



## 1H'2018 – Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk

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## OUTLINE

### The Most Valuable Bank in SEA & Home to The Best Talent

#### Micro

Growing and  
developing the  
micro business

#### SME

Becoming leading  
SME Bank in  
Indonesia

#### Consumer

Maintaining market  
leadership in salary  
based loan

#### Corporate

Improving  
profitability of the  
corporate banking  
unit

#### Subsidiaries

Increasing  
contributions from  
subsidiary  
companies

#### Human Capital

Implementing  
Performance  
Driven Culture

#### IT

Improving IT  
Capacity, and IT  
Governance

#### Channel

Increasing  
efficiency and  
productivity

#### Risk

Strengthening  
risk management  
culture

### *Focus of improvement:*

<b>CASA</b>	Leading CASA in all segment
<b>Customer Focus</b>	Focusing towards customer needs and providing integrated solutions to increase fee based income.
<b>Credit Excellence</b>	Strengthening loan quality to maintain market leadership in Micro segment, focusing on high growth in SME and increasing profitability in the corporate segment.
<b>Capabilities</b>	Increasing productivity through digital and data analytics.
<b>Culture</b>	Developing performance-driven culture.

### *Portfolio Target 2022*

- **Asset Growth** 11-12%
- **Micro Business**  $\pm 40\%$
- **Corporate Business** max 20%

# BRI

(Consolidated)



## Financial Highlights (Consolidated)

	1Q'17	1H'17	9Mo'17	2017	1Q'18	1H'18	Δ YoY	Δ QoQ
<b>Asset/Liabilities</b>								
Total Assets (IDR Billion)	996,000	1,027,338	1,038,673	1,126,248	1,119,240	1,153,228	12.3%	3.0%
Total Loans (Gross) (IDR Billion)	681,269	687,944	694,208	739,337	757,678	794,296	15.5%	4.8%
Total Deposits (IDR Billion)	733,955	768,044	770,604	841,656	827,060	837,994	9.1%	1.3%
<b>Asset Quality</b>								
NPL (gross)	2.26%	2.34%	2.33%	2.23%	2.46%	2.41%		
<b>Liquidity</b>								
LDR	92.82%	89.57%	90.09%	87.84%	91.61%	94.79%		
CASA	55.17%	56.09%	55.41%	59.04%	55.87%	57.76%		
<b>Profitability</b>								
Net Profit (IDR Billion)	6,660	13,448	20,540	29,044	7,422	14,934	11.0%	1.2%
Subsidiaries Profit Contribution	2.26%	2.33%	2.05%	1.98%	3.63%	2.53%		
NIM	7.71%	7.96%	7.91%	7.78%	7.42%	7.53%		
ROE Tier 1	19.45%	19.23%	19.12%	19.73%	19.56%	19.37%		
ROA before tax	3.26%	3.21%	3.24%	3.54%	3.27%	3.25%		
Cost Efficiency Ratio (CER)	38.38%	40.86%	41.09%	42.21%	40.30%	41.76%		
Operating Expense to Operating Income	72.55%	73.43%	73.24%	70.74%	71.75%	71.97%		
<b>Capital</b>								
Tier1 CAR	19.64%	20.35%	20.99%	21.71%	19.65%	19.21%		
Total CAR	20.76%	21.47%	22.11%	22.84%	20.75%	20.30%		

√ NPL (net) is after provision for impaired loan

√ NIM has been adjusted due to reclassification of premium paid on gov guarantees from other operating expense to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income

## Balance Sheet (Consolidated)

IDR Billion

Description	Q1'17	1H'17	9M'17	2017	Q1'18	1H'18	g (YoY)	g (QoQ)
<b>Total Assets</b>	<b>996,000</b>	<b>1,027,338</b>	<b>1,038,673</b>	<b>1,126,248</b>	<b>1,119,240</b>	<b>1,153,228</b>	<b>12.3%</b>	<b>3.0%</b>
- Gross Loans	681,269	687,944	694,208	739,337	757,678	794,296	15.5%	4.8%
- Government Bonds (Recap)	3,318	3,318	3,319	3,318	2,943	3,093	-6.8%	5.1%
- Other Earnings Assets	214,311	220,541	244,264	277,499	256,697	239,043	8.4%	-6.9%
Total Earning Assets	898,899	911,803	941,791	1,020,153	1,017,318	1,036,431	13.7%	1.9%
Earning Assets Provision	(26,528)	(29,823)	(32,055)	(30,105)	(32,565)	(34,878)	16.9%	7.1%
Total Earning Assets (net)	872,371	881,980	909,736	990,048	984,752	1,001,554	13.6%	1.7%
Total Non Earning Assets	123,629	145,358	128,937	136,200	134,488	151,675	4.3%	12.8%
<b>Total Liabilities &amp; S.E</b>	<b>996,000</b>	<b>1,027,338</b>	<b>1,038,673</b>	<b>1,126,248</b>	<b>1,119,240</b>	<b>1,153,228</b>	<b>12.3%</b>	<b>3.0%</b>
Total Customer Deposits	733,955	768,044	770,604	841,656	827,060	837,994	9.1%	1.3%
- Demand Deposits	114,582	130,634	117,633	147,436	129,080	140,230	7.3%	8.6%
- Saving Deposits	290,321	300,142	309,388	349,441	333,002	343,775	14.5%	3.2%
- Time and Certificate Deposits	329,051	337,268	343,583	344,780	364,977	353,989	5.0%	-3.0%
Other Interest Bearing Liabilities	70,583	71,819	72,148	78,739	77,378	107,439	49.6%	38.9%
Non Interest Bearing Liabilities	47,360	36,788	37,309	38,505	54,169	41,115	11.8%	-24.1%
Tier I Capital	136,924	142,786	149,996	159,087	151,746	156,717	9.8%	3.3%
Total Shareholder's Equity	144,102	150,686	158,612	167,347	160,634	166,680	10.6%	3.8%

## Income Statement (Consolidated)

IDR Billion

Description	2017	1H'17	1H'18	g (YoY)	1Q'18	2Q'18	g(QoQ)
Interest Income	102,899	50,228	53,644	6.8%	26,231	27,413	4.5%
Interest Expense	(29,894)	(14,309)	(15,399)	7.6%	(7,609)	(7,790)	2.4%
<b>Net Interest Income</b>	<b>73,005</b>	<b>35,919</b>	<b>38,244</b>	<b>6.5%</b>	<b>18,621</b>	<b>19,623</b>	<b>5.4%</b>
<b>Net Premium Income</b>	<b>385</b>	<b>120</b>	<b>417</b>	<b>248.5%</b>	<b>250</b>	<b>167</b>	<b>-32.9%</b>
Fee & Other Opr. Income	19,091	9,365	10,196	8.9%	4,988	5,208	4.4%
Gross Operating Income	92,482	45,404	48,858	7.6%	23,859	24,999	4.8%
Other Operating Expenses	(38,442)	(18,361)	(19,760)	7.6%	(9,329)	(10,430)	11.8%
<b>Pre Provision Operating Profit</b>	<b>54,040</b>	<b>27,043</b>	<b>29,098</b>	<b>7.6%</b>	<b>14,530</b>	<b>14,569</b>	<b>0.3%</b>
Provision	(17,234)	(10,869)	(10,632)	-2.2%	(5,386)	(5,246)	-2.6%
Non Operating Income (Net)	216	84	17	-79.8%	14	3	-80.7%
Profit Before Tax n Minor. Int.	37,022	16,258	18,484	13.7%	9,158	9,326	1.8%
<b>Net Profit</b>	<b>29,044</b>	<b>13,448</b>	<b>14,934</b>	<b>11.0%</b>	<b>7,422</b>	<b>7,512</b>	<b>1.2%</b>
EPS *)	235	218	242	11.0%	241	244	1.2%

√ NII has been adjusted due to reclassification of premium paid on gov guarantees from other operating expense to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income

\*) Annualized



# BRI

(Bank Only)



## Financial Highlights

	1Q'17	1H'17	9Mo'17	2017	1Q'18	1H'18	Δ YoY	Δ QoQ
<b>Asset/Liabilities</b>								
Total Assets (IDR Billion)	954,176	983,518	993,101	1,076,438	1,064,732	1,097,368	11.6%	3.1%
Total Loans (Gross) (IDR Billion)	653,093	658,864	664,510	708,001	724,481	758,952	15.2%	4.8%
Total Deposits (IDR Billion)	701,170	734,071	735,147	803,327	785,269	796,639	8.5%	1.4%
<b>Asset Quality</b>								
NPL (gross)	2.16%	2.23%	2.23%	2.10%	2.39%	2.33%		
NPL (nett)	1.22%	1.16%	1.06%	0.88%	1.16%	1.10%		
<b>Liquidity</b>								
LDR	93.15%	89.76%	90.39%	88.13%	92.26%	95.27%		
CASA	56.63%	57.62%	56.98%	60.65%	57.61%	59.51%		
<b>Profitability</b>								
Net Profit (IDR Billion)	6,475	13,135	20,119	28,469	7,152	14,555	10.8%	3.5%
Cost of Fund (CoF)	3.74%	3.43%	3.47%	3.27%	3.30%	3.33%		
NIM	7.79%	8.02%	8.01%	7.93%	7.49%	7.64%		
ROE Tier 1	18.77%	19.12%	19.27%	20.03%	18.70%	19.33%		
ROE B/S	17.65%	17.94%	18.03%	18.72%	17.37%	17.87%		
ROA before tax	3.34%	3.31%	3.34%	3.69%	3.35%	3.37%		
Cost Efficiency Ratio (CER)	37.41%	39.93%	40.16%	41.15%	38.72%	40.52%		
Operating Expense to Operating Income	71.46%	72.33%	72.07%	69.14%	70.43%	70.50%		
<b>Capital</b>								
Tier1 CAR	19.91%	20.68%	21.17%	21.95%	19.76%	19.14%		
Total CAR	20.89%	21.67%	22.17%	22.96%	20.74%	20.13%		

√ NPL (nett) is after provision for impaired loan

√ NIM has been adjusted due to reclassification of premium paid on gov guarantees from other operating expense to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income

## Balance Sheet

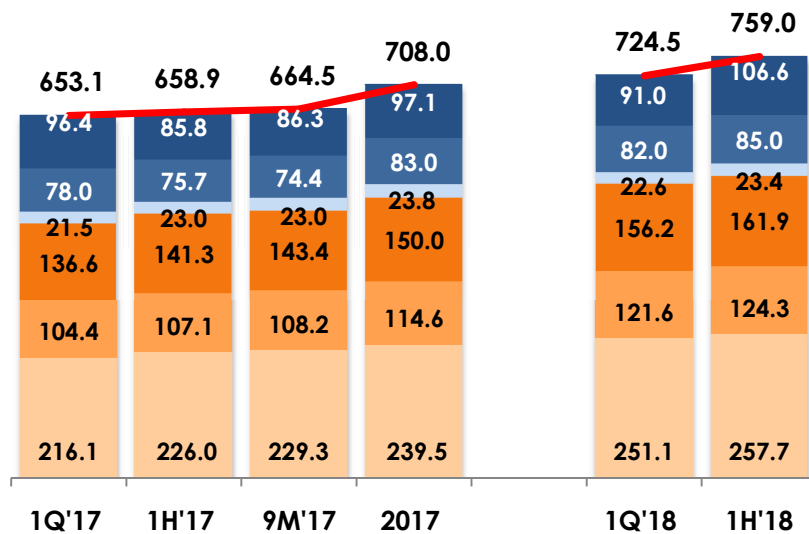
IDR Billion

Description	1Q'17	1H'17	9M'17	2017	1Q'18	1H'18	g(YoY)	g(QoQ)
<b>Total Assets</b>	<b>954,176</b>	<b>983,518</b>	<b>993,101</b>	<b>1,076,438</b>	<b>1,064,732</b>	<b>1,097,340</b>	<b>11.6%</b>	<b>3.1%</b>
- Gross Loans	653,093	658,864	664,510	708,001	724,481	758,952	15.2%	4.8%
- Government Bonds (Recap)	3,318	3,318	3,319	3,318	2,943	3,093	-6.8%	5.1%
- Other Earnings Assets	205,194	211,017	233,966	264,899	242,498	225,590	6.9%	-7.0%
Total Earning Assets	861,604	873,199	901,796	976,218	969,922	987,635	13.1%	1.8%
Earning Assets Provision	(25,573)	(28,860)	(31,199)	(29,062)	(31,496)	(33,900)	17.5%	7.6%
Total Earning Assets (net)	836,031	844,339	870,597	947,156	938,426	953,735	13.0%	1.6%
Total Non Earning Assets	118,145	139,179	122,504	129,283	126,306	143,633	3.2%	13.7%
<b>Total Liabilities &amp; S.E</b>	<b>954,176</b>	<b>983,518</b>	<b>993,101</b>	<b>1,076,438</b>	<b>1,064,732</b>	<b>1,097,368</b>	<b>11.6%</b>	<b>3.1%</b>
Total Customer Deposits	701,170	734,071	735,147	803,327	785,269	796,639	8.5%	1.4%
- Demand Deposits	112,521	128,716	115,588	144,432	126,592	137,832	7.1%	8.9%
- Savings	284,519	294,242	303,328	342,759	325,776	336,244	14.3%	3.2%
- Time Deposits	304,129	311,113	316,231	316,135	332,900	322,563	3.7%	-3.1%
Other Interest Bearing Liabilities	69,465	70,489	71,046	77,495	75,733	105,394	49.5%	39.2%
Non Interest Bearing Liabilities	41,094	30,063	30,393	30,570	45,599	32,316	7.5%	-29.1%
Tier I Capital	133,637	139,489	145,552	154,669	146,226	149,672	7.3%	2.4%
Total Shareholder's Equity	142,447	148,896	156,515	165,047	158,132	163,020	9.5%	3.1%
Book Value per Shares *)	1,155	1,207	1,269	1,338	1,282	1,322	9.5%	3.1%

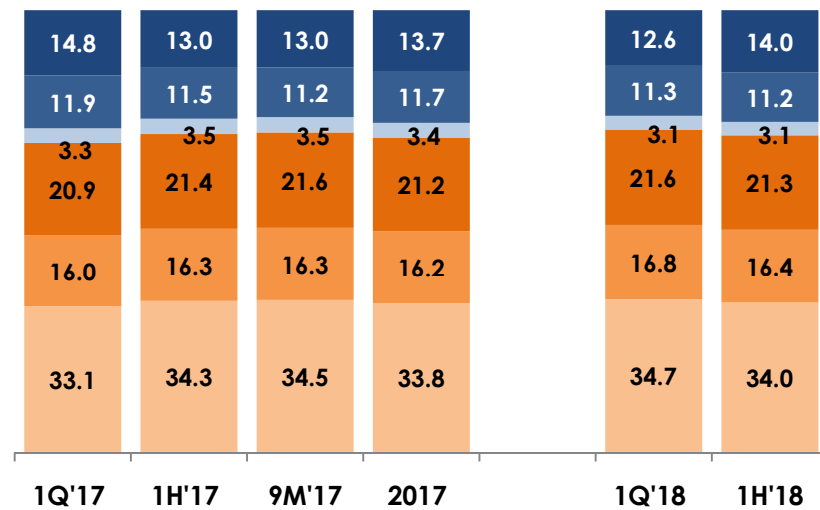
## Loan – Mix and Growth

### Loan Outstanding – by business segment

(IDR Trillion)



### Composition – by business segment (%)



	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth ( % )	14.0	16.1	14.6	1.8	12.3	24.3	15.2
(Rp Tn)	31.7	17.2	20.7	0.4	9.3	20.8	100.1

Note: Loan Re-segmentation in 1Q'18 includes

- Small Commercial from max Rp. 5bn to max Rp. 15bn
- Medium from Rp. 5bn to max Rp.50bn become Rp.15bn to max Rp.200bn
- Corporate from above Rp. 50bn to above Rp200bn

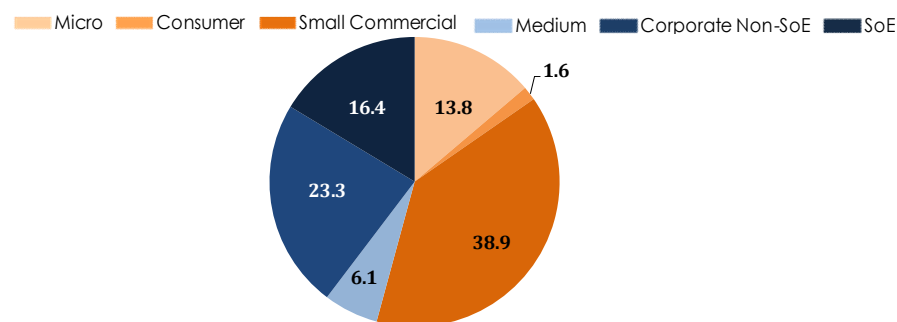
## Loan – Asset Quality

### Non Performing Loan – gross by segment (%)

NPL %	1Q'17	1H'17	9M'17	2017	1Q'18	1H'18
Micro	1.35	1.48	1.37	1.08	1.35	1.41
Consumer	1.37	1.37	1.34	1.05	1.24	1.27
Small Comm	4.02	4.03	3.62	2.96	3.81	3.70
Medium	7.58	7.60	5.32	5.36	5.20	6.11
Corporate	3.35	2.73	4.52	6.44	5.83	5.38
SoE	0.00	0.55	0.55	0.00	0.51	0.44
<b>Total NPL</b>	<b>2.16</b>	<b>2.23</b>	<b>2.23</b>	<b>2.10</b>	<b>2.39</b>	<b>2.33</b>

### Restructured Loan by Segment (%)

Total Restructured loan in 1H'18 Rp 43.7T



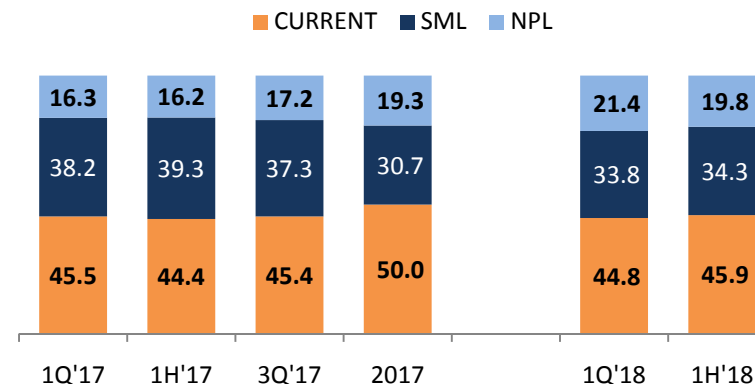
Note: Loan Re-segmentation in 1Q'18 includes

- Small Commercial from max Rp. 5bn to max Rp. 15bn
- Medium from Rp. 5bn to max Rp.50bn become Rp.15bn to max Rp.200bn
- Corporate from above Rp. 50bn to above Rp200bn

### Special Mention – by segment (%)

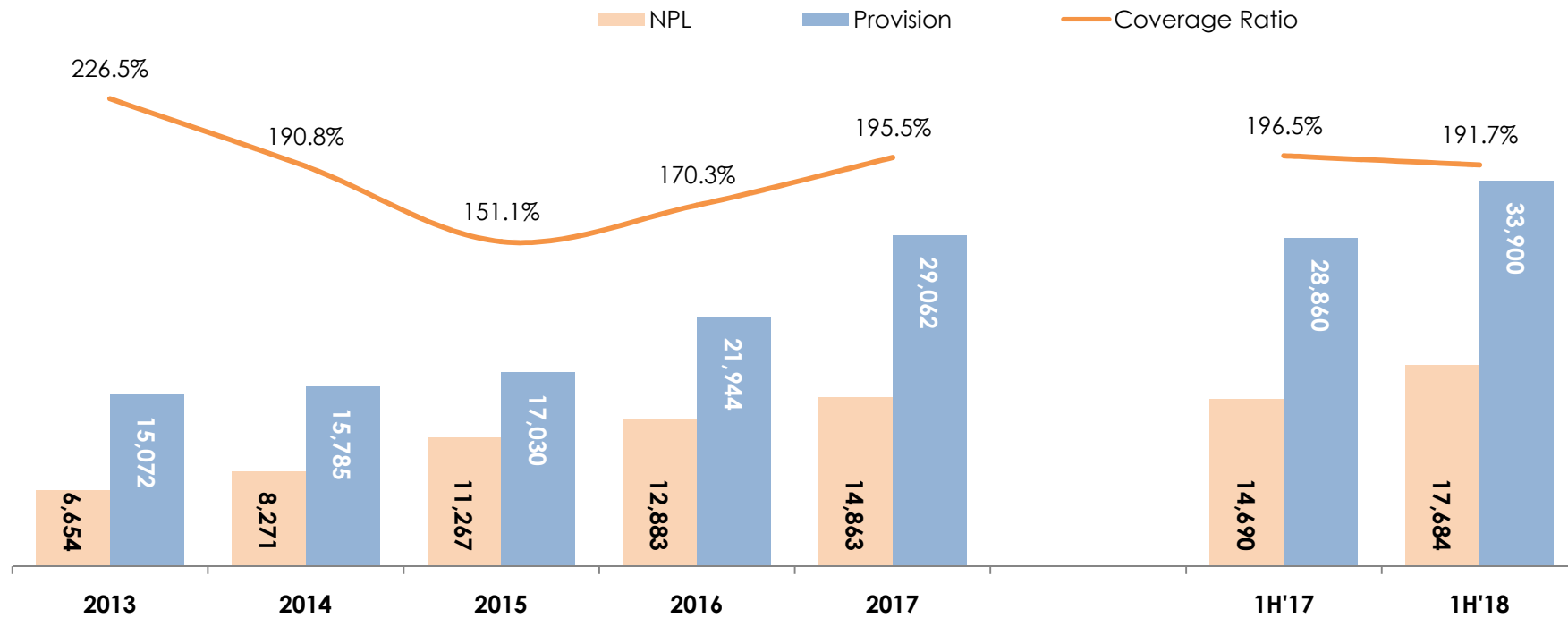
SML (%)	1Q'17	1H'17	9M'17	2017	1Q'18	1H'18
Micro	5.80	6.38	5.17	4.04	5.00	5.12
Consumer	4.23	3.85	3.53	2.85	3.47	3.20
Small Comm	7.12	8.61	7.59	5.67	6.50	6.73
Medium	6.09	4.60	6.36	4.37	6.04	6.17
Corporate	5.45	9.68	8.89	5.46	7.55	7.55
SoE	3.24	2.35	2.31	1.98	1.59	1.78
<b>Total SML</b>	<b>5.41</b>	<b>6.25</b>	<b>5.51</b>	<b>4.09</b>	<b>4.96</b>	<b>4.99</b>

### Restructured Loan Composition by Quality (%)



## Loan– NPL Coverage Ratio

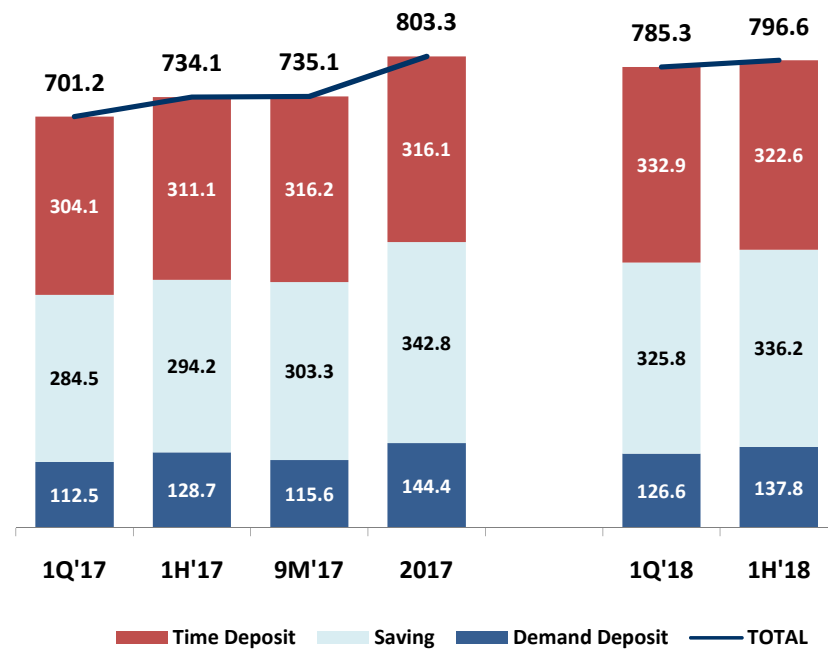
(IDR Billion)



## Deposits – Mix and Growth

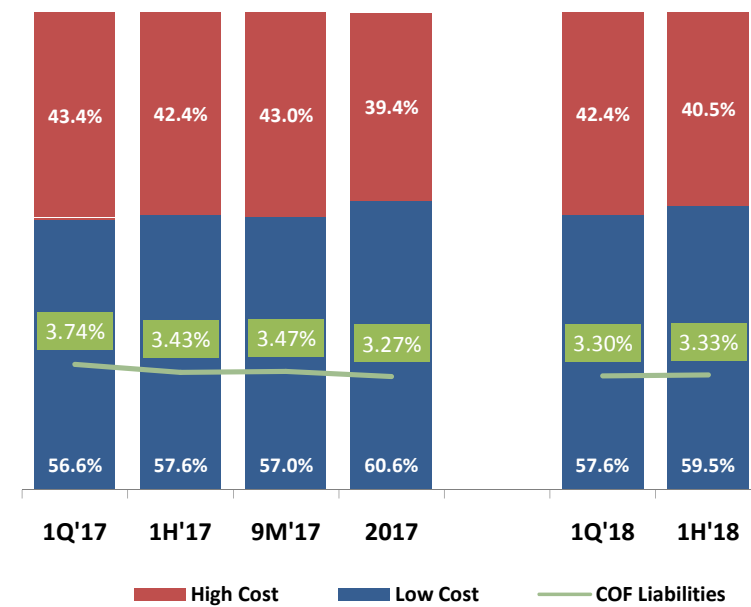
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



## Income Statement

IDR Billion							
Description	2017	1H17	1H18	g(YoY)	1Q'18	2Q'18	g(QoQ)
<b>Interest Income</b>	98,254	47,996	51,158	6.6%	25,016	26,142	4.5%
Interest from Loans	87,012	42,839	45,388	5.9%	21,989	23,399	6.4%
Int. from Other Earning Assets	11,241	5,157	5,770	11.9%	3,027	2,743	-9.4%
<b>Interest Expense</b>	(27,825)	(13,318)	(14,221)	6.8%	(7,035)	(7,186)	2.2%
<b>Net Interest Income</b>	70,429	34,679	36,936	6.5%	17,981	18,955	5.4%
<b>Fee &amp; Other Opr. Income *</b>	18,693	9,101	9,793	7.6%	4,840	4,953	2.3%
<b>Gross Operating Income</b>	89,121	43,780	46,729	6.7%	22,821	23,908	4.8%
<b>Operating Expenses</b>	(36,313)	(17,371)	(18,499)	6.5%	(8,680)	(9,819)	13.1%
<b>Pre Provision Operating Profit</b>	52,809	26,410	28,230	6.9%	14,141	14,089	-0.4%
<b>Provision</b>	(16,660)	(10,609)	(10,257)	-3.3%	(5,319)	(4,938)	-7.2%
<b>Non Operating Income (Net)</b>	202	86	17	-80.7%	9	8	-15.8%
<b>Profit Before Tax n Minor. Int.</b>	36,351	15,886	17,989	13.2%	8,830	9,159	3.7%
<b>Net Profit</b>	28,469	13,135	14,555	10.8%	7,152	7,403	3.5%
<b>EPS**</b>	231	213	236	10.8%	232	240	3.5%

v Nil has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income

\*) Detail on the Fee & Other Operating Income on page 30

\*\*) Annualized

### Fee & Other Opr. Income in details

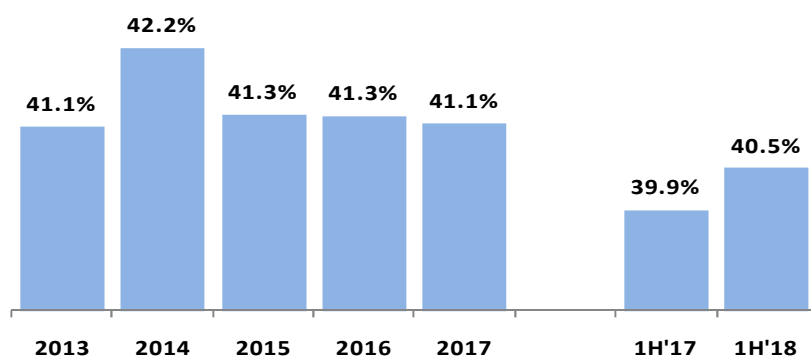
Description	2017	1H17	1H18	g(YoY)	1Q'18	2Q'18	g(QoQ)
<b>Gain from sales of securities and gov bonds value</b>	705	377	421	11.7%	180	241	33.7%
<b>Gain from unrealized change fair value and gov recap bonds</b>	3	8	-	-100.0%	-	-	-
<b>Fees and Commissions</b>	10,303	4,930	5,508	11.7%	2,653	2,856	7.7%
<b>Gain from forex transaction</b>	176	-	703	-	260	443	70.8%
<b>Recovery</b>	5,044	1,881	2,428	29.1%	1,205	1,223	1.5%
<b>Others</b>	2,462	1,905	732	-61.6%	542	190	-65.0%
<b>Total Fee &amp; Other Opr. Income</b>	18,693	9,101	9,793	7.6%	4,840	4,953	2.3%



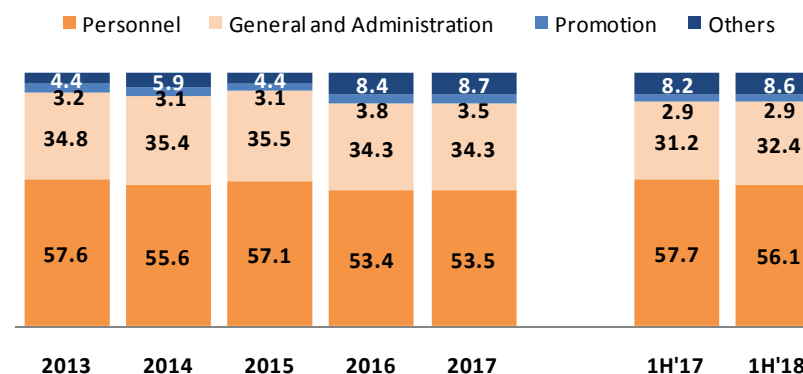
## Operating Expenses

IDR Billion							
Other Operating Expenses	2017	1H'17	1H'18	g(YoY)	1Q'18	2Q'18	g(QoQ)
Personnel	19,437	10,025	10,369	3.4%	4,935	5,435	10.1%
General and Administration	12,469	5,420	5,990	10.5%	2,825	3,164	12.0%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	0.0%	-	-	-
Losses fr sale of Securities and Govt. Bonds	-	-	12	0	9	3	-65.4%
Losses from forex transaction	-	41	-	-100.0%	-	-	-
Promotion	1,262	497	543	9.2%	200	343	71.6%
Others	3,146	1,387	1,585	14.2%	711	873	22.8%
<b>Total Other Opr. Expenses</b>	<b>36,313</b>	<b>17,371</b>	<b>18,499</b>	<b>6.5%</b>	<b>8,680</b>	<b>9,819</b>	<b>13.1%</b>

### Cost Efficiency Ratio (CER)



### OPEX Composition (%)



## Financial Ratios

Description	1Q'17	1H'17	9M'17	2017	1Q'18	1H'18
Cost of Fund (COF)	3.74%	3.43%	3.47%	3.27%	3.30%	3.33%
Loan to Deposit Ratio	93.15%	89.76%	90.39%	88.13%	92.26%	95.27%
Net Interest Margin (NIM)	7.79%	8.02%	8.01%	7.93%	7.49%	7.64%
NPL ratio - Gross	2.16%	2.23%	2.23%	2.10%	2.39%	2.33%
NPL ratio - Nett	1.22%	1.16%	1.06%	0.88%	1.16%	1.10%
Provision to Earning Assets	3.11%	3.47%	3.58%	3.11%	3.31%	3.52%
Opr. Expense to Opr. Income	71.46%	72.33%	72.07%	69.14%	70.43%	70.50%
Cost Efficiency Ratio (CER)	37.41%	39.93%	40.16%	41.15%	38.72%	40.52%
Tier I CAR	19.91%	20.68%	21.17%	21.95%	19.76%	19.14%
Total CAR	20.89%	21.67%	22.17%	22.96%	20.74%	20.13%
Return on Assets (ROA) - b.t	3.34%	3.31%	3.34%	3.69%	3.35%	3.37%
Return on Assets (ROA) - a.t	2.73%	2.74%	2.77%	2.89%	2.71%	2.73%
Return on Equity (ROE) - Tier I	18.77%	19.12%	19.27%	20.03%	18.70%	19.33%
Return on Equity (ROE) - B/S	17.65%	17.94%	18.03%	18.72%	17.37%	17.87%
Primary Reserve Requirement (IDR)	6.59%	6.59%	6.58%	6.52%	6.53%	6.71%
Net Open Position	6.87%	7.59%	6.14%	4.22%	6.04%	4.47%
CASA	56.63%	57.62%	56.98%	60.65%	57.61%	59.51%

*√ NIM has been adjusted due to reclassification of premium paid on gov guarantees from other operating expense to interest expense to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income*



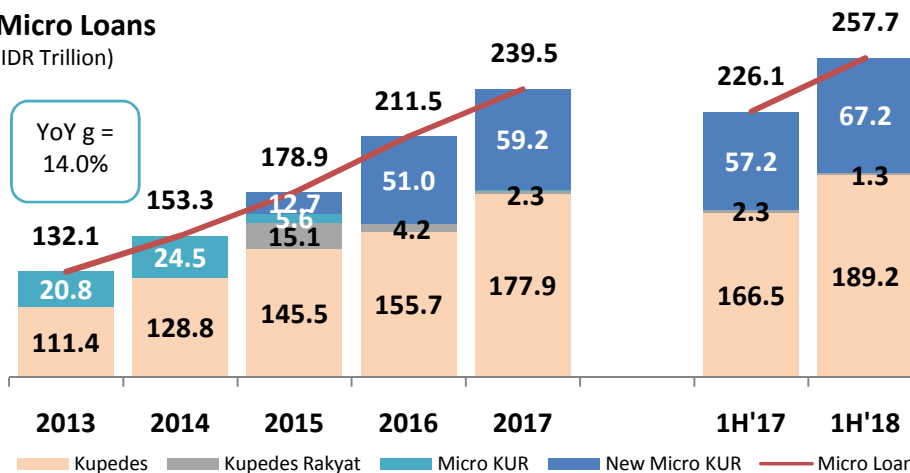
## Business Updates



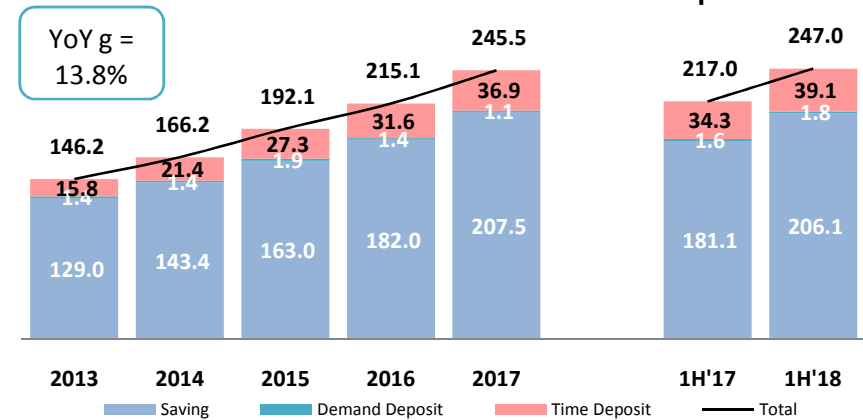
## Micro Banking – Loan and Deposits

### Micro Loans

(IDR Trillion)

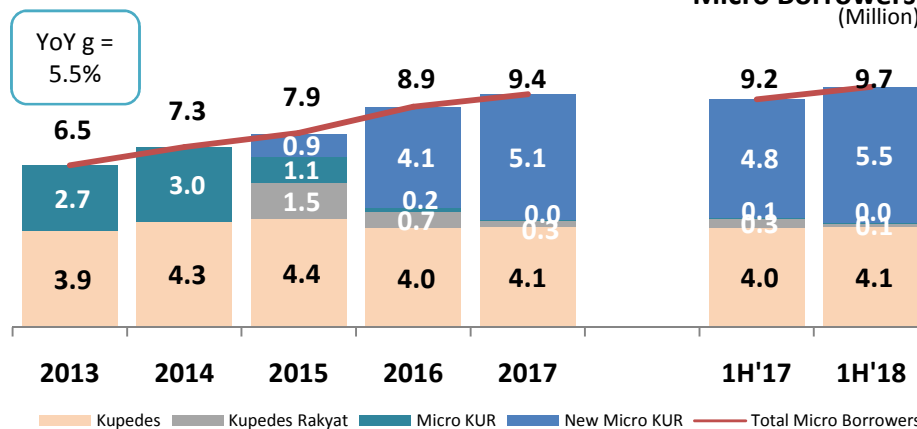


### Micro Deposits - Mix

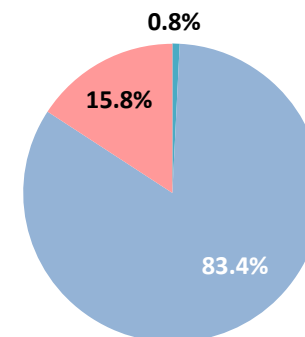


### Micro Borrowers

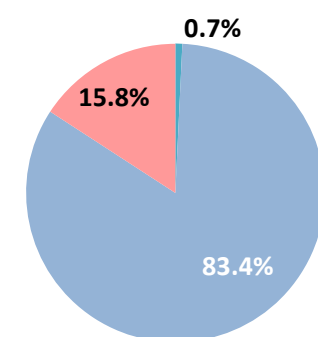
(Million)



### Jun'17



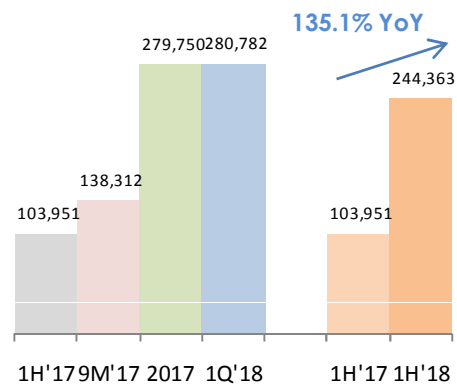
### Jun'18



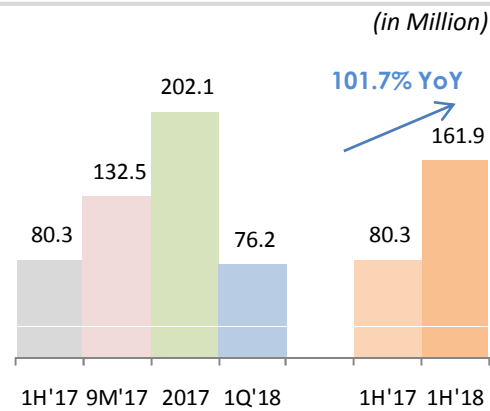
## BRILink— create business, reach the un-banked

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

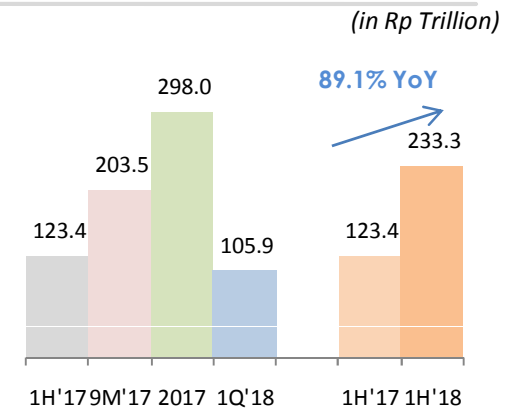
# of Agents



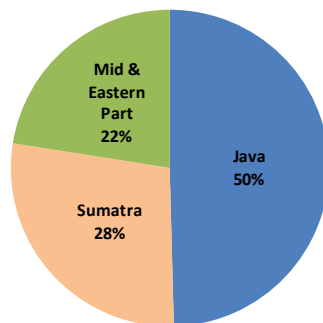
# of Transaction



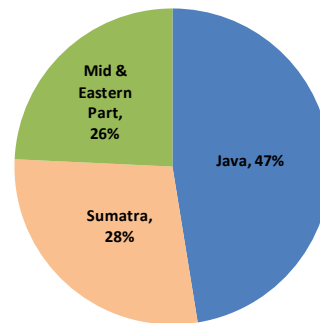
Transaction Volume



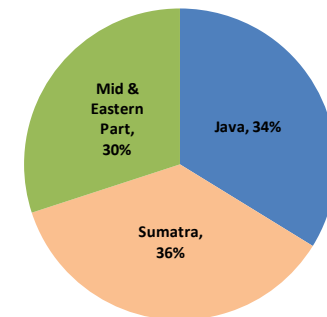
# of Agent - Distribution



# of Transaction - Distribution



Transaction Volume - Distribution

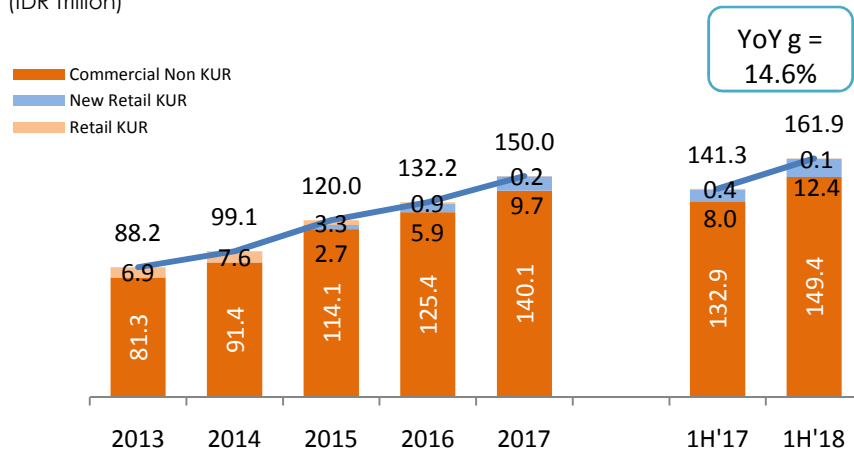




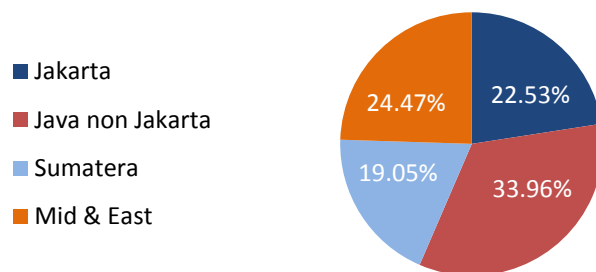
## Small Commercial & Medium Loans

## Small Commercial & Medium Loans

### Small Commercial (IDR Trillion)



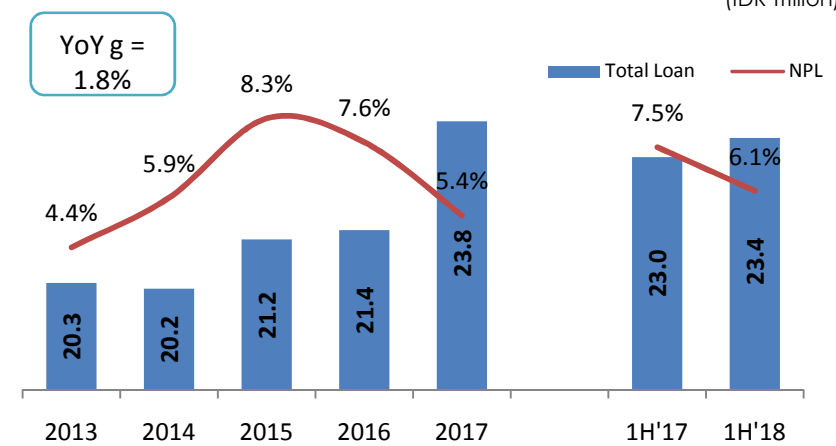
### By Region (%)



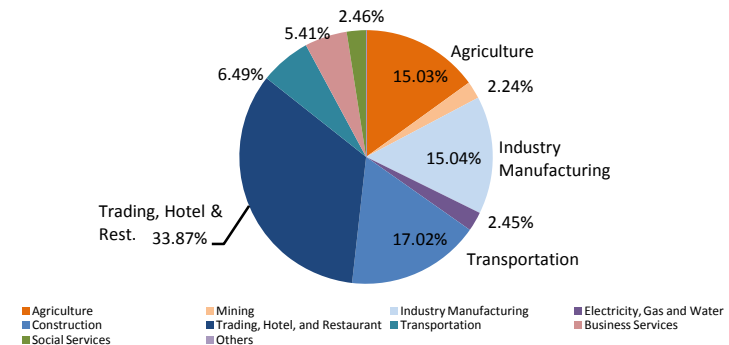
Note: Loan Re-segmentation in 1Q'18 includes

- Small Commercial from max Rp. 5bn to max Rp. 15bn
- Medium from Rp. 5bn to max Rp. 50bn become Rp. 15bn to max Rp. 200bn
- Corporate from above Rp. 50bn to above Rp. 200bn

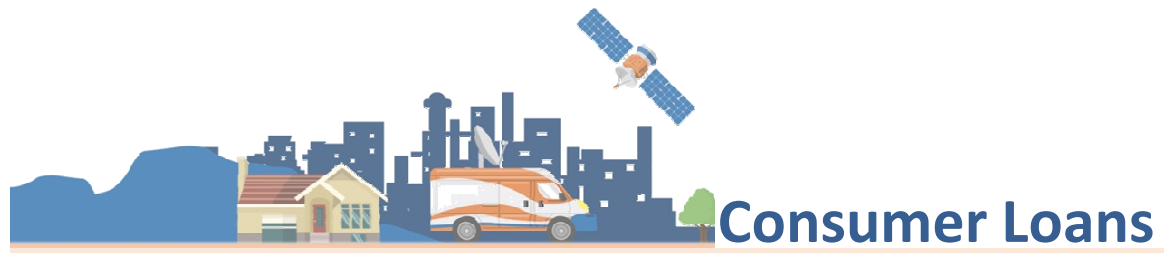
### Medium (IDR Trillion)



### By Sectors (%)







## Consumer Loans

### Outstanding

(IDR Trillion)

Consumer Loan	2013	2014	2015	2016	2017	2Q'17	2Q '18	YoY Growth Composition	
Salary Based	57.5	62.4	69.5	78.2	88.0	82.7	95.3	15.23%	76.62%
Mortgage	11.9	14.4	15.7	18.2	22.1	20.4	24.1	18.18%	19.39%
Vehicle Loan	2.8	2.2	1.6	2.2	2.6	2.3	3.0	28.72%	2.43%
Card and Others	1.7	1.6	1.6	1.6	1.8	1.7	1.9	14.75%	1.56%
<b>Total</b>	<b>73.9</b>	<b>80.6</b>	<b>88.5</b>	<b>100.2</b>	<b>114.6</b>	<b>107.1</b>	<b>124.3</b>	<b>16.08%</b>	<b>100.00%</b>

### NPL (%)

Consumer Loan	2013	2014	2015	2016	2017	2Q'17	2Q '18
Salary Based	0.96%	0.97%	0.96%	0.81%	0.74%	0.94%	0.84%
Mortgage	3.07%	1.99%	2.48%	2.60%	2.18%	2.99%	2.83%
Vehicle Loan	0.46%	0.78%	1.23%	0.60%	0.56%	0.81%	0.71%
Card and Others	6.48%	4.10%	4.69%	4.07%	2.95%	3.98%	3.86%
<b>Total</b>	<b>1.40%</b>	<b>1.21%</b>	<b>1.30%</b>	<b>1.18%</b>	<b>1.05%</b>	<b>1.37%</b>	<b>1.27%</b>

Consumer loan grew 16.0% Yoy and salary based loan is still the biggest portion of the consumer loans which around 76.6% in June 2018.

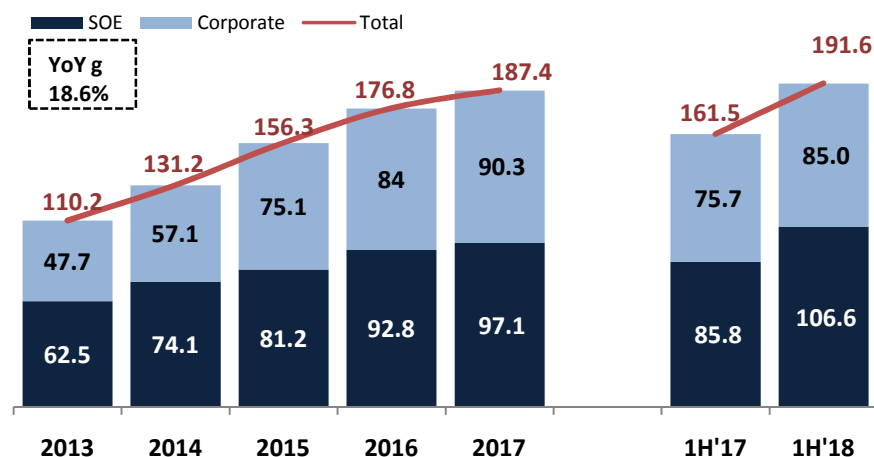


## SoE & Corporate Loans

## SoE & Corporate Loans

### Loan Outstanding – Trend

(IDR Trillion)



### NPL – Trend

(%)

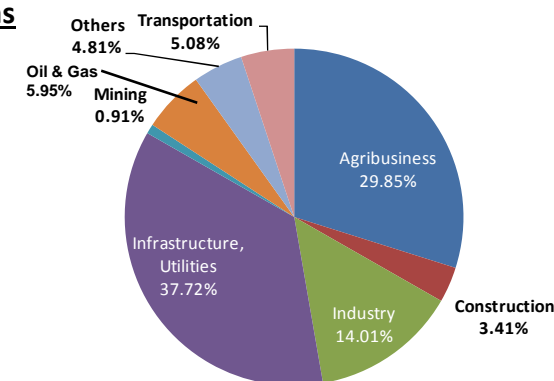
NPL - Trend	2012	2013	2014	2015	2016	2017	1H'17	1H'18
Corporate	1.00%	0.87%	1.78%	4.78%	5.61%	6.48%	3.00%	5.38%
SOE	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.55%	0.44%
Total	0.47%	0.38%	0.77%	2.30%	2.66%	3.12%	1.70%	2.63%

Note: Loan Re-segmentation in 1Q'18 includes

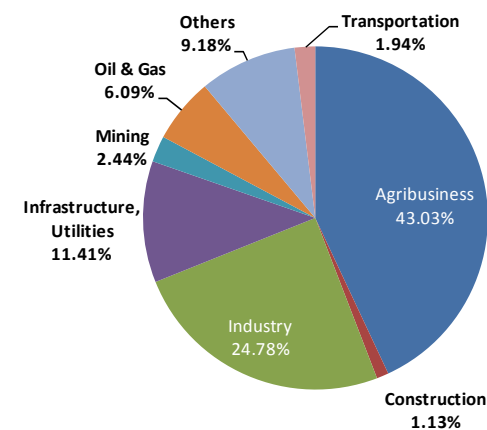
- Small Commercial from max Rp. 5bn to max Rp. 15bn
- Medium from Rp. 5bn to max Rp.50bn become Rp.15bn to max Rp.200bn
- Corporate from above Rp. 50bn to above Rp200bn

### By Business Segment

#### SOE Loans



#### Corporate Loans



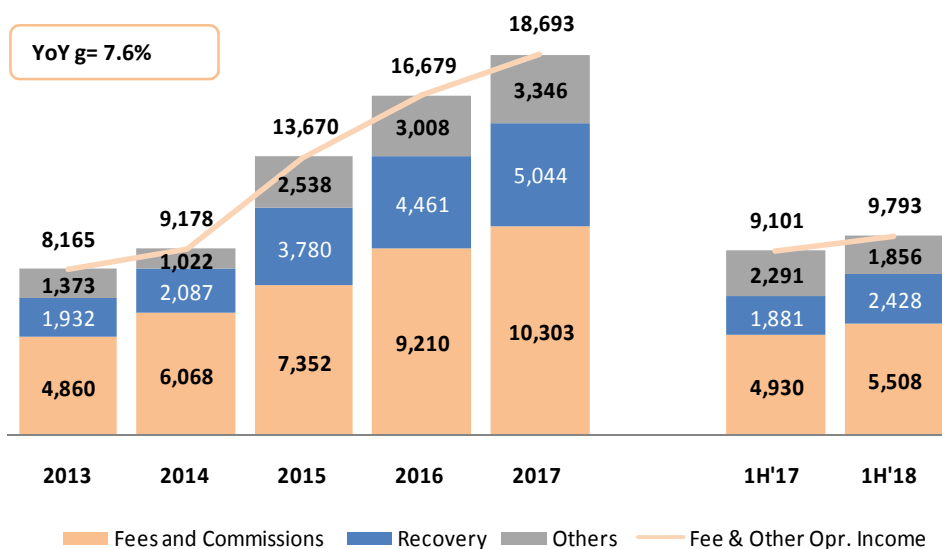


## Non Interest Income

## Non Interest Income

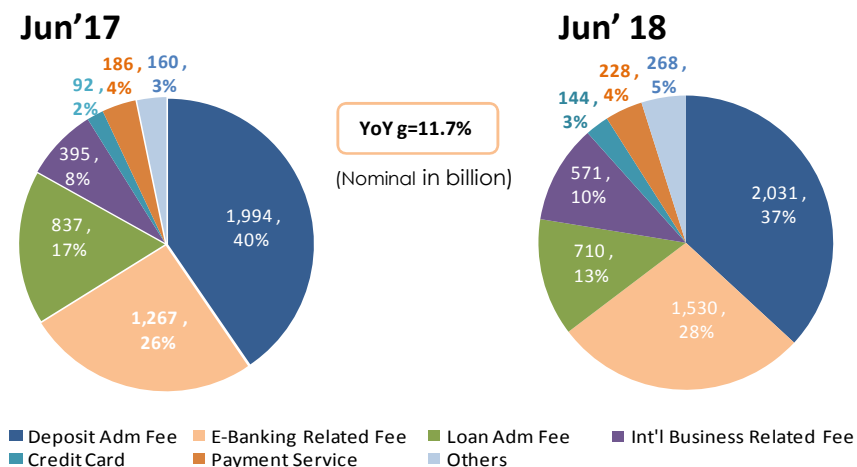
### Fee & Other Operating Income

(IDR Billion)

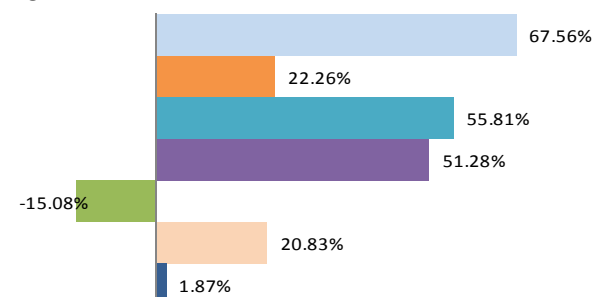


- Fees and Commissions grew by 11.7% YoY, reaching 9.0% Fee to Total Income ratio.
- E-banking Related Fee has the strongest growth of 20.8% YoY, raising its portion from 25.7% to 27.8%.
- Strong recovery income growth of 29.1%.

### Fees and Commision – Composition

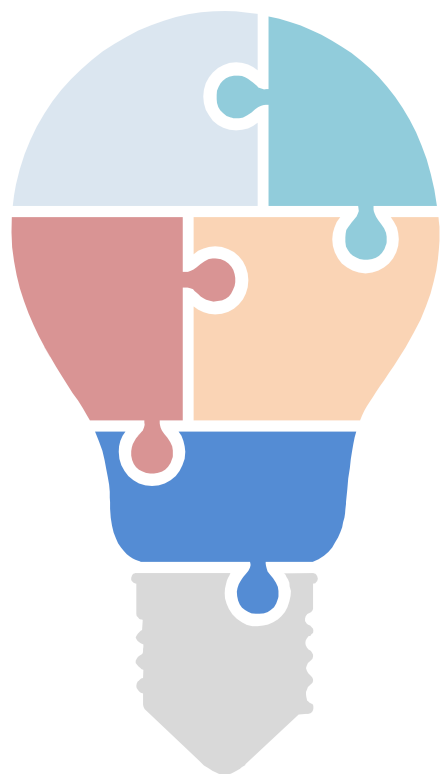


### Growth YoY





## Key Take Aways



## Key Take Aways

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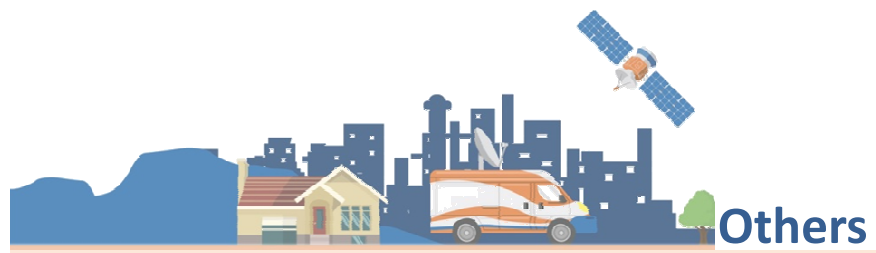
- Stable profitability level shown from pre tax ROA of 3.37%.
- Stable net profit growth of 10.8% was driven by strong loan growth of 15.2% yoy, manageable OPEX growth of 6.5% and stable credit cost.
- Double digit fee and commission growth of 11.7% yoy supported by e-banking related business.
- Stable NPL level yoy at 2.33%.
- Maintained high NPL coverage ratio at 191.7%.



## TARGET 2018



Loan Growth	: 12% - 14%
Deposit Growth	: 10% - 12%
LDR	: 90% $\pm$ 2%
NIM	: 7.5% - 7.7%
Fee Income Growth	: 10% - 12%
OPEX Growth	: 8% - 10%
CER	: 42% - 43%
NPL	: 2.0% - 2.2%
Credit Cost	: 1.9% - 2.1%
Coverage Ratio	: >170%
Net Profit Growth	: 9%-11%



## Board of Commissioners



**Andrinof A. Chaniago**  
.....  
President Commissioner /  
Independent Commissioner



**Gatot Trihargo**  
.....  
Vice President Commissioner



**A. Sony Keraf**  
.....  
Independent Commissioner



**Nicolaus Teguh Budi Harjanto**  
.....  
Commissioner



**Rofikoh Rokhim**  
.....  
Independent Commissioner



**Mahmud**  
.....  
Independent Commissioner



**Jeffry J. Wurangian**  
.....  
Commissioner



**A. Fuad Rahmany**  
.....  
Independent Commissioner



**Hadiyanto**  
.....  
Commissioner

## Board of Directors



**Suprajarto**

President Director



**Haru Koesmahargyo**

Director of Finance



**Kuswiyoto**

Director of Corporate  
Banking



**Indra Utoyo**

Director of Information  
Technology and  
Operation



**Mohammad Irfan**

Director of Risk  
Management



**Osbal Saragi Rumahorbo**

Director of Networks  
and Services



**Handayani**

Director of Consumer  
Business



**R Sophia Alizsa**

Director of Human  
Capital



**Sis Apik Wijayanto**

Director of Institutional  
Relations



**Ahmad Solichin Lutfiyanto**

Director of  
Compliance



**Priyastomo**

Director of Micro and  
Small Loan



**Supari**

Director of Retail and  
Medium Loans

## The Most Extensive and Largest Networks



### Regional Office Distribution

- Jakarta 1, 2, 3
- Bandung
- Surabaya
- Malang
- Yogyakarta
- Semarang
- Denpasar
- Makassar
- Manado
- Jayapura
- Banjarmasin
- Banda Aceh
- Medan
- Pekanbaru
- Padang
- Palembang
- Bandar Lampung

Outlets	2013	2014	2015	2016	2017	1H'17	1H'18	YoY
Head Offices	1	1	1	1	1	1	1	-
Regional Offices	18	19	19	19	19	19	19	-
Branches	453	461	467	467	468	467	468	-
Sub Branches	565	584	603	609	610	609	610	1
BRI Units	5,144	5,293	5,360	5,380	5,382	5,380	5,382	2
Cash Offices	950	971	983	984	992	989	989	-
Teras BRI	2,206	2,457	2,543	2,545	2,536	2,553	2,261	(292)
Teras Mobile	465	610	636	638	638	638	260	(378)
<b>Total</b>	<b>9,802</b>	<b>10,396</b>	<b>10,612</b>	<b>10,643</b>	<b>10,646</b>	<b>10,656</b>	<b>9,990</b>	<b>(666)</b>

E-Channel	2013	2014	2015	2016	2017	1H'17	1H'18	YoY
ATM	18,292	20,792	22,792	24,292	24,684	24,802	22,802	(2,000)
EDC	85,936	131,204	187,758	257,712	302,921	254,314	302,921	48,607
CRM	192	392	892	1,392	1,992	1,392	2,592	1,200
E-Buzz	50	55	57	57	57	57	57	-
<b>Total</b>	<b>104,470</b>	<b>152,443</b>	<b>211,499</b>	<b>283,453</b>	<b>329,654</b>	<b>280,565</b>	<b>328,372</b>	<b>47,807</b>

\*Total working units are including 4 overseas offices

## Ratings

### FitchRatings

- 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, Stable  
Outlook

### S&P Global Ratings

- Outlook : **Positive**
- 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  
BBB-, Stable  
Outlook

### MOODY'S

Indonesia  
Sovereign  
Ratings  
Baa2, Stable  
Outlook

- Outlook : **Stable**
- Bank Deposit : **Baa2/P-2**
- Baseline Credit Assessment : **baa2**
- Adjusted Baseline Credit Assessment : **baa2**
- Counterparty Risk Assessment : **Baa1(cr)/P-2(cr)**

- Long Term Foreign Currency : **BBB**
- Outlook : **Stable**
- Long Term Local Currency : **BBB+**
- Outlook : **Stable**

Indonesia  
Sovereign  
Ratings  
BBB, Stable  
Outlook

National Rating

: id AAA, Stable Outlook

## Shareholders and Stock Performance

### Shareholders Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	2016	2017	1H'17	1H'18
<b>Government</b>	59.50%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
<b>Public</b>	40.50%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.06%	85.11%	83.93%	82.84%	78.94%	82.49%	78.12%	80.12%	84.33%	81.97%	78.47%
Domestic *)	20.90%	14.89%	16.07%	17.16%	21.06%	17.51%	21.88%	19.88%	15.67%	18.03%	21.53%

### Stock Price: Trend

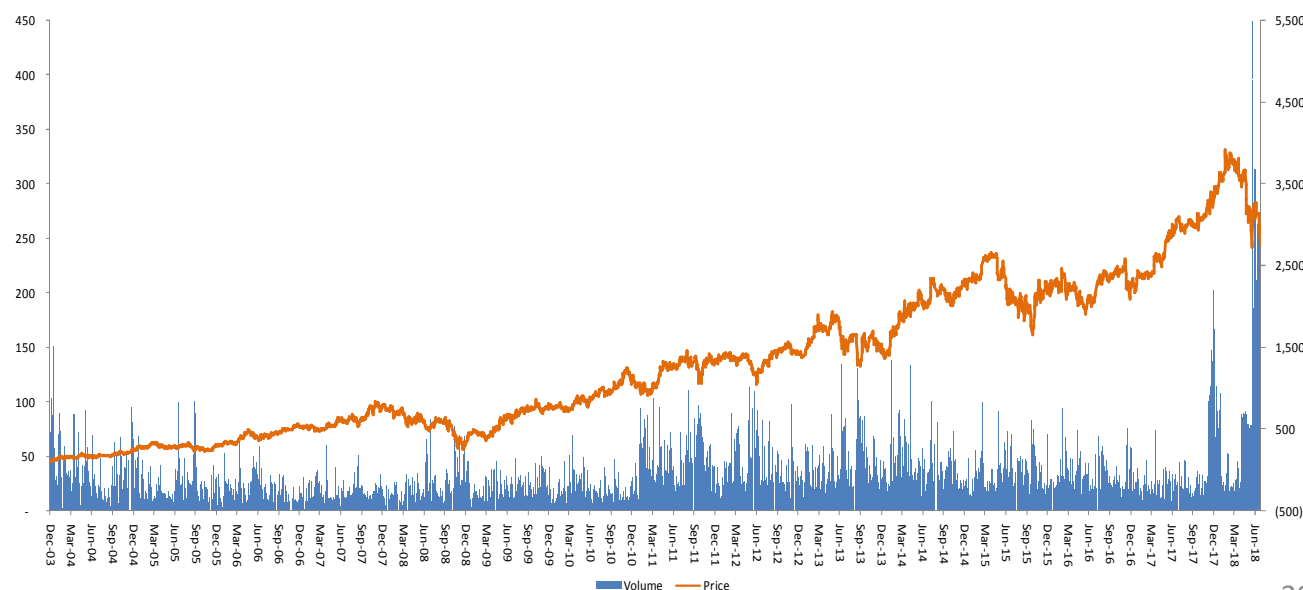
**IPO :**  
**IDR 875**

**1H'18**  
**IDR 2.840 \***

\* After stock split 1: 2 (Jan'11) and 1 : 5 (Nov'17)

BBRI Stock is member of:

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



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**Email : [ir@bri.co.id](mailto:ir@bri.co.id)**



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