



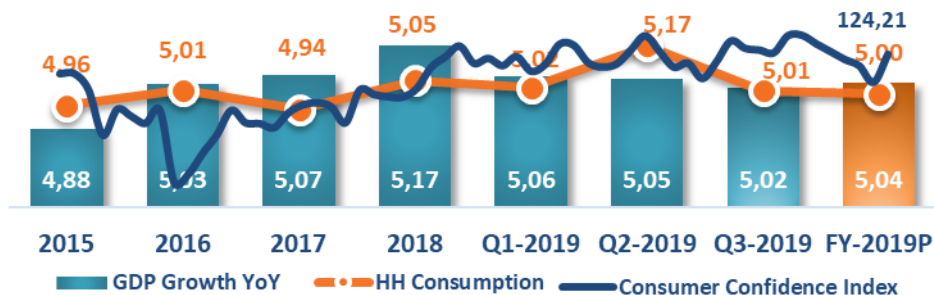
FY'2019 – Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk

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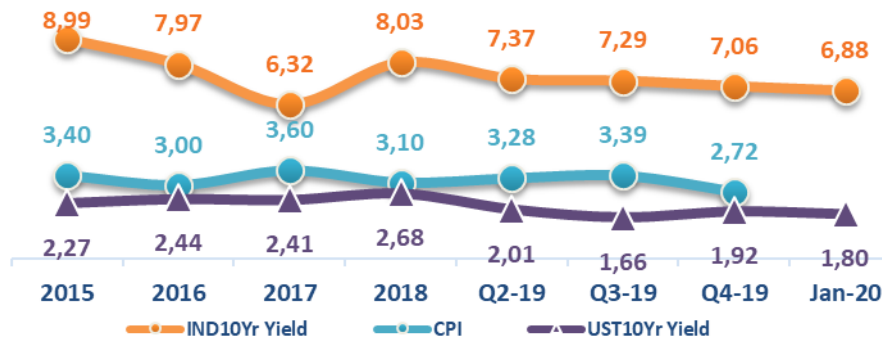
GDP & Household Consumption



Source: BPS

Economic growth decreased but consumption remained high

Attractive Yield



Source: BI and BPS

Manageable level of inflation provides attractive real yield.

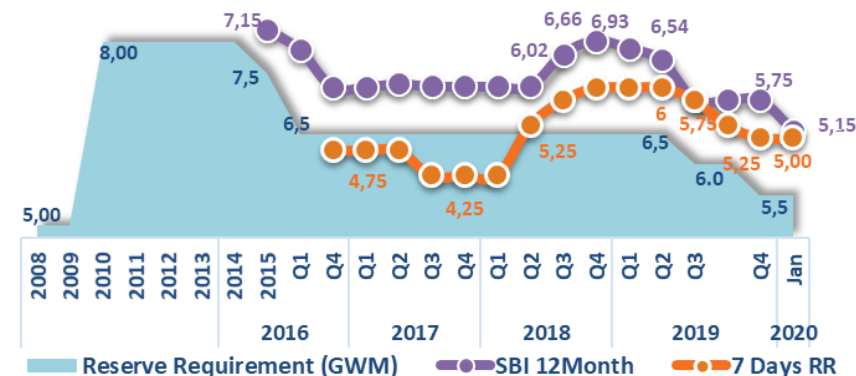
Strengthening Rupiah



Source: BPS, BI and Bloomberg

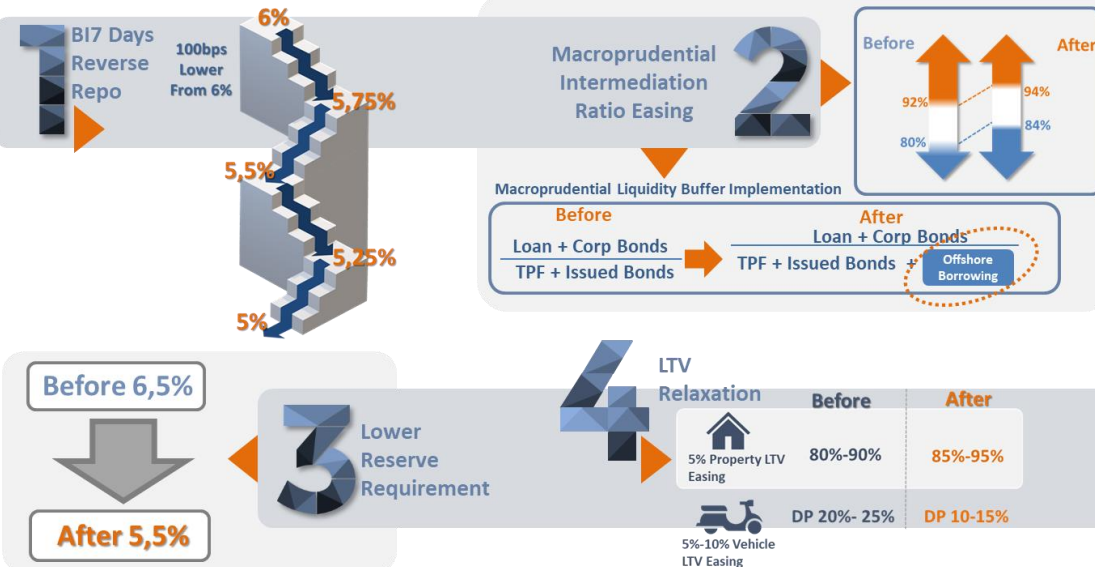
Cautious approach to policy rate, stabilize exchange rate, as well as maintain healthy level of foreign reserves

Accommodative Macprudential Policy

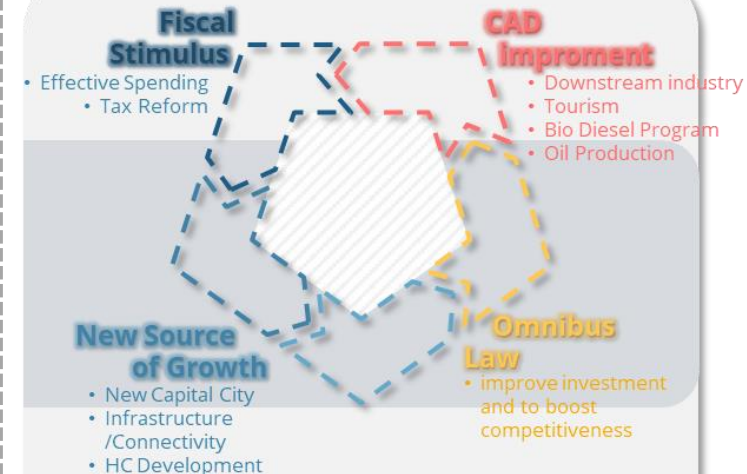



More accommodative policy to ensure sufficient liquidity in markets.

BI – Accomodative Macprudential Policy



Government - Pro Growth





We keep our focus on growing micro business to achieve 40% micro loan composition in 2022. “Go Smaller, Go Shorter and Go Faster” through digitalization is our breakthrough strategy to serve more costumers, explore new business opportunities, and deliver new value propositions.

To accelerate our corporate transformation, we innovate continuously by creating new digital initiatives and at the same time strengthen our corporate culture.

Jakarta, 2 September 2019

Sunarso - CEO



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 & other
consumer loans

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

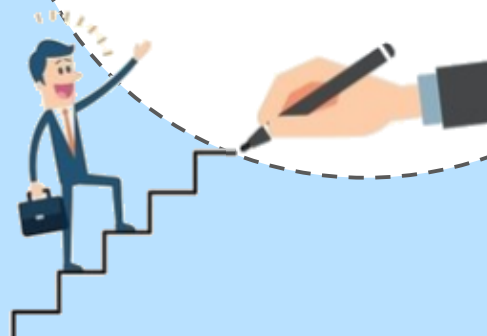
Strengthening risk
management
culture

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.

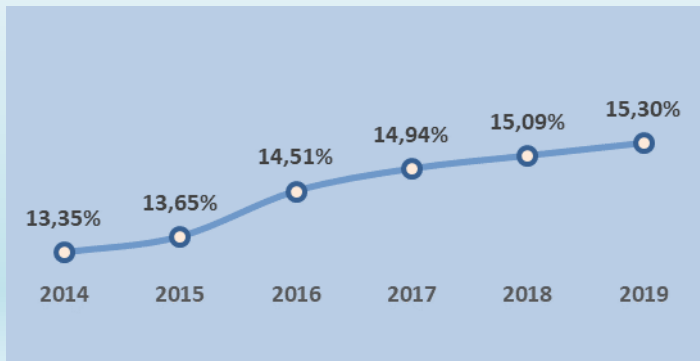
Portfolio Target 2022

- Loan Growth (CAGR) 12-13%
- Micro Loan Portion $\pm 40\%$
- Corporate Loan Portion max 20%



Market Share

Loan



Deposit



NIM

BRI	Industry
6,98%	4,90%

NPL

BRI	Industry
2,62%	2,5%

LDR

BRI	Industry
88,64%	93,60%

CAR

BRI	Industry
22,55%	23,3%

- Source: OJK and Internal Data
- Industry data as of Okt 2019
- BRI bank only data

BRI

(Consolidated)





Financial Highlights *(Consolidated)*

	2015	2016	2017	2018	2019	Δ yoy
Asset/Liabilities						
Total Assets (IDR Billion)	878.426	1.004.802	1.127.447	1.296.898	1.416.759	9,2%
Total Loans (Gross) (IDR Billion)	581.095	663.420	733.730	838.141	907.389	8,3%
Total Deposits (IDR Billion)	668.995	754.526	841.656	944.269	1.021.197	8,1%
Asset Quality						
NPL (gross)	2,10%	2,13%	2,23%	2,27%	2,80%	
Liquidity						
CASA	57,82%	59,09%	59,04%	60,14%	57,70%	
LDR	86,86%	87,93%	87,18%	88,76%	88,86%	
Profitability						
Net Profit (IDR Billion)	25.411	26.285	29.045	32.418	34.414	6,2%
NIM	7,64%	7,87%	7,73%	7,22%	6,73%	
Cost Efficiency Ratio (CER)	42,09%	42,41%	42,13%	41,90%	41,22%	
Operating Expense to Operating Income	67,59%	70,23%	70,78%	70,02%	72,08%	
ROA before tax	3,99%	3,67%	3,53%	3,51%	3,28%	
ROE Tier 1	29,05%	21,87%	19,73%	20,04%	18,40%	
Capital						
Tier1 CAR	16,68%	21,54%	21,71%	20,18%	21,65%	
Total CAR	20,39%	22,69%	22,84%	21,35%	22,77%	

√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables

√√ Total customer deposits include syirkah fund amounted of 2019: 24,819, 2018: 20,959, 2017: 19,772, 2016: 16,663, and 2015: 14,969 (in Rp billion)



Balance Sheet *(Consolidated)*

Description	IDR Billion					g (YoY)
	2015	2016	2017	2018	2019	
Total Assets	878.426	1.004.802	1.127.447	1.296.898	1.416.759	9,2%
- Gross Loans	581.095	663.420	733.730	838.141	907.389	8,3%
- Government Bonds (Recap)	3.816	3.318	3.318	1.505	1.130	-24,9%
- Other Earnings Assets	197.021	240.562	288.440	338.866	389.694	15,0%
Total Earning Assets	781.931	907.301	1.025.488	1.178.512	1.298.214	10,2%
Earning Assets Provision	(17.515)	(22.807)	(30.105)	(35.604)	(39.329)	10,5%
Total Earning Assets (net)	764.416	884.494	995.383	1.142.908	1.258.883	10,1%
Total Non Earning Assets	114.010	120.308	132.064	153.990	157.875	2,5%
Total Liabilities & S.E	878.426	1.004.802	1.127.447	1.296.898	1.416.759	9,2%
Total Customer Deposits	668.995	754.526	841.656	944.269	1.021.197	8,1%
- Demand Deposits	114.367	142.547	147.436	180.669	174.928	-3,2%
- Saving Deposits	272.471	303.270	349.441	387.180	414.333	7,0%
- Time and Certificate Deposits	282.157	308.709	344.780	376.420	431.936	14,7%
Other Interest Bearing Liabilities	68.601	70.355	78.745	119.632	138.881	16,1%
Non Interest Bearing Liabilities	27.703	32.386	39.038	47.723	47.896	0,4%
Tier I Capital	93.437	139.786	159.087	172.358	197.219	14,4%
Total Shareholder's Equity	113.127	147.534	168.008	185.275	208.784	12,7%

√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables

√√ Total customer deposits include syirkah fund amounted of 2019: 24,819, 2018: 20,959, 2017: 19,772, 2016: 16,663, and 2015: 14,969 (in Rp billion)



Income Statement *(Consolidated)*

Description						IDR Billion
	2015	2016	2017	2018	2019	YoY
Interest Income	84.767	94.016	102.912	111.583	121.756	9,1%
Interest Expense	(28.451)	(28.577)	(29.894)	(33.917)	(40.049)	18,1%
Net Interest Income	56.316	65.439	73.018	77.666	81.707	5,2%
Net Premium Income		279	385	946	1.011	6,9%
Fee & Other Opr. Income	13.855	17.288	19.271	23.425	28.439	21,4%
Gross Operating Income	70.171	83.006	92.675	102.037	111.157	8,9%
Other Operating Expenses	(29.312)	(35.157)	(38.614)	(41.990)	(44.966)	7,1%
Pre Provision Operating Profit	40.860	47.849	54.061	60.047	66.192	10,2%
Provision Expenses	(8.900)	(13.804)	(17.254)	(18.321)	(22.760)	24,2%
Non Operating Income (Net)	535	2	216	28	(68)	-343,8%
Profit Before Tax n Minor. Int.	32.494	34.047	37.023	41.754	43.364	3,9%
Net Profit	25.411	26.285	29.045	32.418	34.414	6,2%
EPS *)	206	213	235	263	279	6,2%

*Annualized

BRI

(Bank Only)





Financial Highlights

	2015	2016	2017	2018	2019	Δ yoy
Asset/Liabilities						
Total Assets (IDR Billion)	845.998	964.001	1.076.438	1.234.200	1.343.078	8,8%
Total Loans (Gross) (IDR Billion)	558.436	635.291	702.395	798.881	859.558	7,6%
Total Deposits (IDR Billion)	642.774	723.845	803.327	898.033	969.750	8,0%
Asset Quality						
NPL (gross)	2,02%	2,03%	2,12%	2,16%	2,62%	
NPL (nett)	1,22%	1,09%	0,88%	0,92%	1,04%	
Liquidity						
CASA	59,21%	60,57%	60,65%	61,84%	59,01%	
LDR	86,88%	87,77%	87,44%	88,96%	88,64%	
RIM/MIR (Macroprudential Intermediary Ratio)				88,51%	85,31%	
LCR				201,29%	229,98%	
NSFR				133,50%	136,17%	
Profitability						
Net Profit (IDR Billion)	25.204	25.753	28.469	31.702	34.029	7,3%
Cost of Fund (CoF)	4,24%	3,83%	3,27%	3,47%	3,58%	
NIM	7,85%	8,00%	7,92%	7,45%	6,98%	
Cost Efficiency Ratio (CER)	41,28%	41,26%	41,15%	41,02%	40,26%	
Operating Expense to Operating Income	66,69%	68,69%	69,14%	68,40%	70,10%	
ROA before tax	4,19%	3,84%	3,69%	3,68%	3,50%	
ROE Tier 1	29,89%	23,08%	20,03%	20,49%	19,41%	
ROE B/S	24,39%	19,98%	18,72%	18,87%	17,77%	
Capital						
Tier1 CAR	16,76%	21,91%	21,95%	20,15%	21,52%	
Total CAR	20,59%	22,91%	22,96%	21,21%	22,55%	

√ NPL (net) is after provision for impaired loan

√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables

Description	2015	2016	2017	2018	2019	g(YoY)
Total Assets	845.998	964.001	1.076.438	1.234.200	1.343.078	8,8%
- Gross Loans	558.436	635.291	702.395	798.881	859.558	7,6%
- Government Bonds (Recap)	3.816	3.318	3.318	1.505	1.130	-24,9%
- Other Earnings Assets	190.735	230.252	275.536	322.521	372.442	15,5%
Total Earning Assets	752.987	868.862	981.248	1.122.907	1.233.131	9,8%
Earning Assets Provision	(17.030)	(21.944)	(29.062)	(34.570)	(37.670)	9,0%
Total Earning Assets (net)	735.957	846.918	952.186	1.088.337	1.195.460	9,8%
Total Non Earning Assets	110.041	117.083	124.252	145.863	147.617	1,2%
Total Liabilities & S.E	845.998	964.001	1.076.438	1.234.200	1.343.078	8,8%
Total Customer Deposits	642.774	723.845	803.327	898.033	969.750	8,0%
- Demand Deposits	112.989	140.764	144.432	176.405	167.843	-4,9%
- Savings	267.607	297.649	342.759	378.909	404.360	6,7%
- Time Deposits	262.178	285.432	316.135	342.719	397.547	16,0%
Other Interest Bearing Liabilities	67.712	68.659	77.495	117.431	135.752	15,6%
Non Interest Bearing Liabilities	23.120	26.038	30.570	37.718	33.910	-10,1%
Tier I Capital	89.992	136.670	154.669	164.925	187.012	13,4%
Total Shareholder's Equity	112.392	145.458	165.047	181.019	203.665	12,5%
Book Value per Shares *)	911	1.179	1.338	1.468	1.651	12,5%

*) Annualized

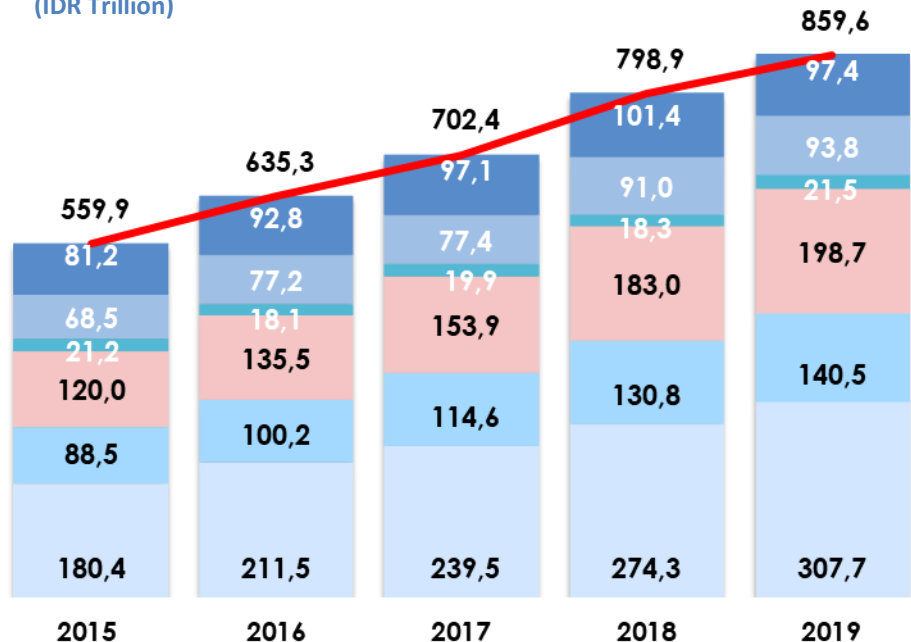
√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables



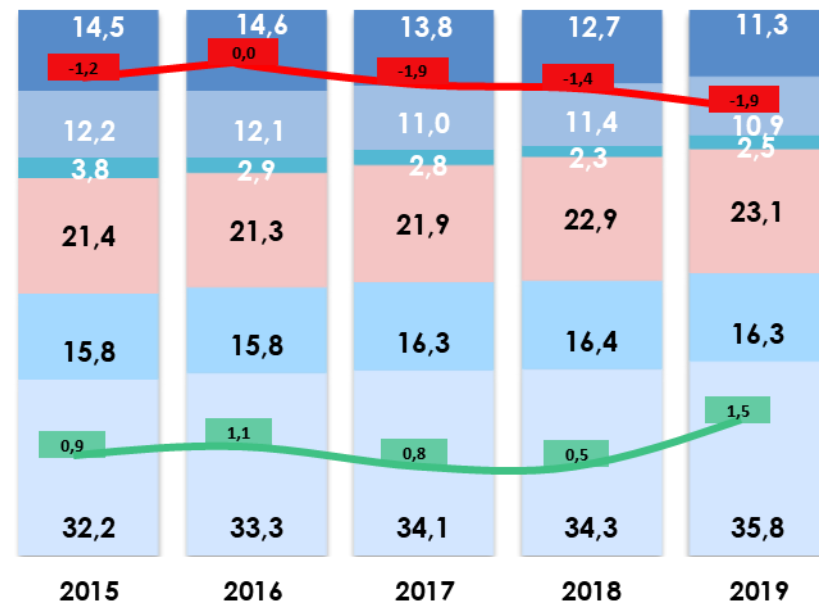
Loan – Mix and Growth

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth (%)	12,2	7,4	8,6	17,5	3,0	-4,0	7,6
(Rp Tn)	33,4	9,7	15,7	3,2	2,7	-4,0	60,7

√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables



Loan – Asset Quality

Non Performing Loan – gross by segment (%)

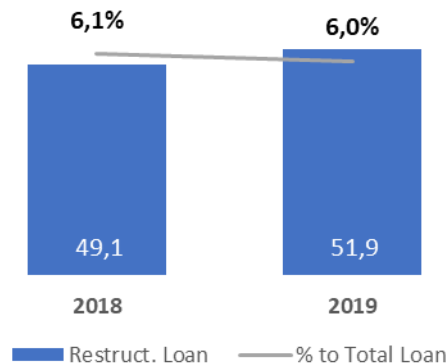
NPL %	2015	2016	2017	2018	2019
Micro	1,13	1,00	1,08	1,01	1,18
Consumer	1,30	1,18	1,05	1,03	1,10
Small Comm	2,89	2,95	3,01	3,14	3,17
Medium	8,35	7,90	5,45	6,80	5,38
Corporate	4,15	5,40	6,91	5,49	8,75
SoE	0,00	0,00	0,00	1,10	1,73
Total NPL	2,02	2,03	2,12	2,16	2,62

Special Mention – by segment (%)

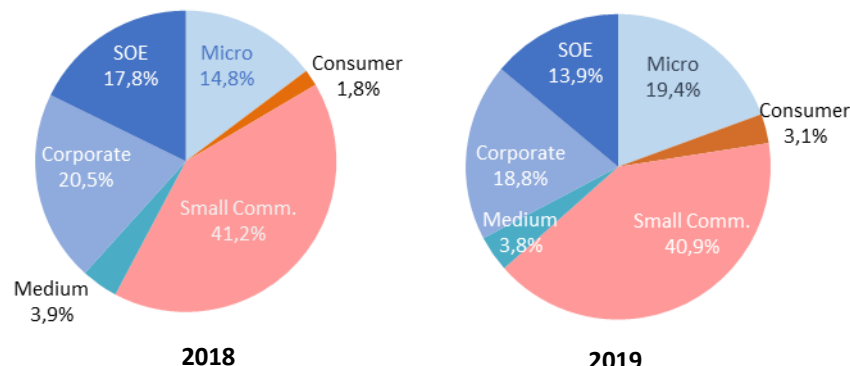
SML (%)	2015	2016	2017	2018	2019
Micro	6,00	4,45	4,04	3,51	3,51
Consumer	4,02	3,04	2,85	2,49	2,52
Small Comm	7,06	6,06	5,79	4,28	4,63
Medium	5,37	3,04	3,24	2,87	2,97
Corporate	2,83	3,79	5,86	7,73	5,82
SoE	2,60	3,30	1,98	0,86	4,29
Total SML	5,01	4,28	4,12	3,65	3,93

Restructured Loan

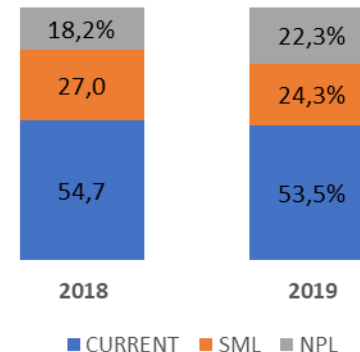
% to Total Loan



By Segment (%)



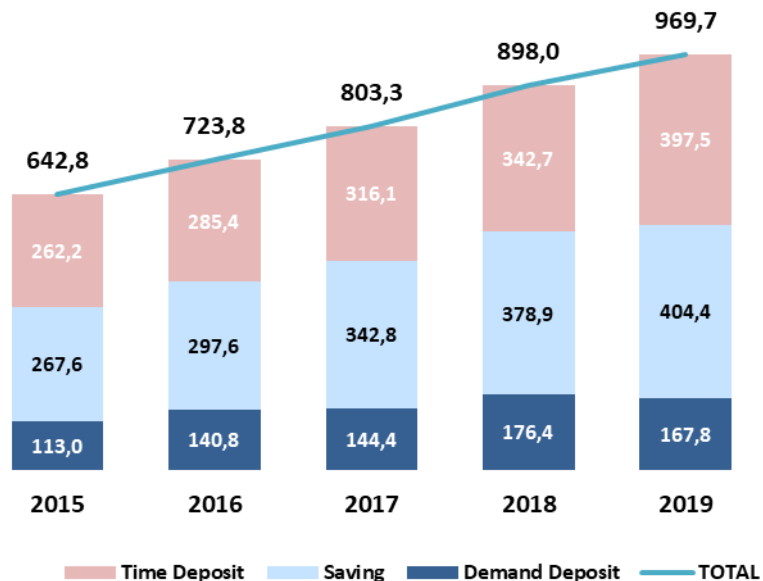
By Quality (%)



√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables

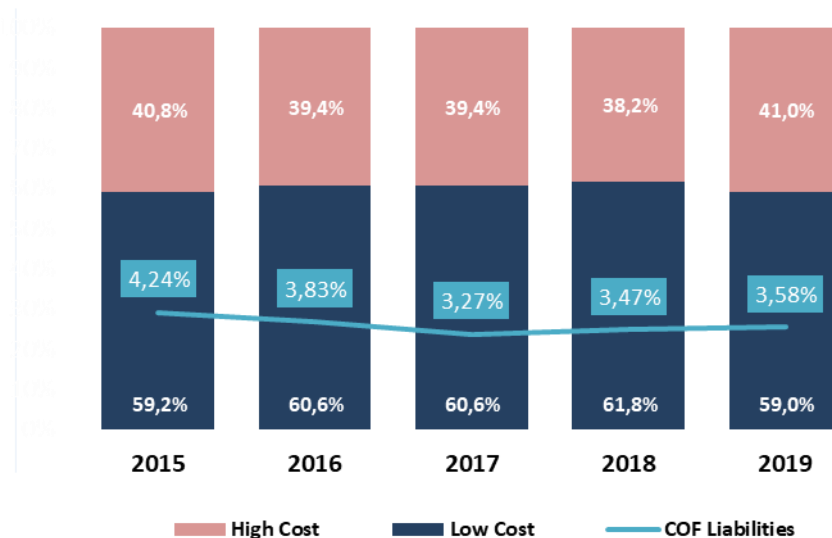
Deposits Growth: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



Funding Initiatives



New value proposition in micro saving



Optimizing BRILink Agent (branchless banking)



Digital payment ecosystem



Dynamic loan (a deposit-linked loan product)



New BRI Mobile



Maximizing transaction banking for corporate customer

IDR Billion

Description	2015	2016	2017	2018	2019	g(YoY)
Interest Income	81.554	90.015	98.254	106.337	115.639	8,7%
<i>Interest from Loans</i>	72.817	80.389	87.236	94.794	103.028	8,7%
<i>Int. from Other Earning Assets</i>	8.737	9.626	11.018	11.543	12.611	9,2%
Interest Expense	(26.958)	(26.920)	(27.825)	(31.428)	(37.078)	18,0%
Net Interest Income	54.595	63.095	70.429	74.908	78.560	4,9%
Fee & Other Opr. Income *	13.670	16.679	18.693	22.777	27.552	21,0%
Gross Operating Income	68.265	79.774	89.121	97.685	106.112	8,6%
Operating Expenses	(27.973)	(33.028)	(36.313)	(39.466)	(41.782)	5,9%
Pre Provision Operating Profit	40.292	46.746	52.809	58.219	64.329	10,5%
Provision Expenses	(8.581)	(13.320)	(16.660)	(17.442)	(21.307)	22,2%
Non Operating Income (Net)	500	15	202	21	(72)	-449,0%
Profit Before Tax n Minor. Int.	32.211	33.442	36.351	40.798	42.950	5,3%
Net Profit	25.204	25.753	28.469	31.702	34.029	7,3%
EPS**	204	209	231	257	276	7,3%

*) Detail on the Fee & Other Operating Income on page 33

**) Annualized



Other Operating Income & Expenses

Other Operating Income

IDR Billion

Other Operating Income	2015	2016	2017	2018	2019	YoY
Gain Fr Sales of Securities (realized)	63	374	705	576	1.483	157,6%
Increase in Fair Value of Securities (unrealized)			3	2	61	3819,8%
Fees and Commissions	7.352	9.210	10.303	11.900	14.293	20,1%
Gain fr Forex	458	-	176	932	153	-83,5%
Recovery	3.780	4.461	5.044	6.200	6.997	12,9%
Others	2.017	2.634	2.462	3.167	4.564	44,1%
Total Other Operating Income	13.670	16.679	18.693	22.777	27.552	21,0%

Other Operating Expenses

Other Operating Expenses	2015	2016	2017	2018	2019	g(YoY)
Personnel	15.961	17.648	19.437	21.356	22.976	7,6%
General and Administration	9.918	11.325	12.469	13.602	14.404	5,9%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	0,0%
Losses fr sale of Securities and Govt. Bonds	7	-	-	-	-	0,0%
Losses from forex transaction	-	272	-	-	-	0
Promotion	858	1.265	1.262	1.675	2.107	25,8%
Others	1.229	2.519	3.146	2.832	2.296	-18,9%
Total Other Operating Expenses	27.973	33.028	36.313	39.466	41.782	5,9%

Description	2015	2016	2017	2018	2019
CASA	59,21%	60,57%	60,65%	61,84%	59,01%
Cost of Fund (COF)	4,24%	3,83%	3,27%	3,47%	3,58%
Loan to Deposit Ratio	86,88%	87,77%	87,44%	88,96%	88,64%
LCR			241,97%	201,29%	229,98%
NSFR				133,50%	136,17%
RIM/MIR Macroprudential Intermediary Ratio				88,51%	85,31%
Net Interest Margin (NIM)	7,85%	8,00%	7,92%	7,45%	6,98%
Cost Efficiency Ratio (CER)	41,28%	41,26%	41,15%	41,02%	40,26%
Earning Asset Provision	2,37%	2,75%	3,11%	3,26%	3,36%
Opr. Expense to Opr. Income	66,69%	68,69%	69,14%	68,40%	70,10%
NPL ratio - Gross	2,02%	2,03%	2,12%	2,16%	2,62%
NPL ratio - Nett	1,22%	1,09%	0,88%	0,92%	1,04%
Return on Assets (ROA) - b.t	4,19%	3,84%	3,69%	3,68%	3,50%
Return on Assets (ROA) - a.t	3,28%	2,96%	2,89%	2,86%	2,77%
Return on Equity (ROE) - Tier I	29,89%	23,08%	20,03%	20,49%	19,41%
Return on Equity (ROE) - B/S	24,39%	19,98%	18,72%	18,87%	17,77%
Primary Reserve Requirement (IDR)	9,31%	6,94%	6,52%	7,16%	6,57%
Net Open Position	2,33%	6,67%	4,22%	3,73%	1,91%
Dividend Payout Ratio	30,00%	40,00%	40,00%	45,00%	50,00%
Tier I CAR	16,76%	21,91%	21,95%	20,15%	21,52%
Total CAR	20,59%	22,91%	22,96%	21,21%	22,55%



Business Updates





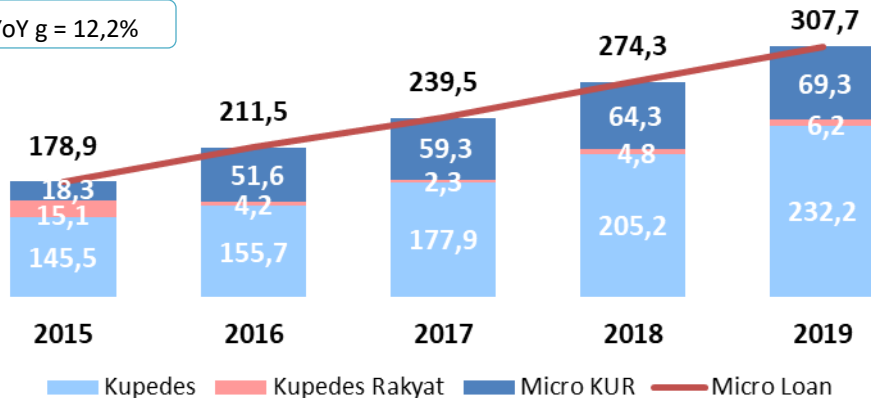


Micro Banking — Loan and Deposits

Micro Loans

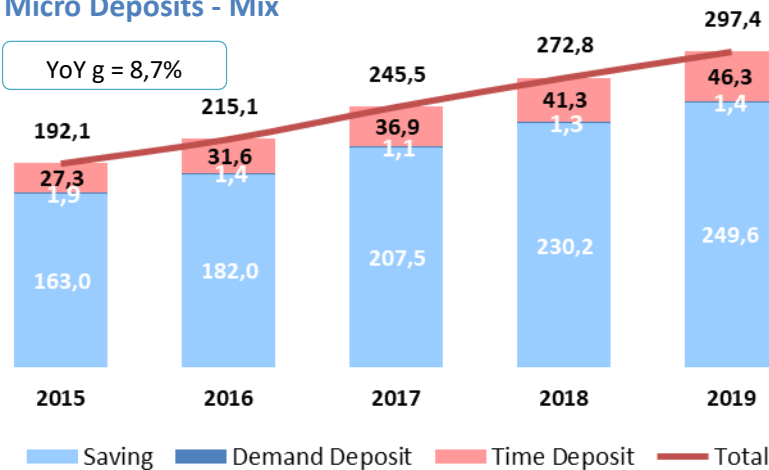
(IDR Trillion)

YoY g = 12,2%



Micro Deposits - Mix

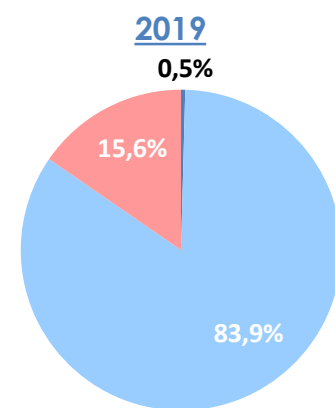
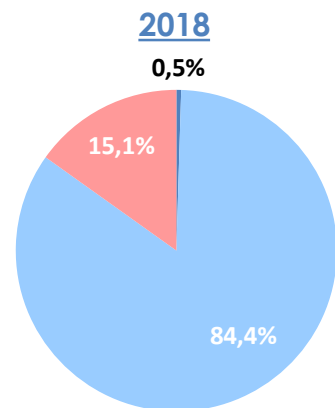
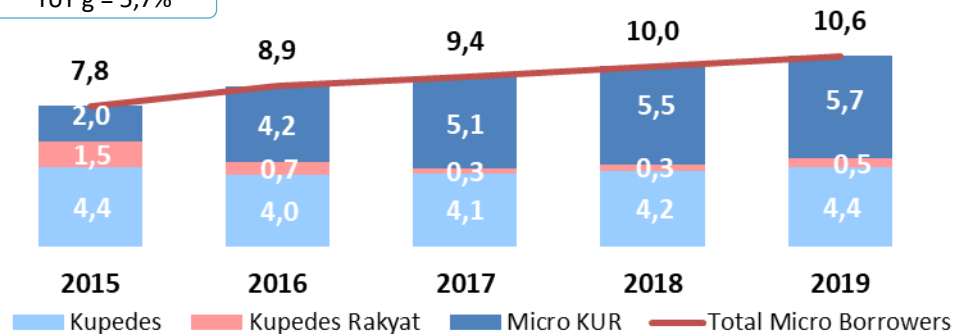
YoY g = 8,7%



Micro Borrowers

(Million)

YoY g = 5,7%

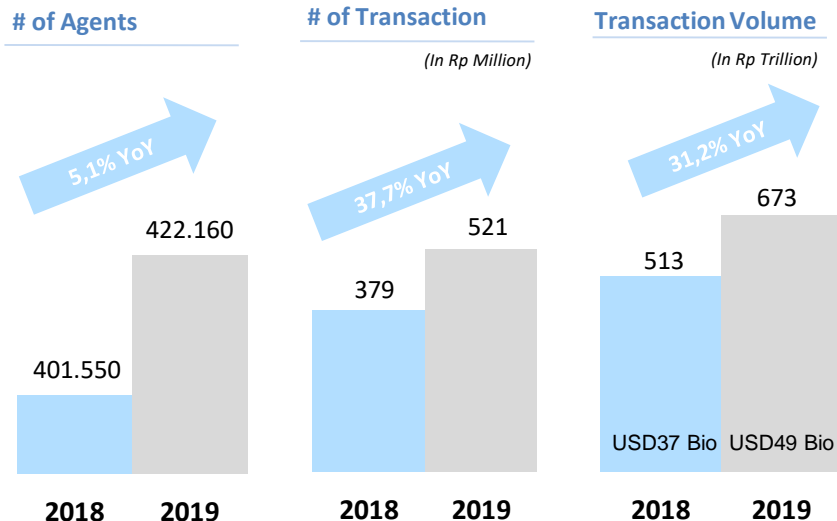




Initiatives in Micro – BRILink & BRISPOT

BRILink

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



Service Provided:



Cash deposit and withdrawal



Loan Installment



Mobile phone voucher



Money transfer

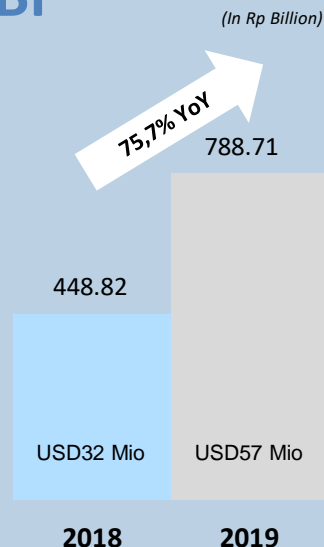


Bill Payment (Telephone, Electricity & BPJS)



Bank account is not required

FBI



Strong Fee based income from BRILink grew by 75,7% YoY, raising its portion from 13,7% to 16,1% to the E-banking Related Fee



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

1USD=Rp13.866,-



Small Commercial & Medium Loans



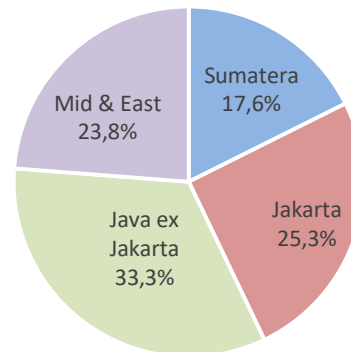
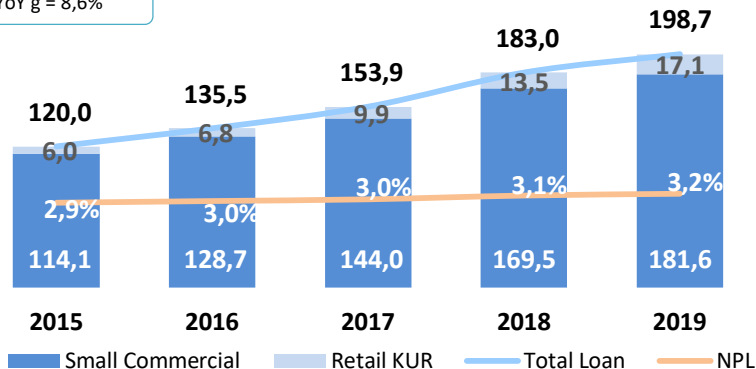


Small Commercial & Medium Loans

Small Commercial (IDR Trillion)

By Region (%)

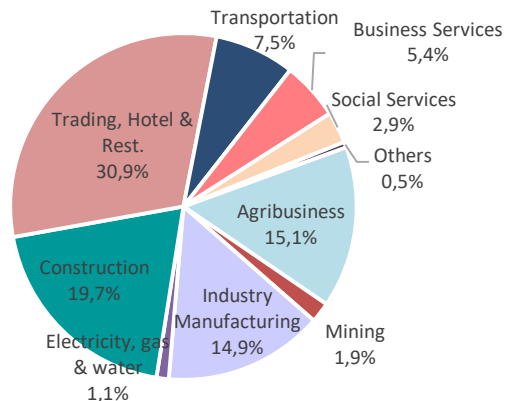
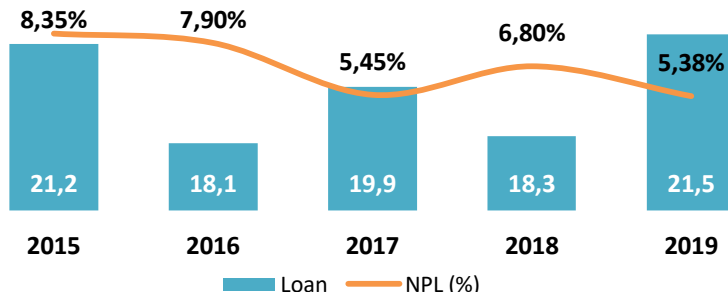
YoY g = 8,6%



Medium (IDR Trillion)

By Economic Sectors (%)

YoY g = 18,1%



Initiatives

Implementing Pipeline Management Forum, to provide high quality potential borrowers

Dynamic loan, to improve the loan monitoring as well as CASA

Collaboration with fintech, e.g. Investree

Improving Early Warning System for early detection of declining loan quality



Consumer Loans



Outstanding

(IDR Trillion)

Consumer Loan	2015	2016	2017	2018	2019	YoY Growth	Composition
Salary Based	69,5	78,2	88,0	97,8	101,3	3,6%	72,1%
Mortgage	15,7	18,2	22,1	27,1	32,3	19,2%	23,0%
Vehicle Loan	1,6	2,2	2,6	3,7	4,1	12,7%	2,9%
Card and Others	1,6	1,6	1,8	2,3	2,7	20,5%	1,9%
Total	88,5	100,2	114,6	130,8	140,5	7,4%	100,0%

NPL (%)

Consumer Loan	2015	2016	2017	2018	2019
Salary Based	0,96%	0,81%	0,74%	0,73%	0,69%
Mortgage	2,48%	2,60%	2,18%	1,92%	2,30%
Vehicle Loan	1,23%	0,60%	0,56%	0,47%	0,71%
Card and Others	4,69%	4,07%	2,95%	4,07%	2,85%
Total	1,30%	1,18%	1,05%	1,03%	1,10%

Strategy

- Digitizing the business process through BRISPOT to increase the productivity of loan officer.
- Digitalizing the product through digital platform.

- Consumer loan grew 7,4% YoY and salary based loan is still the biggest portion of the consumer loans of 72,1% in 2019.

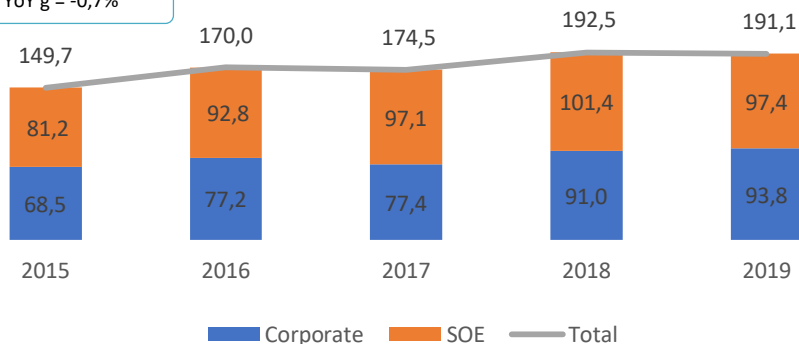


SoE & Corporate Loans

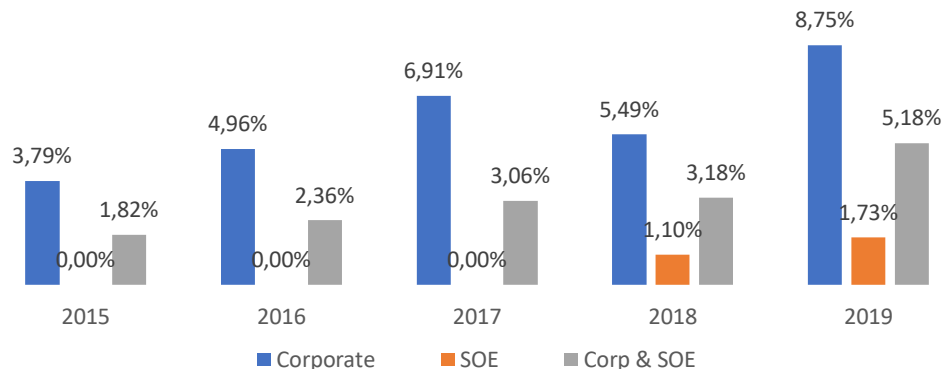


Loan Outstanding – Trend (IDR Trillion)

YoY g = -0,7%

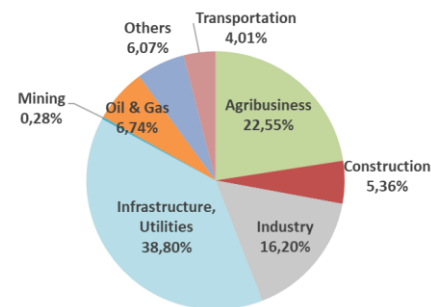


NPL – Trend (%)

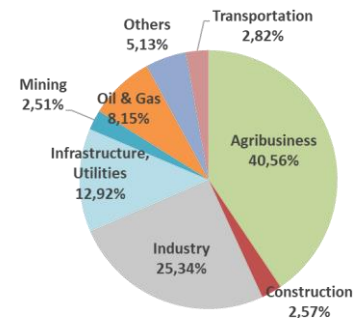


By Business Segment

SOE Loans



Corporate Loans



Initiatives



- Focus on increasing profitability through transaction banking
- New coverage model through client service team



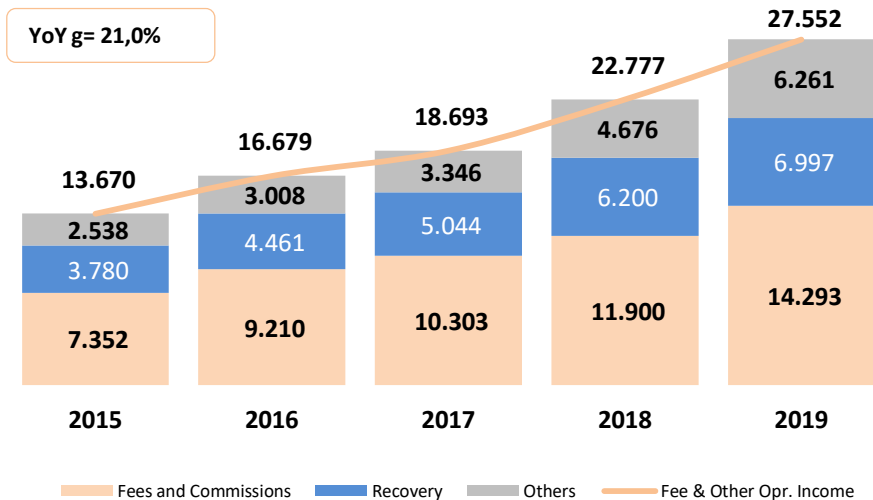
Non Interest Income



Other Operating Income

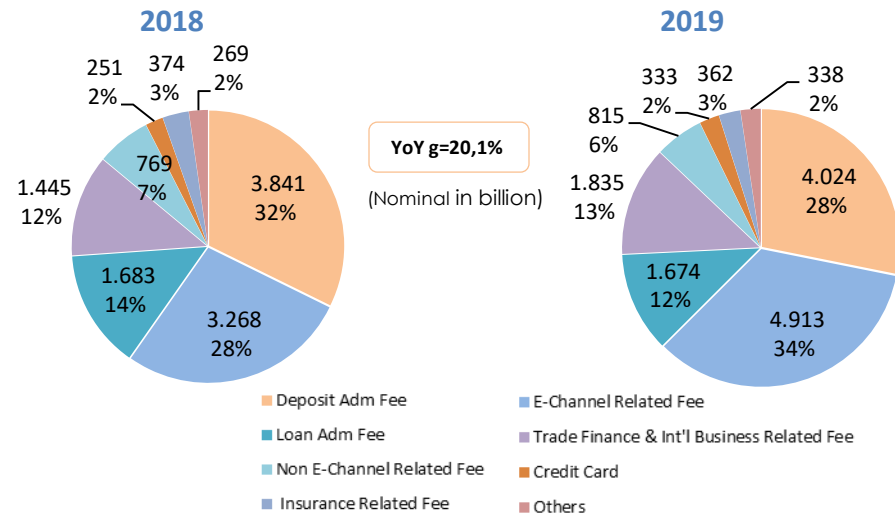
Other Operating Income

(IDR Billion)

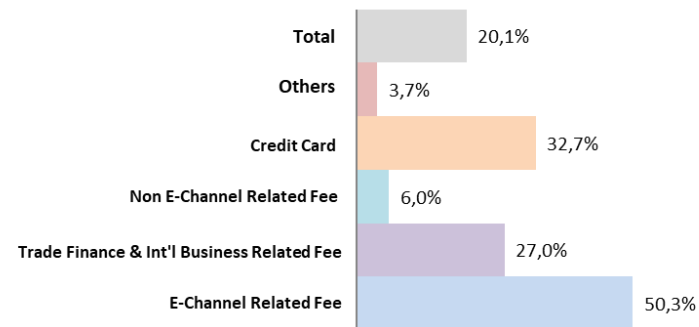


- Strong Fees and Commissions grew by 20,1% YoY, reaching 10,0% composition of Fee to Total Income ratio.
- Recovery income growth of 12,9%.

Fees and Commission – Composition

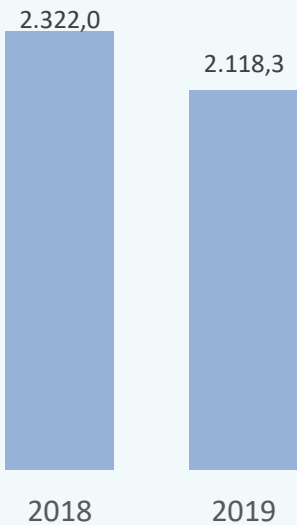


Growth YoY



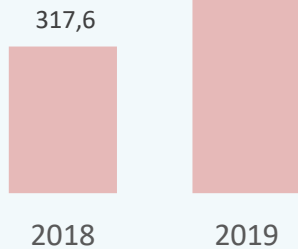
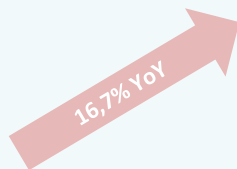
ATM

(In Million)



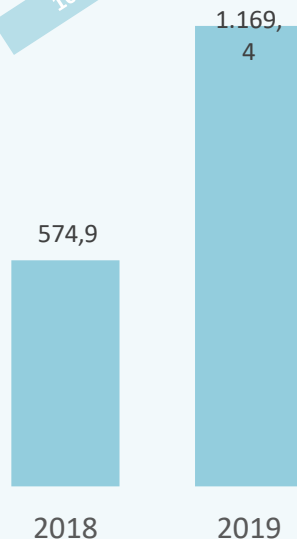
Mobile Banking

(In Million)



Internet Banking

(In Million)



Ample opportunity to grow e-channel transactions (digital), move from traditional channel (branch).



Trx 2018



Branch: 14,9%



E-channel: 85,1%



Trx 2019



Branch: 10,1%



E-channel: 90%



BRI Digital Initiatives





Digitizing Core

Exploitation:

Digitize existing services and transactions (Business Process)

- Optimize existing Channels
- Integrated Digitized Operation
- Simplified and standardized system



Branchless Banking Initiatives for Micro



Digital based loan underwriting

Boost *Productivity* &
Unleash The Potential



Digital Ecosystem

Exploration:

Build ecosystem to offer products and services beyond core business.

- Digital Platform for Business
- Build new business model
- Partnership with Fintech (Application Programming Interface/API)



Leveraging New *Liquidity*, New
Opportunities, New Source of *Growth*



New Digital Propositions

Exploration:

Create and launch an independent greenfield digital bank in Indonesia

- Mobile First channel
- Fully Digital for untapped market
- Build New Digital Capability



Digital lending platform



Credit Cardless Product

The First Bank with ISO
Certificate in Big Data



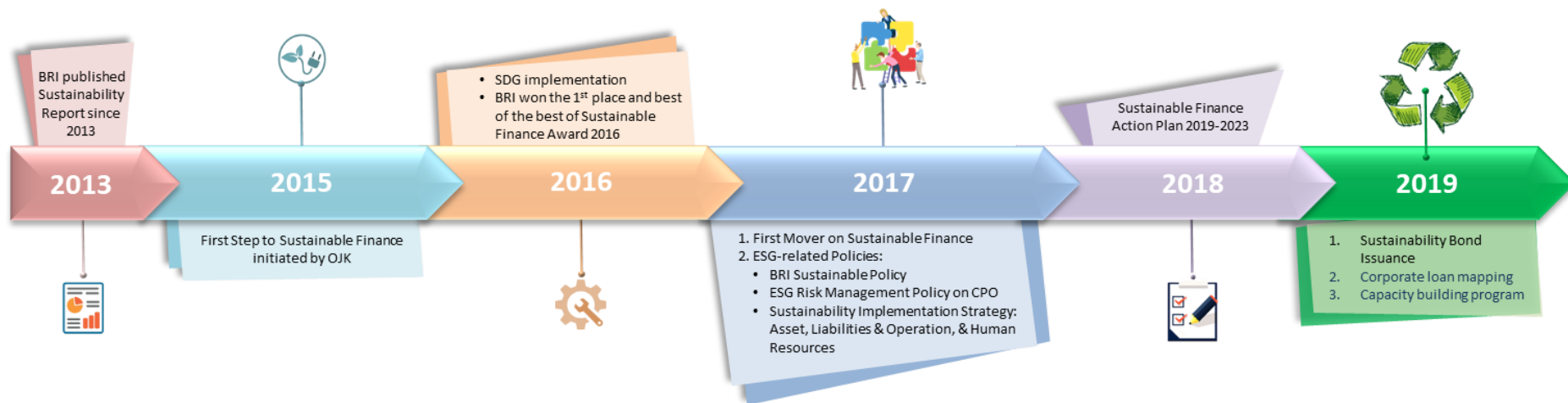
Tap the *Untapped*
Embedded in *Customer Life*



BRI Initiatives on ESG

(Environment, Social and Governance)





BRI committed to provide policy related with financing for sustainable palm oil business. The policy is implemented by conducting environmental and social risk assessment on the underwriting process.

On November 2018, BRI has completed the Sustainable Finance Action Plan (Rencana Aksi Keuangan Berkelanjutan/RAKB). The RAKB encompasses short-term and long-term activities for the next 5 years (2019-2023), which focused on the assets, liabilities, operationals and human capital side.

On March 2019, BRI issued The First Sustainability Bond in Indonesia, with amount of USD\$500mio and tenor 5yrs. This is an important investment channel for projects that generate social and/or environmental impact.

MSCI ESG Fund Rating

BBB Improving rating **A**

Dow Jones Sustainability Indexes

23 Improving score **42**

BRIstars
E-office Application

BRI smart
A Digital Knowledge Management System

AgenBRI Link
Layanan Transaksi Keuangan Tanpa Kantor
Branchless Banking Initiatives

IndonesiaMall
BRI Official Online Store

The Sustainability Bond Guidelines





Subsidiaries



SUBSIDIARIES

Shares >50% and as a Controller Stake



2019

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

Go Public 2018
73.00%

Shares Ownership

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

Go Public 2003
87.10%

Shares Ownership

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

91.00%

Shares Ownership

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

99.78%

Shares Ownership

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

100%

Shares Ownership

To be a leading security house by empowering retail market

67.00%

Shares Ownership

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

99.97%

Shares Ownership

To be the Top 10 General Insurance in Indonesia by Focusing on Micro, Applying Advanced Digital Technology, and Customer Centric Business

90.00%

Shares Ownership

PARTICIPATION

Shares <50%

Bahana Artha Ventura

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

The majority of shares are owned by BPUI

35.00%

Shares Ownership

Danareksa Investment Management

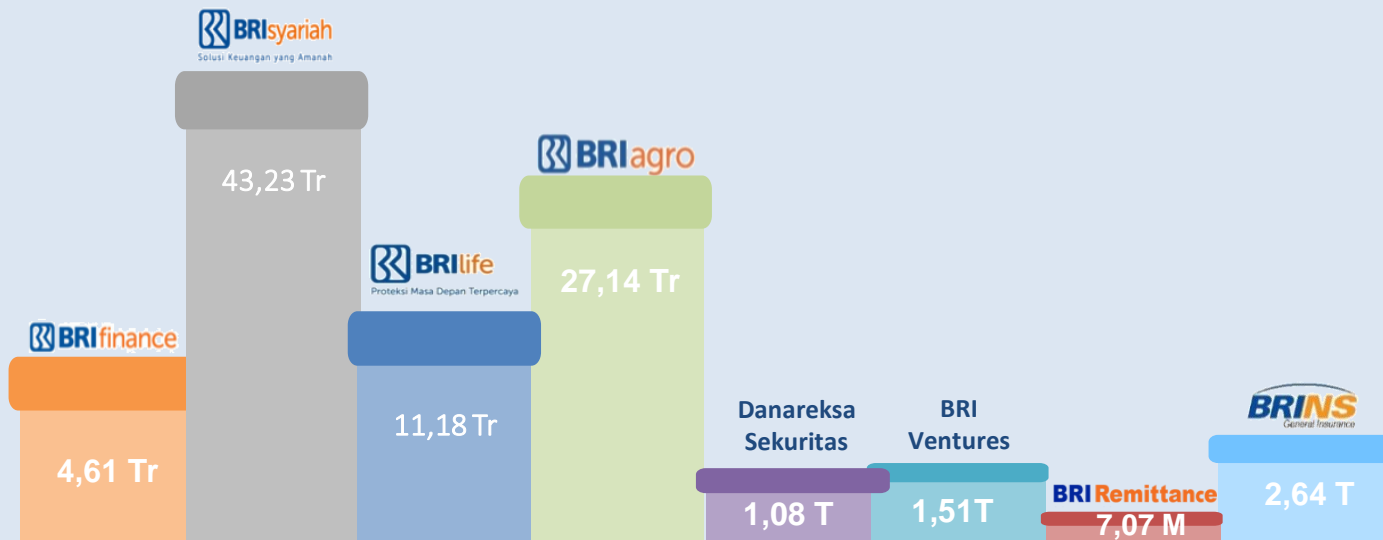
Focus in investment manager business. The majority of shares are owned by Danareksa

35.00%

Shares Ownership



Subsidiaries's Total Asset Rp 91,40 Tr



Total Asset



Keys Take Away





Keys Take Away

- Loan growth is consistently above the industry driven by Micro loan.
- Micro loan composition increase continuously to 35,8%, targeting 40% in 2022.
- Strong PPOP growth of 10% contributed by interest income (8,7%), significant growth of fee income (20,1%) and moderate opex growth (6,5%)
- Additional provision (20,7%), provide more cushion
- Net profit growth of 7,3% contribute to manageable ROA of 3,50% and ROE of 19,41% as well as strong capital support (Tier 1 CAR of 21,52% and Total CAR of 22,55%).



Target 2020



Loan Growth	:	10% – 11%
LDR	:	90% \pm2%
NIM	:	\pm7%
Fee Income	:	12% - 14%
OPEX Growth	:	8% - 10%
NPL	:	\pm2.5%
Credit Cost	:	\pm2%
Coverage Ratio	:	>170%
Net Profit Growth	:	10% - 12%





Andrinof A. Chaniago

President
Commissioner /
Independent
Commissioner



**Nicolaus Teguh Budi
Harjanto**

Commissioner



Hadiyanto

Commissioner



Loeke Larasati Agustina

Commissioner



A. Fuad Rahmany

Independent
Commissioner



Hendrikus Ivo

Independent
Commissioner



Rofikoh Rokhim

Independent
Commissioner



A. Sonny Keraf

Independent
Commissioner



Sunarso

President Director



Catur Budi Harto

Vice President
Director



Handayani

Director of Consumer Business



Priyastomo

Director of Small,
Retail and Medium
Business



Haru
Koesmahargyo

Director of Finance



Supari

Director of Micro
Business



Indra Utoyo

Director of Digital,
Information Technology
and Operation



Ahmad Solichin
Lutfiyanto

Director of Networks
and Services



Azizatun Azhimah

Director of Compliance



Agus Noorsanto

Director of
Institutional Relations
and SOE



Agus Sudiarto

Director of Risk Management



Herdy Harman

Director of Human Capital



Hari Siaga
Amijarso

SEVP Head of Internal
Audit



Listiarini
Dewajanti

SEVP Treasury &
Global Service



Gunawan
Sulistyio

SEVP Fixed Asset
Management &
Procurement

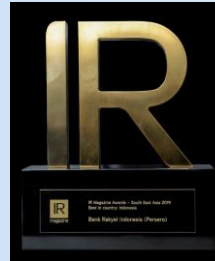


Lina Sari

SEVP Corporate
Banking



Best of The Best Company – Forbes Indonesia



Best in Country Indonesia – IR Magazine Awards South East Asia



The Best CSR in Asia Money Awards – Asia Money



The Best Bank for supporting MSME for Bank In Category BUKU 3 & 4 – Bank Indonesia



**Best CEO
Best CFO
Best Investor Relations Company 2019 – Corporate Governance Asia**



**ASIAN BANKER 2019 DUBAI Best Retail Bank in Indonesia
ASIAN BANKER 2019 DUBAI Best Digital in Indonesia
Best Managed Bank – Asian Bankers**



Indonesia Most Trusted Company – Indonesian Institute for Corporate Governance (IICG)



IDX Channel Award: The Best Millennials Investor Choice – IDXChannel



The Most Extensive and Largest Networks

Branchless Network	2015	2016	2017	2018	2019	YoY
BRILink Agents	50.259	84.550	279.750	401.550	422.160	20.610



Outlets	2015	2016	2017	2018	2019	YoY
Head Offices	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	-
Branches	467	467	468	468	467	(1)
Sub Branches	603	609	610	609	611	2
BRI Units	5.360	5.380	5.382	5.381	5.382	1
Cash Offices	983	984	992	964	952	(12)
Teras BRI	2.543	2.545	2.536	2.069	2.049	(20)
Teras Mobile	636	638	638	136	137	1
Total	10.612	10.643	10.646	9.647	9.618	(29)

E-Channel	2015	2016	2017	2018	2019	YoY
ATM	22.792	24.292	24.684	22.684	19.184	(3.500)
EDC	187.758	257.712	302.921	284.425	204.386	(80.039)
CRM	892	1.392	1.992	2.609	3.809	1.200
E-Buzz	57	57	57	57	57	-
Total	211.499	283.453	329.654	309.775	227.436	(82.339)

*Total branches and sub branches are including 4 overseas offices and 3 overseas sub branches



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



International & Domestic Ratings

FitchRatings

- Long Term Foreign Currency IDR : **BBB-, Stable Outlook**
- Short Term Foreign Currency IDR : **F3**
- Support Rating Floor : **BBB-**
- Support Rating : **2**
- Viability Rating : **bbb-**
- National Long-Term Rating : **AA+ (idn), Stable Outlook**
- Rupiah Subordinated Debt : **A+ (idn)**
- Senior Unsecured Notes : **BBB-**

MOODY'S

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

S&P Global Ratings

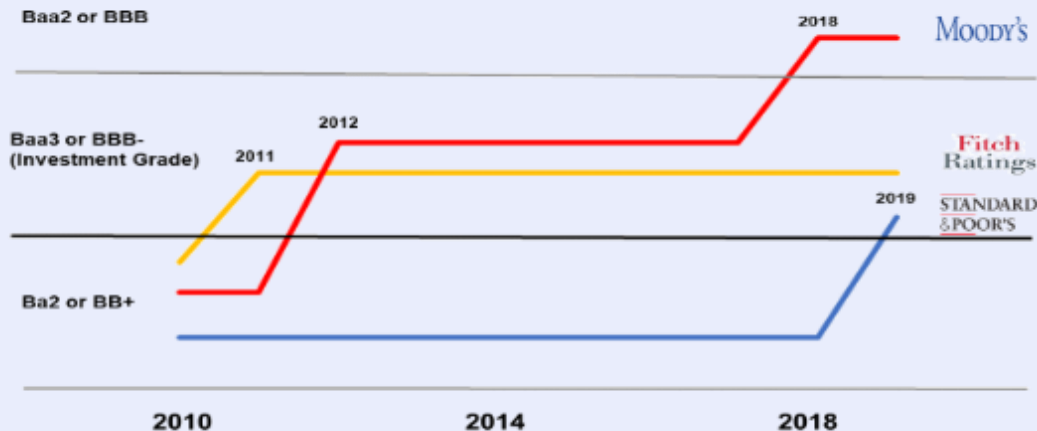
- Outlook : **Stable**
- Issuer Credit Rating : **BBB-**
- Stand-Alone Credit Profile (SACP) : **bbb-**



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



- National Rating : **id AAA, Stable Outlook**



Shareholders Composition

Shareholder	2003	2014	2015	2016	2017	2018	2019
Government	59,50%	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%
Foreign *)	79,06%	82,49%	78,12%	80,12%	84,33%	79,48%	80,68%
Domestic *)	20,90%	17,51%	21,88%	19,88%	15,67%	20,52%	19,31%

Stock Price: Trend

IPO :
IDR 87.5*

2019
IDR 4.400*

* 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 44 times from Rp 12,35 T on IPO to currently Rp 542,7T (2019)

BBRI Price & Volume



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Fax : 62 21 5752010

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Email : ir@bri.co.id



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