

# PT Bank Rakyat Indonesia (Persero) Tbk.



## Q2 - 2013 Financial Update Presentation

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*– a sustainable and better quality growth –*



*Jakarta, 30 July 2013*

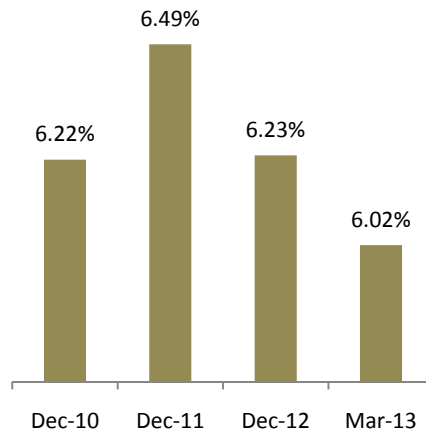
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## ***Macro Economy***

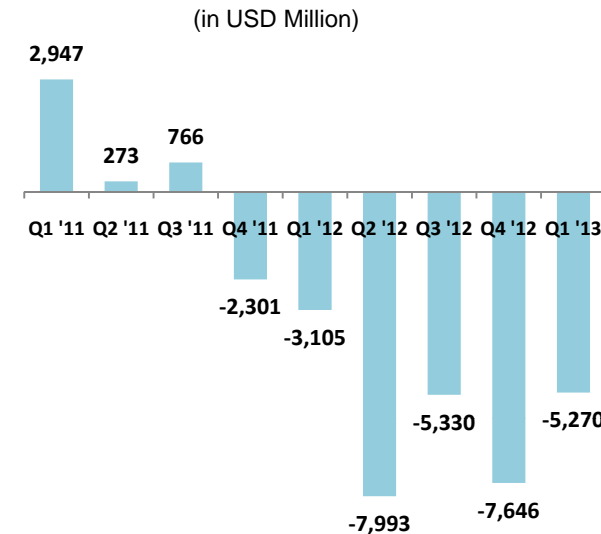
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# Indonesia Macro Economy – Facing the challenges

## GDP Growth

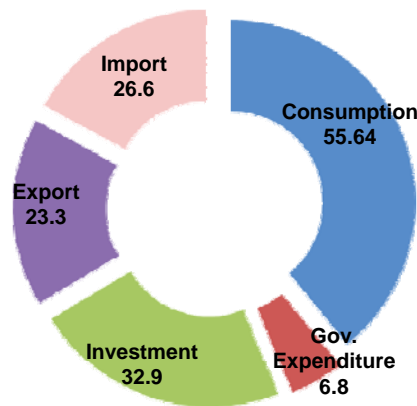


## Current Account

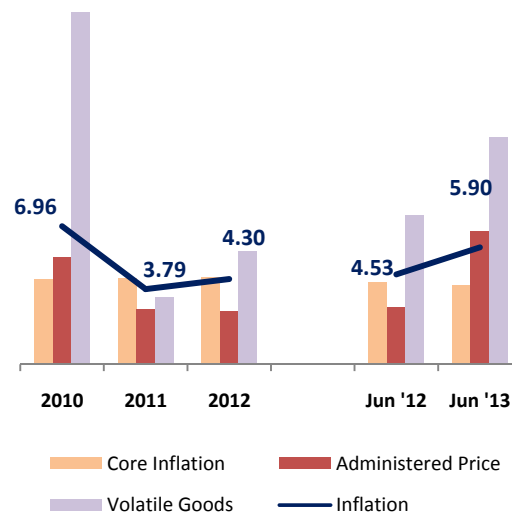


- For 2013, GDP is targeted of 5.8% to 6.2%, revised down from 6.2% to 6.6%.
- Current account has been negative for 6 quarter since the end of 2011, as a result of declining export value and increasing import.
- In Q2-2013, exchange rate decline to IDR10,004. While international reserves dropped to USD 98.1 billion, cover 5.5 months of import, above the international standard of 4 months.
- With the fuel price hike and in the months before led Mubarak, inflation is expected to reach 7.8% -8.1% this year. As of June 2013, inflation recorded at 5.90% with core inflation of 3.98%.

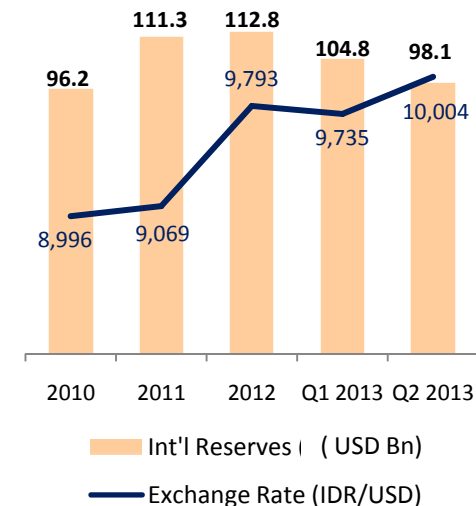
## GDP Composition (as % of GDP)



## Inflation YoY (%)



## Int'l Reserves & Exchange Rates

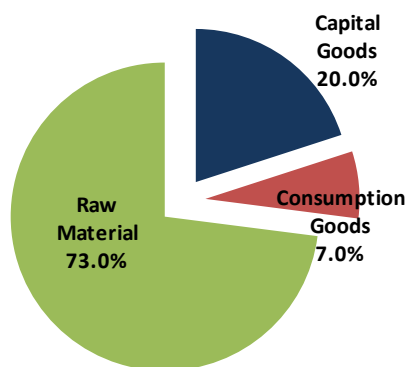


Source: BPS, BI & Bloomberg

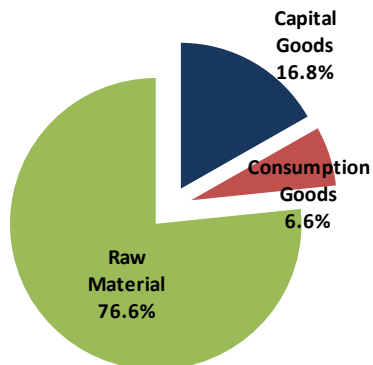
# Indonesia Macro Economy- *Brewing for further growth*

## Imports by Type of Goods

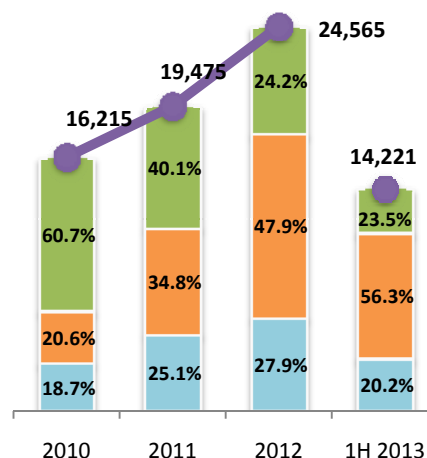
Jan – May 2012



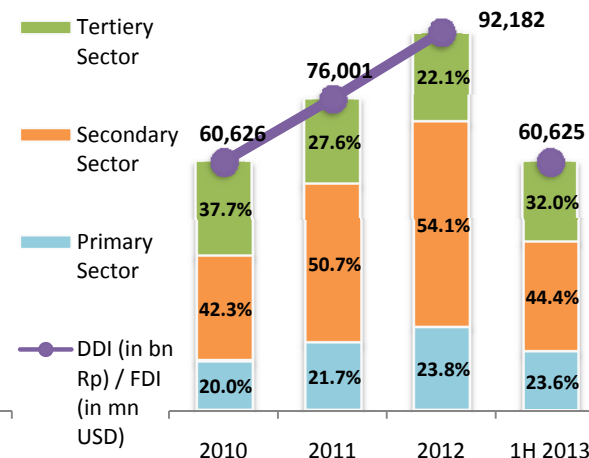
Jan – May 2013



## Foreign Direct Investment

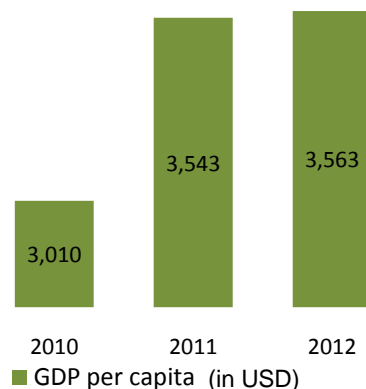


## Domestic Direct Investment

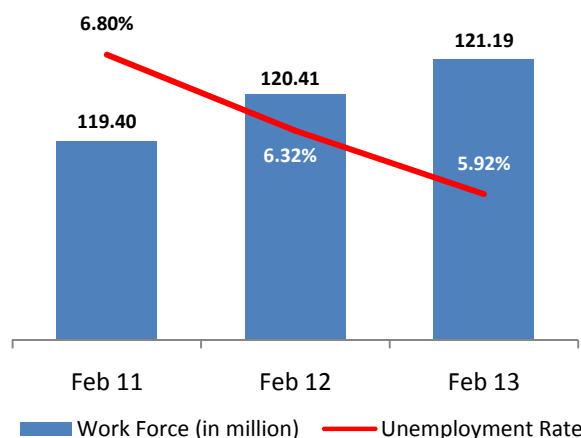


- Imports are dominated by raw material and capital goods, sign that the economy is brewing toward growth.
- While DDI and FDI keep growing reached IDR.60,625 billion and USD. 14,221 million as of June 2013 and going toward sectors that will provide more job opportunities.
- Increasing GDP per capita, number of workforce and middle class population as well as declining unemployment rate showed the uptrend of purchasing power and increasing consumer confidence index (June'13: 117.1 vs May'13: 111.7)

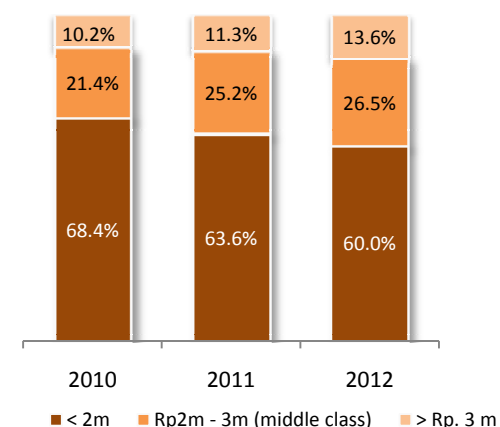
## GDP per Capita



## Workforce and Unemployment Rate



## Middle Class Population



## ***Financial Updates***

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# Financial Highlights

	Q2-2012	Q3-2012	2012	Q1-2013	Q2-2013	Δ yoy	Δ qoq
<b>Asset/Liabilities</b>							
Total Assets (IDR Billion)	461,135	469,018	535,209	511,977	538,301	16.7%	5.1%
Total Loans (Gross) (IDR Billion)	304,799	318,001	348,227	361,250	391,762	28.5%	8.4%
Total Deposits (IDR Billion)	371,142	373,137	436,098	403,089	438,966	18.3%	8.9%
<b>Asset Quality</b>							
NPL (gross)	2.38%	2.33%	1.78%	1.97%	1.81%		
NPL (nett)	0.55%	0.54%	0.34%	0.46%	0.41%		
<b>Liquidity</b>							
LDR	82.13%	85.23%	79.85%	89.62%	89.25%		
Reserve Requirement - IDR	8.02%	8.02%	10.64%	8.02%	8.02%		
Reserve Requirement - FX	8.01%	8.00%	8.17%	8.00%	8.49%		
<b>Profitability</b>							
Net Profit (IDR Billion)	8,606	13,014	18,521	5,007	10,012	16.3%	
NIM	8.49%	8.43%	8.42%	8.19%	8.08%		
ROE	36.92%	36.87%	38.66%	32.63%	33.05%		
ROA before tax	4.87%	4.87%	5.15%	4.76%	4.62%		
Cost of Fund (CoF)	3.86%	3.75%	3.68%	3.54%	3.55%		
Cost Efficiency Ratio (CER)	42.43%	43.88%	43.11%	44.22%	43.85%		
Operating Expense to Operating Income	61.81%	61.76%	59.93%	60.46%	60.91%		
<b>Capital</b>							
Tier1 CAR	14.84%	14.83%	15.86%	16.90%	16.41%		
Total CAR	16.00%	15.95%	16.95%	17.91%	17.36%		

Note: Since FY 2010, figures are PSAK 50 & 55 compliant  
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## Balance Sheet – *a Strong Balance Sheet Structure*

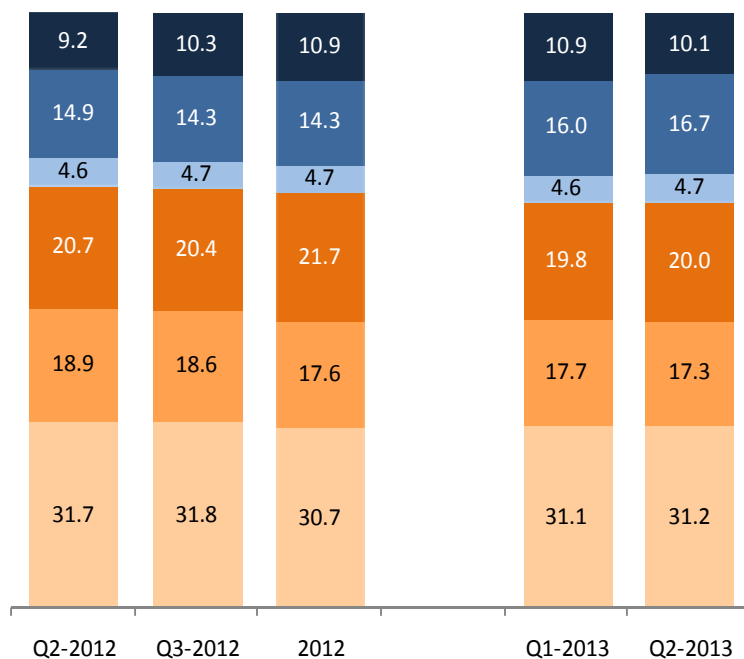
(IDR Billion)

Description	Q2-2012	Q3-2012	2012	Q1-2013	Q2-2013	g(YoY)	g(QoQ)
<b>Total Assets</b>	<b>461,135</b>	<b>469,018</b>	<b>535,209</b>	<b>511,977</b>	<b>538,301</b>	<b>16.7%</b>	<b>5.1%</b>
- Gross Loans	304,799	318,001	348,227	361,250	391,762	28.5%	8.4%
- Government Bonds (Recap)	7,598	4,314	4,316	4,313	4,308	-43.3%	-0.1%
- Other Earnings Assets	114,441	110,482	131,547	104,187	92,920	-18.8%	-10.8%
Total Earning Assets	426,838	432,796	484,089	469,750	488,990	14.6%	4.1%
Earning Assets Provision	(15,606)	(15,304)	(14,584)	-14,737	-14,636	-6.2%	-0.7%
Total Earning Assets (net)	411,232	417,492	469,505	455,013	474,354	15.3%	4.3%
Total Non Earning Assets	49,903	51,526	65,704	56,964	63,946	28.1%	12.3%
<b>Total Liabilities &amp; S.E</b>	<b>461,135</b>	<b>469,018</b>	<b>535,209</b>	<b>511,977</b>	<b>538,301</b>	<b>16.7%</b>	<b>5.1%</b>
Total Customer Deposits	371,142	373,137	436,098	403,089	438,966	18.3%	8.9%
- Demand Deposits	74,520	68,116	79,105	57,937	81,326	9.1%	40.4%
- Saving Deposits	155,721	158,634	182,291	172,489	176,167	13.1%	2.1%
- Time Deposits	140,902	146,388	174,702	172,663	181,473	28.8%	5.1%
Other Interest Bearing Liabilities	17,554	16,958	14,466	18,774	10,674	-39.2%	-43.1%
Non Interest Bearing Liabilities	17,423	19,297	20,008	25,769	20,391	17.0%	-20.9%
Tier I Capital	46,440	48,667	51,593	58,216	60,537	30.4%	4.0%
Total Shareholder's Equity	55,016	59,626	64,637	64,345	68,270	24.1%	6.1%

Total asset grow 16.7%, driven by loans, while in deposits, low cost funds is still dominating



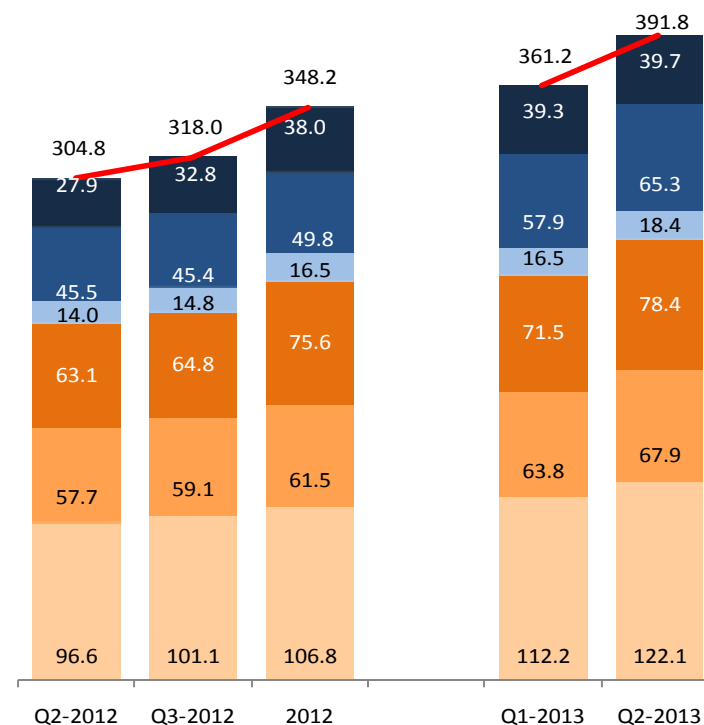
## Composition – by business segment (%)



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

## Loans Outstanding – by business segment

(IDR trillion)



In Q2-2013, all loan segments perform a better growth , while Micro proportion maintained at around 31% of total loan

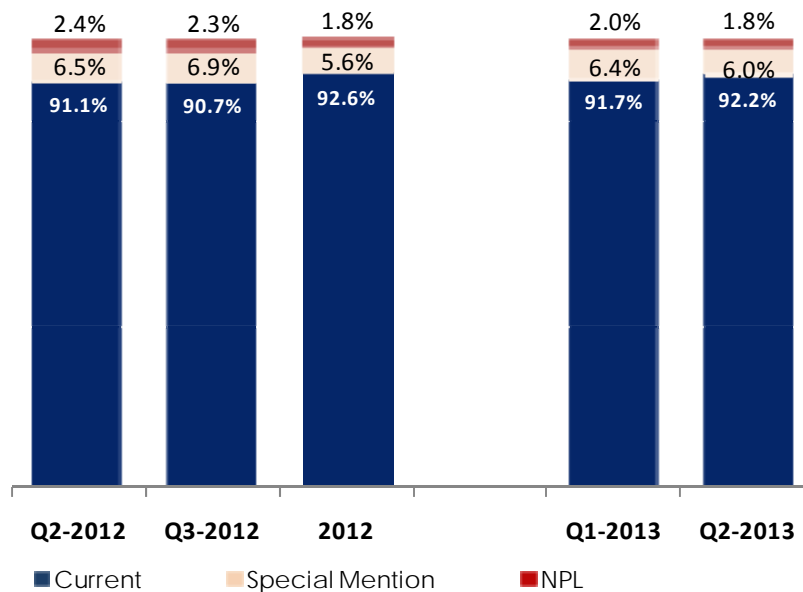
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# Loan Quality

## Non Performing Loan - gross (%)

NPL BY SEGMENT (%)	Q2-2012	Q3-2012	2012	Q1-2013	Q2-2013
Micro	1.36	1.35	1.09	1.29	1.22
Consumer	1.75	1.81	1.60	1.69	1.56
Small Commercial	5.37	5.33	3.75	4.63	4.19
Medium	7.58	6.85	5.09	5.47	4.71
SoE	0.00	0.00	0.00	0.00	0.00
Corporate	1.70	1.60	1.00	0.97	0.96
<b>Total NPL</b>	<b>2.38</b>	<b>2.33</b>	<b>1.78</b>	<b>1.97</b>	<b>1.81</b>

## PL & NPL - Composition



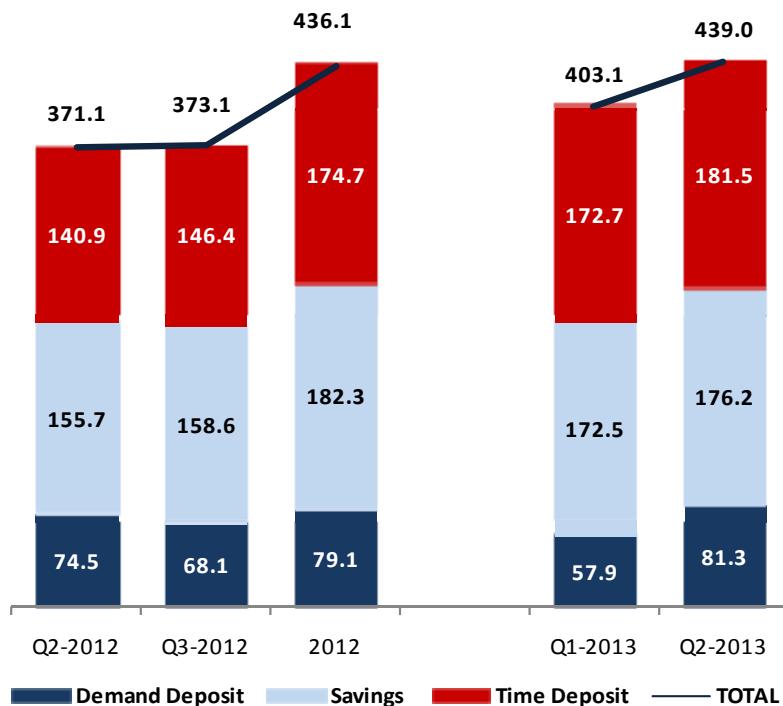
Compare to the previous quarter, in Q2-2013, NPL of all segments shows an improving performance, as it is declining to 1.81%.

While loan in Special Mention category also showing a better trend, 6.0% in Q2-2013.

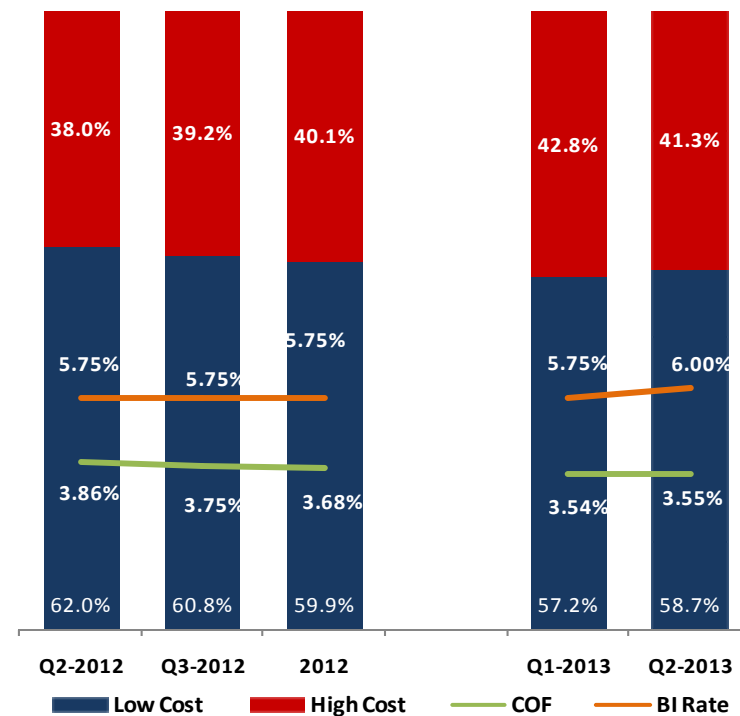
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## Third Party Funds – *Low Cost Funds driven by Savings*

Deposits Growth: Trend (IDR trillion)



Deposit Composition, COF and BI Rate (%)



- In Q2-2013, Total TPF grows 18.3% (yoy) and 8.9% (qoq).
- TPF growth in Q2-2013 supported by high growth of Current Account of 40.4% (qoq)
- Cof still manageable at the level of 3.55%, reflecting BRI's advantages on having high portion of its TPF in the form of CASA

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# Income Statement - *Highlights*

... Much stronger income generation from operations...

(IDR Billion)

Description	2012	1H-2012	1H-2013	g(YoY)	Q1-2013	Q2-2013	g(QoQ)
Interest Income	47,922	23,649	26,020	10.0%	12,873	13,147	2.1%
Interest Expense	(12,461)	(6,491)	(6,560)	1.0%	(3,219)	(3,341)	3.8%
Net Interest Income	<b>35,461</b>	<b>17,158</b>	<b>19,460</b>	<b>13.4%</b>	<b>9,654</b>	<b>9,806</b>	<b>1.6%</b>
Fee & Other Opr. Income	8,166	3,179	3,593	13.0%	1,726	1,868	8.2%
Gross Operating Income	43,627	20,337	23,053	13.4%	11,380	11,674	2.6%
Other Operating Expenses	(18,602)	(8,530)	(10,018)	17.4%	(4,949)	(5,069)	2.4%
Pre Provision Operating Profit	<b>25,025</b>	<b>11,807</b>	<b>13,035</b>	<b>10.4%</b>	<b>6,431</b>	<b>6,605</b>	<b>2.7%</b>
Provision	(2,555)	(1,563)	(1,457)	-6.7%	(654)	(804)	23.0%
Non Operating Profit/Loss	1,169	414	574	38.6%	356	218	-38.7%
Profit Before Tax n Minor. Int.	23,639	10,658	12,152	14.0%	6,133	6,019	-1.9%
Net Profit	<b>18,521</b>	<b>8,606</b>	<b>10,012</b>	<b>16.3%</b>	<b>5,007</b>	<b>5,004</b>	<b>-0.1%</b>
EPS*)	772.3	717.7	834.9	16.3%	835.2	834.7	-0.1%

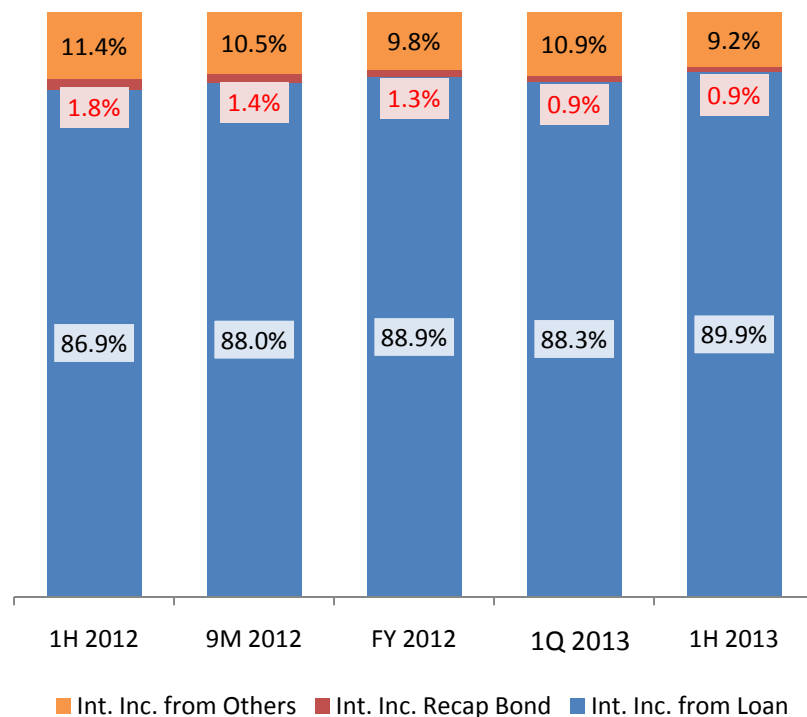
\*) annualized

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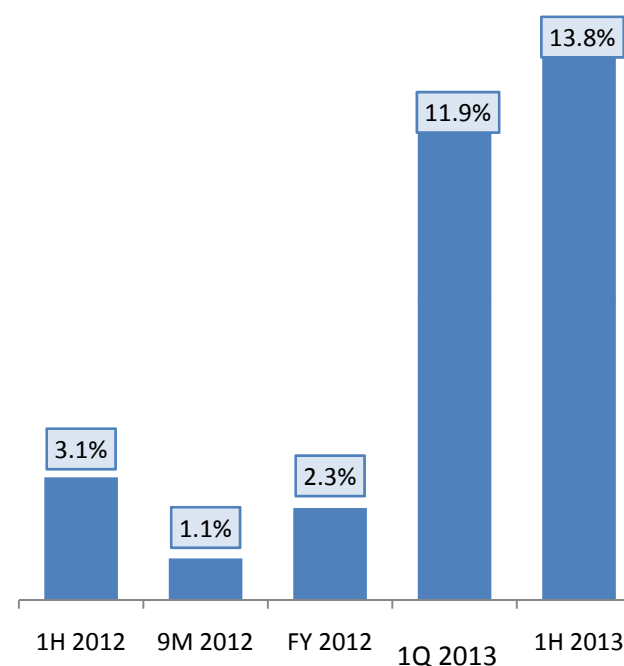
# Interest Income – *composition & growth*

.... Continuing income growth , driven by core business.....

## Source of Interest Income



## YoY Growth – Interest Income from Loan



- Contribution of Interest income from loan dominating total interest income (89.9% in June 2013), with increasing proportion trend. This shows that BRI's revenue sourcing mainly from its core business
- Interest income from loan in 1H 2013 grew 13.8% (yoy), stronger than previous period

## *Business Updates*

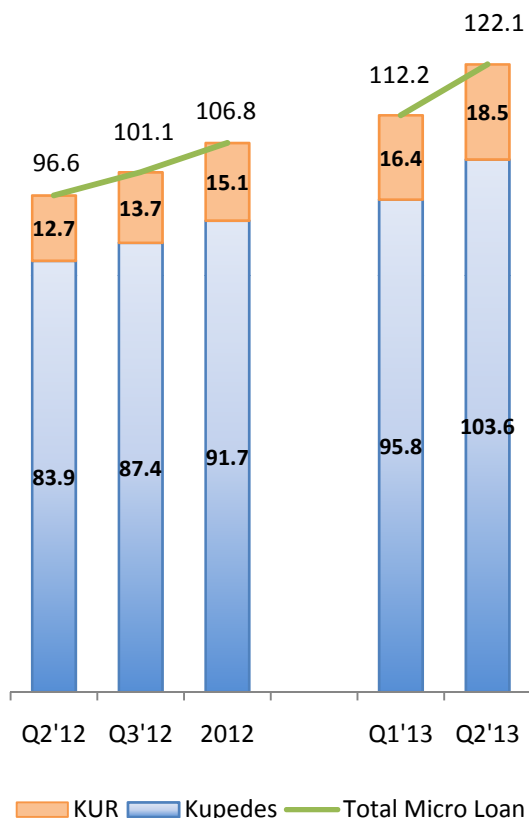
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*Micro Banking  
-Sustaining Growth-*

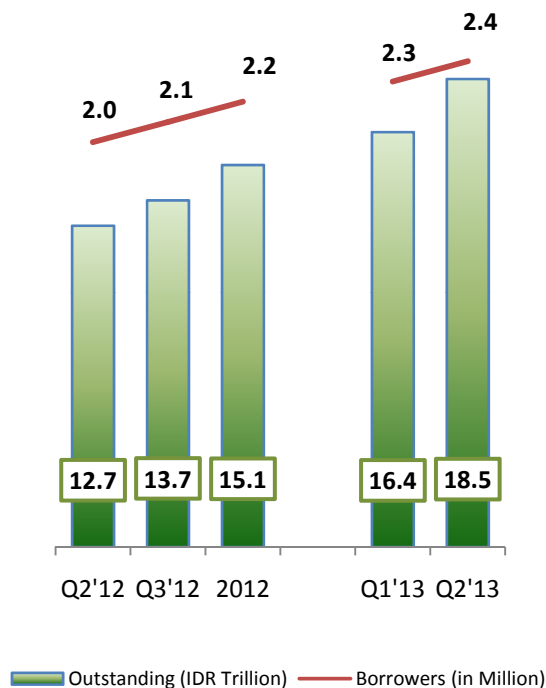
## Total Micro Loan

(IDR Trillion)

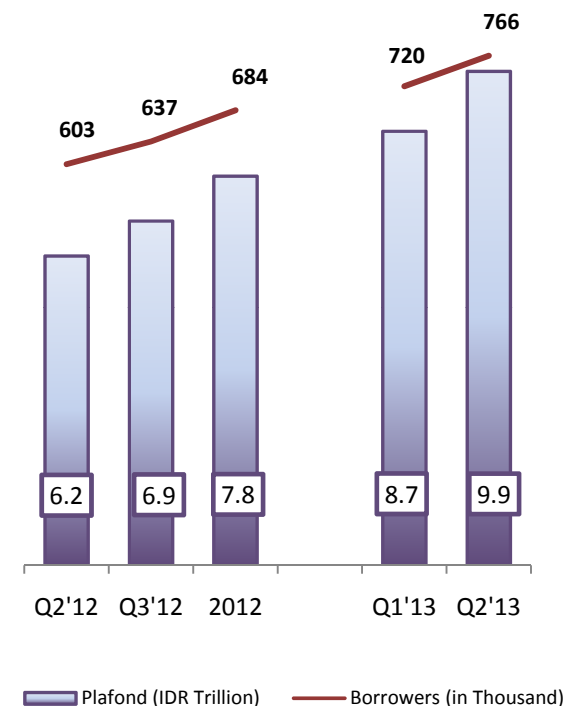


## Micro KUR Loan

Performance



Migration of Micro KUR Loan



- Micro loan increased 26.4%, higher than last year growth of 15.0%
- KUR is growing healthily, with an increased number of borrower migration to commercial micro loans of Kupedes
- KUR NPL is maintained at 1.78%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant  
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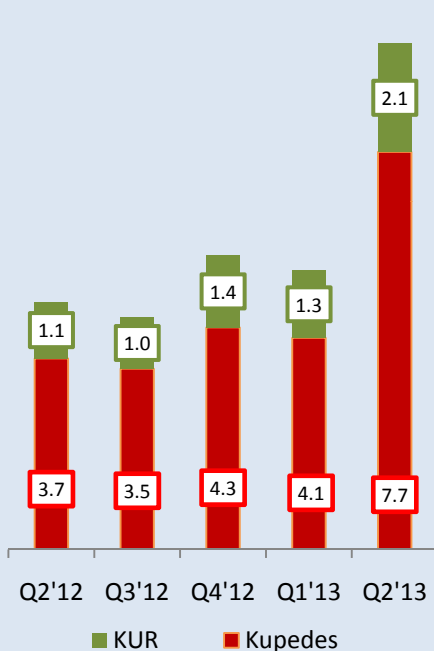


# Micro Banking – *Maintained momentum of growth*

## MICRO LOAN

### Quarterly Growth – O/S

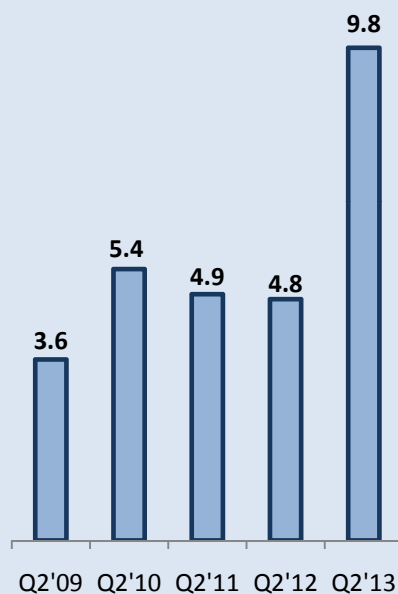
(IDR Trillion)



Growth of loans is coming from both KUPEDES and KUR

### Growth in Q2s

(IDR Trillion)

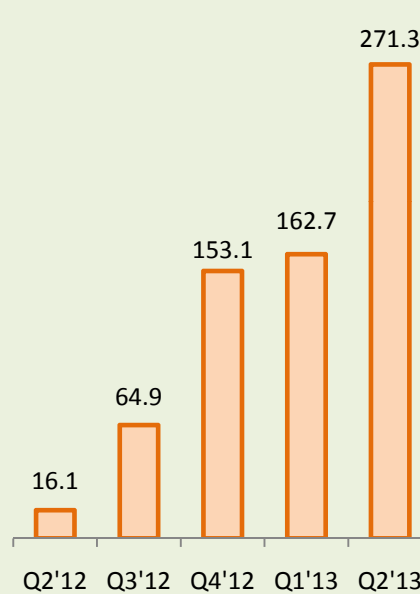


Compares to Q2 growth in previous years, Q2 2013 has the highest loan growth.

## MICRO BORROWERS

### Quarterly Growth-# New Borrowers

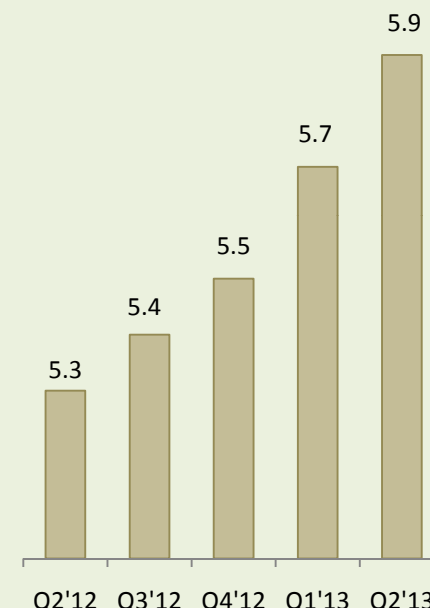
(In Thousand)



The number of new borrowers is accelerating in 2012 and keep continue in Q2 2013

### Total Number of Borrowers

(In Million)



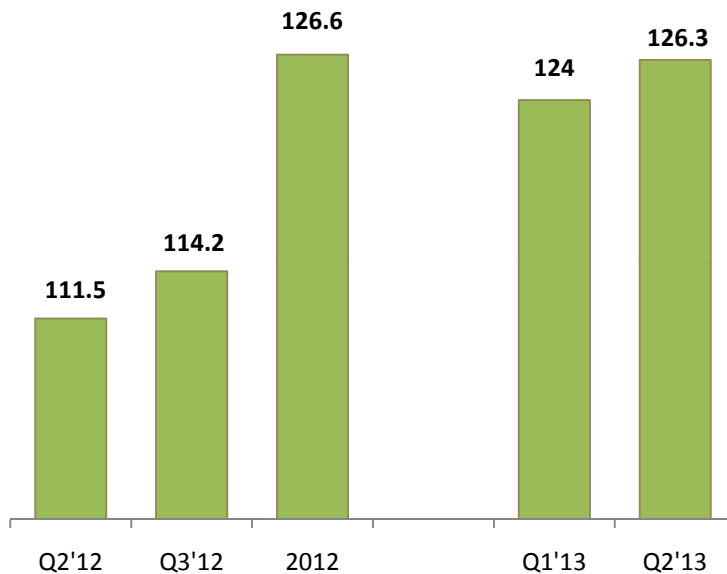
...Micro loan expansion is in line with increasing number of borrowers in Q2 2013.

# Micro Banking

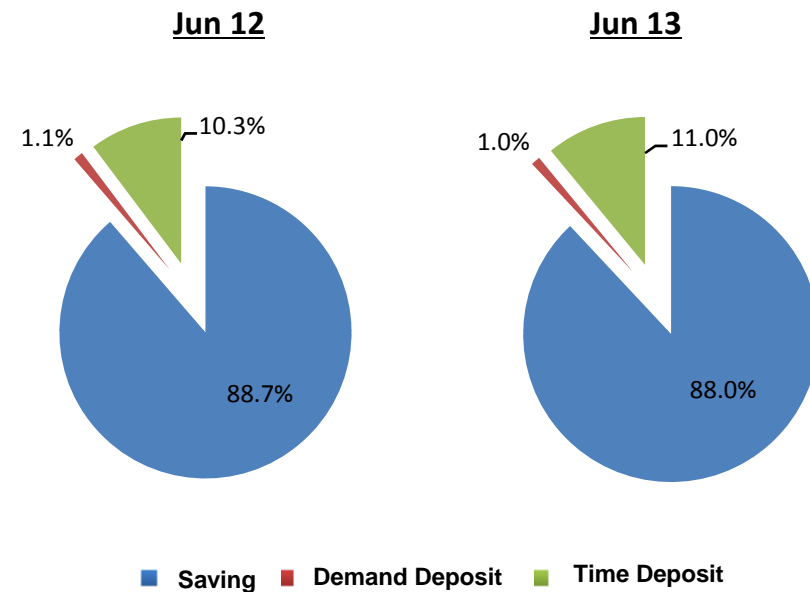
Micro Funding, providing liquidity from stable core funding

## Deposit

IDR Trillion



## Micro Deposit Composition



Saving dominates total Micro's deposit, with average size of around IDR 4.2 million



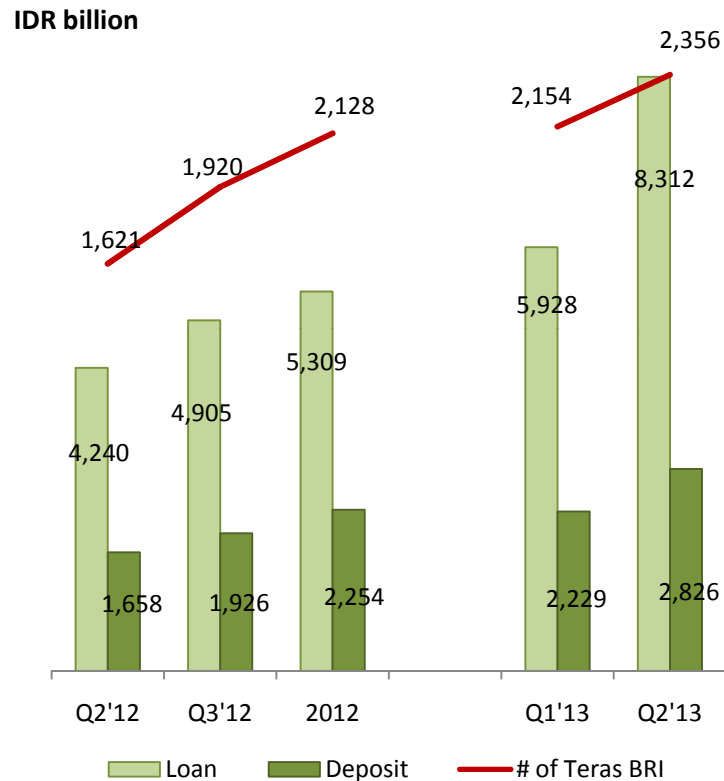
To secure continued loan growth with enough liquidity from low cost and stable core funds

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# Micro Banking – *Teras BRI*

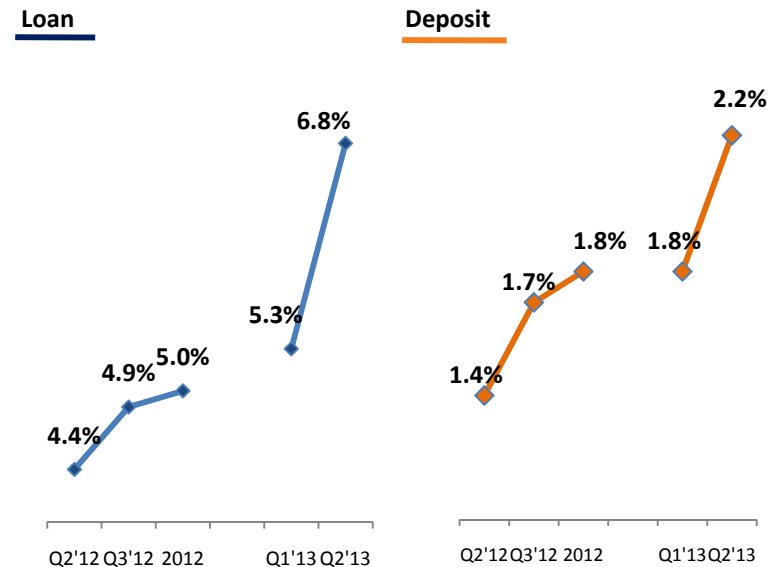
Teras BRI - more accessible, getting closer to customers

## Teras BRI Performance



TerasBRI continuously shows superior performance with loan growth of 96% and deposit increase 70.4% yoy.

## Contribution – TerasBRI to Total Micro



TerasBRI and mobile TerasBRI are the arm-length of conventional micro outlet, designed to develop the market and protect the market from competitors.



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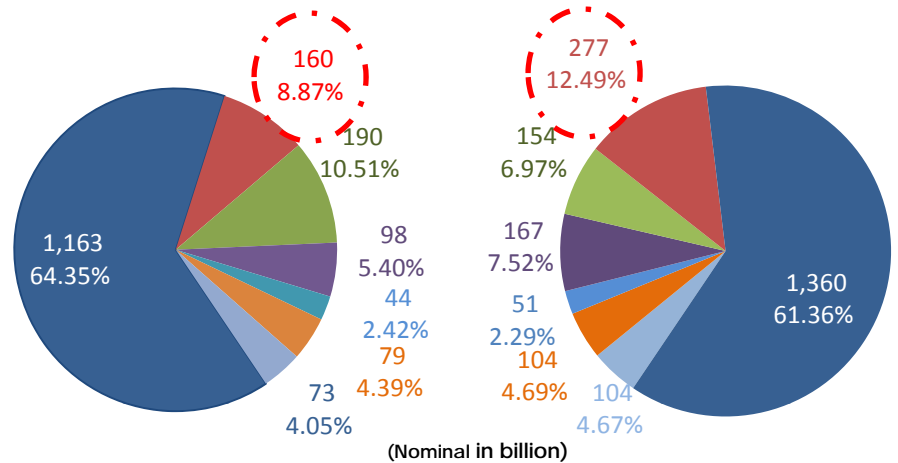
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*Consumer Banking*  
*- Growing Presence of E-Banking -*

# Fee Based Income - *composition*

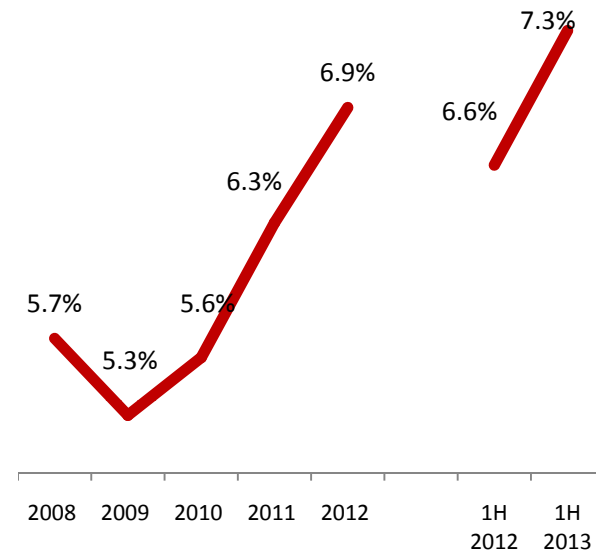
Jun 2012

Jun 2013

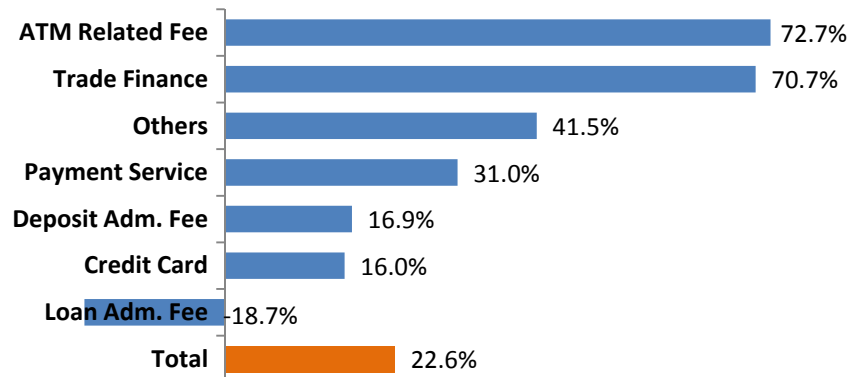


■ Deposit Adm. Fee ■ ATM Related Fee ■ Loan Adm. Fee ■ Trade Finance  
■ Credit Card ■ Payment Service ■ Others

## FBI to Total income



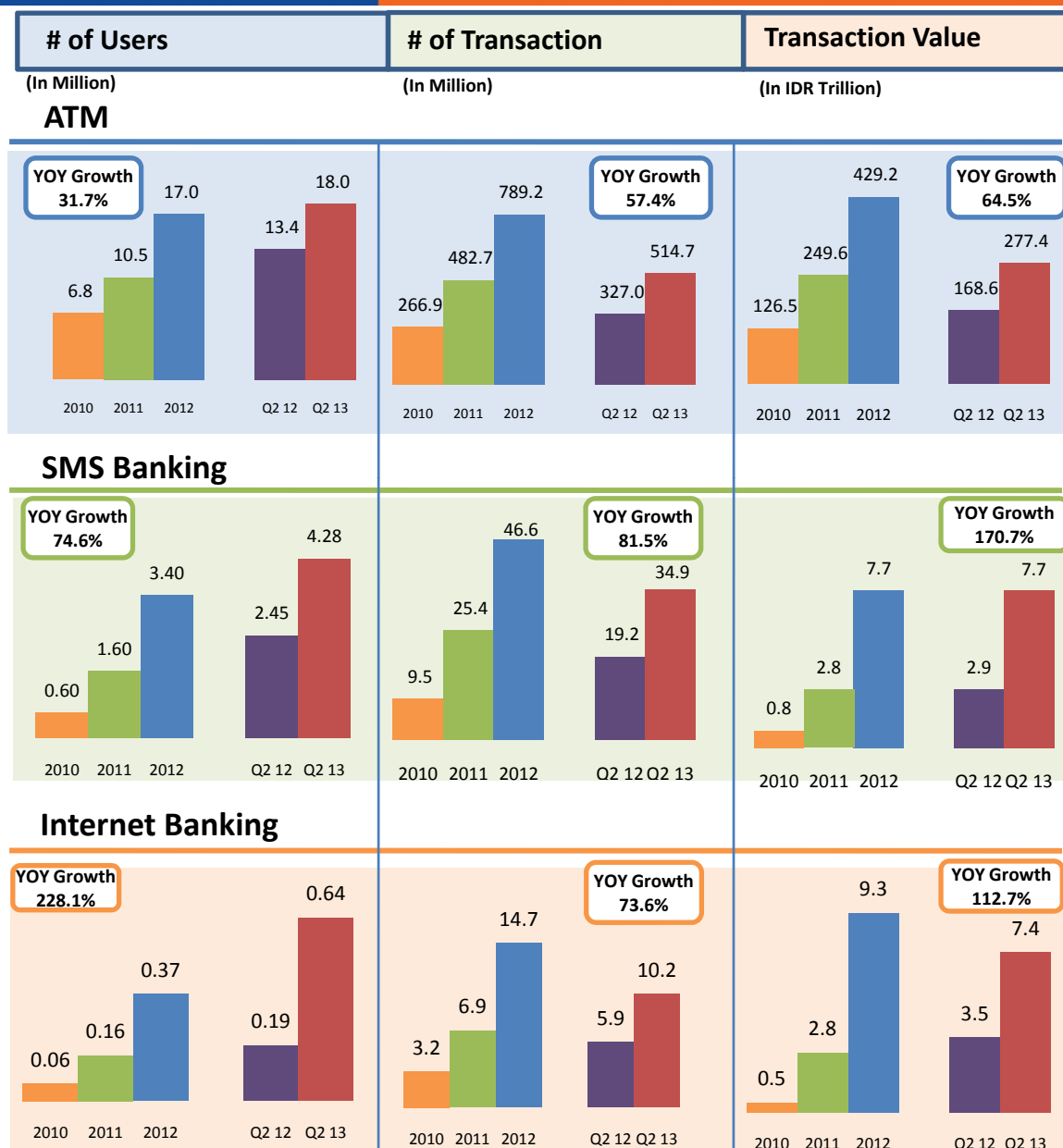
## FBI – YoY Growth



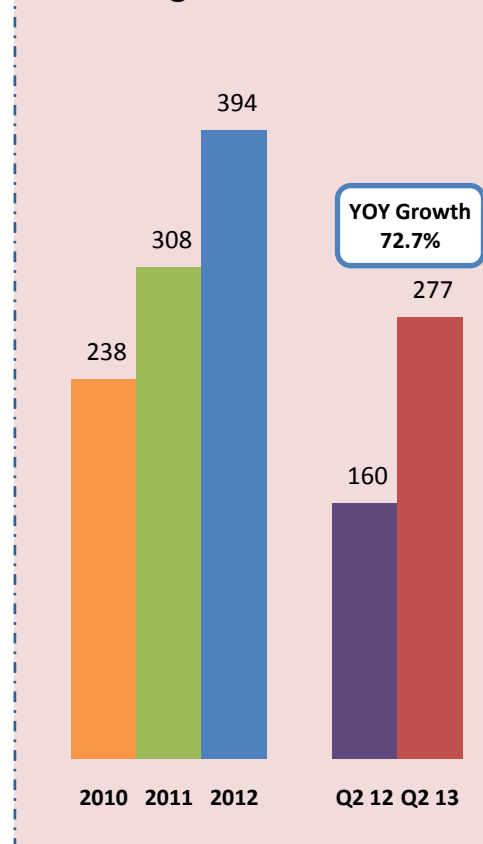
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- FBI contribution to Total Income keep increasing, reached 7.3% in June 2013
- Transaction based fee, i.e. ATM Related Fees and Trade Finance increased significantly yoy 72.7%, and 70.7% respectively
- Deposit administration fee still contribute the biggest part of fee-based income, as BRI has large number of customer accounts

## E-Banking Performance – *a growing presence...*



### E-banking related fee



Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of customer accounts (As of Jun '13, around 44 million accounts)

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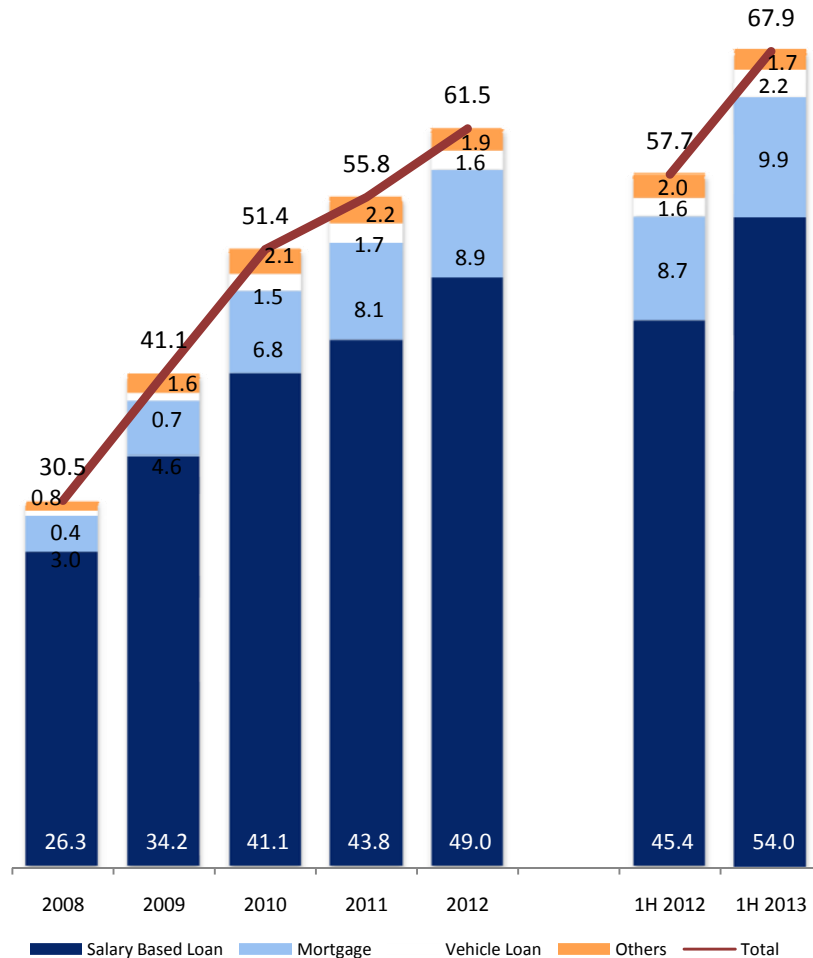
## Consumer *Loans*

- *Optimizing the Salary Based Loan Potentials* -

# Consumer Loan – *accelerated in profitable way*

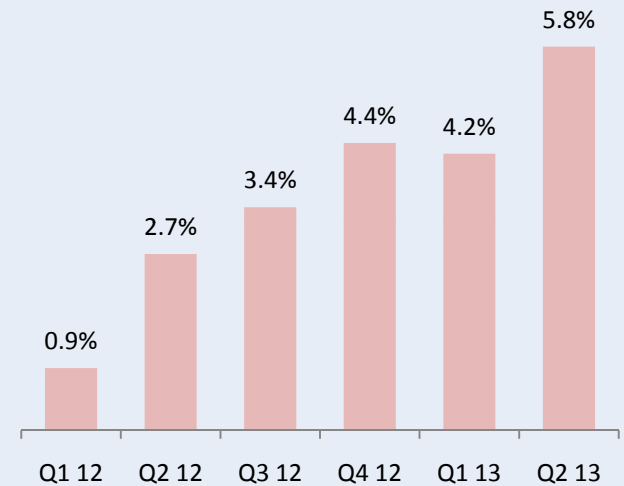
## Consumer Loan Composition

IDR Trillion



## Salary Based Loan – Accelerated Growth

### Quarterly Growth



- Salary Based loan, amounted 80% of BRI's consumer loans
- Growth is continue to accelerated, Q2-2013 shows highest quarterly growth in the last 1.5 years

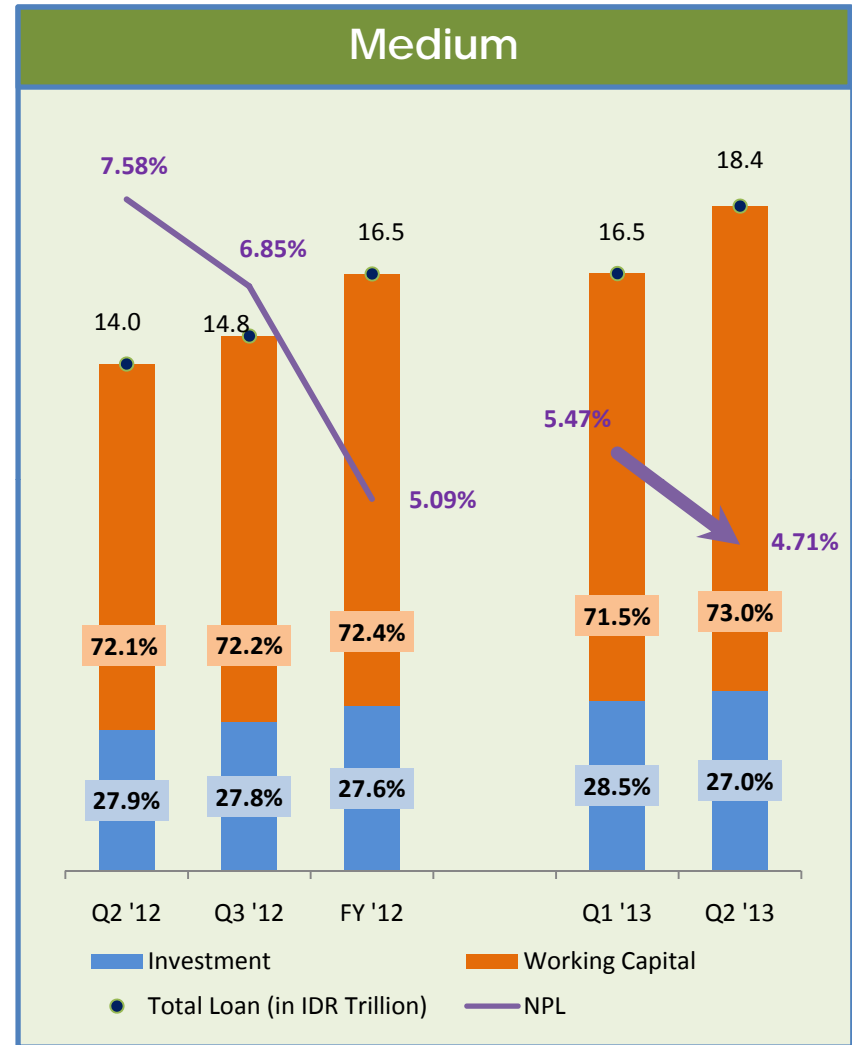
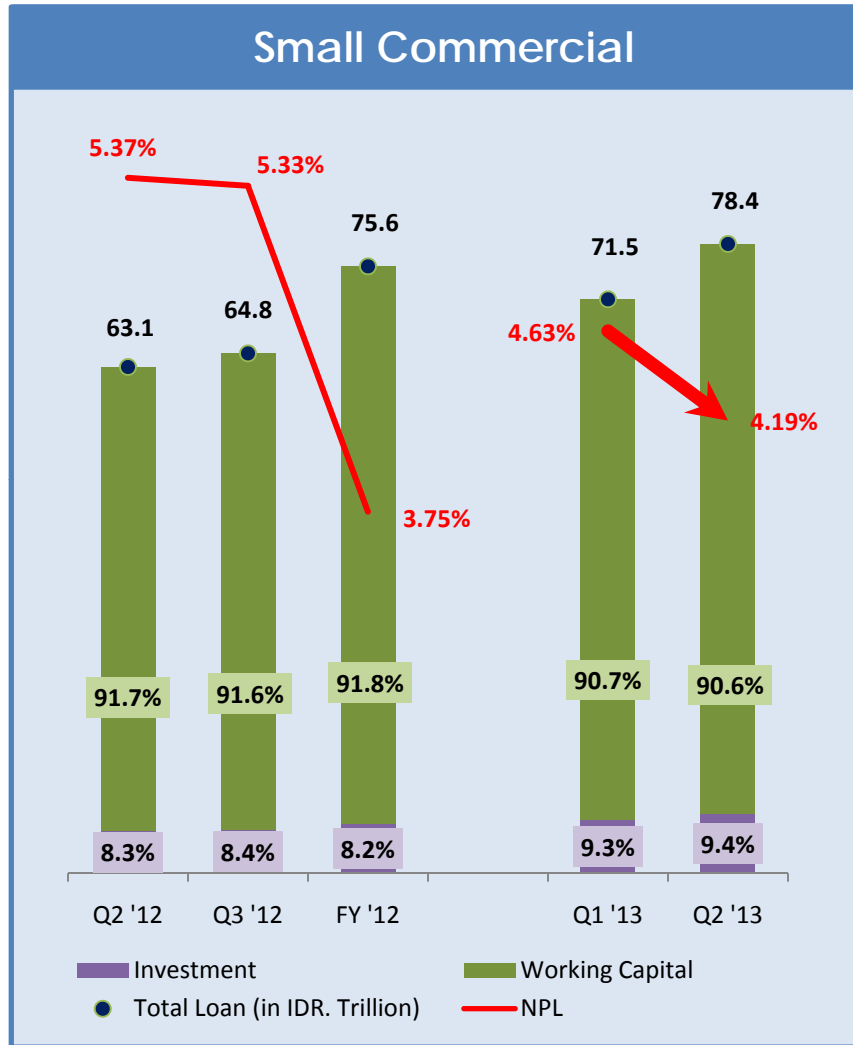
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## Small Commercial & Medium Loans

# Small Commercial & Medium Loans



Consolidation phase in small commercial and medium businesses have shown some results as the loan growth increase with improving quality

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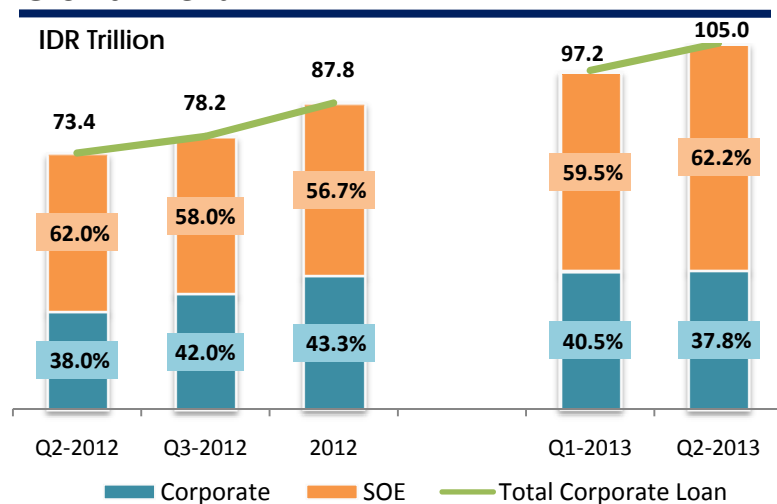
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## SoE & Corporate Loans

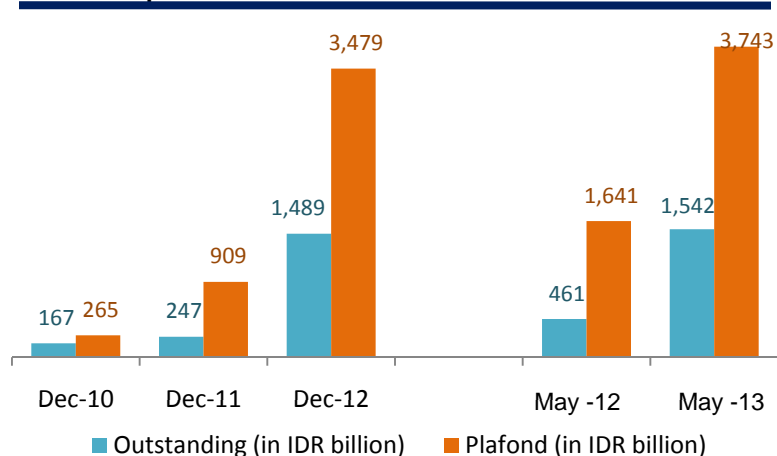
# SOE & Corporate Loans

Providing future source of growth for SMEs

## Growth Trend



## Small Commercial Loans Trickled down from Corporate Loans

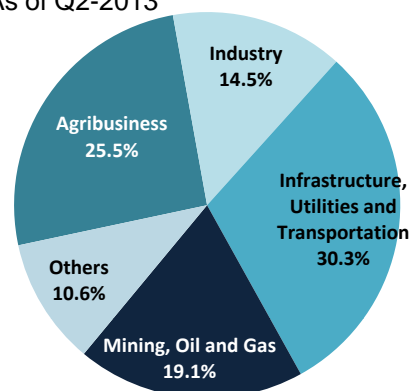


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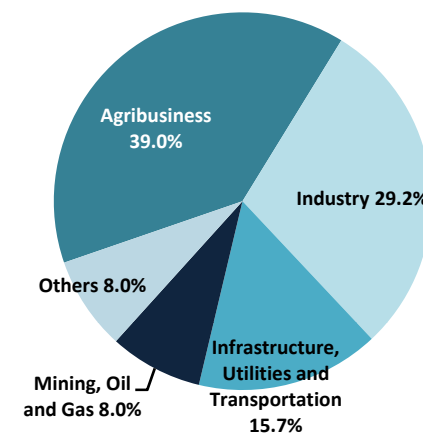
## SoE Loans

### By business segment

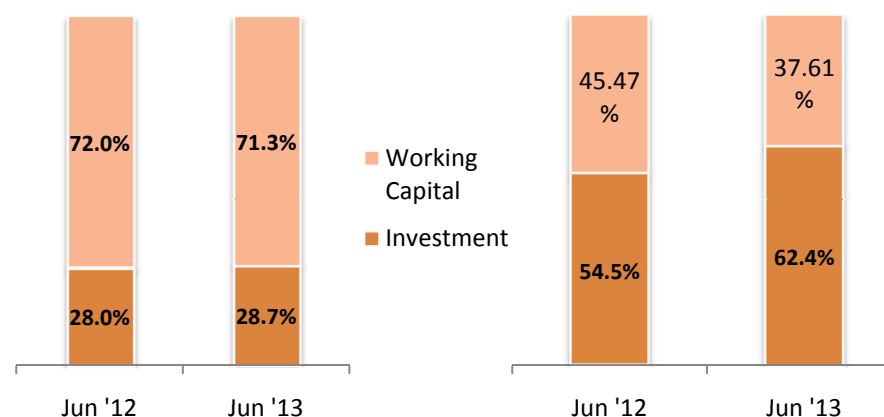
As of Q2-2013



## Corporate Loans



### By loan purpose



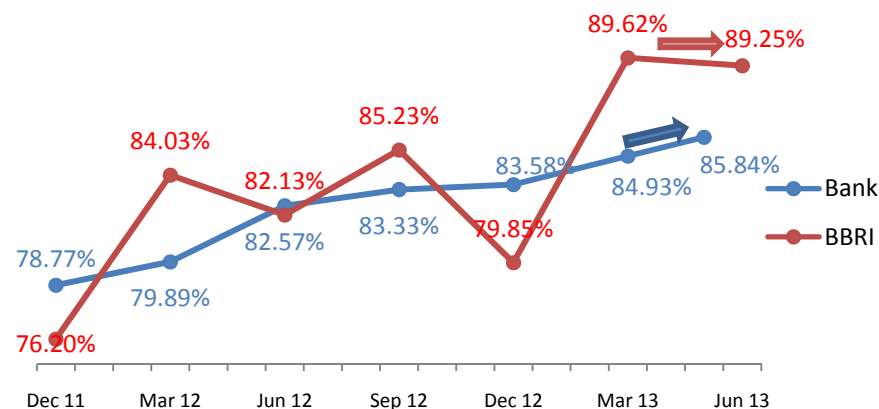
In May 2013, small commercial loans outstanding trickled down from corporate and SOE segments grow 234.5% (yoy)

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## Current Issue

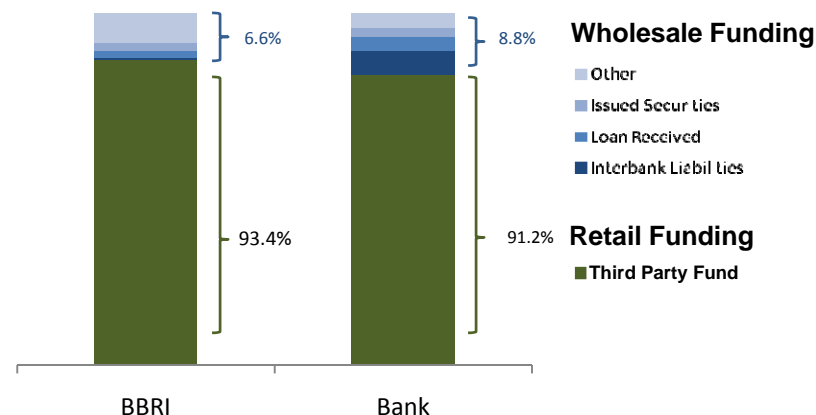
## Current Issues: *Liquidity - BBRI and Banking Industry*

### LDR : *manageable level of LDR*



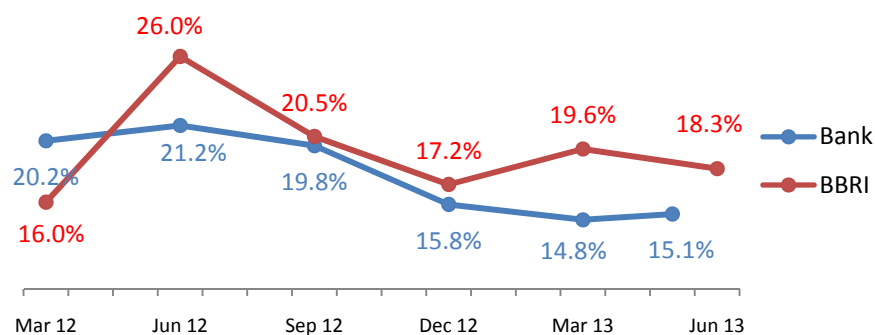
While the industry show increasing trend of LDR, BRI able to maintain its LDR level

### Source of Funding: *TPF contribute 93.4%*



93.4% of BRI's funding coming from TPF, while wholesale funding contribute 6.6%. Compare to industry, BRI's Source of fund from wholesale was lower (6.6% vs 8.8%).

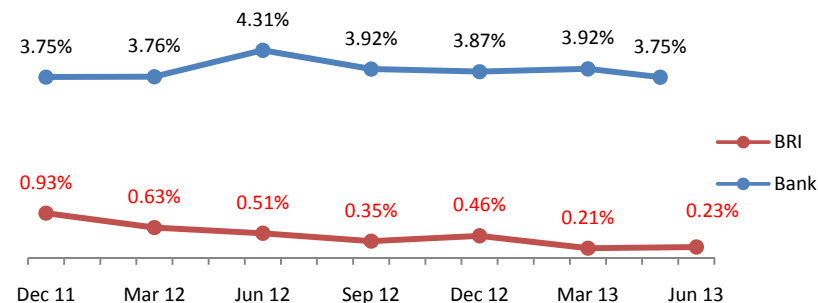
### Deposit Growth : *Higher than industry*



BRI deposit growth is higher than industry, it grows 18.3% yoy or 9% qoq, driven by current account growth in 2<sup>nd</sup> quarter.

### Interbank/Total Funding:

*wider room to expand interbank liabilities for liquidity purposes*



BRI has wider room to use non TPF for liquidity purposes (i.e. interbank liabilities), as % of interbank liabilities to total liabilities is only 0.23%, much lower than industry (3.75%).

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## Key Take Aways

- In Q2-2013, all business segments get their growth momentum, as total loan increased 28.5% (yoy), while still able to improve the quality shown by NPL gross of 1.81%, decline 8bp (qoq) or 14bp (yoy)
- Micro loan shows an accelerated growth of 26.4% (yoy) or 8.8% (qoq) thus maintained its biggest portion in BRI's loan portfolio
- Contribution of interest income from loans to total income is increasing, continuing its position as the driver of BRI's profitability
- Maintained CASA composition reflected in BRI's stable cost of fund
- High growth of fee from ATM related and Trade finance strengthen the alternative income contribution, shows by the portion of Fee-based income to Total Income reach 7.3% in Q2-2013.
- Solid capital condition



## ***Appendixes***

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## Financial Performance

# Financial Ratios

Description	Q2-2012	Q3-2012	2012	Q1-2013	Q2-2013
Cost of Fund (COF)	3.86%	3.75%	3.68%	3.54%	3.55%
Loan to Deposit Ratio	82.13%	85.23%	79.85%	89.62%	89.25%
Net Interest Margin (NIM)	8.49%	8.43%	8.42%	8.19%	8.08%
NPL ratio - Gross	2.38%	2.33%	1.78%	1.97%	1.81%
NPL ratio - Nett	0.55%	0.54%	0.34%	0.46%	0.41%
CKPN to Earning asset	4.12%	3.87%	3.43%	3.30%	3.20%
Opr. Expense to Opr. Income	61.81%	61.76%	59.93%	60.46%	60.91%
Cost Efficiency Ratio (CER)	42.43%	43.88%	43.11%	44.22%	43.85%
Tier I CAR	14.84%	14.83%	15.86%	16.90%	16.41%
Total CAR	16.00%	15.95%	16.95%	17.91%	17.36%
Return on Assets (ROA) - b.t	4.87%	4.87%	5.15%	4.76%	4.62%
Return on Assets (ROA) - a.t	3.93%	3.89%	4.04%	3.89%	3.80%
Return on Equity (ROE) - Tier I	36.92%	36.87%	38.66%	32.63%	33.05%
Return on Equity (ROE) - B/S	32.09%	31.47%	32.41%	30.28%	30.07%
Min. Reserve Requirement	8.02%	8.02%	10.64%	8.02%	8.02%
Net Open Position	5.98%	5.60%	3.00%	6.45%	5.14%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Sources of Income

IDR Billion

Total Income	2012	1H-2012	1H-2013	g (YoY)	Q1-2013	Q2-2013	g(QoQ)
Interest income	47,922	23,649	26,020	10.0%	12,873	13,147	2.1%
Fee & Other Opr.Income	8,166	3,179	3,593	13.0%	1,726	1,868	8.2%
Non Operating Income (net)	1,169	414	574	38.6%	356	218	-38.7%
<b>Total Income</b>	<b>57,256</b>	<b>27,243</b>	<b>30,187</b>	<b>10.8%</b>	<b>14,954</b>	<b>15,233</b>	<b>1.9%</b>

As of 1H-2013, Interest Income contributed 86.2% of total revenue

## Fee & Other Operating Income

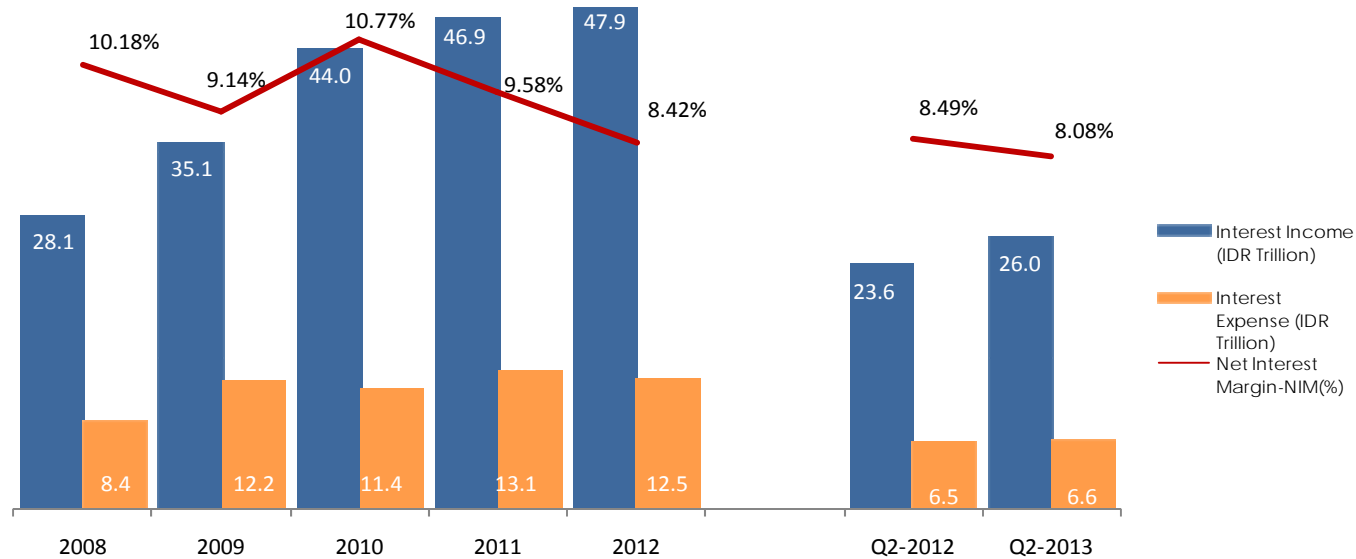
IDR Billion

Fee & Other Operating Income	2012	1H-2012	1H-2013	g (YoY)	Q1-2013	Q2-2013	g(QoQ)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	56	49	17	-66.1%	-	17	n.a.
Fees and Commissions	3,928	1,807	2,216	22.6%	1,036	1,180	13.9%
Gain fr Forex	427	185	181	-1.8%	182	(1)	-100.5%
Recovery	2,251	1,054	921	-12.6%	443	478	7.8%
Others	1,504	85	258	204.6%	64	194	201.8%
<b>Total Fee &amp; Other Opr. Income</b>	<b>8,166</b>	<b>3,179</b>	<b>3,593</b>	<b>13.0%</b>	<b>1,726</b>	<b>1,868</b>	<b>8.2%</b>

Note: Since FY 2010, figures are PSAK 50 & 55 compliant  
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# Sources of Interest Income

## Interest Income, Interest Expenses and NIM



## Source of Interest Income

IDR Billion							
Interest Income	2012	1H-2012	1H-2013	g (YoY)	Q1-2013	Q2-2013	g(QoQ)
Interest from Loans	42,623	20,545	23,380	13.7%	11,360	12,019	5.8%
Interest from Govt. Bonds	603	414	238	-42.6%	115	123	7.3%
Int. from Other Earning Assets	4,696	2,690	2,402	-9.8%	1,398	1,005	-28.1%
<b>Total Interest Income</b>	<b>47,922</b>	<b>23,649</b>	<b>26,020</b>	<b>10.0%</b>	<b>12,873</b>	<b>13,147</b>	<b>2.1%</b>

Interest Income from loans contribute 89.9% of total interest income (or 77.4% of total income)

Note: Since FY 2010, figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Other Operating Expenses

					IDR Billion		
Other Operating Expenses	2012	1H-2012	1H-2013	g (YoY)	Q1-2013	Q2-2013	g(QoQ)
Personnel	9,215	4,410	5,810	31.7%	2,980	2,831	-5.0%
General and Administration	6,000	2,667	2,975	11.5%	1,355	1,620	19.5%
Losses fr decrease of Securities						-	
and Govt. Bonds value	-	-	-		0	(0)	-
Losses from forex transaction	-	-	-	n.a.	-	-	
Premium Paid on Govt Guarantees	729	350	423	21.0%	212	212	0.0%
Promotion	731	278	278	-0.1%	134	144	7.4%
Others	1,928	824	532	-35.5%	268	263	-1.7%
<b>Total Other Opr. Expenses</b>	<b>18,602</b>	<b>8,530</b>	<b>10,018</b>	<b>17.4%</b>	<b>4,949</b>	<b>5,069</b>	<b>2.4%</b>

Note: Since FY 2010, figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

## Balance Sheet (*consolidated*)

Description	Q2-2012	Q3-2012	2012	Q1-2013	Q2-2013	YoY	QoQ
<b>Total Assets</b>	<b>474,047</b>	<b>482,787</b>	<b>551,337</b>	<b>529,509</b>	<b>556,459</b>	<b>17.4%</b>	<b>5.1%</b>
- Gross Loans	316,160	330,237	362,007	375,789	407,969	29.0%	8.6%
- Government Bonds (Recap)	7,598	4,314	4,316	4,313	4,308	-43.3%	-0.1%
- Other Earnings Assets	114,901	110,835	132,720	105,860	93,471	-18.7%	-11.7%
Total Earning Assets	438,659	445,386	499,042	485,962	505,748	15.3%	4.1%
Earning Assets Provision	(15,886)	(15,610)	(14,916)	-15,083	-14,985	-5.7%	-0.7%
Total Earning Assets (net)	422,773	429,776	484,126	470,879	490,764	16.1%	4.2%
Total Non Earning Assets	51,274	53,011	67,211	58,631	65,695	28.1%	12.0%
<b>Total Liabilities &amp; S.E</b>	<b>474,047</b>	<b>482,787</b>	<b>551,337</b>	<b>529,509</b>	<b>556,459</b>	<b>17.4%</b>	<b>5.1%</b>
Total Customer Deposits	382,047	385,114	450,166	418,050	455,051	19.1%	8.9%
- Demand Deposits	75,524	69,188	80,075	59,007	82,355	9.0%	39.6%
- Saving Deposits	157,466	160,545	184,365	174,671	178,533	13.4%	2.2%
- Time and Certificate Deposits	149,058	155,380	185,726	184,372	194,163	30.3%	5.3%
Other Interest Bearing Liabilities	19,073	18,122	15,784	20,687	11,868	-37.8%	-42.6%
Non Interest Bearing Liabilities	17,738	19,694	20,505	26,138	20,918	17.9%	-20.0%
Tier I Capital	47,140	49,398	52,325	58,991	61,572	30.6%	4.4%
Total Shareholder's Equity	55,188	59,856	64,882	64,635	68,622	24.3%	6.2%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant

# Income Statement (*consolidated*)

Description	2012	1H-2012	1H-2013	YoY	Q1-2013	Q2-2013	QoQ
Interest Income	49,610	24,452	27,023	10.5%	13,352	13,671	2.4%
Interest Expense	(13,127)	(6,827)	(6,995)	2.5%	(3,434)	(3,561)	3.7%
<b>Net Interest Income</b>	<b>36,484</b>	<b>17,625</b>	<b>20,028</b>	<b>13.6%</b>	<b>9,919</b>	<b>10,109</b>	<b>1.9%</b>
Fee & Other Opr. Income	8,390	3,296	3,715	12.7%	1,796	1,919	6.9%
Gross Operating Income	44,873	20,921	23,744	13.5%	11,715	12,029	2.7%
Other Operating Expenses	(19,491)	(8,929)	(10,519)	17.8%	(5,180)	(5,339)	3.1%
<b>Pre Provision Operating Profit</b>	<b>25,382</b>	<b>11,992</b>	<b>13,224</b>	<b>10.3%</b>	<b>6,535</b>	<b>6,689</b>	<b>2.4%</b>
Provision	(2,700)	(1,648)	(1,492)	-9.4%	(676)	(816)	20.6%
Non Operating Profit/Loss	1,177	418	573	37.1%	357	215	-39.7%
Profit Before Tax n Minor. Int.	23,860	10,763	12,305	14.3%	6,216	6,089	-2.0%
<b>Net Profit</b>	<b>18,687</b>	<b>8,704</b>	<b>10,157</b>	<b>16.7%</b>	<b>5,087</b>	<b>5,071</b>	<b>-0.3%</b>
EPS *)	779.2	725.9	847.1	16.7%	848.1	845.8	-0.3%

\*) *annualized*



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Others

# The Most Extensive and Largest Networks

## Regional Office Distribution



Outlets	2008	2009	2010	2011	2012	Q2-2012	Q2-2013	Δ YoY
Head Office	1	1	1	1	1	1	1	-
Regional Offices	14	17	18	18	18	18	18	-
Branches	379	406	413	431	446	431	450	19
Sub Branches	337	434	470	502	545	527	545	18
BRI Units	4,417	4,538	4,649	4,849	5,000	4,876	5,019	143
Cash Offices	179	728	822	870	914	898	934	36
Teras BRI		217	617	1,304	1,778	1,621	2,002	381
Teras Mobile				100	350	246	354	108
<b>Total</b>	<b>5,327</b>	<b>6,341</b>	<b>6,990</b>	<b>8,075</b>	<b>9,052</b>	<b>8,618</b>	<b>9,323</b>	<b>705</b>

E-Channel	2008	2009	2010	2011	2012	Q2-2012	Q2-2013	Δ YoY
ATM	1,796	3,778	6,085	7,292	14,292	10,292	14,604	4,312
EDC		6,398	12,719	31,590	44,715	32,407	49,381	16,974
CDM	1	22	39	89	92	92	92	-
Kiosk	14	60	96	100	100	100	100	-
E-Buzz		1	2	19	42	35	45	10
<b>Total</b>	<b>1,811</b>	<b>10,259</b>	<b>18,941</b>	<b>39,090</b>	<b>59,241</b>	<b>42,926</b>	<b>64,222</b>	<b>21,296</b>

\*Total working units are including 3 overseas offices



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Offices



BRI Unit



Teras BRI

## BRI Rating

FITCH (March 2013)	
- 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-
STANDARD AND POORS (May 2012)	
- 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
MOODY'S (March 2013)	
- Outlook	Stable
- Bank Deposit	Baa3/P-3
- Bank Financial Strength	D+
- Baseline Credit Assessment	(Ba1)
- Adjusted Baseline Credit Assessment	(Ba1)
- Senior Unsecured Notes	Baa3
PEFINDO (June 2012)	
- National Rating	id AAA, Stable Outlook
Indonesia Sovereign Ratings	
Standard and Poors (May 2013)	BB+, Stable Outlook
Fitch (December 2011)	BBB-, Stable Outlook
Moody's (January 2012)	Baa3, Stable Outlook
Japan Credit Rating Agency (Nov 2012)	BBB-, Stable Outlook

## Country Rating

# Shareholders & Stock Performance

## Shareholders Composition

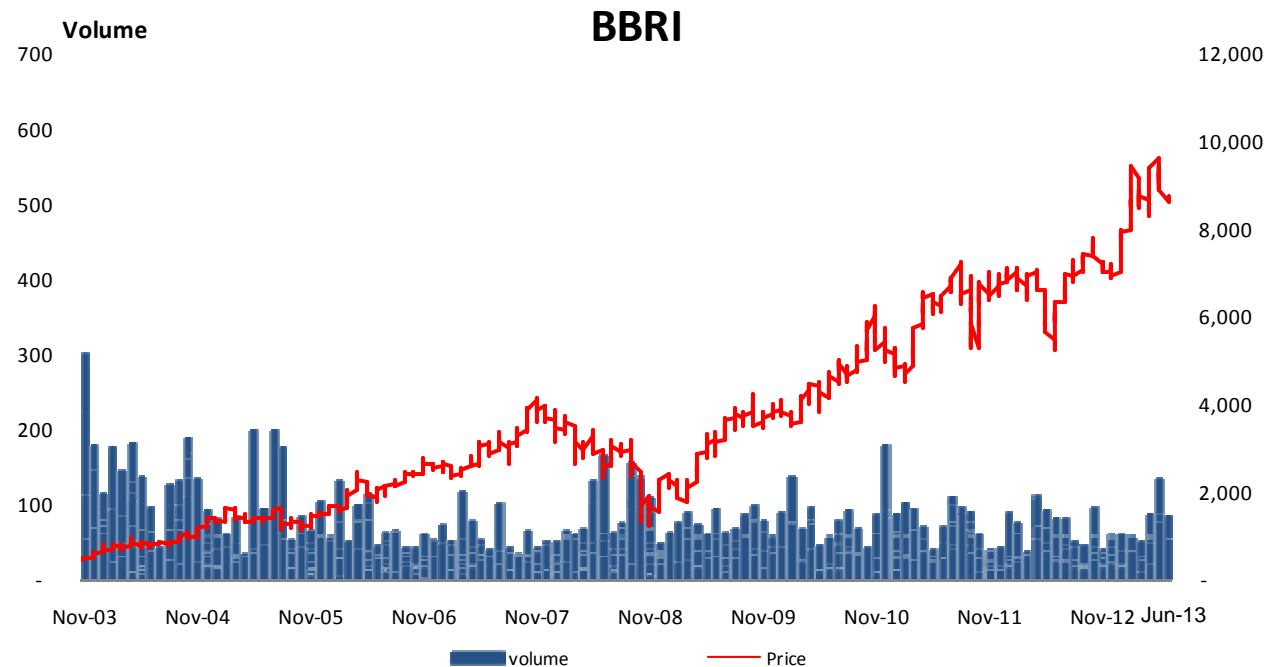
Shareholder	Nov-03	2009	2010	2011	2012	Q1-2013	Q2-2013
<b>Government</b>	<b>59.50%</b>	<b>56.77%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>	<b>56.75%</b>
<b>Public</b>	<b>40.10%</b>	<b>43.23%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>	<b>43.25%</b>
Foreign *)	55.31%	84.16%	84.25%	83.93%	82.84%	86.31%	83.24%
Domestic *)	44.69%	15.84%	15.75%	16.07%	17.16%	13.69%	16.76%

\*) percentage from public holding

## 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)



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