



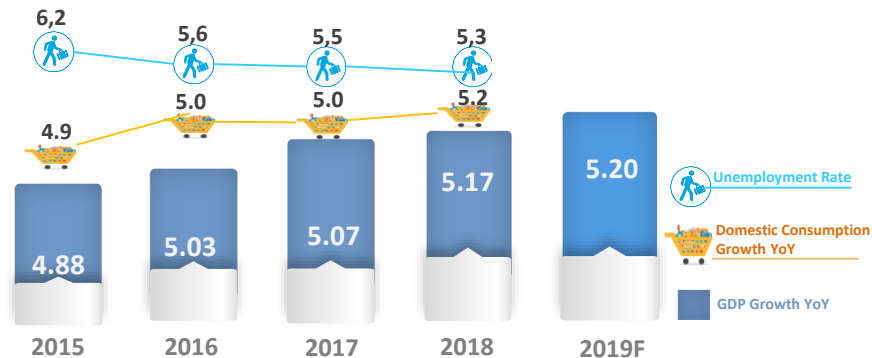
FY'2018 – Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk

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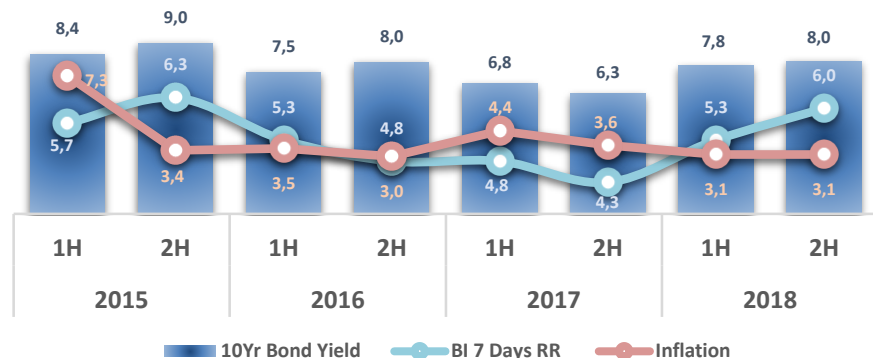
OUTLINE

GDP & Household Consumption



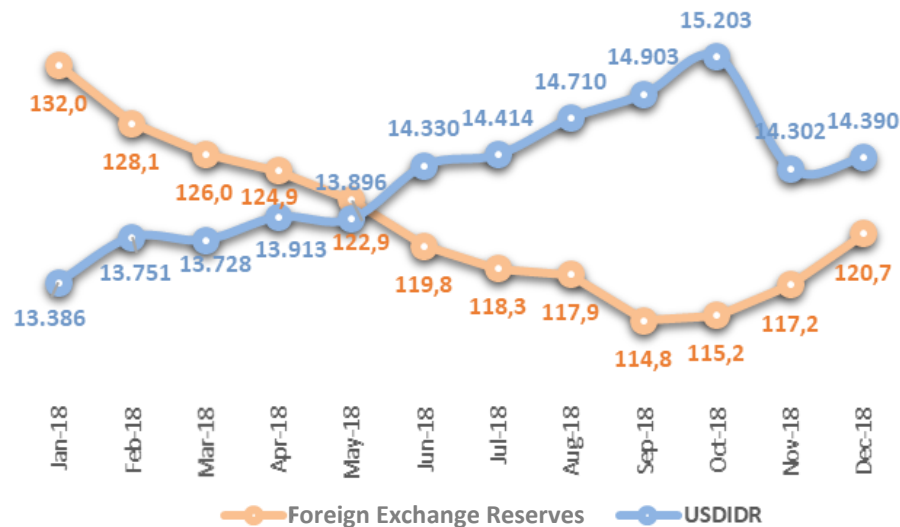
Source: BPS

Attractive Real Yield



Source: BPS, BI and Bloomberg

Exchange Rate & Foreign Exchange Reserves



- Increasing GDP Growth supported by higher consumption and lower unemployment rate.
- More stable exchange rate supported by increased internal reserve and lower external pressure.
- Attractive real yield for investors.





BI, OJK and Government work together to stabilize IDR as well as improve Current Account Deficit..

Previous regulation to stabilize Rupiah..

New measures to stabilize Rupiah and improve current account deficit

Existing Regulation	Purposes
Underlying document requirement for forex transaction	To reduce speculative transactions on Rupiah
Hedging Requirement for Non-Bank Corporations	To mitigate the currency risk and liquidity risk.
Mandatory use of Rupiah within the territory of the Republic of Indonesia	To deepen the domestic rupiah market and reduce unnecessary forex transactions
The central banks of Indonesia, Malaysia, and Thailand launched a local currency settlement framework	To promote a wider use of local currencies for trade and investment



Central Bank

1. Increase Policy Rate (BI 7-Day RR 175 bps)
2. Double Interventions:
 - a. FX Market
 - b. Bond Market
3. Provide SWAP facilities with lower rates
4. Monitor FX transaction without underlying
5. Initiate domestic NDF as an alternative hedging instrument



Government

1. Implement bio diesel 20%
2. Postpone Infrastructure projects (high import content)
3. Absorb domestic oil production
4. Increase consumer and luxury import-goods tariff.
5. Encourage Exporter to repatriate Export proceeds.



Financial Services Authority

1. Provide incentives for financing to export oriented, import substitution and tourism industry (adjustment RWAs, Legal Lending Limit)
2. Revitalize Indonesia Exim Bank role (hedging and insurance provider)
3. Facilitate financing for Top 10 National Tourism Destination (exc. Bali) through capital market
4. Encourage alternative funding through asset securitization, regional bond, green bond, blended finance, etc.



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

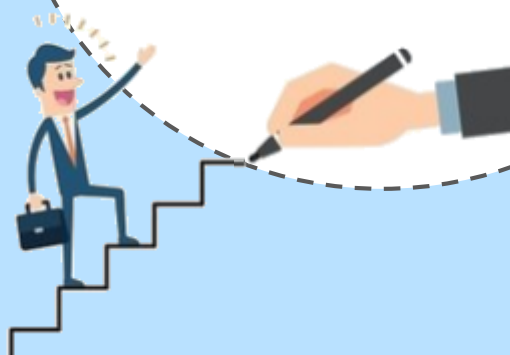
Strengthening risk
management
culture

Focus of improvement:

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

Portfolio Target 2022

- **Loan Growth (CAGR)** 12-13%
- **Micro Business** ± 40%
- **Corporate Business** max 20%



SUBSIDIARIES

Shares >50% and as a Controller Stake



To be the leading sharia bank in Indonesia by focusing on consumer and sme segment

Go Public 2018

73.0%
Shared Ownership



To provide financial solution in agribusiness in Indonesia by building a digital platform for agriculture ecosystem

Go Public 2003

87.10%
Shared Ownership



To be the top 3 Life Insurance in Indonesia by strengthen bancassurance business

91%
Shared Ownership



To become the Top 20 Multifinance in Indonesia by serving consumer financing

99%
Shared Ownership



To be a strong financial service company by connecting business between Indonesia and Hong Kong

100%
Shared Ownership



To be a leading security house by empowering retail market

67%
Shared Ownership



To be a leading venture capital by focusing of fintech and beyond

97.6%
Shared Ownership

PARTICIPATION

Shares <50%



To be a leading venture capital by focusing on fintech and beyond

The majority of shares are owned by BPUI

35%
Shared Ownership



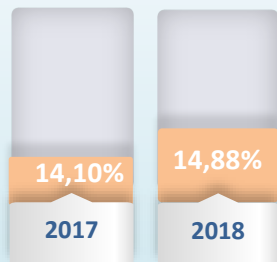
Focus in investment manager business. The majority of shares are owned by Danareksa

35%
Shared Ownership

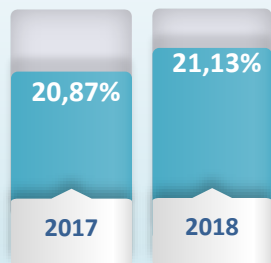


Market Share

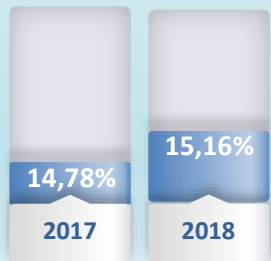
Asset



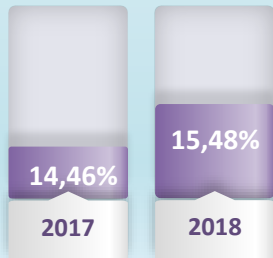
Net Profit



Loan



Deposit



Current Account	Current Account
9,77%	11,93%
Savings	Savings
19,91%	20,25%
Time Deposits	Time Deposits
13,17%	14,08%
Nov-17	Nov-18

* Data as of Nov

Financial Ratios

ROA

BRI	Industry
3.68%	2.52%

NIM

BRI	Industry
7.45%	5.12%

BOPO

BRI	Industry
68,48%	78,03%

NPL

BRI	Industry
2,14%	2,67%

LDR

BRI	Industry
89,57%	93,19%

CAR

BRI	Industry
21,21%	23,32%

* Industry data as of Nov'18

BRI

(Consolidated)





Financial Highlights *(Consolidated)*

	2014	2015	2016	2017	2018	Δ yoy
Asset/Liabilities						
Total Assets (IDR Billion)	801.984	878.426	1.003.644	1.126.248	1.296.898	15,2%
Total Loans (Gross) (IDR Billion)	510.697	581.095	663.420	739.337	843.598	14,1%
Total Deposits (IDR Billion)	622.322	668.995	754.526	841.656	944.269	12,2%
Asset Quality						
NPL (gross)	1,78%	2,10%	2,13%	2,23%	2,27%	
Liquidity						
LDR	82,06%	86,86%	87,93%	87,84%	89,34%	
CASA	52,46%	57,82%	59,09%	59,04%	60,14%	
Profitability						
Net Profit (IDR Billion)	24.227	25.411	26.228	29.044	32.418	11,6%
Subsidiaries Profit Contribution	0,21%	0,81%	1,81%	1,98%	2,21%	
NIM	8,02%	7,64%	7,87%	7,78%	7,30%	
ROE Tier 1	30,84%	29,05%	21,82%	19,73%	20,04%	
ROA before tax	4,45%	3,99%	3,66%	3,54%	3,51%	
Cost Efficiency Ratio (CER)	43,28%	42,09%	42,31%	42,21%	42,30%	
Operating Expense to Operating Income	66,47%	67,59%	70,22%	70,74%	70,02%	
Capital						
Tier1 CAR	17,13%	16,68%	21,54%	21,71%	20,18%	
Total CAR	18,14%	20,39%	22,69%	22,84%	21,35%	

√ 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

IDR Billion

Description	2014	2015	2016	2017	2018	g (YoY)
Total Assets	801.984	878.426	1.003.644	1.126.248	1.296.898	15,2%
- Gross Loans	510.697	581.095	663.420	739.337	843.598	14,1%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	-54,6%
- Other Earnings Assets	213.094	197.021	237.919	277.499	333.408	20,1%
Total Earning Assets	728.094	781.931	904.658	1.020.153	1.178.512	15,5%
Earning Assets Provision	(16.163)	(17.515)	(22.807)	(30.105)	(35.604)	18,3%
Total Earning Assets (net)	711.931	764.416	881.851	990.048	1.142.908	15,4%
Total Non Earning Assets	90.053	114.010	121.794	136.200	153.990	13,1%
Total Liabilities & S.E	801.984	878.426	1.003.644	1.126.248	1.296.898	15,2%
Total Customer Deposits	622.322	668.995	754.526	841.656	944.269	12,2%
- Demand Deposits	90.052	114.367	142.547	147.436	180.669	22,5%
- Saving Deposits	236.395	272.471	303.270	349.441	387.180	10,8%
- Time and Certificate Deposits	295.875	282.157	308.709	344.780	376.420	9,2%
Other Interest Bearing Liabilities	57.435	68.601	70.349	78.739	119.632	51,9%
Non Interest Bearing Liabilities	24.522	27.703	31.956	38.505	47.723	23,9%
Tier I Capital	83.344	93.437	139.786	159.087	172.358	8,3%
Total Shareholder's Equity	97.706	113.127	146.813	167.347	185.275	10,7%



Income Statement (Consolidated)

IDR Billion

Description	2014	2015	2016	2017	2018	g (YoY)
Interest Income	75.121	84.767	93.995	102.899	111.583	8,4%
Interest Expense	(24.710)	(28.451)	(28.577)	(29.894)	(33.917)	13,5%
Net Interest Income	50.410	56.316	65.418	73.005	77.666	6,4%
Net Premium Income			279	385	946	145,4%
Fee & Other Opr. Income	9.299	13.855	16.999	19.091	23.429	22,7%
Gross Operating Income	59.710	70.171	82.696	92.482	102.041	10,3%
Other Operating Expenses	(25.683)	(29.312)	(34.941)	(38.442)	(41.994)	9,2%
Pre Provision Operating Profit	34.027	40.860	47.755	54.040	60.047	11,1%
Provision	(5.719)	(8.900)	(13.791)	(17.234)	(18.321)	6,3%
Non Operating Income (Net)	2.497	535	9	216	28	-87,1%
Profit Before Tax n Minor. Int.	30.804	32.494	33.974	37.022	41.754	12,8%
Net Profit	24.227	25.411	26.228	29.044	32.418	11,6%
EPS *)	196	206	213	235	263	11,6%

√ 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

	2014	2015	2016	2017	2018	Δ yoy
Asset/Liabilities						
Total Assets (IDR Billion)	778.046	845.998	964.001	1.076.438	1.234.200	14,7%
Total Loans (Gross) (IDR Billion)	490.403	558.436	635.291	708.001	804.338	13,6%
Total Deposits (IDR Billion)	600.404	642.774	723.845	803.327	898.033	11,8%
Asset Quality						
NPL (gross)	1,69%	2,02%	2,03%	2,10%	2,14%	
NPL (nett)	0,36%	1,22%	1,09%	0,88%	0,92%	
Liquidity						
LDR	81,68%	86,88%	87,77%	88,13%	89,57%	
CASA	53,55%	59,21%	60,57%	60,65%	61,84%	
Profitability						
Net Profit (IDR Billion)	24.176	25.204	25.753	28.469	31.702	11,4%
Cost of Fund (CoF)	4,38%	4,24%	3,83%	3,27%	3,43%	
NIM	8,34%	7,85%	8,00%	7,93%	7,45%	
ROE Tier 1	31,19%	29,89%	23,08%	20,03%	20,49%	
ROE B/S	27,87%	24,39%	19,98%	18,72%	18,87%	
ROA before tax	4,73%	4,19%	3,84%	3,69%	3,68%	
Cost Efficiency Ratio (CER)	42,21%	41,28%	41,26%	41,15%	41,02%	
Operating Expense to Operating Income	65,42%	66,69%	68,69%	69,14%	68,48%	
Capital						
Tier1 CAR	17,54%	16,76%	21,91%	21,95%	20,15%	
Total CAR	18,31%	20,59%	22,91%	22,96%	21,21%	

√ 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

IDR Billion

Description	2014	2015	2016	2017	2018	g(YoY)
Total Assets	778.046	845.998	964.001	1.076.438	1.234.200	14,7%
- Gross Loans	490.403	558.436	635.291	708.001	804.338	13,6%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	-54,6%
- Other Earnings Assets	211.325	190.735	230.252	264.899	317.063	19,7%
Total Earning Assets	706.031	752.987	868.862	976.218	1.122.907	15,0%
Earning Assets Provision	(15.785)	(17.030)	(21.944)	(29.062)	(34.570)	19,0%
Total Earning Assets (net)	690.246	735.957	846.918	947.156	1.088.337	14,9%
Total Non Earning Assets	87.800	110.041	117.083	129.283	145.863	12,8%
Total Liabilities & S.E	778.046	845.998	964.001	1.076.438	1.234.200	14,7%
Total Customer Deposits	600.404	642.774	723.845	803.327	898.033	11,8%
- Demand Deposits	89.076	112.989	140.764	144.432	176.405	22,1%
- Savings	232.414	267.607	297.649	342.759	378.909	10,5%
- Time Deposits	278.915	262.178	285.432	316.135	342.719	8,4%
Other Interest Bearing Liabilities	56.677	67.712	68.659	77.495	117.431	51,5%
Non Interest Bearing Liabilities	23.784	23.120	26.038	30.570	37.718	23,4%
Tier I Capital	82.109	89.992	136.670	154.669	164.925	6,6%
Total Shareholder's Equity	97.181	112.392	145.458	165.047	181.019	9,7%
Book Value per Shares *)	788	911	1.179	1.338	1.468	9,7%

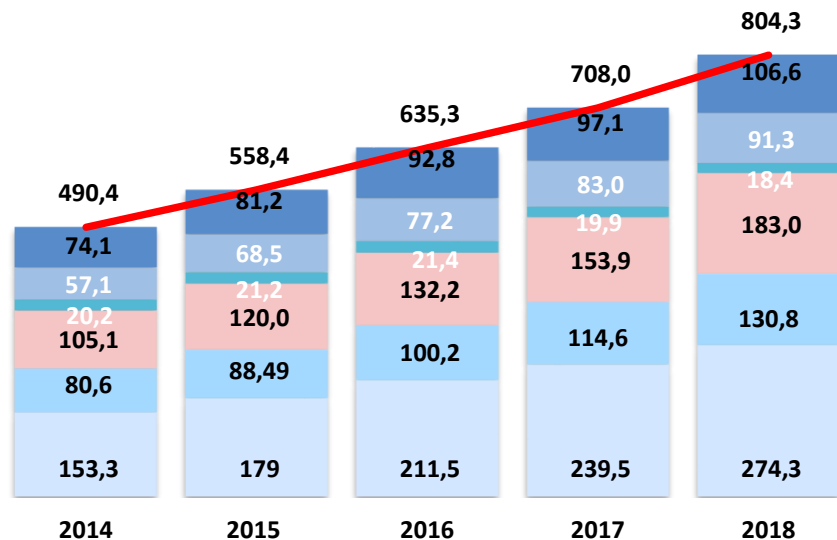
*) include Treasury Stock



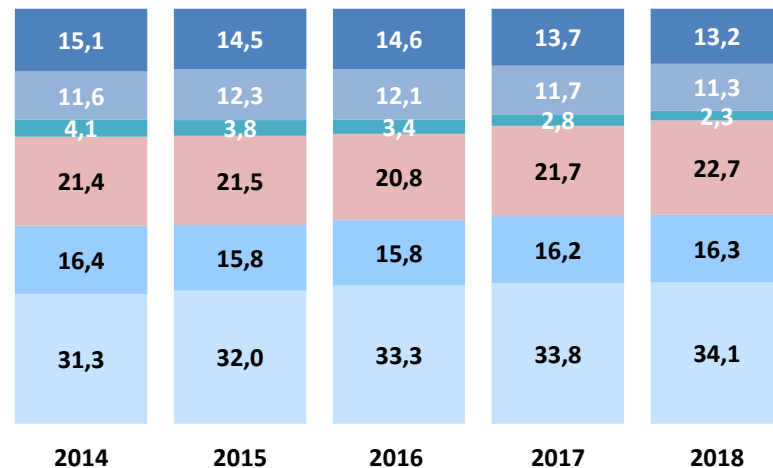
Loan – Mix and Growth

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth (%)	14,5	14,1	18,9	-7,5	10,0	9,7	13,6
(Rp Tn)	34,8	16,2	29,1	-1,5	8,3	9,4	96,3

Note: Loan Re-segmentation:

- Small Commercial previously from max Rp. 5bn to max Rp. 25bn
- Medium from Rp. 5bn to max Rp.50bn become Rp. 25bn to max Rp.200bn
- Corporate from above Rp. 50bn to above Rp200bn



Loan – Asset Quality

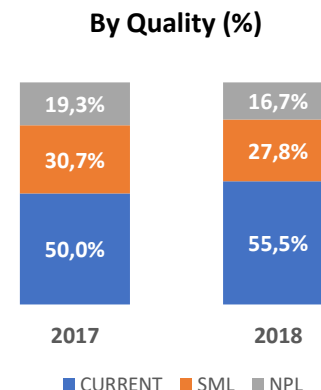
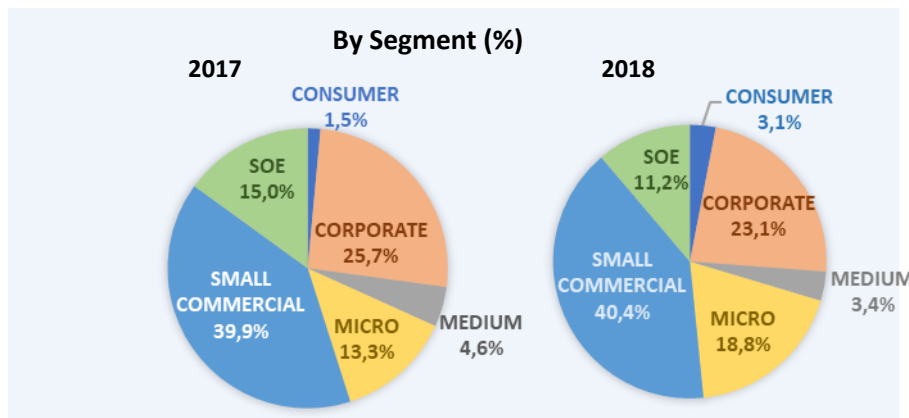
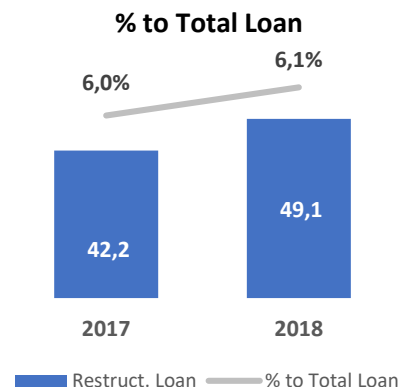
Non Performing Loan – gross by segment (%)

NPL %	2014	2015	2016	2017	2018
Micro	1,11	1,12	1,00	1,08	1,01
Consumer	1,21	1,30	1,18	1,05	1,03
Small Comm	3,41	2,89	2,95	3,01	3,14
Medium	5,91	8,35	7,90	5,45	6,78
Corporate	1,78	4,15	5,40	6,44	5,48
SoE	0,00	0,00	0,00	0,00	1,05
Total NPL	1,68	2,01	2,03	2,10	2,14

Special Mention – by segment (%)

SML (%)	2014	2015	2016	2017	2018
Micro	7,15	5,96	4,47	4,04	3,51
Consumer	4,60	4,02	3,04	2,85	2,49
Small Comm	7,21	6,13	6,06	5,79	4,28
Medium	7,03	5,37	3,04	3,24	2,86
Corporate	9,50	2,83	3,79	5,46	7,71
SoE	2,82	2,60	3,30	1,98	0,82
Total SML	6,30	4,79	4,29	4,09	3,62

Restructured Loan



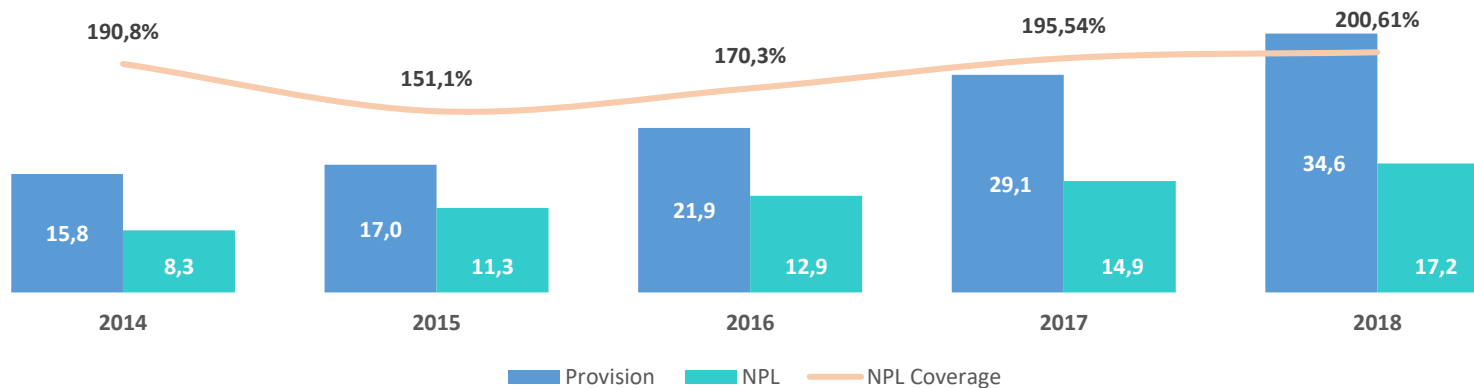
Note: Loan Re-segmentation includes : Small Commercial previously from max Rp. 5bn to max Rp. 25bn; Medium from previously Rp. 5bn to max Rp.50bn become Rp.25bn to max Rp.200bn; Corporate previously from above Rp. 50bn to above Rp200bn



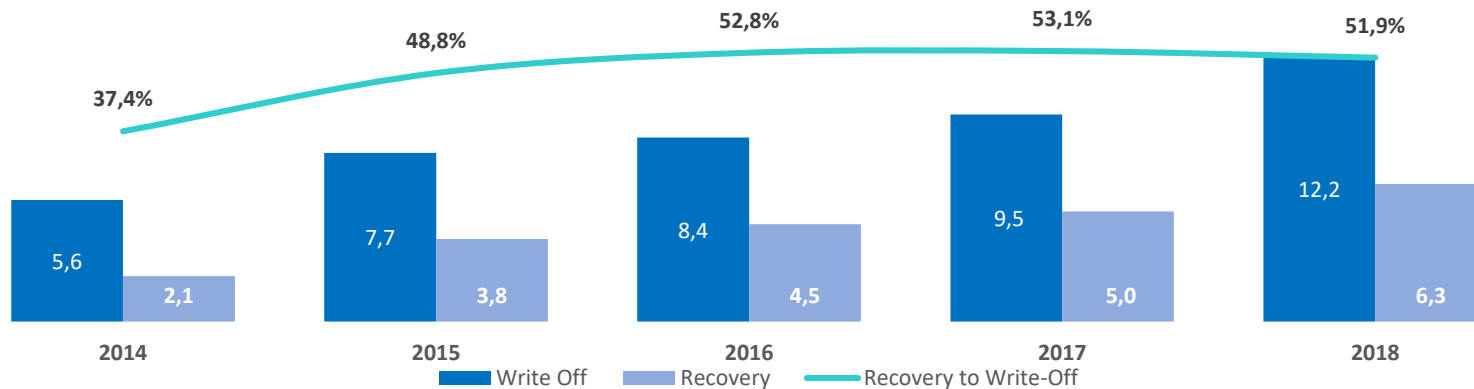
Loan — NPL Coverage Ratio, Write Off & Recovery

NPL Coverage Ratio(%)

(IDR Trillion)

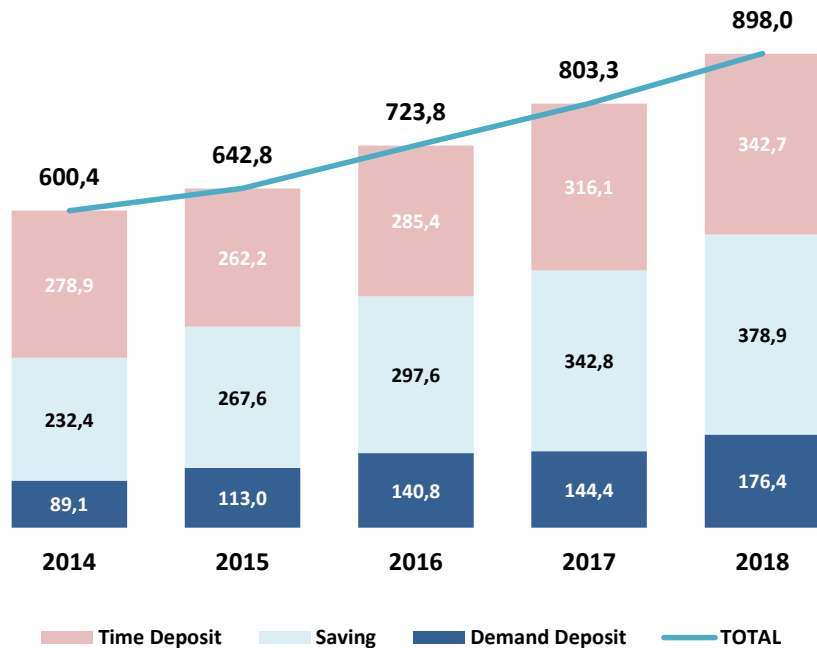


Write Off & Recovery



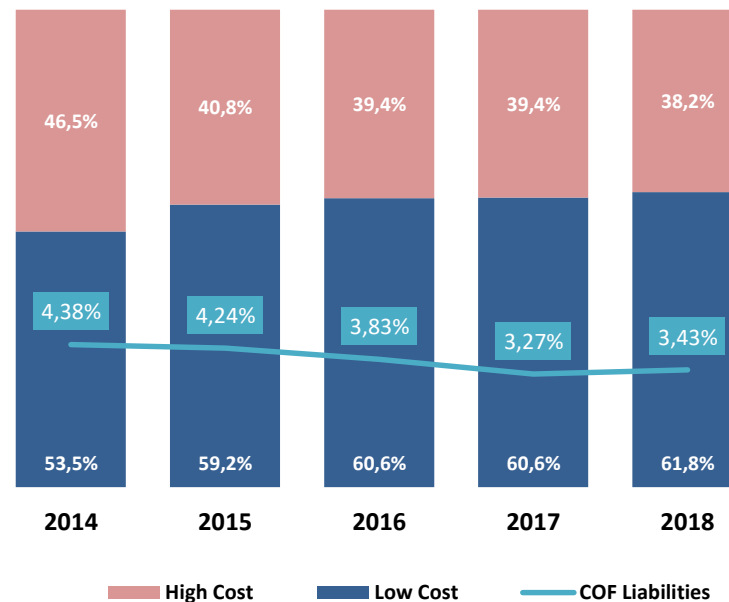
Deposits Growth: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



IDR Billion

Description	2014	2015	2016	2017	2018	g(YoY)
Interest Income	72.464	81.554	90.015	98.254	106.337	8,2%
<i>Interest from Loans</i>	65.371	72.817	80.389	87.062	94.486	8,5%
<i>Int. from Other Earning Assets</i>	7.093	8.737	9.626	11.191	11.851	5,9%
Interest Expense	(23.337)	(26.958)	(26.920)	(27.825)	(31.428)	12,9%
Net Interest Income	49.127	54.595	63.095	70.429	74.908	6,4%
Fee & Other Opr. Income *	9.178	13.670	16.679	18.693	22.777	21,8%
Gross Operating Income	58.305	68.265	79.774	89.121	97.685	9,6%
Operating Expenses	(24.465)	(27.973)	(33.028)	(36.313)	(39.466)	8,7%
Pre Provision Operating Profit	33.840	40.292	46.746	52.809	58.219	10,2%
Provision Expenses	(5.613)	(8.581)	(13.320)	(16.660)	(17.442)	4,7%
Non Operating Income (Net)	2.497	500	15	202	21	-89,7%
Profit Before Tax n Minor. Int.	30.724	32.211	33.442	36.351	40.798	12,2%
Net Profit	24.176	25.204	25.753	28.469	31.702	11,4%
EPS**	196	204	209	231	257	11,4%

v NII 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



Other Operating Income & Expenses

Fee & Other Opr. Income

IDR Billion

Fee & Other Operating Income	2014	2015	2016	2017	2018	g(YoY)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	112	63	374	705	576	-18,4%
Gain fr unrealized change fair value and Govt. Recap Bonds	2			3	2	-51,7%
Fees and Commissions	6.068	7.352	9.210	10.303	11.900	15,5%
Gain fr Forex	234	458	-	176	932	431,2%
Recovery	2.087	3.780	4.461	5.044	6.200	22,9%
Others	673	2.017	2.634	2.462	3.167	28,6%
Total Fee & Other Opr. Income	9.178	13.670	16.679	18.693	22.777	21,8%

Other Operating Expenses

Other Operating Expenses	2014	2015	2016	2017	2018	g(YoY)
Personnel	13.609	15.961	17.648	19.437	21.356	9,9%
General and Administration	8.672	9.918	11.325	12.469	13.602	9,1%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	-	7	-	-	-	-
Losses from forex transaction	-	-	272	-	-	-
Promotion	747	858	1.265	1.262	1.675	32,7%
Others	1.439	1.229	2.519	3.146	2.832	-10,0%
Total Other Opr. Expenses	24.465	27.973	33.028	36.313	39.466	8,7%

Description	2014	2015	2016	2017	2018
CASA	53,55%	59,21%	60,57%	60,65%	61,84%
Cost of Fund (COF)	4,38%	4,24%	3,83%	3,27%	3,43%
Loan to Deposit Ratio	81,68%	86,88%	87,77%	88,13%	89,57%
Net Interest Margin (NIM)	8,34%	7,85%	8,00%	7,93%	7,45%
Cost Efficiency Ratio (CER)	42,21%	41,28%	41,26%	41,15%	41,02%
Earning Asset Provision	2,40%	2,37%	2,75%	3,11%	3,15%
Opr. Expense to Opr. Income	65,42%	66,69%	68,69%	69,14%	68,48%
NPL ratio - Gross	1,69%	2,02%	2,03%	2,10%	2,14%
NPL ratio - Nett	0,36%	1,22%	1,09%	0,88%	0,92%
Return on Assets (ROA) - b.t	4,73%	4,19%	3,84%	3,69%	3,68%
Return on Assets (ROA) - a.t	3,72%	3,28%	2,96%	2,89%	2,86%
Return on Equity (ROE) - Tier I	31,19%	29,89%	23,08%	20,03%	20,49%
Return on Equity (ROE) - B/S	27,87%	24,39%	19,98%	18,72%	18,87%
Primary Reserve Requirement (IDR)	8,07%	9,31%	6,94%	6,52%	7,16%
Net Open Position	3,86%	2,33%	6,67%	4,22%	3,73%
Tier I CAR	17,54%	16,76%	21,91%	21,95%	20,15%
Total CAR	18,31%	20,59%	22,91%	22,96%	21,21%

√ 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

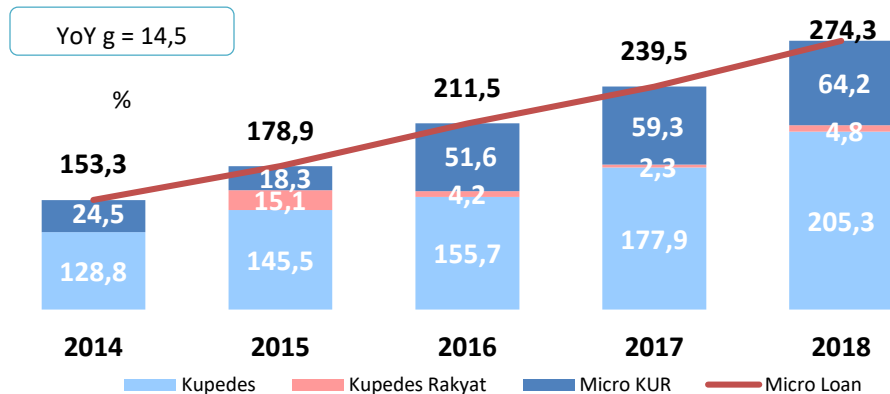


Business Updates

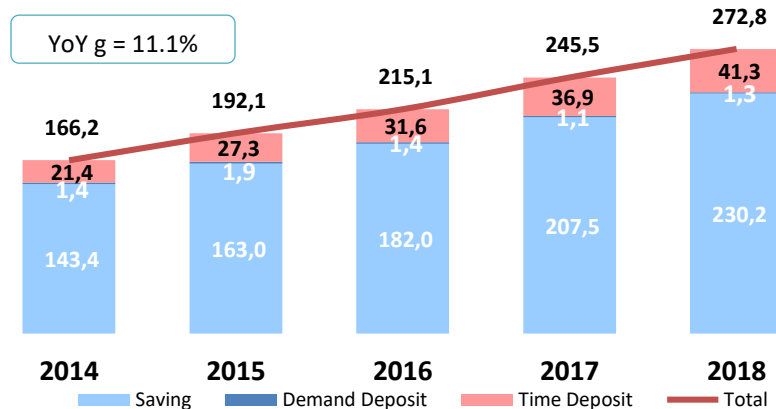




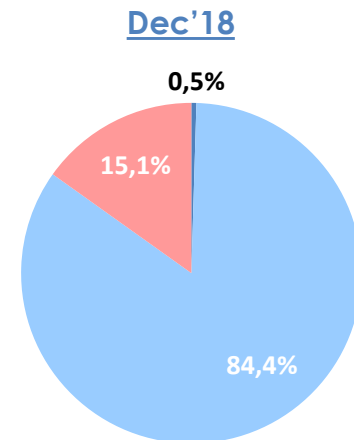
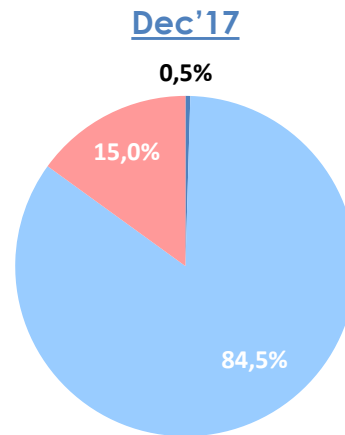
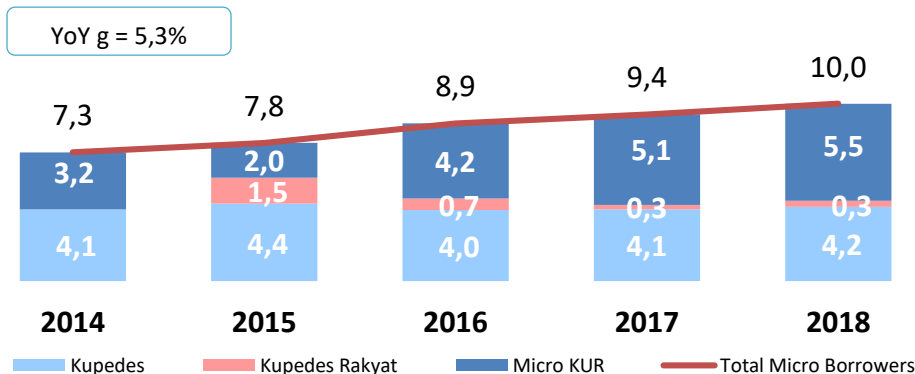
Micro Loans (IDR Trillion)



Micro Deposits - Mix



Micro Borrowers (Million)

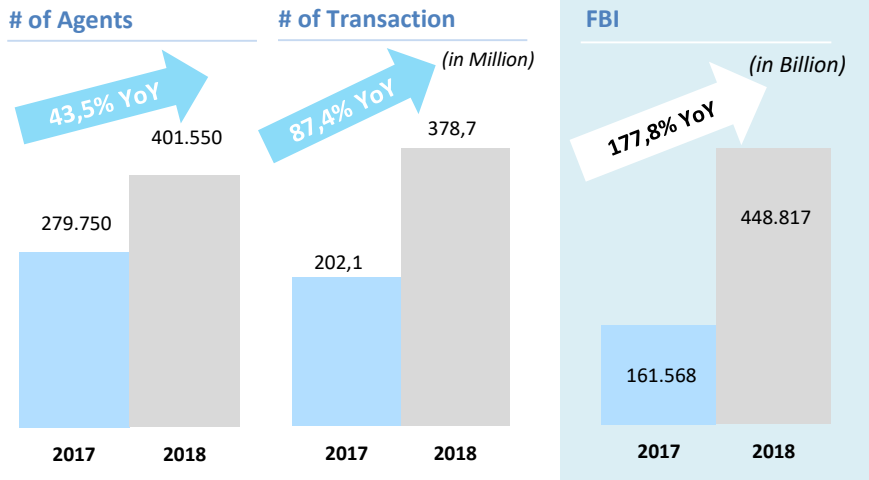




Initiatives in Micro – BRILink & BRISPOT

BRILink

A branchless banking initiatives performed by BRI's customer through fee income sharing scheme..



- Fee based income from BRILink grew by 177,8% YoY, raising its portion from 11.9% to 19.0% to the E-banking Related Fee

Service Provided:

- Cash deposit and withdrawal
- Loan Installment
- Bill Payment (Telephone & Electricity) & loan installment
- Money transfer, both in the bank & inter-bank
- Mobile phone voucher
- Bank account is not required

BRISPOT

Digitizing to improve productivity



- Mobile based application – anytime anywhere access for loan officers
- One stop service for loan disbursement
- Simple to use packed with comprehensive information
- Currently implemented to all micro outlets and loan officers

ADVANTAGES

- Loan process digitalization to reduce TAT (Turn Around Time)
- Increase productivity of micro business channel
- Increase loan monitoring & recovery capability
- Strengthen MIS to improve performance monitoring & business strategy



Small Commercial & Medium Loans



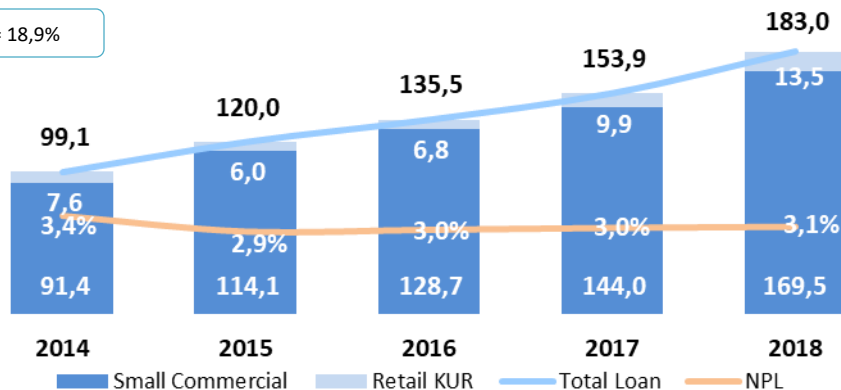


Small Commercial & Medium Loans

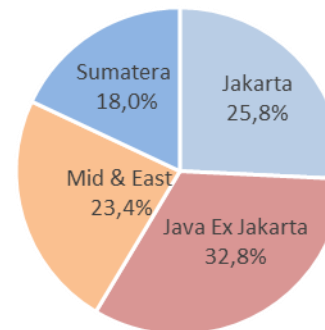
Small Commercial

(IDR Trillion)

YoY g = 18,9%



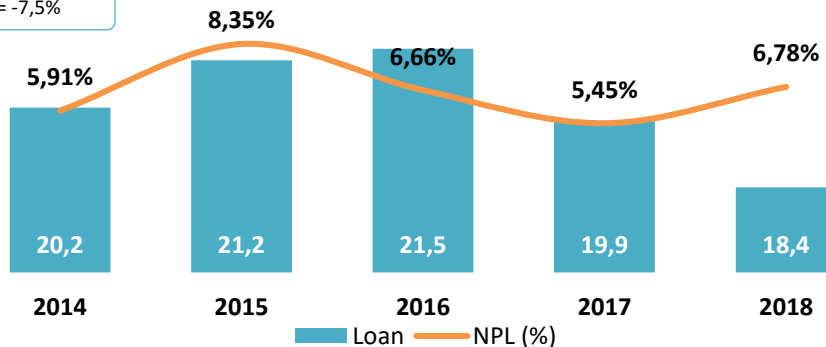
By Region (%)



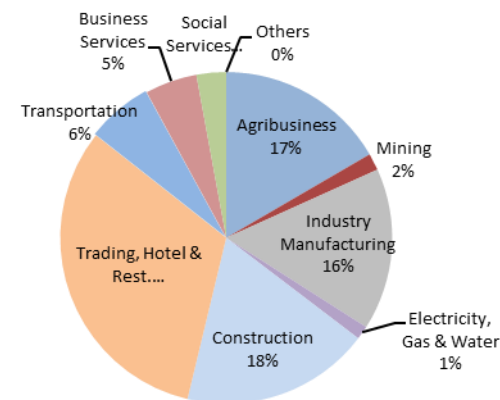
Medium

(IDR Trillion)

YoY g = -7,5%



By Economic Sectors (%)





Consumer Loans



Outstanding

(IDR Trillion)

Consumer Loan	2014	2015	2016	2017	2018	YoY Growth	Composition
Salary Based	62,4	69,5	78,2	88,0	97,8	11,06%	74,74%
Mortgage	14,4	15,7	18,2	22,1	27,1	22,58%	20,73%
Vehicle Loan	2,2	1,6	2,2	2,6	3,7	39,27%	2,81%
Card and Others	1,6	1,6	1,6	1,8	2,3	24,01%	1,73%
Total	80,6	88,5	100,2	114,6	130,8	14,14%	100,00%

NPL (%)

Consumer Loan	2014	2015	2016	2017	2018
Salary Based	0,97%	0,96%	0,81%	0,74%	0,73%
Mortgage	1,99%	2,48%	2,60%	2,18%	1,92%
Vehicle Loan	0,78%	1,23%	0,60%	0,56%	0,47%
Card and Others	4,10%	4,69%	4,07%	2,95%	4,07%
Total	1,21%	1,30%	1,18%	1,05%	1,03%

Consumer loan grew 14,14% Yoy and salary based loan is still the biggest portion of the consumer loans which around 74,74% in December 2018.

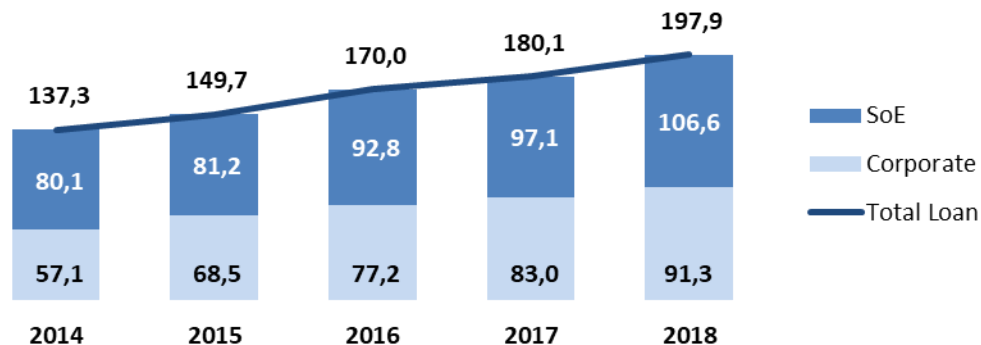


SoE & Corporate Loans



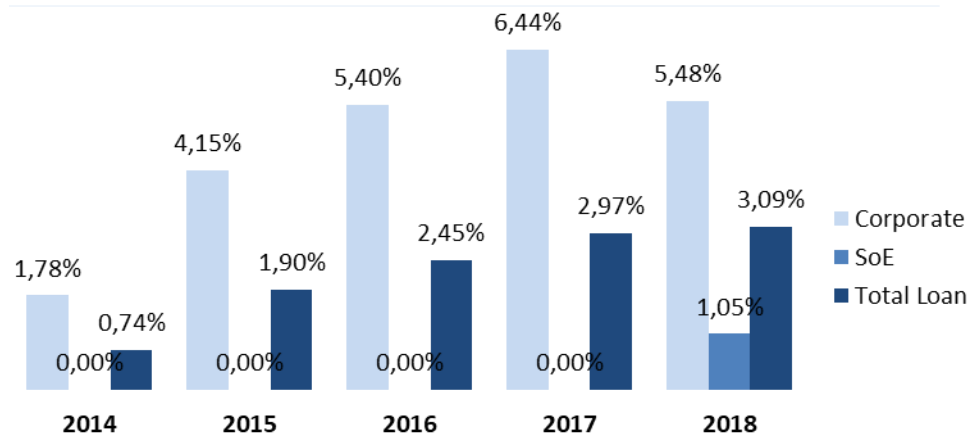
Loan Outstanding – Trend

(IDR Trillion)



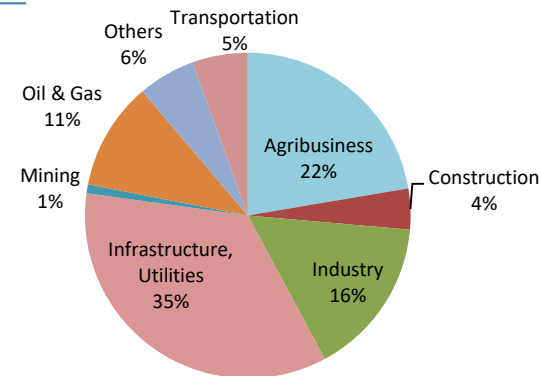
NPL – Trend

(%)

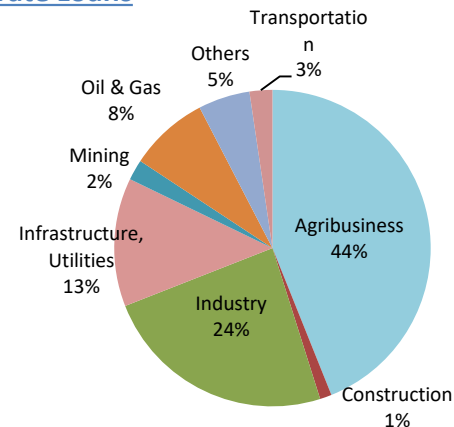


By Business Segment

SOE Loans



Corporate Loans





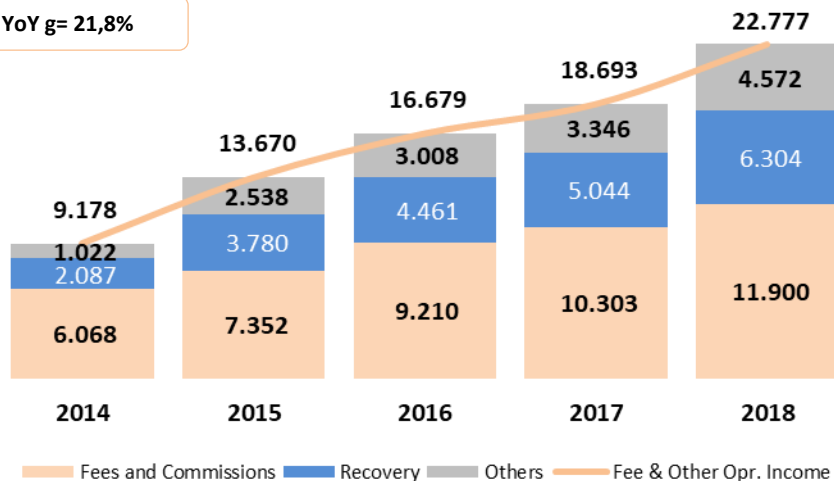
Non Interest Income



Non Interest Income

(IDR Billion)

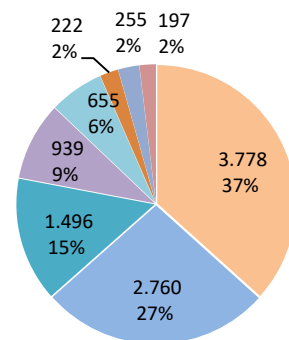
YoY g= 21,8%



- Fees and Commissions grew by 15.5% YoY, reaching 9.2% Fee to Total Income ratio.
- Trade finance growth of 53,8% YoY.
- Strong recovery income growth of 25.0%.

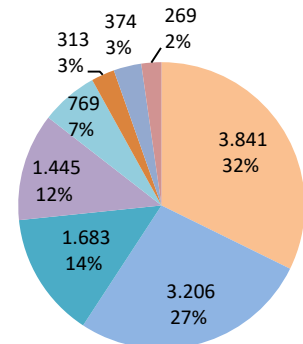
Fees and Commission – Composition

Dec'17



Legend: Deposit Adm Fee (orange), E-Channel Related Fee (blue), Loan Adm Fee (teal), Trade Finance & Int'l Business Related Fee (purple), Non E-Channel Related Fee (light blue), Credit Card (pink)

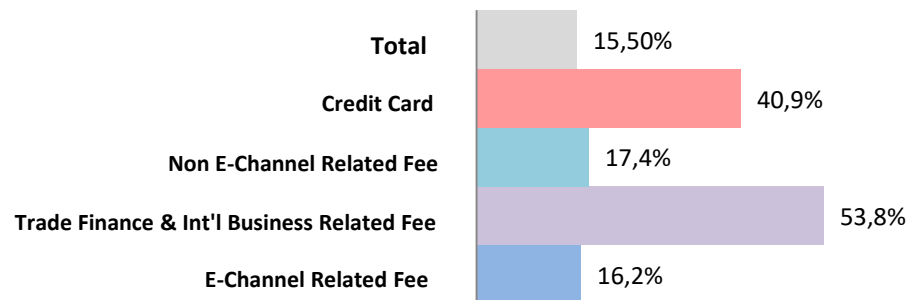
Dec' 18



YoY g=15.5%

(Nominal in billion)

Growth YoY





Subsidiaries

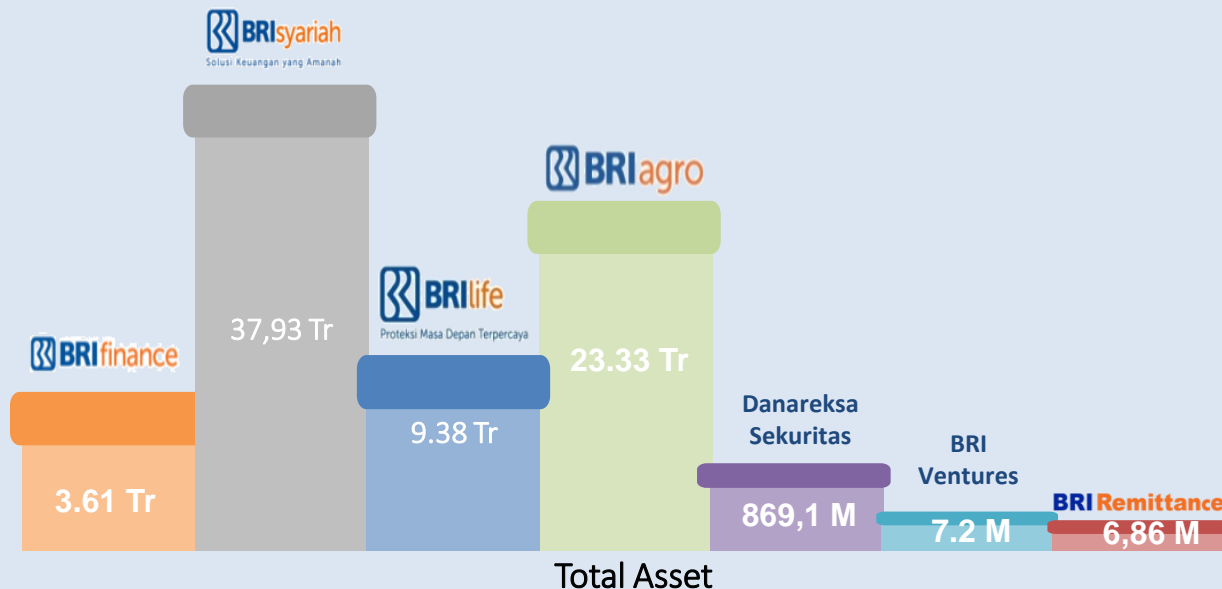


"Subsidiaries contribution increased.."



*contribution: net profit and fee based income from subsidiaries

Subsidiaries's Total Asset Rp 75,14 Tr





Key Take Aways





Key Take Aways

- Loan growth accelerated, driven by micro, consumer and small commercial segments.
- Micro loan composition steadily increased reached 34,1% inline with BRI's long term strategy to re-focusing its business to micro.
- Strong non interest income growth at 21,8% contributed by fee based income (15,5%) and recovery income (25%).
- Business process re-engineering is on track, resulted in lower CER of 41,02%.
- Loan quality is manageable with sufficient NPL Coverage ratio above 200%.
- Increasing net profit growth of 11,36% YoY, stable ROA at 3.68% and improved Return on Equity (ROE) at 20,49%.



Target 2019



Loan Growth	:	12% – 14%
LDR	:	90% +/- 2%
NIM	:	7.2% - 7.4%
Fee Income	:	12% - 14%
OPEX Growth	:	9% - 11%
NPL	:	2.0% - 2.2%
Credit Cost	:	1.9% - 2.1%
Coverage Ratio	:	>170%
Net Profit Growth	:	10% - 12%





The Best Bank in KUR Loan Disbursement – Ministry of Coordinating Economy



The Best Bank for Supporting MSMe for Bank in Category BUKU 3 & 4 - Bank Indonesia



Best Bank in Indonesia - Global Finance



Indonesia Most Trusted Company on Good Corporate Governance Implementation - Indonesian Institute for Corporate Governance (IICG)



ASEAN Best Public Company based on Wealth Added Index Method -SWA



The Best Bank with Outstanding Financial Performance 2018 - Infobank



The Best Primary Dealer in 2017 – Ministry of Finance



The Best Automated Advisory Initiative, Application or Programme: SABRINA - ASIAN Bankers



The Best Productivity, Efficiency and Automation Initiative, Application or Programme: BRISpot - ASIAN Bankers



Andrinof A. Chaniago

President Commissioner /
Independent Commissioner



Gatot Trihargo

Vice President
Commissioner



**Nicolaus Teguh
Budi Harjanto**

Commissioner



Rofikoh Rokhim

Independent Commissioner



A. Sony Keraf

Independent Commissioner



**A. Fuad
Rahmany**

Independent Commissioner



Mahmud

Independent Commissioner



Hadiyanto

Commissioner



Suprajarto

President Director



Sunarso

Vice President Director *



Handayani

Director of Consumer Business



**Osbal Saragi
Rumahorbo**

Director of Networks and
Services



**Haru
Koesmahargyo**

Director of Finance



Indra Utoyo

Director of Information
Technology and Operation



R Sophia Alizsa

Director of Human Capital



**Sis Apik
Wijayanto**

Director of Institutional
Relations



Supari

Director of Retail and
Medium Loans



**Mohammad
Irfan**

Director of Risk
Management



Priyastomo

Director of Micro and
Small Loan



**Ahmad Solichin
Lutfiyanto**

Director of Compliance

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

Branchless Network

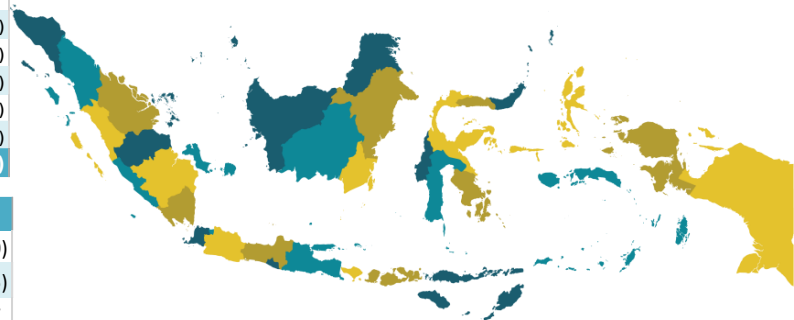


2015	2016	2017	2018	YoY
50.259	84.550	279.750	401.550	43,5%

Outlets	2014	2015	2016	2017	2018	YoY
Head Offices	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	-
Branches	461	467	467	468	468	-
Sub Branches	584	603	609	610	609	(1)
BRI Units	5.293	5.360	5.380	5.382	5.381	(1)
Cash Offices	971	983	984	992	964	(28)
Teras BRI	2.457	2.543	2.545	2.536	2.069	(467)
Teras Mobile	610	636	638	638	136	(502)
Total	10.396	10.612	10.643	10.646	9.647	(999)

E-Channel	2014	2015	2016	2017	2018	YoY
ATM	20.792	22.792	24.292	24.684	22.684	(2.000)
EDC	131.204	187.758	257.712	302.921	284.425	(18.496)
CRM	392	892	1.392	1.992	2.609	617
E-Buzz	55	57	57	57	57	-
Total	152.443	211.499	283.453	329.654	309.775	(19.879)

*Total working units are including 4 overseas offices



FitchRatings

- Long Term Foreign Currency IDR : **BBB-, Stable Outlook**
- Short Term Foreign Currency IDR : **F3**
- Support Rating Floor : **BBB-**
- Support Rating : **2**
- Viability Rating : **bbb-**
- 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)**

 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 Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	2016	2017	2018
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 *)	79,06%	85,11%	83,93%	82,84%	78,94%	82,49%	78,12%	80,12%	84,33%	79,48%
Domestic *)	20,90%	14,89%	16,07%	17,16%	21,06%	17,51%	21,88%	19,88%	15,67%	20,52%

Stock Price: Trend

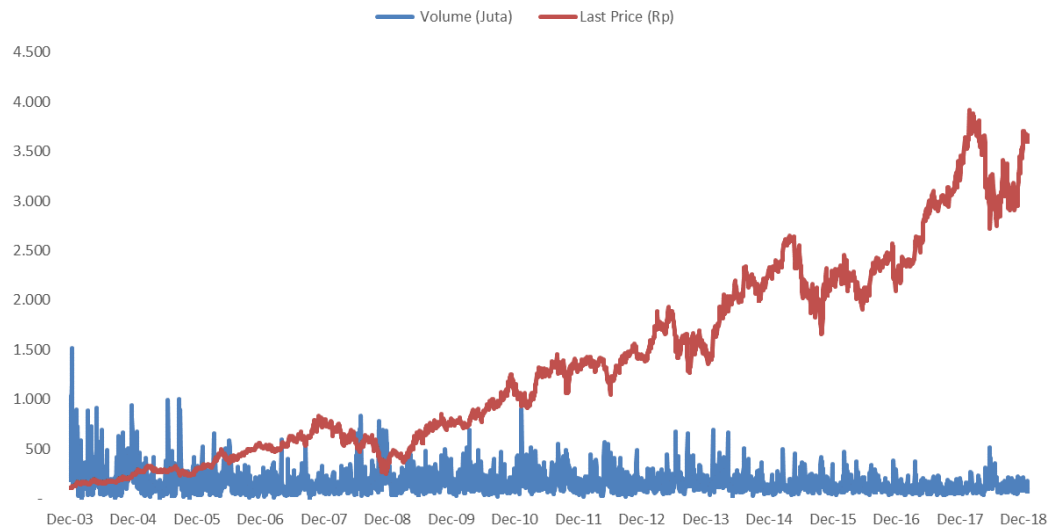
**IPO :
IDR 875**

**2018
IDR 3.660 ***

* 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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