

9M'2017 - Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk

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BRI (Consolidated)

Financial Highlights (Consolidated)

	Q1'16	1H'16	9M'16	2016	Q1'17	1H'17	9M'17	Δ yoy	Δ QoQ
Asset/Liabilities									
Total Assets (IDR Billion)	864,939	907,843	931,693	1,003,644	996,000	1,027,338	1,038,673	11.5%	1.1%
Total Loans (Gross) (IDR Billion)	584,276	615,576	630,902	663,420	681,269	687,944	694,208	10.0%	0.9%
Total Deposits (IDR Billion)	658,736	683,739	694,843	754,526	733,955	768,044	770,604	10.9%	0.3%
Asset Quality									
NPL (gross)	2.29%	2.39%	2.34%	2.13%	2.26%	2.34%	2.33%		
Liquidity									
LDR	88.70%	90.03%	90.80%	87.93%	92.82%	89.57%	90.09%		
CASA	55.18%	55.63%	56.13%	59.09%	55.17%	56.09%	55.41%		
Profitability									
Net Profit (IDR Billion)	6,252	12,182	18,975	26,228	6,660	13,448	20,540	8.2%	52.7%
Subsidiaries Profit Contribution	1.84%	1.11%	1.86%	1.81%	2.77%	2.33%	2.05%		
NIM	7.84%	8.09%	8.06%	7.94%	7.83%	8.06%	8.02%		
ROE Tier 1	26.73%	23.62%	22.26%	21.82%	19.45%	19.23%	19.12%		
ROA before tax	3.58%	3.51%	3.45%	3.67%	3.26%	3.21%	3.24%		
Cost Efficiency Ratio (CER)	42.15%	43.51%	43.31%	42.75%	39.13%	41.43%	41.76%		
Operating Expense to Operating Income	72.33%	72.65%	73.51%	70.33%	72.80%	73.62%	73.47%		
Capital									
Tier1 CAR	15.84%	18.21%	20.48%	21.54%	19.62%	20.35%	20.99%		
Total CAR	19.38%	21.65%	21.46%	22.69%	20.73%	21.47%	22.11%		

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

√ NPL (nett) is after provision for impaired loan

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense

Balance Sheet (Consolidated)

IDR Billion

Description	Q1'16	1H'16	9M'16	2016	Q1'17	1H'17	9M'17	g (YoY)	g (QoQ)
Total Assets	864,939	907,843	931,693	1,003,644	996,000	1,027,338	1,038,673	11.48%	1.10%
- Gross Loans	584,276	615,576	630,902	663,420	681,269	687,944	694,208	10.03%	0.91%
- Government Bonds (Recap)	3,818	3,817	3,818	3,318	3,318	3,318	3,319	-13.05%	0.04%
- Other Earnings Assets	202,321	186,874	202,771	237,338	214,311	220,541	244,264	20.46%	10.76%
Total Earning Assets	790,414	806,267	837,490	904,077	898,899	911,803	941,791	12.45%	3.29%
Earning Assets Provision	(19,176)	(21,207)	(23,165)	(22,807)	(26,528)	(29,823)	(32,055)	38.38%	7.48%
Total Earning Assets (net)	771,238	785,059	814,325	881,270	872,371	881,980	909,736	11.72%	3.15%
Total Non Earning Assets	93,700	122,784	117,368	122,375	123,629	145,358	128,937	9.86%	-11.30%
Total Liabilities & S.E	864,939	907,843	931,693	1,003,644	996,000	1,027,338	1,038,673	11.48%	1.10%
Total Customer Deposits	658,736	683,739	694,843	754,526	733,955	768,044	770,604	10.90%	0.33%
- Demand Deposits	109,646	111,246	116,587	142,547	114,582	130,634	117,633	0.90%	-9.95%
- Saving Deposits	253,877	269,117	273,425	303,270	290,321	300,142	309,388	13.15%	3.08%
- Time and Certificate Deposits	295,213	303,377	304,832	308,709	329,051	337,268	343,583	12.71%	1.87%
Other Interest Bearing Liabilities	55,850	62,550	65,108	70,349	70,583	71,819	72,148	10.81%	0.46%
Non Interest Bearing Liabilities	37,523	27,890	30,801	31,956	47,360	36,788	37,309	21.13%	1.41%
Tier I Capital	93,546	112,790	134,621	139,786	136,924	142,786	149,996	11.42%	5.05%
Total Shareholder's Equity	112,830	133,664	140,941	146,813	144,102	150,686	158,612	12.54%	5.26%

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Income Statement (*consolidated*)

IDR Billion

Description	2016	9M'16	9M'17	g (YoY)	1Q'17	2Q'17	3Q'17	g (qoQ)
Interest Income	94,788	70,804	77,301	9.2%	24,655	26,013	26,633	2.4%
Interest Expense	(28,577)	(21,536)	(22,171)	3.0%	(7,124)	(7,185)	(7,862)	9.4%
Net Interest Income	66,211	49,268	55,129	11.9%	17,531	18,828	18,771	-0.3%
Net Premium Income	64	28	67	136.2%	64	56	(53)	-195.0%
Fee & Other Opr. Income	17,218	12,248	13,695	11.8%	4,026	5,338	4,330	-18.9%
Gross Operating Income	83,493	61,544	68,891	11.9%	21,621	24,222	23,048	-4.8%
Other Operating Expenses	(35,736)	(26,922)	(28,536)	6.0%	(8,367)	(10,433)	(9,736)	-6.7%
Pre Provision Operating Profit	47,757	34,623	40,355	16.6%	13,254	13,789	13,312	-3.5%
Provision	(13,791)	(11,474)	(15,713)	36.9%	(5,284)	(5,585)	(4,844)	-13.3%
Non Operating Income (Net)	9	168	155	-8.2%	144	(60)	70	-217.6%
Profit Before Tax n Minor. Int.	33,976	23,317	24,796	6.3%	8,114	8,144	8,538	4.8%
Net Profit	26,228	18,975	20,540	8.2%	6,660	6,789	7,092	4.5%
EPS *)	1,063	1,026	1,110	8.2%	1,080	1,101	1,150	4.5%

✓ Reclassification of Premium paid on Deposit Insurance to interest expense

*) Annualized



BRI (Bank Only)

Financial Highlights

	Q1'16	1H'16	9M'16	2016	Q1'17	1H'17	9M'17	Δ yoy	Δ QoQ
Asset/Liabilities									
Total Assets (IDR Billion)	832,092	872,970	894,360	964,001	954,176	983,518	993,101	11.0%	1.0%
Total Loans (Gross) (IDR Billion)	561,098	590,691	603,461	635,291	653,093	658,864	664,510	10.1%	0.9%
Total Deposits (IDR Billion)	631,781	656,122	665,529	723,845	701,170	734,071	735,147	10.5%	0.1%
Asset Quality									
NPL (gross)	2.22%	2.31%	2.22%	2.03%	2.16%	2.23%	2.23%		
NPL (nett)	1.35%	1.42%	1.18%	1.09%	1.22%	1.16%	1.06%		
Liquidity									
LDR	88.81%	90.03%	90.68%	87.77%	93.15%	89.76%	90.39%		
CASA	56.54%	56.89%	57.61%	60.57%	56.63%	57.62%	56.98%		
Profitability									
Net Profit (IDR Billion)	6,137	12,047	18,623	25,753	6,475	13,135	20,119	8.0%	53.2%
NIM	7.92%	8.26%	8.24%	8.10%	7.91%	8.12%	8.13%		
ROE Tier 1	26.55%	25.24%	23.97%	23.08%	18.77%	19.12%	19.27%		
ROE B/S	21.44%	20.51%	20.00%	19.98%	17.65%	17.94%	18.03%		
ROA before tax	3.65%	3.68%	3.59%	3.84%	3.34%	3.31%	3.34%		
Cost of Fund (CoF)	3.98%	3.96%	3.89%	3.83%	3.74%	3.43%	3.47%		
Cost Efficiency Ratio (CER)	41.07%	42.67%	42.62%	41.84%	38.20%	40.53%	40.87%		
Operating Expense to Operating Income	71.11%	71.37%	71.55%	68.93%	71.73%	72.55%	72.32%		
Capital									
Tier1 CAR	15.84%	18.56%	20.88%	21.91%	19.88%	20.68%	21.17%		
Total CAR	19.49%	22.10%	21.88%	22.91%	20.86%	21.67%	22.17%		

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

√ NPL (net) is after provision for impaired loan

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense

Balance Sheet

Description	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	9M'17	g(YoY)	g(QoQ)
Total Assets	832,092	872,970	894,360	964,001	954,176	983,518	993,101	11.0%	1.0%
- Gross Loans	561,098	590,691	603,461	635,291	653,093	658,864	664,510	10.1%	0.9%
- Government Bonds (Recap)	3,818	3,817	3,818	3,318	3,318	3,318	3,319	-13.1%	0.0%
- Other Earnings Assets	195,829	180,245	196,168	230,252	205,194	211,017	233,966	19.3%	10.9%
Total Earning Assets	760,744	774,753	803,447	868,862	861,604	873,199	901,796	12.2%	3.3%
Earning Assets Provision	(18,657)	(20,567)	(22,326)	(21,944)	(25,573)	(28,860)	(31,199)	39.7%	8.1%
Total Earning Assets (net)	742,087	754,186	781,121	846,918	836,031	844,339	870,597	11.5%	3.1%
Total Non Earning Assets	90,004	118,784	113,239	117,083	118,145	139,179	122,504	8.2%	-12.0%
Total Liabilities & S.E	832,092	872,970	894,360	964,001	954,176	983,518	993,101	11.0%	1.0%
Total Customer Deposits	631,781	656,122	665,529	723,845	701,170	734,071	735,147	10.5%	0.1%
- Demand Deposits	108,150	109,202	115,204	140,764	112,521	128,716	115,588	0.3%	-10.2%
- Savings	249,037	264,054	268,186	297,649	284,519	294,242	303,328	13.1%	3.1%
- Time Deposits	274,593	282,866	282,139	285,432	304,129	311,113	316,231	12.1%	1.6%
Other Interest Bearing Liabilities	55,725	61,441	63,646	68,659	69,465	70,489	71,046	11.6%	0.8%
Non Interest Bearing Liabilities	32,673	22,755	25,430	26,038	41,094	30,063	30,393	19.5%	1.1%
Tier I Capital	89,915	110,333	132,066	136,670	133,637	139,489	145,552	10.2%	4.3%
Total Shareholder's Equity	111,913	132,652	139,755	145,458	142,447	148,896	156,515	12.0%	5.1%
Book Value per Shares *)	4,536.57	5,377.23	5,665.16	5,896.34	5,774	6,036	6,345	12.0%	5.1%

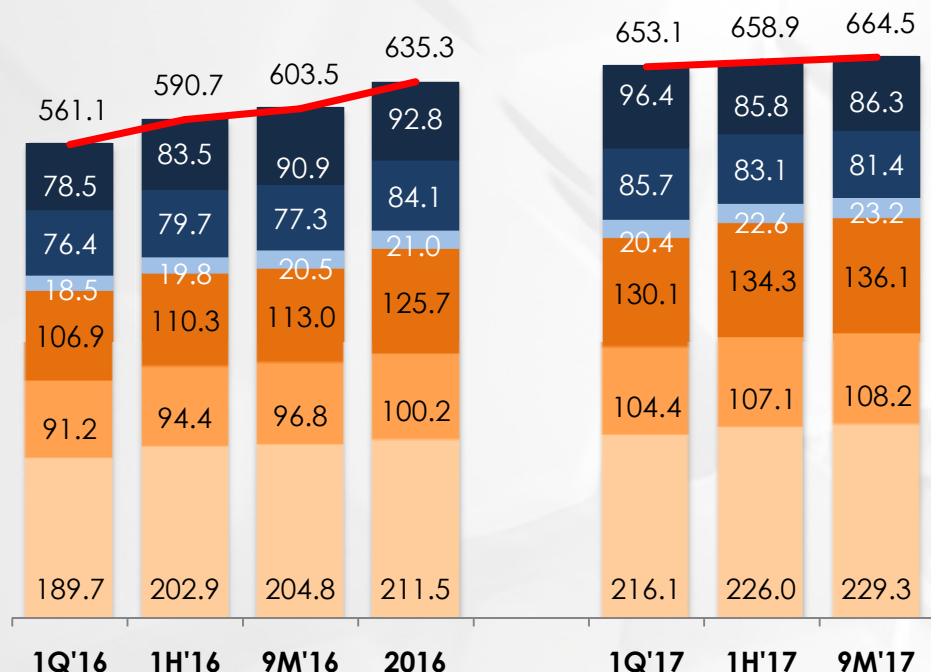
✓ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

✓ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

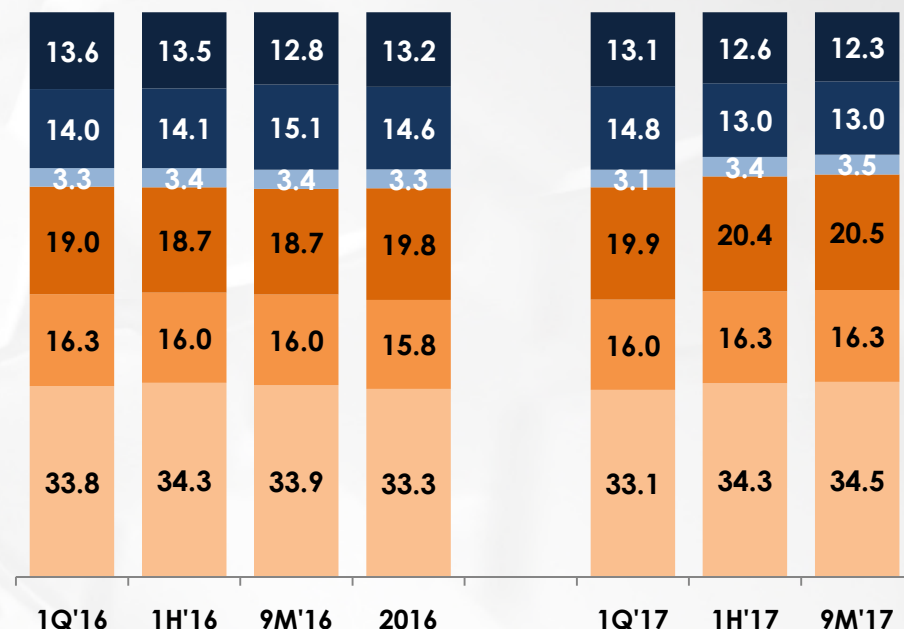
Loan – Mix and Growth

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



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

YoY Growth (%) 11.9 11.8 20.5 12.7 5.3 -5.1 10.1
(Rp Tn) 24.5 11.5 23.1 2.6 4.1 -4.6 61.0

Loan – Asset Quality

Non Performing Loan – gross by segment (%)

NPL %	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	9M'17
Micro	1.54	1.49	1.34	0.99	1.35	1.48	1.37
Consumer	1.48	1.53	1.53	1.18	1.37	1.37	1.34
Small Comm.	3.78	3.78	3.66	2.70	3.91	3.69	3.49
Medium	6.68	6.45	6.52	7.13	7.34	7.02	6.06
Corp. Non-SoE	3.78	4.67	4.78	5.61	3.69	3.44	4.44
SoE	0.00	0.00	0.00	0.00	0.00	0.55	0.55
Total NPL	2.22	2.31	2.22	2.03	2.16	2.23	2.23

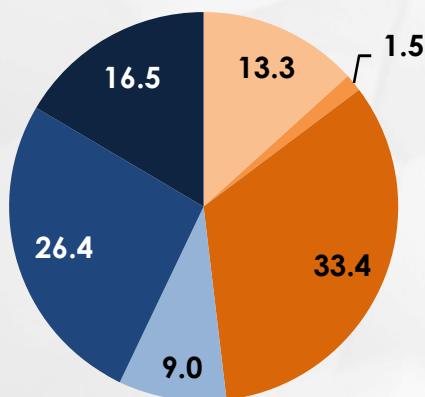
Special Mention – by segment (%)

SML (%)	1Q'16	1H'16	9M'16	2016	1Q'17	1H'17	9M'17
MICRO	7.07	6.45	5.78	4.45	5.80	6.38	5.17
CONSUMER	4.98	4.15	4.00	3.04	4.23	3.85	3.53
SMALL COMMERCIAL	8.82	9.06	8.67	6.05	7.13	8.23	7.65
MEDIUM	9.67	8.80	8.56	5.10	7.26	6.03	6.61
CORPORATE	5.23	9.66	5.67	3.59	5.29	9.91	8.60
SOE	3.69	3.50	3.20	3.30	3.24	2.35	2.31
Total SML	6.43	6.67	5.73	4.28	5.41	6.25	5.51

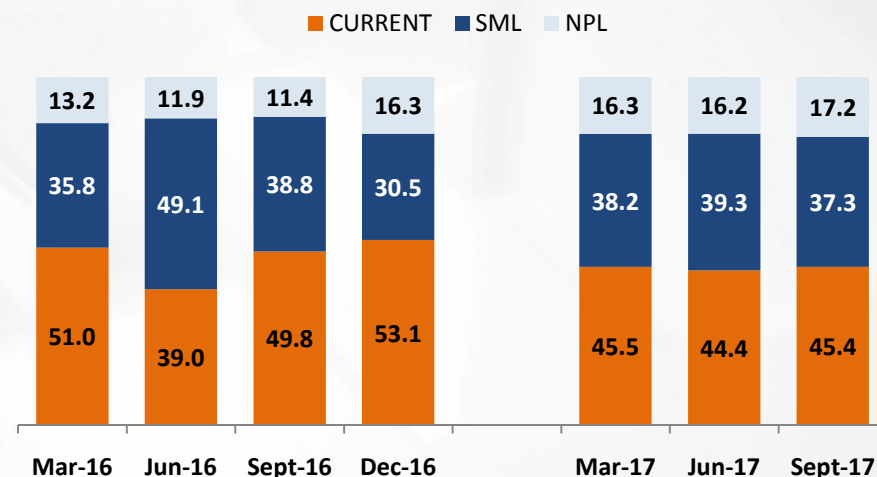
Restructured Loan by Segment (%)

Total Restructured loan in Q3'17 Rp 41.4T

Micro Consumer Small Commercial Medium Corporate Non-SoE SoE

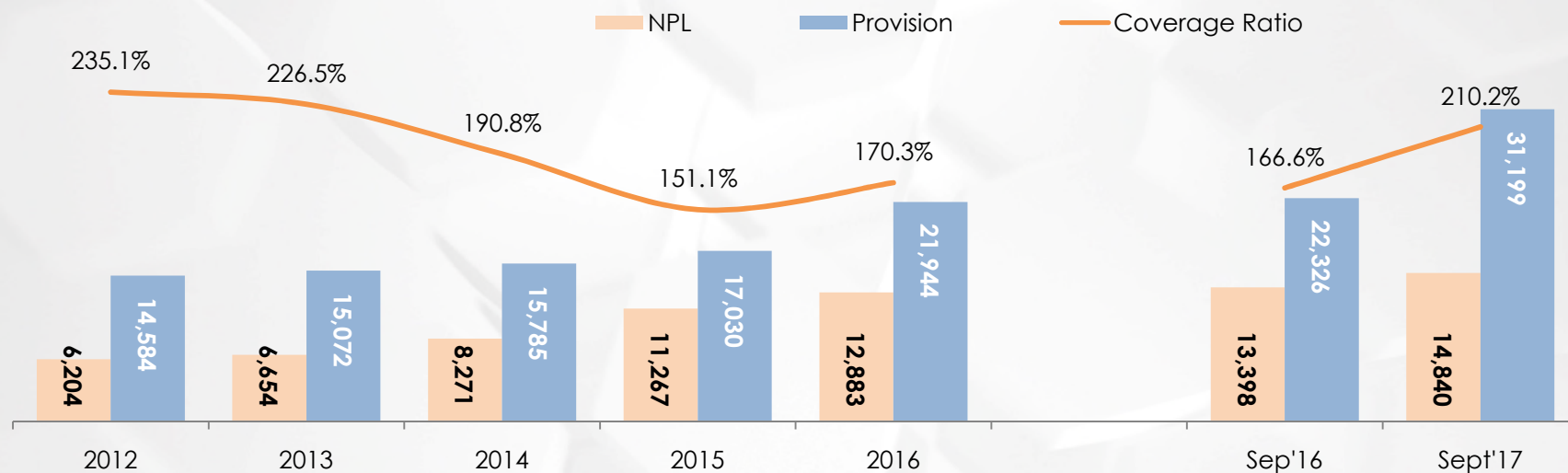


Restructured Loan Composition by Quality (%)



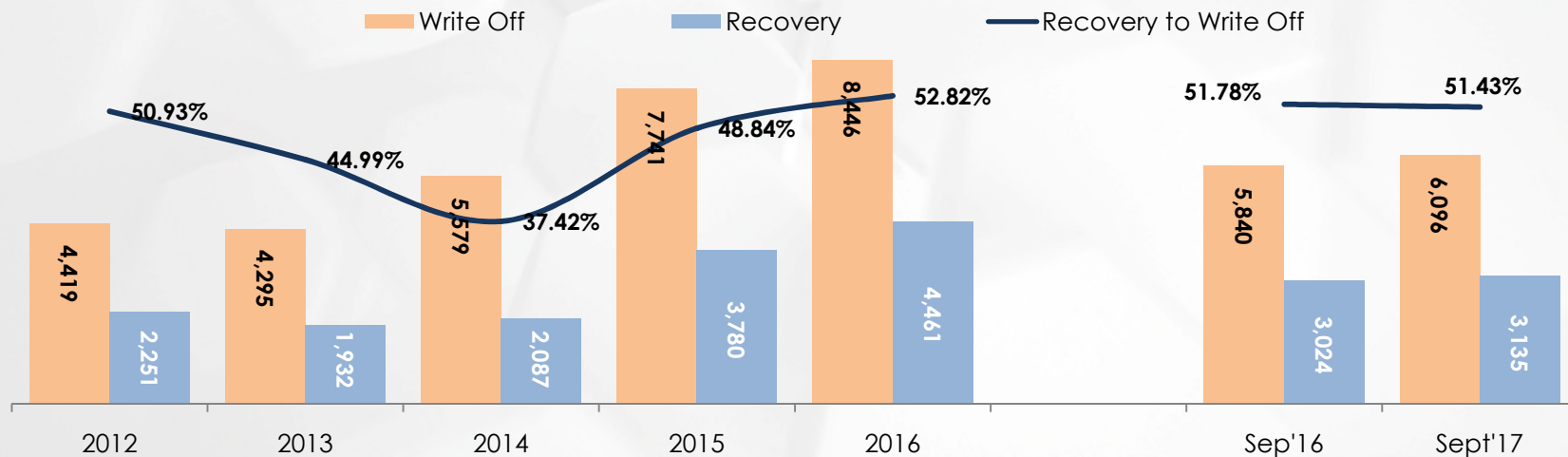
Loan – NPL Coverage Ratio and Write Off

Coverage Ratio



Recovery Rate (%)

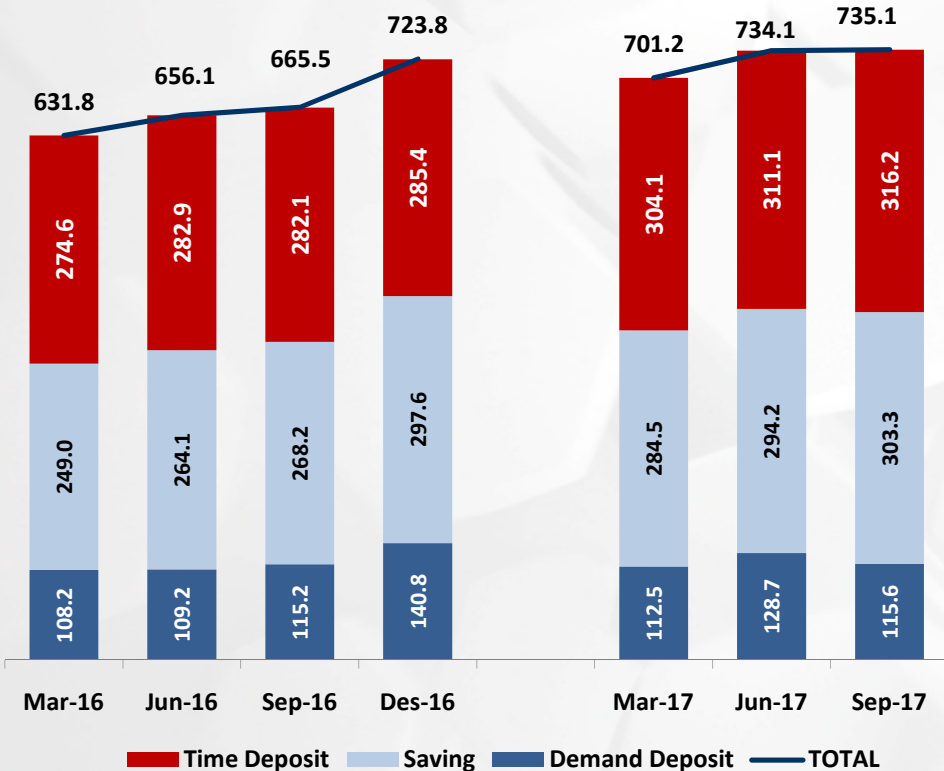
* Since 2015 Recovery includes KUR claim payment



Deposits – Mix and Growth

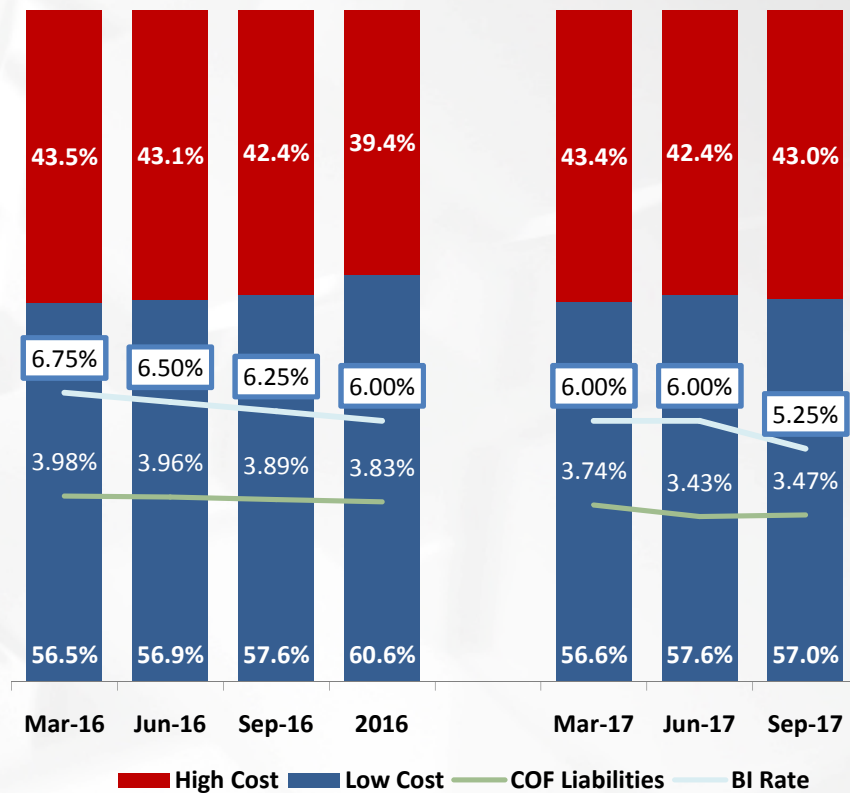
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



Income Statement

Description	2016	9M'16	9M'17	g(YoY)	Q1'17	Q2'17	Q3'17	g(QoQ)
Interest Income	90,808	67,938	73,875	8.7%	23,559	24,877	25,439	2.3%
Interest from Loans	80,957	60,612	65,937	8.8%	20,890	22,388	22,658	1.2%
Int. from Other Earning Assets	9,851	7,326	7,938	8.4%	2,669	2,488	2,781	11.8%
Interest Expense	(26,920)	(20,333)	(20,644)	1.5%	(6,645)	(6,672)	(7,326)	9.8%
Net Interest Income	63,888	47,605	53,231	11.8%	16,914	18,205	18,113	-0.5%
Fee & Other Opr. Income	16,679	11,946	13,267	11.1%	3,890	5,211	4,166	-20.1%
Fees and Commissions	9,210	6,569	7,401	12.7%	2,544	2,387	2,471	3.5%
Recovery	4,461	3,024	3,135	3.7%	912	969	1,254	29.5%
Others	3,008	2,354	2,731	16.0%	434	1,856	440	-76.3%
Gross Operating Income	80,567	59,551	66,498	11.7%	20,804	23,415	22,279	-4.9%
Other Operating Expenses	(33,821)	(25,701)	(27,018)	5.1%	(7,893)	(9,917)	(9,208)	-7.2%
Pre Provision Operating Profit	46,746	33,850	39,481	16.6%	12,911	13,498	13,071	-3.2%
Provision	(13,320)	(11,121)	(15,361)	38.1%	(5,151)	(5,458)	(4,752)	-12.9%
Non Operating Income (Net)	15	183	149	-18.7%	142	(56)	63	-213.1%
Profit Before Tax n Minor. Int.	33,442	22,912	24,269	5.9%	7,902	7,984	8,382	5.0%
Net Profit	25,753	18,623	20,119	8.0%	6,475	6,660	6,984	4.9%
EPS*	1,044.0	1,006.5	1,087.4	8.0%	1,049.9	15.0	22.5	50.4%

√ Reclassification of Premium paid on Deposit Insurance to interest expense

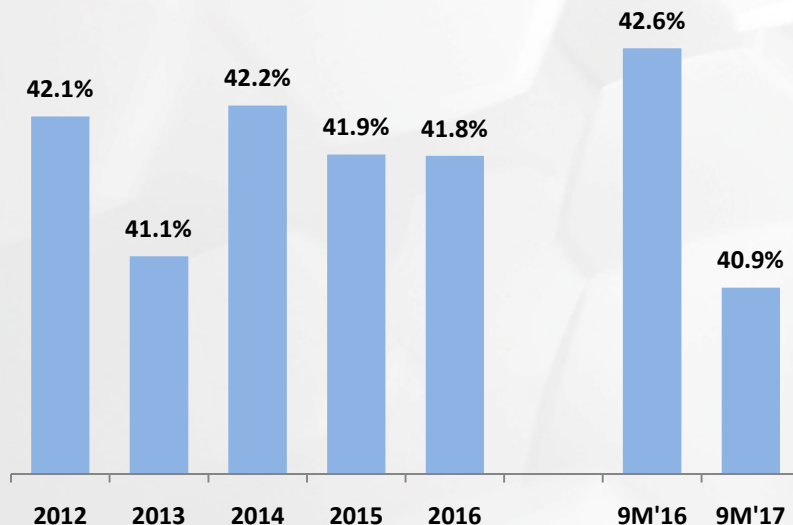
*) Annualized

Operating Expenses

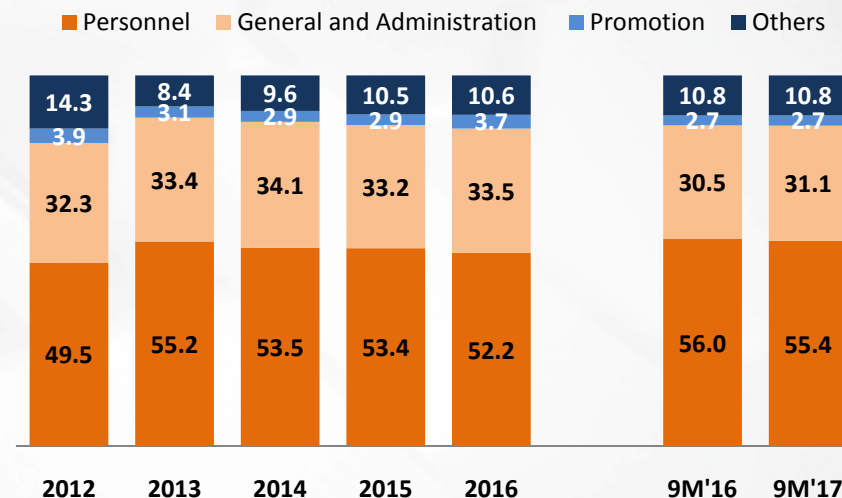
IDR Billion

Other Operating Expenses	2016	9M'16	9M'17	g(YoY)	Q1'17	Q2'17	Q3'17	g(QoQ)
Personnel	17,648	14,389	14,957	3.9%	4,337	5,688	4,932	-13.3%
General and Administration	11,325	7,847	8,407	7.1%	2,578	2,843	2,987	5.07%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	0.0%	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	-	2	-	-100.0%	-	-	-	0.00%
Losses from forex transaction	272	454	76	-83.2%	-	41	36	-12.00%
Promotion	1,265	699	736	5.3%	205	292	238	-18.3%
Others	3,312	2,310	2,842	23.0%	772	1,054	1,015	-3.74%
Total Other Opr. Expenses	33,821	25,701	27,018	5.1%	7,893	9,917	9,208	-7.2%

Cost Efficiency Ratio (CER)



OPEX Composition (%)



Financial Ratios

Description	Q1'16	1H'16	9M'16	2016	Q1'17	1H'17	9M'17
Cost of Fund (COF)	3.98%	3.96%	3.89%	3.83%	3.74%	3.43%	3.47%
Loan to Deposit Ratio	88.81%	90.03%	90.68%	87.77%	93.15%	89.76%	90.39%
Net Interest Margin (NIM)	7.92%	8.26%	8.24%	8.10%	7.91%	8.12%	8.13%
NPL ratio - Gross	2.22%	2.31%	2.22%	2.03%	2.16%	2.23%	2.23%
NPL ratio - Nett	1.35%	1.42%	1.18%	1.09%	1.22%	1.16%	1.06%
Earning Asset Provision	2.54%	2.75%	2.89%	2.75%	3.11%	3.47%	3.58%
Opr. Expense to Opr. Income	71.11%	71.37%	71.55%	68.93%	71.73%	72.55%	72.32%
Cost Efficiency Ratio (CER)	41.07%	42.67%	42.62%	41.84%	38.20%	40.53%	40.87%
Tier I CAR	15.84%	18.56%	20.88%	21.91%	19.88%	20.68%	21.17%
Total CAR	19.49%	22.10%	21.88%	22.91%	20.86%	21.67%	22.17%
Return on Assets (ROA) - b.t	3.65%	3.68%	3.59%	3.84%	3.34%	3.31%	3.34%
Return on Assets (ROA) - a.t	2.95%	2.88%	2.92%	2.96%	2.73%	2.74%	2.77%
Return on Equity (ROE) - Tier I	26.55%	25.24%	23.97%	23.08%	18.77%	19.12%	19.27%
Return on Equity (ROE) - B/S	21.44%	20.51%	20.00%	19.98%	17.65%	17.94%	18.03%
Primary Reserve Requirement (IDR)	6.52%	6.54%	6.64%	6.94%	6.59%	6.59%	6.58%
Net Open Position	5.13%	3.29%	10.56%	6.67%	6.87%	7.59%	6.14%
CASA	56.54%	56.89%	57.61%	60.57%	56.63%	57.62%	56.98%

√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

√ NIM has been adjusted due to reclassification of premium paid on gov guarantees from other operating expense to interest expense



Business Updates

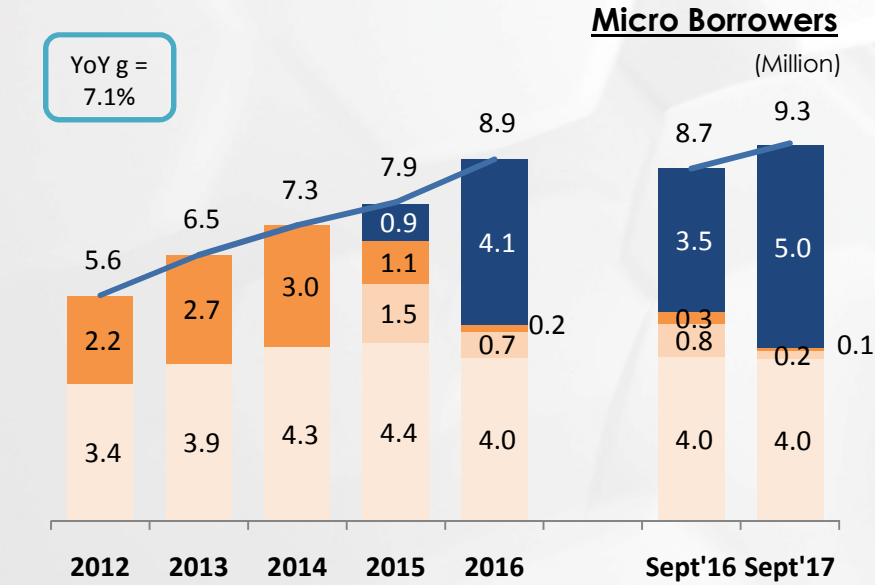
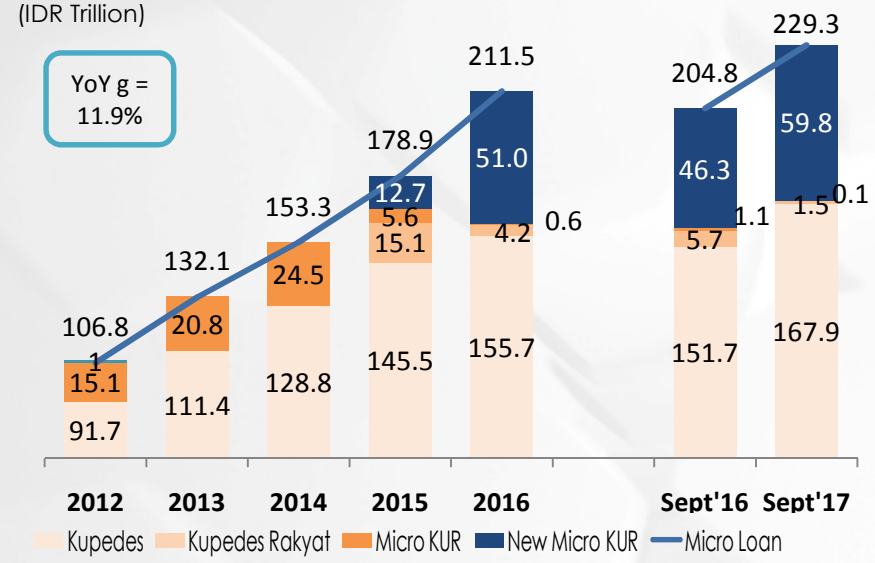


Micro Banking

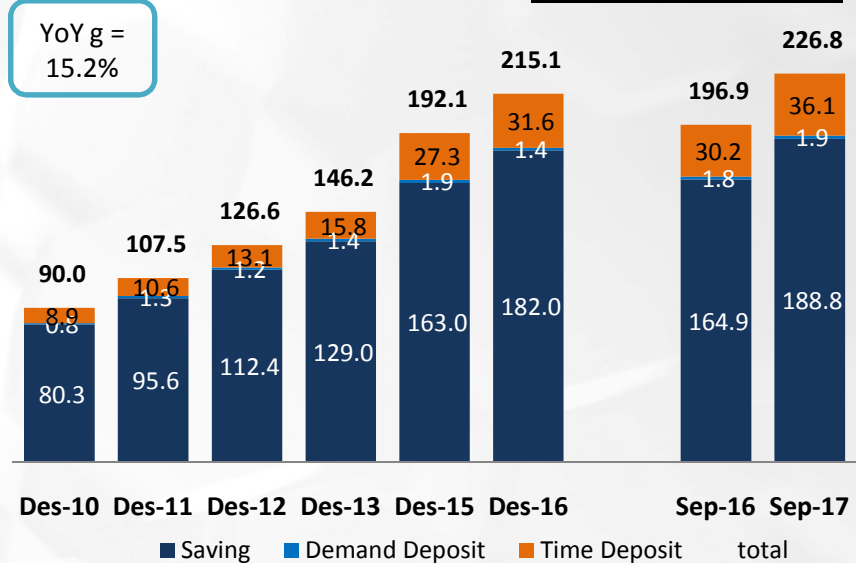
Micro Banking – Loan and Deposit

Micro Loans

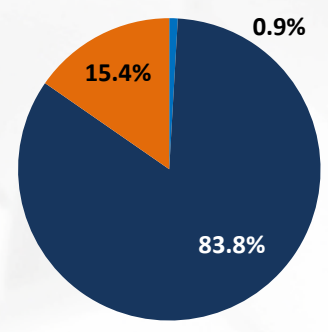
(IDR Trillion)



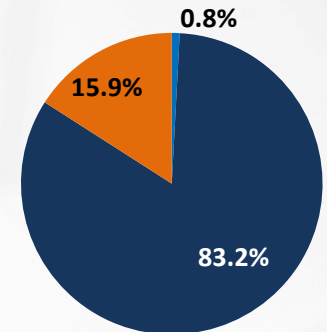
Micro Deposits - Mix



Sep'16



Sep'17



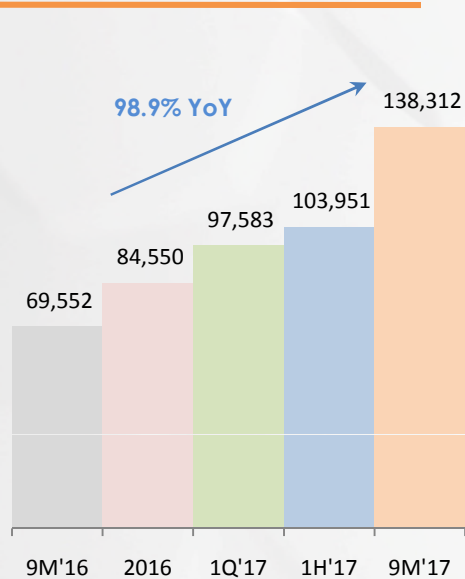
NPL – Micro Loans (%)



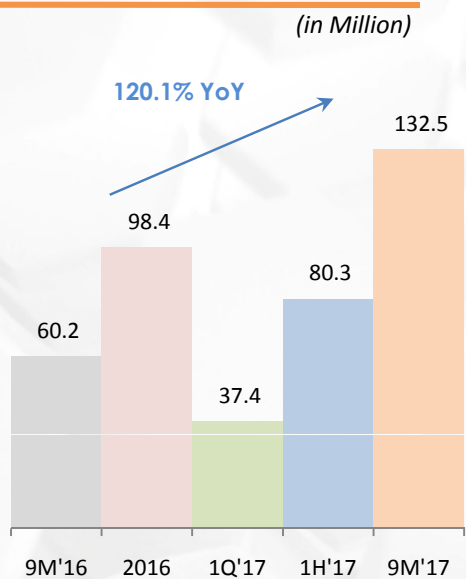
BRILink – create business, reach the un-banked

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

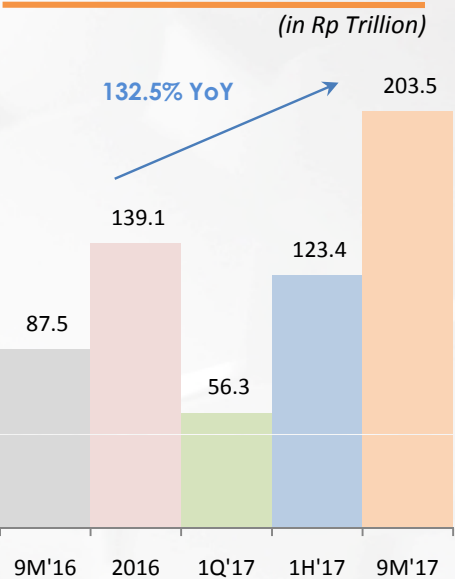
of Agents



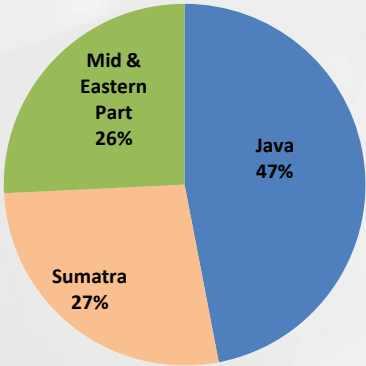
of Transaction



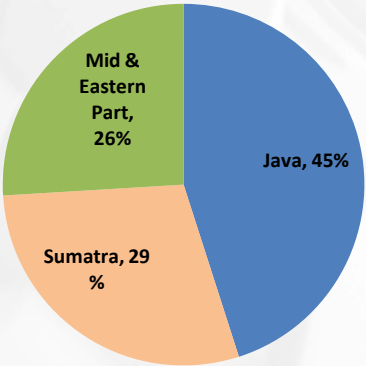
Transaction Volume



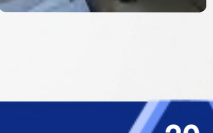
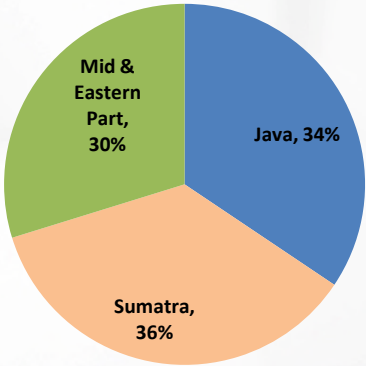
of Agent - Distribution



of Transaction - Distribution



Transaction Volume - Distribution



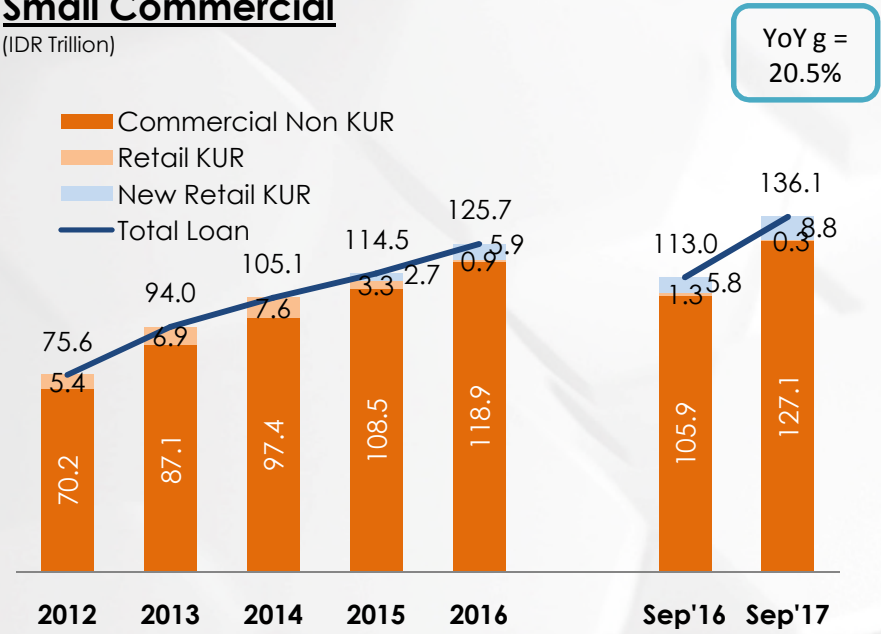


Small Commercial & Medium Loans

Small Commercial & Medium Loans

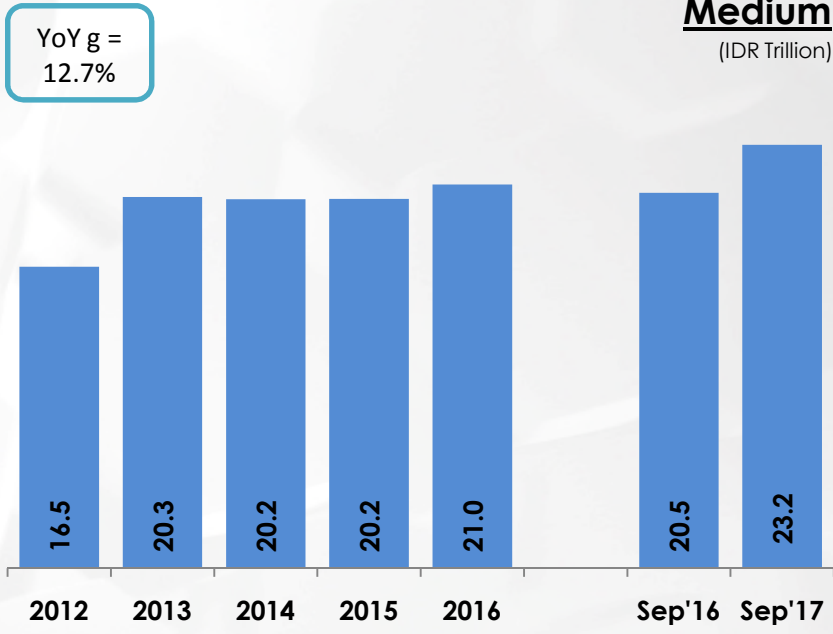
Small Commercial

(IDR Trillion)

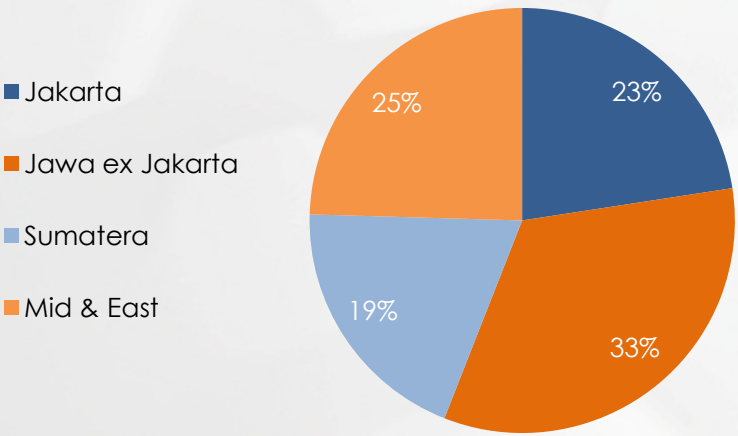


Medium

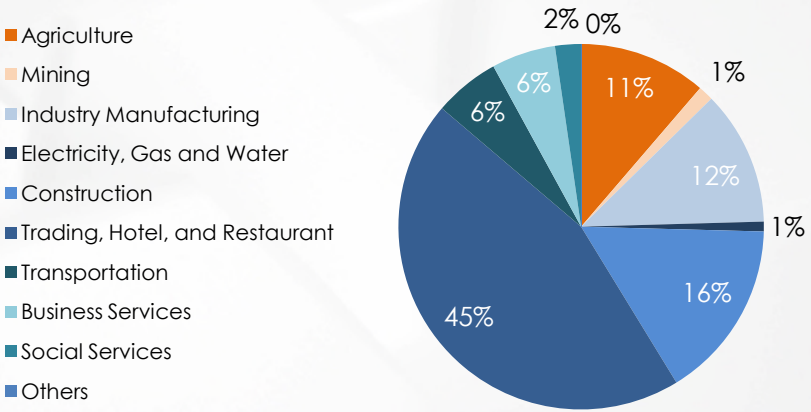
(IDR Trillion)



By Region (%)



By Sectors (%)





Consumer Loans

Outstanding

(IDR Trillion)

Consumer Loan	Des-12	Des-13	Des-14	Des-15	Des-16	Sep-16	Sep-17	Growth	Composition
Salary Based	49.0	57.5	62.4	69.5	78.2	76.2	83.2	9.2%	76.8%
Mortgage	8.9	11.9	14.4	15.7	18.2	16.9	21.1	25.0%	19.5%
Vehicle Loan	1.6	2.8	2.2	1.6	2.2	2.2	2.2	1.9%	2.1%
Card and Others	1.9	1.7	1.6	1.6	1.6	1.5	1.7	10.4%	1.6%
Total	61.5	73.9	80.6	88.5	100.2	96.8	108.2	11.78%	100%

NPL (%)

Consumer Loan	Des-12	Des-13	Des-14	Des-15	Des-16	Sep-16	Sep-17
Salary Based	0.9%	1.0%	1.0%	1.0%	0.8%	1.0%	1.0%
Mortgage	4.4%	3.1%	2.0%	2.5%	2.6%	3.9%	2.8%
Vehicle Loan	0.6%	0.5%	0.8%	1.2%	0.6%	0.6%	0.8%
Card and Others	6.1%	6.5%	4.1%	4.7%	4.1%	5.4%	3.3%
Total	1.6%	1.4%	1.2%	1.3%	1.2%	1.5%	1.3%

Consumer loan grew 11.78% Yoy and salary based loan is still the biggest portion of the consumer loans which around 76.8% in September 2017.



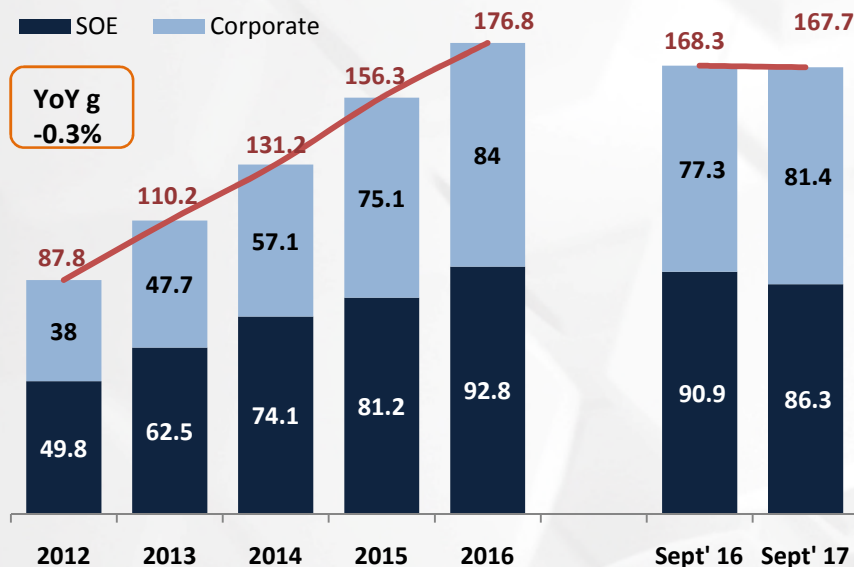


SoE & Corporate Loans

SOE & Corporate Loan

Loan Outstanding – Trend

(IDR Trillion)



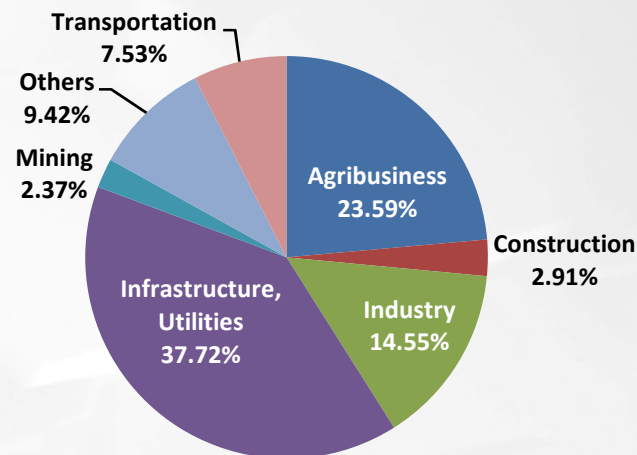
NPL – Trend

(%)

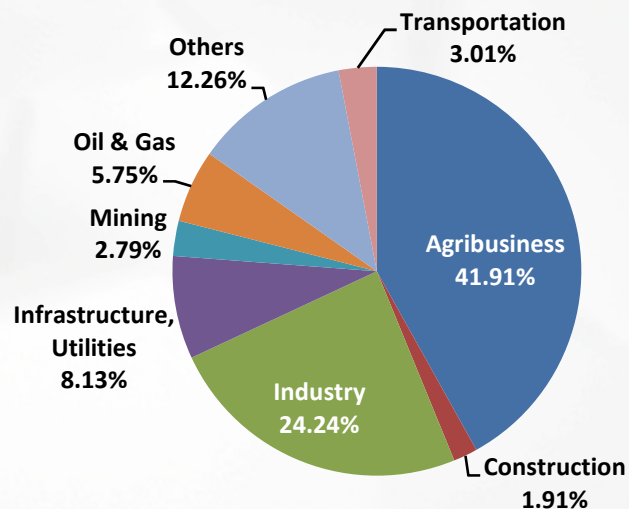
NPL - Trend	2012	2013	2014	2015	2016	Sept' 16	Sept' 17
Corporate	1.00%	0.87%	1.78%	4.78%	5.61%	4.78%	4.44%
SOE	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.55%
Total	0.43%	0.38%	0.77%	2.30%	2.66%	2.20%	2.44%

By Business Segment

SOE Loans



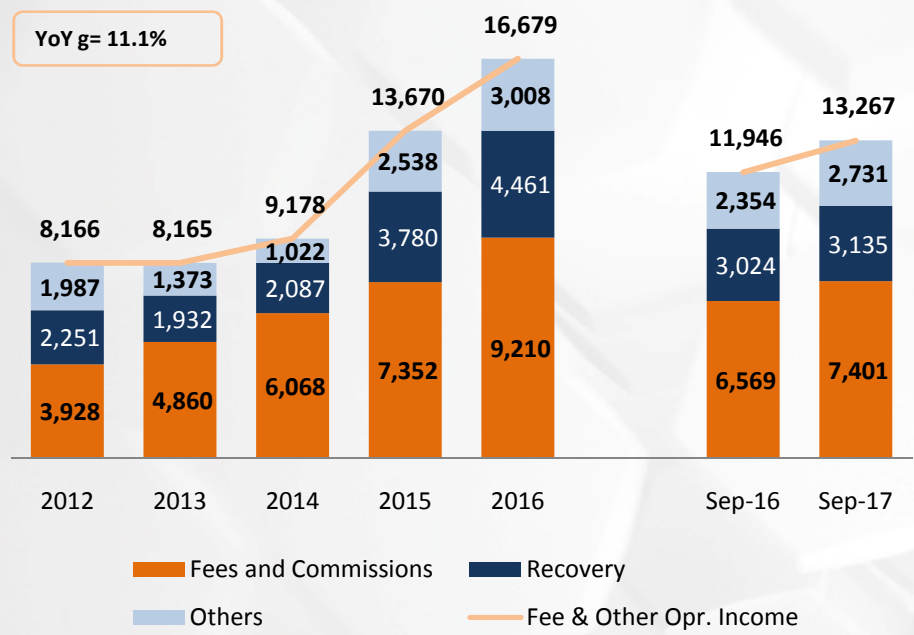
Corporate Loans



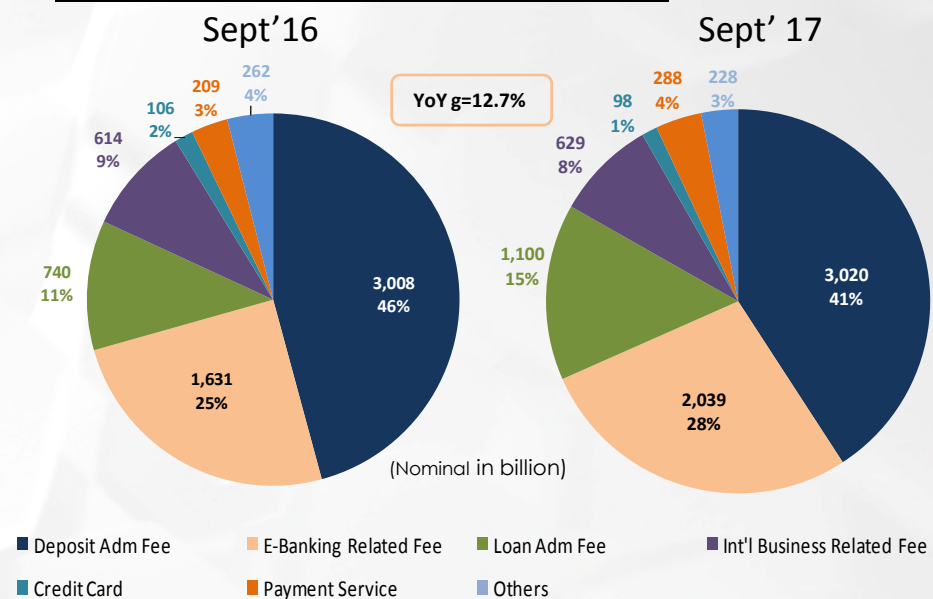


Non Interest Income

Fee & Other Operating Income

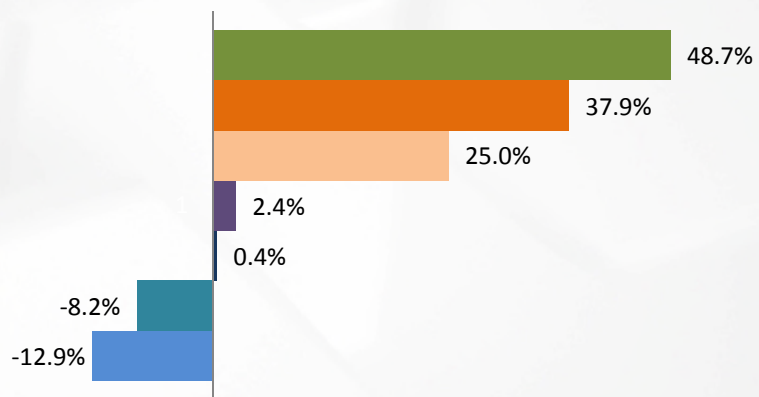


Fees and Commision – Composition



- Fees and Commissions grew by 12.7% YoY, reaching 8.5% Fee to Total Income ratio.
- Deposit Admin Fee still contributes as the biggest portion.
- Loan Admin Fee has the strongest growth of 48.7% YoY, raising its portion from 11% to 15%..

Growth YoY





Key Take Aways

Key Take Aways

- Loan growth was subdued due to slower growth in corporate.
- Improved loan mix toward MSME.
- Manageable NPL level of 2.23%.
- Improved NIM YtD due to lower Cost of Funds
- Higher than guided credit cost due to front loading strategy.



Target

Target 2017

Previous



Revised in 1H17

Loan Growth	:	12% – 14%
LDR	:	90% +/- 2%
NPL	:	2.2% - 2.4%
Credit Cost	:	2.2% - 2.4%
Coverage Ratio	:	160%-170%
NIM	:	8% - 8.2%
OPEX Growth	:	15% - 18%
CER	:	43% - 45%
Net Profit Growth	:	3% - 5%

Loan Growth	:	12% – 14%
LDR	:	90% +/- 2%
NPL	:	2.2% - 2.4%
Credit Cost	:	2.2% - 2.4%
Coverage Ratio	:	160%-170%
NIM	:	7.8% - 8.0%
OPEX Growth	:	8% - 10%
CER	:	43% - 45%
Net Profit Growth	:	5% - 7%



Others



Andrinof A. Chaniago
President Commissioner /
Independent Commissioner



Gatot Trihargo
Vice President Commissioner



Rotikoh Rokhim
Independent Commissioner



Vincentius Sonny Loho
Commissioner



Nicolaus Teguh Budi Harjanto
Commissioner



Fuad Rahmany
Independent Commissioner



Jeffry J. Wurangian
Commissioner



Sony Keraf
Independent Commissioner



Mahmud
Commissioner



Suprajarto
President Director



Susy Liestiowaty
Director



Haru Koesmahargyo
Director



Kuswiyoto
Director



Donsuwan Simatupang
Director



Mohammad Irfan
Director



Priyastomo
Director



Sis Apik Wijayanto
Director



Indra Utoyo
Director



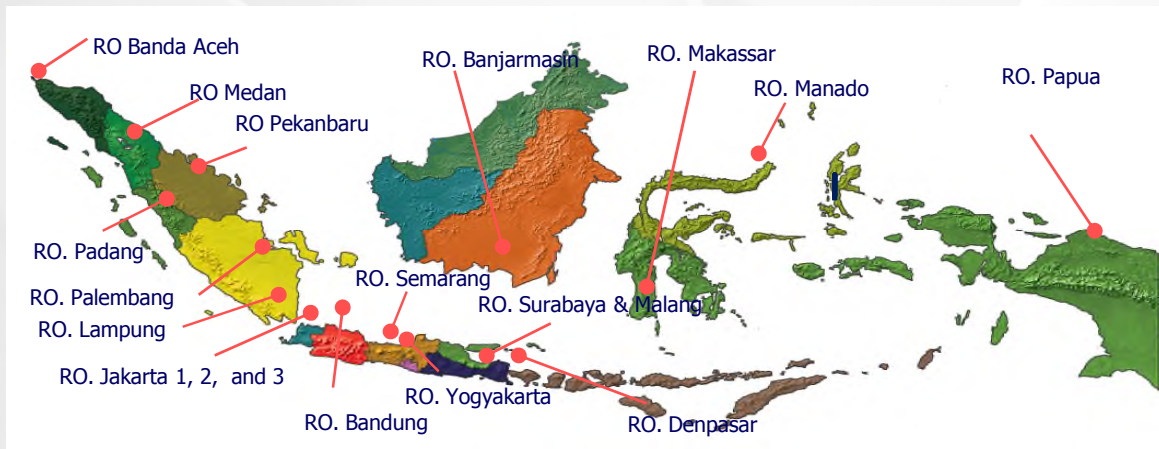
Handayani
Director



R Sophia Alisza
Director

The Most Extensive and Largest Networks

Regional Office Distribution



Outlets	2012	2013	2014	2015	2016	Sep'16	Sep'17	YoY
Head Offices	1	1	1	1	1	1	1	-
Regional Offices	18	18	19	19	19	19	19	-
Branches	446	453	461	467	467	467	467	-
Sub Branches	545	565	584	603	609	606	609	3
BRI Units	5,000	5,144	5,293	5,360	5,380	5,368	5,381	13
Cash Offices	914	950	971	983	984	985	991	6
Teras BRI	1,778	2,206	2,457	2,543	2,545	2,556	2,554	(2)
Teras Mobile	350	465	610	636	638	637	638	2
Total	9,052	9,802	10,396	10,612	10,643	10,639	10,660	21

E-Channel	2012	2013	2014	2015	2016	Sep'16	Sep'17	YoY
ATM	14,292	18,292	20,792	22,792	24,292	23,695	24,802	1,107
EDC	44,715	85,936	131,204	187,758	257,712	229,666	331,428	101,762
CRM	92	192	392	892	1,392	1186	1392	206
E-Buzz	42	50	55	57	57	57	57	-
Total	59,141	104,470	152,443	211,499	283,453	254,604	357,679	103,075

*Total working units are including 4 overseas offices



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

Ratings

Fitch Ratings

- 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-**

**Indonesia
Sovereign Ratings**

**BBB-, Positive
Outlook**

S&P Global Ratings

- 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**

**Indonesia
Sovereign Ratings**

**BB+, Positive
Outlook**

MOODY'S

- Outlook : **Positive**
- Bank Deposit : **Baa3/P-3**
- Bank Financial Strength : **D+**
- Baseline Credit Assessment : **Baa3**
- Adjusted Baseline Credit Assessment : **Baa3**
- Senior Unsecured Notes : **Baa3**

**Indonesia
Sovereign Ratings**

**Baa3, Positive
Outlook**



National Rating

: **id AAA, Stable Outlook**

Japan Credit Rating Agency

Indonesia Sovereign Ratings

BBB-, Positive Outlook

Shareholders & Stock Performance

Shareholders Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	2016	Sep'16	Sep'17
Government	59.50%	56.75%	56.75%	56.75%	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%	43.25%	43.25%	43.25%
Foreign *)	79.10%	84.25%	83.93%	82.84%	78.94%	83.09%	78.12%	80.12%	80.98%	83.22%
Domestic *)	20.90%	15.75%	16.07%	17.16%	21.06%	16.91%	21.88%	19.88%	19.02%	16.78%

Stock Price: Trend

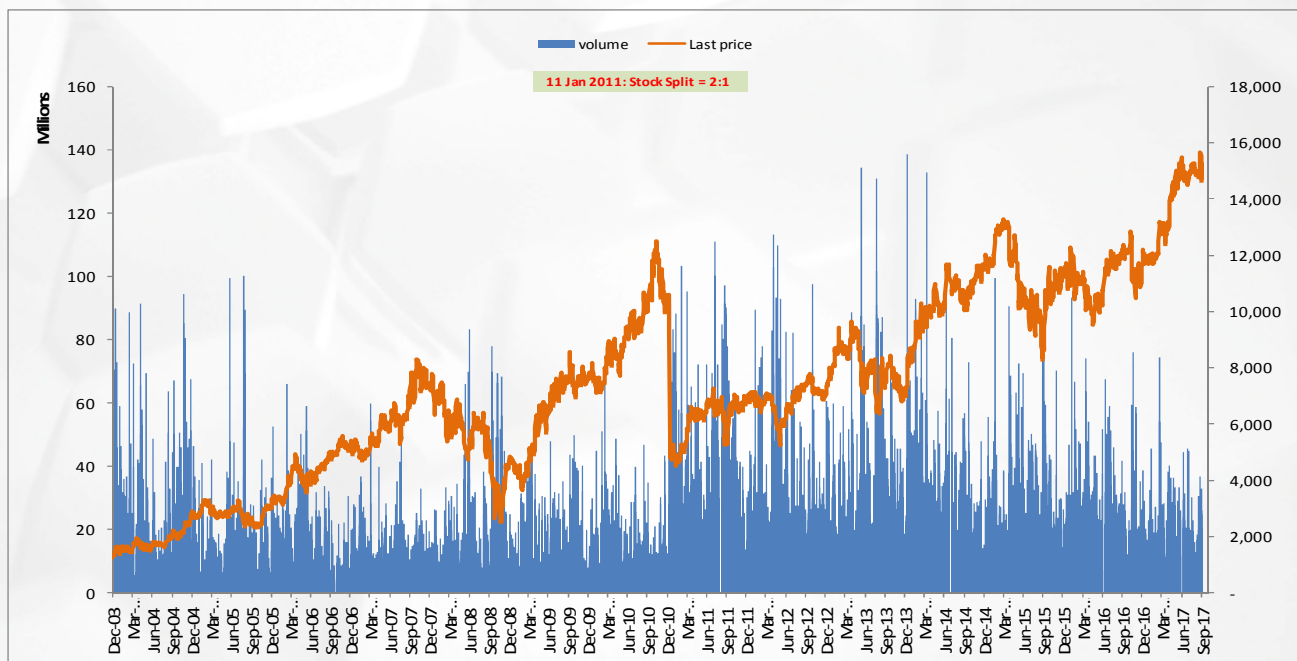
IPO :
IDR 875

9M17 :
IDR 15.275*

BBRI Stock is member of:

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

* After stock split 1:2





5 Years data

Balance Sheet (Consolidated)

IDR Billion

Description	2012	2013	2014	2015	2016	9M'16	9M'17	g (YoY)	g (QoQ)
Total Assets	551,337	626,183	801,984	878,426	1,003,644	931,693	1,038,673	11.48%	1.10%
- Gross Loans	362,007	448,345	510,697	581,095	663,420	630,902	694,208	10.03%	0.91%
- Government Bonds (Recap)	4,316	4,511	4,304	3,816	3,318	3,818	3,319	-13.05%	0.04%
- Other Earnings Assets	132,720	115,690	213,094	197,021	237,338	202,771	244,264	20.46%	10.76%
Total Earning Assets	499,042	568,546	728,094	781,931	904,077	837,490	941,791	12.45%	3.29%
Earning Assets Provision	(14,916)	(15,419)	(16,163)	(17,515)	(22,807)	(23,165)	(32,055)	38.38%	7.48%
Total Earning Assets (net)	484,126	553,127	711,931	764,416	881,270	814,325	909,736	11.72%	3.15%
Total Non Earning Assets	67,211	73,055	90,053	114,010	122,375	117,368	128,937	9.86%	-11.30%
Total Liabilities & S.E	551,337	626,183	801,984	878,426	1,003,644	931,693	1,038,673	11.48%	1.10%
Total Customer Deposits	450,166	504,281	622,322	668,995	754,526	694,843	770,604	10.90%	0.33%
- Demand Deposits	80,075	79,337	90,052	114,367	142,547	116,587	117,633	0.90%	-9.95%
- Saving Deposits	184,365	212,997	236,395	272,471	303,270	273,425	309,388	13.15%	3.08%
- Time and Certificate Deposits	185,726	211,948	295,875	282,157	308,709	304,832	343,583	12.71%	1.87%
Other Interest Bearing Liabilities	15,784	20,896	57,435	68,601	70,349	65,108	72,148	10.81%	0.46%
Non Interest Bearing Liabilities	20,505	21,678	24,522	27,703	31,956	30,801	37,309	21.13%	1.41%
Tier I Capital	52,325	67,270	83,344	93,437	139,786	134,621	149,996	11.42%	5.05%
Total Shareholder's Equity	64,882	79,327	97,706	113,127	146,813	140,941	158,612	12.54%	5.26%

√ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Income Statement (Consolidated)

IDR Billion

Description	2012	2013	2014	2015	2016	9M'16	9M'17	g (YoY)
Interest Income	49,610	59,461	75,122	85,434	94,788	70,804	77,301	9.2%
Interest Expense	(13,876)	(16,267)	(24,710)	(28,451)	(28,577)	(21,536)	(22,171)	3.0%
Net Interest Income	35,734	43,194	50,412	56,983	66,211	49,268	55,129	11.9%
Net Premium Income					64	28	67	136.2%
Fee & Other Opr. Income	8,390	8,348	9,299	13,855	17,218	12,248	13,695	11.8%
Gross Operating Income	44,124	51,543	59,711	70,839	83,493	61,544	68,891	11.9%
Other Operating Expenses	(18,742)	(21,469)	(25,685)	(29,979)	(35,736)	(26,922)	(28,536)	6.0%
Pre Provision Operating Profit	25,382	30,074	34,027	40,860	47,757	34,623	40,355	16.6%
Provision	(2,700)	(3,946)	(5,719)	(8,900)	(13,791)	(11,474)	(15,713)	36.9%
Non Operating Income (Net)	1,177	1,782	2,497	535	9	168	155	-8.2%
Profit Before Tax n Minor. Int.	23,860	27,910	30,804	32,494	33,976	23,317	24,796	6.3%
Net Profit	18,687	21,354	24,227	25,411	26,228	18,975	20,540	8.2%
EPS *)	758	866	982	1,030	1,063	1,026	1,110	8.2%

√ Reclassification of Premium paid on Deposit Insurance to interest expense

*) Annualized

Balance Sheet (Bank Only)

IDR Billion

Description	2012	2013	2014	2015	2016	9M'16	9M'17	g(YoY)
Total Assets	535,209	606,370	778,046	845,998	964,001	894,360	993,101	11.0%
- Gross Loans	348,227	430,618	490,403	558,436	635,291	603,461	664,510	10.1%
- Government Bonds (Recap)	4,316	4,511	4,304	3,816	3,318	3,818	3,319	-13.1%
- Other Earnings Assets	131,547	115,168	211,325	190,735	230,252	196,168	233,966	19.3%
Total Earning Assets	484,089	550,297	706,031	752,987	868,862	803,447	901,796	12.2%
Earning Assets Provision	(14,584)	(15,072)	(15,785)	(17,030)	(21,944)	(22,326)	(31,199)	39.7%
Total Earning Assets (net)	469,505	535,225	690,246	735,957	846,918	781,121	870,597	11.5%
Total Non Earning Assets	65,704	71,145	87,800	110,041	117,083	113,239	122,504	8.2%
Total Liabilities & S.E	535,209	606,370	778,046	845,998	964,001	894,360	993,101	11.0%
Total Customer Deposits	436,098	486,366	600,404	642,774	723,845	665,529	735,147	10.5%
- Demand Deposits	78,753	78,017	89,076	112,989	140,764	115,204	115,588	0.3%
- Savings	182,643	210,004	232,414	267,607	297,649	268,186	303,328	13.1%
- Time Deposits	174,702	198,346	278,915	262,178	285,432	282,139	316,231	12.1%
Other Interest Bearing Liabilities	14,466	19,873	56,677	67,712	68,659	63,646	71,046	11.6%
Non Interest Bearing Liabilities	20,008	21,261	23,784	23,120	26,038	25,430	30,393	19.5%
Tier I Capital	51,593	65,964	82,109	89,992	136,670	132,066	145,552	10.2%
Total Shareholder's Equity	64,637	78,870	97,181	112,392	145,458	139,755	156,515	12.0%
Book Value per Shares *)	2,620.17	3,197.11	3,939.37	4,555.96	5,896.34	5,665	6,345	12.0%

✓ Asset and Capital Increased in 2016 due to asset revaluation recognition amounting to Rp.14.3T

✓ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Income Statement (Bank Only)

IDR Billion

Description	2012	2013	2014	2015	2016	9M'16	9M'17	g(YoY)
Interest Income	47,922	57,301	72,466	82,221	90,808	67,938	73,875	8.7%
Interest from Loans	42,623	51,733	65,373	73,376	80,957	60,612	65,937	8.8%
Int. from Other Earning Assets	5,299	5,567	7,093	8,845	9,851	7,326	7,938	8.4%
Interest Expense	(13,190)	(15,279)	(23,337)	(26,958)	(26,920)	(20,333)	(20,644)	1.5%
Net Interest Income	34,732	42,021	49,129	55,263	63,888	47,605	53,231	11.8%
Fee & Other Opr. Income *	8,166	8,165	9,178	13,670	16,679	11,946	13,267	11.1%
Fees and Commissions	3,928	4,860	6,068	7,352	9,210	6,569	7,401	12.7%
Recovery	2,251	1,907	2,087	3,780	4,461	3,024	3,135	3.7%
Others	1,987	1,398	1,022	2,538	3,008	2,354	2,731	16.0%
Gross Operating Income	42,898	50,186	58,307	68,933	80,567	59,551	66,498	11.7%
Other Operating Expenses	(17,873)	(20,399)	(24,467)	(29,889)	(33,821)	(25,701)	(27,018)	5.1%
Pre Provision Operating Profit	25,025	29,788	33,840	39,044	46,746	33,850	39,481	16.6%
Provision	(2,555)	(3,916)	(5,613)	(8,581)	(13,320)	(11,121)	(15,361)	38.1%
Non Operating Income (Net)	1,169	1,776	2,497	500	15	183	149	-18.7%
Profit Before Tax n Minor. Int.	23,639	27,648	30,724	30,963	33,442	22,912	24,269	5.9%
Net Profit	18,521	21,160	24,176	25,204	25,753	18,623	20,119	8.0%
EPS**	750.8	857.8	980.0	1,021.7	1,044.0	1,006.5	1,087.4	8.0%

✓ Reclassified Premium paid on gov guarantees from other operating expense to interest expense

*) Detail on the Fee & Other Operating Income on page 28

**) Annualized

Financial Ratios (Bank Only)

Description	2012	2013	2014	2015	2016	9M'16	9M'17
Cost of Fund (COF)	3.68%	3.71%	4.38%	4.24%	3.83%	3.89%	3.47%
Loan to Deposit Ratio	79.85%	88.54%	81.68%	86.88%	87.77%	90.68%	90.39%
Net Interest Margin (NIM)	8.25%	8.38%	8.34%	7.95%	8.10%	8.24%	8.13%
NPL ratio - Gross	1.78%	1.55%	1.69%	2.02%	2.03%	2.22%	2.23%
NPL ratio - Nett	0.34%	0.31%	0.36%	1.22%	1.09%	1.18%	1.06%
Earning Asset Provision	3.43%	2.90%	2.40%	2.37%	2.75%	2.89%	3.58%
Opr. Expense to Opr. Income	59.93%	60.58%	65.42%	66.92%	68.93%	71.55%	72.32%
Cost Efficiency Ratio (CER)	42.13%	41.10%	42.21%	41.85%	41.84%	42.62%	40.87%
Tier I CAR	15.86%	16.13%	17.54%	16.76%	21.91%	20.88%	21.17%
Total CAR	16.95%	16.99%	18.31%	20.59%	22.91%	21.88%	22.17%
Return on Assets (ROA) - b.t	5.15%	5.03%	4.73%	4.19%	3.84%	3.59%	3.34%
Return on Assets (ROA) - a.t	4.04%	3.85%	3.72%	3.28%	2.96%	2.92%	2.77%
Return on Equity (ROE) - Tier I	38.66%	34.11%	31.19%	29.89%	23.08%	23.97%	19.27%
Return on Equity (ROE) - B/S	32.41%	30.10%	27.87%	24.39%	19.98%	20.00%	18.03%
Primary Reserve Requirement (IDR)	10.64%	8.02%	8.07%	9.31%	6.94%	6.64%	6.58%
Net Open Position	3.00%	3.15%	3.86%	2.33%	6.67%	10.56%	6.14%
CASA	59.94%	59.22%	53.55%	59.21%	60.57%	57.61%	56.98%

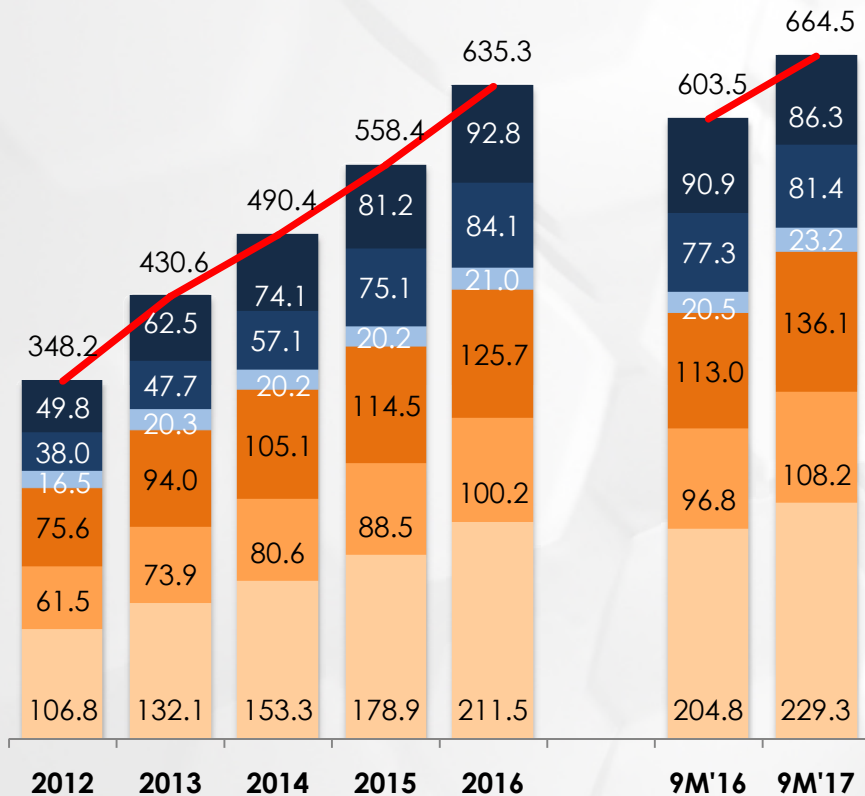
√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

√ NIM has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense

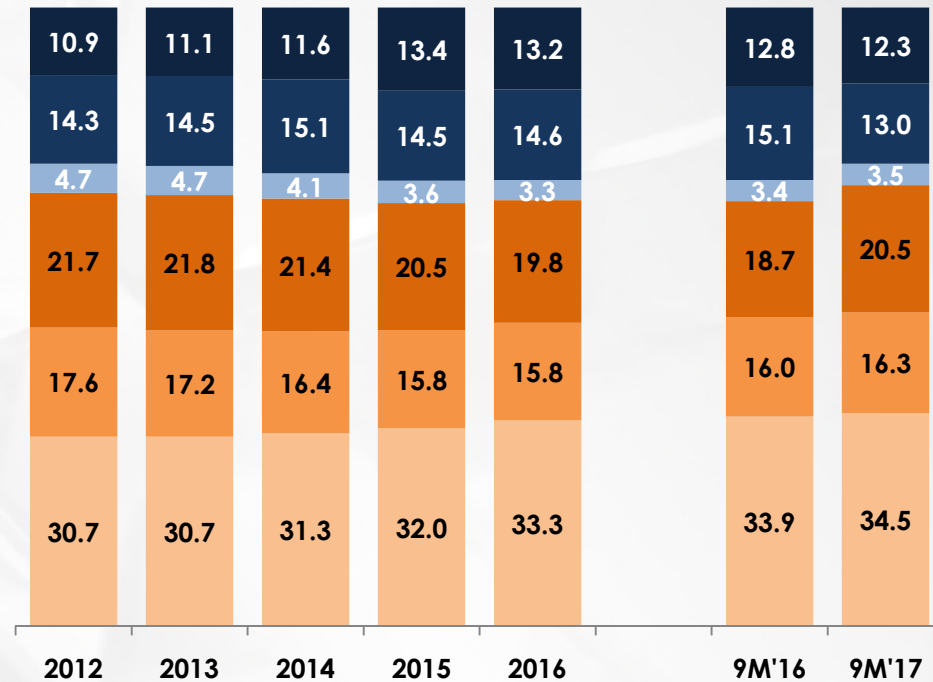
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



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

Loan – Asset Quality

Non Performing Loan – gross by segment (%)

NPL %	2012	2013	2014	2015	2016	9M'16	9M'17
Micro	1.09	1.04	1.12	1.13	0.99	1.34	1.37
Consumer	1.60	1.40	1.21	1.30	1.18	1.53	1.34
Small Comm.	3.75	3.13	3.21	2.90	2.70	3.66	3.49
Medium	5.09	4.38	5.91	5.82	7.13	6.52	6.06
Corp. Non-SoE	1.00	0.87	1.78	4.78	5.61	4.78	4.44
SoE	0.00	0.00	0.00	0.00	0.00	0.00	0.55
Total NPL	1.78	1.55	1.69	2.02	2.03	2.22	2.23

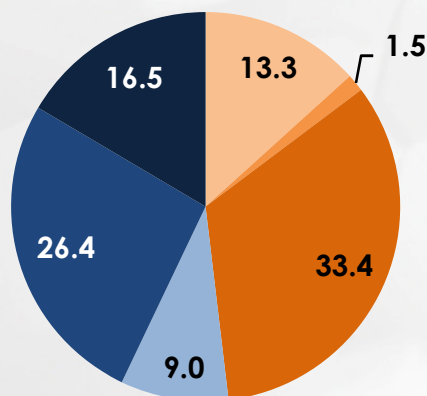
Special Mention – by segment (%)

SML (%)	2012	2013	2014	2015	2016	9M'16	9M'17
MICRO	6.81	6.37	7.15	6.00	4.45	5.78	5.17
CONSUMER	4.66	4.58	4.60	4.02	3.04	4.00	3.53
SMALL COMMERCIAL	7.38	7.12	6.80	6.09	6.05	8.67	7.65
MEDIUM	8.80	7.87	7.03	6.67	5.10	8.56	6.61
CORPORATE	4.52	7.19	9.50	2.82	3.59	5.67	8.60
SOE	1.26	0.00	3.05	2.60	3.30	3.20	2.31
Total SML	5.60	6.47	6.30	4.81	4.28	5.73	5.51

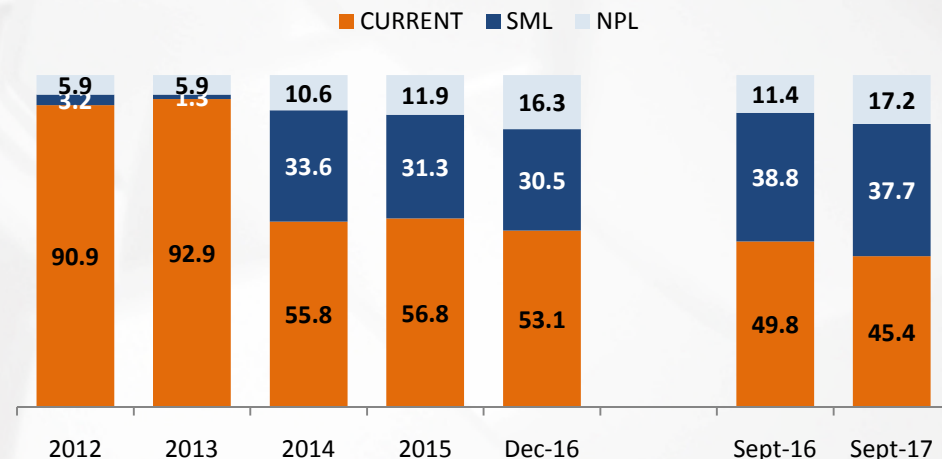
Restructured Loan by Segment (%)

Total Restructured loan in Q3'17 Rp 41.4T

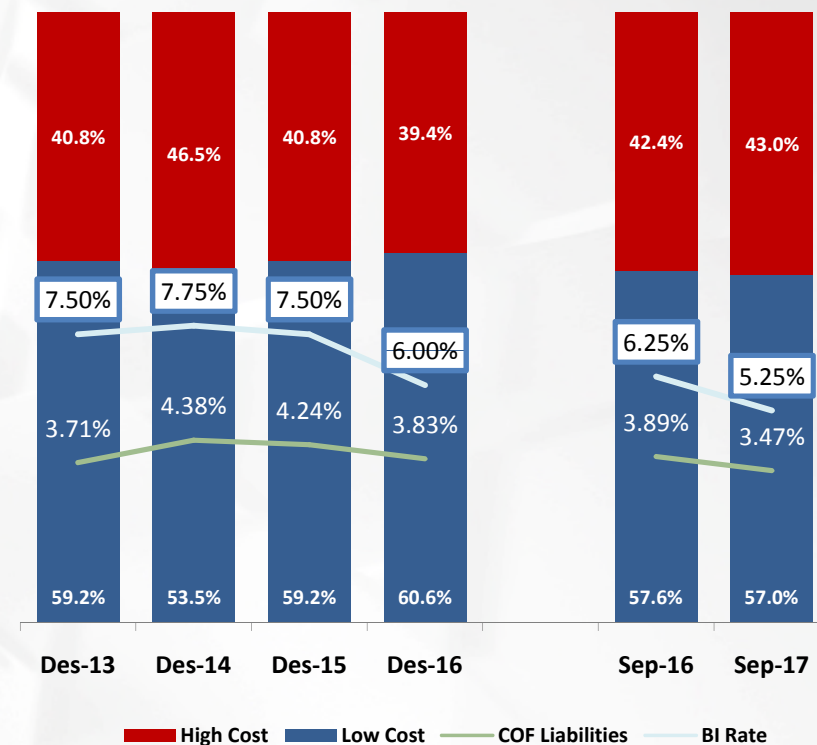
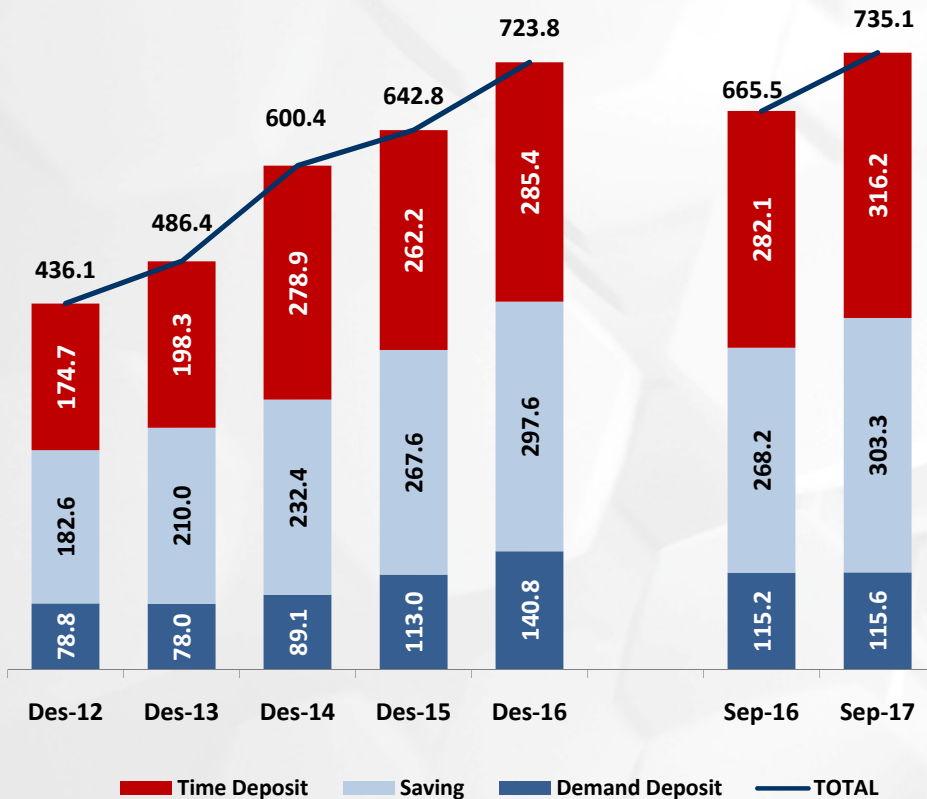
Micro Consumer Small Commercial Medium Corporate Non-SoE SoE



Restructured Loan by Quality (%)



Deposits – Mix and Growth





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