



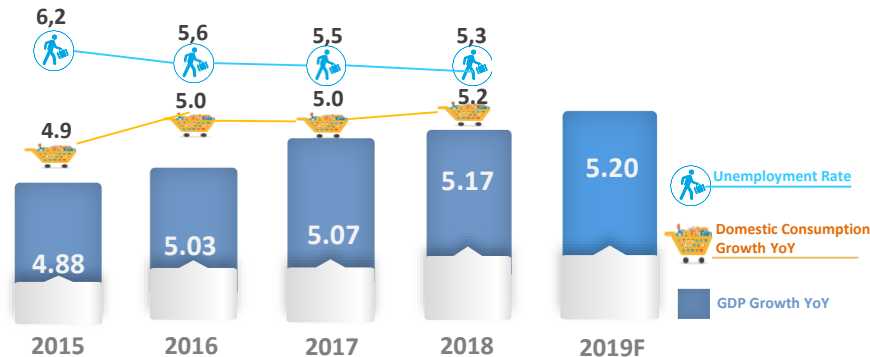
1Q'2019 – Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk

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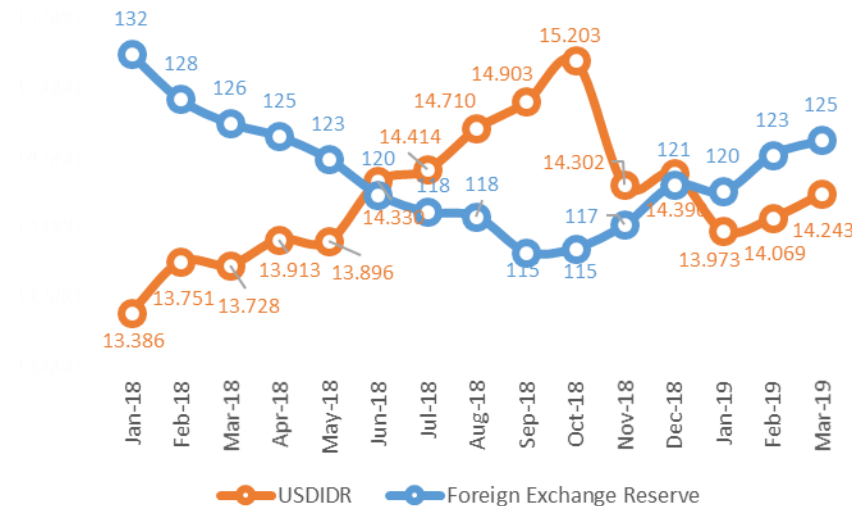
OUTLINE

GDP & Household Consumption



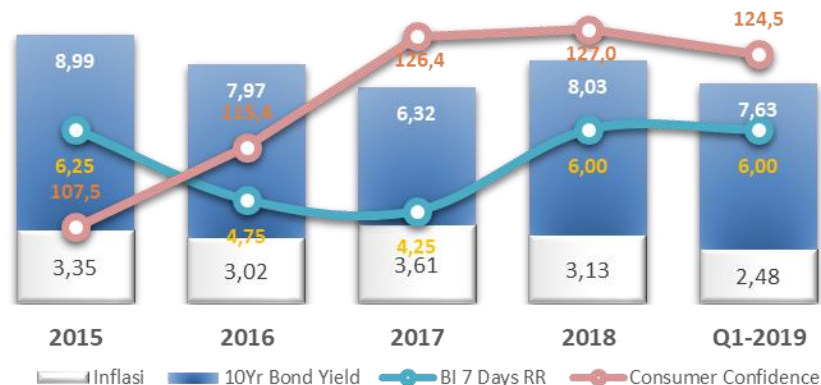
Source: BPS and Internal Forecast

Exchange Rate & Foreign Exchange Reserves



Source: BI and Bloomberg

Attractive Real Yield



Source: BPS, BI and Bloomberg



- Increasing GDP Growth supported by higher consumption and lower unemployment rate.
- Manageable level of inflation provides attractive real yield.
- Stable exchange rate supported by increasing foreign reserve and lower pressure from external factors.



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. Front loading and ahead the curve policy response
2. Hold BI7Days RR at 6%
3. Provide SWAP facilities with lower rates
4. Monitor FX transaction without underlying
5. Initiate domestic NDF as an alternative hedging instrument
6. Money market deepening through "Indonia" as a reference rate.
7. MIR Policy easing to encourage banking intermediation



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

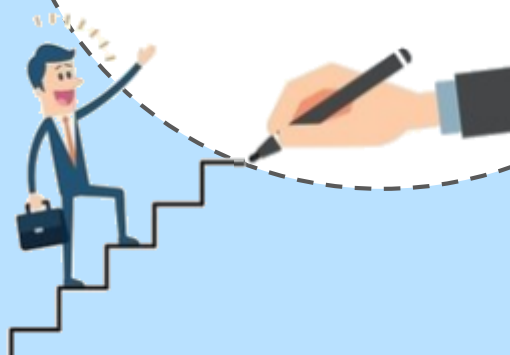
Strengthening risk
management
culture

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 Loan Portion** $\pm 40\%$
- **Corporate Loan Portion** 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

Newly Acquired (Dec 2018)



To be a leading security house by empowering retail market

67%
Shared Ownership



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

97.6%
Shared Ownership

PARTICIPATION

Shares <50%



To be a leading venture capital by focusing on ultra micro financing

The majority of shares are owned by BPUI

35%
Shared Ownership



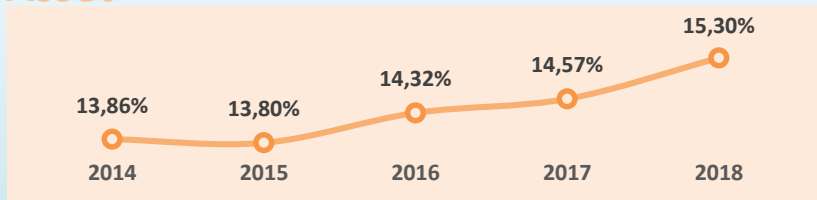
Focus in investment manager business. The majority of shares are owned by Danareksa

35%
Shared Ownership

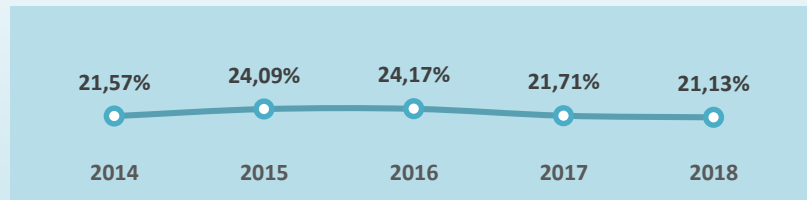


Market Share

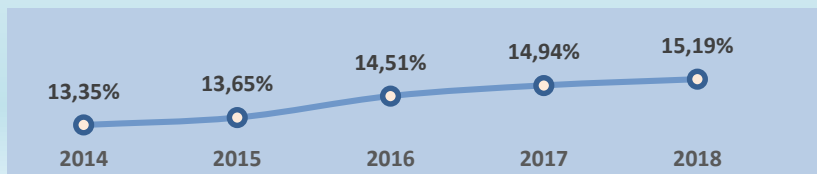
Asset



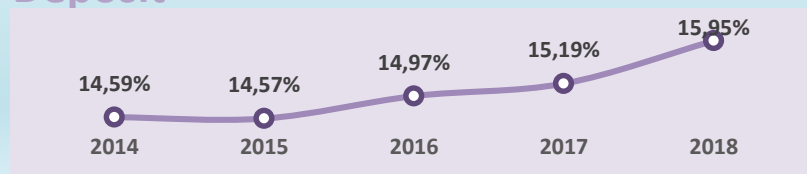
Net Profit



Loan



Deposit



ROA

BRI	Industry
3,35%	2,52%

NIM

BRI	Industry
6,89%	5,12%

BOPO

BRI	Industry
70,21%	78,03%

NPL

BRI	Industry
2,31%	2,67%

LDR

BRI	Industry
91,43%	93,19%

CAR

BRI	Industry
21,68%	23,32%

* Source: OJK and Internal Data

BRI

(Consolidated)





Financial Highlights (Consolidated)

	2014	2015	2016	2017	2018	1Q'18	1Q'19	Δ yoy
Asset/Liabilities								
Total Assets (IDR Billion)	801.984	878.426	1.004.802	1.127.447	1.296.898	1.119.240	1.279.861	14,4%
Total Loans (Gross) (IDR Billion)	510.697	581.095	663.420	739.337	843.598	757.678	855.467	12,9%
Total Deposits (IDR Billion)	622.322	668.995	754.526	841.656	944.269	827.060	936.027	13,2%
Asset Quality								
NPL (gross)	1,78%	2,10%	2,13%	2,23%	2,27%	2,46%	2,41%	
Liquidity								
LDR	82,06%	86,86%	87,93%	87,84%	89,34%	91,61%	91,39%	
CASA	52,46%	57,82%	59,09%	59,04%	60,14%	55,87%	56,28%	
Profitability								
Net Profit (IDR Billion)	24.227	25.411	26.285	29.045	32.418	7.423	8.196	10,4%
NIM	8,02%	7,64%	7,87%	7,77%	7,30%	7,42%	6,68%	
ROE Tier 1	30,84%	29,05%	21,87%	19,73%	20,04%	19,57%	17,86%	
ROA before tax	4,45%	3,99%	3,67%	3,53%	3,51%	3,27%	3,17%	
Cost Efficiency Ratio (CER)	43,28%	42,09%	42,41%	42,31%	42,30%	40,39%	41,08%	
Operating Expense to Operating Income	66,47%	67,59%	70,23%	70,78%	70,02%	71,77%	71,85%	
Capital								
Tier1 CAR	17,13%	16,68%	21,54%	21,71%	20,18%	19,65%	20,77%	
Total CAR	18,14%	20,39%	22,69%	22,84%	21,35%	20,75%	21,91%	

√ 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	1Q'18	1Q'19	g (YoY)
Total Assets	801.984	878.426	1.004.802	1.127.447	1.296.898	1.119.240	1.279.861	14,4%
- Gross Loans	510.697	581.095	663.420	739.337	843.598	757.678	855.467	12,9%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	2.943	1.505	-48,9%
- Other Earnings Assets	213.094	197.021	240.562	282.834	333.408	256.697	319.074	24,3%
Total Earning Assets	728.094	781.931	907.301	1.025.488	1.178.512	1.017.318	1.176.046	15,6%
Earning Assets Provision	(16.163)	(17.515)	(22.807)	(30.105)	(35.604)	(32.565)	(37.652)	15,6%
Total Earning Assets (net)	711.931	764.416	884.494	995.383	1.142.908	984.752	1.138.394	15,6%
Total Non Earning Assets	90.053	114.010	120.308	132.064	153.990	134.488	141.467	5,2%
Total Liabilities & S.E	801.984	878.426	1.004.802	1.127.447	1.296.898	1.119.240	1.279.861	14,4%
Total Customer Deposits	622.322	668.995	754.526	841.656	944.269	827.060	936.027	13,2%
- Demand Deposits	90.052	114.367	142.547	147.436	180.669	129.080	160.139	24,1%
- Saving Deposits	236.395	272.471	303.270	349.441	387.180	333.002	366.700	10,1%
- Time and Certificate Deposits	295.875	282.157	308.709	344.780	376.420	364.977	409.187	12,1%
Other Interest Bearing Liabilities	57.435	68.601	70.355	78.745	119.632	77.378	99.928	29,1%
Non Interest Bearing Liabilities	24.522	27.703	32.386	39.038	47.723	54.169	48.994	-9,6%
Tier I Capital	83.344	93.437	139.786	159.087	172.358	151.746	183.523	20,9%
Total Shareholder's Equity	97.706	113.127	147.534	168.008	185.275	160.634	194.911	21,3%



Income Statement (Consolidated)

Description							IDR Billion	
	2014	2015	2016	2017	2018	1Q'18	1Q'19	g (YoY)
Interest Income	75.121	84.767	94.016	102.912	111.583	26.234	29.524	12,5%
Interest Expense	(24.710)	(28.451)	(28.577)	(29.894)	(33.917)	(7.610)	(10.114)	32,9%
Net Interest Income	50.410	56.316	65.439	73.018	77.666	18.624	19.411	4,2%
Net Premium Income			279	385	946	250	215	-13,8%
Fee & Other Opr. Income	9.299	13.855	17.288	19.271	23.425	5.021	5.429	8,1%
Gross Operating Income	59.710	70.171	83.006	92.675	102.037	23.895	25.055	4,9%
Other Operating Expenses	(25.683)	(29.312)	(35.157)	(38.614)	(41.990)	(9.364)	(10.109)	8,0%
Pre Provision Operating Profit	34.026	40.860	47.849	54.061	60.047	14.531	14.946	2,9%
Provision Expenses	(5.719)	(8.900)	(13.804)	(17.254)	(18.321)	(5.386)	(4.787)	-11,1%
Non Operating Income (Net)	2.497	535	2	216	28	14	(5)	-136,6%
Profit Before Tax n Minor. Int.	30.804	32.494	34.047	37.023	41.754	9.159	10.153	10,9%
Net Profit	24.227	25.411	26.285	29.045	32.418	7.423	8.196	10,4%
EPS *)	196	206	213	235	263	241	266	10,4%

√ 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	1Q'18	1Q'19	Δ yoy
Asset/Liabilities								
Total Assets (IDR Billion)	778.046	845.998	964.001	1.076.438	1.234.200	1.064.732	1.216.324	14,2%
Total Loans (Gross) (IDR Billion)	490.403	558.436	635.291	708.001	804.338	724.481	814.555	12,4%
Total Deposits (IDR Billion)	600.404	642.774	723.845	803.327	898.033	785.269	890.902	13,5%
Asset Quality								
NPL (gross)	1,69%	2,02%	2,03%	2,10%	2,14%	2,39%	2,31%	
NPL (nett)	0,36%	1,22%	1,09%	0,88%	0,92%	1,16%	1,05%	
Liquidity								
LDR	81,68%	86,88%	87,77%	88,13%	89,57%	92,26%	91,43%	
CASA	53,55%	59,21%	60,57%	60,65%	61,84%	57,61%	57,85%	
Profitability								
Net Profit (IDR Billion)	24.176	25.204	25.753	28.469	31.702	7.152	8.043	12,5%
Cost of Fund (CoF)	4,38%	4,24%	3,83%	3,27%	3,47%	3,29%	3,68%	
NIM	8,34%	7,85%	8,00%	7,93%	7,45%	7,49%	6,89%	
ROE Tier 1	31,19%	29,89%	23,08%	20,03%	20,49%	18,70%	18,81%	
ROE B/S	27,87%	24,39%	19,98%	18,72%	18,87%	17,37%	17,22%	
ROA before tax	4,73%	4,19%	3,84%	3,69%	3,68%	3,35%	3,35%	
Cost Efficiency Ratio (CER)	42,21%	41,28%	41,26%	41,15%	41,02%	38,72%	39,65%	
Operating Expense to Operating Income	65,42%	66,69%	68,69%	69,14%	68,48%	70,43%	70,21%	
Capital								
Tier1 CAR	17,54%	16,76%	21,91%	21,95%	20,15%	19,76%	20,64%	
Total CAR	18,31%	20,59%	22,91%	22,96%	21,21%	20,74%	21,68%	

√ 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

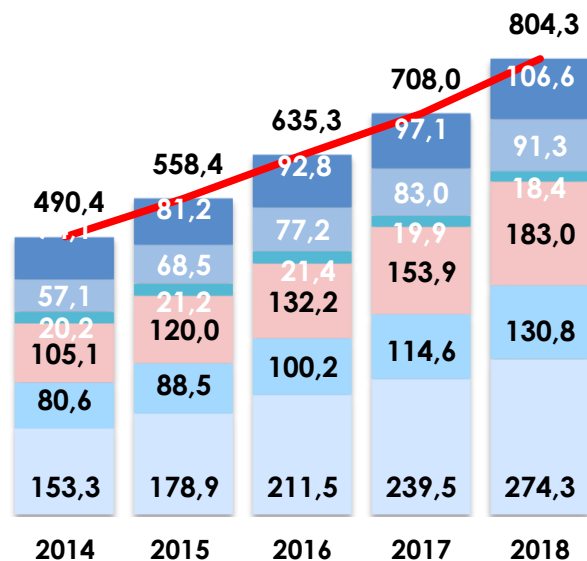
IDR Billion

Description	2014	2015	2016	2017	2018	1Q'18	1Q'19	g(YoY)
Total Assets	778.046	845.998	964.001	1.076.438	1.234.200	1.064.732	1.216.324	14,2%
- Gross Loans	490.403	558.436	635.291	708.001	804.338	724.481	814.555	12,4%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	2.943	1.505	-48,9%
- Other Earnings Assets	211.325	190.735	230.252	264.899	317.063	242.498	304.038	25,4%
Total Earning Assets	706.031	752.987	868.862	976.218	1.122.907	969.922	1.120.098	15,5%
Earning Assets Provision	(15.785)	(17.030)	(21.944)	(29.062)	(34.570)	(31.496)	(36.601)	16,2%
Total Earning Assets (net)	690.246	735.957	846.918	947.156	1.088.337	938.426	1.083.497	15,5%
Total Non Earning Assets	87.800	110.041	117.083	129.283	145.863	126.306	132.827	5,2%
Total Liabilities & S.E	778.046	845.998	964.001	1.076.438	1.234.200	1.064.732	1.216.324	14,2%
Total Customer Deposits	600.404	642.774	723.845	803.327	898.033	785.269	890.902	13,5%
- Demand Deposits	89.076	112.989	140.764	144.432	176.405	126.592	157.055	24,1%
- Savings	232.414	267.607	297.649	342.759	378.909	325.776	358.308	10,0%
- Time Deposits	278.915	262.178	285.432	316.135	342.719	332.900	375.539	12,8%
Other Interest Bearing Liabilities	56.677	67.712	68.659	77.495	117.431	75.733	97.212	28,4%
Non Interest Bearing Liabilities	23.784	23.120	26.038	30.570	37.718	45.599	37.799	-17,1%
Tier I Capital	82.109	89.992	136.670	154.669	164.925	146.226	174.529	19,4%
Total Shareholder's Equity	97.181	112.392	145.458	165.047	181.019	158.132	190.410	20,4%
Book Value per Shares *)	788	911	1.179	1.338	1.468	1.282	1.544	20,4%

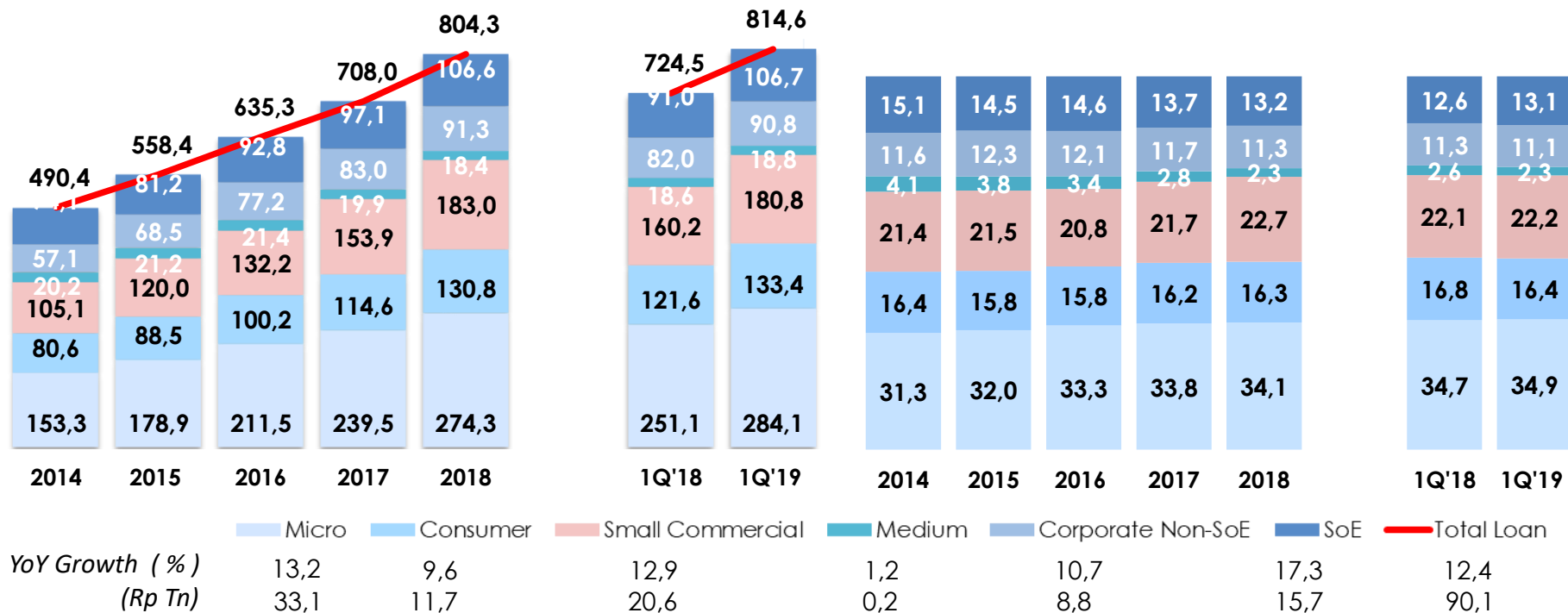
*) include Treasury Stock

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



YoY Growth (%)
(Rp Tn)

Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
13,2	9,6	12,9	1,2	10,7	17,3	12,4
33,1	11,7	20,6	0,2	8,8	15,7	90,1

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

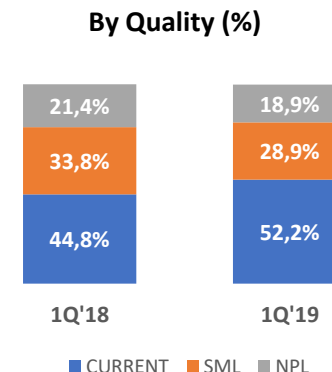
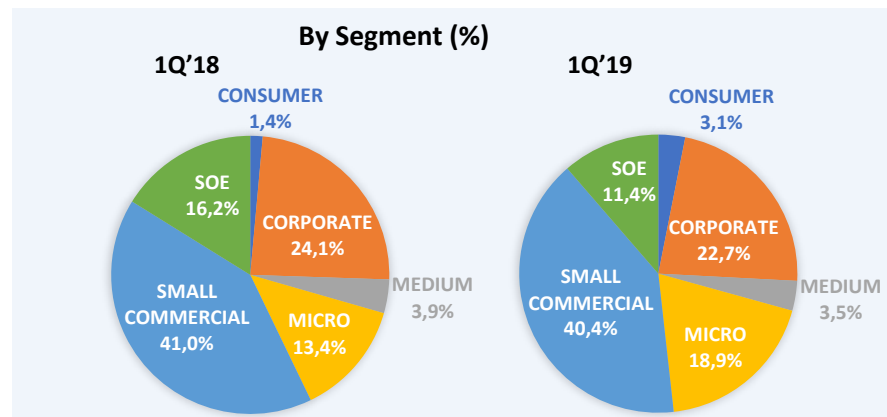
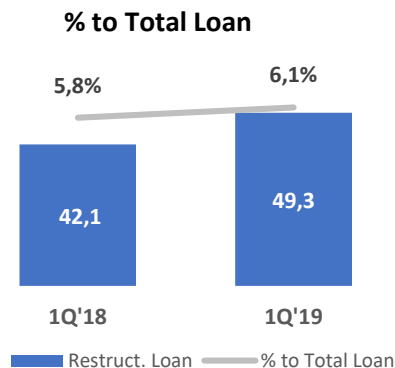
Non Performing Loan – gross by segment (%)

NPL %	2014	2015	2016	2017	2018	1Q'18	1Q'19
Micro	1,12	1,13	1,00	1,08	1,01	1,35	1,29
Consumer	1,21	1,30	1,18	1,05	1,03	1,24	1,24
Small Comm	3,41	2,89	2,95	3,01	3,14	3,88	3,49
Medium	5,91	8,35	7,90	5,45	6,78	4,87	5,82
Corporate	1,78	4,15	5,40	6,44	5,48	5,83	5,45
SoE	0,00	0,00	0,00	0,00	1,05	0,51	1,05
Total NPL	1,69	2,02	2,03	2,10	2,14	2,39	2,31

Special Mention – by segment (%)

SML (%)	2014	2015	2016	2017	2018	1Q'18	1Q'19
Micro	7,15	6,00	4,45	4,04	3,51	5,00	4,44
Consumer	4,60	4,02	3,04	2,85	2,49	3,47	3,30
Small Comm	7,21	6,13	6,06	5,79	4,28	6,59	6,23
Medium	7,03	5,37	3,04	3,24	2,86	5,10	3,09
Corporate	9,50	2,83	3,79	5,46	7,71	7,55	7,70
SoE	2,82	2,60	3,30	1,98	0,82	1,59	0,70
Total SML	6,30	4,81	4,28	4,09	3,62	4,96	4,49

Restructured Loan

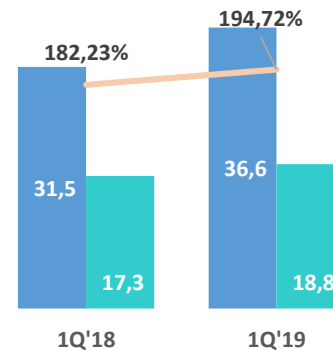
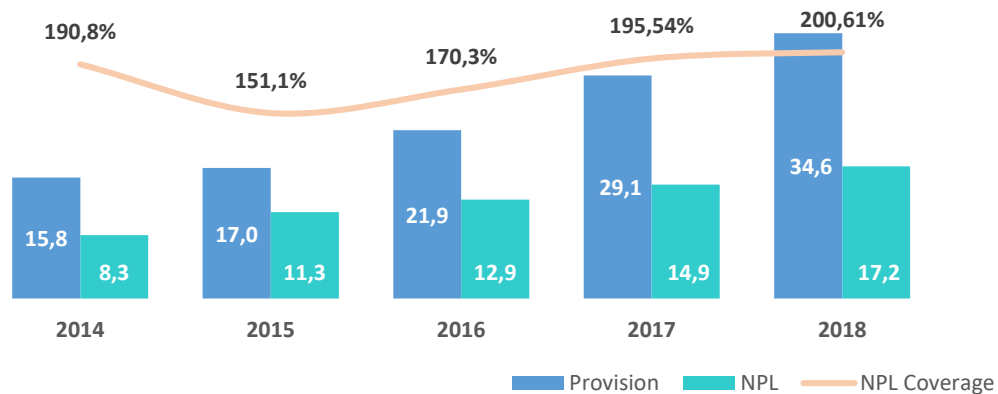


Note: Loan Re-segmentation includes : Small Commercial previously from max Rp. 5bn to max Rp. 25bn; Medium from previously Rp. 5bn to max Rp.50bn become Rp.25bn to max Rp.200bn; Corporate previously from above Rp. 50bn to above Rp200bn



Loan – NPL Coverage Ratio, Write Off & Recovery

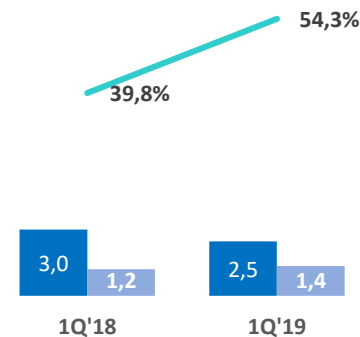
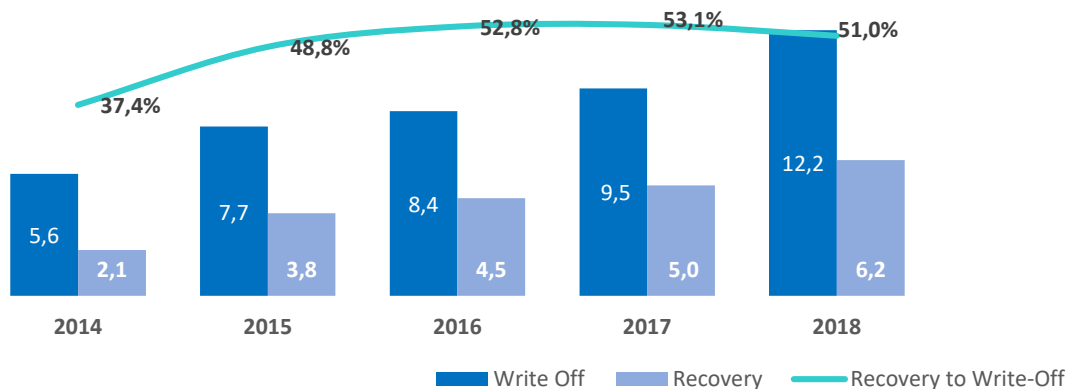
NPL Coverage Ratio(%)



(IDR Trillion)

NPL coverage increased, above the threshold of 170%.

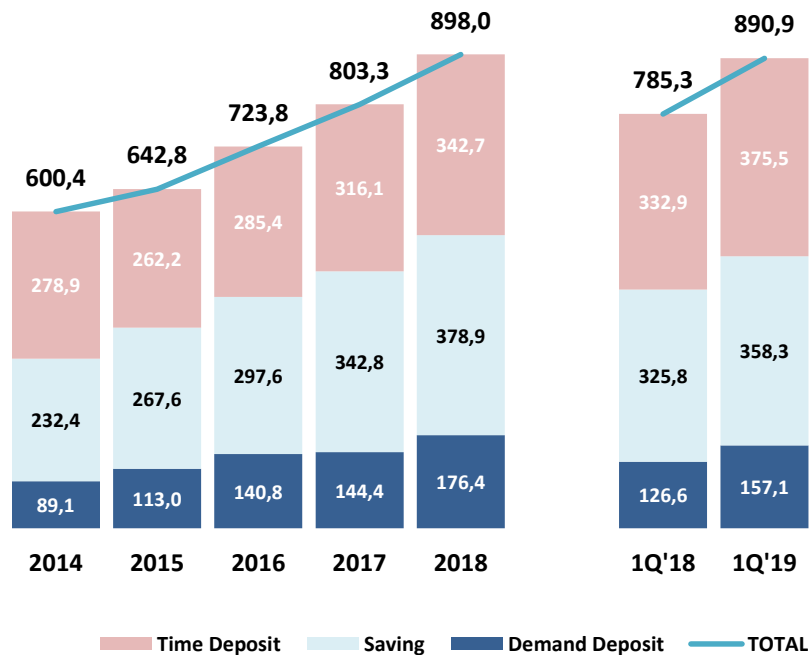
Write Off & Recovery



Increasing recovery rate, higher than the target of 50%.

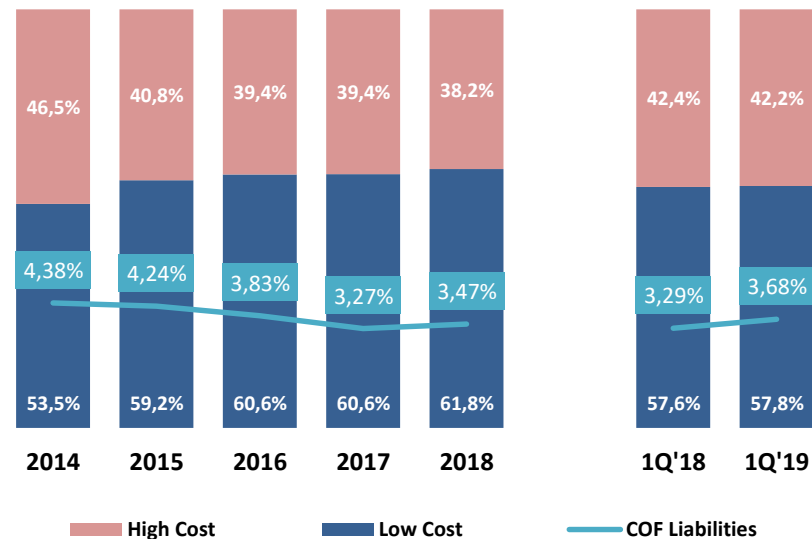
Deposits Growth: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



IDR Billion

Description	2014	2015	2016	2017	2018	1Q'18	1Q'19	g(YoY)
Interest Income	72.464	81.554	90.015	98.254	106.337	25.016	28.075	12,2%
<i>Interest from Loans</i>	65.371	72.817	80.389	87.236	94.794	22.079	24.767	12,2%
<i>Int. from Other Earning Assets</i>	7.093	8.737	9.626	11.018	11.543	2.937	3.308	12,6%
Interest Expense	(23.337)	(26.958)	(26.920)	(27.825)	(31.428)	(7.035)	(9.376)	33,3%
Net Interest Income	49.127	54.595	63.095	70.429	74.908	17.981	18.700	4,0%
Fee & Other Opr. Income *	9.178	13.670	16.679	18.693	22.777	4.840	5.210	7,7%
Gross Operating Income	58.305	68.265	79.774	89.121	97.685	22.821	23.910	4,8%
Operating Expenses	(24.465)	(27.973)	(33.028)	(36.313)	(39.466)	(8.680)	(9.439)	8,7%
Pre Provision Operating Profit	33.840	40.292	46.746	52.809	58.219	14.141	14.471	2,3%
Provision Expenses	(5.613)	(8.581)	(13.320)	(16.660)	(17.442)	(5.319)	(4.509)	-15,2%
Non Operating Income (Net)	2.497	500	15	202	21	9	(7)	-181,2%
Profit Before Tax n Minor. Int.	30.724	32.211	33.442	36.351	40.798	8.830	9.954	12,7%
Net Profit	24.176	25.204	25.753	28.469	31.702	7.152	8.043	12,5%
EPS**	196	204	209	231	257	232	261	12,5%

√ 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

Other Operating Income

IDR Billion

Other Operating Income	2014	2015	2016	2017	2018	1Q'18	1Q'19	g(YoY)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	112	63	374	705	576	180	246	36,6%
Gain fr unrealized change fair value and Govt. Recap Bonds	2			3	2	-	20	-
Fees and Commissions	6.068	7.352	9.210	10.303	11.900	2.653	3.093	16,6%
Gain fr Forex	234	458	-	176	932	260	-	-100,0%
Recovery	2.087	3.780	4.461	5.044	6.200	1.205	1.354	12,3%
Others	673	2.017	2.634	2.462	3.167	542	497	-8,4%
Total Other Operating Income	9.178	13.670	16.679	18.693	22.777	4.840	5.210	7,7%

Other Operating Expenses

Other Operating Expenses	2014	2015	2016	2017	2018	1Q'18	1Q'19	g(YoY)
Personnel	13.609	15.961	17.648	19.437	21.356	4.935	5.238	6,1%
General and Administration	8.672	9.918	11.325	12.469	13.602	2.825	2.957	4,7%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	-	7	-	-	-	9	-	-1
Losses from forex transaction	-	-	272	-	-	-	63	-
Promotion	747	858	1.265	1.262	1.675	200	272	36,0%
Others	1.439	1.229	2.519	3.146	2.832	711	909	27,8%
Total Other Operating Expenses	24.465	27.973	33.028	36.313	39.466	8.680	9.439	8,7%

Description	2014	2015	2016	2017	2018	1Q'18	1Q'19
CASA	53,55%	59,21%	60,57%	60,65%	61,84%	57,61%	57,85%
Cost of Fund (COF)	4,38%	4,24%	3,83%	3,27%	3,47%	3,29%	3,68%
Loan to Deposit Ratio	81,68%	86,88%	87,77%	88,13%	89,57%	92,26%	91,43%
Net Interest Margin (NIM)	8,34%	7,85%	8,00%	7,93%	7,45%	7,49%	6,89%
Cost Efficiency Ratio (CER)	42,21%	41,28%	41,26%	41,15%	41,02%	38,72%	39,65%
Earning Asset Provision	2,40%	2,37%	2,75%	3,11%	3,26%	3,31%	3,27%
Opr. Expense to Opr. Income	65,42%	66,69%	68,69%	69,14%	68,48%	70,43%	70,21%
NPL ratio - Gross	1,69%	2,02%	2,03%	2,10%	2,14%	2,39%	2,31%
NPL ratio - Nett	0,36%	1,22%	1,09%	0,88%	0,92%	1,16%	1,05%
Return on Assets (ROA) - b.t	4,73%	4,19%	3,84%	3,69%	3,68%	3,35%	3,35%
Return on Assets (ROA) - a.t	3,72%	3,28%	2,96%	2,89%	2,86%	2,71%	2,70%
Return on Equity (ROE) - Tier I	31,19%	29,89%	23,08%	20,03%	20,49%	18,70%	18,81%
Return on Equity (ROE) - B/S	27,87%	24,39%	19,98%	18,72%	18,87%	17,37%	17,22%
Primary Reserve Requirement (IDR)	8,07%	9,31%	6,94%	6,52%	7,16%	6,53%	6,56%
Net Open Position	3,86%	2,33%	6,67%	4,22%	3,73%	6,04%	5,06%
Tier I CAR	17,54%	16,76%	21,91%	21,95%	20,15%	19,76%	20,64%
Total CAR	18,31%	20,59%	22,91%	22,96%	21,21%	20,74%	21,68%

v 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





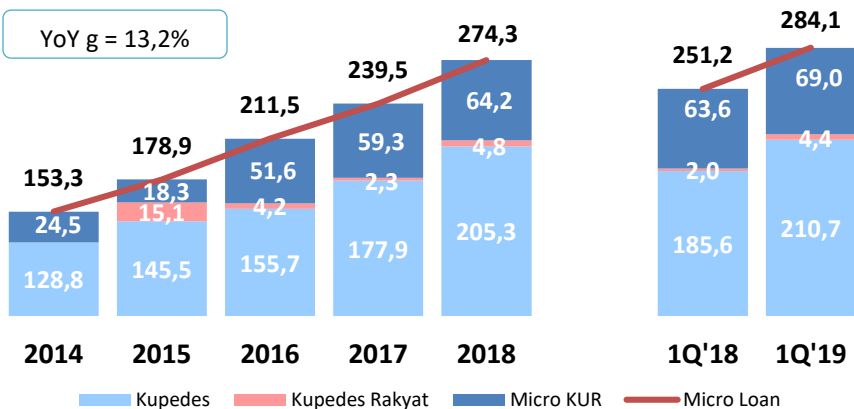


Micro Banking – Loan and Deposits

Micro Loans

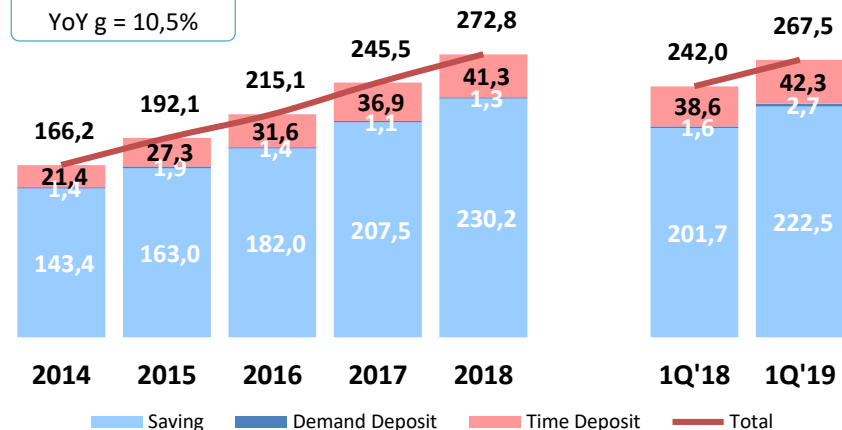
(IDR Trillion)

YoY g = 13,2%



Micro Deposits - Mix

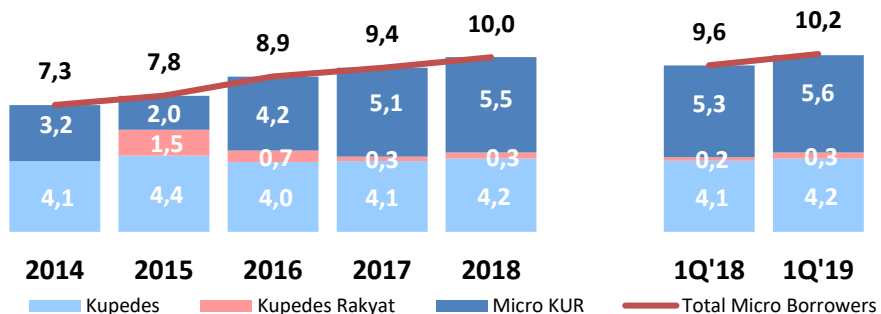
YoY g = 10,5%



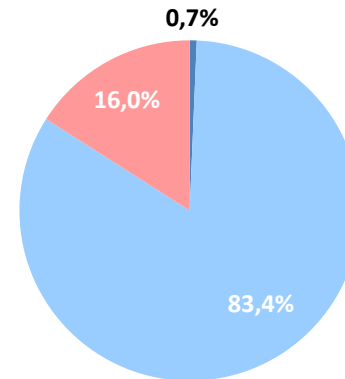
Micro Borrowers

(Million)

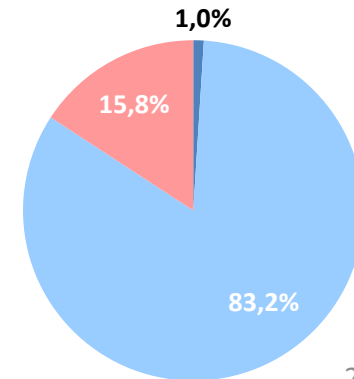
YoY g = 6,3%



Mar'18



Mar'19

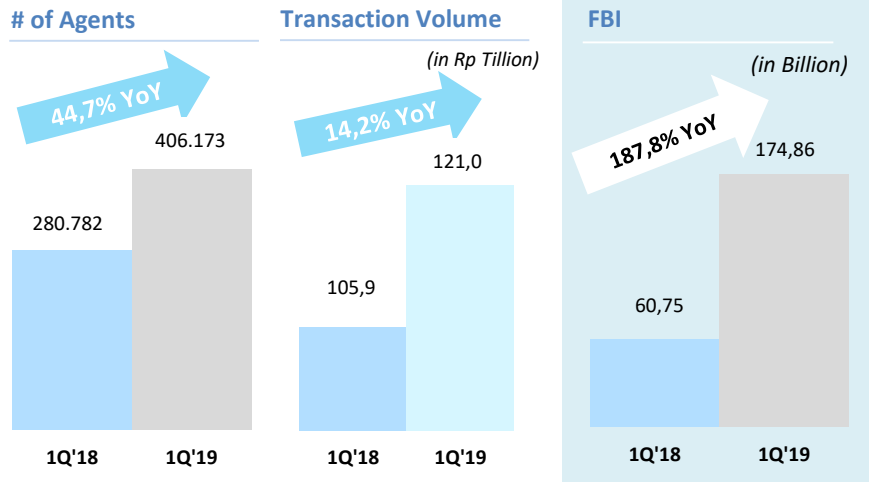




Initiatives in Micro – BRILink & BRISPOT

BRILink

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



- Fee based income from BRILink grew by 187,8% YoY, raising its portion from 8,5% to 20,4% to the E-banking Related Fee

Service Provided:

Cash deposit and withdrawal	Loan Installment
Bill Payment (Telephone, Electricity & BPJS)	Money transfer
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



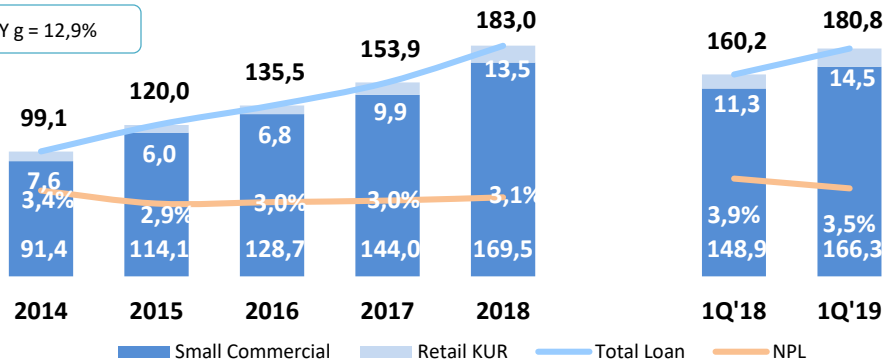


Small Commercial & Medium Loans

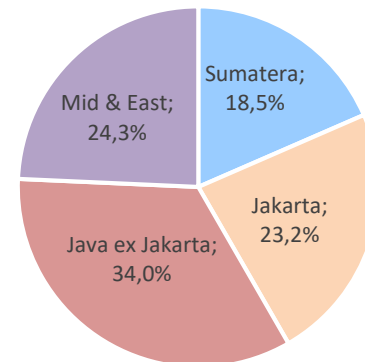
Small Commercial

(IDR Trillion)

YoY g = 12,9%



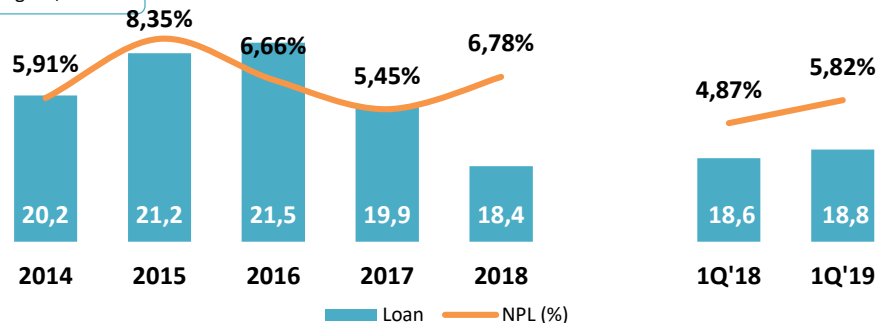
By Region (%)



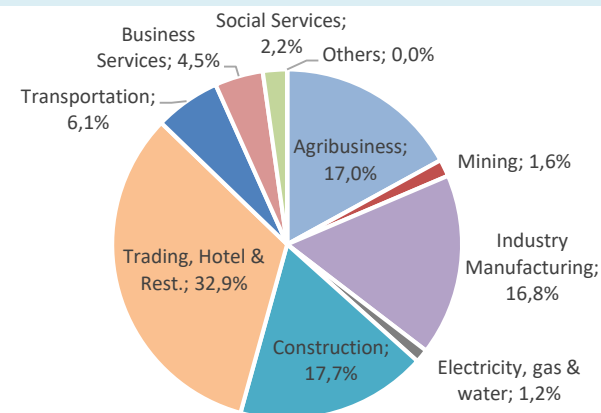
Medium

(IDR Trillion)

YoY g = 1,2%



By Economic Sectors (%)





Consumer Loans



Outstanding

(IDR Trillion)

Consumer Loan	2014	2015	2016	2017	2018	1Q'18	1Q'19	YoY Growth	Composition
Salary Based	62,4	69,5	78,2	88,0	97,8	94,0	98,7	4,97%	74,02%
Mortgage	14,4	15,7	18,2	22,1	27,1	23,1	28,4	22,87%	21,29%
Vehicle Loan	2,2	1,6	2,2	2,6	3,7	2,7	3,8	40,76%	2,85%
Card and Others	1,6	1,6	1,6	1,8	2,3	1,8	2,5	35,99%	1,84%
Total	80,6	88,5	100,2	114,6	130,8	121,6	133,4	9,63%	100,00%

NPL (%)

Consumer Loan	2014	2015	2016	2017	2018	1Q'18	1Q'19
Salary Based	0,97%	0,96%	0,81%	0,74%	0,73%	0,84%	0,83%
Mortgage	1,99%	2,48%	2,60%	2,18%	1,92%	2,75%	2,50%
Vehicle Loan	0,78%	1,23%	0,60%	0,56%	0,47%	0,67%	0,51%
Card and Others	4,10%	4,69%	4,07%	2,95%	4,07%	3,72%	4,24%
Total	1,21%	1,30%	1,18%	1,05%	1,03%	1,24%	1,24%

Consumer loan grew 9,63% Yoy and salary based loan is still the biggest portion of the consumer loans of 74,02% in March 2019.

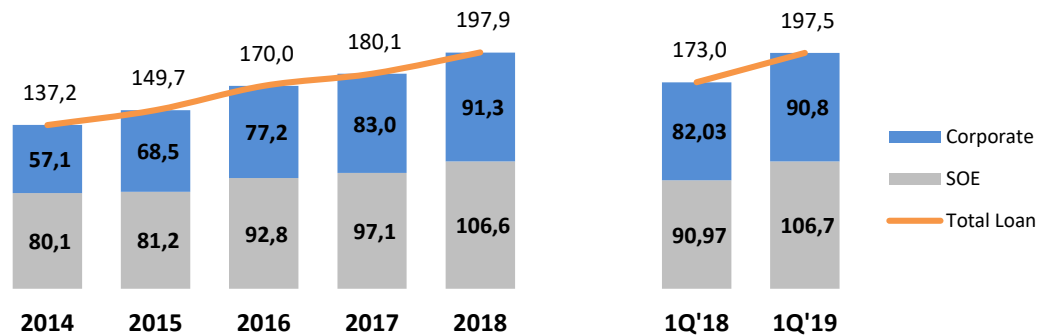


SoE & Corporate Loans



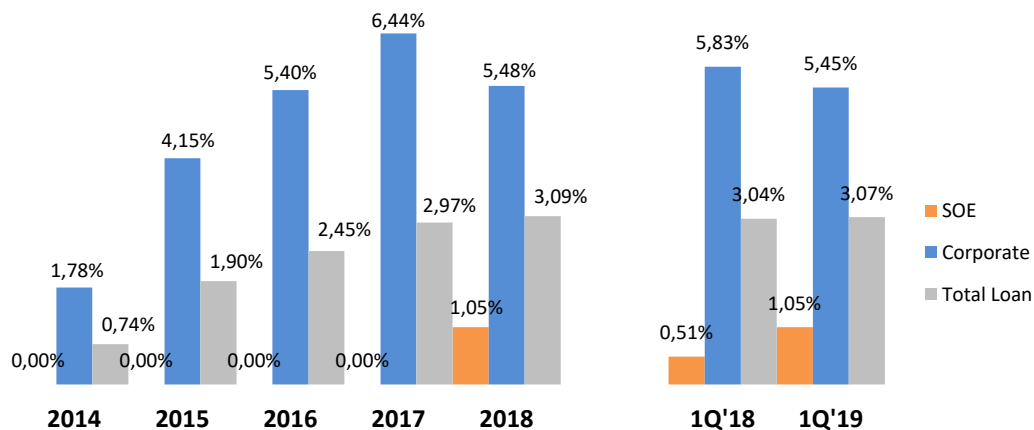
Loan Outstanding – Trend

(IDR Trillion)



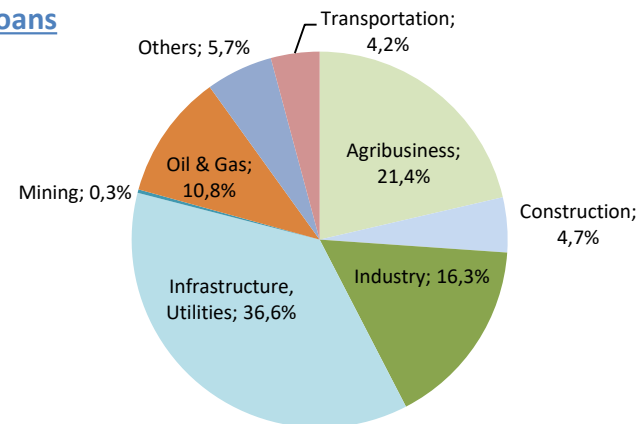
NPL – Trend

(%)

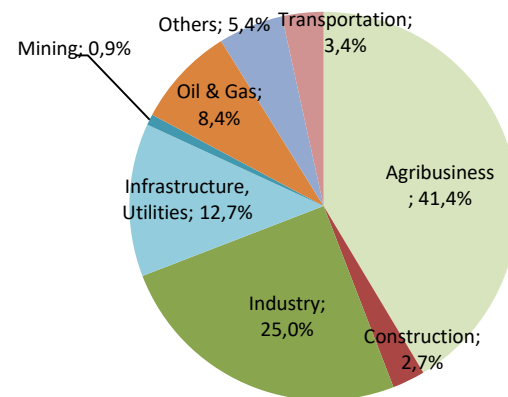


By Business Segment

SOE Loans



Corporate Loans





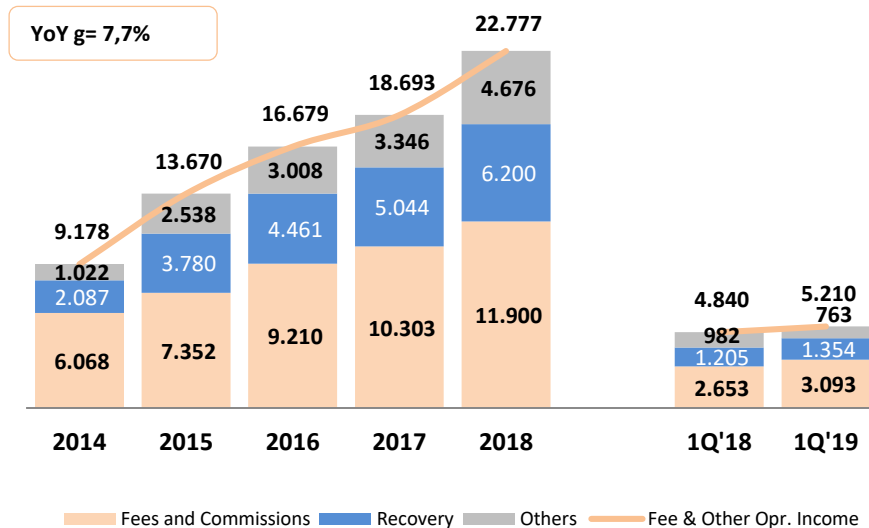
Non Interest Income



Other Operating Income

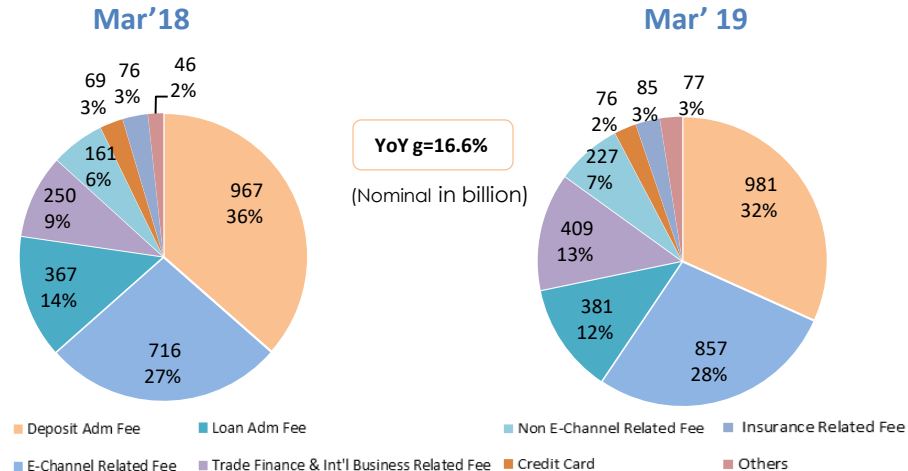
Other Operating Income

(IDR Billion)

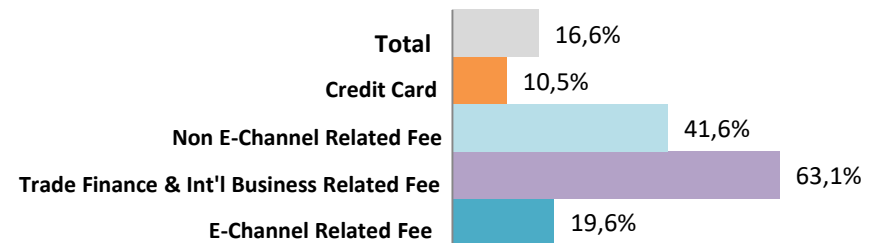


- Fees and Commissions grew by 16.6% YoY, reaching 9.3% Fee to Total Income ratio.
- Trade finance and Int. Business Related growth of 63,1% YoY.
- Strong recovery income growth of 12.3%.

Fees and Commission – Composition



Growth YoY





Subsidiaries

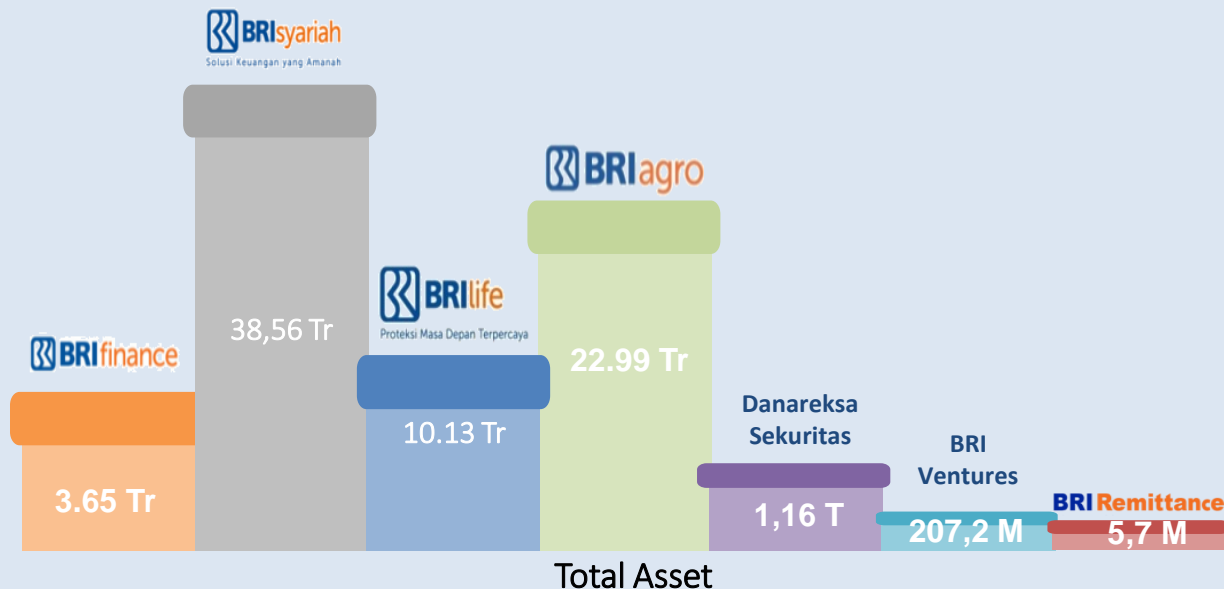


"Subsidiaries contribution increased.."



*contribution: net profit and fee based income from subsidiaries

Subsidiaries's Total Asset Rp 63,53 Tr





Key Take Aways





Key Take Aways

- Loan growth of 12,4% , driven by micro loan. Micro loan composition steadily increased reached 34,9% inline with BRI's long term strategy to re-focusing its business to micro.
- Liquidity is well maintained, shown by LDR of 91,43%
- Strong fee based income growth of 16,6% and recovery income 12,3% .
- Business process re-engineering is on track, contribute to moderate OPEX growth of 8,7%.
- Credit Cost improve supported by manageable asset quality.
- Increasing net profit growth of 12,5% YoY, stable ROA and improved Return on Equity (ROE).



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%





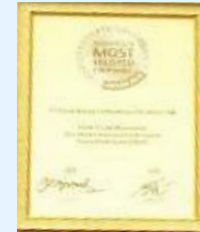
The Best Bank in KUR Loan Disbursement – Ministry of Coordinating Economy



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



The Most Extensive and Largest Networks

Branchless Network

2015	2016	2017	2018	Mar'18	Mar'19	YoY
50.259	84.550	279.750	401.550	280.782	406.173	43,5%



Outlets	2014	2015	2016	2017	2018	Mar'18	Mar'19	YoY
Head Offices	1	1	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	19	19	-
Branches	461	467	467	468	468	468	468	-
Sub Branches	584	603	609	610	609	610	609	(1)
BRI Units	5.293	5.360	5.380	5.382	5.381	5.382	5.381	(1)
Cash Offices	971	983	984	992	964	990	962	(28)
Teras BRI	2.457	2.543	2.545	2.536	2.069	2.391	2.069	(322)
Teras Mobile	610	636	638	638	136	448	136	(312)
Total	10.396	10.612	10.643	10.646	9.647	10.309	9.645	(664)

E-Channel	2014	2015	2016	2017	2018	Mar'18	Mar'19	YoY
ATM	20.792	22.792	24.292	24.684	22.684	24.802	22.684	(2.118)
EDC	131.204	187.758	257.712	302.921	284.425	302.921	217.924	(84.997)
CRM	392	892	1.392	1.992	2.609	2.592	2.609	17
E-Buzz	55	57	57	57	57	57	57	-
Total	152.443	211.499	283.453	329.654	309.775	330.372	243.274	(87.098)

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



*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 : **AA+ (idn), Stable Outlook**
- Rupiah Subordinated Debt : **A+ (idn)**
- Senior Unsecured Notes : **BBB-**

Indonesia
Sovereign
Ratings
BBB, Stable
Outlook

S&P Global Ratings

- Outlook : **Stable**
- Issuer Credit Rating : **BBB-**
- Stand-Alone Credit Profile (SACP) : **bbb-**

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	1Q'18	1Q'19
Government	59,50%	56,75%	56,75%	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%	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%	81,09%	82,73%
Domestic *)	20,90%	14,89%	16,07%	17,16%	21,06%	17,51%	21,88%	19,88%	15,67%	20,52%	18,91%	17,27%

Stock Price: Trend

IPO :
IDR 87.5*

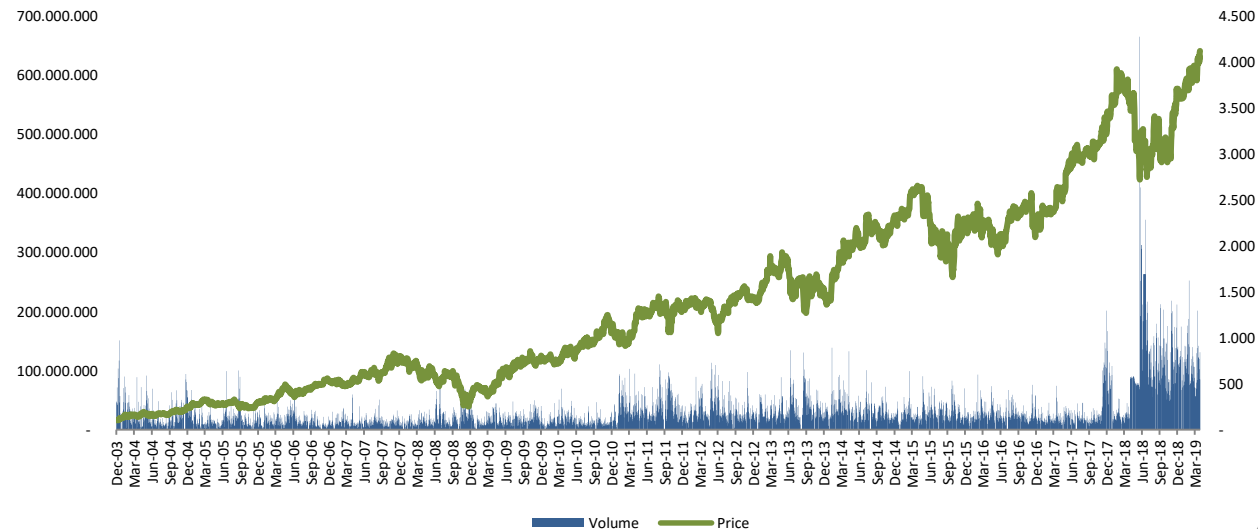
1Q'2019
IDR 4.120*

* 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)
- Market Cap has increased 50 times from Rp 12,35 T on IPO to currently Rp 550 T

BBRI Price & Volume



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Email : ir@bri.co.id



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