

FY'2015 - Financial Update Presentation



BANK BRI
Melayani Dengan Setulus Hati

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Financial Updates

Financial Highlights

	FY 2014	Q1'15	1H'15	9Mo'15	FY 2015	Δ yoy
Asset/Liabilities						
Total Assets (IDR Billion)	778,046	781,181	747,478	775,816	845,998	8.7%
Total Loans (Gross) (IDR Billion)	490,403	472,915	503,594	518,952	558,436	13.9%
Total Deposits (IDR Billion)	600,404	587,727	573,117	611,325	642,774	7.1%
Asset Quality						
NPL (gross)	1.69%	2.17%	2.33%	2.24%	2.02%	
NPL (nett)	0.36%	0.60%	0.66%	0.59%	0.52%	
Liquidity						
LDR	81.68%	80.47%	87.87%	84.89%	86.88%	
Reserve Requirement - IDR	8.07%	8.03%	8.02%	8.01%	9.31%	
Reserve Requirement - FX	8.00%	8.05%	8.01%	8.02%	8.43%	
Profitability						
Net Profit (IDR Billion)	24,176	6,101	11,861	18,285	25,204	4.3%
NIM	8.51%	7.57%	7.88%	8.08%	8.13%	
ROE Tier 1	31.19%	29.84%	29.22%	29.60%	29.89%	
ROA before tax	4.73%	3.99%	3.91%	3.95%	4.19%	
Cost of Fund (CoF)	4.38%	4.74%	4.50%	4.29%	4.24%	
Cost Efficiency Ratio (CER)	43.14%	45.08%	45.45%	44.22%	43.81%	
Operating Expense to Operating Income	65.42%	68.04%	69.26%	69.40%	67.96%	
Capital^{*)}						
Tier1 CAR	17.54%	15.97%	16.43%	16.68%	16.76%	
Total CAR	18.31%	20.08%	20.41%	20.59%	20.59%	

*) As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Balance Sheet

Asset structure is dominated by loan, showing focus on real sectors...

(IDR Billion)

Description	2014	Mar'15	Jun'15	Sep'15	2015	g(YoY)	g(QoQ)
Total Assets	778,046	781,181	747,478	775,816	845,998	8.7%	9.0%
- Gross Loans	490,403	472,915	503,594	518,952	558,436	13.9%	7.6%
- Government Bonds (Recap)	4,304	4,301	4,053	4,069	3,816	-11.3%	-6.2%
- Other Earnings Assets	211,325	236,584	172,594	177,775	190,735	-9.7%	7.3%
Total Earning Assets	706,031	713,800	680,241	700,795	752,987	6.7%	7.4%
Earning Assets Provision	(15,785)	(16,013)	(16,628)	(17,460)	(17,030)	7.9%	-2.5%
Total Earning Assets (net)	690,246	697,787	663,612	683,336	735,957	6.6%	7.7%
Total Non Earning Assets	87,800	83,394	83,866	92,480	110,041	25.3%	19.0%
Total Liabilities & S.E	778,046	781,181	747,478	775,816	845,998	8.7%	9.0%
Total Customer Deposits	600,404	587,727	573,117	611,325	642,774	7.1%	5.1%
- Demand Deposits	89,076	84,835	88,803	109,565	112,989	26.8%	3.1%
- Saving	232,414	219,234	221,411	233,754	267,607	15.1%	14.5%
- Time Deposits	278,915	283,658	262,903	268,006	262,178	-6.0%	-2.2%
Other Interest Bearing Liabilities	56,677	64,197	48,156	31,615	67,712	19.5%	114.2%
Non Interest Bearing Liabilities	23,784	34,045	24,622	25,880	23,120	-2.8%	-10.7%
Tier I Capital*	82,109	77,416	82,900	86,707	89,992	9.6%	3.8%
Total Shareholder's Equity	97,181	95,212	101,583	106,996	112,392	15.7%	5.0%

*) As of January 2015:

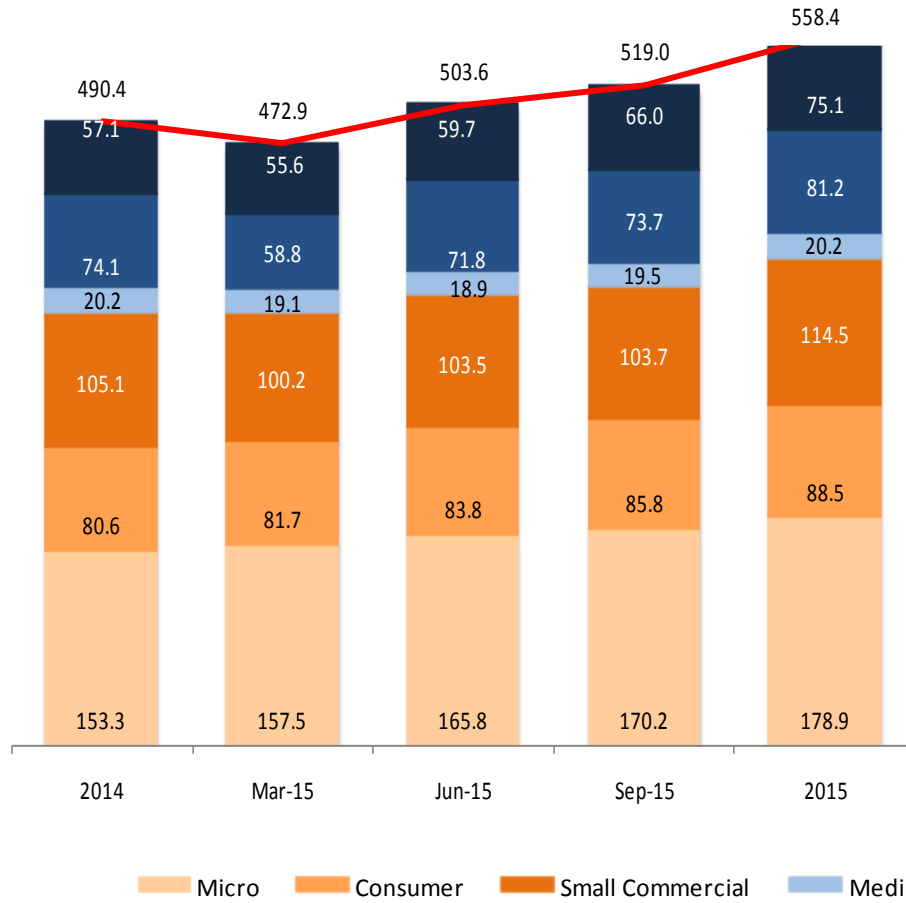
- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Loan – Mix and Growth

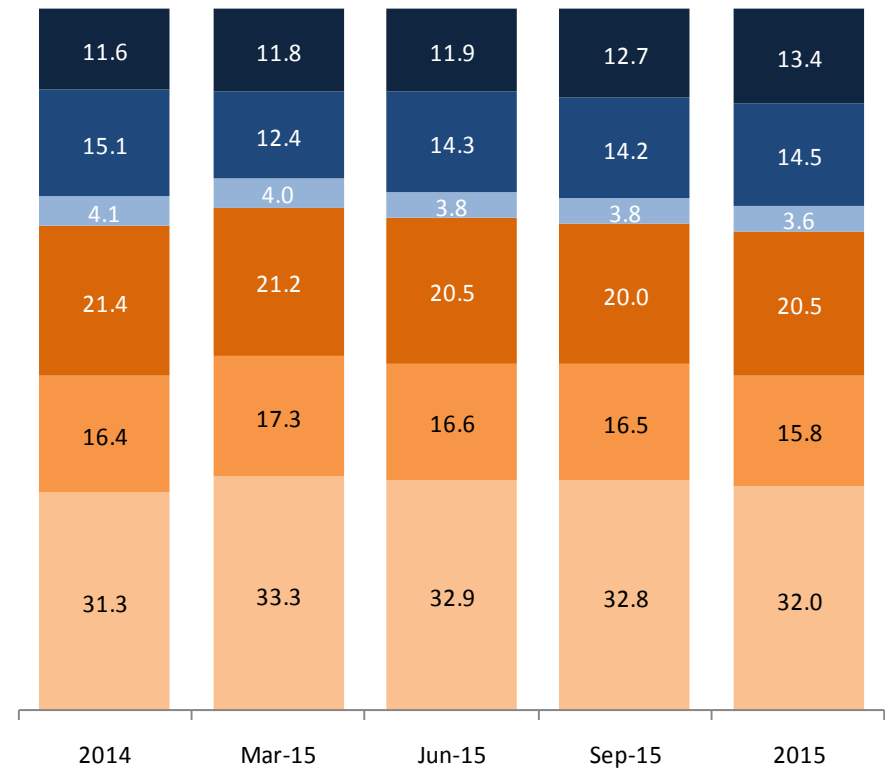
Maintained loan mix with Micro as the biggest segment...

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)

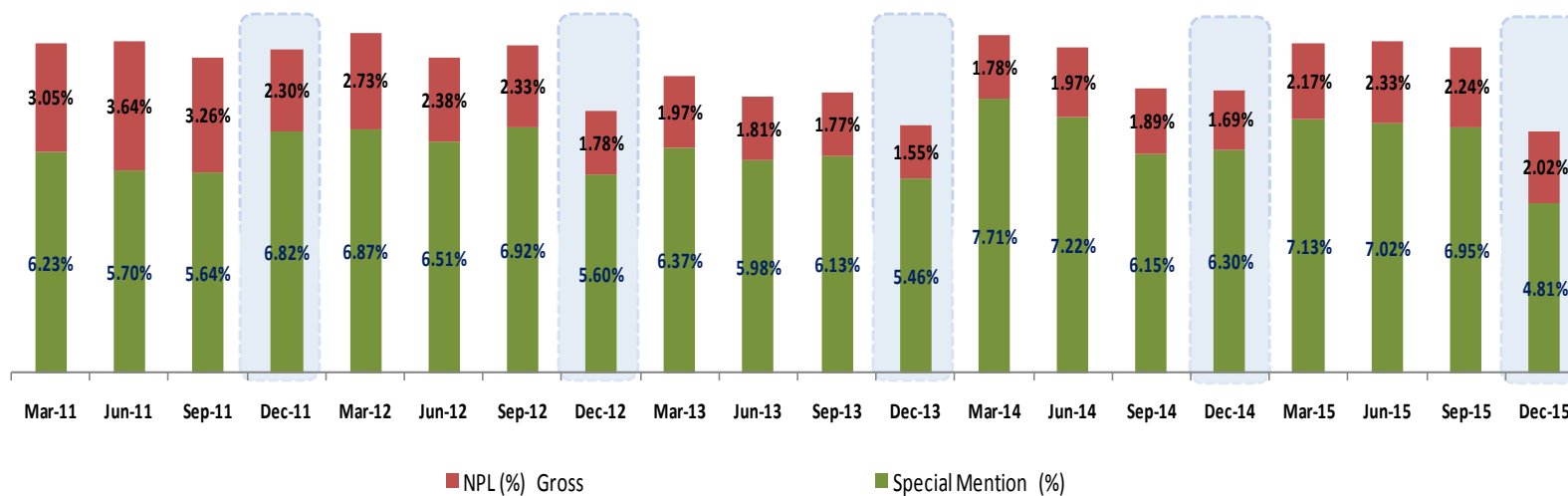


Manageable NPL level of 2.02%...

Non Performing Loan - gross (%)

NPL (%)	2014	Mar-15	Jun-15	Sep-15	2015
Micro	1.12	1.56	1.60	1.44	1.13
Consumer	1.21	1.44	1.64	1.61	1.30
Small Commercial	3.21	4.13	4.14	3.87	2.90
Medium	5.91	7.50	7.71	7.26	5.82
Corporate Non-SoE	1.78	1.92	3.28	3.62	4.78
SoE	-	-	-	-	-
Total NPL	1.69	2.17	2.33	2.24	2.02

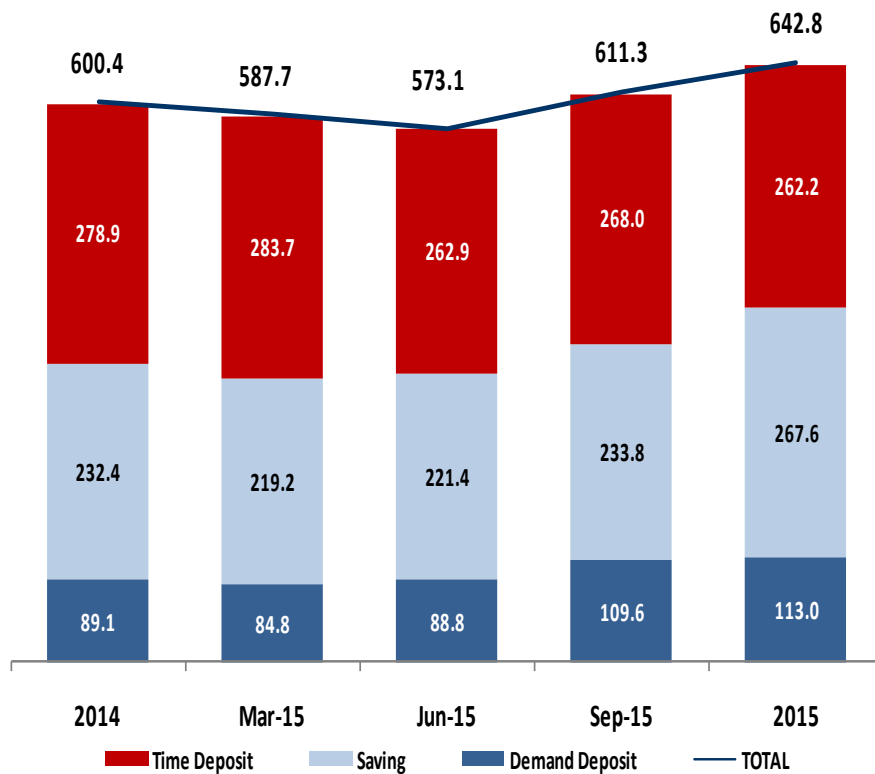
Special Mention (%)



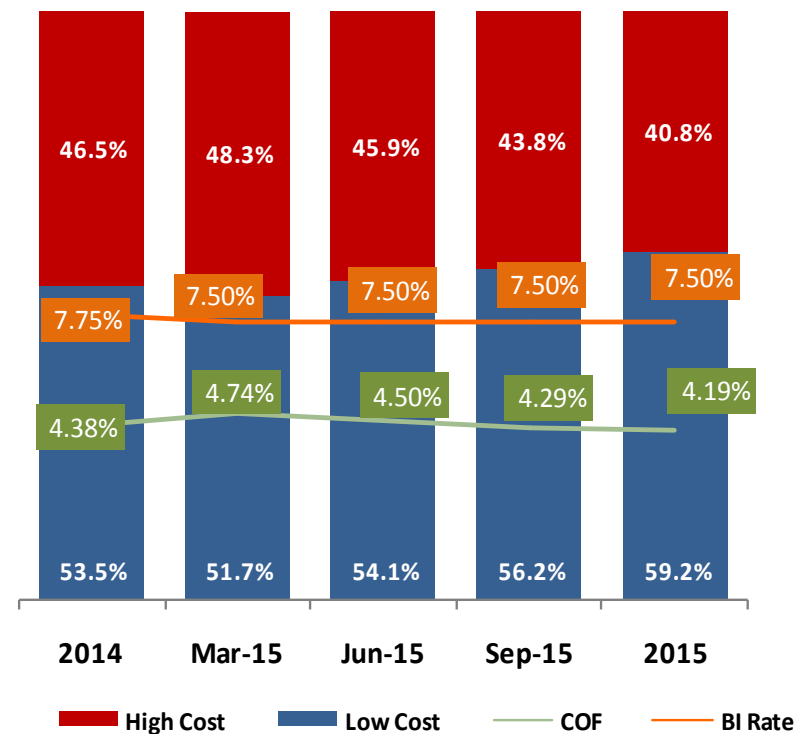
Deposits – Mix and Growth

Stronger CASA growth at 18.4% yoy generated lower cost of funds...

Deposits: Trend (IDR Trillion)



Deposits Composition, COF & BI Rate (%)



Income Statement

Higher Credit Cost at 52.9% yoy growth to maintain sufficient coverage....

(IDR Billion)

Description	2014	2015	g(YoY)	Q1'15	Q2'15	Q3'15	Q4'15	g(QoQ)
Interest Income	72,466	82,221	13.5%	20,083	19,880	20,959	21,299	1.6%
Interest Expense	(22,346)	(25,710)	15.1%	(7,004)	(6,070)	(6,272)	(6,364)	1.5%
Net Interest Income	50,120	56,511	12.8%	13,079	13,810	14,686	14,935	1.7%
Fee & Other Opr. Income *	9,178	12,224	33.2%	2,727	2,923	2,705	3,869	43.0%
Gross Operating Income	59,298	68,735	15.9%	15,806	16,733	17,392	18,804	8.1%
Other Operating Expenses	(25,458)	(29,889)	17.4%	(7,032)	(7,607)	(7,197)	(8,052)	11.9%
Pre Provision Operating Profit	33,840	38,846	14.8%	8,774	9,126	10,194	10,752	5.5%
Provision	(5,613)	(8,581)	52.9%	(1,483)	(2,385)	(3,024)	(1,689)	-44.1%
Non Operating Income (Net)	2,497	1,947	-22.0%	288	352	585	721	23.2%
Profit Before Tax n Minor. Int.	30,724	32,211	4.8%	7,579	7,093	7,756	9,784	26.1%
Net Profit	24,176	25,204	4.3%	6,101	5,760	6,424	6,919	7.7%
EPS**	980.0	1,021.7	4.3%	989.3	933.9	1,041.6	1,121.8	7.7%

*) Detail on the Fee & Other Operating Income on page 31

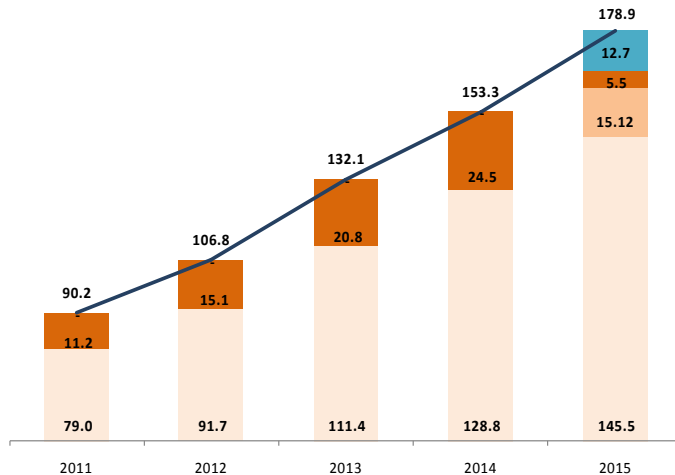
**) annualized

Business Updates

Micro Banking

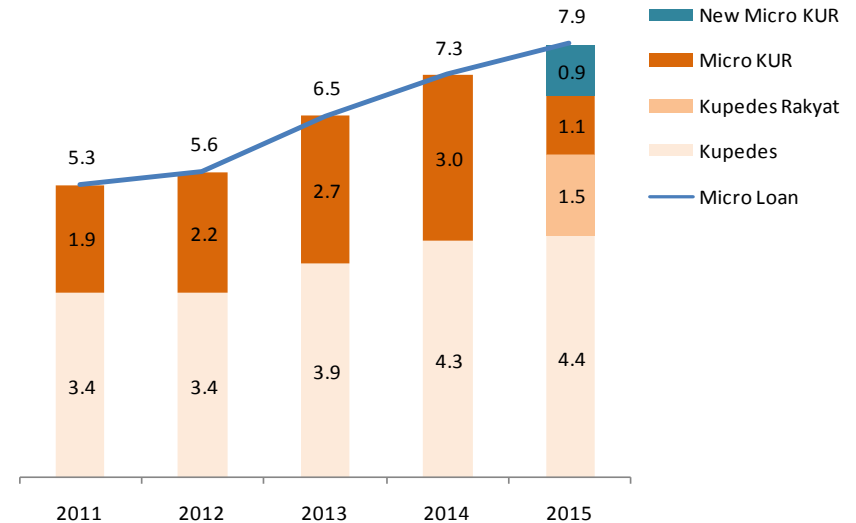
Micro Loans

(IDR Trillion)



Micro Borrowers

(Million)



NPL – Micro Loans (%)



New Micro KUR - Comparison

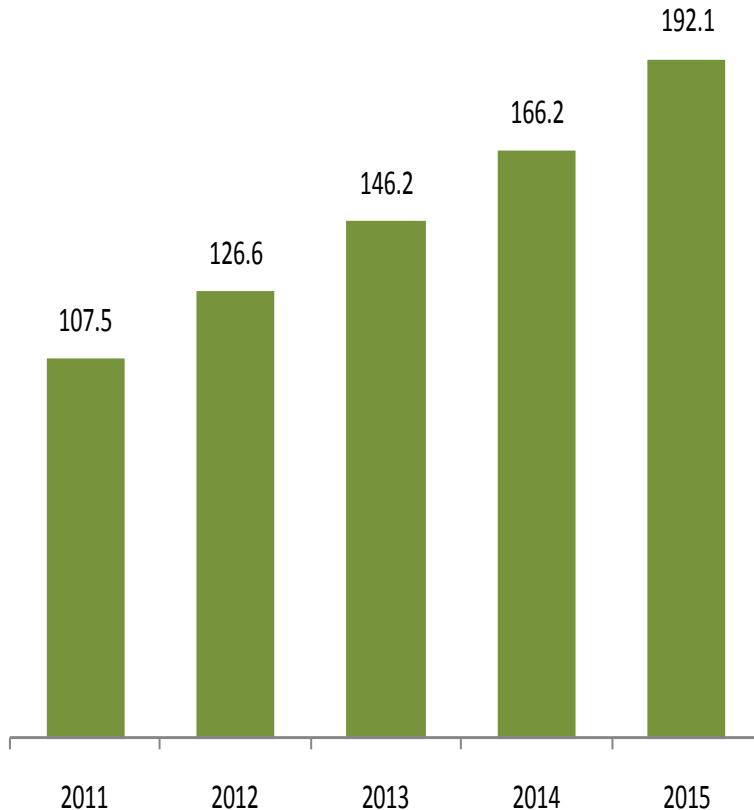
	2015	2016
Lending rate	12% + 7%	9% + 10%
Loan Size	Max Rp. 25 Mio	
Insurance Premium	Paid by BRI - 1.5%	
Risk Weight Asset	36.50%	
Loan Loss Coverage	70%	

- Total Micro loans increased 16.8% yoy, with number of borrowers reaching 7.8 million.
- New Micro KUR support the micro loan growth. Started in Aug'18th, BRI is able to disburse Rp 12.6 trillion for around 900 thousand borrowers

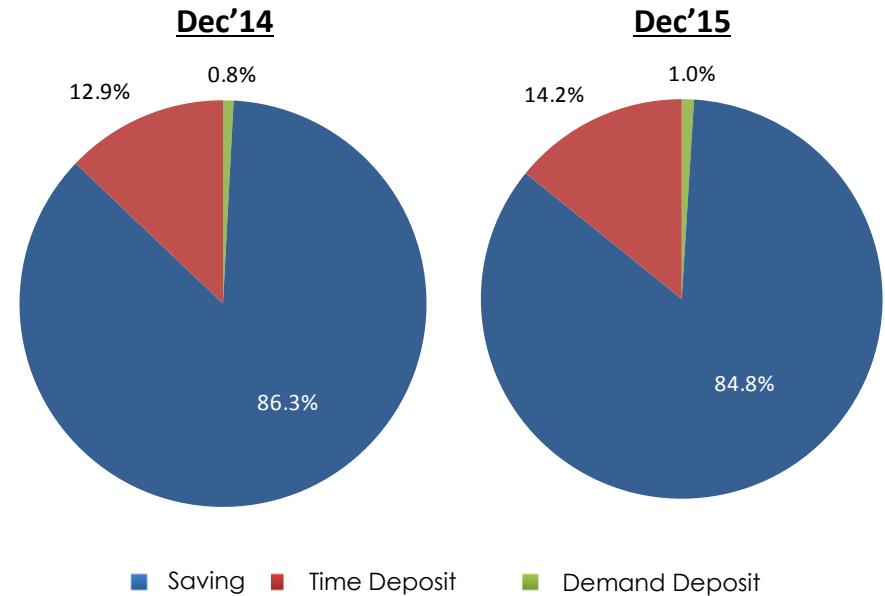
Micro Funding, providing liquidity from stable core funding

Micro Deposits

IDR Trillion



Micro Deposits Composition

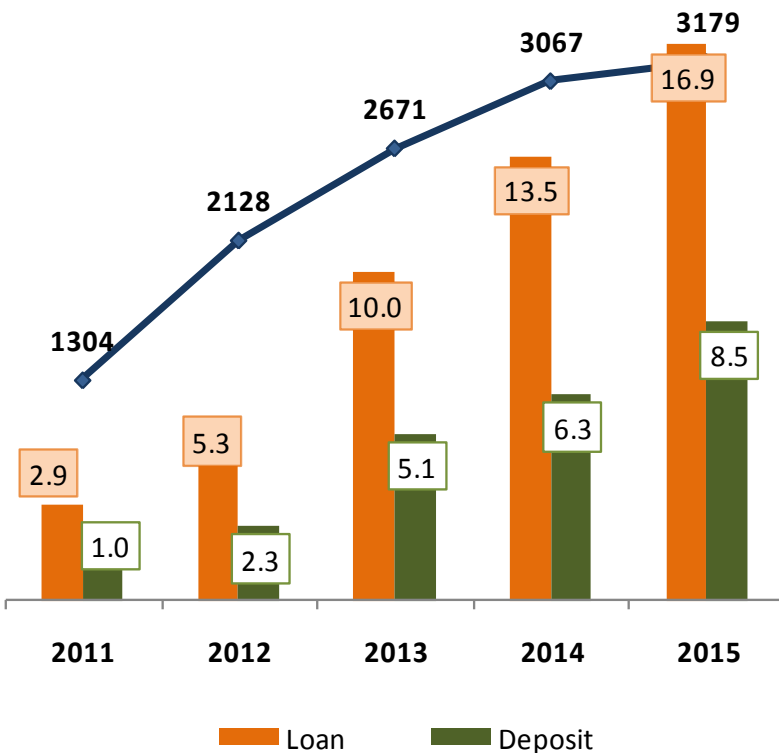


- Micro deposits grew 15.6% yoy
- Savings, with composition of 84.8%, still dominates micro deposits

Teras BRI - more accessible, getting closer to customers

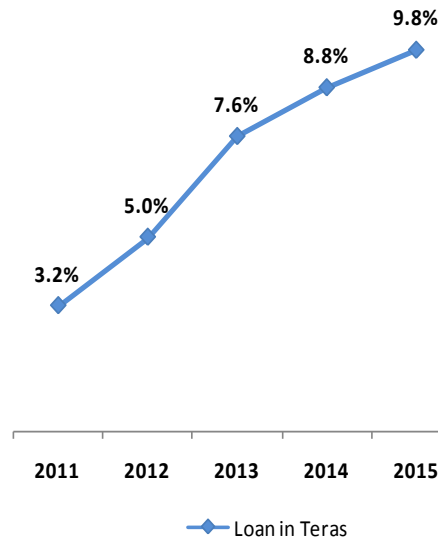
TerasBRI - Performance

IDR Trillion

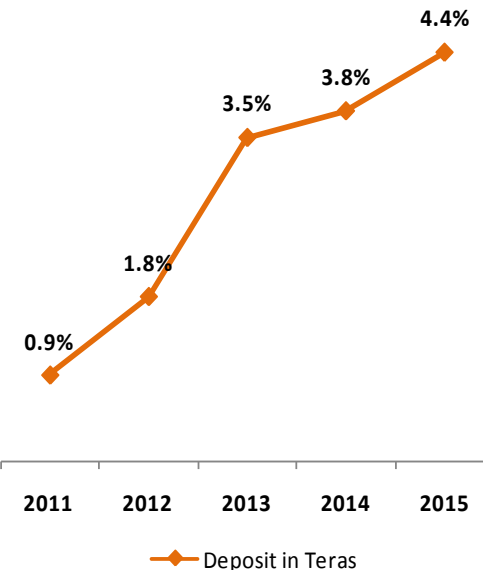


TerasBRI - Contribution to Micro Loan & Deposit

Loan



Deposit

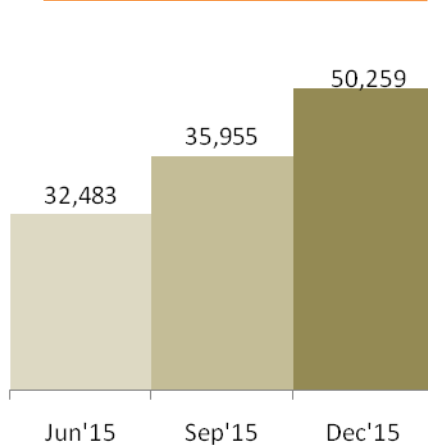


- TerasBRI continuously shows strong performance with loan growth of 25.2% and deposit growth of 34.9% yoy.
- Contribution of Teras BRI to Micro business performance keep increasing, in Dec '15 reached 9.8% and 4.4% of total micro loan and deposit

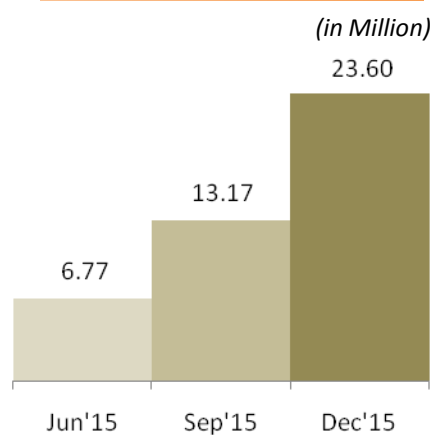


BRILink is utilization of BRI's e-banking infrastructure by third parties (BRILink Agent) through fee sharing scheme

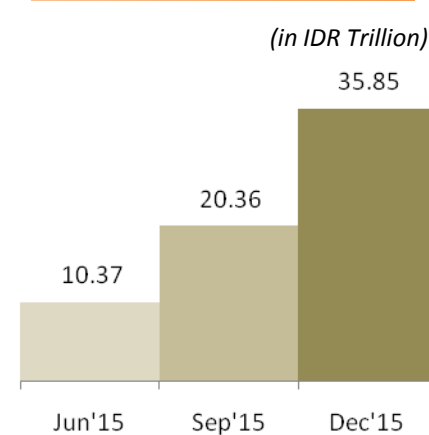
of Agent



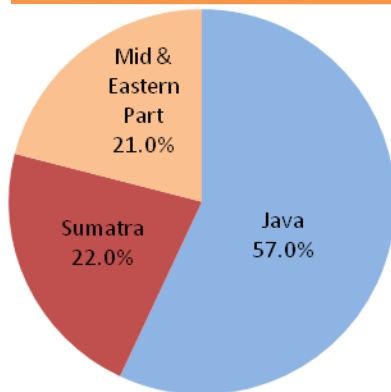
of Transaction



Transaction Volume

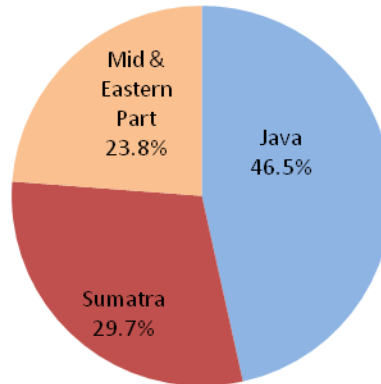


of Agent - Distribution



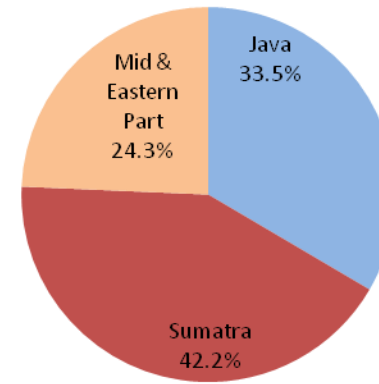
In Dec'15, Java (57.0%) dominates the Agent distribution

of Transaction - Distribution



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

Transaction Volume - Distribution

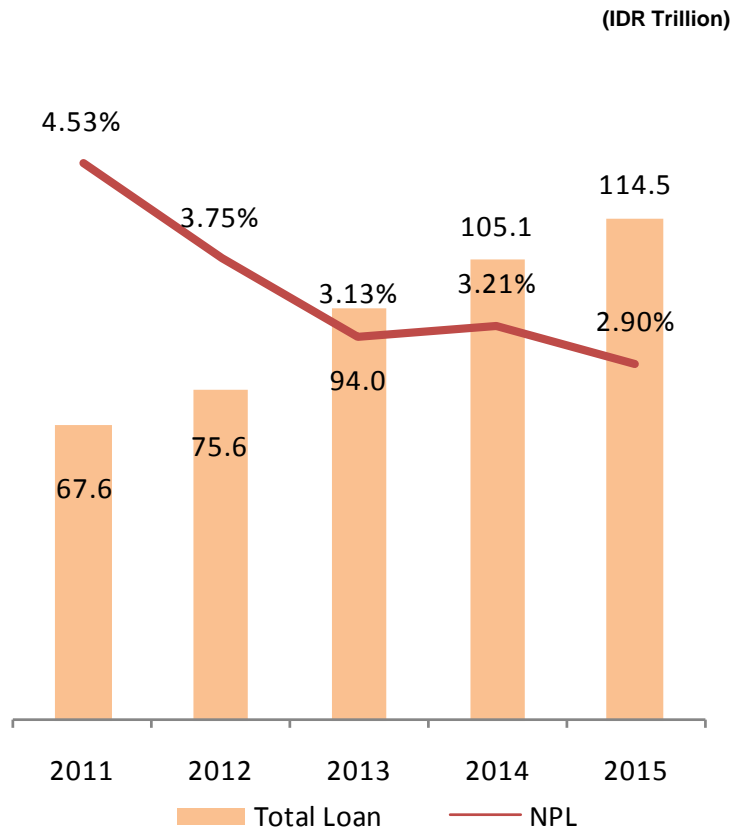


Sumatra with 42.2%, dominates the transaction volume

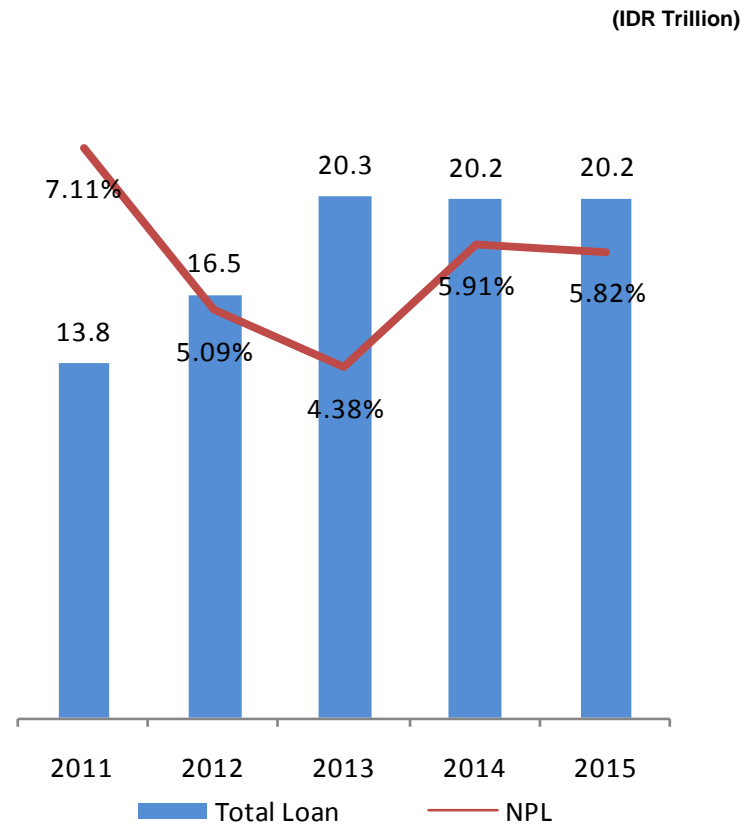


Small Commercial & Medium Loans

Small Commercial



Medium

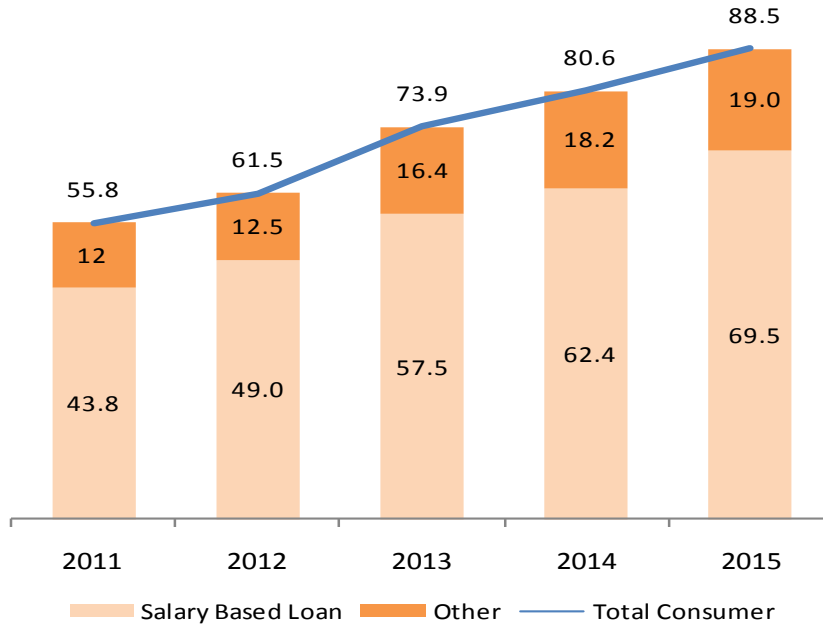


Consumer Loans

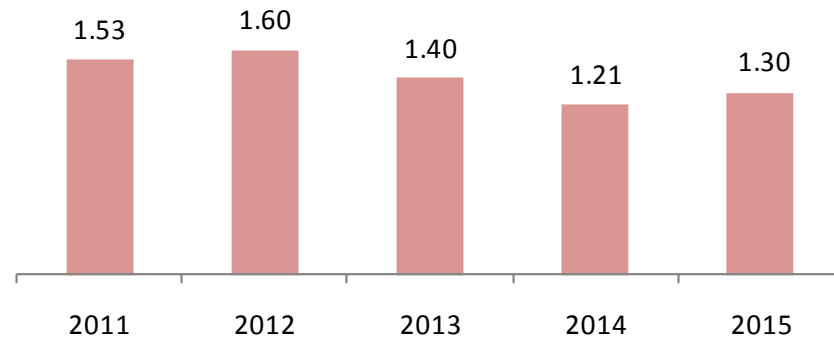
Consumer Loan

...Consumer loan dominated by salary based loan...

Loan Outstanding (IDR Trillion)

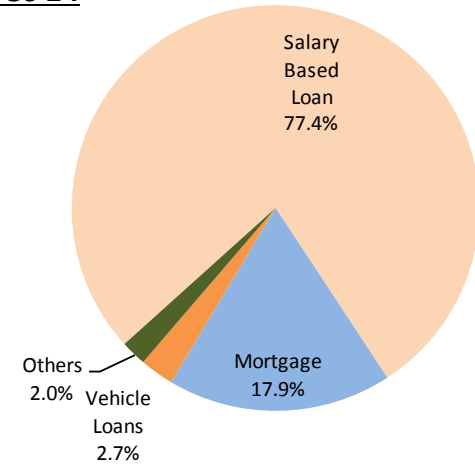


NPL (IDR Trillion)

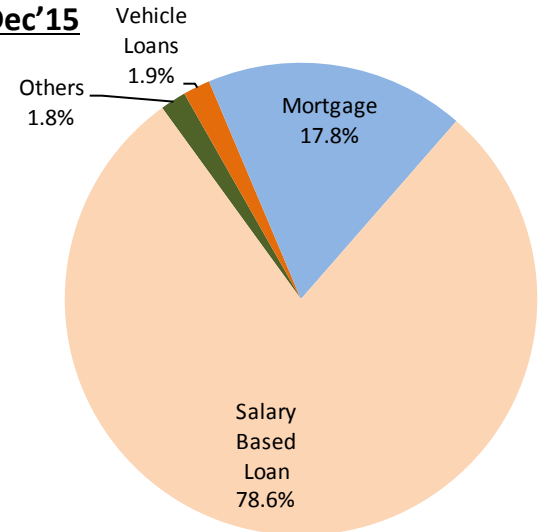


Composition

Dec'14



Dec'15

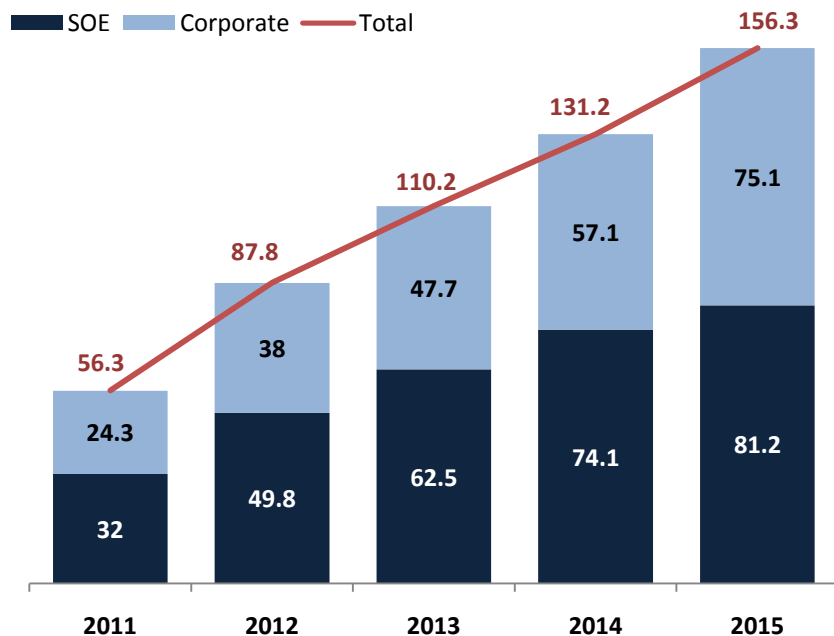


SoE & Corporate Loans

SOE & Corporate Loan

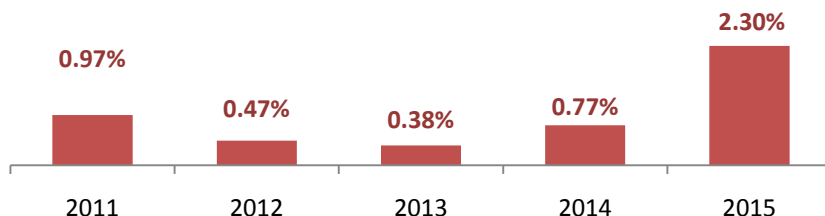
Loan Outstanding – Trend

(IDR Trillion)



NPL – Trend

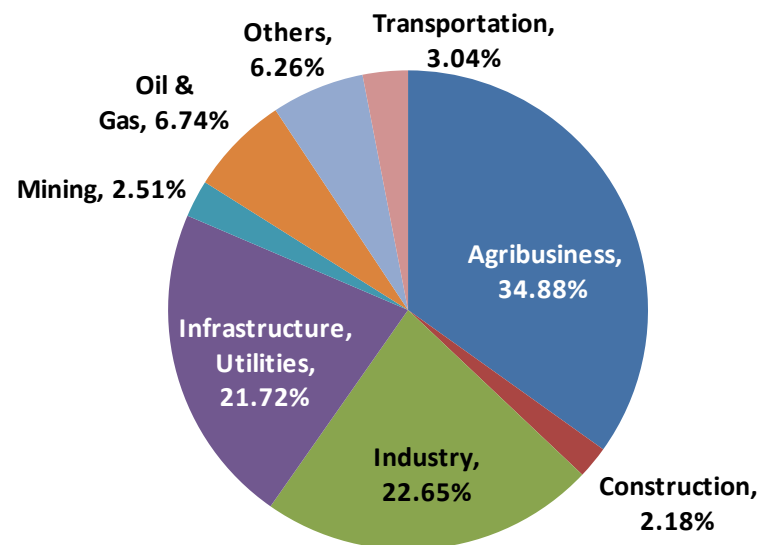
(%)



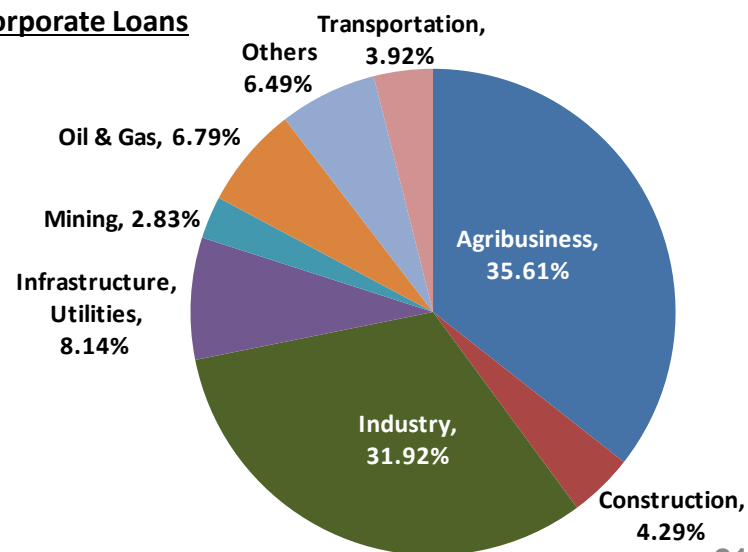
NPL	2011	2012	2013	2014	2015
SOE	0.00%	0.00%	0.00%	0.00%	0.00%
Corp Non SOE	2.24%	1.00%	0.87%	1.78%	4.78%

By Business Segment

SOE Loans



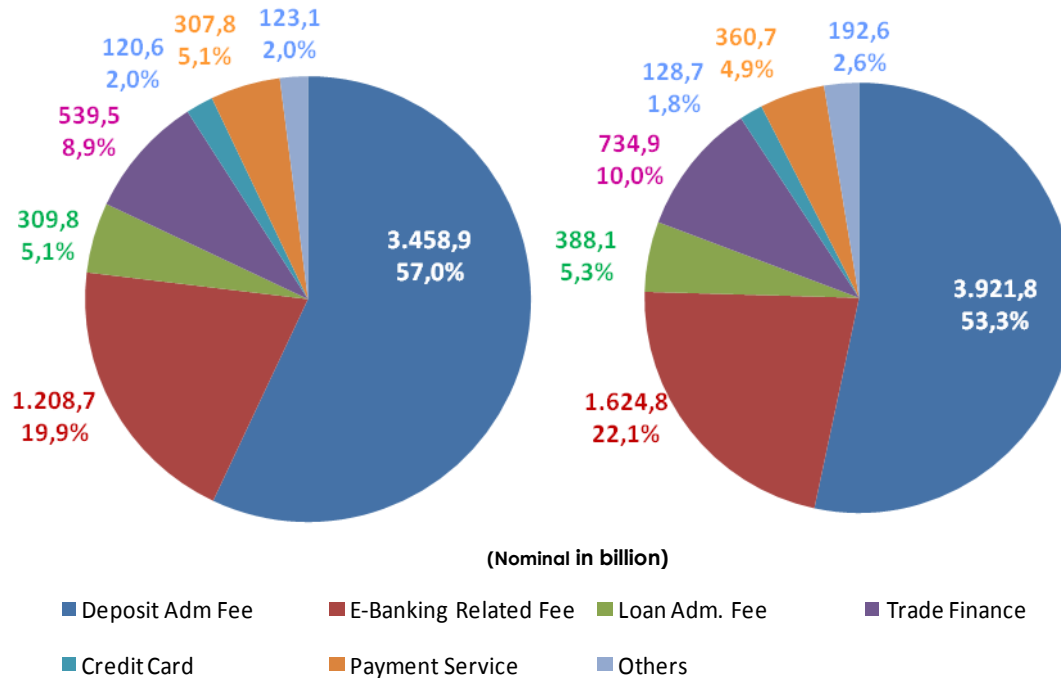
Corporate Loans



Fee Based Income

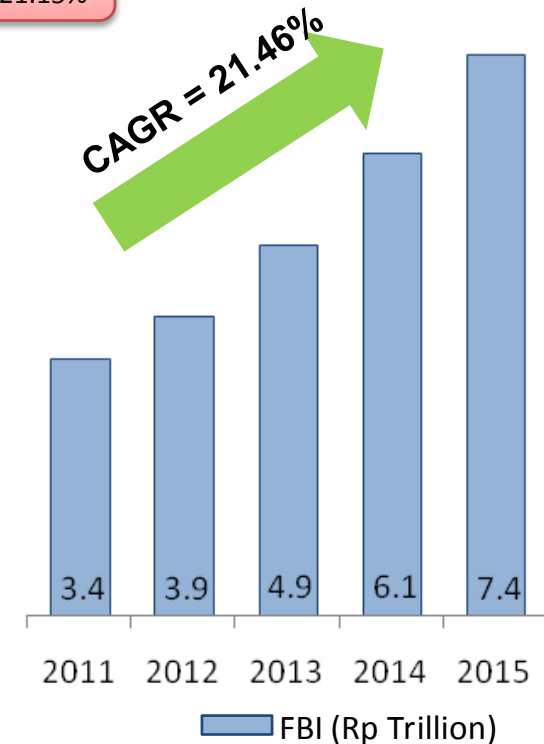
Dec'14

Dec'15



Fee Based Income

YoY g =
21.15%

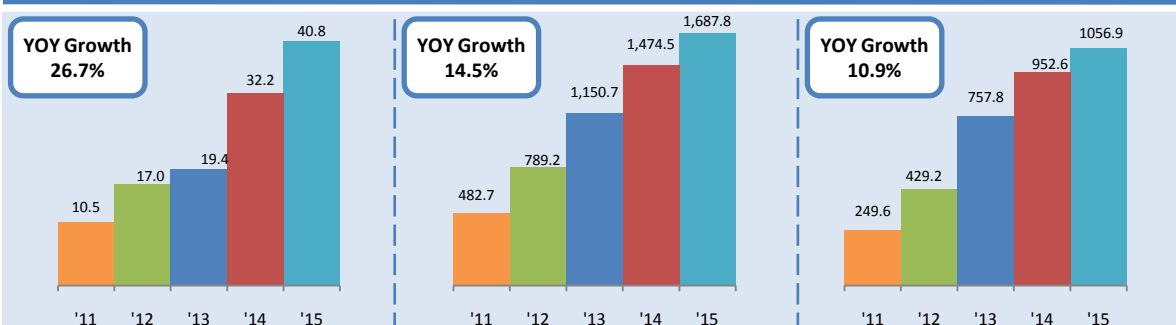


- Fee based income grew at 21.15% (yoy) and currently FBI to Total Income reach 7.7%
- E-banking related Fees increased, yoy, 34.43%, raising it's portion from 19.9% to 22.1% of the total Fee Based Income.

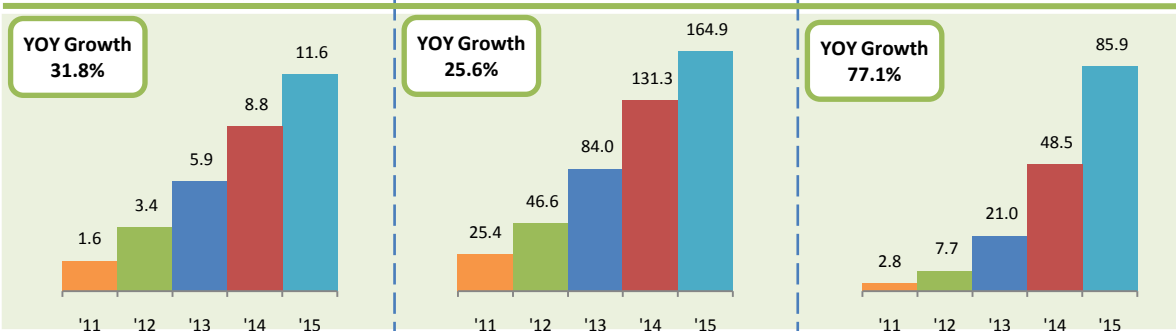
E-Banking Performance – Users and Transaction

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

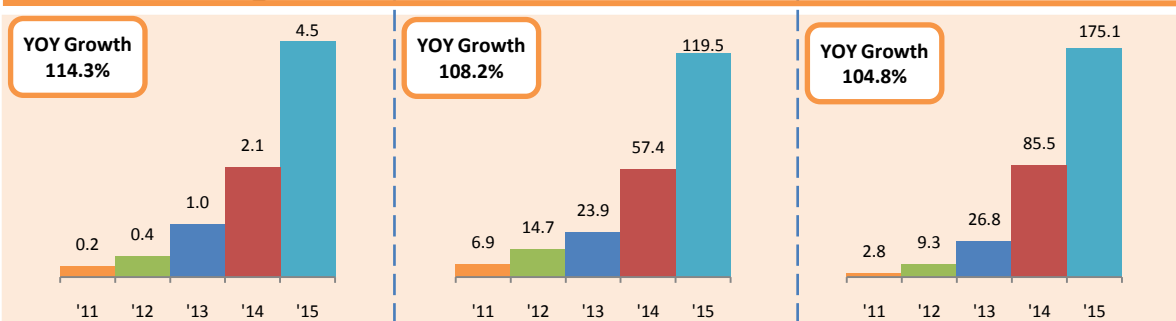
ATM



Mobile Banking



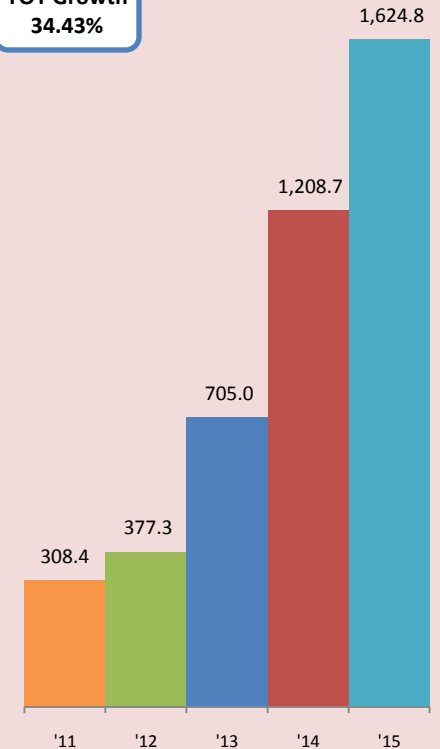
Internet Banking



E-banking related fee

(Rp Billion)

YOY Growth
34.43%



Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of saving accounts

Key Take Aways

- Stable Loan growth at 13.87% yoy, led by Micro loan growth at 16.8% yoy despite challenging environment
- CASA ratio is improved to 59.2%, generates lower Cost of Fund of 4.24% as of December 2015
- Improved loan quality, shown by manageable NPL and Special Mention, at 2.02% and 4.81%
- Stable fee income growth above 20% yoy

Loan Growth	:	13% - 15%
LDR	:	85% - 90%
NIM	:	7.8% - 8%
FBI Growth	:	20% - 22%
Opex Growth	:	16% - 18%
CER	:	44% - 46%
NPL	:	2.1% - 2.4%
Credit Cost	:	1.5% - 1.7%
Net Profit Growth	:	3% - 5%

Appendixes

Financial Highlights (IDR Million)*	2014	2015	YoY
Balance Sheet			
Total Asset	4,532,683	4,908,169	8.3%
Total Investment	3,890,618	4,145,881	6.6%
Total Non Investment	642,065	762,288	18.7%
Liabilities	3,373,714	3,554,140	5.3%
Equity	1,158,969	1,354,028	16.8%
Income Statement			
Gross Premium Income	1,887,061	2,419,800	28.2%
Investment Gain	369,561	203,415	-45.0%
Claim Expenses	-1,480,497	-1,726,608	16.6%
Operating Expense	-297,191	-355,648	19.7%
Net Profit	427,003	360,285	-15.6%
RBC	223.16%	213.95%	

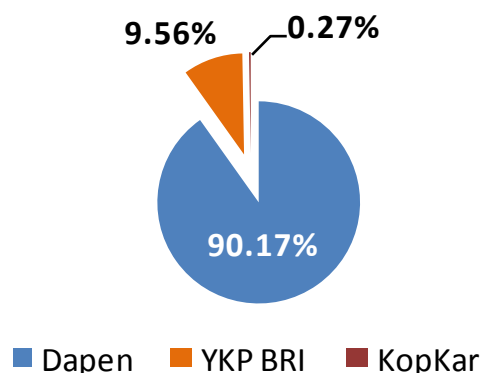
Total acquired shares amounted to 2,002,022 shares or equal to 91.001% ownership of Bringin Life

**Price per-share:
Rp 812,500,-**

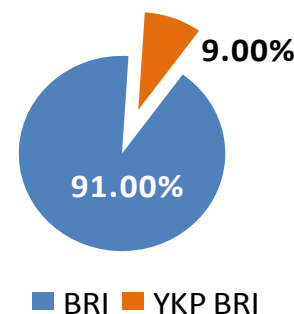
**Total Acquisition Value:
Rp. 1,626,642,875,000 or equal to 1.69 PBV of 30 Juni 2015 or equal to 1.54 PBV of 31 December 2014**

The deal is considered as a fair value based on assessment by KJPP Suwendho, Rinaldy and Partners

**Ownership
before acquisition**



**Ownership
after acquisition**



Description	2014	Q1'15	1H'15	9Mo'15	2015
Cost of Fund (COF)	4.38%	4.74%	4.50%	4.29%	4.24%
Loan to Deposit Ratio	81.68%	80.47%	87.87%	84.89%	86.88%
Net Interest Margin (NIM)	8.51%	7.57%	7.88%	8.08%	8.13%
NPL ratio - Gross	1.69%	2.17%	2.33%	2.24%	2.02%
NPL ratio - Nett	0.36%	0.60%	0.66%	0.59%	0.52%
CKPN to Earning asset	2.40%	2.44%	2.56%	2.57%	2.37%
Opr. Expense to Opr. Income	65.42%	68.04%	69.26%	69.40%	67.96%
Cost Efficiency Ratio (CER)	43.14%	45.08%	45.45%	44.22%	43.81%
Tier I CAR*	17.54%	15.97%	16.43%	16.68%	16.76%
Total CAR*	18.31%	20.08%	20.41%	20.59%	20.59%
Return on Assets (ROA) - b.t	4.73%	3.99%	3.91%	3.95%	4.19%
Return on Assets (ROA) - a.t	3.72%	3.21%	3.16%	3.22%	3.28%
Return on Equity (ROE) - Tier I	31.19%	29.84%	29.22%	29.60%	29.89%
Return on Equity (ROE) - B/S	27.87%	24.71%	24.03%	24.21%	24.39%
Min. Reserve Requirement	8.07%	8.03%	8.02%	8.01%	9.31%
Net Open Position	3.86%	5.48%	9.31%	3.38%	2.33%
CASA	53.55%	51.74%	54.13%	56.16%	59.21%

*) As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Total Income

IDR Billion								
Total Income	2014	2015	g(YoY)	Q1'15	Q2'15	Q3'15	Q4'15	g(QoQ)
Interest income	72,466	82,221	13.5%	20,083	19,880	20,959	21,299	1.6%
Fee & Other Opr.Income	9,178	12,224	33.2%	2,727	2,923	2,705	3,869	43.0%
Non Operating Income (net)	2,497	1,947	-22.0%	288	352	585	721	23.2%
Total Income	84,141	96,391	14.6%	23,099	23,155	24,249	25,889	6.8%

As of Dec 2015, Interest Income contributed 85.3% of total income

Interest Income

IDR Billion								
Interest Income	2014	2015	g(YoY)	Q1'15	Q2'15	Q3'15	Q4'15	g(QoQ)
Interest from Loans	65,373	73,376	12.2%	17,219	18,154	18,662	19,341	3.6%
Int. from Other Earning Assets	7,093	8,845	24.7%	2,864	1,726	2,296	1,958	-14.7%
Total Interest Income	72,466	82,221	13.5%	20,083	19,880	20,959	21,299	1.6%

Interest Income from loans contribute 89.2% of total interest income (or 76.1% of total income)

Fee & Other Operating Income

IDR Billion								
Fee & Other Operating Income	2014	2015	g(YoY)	Q1'15	Q2'15	Q3'15	Q4'15	g(QoQ)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	115	63	-44.8%	46	(26)	36	8	-78.5%
Fees and Commissions	6,068	7,352	21.2%	1,744	1,800	1,672	2,136	27.7%
Gain fr Forex	234	458	95.4%	160	147	246	(96)	-138.8%
Recovery	2,087	2,334	11.8%	453	473	651	757	16.3%
Others	673	2,017	199.6%	324	530	100	1,064	965.4%
Total Fee & Other Opr. Income	9,178	12,224	33.2%	2,727	2,923	2,705	3,869	43.0%

Other Operating Expenses

IDR Billion

Other Operating Expenses	2014	2015	g(YoY)	Q1'15	Q2'15	Q3'15	Q4'15	g(QoQ)
Personnel	13,609	15,961	17.3%	3,815	3,817	3,703	4,627	24.9%
General and Administration	8,672	9,918	14.4%	2,080	2,442	2,468	2,927	18.6%
Losses fr decrease of Securities and Govt. Bonds value		7			0	25	(19)	-173.9%
Losses from forex transaction		-			-	-	-	
Premium Paid on Govt Guarantees	991	1,248	25.9%	315	352	547	34	-93.8%
Promotion	747	858	15.0%	149	210	172	327	89.9%
Others	1,440	1,897	31.7%	673	786	282	155	-44.8%
Total Other Opr. Expenses	25,458	29,889	17.4%	7,032	7,607	7,197	8,052	11.9%

Balance Sheet (consolidated)

						IDR Billion
Description	2011	2012	2013	2014	2015	YoY
Total Assets	469,899	551,337	626,183	801,984	878,426	9.5%
- Gross Loans	294,515	362,007	448,345	510,697	581,095	13.8%
- Government Bonds (Recap)	8,996	4,316	4,511	4,304	3,816	-11.3%
- Other Earnings Assets	129,136	132,720	115,690	213,094	197,021	-7.5%
Total Earning Assets	432,647	499,042	568,546	728,094	781,931	7.4%
Earning Assets Provision	(16,092)	(14,916)	(15,419)	(16,163)	(17,532)	8.5%
Total Earning Assets (net)	416,555	484,126	553,127	711,931	764,399	7.4%
Total Non Earning Assets	53,345	67,211	73,055	90,053	114,027	26.6%
Total Liabilities & S.E	469,899	551,337	626,183	801,984	878,426	9.5%
Total Customer Deposits	384,264	450,166	504,281	622,322	668,995	7.5%
- Demand Deposits	76,779	80,075	79,337	90,052	114,367	27.0%
- Saving Deposits	154,133	184,365	212,997	236,395	272,471	15.3%
- Time and Certificate Deposits	153,353	185,726	211,948	295,875	282,157	-4.6%
Other Interest Bearing Liabilities	19,361	15,784	20,896	57,435	68,601	19.4%
Non Interest Bearing Liabilities	16,454	20,505	21,678	24,522	27,703	13.0%
Tier I Capital*	38,809	52,325	67,270	83,344	93,437	12.1%
Total Shareholder's Equity	49,820	64,882	79,327	97,706	113,127	15.8%

*) As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Income Statement (*consolidated*)

IDR Billion

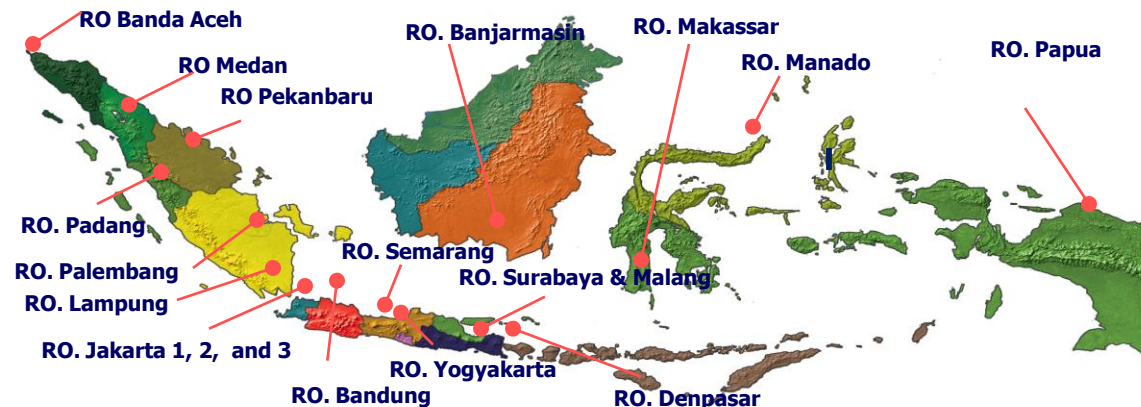
Description	2011	2012	2013	2014	2015	YoY
Interest Income	48,164	49,610	59,461	75,122	85,434	13.7%
Interest Expense	(13,737)	(13,127)	(15,355)	(23,680)	(27,154)	14.7%
Net Interest Income	34,427	36,484	44,106	51,442	58,280	13.3%
Fee & Other Opr. Income	5,776	8,390	8,348	9,299	12,409	33.4%
Gross Operating Income	40,203	44,873	52,455	60,741	70,689	16.4%
Other Operating Expenses	(17,086)	(19,491)	(22,381)	(26,715)	(31,276)	17.1%
Pre Provision Operating Profit	23,117	25,382	30,074	34,026	39,413	15.8%
Provision	(5,533)	(2,700)	(3,946)	(5,719)	(8,900)	55.6%
Non Operating Income (Net)	1,172	1,177	1,782	2,497	1,981	-20.7%
Profit Before Tax n Minor. Int.	18,756	23,860	27,910	30,804	32,494	5.5%
Net Profit	15,088	18,687	21,354	24,227	25,411	4.9%
EPS *)	628.9	757.5	865.6	982.1	1,030.1	4.9%

*) *annualized*

Others

The Most Extensive and Largest Networks

Regional Office Distribution



Outlets	2011	2012	2013	2014	2015	YOY
Head Offices	1	1	1	1	1	-
Regional Offices	18	18	18	19	19	-
Branches	431	446	453	461	467	6
Sub Branches	502	545	565	584	603	19
BRI Units	4,849	5,000	5,144	5,293	5,360	67
Cash Offices	870	914	950	971	983	12
Teras BRI	1,304	1,778	2,206	2,457	2,543	86
Teras Mobile	100	350	465	610	636	26
Total	8,075	9,052	9,802	10,396	10,612	216
E-Channel	2011	2012	2013	2014	2015	YOY
ATM	7,292	14,292	18,292	20,792	22,792	2,000
EDC	31,590	44,715	85,936	131,204	187,758	56,554
CDM	89	92	192	392	892	500
E-Buzz	19	42	50	55	57	2
Total	38,990	59,141	104,470	152,443	211,499	59,056

Total working units are including 4 overseas offices



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

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+, Positive Outlook
Fitch	BBB-, Stable Outlook
Moody's	Baa3, Stable Outlook
Japan Credit Rating Agency	BBB-, Stable Outlook

Country Rating

Shareholders Composition

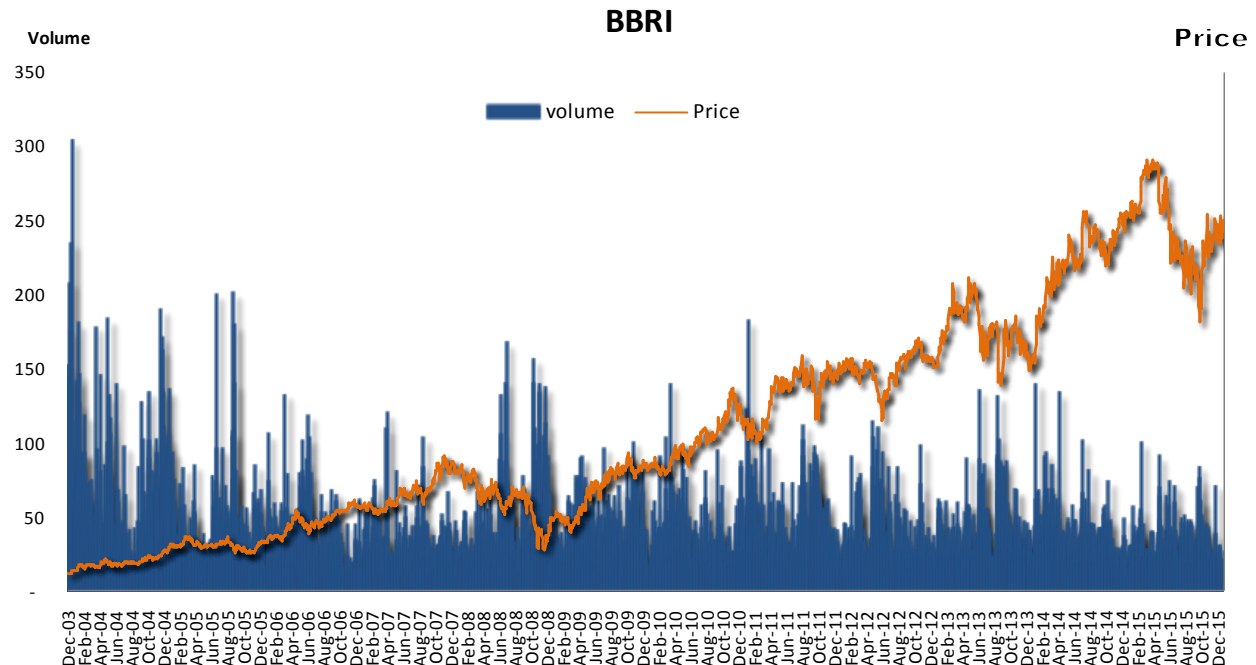
Shareholder	2003	2010	2011	2012	2013	2014	2015
Government	59.50%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
Public	40.50%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.10%	84.25%	83.93%	82.84%	78.94%	83.09%	78.12%
Domestic *)	20.90%	15.75%	16.07%	17.16%	21.06%	16.91%	21.88%

*) 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...

Balance Sheet

(IDR Billion)

Description	2011	2012	2013	2014	2015	(YoY)
Total Assets	456,531	535,209	606,370	778,046	845,998	8.7%
- Gross Loans	283,583	348,227	430,618	490,403	558,436	13.9%
- Government Bonds (Recap)	8,996	4,316	4,511	4,304	3,816	-11.3%
- Other Earnings Assets	127,774	131,547	115,168	211,325	190,735	-9.7%
Total Earning Assets	420,353	484,089	550,297	706,031	752,987	6.7%
Earning Assets Provision	(15,869)	(14,584)	(15,072)	(15,785)	(17,030)	7.9%
Total Earning Assets (net)	404,484	469,505	535,225	690,246	735,957	6.6%
Total Non Earning Assets	52,047	65,704	71,145	87,800	110,041	25.3%
Total Liabilities & S.E	456,531	535,209	606,370	778,046	845,998	8.7%
Total Customer Deposits	372,148	436,098	486,366	600,404	642,774	7.1%
- Demand Deposits	75,579	78,753	78,017	89,076	112,989	26.8%
- Saving	152,474	182,643	210,004	232,414	267,607	15.1%
- Time Deposits	144,095	174,702	198,346	278,915	262,178	-6.0%
Other Interest Bearing Liabilities	18,413	14,466	19,873	56,677	67,712	19.5%
Non Interest Bearing Liabilities	16,195	20,008	21,261	23,784	23,120	-2.8%
Tier I Capital*	38,215	51,593	65,964	82,109	89,992	9.6%
Total Shareholder's Equity	49,775	64,637	78,870	97,181	112,392	15.7%

*) As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Income Statement

						(IDR Billion)
Description	2011	2012	2013	2014	2015	g(YoY)
Interest Income	46,949	47,922	57,301	72,466	82,221	13.5%
Interest Expense	(13,079)	(12,461)	(14,395)	(22,346)	(25,710)	15.1%
Net Interest Income	33,870	35,461	42,906	50,120	56,511	12.8%
Fee & Other Opr. Income	5,524	8,166	8,165	9,178	12,224	33.2%
Gross Operating Income	39,394	43,627	51,071	59,298	68,735	15.9%
Other Operating Expenses	(16,288)	(18,602)	(21,284)	(25,458)	(29,889)	17.4%
Pre Provision Operating Profit	23,106	25,025	29,788	33,840	38,846	14.8%
Provision	(5,532)	(2,555)	(3,916)	(5,613)	(8,581)	52.9%
Non Operating Income (Net)	1,157	1,169	1,776	2,497	1,947	-22.0%
Profit Before Tax n Minor. Int.	18,731	23,639	27,648	30,724	32,211	4.8%
Net Profit	15,083	18,521	21,160	24,176	25,204	4.3%
EPS**	611.4	750.8	857.8	980.0	1,021.7	4.3%

**) annualized

Ratios

Description	2011	2012	2013	2014	2015
Cost of Fund (COF)	4.70%	3.68%	3.71%	4.38%	4.24%
Loan to Deposit Ratio	76.20%	79.85%	88.54%	81.68%	86.88%
Net Interest Margin (NIM)	9.58%	8.42%	8.55%	8.51%	8.13%
NPL ratio - Gross	2.30%	1.78%	1.55%	1.69%	2.02%
NPL ratio - Nett	0.42%	0.34%	0.31%	0.36%	0.52%
CKPN to Earning asset	4.51%	3.43%	2.90%	2.40%	2.37%
Opr. Expense to Opr. Income	66.69%	59.93%	60.58%	65.42%	67.96%
Cost Efficiency Ratio (CER)	41.17%	43.11%	42.13%	43.14%	43.81%
Tier I CAR*	13.67%	15.86%	16.13%	17.54%	16.76%
Total CAR*	14.96%	16.95%	16.99%	18.31%	20.59%
Return on Assets (ROA) - b.t	4.93%	5.15%	5.03%	4.73%	4.19%
Return on Assets (ROA) - a.t	3.97%	4.04%	3.85%	3.72%	3.28%
Return on Equity (ROE) - Tier I	42.49%	38.66%	34.11%	31.19%	29.89%
Return on Equity (ROE) - B/S	35.10%	32.41%	30.10%	27.87%	24.39%
Min. Reserve Requirement	9.33%	10.64%	8.02%	8.07%	9.31%
Net Open Position	5.49%	3.00%	3.15%	3.86%	2.33%
CASA	61.28%	59.94%	59.22%	53.55%	59.21%

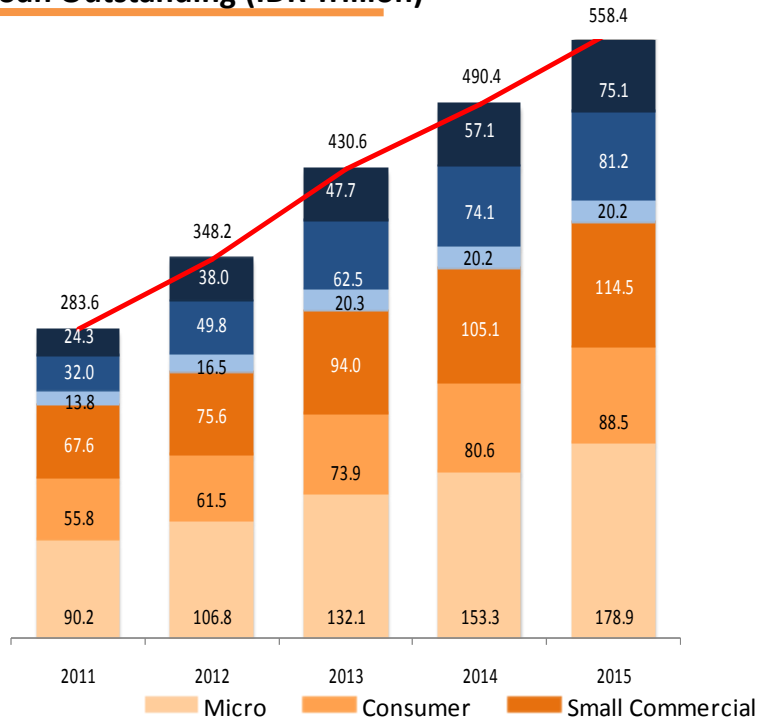
*) As of January 2015:

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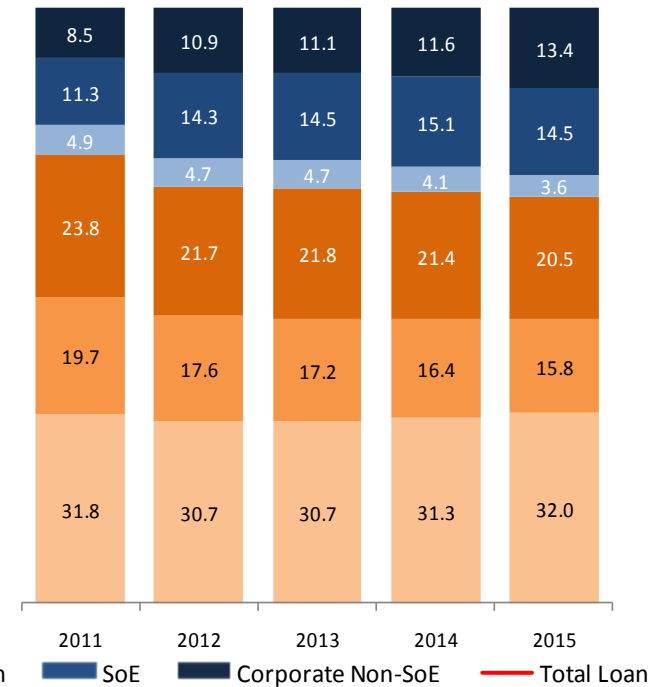
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

5 Years Data...

Loan Outstanding (IDR Trillion)



Loan Composition (%)

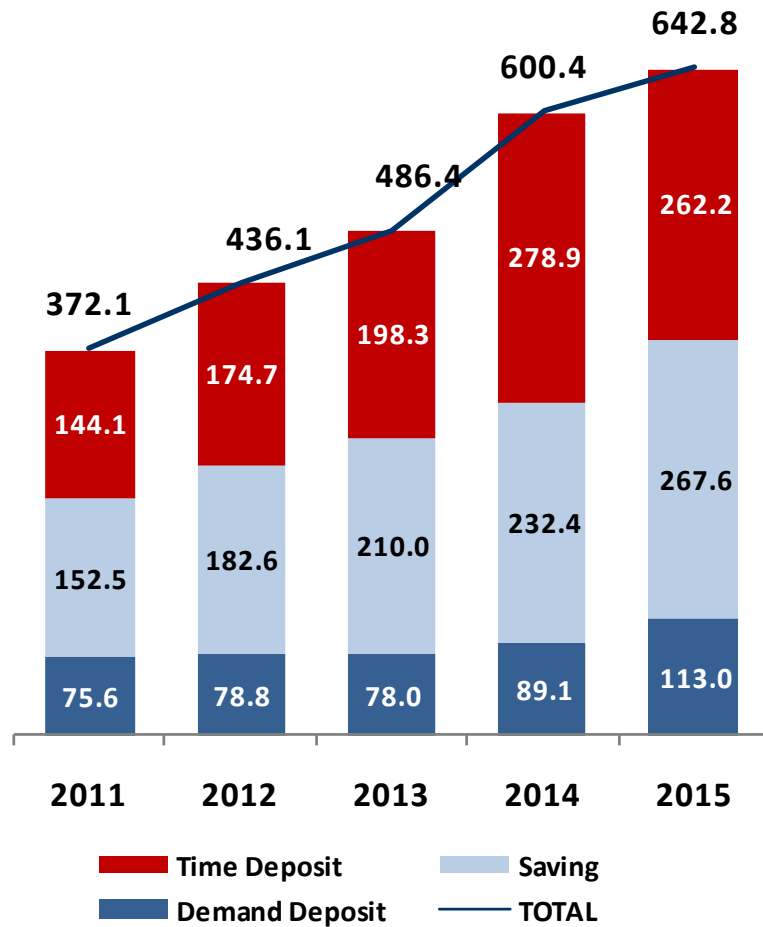


Loan Quality

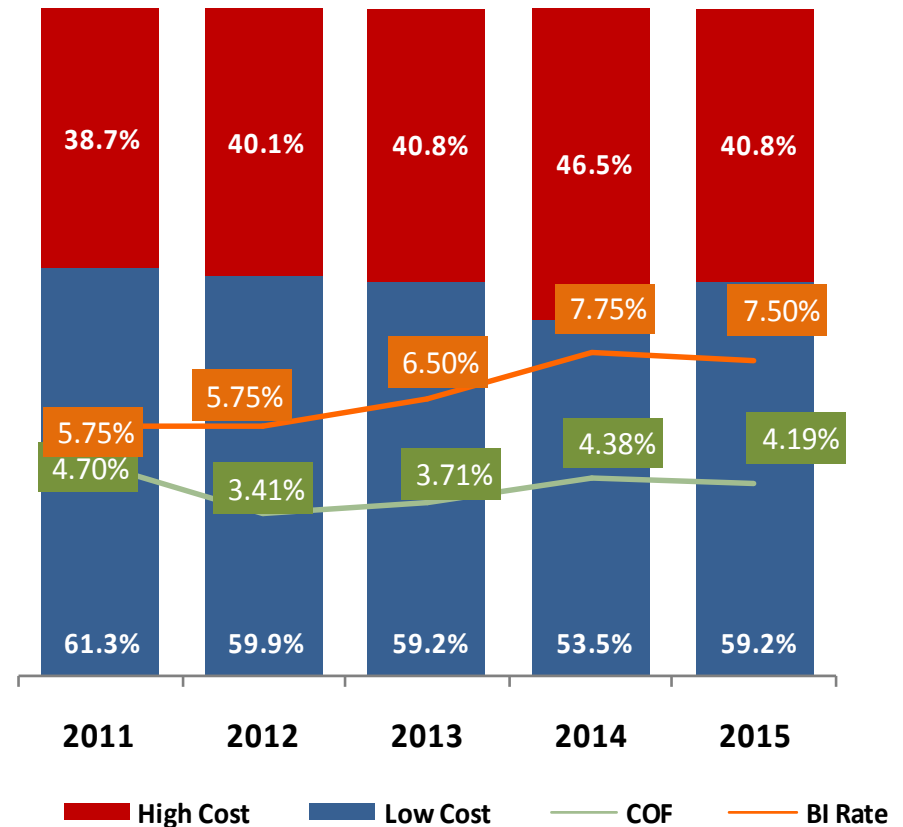
NPL (%)	2011	2012	2013	2014	2015
Micro	1.19	1.09	1.04	1.12	1.13
Consumer	1.53	1.60	1.40	1.21	1.30
Small Commercial	4.53	3.75	3.13	3.21	2.90
Medium	7.11	5.09	4.38	5.91	5.82
Corporate Non-SoE	2.24	1.00	0.87	1.78	4.78
SoE	-	-	-	-	-
Total NPL	2.30	1.78	1.55	1.69	2.02

5 Years Data...

Deposit (IDR Trillion)



Deposit Composition, CoF & BI Rate (%)



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