

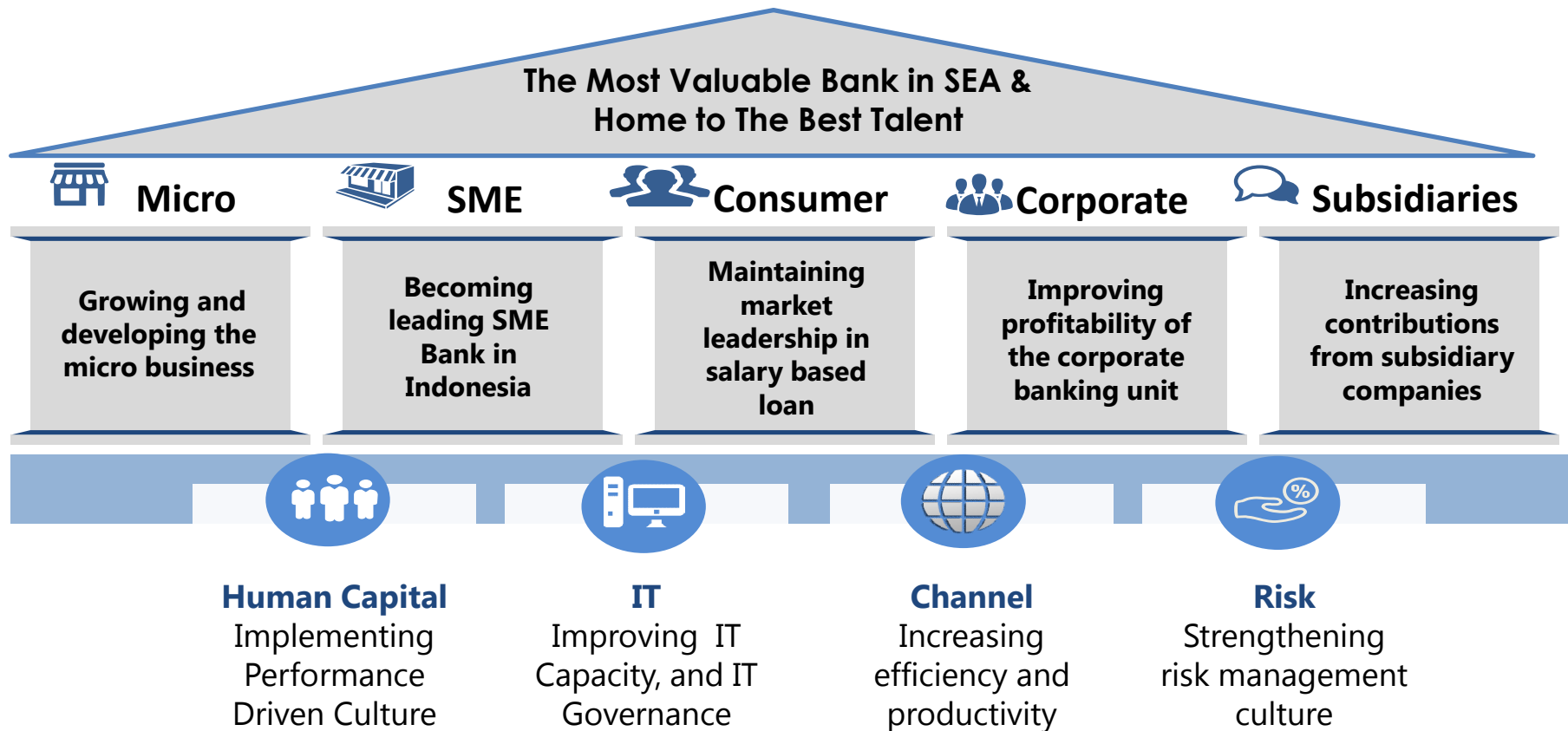


***Q1'2018 – Financial Update Presentation***  
**PT BANK RAKYAT INDONESIA (PERSERO) Tbk**

# Outline

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# Corporate Plan (2018-2022)



# Strategy and Target

## *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)

	2013	2014	2015	2016	2017	Q1'17	Q1'18	Δ yoy
<b>Asset/Liabilities</b>								
<b>Total Assets (IDR Billion)</b>	626,101	801,984	878,426	1,003,644	1,126,248	996,000	1,119,240	12.4%
<b>Total Loans (Gross) (IDR Billion)</b>	448,345	510,697	581,095	663,420	739,337	681,269	757,678	11.2%
<b>Total Deposits (IDR Billion)</b>	504,281	622,322	668,995	754,526	841,656	733,955	827,060	12.7%
<b>Asset Quality</b>								
<b>NPL (gross)</b>	1.63%	1.78%	2.10%	2.13%	2.23%	2.26%	2.46%	
<b>Liquidity</b>								
<b>LDR</b>	88.91%	82.06%	86.86%	87.93%	87.84%	92.82%	91.61%	
<b>CASA</b>	57.97%	52.46%	57.82%	59.09%	59.04%	55.17%	55.87%	
<b>Profitability</b>								
<b>Net Profit (IDR Billion)</b>	21,354	24,227	25,411	26,228	29,044	6,660	7,422	11.4%
<b>Subsidiaries Profit Contribution</b>	0.91%	0.21%	0.81%	1.81%	1.98%	2.26%	3.63%	
<b>NIM</b>	8.23%	8.02%	7.64%	7.87%	7.78%	7.71%	7.42%	
<b>ROE Tier 1</b>	33.88%	30.84%	29.05%	21.82%	19.73%	19.45%	19.57%	
<b>ROA before tax</b>	4.85%	4.45%	3.99%	3.66%	3.54%	3.26%	3.27%	
<b>Cost Efficiency Ratio (CER)</b>	42.07%	43.28%	42.09%	42.31%	42.21%	38.38%	40.30%	
<b>Operating Expense to Operating Income</b>	61.47%	66.47%	67.59%	70.22%	70.74%	72.55%	71.75%	
<b>Capital</b>								
<b>Tier1 CAR</b>	15.83%	17.13%	16.68%	21.54%	21.71%	19.64%	19.65%	
<b>Total CAR</b>	16.97%	18.14%	20.39%	22.69%	22.84%	20.76%	20.75%	

√ 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 and reclassification of KUR Insurance Premium from other operating expense to interest income

# Balance Sheet (Consolidated)

IDR Billion

Description	2013	2014	2015	2016	2017	Q1'17	Q1'18	g (YoY)
<b>Total Assets</b>	<b>626,101</b>	<b>801,984</b>	<b>878,426</b>	<b>1,003,644</b>	<b>1,126,248</b>	<b>996,000</b>	<b>1,119,240</b>	<b>12.4%</b>
- Gross Loans	448,345	510,697	581,095	663,420	739,337	681,269	757,678	11.2%
- Government Bonds (Recap)	4,511	4,304	3,816	3,318	3,318	3,318	2,943	-11.3%
- Other Earnings Assets	115,690	213,094	197,021	237,919	277,499	214,311	256,697	19.8%
Total Earning Assets	568,546	728,094	781,931	904,658	1,020,153	898,899	1,017,318	13.2%
Earning Assets Provision	(15,419)	(16,163)	(17,515)	(22,807)	(30,105)	(26,528)	(32,565)	22.8%
Total Earning Assets (net)	553,127	711,931	764,416	881,851	990,048	872,371	984,752	12.9%
Total Non Earning Assets	72,973	90,053	114,010	121,794	136,200	123,629	134,488	8.8%
<b>Total Liabilities &amp; S.E</b>	<b>626,101</b>	<b>801,984</b>	<b>878,426</b>	<b>1,003,644</b>	<b>1,126,248</b>	<b>996,000</b>	<b>1,119,240</b>	<b>12.4%</b>
Total Customer Deposits	504,281	622,322	668,995	754,526	841,656	733,955	827,060	12.7%
- Demand Deposits	79,337	90,052	114,367	142,547	147,436	114,582	129,080	12.7%
- Saving Deposits	212,997	236,395	272,471	303,270	349,441	290,321	333,002	14.7%
- Time and Certificate Deposits	211,948	295,875	282,157	308,709	344,780	329,051	364,977	10.9%
Other Interest Bearing Liabilities	20,896	57,435	68,601	70,349	78,739	70,583	77,378	9.6%
Non Interest Bearing Liabilities	21,349	24,522	27,703	31,956	38,505	47,360	54,169	14.4%
Tier I Capital	73,745	83,344	93,437	139,786	159,087	136,924	151,173	10.4%
Total Shareholder's Equity	79,574	97,706	113,127	146,813	167,347	144,102	160,634	11.5%

√ 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	2013	2014	2015	2016	2017	1Q'17	1Q'18	g (YoY)
Interest Income	59,454	75,121	84,767	93,995	102,899	24,394	26,231	7.5%
Interest Expense	(16,267)	(24,710)	(28,451)	(28,577)	(29,894)	(7,124)	(7,609)	6.8%
<b>Net Interest Income</b>	<b>43,188</b>	<b>50,410</b>	<b>56,316</b>	<b>65,418</b>	<b>73,005</b>	<b>17,270</b>	<b>18,621</b>	<b>7.8%</b>
<b>Net Premium Income</b>				<b>279</b>	<b>385</b>	<b>64</b>	<b>250</b>	<b>290.0%</b>
Fee & Other Opr. Income	8,348	9,299	13,855	16,999	19,091	4,026	4,988	23.9%
Gross Operating Income	51,536	59,710	70,171	82,696	92,482	21,361	23,859	11.7%
Other Operating Expenses	(21,462)	(25,683)	(29,312)	(34,941)	(38,442)	(8,107)	(9,311)	14.9%
<b>Pre Provision Operating Profit</b>	<b>30,074</b>	<b>34,027</b>	<b>40,860</b>	<b>47,755</b>	<b>54,040</b>	<b>13,254</b>	<b>14,530</b>	<b>9.6%</b>
Provision	(3,946)	(5,719)	(8,900)	(13,791)	(17,234)	(5,284)	(5,386)	1.9%
Non Operating Income (Net)	1,782	2,497	535	9	216	144	14	-90.1%
Profit Before Tax n Minor. Int.	27,910	30,804	32,494	33,974	37,022	8,114	9,158	12.9%
<b>Net Profit</b>	<b>21,354</b>	<b>24,227</b>	<b>25,411</b>	<b>26,228</b>	<b>29,044</b>	<b>6,660</b>	<b>7,422</b>	<b>11.4%</b>
EPS *)	173	196	206	213	235	1,080	1,203	11.4%

✓ Reclassification of Premium paid on Deposit Insurance to interest expense

\*) Annualized



# **BRI (Bank Only)**

# Financial Highlights

	2013	2014	2015	2016	2017	Q1'17	Q1'18	Δ yoy
<b>Asset/Liabilities</b>								
<b>Total Assets (IDR Billion)</b>	606,370	778,046	845,998	964,001	1,076,438	954,176	1,064,732	11.6%
<b>Total Loans (Gross) (IDR Billion)</b>	430,618	490,403	558,436	635,291	708,001	653,093	724,481	10.9%
<b>Total Deposits (IDR Billion)</b>	486,366	600,404	642,774	723,845	803,327	701,170	785,269	12.0%
<b>Asset Quality</b>								
<b>NPL (gross)</b>	1.55%	1.69%	2.02%	2.03%	2.10%	2.16%	2.39%	
<b>NPL (nett)</b>	0.31%	0.36%	1.22%	1.09%	0.88%	1.22%	1.16%	
<b>Liquidity</b>								
<b>LDR</b>	88.54%	81.68%	86.88%	87.77%	88.13%	93.15%	92.26%	
<b>CASA</b>	59.22%	53.55%	59.21%	60.57%	60.65%	56.63%	57.61%	
<b>Profitability</b>								
<b>Net Profit (IDR Billion)</b>	21,160	24,176	25,204	25,753	28,469	6,475	7,152	10.5%
<b>NIM</b>	8.38%	8.34%	7.85%	8.00%	7.93%	7.79%	7.49%	
<b>ROE Tier 1</b>	34.11%	31.19%	29.89%	23.08%	20.03%	18.77%	18.73%	
<b>ROE B/S</b>	30.10%	27.87%	24.39%	19.98%	18.72%	17.65%	17.37%	
<b>ROA before tax</b>	5.03%	4.73%	4.19%	3.84%	3.69%	3.34%	3.35%	
<b>Cost of Fund (CoF)</b>	3.71%	4.38%	4.24%	3.83%	3.27%	3.74%	3.30%	
<b>Cost Efficiency Ratio (CER)</b>	41.10%	42.21%	41.28%	41.26%	41.15%	37.41%	38.72%	
<b>Operating Expense to Operating Income</b>	60.58%	65.42%	66.69%	68.69%	69.14%	71.46%	70.43%	
<b>Capital</b>								
<b>Tier1 CAR</b>	16.13%	17.54%	16.76%	21.91%	21.95%	19.91%	19.76%	
<b>Total CAR</b>	16.99%	18.31%	20.59%	22.91%	22.96%	20.89%	20.74%	

√ 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 and reclassification of KUR Insurance Premium from other operating expense to interest income

# Balance Sheet

Description	2013	2014	2015	2016	2017	1Q'17	1Q'18	g(YoY)
<b>Total Assets</b>	<b>606,370</b>	<b>778,046</b>	<b>845,998</b>	<b>964,001</b>	<b>1,076,438</b>	<b>954,176</b>	<b>1,064,732</b>	<b>11.6%</b>
- Gross Loans	430,618	490,403	558,436	635,291	708,001	653,093	724,481	10.9%
- Government Bonds (Recap)	4,511	4,304	3,816	3,318	3,318	3,318	2,943	-11.3%
- Other Earnings Assets	115,168	211,325	190,735	230,252	264,899	205,194	242,498	18.2%
Total Earning Assets	550,297	706,031	752,987	868,862	976,218	861,604	969,922	12.6%
Earning Assets Provision	(15,072)	(15,785)	(17,030)	(21,944)	(29,062)	(25,573)	(31,496)	23.2%
Total Earning Assets (net)	535,225	690,246	735,957	846,918	947,156	836,031	938,426	12.2%
Total Non Earning Assets	71,145	87,800	110,041	117,083	129,283	118,145	126,306	6.9%
<b>Total Liabilities &amp; S.E</b>	<b>606,370</b>	<b>778,046</b>	<b>845,998</b>	<b>964,001</b>	<b>1,076,438</b>	<b>954,176</b>	<b>1,064,732</b>	<b>11.6%</b>
Total Customer Deposits	486,366	600,404	642,774	723,845	803,327	701,170	785,269	12.0%
- Demand Deposits	78,017	89,076	112,989	140,764	144,432	112,521	126,592	12.5%
- Savings	210,004	232,414	267,607	297,649	342,759	284,519	325,776	14.5%
- Time Deposits	198,346	278,915	262,178	285,432	316,135	304,129	332,900	9.5%
Other Interest Bearing Liabilities	19,873	56,677	67,712	68,659	77,495	69,465	75,733	9.0%
Non Interest Bearing Liabilities	21,261	23,784	23,120	26,038	30,570	41,094	45,599	11.0%
Tier I Capital	65,964	82,109	89,992	136,670	154,669	133,637	146,226	9.4%
Total Shareholder's Equity	78,870	97,181	112,392	145,458	165,047	142,447	158,132	11.0%
Book Value per Shares *)	639	788	911	1,179	1,338	1,155	1,282	11.0%

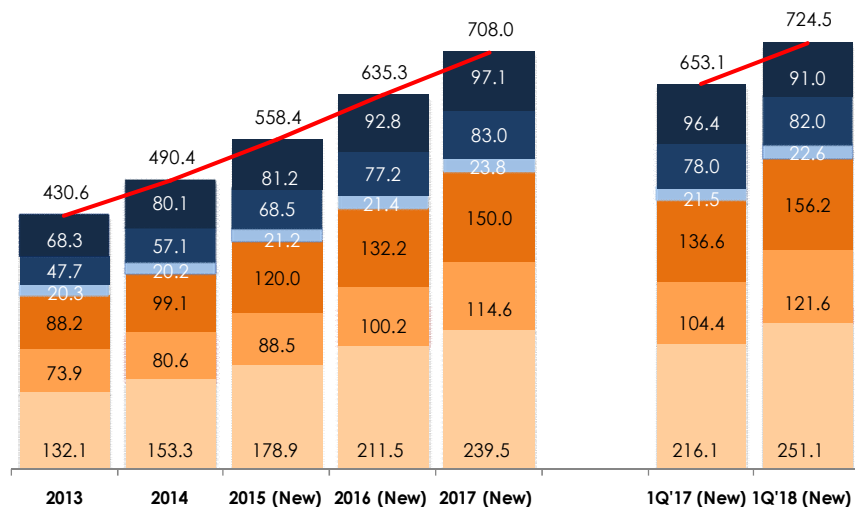
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√ Tier 1 CAR increased in 2016 due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

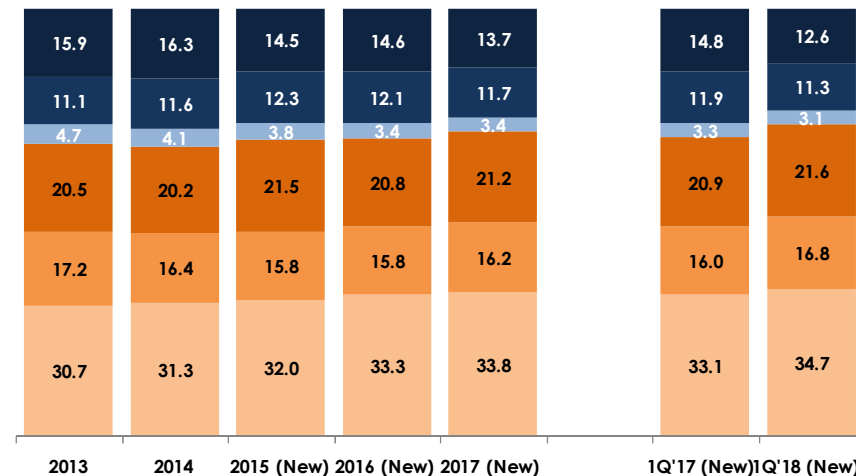
# Loan – Mix and Growth

## Loan Outstanding – by business segment

(IDR Trillion)



## Composition – by business segment (%)



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

YoY Growth (%)	16.2	16.5	14.3	5.0	5.2	-5.7	10.9
(Rp Tn)	34.9	17.3	19.5	1.1	4.0	-5.5	71.4

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 %	2013	2014	2015 (New)	2016 (New)	2017 (New)	1Q'17 (New)	1Q'18 (New)
Micro	1.04	1.12	1.13	0.99	1.08	1.35	1.35
Consumer	1.40	1.21	1.30	1.18	1.05	1.37	1.24
Small Comm	3.33	3.41	2.89	2.88	2.96	4.02	3.81
Medium	4.38	5.91	8.35	7.61	5.36	7.58	5.20
Corporate	0.87	1.78	4.15	5.40	6.44	3.35	5.83
SoE	0.00	0.00	0.00	0.00	0.00	0.00	0.51
<b>Total NPL</b>	<b>1.55</b>	<b>1.69</b>	<b>2.02</b>	<b>2.03</b>	<b>2.10</b>	<b>2.16</b>	<b>2.39</b>

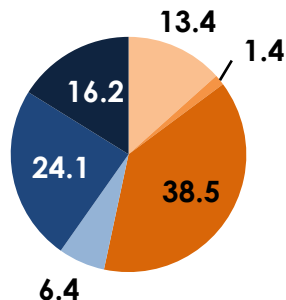
## Special Mention – by segment (%)

SML (%)	2013	2014	2015 (New)	2016 (New)	2017 (New)	1Q'17 (New)	1Q'18 (New)
Micro	6.37	7.15	6.00	4.45	4.04	5.80	5.00
Consumer	4.58	4.60	4.02	3.04	2.85	4.23	3.47
Small Comm	7.59	7.21	6.13	6.03	5.67	7.12	6.50
Medium	7.87	7.03	5.37	3.71	4.37	6.09	6.04
Corporate	7.19	9.50	2.83	3.79	5.46	5.45	7.55
SoE	0.00	2.82	2.60	3.30	1.98	3.24	1.59
<b>Total SML</b>	<b>5.46</b>	<b>6.30</b>	<b>4.81</b>	<b>4.28</b>	<b>4.09</b>	<b>5.41</b>	<b>4.96</b>

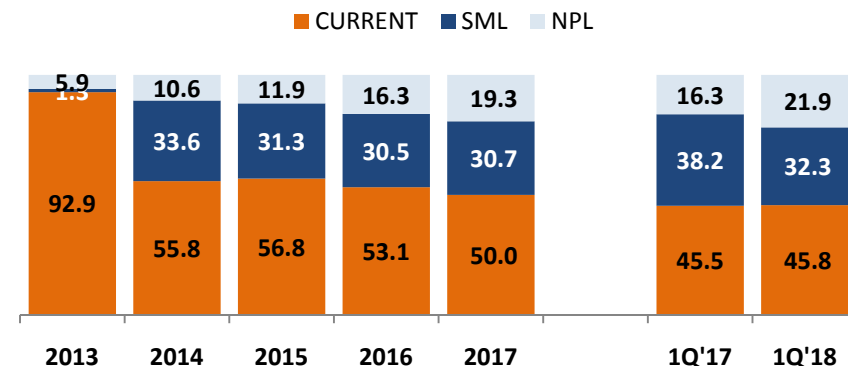
## Restructured Loan by Segment (%)

Total Restructured loan in 1Q'18 Rp 41.2T

Micro Consumer Small Commercial Medium Corporate Non-SoE SoE



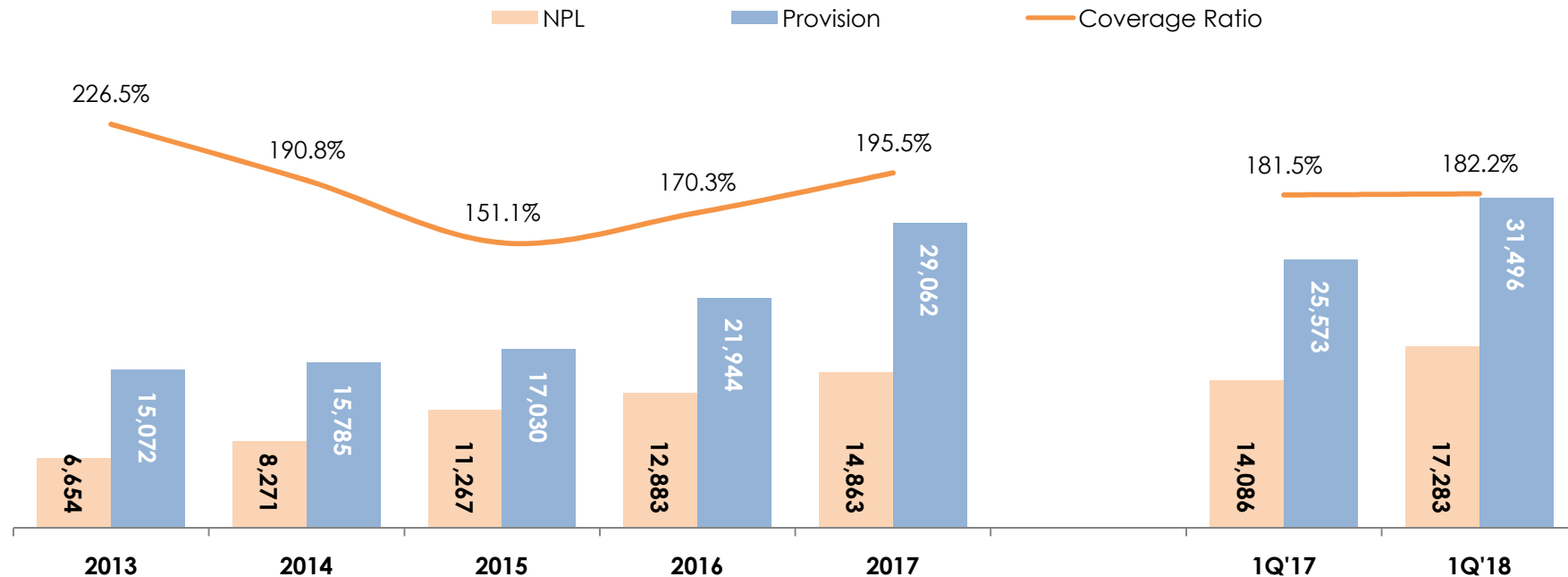
## Restructured Loan Composition by Quality (%)



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

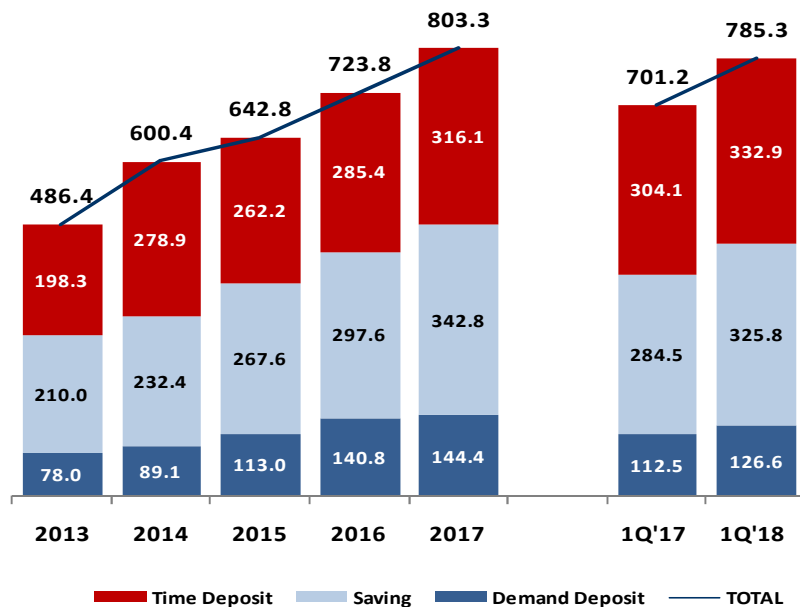
# Loan – NPL Coverage Ratio



# Deposits – Mix and Growth

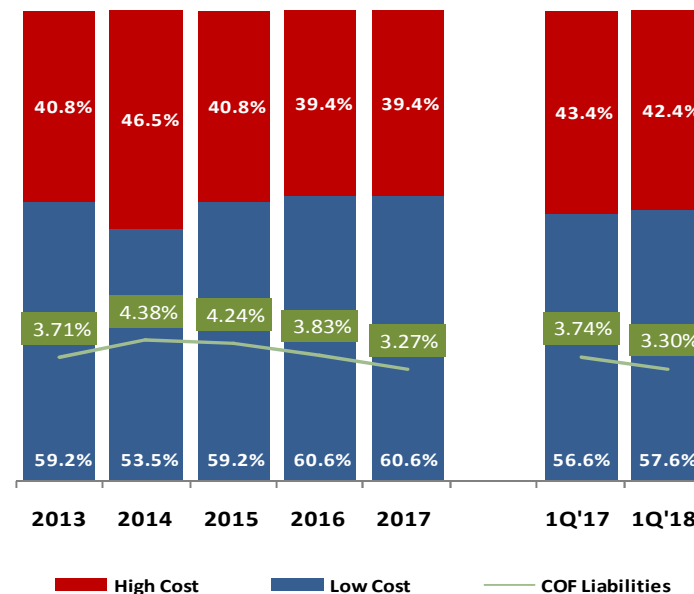
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



# Income Statement

Description	2013	2014	2015	2016	2017	Q1'17	Q1'18	g(YoY)
<b>Interest Income</b>	57,294	72,464	81,554	90,015	98,254	23,299	25,016	7.4%
Interest from Loans	51,727	65,371	72,708	80,163	87,012	20,630	21,989	6.6%
Int. from Other Earning Assets	5,567	7,093	8,845	9,852	11,241	2,669	3,027	13.4%
<b>Interest Expense</b>	(15,279)	(23,337)	(26,958)	(26,920)	(27,825)	(6,645)	(7,035)	5.9%
<b>Net Interest Income</b>	42,015	49,127	54,595	63,095	70,429	16,653	17,981	8.0%
<b>Fee &amp; Other Opr. Income *</b>	8,165	9,178	13,670	16,679	18,693	3,890	4,840	24.4%
<b>Gross Operating Income</b>	50,180	58,305	68,265	79,774	89,121	20,543	22,821	11.1%
<b>Operating Expenses</b>	(20,392)	(24,465)	(27,973)	(33,028)	(36,313)	(7,633)	(8,680)	13.7%
<b>Pre Provision Operating Profit</b>	29,788	33,840	40,292	46,746	52,809	12,911	14,141	9.5%
<b>Provision</b>	(3,916)	(5,613)	(8,581)	(13,320)	(16,660)	(5,151)	(5,319)	3.3%
<b>Non Operating Income (Net)</b>	1,776	2,497	500	15	202	142	9	-93.7%
<b>Profit Before Tax n Minor. Int.</b>	27,648	30,724	32,211	33,442	36,351	7,902	8,830	11.8%
<b>Net Profit</b>	21,160	24,176	25,204	25,753	28,469	6,475	7,152	10.5%
<b>EPS**</b>	172	196	204	209	231	210	232	10.5%

✓ Reclassification of Premium paid on Deposit Insurance to interest expense

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

\*\*) Annualized

## Fee & Other Opr. Income in details

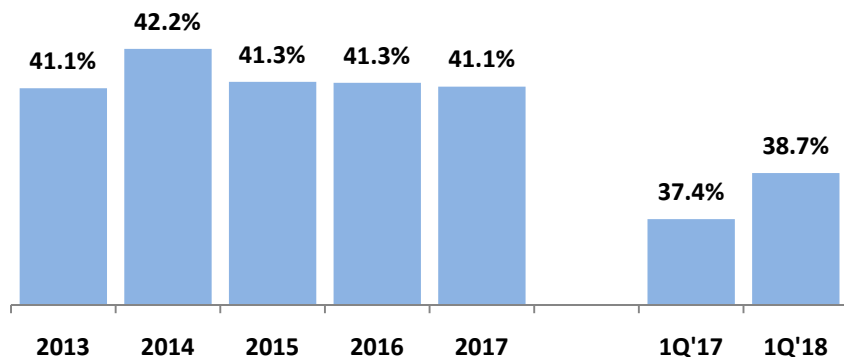
Description	2013	2014	2015	2016	2017	Q1'17	Q1'18	g(YoY)
<b>Gain from sales of securities and gov bonds value</b>	83	112	63	374	705	112	180	60.8%
<b>Gain from unrealized change fair value and gov recap bonds</b>	-	2	-	-	3	8	-	-100.0%
<b>Fees and Commissions</b>	4,860	6,068	7,352	9,210	10,303	2,544	2,653	4.3%
<b>Gain from forex transaction</b>	455	234	458	-	176	22	260	1085.5%
<b>Recovery</b>	1,932	2,087	3,780	4,461	5,044	912	1,205	32.1%
<b>Others</b>	835	673	2,017	2,634	2,462	293	542	85.3%
<b>Total Fee &amp; Other Opr. Income</b>	8,165	9,178	13,670	16,680	18,693	3,890	4,840	24.4%

# Operating Expenses

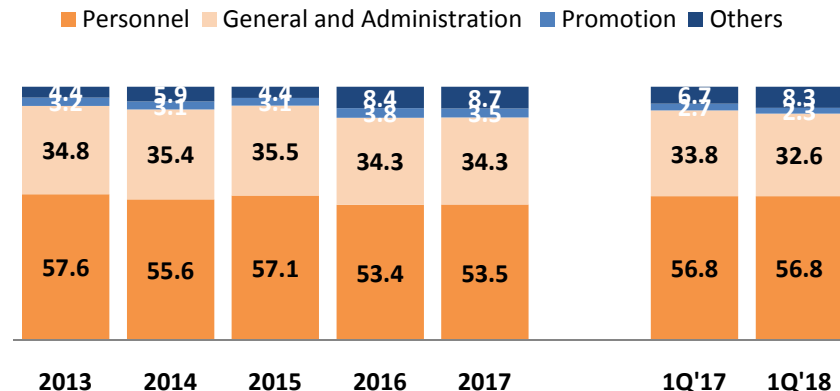
IDR Billion

Other Operating Expenses	2013	2014	2015	2016	2017	1Q'17	1Q'18	g(YoY)
Personnel	11,748	13,609	15,961	17,648	19,437	4,337	4,935	13.8%
General and Administration	7,103	8,672	9,918	11,325	12,469	2,578	2,825	9.6%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	-	-	0.0%
Losses fr sale of Securities and Govt. Bonds	-	-	7	-	-	-	9	0
Losses from forex transaction	-	-	-	272	-	-	-	0.0%
Promotion	652	747	858	1,265	1,262	205	200	-2.7%
Others	890	1,439	1,229	2,519	3,146	512	711	39.0%
<b>Total Other Opr. Expenses</b>	<b>20,392</b>	<b>24,465</b>	<b>27,973</b>	<b>33,028</b>	<b>36,313</b>	<b>7,633</b>	<b>8,680</b>	<b>13.7%</b>

## Cost Efficiency Ratio (CER)



## OPEX Composition (%)



# Financial Ratios

Description	2013	2014	2015	2016	2017	1Q'17	1Q'18
Cost of Fund (COF)	3.71%	4.38%	4.24%	3.83%	3.27%	3.74%	3.30%
Loan to Deposit Ratio	88.54%	81.68%	86.88%	87.77%	88.13%	93.15%	92.26%
Net Interest Margin (NIM)	8.38%	8.34%	7.85%	8.00%	7.93%	7.79%	7.49%
NPL ratio - Gross	1.55%	1.69%	2.02%	2.03%	2.10%	2.16%	2.39%
NPL ratio - Nett	0.31%	0.36%	1.22%	1.09%	0.88%	1.22%	1.16%
Earning Asset Provision	2.90%	2.40%	2.37%	2.75%	3.11%	3.11%	3.31%
Opr. Expense to Opr. Income	60.58%	65.42%	66.69%	68.69%	69.14%	71.46%	70.43%
Cost Efficiency Ratio (CER)	41.10%	42.21%	41.28%	41.26%	41.15%	37.41%	38.72%
Tier I CAR	16.13%	17.54%	16.76%	21.91%	21.95%	19.91%	19.76%
Total CAR	16.99%	18.31%	20.59%	22.91%	22.96%	20.89%	20.74%
Return on Assets (ROA) - b.t	5.03%	4.73%	4.19%	3.84%	3.69%	3.34%	3.35%
Return on Assets (ROA) - a.t	3.85%	3.72%	3.28%	2.96%	2.89%	2.73%	2.71%
Return on Equity (ROE) - Tier I	34.11%	31.19%	29.89%	23.08%	20.03%	18.77%	18.73%
Return on Equity (ROE) - B/S	30.10%	27.87%	24.39%	19.98%	18.72%	17.65%	17.37%
Primary Reserve Requirement (IDR)	8.02%	8.07%	9.31%	6.94%	6.52%	6.59%	6.53%
Net Open Position	3.15%	3.86%	2.33%	6.67%	4.22%	6.87%	6.04%
CASA	59.22%	53.55%	59.21%	60.57%	60.65%	56.63%	57.61%

√ 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 to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income



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## ***Business Updates***



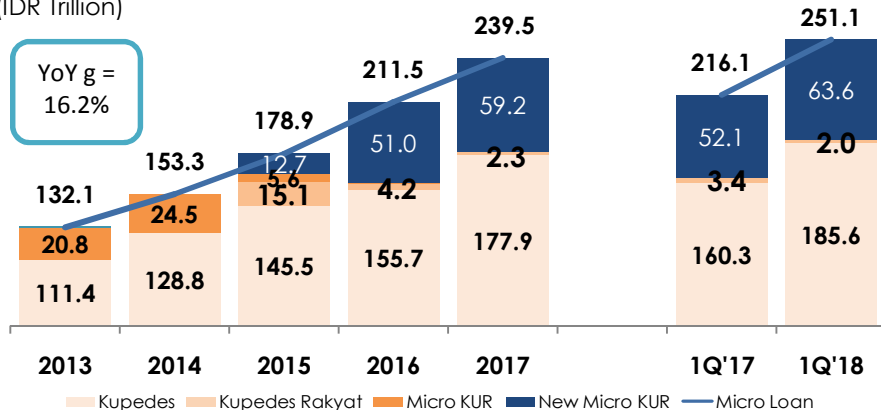
**Micro**

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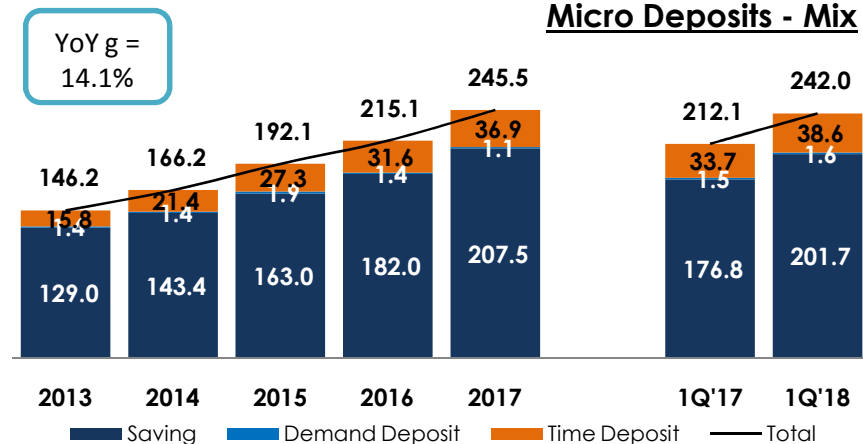
# Micro Banking – Loan and Deposit

## Micro Loans

(IDR Trillion)

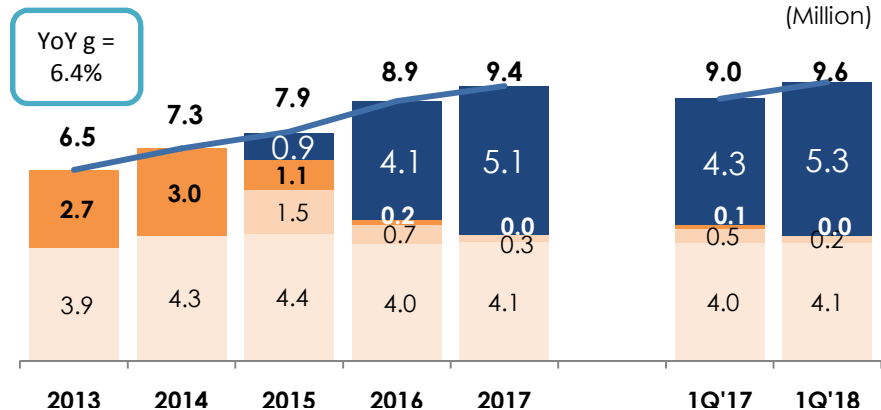


## Micro Deposits - Mix

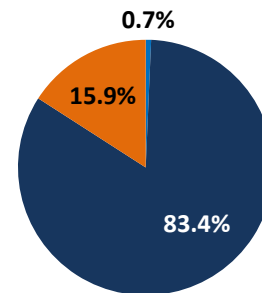


## Micro Borrowers

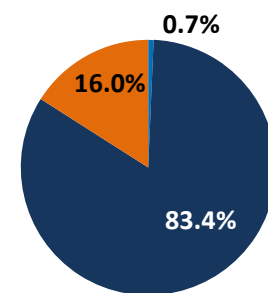
(Million)



## Mar'17



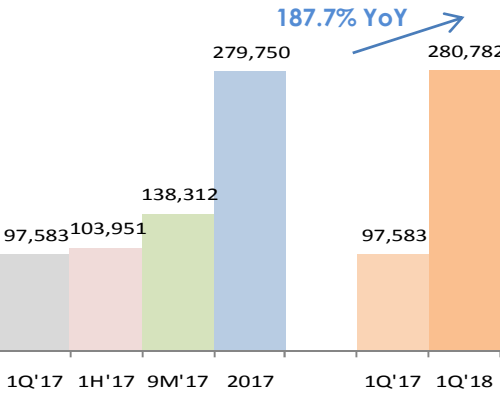
## Mar'18



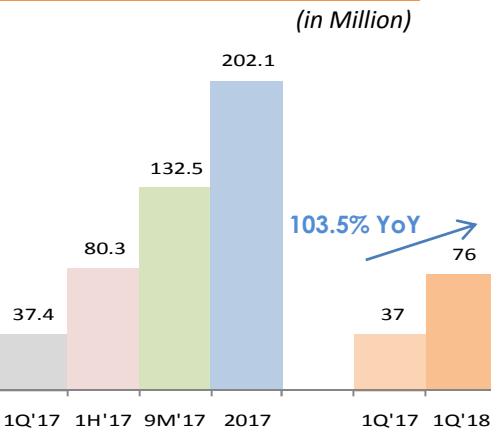
# BRILink – create business, reach the un-banked

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

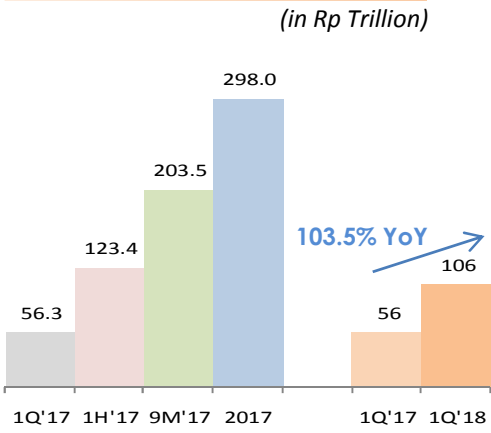
# of Agents



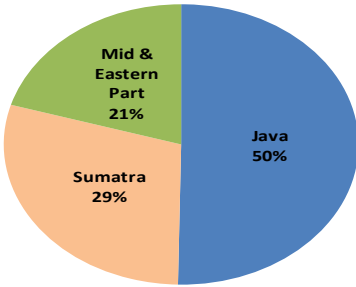
# of Transaction



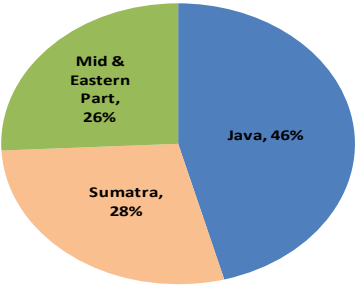
Transaction Volume



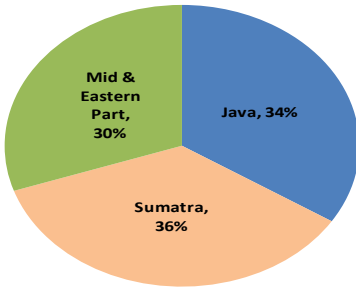
# of Agent - Distribution



# of Transaction - Distribution



Transaction Volume - Distribution



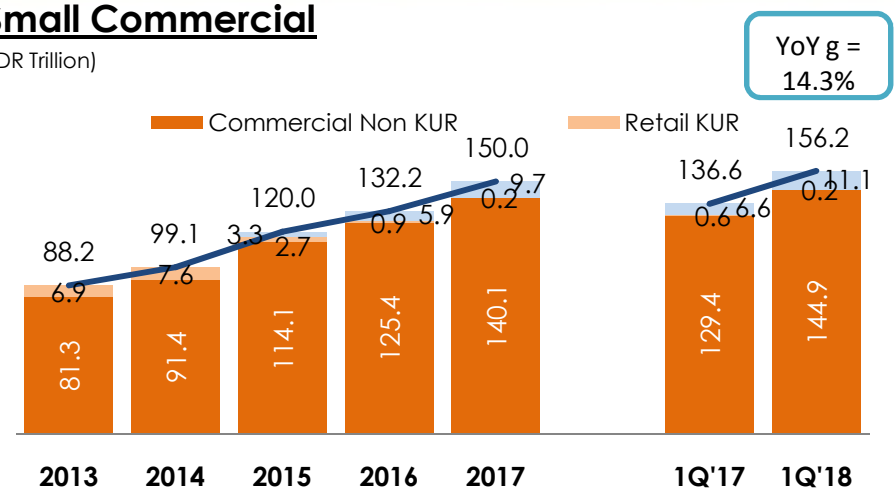


## ***Small Commercial & Medium Loans***

# Small Commercial & Medium Loans

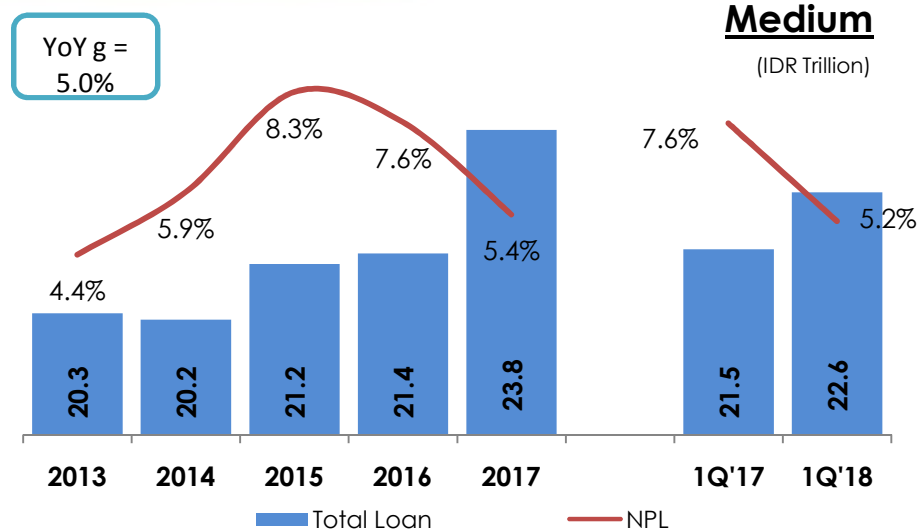
## Small Commercial

(IDR Trillion)



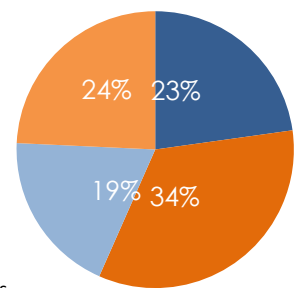
## Medium

(IDR Trillion)



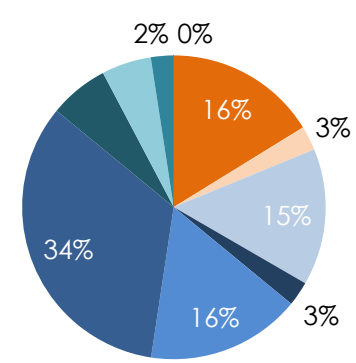
## By Region (%)

- Jakarta
- Jawa ex Jakarta
- Sumatera
- Mid & East



## By Sectors (%)

- Agriculture
- Mining
- Industry Manufacturing
- Electricity, Gas and Water
- Construction
- Trading, Hotel, and Restaurant
- Transportation
- Business Services
- Social Services
- Others



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



## ***Consumer Loans***

# Consumer Loans

## Outstanding

(IDR Trillion)

Consumer Loan	2013	2014	2015	2016	2017	1Q'17	Q1 '18	Growth	Composition
Salary Based	57.5	62.4	69.5	78.2	88.0	81.2	94.0	15.80%	77.30%
Mortgage	11.9	14.4	15.7	18.2	22.1	19.3	23.1	19.48%	18.99%
Vehicle Loan	2.8	2.2	1.6	2.2	2.6	2.2	2.7	20.98%	2.22%
Card and Others	1.7	1.6	1.6	1.6	1.8	1.6	1.8	12.05%	1.49%
<b>Total</b>	<b>73.9</b>	<b>80.6</b>	<b>88.5</b>	<b>100.2</b>	<b>114.6</b>	<b>104.4</b>	<b>121.6</b>	<b>16.54%</b>	<b>100.00%</b>

## NPL (%)

Consumer Loan	2013	2014	2015	2016	2017	1Q'17	1Q '18
Salary Based	0.96%	0.97%	0.96%	0.81%	0.74%	0.88%	0.84%
Mortgage	3.07%	1.99%	2.48%	2.60%	2.18%	3.25%	2.75%
Vehicle Loan	0.46%	0.78%	1.23%	0.60%	0.56%	0.64%	0.67%
Card and Others	6.48%	4.10%	4.69%	4.07%	2.95%	4.50%	3.72%
<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>1.24%</b>

Consumer loan grew 16.54% Yoy and salary based loan is still the biggest portion of the consumer loans which around 77.3% in March 2018.





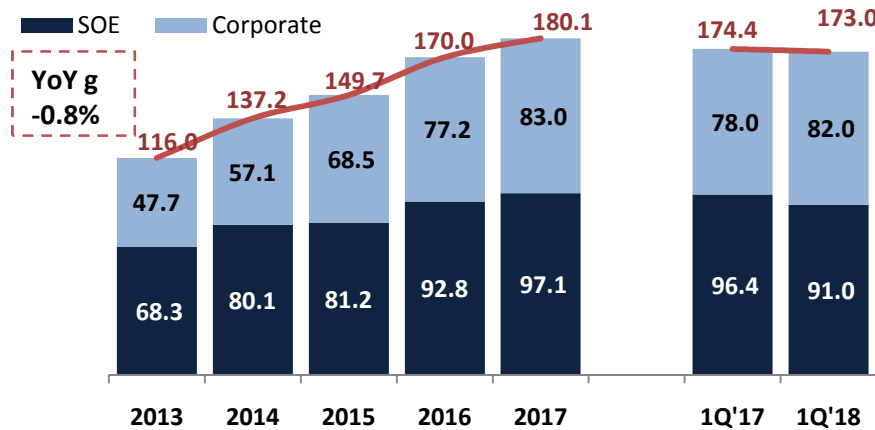
## ***SoE & Corporate Loans***

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# SOE & Corporate Loan

## Loan Outstanding – Trend

(IDR Trillion)



## NPL – Trend

(%)

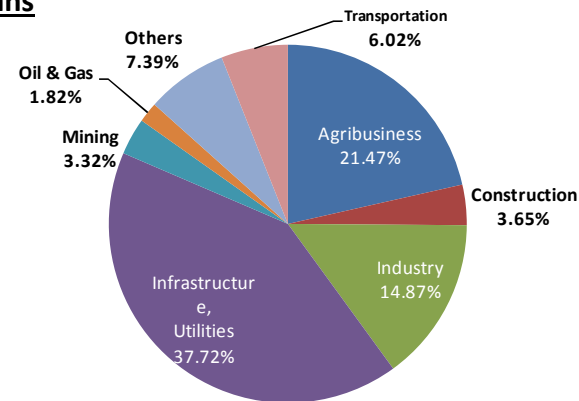
NPL - Trend	2013	2014	2015	2016	2017	1Q'17	1Q'18
Corporate	0.87%	1.78%	4.15%	5.40%	6.44%	3.35%	5.83%
SOE	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.51%
Total	0.38%	0.77%	2.30%	2.66%	2.97%	1.50%	3.04%

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

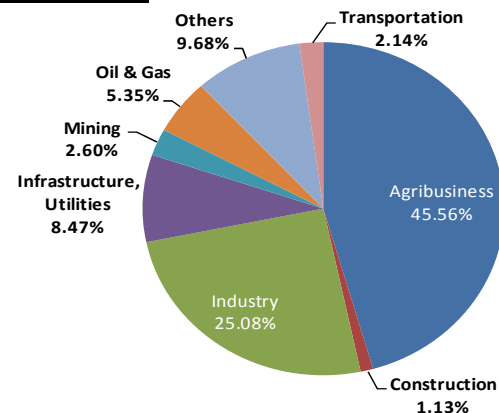
- Small Commercial from max Rp. 5bn to max Rp. 15bn
- Medium from Rp. 5bn to max Rp.50bn become Rp.15bn to max Rp.200bn
- Corporate from above Rp. 50bn to above Rp.200bn

## By Business Segment

### SOE Loans



### Corporate Loans





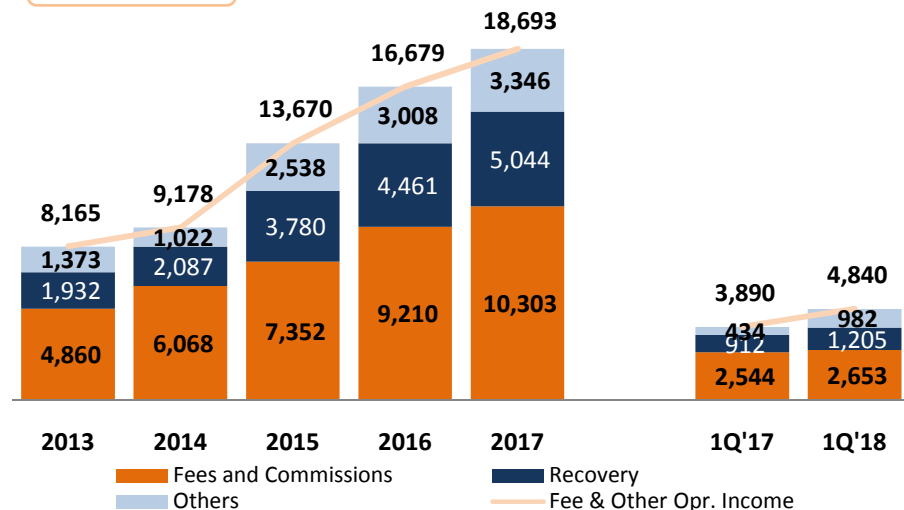
***Non Interest Income***

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# Non Interest Income

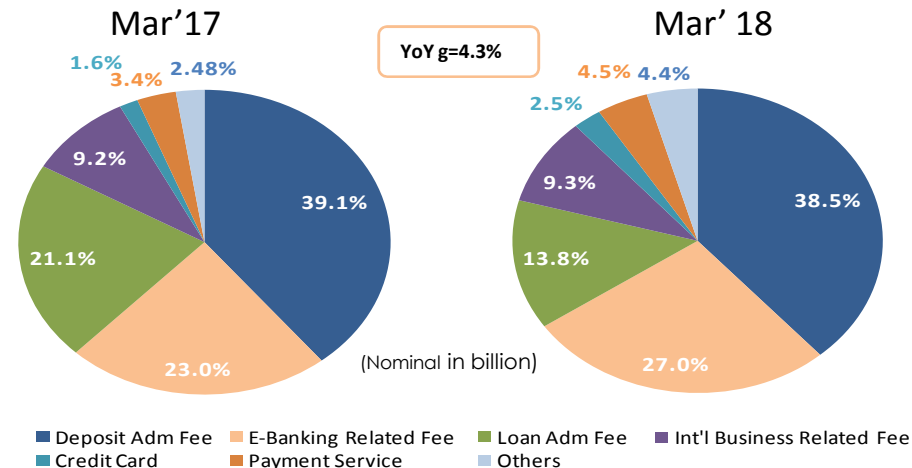
## Fee & Other Operating Income

YoY g= 24.4%

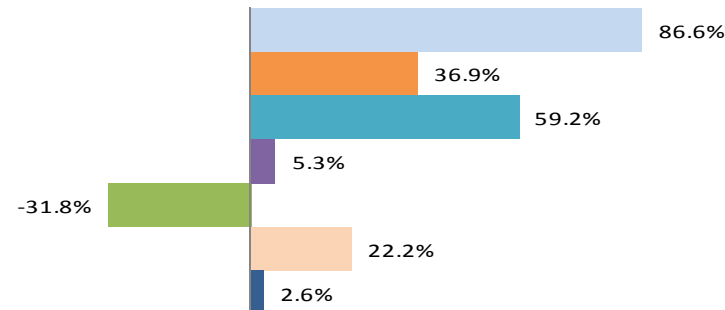


- Fees and Commissions grew by 4.3% YoY, reaching 8.9% Fee to Total Income ratio.
- Deposit Admin Fee still contributes as the biggest portion.
- E-banking Related Fee has the strongest growth of 22.2% YoY, raising its portion from 23% to 27%.

## Fees and Commision – Composition



## Growth YoY





## *Key Take Aways*

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# Key Take Aways

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- Stable profitability level shown from pre tax ROA of 3.35%.
- Stable net profit growth compared to FY2017 was driven by loan growth 10.9% yoy and increased in recovery income by 32% yoy.
- Increased in NPL from 2.16% to 2.39% due to seasonality and gradual cleansing.
- NPL coverage ratio improved to 182.2% with lower credit cost to 3% from 3.2% in 1Q2017.





***Others***

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# Board of Commissioners



**Andrinof A. Chaniago**

President Commissioner /  
Independent  
Commissioner



**Gatot Trihargo**

Vice President  
Commissioner



**A. Fuad Rahmany**

Independent  
Commissioner



**A. Sony Keraf**

Independent Commissioner



**Rofikoh Rokhim**

Independent  
Commissioner



**Mahmud**

Independent  
Commissioner



**Nicolaus Teguh Budi Harjanto**

Commissioner



**Jeffry J. Wurangian**

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



**Priyastomo**

Director of Micro  
and Small Loan



**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



**Osbal Saragi  
Rumahorbo**

Director of Networks  
and Services

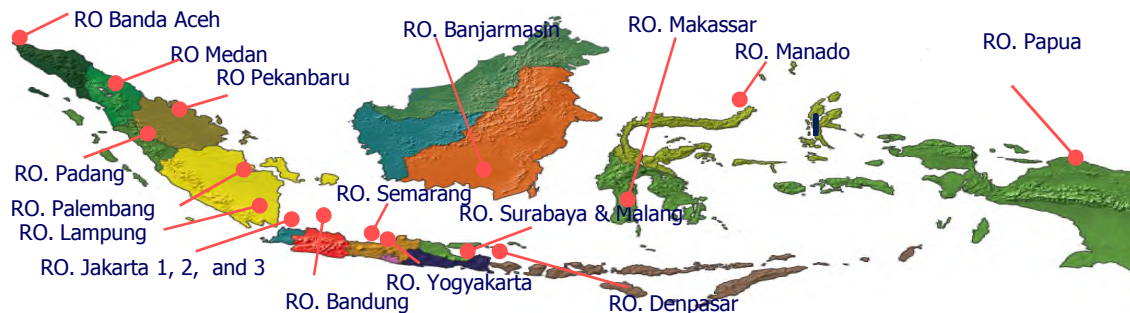


**Supari**

Director of Retail  
and Medium  
Loans

# The Most Extensive and Largest Networks

## Regional Office Distribution



Outlets	2013	2014	2015	2016	2017	1Q'17	1Q'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	984	990	6
Teras BRI	2,206	2,457	2,543	2,545	2,536	2,545	2,391	(154)
Teras Mobile	465	610	636	638	638	638	448	2
<b>Total</b>	<b>9,802</b>	<b>10,396</b>	<b>10,612</b>	<b>10,643</b>	<b>10,646</b>	<b>10,643</b>	<b>10,309</b>	<b>(334)</b>

E-Channel	2013	2014	2015	2016	2017	1Q'17	1Q'18	YoY
ATM	18,292	20,792	22,792	24,292	24,684	24,292	24,684	392
EDC	85,936	131,204	187,758	257,712	302,921	257,712	302,921	45,209
CRM	192	392	892	1,392	1,992	1392	2592	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>283,453</b>	<b>330,254</b>	<b>46,801</b>

\*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,  
Stable 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**

**Baa2, Stable  
Outlook**



National Rating

: **id AAA, Stable Outlook**



Japan Credit Rating Agency, Ltd.

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

**Indonesia Sovereign  
Ratings**

**BBB,  
Stable Outlook**

# Shareholders & Stock Performance

## Shareholders Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	2016	2017	1Q'17	1Q'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%	81.09%
Domestic *)	20.90%	14.89%	16.07%	17.16%	21.06%	17.51%	21.88%	19.88%	15.67%	18.03%	18.91%

## Stock Price: Trend

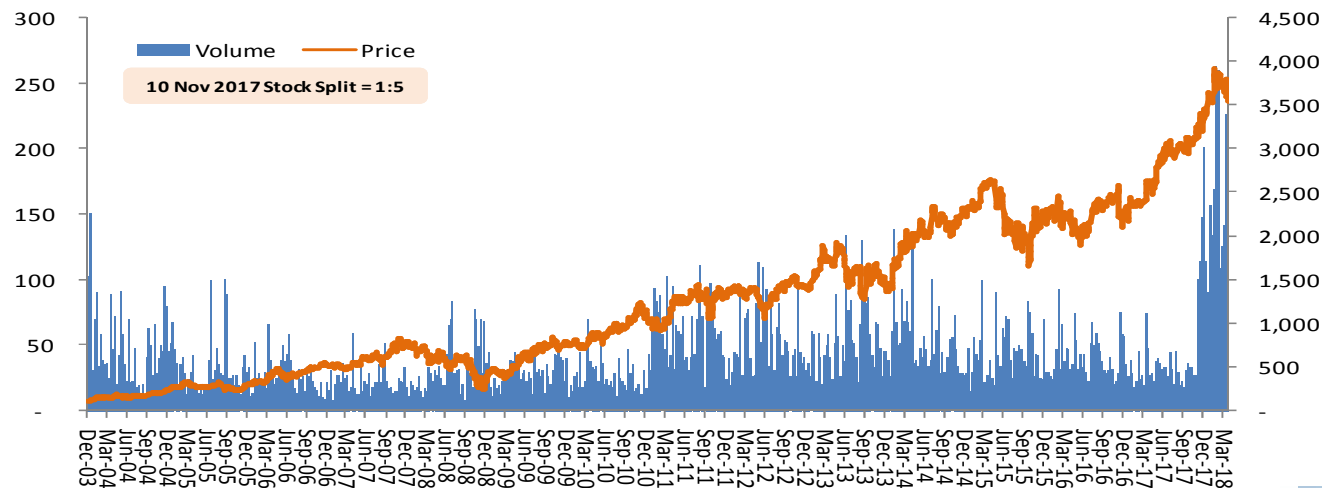
**IPO :**  
**IDR 875**

**1Q'18**  
**IDR 3.600**

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: 5



A stylized illustration of a city skyline with various buildings, a satellite in orbit, and a train, positioned on the left side of the page.

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