# PT. BANK RAKYATINDONESIA (PERSERO) Tbk. 

Fina ncial Update Q 1 - 2010

Jakarta, 30 April 2010

## Macro Economic Condition

## B]BANK BRI



Exchange Rate


BI Rate \& Inflation


- GDP growth get back to nomal path, projected to achieve $5.5 \%-5.8 \%$ by the end of 2010
- Consumer confidence is stable at a high level
- Bench mark rate is kept at $6.5 \%$ as inflation is still around 3\%
- Intemational reserves reached all time high level at USD75 million by April 20, 2010
- IDR steadily a ppreciates reaching 9,000s/USD at the end of April 2010.


## BJBANK BRI

## Highlights

|  | Q1 2009 | Q1 2010 | Growth |
| :---: | :---: | :---: | :---: |
| Total Assets（IDR Billion） | 250，142 | 303，843 | 介 21．47\％ |
| Total Loans（Gross）（IDR Billion） | 165，226 | 208，960 | 介 26．47\％ |
| Total Deposits（IDR Billion） | 203，108 | 241，497 | \ 18．90\％ |
| Net Profit（IDR Billion） | 1，719 | 2，151 | \ 25．14\％ |
| NIM | 9．46\％ | 9．37\％ |  |
| ROE | 33．74\％ | 33．61\％】 |  |
| ROA | 3．92\％ | 3．71\％ |  |
| NPL（gross） | 3．24\％ | 4．10\％ |  |
| NPL（nett） | 1．02\％ | 1．21\％ |  |
| Total CAR | 14．91\％ | 15．44\％ |  |
| LDR | 81．35\％ | 86．53\％ |  |

＊）Include Operational Risk

## © ${ }^{2}$ bank bri

## Financial Performance

## PSAK 50/55 Implementation

- Partial implementation
- In transition period, implementation prima rily covers securities and other securities a nd other eaming assets except loan and acceptance receivable
- New classification of eaming asset (fa ir value through profit loss, a vailable for sale, and hold to maturity, loan \& receivable)
- Possible losses allowance (based on future cash flow) will substitute loan allowance (based on past performance loan quality)
- Financial figures prior to 2010 use PSAK 31


## Balance Sheet

## B BANK BRI

IDR Billion

| Description | Full Year |  |  |  |  | Q 1 |  | Growth (YoY) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2008 | 2009 | 2009 | 2010 |  |
| Total Assets | 122,776 | 154,725 | 203,604 | 246,026 | 314,746 | 250,142 | 303,843 | 21.47\% |
| - Gross Loans | 75,533 | 90,283 | 113,853 | 161,061 | 205,522 | 165,226 | 208,960 | 26.47\% |
| - Government Bonds (Recap) | 17,722 | 18,445 | 18,223 | 16,352 | 15,027 | 16,418 | 15,214 | -7.33\% |
| - Other Earnings Assets | 18,475 | 30,310 | 36,970 | 51,393 | 76,487 | 53,513 | 64,954 | 21.38\% |
| Total Earning Assets | 111,731 | 139,038 | 169,046 | 228,807 | 297,037 | 235,157 | 289,128 | 22.95\% |
| Earning Assets Provision | $(5,478)$ | $(6,786)$ | $(7,069)$ | $(8,813)$ | $(11,576)$ | $(9,695)$ | $(12,640)$ | 30.39\% |
| Total Earning Assets (net) | 106,253 | 132,252 | 161,977 | 219,994 | 285,461 | 225,462 | 276,488 | 22.63\% |
| Total Non Earning Assets | 16,523 | 22,473 | 41,627 | 26,032 | 29,285 | 24,680 | 27,355 | 10.84\% |
| Total Liabilities \& S.E. | 122,776 | 154,725 | 203,604 | 246,026 | 314,746 | 250,142 | 303,843 | 21.47\% |
| Total Customer Deposits | 97,046 | 124,468 | 165,475 | 201,495 | 254,118 | 203,108 | 241,497 | 18.90\% |
| - Demand Deposits | 17,384 | 27,864 | 37,146 | 39,912 | 49,965 | 35,194 | 36,548 | 3.85\% |
| - Saving Deposits | 49,372 | 58,308 | 72,269 | 88,063 | 104,119 | 84,071 | 97,290 | 15.72\% |
| - Time and Certificate Deposits | 30,290 | 38,297 | 56,061 | 73,520 | 100,034 | 83,843 | 107,659 | 28.41\% |
| Other Interest Bearing Liabilities | 5,597 | 6,037 | 6,263 | 7,599 | 20,941 | 10,794 | 19,603 | 81.60\% |
| Non Interest Bearing Liabilities | 6,779 | 7,342 | 12,428 | 14,575 | 12,429 | 12,070 | 12,496 | 3.53\% |
| Tier I Capital | 10,519 | 13,104 | 15,448 | 17,796 | 21,138 | 20,430 | 26,015 | 27.34\% |
| Total Shareholder's Equity | 13,353 | 16,879 | 19,438 | 22,357 | 27,257 | 24,170 | 30,247 | 25.14\% |

## Assets - Growth a nd Composition



BRI's total assets $21.47 \%$ (yoy), dominated by eaming assets growth


[^0]Loans: Growth \& Composition


Loans increased by IDR 56.61 trillion (27.56\%) yoy supported by Micro and Small loans


## Kredit Usaha Rakyat (KUR)



KUR Distribution by Regional Office


## KUR on Mar 2010

- KUR outsta nding reached IDR 5.22 trillion ( $2.50 \%$ of total loan portfolio) with 1.17 million borrowers
- Accumulated KUR disbursement was IDR 13.73 trillion to 2.52 million borrowers
- NPL reached 6.17\%
- More than 360 thousand borrowers migrated from KUR to micro and small commercial loan with outsta nding more than IDR 2.9 trillion

Micro Loans: Trend


- Reach micro business and low income people, consisting of a regular commercial mic ro loans (Kupedes) and micro KUR (loan size up to IDR 5 million)
- Increased 27.55\% year on year and grew continuously over the years (CAGR: 24.13\%)


## Corporate Loans: Composition



By Enterprise Ownership

|  | Nominal (DR Billion) |  | Growth | Composition |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Mar 09 | Mar 10 |  | Mar 09 | Mar 10 |
| SOE | 9,860 | 18,660 | $89.25 \%$ | $32.68 \%$ | $47.84 \%$ |
| Non SOE | 20,310 | 20,346 | $0.18 \%$ | $67.32 \%$ | $52.16 \%$ |
| Total | $\mathbf{3 0 , 1 7 0}$ | $\mathbf{3 9 , 0 0 6}$ | $\mathbf{2 9 . 2 9 \%}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{1 0 0 . 0 0 \%}$ |

- Comorate loan dominated by Agribusiness, elec tricity and oil/gas sector
- SOEs lending drive the corporate loan growth, i.e. for capital efficiency


## Loan Quality: Moderate level of NPL with a dequate coverage <br> BBANK BRI

NPL Ratio by Business Segments

| NPL BY SEGMENT (\%) | Des'05 | Des'06 | Des'07 | Des'08 | Des'09 | Mar'09 | Mar'10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Micro | 1.55 | 1.36 | 1.19 | 1.02 | 1.40 | 1.55 | 1.69 |
| Consumer | 1.62 | 1.91 | 1.67 | 1.08 | 1.35 | 1.32 | 1.54 |
| Small Commercial | 4.06 | 6.32 | 5.71 | 3.52 | 4.21 | 4.16 | 5.41 |
| Medium | 7.48 | 5.87 | 5.67 | 6.33 | 12.31 | 6.64 | 14.06 |
| Corporate | 16.93 | 13.55 | 4.62 | 4.53 | 4.38 | 5.01 | 4.79 |
| Total NPL | $\mathbf{4 . 6 8}$ | $\mathbf{4 . 8 1}$ | $\mathbf{3 . 4 4}$ | $\mathbf{2 . 8 0}$ | $\mathbf{3 . 5 2}$ | $\mathbf{3 . 2 4}$ | $\mathbf{4 . 1 0}$ |

BRI's loan quality mainta ined at manageable level of 4.10\%
Total Loan vs Total NPLs and NPLs Coverage

$\square$ Total Loan (IDR trillion) $\longmapsto$ NPL BRI (gross) $\_$NPL Coverage BRI (\%)


Non Performing Loan Breakdown (\%)


## Govemment Bonds: Portfolio

## BBANK BRI

By Type of Holdings
IDR Trillion

| Portrolio | Dec-06 |  | Dec-07 |  | Dec-08 |  | Dec 09 |  | Mar 09 |  | Mar 10 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nom | \% to 7it | Nom | \% to 7i | Nom | \% to 7it | Nom | \% to 7i | Nom | \% to 7it | Nom | \% to 7it |
| Hold to Maturity | 11.34 | 56.0\% | 11.34 | 48.8\% | 12.60 | 60.2\% | 10.48 | 51.8\% | 10.70 | 46.9\% | 10.74 | 51.1\% |
| Available for Sale | 7.09 | 35.0\% | 8.76 | 37.7\% | 7.15 | 34.2\% | 8.72 | 43.1\% | 8.70 | 38.1\% | 10.09 | 48.0\% |
| Trading | 1.81 | 8.9\% | 3.12 | 13.4\% | 1.18 | 5.6\% | 1.04 | 5.1\% | 3.43 | 15.0\% | 0.19 | 0.9\% |
| Total Govt Bond*) | 20.24 | 100.0\% | 23.22 | 100.0\% | 20.93 | 100.0\% | 20.24 | 100.0\% | 22.83 | 100.0\% | 21.02 | 100.0\% |

*) consisting of Recap Bond IDR 15.21 Trillion (72.36\%) and other government bonds IDR 5.81 Trillion (27.64\%)

## By Type of Rate



Recap Bond Maturity


Deposits: Composition and COF Trend

Deposits Growth: Trend


Deposit Composition, COF and BI Rate


- Total deposit grew IDR38.39 or an increase of $18.90 \%$ (yoy), and low cost of fund mix decline to $55.42 \%$
- COF declines from 6.35\% in Q1-2009 to 4.82\% in Q1-2010



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## Profita bility

## Income Sta tement: Highlights

## BBANK BRI

IDR Billion

| Description | Full Year |  |  |  |  | Q1 |  | Growth (YoY) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2008 | 2009 | 2009 | 2010 |  |
| Interest Income | 17,253.7 | 21,070.5 | 23,240.6 | 28,076.4 | 35,070.7 | 8,276.2 | 9,405.8 | 13.65\% |
| Interest Expense | $(4,796.4)$ | (7,281.2) | $(6,544.1)$ | $(8,437.0)$ | $(12,179.9)$ | $(2,894.0)$ | $(2,767.0)$ | -4.39\% |
| Net Interest Income | 12,457.3 | 13,789.4 | 16,696.6 | 19,639.4 | 22,890.8 | 5,382.2 | 6,638.8 | 23.35\% |
| Fee \& Other Opr. Income | 956.2 | 1,509.1 | 1,821.7 | 2,491.6 | 3,257.1 | 962.5 | 821.5 | -14.65\% |
| Gross Operating Income | 13,413.5 | 15,298.4 | 18,518.3 | 22,131.1 | 26,147.9 | 6,344.7 | 7,460.3 | 17.58\% |
| Other Operating Expenses | $(7,700.4)$ | $(7,665.6)$ | $(9,019.6)$ | $(10,970.8)$ | $(11,773.3)$ | $(3,088.2)$ | (2,899.3) | -6.12\% |
| PPOP *) | 5,713.1 | 7,632.8 | 9,498.7 | 11,160.2 | 14,374.6 | 3,256.5 | 4,561.0 | 40.06\% |
| Provision | (400.8) | $(1,848.1)$ | $(1,942.7)$ | $(2,812.7)$ | $(5,804.9)$ | (891.7) | $(1,514.4)$ | 69.83\% |
| Non Operating Profit/Loss | 295.6 | 122.1 | 224.1 | 475.8 | 1,327.0 | 11.8 | (207.1) | n.a. |
| Profit Before Tax n Minor. Int. | 5,608.0 | 5,906.7 | 7,780.1 | 8,823.3 | 9,896.8 | 2,376.6 | 2,839.5 | 19.48\% |
| Net Profit | 3,808.6 | 4,257.6 | 4,838.0 | 5,958.4 | 7,308.3 | 1,718.6 | 2,150.6 | 25.14\% |
| EPS **) | 321.7 | 355.6 | 403.6 | 497.0 | 609.5 | 573.6 | 717.5 | 25.10\% |

*) PPOP : Pre Provision Operating Profit
**) a nnua lized

## Sources of Income

## BBANK BRI

IDR billion

| Source ofinc ome | Full Year |  |  |  |  | Q1 |  | Growth YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec-05 | Dec-06 | Dec-07 | Dec-08 | Dec-09 | Mar-09 | Mar-10 |  |
| Interest income | 17,253.7 | 21,070.5 | 23,240.6 | 28,076.4 | 35,070.7 | 8,276.2 | 9,405.8 | 13.6\% |
| OtherOpr.Income | 956.2 | 1,509.1 | 1,821.7 | 2,491.6 | 3,257.1 | 962.5 | 821.5 | -14.6\% |
| Non Operational Income (net) | 295.6 | 122.1 | 224.1 | 475.8 | 1,327.0 | 11.8 | (207.1) | n.a. |
| Total Income | 18,505.6 | 22,701.7 | 25,286.4 | 31,043.8 | 39,654,8 | 9,250.5 | 10,020.2 | 8.3\% |

## OtherOperating Income

IDR billion

| Other Opr.Inc ome | Full Year |  |  |  |  | Q1 |  | Growth YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec-05 | Dec-06 | Dec-07 | Dec-08 | Dec-09 | Mar-09 | Mar-10 |  |
| Gain Fr Value Increase of Securities |  |  |  |  |  |  |  |  |
| and Govt. Recap Bonds | 231.63 | 484.20 | 48.36 | 51.48 | 270.15 | 44.94 | 78.99 | 75.8\% |
| Fees and Commissions | 527.89 | 837.69 | 1,455.59 | 1,766.83 | 2,101.53 | 533.70 | 590.18 | 10.6\% |
| Gain fr Forex | 49.46 | - | 176.11 | 613.64 | 713.43 | 115.21 | 88.40 | -23.3\% |
| Others | 147.26 | 187.16 | 141.65 | 59.67 | 171.98 | 268.64 | 63.96 | -76.2\% |
| Total | 956.25 | 1,509.05 | 1,821.70 | 2,491.62 | 3,257.10 | 962.50 | 821.53 | -14.65\% |

Sources of Interest Income

Interest Income, Interest Expenses and NIM


Source of Interest Income
IDR billion

| Sources of Interestinc ome | Full Year |  |  |  |  | Q1 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Dec-05 | Dec-06 | Dec-07 | Dec-08 | Dec-09 | Mar-09 | Mar-10 |
| YoY |  |  |  |  |  |  |  |
| Interest from Loans | $13,377.5$ | $15,763.4$ | $18,123.3$ | $22,530.4$ | $29,290.1$ | $6,637.3$ | $7,869.9$ |
| Interest from Govt. Bonds | $2,177.7$ | $2,339.1$ | $2,020.3$ | $1,930.4$ | $1,805.8$ | 530.7 | 241.9 |
| Int. from Other Eaming Assets | $1,698.5$ | $2,968.0$ | $3,097.0$ | $3,615.6$ | $3,974.8$ | $1,108.3$ | $1,293.9$ |
| Total Interest Income | $\mathbf{1 7 , 2 5 3 . 7}$ | $\mathbf{2 1 , 0 7 0 . 5}$ | $\mathbf{2 3 , 2 4 0 . 6}$ | $\mathbf{2 8 , 0 7 6 . 4}$ | $\mathbf{3 5 , 0 7 0 . 7}$ | $\mathbf{8 , 2 7 6 . 2}$ | $\mathbf{9 , 4 0 5 . 8}$ |

- Interest Income contributed 93.87\% of total revenue
- Interest income from loanscontribute $83.67 \%$ of total interest income (or $78,54 \%$ of total income)


## Other Operating Expenses

## ß]BANK BRI

IDR Billion

| OtherOpr.Expenses | Full Year |  |  |  |  | Q1 |  | Growth YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec-05 | Dec-06 | Dec-07 | Dec-08 | Dec-09 | Mar-09 | Mar-10 |  |
| Personnel | 4,407.16 | 4,830.78 | 5,274.42 | 6,317.64 | 6,585.62 | 1,569.04 | 1,554.86 | -0.90\% |
| General and Administration | 1,943.57 | 2,054.03 | 2,404.71 | 3,081.10 | 3,647.79 | 770.77 | 844.37 | 9.55\% |
| Losses fr dec rease of Securities and Govt. Bondsvalue | 565.98 | - | 46.33 | 150.28 | - | 430.42 | 117.03 | -72.81\% |
| Losses fr sale of Sec urities |  |  |  |  |  |  |  |  |
| and Govt. Bonds | - | - | - | - | - | - | - |  |
| Losses from forex transaction | - | 4.61 | - | - | - |  | - |  |
| Premium Paid on Govt Guara nte | 199.29 | 206.25 | 267.18 | 349.07 | 422.83 | 94.76 | 127.40 | 34.45\% |
| Promotion | 203.14 | 177.32 | 469.70 | 300.67 | 418.38 | 46.97 | 72.52 | 54.39\% |
| Others | 381.24 | 392.67 | 557.28 | 772.09 | 698.65 | 176.24 | 183.12 | 3.90\% |
| Total | 7,700.38 | 7,665.65 | 9,019.61 | 10,970.83 | 11,773.26 | 3,088.20 | 2,899.29 | -6.12\% |


| Description | Full Year |  |  |  |  | Q1 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2008 | 2009 | 2009 | 2010 |
| Classified Loan Ratio | 11.55\% | 11.07\% | 7.82\% | 7.85\% | 8.91\% | 9.27\% | 9.87\% |
| NPL ratio - Gross | 4.68\% | 4.81\% | 3.44\% | 2.80\% | 3.52\% | 3.24\% | 4.10\% |
| NPL Coverage ratio - Gross | 153.09\% | 154.68\% | 177.45\% | 177.28\% | 155.98\% | 164.58\% | 147.21\% |
| Tier ICAR | 12.52\% | 16.44\% | 14.15\% | 11.84\% | 11.88\% | 13.56\% | 13.40\% |
| Total CAR with market risk | 15.29\% | 18.82\% | 15.84\% | 13.18\% | 13.20\% | 14.91\% | 16.60\% |
| Total CAR with oprs risk | n.a. | n.a | n.a. | n.a | n.a | n.a | 15.44\% |
| Loan to Deposit Ratio | 77.83\% | 72.53\% | 68.80\% | 79.93\% | 80.88\% | 81.35\% | 86.53\% |
| Net Interest Margin (NIM) | 12.15\% | 11.16\% | 10.86\% | 10.18\% | 9.14\% | 9.46\% | 9.37\% |
| Retum on Assets (ROA) - b.t | 5.04\% | 4.36\% | 4.61\% | 4.18\% | 3.73\% | 3.92\% | 3.71\% |
| Retum on Assets (ROA) - a.t | 3.42\% | 3.15\% | 2.87\% | 2.82\% | 2.76\% | 2.83\% | 2.81\% |
| Retum on Equity (ROE) - Tier I | 38.00\% | 33.75\% | 31.64\% | 34.50\% | 35.22\% | 33.74\% | 33.61\% |
| Retum on Equity (ROE) - $\mathrm{B} / \mathrm{S}$ | 30.63\% | 28.19\% | 26.45\% | 29.15\% | 28.83\% | 29.14\% | 29.11\% |
| Cost of Fund (COF) | 5.87\% | 6.90\% | 5.01\% | 5.16\% | 6.02\% | 6.35\% | 4.82\% |
| Min. Reserve Requirement | 9.55\% | 12.34\% | 22.09\% | 5.57\% | 5.90\% | 5.03\% | 5.02\% |
| Net Open Position | 5.23\% | 5.41\% | 7.90\% | 13.55\% | 5.22\% | 11.19\% | 8.20\% |
| Opr. Expense to Opr. Income | 70.45\% | 74.38\% | 69.80\% | 72.65\% | 77.64\% | 74.00\% | 74.10\% |
| Cost Efficiency Ratio (CER) | 54.22\% | 51.65\% | 49.03\% | 50.40\% | 46.78\% | 42.97\% | 38.15\% |

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## Networks - The Most Extensive and Largest Outlets in Indonesia BANK BRI

....a strong competitive advantagesfor reaching Micro, Small and Medium Businesses


|  | Mar 09 | Mar 10 | $\Delta$ |  | Mar 09 | Mar 10 | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Head Office | 1 | 1 | - | ATM BRI | 2,299 | 4,640 | 2,341 |
| Regional Offices | 14 | 17 | 3 | Shared ATM |  |  |  |
| Branches | 389 | 402 | 13 | ATM Bersama | 19,380 | 26,810 | 7,430 |
| Sub Branches | 345 | 433 | 88 | ATM Prima | 14,202 | 20,196 | 5,994 |
| Micro Outiets | 4,417 | 4,544 | 127 | ATM Link | 9,835 | 14,033 | 4,198 |
| Cash Counters | 203 | 742 | 539 | E-Channel of BRI are inc luding 9,164 Electronic Data Capture(EDC), 22 Cash Deposit Machines(CDM), \& 90 Kiosk |  |  |  |
| Teras BRI |  | 218 | 218 |  |  |  |  |
| Total Working Units* | 5,369 | 6,357 | 988 |  |  |  |  |

*)Total working units are including 3 overseas offices and 432 Police Office Cash Counters
cman Link mationt
matestr Currus.

## Loan Distribution

By Regional Office


By Region


- Loan disbursement in J a va contributes $61.54 \%$ of totalloan
- J a karta dominates $28.82 \%$ of total loan disbursement by regional office


## Shareholders \& Stock Performance

Shareholders Composition

| Shareholder | Nov 2003 | Dec-07 | Dec-08 | Dec-09 | Mar-10 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Govemment | $59.50 \%$ | $56.83 \%$ | $56.81 \%$ | $56.77 \%$ | $56.77 \%$ |
| Public | $\mathbf{4 0 . 1 0 \%}$ | $\mathbf{4 3 . 1 7 \%}$ | $\mathbf{4 3 . 1 9 \%}$ | $\mathbf{4 3 . 2 3 \%}$ | $\mathbf{4 3 . 2 3 \%}$ |
| Foreign ${ }^{*}$ ) | $55.3 \%$ | $85.66 \%$ | $81.7 \%$ | $84.16 \%$ | $84.16 \%$ |
| Domestic ${ }^{*}$ ) | $44.7 \%$ | $14.34 \%$ | $18.3 \%$ | $15.84 \%$ | $15.84 \%$ |

*) percentage from public holding


## Rating

| MOODYS(September 2009) |  |
| :---: | :---: |
| National Rating |  |
| National Scale Rating | Aaaid |
| Global |  |
| Outlook | Stable |
| Domestic Currency Long Term Deposit | Baa3 |
| Foreign Currency Long Term Deposit | Ba3 |
| Foreign Currency Sub Debt | Ba2 |
| Bank Financial Strength | D+ |
| FICH (January 2010) |  |
| National Rating |  |
| Long Term | AAA (idn) |
| Global |  |
| Long Temm Foreign Curency | BB+ |
| Short Term Foreign Currency | B |
| Outlook | Stable |
| Individual | C/D |
| Support Rating | 3 |
| Support Rating Floor | BB |
| Sovereign Risk |  |
| Foreign - Long Term IDR | BB |
| Local - Long Term IDR | BB |
| PEFINDO (February 2009) |  |
| Comorate | ID AAA |
| Sub-Ordinated Bond | ID AA+ |

## Balance Sheet - Consolidation*)

BBBANK BRI

IDR Billion

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2008 | 2009 | 2009 | 2010 |  |
| Total Assets | 122,776 | 154,725 | 203,735 | 246,077 | 316,947 | 250,764 | 306,977 | 22.42\% |
| - Gross Loans (incl. syariah) | 75,533 | 90,283 | 113,973 | 161,108 | 208,123 | 166,209 | 212,228 | 27.69\% |
| - Government Bonds (Recap) | 17,722 | 18,445 | 18,223 | 16,352 | 15,027 | 16,418 | 15,214 | -7.33\% |
| - Other Earnings Assets | 18,475 | 30,310 | 36,896 | 51,321 | 75,913 | 53,383 | 65,130 | 22.01\% |
| Total Earning Assets | 111,731 | 139,038 | 169,091 | 228,781 | 299,063 | 236,009 | 292,572 | 23.97\% |
| Earning Assets Provision | $(5,478)$ | $(6,786)$ | $(7,074)$ | $(8,814)$ | $(11,665)$ | $(9,812)$ | $(12,721)$ | 29.65\% |
| Total Earning Assets (net) | 106,253 | 132,252 | 162,018 | 219,968 | 287,398 | 226,198 | 279,851 | 23.72\% |
| Total Non Earning Assets | 16,523 | 22,473 | 41,717 | 26,109 | 29,549 | 24,566 | 27,126 | 10.42\% |
|  |  |  |  |  |  |  |  |  |
| Total Liabilities \& S.E | 122,776 | 154,725 | 203,735 | 246,077 | 316,947 | 250,764 | 306,977 | 22.42\% |
| Total Customer Deposits | 97,046 | 124,468 | 165,600 | 201,537 | 255,928 | 203,632 | 243,873 | 19.76\% |
| - Demand Deposits | 17,384 | 27,864 | 37,162 | 39,923 | 50,094 | 35,240 | 36,688 | 4.11\% |
| - Saving Deposits | 49,372 | 58,308 | 72,300 | 88,077 | 104,463 | 84,324 | 97,692 | 15.85\% |
| - Time and Certificate Deposits | 30,290 | 38,297 | 56,138 | 73,538 | 101,371 | 84,068 | 109,494 | 30.25\% |
| Other Interest Bearing Liabilities | 5,597 | 6,037 | 6,262 | 7,599 | 21,284 | 9,463 | 19,130 | 102.15\% |
| Non Interest Bearing Liabilities | 6,779 | 7,342 | 12,435 | 14,583 | 12,477 | 13,499 | 13,727 | 1.69\% |
| Tier I Capital | 10,519 | 13,104 | 15,448 | 17,796 | 21,138 | 20,638 | 26,234 | 27.11\% |
| Total Shareholder's Equity | 13,353 | 16,879 | 19,438 | 22,357 | 27,257 | 24,170 | 30,247 | 25.14\% |

*) BRI and its subsidiary (Bank BRI Sya riah)

## Income Sta tement - Consolidation*)

BBBANK BRI

| Description | Full Year |  |  |  |  | Q1 |  | Growth (YoY) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2008 | 2009 | 2009 | 2010 |  |
| Interest Income | 17,253.7 | 21,070.5 | 23,240.6 | 28,096.6 | 35,334.1 | 8,318.2 | 9,519.4 | 25.76\% |
| Interest Expense | $(4,796.4)$ | $(7,281.2)$ | $(6,544.1)$ | $(8,445.6)$ | $(12,284.6)$ | $(2,915.5)$ | $(2,816.5)$ | 45.46\% |
| Net Interest Income | 12,457.3 | 13,789.4 | 16,696.6 | 19,651.1 | 23,049.5 | 5,402.6 | 6,702.9 | 17.29\% |
| Fee \& Other Opr. Income | 956.2 | 1,509.1 | 1,821.7 | 2,535.2 | 3,269.6 | 851.9 | 795.1 | 28.97\% |
| Gross Operating Income | 13,413.5 | 15,298.4 | 18,518.3 | 22,186.3 | 26,319.1 | 6,254.5 | 7,498.0 | 18.63\% |
| Other Operating Expenses | $(7,700.4)$ | (7,665.6) | (9,019.6) | $(10,996.5)$ | $(11,959.5)$ | $(3,005.4)$ | $(2,921.9)$ | 8.76\% |
| PPOP**) | 5,713.1 | 7,632.8 | 9,498.7 | 11,189.7 | 14,359.6 | 3,249.1 | 4,576.1 | 28.33\% |
| Provision | (400.8) | $(1,848.1)$ | $(1,942.7)$ | $(2,843.6)$ | $(5,798.9)$ | (885.9) | $(1,530.3)$ | 103.93\% |
| Non Operating Profit/Loss | 295.6 | 122.1 | 224.1 | 475.9 | 1,330.6 | 13.4 | (206.2) | 179.59\% |
| Profit Before Tax n Minor. Int. | 5,608.0 | 5,906.7 | 7,780.1 | 8,822.0 | 9,891.2 | 2,376.6 | 2,839.5 | 12.12\% |
| Net Profit | 3,808.6 | 4,257.6 | 4,838.0 | 5,958.4 | 7,308.3 | 1,718.6 | 2,150.6 | 22.66\% |
| EPS ***) | 321.7 | 355.6 | 403.6 | 497.0 | 609.5 | 573.56 | 717.5 | 22.64\% |

*) BRI a nd its subsidiary (Ba nk BRI Sya riah)
${ }^{* *}$ ) Pre Provision Operating Profit
***) Annualized

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[^0]:    Note: Numbers stated in this presentation are Bank only

