

PT Bank Rakyat Indonesia (Persero) Tbk.



Q1-2015 - Financial Update Presentation

Jakarta, 30 April 2015



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Financial Updates

Financial Highlights

| | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | Δ yoy |
|--|---------|---------|---------|---------|---------|---------|---------|-------|
| Asset/Liabilities | | | | | | | | |
| Total Assets (IDR Billion) | 398,393 | 456,531 | 535,209 | 606,370 | 778,018 | 595,741 | 781,181 | 31.1% |
| Total Loans (Gross) (IDR Billion) | 246,964 | 283,583 | 348,227 | 430,618 | 490,403 | 432,436 | 472,915 | 9.4% |
| Total Deposits (IDR Billion) | 328,556 | 372,148 | 436,098 | 486,366 | 600,404 | 470,017 | 587,727 | 25.0% |
| Asset Quality | | | | | | | | |
| NPL (gross) | 2.78% | 2.30% | 1.78% | 1.55% | 1.69% | 1.78% | 2.17% | |
| NPL (nett) | 0.74% | 0.42% | 0.34% | 0.31% | 0.36% | 0.47% | 0.60% | |
| Liquidity | | | | | | | | |
| LDR | 75.17% | 76.20% | 79.85% | 88.54% | 81.68% | 92.01% | 80.47% | |
| Reserve Requirement - IDR | 8.05% | 9.33% | 10.64% | 8.02% | 8.07% | 8.02% | 8.03% | |
| Reserve Requirement - FX | 1.00% | 8.00% | 8.17% | 8.00% | 8.00% | 8.00% | 8.05% | |
| Profitability | | | | | | | | |
| Net Profit (IDR Billion) | 11,472 | 15,083 | 18,521 | 21,160 | 24,197 | 5,902 | 6,101 | 3.4% |
| NIM | 10.77% | 9.58% | 8.42% | 8.55% | 8.51% | 9.06% | 7.57% | |
| ROE Tier 1 | 43.83% | 42.49% | 38.66% | 34.11% | 31.23% | 31.00% | 29.84% | |
| ROA before tax | 4.64% | 4.93% | 5.15% | 5.03% | 4.74% | 5.02% | 3.99% | |
| Cost of Fund (CoF) | 4.90% | 4.70% | 3.68% | 3.71% | 4.38% | 3.94% | 4.74% | |
| Cost Efficiency Ratio (CER) | 42.22% | 41.17% | 43.11% | 42.13% | 43.10% | 41.80% | 45.08% | |
| Operating Expense to Operating Income | 70.86% | 66.69% | 59.93% | 60.58% | 65.37% | 62.96% | 68.04% | |
| Capital^{*)} | | | | | | | | |
| Tier1 CAR | 12.01% | 13.67% | 15.86% | 16.13% | 17.50% | 17.38% | 15.97% | |
| Total CAR | 13.76% | 14.96% | 16.95% | 16.99% | 18.26% | 18.18% | 20.08% | |

^{*)} 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

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

(IDR Billion)

| Description | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | YoY |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------|
| Total Assets | 398,393 | 456,531 | 535,209 | 606,370 | 778,018 | 595,741 | 781,181 | 31.1% |
| - Gross Loans | 246,964 | 283,583 | 348,227 | 430,618 | 490,403 | 432,436 | 472,915 | 9.4% |
| - Government Bonds (Recap) | 13,626 | 8,996 | 4,316 | 4,511 | 4,304 | 4,315 | 4,301 | -0.3% |
| - Other Earnings Assets | 113,669 | 127,774 | 131,547 | 115,168 | 211,325 | 105,204 | 236,584 | 124.9% |
| Total Earning Assets | 374,259 | 420,353 | 484,089 | 550,297 | 706,031 | 541,955 | 713,800 | 31.7% |
| Earning Assets Provision | (14,007) | (15,869) | (14,584) | (15,072) | (15,785) | (15,432) | (16,013) | 3.8% |
| Total Earning Assets (net) | 360,252 | 404,484 | 469,505 | 535,225 | 690,246 | 526,523 | 697,787 | 32.5% |
| Total Non Earning Assets | 38,141 | 52,047 | 65,704 | 71,145 | 87,772 | 69,218 | 83,394 | 20.5% |
| Total Liabilities & S.E | 398,393 | 456,531 | 535,209 | 606,370 | 778,018 | 595,741 | 781,181 | 31.1% |
| Total Customer Deposits | 328,556 | 372,148 | 436,098 | 486,366 | 600,404 | 470,017 | 587,727 | 25.0% |
| - Demand Deposits | 77,049 | 75,579 | 78,753 | 78,017 | 89,076 | 71,026 | 84,835 | 19.4% |
| - Saving Deposits | 125,198 | 152,474 | 182,643 | 210,004 | 232,414 | 199,949 | 219,234 | 9.6% |
| - Time Deposits | 126,310 | 144,095 | 174,702 | 198,346 | 278,915 | 199,042 | 283,658 | 42.5% |
| Other Interest Bearing Liabilities | 16,595 | 18,413 | 14,466 | 19,873 | 56,677 | 19,175 | 64,197 | 234.8% |
| Non Interest Bearing Liabilities | 16,569 | 16,195 | 20,008 | 21,261 | 23,784 | 27,747 | 33,741 | 21.6% |
| Tier I Capital*) | 27,673 | 38,215 | 51,593 | 65,964 | 81,909 | 72,551 | 77,416 | 6.7% |
| Total Shareholder's Equity | 36,673 | 49,775 | 64,637 | 78,870 | 97,153 | 78,801 | 95,516 | 21.2% |

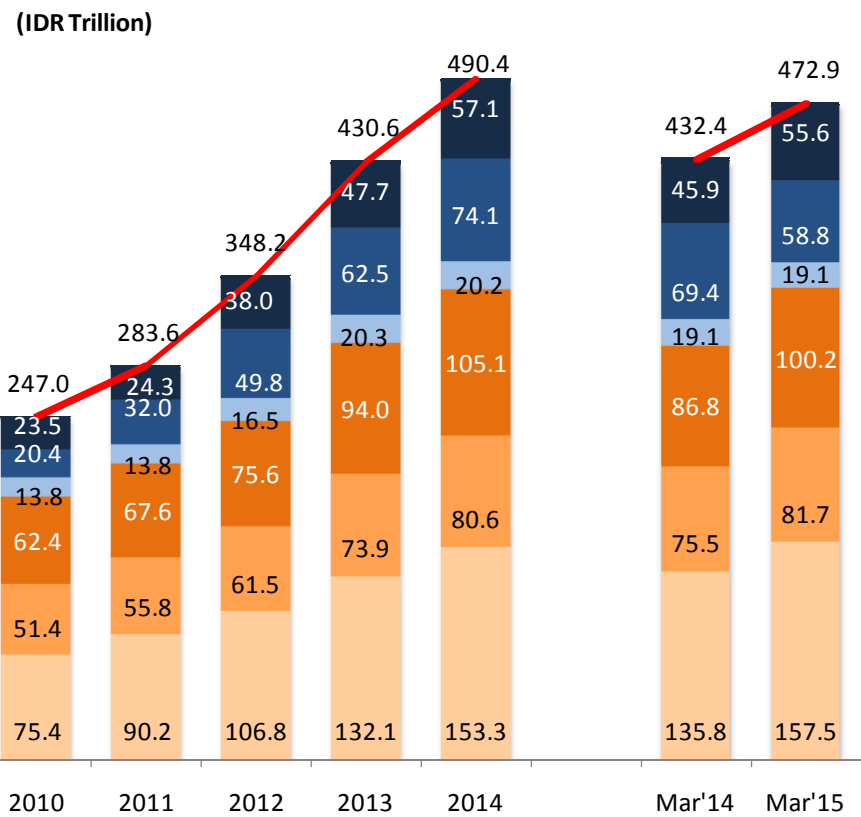
*) As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%

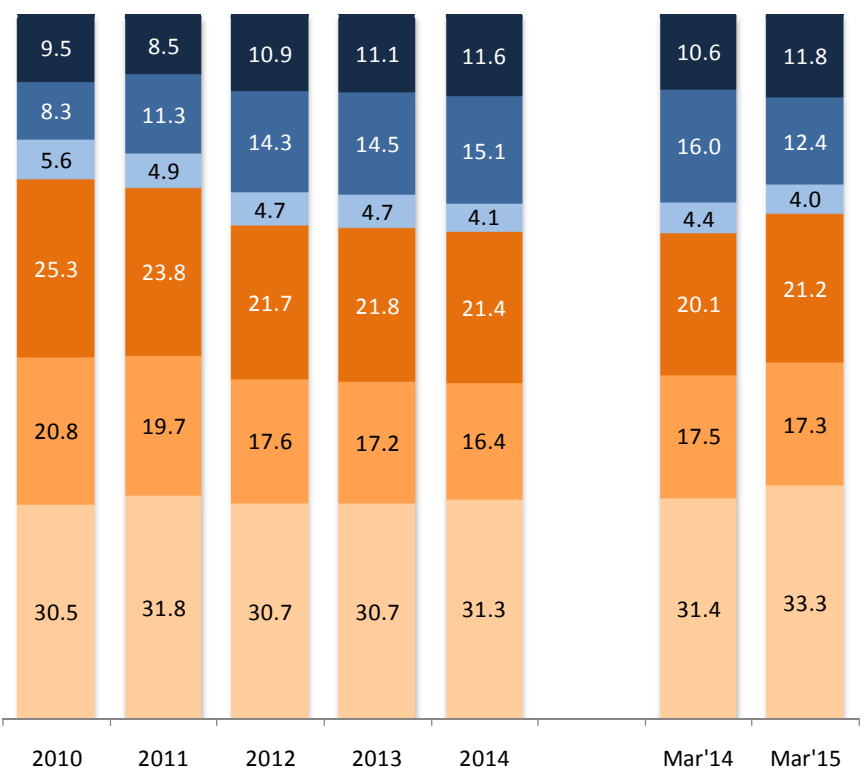
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Loan – Mix and Growth

Loans Outstanding – by business segment



Composition – by business segment (%)



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

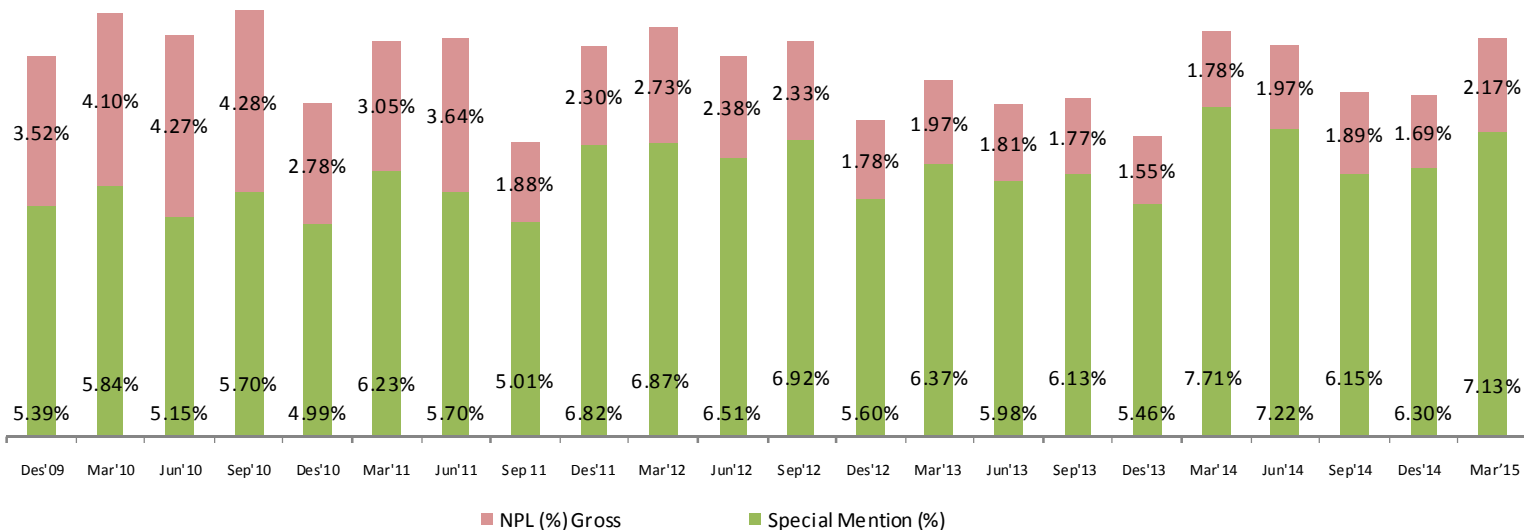
Note: Since FY 2010, figures are PSAK 50 & 55 compliant
Numbers stated in this presentation are bank only

Loan Quality

Non Performing Loan - gross (%)

| NPL (%) | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 |
|------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Micro | 1.21 | 1.19 | 1.09 | 1.04 | 1.12 | 1.33 | 1.56 |
| Consumer | 1.40 | 1.53 | 1.60 | 1.40 | 1.21 | 1.50 | 1.44 |
| Small Commercial | 5.11 | 4.53 | 3.75 | 3.13 | 3.21 | 3.85 | 4.13 |
| Medium | 6.90 | 7.11 | 5.09 | 4.38 | 5.91 | 5.27 | 7.50 |
| SoE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Corporate | 4.64 | 2.24 | 1.00 | 0.87 | 1.78 | 0.92 | 1.92 |
| Total | 2.78 | 2.30 | 1.78 | 1.55 | 1.69 | 1.78 | 2.17 |

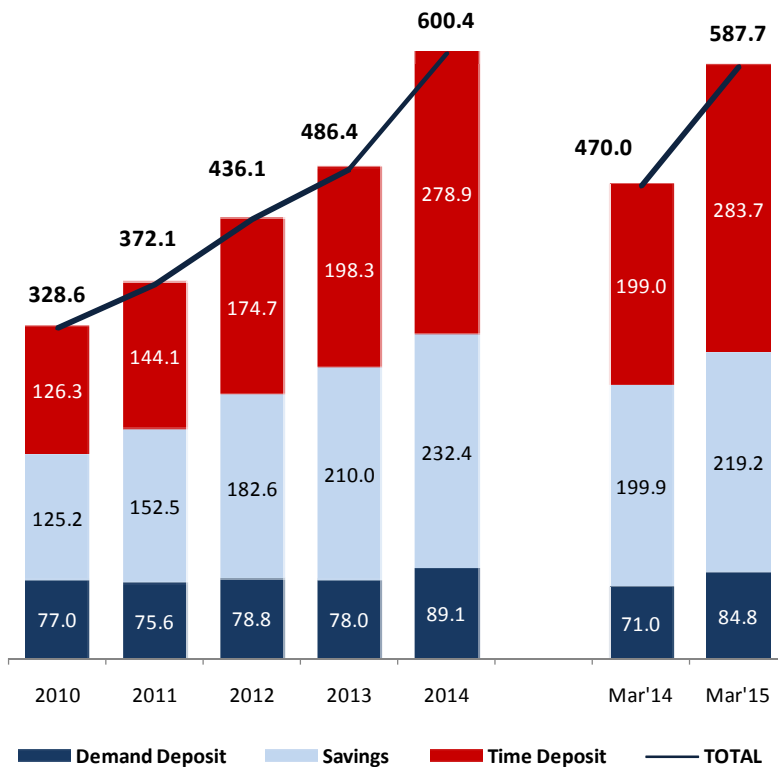
Special Mention (%)



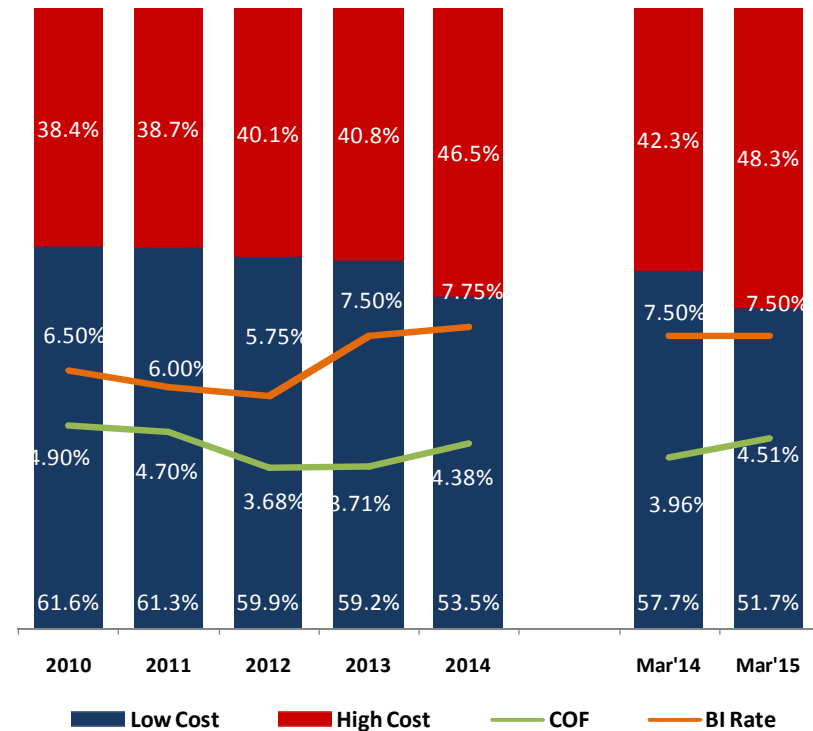
Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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Deposits

Deposits: Trend (IDR Trillion)



Deposit Composition, COF & BI Rate (%)



Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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Income Statement - Highlights

(IDR Billion)

| Description | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | YoY |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Interest Income | 43,971 | 46,949 | 47,922 | 57,301 | 72,466 | 16,456 | 20,083 | 22.0% |
| Interest Expense | (11,449) | (13,079) | (12,461) | (14,395) | (22,346) | (4,373) | (7,004) | 60.2% |
| Net Interest Income | 32,523 | 33,870 | 35,461 | 42,906 | 50,120 | 12,084 | 13,079 | 8.2% |
| Fee & Other Opr. Income ^{*)} | 5,458 | 5,524 | 8,166 | 8,165 | 9,178 | 1,805 | 2,727 | 51.1% |
| Gross Operating Income | 37,980 | 39,394 | 43,627 | 51,071 | 59,298 | 13,888 | 15,806 | 13.8% |
| Other Operating Expenses | (15,648) | (16,288) | (18,602) | (21,284) | (25,412) | (6,014) | (7,032) | 16.9% |
| Pre Provision Operating Profit | 22,332 | 23,106 | 25,025 | 29,788 | 33,886 | 7,874 | 8,774 | 11.4% |
| Provision | (7,926) | (5,532) | (2,555) | (3,916) | (5,613) | (1,108) | (1,483) | 33.9% |
| Non Operating Income (Net) | 497 | 1,157 | 1,169 | 1,776 | 2,497 | 605 | 288 | -52.3% |
| Profit Before Tax n Minor. Int. | 14,903 | 18,731 | 23,639 | 27,648 | 30,770 | 7,372 | 7,579 | 2.8% |
| Net Profit | 11,472 | 15,083 | 18,521 | 21,160 | 24,197 | 5,902 | 6,101 | 3.4% |
| EPS ^{**)} | 465.0 | 611.4 | 750.8 | 857.8 | 980.9 | 957.0 | 989.3 | 3.4% |

^{*)} Detail on the Fee & Other Operating Income on page 29

^{**)} annualized

- Strong and steady growth in Fee income
- Maintaining growth in Interest income, but accompanied by high growth in Interest expense resulting in moderate NII growth

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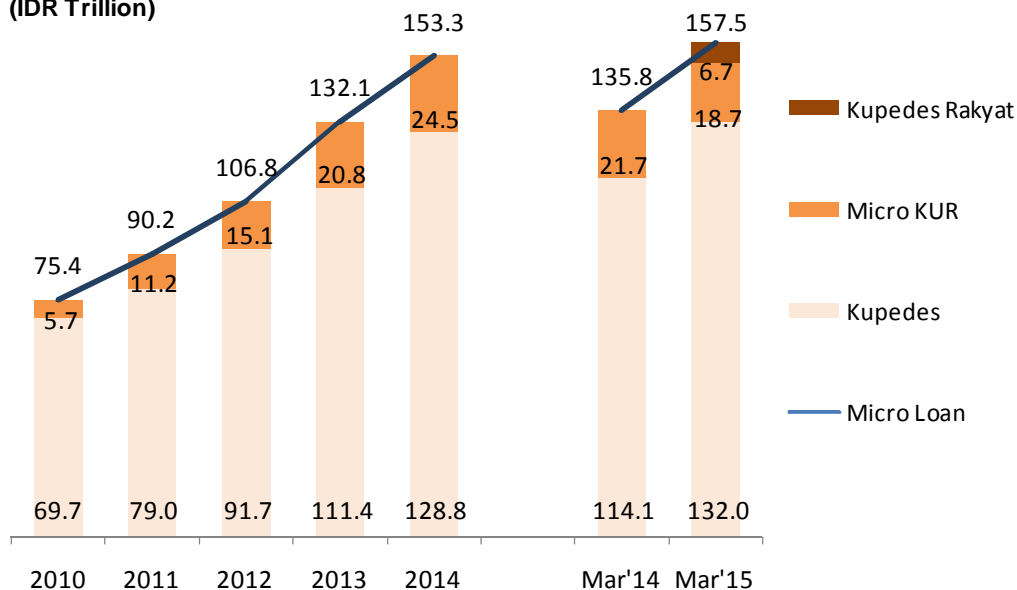
Business Updates

Micro Banking

Micro Banking – Loan

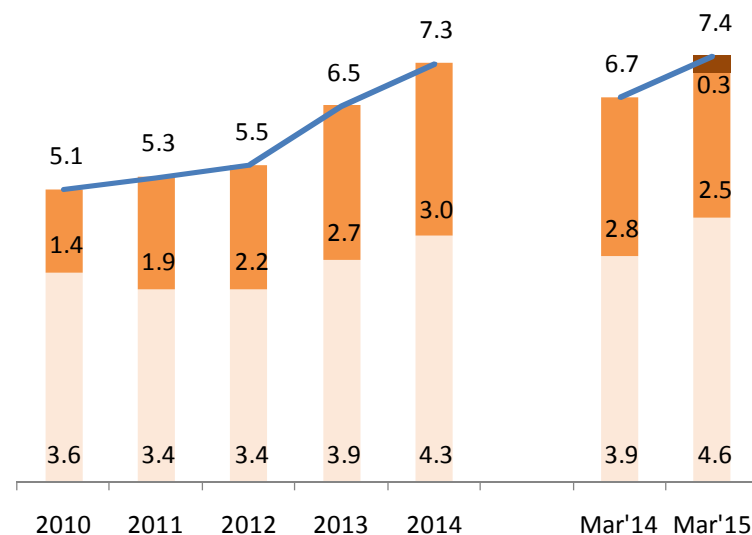
Micro Loan

(IDR Trillion)

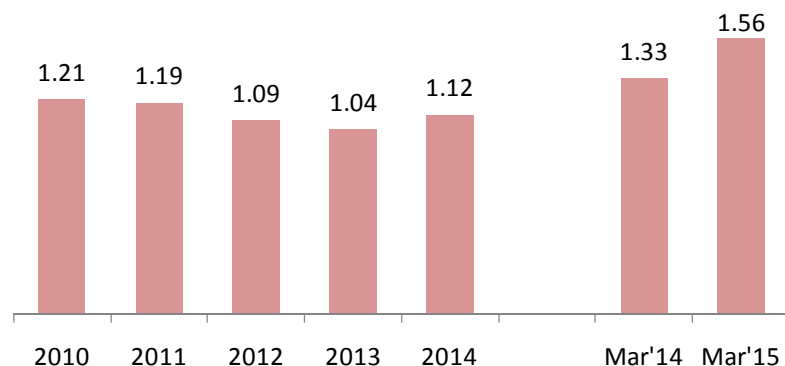


Micro Borrower

(Million)



NPL – Micro (%)



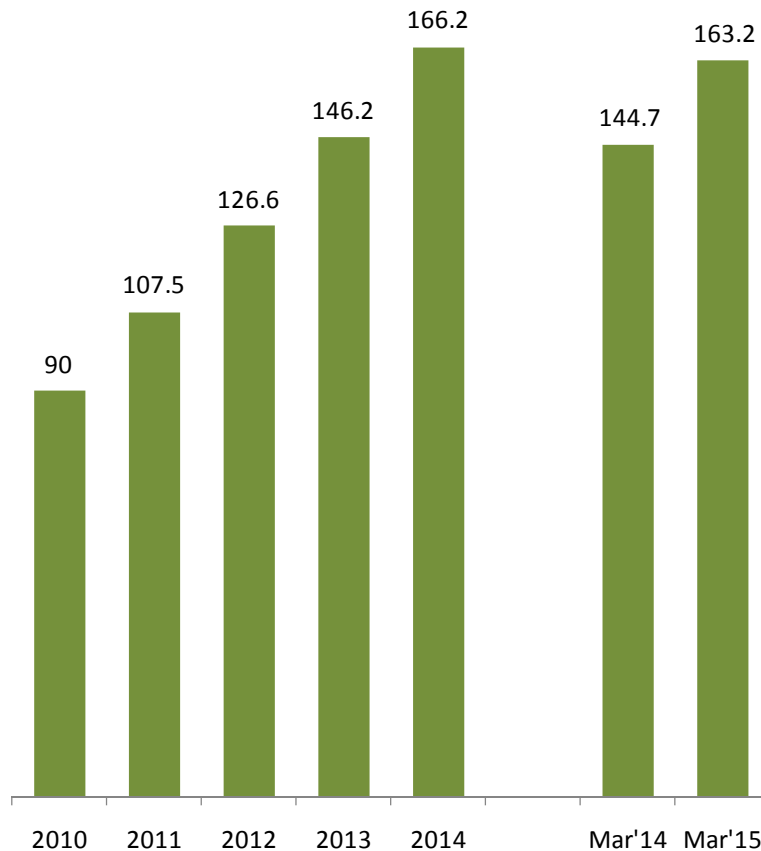
- Total Micro increased 16% yoy, with number of borrower reaching 7.4 million.
- Kupedes Rakyat support micro loan growth. In Q1'15, this new product booked IDR 6.7 trillion of loan outstanding, with number of borrower reach around 300 thousand, compensate the declining in KUR

Micro Banking - Deposit

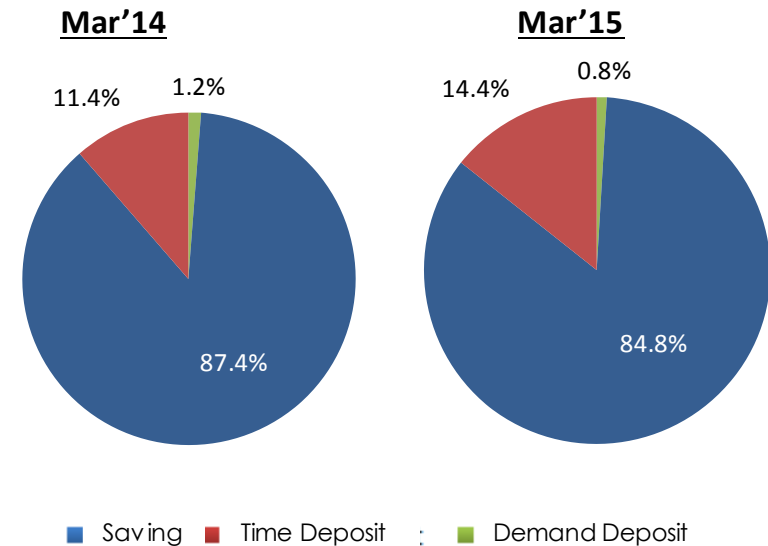
Micro Funding, providing liquidity from stable core funding

Deposit

IDR Trillion



Micro Deposit Composition



- Micro deposits growth is maintained at 12.8% (yoy).
- Savings, with composition of 84.8%, still dominates micro deposit.

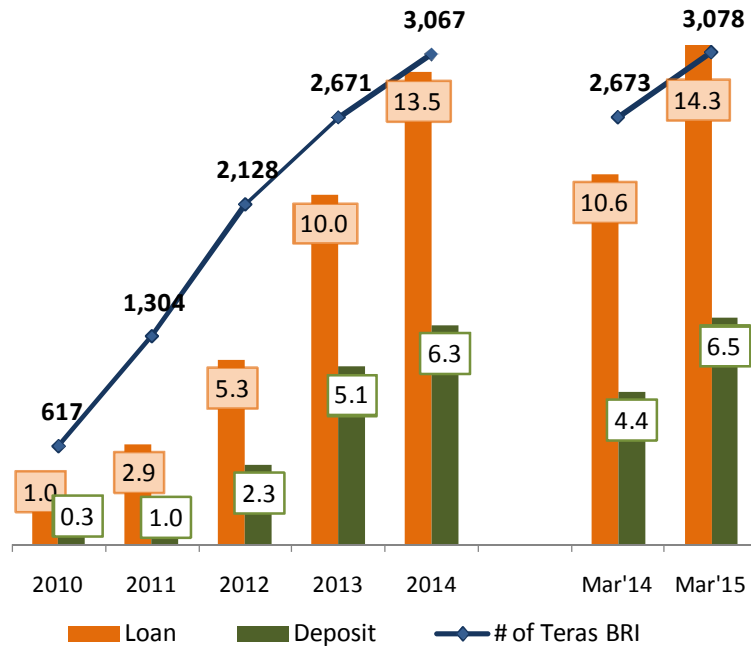
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Micro Banking – Teras BRI

Teras BRI - more accessible, getting closer to customers

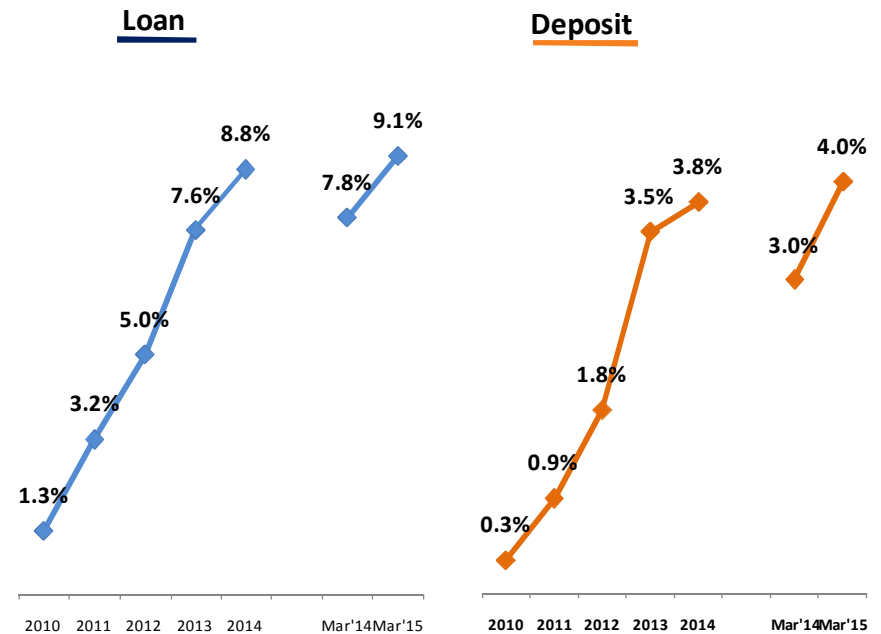
TerasBRI - Performance

IDR Trillion



TerasBRI continuously shows strong performance with loan growth of 34.9% and deposit of 47.7% 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.

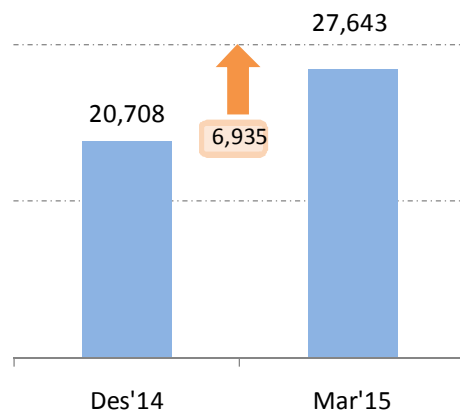


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BRILink – create business, reach the un-banked

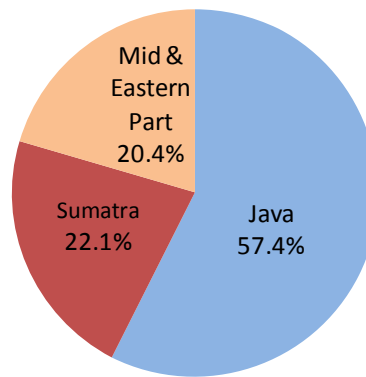
BRILink is utilization of BRI's e-banking infrastructure by third parties (BRILink Agent) through fee sharing scheme

of Agent



In Q1'15, BRILink Agent increased 6,935 Agents

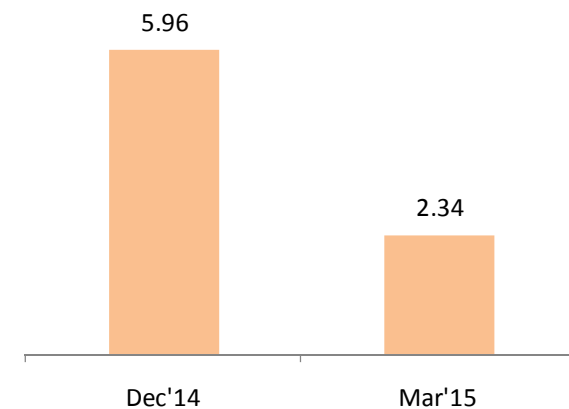
Distribution of Agent



Java (57.4%) dominates the Agent distribution

of Transaction

(in Million)



In Q1'15, number of transaction reached 2.34 million

Service Provided:



Cash deposit and withdrawal through T-Bank



Money transfer, both in the bank & inter-bank



Bill Payment (Telephone & Electricity) & loan installment



Free administration fee



Mobile phone voucher



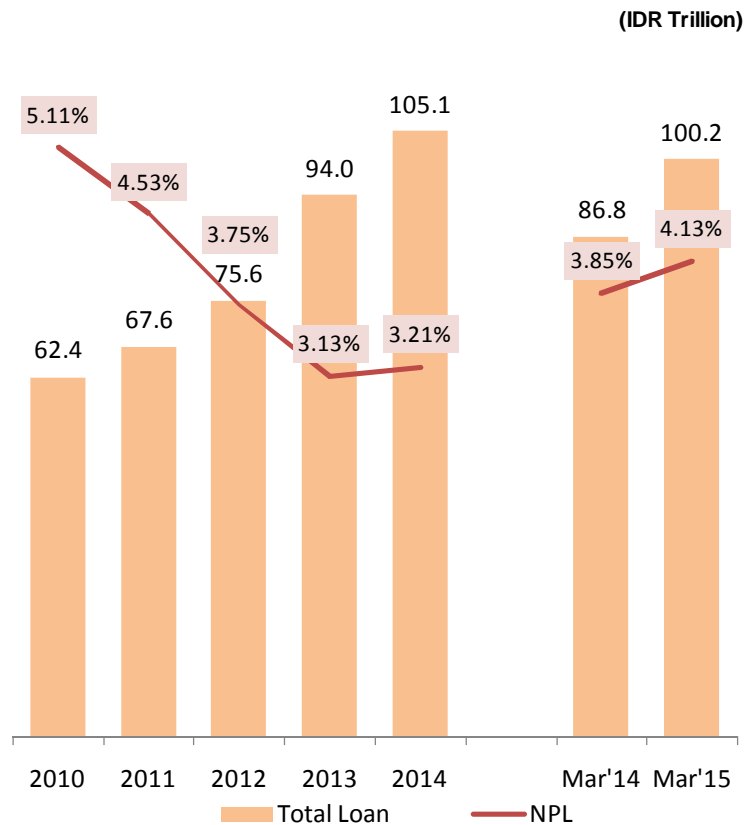
Bank account is not required



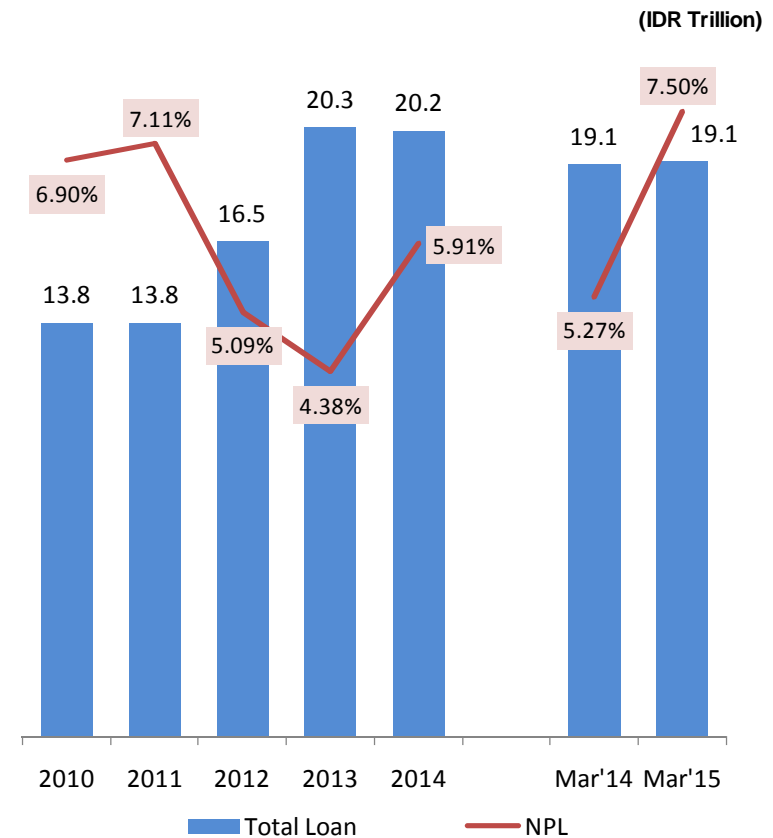
Small Commercial & Medium Loans

Small Commercial & Medium Loans

Small Commercial



Medium

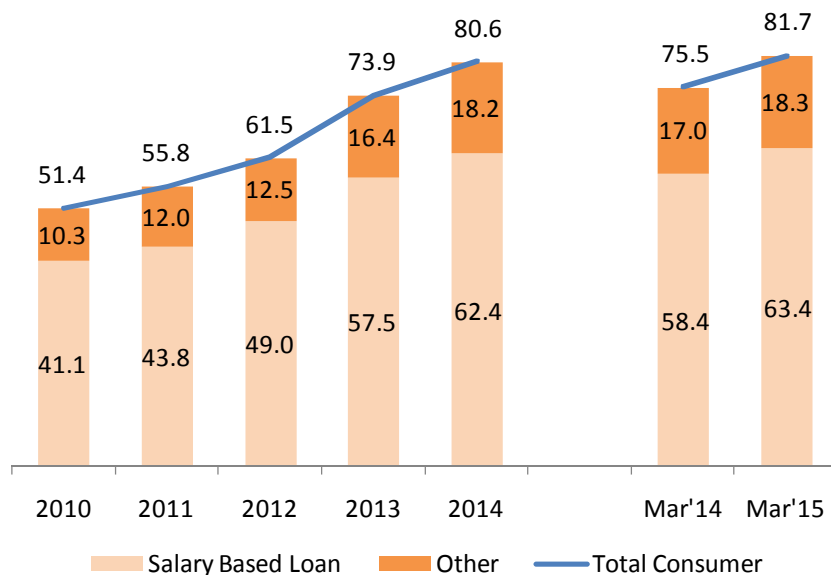


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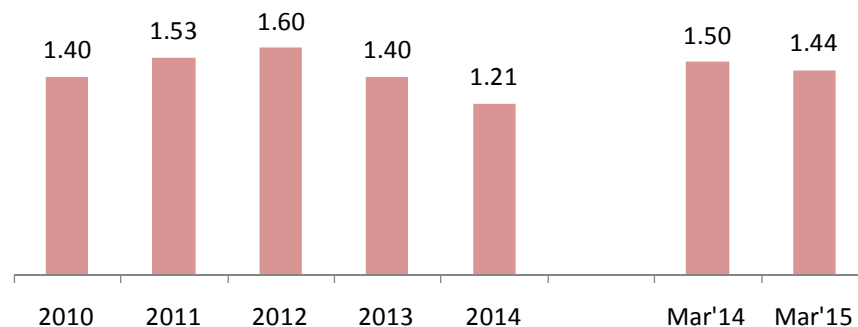
Consumer Loans

Consumer Loan

Loan Outstanding (IDR Trillion)

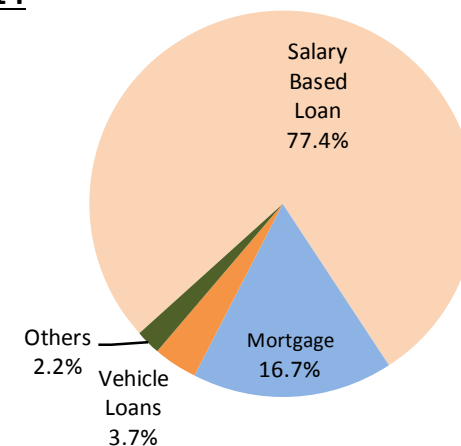


NPL (IDR Trillion)

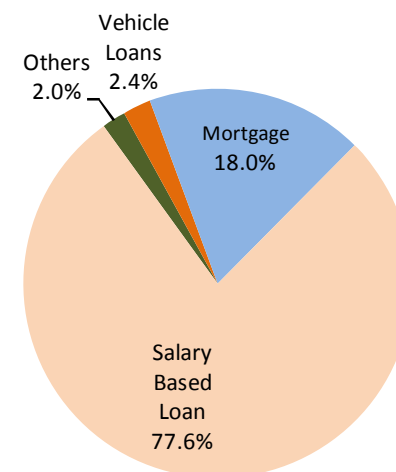


Composition

Mar'14



Mar'15



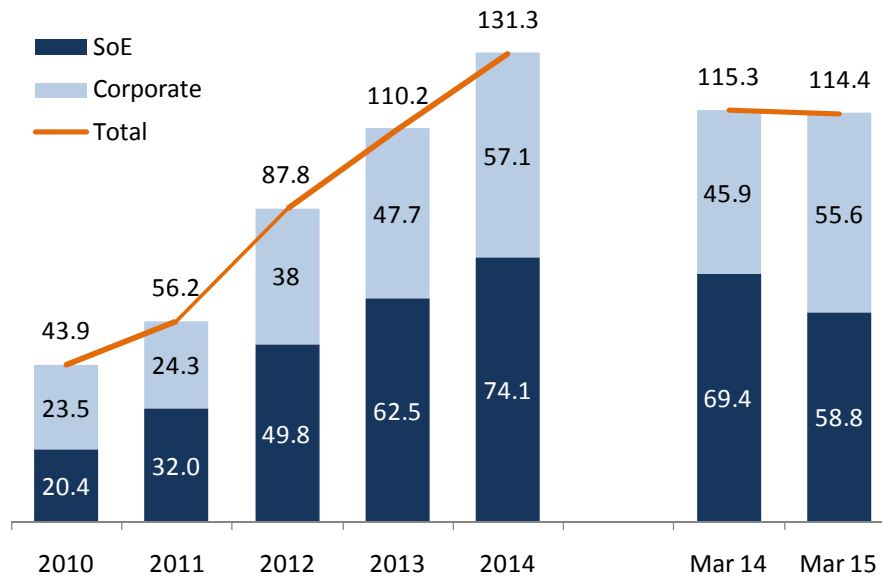
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SoE & Corporate Loans

SOE & Corporate Loan

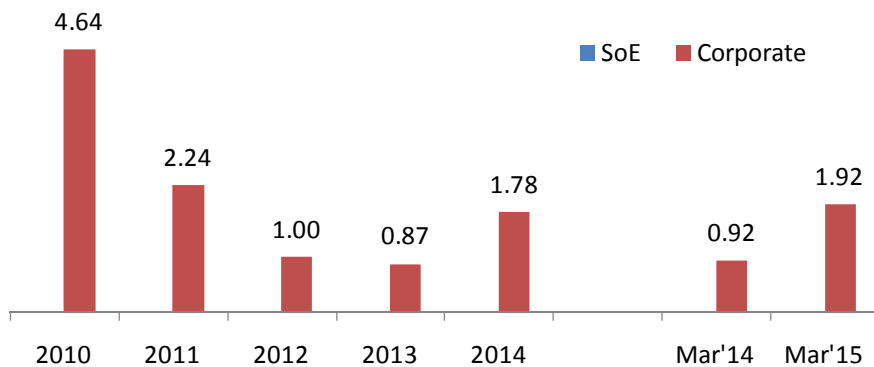
Growth Trend

(IDR Trillion)



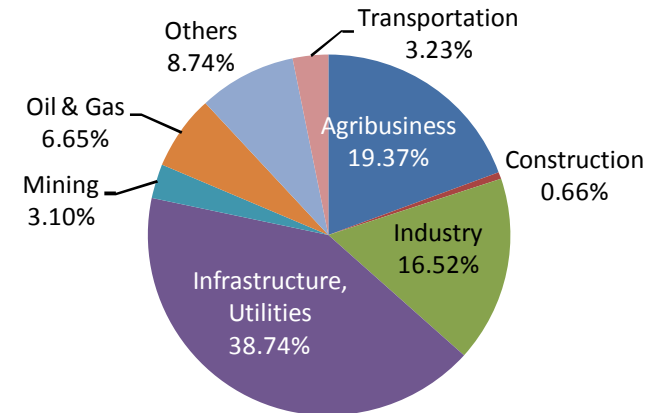
NPL - Trend

(%)

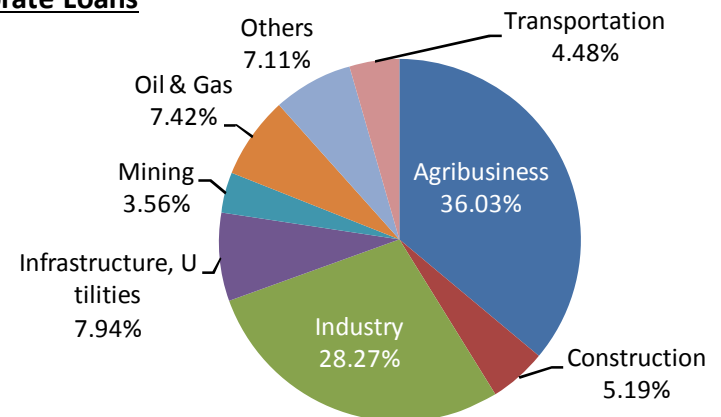


By Business Segment

SOE Loans



Corporate Loans



- Corporate segment grew 21.2%, (yoy) while for SoE, as 2 big SoEs received funding from state budget, the outstanding declining, -15.3% (yoy)
- The biggest portions of SOE were coming from Infrastructure and agribusiness, while for Corporate is to Agribusiness and Industry sector.
- SoE's NPL were manageable at 0%, while low commodity price drove Corporate's NPL increasing, reach 1.92% in March'15

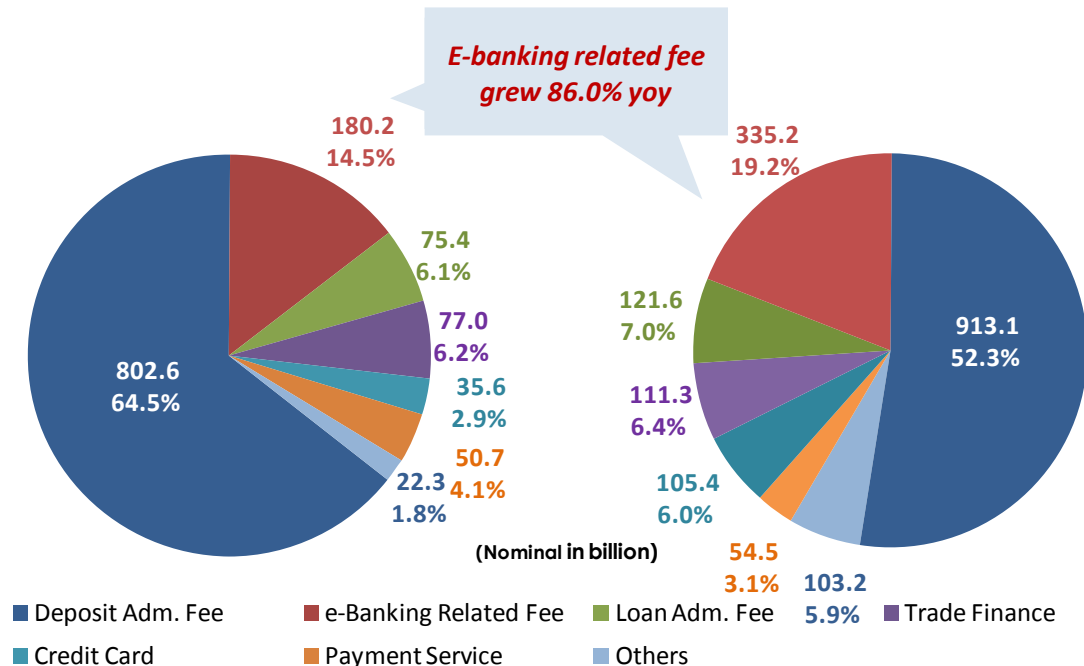
Fee Based Income

e-Banking growth – source of alternative income

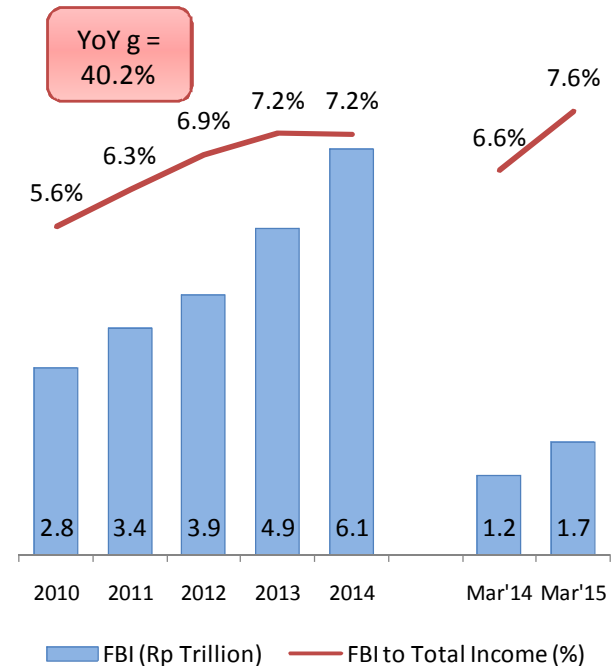
Fee Based Income - composition

Mar'14

Mar'15



Fee Based Income



- Fee based income portion to total income keep increasing, reach 7.6% in Mar'15
- E-banking Related Fees increased significantly, yoy, 86.0%, raising its portion from 14.5% to 19.2% 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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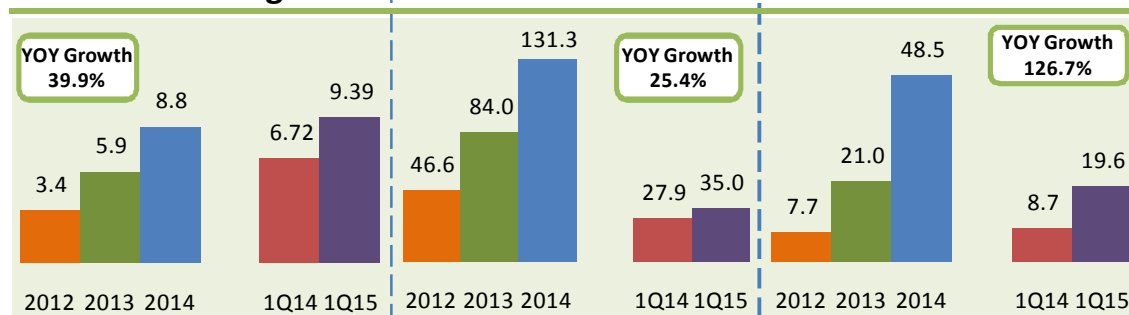
E-Banking Performance – a growing presence...

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

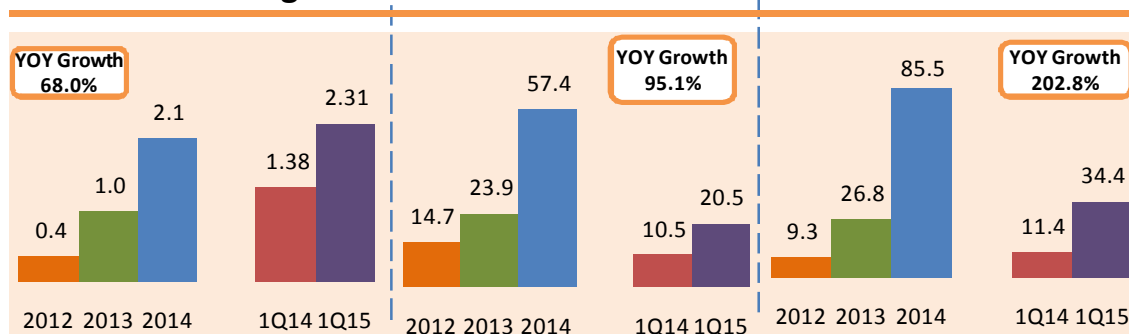
ATM



Mobile Banking

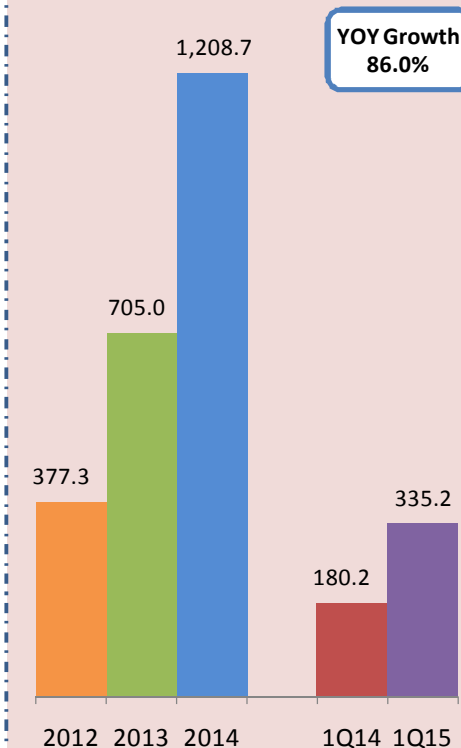


Internet Banking



E-banking related fee

(Rp Billion)



Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of saving accounts (As of Mar'15, >50 million deposit accounts)

Key Take Aways

Financial Highlights

- Q1'15 experienced seasonally low performance combined with low consumer's demand
- Steady growth of micro loan at 15.9%
- Lower commodity price and slow demand, drivers of increasing NPL (Mar'15: 2.17%)
- Fee based income grew 40.2% (yoy), with e-banking related fee grew at 86.0% (yoy), driving the FBI growth.
- Total CAR stood at 20.08%, positive impact from recognition of current year profit, as Basel 3 partially implemented

What's next

- **Since March 19th , 2015 new management team is on-board. Existing business strategies are maintained**
- **What's next?**
 - Balance Sheet
 - Optimizing LDR
 - Focus on high yield loan
 - Better CASA ratio
 - Profit and Loss
 - Improve efficiency
 - Asset quality
 - Selective loan expansion
 - Strengthen monitoring system

Appendixes

Financial Ratios

| Description | 2010 | 2011 | 2012 | 2013 | 2014 | Mar 14 | Mar 15 |
|---------------------------------|--------|--------|--------|--------|--------|--------|--------|
| Cost of Fund (COF) | 4.90% | 4.70% | 3.68% | 3.71% | 4.38% | 3.94% | 4.74% |
| Loan to Deposit Ratio | 75.17% | 76.20% | 79.85% | 88.54% | 81.68% | 92.01% | 80.47% |
| Net Interest Margin (NIM) | 10.77% | 9.58% | 8.42% | 8.55% | 8.51% | 9.06% | 7.57% |
| NPL ratio - Gross | 2.78% | 2.30% | 1.78% | 1.55% | 1.69% | 1.78% | 2.17% |
| NPL ratio - Nett | 0.74% | 0.42% | 0.34% | 0.31% | 0.36% | 0.47% | 0.60% |
| CKPN to Earning asset | 4.58% | 4.51% | 3.43% | 2.90% | 2.40% | 2.95% | 2.44% |
| Opr. Expense to Opr. Income | 70.86% | 66.69% | 59.93% | 60.58% | 65.37% | 62.96% | 68.04% |
| Cost Efficiency Ratio (CER) | 42.22% | 41.17% | 43.11% | 42.13% | 43.10% | 41.80% | 45.08% |
| Tier I CAR ^{*)} | 12.01% | 13.67% | 15.86% | 16.13% | 17.50% | 17.38% | 15.97% |
| Total CAR ^{*)} | 13.76% | 14.96% | 16.95% | 16.99% | 18.26% | 18.18% | 20.08% |
| Return on Assets (ROA) - b.t | 4.64% | 4.93% | 5.15% | 5.03% | 4.74% | 5.02% | 3.99% |
| Return on Assets (ROA) - a.t | 3.57% | 3.97% | 4.04% | 3.85% | 3.73% | 4.02% | 3.21% |
| Return on Equity (ROE) - Tier I | 43.83% | 42.49% | 38.66% | 34.11% | 31.23% | 31.00% | 29.84% |
| Return on Equity (ROE) - B/S | 35.94% | 35.10% | 32.41% | 30.10% | 27.90% | 29.27% | 24.71% |
| Min. Reserve Requirement | 8.05% | 9.33% | 10.64% | 8.02% | 8.07% | 8.02% | 8.03% |
| Net Open Position | 4.45% | 5.49% | 3.00% | 3.15% | 3.86% | 4.46% | 5.48% |

^{*)} 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

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

Total Income

| IDR Billion | | | | | | | | |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Total Income | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | g(YoY) |
| Interest income | 43,971 | 46,949 | 47,922 | 57,301 | 72,466 | 16,456 | 20,083 | 22.0% |
| Fee & Other Opr.Income | 5,458 | 5,524 | 8,166 | 8,165 | 9,178 | 1,805 | 2,727 | 51.1% |
| Non Operating Income (net) | 497 | 1,157 | 1,169 | 1,776 | 2,497 | 605 | 288 | -52.3% |
| Total Income | 49,926 | 53,631 | 57,256 | 67,242 | 84,141 | 18,866 | 23,099 | 22.4% |

As of March 2015, Interest Income contributed 86.9% of total income

Interest Income

| IDR Billion | | | | | | | | |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Interest Income | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | g(YoY) |
| Interest from Loans | 39,587 | 41,657 | 42,623 | 51,733 | 65,373 | 14,929 | 17,219 | 15.3% |
| Int. from Other Earning Assets | 2,878 | 4,178 | 5,299 | 5,567 | 7,093 | 1,528 | 2,864 | 87.5% |
| Total Interest Income | 43,971 | 46,949 | 47,922 | 57,301 | 72,466 | 16,456 | 20,083 | 22.0% |

Interest Income from loans contribute 85.7% of total interest income (or 74.5% of total income)

Fee & Other Operating Income

| IDR Billion | | | | | | | | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Fee & Other Operating Income | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | g(YoY) |
| Gain Fr Value Increase of Securities and Govt. Recap Bonds | 156 | 146 | 56 | 83 | 115 | 11 | 46 | 303.0% |
| Fees and Commissions | 2,813 | 3,367 | 3,928 | 4,860 | 6,068 | 1,244 | 1,744 | 40.2% |
| Gain fr Forex | 773 | 36 | 427 | 455 | 234 | - | 160 | - |
| Recovery | 1,525 | 1,794 | 2,251 | 1,932 | 2,087 | 396 | 453 | 14.6% |
| Others | 191 | 181 | 1,504 | 835 | 673 | 154 | 324 | 110.1% |
| Total Fee & Other Opr. Income | 5,458 | 5,524 | 8,166 | 8,165 | 9,178 | 1,805 | 2,727 | 51.1% |

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 | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | g(YoY) |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|
| Personnel | 8,478 | 8,327 | 9,215 | 11,748 | 13,562 | 3,146 | 3,815 | 21.2% |
| General and Administration | 4,534 | 5,362 | 6,000 | 7,103 | 8,672 | 1,737 | 2,080 | 19.7% |
| Losses fr decrease of Securities | | | | | - | - | - | - |
| and Govt. Bonds value | - | - | - | - | - | - | - | - |
| Losses from forex transaction | - | - | - | - | - | 212 | - | -100.0% |
| Premium Paid on Govt Guarantees | 517 | 610 | 729 | 885 | 991 | 249 | 315 | 26.5% |
| Promotion | 479 | 603 | 731 | 652 | 747 | 105 | 149 | 41.4% |
| Others | 1,640 | 1,386 | 1,928 | 897 | 1,440 | 564 | 673 | 19.4% |
| Total Other Opr. Expenses | 15,648 | 16,288 | 18,602 | 21,284 | 25,412 | 6,014 | 7,032 | 16.9% |

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

Balance Sheet (consolidated)

IDR Billion

| Description | 2010 | 2011 | 2012 | 2013 | 2014 | Q1 14 | Q1'15 | YoY |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------|
| Total Assets | 404,286 | 469,899 | 551,337 | 626,183 | 801,955 | 615,719 | 806,005 | 30.9% |
| - Gross Loans | 252,489 | 294,515 | 362,007 | 448,345 | 510,697 | 450,157 | 493,371 | 9.6% |
| - Government Bonds (Recap) | 13,626 | 8,996 | 4,316 | 4,511 | 4,304 | 4,315 | 4,301 | -0.3% |
| - Other Earnings Assets | 113,580 | 129,136 | 132,720 | 115,690 | 213,094 | 105,754 | 239,071 | 126.1% |
| Total Earning Assets | 379,696 | 432,647 | 499,042 | 568,546 | 728,094 | 560,226 | 736,743 | 31.5% |
| Earning Assets Provision | (14,121) | (16,092) | (14,916) | (15,419) | (16,163) | (15,740) | (16,418) | 4.3% |
| Total Earning Assets (net) | 365,575 | 416,555 | 484,126 | 553,127 | 711,931 | 544,485 | 720,325 | 32.3% |
| Total Non Earning Assets | 38,710 | 53,345 | 67,211 | 73,055 | 90,024 | 71,233 | 85,680 | 20.3% |
| Total Liabilities & S.E | 404,286 | 469,899 | 551,337 | 626,183 | 801,955 | 615,719 | 806,005 | 30.9% |
| Total Customer Deposits | 333,652 | 384,264 | 450,166 | 504,281 | 622,322 | 487,669 | 610,937 | 25.3% |
| - Demand Deposits | 77,364 | 76,779 | 80,075 | 79,337 | 90,052 | 71,973 | 86,636 | 20.4% |
| - Saving Deposits | 125,990 | 154,133 | 184,365 | 212,997 | 236,395 | 203,063 | 223,267 | 10.0% |
| - Time and Certificate Deposits | 130,298 | 153,353 | 185,726 | 211,948 | 295,875 | 212,633 | 301,034 | 41.6% |
| Other Interest Bearing Liabilities | 17,297 | 19,361 | 15,784 | 20,896 | 57,435 | 20,376 | 64,426 | 216.2% |
| Non Interest Bearing Liabilities | 16,663 | 16,454 | 20,505 | 21,678 | 24,519 | 28,365 | 34,543 | 21.8% |
| Tier I Capital | 28,135 | 38,809 | 52,325 | 67,270 | 83,139 | 73,745 | 80,243 | 8.8% |
| Total Shareholder's Equity | 36,673 | 49,820 | 64,882 | 79,327 | 97,679 | 79,309 | 96,099 | 21.2% |

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

Income Statement (*consolidated*)

IDR Billion

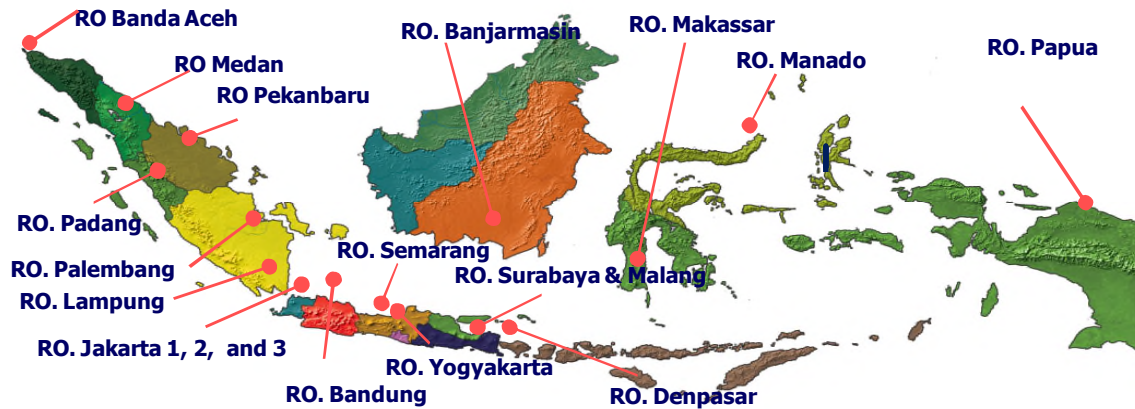
| Description | 2010 | 2011 | 2012 | 2013 | 2014 | Q1 14 | Q1'15 | YoY |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Interest Income | 44,615 | 48,164 | 49,610 | 59,461 | 75,121 | 17,099 | 20,868 | 22.0% |
| Interest Expense | (11,727) | (13,737) | (13,127) | (15,355) | (23,680) | (4,698) | (7,359) | 56.6% |
| Net Interest Income | 32,889 | 34,427 | 36,484 | 44,106 | 51,441 | 12,401 | 13,510 | 8.9% |
| Fee & Other Opr. Income | 5,545 | 5,776 | 8,390 | 8,348 | 9,299 | 1,825 | 2,776 | 52.1% |
| Gross Operating Income | 38,433 | 40,203 | 44,873 | 52,455 | 60,740 | 14,227 | 16,285 | 14.5% |
| Other Operating Expenses | (16,114) | (17,086) | (19,491) | (22,381) | (26,671) | (6,320) | (7,381) | 16.8% |
| Pre Provision Operating Profit | 22,319 | 23,117 | 25,382 | 30,074 | 34,069 | 7,906 | 8,904 | 12.6% |
| Provision | (7,917) | (5,533) | (2,700) | (3,946) | (5,719) | (1,100) | (1,565) | 42.3% |
| Non Operating Income (Net) | 506 | 1,172 | 1,177 | 1,782 | 2,497 | 606 | 292 | -51.8% |
| Profit Before Tax n Minor. Int. | 14,908 | 18,756 | 23,860 | 27,910 | 30,847 | 7,413 | 7,631 | 2.9% |
| Net Profit | 11,472 | 15,088 | 18,687 | 21,354 | 24,241 | 5,938 | 6,147 | 3.5% |
| EPS *) | 478.4 | 628.9 | 757.5 | 865.6 | 982.7 | 962.8 | 996.8 | 3.5% |

*) annualized

Others

The Most Extensive and Largest Networks

Regional Office Distribution



| Outlets | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | YoY |
|------------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|------------|
| Head Offices | 1 | 1 | 1 | 1 | 1 | 1 | 1 | - |
| Regional Offices | 18 | 18 | 18 | 18 | 19 | 18 | 19 | 1 |
| Branches | 413 | 431 | 446 | 453 | 461 | 456 | 461 | 5 |
| Sub Branches | 470 | 502 | 545 | 565 | 584 | 562 | 584 | 22 |
| BRI Units | 4,649 | 4,849 | 5,000 | 5,144 | 5,293 | 5,144 | 5,293 | 149 |
| Cash Offices | 822 | 870 | 914 | 950 | 971 | 953 | 974 | 21 |
| Teras BRI | 617 | 1,304 | 1,778 | 2,206 | 2,457 | 2,208 | 2,468 | 260 |
| Teras Mobile | | 100 | 350 | 465 | 610 | 465 | 610 | 145 |
| Total | 6,990 | 8,075 | 9,052 | 9,802 | 10,396 | 9,807 | 10,410 | 603 |

| E-Channel | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'14 | Mar'15 | YoY |
|--------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|---------------|
| ATM | 6,085 | 7,292 | 14,292 | 18,292 | 20,792 | 18,479 | 20,876 | 2,397 |
| EDC | 12,719 | 31,590 | 44,715 | 85,936 | 131,204 | 85,936 | 137,001 | 51,065 |
| CDM | 39 | 89 | 92 | 192 | 392 | 192 | 392 | 200 |
| E-Buzz | 2 | 19 | 42 | 50 | 55 | 45 | 55 | 10 |
| Total | 18,845 | 38,990 | 59,141 | 104,470 | 152,443 | 104,652 | 158,324 | 53,672 |

*Total working units are including 3 overseas offices



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

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 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

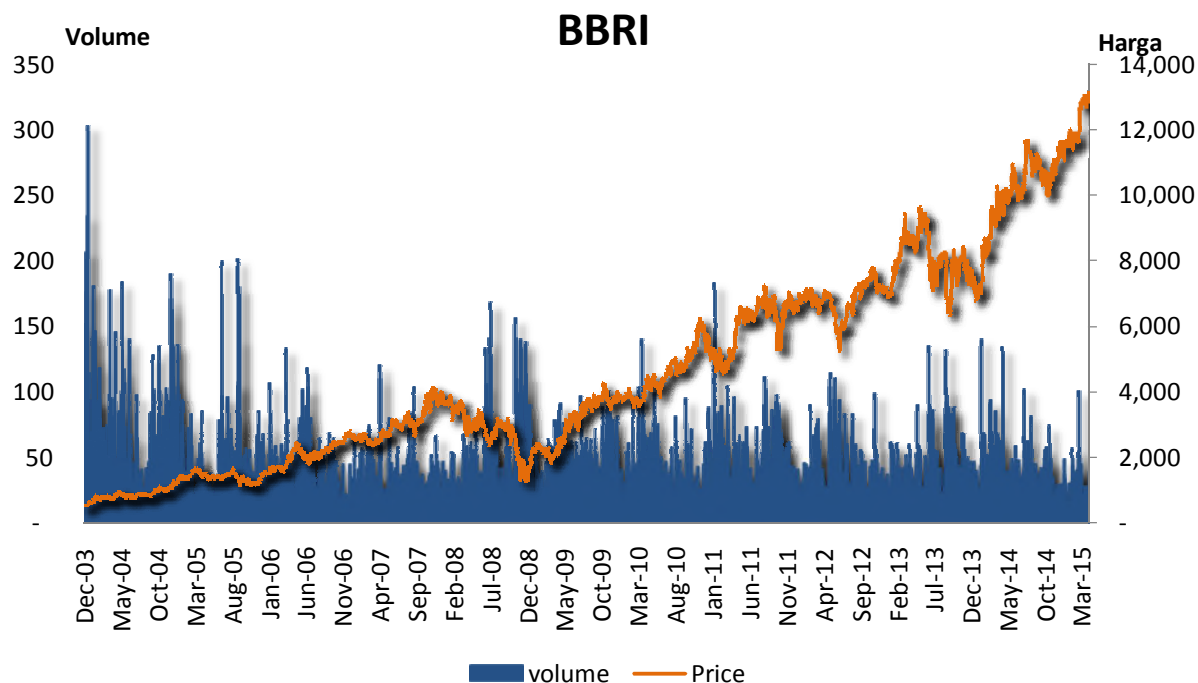
| Shareholder | 2003 | 2010 | 2011 | 2012 | 2013 | 2014 | Mar'15 |
|-------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Government | 59.50% | 56.75% | 56.75% | 56.75% | 56.75% | 56.75% | 56.75% |
| Public | 40.50% | 43.25% | 43.25% | 43.25% | 43.25% | 43.25% | 43.25% |
| Foreign *) | 79.10% | 84.25% | 83.93% | 82.84% | 78.94% | 83.09% | 85.06% |
| Domestic *) | 20.90% | 15.75% | 16.07% | 17.16% | 21.06% | 16.91% | 14.94% |

*) percentage from public holding

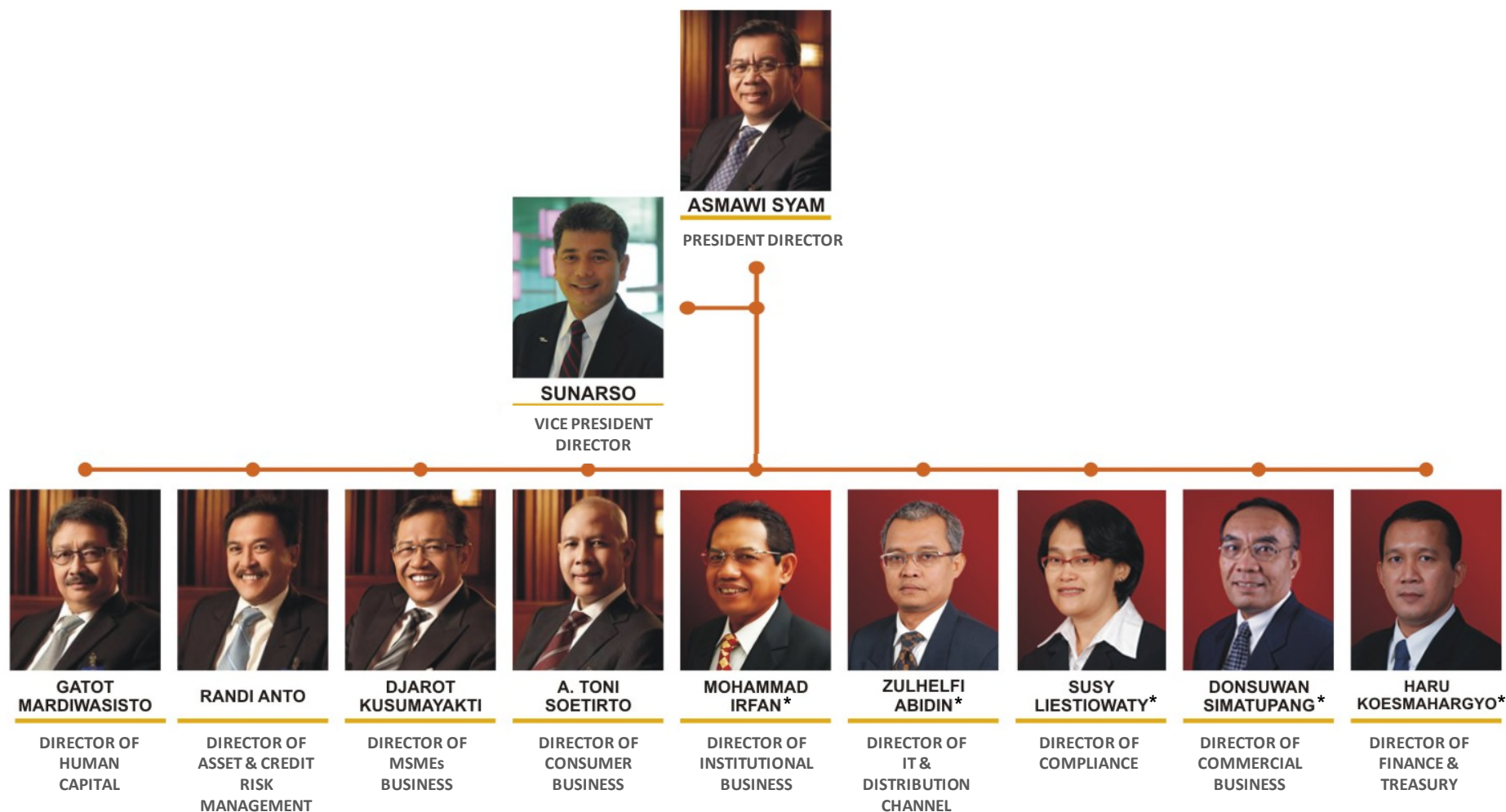
Stock Price: Trend

BBRI Stock is member of:

- JCI Index
- LQ45 Index (Top 45 liquid stocks)
- SRI KEHATI Index (a UN affiliated biodiversity Index of 25 stocks)

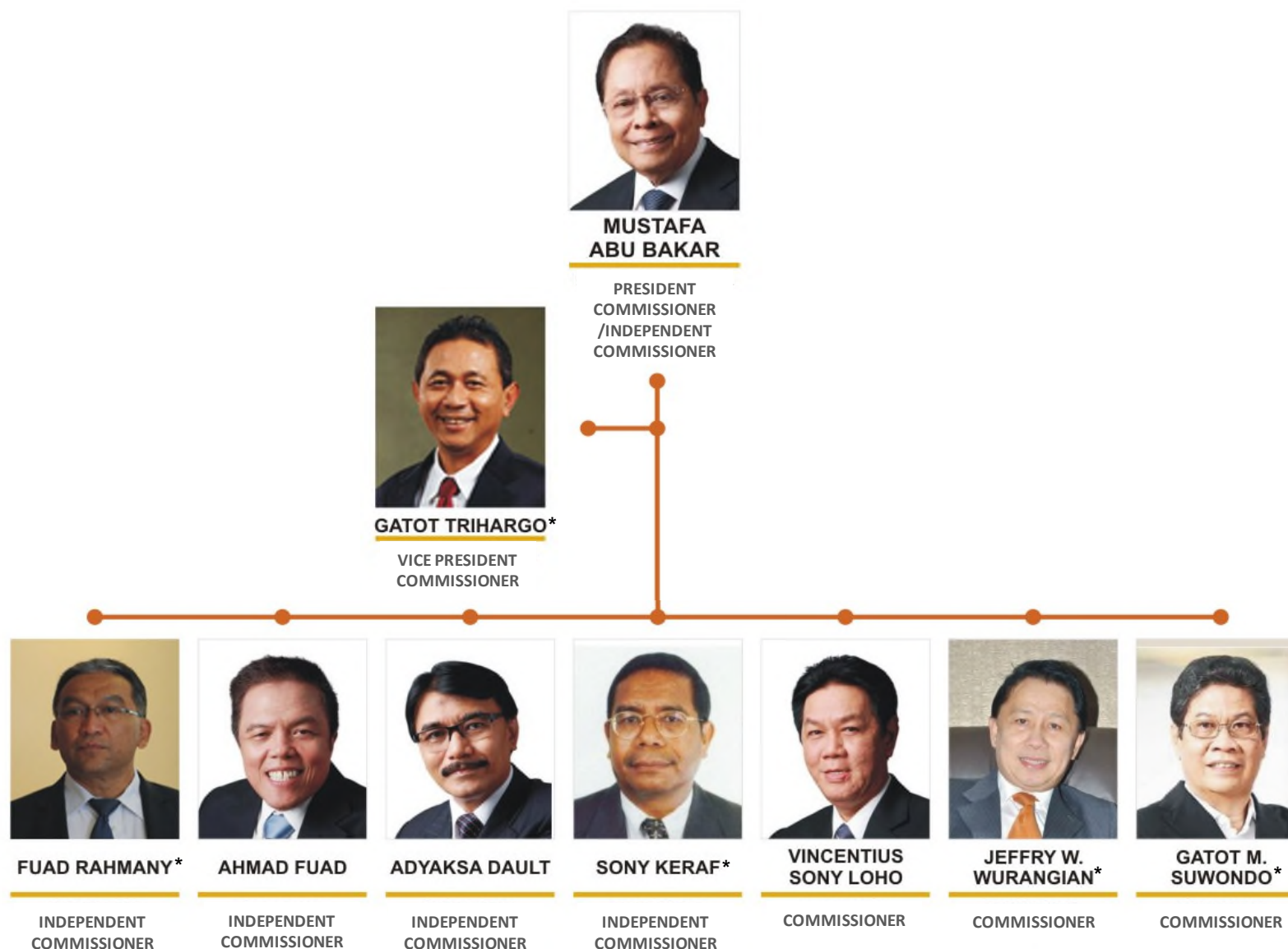


Board of Directors



* effective after the Issuance of approval by the Financial Services Authority on Fit and Proper Test and the fulfillment of the prevailing regulations

Board of Commissioners



* effective after the Issuance of approval by the Financial Services Authority on Fit and Proper Test and the fulfillment of the prevailing regulations

PT BANK RAKYAT INDONESIA (Persero) Tbk.
Investor Relations
20th floor BRI I Building
JI Jendral Sudirman Kav 44-46 Jakarta 10210
Indonesia

Phone : 62 21 5752006/09, 5751952/79

Fax. : 62 21 5752010

Website : www.ir-bri.com

E-mail : ir@bri.co.id

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