

1H'2017 - Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk

Financial Updates (<i>consolidated</i>)	4
Financial Update	
1. Financial Highlight	8
2. Balance Sheet	9
3. Loan – Mix and Growth	10
4. Loan – Asset Quality	11
5. Deposits – Mix and Growth	13
6. Income Statement	14
Business Updates:	
1. Micro Banking	18
2. Small Commercial and Medium Loans	21
3. Consumer Loans	23
4. SoE and Corporate Loans	25
5. Non Interest Income	27
Key Take Aways	29
Target	31
Others	33



BRI (Consolidated)

Financial Highlights (Consolidated)

	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	Δ yoy	Δ QoQ
Asset/Liabilities								
Total Assets (IDR Billion)	864,939	907,843	931,693	1,003,644	996,000	1,027,338	13.2%	3.1%
Total Loans (Gross) (IDR Billion)	584,276	615,576	630,902	663,420	681,269	687,944	11.8%	1.0%
Total Deposits (IDR Billion)	658,736	683,739	694,843	754,526	733,955	768,044	12.3%	4.6%
Asset Quality								
NPL (gross)	2.29%	2.39%	2.31%	2.13%	2.26%	2.34%		
Liquidity								
LDR	88.70%	90.03%	90.80%	87.93%	92.82%	89.57%		
CASA	55.18%	55.63%	56.13%	59.09%	55.17%	56.09%		
Profitability								
Net Profit (IDR Billion)	6,252	12,182	18,975	26,228	6,660	13,448	10.4%	1.9%
Subsidiaries Profit Contribution	1.84%	1.11%	1.86%	1.81%	2.77%	2.33%		
NIM	7.84%	8.09%	8.06%	7.94%	7.83%	8.06%		
ROE Tier 1	26.73%	23.62%	22.26%	21.82%	19.45%	19.23%		
ROA before tax	3.58%	3.51%	3.45%	3.67%	3.26%	3.21%		
Cost Efficiency Ratio (CER)	42.15%	43.51%	43.35%	42.75%	39.13%	41.43%		
Operating Expense to Operating Income	72.33%	72.65%	73.51%	70.33%	72.80%	73.62%		
Capital								
Tier1 CAR	15.84%	18.21%	20.48%	21.54%	19.62%	20.35%		
Total CAR	19.38%	21.65%	21.46%	22.69%	20.73%	21.47%		

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

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

√ NPL (nett) is after provision for impaired loan

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense

Balance Sheet (Consolidated)

Description	IDR Billion							
	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	g (YoY)	g (QoQ)
Total Assets	864,939	907,843	931,693	1,003,644	996,000	1,027,338	13.16%	3.15%
- Gross Loans	584,276	615,576	630,902	663,420	681,269	687,944	11.76%	0.98%
- Government Bonds (Recap)	3,818	3,817	3,818	3,318	3,318	3,318	-13.07%	0.00%
- Other Earnings Assets	202,321	186,874	202,771	237,338	214,311	220,541	18.02%	2.91%
Total Earning Assets	790,414	806,267	837,490	904,077	898,899	911,803	13.09%	1.44%
Earning Assets Provision	(19,176)	(21,207)	(23,165)	(22,807)	(26,528)	(29,823)	40.63%	12.42%
Total Earning Assets (nett)	771,238	785,059	814,325	881,270	872,371	881,980	12.35%	1.10%
Total Non Earning Assets	93,700	122,784	117,368	122,375	123,629	145,358	18.39%	17.58%
Total Liabilities & S.E	864,939	907,843	931,693	1,003,644	996,000	1,027,338	13.16%	3.15%
Total Customer Deposits	658,736	683,739	694,843	754,526	733,955	768,044	12.33%	4.64%
- Demand Deposits	109,646	111,246	116,587	142,547	114,582	130,634	17.43%	14.01%
- Saving Deposits	253,877	269,117	273,425	303,270	290,321	300,142	11.53%	3.38%
- Time and Certificate Deposits	295,213	303,377	304,832	308,709	329,051	337,268	11.17%	2.50%
Other Interest Bearing Liabilities	55,850	62,550	65,108	70,349	70,583	71,819	14.82%	1.75%
Non Interest Bearing Liabilities	37,523	27,890	30,801	31,956	47,360	36,788	31.80%	-22.32%
Tier I Capital	93,546	112,790	134,621	139,786	136,924	142,786	26.62%	4.28%
Total Shareholder's Equity	112,830	133,664	140,941	146,813	144,102	150,686	12.76%	4.57%

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

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

Income Statement (*consolidated*)

Description	IDR Billion						
	2016	1H'16	1H'17	g (YoY)	1Q'17	2Q'17	g (QoQ)
Interest Income	94,788	46,749	50,668	8.38%	24,655	26,013	5.51%
Interest Expense	(28,577)	(14,406)	(14,309)	-0.67%	(7,124)	(7,185)	0.85%
Net Interest Income	66,211	32,343	36,359	12.41%	17,531	18,828	7.40%
Net Premium Income	64	(45)	120	366.81%	64	56	-13.03%
Fee & Other Opr. Income	17,218	8,797	9,365	6.46%	4,026	5,339	32.59%
Gross Operating Income	83,493	41,095	45,843	11.55%	21,621	24,222	12.03%
Operating Expenses	(35,736)	(18,011)	(18,800)	4.38%	(8,367)	(10,433)	24.69%
Pre Provision Operating Profit	47,757	23,085	27,043	17.15%	13,254	13,789	4.04%
Provision	(13,791)	(7,559)	(10,869)	43.78%	(5,284)	(5,585)	5.68%
Non Operating Income (Net)	9	53	84	59.90%	144	(60)	-141.58%
Profit Before Tax n Minor. Int.	33,976	15,578	16,258	4.37%	8,114	8,145	0.38%
Net Profit	26,228	12,182	13,448	10.39%	6,660	6,789	1.94%
EPS *)	1,063.2	988	1090	10.39%	1,079.8	1,100.8	1.94%

*) Annualized



BRI (Bank Only)

Financial Highlights

	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	Δ yoy
Asset/Liabilities							
Total Assets (IDR Billion)	832,092	872,970	894,360	964,001	954,176	983,518	12.7%
Total Loans (Gross) (IDR Billion)	561,098	590,691	603,461	635,291	653,093	658,864	11.5%
Total Deposits (IDR Billion)	631,781	656,122	665,529	723,845	701,170	734,071	11.9%
Asset Quality							
NPL (gross)	2.22%	2.31%	2.22%	2.03%	2.16%	2.23%	
NPL (nett)	1.35%	1.43%	1.18%	1.09%	1.22%	1.16%	
Liquidity							
LDR	88.81%	90.03%	90.68%	87.77%	93.15%	89.76%	
CASA	56.54%	56.89%	57.61%	60.57%	56.63%	57.62%	
Profitability							
Net Profit (IDR Billion)	6,137	12,047	18,623	25,753	6,475	13,135	9.0%
NIM	7.92%	8.26%	8.24%	8.10%	7.91%	8.12%	
ROE Tier 1	26.55%	25.24%	23.97%	23.08%	18.77%	19.12%	
ROE B/S	21.44%	20.51%	20.00%	19.98%	17.65%	17.94%	
ROA before tax	3.65%	3.68%	3.59%	3.84%	3.34%	3.31%	
Cost of Fund (CoF)	3.98%	3.96%	3.89%	3.83%	3.74%	3.43%	
Cost Efficiency Ratio (CER)	41.07%	42.67%	42.63%	41.84%	38.20%	40.53%	
Operating Expense to Operating Income	71.11%	71.37%	71.56%	68.93%	71.73%	72.55%	
Capital							
Tier1 CAR	15.84%	18.56%	20.88%	21.91%	19.88%	20.68%	
Total CAR	19.49%	22.10%	21.88%	22.91%	20.86%	21.67%	

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

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

√ NPL (nett) is after provision for impaired loan

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense

Balance Sheet

(IDR Billion)

Description	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	g(YoY)	g(QoQ)
Total Assets	832,092	872,970	894,360	964,001	954,176	983,518	12.7%	3.1%
- Gross Loans	561,098	590,691	603,461	635,291	653,093	658,864	11.5%	0.9%
- Government Bonds (Recap)	3,818	3,817	3,818	3,318	3,318	3,318	-13.1%	0.0%
- Other Earnings Assets	195,829	180,245	196,168	230,252	205,194	211,017	17.1%	2.8%
Total Earning Assets	760,744	774,753	803,447	868,862	861,604	873,199	12.7%	1.3%
Earning Assets Provision	(18,657)	(20,567)	(22,326)	(21,944)	(25,573)	(28,860)	40.3%	12.9%
Total Earning Assets (nett)	742,087	754,186	781,121	846,918	836,031	844,339	12.0%	1.0%
Total Non Earning Assets	90,004	118,784	113,239	117,083	118,145	139,179	17.2%	17.8%
Total Liabilities & S.E	832,092	872,970	894,360	964,001	954,176	983,518	12.7%	3.1%
Total Customer Deposits	631,781	656,122	665,529	723,845	701,170	734,071	11.9%	4.7%
- Demand Deposits	108,150	109,202	115,204	140,764	112,521	128,716	17.9%	14.4%
- Savings	249,037	264,054	268,186	297,649	284,519	294,242	11.4%	3.4%
- Time Deposits	274,593	282,866	282,139	285,432	304,129	311,113	10.0%	2.3%
Other Interest Bearing Liabilities	55,725	61,441	63,645	68,659	69,465	70,489	14.7%	1.5%
Non Interest Bearing Liabilities	32,673	22,755	25,430	26,038	41,094	30,063	32.1%	-26.8%
Tier I Capital	89,915	110,333	132,066	136,670	133,637	139,489	26.4%	4.4%
Total Shareholder's Equity	111,913	132,652	139,755	145,458	142,447	148,896	12.3%	4.5%
Book Value per Shares	4,536.57	5,377.23	5,665.16	5,896.34	5,774.31	6,036.85	12.3%	4.5%

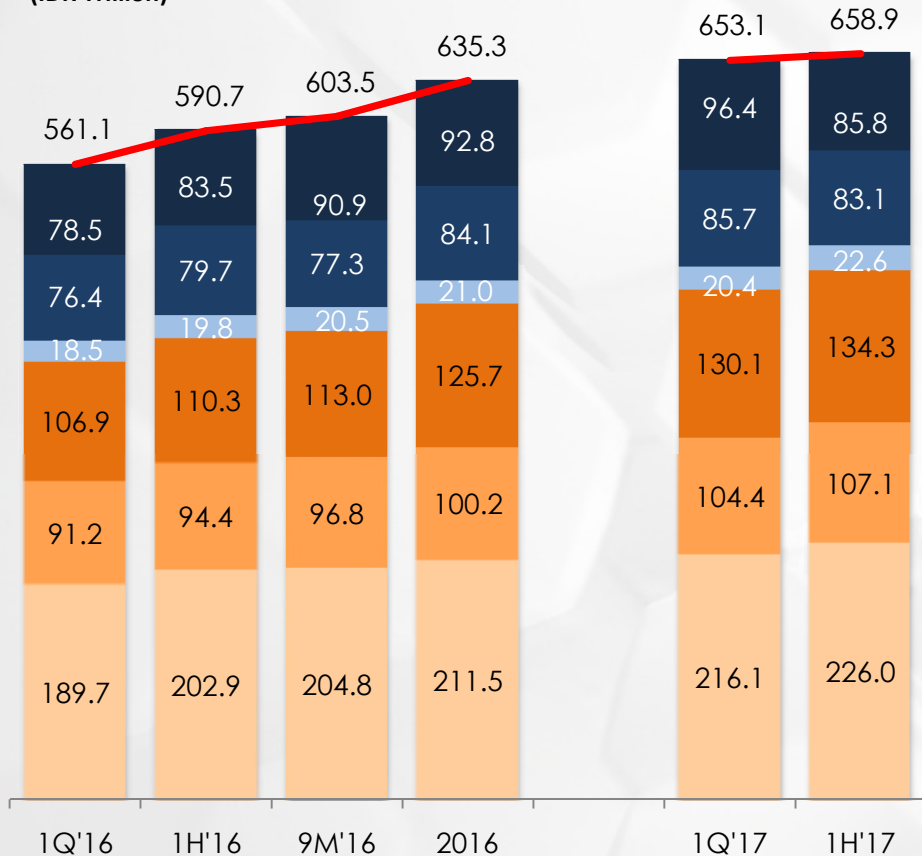
√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

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

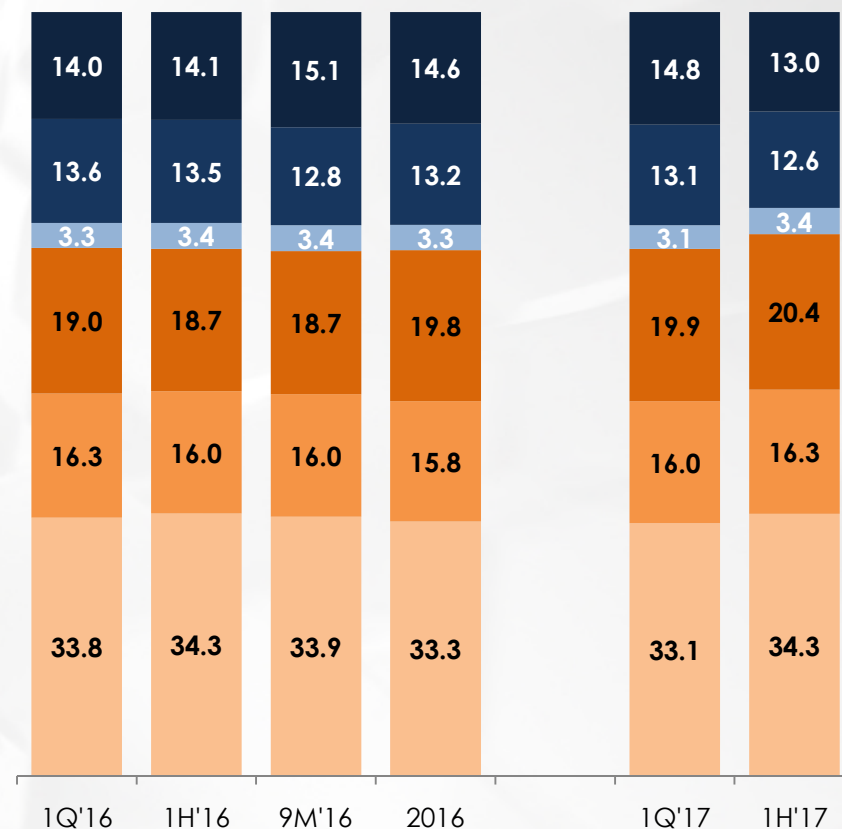
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth (%)	11.4	13.4	21.7	14.0	4.3	2.7	11.5
(Rp)	23.1	12.7	24.0	2.8	3.4	2.3	68.2

Loan – Asset Quality

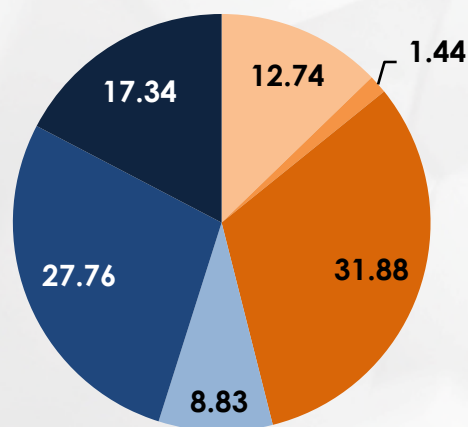
Non Performing Loan – gross by segment (%)

NPL (%)	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17
Micro	1.54	1.49	1.34	0.99	1.35	1.48
Consumer	1.48	1.53	1.53	1.18	1.37	1.37
Small Com	3.78	3.78	3.66	2.70	3.91	3.69
Medium	6.68	6.45	6.52	7.13	7.34	7.02
Corp. Non-SoE	3.78	4.67	4.78	5.61	3.69	3.44
SoE	-	-	-	-	-	0.55
Total NPL	2.22	2.31	2.22	2.03	2.16	2.23

Restructured Loan by Segment (%)

Total Restructured loan in Q2'17 Rp39.4T

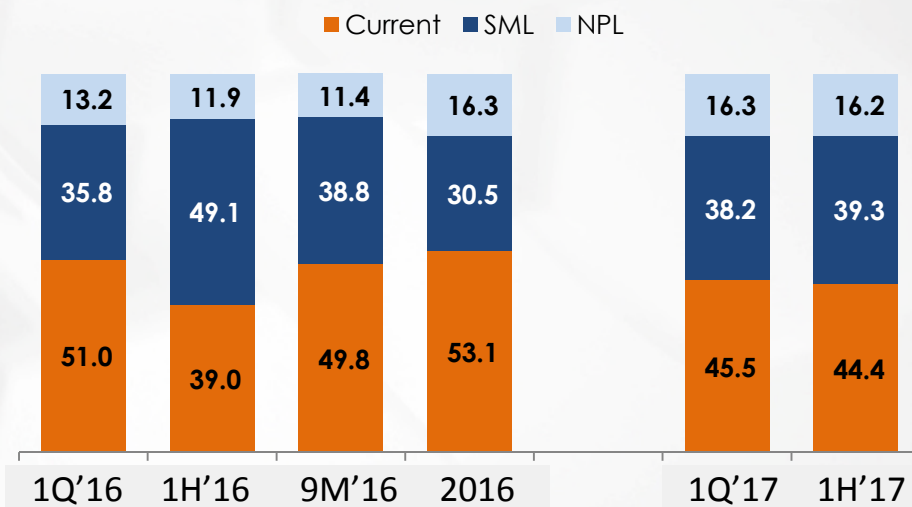
Micro Consumer Small Commercial Medium Corporate Non-SoE SoE



Special Mention – by segment (%)

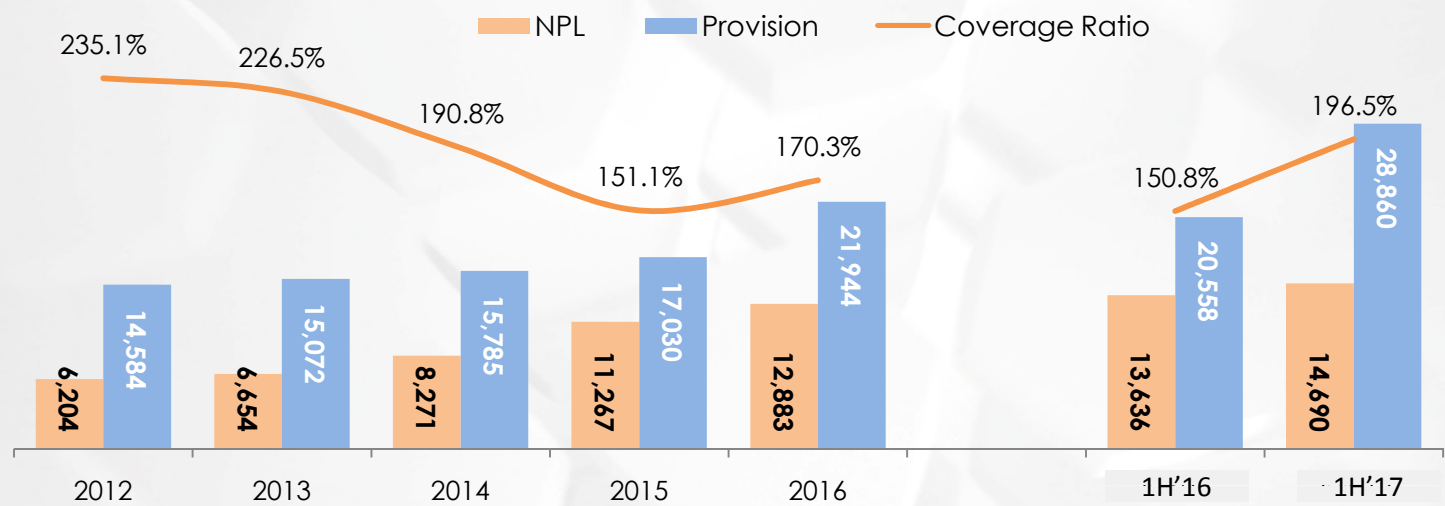
SML (%)	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17
Micro	7.07	6.45	5.78	4.45	5.80	6.38
Consumer	4.98	4.15	4.00	3.04	4.23	3.85
Small Com	8.82	9.06	8.67	6.05	8.49	8.23
Medium	9.67	8.80	8.56	5.10	7.26	6.03
Corp. Non-SoE	5.23	9.66	5.67	3.59	5.29	9.91
SoE	3.69	3.50	3.20	3.30	3.24	2.35
Total SML	6.43	6.67	5.73	4.28	5.41	6.25

Restructured Loan Composition by Quality (%)



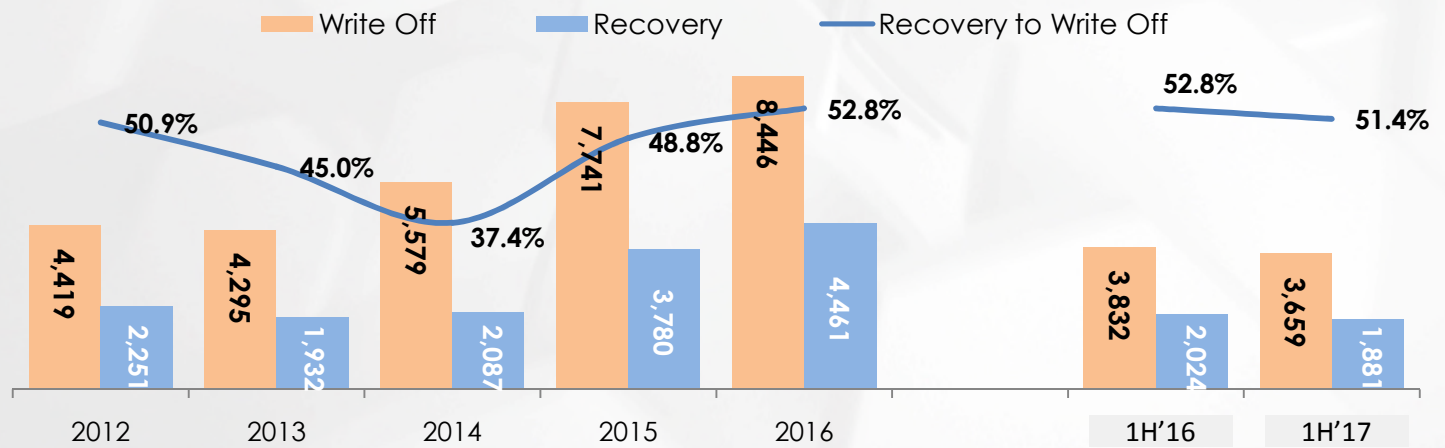
Loan – NPL Coverage Ratio and Write Off

NPL Coverage Ratio



Recovery Rate (%)

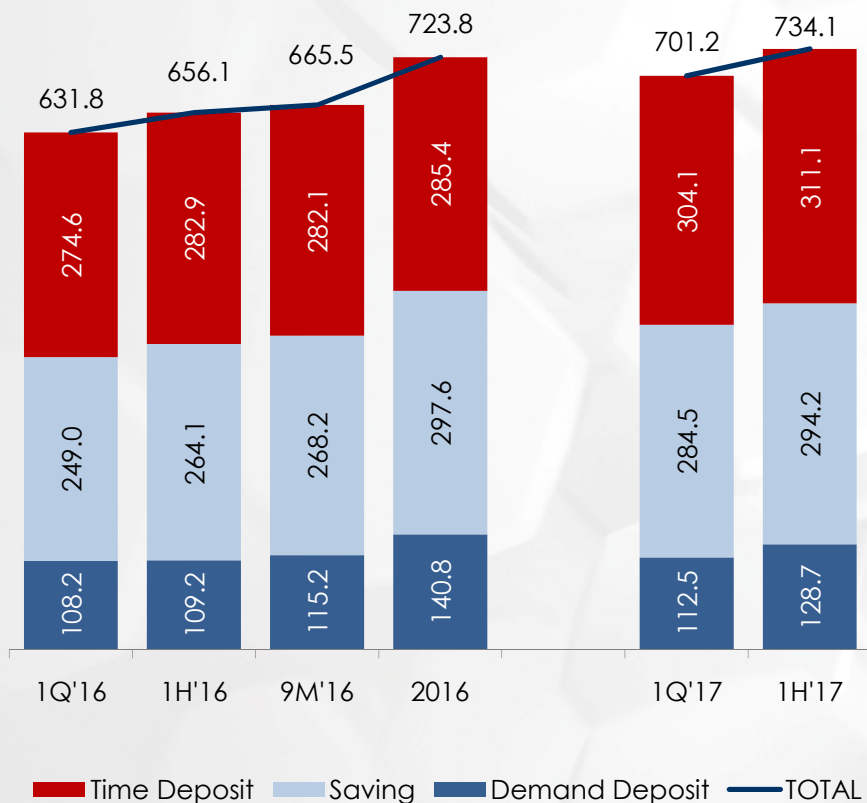
* Since 2015 Recovery includes KUR claim payment



Deposits – Mix and Growth

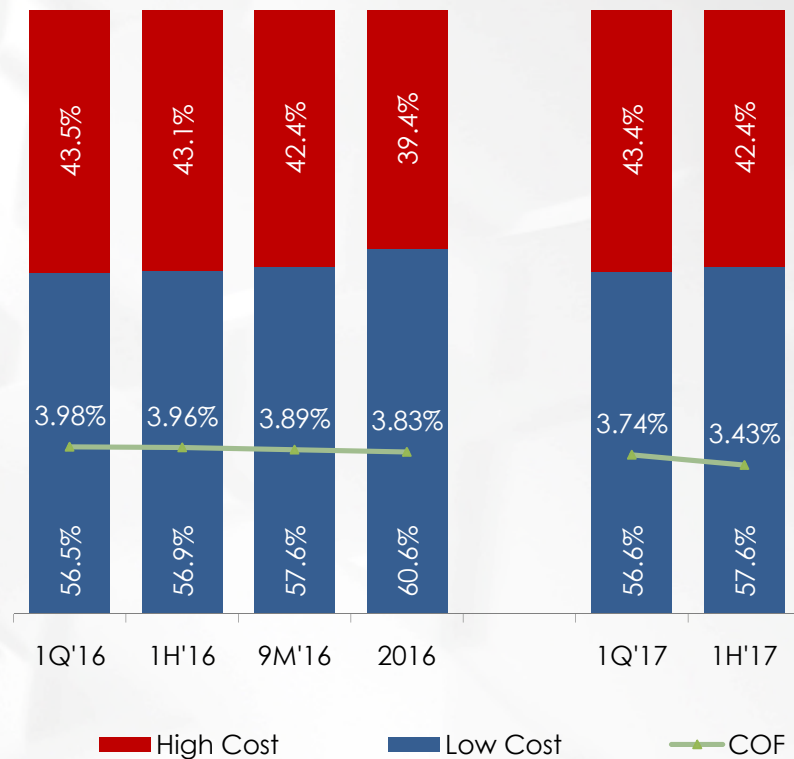
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



Income Statement

(IDR Billion)

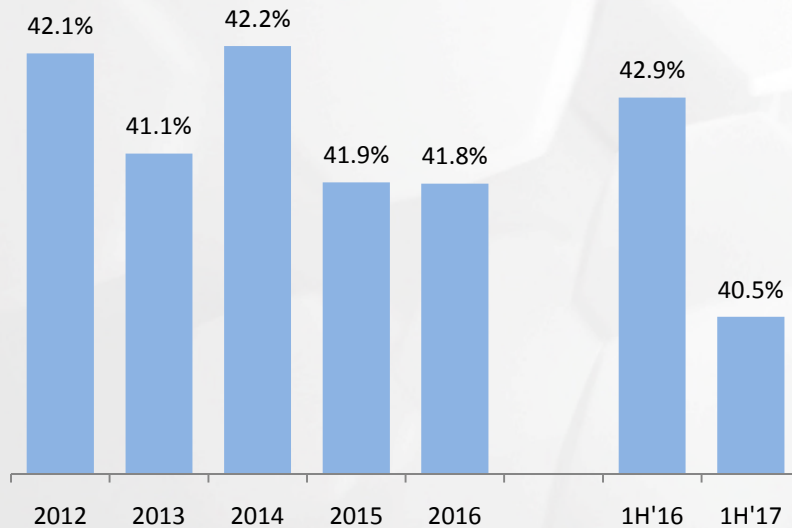
Description	2016	1H'16	1H17	g(YoY)	1Q'17	2Q'17	g(QoQ)
Interest Income	90,808	45,009	48,436	7.6%	23,559	24,877	5.6%
Interest from Loans	80,957	39,796	43,279	8.8%	20,890	22,388	7.2%
Int. from Other Earning Assets	9,851	5,213	5,157	-1.1%	2,669	2,488	-6.8%
Interest Expense	(26,920)	(13,638)	(13,318)	-2.4%	(6,645)	(6,672)	0.4%
Net Interest Income	63,888	31,371	35,118	11.9%	16,914	18,205	7.6%
Fee & Other Opr. Income	16,679	8,344	9,101	9.1%	3,890	5,211	34.0%
Fees and Commissions	9,210	4,142	4,930	19.0%	2,544	2,387	-6.2%
Recovery	4,461	2,024	1,881	-7.1%	912	969	6.2%
Gain Fr Value Increase of Securities and Govt. Recap Bonds	374	211	377	78.7%	112	265	136.4%
Gain fr unrealized change fair value and Govt. Recap Bonds	-	9	8	-13.7%	8	0	-94.1%
Gain fr Forex	-	-	-	-	22	-	-
Others	2,634	1,957	1,905	-2.66%	293	1,612	450.2%
Gross Operating Income	80,567	39,714	44,220	11.3%	20,804	23,416	12.6%
Operating Expenses	(33,821)	(17,106)	(17,810)	4.1%	(7,893)	(9,917)	25.6%
Pre Provision Operating Profit	46,746	22,608	26,410	16.8%	12,911	13,499	4.6%
Provision	(13,320)	(7,339)	(10,609)	44.5%	(5,151)	(5,458)	6.0%
Non Operating Income (Net)	15	110	86	-22.2%	142	(56)	-139.4%
Profit Before Tax n Minor. Int.	33,442	15,379	15,886	3.3%	7,902	7,985	1.1%
Net Profit	25,753	12,047	13,135	9.0%	6,475	6,660	2.9%
EPS*	1,044.0	976.7	1,064.9	9.0%	1,049.9	15.0	2.9%

*) Annualized

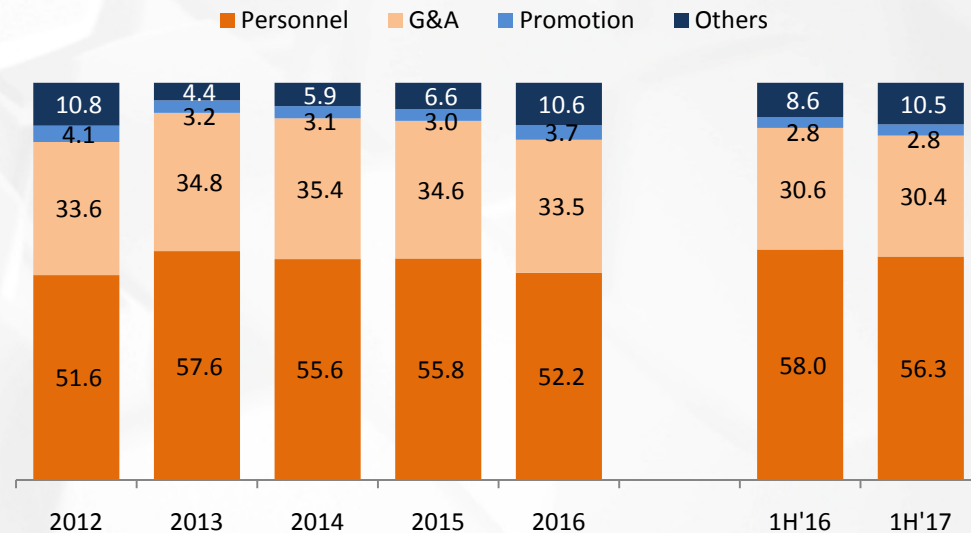
Operating Expenses

Other Operating Expenses	2016	1H'16	1H'17	g(YoY)	1Q'17	2Q'17	g(QoQ)
Personnel	17,648	9,928	10,025	1.0%	4,337	5,688	31.1%
General and Administration	11,325	5,234	5,420	3.6%	2,578	2,843	10.3%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-				
Losses from forex transaction	272	253	41	-84.0%	-	41	n.a
Promotion	1,265	475	497	4.7%	205	292	42.1%
Others	3,312	1,215	1,827	50.3%	772	1,054	36.5%
Total Opr. Expenses	33,821	17,106	17,810	4.1%	7,893	9,917	25.6%

Cost Efficiency Ratio (CER)



OPEX Composition (%)



Financial Ratios

Description	Q1'16	1H'16	9M'16	2016	1Q'17	1H'17
Cost of Fund (COF)	3.98%	3.96%	3.89%	3.83%	3.74%	3.43%
Loan to Deposit Ratio	88.81%	90.03%	90.68%	87.77%	93.15%	89.76%
Net Interest Margin (NIM)	7,92%	8,26%	8,24%	8,10%	7,91%	8.12%
NPL ratio - Gross	2.22%	2.31%	2.22%	2.03%	2.16%	2.23%
NPL ratio - Nett	1.35%	1.43%	1.18%	1.09%	1.22%	1.16%
Earning Asset Provision	2.54%	2.75%	2.89%	2.75%	3.11%	3.47%
Opr. Expense to Opr. Income	71.11%	71.37%	71.56%	68.93%	71.73%	72.55%
Cost Efficiency Ratio (CER)	41.07%	42,67%	42.63%	41.84%	38.20%	40.53%
Tier I CAR	15.84%	18.56%	20.88%	21.91%	19.88%	20.68%
Total CAR	19.49%	22.10%	21.88%	22.91%	20.86%	21.67%
Return on Assets (ROA) - b.t	3.65%	3.68%	3.59%	3.84%	3.34%	3.31%
Return on Assets (ROA) - a.t	2.95%	2.88%	2.92%	2.96%	2.73%	2.74%
Return on Equity (ROE) - Tier I	26.55%	25.24%	23.97%	23.08%	18.77%	19.12%
Return on Equity (ROE) - B/S	21.44%	20.51%	20.00%	19.98%	17.65%	17.94%
Primary Reserve Requirement (IDR)	6.52%	6.54%	6.64%	6.94%	6.59%	6.59%
Net Open Position	5.13%	3.29%	10.56%	6.67%	6.87%	7.59%
CASA	56.54%	56.89%	57.61%	60.57%	56.63%	57.62%

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3 T

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

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense



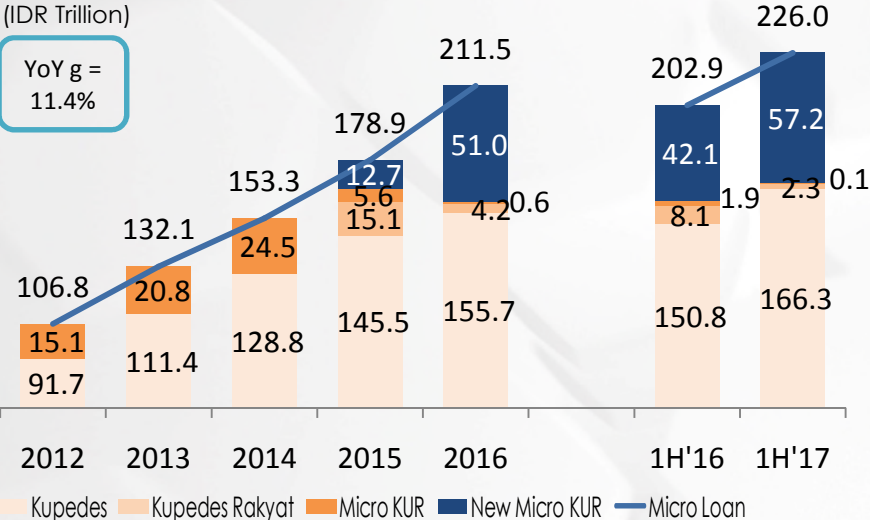
Business Updates



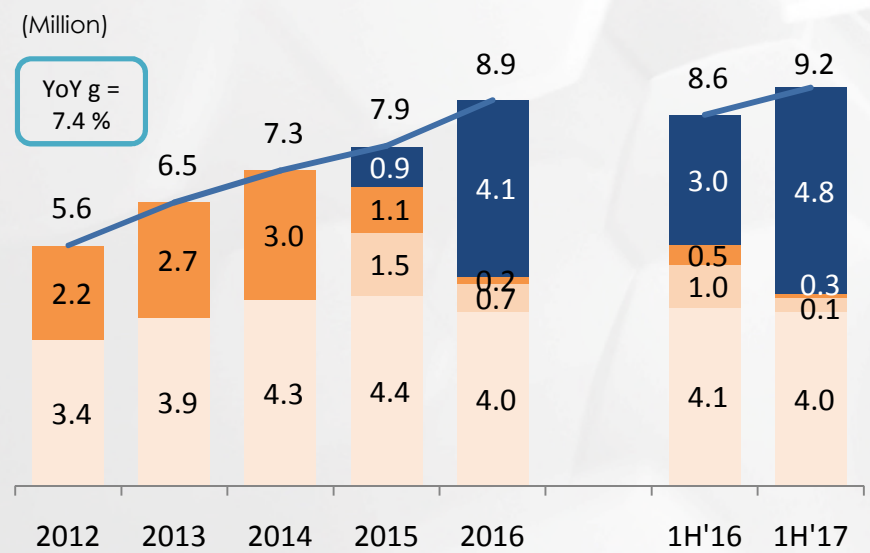
Micro Banking

Micro Banking – Loan and Deposit

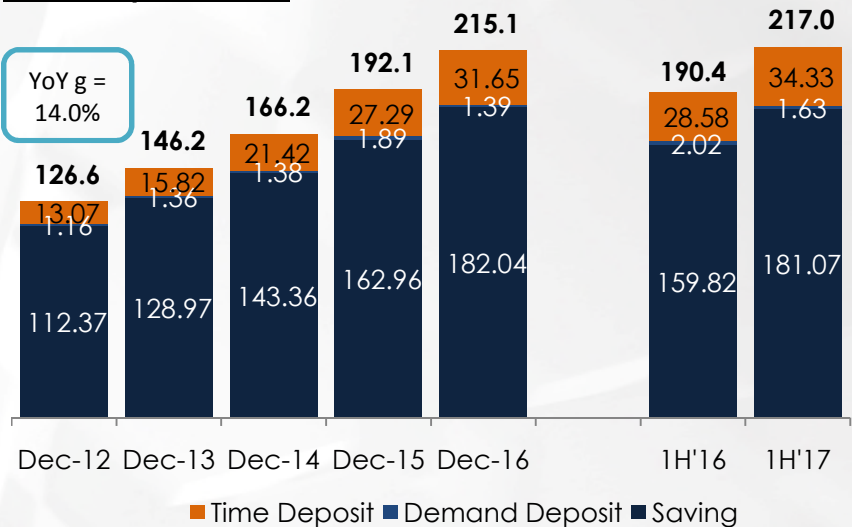
Micro Loans



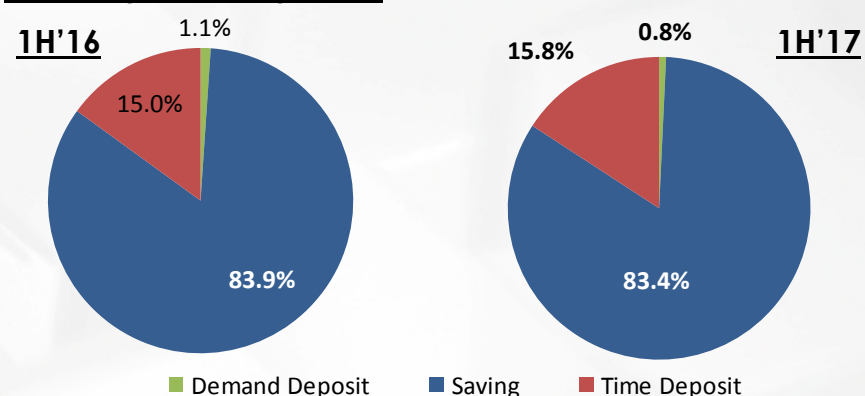
Micro Borrowers



Micro Deposits - Mix



Micro Deposits Composition



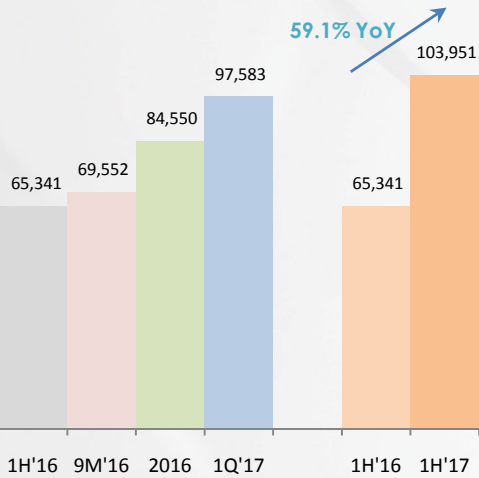
NPL – Micro Loans (%)

2012	2013	2014	2015	2016	1H16	1H'17
1.09	1.04	1.12	1.13	0.99	1.49	1.48

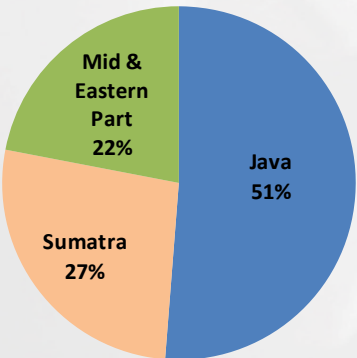
BRILink – create business, reach the un-banked

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

of Agent

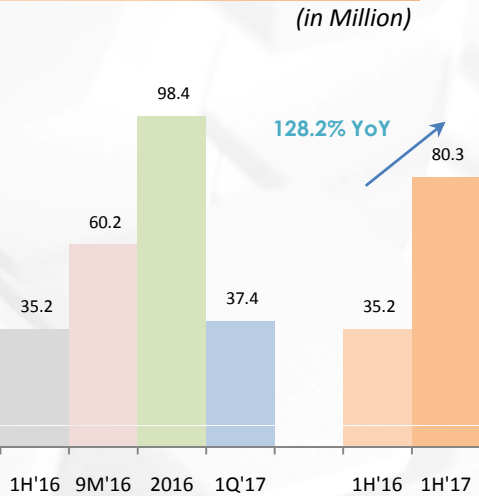


of Agent - Distribution

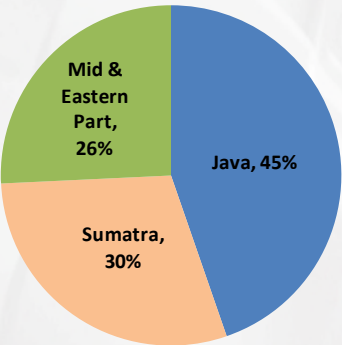


In Jun'17, Java (51%) dominates the Agent distribution

of Transaction

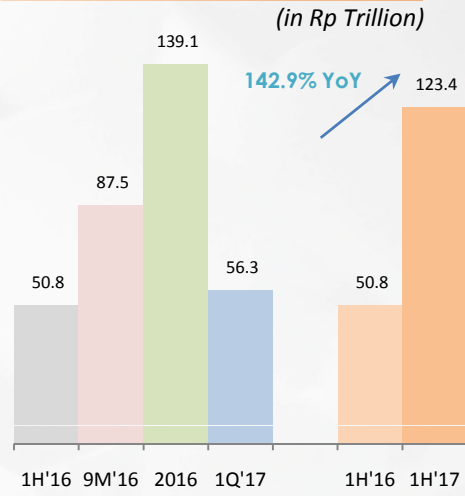


of Transaction - Distribution

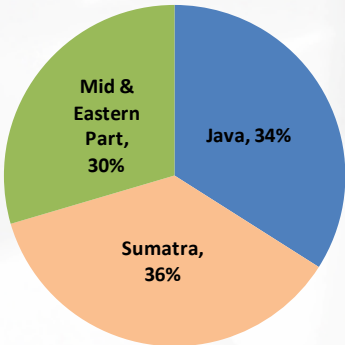


In line with the Agent distribution, Java dominates the total BRILink transaction

Transaction Volume



Transaction Volume - Distribution



However, Sumatra with 36%, dominates the transaction volume

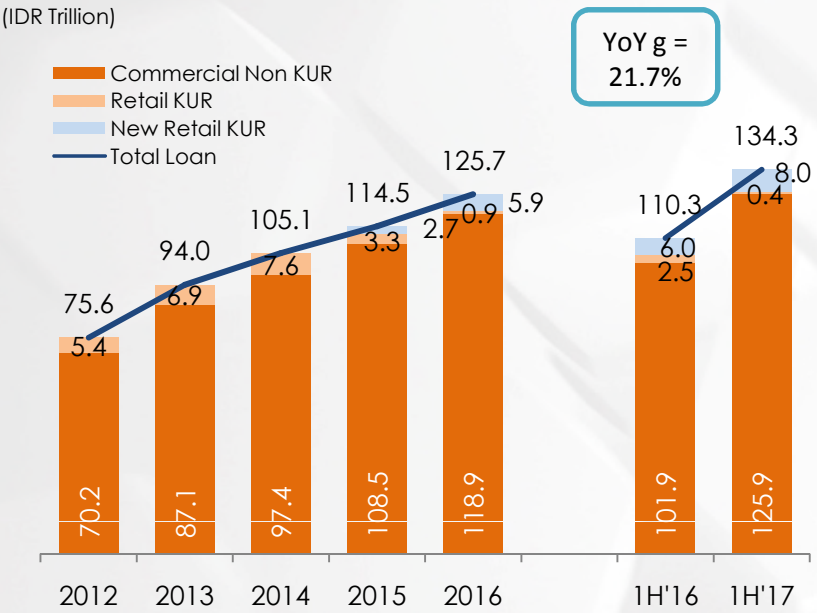




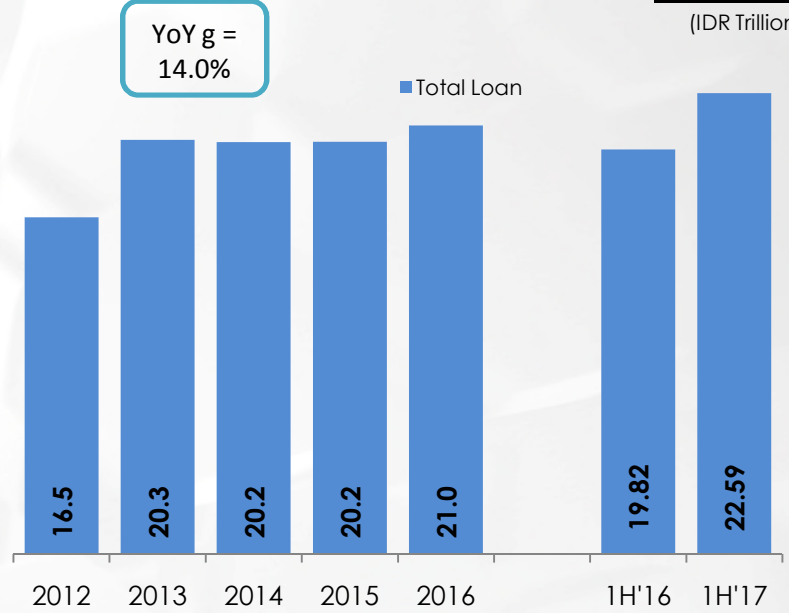
Small Commercial & Medium Loans

Small Commercial & Medium Loans

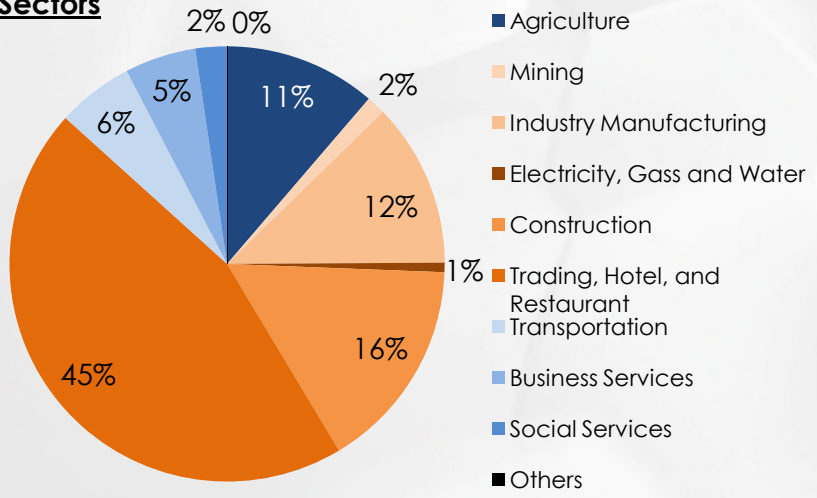
Small Commercial



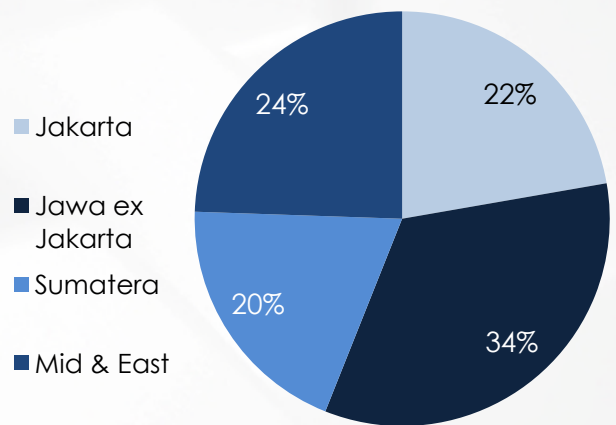
Medium



By Sectors



By Region





Consumer Loans

Outstanding

(IDR Trillion)

Consumer Loan	2012	2013	2014	2015	2016	1H'16	1H'17	YoY Growth	Composition
Salary Based	49.0	57.5	62.4	69.5	78.2	74.8	82.7	10.6%	77.2%
Mortgage	8.9	11.9	14.4	15.7	18.2	16.2	20.4	26.0%	19.0%
Vehicle Loan	1.6	2.8	2.2	1.6	2.2	1.9	2.3	21.8%	2.2%
Card and Others	1.9	1.7	1.6	1.6	1.6	1.6	1.7	8.4%	1.6%
Total	61.5	73.9	80.6	88.5	100.2	94.4	107.1	13.4%	100%

NPL

Consumer Loan	2012	2013	2014	2015	2016	1H'16	1H'17
Salary Based	0.9%	1.0%	1.0%	1.0%	0.8%	1.0%	0.9%
Mortgage	4.4%	3.1%	2.0%	2.5%	2.6%	3.7%	3.0%
Vehicle Loan	0.6%	0.5%	0.8%	1.2%	0.6%	0.6%	0.8%
Card and Others	6.1%	6.5%	4.1%	4.7%	4.1%	5.7%	4.0%
Total	1.6%	1.4%	1.2%	1.3%	1.2%	1.5%	1.4%

Consumer loan grew 13.4% Yoy with salary based loan being the largest contributor at 77.2%.



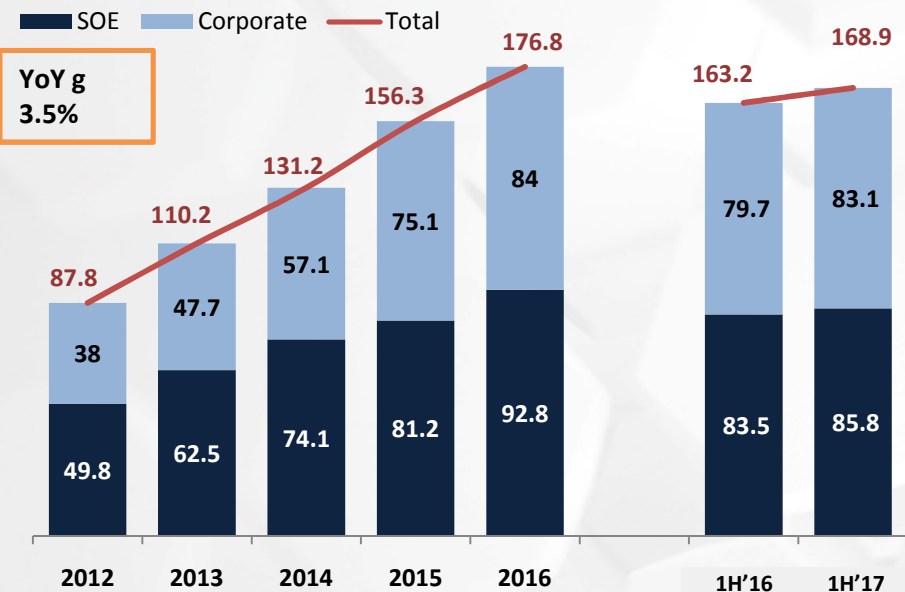


SoE & Corporate Loans

SOE & Corporate Loan

Loan Outstanding – Trend

(IDR Trillion)



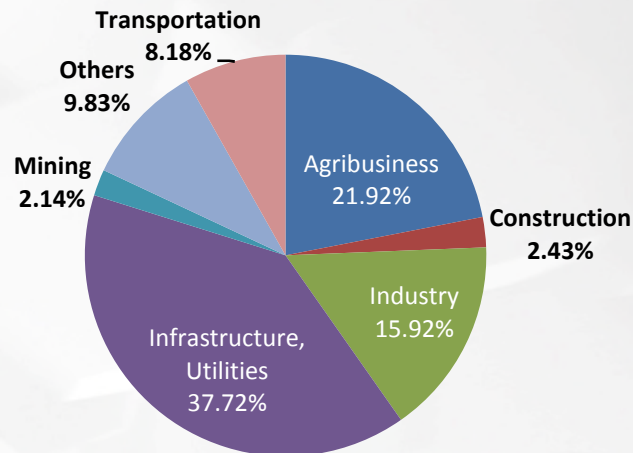
NPL – Trend

(%)

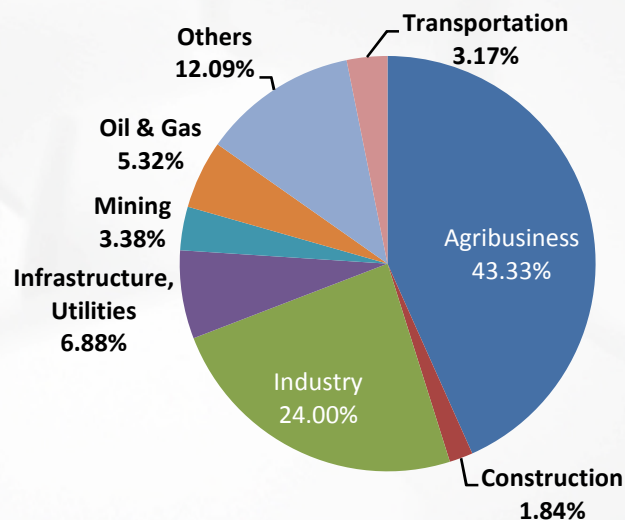
NPL - Trend	2012	2013	2014	2015	2016	1H' 16	1H' 17
Corporate	1.00%	0.87%	1.78%	4.78%	5.61%	4.67%	3.44%
SOE	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.55%
Total	0.47%	0.38%	0.77%	2.30%	2.66%	2.28%	1.97%

By Business Segment

SOE Loans



Corporate Loans



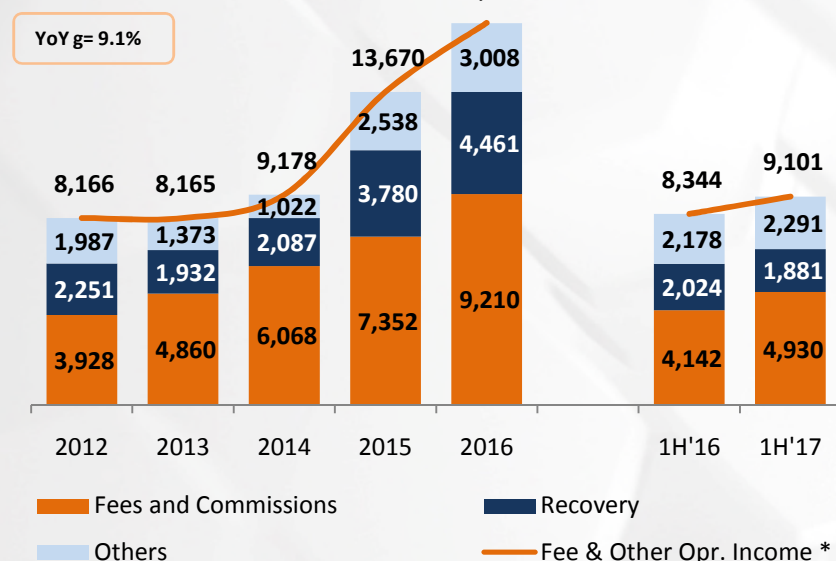


Non Interest Income

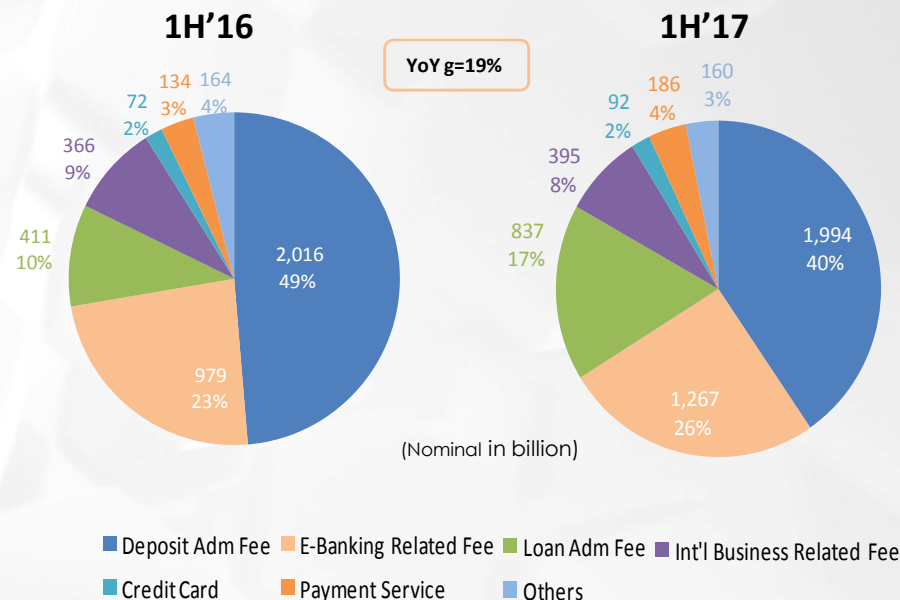
Non Interest Income

Non Interest Income

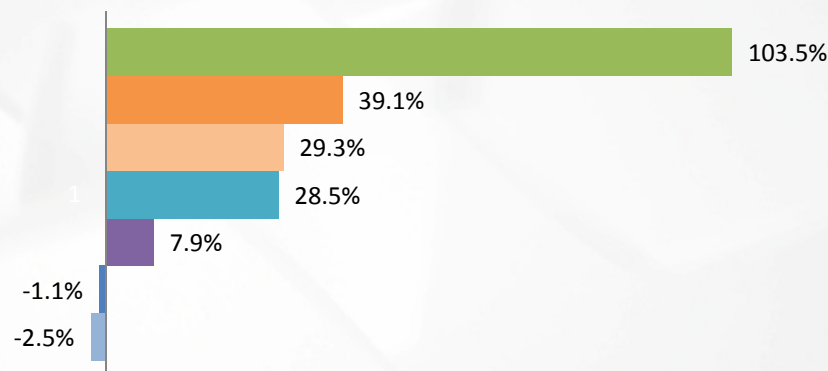
(IDR Trillion)



Fee Based Income – Composition



Growth (YoY)



- Fee based income grew at 19% (yoy) and currently FBI to Total Income reach 8.6%
- Loan Admin Fee increased 103.5% (YoY), raising it's portion from 9.9% to 17.0% of the total Fee Based Income.
- Payment Service Fee increased 39.1% (YoY), raising it's portion from 3.2% to 3.8% of the total Fee Based Income.
- E-banking Related Fee increased 29.3% (YoY), raising it's portion from 23.6% to 25.7% of the total Fee Based Income.



Key Take Aways

Key Take Aways

- Improving loan mix towards MSME supported by growth in Micro and Small Commercial.
- Stable loan quality reflected in NPL of 2.23%.
- Higher than guided credit cost due to front loading strategy.



Target 2017

Previous



Revised

Loan Growth	:	12% – 14%
LDR	:	90% +/- 2%
NPL	:	2.2% - 2.4%
Credit Cost	:	2.2% - 2.4%
Coverage Ratio	:	160%-170%
NIM	:	8% - 8.2%
OPEX Growth	:	15% - 18%
CER	:	43% - 45%
Net Profit Growth	:	3% - 5%

Loan Growth	:	12% – 14%
LDR	:	90% +/- 2%
NPL	:	2.2% - 2.4%
Credit Cost	:	2.2% - 2.4%
Coverage Ratio	:	160%-170%
NIM	:	7.8% - 8.0%
OPEX Growth	:	8% - 10%
CER	:	43% - 45%
Net Profit Growth	:	5% - 7%



Others



Andrinof A. Chaniago
President Commissioner /
Independent Commis



Gatot Trihargo
Vice President Commissioner



Adhyaksa Dault
Independent Commissioner



Vincentius Sonny Loho
Commissioner



Nicolaus Teguh Budi Harjanto
Commissioner



Fuad Rahmany
Independent Commissioner



Jeffry J. Wurangian
Commissioner



Sony Keraf
Independent Commissioner



Mahmud
Independent Commissioner



Suprajarto
President Director



Sunarso
Vice President Director



Randi Anto
Director



Haru Koesmahargyo
Director



Kuswiyoto
Director



Donsuwan Simatupang
Director



Mohammad Irfan
Director



Susy Liestiowaty
Director



Priyastomo
Director



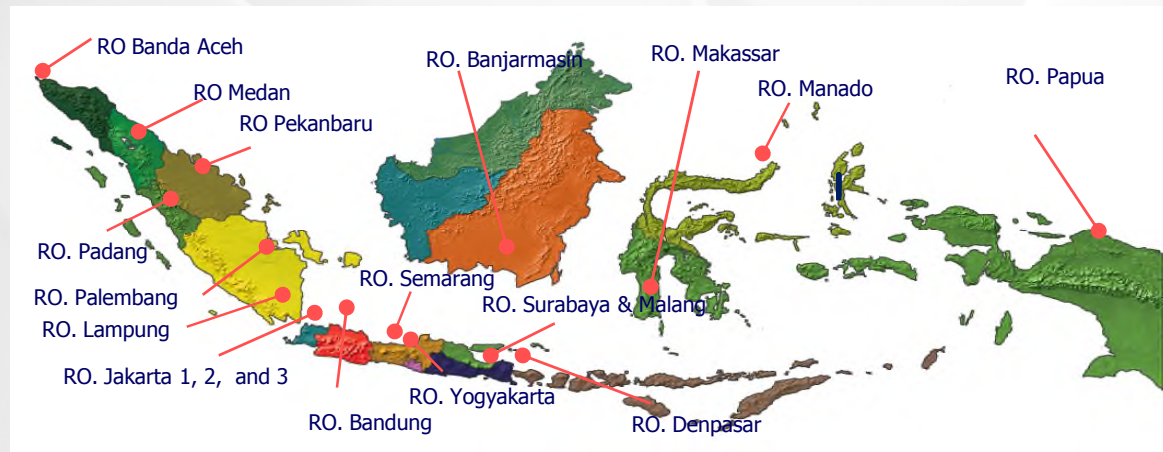
Sis Apik Wijayanto
Director



Indra Utoyo
Director

The Most Extensive and Largest Networks

Regional Office Distribution



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

Outlets	2012	2013	2014	2015	2016	Jun'16	Jun'17	YoY
Head Offices	1	1	1	1	1	1	1	-
Regional Offices	18	18	19	19	19	19	19	-
Branches	446	453	461	467	467	467	467	-
Sub Branches	545	565	584	603	609	603	609	6
BRI Units	5,000	5,144	5,293	5,360	5,380	5,362	5,380	18
Cash Offices	914	950	971	983	984	985	989	4
Teras BRI	1,778	2,206	2,457	2,543	2,545	2,555	2,553	(2)
Teras Mobile	350	465	610	636	638	636	638	2
Total	9,052	9,802	10,396	10,612	10,643	10,628	10,656	28

E-Channel	2012	2013	2014	2015	2016	Jun'16	Jun'17	YoY
ATM	14,292	18,292	20,792	22,792	24,292	23,126	24,802	1,676
EDC	44,715	85,936	131,204	187,758	257,712	210,688	254,314	43,626
CRM	92	192	392	892	1,392	892	1,392	500
E-Buzz	42	50	55	57	57	57	57	-
Total	59,141	104,470	152,443	211,499	283,453	234,763	280,565	45,802

*Total working units are including 4 overseas offices

Ratings

Fitch Ratings

- Long Term Foreign Currency IDR : **BBB-, Stable Outlook**
- Short Term Foreign Currency IDR : **F3**
- Support Rating Floor : **BBB-**
- Support Rating : **2**
- Viability Rating : **bb+**
- National Long-Term Rating : **AAA (idn), Stable Outlook**
- Rupiah Subordinated Debt : **A+ (idn)**
- Senior Unsecured Notes : **BBB-**

**Indonesia
Sovereign Ratings**

**BBB-, Positive
Outlook**

S&P Global Ratings

- Outlook : **Stable**
- Long Term Foreign Issuer Credit : **BB+**
- Long Term Local Issuer Credit : **BB+**
- Short Term Foreign Issuer Credit : **B**
- Short Term Local Issuer Credit : **B**

**Indonesia
Sovereign Ratings**

**BBB-, Positive
Outlook**

MOODY'S

- Outlook : **Positive**
- Bank Deposit : **Baa3/P-3**
- Bank Financial Strength : **D+**
- Baseline Credit Assessment : **Baa3**
- Adjusted Baseline Credit Assessment : **Baa3**
- Senior Unsecured Notes : **Baa3**

**Indonesia
Sovereign Ratings**

**Baa3, Positive
Outlook**



National Rating

: **id AAA, Stable Outlook**

Japan Credit Rating Agency

Indonesia Sovereign Ratings

BBB-, Positive Outlook

Shareholders & Stock Performance

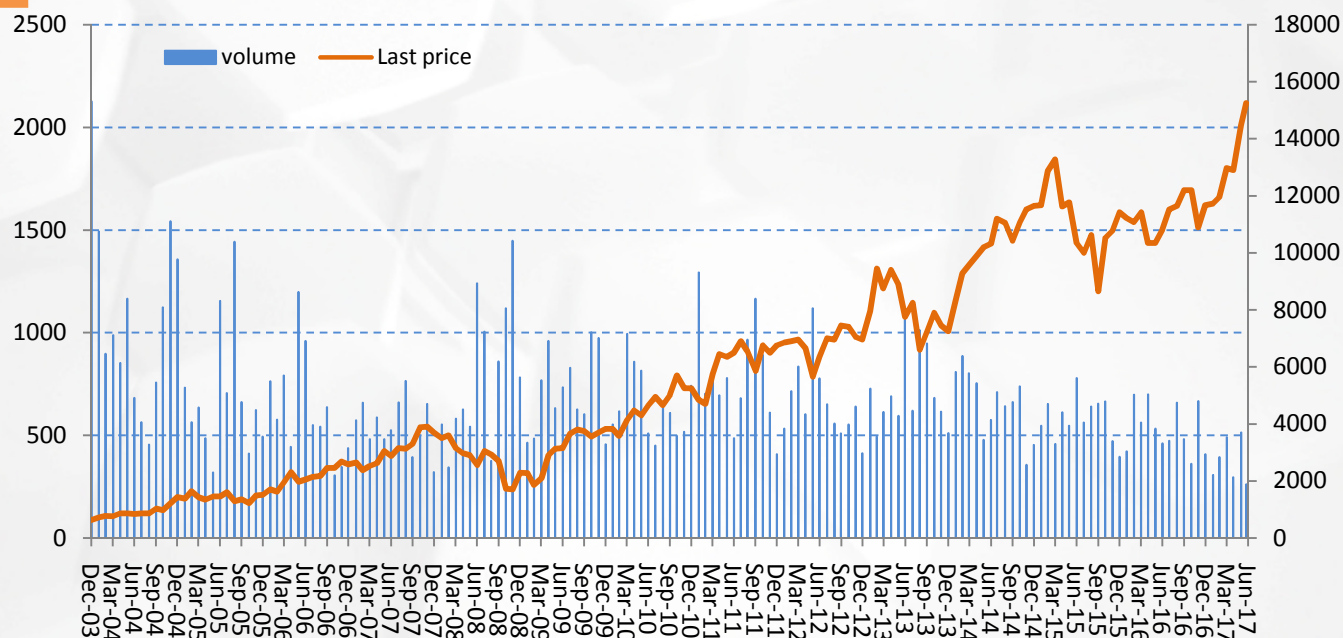
Shareholders Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	2016	1H'16	1H'17
Government	59.50%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
Public	40.50%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.06%	85.11%	83.93%	82.84%	78.94%	82.49%	78.12%	80.12%	78.36%	81.97%
Domestic *)	20.94%	14.89%	16.07%	17.16%	21.06%	17.51%	21.88%	19.88%	21.64%	18.03%

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 (Consolidated)

IDR Billion

Description	2012	2013	2014	2015	2016	1Q'16	1H'17	g (YoY)
Total Assets	551,337	626,183	801,984	878,426	1,003,644	907,843	1,027,338	13.16%
- Gross Loans	362,007	448,345	510,697	581,095	663,420	615,576	687,944	11.76%
- Government Bonds (Recap)	4,316	4,511	4,304	3,816	3,318	3,817	3,318	-13.07%
- Other Earnings Assets	132,720	115,690	213,094	197,021	237,338	186,874	220,541	18.02%
Total Earning Assets	499,042	568,546	728,094	781,931	904,077	806,267	911,803	13.09%
Earning Assets Provision	(14,916)	(15,419)	(16,163)	(17,515)	(22,807)	(21,207)	(29,823)	40.63%
Total Earning Assets (nett)	484,126	553,127	711,931	764,416	881,270	785,059	881,980	12.35%
Total Non Earning Assets	67,211	73,055	90,053	114,010	122,375	122,784	145,358	18.39%
Total Liabilities & S.E	551,337	626,183	801,984	878,426	1,003,644	907,843	1,027,338	13.16%
Total Customer Deposits	450,166	504,281	622,322	668,995	754,526	683,739	768,044	12.33%
- Demand Deposits	80,075	79,337	90,052	114,367	142,547	111,246	130,634	17.43%
- Saving Deposits	184,365	212,997	236,395	272,471	303,270	269,117	300,142	11.53%
- Time and Certificate Deposits	185,726	211,948	295,875	282,157	308,709	303,377	337,268	11.17%
Other Interest Bearing Liabilities	15,784	20,896	57,435	68,601	70,349	62,550	71,819	14.82%
Non Interest Bearing Liabilities	20,505	21,678	24,522	27,703	31,956	27,890	36,788	31.90%
Tier I Capital	52,325	67,270	83,344	93,437	139,786	112,790	142,786	26.59%
Total Shareholder's Equity	64,882	79,327	97,706	113,127	146,813	133,664	150,686	12.74%

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

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

Income Statement (*Consolidated*)

IDR Billion

Description	2012	2013	2014	2015	2016	1H'16	1H'17	g (YoY)
Interest Income	49,610	59,461	75,122	85,434	94,788	46,749	50,668	8.38%
Interest Expense	(13,876)	(16,267)	(24,710)	(28,451)	(28,577)	(14,406)	(14,309)	-0.67%
Net Interest Income	35,734	43,194	50,411	56,983	66,211	32,343	36,359	12.41%
Net Premium Income					64	(45)	120	366.81%
Fee & Other Opr. Income	8,390	8,348	9,299	13,855	17,218	8,797	9,365	6.46%
Gross Operating Income	44,124	51,543	59,711	70,839	83,493	41,095	45,843	11.55%
Operating Expenses	(18,742)	(21,469)	(25,685)	(29,979)	(35,736)	(18,011)	(18,800)	4.38%
Pre Provision Operating Profit	25,382	30,074	34,026	40,860	47,757	23,085	27,043	17.15%
Provision	(2,700)	(3,946)	(5,719)	(8,900)	(13,791)	(7,559)	(10,869)	43.78%
Non Operating Income (Net)	1,177	1,782	2,497	535	9	53	84	59.90%
Profit Before Tax n Minor. Int.	23,860	27,910	30,804	32,494	33,976	15,578	16,258	4.37%
Net Profit	18,687	21,354	24,227	25,411	26,228	12,182	13,448	10.39%
EPS *)	757.5	865.6	982.1	1,030.1	1,063.2	988	1,090	10.39%

*) Annualized

Balance Sheet (Bank Only)

IDR Billion

Description	2012	2013	2014	2015	2016	1H'16	1H'17	g(YoY)
Total Assets	535,209	606,370	778,046	845,998	964,001	872,970	983,518	12.7%
- Gross Loans	348,227	430,618	490,403	558,436	635,291	590,691	658,864	11.5%
- Government Bonds (Recap)	4,316	4,511	4,304	3,816	3,318	3,817	3,318	-13.1%
- Other Earnings Assets	131,547	115,168	211,325	190,735	230,252	180,245	211,017	17.1%
Total Earning Assets	484,089	550,297	706,031	752,987	868,862	774,753	873,199	12.7%
Earning Assets Provision	(14,584)	(15,072)	(15,785)	(17,030)	(21,944)	(20,567)	(28,860)	40.3%
Total Earning Assets (nett)	469,505	535,225	690,246	735,957	846,918	754,186	844,339	12.0%
Total Non Earning Assets	65,704	71,145	87,800	110,041	117,083	118,784	139,179	17.2%
Total Liabilities & S.E	535,209	606,370	778,046	845,998	964,001	872,970	983,518	12.7%
Total Customer Deposits	436,098	486,366	600,404	642,774	723,845	656,122	734,071	11.9%
- Demand Deposits	78,753	78,017	89,076	112,989	140,764	109,202	128,716	17.9%
- Savings	182,643	210,004	232,414	267,607	297,649	264,054	294,242	11.4%
- Time Deposits	174,702	198,346	278,915	262,178	285,432	282,866	311,113	10.0%
Other Interest Bearing Liabilities	14,466	19,873	56,677	67,712	68,659	61,441	70,489	14.7%
Non Interest Bearing Liabilities	20,008	21,261	23,784	23,120	26,038	22,755	30,063	32.1%
Tier I Capital	51,593	65,964	82,109	89,992	136,670	110,333	139,489	26.4%
Total Shareholder's Equity	64,637	78,870	97,181	112,392	145,458	132,652	148,896	12.3%
Book Value per Shares *)	2,620.17	3,197.11	3,939.37	4,555.96	5,896.34	5,377.23	6,036.85	12.3%

✓ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

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

Income Statement (Bank Only)

IDR Billion

Description	2012	2013	2014	2015	2016	1H'16	1H'17	g(YoY)
Interest Income	47,922	57,301	72,466	82,221	90,808	45,009	48,436	7.61%
Interest Expense	(13,190)	(15,279)	(23,255)	(26,958)	(26,920)	(13,638)	(13,318)	-2.35%
Net Interest Income	34,372	42,021	49,211	55,263	63,888	31,371	35,118	11.95%
Fee & Other Opr. Income	8,166	8,165	9,178	13,670	16,679	8,344	9,101	9.08%
Gross Operating Income	42,898	50,186	58,389	68,933	80,567	39,714	44,220	11.34%
Operating Expenses	(17,873)	(20,399)	(24,549)	(28,641)	(33,821)	(17,106)	(17,810)	4.12%
Pre Provision Operating Profit	25,025	29,788	33,840	40,292	46,746	22,608	26,410	16.81%
Provision	(2,555)	(3,916)	(5,613)	(8,581)	(13,320)	(7,339)	(10,609)	44.55%
Non Operating Income (Net)	1,169	1,776	2,497	500	15	110	86	-22.23%
Profit Before Tax n Minor. Int.	23,639	27,648	30,724	32,211	33,442	15,379	15,886	3.30%
Net Profit	18,521	21,160	24,176	25,204	25,753	12,047	13,135	9.03%
EPS*	751	858	980	1,022	1,044	977	1,065	9.03%

*) Annualized

Financial Ratios (Bank Only)

Description	2012	2013	2014	2015	2016	1H'16	1H'17
Cost of Fund (COF)	3.68%	3.71%	4.38%	4.24%	3.83%	3.96%	3.43%
Loan to Deposit Ratio	79.85%	88.54%	81.68%	86.88%	87.77%	90.03%	89.76%
Net Interest Margin (NIM)	8.25%	8.38%	8.34%	7.95%	8.10%	8.26%	8.12%
NPL ratio - Gross	1.78%	1.55%	1.69%	2.02%	2.03%	2.31%	2.23%
NPL ratio - Nett	0.34%	0.31%	0.36%	1.22%	1.09%	1.43%	1.16%
Earning Asset Provision	3.43%	2.90%	2.40%	2.37%	2.75%	2.75%	3.47%
Opr. Expense to Opr. Income	59.93%	60.58%	65.42%	66.92%	68.93%	71.37%	72.55%
Cost Efficiency Ratio (CER)	42.13%	41.10%	42.21%	41.85%	41.84%	42.67%	40.53%
Tier I CAR	15.86%	16.13%	17.54%	16.76%	21.91%	18.56%	20.69%
Total CAR	16.95%	16.99%	18.31%	20.59%	22.91%	22.10%	21.67%
Return on Assets (ROA) - b.t	5.15%	5.03%	4.73%	4.19%	3.84%	3.68%	3.31%
Return on Assets (ROA) - a.t	4.04%	3.85%	3.72%	3.28%	2.96%	2.88%	2.74%
Return on Equity (ROE) - Tier I	38.66%	34.11%	31.19%	29.89%	23.08%	25.24%	19.12%
Return on Equity (ROE) - B/S	32.41%	30.10%	27.87%	24.39%	19.98%	20.51%	17.94%
Primary Reserve Requirement (IDR)	10.64%	8.02%	8.07%	9.31%	6.94%	6.54%	6.59%
Net Open Position	3.00%	3.15%	3.86%	2.33%	6.67%	3.29%	7.59%
CASA	59.94%	59.22%	53.55%	59.21%	60.57%	56.89%	57.62%

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3 T

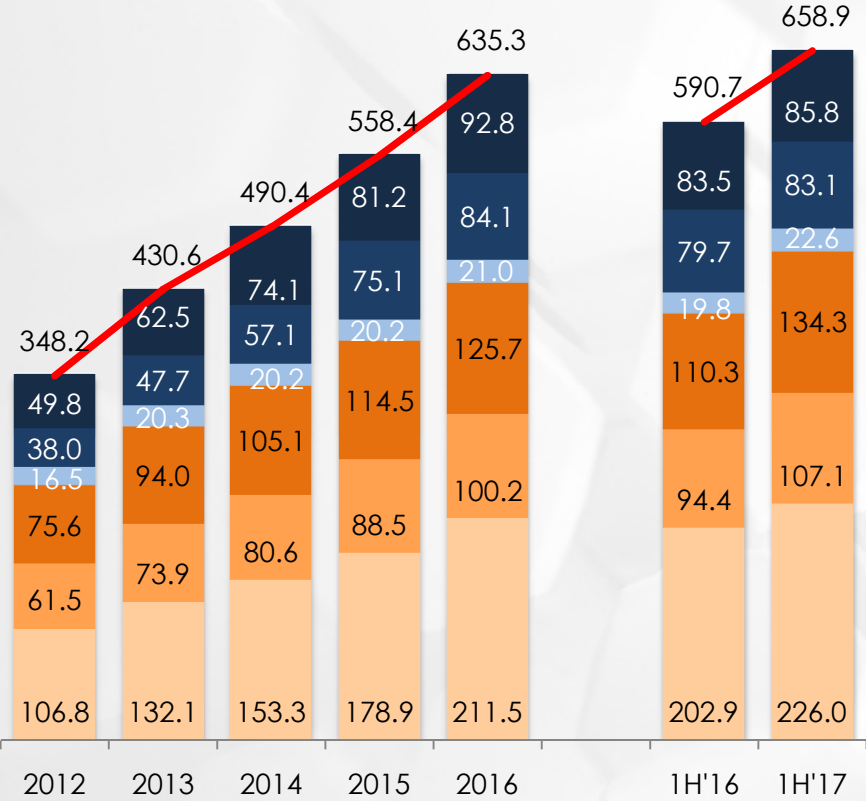
√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense

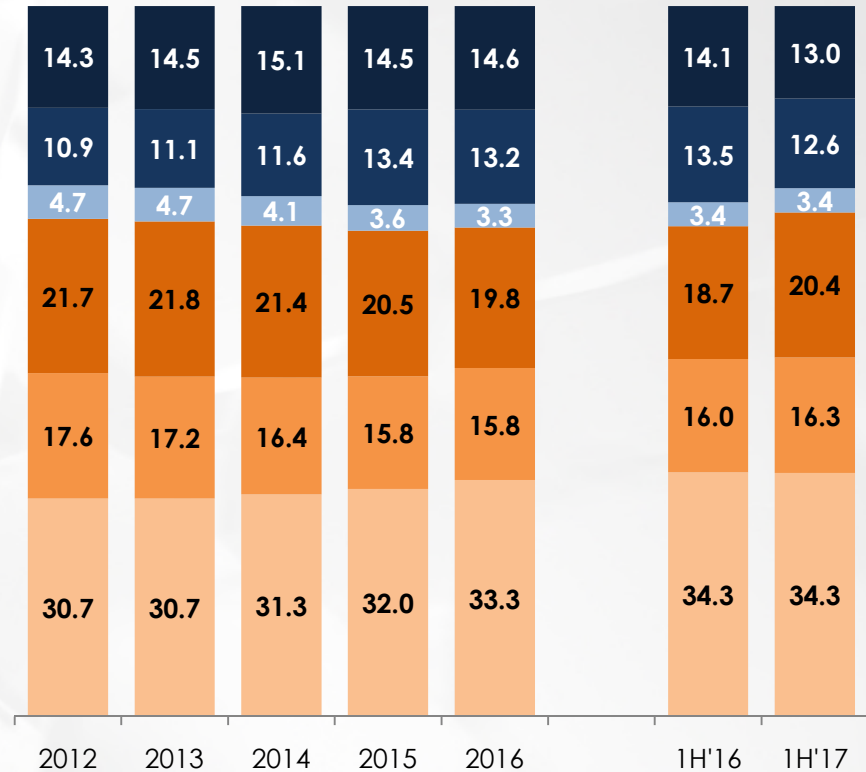
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



Micro Consumer Small Commercial Medium Corporate Non-SoE SoE Total Loan

Loan – Asset Quality

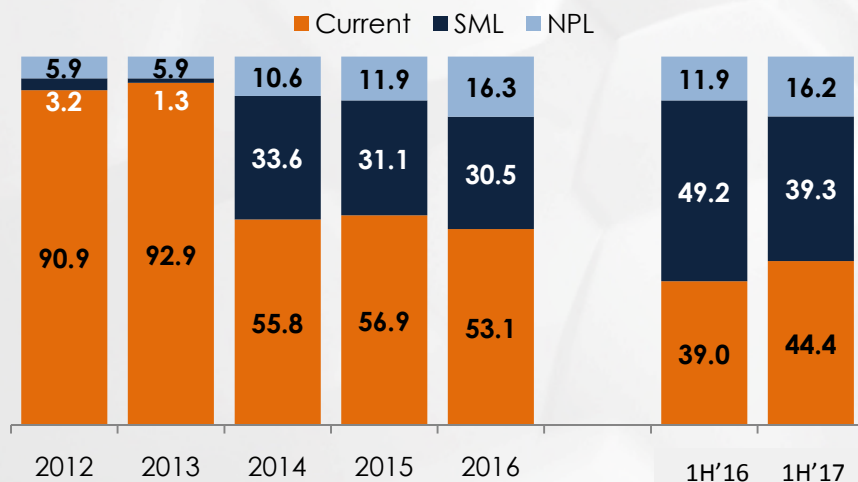
Non Performing Loan – gross by segment (%)

NPL (%)	2012	2013	2014	2015	2016	1H'16	1H'17
Micro	1.09	1.04	1.12	1.13	0.99	1.49	1.48
Consumer	1.60	1.40	1.21	1.30	1.18	1.53	1.37
Small Comm.	3.75	3.13	3.21	2.90	2.70	3.78	3.69
Medium	5.09	4.38	5.91	5.82	7.13	6.45	7.02
Corp. Non-SoE	1.00	0.87	1.78	4.78	5.61	4.67	3.44
SoE	-	-	-	-	-	-	0.55
Total NPL	1.78	1.55	1.69	2.02	2.03	2.31	2.23

Special Mention – by segment (%)

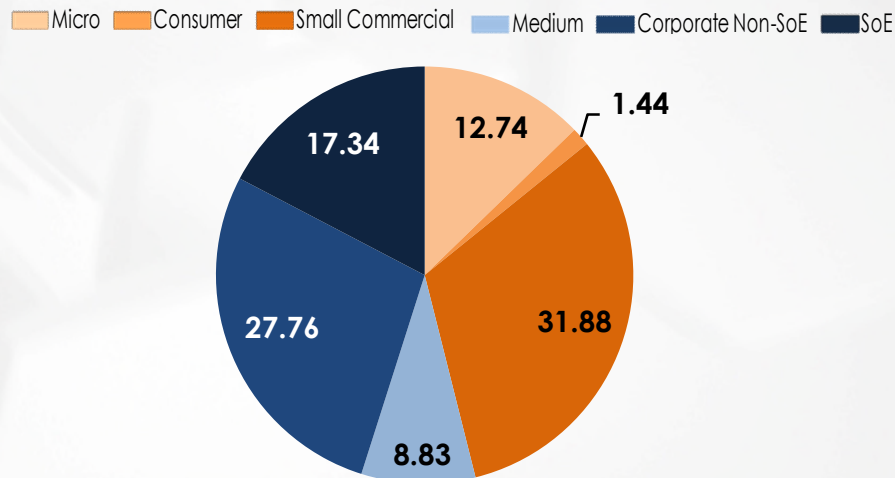
SML (%)	2012	2013	2014	2015	2016	1H'16	1H'17
Micro	6.81	6.37	7.15	6.00	4.45	6.45	6.38
Consumer	4.66	4.58	4.60	4.02	3.04	4.15	3.85
Sml. Com	7.38	7.12	6.80	6.09	6.05	9.06	8.23
Medium	8.80	7.87	7.03	6.67	5.10	8.80	6.03
Corp. Non-SoE	4.52	7.19	9.50	2.82	3.59	9.66	9.91
SoE	1.26	0.00	3.05	2.60	3.30	3.50	2.35
Total SML	5.60	5.46	6.30	4.81	4.28	6.67	6.25

Restructured Loan by Quality (%)



Restructured Loan by Segment (%)

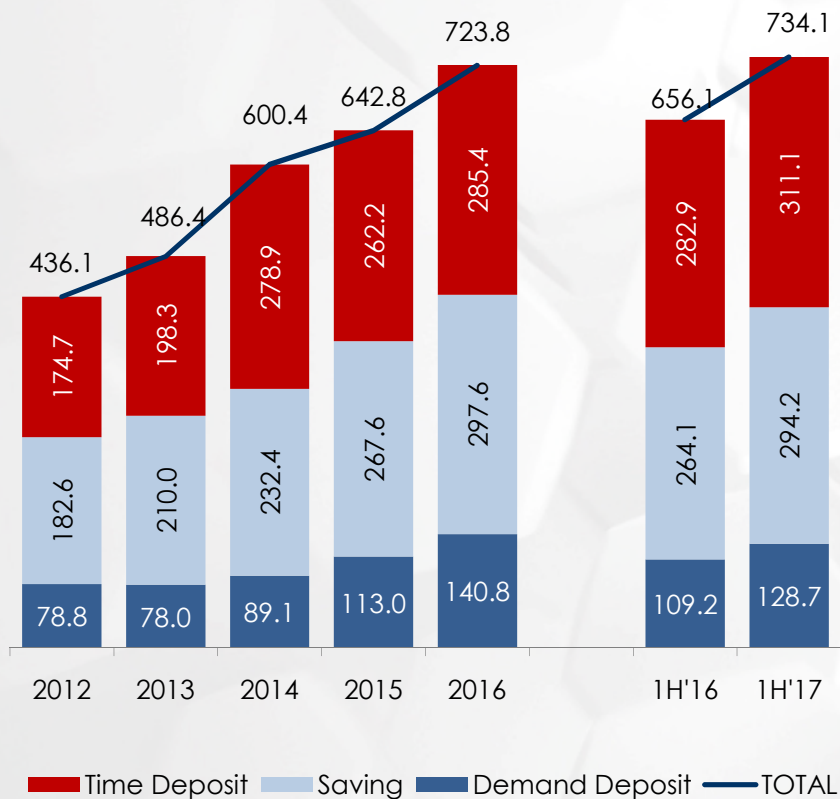
Total Restructured loan in Q2'17 Rp39.4T



Deposits – Mix and Growth

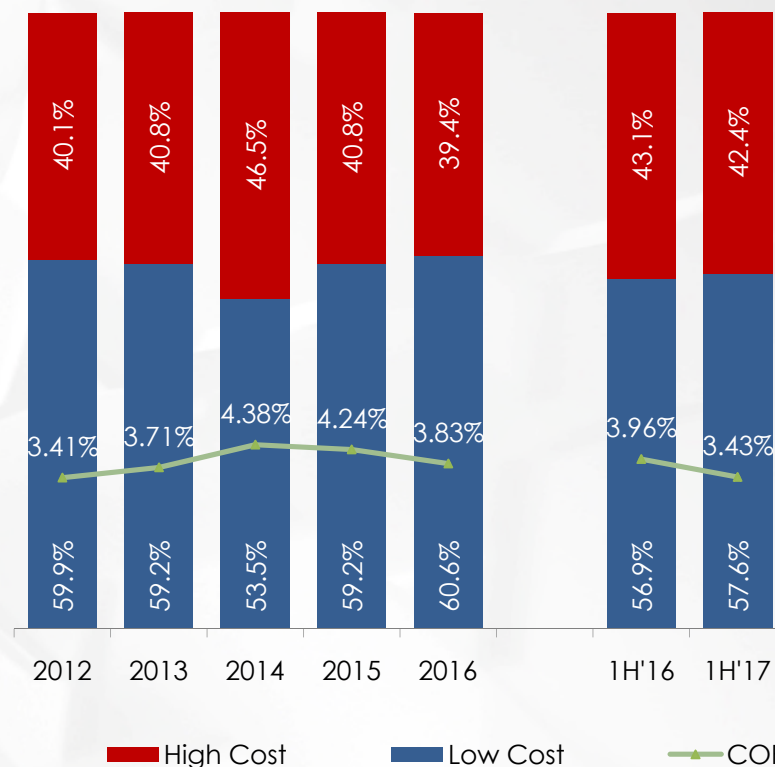
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF

(%)





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