Indonesia Macro Condition

GDP & Household Consumption

- GDP Growth YoY
- HH Consumption
- Consumer Confidence Index

Source: BPS

Economic growth decreased but consumption remained high

Attractive Yield

- IND10Yr Yield
- CPI
- UST10Yr 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 Macroprudential Policy

More accommodative policy to ensure sufficient liquidity in markets.
Supportive Policy

BI – Accomodative Macroprudential Policy

1. BI7 Days Reverse Repo
   - 100bps Lower From 6%
   - 5%
   - 5.5%
   - 5.75%

2. Macroprudential Intermediation Ratio Easing
   - Before
     - Loan + Corp Bonds
     - TPF + Issued Bonds
   - After
     - Loan + Corp Bonds
     - TPF + Issued Bonds
     - Offshore Borrowing

3. Macroprudential Liquidity Buffer Implementation
   - Before 6.5%
   - After 5.5%

4. LTV Relaxation
   - Before
     - 5% Property LTV Easing
     - 80%-90%
     - DP 20%-25%
   - After
     - 5%-10% Vehicle LTV Easing
     - 85%-95%
     - DP 10-15%

Government - Pro Growth

- Fiscal Stimulus
  - Effective Spending
  - Tax Reform

- CAD Improvement
  - Downstream industry
  - Tourism
  - Bio Diesel Program
  - Oil Production

- New Source of Growth
  - New Capital City
  - Infrastructure
  - Connectivity
  - HC Development

- Omnibus Law
  - Improve investment and to boost competitiveness
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
Corporate Plan (2018-2022)

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
**Strategy and Target**

**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  ± 40%
- Corporate Loan Portion  max 20%
BRI vs Industry

Market Share

Loan

<table>
<thead>
<tr>
<th>Year</th>
<th>BRI</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>13.35%</td>
<td>13.65%</td>
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<tr>
<td>2015</td>
<td>14.51%</td>
<td>14.59%</td>
</tr>
<tr>
<td>2016</td>
<td>14.94%</td>
<td>14.97%</td>
</tr>
<tr>
<td>2017</td>
<td>15.09%</td>
<td>15.19%</td>
</tr>
<tr>
<td>2018</td>
<td>15.30%</td>
<td>15.95%</td>
</tr>
<tr>
<td>2019</td>
<td>16.16%</td>
<td>16.16%</td>
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</table>

Deposit

<table>
<thead>
<tr>
<th>Year</th>
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<tbody>
<tr>
<td>2014</td>
<td>14.59%</td>
<td>14.57%</td>
</tr>
<tr>
<td>2015</td>
<td>14.57%</td>
<td>14.97%</td>
</tr>
<tr>
<td>2016</td>
<td>15.19%</td>
<td>15.19%</td>
</tr>
<tr>
<td>2017</td>
<td>15.95%</td>
<td>16.16%</td>
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<tr>
<td>2018</td>
<td>16.16%</td>
<td>16.16%</td>
</tr>
<tr>
<td>2019</td>
<td>16.16%</td>
<td>16.16%</td>
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NIM

<table>
<thead>
<tr>
<th>Year</th>
<th>BRI</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>6.98%</td>
<td>4.90%</td>
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<tr>
<td>2015</td>
<td>7.62%</td>
<td>4.90%</td>
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<tr>
<td>2016</td>
<td>7.95%</td>
<td>4.90%</td>
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<tr>
<td>2017</td>
<td>8.28%</td>
<td>4.90%</td>
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<tr>
<td>2018</td>
<td>8.61%</td>
<td>4.90%</td>
</tr>
<tr>
<td>2019</td>
<td>8.94%</td>
<td>4.90%</td>
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</table>

NPL

<table>
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<tbody>
<tr>
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<td>2.50%</td>
</tr>
<tr>
<td>2015</td>
<td>2.62%</td>
<td>2.50%</td>
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<tr>
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<td>2.50%</td>
</tr>
<tr>
<td>2017</td>
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<td>2.50%</td>
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<tr>
<td>2018</td>
<td>2.62%</td>
<td>2.50%</td>
</tr>
<tr>
<td>2019</td>
<td>2.62%</td>
<td>2.50%</td>
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</table>

LDR

<table>
<thead>
<tr>
<th>Year</th>
<th>BRI</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
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<td>93.60%</td>
</tr>
<tr>
<td>2015</td>
<td>88.64%</td>
<td>93.60%</td>
</tr>
<tr>
<td>2016</td>
<td>88.64%</td>
<td>93.60%</td>
</tr>
<tr>
<td>2017</td>
<td>88.64%</td>
<td>93.60%</td>
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<tr>
<td>2018</td>
<td>88.64%</td>
<td>93.60%</td>
</tr>
<tr>
<td>2019</td>
<td>88.64%</td>
<td>93.60%</td>
</tr>
</tbody>
</table>

CAR

<table>
<thead>
<tr>
<th>Year</th>
<th>BRI</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>22.55%</td>
<td>23.30%</td>
</tr>
<tr>
<td>2015</td>
<td>22.55%</td>
<td>23.30%</td>
</tr>
<tr>
<td>2016</td>
<td>22.55%</td>
<td>23.30%</td>
</tr>
<tr>
<td>2017</td>
<td>22.55%</td>
<td>23.30%</td>
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<tr>
<td>2018</td>
<td>22.55%</td>
<td>23.30%</td>
</tr>
<tr>
<td>2019</td>
<td>22.55%</td>
<td>23.30%</td>
</tr>
</tbody>
</table>

Source: OJK and Internal Data
Industry data as of Okt 2019
BRI bank only data
BRI
(Consolidated)
## Financial Highlights (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>∆ yoy</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Asset/Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Assets (IDR Billion)</td>
<td>878.426</td>
<td>1.004.802</td>
<td>1.127.447</td>
<td>1.296.898</td>
<td>1.416.759</td>
<td>9,2%</td>
</tr>
<tr>
<td>Total Loans (Gross) (IDR Billion)</td>
<td>581.095</td>
<td>663.420</td>
<td>733.730</td>
<td>838.141</td>
<td>907.388</td>
<td>8,3%</td>
</tr>
<tr>
<td>Total Deposits (IDR Billion)</td>
<td>668.995</td>
<td>754.526</td>
<td>841.656</td>
<td>944.269</td>
<td>1.021.197</td>
<td>8,1%</td>
</tr>
<tr>
<td><strong>Asset Quality</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NPL (gross)</td>
<td>2,10%</td>
<td>2,13%</td>
<td>2,23%</td>
<td>2,27%</td>
<td>2,80%</td>
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</tr>
<tr>
<td><strong>Liquidity</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CASA</td>
<td>57,82%</td>
<td>59,09%</td>
<td>59,04%</td>
<td>60,14%</td>
<td>57,70%</td>
<td></td>
</tr>
<tr>
<td>LDR</td>
<td>86,86%</td>
<td>87,93%</td>
<td>87,18%</td>
<td>88,76%</td>
<td>88,86%</td>
<td></td>
</tr>
<tr>
<td><strong>Profitability</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Profit (IDR Billion)</td>
<td>25.411</td>
<td>26.285</td>
<td>29.045</td>
<td>32.418</td>
<td>34.414</td>
<td>6,2%</td>
</tr>
<tr>
<td>NIM</td>
<td>7,64%</td>
<td>7,87%</td>
<td>7,73%</td>
<td>7,22%</td>
<td>6,73%</td>
<td></td>
</tr>
<tr>
<td>Cost Efficiency Ratio (CER)</td>
<td>42,09%</td>
<td>42,41%</td>
<td>42,13%</td>
<td>41,90%</td>
<td>41,46%</td>
<td></td>
</tr>
<tr>
<td>Operating Expense to Operating Income</td>
<td>67,59%</td>
<td>70,23%</td>
<td>70,78%</td>
<td>70,02%</td>
<td>72,10%</td>
<td></td>
</tr>
<tr>
<td>ROA before tax</td>
<td>3,99%</td>
<td>3,67%</td>
<td>3,53%</td>
<td>3,51%</td>
<td>3,28%</td>
<td></td>
</tr>
<tr>
<td>ROE Tier 1</td>
<td>29,05%</td>
<td>21,87%</td>
<td>19,73%</td>
<td>20,04%</td>
<td>18,40%</td>
<td></td>
</tr>
<tr>
<td><strong>Capital</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tier1 CAR</td>
<td>16,68%</td>
<td>21,54%</td>
<td>21,71%</td>
<td>20,18%</td>
<td>21,65%</td>
<td></td>
</tr>
<tr>
<td>Total CAR</td>
<td>20,39%</td>
<td>22,69%</td>
<td>22,84%</td>
<td>21,35%</td>
<td>22,77%</td>
<td></td>
</tr>
</tbody>
</table>

*Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables
**Balance Sheet (Consolidated)**

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>g (YoY)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td>878.426</td>
<td>1,004.802</td>
<td>1,127.447</td>
<td>1,296.898</td>
<td>1,416.759</td>
<td>9.2%</td>
</tr>
<tr>
<td>- Gross Loans</td>
<td>581.095</td>
<td>663.420</td>
<td>733.730</td>
<td>838.141</td>
<td>907.388</td>
<td>8.3%</td>
</tr>
<tr>
<td>- Government Bonds (Recap)</td>
<td>3.816</td>
<td>3.318</td>
<td>3.318</td>
<td>1.505</td>
<td>1.130</td>
<td>-24.9%</td>
</tr>
<tr>
<td>- Other Earnings Assets</td>
<td>197.021</td>
<td>240.562</td>
<td>288.440</td>
<td>338.866</td>
<td>389.694</td>
<td>15.0%</td>
</tr>
<tr>
<td><strong>Total Earning Assets</strong></td>
<td>781.931</td>
<td>907.301</td>
<td>1,025.488</td>
<td>1,178.512</td>
<td>1,298.212</td>
<td>10.2%</td>
</tr>
<tr>
<td>Earning Assets Provision</td>
<td>(17.515)</td>
<td>(22.807)</td>
<td>(30.105)</td>
<td>(35.604)</td>
<td>(39.329)</td>
<td>10.5%</td>
</tr>
<tr>
<td><strong>Total Earning Assets (net)</strong></td>
<td>764.416</td>
<td>884.494</td>
<td>995.383</td>
<td>1,142.908</td>
<td>1,258.883</td>
<td>10.1%</td>
</tr>
<tr>
<td><strong>Total Non Earning Assets</strong></td>
<td>114.010</td>
<td>120.308</td>
<td>132.064</td>
<td>153.990</td>
<td>157.876</td>
<td>2.5%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; S.E</strong></td>
<td>878.426</td>
<td>1,004.802</td>
<td>1,127.447</td>
<td>1,296.898</td>
<td>1,416.759</td>
<td>9.2%</td>
</tr>
<tr>
<td>Total Customer Deposits</td>
<td>668.995</td>
<td>754.526</td>
<td>841.656</td>
<td>944.269</td>
<td>1,021.197</td>
<td>8.1%</td>
</tr>
<tr>
<td>- Demand Deposits</td>
<td>114.367</td>
<td>142.547</td>
<td>147.436</td>
<td>180.669</td>
<td>174.928</td>
<td>-3.2%</td>
</tr>
<tr>
<td>- Saving Deposits</td>
<td>272.471</td>
<td>303.270</td>
<td>349.441</td>
<td>387.180</td>
<td>414.333</td>
<td>7.0%</td>
</tr>
<tr>
<td>- Time and Certificate Deposits</td>
<td>282.157</td>
<td>308.709</td>
<td>344.780</td>
<td>376.420</td>
<td>431.936</td>
<td>14.7%</td>
</tr>
<tr>
<td>Other Interest Bearing Liabilities</td>
<td>68.601</td>
<td>70.355</td>
<td>78.745</td>
<td>119.632</td>
<td>138.882</td>
<td>16.1%</td>
</tr>
<tr>
<td>Non Interest Bearing Liabilities</td>
<td>27.703</td>
<td>32.386</td>
<td>39.038</td>
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<td>47.896</td>
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<tr>
<td>Tier I Capital</td>
<td>93.437</td>
<td>139.786</td>
<td>159.087</td>
<td>172.358</td>
<td>197.219</td>
<td>14.4%</td>
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<tr>
<td><strong>Total Shareholder's Equity</strong></td>
<td>113.127</td>
<td>147.534</td>
<td>168.008</td>
<td>185.275</td>
<td>208.784</td>
<td>12.7%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>84.767</td>
<td>94.016</td>
<td>102.912</td>
<td>111.583</td>
<td>121.756</td>
<td>9.1%</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>(28.451)</td>
<td>(28.577)</td>
<td>(29.894)</td>
<td>(33.917)</td>
<td>(40.049)</td>
<td>18.1%</td>
</tr>
<tr>
<td>Net Interest Income</td>
<td>56.316</td>
<td>65.439</td>
<td>73.018</td>
<td>77.666</td>
<td>81.707</td>
<td>5.2%</td>
</tr>
<tr>
<td>Net Premium Income</td>
<td>279</td>
<td>385</td>
<td>946</td>
<td>1.011</td>
<td></td>
<td>6.9%</td>
</tr>
<tr>
<td>Gross Operating Income</td>
<td>70.171</td>
<td>83.006</td>
<td>92.675</td>
<td>102.037</td>
<td>111.239</td>
<td>9.0%</td>
</tr>
<tr>
<td>Other Operating Expenses</td>
<td>(29.312)</td>
<td>(35.157)</td>
<td>(38.614)</td>
<td>(41.990)</td>
<td>(45.310)</td>
<td>7.9%</td>
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<tr>
<td>Pre Provision Operating Profit</td>
<td>40.860</td>
<td>47.849</td>
<td>54.061</td>
<td>60.047</td>
<td>65.929</td>
<td>9.8%</td>
</tr>
<tr>
<td>Provision Expenses</td>
<td>(8.900)</td>
<td>(13.804)</td>
<td>(17.254)</td>
<td>(18.321)</td>
<td>(22.497)</td>
<td>22.8%</td>
</tr>
<tr>
<td>Non Operating Income (Net)</td>
<td>535</td>
<td>2</td>
<td>216</td>
<td>28</td>
<td>(68)</td>
<td>-343.8%</td>
</tr>
<tr>
<td>Profit Before Tax n Minor. Int.</td>
<td>32.494</td>
<td>34.047</td>
<td>37.023</td>
<td>41.754</td>
<td>43.364</td>
<td>3.9%</td>
</tr>
<tr>
<td>Net Profit</td>
<td>25.411</td>
<td>26.285</td>
<td>29.045</td>
<td>32.418</td>
<td>34.414</td>
<td>6.2%</td>
</tr>
<tr>
<td>EPS *)</td>
<td>206</td>
<td>213</td>
<td>235</td>
<td>263</td>
<td>279</td>
<td>6.2%</td>
</tr>
</tbody>
</table>

* Annualized
BRI
(Bank Only)
Financial Highlights

<table>
<thead>
<tr>
<th>Asset/Liabilities</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>∆ yoy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets (IDR Billion)</td>
<td>845.998</td>
<td>964.001</td>
<td>1.076.438</td>
<td>1.234.200</td>
<td>1.343.078</td>
<td>8,8%</td>
</tr>
<tr>
<td>Total Loans (Gross) (IDR Billion)</td>
<td>558.436</td>
<td>635.291</td>
<td>702.395</td>
<td>798.881</td>
<td>859.558</td>
<td>7,6%</td>
</tr>
<tr>
<td>Total Deposits (IDR Billion)</td>
<td>642.774</td>
<td>723.845</td>
<td>803.327</td>
<td>898.033</td>
<td>969.750</td>
<td>8,0%</td>
</tr>
</tbody>
</table>

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%  | 88,15%  | 88,51%  | 85,31%  |
| LCR                           | 201,29%  | 229,98%  | 236,50%  | 236,50%  | 229,98%  |
| NSFR                          | 133,50%  | 136,17%  | 136,17%  | 136,17%  | 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
## Balance Sheet

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>g(YoY)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td>845.998</td>
<td>964.001</td>
<td>1,076.438</td>
<td>1,234.200</td>
<td>1,343.078</td>
<td>8.8%</td>
</tr>
<tr>
<td>- Gross Loans</td>
<td>558.436</td>
<td>635.291</td>
<td>708.001</td>
<td>798.881</td>
<td>859.558</td>
<td>7.6%</td>
</tr>
<tr>
<td>- Government Bonds (Recap)</td>
<td>3.816</td>
<td>3.318</td>
<td>3.318</td>
<td>1.505</td>
<td>1.130</td>
<td>-24.9%</td>
</tr>
<tr>
<td>- Other Earnings Assets</td>
<td>190.735</td>
<td>230.252</td>
<td>264.899</td>
<td>322.521</td>
<td>372.442</td>
<td>15.5%</td>
</tr>
<tr>
<td><strong>Total Earning Assets</strong></td>
<td>752.987</td>
<td>868.862</td>
<td>976.218</td>
<td>1,122.907</td>
<td>1,233.131</td>
<td>9.8%</td>
</tr>
<tr>
<td><strong>Earning Assets Provision</strong></td>
<td>(17.030)</td>
<td>(21.944)</td>
<td>(29.062)</td>
<td>(34.570)</td>
<td>(37.670)</td>
<td>9.0%</td>
</tr>
<tr>
<td><strong>Total Earning Assets (net)</strong></td>
<td>735.957</td>
<td>846.918</td>
<td>947.156</td>
<td>1,088.337</td>
<td>1,195.460</td>
<td>9.8%</td>
</tr>
<tr>
<td><strong>Total Non Earning Assets</strong></td>
<td>110.041</td>
<td>117.083</td>
<td>129.283</td>
<td>145.863</td>
<td>147.617</td>
<td>1.2%</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; S.E</strong></td>
<td>845.998</td>
<td>964.001</td>
<td>1,076.438</td>
<td>1,234.200</td>
<td>1,343.078</td>
<td>8.8%</td>
</tr>
<tr>
<td><strong>Total Customer Deposits</strong></td>
<td>642.774</td>
<td>723.845</td>
<td>803.327</td>
<td>898.033</td>
<td>969.750</td>
<td>8.0%</td>
</tr>
<tr>
<td>- Demand Deposits</td>
<td>112.989</td>
<td>140.764</td>
<td>144.432</td>
<td>176.405</td>
<td>167.843</td>
<td>-4.9%</td>
</tr>
<tr>
<td>- Savings</td>
<td>267.607</td>
<td>297.649</td>
<td>342.759</td>
<td>378.909</td>
<td>404.360</td>
<td>6.7%</td>
</tr>
<tr>
<td>- Time Deposits</td>
<td>262.178</td>
<td>285.432</td>
<td>316.135</td>
<td>342.719</td>
<td>397.547</td>
<td>16.0%</td>
</tr>
<tr>
<td><strong>Other Interest Bearing Liabilities</strong></td>
<td>67.712</td>
<td>68.659</td>
<td>77.495</td>
<td>117.431</td>
<td>135.752</td>
<td>15.6%</td>
</tr>
<tr>
<td><strong>Non Interest Bearing Liabilities</strong></td>
<td>23.120</td>
<td>26.038</td>
<td>30.570</td>
<td>37.718</td>
<td>33.910</td>
<td>-10.1%</td>
</tr>
<tr>
<td><strong>Tier I Capital</strong></td>
<td>89.992</td>
<td>136.670</td>
<td>154.669</td>
<td>164.925</td>
<td>187.012</td>
<td>13.4%</td>
</tr>
<tr>
<td><strong>Total Shareholder's Equity</strong></td>
<td>112.392</td>
<td>145.458</td>
<td>165.047</td>
<td>181.019</td>
<td>203.665</td>
<td>12.5%</td>
</tr>
<tr>
<td>*<em>Book Value per Shares <em>)</em></em></td>
<td>911</td>
<td>1.179</td>
<td>1.338</td>
<td>1.468</td>
<td>1.651</td>
<td>12.5%</td>
</tr>
</tbody>
</table>

*) Annualized  
v 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)

<table>
<thead>
<tr>
<th>Year</th>
<th>Micro</th>
<th>Consumer</th>
<th>Small Commercial</th>
<th>Medium</th>
<th>Corporate Non-SoE</th>
<th>SoE</th>
<th>Total Loan</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>559,9</td>
<td>81,2</td>
<td>21,2</td>
<td>120,0</td>
<td>88,5</td>
<td>180,4</td>
<td>870,8</td>
</tr>
<tr>
<td>2016</td>
<td>635,3</td>
<td>92,8</td>
<td>18,1</td>
<td>135,5</td>
<td>100,2</td>
<td>211,5</td>
<td>870,0</td>
</tr>
<tr>
<td>2017</td>
<td>702,4</td>
<td>97,1</td>
<td>19,9</td>
<td>153,9</td>
<td>114,6</td>
<td>239,5</td>
<td>870,0</td>
</tr>
<tr>
<td>2018</td>
<td>798,9</td>
<td>101,4</td>
<td>18,3</td>
<td>183,0</td>
<td>130,8</td>
<td>274,3</td>
<td>870,0</td>
</tr>
<tr>
<td>2019</td>
<td>859,6</td>
<td>97,4</td>
<td>21,5</td>
<td>198,7</td>
<td></td>
<td></td>
<td>870,0</td>
</tr>
</tbody>
</table>

YoY Growth (%)

(Rp Tn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Micro</th>
<th>Consumer</th>
<th>Small Commercial</th>
<th>Medium</th>
<th>Corporate Non-SoE</th>
<th>SoE</th>
<th>Total Loan</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>12,2</td>
<td>33,4</td>
<td>3,8</td>
<td>12,2</td>
<td>114,1</td>
<td>33,4</td>
<td>870,0</td>
</tr>
<tr>
<td>2016</td>
<td>7,4</td>
<td>9,7</td>
<td>2,9</td>
<td>7,4</td>
<td>114,1</td>
<td>33,4</td>
<td>870,0</td>
</tr>
<tr>
<td>2017</td>
<td>8,6</td>
<td>15,7</td>
<td>2,8</td>
<td>8,6</td>
<td>114,1</td>
<td>33,4</td>
<td>870,0</td>
</tr>
<tr>
<td>2018</td>
<td>3,0</td>
<td>2,7</td>
<td>2,8</td>
<td>3,0</td>
<td>114,1</td>
<td>33,4</td>
<td>870,0</td>
</tr>
<tr>
<td>2019</td>
<td>17,5</td>
<td>3,2</td>
<td>2,7</td>
<td>17,5</td>
<td>114,1</td>
<td>33,4</td>
<td>870,0</td>
</tr>
</tbody>
</table>

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

16
## Loan – Asset Quality

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

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Micro</td>
<td>1.13</td>
<td>1.00</td>
<td>1.08</td>
<td>1.01</td>
<td>1.18</td>
</tr>
<tr>
<td>Consumer</td>
<td>1.30</td>
<td>1.18</td>
<td>1.05</td>
<td>1.03</td>
<td>1.10</td>
</tr>
<tr>
<td>Small Comm</td>
<td>2.89</td>
<td>2.95</td>
<td>3.01</td>
<td>3.14</td>
<td>3.17</td>
</tr>
<tr>
<td>Medium</td>
<td>8.35</td>
<td>7.90</td>
<td>5.45</td>
<td>6.80</td>
<td>5.38</td>
</tr>
<tr>
<td>Corporate</td>
<td>4.15</td>
<td>5.40</td>
<td>6.91</td>
<td>5.49</td>
<td>8.75</td>
</tr>
<tr>
<td>SoE</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>1.10</td>
<td>1.73</td>
</tr>
<tr>
<td><strong>Total NPL</strong></td>
<td>2.02</td>
<td>2.03</td>
<td>2.12</td>
<td>2.16</td>
<td>2.62</td>
</tr>
</tbody>
</table>

### Special Mention – by segment (%)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Micro</td>
<td>6.00</td>
<td>4.45</td>
<td>4.04</td>
<td>3.51</td>
<td>3.51</td>
</tr>
<tr>
<td>Consumer</td>
<td>4.02</td>
<td>3.04</td>
<td>2.85</td>
<td>2.49</td>
<td>2.52</td>
</tr>
<tr>
<td>Small Comm</td>
<td>7.06</td>
<td>6.06</td>
<td>5.79</td>
<td>4.28</td>
<td>4.63</td>
</tr>
<tr>
<td>Medium</td>
<td>5.37</td>
<td>3.04</td>
<td>3.24</td>
<td>2.87</td>
<td>2.97</td>
</tr>
<tr>
<td>Corporate</td>
<td>2.83</td>
<td>3.79</td>
<td>5.86</td>
<td>7.73</td>
<td>5.82</td>
</tr>
<tr>
<td>SoE</td>
<td>2.60</td>
<td>3.30</td>
<td>1.98</td>
<td>0.86</td>
<td>4.29</td>
</tr>
<tr>
<td><strong>Total SML</strong></td>
<td>5.01</td>
<td>4.28</td>
<td>4.12</td>
<td>3.65</td>
<td>3.93</td>
</tr>
</tbody>
</table>

### Restructured Loan

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>% to Total Loan</td>
<td>6.1%</td>
<td>6.0%</td>
</tr>
</tbody>
</table>

- **2018:** Restruct. Loan: 49.1, % to Total Loan: 6.1%
- **2019:** Restruct. Loan: 51.9, % to Total Loan: 6.0%

### By Segment (%)

- **2018:**
  - Micro: 14.8%
  - Consumer: 1.8%
  - Small Comm: 41.2%
  - Medium: 3.9%
  - Corporate: 20.5%

- **2019:**
  - Micro: 19.4%
  - Consumer: 3.1%
  - Small Comm: 40.9%
  - Medium: 3.8%
  - Corporate: 18.8%

### By Quality (%)

- **2018:**
  - CURRENT: 54.7%
  - SML: 18.2%
  - NPL: 22.3%

- **2019:**
  - CURRENT: 53.5%
  - SML: 24.3%
  - NPL: 22.3%

*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 – Mix and Growth**

### Deposits Growth: Trend

#### (IDR Trillion)

<table>
<thead>
<tr>
<th>Year</th>
<th>Time Deposit</th>
<th>Saving</th>
<th>Demand Deposit</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>113,0</td>
<td>267,6</td>
<td>267,6</td>
<td>642,8</td>
</tr>
<tr>
<td>2016</td>
<td>140,8</td>
<td>297,6</td>
<td>297,6</td>
<td>723,8</td>
</tr>
<tr>
<td>2017</td>
<td>144,4</td>
<td>342,8</td>
<td>342,8</td>
<td>803,3</td>
</tr>
<tr>
<td>2018</td>
<td>176,4</td>
<td>378,9</td>
<td>378,9</td>
<td>898,0</td>
</tr>
<tr>
<td>2019</td>
<td>167,8</td>
<td>404,4</td>
<td>404,4</td>
<td>969,7</td>
</tr>
</tbody>
</table>

### Deposits Composition, COF

#### (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>High Cost</th>
<th>Low Cost</th>
<th>COF Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>40,8%</td>
<td>59,2%</td>
<td>4,24%</td>
</tr>
<tr>
<td>2016</td>
<td>39,4%</td>
<td>60,6%</td>
<td>3,83%</td>
</tr>
<tr>
<td>2017</td>
<td>39,4%</td>
<td>60,6%</td>
<td>3,27%</td>
</tr>
<tr>
<td>2018</td>
<td>38,2%</td>
<td>61,8%</td>
<td>3,47%</td>
</tr>
<tr>
<td>2019</td>
<td>41,0%</td>
<td>59,0%</td>
<td>3,58%</td>
</tr>
</tbody>
</table>

### 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**
### Income Statement

<table>
<thead>
<tr>
<th>Description</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>g(YoY)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Interest Income</strong></td>
<td>81.554</td>
<td>90.015</td>
<td>98.254</td>
<td>106.337</td>
<td>115.639</td>
<td>8.7%</td>
</tr>
<tr>
<td><strong>Interest from Loans</strong></td>
<td>72.817</td>
<td>80.389</td>
<td>87.236</td>
<td>94.794</td>
<td>103.299</td>
<td>9.0%</td>
</tr>
<tr>
<td><strong>Int. from Other Earning Assets</strong></td>
<td>8.737</td>
<td>9.626</td>
<td>11.018</td>
<td>11.543</td>
<td>12.339</td>
<td>6.9%</td>
</tr>
<tr>
<td><strong>Interest Expense</strong></td>
<td>(26.958)</td>
<td>(26.920)</td>
<td>(27.825)</td>
<td>(31.428)</td>
<td>(37.078)</td>
<td>18.0%</td>
</tr>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>54.595</td>
<td>63.095</td>
<td>70.429</td>
<td>74.908</td>
<td>78.560</td>
<td>4.9%</td>
</tr>
<tr>
<td>**Fee &amp; Other Opr. Income *</td>
<td>13.670</td>
<td>16.679</td>
<td>18.693</td>
<td>22.777</td>
<td>27.552</td>
<td>21.0%</td>
</tr>
<tr>
<td><strong>Gross Operating Income</strong></td>
<td>68.265</td>
<td>79.774</td>
<td>89.121</td>
<td>97.685</td>
<td>106.112</td>
<td>8.6%</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>(27.973)</td>
<td>(33.028)</td>
<td>(36.313)</td>
<td>(39.466)</td>
<td>(42.046)</td>
<td>6.5%</td>
</tr>
<tr>
<td><strong>Pre Provision Operating Profit</strong></td>
<td>40.292</td>
<td>46.746</td>
<td>52.809</td>
<td>58.219</td>
<td>64.066</td>
<td>10.0%</td>
</tr>
<tr>
<td><strong>Non Operating Income (Net)</strong></td>
<td>500</td>
<td>15</td>
<td>202</td>
<td>21</td>
<td>(72)</td>
<td>-449.0%</td>
</tr>
<tr>
<td><strong>Profit Before Tax n Minor. Int.</strong></td>
<td>32.211</td>
<td>33.442</td>
<td>36.351</td>
<td>40.798</td>
<td>42.950</td>
<td>5.3%</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>25.204</td>
<td>25.753</td>
<td>28.469</td>
<td>31.702</td>
<td>34.029</td>
<td>7.3%</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>204</td>
<td>209</td>
<td>231</td>
<td>257</td>
<td>276</td>
<td>7.3%</td>
</tr>
</tbody>
</table>

* Detail on the Fee & Other Operating Income on page 33
** Annualized
## Other Operating Income & Expenses

### Other Operating Income

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

### Other Operating Expenses

<table>
<thead>
<tr>
<th>Other Operating Expenses</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>g(YoY)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>15.961</td>
<td>17.648</td>
<td>19.437</td>
<td>21.356</td>
<td>22.976</td>
<td>7,6%</td>
</tr>
<tr>
<td>General and Administration</td>
<td>9.918</td>
<td>11.325</td>
<td>12.469</td>
<td>13.602</td>
<td>14.667</td>
<td>7,8%</td>
</tr>
<tr>
<td>Losses fr decrease of Securities and Govt. Bonds value</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0,0%</td>
</tr>
<tr>
<td>Losses fr sale of Securities and Govt. Bonds</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0,0%</td>
</tr>
<tr>
<td>Losses from forex transaction</td>
<td>-</td>
<td>272</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Promotion</td>
<td>858</td>
<td>1.265</td>
<td>1.262</td>
<td>1.675</td>
<td>2.107</td>
<td>25,8%</td>
</tr>
<tr>
<td>Others</td>
<td>1.229</td>
<td>2.519</td>
<td>3.146</td>
<td>2.832</td>
<td>2.296</td>
<td>-18,9%</td>
</tr>
<tr>
<td><strong>Total Other Operating Expenses</strong></td>
<td><strong>27.973</strong></td>
<td><strong>33.028</strong></td>
<td><strong>36.313</strong></td>
<td><strong>39.466</strong></td>
<td><strong>42.046</strong></td>
<td><strong>6,5%</strong></td>
</tr>
<tr>
<td>Description</td>
<td>2015</td>
<td>2016</td>
<td>2017</td>
<td>2018</td>
<td>2019</td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------------------------</td>
<td>---------</td>
<td>---------</td>
<td>---------</td>
<td>---------</td>
<td>---------</td>
<td></td>
</tr>
<tr>
<td>CASA</td>
<td>59,21%</td>
<td>60,57%</td>
<td>60,65%</td>
<td>61,84%</td>
<td>59,01%</td>
<td></td>
</tr>
<tr>
<td>Cost of Fund (COF)</td>
<td>4,24%</td>
<td>3,83%</td>
<td>3,27%</td>
<td>3,47%</td>
<td>3,58%</td>
<td></td>
</tr>
<tr>
<td>Loan to Deposit Ratio</td>
<td>86,88%</td>
<td>87,77%</td>
<td>88,13%</td>
<td>88,96%</td>
<td>88,64%</td>
<td></td>
</tr>
<tr>
<td>LCR</td>
<td>241,97%</td>
<td>201,29%</td>
<td>229,98%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Interest Margin (NIM)</td>
<td>7,85%</td>
<td>8,00%</td>
<td>7,93%</td>
<td>7,45%</td>
<td>6,98%</td>
<td></td>
</tr>
<tr>
<td>Cost Efficiency Ratio (CER)</td>
<td>41,28%</td>
<td>41,26%</td>
<td>41,15%</td>
<td>41,02%</td>
<td>40,26%</td>
<td></td>
</tr>
<tr>
<td>Earning Asset Provision</td>
<td>2,37%</td>
<td>2,75%</td>
<td>3,11%</td>
<td>3,26%</td>
<td>3,36%</td>
<td></td>
</tr>
<tr>
<td>Opr. Expense to Opr. Income</td>
<td>66,69%</td>
<td>68,69%</td>
<td>69,14%</td>
<td>68,40%</td>
<td>70,10%</td>
<td></td>
</tr>
<tr>
<td>NPL ratio - Gross</td>
<td>2,02%</td>
<td>2,03%</td>
<td>2,10%</td>
<td>2,16%</td>
<td>2,62%</td>
<td></td>
</tr>
<tr>
<td>NPL ratio - Nett</td>
<td>1,22%</td>
<td>1,09%</td>
<td>0,88%</td>
<td>0,92%</td>
<td>1,04%</td>
<td></td>
</tr>
<tr>
<td>Return on Assets (ROA) - b.t</td>
<td>4,19%</td>
<td>3,84%</td>
<td>3,69%</td>
<td>3,68%</td>
<td>3,50%</td>
<td></td>
</tr>
<tr>
<td>Return on Assets (ROA) - a.t</td>
<td>3,28%</td>
<td>2,96%</td>
<td>2,89%</td>
<td>2,86%</td>
<td>2,77%</td>
<td></td>
</tr>
<tr>
<td>Return on Equity (ROE) - Tier I</td>
<td>29,89%</td>
<td>23,08%</td>
<td>20,03%</td>
<td>20,49%</td>
<td>19,41%</td>
<td></td>
</tr>
<tr>
<td>Return on Equity (ROE) - B/S</td>
<td>24,39%</td>
<td>19,98%</td>
<td>18,72%</td>
<td>18,87%</td>
<td>17,77%</td>
<td></td>
</tr>
<tr>
<td>Primary Reserve Requirement (IDR)</td>
<td>9,31%</td>
<td>6,94%</td>
<td>6,52%</td>
<td>7,16%</td>
<td>6,57%</td>
<td></td>
</tr>
<tr>
<td>Net Open Position</td>
<td>2,33%</td>
<td>6,67%</td>
<td>4,22%</td>
<td>3,73%</td>
<td>1,91%</td>
<td></td>
</tr>
<tr>
<td>Dividend Payout Ratio</td>
<td>30,00%</td>
<td>40,00%</td>
<td>40,00%</td>
<td>45,00%</td>
<td>50,00%</td>
<td></td>
</tr>
<tr>
<td>Tier I CAR</td>
<td>16,76%</td>
<td>21,91%</td>
<td>21,95%</td>
<td>20,15%</td>
<td>21,52%</td>
<td></td>
</tr>
<tr>
<td>Total CAR</td>
<td>20,59%</td>
<td>22,91%</td>
<td>22,96%</td>
<td>21,21%</td>
<td>22,55%</td>
<td></td>
</tr>
</tbody>
</table>
Business Updates
Micro Loans
## Micro Banking – Loan and Deposits

### Micro Loans (IDR Trillion)

<table>
<thead>
<tr>
<th>Year</th>
<th>Kupedes</th>
<th>Kupedes Rakyat</th>
<th>Micro KUR</th>
<th>Micro Loan</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>178,9</td>
<td>18,3</td>
<td>51,6</td>
<td>15,1</td>
</tr>
<tr>
<td>2016</td>
<td>211,5</td>
<td>51,6</td>
<td>59,3</td>
<td>2,3</td>
</tr>
<tr>
<td>2017</td>
<td>239,5</td>
<td>177,9</td>
<td>64,3</td>
<td>4,8</td>
</tr>
<tr>
<td>2018</td>
<td>274,3</td>
<td>205,2</td>
<td>69,3</td>
<td>6,2</td>
</tr>
<tr>
<td>2019</td>
<td>307,7</td>
<td>232,2</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

YoY g = 12,2%

### Micro Deposits - Mix

<table>
<thead>
<tr>
<th>Year</th>
<th>Saving</th>
<th>Demand Deposit</th>
<th>Time Deposit</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>192,1</td>
<td>163,0</td>
<td>27,3</td>
<td>492,4</td>
</tr>
<tr>
<td>2016</td>
<td>215,1</td>
<td>182,0</td>
<td>1,9</td>
<td>400,0</td>
</tr>
<tr>
<td>2017</td>
<td>245,5</td>
<td>207,5</td>
<td>1,1</td>
<td>454,1</td>
</tr>
<tr>
<td>2018</td>
<td>272,8</td>
<td>230,2</td>
<td>1,3</td>
<td>504,3</td>
</tr>
<tr>
<td>2019</td>
<td>297,4</td>
<td>249,6</td>
<td>1,4</td>
<td>557,4</td>
</tr>
</tbody>
</table>

YoY g = 8,7%

### Micro Borrowers (Million)

<table>
<thead>
<tr>
<th>Year</th>
<th>Kupedes</th>
<th>Kupedes Rakyat</th>
<th>Micro KUR</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>7,8</td>
<td>2,0</td>
<td>4,4</td>
<td>14,2</td>
</tr>
<tr>
<td>2016</td>
<td>8,9</td>
<td>4,2</td>
<td>4,0</td>
<td>17,1</td>
</tr>
<tr>
<td>2017</td>
<td>9,4</td>
<td>5,1</td>
<td>4,1</td>
<td>18,6</td>
</tr>
<tr>
<td>2018</td>
<td>10,0</td>
<td>5,5</td>
<td>4,2</td>
<td>19,7</td>
</tr>
<tr>
<td>2019</td>
<td>10,6</td>
<td>5,7</td>
<td>4,4</td>
<td>20,7</td>
</tr>
</tbody>
</table>

YoY g = 5,7%

2018: 15,1% Kupedes, 84,4% Kupedes Rakyat, 0,5% Micro KUR, 0,5% Total

2019: 15,6% Kupedes, 83,9% Kupedes Rakyat, 0,5% Micro KUR, 0,5% Total
Initiatives in Micro – BRILink & BRISPOT

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

<table>
<thead>
<tr>
<th># of Agents</th>
<th># of Transaction</th>
<th>Transaction Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>(In Rp Million)</td>
<td>(In Rp Trillion)</td>
<td>(In Rp Billion)</td>
</tr>
<tr>
<td>2018</td>
<td>401.550</td>
<td>379</td>
</tr>
<tr>
<td>2019</td>
<td>422.160</td>
<td>521</td>
</tr>
</tbody>
</table>

5.1% YoY

31.2% YoY

37.7% YoY

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.

FBI

USD32 Mio

USD57 Mio

788.71

75.7% YoY

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)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Small Commercial</th>
<th>Retail KUR</th>
<th>Total Loan</th>
<th>NPL</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>120,0</td>
<td>6,0</td>
<td>125,8</td>
<td>114,1</td>
</tr>
<tr>
<td>2016</td>
<td>135,5</td>
<td>6,8</td>
<td>142,3</td>
<td>128,7</td>
</tr>
<tr>
<td>2017</td>
<td>153,9</td>
<td>9,9</td>
<td>163,8</td>
<td>144,0</td>
</tr>
<tr>
<td>2018</td>
<td>183,0</td>
<td>3,1</td>
<td>186,1</td>
<td>169,5</td>
</tr>
<tr>
<td>2019</td>
<td>198,7</td>
<td>3,2</td>
<td>201,9</td>
<td>181,6</td>
</tr>
</tbody>
</table>

**YoY g = 8,6%**

**By Region (%)**

- Sumatera: 17,6%
- Jakarta: 33,3%
- Mid & East: 23,8%
- Java ex Jakarta: 25,3%

**Medium (IDR Trillion)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Loan</th>
<th>NPL (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>8,35%</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>7,90%</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>5,45%</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>6,80%</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>5,38%</td>
<td></td>
</tr>
</tbody>
</table>

**YoY g = 18,1%**

**By Economic Sectors (%)**

- Trading, Hotel & Rest.: 30,9%
- Agriculture: 15,1%
- Construction: 14,9%
- Manufacturing: 13,3%
- Industry: 12,1%
- Electricity, gas & water: 1,1%
- Others: 0,5%
- Business Services: 5,4%
- Social Services: 2,9%
- Others: 0,5%

**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

**Notes:**
- Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables
Consumer Loans
Consumer Loans

Outstanding
(IDR Trillion)

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

NPL (%)

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

- Consumer loan grew 7.4% YoY and salary based loan is still the biggest portion of the consumer loans of 72.1% in 2019.

Strategy

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

Loan Outstanding – Trend

<table>
<thead>
<tr>
<th>Year</th>
<th>Corporate</th>
<th>SOE</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>156,3</td>
<td>81,2</td>
<td>237,5</td>
</tr>
<tr>
<td>2016</td>
<td>176,9</td>
<td>92,8</td>
<td>269,7</td>
</tr>
<tr>
<td>2017</td>
<td>174,5</td>
<td>97,1</td>
<td>271,6</td>
</tr>
<tr>
<td>2018</td>
<td>192,5</td>
<td>101,4</td>
<td>303,9</td>
</tr>
<tr>
<td>2019</td>
<td>191,1</td>
<td>97,4</td>
<td>288,5</td>
</tr>
</tbody>
</table>

NPL – Trend

<table>
<thead>
<tr>
<th>Year</th>
<th>Corporate</th>
<th>SOE</th>
<th>Corp &amp; SOE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3,79%</td>
<td>1,82%</td>
<td>5,61%</td>
</tr>
<tr>
<td>2016</td>
<td>4,96%</td>
<td>2,36%</td>
<td>7,32%</td>
</tr>
<tr>
<td>2017</td>
<td>6,91%</td>
<td>3,06%</td>
<td>10,06%</td>
</tr>
<tr>
<td>2018</td>
<td>5,49%</td>
<td>3,18%</td>
<td>8,67%</td>
</tr>
<tr>
<td>2019</td>
<td>8,75%</td>
<td>1,73%</td>
<td>10,48%</td>
</tr>
</tbody>
</table>

YoY g = -0.7%

By Business Segment

SOE Loans

Corporate Loans

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

Initiatives

v Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables
Non Interest Income
Other Operating Income

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

**Digitizing Core**

**Exploitation:**
Digitize existing services and transactions (Business Process)
- Optimize existing Channels
- Integrated Digitized Operation
- Simplified and standardized system

**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)

**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

**BRI Digital Loan Partnership**
LPG Gas 3kg ordering system
Digital partnership & Collaboration

**BRI Official Online Store**
BRI Digital Loan Partnership
Digital lending platform

**Pinang**
Credit Cardless Product

**The First Bank with ISO Certificate in Big Data**

**BRI School Management System**
Leveraging New Liquidity, New Opportunities, New Source of Growth

**BRI Store**
Supply chain platform for trading ecosystem

**Tap the Untapped Embedded in Customer Life**

**Boost Productivity & Unleash The Potential**

**Branchless Banking Initiatives for Micro**

**BRI Mobile Banking**
Digital based loan underwriting

**AgenBRI Link**
Layanan Transaksi Keuangan Tanpa Kantor

**BRI Bill**
Advanced Mobile Banking

**BRI SPOT**
Branchless Banking Initiatives for Micro
BRI Initiatives on ESG
(Environment, Social and Governance)
BRI Initiatives on ESG

- SDG implementation
- BRI won the 1st place and best of the best of Sustainable Finance Award 2016

First Step to Sustainable Finance initiated by OJK

1. First Mover on Sustainable Finance
2. ESG-related Policies:
   - BRI Sustainable Policy
   - ESG Risk Management Policy on CPO
   - Sustainability Implementation Strategy: Asset, Liabilities & Operation, & Human Resources

1. Sustainability Bond Issuance
2. Corporate Loan mapping
3. Capacity building program

ESG Policy on Palm Oil Financing

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.

Sustainable Finance Action Plan (RKAB)

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

Sustainability Bond

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

**SUSTAINABILITY BOND 2019**

**FIRST SUSTAINABILITY BOND**
- in South East Asia
- in RegS Format

**TRANSACTION HIGHLIGHTS**
- Issue date: 21 March 2019
- Maturity: 5 years
- Size: $500 Million

**SUSTAINALYTICS**
SECOND PARTY OPINION

"BRI's Sustainability Bond Framework is credible and impactful"

**ALLOCATIONS**

- Green Use of Proceeds: 14%
- Social Use of Proceeds: 86%

Allocation by Project Type

- Socioeconomic advancement and empowerment (Micro KUR loans): 7%
- Green Buildings: 41%
- Clean Transportation: 43%
- Affordable Housing: 6%
- Employment Generation (Kupedes): 8%

Allocation by Eligible Categories

**PROCEEDS ALLOCATION**

The proceeds were allocated to social and green projects in five eligible categories.

**THE GLOBAL GOALS**
For Sustainable Development

The Bond has supported 3 Sustainable Development Goals (SDGs)

**FIRST SUSTAINABILITY BOND**

- Job creation supported by BRI Micro Loans
- Decent Work and Economic Growth
- Reduced Inequality
- Access to affordable houses
- LRT Jakarta Project
- Green building project

**Sustainable Cities and Communities**
Subsidiaries
BRI GROUP

SUBSIDIARIES
Shares >50% and as a Controller Stake

BRI Syariah
To be the leading sharia bank in Indonesia by focusing on consumer and sme segment
Go Public 2018
73.00%
Shares Ownership

BRI Agro
To provide financial solutions in agribusiness in Indonesia by building a digital platform for the agriculture ecosystem
Go Public 2003
87.10%
Shares Ownership

BRI Life
To become the top 3 life insurance in Indonesia by strengthening bancassurance business
91.00%
Shares Ownership

BRI Finance
To be the top 3 life insurance in Indonesia by strengthening bancassurance business
99.78%
Shares Ownership

BRI Remittance
To be a strong financial service company by connecting business between Indonesia and Hong Kong
100%
Shares Ownership

Danareksa Sekuritas
To be a leading security house by empowering retail market
67.00%
Shares Ownership

BRI Ventures
To be a leading venture capital by focusing on fintech and beyond
99.97%
Shares Ownership

2019
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 BPJU
35.00%
Shares Ownership

Danareksa Investment Management
Focus on investment manager business. The majority of shares are owned by Danareksa
35.00%
Shares Ownership
Subsidiaries’s Total Asset Rp 91,40 Tr
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%).
<table>
<thead>
<tr>
<th>Metric</th>
<th>Target 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loan Growth</td>
<td>10% – 11%</td>
</tr>
<tr>
<td>LDR</td>
<td>90% ±2%</td>
</tr>
<tr>
<td>NIM</td>
<td>±7%</td>
</tr>
<tr>
<td>Fee Income</td>
<td>12% - 14%</td>
</tr>
<tr>
<td>OPEX Growth</td>
<td>8% - 10%</td>
</tr>
<tr>
<td>NPL</td>
<td>±2.5%</td>
</tr>
<tr>
<td>Credit Cost</td>
<td>±2%</td>
</tr>
<tr>
<td>Coverage Ratio</td>
<td>&gt;170%</td>
</tr>
<tr>
<td>Net Profit Growth</td>
<td>10% - 12%</td>
</tr>
</tbody>
</table>
Board of Commissioners

Andrinof A. Chaniago
President Commissioner / Independent Commissioner

Nicolaus Teguh Budi
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
Board of Management

President Director
Sunarso

Vice President Director
Catur Budi Harto

Director of Consumer Business
Handayani

Director of Small, Retail and Medium Business
Priyastomo

Director of Finance
Haru Koesmahargyo

Director of Digital, Information Technology and Operation
Indra Utoyo

Director of Networks and Services
Ahmad Solichin Lutfiyanto

Director of Micro Business
Supari

SEVP Treasury & Global Service
Listiarini Dewi

SEVP Corporate Banking
Lina Sari

SEVP Fixed Asset Management & Procurement
Gunawan Sulistyo

SEVP Head of Internal Audit
Hari Slaga Amijarto

Director of Risk Management
Agus Sudiarso

Director of Human Capital
Herdy Harman

Director of Compliance
Aclatun Ashimah

Director of Institutional Relations and SOE
Agus Noorsanto

Director of Finance
Haru Koesmahargyo
Awards

- 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

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ASEAN Best Public Company based on Wealth Added Index Method - SWA
The Best Bank with Outstanding Financial Performance 2018 - Infobank
Best Bank in Indonesia - Global Finance
The Best Bank in KUR Loan Disbursement – Ministry of Coordinating Economy
Asia’s Best CFO 2018
Asia’s Best CEO 2018
Best Investor Relations Company 2018 – Corporate Governance Asia
The Best Productivity, Efficiency and Automation Initiative, Application or Programme: BRISPOT – ASIAN Bankers
The Best Bank for Supporting MSME for Bank in Category BUKU 3 & 4 – Bank Indonesia
Indonesia Most Trusted Company on Good Corporate Governance Implementation – Indonesian Institute for Corporate Governance (IICG)
The Best Primary Dealer in 2017 – Ministry of Finance
### Regional Office Distribution

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

### Branchless Network

<table>
<thead>
<tr>
<th>Outlets</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Head Offices</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>Regional Offices</td>
<td>19</td>
<td>19</td>
<td>19</td>
<td>19</td>
<td>19</td>
<td>-</td>
</tr>
<tr>
<td>Branches</td>
<td>467</td>
<td>467</td>
<td>468</td>
<td>468</td>
<td>467</td>
<td>(1)</td>
</tr>
<tr>
<td>Sub Branches</td>
<td>603</td>
<td>609</td>
<td>610</td>
<td>609</td>
<td>611</td>
<td>2</td>
</tr>
<tr>
<td>BRI Units</td>
<td>5,360</td>
<td>5,380</td>
<td>5,382</td>
<td>5,381</td>
<td>5,382</td>
<td>1</td>
</tr>
<tr>
<td>Cash Offices</td>
<td>983</td>
<td>984</td>
<td>992</td>
<td>964</td>
<td>952</td>
<td>(12)</td>
</tr>
<tr>
<td>Teras BRI</td>
<td>2,543</td>
<td>2,545</td>
<td>2,536</td>
<td>2,069</td>
<td>2,049</td>
<td>(20)</td>
</tr>
<tr>
<td>Teras Mobile</td>
<td>636</td>
<td>638</td>
<td>638</td>
<td>136</td>
<td>137</td>
<td>1</td>
</tr>
<tr>
<td>Total</td>
<td>10,612</td>
<td>10,643</td>
<td>10,646</td>
<td>9,647</td>
<td>9,618</td>
<td>(29)</td>
</tr>
</tbody>
</table>

### E-Channel

<table>
<thead>
<tr>
<th>Outlets</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>ATM</td>
<td>22,792</td>
<td>24,292</td>
<td>24,684</td>
<td>22,684</td>
<td>19,184</td>
<td>(3,500)</td>
</tr>
<tr>
<td>EDC</td>
<td>187,758</td>
<td>257,712</td>
<td>302,921</td>
<td>284,425</td>
<td>204,386</td>
<td>(80,039)</td>
</tr>
<tr>
<td>CRM</td>
<td>892</td>
<td>1,392</td>
<td>1,992</td>
<td>2,609</td>
<td>3,809</td>
<td>1,200</td>
</tr>
<tr>
<td>E-Buzz</td>
<td>57</td>
<td>57</td>
<td>57</td>
<td>57</td>
<td>57</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>211,499</td>
<td>283,453</td>
<td>329,654</td>
<td>309,775</td>
<td>227,436</td>
<td>(82,339)</td>
</tr>
</tbody>
</table>

*Total branches and sub branches are including 4 overseas offices and 3 overseas sub branches*
**International & Domestic Ratings**

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

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

**PEFINDO**
- National Rating: id AAA, Stable Outlook
Shareholders and Stock Performance

Shareholders Composition

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Government</td>
<td>59.50%</td>
<td>56.75%</td>
<td>56.75%</td>
<td>56.75%</td>
<td>56.75%</td>
<td>56.75%</td>
<td>56.75%</td>
</tr>
<tr>
<td>Public</td>
<td>40.50%</td>
<td>43.25%</td>
<td>43.25%</td>
<td>43.25%</td>
<td>43.25%</td>
<td>43.25%</td>
<td>43.25%</td>
</tr>
<tr>
<td>Foreign *)</td>
<td>79.06%</td>
<td>82.49%</td>
<td>78.12%</td>
<td>80.12%</td>
<td>84.33%</td>
<td>79.48%</td>
<td>80.68%</td>
</tr>
<tr>
<td>Domestic *)</td>
<td>20.90%</td>
<td>17.51%</td>
<td>21.88%</td>
<td>19.88%</td>
<td>15.67%</td>
<td>20.52%</td>
<td>19.31%</td>
</tr>
</tbody>
</table>

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)
PT BANK RAKYAT INDONESIA (Persero) Tbk.
Investor Relations
7th floor BRI II Building
Jl. Jenderal Sudirman No. 44-46 Jakarta 10210
Indonesia

Phone : 62 21 5752006/09, 5751952/79
Fax : 62 21 5752010
Website : www.ir-bri.com
Email : ir@bri.co.id

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