

PT Bank Rakyat Indonesia (Persero) Tbk.



Q1 - 2014 Financial Update Presentation

2014 – optimizing capacity, securing growth

Jakarta, 23 April 2014



Macro Economy

Q1 2014 - a maintained performance

Financial Updates

Business Update:

1. Micro Banking
2. Consumer Loans
3. Small Commercial and Medium Loans
4. SoE and Corporate Loans
3. Fee Based Income

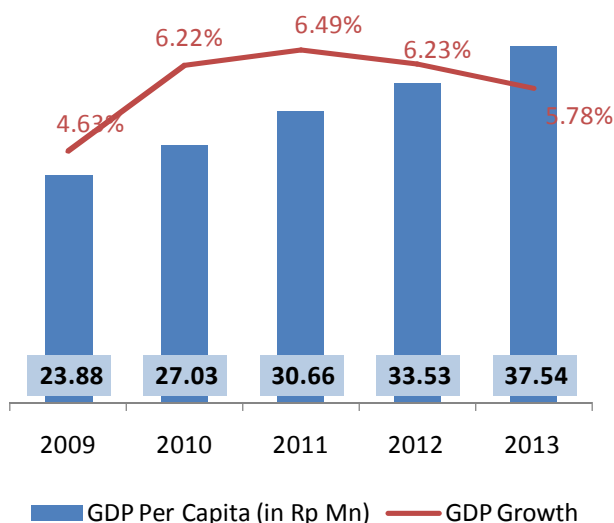
Key Take Aways

Appendixes

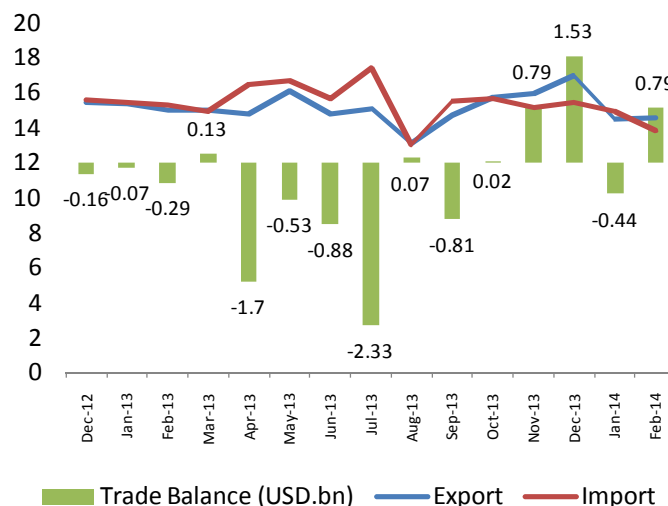
Macro Economy

Indonesia Macro Economy – a sign of better economy

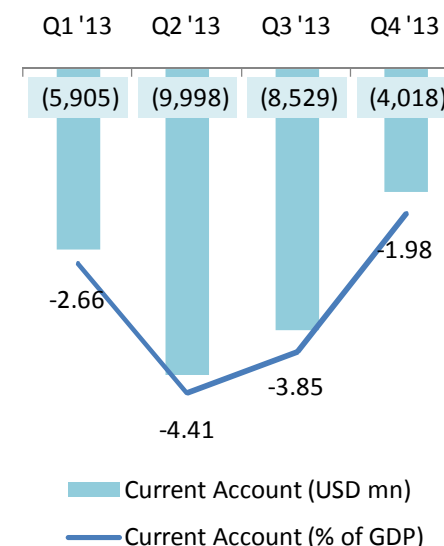
GDP



Trade Balance

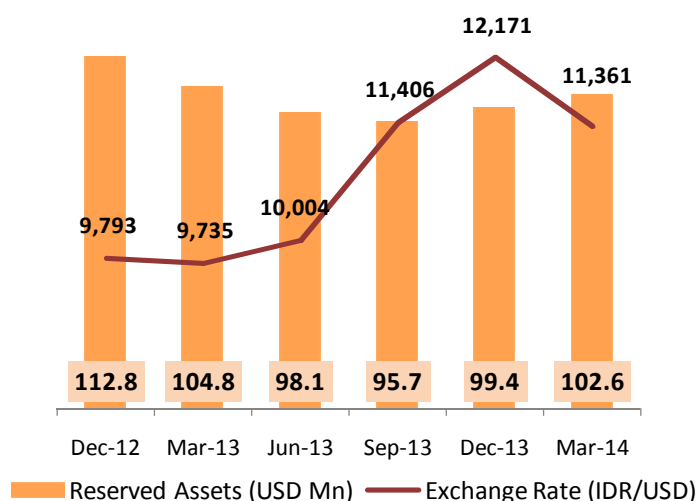


Current Account



Source: BPS, BI & Bloomberg

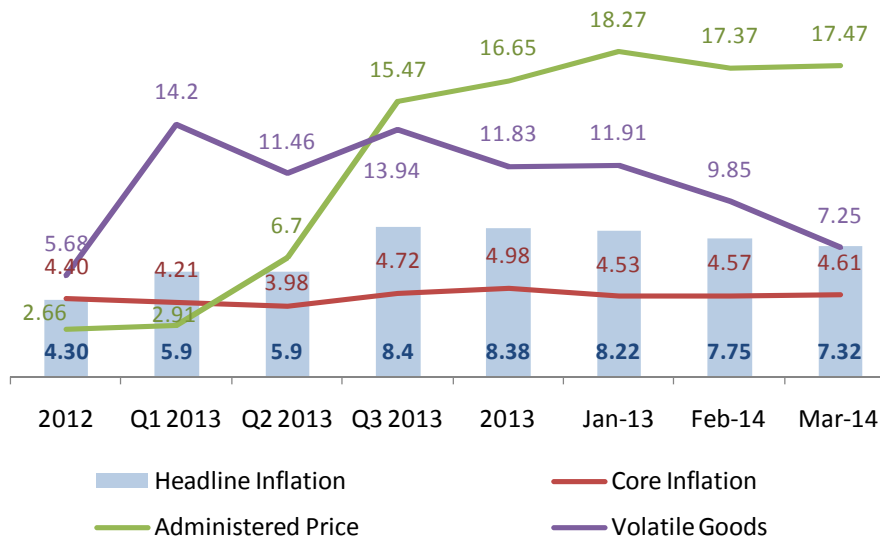
Reserved Assets & Exchange Rate



- GDP growth by the end of 2013 was better than expected at 5.78% and GDP per capita increased to Rp 37.54 Mn. For 2014, cushioned by domestic based economy, we expect that GDP will grow by 5.5 – 5.9% yoy
- A good sign for Indonesia economy was shown by a positive trade balance in February and narrowing of CAD/GDP to -1.98% in Q4 2013. Further, reserve asset have increased, able to cover 5.7 months of imports and government external debt, which are above international standard of 3 months.
- Rupiah appreciated against dollar with exchange rate of Rp 11,361 by the end of March 2014.

Indonesia Macro Economy – a sign of better economy

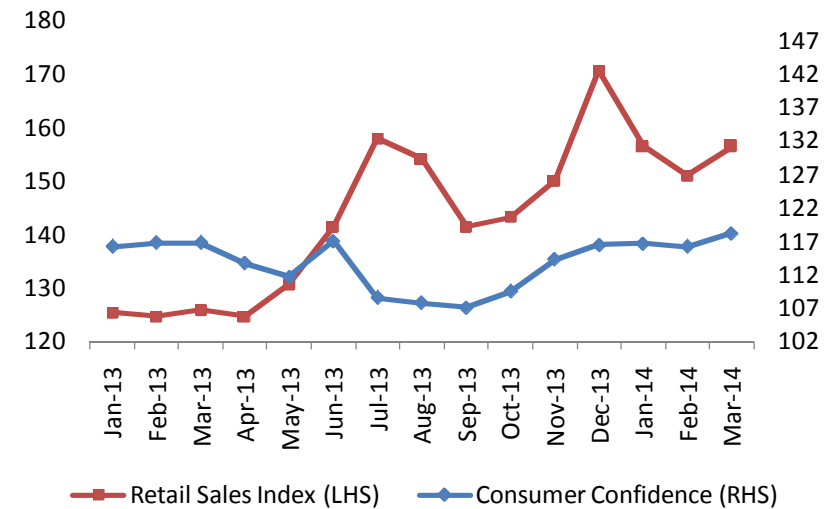
Inflation (%)



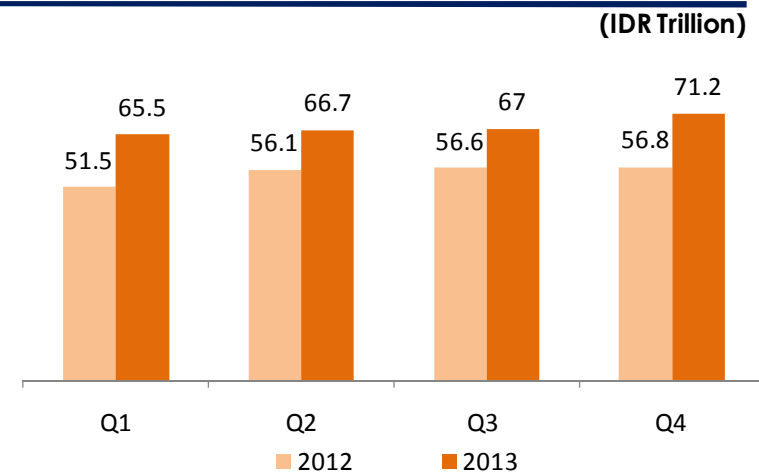
Source: BPS, BI & Bloomberg

- In March 2014, YoY Inflation can be controlled at 7.32%, driven by lower volatile goods compare to previous year. This relatively benign inflation had improve consumer purchasing power, shown by the increasing trend of consumer confidence and retail sales index .
- Investment still quite strong as indicated by the increase of Foreign Direct Investment, reached Rp 71.2 Trillion in Q4 2013.

Retail Sales Index & Consumer Confidence

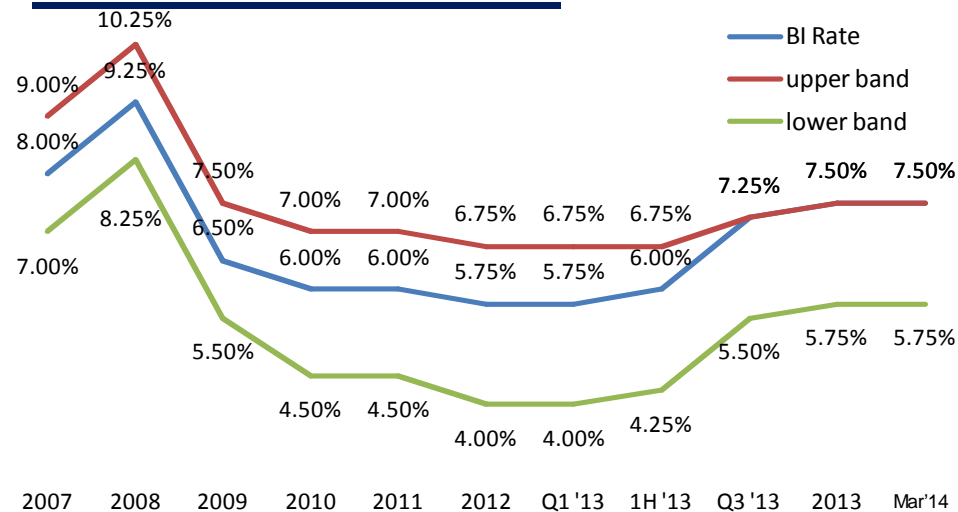


Foreign Direct Investment - Quarterly

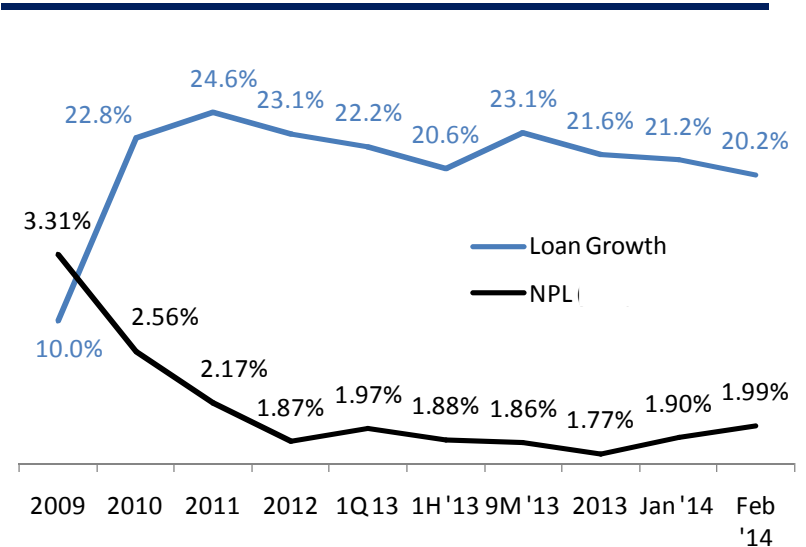


Indonesia Banking Industry

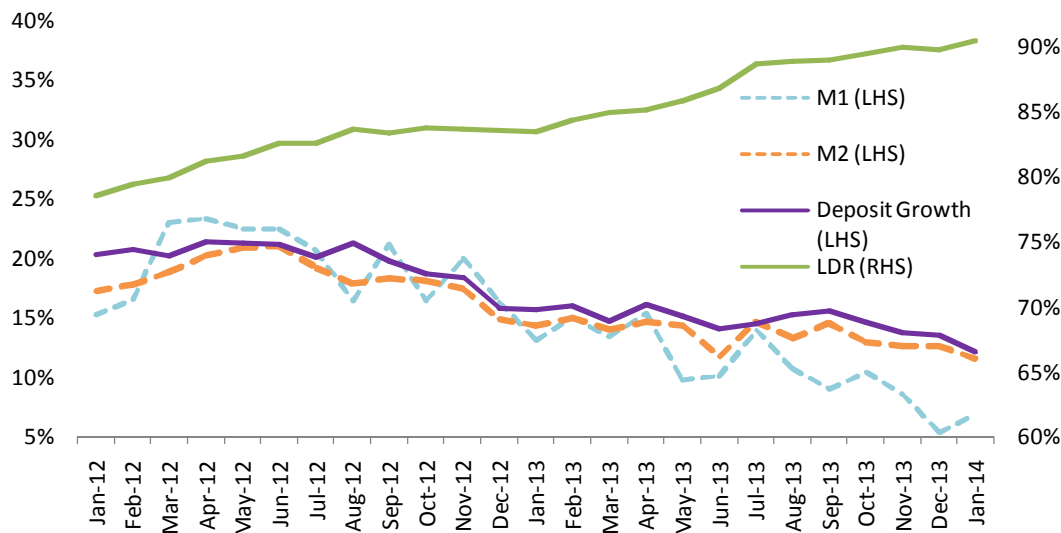
BI Rate, Upper & Lower Band



Loan Growth & NPL



LDR, Deposit and M1 & M2 Growth



- For the last 3 months, BI maintained BI rate level at 7.50%, with lending rate and deposit facility rate of 7.50% and 5.75%, respectively.
- Loan growth was slowing down, as expected by BI, with NPL increasing in February 2014, seasonality pattern contribute to this condition.
- As the growth of M1 and M2 are slowing down in the past year, the same trend was happened in deposit growth. Thus, LDR of Indonesia banking industry increasing.

Q1 2014 – a maintained performance

Financial Updates

Financial Highlights

	2009	2010	2011	2012	2013	Q1'13	Q1'14	Δ yoy
Asset/Liabilities								
Total Assets (IDR Billion)	314,746	398,393	456,531	535,209	606,370	511,977	595,741	16.4%
Total Loans (Gross) (IDR Billion)	205,522	246,964	283,583	348,227	430,618	361,250	432,436	19.7%
Total Deposits (IDR Billion)	254,118	328,556	372,148	436,098	486,366	403,089	470,017	16.6%
Asset Quality								
NPL (gross)	3.52%	2.78%	2.30%	1.78%	1.55%	1.97%	1.78%	
NPL (nett)	1.08%	0.74%	0.42%	0.34%	0.31%	0.46%	0.47%	
Liquidity								
LDR	80.88%	75.17%	76.20%	79.85%	88.54%	89.62%	92.01%	
Reserve Requirement - IDR	5.90%	8.05%	9.33%	10.64%	8.02%	8.02%	8.02%	
Reserve Requirement - FX	1.00%	1.00%	8.00%	8.17%	8.00%	8.00%	8.00%	
Profitability								
Net Profit (IDR Billion)	7,308	11,472	15,083	18,521	21,160	5,007	5,902	17.9%
NIM	9.1%	10.8%	9.6%	8.42%	8.55%	8.19%	9.06%	
ROE	35.2%	43.8%	42.5%	38.66%	34.11%	32.63%	30.95%	
ROA before tax	3.7%	4.6%	4.9%	5.15%	5.03%	4.76%	5.02%	
Cost of Fund (CoF)	6.0%	4.9%	4.7%	3.68%	3.71%	3.54%	3.94%	
Cost Efficiency Ratio (CER)	46.8%	42.2%	41.2%	43.11%	42.13%	44.22%	41.80%	
Operating Expense to Operating Income	77.7%	70.9%	66.7%	59.93%	60.58%	60.46%	62.96%	
Capital								
Tier1 CAR	12.0%	12.0%	13.7%	15.86%	16.13%	16.90%	17.46%	
Total CAR	13.2%	13.8%	15.0%	16.95%	16.99%	17.91%	18.27%	

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

Balance Sheet – a Strong Balance Sheet Structure with sufficient liquidity

(IDR Billion)

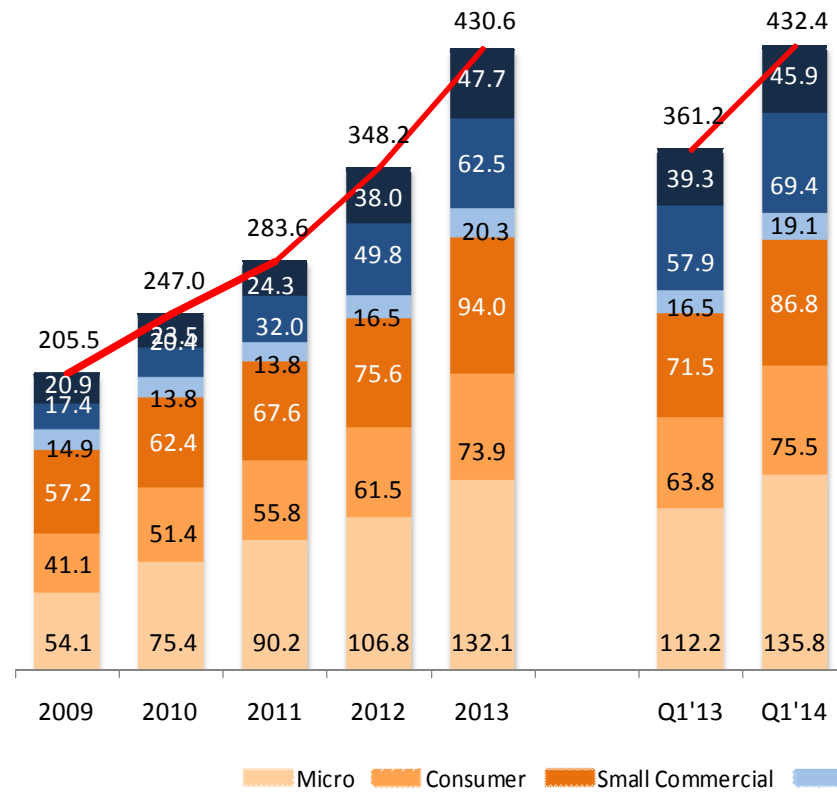
Description	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Total Assets	314,746	398,393	456,531	535,209	606,370	511,977	595,741	16.4%
- Gross Loans	205,522	246,964	283,583	348,227	430,618	361,250	432,436	19.7%
- Government Bonds (Recap)	15,027	13,626	8,996	4,316	4,511	4,313	4,315	0.1%
- Other Earnings Assets	76,487	113,669	127,774	131,547	115,168	104,187	105,204	1.0%
Total Earning Assets	297,037	374,259	420,353	484,089	550,297	469,750	541,955	15.4%
Earning Assets Provision	(11,576)	(14,007)	(15,869)	(14,584)	(15,072)	(14,737)	(15,432)	4.7%
Total Earning Assets (net)	285,461	360,252	404,484	469,505	535,225	455,013	526,523	15.7%
Total Non Earning Assets	29,285	38,141	52,047	65,704	71,145	56,964	69,218	21.5%
Total Liabilities & S.E	314,746	398,393	456,531	535,209	606,370	511,977	595,741	16.4%
Total Customer Deposits	254,118	328,556	372,148	436,098	486,366	403,089	470,017	16.6%
- Demand Deposits	49,965	77,049	75,579	78,753	78,017	57,937	71,026	22.6%
- Saving Deposits	104,119	125,198	152,474	182,643	210,004	172,489	199,949	15.9%
- Time Deposits	100,034	126,310	144,095	174,702	198,346	172,663	199,042	15.3%
Other Interest Bearing Liabilities	20,941	16,595	18,413	14,466	19,873	18,774	19,175	2.1%
Non Interest Bearing Liabilities	12,429	16,569	16,195	20,008	21,261	25,769	27,962	8.5%
Tier I Capital	20,846	27,673	38,215	51,593	65,964	58,216	72,909	25.2%
Total Shareholder's Equity	27,257	36,673	49,775	64,637	78,870	64,345	78,587	22.1%

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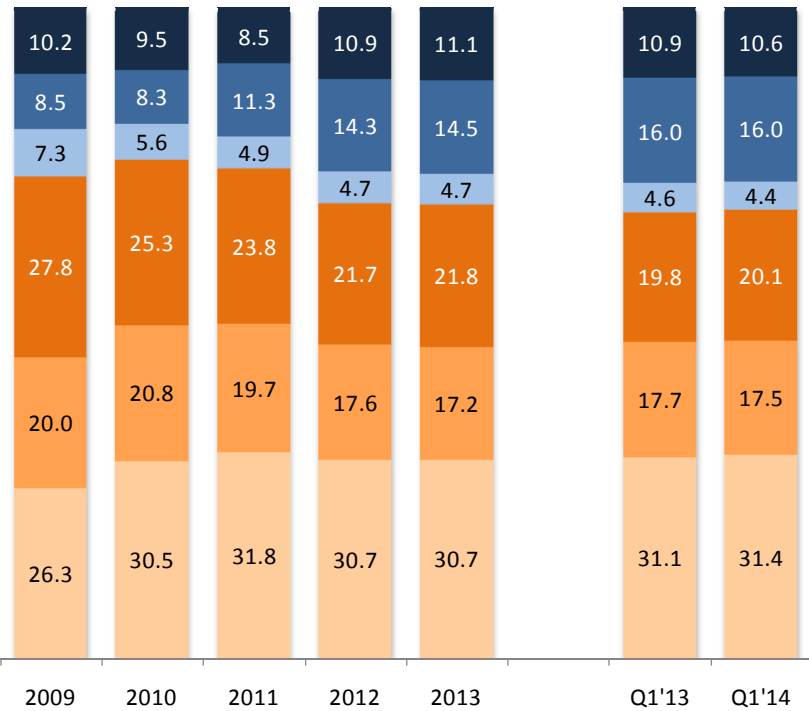
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



Total loan grew 19.7% (yoy), with Micro loan as the growth driver, grew 21% (yoy) and maintained as the largest component of loan portfolio, 31.4%

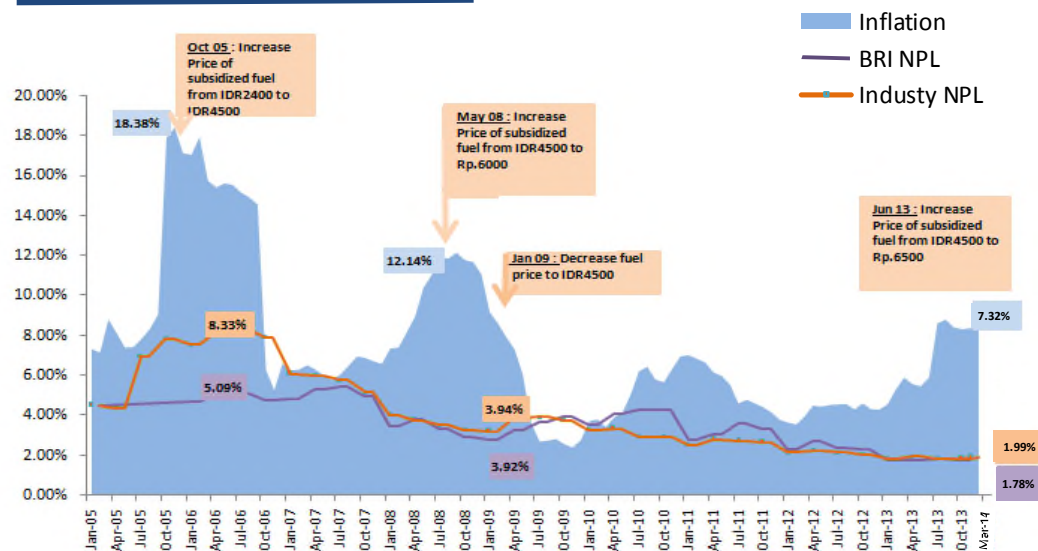
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Loan Quality

Non Performing Loan - gross (%)

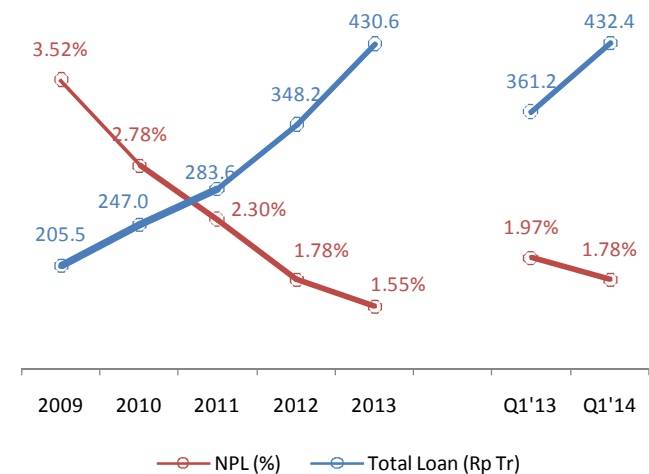
NPL (%)	2009	2010	2011	2012	2013	Q1'13	Q1'14
Micro	1.40	1.21	1.19	1.09	1.04	1.29	1.33
Consumer	1.35	1.40	1.53	1.60	1.40	1.69	1.50
Small Commercial	4.21	5.11	4.53	3.75	3.13	4.63	3.85
Medium	12.31	6.90	7.11	5.09	4.38	5.47	5.27
SoE	0.23	0.00	0.00	0.00	0.00	0.00	0.00
Corporate	7.83	4.64	2.24	1.00	0.87	0.97	0.92
Total	3.52	2.78	2.30	1.78	1.55	1.97	1.78

Seasonal Pattern : NPL

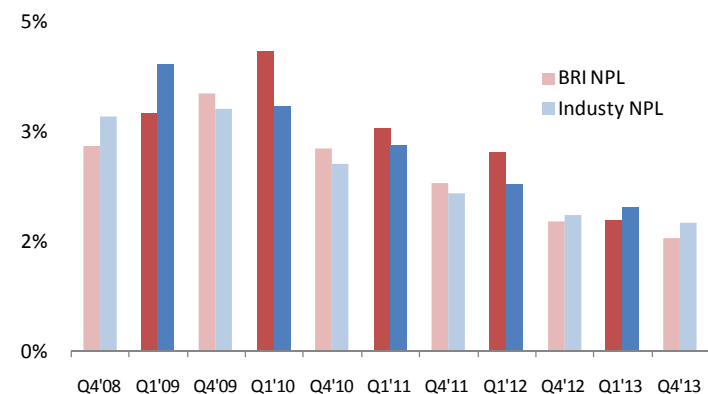


From the past experience, fuel price hike will give impact to increasing NPL in the next 9 – 12 months after the price adjustment

Loan & NPL - trend



NPL Seasonality: BRI & Banking Industry

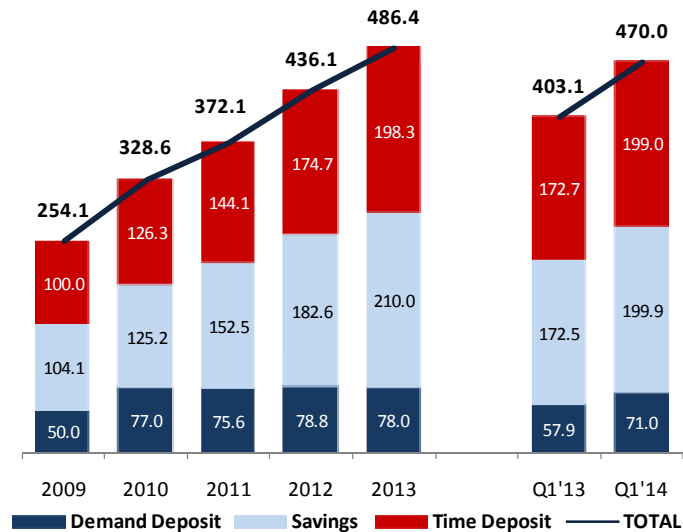


Compare to Q4, NPL tends to increase in Q1

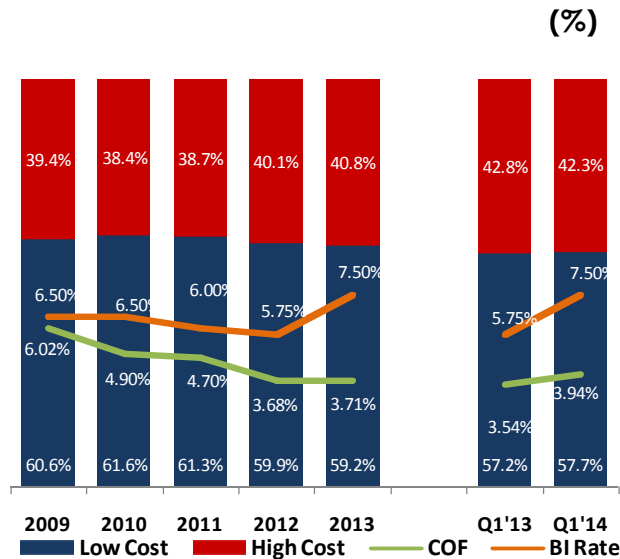
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Deposits - Seeking low cost- solid retail funds

Deposits: Trend (IDR trillion)



Deposit Composition, COF & BI Rate (%)

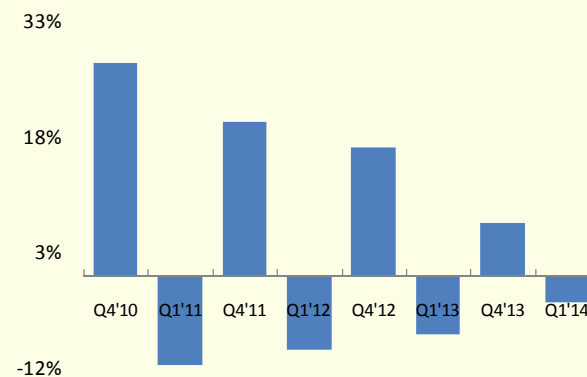


In the tighter liquidity situation in the banking system in 2014, BRI has successfully manage its CASA ratio in Q1 2014, to be higher than Q1 2013 position

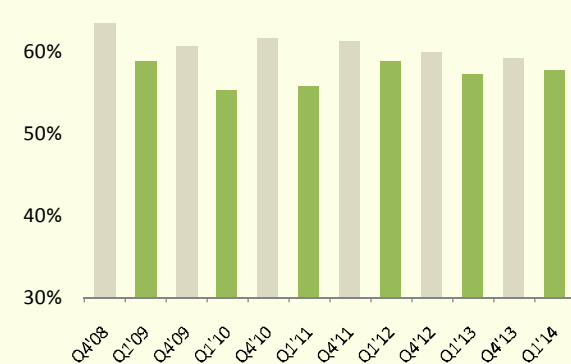
Seasonality:

- Each Q1 tend to have a lower QoQ growth than Q4
- Compare to Q4, CASA ratio tend to be lower in Q1

Deposit - QoQ Growth



CASA Ratio



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Income Statement - Highlights

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

(IDR Billion)

Description	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Interest Income	35,071	43,971	46,949	47,922	57,301	12,873	16,456	27.8%
Interest Expense	(12,180)	(11,449)	(13,079)	(12,461)	(14,395)	(3,219)	(4,373)	35.9%
Net Interest Income	22,891	32,523	33,870	35,461	42,906	9,654	12,084	25.2%
Fee & Other Opr. Income ^{*)}	3,257	5,458	5,524	8,166	8,165	1,726	1,805	4.6%
Gross Operating Income	26,148	37,980	39,394	43,627	51,071	11,380	13,888	22.0%
Other Operating Expenses	(11,773)	(15,648)	(16,288)	(18,602)	(21,284)	(4,949)	(6,014)	21.5%
Pre Provision Operating Profit	14,375	22,332	23,106	25,025	29,788	6,431	7,874	22.5%
Provision	(5,805)	(7,926)	(5,532)	(2,555)	(3,916)	(654)	(1,108)	69.5%
Non Operating Profit/Loss	1,327	497	1,157	1,169	1,776	356	605	69.9%
Profit Before Tax n Minor. Int.	9,897	14,903	18,731	23,639	27,648	6,133	7,372	20.2%
Net Profit	7,308	11,472	15,083	18,521	21,160	5,007	5,902	17.9%
EPS ^{**)}	296.3	465.0	611.4	750.8	857.8	811.9	957.0	17.9%

Note:

^{*)} Detail on the Fee & Other Operating Income on page 34

^{**)} annualized

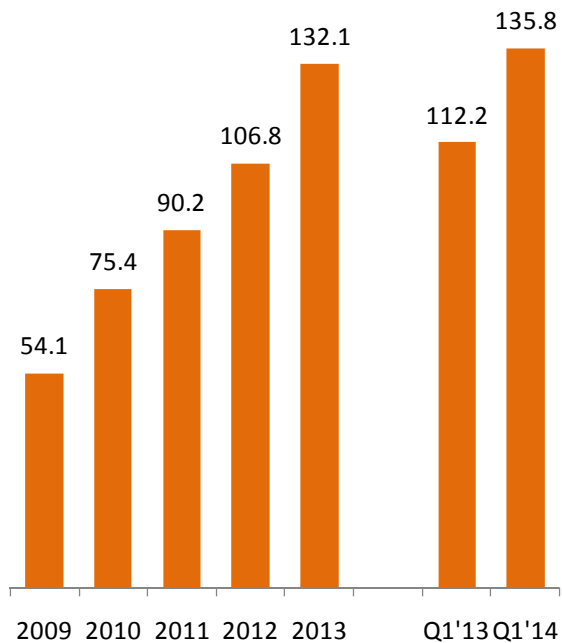
Business Updates

Micro Banking
-Sustaining Growth-

Micro Banking – Loan

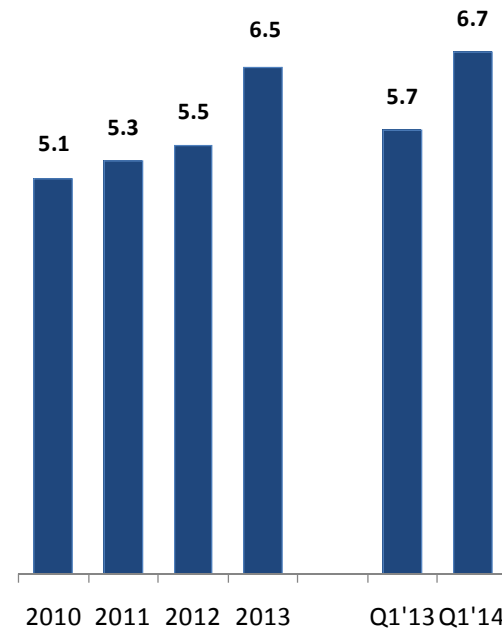
Micro Loan

(IDR Trillion)



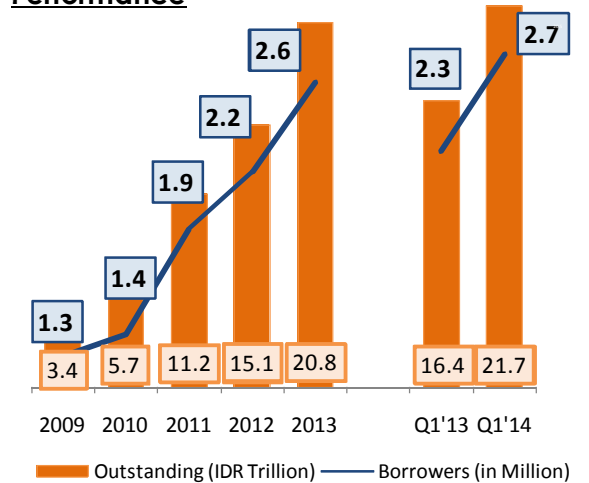
Micro Borrower

(Million)

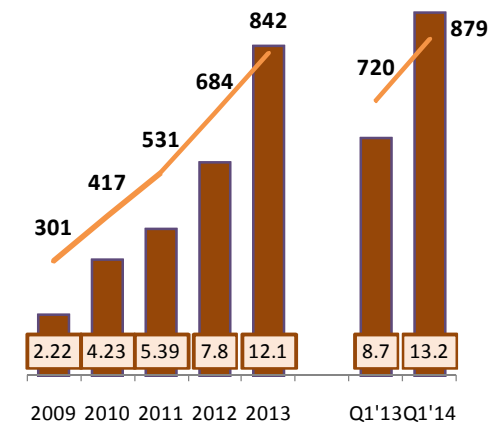


Micro KUR

Performance



Migration of Micro KUR to Micro Loan



- Total Micro Loan and KUR increased 21.0% (yoy), supported both by growth in micro KUR and micro loan
- Number of borrower in Micro reach 6.7 million in Q1-2014, increase around 1 million from Q1-2013
- Micro KUR NPL is positioned at 2.02%, a slight increase from 1.99% in March 2013. However migration of micro KUR borrower to commercial micro loan keep continuing, reach 879 thousand with plafond of Rp 13.2 Trillion in Q1-2014.

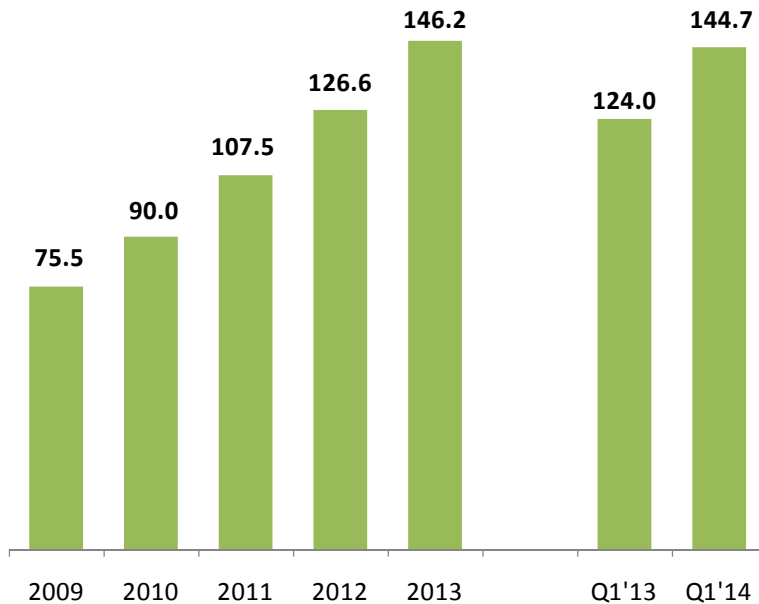
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Micro Banking - Deposit

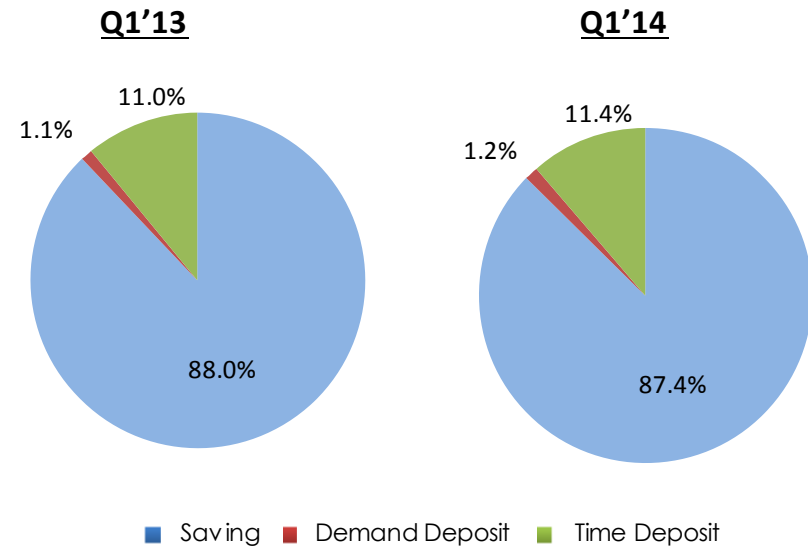
Micro Funding, providing liquidity from stable core funding

Deposit

IDR Trillion



Micro Deposit Composition



Saving dominates total Micro's deposit, with average size of around IDR 5 million



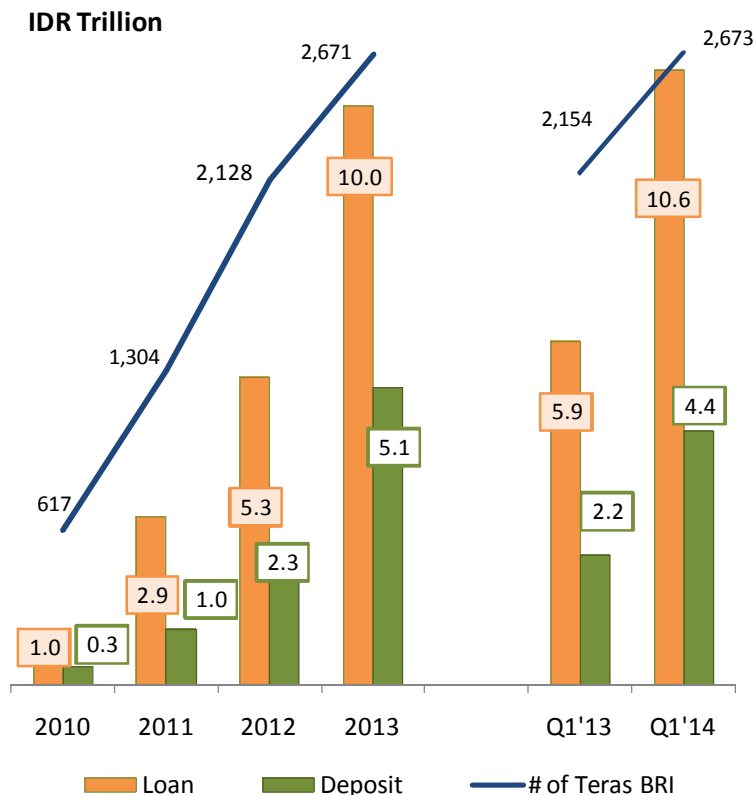
To secure continued loan growth with enough liquidity from low cost and stable core funds

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Micro Banking – Teras BRI

Teras BRI - more accessible, getting closer to customers

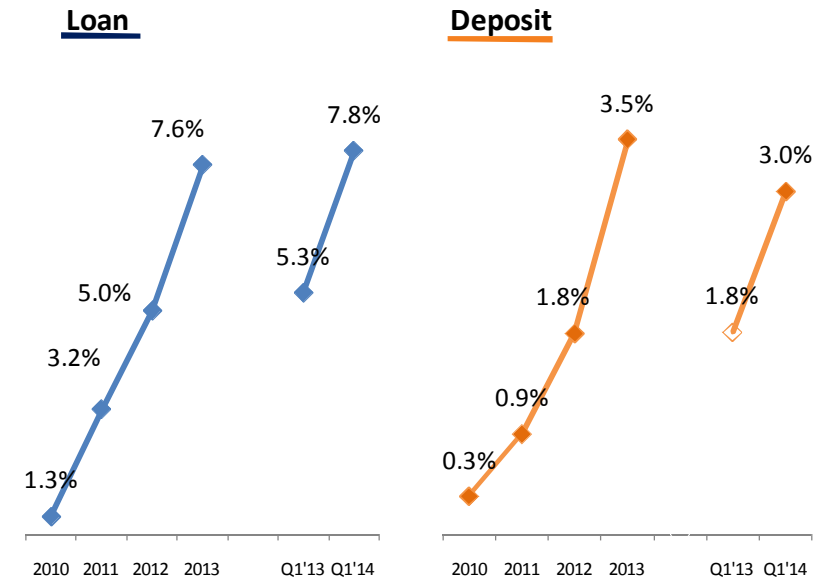
TerasBRI - Performance



TerasBRI continuously shows superior performance with loan growth of 78.8% and deposit of 95.8% yoy.

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TerasBRI - Contribution to Micro Loan & Deposit



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

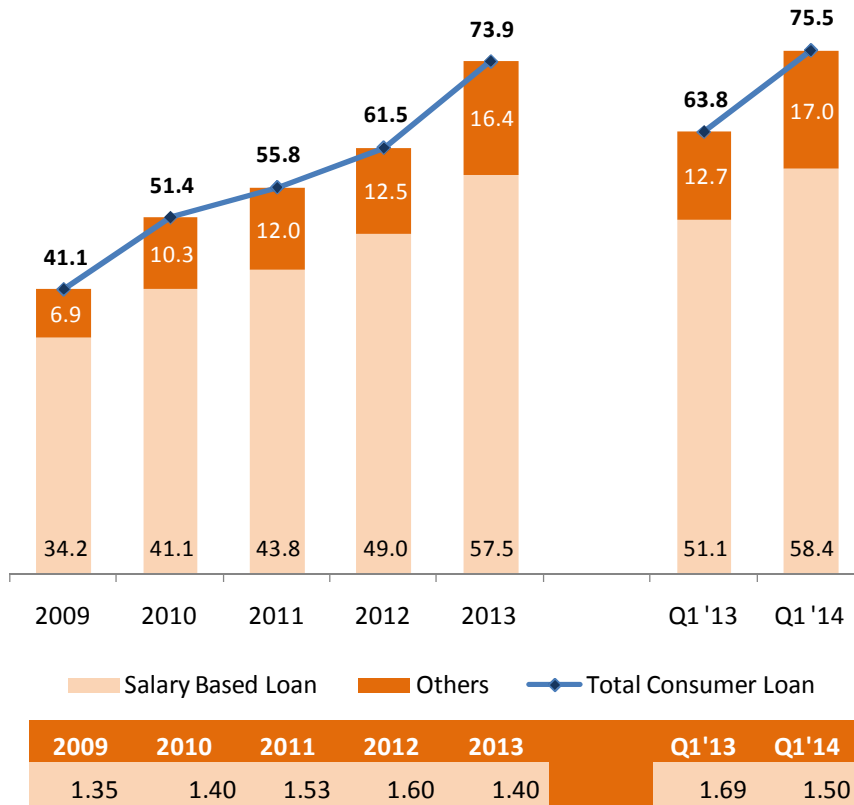


Consumer Loans

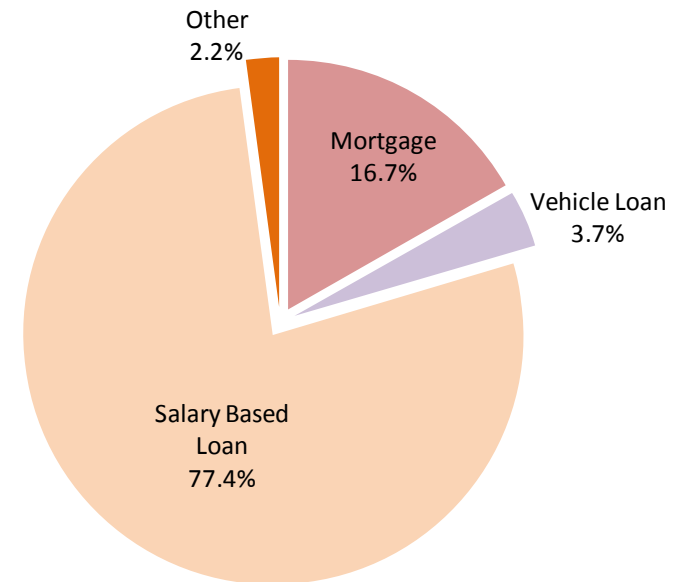
Consumer Loan- growing in a profitable way

Trend

(IDR Trillion)



Composition



- Consumer loan grew 18.4% (yoy), with the biggest contribution coming from salary based loan, around 77% of BRI's consumer loan
- In the last 5 years, loan quality can be maintained below 2%, in Q1 2014 recorded at 1.50% declining from 1.69% in Q1 2013

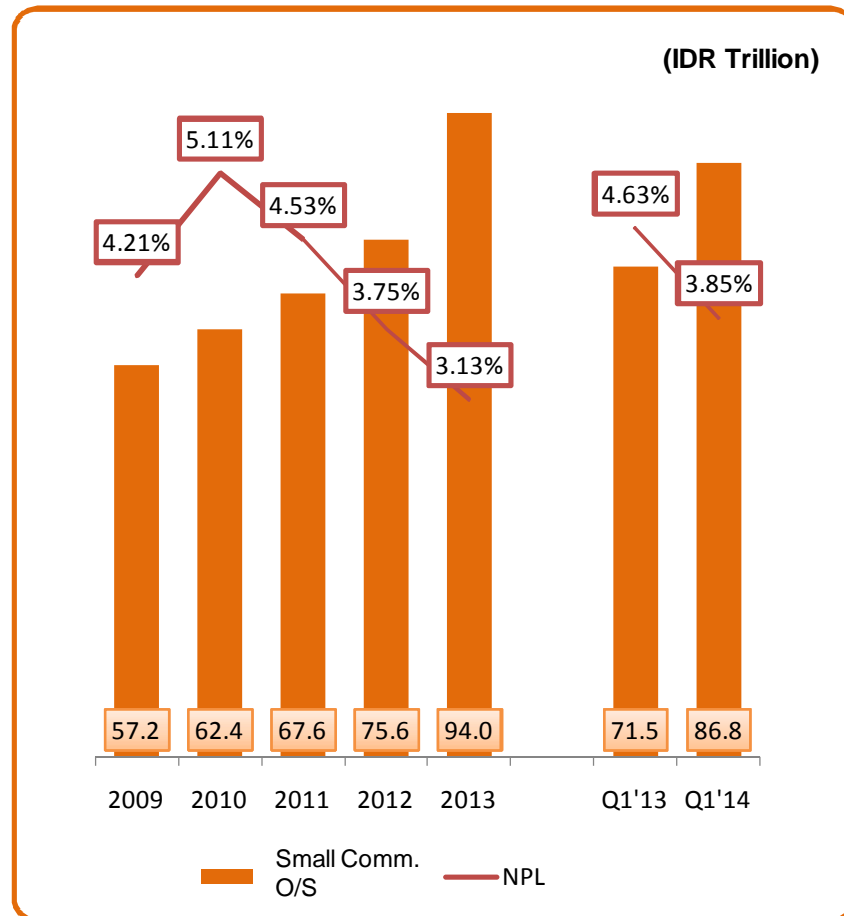
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Small Commercial & Medium Loans

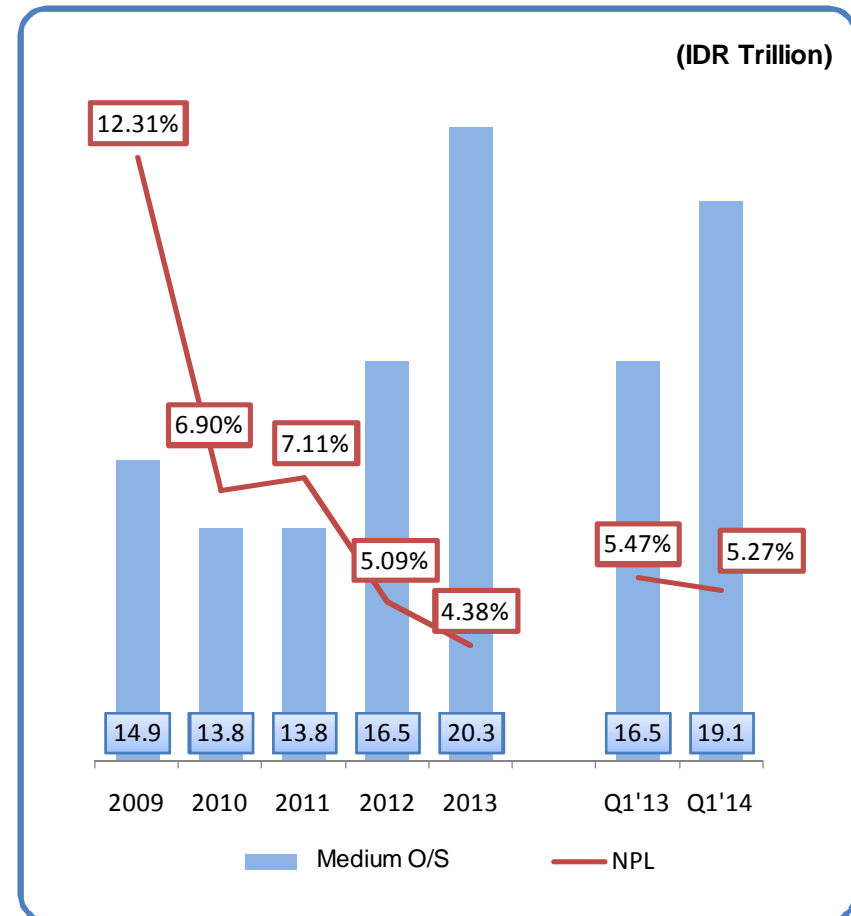
Small Commercial & Medium Loans – a successful restructuring...

As the result of continuous restructuring, NPL is trending down steadily....

Small Commercial



Medium



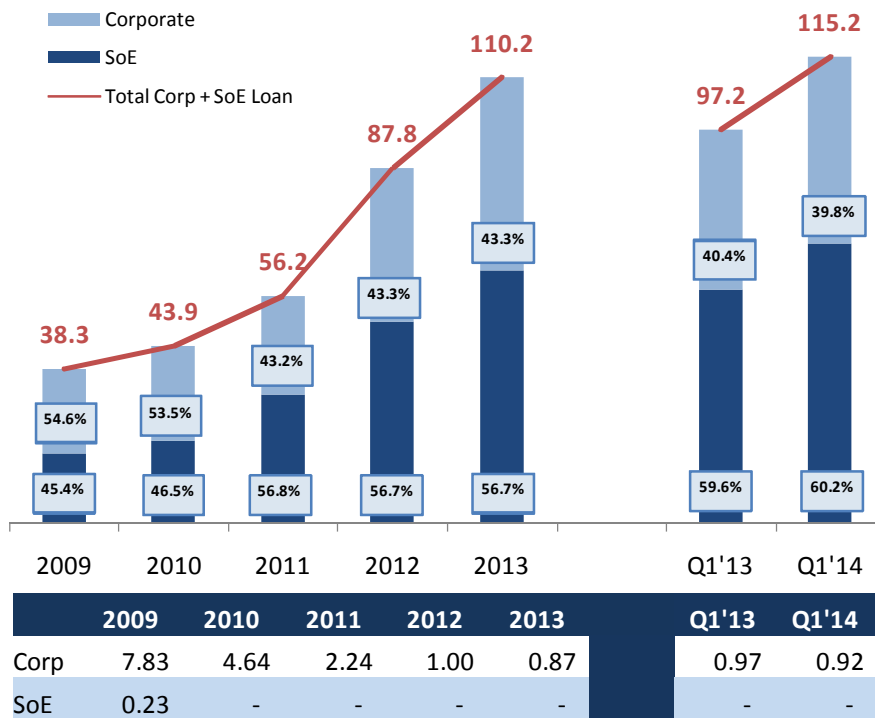
Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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SoE & Corporate Loans

SOE & Corporate Loans

Growth Trend

(IDR Trillion)



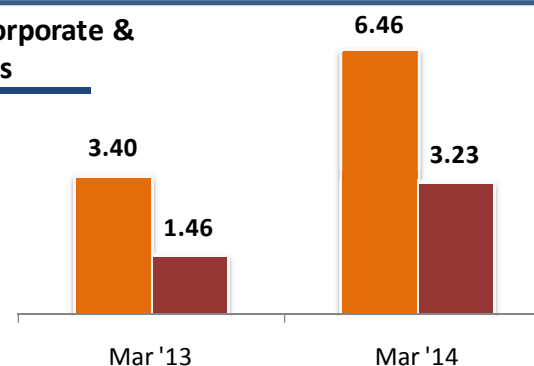
- SOE loans quality is manageable with zero percent of NPL for the last 4 years, while NPL in Corporate also can be maintained at below 1% in March 2014, recorded at 0,92%
- For SOE, the biggest portion of loan is disbursed to Agribusiness and Infrastructure sector while for Corporate is to Agribusiness sector.

Trickle Down Business

Loans from Corporate & SoE Customers

(IDR Trillion)

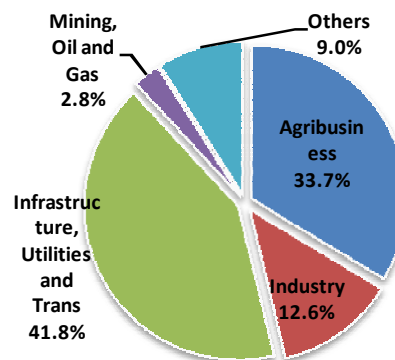
Plafond
Outstanding



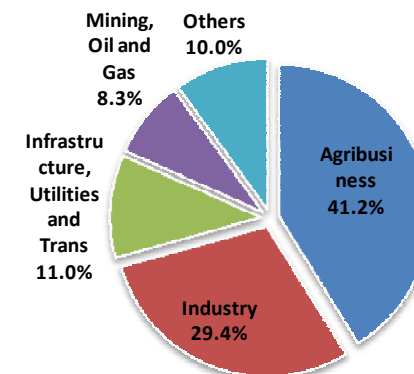
In March 2014, loans plafond trickled down from SoE & Corporate segments grow 90.0% (yoy) with outstanding of IDR 3.23 Trillion, grow 121.2% (yoy)

By business segment

SoE Loans



Corporate Loans

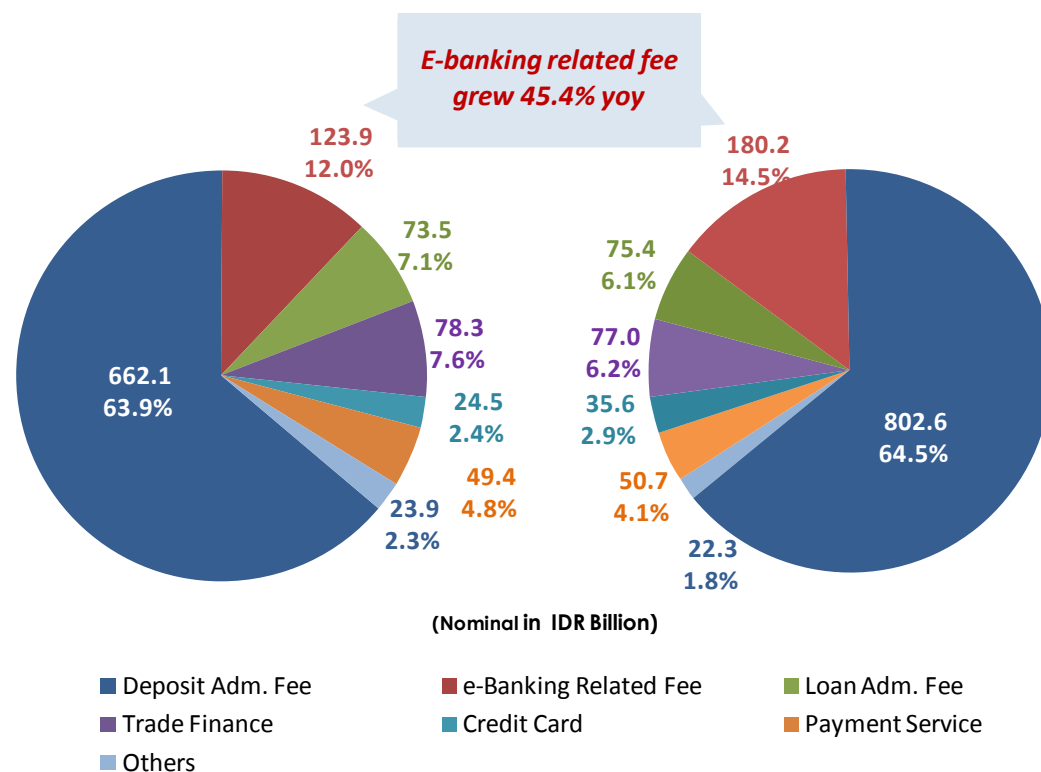


Fee Based Income
- Growing Presence of E-Banking -

Fee Based Income - Composition

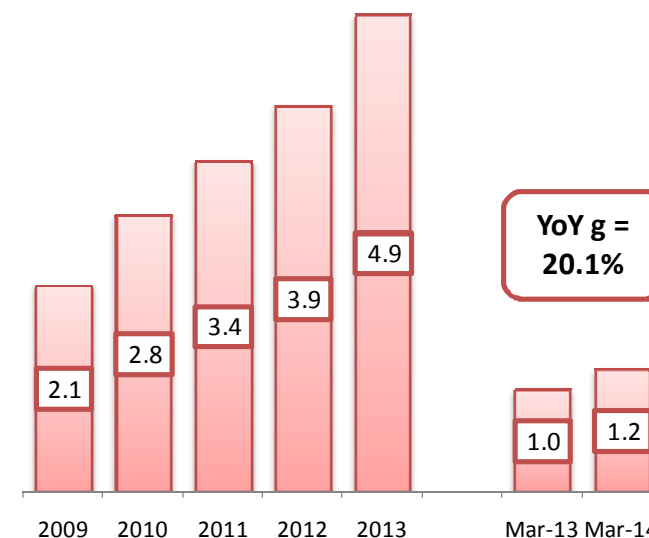
Mar 2013

Mar 2014



Fee Based Income

IDR Trillion



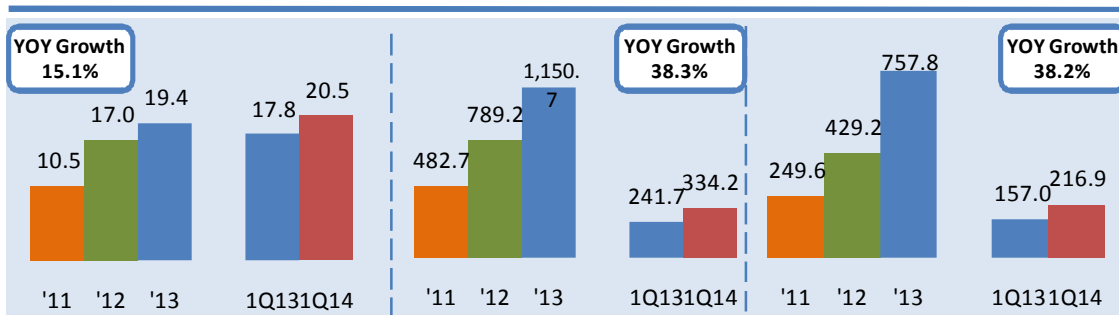
- E-banking Related Fees increased significantly, 45.4%, yoy, the highest compare to other Fee Income components, raising its portion from 12.0% to 14.5% of the total Fee Income.
- Deposit administration fee still contribute the biggest part of fee-based income, as BRI has large number of customer accounts

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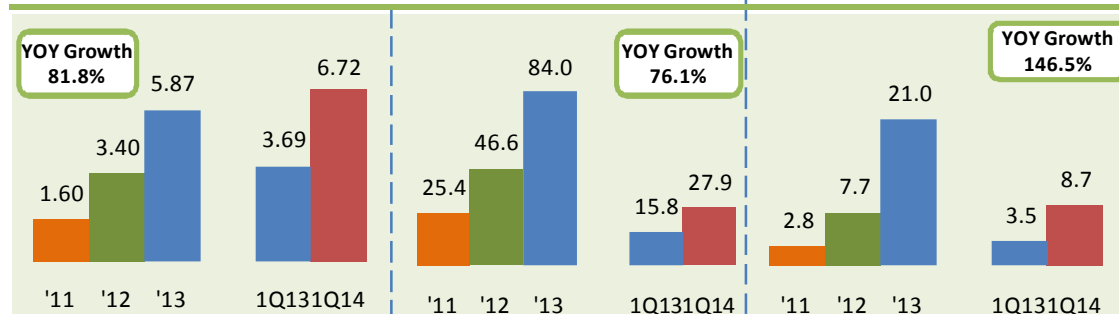
E-Banking Performance – a growing presence...

# of Users (Million)	# of Transaction (Million)	Transaction Value (IDR Trillion)
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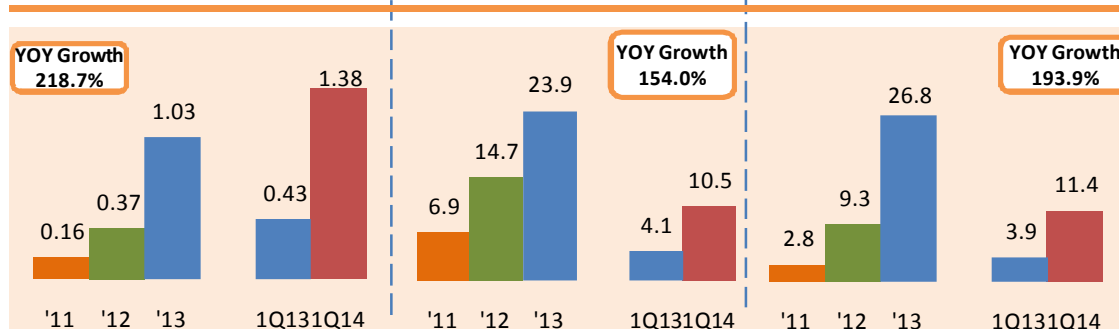
ATM



SMS Banking

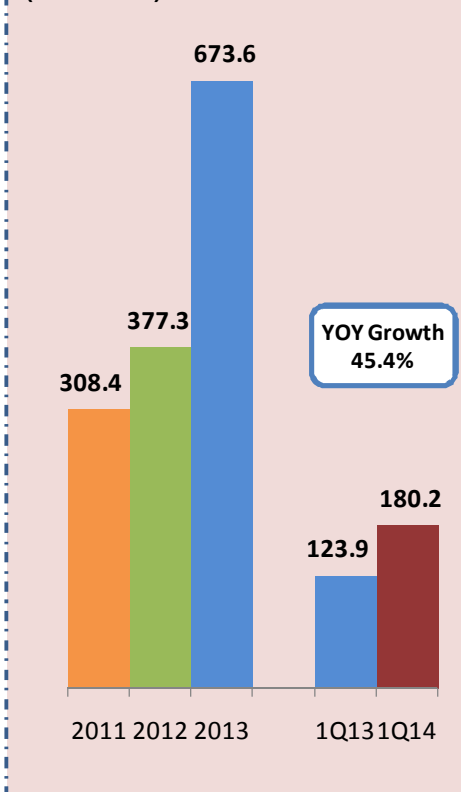


Internet Banking



E-banking related fee

(IDR Billion)



Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of customer accounts (As of Mar'14, >50 million accounts)

Key Take Aways

- Micro loan grew at 21% YoY , faster than total loan growth which stood at 19.7% yoy
- Deposits growth driven by a faster current account growth (22.6% yoy) and a steady saving account growth (15.9% YoY)
- Fee based income is growing steadily, reaching 20.1% YoY
- Despite current economic condition, Q1 2014 is in the same yearly quarterly pattern with previous period, with a stronger operation performance compare to Q1 2013 position:
 - Lower NPL (1.97% vs 1.78%)
 - Maintained CASA portion, with a more resilient growth - despite tighter liquidity in the industry (57.2% vs 57.7%)
 - Better NIM despite higher funding cost (8.19% vs 9.06%)
 - Better PPOP growth (14.5% vs 22.5%)
 - Better operating cost management, CER (44.2% vs 41.8%)

Appendixes

Financial Performance
Others

Financial Performance

Financial Ratios

Description	2009	2010	2011	2012	2013	Q1'13	Q1'14
Cost of Fund (COF)	6.02%	4.90%	4.70%	3.68%	3.71%	3.54%	3.94%
Loan to Deposit Ratio	80.88%	75.17%	76.20%	79.85%	88.54%	89.62%	92.01%
Net Interest Margin (NIM)	9.14%	10.77%	9.58%	8.42%	8.55%	8.19%	9.06%
NPL ratio - Gross	3.52%	2.78%	2.30%	1.78%	1.55%	1.97%	1.78%
NPL ratio - Nett	1.08%	0.74%	0.42%	0.34%	0.31%	0.46%	0.47%
CKPN to Earning asset	4.29%	4.58%	4.51%	3.43%	2.90%	3.30%	2.95%
Opr. Expense to Opr. Income	77.66%	70.86%	66.69%	59.93%	60.58%	60.46%	62.96%
Cost Efficiency Ratio (CER)	46.72%	42.22%	41.17%	43.11%	42.13%	44.22%	41.80%
Tier I CAR	12.05%	12.01%	13.67%	15.86%	16.13%	16.90%	17.46%
Total CAR	13.20%	13.76%	14.96%	16.95%	16.99%	17.91%	18.27%
Return on Assets (ROA) - b.t	3.73%	4.64%	4.93%	5.15%	5.03%	4.76%	5.02%
Return on Assets (ROA) - a.t	2.76%	3.57%	3.97%	4.04%	3.85%	3.89%	4.02%
Return on Equity (ROE) - Tier I	35.22%	43.83%	42.49%	38.66%	34.11%	32.63%	30.95%
Return on Equity (ROE) - B/S	28.83%	35.94%	35.10%	32.41%	30.10%	30.28%	29.30%
Min. Reserve Requirement	5.90%	8.05%	9.33%	10.64%	8.02%	8.02%	8.02%
Net Open Position	5.22%	4.45%	5.49%	3.00%	3.15%	6.45%	4.44%

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

Sources of Income

Total Income

	IDR Billion							
Total Income	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Interest income	35,071	43,971	46,949	47,922	57,301	12,873	16,456	27.8%
Fee & Other Opr.Income	3,257	5,458	5,524	8,166	8,165	1,726	1,805	4.6%
Non Operating Income (net)	1,327	497	1,157	1,169	1,776	356	605	69.9%
Total Income	39,655	49,926	53,631	57,256	67,242	14,954	18,866	26.2%

As of Mar 2014, Interest Income contributed 87.2% of total income

Interest Income

	IDR Billion							
Interest Income	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Interest from Loans	29,290	39,587	41,657	42,623	51,733	11,361	14,929	31.4%
Int. from Other Earning Assets	3,975	2,878	4,178	5,299	5,567	1,512	1,528	1.1%
Total Interest Income	35,071	43,971	46,949	47,922	57,301	12,873	16,456	27.8%

Fee & Other Operating Income

	IDR Billion							
Fee & Other Operating Income	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Gain Fr Value Increase of Securities and Govt. Recap Bonds	270	156	146	56	83	-	11	n.a.
Fees and Commissions	2,102	2,813	3,367	3,928	4,860	1,036	1,244	20.1%
Gain fr Forex	713	773	36	427	455	182	-	-100.0%
Recovery	-	1,525	1,794	2,251	1,932	443	396	-10.8%
Others	172	191	181	1,504	835	64	154	139.7%
Total Fee & Other Opr. Income	3,257	5,458	5,524	8,166	8,165	1,726	1,805	4.6%

Interest Income from loans contribute 90.7% of total interest income (or 79.1% of total income)

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

IDR Billion

Other Operating Expenses	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Personnel	6,586	8,478	8,327	9,215	11,748	2,980	3,146	5.6%
General and Administration	3,648	4,534	5,362	6,000	7,103	1,355	1,737	28.2%
Losses fr decrease of Securities							-	
and Govt. Bonds value	-	-	-	-	-	0	-	n.a.
Losses from forex transaction	-	-	-	-	-	-	212	n.a.
Premium Paid on Govt Guarantees	423	517	610	729	885	212	249	17.8%
Promotion	418	479	603	731	652	134	105	-21.5%
Others	699	1,640	1,386	1,928	897	268	564	110.3%
Total Other Opr. Expenses	11,773	15,648	16,288	18,602	21,284	4,949	6,014	21.5%

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

Balance Sheet (consolidated)

IDR Billion

Description	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Total Assets	316,947	404,286	469,899	551,337	626,183	529,509	615,719	16.3%
- Gross Loans	208,123	252,489	294,515	362,007	448,345	375,789	450,157	19.8%
- Government Bonds (Recap)	15,027	13,626	8,996	4,316	4,511	4,313	4,315	0.1%
- Other Earnings Assets	75,913	113,580	129,136	132,720	115,690	105,860	105,754	-0.1%
Total Earning Assets	299,063	379,696	432,647	499,042	568,546	485,962	560,226	15.3%
Earning Assets Provision	(11,665)	(14,121)	(16,092)	(14,916)	(15,419)	(15,083)	(15,740)	4.4%
Total Earning Assets (net)	287,398	365,575	416,555	484,126	553,127	470,879	544,485	15.6%
Total Non Earning Assets	29,549	38,710	53,345	67,211	73,055	58,631	71,233	21.5%
Total Liabilities & S.E	316,947	404,286	469,899	551,337	626,183	529,509	615,719	16.3%
Total Customer Deposits	255,928	333,652	384,264	450,166	504,281	418,050	487,669	16.7%
- Demand Deposits	50,094	77,364	76,779	80,075	79,337	59,007	71,973	22.0%
- Saving Deposits	104,463	125,990	154,133	184,365	212,997	174,671	203,063	16.3%
- Time and Certificate Deposits	101,371	130,298	153,353	185,726	211,948	184,372	212,633	15.3%
Other Interest Bearing Liabilities	21,284	17,297	19,361	15,784	20,896	20,687	20,376	-1.5%
Non Interest Bearing Liabilities	12,477	16,663	16,454	20,505	21,678	26,138	28,582	9.4%
Tier I Capital	21,057	28,135	38,809	52,325	67,270	58,991	74,102	25.6%
Total Shareholder's Equity	27,257	36,673	49,820	64,882	79,327	64,635	79,092	22.4%

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

Income Statement (*consolidated*)

IDR Billion

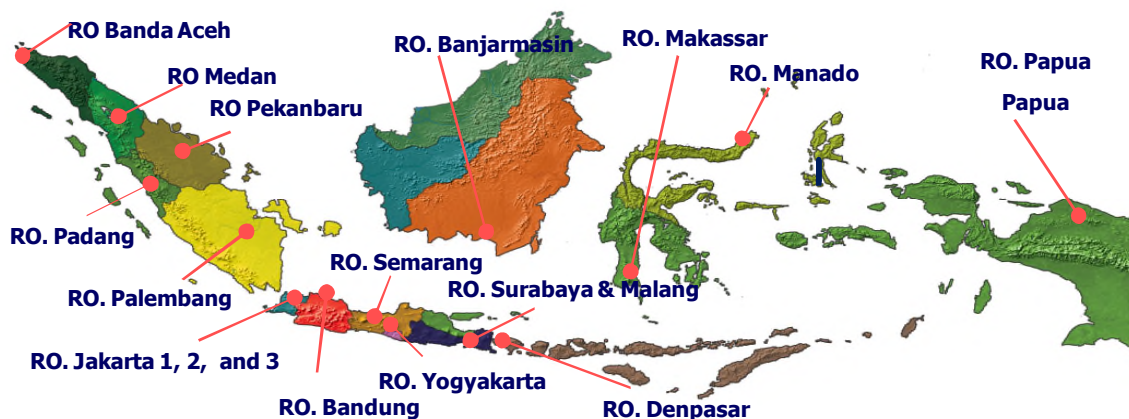
Description	2009	2010	2011	2012	2013	Q1'13	Q1'14	YoY
Interest Income	35,334	44,615	48,164	49,610	59,461	13,352	17,099	28.1%
Interest Expense	(12,285)	(11,727)	(13,737)	(13,127)	(15,355)	(3,434)	(4,698)	36.8%
Net Interest Income	23,049	32,889	34,427	36,484	44,106	9,919	12,401	25.0%
Fee & Other Opr. Income	3,270	5,545	5,776	8,390	8,348	1,796	1,825	1.6%
Gross Operating Income	26,319	38,433	40,203	44,873	52,455	11,715	14,227	21.4%
Other Operating Expenses	(11,960)	(16,114)	(17,086)	(19,491)	(22,381)	(5,180)	(6,321)	22.0%
Pre Provision Operating Profit	14,360	22,319	23,117	25,382	30,074	6,535	7,906	21.0%
Provision	(5,799)	(7,917)	(5,533)	(2,700)	(3,946)	(676)	(1,100)	62.6%
Non Operating Profit/Loss	1,331	506	1,172	1,177	1,782	357	606	69.7%
Profit Before Tax n Minor. Int.	9,891	14,908	18,756	23,860	27,910	6,216	7,412	19.2%
Net Profit	7,308	11,472	15,088	18,687	21,354	5,087	5,938	16.7%
EPS *)	609.5	478.4	628.9	757.5	865.6	824.8	963	16.7%

*) annualized

Others

The STRENGTH : Network

Regional Office Distribution



Conventional Outlet

Outlets	2009	2010	2011	2012	2013	Q1'13	Q1'14	yoy
Head Offices	1	1	1	1	1	1	1	-
Regional Offices	17	18	18	18	18	18	18	-
Branches	406	413	431	446	453	446	456	10
Sub Branches	434	470	502	545	565	545	562	17
BRI Units	4,538	4,649	4,849	5,000	5,144	5,001	5,144	143
Cash Offices	728	822	870	914	950	919	953	34
Teras BRI	217	617	1,304	1,778	2,206	1,804	2,208	404
Teras Mobile			100	350	465	350	465	115
Total	6,341	6,990	8,075	9,052	9,802	9,084	9,807	723

•include 3 overseas offices

E-Channel

E-Channel	2009	2010	2011	2012	2013	Q1'13	Q1'14	yoy
ATM	3,778	6,085	7,292	14,292	18,292	14,367	18,479	4,112
EDC	6,398	12,719	31,590	44,715	85,936	49,381	85,936	36,555
CDM	22	39	89	92	192	92	192	100
Kiosk	60	96	100	100	100	100	100	-
E-Buzz	1	2	19	42	50	45	45	-
Total	10,259	18,941	39,090	59,241	104,570	63,985	104,752	40,767



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counters



BRI Unit



Teras BRI

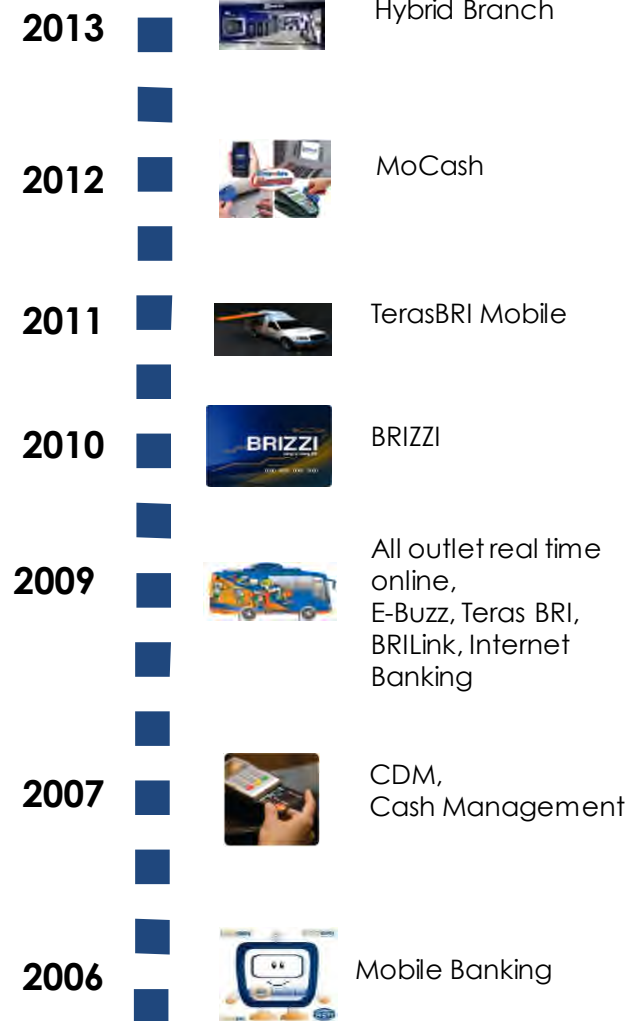


Teras BRI
Keliling

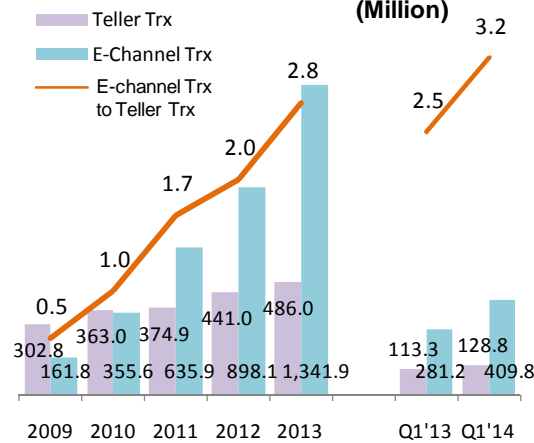
Note: Numbers stated in this presentation are bank only

The STRENGTH: Proven Infrastructure & Improving Service Quality

Milestones - Networks

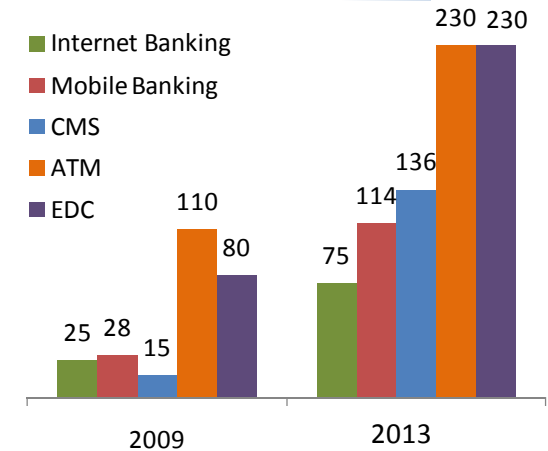


Number of Daily Transaction (Million)



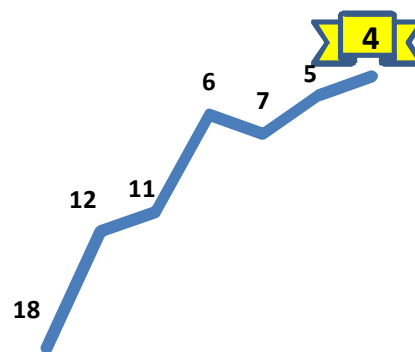
Developments of e-banking also accelerated, shows by increasing usage of e-channel

Features Enhancement



Complete e-banking features, > 200 features available

Service Quality – MRI Rank*



- Service quality continuously improved. Currently, BRI positioned at Rank 4th in MRI* survey

*Independent survey held by Market Research Indonesia (MRI)

Proven Infrastructure



ISO 9001:2008 by LRQA

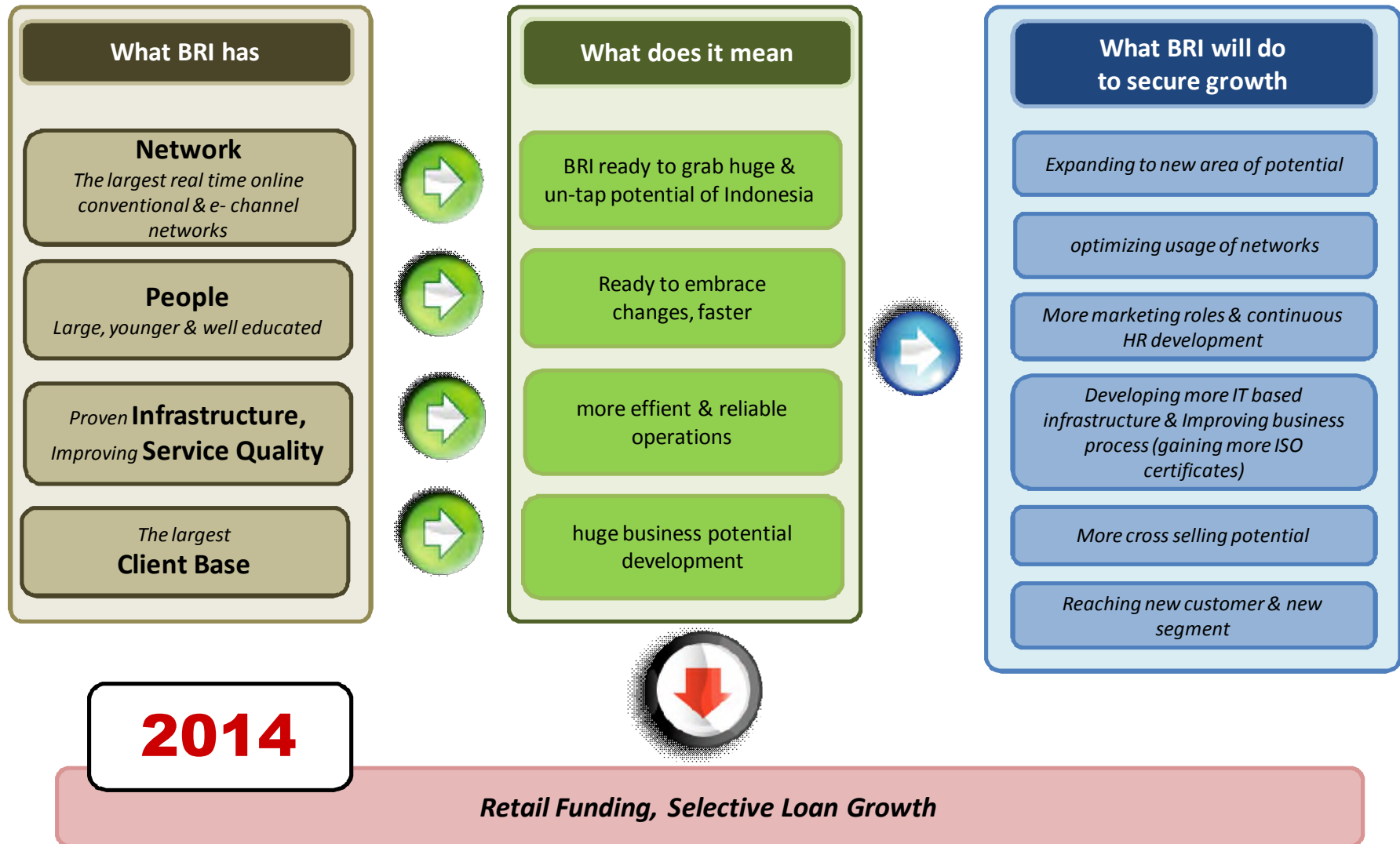
- Card Production
- Complaint Handling
- Payment System by RTGS & Clearing
- Remittance System
- Audit Process

- Improving business process, provide reliable transaction and increase efficiency
- BRI is targeting for more ISO certifications, so that by the end of 2017, all operating processes will be certified.

Note: Numbers stated in this presentation are bank only

2014 & Beyond

optimizing capacity, securing growth...



Note: Numbers stated in this presentation are bank only

Ratings

BRI Rating

FITCH	
- 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	
- 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	
- Outlook	Stable
- Bank Deposit	Baa3/P-3
- Bank Financial Strength	D+
- Baseline Credit Assessment	Baa3
- Adjusted Baseline Credit Assessment	Baa3
- Senior Unsecured Notes	Baa3
PEFINDO	
- National Rating	id AAA, Stable Outlook
Indonesia Sovereign Ratings	
Standard and Poors	BB+, Stable Outlook
Fitch	BBB-, Stable Outlook
Moody's	Baa3, Stable Outlook
Japan Credit Rating Agency	BBB-, Stable Outlook

Country Rating

Shareholders & Stock Performance

Shareholders Composition

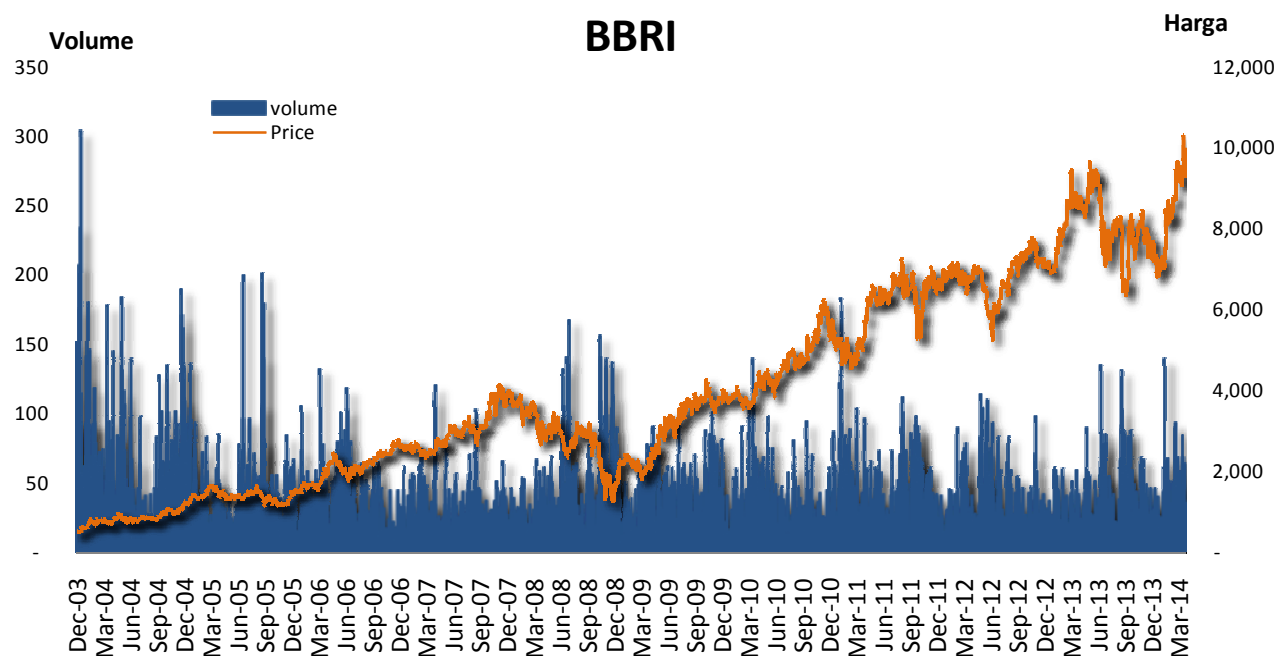
Shareholder	2003	2009	2010	2011	2012	2013	Q1'13	Q1'14
Government	59.50%	56.77%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
Public	40.50%	43.23%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.10%	84.16%	84.25%	83.93%	82.84%	78.94%	86.31%	83.83%
Domestic *)	20.90%	15.84%	15.75%	16.07%	17.16%	21.06%	13.69%	16.17%

*) 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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