

PT Bank Rakyat Indonesia (Persero) Tbk.



Q3 - 2014 Financial Update Presentation

Maintaining profitability in a challenging environment

Jakarta, October 22nd 2014

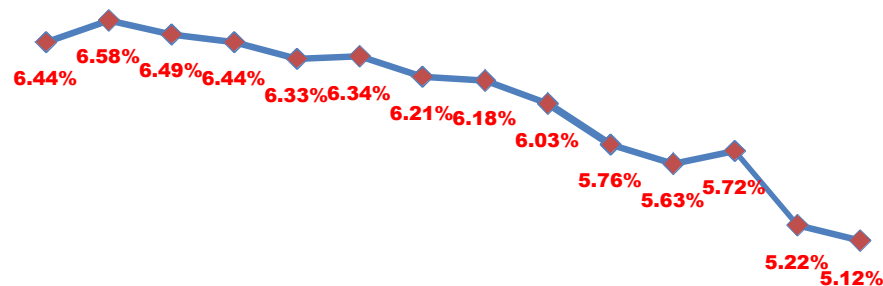


Indonesia Macro Economy.....	3
Indonesia Banking Industry.....	6
Financial Updates.....	9
Business Updates:	
1. Micro Banking.....	17
2. Small Commercial and Medium Loans	21
3. Consumer Loans.....	23
4. SoE and Corporate Loans	25
5. Fee Based Income	27
Key Take Aways	30
Appendixes	32

Indonesia Macro Economy

Indonesia Macro Economy – Slower growth impacted by uneven global growth

Slower Indonesia GDP growth...

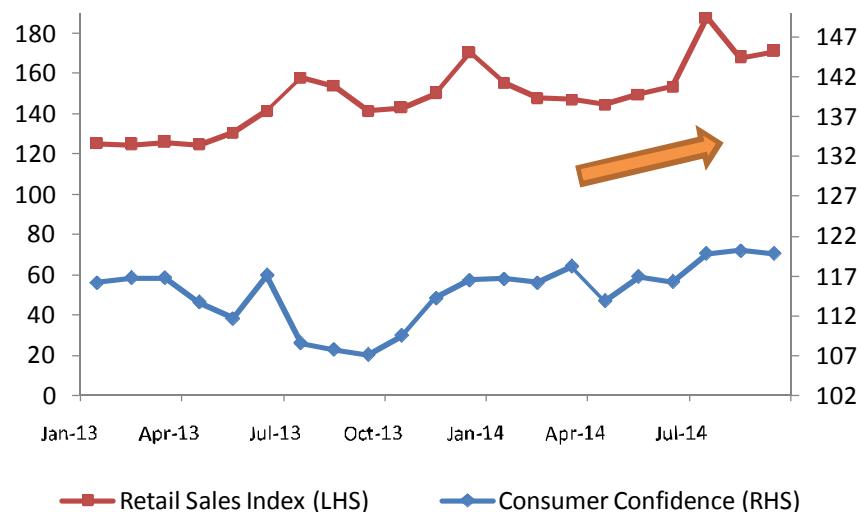


I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II
2011				2012				2013				2014	

Uneven World GDP Growth (%)

	2010	2011	2012	2013	2014F	2015F
World GDP	5.4	4.1	3.4	3.3	3.3	3.8
Advanced Economies	3.1	1.7	1.2	1.4	1.8	2.3
United States	2.5	1.6	2.3	2.2	2.2	3.1
Euro Area	1.9	1.6	-0.7	-0.4	0.8	1.3
Japan	4.7	-0.5	1.5	1.5	0.9	0.8
Emerging Market and Developing Economies	7.5	6.2	5.1	4.7	4.4	5
China	10.4	9.3	7.7	7.7	7.4	7.1
India	10.3	6.6	4.7	5	5.6	6.4
Indonesia	6.2	6.5	6.3	5.8	5.2	5.5

... but retail sales index and consumer confidence remain strong



Source : BPS, Bank Indonesia, IMF, Oct 2014

- GDP growth in Q2 2014 was 5.12% yoy, lower than expected. This is in line with predicted slower growth in most of the major emerging market.
- By the end of 2014, Indonesia economy growth is targeted at the range of 5.2-5.5% with remain strong growth of retail sectors and domestic consumption.

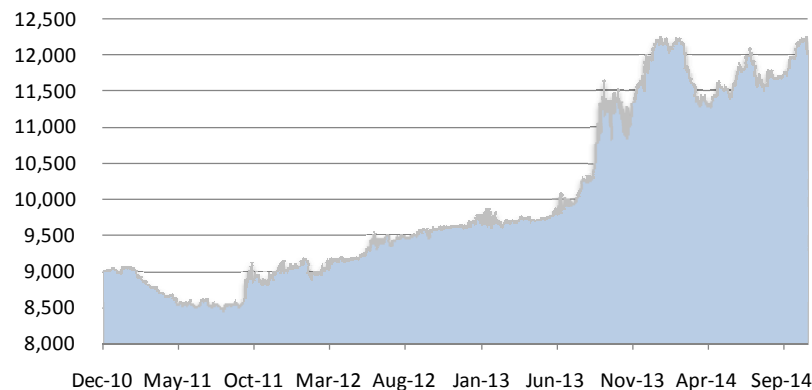
Macro Economy Challenges

Inflationary pressures, tight monetary policies and flexible exchange rate

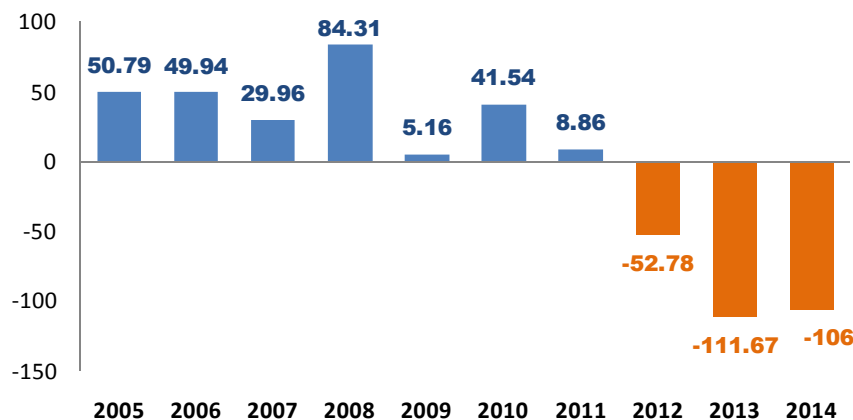
Balance of Payment (in USD Mn)



Exchange Rate (IDR/USD)

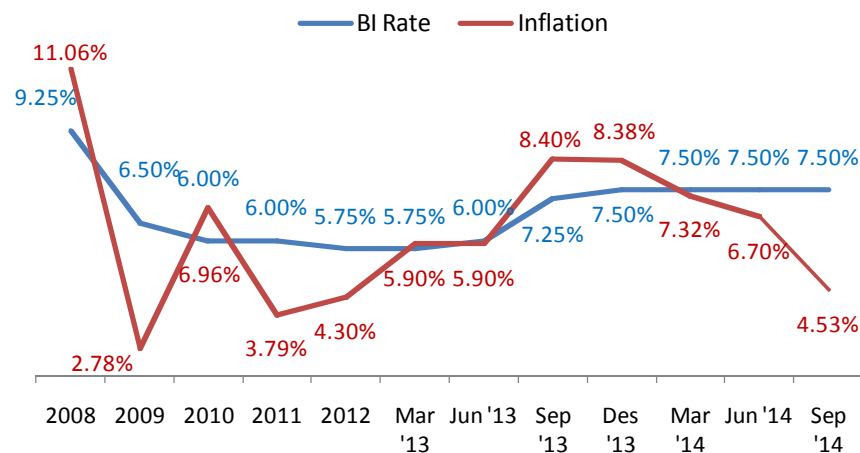


Fiscal Primary Balance Deficit



Source : BPS, Kemenkeu, Bank Indonesia, Blommborg, Oct 2014

BI Rate & Inflation

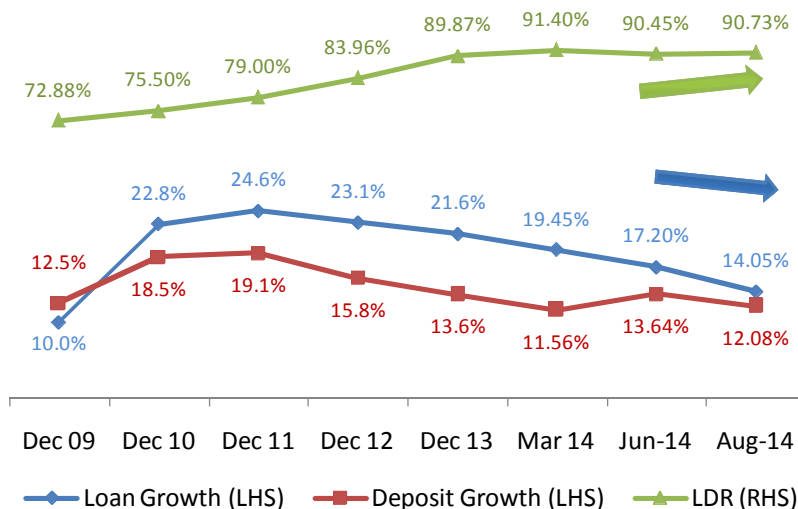


- Flexible exchange rate addresses the problem of dual deficits, primary balance and current account
- Tight monetary policy being implemented to anticipate inflationary pressures especially from domestic administered prices particularly energy/fuel prices hikes.

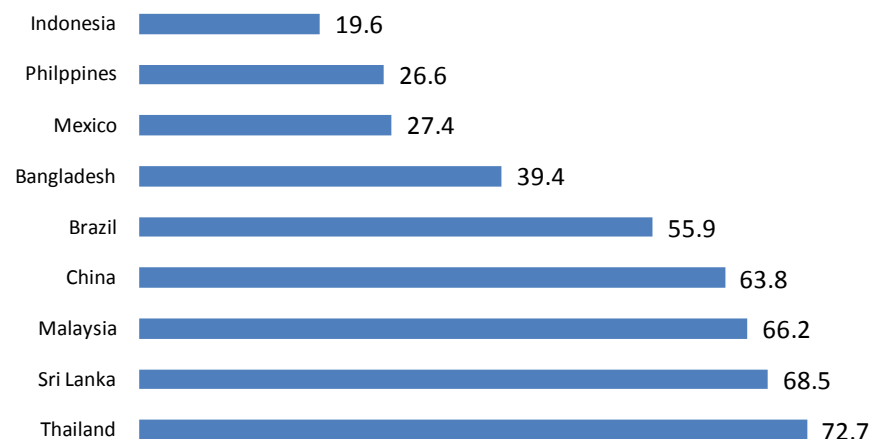
Indonesia Banking Industry

Financial sector making adjustment and business expansion remain for BRI

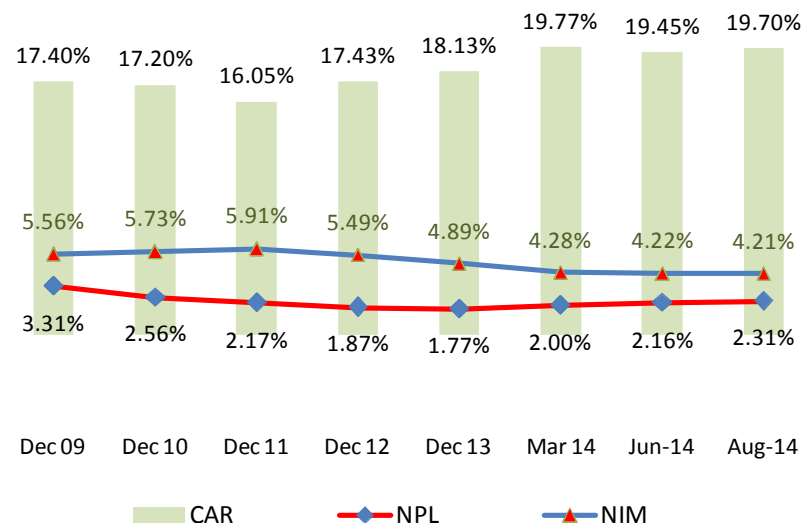
Loan Growth, Deposit Growth and LDR



Population > 15 Yrs with bank account (%)



CAR, NIM & NPL



Source : BPS, Bank Indonesia, World Bank Survey 2012, Oct 2014

- Liquidity has been tighter, loan growth slower to 14.05% and deposits grew at 12.08%, meanwhile NIM contracted to 4.21% in Aug'14 from 4.89% in Dec'13 as a result of tighter liquidity while industry's CAR keep increasing to anticipate BASEL 3 implementation.
- Indonesia has huge potential of financial inclusion with only 20% of Indonesians over 15 years old have a formal bank account. Moreover, BRI has advantage of being a micro based bank which is more resilient than other banks

Q3 2014 – a maintained performance

Financial Updates

Financial Highlights

	Q1'13	1H'13	9Mo'13	FY 2013	Q1'14	1H'14	9Mo'14	Δ yoy
Asset/Liabilities								
Total Assets (IDR Billion)	511,977	538,301	569,146	606,370	595,741	621,978	683,212	20.0%
Total Loans (Gross) (IDR Billion)	361,250	391,762	413,263	430,618	432,436	459,121	464,182	12.3%
Total Deposits (IDR Billion)	403,089	438,966	454,730	486,366	470,017	488,451	544,272	19.7%
Asset Quality								
NPL (gross)	1.97%	1.81%	1.77%	1.55%	1.78%	1.97%	1.89%	
NPL (nett)	0.46%	0.41%	0.43%	0.31%	0.47%	0.57%	0.46%	
Liquidity								
LDR	89.62%	89.25%	90.88%	88.54%	92.01%	94.00%	85.29%	
Reserve Requirement - IDR	8.02%	8.02%	8.02%	8.02%	8.02%	8.02%	8.02%	
Reserve Requirement - FX	8.00%	8.49%	8.04%	8.00%	8.00%	8.05%	8.07%	
Profitability								
Net Profit (IDR Billion)	5,007	10,012	15,228	21,160	5,902	11,725	18,124	19.0%
NIM	8.19%	8.08%	8.25%	8.55%	9.06%	8.93%	8.78%	
ROE	32.63%	33.05%	33.24%	34.11%	30.95%	31.04%	31.67%	
ROA before tax	4.76%	4.62%	4.65%	5.03%	5.02%	4.92%	4.84%	
Cost of Fund (CoF)	3.54%	3.55%	3.58%	3.71%	3.94%	4.08%	4.33%	
Cost Efficiency Ratio (CER)	44.22%	43.85%	44.33%	42.13%	41.80%	40.76%	42.83%	
Operating Expense to Operating Income	60.46%	60.91%	61.54%	60.58%	62.96%	63.58%	65.82%	
Capital								
Tier1 CAR	16.90%	16.41%	16.24%	16.13%	17.46%	17.30%	17.79%	
Total CAR	17.91%	17.35%	17.14%	16.99%	18.27%	18.10%	18.57%	

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

... Strong capital to withstand challenges ahead...

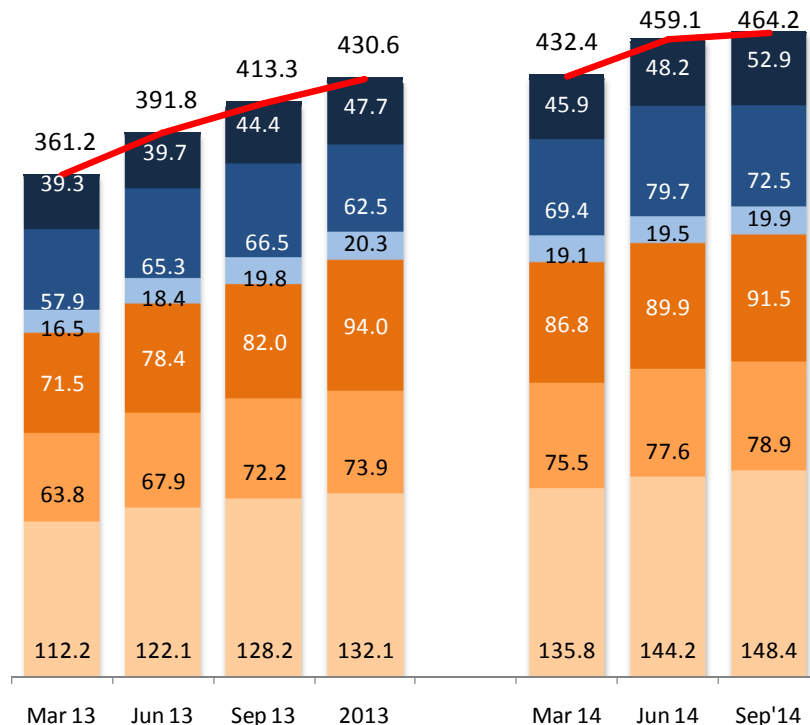
(IDR Billion)									
Description	Mar 13	Jun 13	Sep 13	2013	Mar 14	Jun 14	Sep 14	g(YoY)	g(QoQ)
Total Assets	511,977	538,301	569,146	606,370	595,741	621,978	683,212	20.0%	9.8%
- Gross Loans	361,250	391,762	413,263	430,618	432,436	459,121	464,182	12.3%	1.1%
- Government Bonds (Recap)	4,313	4,308	4,310	4,511	4,315	4,303	4,307	-0.1%	0.1%
- Other Earnings Assets	104,187	92,920	103,528	115,168	105,204	100,907	152,634	47.4%	51.3%
Total Earning Assets	469,750	488,990	521,100	550,297	541,955	564,331	621,123	19.2%	10.1%
Earning Assets Provision	(14,737)	(14,636)	(14,708)	(15,072)	(15,432)	(16,422)	(16,659)	13.3%	1.4%
Total Earning Assets (net)	455,013	474,354	506,393	535,225	526,523	547,909	604,463	19.4%	10.3%
Total Non Earning Assets	56,964	63,946	62,753	71,145	69,218	74,069	78,749	25.5%	6.3%
Total Liabilities & S.E	511,977	538,301	569,146	606,370	595,741	621,978	683,212	20.0%	9.8%
Total Customer Deposits	403,089	438,966	454,730	486,366	470,017	488,451	544,272	19.7%	11.4%
- Demand Deposits	57,937	81,326	75,787	78,017	71,026	78,182	79,088	4.4%	1.2%
- Saving Deposits	172,489	176,167	186,575	210,004	199,949	201,690	211,113	13.2%	4.7%
- Time Deposits	172,663	181,473	192,368	198,346	199,042	208,579	254,071	32.1%	21.8%
Other Interest Bearing Liabilities	18,774	10,674	19,955	19,873	19,175	22,518	27,125	35.9%	20.5%
Non Interest Bearing Liabilities	25,769	20,391	21,246	21,261	27,962	26,442	20,855	-1.8%	-21.1%
Tier I Capital	58,216	60,537	63,003	65,964	72,909	75,801	79,008	25.4%	4.2%
Total Shareholder's Equity	64,345	68,270	73,214	78,870	78,587	84,567	90,960	24.2%	7.6%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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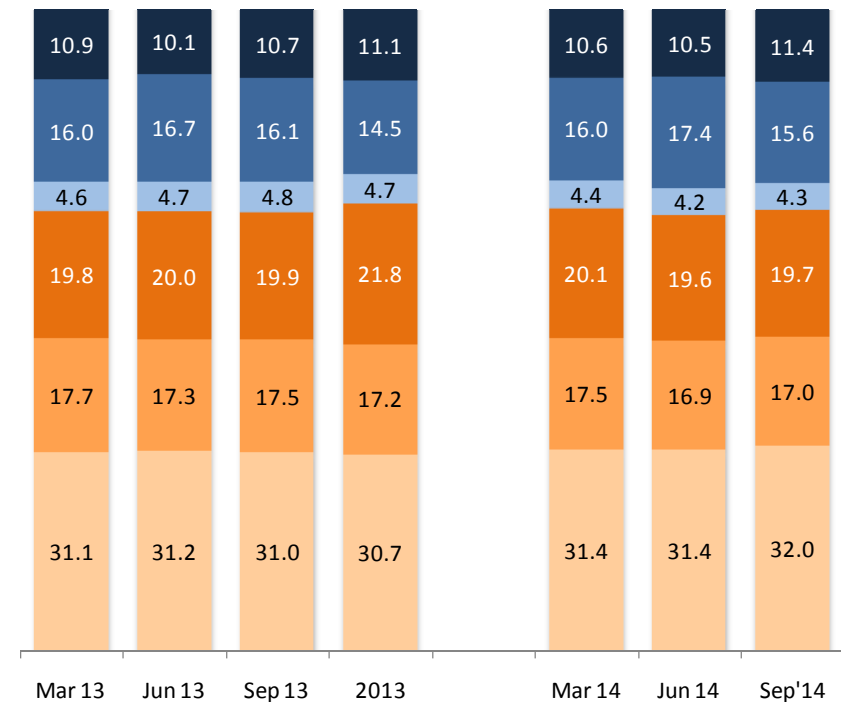
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



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

- Inline with macro economic condition, total loan growth moderated to 12.3% as of September 2014
- Micro segment contribution is increasing to 32%, showing a growth pace of 15.8% from IDR128.2 Trillion last year.

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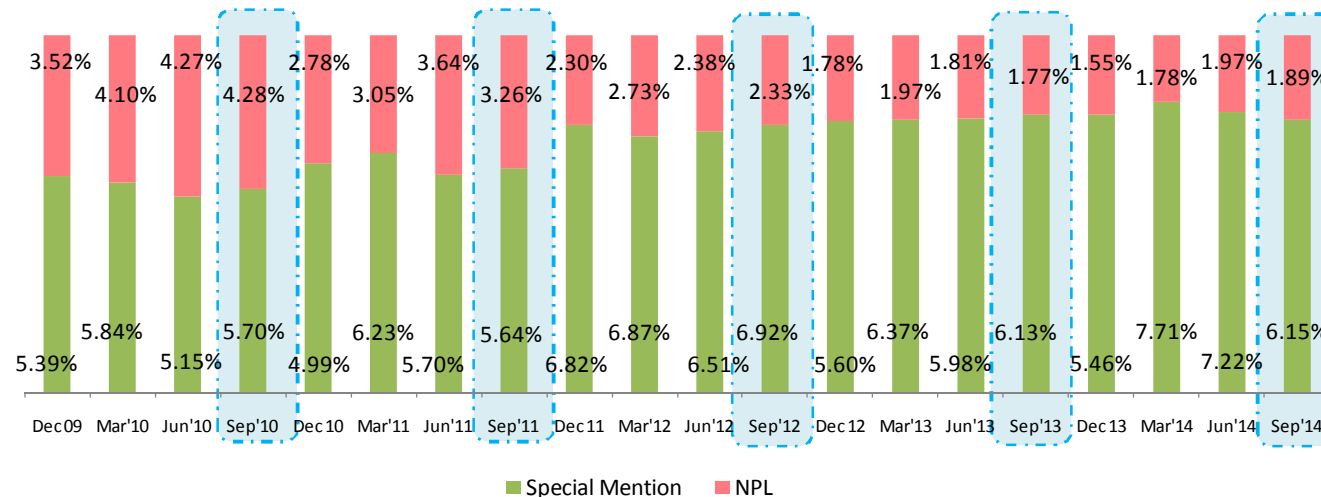
Loan Quality

Non Performing Loan - gross (%)

NPL (%)	Mar 13	Jun 13	Sep 13	2013	Mar 14	Jun 14	Sep 14
Micro	1.29	1.22	1.23	1.04	1.33	1.41	1.38
Consumer	1.69	1.56	1.50	1.40	1.50	1.50	1.49
Small Commercial	4.63	4.19	3.94	3.13	3.85	4.13	4.05
Medium	5.47	4.71	5.00	4.38	5.27	6.36	6.46
SoE	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Corporate	0.97	0.96	0.94	0.87	0.92	1.84	1.05
Total	1.97	1.81	1.77	1.55	1.78	1.97	1.89

- In the weakening economy condition, NPL maintained at below 2%, recorded at 1.89% in Sep'14
- Micro NPL manageable at 1.38%

Classified Loan - Trend

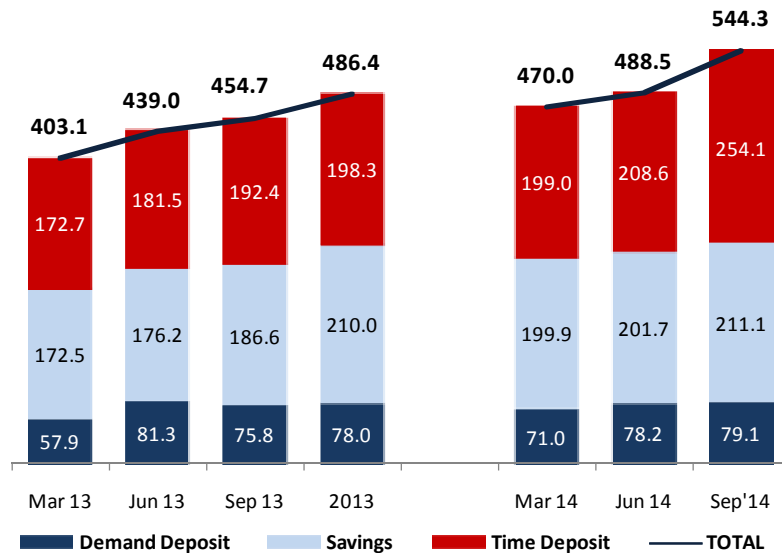


- Special mention shows an improving trend, declining to 6.15% in Sep 2014

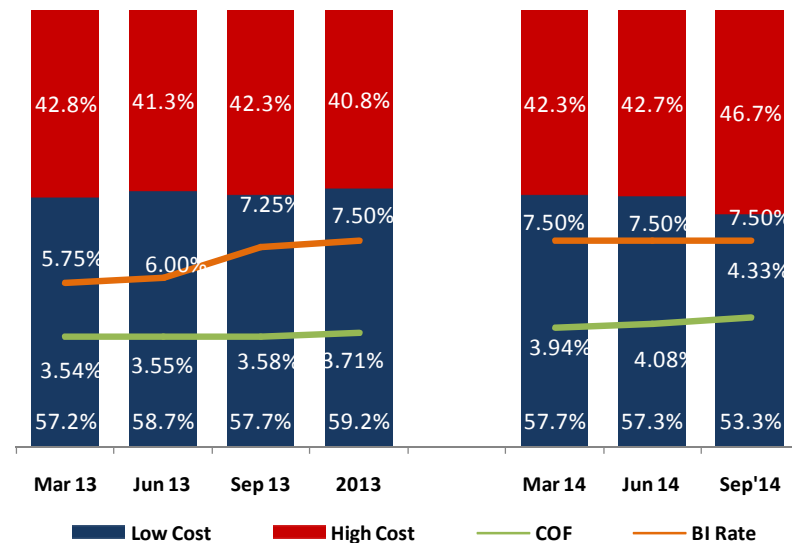
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Deposits

Deposits: Trend (IDR Trillion)

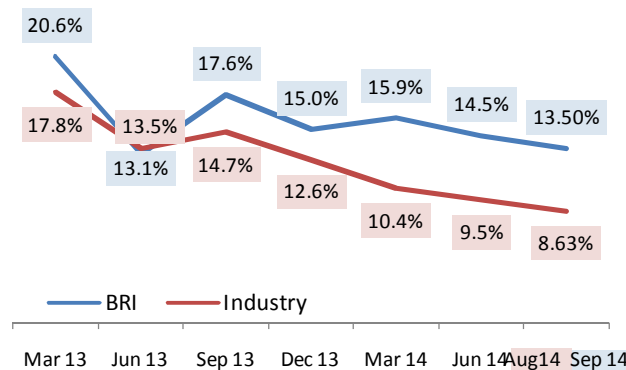


Deposit Composition, COF & BI Rate (%)

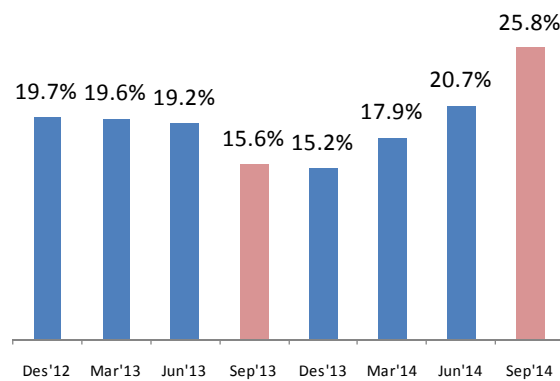


Saving

YoY Saving Growth: BRI vs Industry



YoY Saving Account Growth



- Third party fund grew at 19.7%, dominated by growth in Time Deposit and Saving.
- Compare to industry, BRI's saving consistently shows higher yoy growth
- In Sep '14, number of saving account grew 25.8% yoy, higher than previous quarters.

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Income Statement - Highlights

... Manageable operations resulted in maintained growth of operating income...

(IDR Billion)

Description	9Mo'13	9Mo'14	g(YoY)	Q1'14	Q2'14	Q3'14	g(QoQ)
Interest Income	40,501	52,466	29.5%	16,456	17,293	18,717	8.2%
Interest Expense	(10,196)	(15,503)	52.0%	(4,373)	(4,968)	(6,162)	24.0%
Net Interest Income	30,305	36,963	22.0%	12,084	12,325	12,555	1.9%
Fee & Other Opr. Income *	5,329	6,633	24.5%	1,805	2,040	2,788	36.6%
Gross Operating Income	35,634	43,597	22.3%	13,888	14,365	15,343	6.8%
Other Operating Expenses	(15,703)	(18,530)	18.0%	(6,014)	(5,452)	(7,064)	29.6%
Pre Provision Operating Profit	19,930	25,067	25.8%	7,874	8,913	8,279	-7.1%
Provision	(2,298)	(4,869)	111.9%	(1,108)	(1,987)	(1,774)	-10.7%
Non Operating Income (Net)	1,093	2,281	108.6%	605	504	1,172	132.5%
Profit Before Tax n Minor. Int.	18,726	22,480	20.0%	7,372	7,431	7,677	3.3%
Net Profit	15,228	18,124	19.0%	5,902	5,823	6,400	9.9%
EPS**	823.0	979.6	19.0%	957.0	944.2	1,037.7	9.9%

Note:

*) Detail on the Fee & Other Operating Income on page 26

**) annualized

- The growth in interest income still covered the increasing interest expense, resulting a positive net interest income

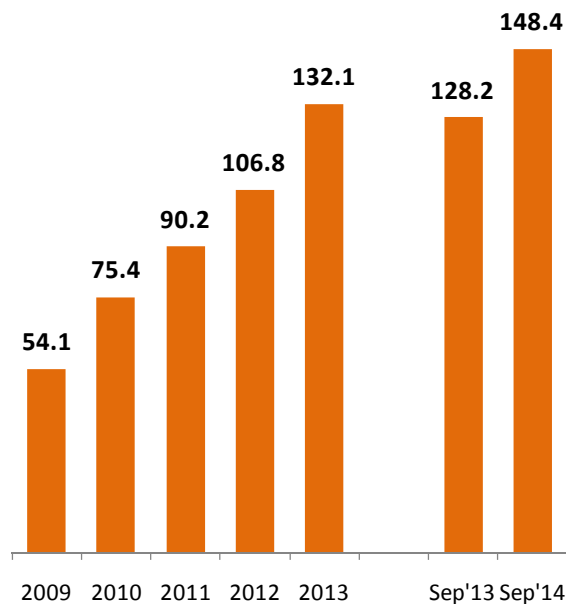
Business Updates

Micro Banking

Micro Banking – Loan

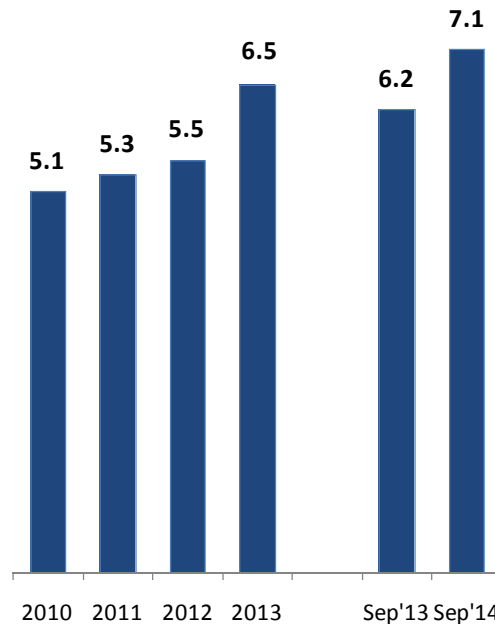
Micro Loan

(IDR Trillion)



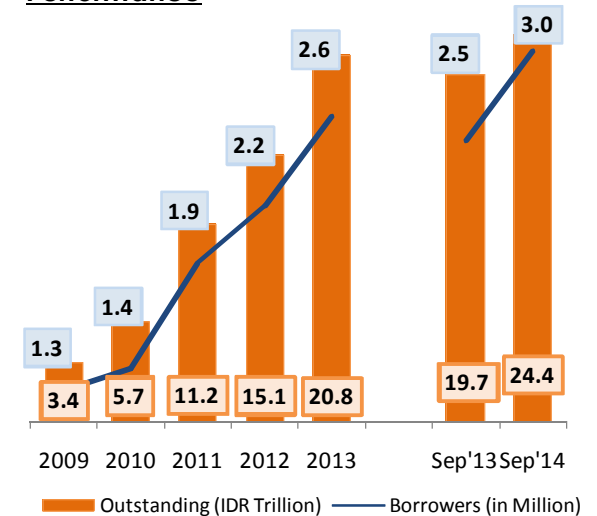
Micro Borrower

(Million)

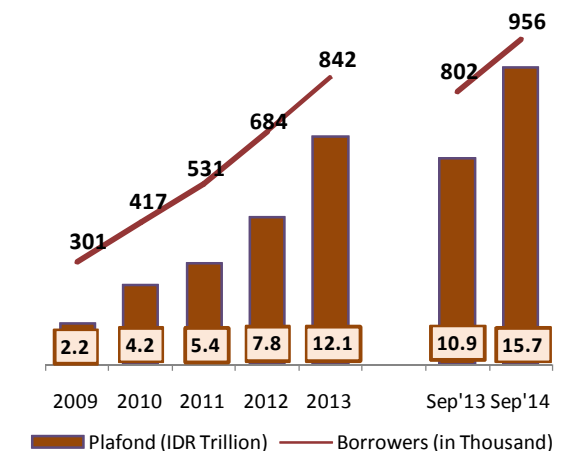


Micro KUR

Performance



Migration of Micro KUR to Micro Loan



- In Sep'14, Total Micro Loan and KUR increased 15.8% (yoy) with number of borrower reaching 7.1 million.
- Micro KUR outstanding reached Rp 24.4 Trillion with NPL manageable at the level of 2.02%.
- Migration of micro KUR borrower to commercial micro loan is continuing, reaching 956 thousand borrowers with plafond of Rp 15.7 Trillion in Sep 2014.

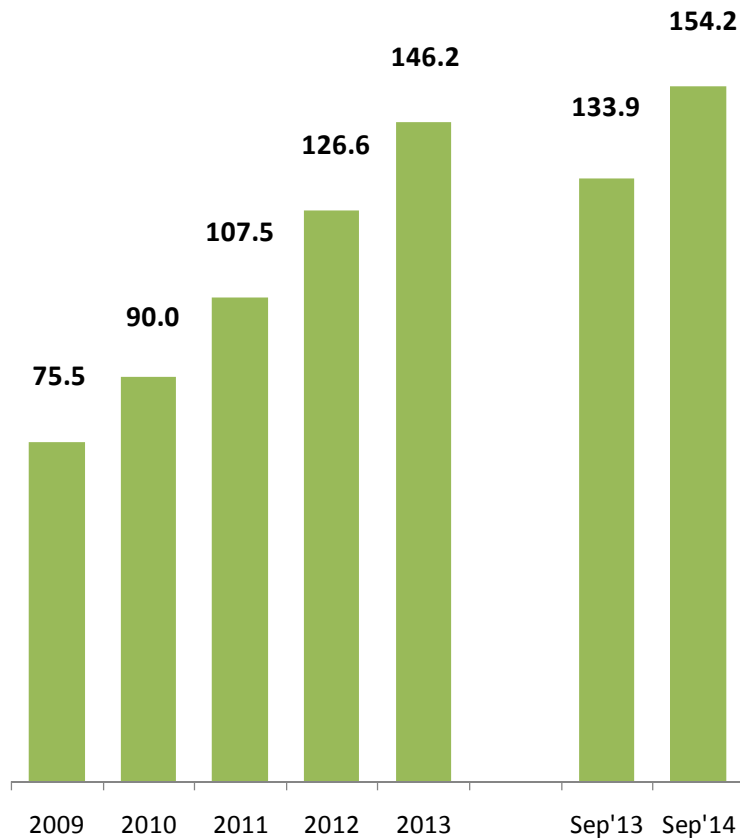
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Micro Banking - Deposit

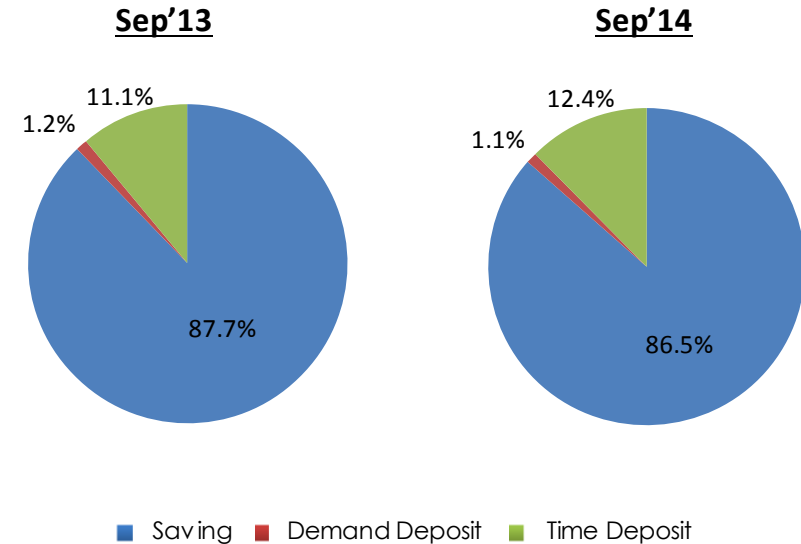
Micro Funding, providing liquidity from stable core funding

Deposit

IDR Trillion



Micro Deposit Composition



- Micro saving growth is maintained at 13.5% (yoy), thus maintaining its domination in micro deposit composition with 86.5% of total micro deposit.

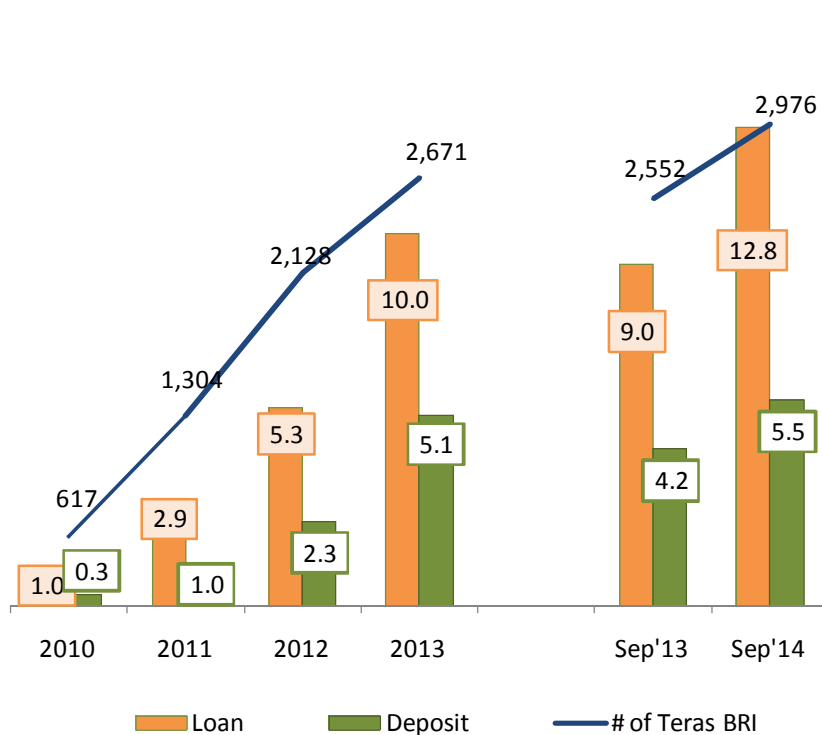
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Micro Banking – Teras BRI

Teras BRI - more accessible, getting closer to customers

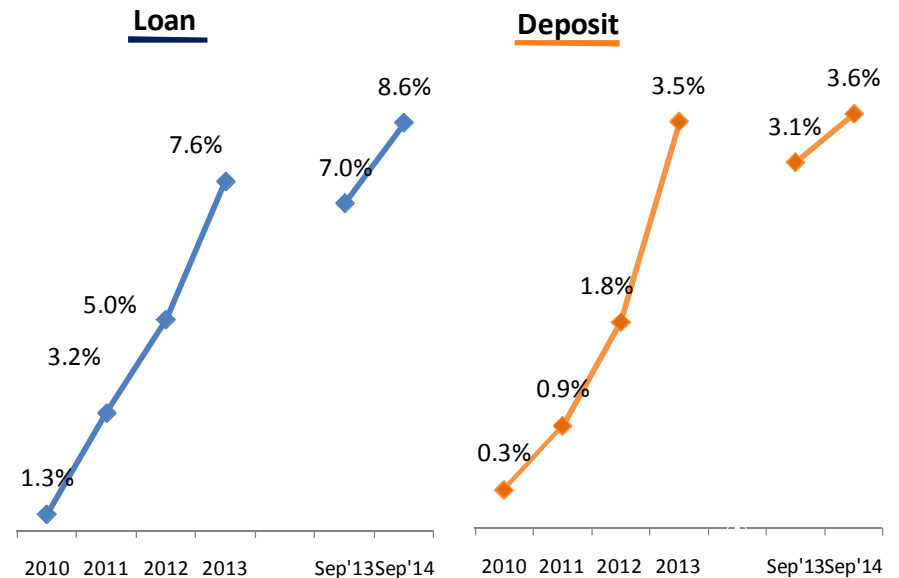
TerasBRI - Performance

IDR Trillion



TerasBRI continuously shows strong performance with loan growth of 42.7% and deposit of 31.8% yoy.

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.

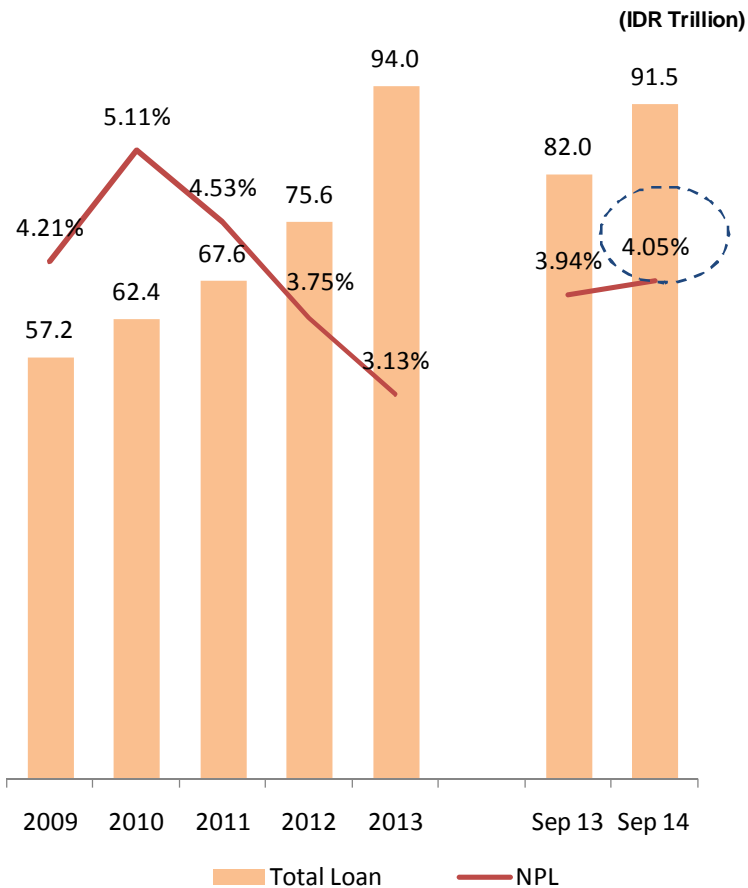


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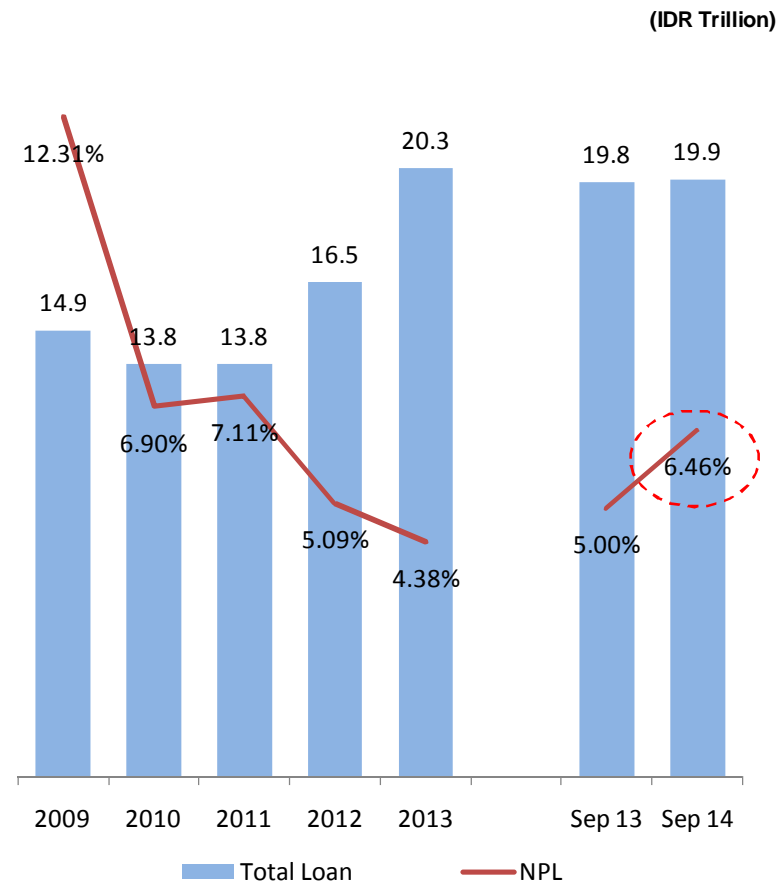
Small Commercial & Medium Loans

Small Commercial & Medium Loans

Small Commercial



Medium



Small commercial grew at 11.5% (YoY) and Medium grew at only 0.5% (YoY), shows prudent loan disbursement and focus on loan restructuring

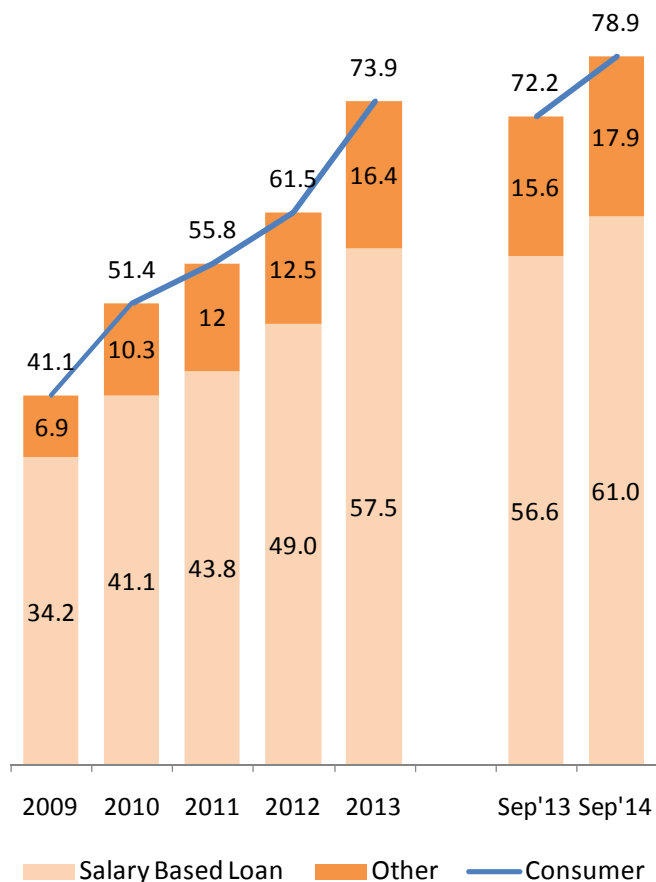
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Consumer Loans

Consumer Loan

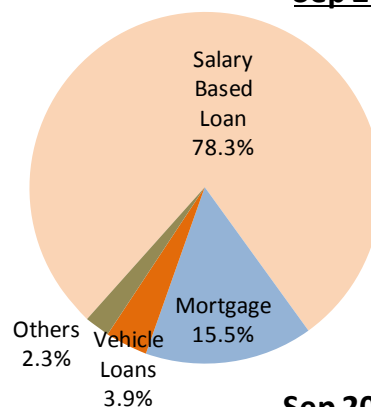
Trend

(IDR Trillion)

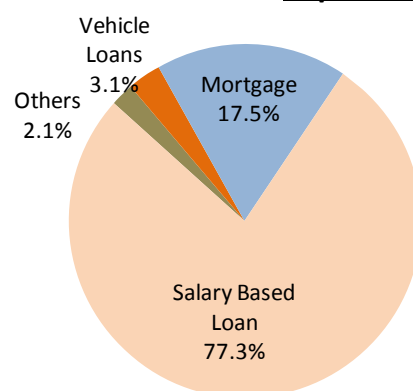


Composition

Sep 2013



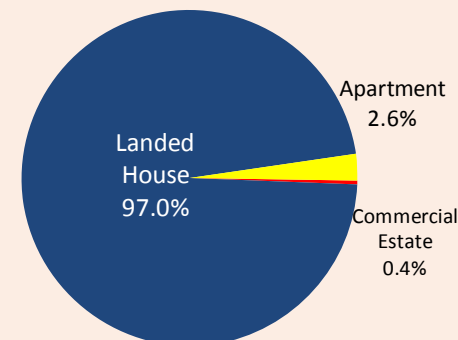
Sep 2014



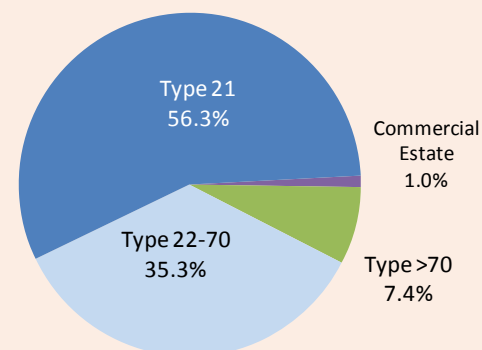
Mortgage - Composition

As of Sep 2014

Type of Estate



Size of Estate



Mortgage is dominated by loan for landed house ownership (97.0%) and residential with Type 21 (56.3%)

- Consumer loan grew 9.3% (yoy) with salary based loan portion, 77.3%, maintained as the biggest part of BRI's consumer loan
- Composition of Mortgage increased from 15.5% to 17.5% in Sep'2014, result of manageable growth of 23.6% (yoy)

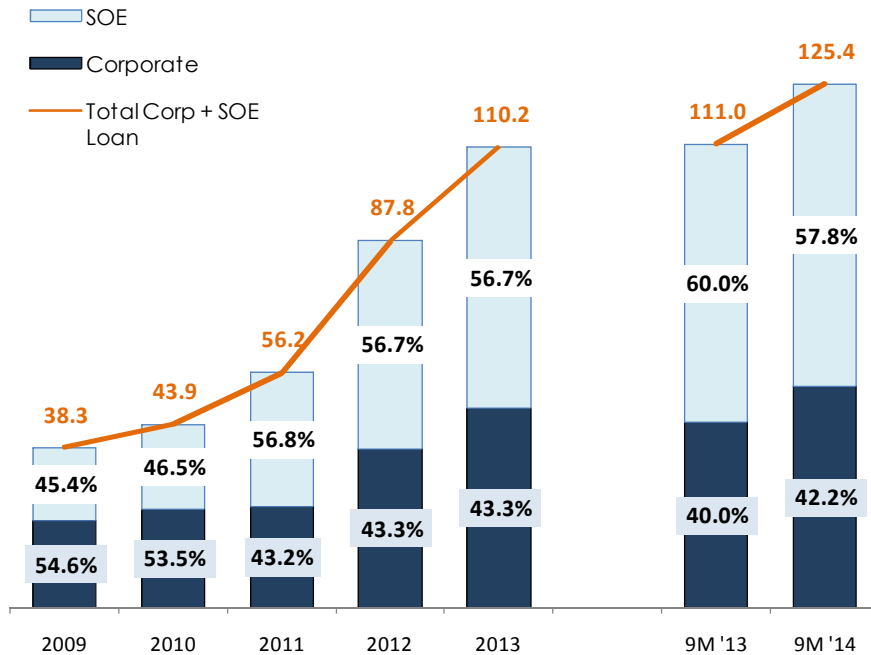
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SoE & Corporate Loans

SOE & Corporate Loan

Growth Trend

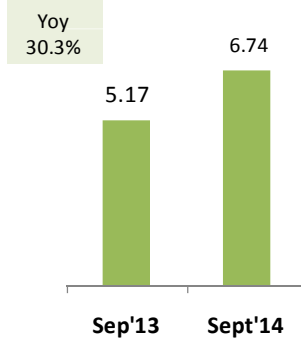
(IDR Trillion)



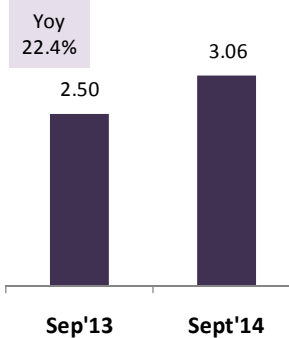
Trickle Down Business

Loans from
Corp & SOE
Customers
(IDR Trillion)

Plafond

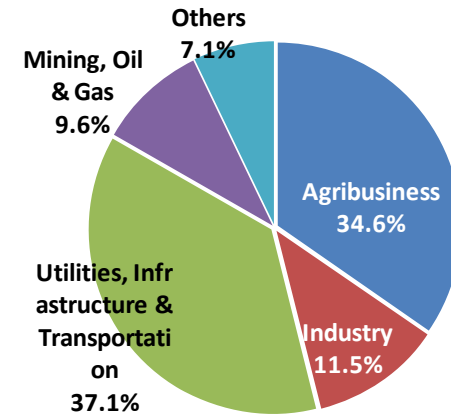


Outstanding

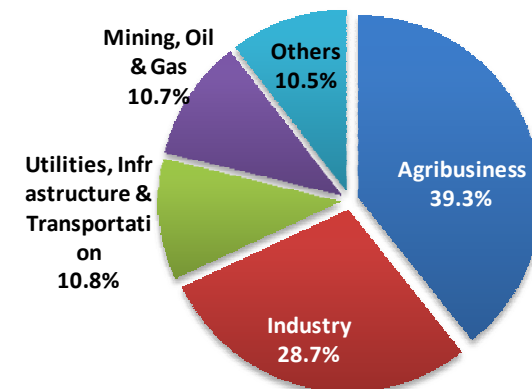


By Business Segment

SOE Loans



Corporate Loans



- SOE and Corporate segment has increased 13.0% yoy as of Sep'14. Infrastructure & Agribusiness sectors dominate SOE loans, while in the Private corporate, majority of loans disbursed to Agribusiness & Industry sectors.
- These two segments also gave opportunities for Small and Medium segments as shown in the trickled down business results.

Fee Based Income
- Growing Presence of E-Banking -

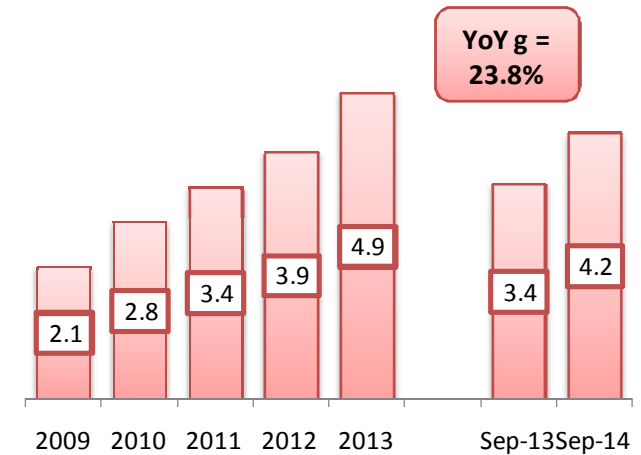
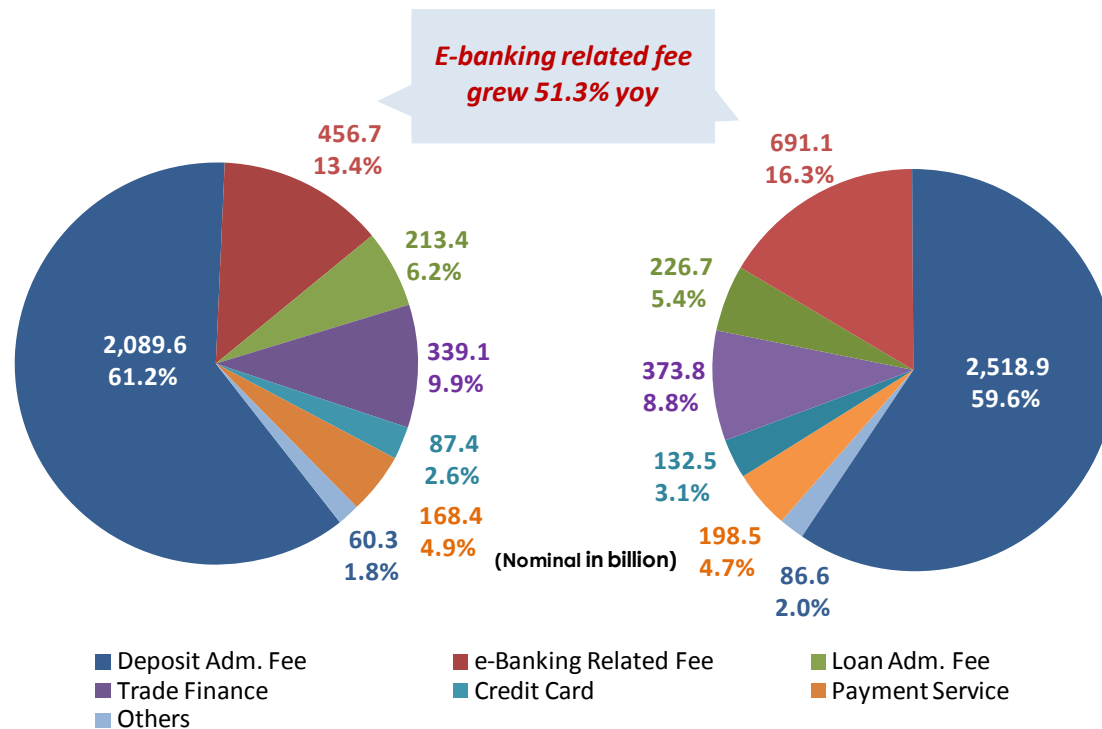
Fee Based Income - composition

Sep 2013

Sep 2014

Fee Based Income

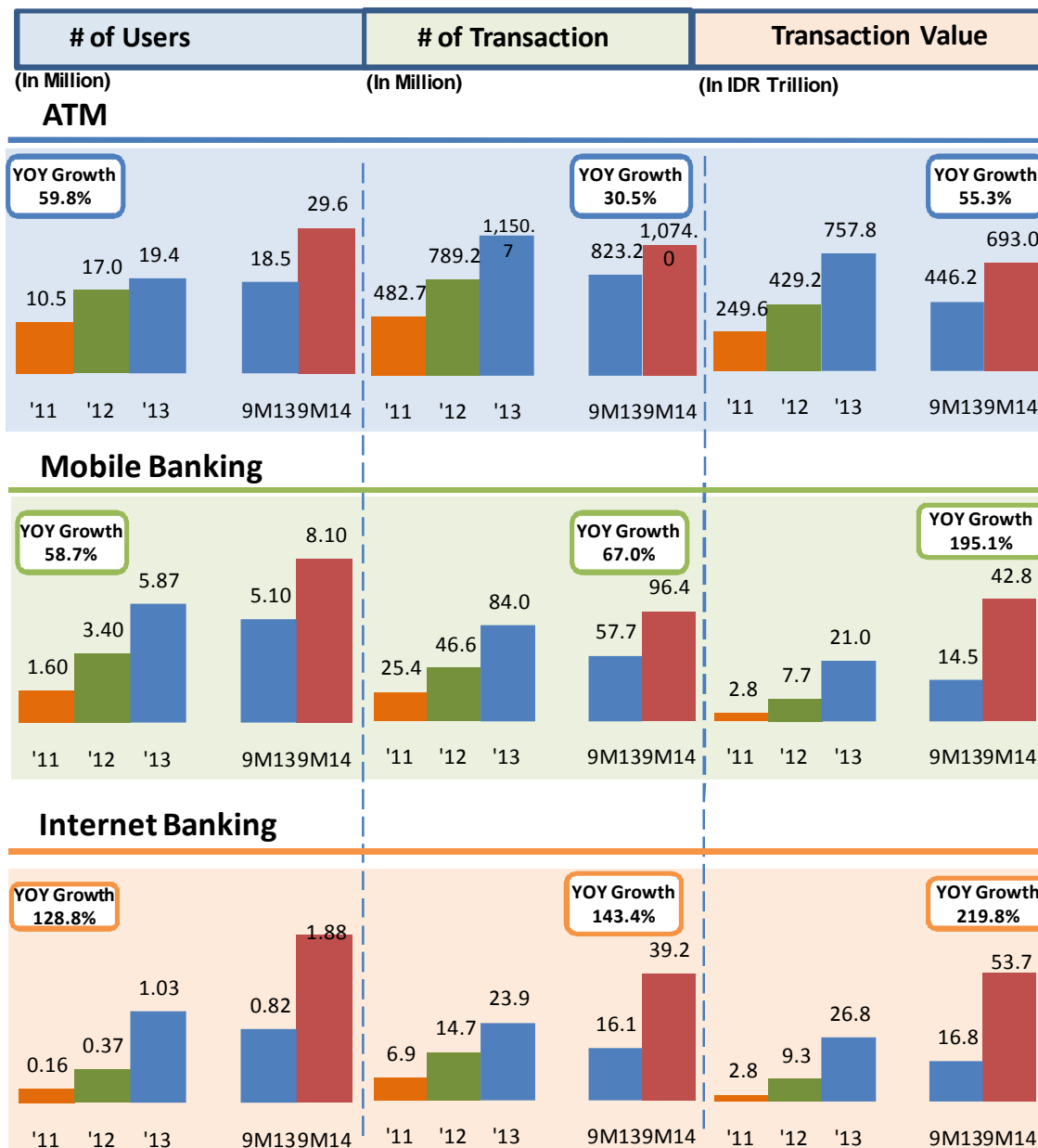
Rp Tr



- E-banking Related Fees increased significantly, yoy, 51.3%, the highest compare to other Fee Income components, raising its portion from 13.4% to 16.3% 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

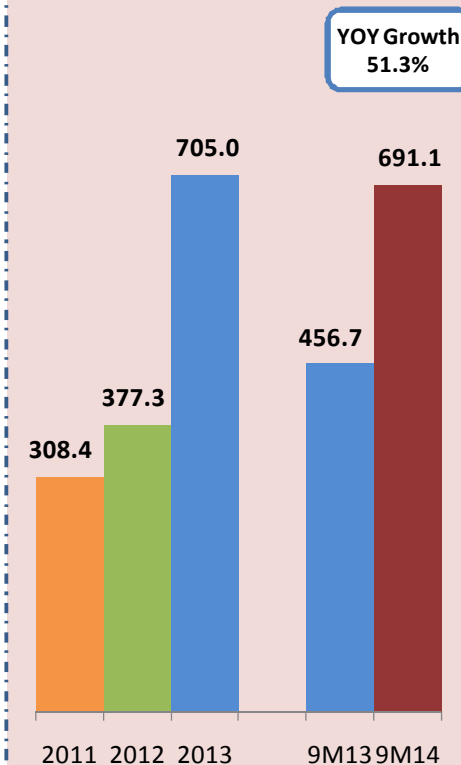
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E-Banking Performance – a growing presence...



E-banking related fee

(Rp Billion)



Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of customer accounts (As of Sep '14, >47 million deposit accounts)

Key Take Aways

Key Take Aways

- Micro loan composition increased to 32%, as it grew higher than total loan growth, 15.8% vs 12.3%
- All segment, exclude the Medium segment, showed better loan quality compare to first half 2014, resulted at total NPL of 1.89%
- Improving trend on special mention, recorded at 6.15% in Sep 2014
- High growth of third party fund, predominantly by increasing time deposit (32.1%) and saving (13.2%)
- Loan to deposit ratio manageable at 85.29%
- Manageable NIM at 8.78% despite increasing cost of fund
- E-Banking related fee consistently recorded at a high growth, with 51.3%, yoy, increasing its share to Total FBI to 16.3%
- Strong internally generated capital, with Tier 1 CAR of 17.79% and Total CAR of 18.57%

Appendixes

Financial Performance

Others

Financial Performance

Financial Ratios

Description	Q1'13	1H'13	9Mo'13	FY'13	Q1'14	1H'14	9Mo'14
Cost of Fund (COF)	3.54%	3.55%	3.58%	3.71%	3.94%	4.08%	4.33%
Loan to Deposit Ratio	89.62%	89.25%	90.88%	88.54%	92.01%	94.00%	85.29%
Net Interest Margin (NIM)	8.19%	8.08%	8.25%	8.55%	9.06%	8.93%	8.78%
NPL ratio - Gross	1.97%	1.81%	1.77%	1.55%	1.78%	1.97%	1.89%
NPL ratio - Nett	0.46%	0.41%	0.43%	0.31%	0.47%	0.57%	0.46%
CKPN to Earning asset	3.30%	3.20%	2.98%	2.90%	2.95%	3.06%	2.90%
Opr. Expense to Opr. Income	60.46%	60.91%	61.54%	60.58%	62.96%	63.58%	65.82%
Cost Efficiency Ratio (CER)	44.22%	43.85%	44.33%	42.13%	41.80%	40.76%	42.83%
Tier I CAR	16.90%	16.41%	16.24%	16.13%	17.46%	17.30%	17.79%
Total CAR	17.91%	17.35%	17.14%	16.99%	18.27%	18.10%	18.57%
Return on Assets (ROA) - b.t	4.76%	4.62%	4.65%	5.03%	5.02%	4.92%	4.84%
Return on Assets (ROA) - a.t	3.89%	3.80%	3.78%	3.85%	4.02%	3.90%	3.90%
Return on Equity (ROE) - Tier I	32.63%	33.05%	33.24%	34.11%	30.95%	31.04%	31.67%
Return on Equity (ROE) - B/S	30.28%	30.07%	29.80%	30.10%	29.30%	28.73%	28.80%
Min. Reserve Requirement	8.02%	8.02%	8.02%	8.02%	8.02%	8.02%	8.02%
Net Open Position	6.45%	5.15%	3.47%	3.15%	4.44%	2.87%	1.77%

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	9Mo'13	9Mo'14	g(YoY)	Q1'14	Q2'14	Q3'14	g(QoQ)
Interest income	40,501	52,466	29.5%	16,456	17,293	18,717	8.2%
Fee & Other Opr.Income	5,329	6,633	24.5%	1,805	2,040	2,788	36.6%
Non Operating Income (net)	1,093	2,281	108.6%	605	504	1,172	132.5%
Total Income	46,923	61,380	30.8%	18,866	19,838	22,677	14.3%

As of Sep 2014, Interest Income contributed 82.5% of total income

Interest Income

IDR Billion

Interest Income	9Mo'13	9Mo'14	g(YoY)	Q1'14	Q2'14	Q3'14	g(QoQ)
Interest from Loans	36,461	47,844	31.2%	14,929	15,948	16,968	6.4%
Int. from Other Earning Assets	4,040	4,621	14.4%	1,528	1,345	1,749	30.1%
Total Interest Income	40,501	52,466	29.5%	16,456	17,293	18,717	8.2%

Interest Income from loans contribute 91.2% of total interest income (or 77.9% of total income)

Fee & Other Operating Income

IDR Billion

Fee & Other Operating Income	9Mo'13	9Mo'14	g(YoY)	Q1'14	Q2'14	Q3'14	g(QoQ)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	25	101	305.1%	11	44	46	4.0%
Fees and Commissions	3,415	4,228	23.8%	1,244	1,432	1,552	8.4%
Gain fr Forex	176	241	36.7%	-	68	173	154.3%
Recovery	1,395	1,370	-1.8%	396	489	486	-0.6%
Others	318	693	118.4%	154	8	532	6846.8%
Total Fee & Other Opr. Income	5,329	6,633	24.5%	1,805	2,040	2,788	36.6%

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	9Mo'13	9Mo'14	g(YoY)	Q1'14	Q2'14	Q3'14	g(QoQ)
Personnel	9,008	10,544	17.1%	3,146	3,311	4,086	23.4%
General and Administration	4,789	5,873	22.7%	1,737	1,970	2,166	9.9%
Losses fr decrease of Securities		-					
and Govt. Bonds value	-	-		-	-	-	
Losses from forex transaction	-	-		212	(212)	-	-100.0%
Premium Paid on Govt Guarantees	654	745	13.9%	249	249	246	-1.2%
Promotion	422	398	-5.7%	105	133	160	20.8%
Others	831	969	16.7%	564	0	405	287300.7%
Total Other Opr. Expenses	15,703	18,530	18.0%	6,014	5,452	7,064	29.6%

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	Sep'13	Sep'14	YoY
Total Assets	316,947	404,286	469,899	551,337	626,183	587,706	705,287	20.0%
- Gross Loans	208,123	252,489	294,515	362,007	448,345	430,195	483,276	12.3%
- Government Bonds (Recap)	15,027	13,626	8,996	4,316	4,511	4,310	4,307	-0.1%
- Other Earnings Assets	75,913	113,580	129,136	132,720	115,690	103,601	153,751	48.4%
Total Earning Assets	299,063	379,696	432,647	499,042	568,546	538,106	641,333	19.2%
Earning Assets Provision	(11,665)	(14,121)	(16,092)	(14,916)	(15,419)	(15,051)	(16,979)	12.8%
Total Earning Assets (net)	287,398	365,575	416,555	484,126	553,127	523,056	624,355	19.4%
Total Non Earning Assets	29,549	38,710	53,345	67,211	73,055	64,651	80,933	25.2%
Total Liabilities & S.E	316,947	404,286	469,899	551,337	626,183	587,706	705,287	20.0%
Total Customer Deposits	255,928	333,652	384,264	450,166	504,281	471,154	564,678	19.8%
- Demand Deposits	50,094	77,364	76,779	80,075	79,337	76,701	80,230	4.6%
- Saving Deposits	104,463	125,990	154,133	184,365	212,997	189,212	214,807	13.5%
- Time and Certificate Deposits	101,371	130,298	153,353	185,726	211,948	205,242	269,641	31.4%
Other Interest Bearing Liabilities	21,284	17,297	19,361	15,784	20,896	21,167	27,666	30.7%
Non Interest Bearing Liabilities	12,477	16,663	16,454	20,505	21,678	21,642	21,487	-0.7%
Tier I Capital	21,057	28,135	38,809	52,325	67,270	64,334	80,191	24.6%
Total Shareholder's Equity	27,257	36,673	49,820	64,882	79,327	73,743	91,456	24.0%

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

Income Statement (*consolidated*)

IDR Billion

Description	2009	2010	2011	2012	2013	9Mo'13	9Mo'14	YoY
Interest Income	35,334	44,615	48,164	49,610	59,461	42,082	54,434	29.3%
Interest Expense	(12,285)	(11,727)	(13,737)	(13,127)	(15,355)	(10,887)	(16,509)	51.6%
Net Interest Income	23,049	32,889	34,427	36,484	44,106	31,195	37,924	21.6%
Fee & Other Opr. Income	3,270	5,545	5,776	8,390	8,348	5,512	6,715	21.8%
Gross Operating Income	26,319	38,433	40,203	44,873	52,455	36,707	44,639	21.6%
Other Operating Expenses	(11,960)	(16,114)	(17,086)	(19,491)	(22,381)	(16,505)	(19,432)	17.7%
Pre Provision Operating Profit	14,360	22,319	23,117	25,382	30,074	20,203	25,207	24.8%
Provision	(5,799)	(7,917)	(5,533)	(2,700)	(3,946)	(2,326)	(4,940)	112.4%
Non Operating Income (Net)	1,331	506	1,172	1,177	1,782	1,091	2,287	109.6%
Profit Before Tax n Minor. Int.	9,891	14,908	18,756	23,860	27,910	18,968	22,554	18.9%
Net Profit	7,308	11,472	15,088	18,687	21,354	15,454	18,164	17.5%
EPS *)	304.8	478.4	628.9	757.5	865.6	835.3	981.7	17.5%

*) *annualized*

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

Others

The Most Extensive and Largest Networks

Regional Office Distribution



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

Outlets	2009	2010	2011	2012	2013	Q3 - 2013	Q3 - 2014	YoY
Head Offices	1	1	1	1	1	1	1	-
Regional Offices	17	18	18	18	18	18	19	1
Branches	406	413	431	446	453	446	457	11
Sub Branches	434	470	502	545	565	555	581	26
BRI Units	4,538	4,649	4,849	5,000	5,144	5,060	5,228	168
Cash Offices	728	822	870	914	950	937	972	35
Teras BRI	217	617	1,304	1,778	2,206	2,151	2,454	303
Teras Mobile			100	350	465	401	522	121
Total	6,341	6,990	8,075	9,052	9,802	9,569	10,234	665

E-Channel	2009	2010	2011	2012	2013	Q3 - 2013	Q3 - 2014	YoY
ATM	3,778	6,085	7,292	14,292	18,292	15,602	19,512	3,910
EDC	6,398	12,719	31,590	44,715	85,936	64,464	96,608	32,144
CDM	22	39	89	92	192	92	192	100
E-Buzz	1	2	19	42	50	49	50	1
Total	10,199	18,845	38,990	59,141	104,470	80,207	116,362	36,155

*Total working units are including 3 overseas offices

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 Pools	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

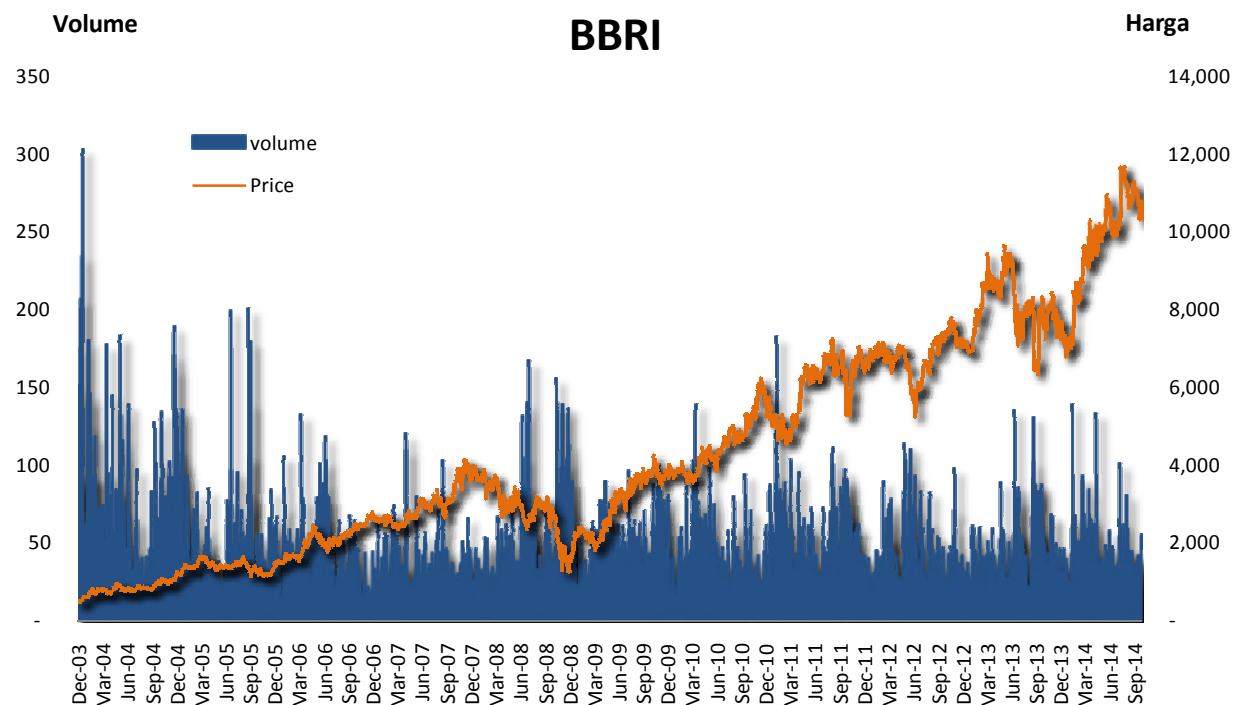
Shareholder	2003	2009	2010	2011	2012	2013	Q1'14	Q2'14	Q3'14
Government	59.50%	56.77%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
Public	40.50%	43.23%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.10%	84.16%	84.25%	83.93%	82.84%	78.94%	83.83%	84.00%	83.09%
Domestic *)	20.90%	15.84%	15.75%	16.07%	17.16%	21.06%	16.17%	16.00%	16.91%

*) 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)



5 Years Data...

5 Years Data...

Balance Sheet

Description	2009	2010	2011	2012	2013	Mar'14	Jun'14	Sep'14
Total Assets	314,746	398,393	456,531	535,209	606,370	595,741	621,978	683,212
- Gross Loans	205,522	246,964	283,583	348,227	430,618	432,436	459,121	464,182
- Government Bonds (Recap)	15,027	13,626	8,996	4,316	4,511	4,315	4,303	4,307
- Other Earnings Assets	76,487	113,669	127,774	131,547	115,168	105,204	100,907	152,634
Total Earning Assets	297,037	374,259	420,353	484,089	550,297	541,955	564,331	621,123
Earning Assets Provision	(11,576)	(14,007)	(15,869)	(14,584)	(15,072)	(15,432)	(16,422)	(16,659)
Total Earning Assets (net)	285,461	360,252	404,484	469,505	535,225	526,523	547,909	604,463
Total Non Earning Assets	29,285	38,141	52,047	65,704	71,145	69,218	74,069	78,749
Total Liabilities & S.E	314,746	398,393	456,531	535,209	606,370	595,741	621,978	683,212
Total Customer Deposits	254,118	328,556	372,148	436,098	486,366	470,017	488,451	544,272
- Demand Deposits	49,965	77,049	75,579	78,753	78,017	71,026	78,182	79,088
- Saving Deposits	104,119	125,198	152,474	182,643	210,004	199,949	201,690	211,113
- Time Deposits	100,034	126,310	144,095	174,702	198,346	199,042	208,579	254,071
Other Interest Bearing Liabilities	20,941	16,595	18,413	14,466	19,873	19,175	22,518	27,125
Non Interest Bearing Liabilities	12,429	16,569	16,195	20,008	21,261	27,962	26,442	20,855
Tier I Capital	20,846	27,673	38,215	51,593	65,964	72,909	75,801	79,008
Total Shareholder's Equity	27,257	36,673	49,775	64,637	78,870	78,587	84,567	90,960

5 Years Data...

Income Statement

Description	2009	2010	2011	2012	2013	Q1'14	1H'14	9Mo'14
Interest Income	35,071	43,971	46,949	47,922	57,301	16,456	33,749	52,466
Interest Expense	(12,180)	(11,449)	(13,079)	(12,461)	(14,395)	(4,373)	(9,341)	(15,503)
Net Interest Income	22,891	32,523	33,870	35,461	42,906	12,084	24,408	36,963
Fee & Other Opr. Income ^{*)}	3,257	5,458	5,524	8,166	8,165	1,805	3,845	6,633
Gross Operating Income	26,148	37,980	39,394	43,627	51,071	13,888	28,254	43,597
Other Operating Expenses	(11,773)	(15,648)	(16,288)	(18,602)	(21,284)	(6,014)	(11,466)	(18,530)
Pre Provision Operating Profit	14,375	22,332	23,106	25,025	29,788	7,874	16,788	25,067
Provision	(5,805)	(7,926)	(5,532)	(2,555)	(3,916)	(1,108)	(3,094)	(4,869)
Non Operating Income (Net)	1,327	497	1,157	1,169	1,776	605	1,109	2,281
Profit Before Tax n Minor. Int.	9,897	14,903	18,731	23,639	27,648	7,372	14,803	22,480
Net Profit	7,308	11,472	15,083	18,521	21,160	5,902	11,725	18,124
EPS ^{**)}	296.3	465.0	611.4	750.8	857.8	957.0	950.6	979.6

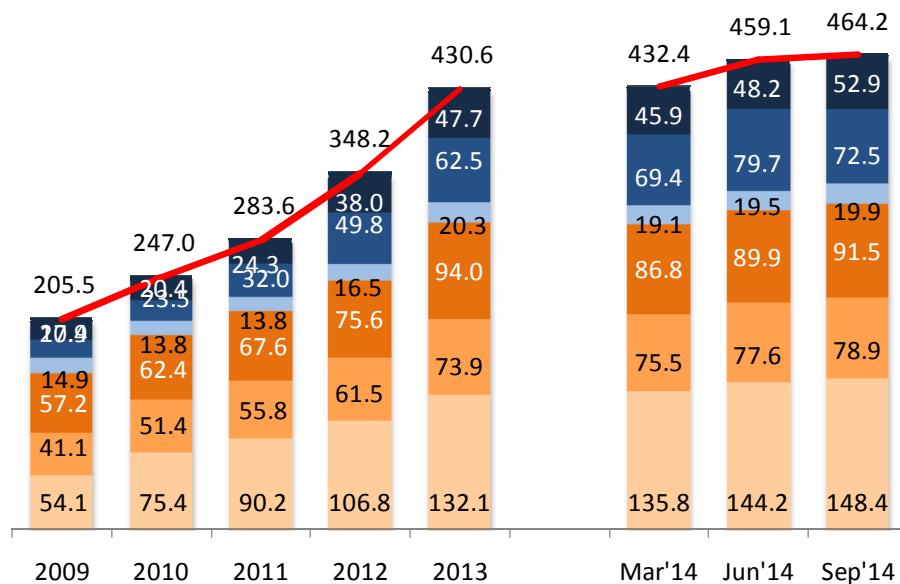
5 Years Data...

Ratios

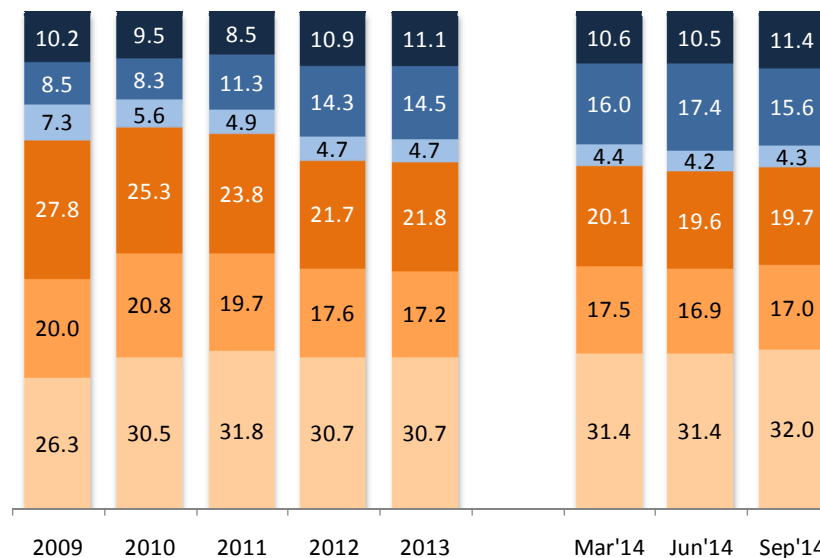
Description	2009	2010	2011	2012	2013	Q1'14	1H'14	9Mo'14
Cost of Fund (COF)	6.02%	4.90%	4.70%	3.68%	3.71%	3.94%	4.08%	4.33%
Loan to Deposit Ratio	80.88%	75.17%	76.20%	79.85%	88.54%	92.01%	94.00%	85.29%
Net Interest Margin (NIM)	9.14%	10.77%	9.58%	8.42%	8.55%	9.06%	8.93%	8.78%
NPL ratio - Gross	3.52%	2.78%	2.30%	1.78%	1.55%	1.78%	1.97%	1.89%
NPL ratio - Nett	1.08%	0.74%	0.42%	0.34%	0.31%	0.47%	0.57%	0.46%
CKPN to Earning asset	4.29%	4.58%	4.51%	3.43%	2.90%	2.95%	3.06%	2.90%
Opr. Expense to Opr. Income	77.66%	70.86%	66.69%	59.93%	60.58%	62.96%	63.58%	65.82%
Cost Efficiency Ratio (CER)	46.72%	42.22%	41.17%	43.11%	42.13%	41.80%	40.76%	42.83%
Tier I CAR	12.05%	12.01%	13.67%	15.86%	16.13%	17.46%	17.30%	17.79%
Total CAR	13.20%	13.76%	14.96%	16.95%	16.99%	18.27%	18.10%	18.57%
Return on Assets (ROA) - b.t	3.73%	4.64%	4.93%	5.15%	5.03%	5.02%	4.92%	4.84%
Return on Assets (ROA) - a.t	2.76%	3.57%	3.97%	4.04%	3.85%	4.02%	3.90%	3.90%
Return on Equity (ROE) - Tier I	35.22%	43.83%	42.49%	38.66%	34.11%	30.95%	31.04%	31.67%
Return on Equity (ROE) - B/S	28.83%	35.94%	35.10%	32.41%	30.10%	29.30%	28.73%	28.80%
Min. Reserve Requirement	5.90%	8.05%	9.33%	10.64%	8.02%	8.02%	8.02%	8.02%
Net Open Position	5.22%	4.45%	5.49%	3.00%	3.15%	4.44%	2.87%	1.77%

5 Years Data...

Loan Outstanding (IDR Trillion)



Loan Composition (%)



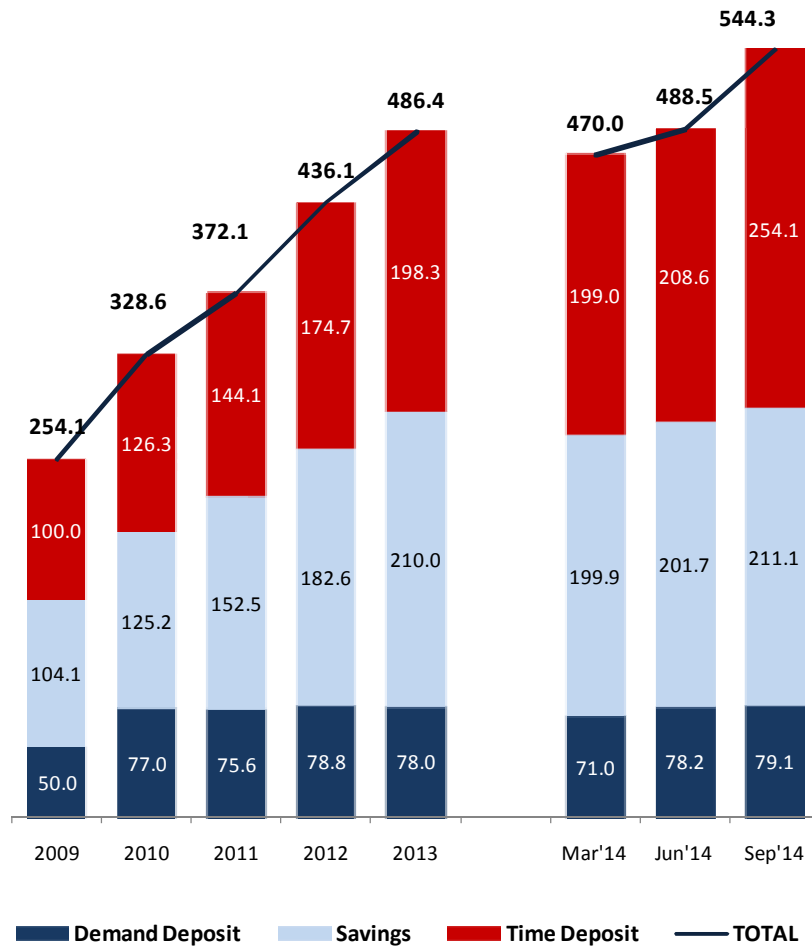
Micro Consumer Small Commercial Medium SoE Corporate Non-SoE Total Loan

Loan Quality

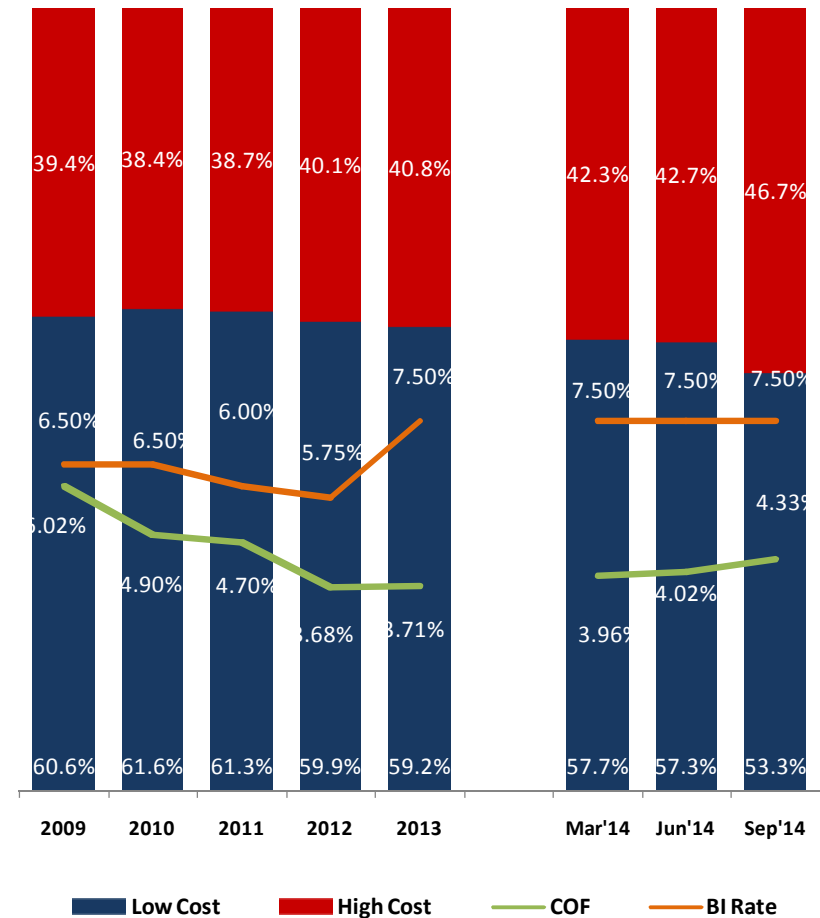
NPL (%)	2009	2010	2011	2012	2013	Mar'14	Jun'14	Sep'14
Micro	1.40	1.21	1.19	1.09	1.04	1.33	1.41	1.38
Consumer	1.35	1.40	1.53	1.60	1.40	1.50	1.50	1.49
Small Commercial	4.21	5.11	4.53	3.75	3.13	3.85	4.13	4.05
Medium	12.31	6.90	7.11	5.09	4.38	5.27	6.36	6.46
SoE	0.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Corporate	7.83	4.64	2.24	1.00	0.87	0.92	1.84	1.05
Total	3.52	2.78	2.30	1.78	1.55	1.78	1.97	1.89

5 Years Data...

Deposit (IDR Trillion)



Deposit Composition, CoF & BI Rate (%)



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