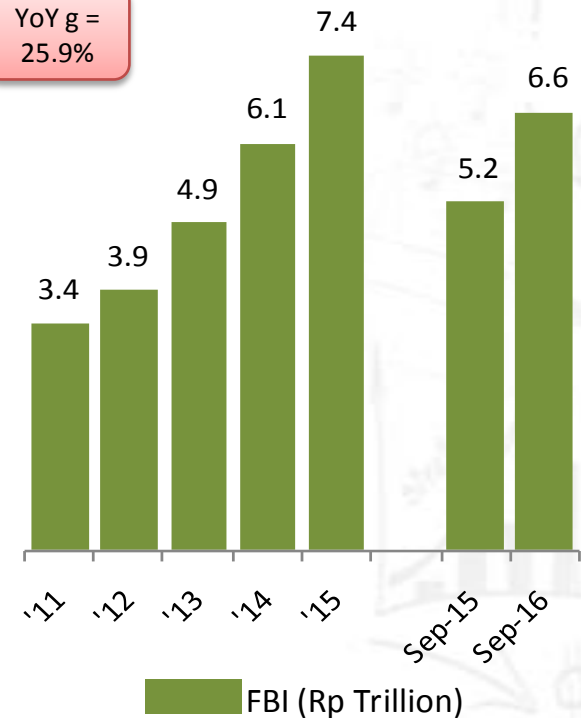
Sep'15

Sep'16



## Fee Based Income

YoY g =  
25.9%



- Fee based income grew at 25.9% (yoy) and currently FBI to Total Income reach 8.2%
- E-banking related Fees increased, yoy, 42.2%, raising it's portion from 22% to 25% of the total Fee Based Income.

## Key Take Aways

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- Strong loan growth in 9M16 of 16.3% yoy was supported by Micro, Consumer and SOE segments.
- Manageable NIM due to stable COF and LDR.
- Slightly lower NPL and SML of 2.22% and 5.73% consecutively but there's an increase in restructuring loan reaching 5.38% of total loan outstanding.
- Moderate growth of EPS by 1.8% yoy to increase the NPL coverage ratio from 150.0% in 9M15 to 166.6% this quarter.

## Appendixes

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# Financial Ratios

Description	2011	2012	2013	2014	2015	Q1'16	1H'16	9Mo'16
Cost of Fund (COF)	4.70%	3.68%	3.71%	4.38%	4.24%	3.98%	3.96%	3.98%
Loan to Deposit Ratio	76.20%	79.85%	88.54%	81.68%	86.88%	88.81%	90.03%	90.68%
Net Interest Margin (NIM)	9.58%	8.42%	8.55%	8.51%	8.13%	8.09%	8.43%	8.41%
NPL ratio - Gross	2.30%	1.78%	1.55%	1.69%	2.02%	2.22%	2.31%	2.22%
NPL ratio - Nett	0.42%	0.34%	0.31%	0.36%	0.52%	0.59%	0.60%	0.57%
Earning Asset Provision	4.51%	3.43%	2.90%	2.40%	2.37%	2.54%	2.75%	2.89%
Opr. Expense to Opr. Income	66.69%	59.93%	60.58%	65.42%	67.96%	72.10%	72.40%	72.41%
Cost Efficiency Ratio (CER)	41.17%	43.11%	42.13%	43.18%	43.81%	42.86%	44.42%	44.24%
Tier I CAR	13.67%	15.86%	16.13%	17.54%	16.76%	15.84%	18.56%	20.88%
Total CAR	14.96%	16.95%	16.99%	18.31%	20.59%	19.49%	22.10%	21.88%
Return on Assets (ROA) - b.t	4.93%	5.15%	5.03%	4.73%	4.19%	3.65%	3.68%	3.59%
Return on Assets (ROA) - a.t	3.97%	4.04%	3.85%	3.72%	3.28%	2.95%	2.88%	2.92%
Return on Equity (ROE) - Tier I	42.49%	38.66%	34.11%	31.19%	29.89%	26.55%	25.24%	23.97%
Return on Equity (ROE) - B/S	35.10%	32.41%	30.10%	27.87%	24.39%	21.44%	20.51%	20.00%
Min. Reserve Requirement	9.33%	10.64%	8.02%	8.07%	9.31%	6.52%	6.54%	6.64%
Net Open Position	5.49%	3.00%	3.15%	3.86%	2.33%	5.13%	3.29%	10.56%
CASA	61.28%	59.94%	59.22%	53.55%	59.21%	56.54%	56.89%	57.61%

Note: ✓ Numbers stated in this presentation are bank only

✓ As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%

- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

✓ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

✓ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

# Sources of Income

## Total Income

IDR Billion

Total Income	2015	9Mo'15	9Mo'16	g(YoY)	Q1'16	Q2'16	Q3'16	g(QoQ)
Interest income	82,221	60,922	67,938	11.5%	21,840	23,169	22,929	-1.0%
Fee & Other Opr.Income	12,224	8,355	10,996	31.6%	3,311	4,287	3,398	-20.7%
Non Operating Income (net)	1,947	1,225	1,133	-7.6%	573	283	277	-2.3%
<b>Total Income</b>	<b>96,391</b>	<b>70,502</b>	<b>80,067</b>	<b>13.6%</b>	<b>25,724</b>	<b>27,739</b>	<b>26,604</b>	<b>-4.1%</b>

## Interest Income

IDR Billion

Interest Income	2015	9Mo'15	9Mo'16	g(YoY)	Q1'16	Q2'16	Q3'16	g(QoQ)
Interest from Loans	73,376	54,035	60,612	12.2%	19,165	20,631	20,816	0.9%
Int. from Other Earning Assets	8,845	6,887	7,326	6.4%	2,675	2,538	2,113	-16.7%
<b>Total Interest Income</b>	<b>82,221</b>	<b>60,922</b>	<b>67,938</b>	<b>11.5%</b>	<b>21,840</b>	<b>23,169</b>	<b>22,929</b>	<b>-1.0%</b>

## Fee & Other Operating Income

IDR Billion

Fee & Other Operating Income	2015	9Mo'15	9Mo'16	g(YoY)	Q1'16	Q2'16	Q3'16	g(QoQ)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	63	56	310	459.1%	78	133	99	-25.3%
Gain fr unrealized change fair value and Govt. Recap Bonds					3	6	(9)	-254.9%
Fees and Commissions	7,352	5,216	6,569	25.9%	1,967	2,175	2,427	11.6%
Gain fr Forex	458	554	-	-100.0%	-	-	-	
Recovery	2,334	1,577	2,088	32.4%	595	684	809	18.3%
Others	2,017	953	2,029	112.9%	668	1,289	72	-94.4%
<b>Total Fee &amp; Other Opr. Income</b>	<b>12,224</b>	<b>8,355</b>	<b>10,996</b>	<b>31.6%</b>	<b>3,311</b>	<b>4,287</b>	<b>3,398</b>	<b>-20.7%</b>

# Other Operating Expenses

IDR Billion

Other Operating Expenses	2015	9Mo'15	9Mo'16	g(YoY)	Q1'16	Q2'16	Q3'16	g(QoQ)
Personnel	15,961	11,335	14,389	26.9%	4,264	5,664	4,461	-21.2%
General and Administration	9,918	6,990	7,847	12.3%	2,416	2,818	2,613	-7.3%
Losses fr decrease of Securities and Govt. Bonds value	7	25	2	-92.6%	-	-	2	
Losses from forex transaction	-	-	454		73	180	201	11.4%
Premium Paid on Govt Guarantees	1,248	1,214	974	-19.8%	320	320	334	4.4%
Promotion	858	531	699	31.6%	168	307	224	-27.2%
Others	1,897	1,741	2,310	32.7%	785	430	1,094	154.3%
<b>Total Other Opr. Expenses</b>	<b>29,889</b>	<b>21,837</b>	<b>26,675</b>	<b>22.2%</b>	<b>8,025</b>	<b>9,720</b>	<b>8,929</b>	<b>-8.1%</b>



# Balance Sheet (consolidated)

IDR Billion

Description	2011	2012	2013	2014	2015	Sep'15	Sep'16	YoY
<b>Total Assets</b>	<b>469,899</b>	<b>551,337</b>	<b>626,183</b>	<b>801,984</b>	<b>878,426</b>	<b>802,299</b>	<b>931,693</b>	<b>16.1%</b>
- Gross Loans	294,515	362,007	448,345	510,697	581,095	540,989	630,902	16.6%
- Government Bonds (Recap)	8,996	4,316	4,511	4,304	3,816	4,069	3,818	-6.2%
- Other Earnings Assets	129,136	132,720	115,690	213,094	197,021	180,059	202,771	12.6%
Total Earning Assets	432,647	499,042	568,546	728,094	781,931	725,117	837,490	15.5%
Earning Assets Provision	(16,092)	(14,916)	(15,419)	(16,163)	(17,532)	(17,940)	(23,165)	29.1%
Total Earning Assets (net)	416,555	484,126	553,127	711,931	764,399	707,177	814,325	15.2%
Total Non Earning Assets	53,345	67,211	73,055	90,053	114,027	95,122	117,368	23.4%
<b>Total Liabilities &amp; S.E</b>	<b>469,899</b>	<b>551,337</b>	<b>626,183</b>	<b>801,984</b>	<b>878,426</b>	<b>802,299</b>	<b>931,693</b>	<b>16.1%</b>
Total Customer Deposits	384,264	450,166	504,281	622,322	668,995	635,948	694,843	9.3%
- Demand Deposits	76,779	80,075	79,337	90,052	114,367	111,198	116,587	4.8%
- Saving Deposits	154,133	184,365	212,997	236,395	272,471	238,132	273,425	14.8%
- Time and Certificate Deposits	153,353	185,726	211,948	295,875	282,157	286,618	304,832	6.4%
Other Interest Bearing Liabilities	19,361	15,784	20,896	57,435	68,601	31,830	65,108	104.5%
Non Interest Bearing Liabilities	16,454	20,505	21,678	24,522	27,703	26,888	30,801	14.6%
Tier I Capital	38,809	52,325	67,270	83,344	93,437	90,497	134,621	48.8%
Total Shareholder's Equity	49,820	64,882	79,327	97,706	113,127	107,632	140,941	30.9%

Note: ✓ Numbers stated in this presentation are bank only

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- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

✓ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

✓ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

# Income Statement (*consolidated*)

IDR Billion

Description	2011	2012	2013	2014	2015	9Mo'15	9Mo'16	YoY
Interest Income	48,164	49,610	59,461	75,122	85,434	63,336	70,577	11.4%
Interest Expense	(13,737)	(13,127)	(15,355)	(23,680)	(27,154)	(20,436)	(20,519)	0.4%
<b>Net Interest Income</b>	<b>34,427</b>	<b>36,484</b>	<b>44,106</b>	<b>51,442</b>	<b>58,280</b>	<b>42,901</b>	<b>50,058</b>	<b>16.7%</b>
<b>Net Premium Income</b>							<b>28</b>	<b>n.a</b>
Fee & Other Opr. Income	5,776	8,390	8,348	9,299	12,409	8,494	11,554	36.0%
Gross Operating Income	40,203	44,873	52,455	60,741	70,689	51,395	61,640	19.9%
Other Operating Expenses	(17,086)	(19,491)	(22,381)	(26,715)	(31,276)	(22,922)	(27,935)	21.9%
<b>Pre Provision Operating Profit</b>	<b>23,117</b>	<b>25,382</b>	<b>30,074</b>	<b>34,026</b>	<b>39,413</b>	28,473	33,705	18.4%
Provision	(5,533)	(2,700)	(3,946)	(5,719)	(8,900)	(7,093)	(11,476)	61.8%
Non Operating Income (Net)	1,172	1,177	1,782	2,497	1,981	1,241	1,089	-12.3%
Profit Before Tax n Minor. Int.	18,756	23,860	27,910	30,804	32,494	22,621	23,317	3.1%
<b>Net Profit</b>	<b>15,088</b>	<b>18,687</b>	<b>21,354</b>	<b>24,227</b>	<b>25,411</b>	18,424	18,975	3.0%
EPS *)	628.9	757.5	865.6	982.1	1,030.1	996	1,026	3.0%

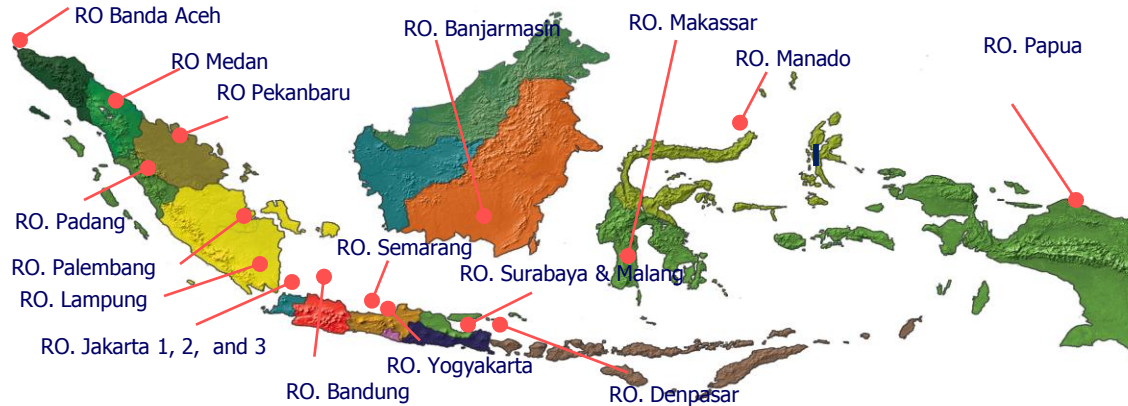
\*) annualized

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**Others**

# The Most Extensive and Largest Networks

## Regional Office Distribution



Outlets	2010	2011	2012	2013	2014	2015	Sep'15	Sep'16	YoY
Head Offices	1	1	1	1	1	1	1	1	-
Regional Offices	18	18	18	18	19	19	19	19	-
Branches	413	431	446	453	461	467	465	467	2
Sub Branches	470	502	545	565	584	603	598	606	8
BRI Units	4,649	4,849	5,000	5,144	5,293	5,360	5,331	5,368	37
Cash Offices	822	870	914	950	971	983	982	985	3
Teras BRI	617	1,304	1,778	2,206	2,457	2,543	2,544	2,556	12
Teras Mobile		100	350	465	610	636	611	637	26
<b>Total</b>	<b>6,990</b>	<b>8,075</b>	<b>9,052</b>	<b>9,802</b>	<b>10,396</b>	<b>10,612</b>	<b>10,551</b>	<b>10,639</b>	<b>88</b>

E-Channel	2010	2011	2012	2013	2014	2015	Sep'15	Sep'16	YoY
ATM	6,085	7,292	14,292	18,292	20,792	22,792	21,685	23,695	2,010
EDC	12,719	31,590	44,715	85,936	131,204	187,758	156,096	229,666	73,570
CDM	39	89	92	192	392	892	442	1,186	744
E-Buzz	2	19	42	50	55	57	55	57	2
<b>Total</b>	<b>18,845</b>	<b>38,990</b>	<b>59,141</b>	<b>104,470</b>	<b>152,443</b>	<b>211,499</b>	<b>178,278</b>	<b>254,604</b>	<b>76,326</b>



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

\*Total working units are including 4 overseas offices  
Note: Numbers stated in this presentation are bank only

## BRI Rating

FITCH	
- Long Term Foreign Currency IDR	<b>BBB-, Stable Outlook</b>
- Short Term Foreign Currency IDR	<b>F3</b>
- Support Rating Floor	<b>BBB-</b>
- Support Rating	<b>2</b>
- Viability Rating	<b>bb+</b>
- National Long-Term Rating	<b>AAA (idn), Stable Outlook</b>
- Rupiah Subordinated Debt	<b>A+ (idn)</b>
- Senior Unsecured Notes	<b>BBB-</b>
STANDARD AND POORS	
- Outlook	<b>Stable</b>
- Long Term Foreign Issuer Credit	<b>BB+</b>
- Long Term Local Issuer Credit	<b>BB+</b>
- Short Term Foreign Issuer Credit	<b>B</b>
- Short Term Local Issuer Credit	<b>B</b>
MOODY'S	
- Outlook	<b>Stable</b>
- Bank Deposit	<b>Baa3/P-3</b>
- Bank Financial Strength	<b>D+</b>
- Baseline Credit Assessment	<b>Baa3</b>
- Adjusted Baseline Credit Assessment	<b>Baa3</b>
- Senior Unsecured Notes	<b>Baa3</b>
PEFINDO	
- National Rating	<b>id AAA, Stable Outlook</b>
Indonesia Sovereign Ratings	
Standard and Poors	<b>BB+, Positive Outlook</b>
Fitch	<b>BBB-, Stable Outlook</b>
Moody's	<b>Baa3, Stable Outlook</b>
Japan Credit Rating Agency	<b>BBB-, Stable Outlook</b>

## Country Rating

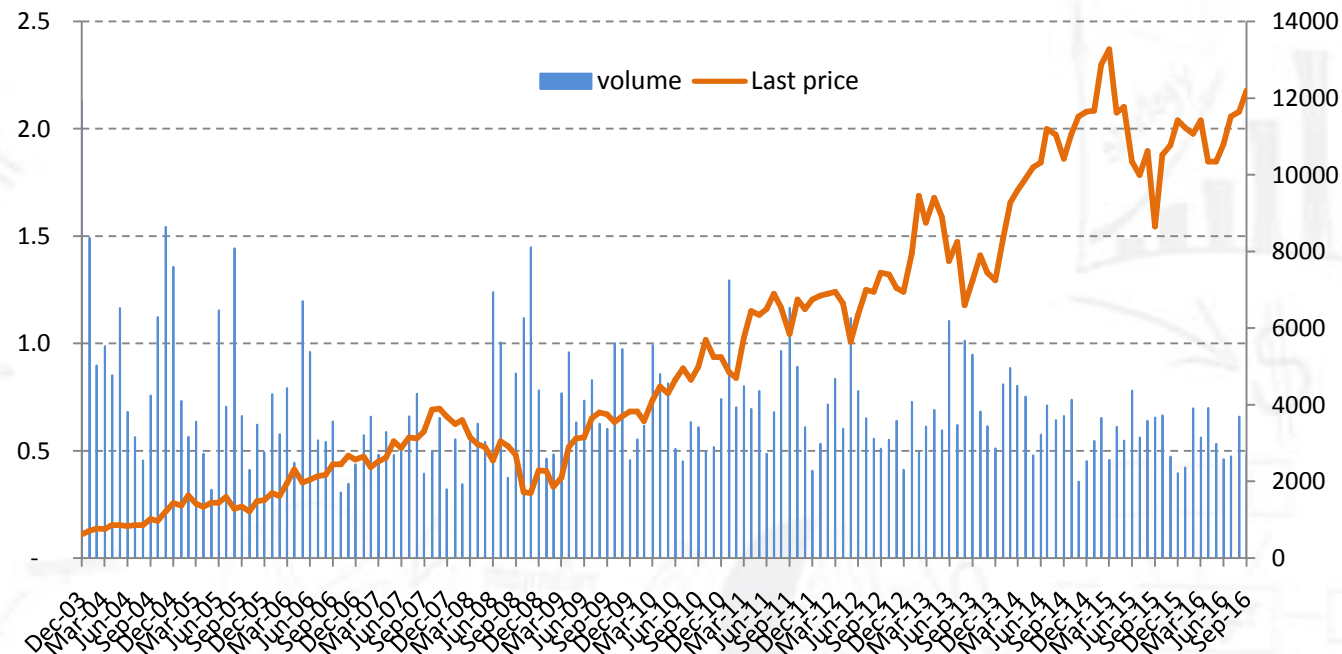
## Shareholders Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	Mar'16	Jun'16	Sept'16
<b>Government</b>	<b>59.50%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>
<b>Public</b>	<b>40.50%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>
Foreign	79.06%	85.11%	83.93%	82.84%	78.94%	82.49%	78.12%	78.44%	78.36%	80.98%
Domestic	20.94%	14.84%	16.07%	17.16%	21.06%	17.51%	21.88%	21.56%	21.64%	19.02%

## Stock Price: Trend

BBRI Stock is member of:

- JCI Index
- LQ45 Index (Top 45 liquid stocks)
- SRI KEHATI Index (a UN affiliated biodiversity Index of 25 stocks)



5 Years Data...



## Balance Sheet

(IDR Billion)

Description	2011	2012	2013	2014	2015	Sep'15	Sep'16	g(YoY)
<b>Total Assets</b>	<b>456,531</b>	<b>535,209</b>	<b>606,370</b>	<b>778,046</b>	<b>845,998</b>	<b>775,816</b>	<b>894,360</b>	<b>15.3%</b>
- Gross Loans	283,583	348,227	430,618	490,403	558,436	518,952	603,461	16.3%
- Government Bonds (Recap)	8,996	4,316	4,511	4,304	3,816	4,069	3,818	-6.2%
- Other Earnings Assets	127,774	131,547	115,168	211,325	190,735	177,775	196,168	10.3%
Total Earning Assets	420,353	484,089	550,297	706,031	752,987	700,795	803,447	14.6%
Earning Assets Provision	(15,869)	(14,584)	(15,072)	(15,785)	(17,030)	(17,460)	(22,326)	27.9%
Total Earning Assets (net)	404,484	469,505	535,225	690,246	735,957	683,336	781,121	14.3%
Total Non Earning Assets	52,047	65,704	71,145	87,800	110,041	92,480	113,239	22.4%
<b>Total Liabilities &amp; S.E</b>	<b>456,531</b>	<b>535,209</b>	<b>606,370</b>	<b>778,046</b>	<b>845,998</b>	<b>775,816</b>	<b>894,360</b>	<b>15.3%</b>
Total Customer Deposits	372,148	436,098	486,366	600,404	642,774	611,325	665,529	8.9%
- Demand Deposits	75,579	78,753	78,017	89,076	112,989	109,565	115,204	5.1%
- Savings	152,474	182,643	210,004	232,414	267,607	233,754	268,186	14.7%
- Time Deposits	144,095	174,702	198,346	278,915	262,178	268,006	282,139	5.3%
Other Interest Bearing Liabilities	18,413	14,466	19,873	56,677	67,712	31,615	63,646	101.3%
Non Interest Bearing Liabilities	16,195	20,008	21,261	23,784	23,120	25,880	25,430	-1.7%
Tier I Capital	38,215	51,593	65,964	82,109	89,992	86,707	132,066	52.3%
Total Shareholder's Equity	49,775	64,637	78,870	97,181	112,392	106,996	139,755	30.6%

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- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

✓ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

✓ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

# 5 Years Data...

## Income Statement

(IDR Billion)

Description	2011	2012	2013	2014	2015	9Mo'15	9Mo'16	g(YoY)
Interest Income	46,949	47,922	57,301	72,466	82,221	60,922	67,938	11.5%
Interest Expense	(13,079)	(12,461)	(14,395)	(22,346)	(25,710)	(19,346)	(19,359)	0.1%
Net Interest Income	<b>33,870</b>	<b>35,461</b>	<b>42,906</b>	<b>50,120</b>	<b>56,511</b>	<b>41,576</b>	<b>48,579</b>	<b>16.8%</b>
Fee & Other Opr. Income *	5,524	8,166	8,165	9,178	12,224	8,355	10,996	31.6%
Gross Operating Income	39,394	43,627	51,071	59,298	68,735	49,931	59,575	19.3%
Other Operating Expenses	(16,288)	(18,602)	(21,284)	(25,458)	(29,889)	(21,837)	(26,675)	22.2%
Pre Provision Operating Profit	<b>23,106</b>	<b>25,025</b>	<b>29,788</b>	<b>33,840</b>	<b>38,846</b>	<b>28,094</b>	<b>32,901</b>	<b>17.1%</b>
Provision	(5,532)	(2,555)	(3,916)	(5,613)	(8,581)	(6,892)	(11,121)	61.4%
Non Operating Income (Net)	1,157	1,169	1,776	2,497	1,947	1,225	1,133	-7.6%
Profit Before Tax n Minor. Int.	18,731	23,639	27,648	30,724	32,211	22,428	22,912	2.2%
Net Profit	<b>15,083</b>	<b>18,521</b>	<b>21,160</b>	<b>24,176</b>	<b>25,204</b>	<b>18,285</b>	<b>18,623</b>	<b>1.8%</b>
EPS**	611.4	750.8	857.8	980.0	1,021.7	988.3	1066.2	1.8%

## Ratios

Description	2011	2012	2013	2014	2015	9Mo'15	9Mo'16
Cost of Fund (COF)	4.70%	3.68%	3.71%	4.38%	4.24%	4.29%	3.89%
Loan to Deposit Ratio	76.20%	79.85%	88.54%	81.68%	86.88%	84.89%	90.68%
Net Interest Margin (NIM)	9.58%	8.42%	8.55%	8.51%	8.13%	8.08%	8.41%
NPL ratio - Gross	2.30%	1.78%	1.55%	1.69%	2.02%	2.24%	2.22%
NPL ratio - Nett	0.42%	0.34%	0.31%	0.36%	0.52%	0.59%	0.57%
Earning Asset Provision	4.51%	3.43%	2.90%	2.40%	2.37%	2.57%	2.89%
Opr. Expense to Opr. Income	66.69%	59.93%	60.58%	65.42%	67.96%	69.40%	72.41%
Cost Efficiency Ratio (CER)	41.17%	43.11%	42.13%	43.18%	43.81%	44.22%	44.24%
Tier I CAR	13.67%	15.86%	16.13%	17.54%	16.76%	16.68%	20.88%
Total CAR	14.96%	16.95%	16.99%	18.31%	20.59%	20.59%	21.88%
Return on Assets (ROA) - b.t	4.93%	5.15%	5.03%	4.73%	4.19%	3.95%	3.59%
Return on Assets (ROA) - a.t	3.97%	4.04%	3.85%	3.72%	3.28%	3.22%	2.92%
Return on Equity (ROE) - Tier I	42.49%	38.66%	34.11%	31.19%	29.89%	29.60%	23.97%
Return on Equity (ROE) - B/S	35.10%	32.41%	30.10%	27.87%	24.39%	24.21%	20.00%
Min. Reserve Requirement	9.33%	10.64%	8.02%	8.07%	9.31%	8.01%	6.64%
Net Open Position	5.49%	3.00%	3.15%	3.86%	2.33%	3.38%	10.56%
CASA	61.28%	59.94%	59.22%	53.55%	59.21%	56.16%	57.61%

Note: ✓ Numbers stated in this presentation are bank only

✓ As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%

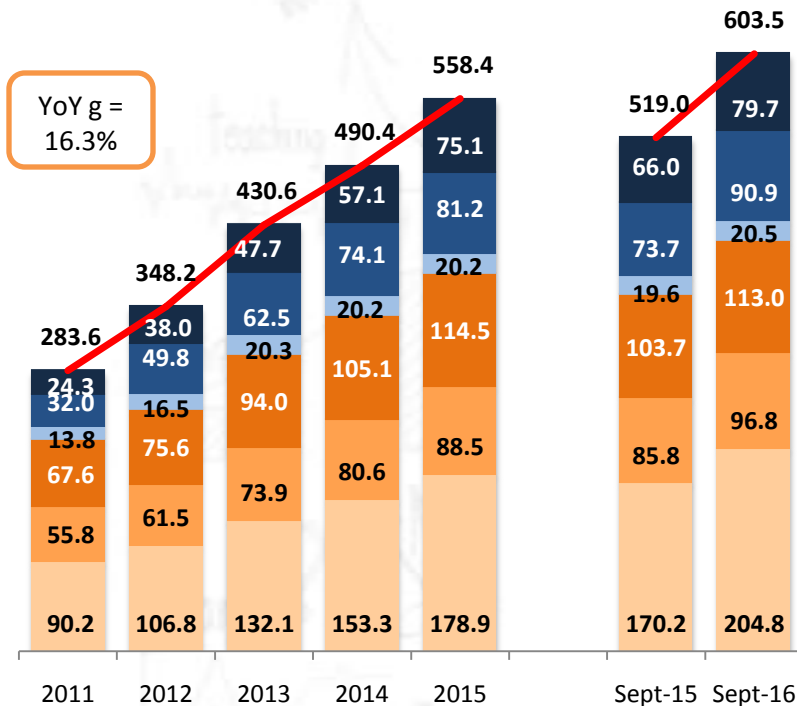
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

✓ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

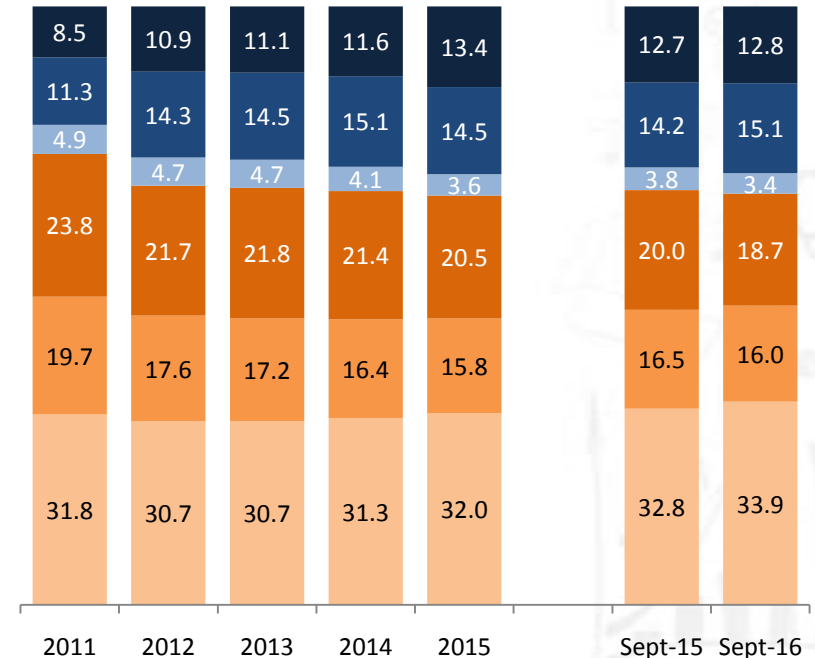
✓ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

# 5 Years Data...

## Loan Outstanding (IDR Trillion)



## Loan Composition (%)



## Loan Quality

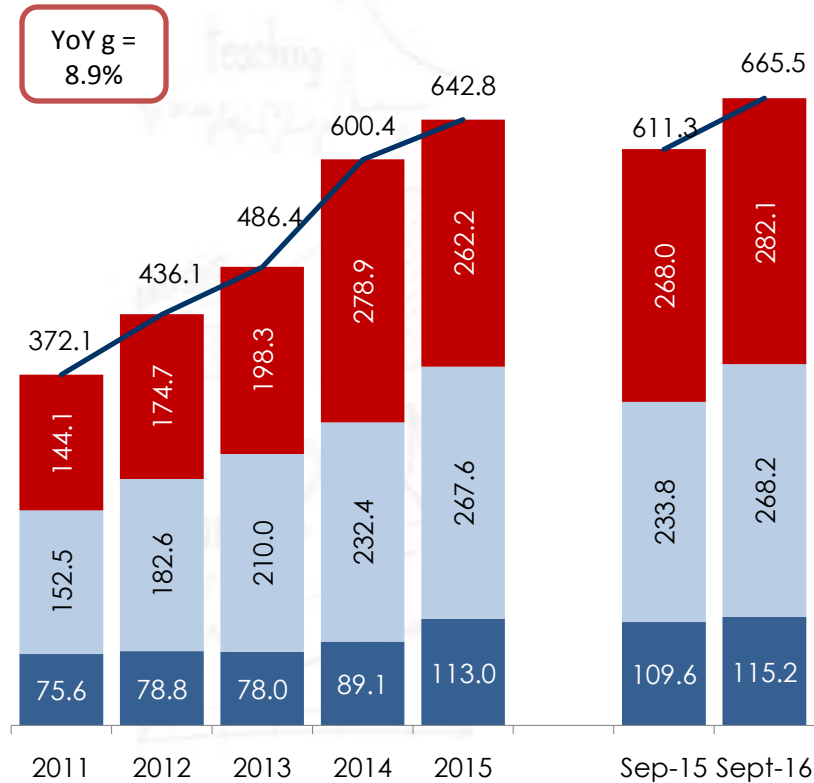
NPL (%)	2011	2012	2013	2014	2015	Sep-15	Sep-16
Micro	1.19	1.09	1.04	1.12	1.13	1.44	1.34
Consumer	1.53	1.60	1.40	1.21	1.30	1.61	1.53
Small Commercial	4.53	3.75	3.13	3.21	2.90	3.87	3.66
Medium	7.11	5.09	4.38	5.91	5.82	7.26	6.52
Corporate Non-SoE	2.24	1.00	0.87	1.78	4.78	3.62	4.78
SoE	-	-	-	-	-	-	-
<b>Total NPL</b>	<b>2.30</b>	<b>1.78</b>	<b>1.55</b>	<b>1.69</b>	<b>2.02</b>	<b>2.24</b>	<b>2.22</b>

Note: Numbers stated in this presentation are bank only

# 5 Years Data...

## Deposits: Trend

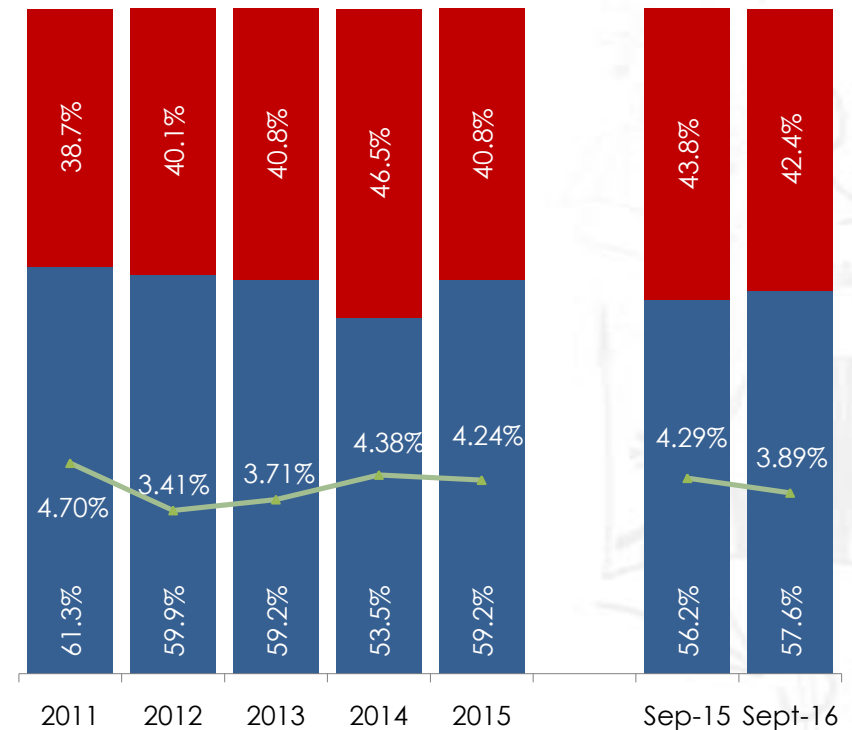
(IDR Trillion)



Time Deposit Saving Demand Deposit TOTAL

## Deposits Composition, COF & BI Rate

(%)



High Cost Low Cost COF

**PT BANK RAKYAT INDONESIA (Persero) Tbk.**  
**Investor Relations**  
**20<sup>th</sup> floor BRI I Building**  
**Jl Jendral Sudirman Kav 44-46 Jakarta 10210**  
**Indonesia**

**Phone : 62 21 5752006/09, 5751952/79**  
**Fax. : 62 21 5752010**  
**Website : [www.ir-bri.com](http://www.ir-bri.com)**  
**E-mail : [ir@bri.co.id](mailto:ir@bri.co.id)**

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