Melayani Dengan Setulus Hati

9M’2019 – Financial Update Presentation

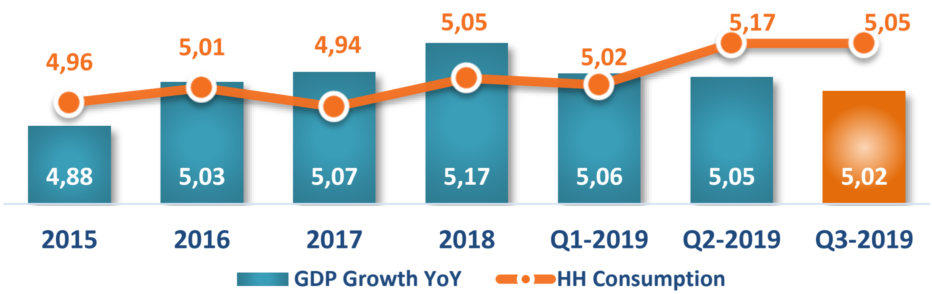
PT BANK RAKYAT INDONESIA (PERSERO) Tbk

OUTLINE

Indonesia Macro Condition

BANK BRI
Melayani Dengan Setulus Hati

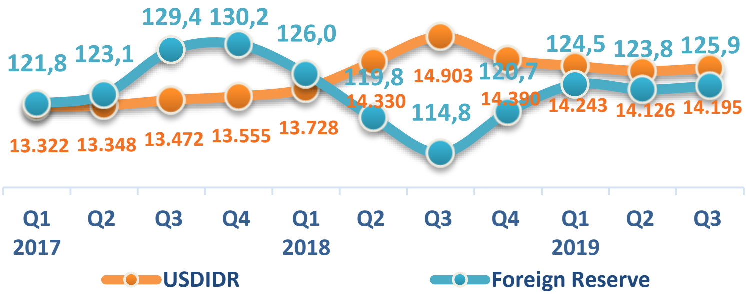
GDP & Household Consumption



Source: BPS

Economic growth decreased but consumption remained high

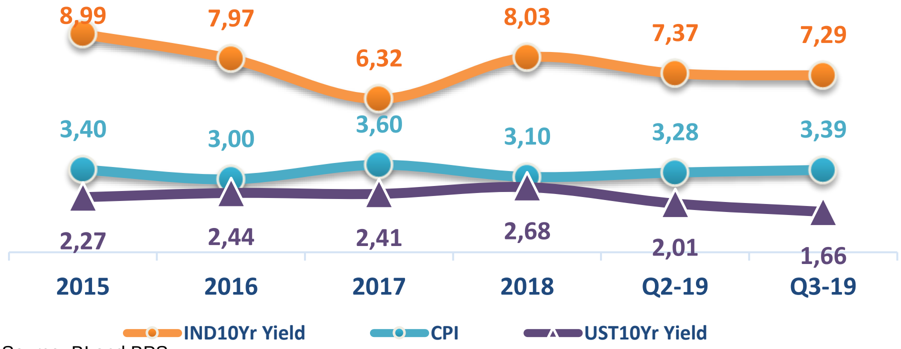
Stabilize Rupiah



Source: BPS, BI and Bloomberg

Cautious monetary policy approach stabilize exchange rate

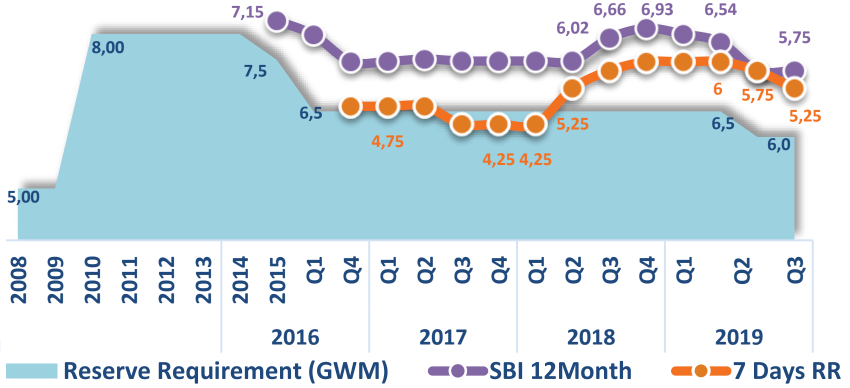
Attractive Yield



Source: BI and BPS

Manageable level of inflation provides attractive real yield.

Accommodative Macroprudential Policy

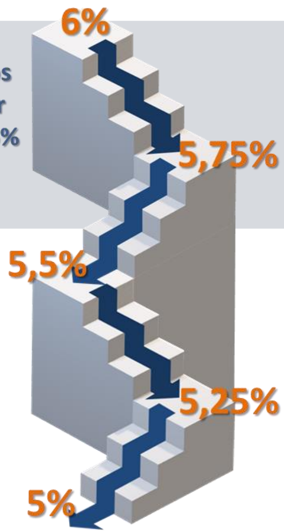


More accommodative policy to ensure sufficient liquidity in markets.

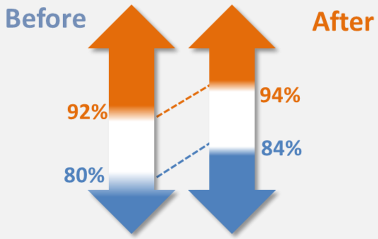
Accomodative Macroprudential Policy

1 BI7 Days Reverse Repo

100bps Lower From 6%



2 Macroprudential Intermediation Ratio Easing



Macroprudential Liquidity Buffer Implementation

Before	After
$\frac{\text{Loan + Corp Bonds}}{\text{TPF + Issued Bonds}}$	$\frac{\text{Loan + Corp Bonds}}{\text{TPF + Issued Bonds + Offshore Borrowing}}$

3 Lower Reserve Requirement

Before 6,5%

After 6%

4 LTV Relaxation

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

BRI’s New Management

Board of Commissioners

BANK BRI
Melayani Dengan Setulus Hati

Andrinof A. Chaniago

President Commissioner / Independent Commissioner

Wahyu Kuncoro

Vice President Commissioner / 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

Effective after OJK's approval on the fit and proper test in accordance with prevailing regulations.

Board of Management

BANK BRI
Melayani Dengan Setulus Hati

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 Rosadi Harman
Director of Human Capital *)

Hari Siaga Amijarso
SEVP Head of Internal Audit

Listiarini Dewajanti
SEVP Treasury & Global Service

Gunawan Sulistyo
SEVP Fixed Asset Management & Procurement

Lina Sari
SEVP Corporate Banking

Effective after OJK's approval on the fit and proper test in accordance with prevailing regulations.

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)

BANK BRI
Melayani Dengan Setulus Hati

The Most Valuable Bank in SEA & Home to The Best Talent

Micro	SME	Consumer	Corporate	Subsidiaries
Growing and developing the micro business	Becoming leading SME Bank in Indonesia	Maintaining market leadership in salary based loan & other consumer loans	Improving profitability of the corporate banking unit	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

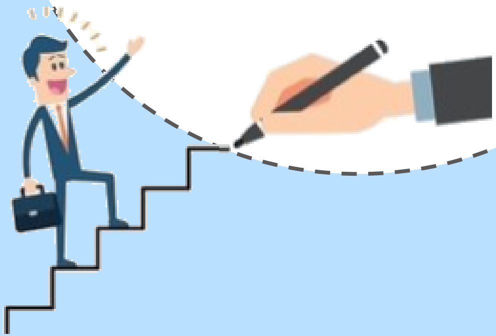
BANK BRI
Melayani Dengan Setulus Hati

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%



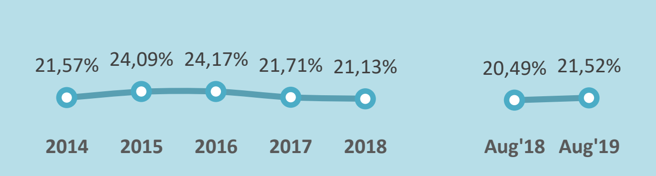
BRI vs Industry

BANK BRI
Melayani Dengan Setulus Hati

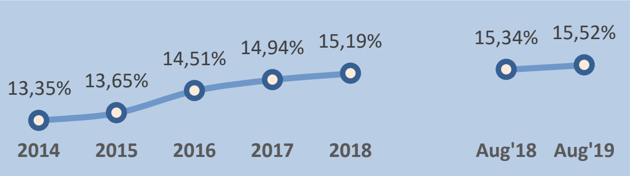
Market Share

Asset

Net Profit



Loan



Deposit

	BRI	Industry
ROA	3,42%	2,`49%
NIM	7,02%	4,90%
BOPO	70,50%	80,60%
NPL	2,94%	2,57%
LDR	93,84%	94,66%
CAR	21,62%	23,93%

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

BRI

(Consolidated)

Financial Highlights *(Consolidated)*

BANK BRI
Melayani Dengan Setulus Hati

	1Q'18	1H'18	9M'18	2018	1Q'19	1H'19	9M'19	Δ yoy	Δ QoQ
Asset/Liabilities									
Total Assets (IDR Billion)	1.119.240	1.153.228	1.183.364	1.296.898	1.279.861	1.288.196	1.305.667	10,3%	1,4%
Total Loans (Gross) (IDR Billion)	757.678	794.296	808.904	843.598	855.467	888.322	903.139	11,6%	1,7%
Total Deposits (IDR Billion)	827.060	837.994	872.741	944.269	936.027	945.054	959.238	9,9%	1,5%
Asset Quality									
NPL (gross)	2,46%	2,41%	2,54%	2,27%	2,41%	2,51%	3,08%		
Liquidity									
CASA	55,87%	57,76%	56,46%	60,14%	56,28%	57,35%	57,95%		
LDR	91,61%	94,79%	92,69%	89,34%	91,39%	94,00%	94,15%		
Profitability									
Net Profit (IDR Billion)	7.423	14.940	23.541	32.418	8.196	16.163	24.803	5,4%	8,5%
NIM	7,32%	7,45%	7,41%	7,22%	6,60%	6,79%	6,81%		
Cost Efficiency Ratio (CER)	39,96%	41,49%	42,57%	41,90%	40,72%	42,79%	42,22%		
Operating Expense to Operating Income	71,77%	72,00%	70,65%	70,02%	71,85%	73,23%	72,54%		
ROA before tax	3,27%	3,25%	3,46%	3,51%	3,17%	3,09%	3,21%		
ROE Tier 1	19,57%	19,37%	19,84%	20,04%	17,86%	17,98%	18,13%		
Capital									
Tier1 CAR	19,65%	19,21%	20,28%	20,18%	20,77%	19,90%	20,75%		
Total CAR	20,75%	20,30%	21,44%	21,35%	21,91%	21,04%	21,89%		

√ 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

Balance Sheet *(Consolidated)*

BANK BRI
Melayani Dengan Setulus Hati

IDR Billion

Description	2014	2015	2016	2017	2018	9M'18	9M'19	g (YoY)
Total Assets	**801.984**	**878.426**	**1.004.802**	**1.127.447**	**1.296.898**	**1.183.364**	**1.305.667**	**10,3%**
- Gross Loans	510.697	581.095	663.420	739.337	843.598	808.904	903.139	11,6%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	1.505	1.130	-24,9%
- Other Earnings Assets	213.094	197.021	240.562	282.834	333.408	262.996	301.121	14,5%
Total Earning Assets	728.094	781.931	907.301	1.025.488	1.178.512	1.073.406	1.205.390	12,3%
Earning Assets Provision	(16.163)	(17.515)	(22.807)	(30.105)	(35.604)	(35.556)	(41.637)	17,1%
Total Earning Assets (net)	711.931	764.416	884.494	995.383	1.142.908	1.037.850	1.163.753	12,1%
Total Non Earning Assets	90.053	114.010	120.308	132.064	153.990	145.514	141.913	-2,5%
Total Liabilities & S.E	**801.984**	**878.426**	**1.004.802**	**1.127.447**	**1.296.898**	**1.183.364**	**1.305.667**	**10,3%**
Total Customer Deposits	622.322	668.995	754.526	841.656	944.269	872.741	959.238	9,9%
- Demand Deposits	90.052	114.367	142.547	147.436	180.669	141.128	171.853	21,8%
- Saving Deposits	236.395	272.471	303.270	349.441	387.180	351.648	384.016	9,2%
- Time and Certificate Deposits	295.875	282.157	308.709	344.780	376.420	379.964	403.369	6,2%
Other Interest Bearing Liabilities	57.435	68.601	70.355	78.745	119.632	87.682	101.910	16,2%
Non Interest Bearing Liabilities	24.522	27.703	32.386	39.038	47.723	47.542	44.979	-5,4%
Tier I Capital	83.344	93.437	139.786	159.087	172.358	166.263	187.534	12,8%
Total Shareholder's Equity	97.706	113.127	147.534	168.008	185.275	175.399	199.540	13,8%

Income Statement *(Consolidated)*

BANK BRI
Melayani Dengan Setulus Hati

IDR Billion

Description	2014	2015	2016	2017	2018	9M'18	9M'19	g (YoY)
Interest Income	75.121	84.767	94.016	102.912	111.583	82.402	90.780	10,2%
Interest Expense	(24.710)	(28.451)	(28.577)	(29.894)	(33.917)	(24.491)	(30.201)	23,3%
Net Interest Income	**50.410**	**56.316**	**65.439**	**73.018**	**77.666**	**57.911**	**60.579**	**4,6%**
Net Premium Income			**279**	**385**	**946**	**623**	**291**	-53,4%
Fee & Other Opr. Income	9.299	13.855	17.288	19.271	23.425	16.353	18.921	15,7%
Gross Operating Income	59.710	70.171	83.006	92.675	**102.037**	74.888	79.790	6,5%
Other Operating Expenses	(25.683)	(29.312)	(35.157)	(38.614)	(41.990)	(31.131)	(33.091)	6,3%
Pre Provision Operating Profit	**34.026**	**40.860**	**47.849**	**54.061**	**60.047**	**43.757**	**46.699**	6,7%
Provision Expenses	(5.719)	(8.900)	(13.804)	(17.254)	(18.321)	(13.869)	(15.620)	12,6%
Non Operating Income (Net)	2.497	535	2	216	28	38	(23)	-161,0%
Profit Before Tax n Minor. Int.	30.804	32.494	34.047	37.023	41.754	29.926	31.057	3,8%
Net Profit	**24.227**	**25.411**	**26.285**	**29.045**	**32.418**	**23.541**	**24.803**	5,4%
EPS *)	196	206	213	235	263	382	402	5,4%

√ 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

BANK BRI
Melayani Dengan Setulus Hati

	1Q'18	1H'18	9M'18	2018	1Q'19	1H'19	9M'19	Δ yoy	Δ QoQ
Asset/Liabilities									
Total Assets (IDR Billion)	1.064.732	1.097.368	1.125.401	1.234.200	1.216.324	1.224.398	1.238.658	10,1%	1,2%
Total Loans (Gross) (IDR Billion)	724.481	758.952	772.725	804.338	814.555	844.539	857.262	10,9%	1,5%
Total Deposits (IDR Billion)	785.269	796.639	829.539	898.033	890.902	899.393	913.556	10,1%	1,6%
Asset Quality									
NPL (gross)	2,39%	2,33%	2,46%	2,14%	2,31%	2,33%	2,94%		
NPL (nett)	1,16%	1,10%	1,16%	0,92%	1,05%	1,11%	1,13%		
Liquidity									
CASA	57,61%	59,51%	58,15%	61,84%	57,85%	58,72%	59,49%		
LDR	92,26%	95,27%	93,15%	89,57%	91,43%	93,90%	93,84%		
RIM/MIR (Macroprudential Intermediary Ratio)	91,95%	94,04%	91,11%	88,51%	90,41%	92,17%	92,73%		
LCR	238,07%	219,87%	203,97%	201,29%	215,26%	201,76%	195,57%		
NSFR	128,31%	126,64%	130,40%	133,50%	134,57%	128,69%	130,57%		
Profitability									
Net Profit (IDR Billion)	7.152	14.555	22.914	31.702	8.043	16.203	24.774	8,1%	5,0%
Cost of Fund (CoF)	3,29%	3,29%	3,38%	3,47%	3,68%	3,64%	3,63%		
NIM	7,49%	7,64%	7,61%	7,45%	6,89%	7,02%	7,02%		
Cost Efficiency Ratio (CER)	38,72%	40,52%	41,69%	41,02%	39,65%	41,35%	41,10%		
Operating Expense to Operating Income	70,43%	70,50%	69,12%	68,48%	70,21%	71,12%	70,50%		
ROA before tax	3,35%	3,37%	3,60%	3,68%	3,35%	3,31%	3,42%		
ROE Tier 1	18,70%	19,33%	20,10%	20,49%	18,81%	19,02%	19,16%		
ROE B/S	17,37%	17,87%	18,55%	18,87%	17,22%	17,40%	17,54%		
Capital									
Tier1 CAR	19,76%	19,13%	19,97%	20,15%	20,64%	19,73%	20,59%		
Total CAR	20,74%	20,12%	21,02%	21,21%	21,68%	20,77%	21,62%		

√ 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

Balance Sheet

BANK BRI
Melayani Dengan Setulus Hati

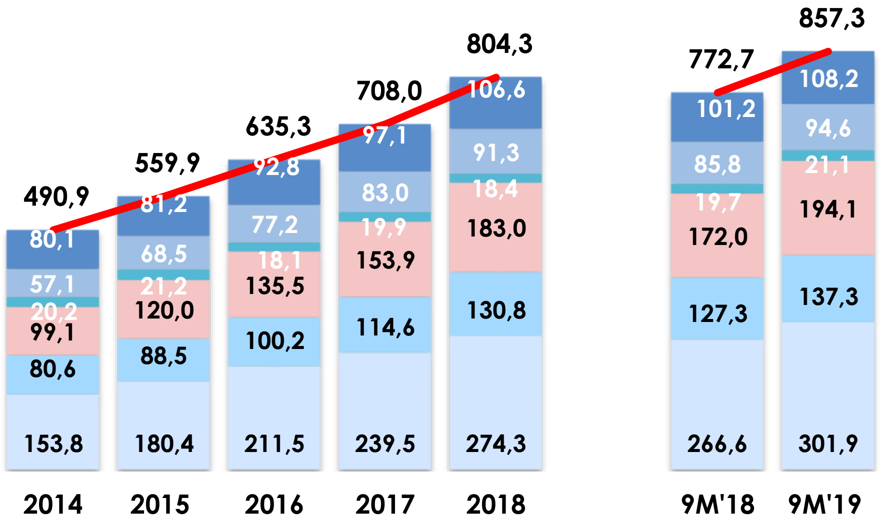
Description	2014	2015	2016	2017	2018	9M'18	9M'19	g(YoY)
Total Assets	**778.046**	**845.998**	**964.001**	**1.076.438**	**1.234.200**	**1.125.401**	**1.238.658**	**10,1%**
- Gross Loans	490.403	558.436	635.291	708.001	804.338	772.725	857.262	10,9%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	1.505	1.130	-24,9%
- Other Earnings Assets	211.325	190.735	230.252	264.899	317.063	249.256	288.970	15,9%
Total Earning Assets	706.031	752.987	868.862	976.218	1.122.907	1.023.487	1.147.363	12,1%
Earning Assets Provision	(15.785)	(17.030)	(21.944)	(29.062)	(34.570)	(34.550)	(40.281)	16,6%
Total Earning Assets (net)	690.246	735.957	846.918	947.156	1.088.337	988.937	1.107.082	11,9%
Total Non Earning Assets	87.800	110.041	117.083	129.283	145.863	136.464	131.576	-3,6%
Total Liabilities & S.E	**778.046**	**845.998**	**964.001**	**1.076.438**	**1.234.200**	**1.125.401**	**1.238.658**	**10,1%**
Total Customer Deposits	600.404	642.774	723.845	803.327	898.033	829.539	913.556	10,1%
- Demand Deposits	89.076	112.989	140.764	144.432	176.405	138.482	168.531	21,7%
- Savings	232.414	267.607	297.649	342.759	378.909	343.882	374.912	9,0%
- Time Deposits	278.915	262.178	285.432	316.135	342.719	347.175	370.113	6,6%
Other Interest Bearing Liabilities	56.677	67.712	68.659	77.495	117.431	85.957	99.279	15,5%
Non Interest Bearing Liabilities	23.784	23.120	26.038	30.570	37.718	38.495	30.953	-19,6%
Tier I Capital	82.109	89.992	136.670	154.669	164.925	156.941	177.741	13,3%
Total Shareholder's Equity	97.181	112.392	145.458	165.047	181.019	171.410	194.869	13,7%
Book Value per Shares *)	788	911	1.179	1.338	1.468	1.390	1.580	13,7%

**) Annualized*

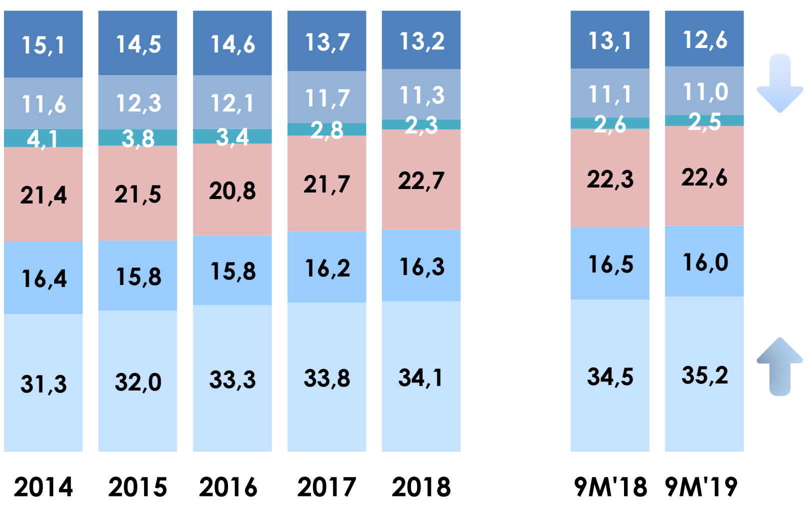
Loan – Mix and Growth

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth (%)	13,2	7,8	12,8	7,2	10,2	6,9	10,9
(Rp Tn)	35,3	10,0	22,1	1,4	8,8	7,0	84,5

Loan – Asset Quality

BANK BRI
Melayani Dengan Setulus Hati

Non Performing Loan – gross by segment (%)

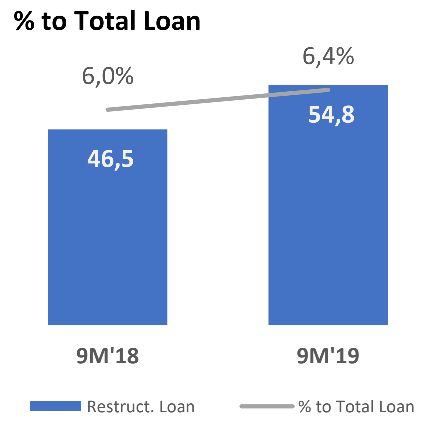
NPL %	2014	2015	2016	2017	2018	9M'18	9M'19
Micro	1,12	1,13	1,00	1,08	1,01	1,25	1,30
Consumer	1,21	1,30	1,18	1,05	1,03	1,25	1,40
Small Comm	3,41	2,89	2,95	3,01	3,14	3,84	3,71
Medium	5,91	8,35	7,90	5,45	6,78	6,96	5,26
Corporate	1,78	4,15	5,40	6,44	5,48	5,80	10,46
SoE	0,00	0,00	0,00	0,00	1,05	1,10	1,04
Total NPL	**1,69**	**2,02**	**2,03**	**2,10**	**2,14**	**2,46**	**2,94**

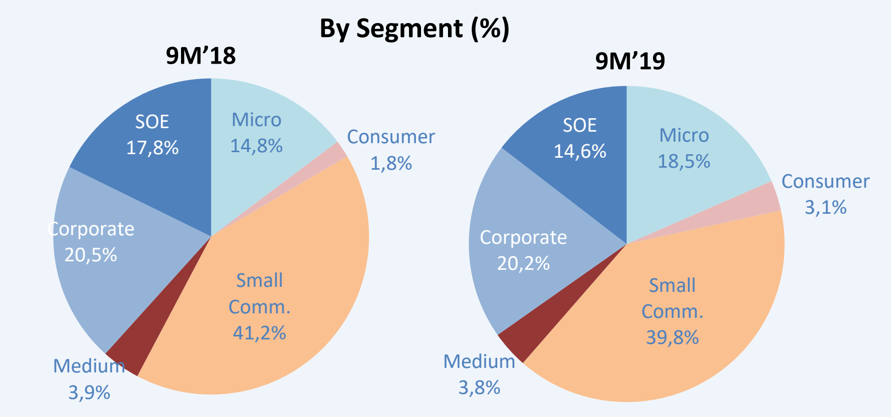
Special Mention – by segment (%)

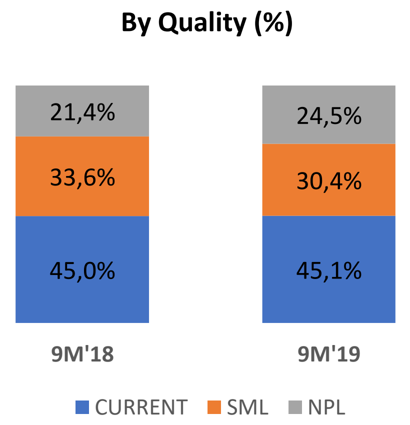
SML (%)	2014	2015	2016	2017	2018	9M'18	9M'19
Micro	7,15	6,00	4,45	4,04	3,51	4,33	4,12
Consumer	4,60	4,02	3,04	2,85	2,49	3,16	3,09
Small Comm	7,21	7,06	6,06	5,79	4,28	6,46	6,53
Medium	7,03	5,37	3,04	3,24	2,86	5,40	5,22
Corporate	9,50	2,83	3,79	5,46	7,71	8,39	4,43
SoE	2,82	2,60	3,30	1,98	0,82	3,05	3,97
Total SML	**6,30**	**5,01**	**4,28**	**4,09**	**3,62**	**4,92**	**4,54**

LAR manageable at 10,36% in Sep 2019, lower than Jun 2019 at 10,44% but slightly higher than Sep 2018 at 10,09%.

Restructured Loan





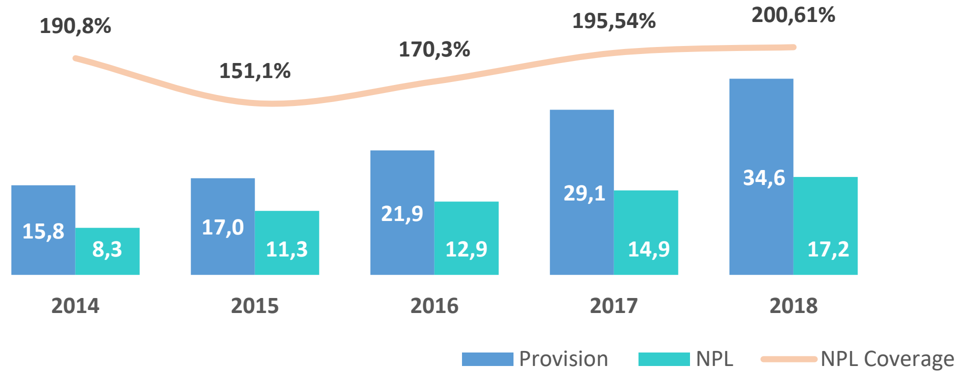


Loan – NPL Coverage Ratio, Write Off & Recovery

BANK BRI
Melayani Dengan Setulus Hati

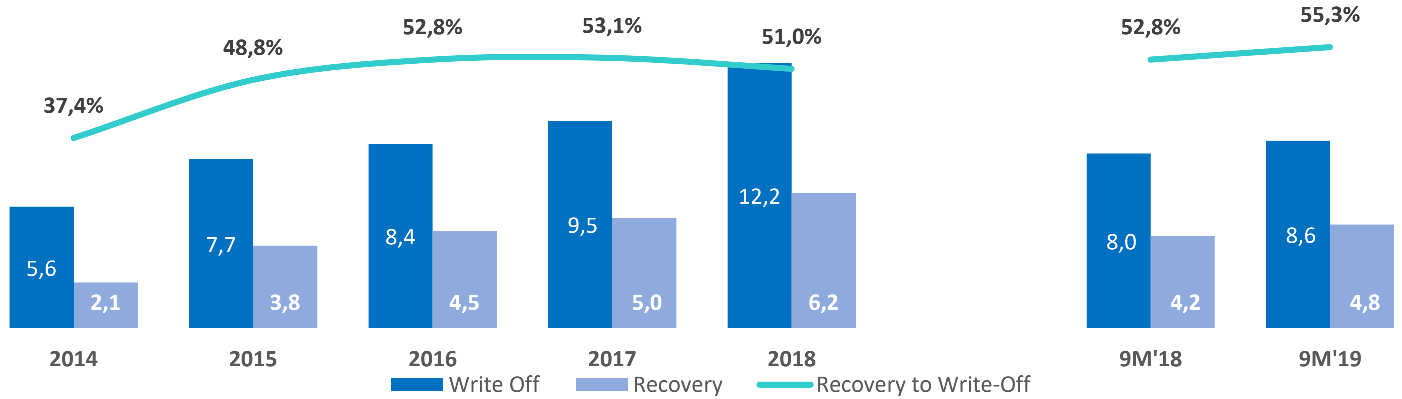
NPL Coverage Ratio(%)

(IDR Trillion)



LAR Coverage slightly increase from 44,31% in Sep 2018 to 45,35% in Sep 2019

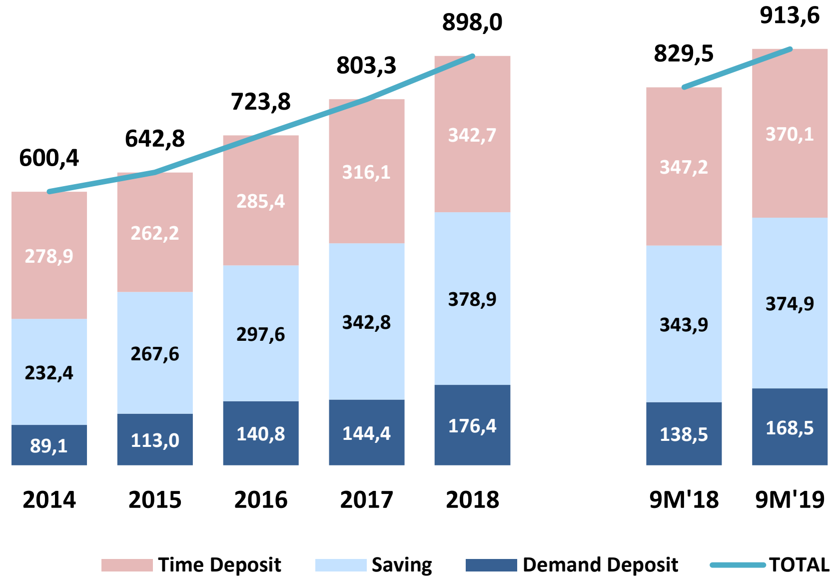
Write Off & Recovery



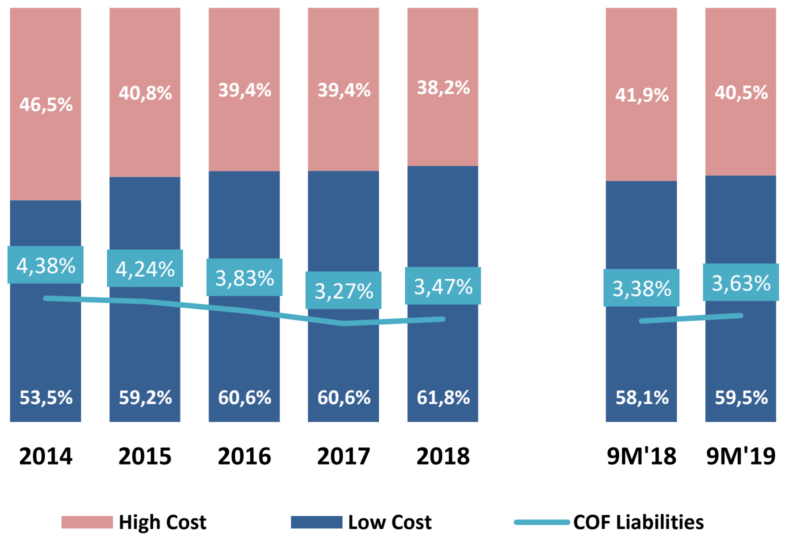
Deposits – Mix and Growth

BANK BRI
Melayani Dengan Setulus Hati

Deposits Growth: Trend (IDR Trillion)



Deposits Composition, COF (%)



Funding Initiatives

- New value proposition in micro saving
- Optimizing BRILink Agent (branchless banking)
- Digital payment ecosystem
- Launching Dynamic loan (a deposit-linked loan product)
- New BRI Mobile
- Maximizing transaction banking for corporate customer

Income Statement

BANK BRI
Melayani Dengan Setulus Hati

IDR Billion

Description	2018	9M'18	9M'19	g(YoY)	1Q'19	2Q'19	3Q'19	g(QoQ)
Interest Income	106.337	78.580	86.328	9,9%	28.075	29.045	29.208	0,6%
Interest from Loans	94.794	70.047	76.876	9,7%	24.767	25.850	26.260	1,6%
Int. from Other Earning Assets	11.543	8.533	9.452	10,8%	3.308	3.195	2.948	-7,7%
Interest Expense	(31.428)	(22.680)	(28.002)	23,5%	(9.376)	(9.278)	(9.348)	0,7%
Net Interest Income	74.908	55.900	58.326	4,3%	18.700	19.766	19.860	0,5%
Fee & Other Opr. Income *	22.777	15.606	18.478	18,4%	5.210	6.549	6.719	2,6%
Gross Operating Income	97.685	71.505	76.804	7,4%	23.910	26.315	26.579	1,0%
Operating Expenses	(39.466)	(29.144)	(31.065)	6,6%	(9.439)	(11.062)	(10.564)	-4,5%
Pre Provision Operating Profit	58.219	42.361	45.739	8,0%	14.471	15.253	16.015	5,0%
Provision Expenses	(17.442)	(13.265)	(14.703)	10,8%	(4.509)	(5.246)	(4.948)	-5,7%
Non Operating Income (Net)	21	40	(18)	-143,9%	(7)	(47)	37	-178,2%
Profit Before Tax n Minor. Int.	40.798	29.136	31.018	6,5%	9.954	9.960	11.103	11,5%
Net Profit	31.702	22.914	24.774	8,1%	8.043	8.160	8.571	5,0%
EPS**	1.028	372	402	8,1%	261	265	278	5,0%

√ 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 37*

***) Annualized*

Other Operating Income & Expenses

BANK BRI
Melayani Dengan Setulus Hati

Other Operating Income

IDR Billion

Other Operating Income	2018	9M'18	9M'19	g(YoY)	1Q'19	2Q'19	3Q'19	g(QoQ)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	576	478	1.010	111,2%	246	302	462	53,0%
Gain fr unrealized change fair value and Govt. Recap Bonds	2	1	76	13852,3%	20	19	37	94,0%
Fees and Commissions	11.900	8.570	9.740	13,7%	3.093	3.108	3.538	13,9%
Gain fr Forex	932	1.144	158	-86,2%	-	67	91	35,2%
Recovery	6.200	4.229	4.754	12,4%	1.354	1.492	1.908	27,9%
Others	3.167	1.183	2.740	131,5%	497	1.561	683	-56,3%
Total Other Operating Income	**22.777**	**15.606**	**18.478**	**18,4%**	**5.210**	**6.549**	**6.719**	**2,6%**

Other Operating Expenses

Other Operating Expenses	2018	9M'18	9M'19	g(YoY)	1Q'19	2Q'19	3Q'19	g(QoQ)
Personnel	21.356	15.830	17.328	9,5%	5.238	6.220	5.870	-5,6%
General and Administration	13.602	9.346	10.211	9,3%	2.957	3.749	3.505	-6,5%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	-	-	-	-	-	-	-	-
Losses from forex transaction	-	-	-	-	63	(63)	-	-
Promotion	1.675	909	1.256	38,1%	272	538	446	-17,2%
Others	2.832	3.059	2.269	-25,8%	909	618	743	20,3%
Total Other Operating Expenses	**39.466**	**29.144**	**31.065**	**6,6%**	**9.439**	**11.062**	**10.563**	**-4,5%**

Financial Ratios - 5 Years

BANK BRI
Melayani Dengan Setulus Hati

Description	2014	2015	2016	2017	2018	9M'18	9M'19
CASA	53,55%	59,21%	60,57%	60,65%	61,84%	58,15%	59,49%
Cost of Fund (COF)	4,38%	4,24%	3,83%	3,27%	3,47%	3,38%	3,63%
Loan to Deposit Ratio	81,68%	86,88%	87,77%	88,13%	89,57%	93,15%	93,84%
LCR				241,97%	201,29%	203,97%	195,57%
NSFR				125,34%	133,50%	130,40%	130,57%
RIM/MIR Macroprudential Intermediary Ratio					88,51%	91,11%	92,73%
Net Interest Margin (NIM)	8,34%	7,85%	8,00%	7,93%	7,45%	7,61%	7,02%
Cost Efficiency Ratio (CER)	42,21%	41,28%	41,26%	41,15%	41,02%	41,69%	41,10%
Earning Asset Provision	2,40%	2,37%	2,75%	3,11%	3,26%	3,42%	3,64%
Opr. Expense to Opr. Income	65,42%	66,69%	68,69%	69,14%	68,48%	69,12%	70,50%
NPL ratio - Gross	1,69%	2,02%	2,03%	2,10%	2,14%	2,46%	2,94%
NPL ratio - Nett	0,36%	1,22%	1,09%	0,88%	0,92%	1,16%	1,13%
Return on Assets (ROA) - b.t	4,73%	4,19%	3,84%	3,69%	3,68%	3,60%	3,42%
Return on Assets (ROA) - a.t	3,72%	3,28%	2,96%	2,89%	2,86%	2,83%	2,73%
Return on Equity (ROE) - Tier I	31,19%	29,89%	23,08%	20,03%	20,49%	20,10%	19,16%
Return on Equity (ROE) - B/S	27,87%	24,39%	19,98%	18,72%	18,87%	18,55%	17,54%
Primary Reserve Requirement (IDR)	8,07%	9,31%	6,94%	6,52%	7,16%	6,68%	6,05%
Net Open Position	3,86%	2,33%	6,67%	4,22%	3,73%	2,84%	1,74%
Dividend Payout Ratio	30,00%	30,00%	40,00%	40,00%	45,00%	45,00%	50,00%
Tier I CAR	17,54%	16,76%	21,91%	21,95%	20,15%	19,97%	20,59%
Total CAR	18,31%	20,59%	22,91%	22,96%	21,21%	21,02%	21,62%

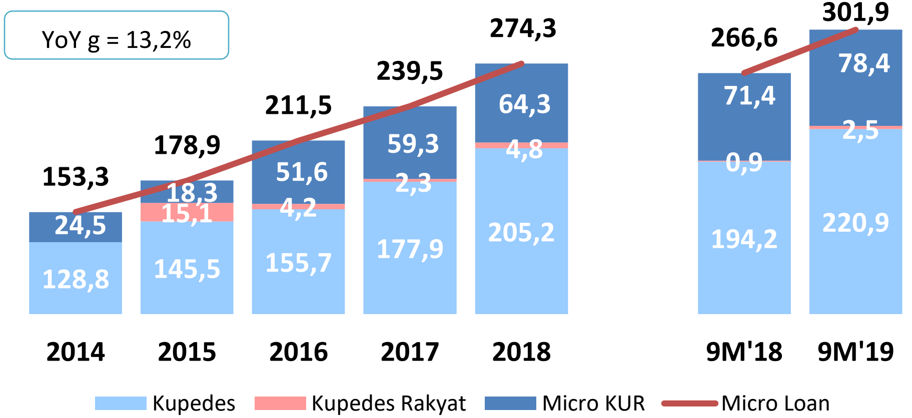
Business Updates

Micro Loans

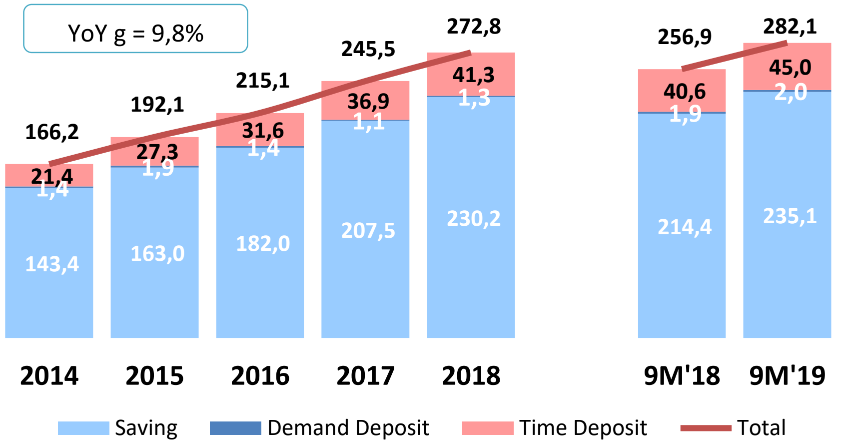
Micro Banking – Loan and Deposits

BANK BRI
Melayani Dengan Setulus Hati

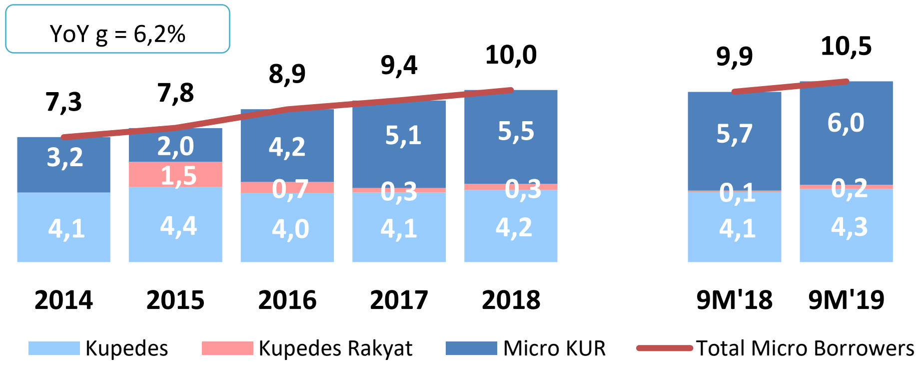
Micro Loans
(IDR Trillion)

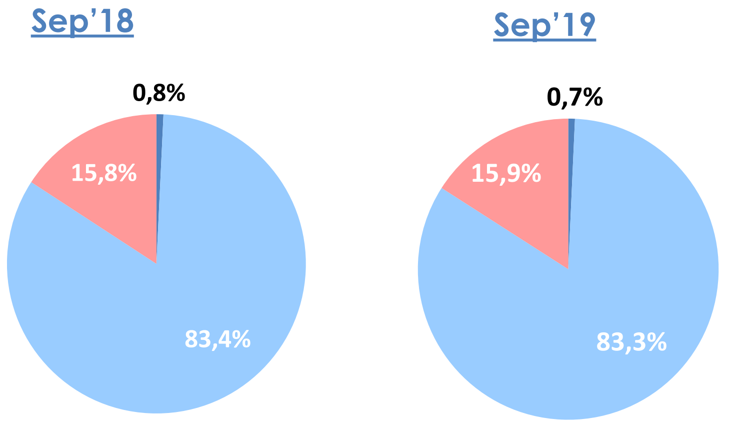


Micro Deposits - Mix



Micro Borrowers
(Million)



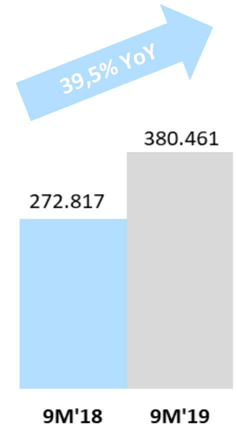


Initiatives in Micro – BRILink & BRISPOT

BRILink

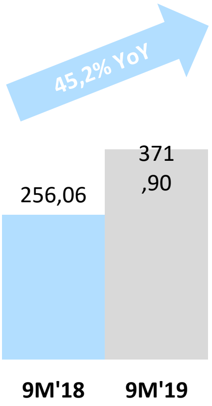
A branchless banking initiatives performed by BRI's customer through fee income sharing scheme..

of Agents



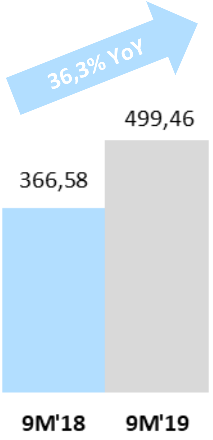
of Transaction

(In Rp Million)



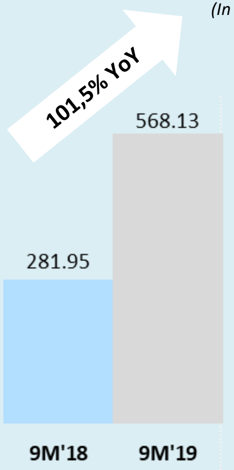
Transaction Volume

(In Rp Trillion)



FBI

(In Rp Billion)



- Strong Fee based income from BRILink grew by 101,5% YoY, raising its portion from 11,9% to 19,1% to the E-banking Related Fee

Service Provided:

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

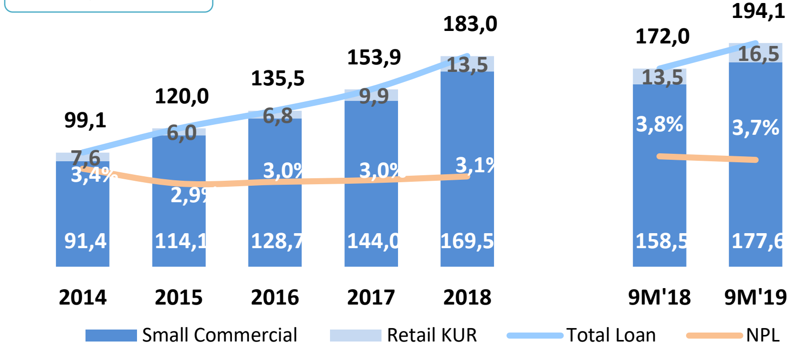
- Loan process digitalization to reduce TAT (Turn Around Time)
- Increase productivity of micro business channel
- Increase loan monitoring & recovery capability
- Strengthen MIS to improve performance monitoring & business strategy

Small Commercial & Medium Loans

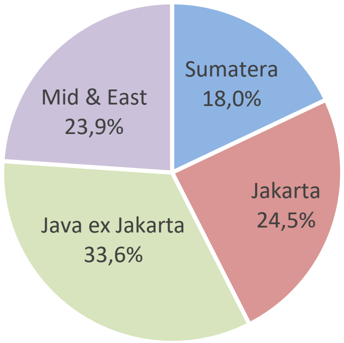
Small Commercial & Medium Loans

Small Commercial (IDR Trillion)

YoY g = 12,8%

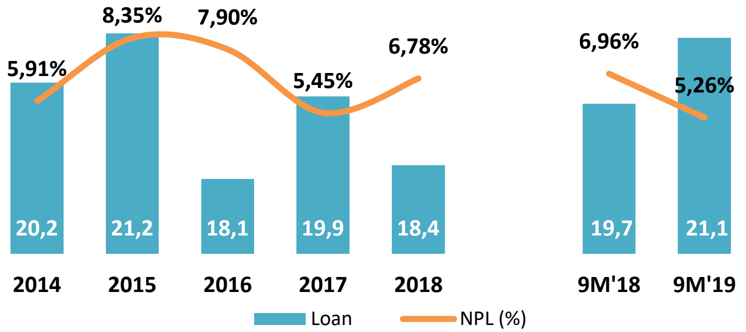


By Region (%)

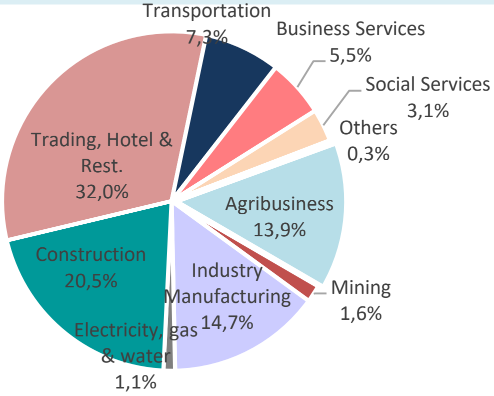


Medium (IDR Trillion)

YoY g = 7,2%



By Economic Sectors (%)



Initiatives

Implementing Pipeline Management Forum, to provide high quality potential borrowers

Launching 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

Consumer Loans

BANK BRI
Melayani Dengan Setulus Hati

Outstanding

(IDR Trillion)

Consumer Loan	2014	2015	2016	2017	2018	9M'18	9M'19	YoY Growth	Compositi on
Salary Based	62,4	69,5	78,2	88,0	97,8	96,8	99,6	2,9%	72,5%
Mortgage	14,4	15,7	18,2	22,1	27,1	25,4	31,0	21,8%	22,6%
Vehicle Loan	2,2	1,6	2,2	2,6	3,7	3,0	4,1	34,0%	3,0%
Card and Others	1,6	1,6	1,6	1,8	2,3	2,1	2,6	28,0%	1,9%
Total	80,6	88,5	100,2	114,6	130,8	127,3	137,3	7,8%	100,0%

NPL (%)

Consumer Loan	2014	2015	2016	2017	2018	9M'18	9M'19
Salary Based	0,97%	0,96%	0,81%	0,74%	0,73%	0,86%	0,92%
Mortgage	1,99%	2,48%	2,60%	2,18%	1,92%	2,64%	2,85%
Vehicle Loan	0,78%	1,23%	0,60%	0,56%	0,47%	0,66%	0,86%
Card and Others	4,10%	4,69%	4,07%	2,95%	4,07%	3,43%	3,41%
Total	1,21%	1,30%	1,18%	1,05%	1,03%	1,25%	1,40%

- Consumer loan grew 7,8% YoY and salary based loan is still the biggest portion of the consumer loans of 72,5% in September 2019.

Strategy

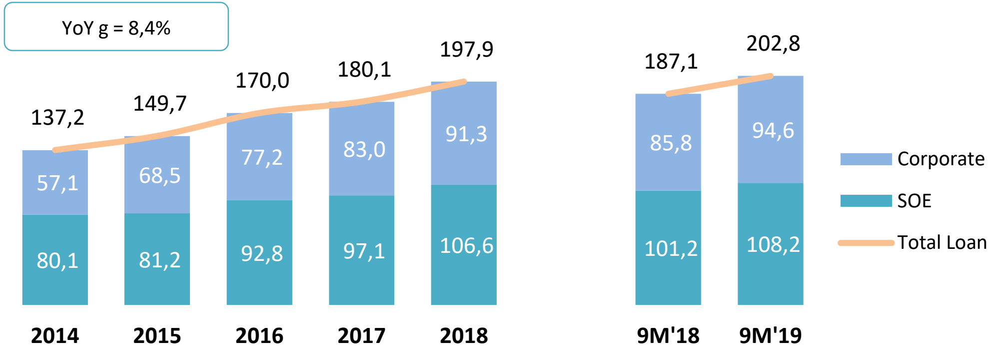
- Digitizing the business process through BRISPOT to increase the productivity of loan officer.
- Digitalizing the product through digital platform.

SoE & Corporate Loans

SoE & Corporate Loans

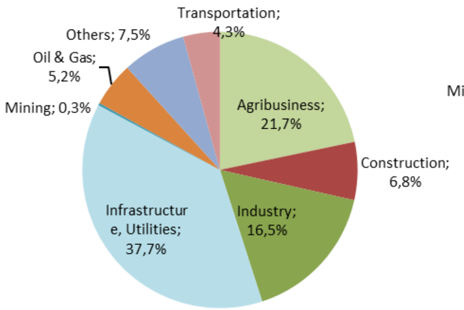
BANK BRI
Melayani Dengan Setulus Hati

Loan Outstanding – Trend (IDR Trillion)

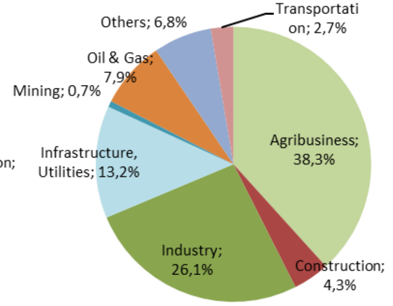


By Business Segment

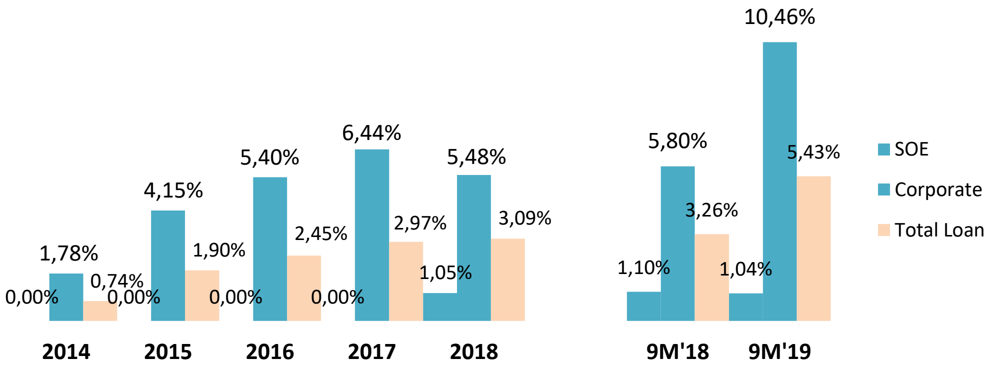
SOE Loans



Corporate Loans



NPL – Trend (%)



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

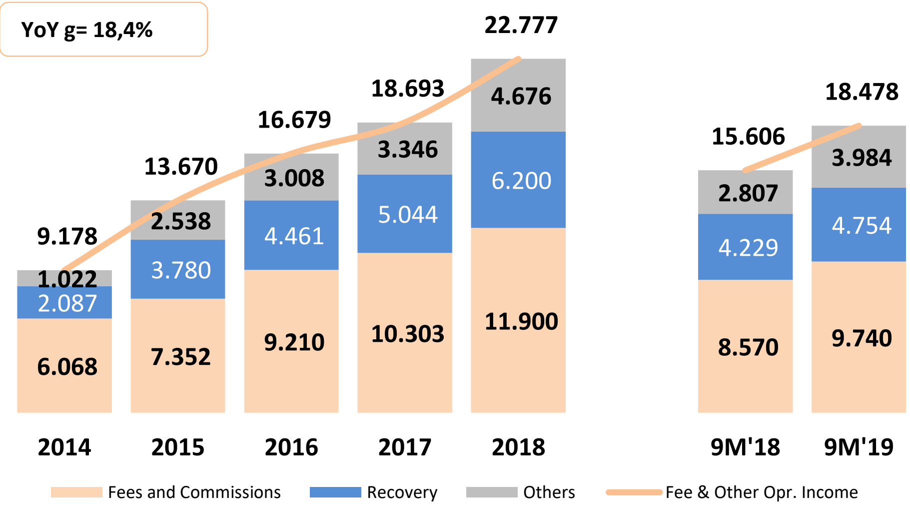
Non Interest Income

Other Operating Income

BANK BRI
Melayani Dengan Setulus Hati

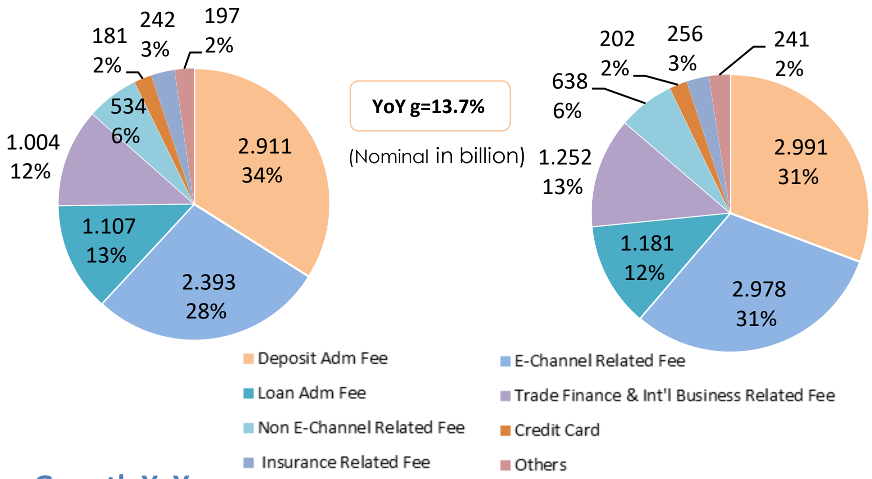
Other Operating Income

(IDR Billion)

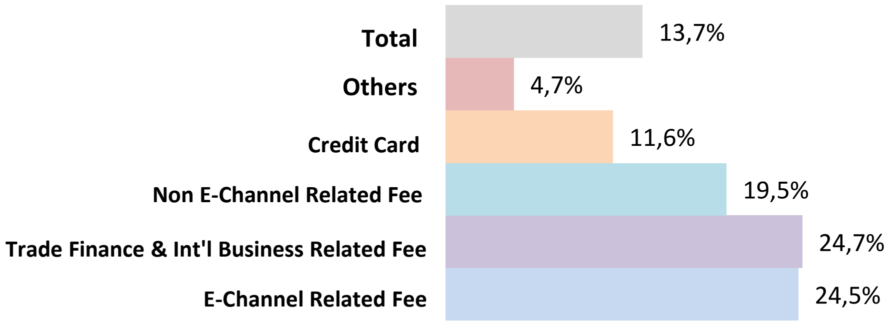


- Fees and Commissions grew by 13,7% YoY, reaching 9,3% Fee to Total Income ratio.
- Strong recovery income growth of 12,4%.

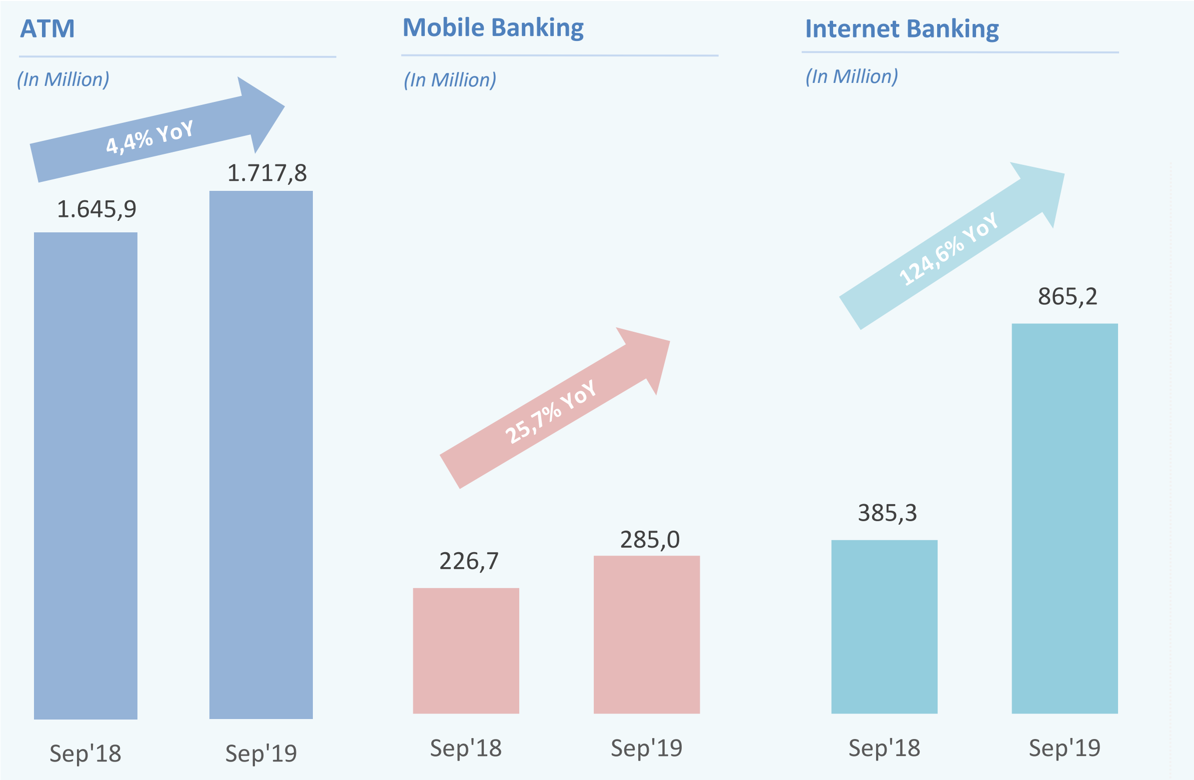
Fees and Commission – Composition



Growth YoY



E-Banking Transaction



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

Trx 2017	Trx 2018
Branch: 20,5%	Branch: 15%
E-channel: 79,4%	E-channel: 85%

BRI Digital Initiatives

BRI Digital Initiatives

BANK BRI
Melayani Dengan Setulus Hati

Digitizing Core

Exploitation:

Digitize existing services and transactions (Business Process)

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

AgenBRILink
Layanan Transaksi Keuangan Tanpa Kantor
Branchless Banking Initiatives for Micro

BRImobile
Advanced Mobile Banking

BRI SPOT
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)

IndonesiaMall
BRI Official Online Store

investree
BRI Digital Loan Partnership

BRI api
Digital partnership & Collaboration

BRIBill
B2B2C Integrated Billing System

BRIMola
LPG Gas 3kg ordering system

ISO 27001:2013

Junio SMART
BRI School Management System

BRIStore
Supply chain platform for trading ecosystem

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

Pinang
Powered by BRIagro
Digital lending platform

Big Data Analytics

ceria
Credit Cardless Product

The First Bank with ISO Certificate in Big Data

ISO 27001:2013

Tap the Untapped Embedded in Customer Life

BRI Initiatives on ESG

(Environment, Social and Governance)

BRI Initiatives on ESG

BANK BRI
Melayani Dengan Setulus Hati

2013
BRI published Sustainability Report since 2013

2015
First Step to Sustainable Finance initiated by OJK

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

2017
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

2018
Sustainable Finance Action Plan 2019-2023

2019
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)

November 2018

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.

Sustainability Bond

March 2019

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.

BRIstars
E-office Application

BRIsmart
A Digital Knowledge Management System

AgenBRILink
Layanan Transaksi Keuangan Tanpa Kantor
Branchless Banking Initiatives

IndonesiaMall
BRI Official Online Store

The Sustainability Bond Guidelines

Subsidiaries

BRI GROUP

BANK BRI
Melayani Dengan Setulus Hati

SUBSIDIARIES

Shares >50% and as a Controller Stake

BRIsyariah — Solusi Keuangan yang Amanah

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

Go Public 2018
73.0%
Shared Ownership

BRIagro

To provide financial solution in agribusiness in Indonesia by building a digital platform for agriculture ecosystem
Go Public 2003
87.10%
Shared Ownership

BRIlife — Proteksi Masa Depan Terpercaya

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

91%
Shared Ownership

BRIfinance

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

99.78%
Shared Ownership

BRI Remittance

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

100%
Shared Ownership

2018

Danareksa Sekuritas

To be a leading security house by empowering retail market

67%
Shared Ownership

BRI Ventures

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

99.96%
Shared Ownership

2019

BRINS General Insurance

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

90%
Shared 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%
Shared Ownership

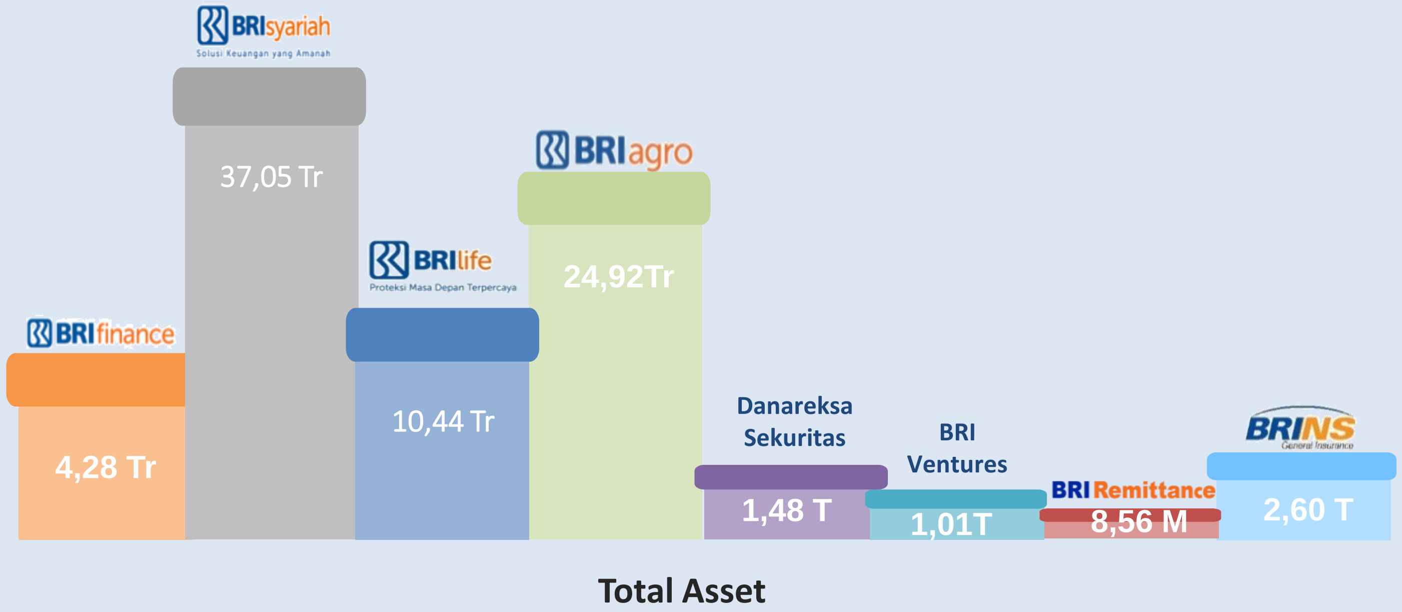
Danareksa Investment Management

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

35%
Shared Ownership

Subsidiaries

Subsidiaries's Total Asset Rp 82,00 Tr



Key Take Aways

Key Take Aways

- Loan growth and deposit growth are above industry growth
- Micro loan composition increased to 35,2%
- Liquidity is at a manageable level (LDR 93,84% and RIM 92,73%)
- Higher PPOP growth of 8% contributed by interest income (9,9%), strong fee income (13,7%) and moderate opex growth (6,6%)
- Additional provision (10,8%) to provide more cushion
- Net profit growth of 8,1% contribute to stable ROA of 3,42% and ROE of 19,16%
- A solid base of capital (Tier 1 CAR of 20,59% and Total CAR of 21,62%) to support future growth.

Others

Awards

BANK BRI
Melayani Dengan Setulus Hati

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

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 Most Extensive and Largest Networks

BANK BRI
Melayani Dengan Setulus Hati

Branchless Network	2015	2016	2017	2018	9M'18	9M'19	YoY
BRILink Agents	50.259	84.550	279.750	401.550	272.817	380.461	39,46%

Outlets	2015	2016	2017	2018	9M'18	9M'19	YoY
Head Offices	1	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	19	-
Branches	467	467	468	468	468	468	-
Sub Branches	603	609	610	609	610	610	-
BRI Units	5.360	5.380	5.382	5.381	5.382	5.381	(1)
Cash Offices	983	984	992	964	985	959	(26)
Teras BRI	2.543	2.545	2.536	2.069	2.196	2.061	(135)
Teras Mobile	636	638	638	136	137	136	(1)
Total	**10.612**	**10.643**	**10.646**	**9.647**	**9.798**	**9.635**	**(163)**

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

E-Channel	2015	2016	2017	2018	9M'18	9M'19	YoY
ATM	22.792	24.292	24.684	22.684	27.802	20.846	(6.956)
EDC	187.758	257.712	302.921	284.425	302.921	206.709	(96.212)
CRM	892	1.392	1.992	2.609	2.592	3.209	617
E-Buzz	57	57	57	57	57	57	-
Total	**211.499**	**283.453**	**329.654**	**309.775**	**333.372**	**230.821**	**(102.551)**

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

Ratings

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

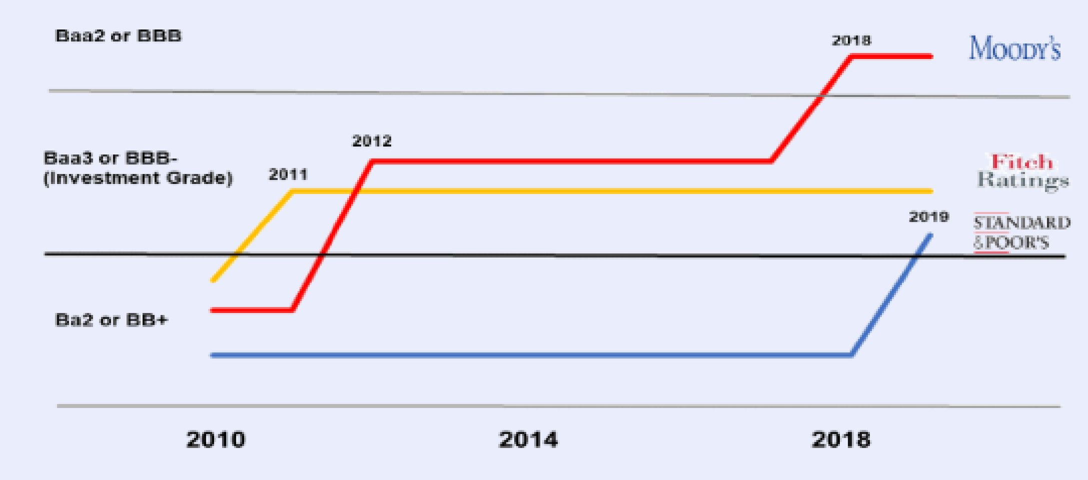
- Outlook : **Stable**
- Issuer Credit Rating : **BBB-**
- Stand-Alone Credit Profile (SACP) : bbb-

JCR Japan Credit Rating Agency, Ltd.

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

PEFINDO Credit Rating Agency

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



Shareholders and Stock Performance

BANK BRI
Melayani Dengan Setulus Hati

Shareholders Composition

Shareholder	2003	2014	2015	2016	2017	2018	9M'18	9M'19
Government	**59,50%**	**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%**
Foreign *)	79,06%	82,49%	78,12%	80,12%	84,33%	79,48%	78,45%	80,12%
Domestic *)	20,90%	17,51%	21,88%	19,88%	15,67%	20,52%	21,55%	19,88%

Stock Price: Trend

IPO :	9M'2019
IDR 87.5*	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 40 times from Rp 12,35 T on IPO to currently Rp 508,18 T (Sep'19)

BBRI Price & Volume

Others

Balance Sheet *(Consolidated)* – 5 Years

Description	2014	2015	2016	2017	2018	9M'18	9M'19	g (YoY)
Total Assets	**801.984**	**878.426**	**1.004.802**	**1.127.447**	**1.296.898**	**1.183.364**	**1.305.667**	**10,3%**
- Gross Loans	510.697	581.095	663.420	739.337	843.598	808.904	903.139	11,6%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	1.505	1.130	-24,9%
- Other Earnings Assets	213.094	197.021	240.562	282.834	333.408	262.996	301.121	14,5%
Total Earning Assets	728.094	781.931	907.301	1.025.488	1.178.512	1.073.406	1.205.390	12,3%
Earning Assets Provision	(16.163)	(17.515)	(22.807)	(30.105)	(35.604)	(35.556)	(41.637)	17,1%
Total Earning Assets (net)	711.931	764.416	884.494	995.383	1.142.908	1.037.850	1.163.753	12,1%
Total Non Earning Assets	90.053	114.010	120.308	132.064	153.990	145.514	141.913	-2,5%
Total Liabilities & S.E	**801.984**	**878.426**	**1.004.802**	**1.127.447**	**1.296.898**	**1.183.364**	**1.305.667**	**10,3%**
Total Customer Deposits	622.322	668.995	754.526	841.656	944.269	872.741	959.238	9,9%
- Demand Deposits	90.052	114.367	142.547	147.436	180.669	141.128	171.853	21,8%
- Saving Deposits	236.395	272.471	303.270	349.441	387.180	351.648	384.016	9,2%
- Time and Certificate Deposits	295.875	282.157	308.709	344.780	376.420	379.964	403.369	6,2%
Other Interest Bearing Liabilities	57.435	68.601	70.355	78.745	119.632	87.682	101.910	16,2%
Non Interest Bearing Liabilities	24.522	27.703	32.386	39.038	47.723	47.542	44.979	-5,4%
Tier I Capital	83.344	93.437	139.786	159.087	172.358	166.263	187.533	12,8%
Total Shareholder's Equity	97.706	113.127	147.534	168.008	185.275	175.399	199.540	13,8%

Balance Sheet *(Consolidated)* - Quarterly

Description	1Q'18	1H'18	9M'18	2018	1Q'19	1H'19	9M'19	g (YoY)	g (QoQ)
Total Assets	**1.119.240**	**1.153.228**	**1.183.364**	**1.296.898**	**1.279.861**	**1.288.196**	**1.305.667**	**10,3%**	**1,4%**
- Gross Loans	757.678	794.296	808.904	843.598	855.467	888.322	903.139	11,6%	1,7%
- Government Bonds (Recap)	2.943	3.093	1.505	1.505	1.505	1.505	1.130	-24,9%	-24,9%
- Other Earnings Assets	256.697	239.043	262.996	333.408	319.074	287.656	301.121	14,5%	4,7%
Total Earning Assets	1.017.318	1.036.431	1.073.406	1.178.512	1.176.046	1.177.483	1.205.390	12,3%	2,4%
Earning Assets Provision	(32.565)	(34.878)	(35.556)	(35.604)	(37.652)	(39.264)	(41.637)	17,1%	6,0%
Total Earning Assets (net)	984.752	1.001.554	1.037.850	1.142.908	1.138.394	1.138.219	1.163.753	12,1%	2,2%
Total Non Earning Assets	134.488	151.675	145.514	153.990	141.467	149.976	141.913	-2,5%	-5,4%
Total Liabilities & S.E	**1.119.240**	**1.153.228**	**1.183.364**	**1.296.898**	**1.279.861**	**1.288.196**	**1.305.667**	**10,3%**	**1,4%**
Total Customer Deposits	827.060	837.994	872.741	944.269	936.027	945.054	959.238	9,9%	1,5%
- Demand Deposits	129.080	140.230	141.128	180.669	160.139	167.413	171.853	21,8%	2,7%
- Saving Deposits	333.002	343.775	351.648	387.180	366.700	374.543	384.016	9,2%	2,5%
- Time and Certificate Deposits	364.977	353.989	379.964	376.420	409.187	403.098	403.369	6,2%	0,1%
Other Interest Bearing Liabilities	77.378	107.439	87.682	119.632	99.928	107.068	101.910	16,2%	-4,8%
Non Interest Bearing Liabilities	54.169	41.115	47.542	47.723	48.994	45.233	44.979	-5,4%	-0,6%
Tier I Capital	151.746	156.717	166.263	172.358	183.523	176.147	187.534	12,8%	6,5%
Total Shareholder's Equity	160.634	166.680	175.399	185.275	194.911	190.841	199.540	13,8%	4,6%

Income Statement *(Consolidated)* - 5 Years

BANK BRI
Melayani Dengan Setulus Hati

Description	2014	2015	2016	2017	2018	9M'18	9M'19	g (YoY)
Interest Income	75.121	84.767	94.016	102.912	111.583	82.402	90.780	10,2%
Interest Expense	(24.710)	(28.451)	(28.577)	(29.894)	(33.917)	(24.491)	(30.201)	23,3%
Net Interest Income	**50.410**	**56.316**	**65.439**	**73.018**	**77.666**	**57.911**	**60.579**	**4,6%**
Net Premium Income			**279**	**385**	**946**	**623**	**291**	-53,4%
Fee & Other Opr. Income	9.299	13.855	17.288	19.271	23.425	16.353	18.921	15,7%
Gross Operating Income	59.710	70.171	83.006	92.675	**102.037**	74.888	79.790	6,5%
Other Operating Expenses	(25.683)	(29.312)	(35.157)	(38.614)	(41.990)	(31.131)	(33.091)	6,3%
Pre Provision Operating Profit	**34.026**	**40.860**	**47.849**	**54.061**	**60.047**	**43.757**	**46.699**	6,7%
Provision Expenses	(5.719)	(8.900)	(13.804)	(17.254)	(18.321)	(13.869)	(15.620)	12,6%
Non Operating Income (Net)	2.497	535	2	216	28	38	(23)	-161,0%
Profit Before Tax n Minor. Int.	30.804	32.494	34.047	37.023	41.754	29.926	31.057	3,8%
Net Profit	**24.227**	**25.411**	**26.285**	**29.045**	**32.418**	**23.541**	**24.803**	5,4%
EPS *)	196	206	213	235	263	382	402	5,4%

Income Statement *(Consolidated)* - Quarterly

BANK BRI
Melayani Dengan Setulus Hati

IDR Billion

Description	2018	9M'18	9M'19	g (YoY)	1Q'19	2Q'19	3Q'19	g(QoQ)
Interest Income	111.583	82.402	90.780	10,2%	29.524	30.501	30.754	0,8%
Interest Expense	(33.917)	(24.491)	(30.201)	23,3%	(10.114)	(9.987)	(10.100)	1,1%
Net Interest Income	**77.666**	**57.911**	**60.579**	**4,6%**	**19.411**	**20.514**	**20.654**	**0,7%**
Net Premium Income	**946**	**623**	**291**	-53,4%	**215**	**(98)**	**173**	**277%**
Fee & Other Opr. Income	23.425	16.353	18.921	15,7%	5.429	6.684	6.807	1,8%
Gross Operating Income	**102.037**	74.888	79.790	6,5%	25.055	27.101	27.634	2,0%
Other Operating Expenses	(41.990)	(31.131)	(33.091)	6,3%	(10.109)	(11.827)	(11.155)	-5,7%
Pre Provision Operating Profit	**60.047**	**43.757**	**46.699**	6,7%	**14.946**	**15.274**	**16.480**	**7,9%**
Provision Expenses	(18.321)	(13.869)	(15.620)	12,6%	(4.787)	(5.531)	(5.302)	-4,1%
Non Operating Income (Net)	28	38	(23)	-161,0%	(5)	(35)	17	-149,1%
Profit Before Tax n Minor. Int.	41.754	29.926	31.057	3,8%	10.153	9.707	11.196	15,3%
Net Profit	**32.418**	**23.541**	**24.803**	5,4%	**8.196**	**7.966**	**8.641**	**8,5%**
EPS *)	263	382	402	5,4%	266	258	280	8,5%

Balance Sheet

BANK BRI
Melayani Dengan Setulus Hati

Description	2014	2015	2016	2017	2018	9M'18	9M'19	g(YoY)
Total Assets	**778.046**	**845.998**	**964.001**	**1.076.438**	**1.234.200**	**1.125.401**	**1.238.658**	**10,1%**
- Gross Loans	490.403	558.436	635.291	708.001	804.338	772.725	857.262	10,9%
- Government Bonds (Recap)	4.304	3.816	3.318	3.318	1.505	1.505	1.130	-24,9%
- Other Earnings Assets	211.325	190.735	230.252	264.899	317.063	249.256	288.970	15,9%
Total Earning Assets	706.031	752.987	868.862	976.218	1.122.907	1.023.487	1.147.363	12,1%
Earning Assets Provision	(15.785)	(17.030)	(21.944)	(29.062)	(34.570)	(34.550)	(40.281)	16,6%
Total Earning Assets (net)	690.246	735.957	846.918	947.156	1.088.337	988.937	1.107.082	11,9%
Total Non Earning Assets	87.800	110.041	117.083	129.283	145.863	136.464	131.576	-3,6%
Total Liabilities & S.E	**778.046**	**845.998**	**964.001**	**1.076.438**	**1.234.200**	**1.125.401**	**1.238.658**	**10,1%**
Total Customer Deposits	600.404	642.774	723.845	803.327	898.033	829.539	913.556	10,1%
- Demand Deposits	89.076	112.989	140.764	144.432	176.405	138.482	168.531	21,7%
- Savings	232.414	267.607	297.649	342.759	378.909	343.882	374.912	9,0%
- Time Deposits	278.915	262.178	285.432	316.135	342.719	347.175	370.113	6,6%
Other Interest Bearing Liabilities	56.677	67.712	68.659	77.495	117.431	85.957	99.279	15,5%
Non Interest Bearing Liabilities	23.784	23.120	26.038	30.570	37.718	38.495	30.953	-19,6%
Tier I Capital	82.109	89.992	136.670	154.669	164.925	156.941	177.741	13,3%
Total Shareholder's Equity	97.181	112.392	145.458	165.047	181.019	171.410	194.869	13,7%
Book Value per Shares *)	788	911	1.179	1.338	1.468	1.390	1.580	13,7%

Balance Sheet - Quarterly

BANK BRI
Melayani Dengan Setulus Hati

Description	1Q'18	1H'18	9M'18	2018	1Q'19	1H'19	9M'19	g(YoY)	g(QoQ)
Total Assets	**1.064.732**	**1.097.368**	**1.125.401**	**1.234.200**	**1.216.324**	**1.224.398**	**1.238.658**	**10,1%**	**1,2%**
- Gross Loans	724.481	758.952	772.725	804.338	814.555	844.539	857.262	10,9%	1,5%
- Government Bonds (Recap)	2.943	3.093	1.505	1.505	1.505	1.505	1.130	-24,9%	-24,9%
- Other Earnings Assets	242.498	225.590	249.256	317.063	304.038	275.083	288.970	15,9%	5,0%
Total Earning Assets	969.922	987.635	1.023.487	1.122.907	1.120.098	1.121.127	1.147.363	12,1%	2,3%
Earning Assets Provision	(31.496)	(33.900)	(34.550)	(34.570)	(36.601)	(38.285)	(40.281)	16,6%	5,2%
Total Earning Assets (net)	938.426	953.735	988.937	1.088.337	1.083.497	1.082.842	1.107.082	11,9%	2,2%
Total Non Earning Assets	126.306	143.633	136.464	145.863	132.827	141.556	131.576	-3,6%	-7,1%
Total Liabilities & S.E	**1.064.732**	**1.097.368**	**1.125.401**	**1.234.200**	**1.216.324**	**1.224.398**	**1.238.658**	**10,1%**	**1,2%**
Total Customer Deposits	785.269	796.639	829.539	898.033	890.902	899.393	913.556	10,1%	1,6%
- Demand Deposits	126.592	137.832	138.482	176.405	157.055	162.278	168.531	21,7%	3,9%
- Savings	325.776	336.244	343.882	378.909	358.308	365.826	374.912	9,0%	2,5%
- Time Deposits	332.900	322.563	347.175	342.719	375.539	371.289	370.113	6,6%	-0,3%
Other Interest Bearing Liabilities	75.733	105.394	85.957	117.431	97.212	104.634	99.279	15,5%	-5,1%
Non Interest Bearing Liabilities	45.599	32.316	38.495	37.718	37.799	34.091	30.953	-19,6%	-9,2%
Tier I Capital	146.226	149.672	156.941	164.925	174.529	170.598	176.738	12,6%	3,6%
Total Shareholder's Equity	158.132	163.020	171.410	181.019	190.410	186.281	194.869	13,7%	4,6%
Book Value per Shares *)	1.282	1.322	1.390	1.468	1.544	1.510	1.580	13,7%	4,6%

** Annualized*

Income Statement - 5 Years

BANK BRI
Melayani Dengan Setulus Hati

IDR Billion

Description	2014	2015	2016	2017	2018	9M'18	9M'19	g(YoY)
Interest Income	72.464	81.554	90.015	98.254	106.337	78.580	86.328	9,9%
Interest from Loans	65.371	72.817	80.389	87.236	94.794	70.047	76.876	9,7%
Int. from Other Earning Assets	7.093	8.737	9.626	11.018	11.543	8.533	9.452	10,8%
Interest Expense	(23.337)	(26.958)	(26.920)	(27.825)	(31.428)	(22.680)	(28.002)	23,5%
Net Interest Income	49.127	54.595	63.095	70.429	74.908	55.900	58.326	4,3%
Fee & Other Opr. Income *	9.178	13.670	16.679	18.693	22.777	15.606	18.478	18,4%
Gross Operating Income	58.305	68.265	79.774	89.121	97.685	71.505	76.804	7,4%
Operating Expenses	(24.465)	(27.973)	(33.028)	(36.313)	(39.466)	(29.144)	(31.065)	6,6%
Pre Provision Operating Profit	33.840	40.292	46.746	52.809	58.219	42.361	45.739	8,0%
Provision Expenses	(5.613)	(8.581)	(13.320)	(16.660)	(17.442)	(13.265)	(14.703)	10,8%
Non Operating Income (Net)	2.497	500	15	202	21	40	(18)	-143,9%
Profit Before Tax n Minor. Int.	30.724	32.211	33.442	36.351	40.798	29.136	31.018	6,5%
Net Profit	24.176	25.204	25.753	28.469	31.702	22.914	24.774	8,1%
EPS**	196	204	209	231	1.028	372	402	8,1%

v NII has been adjusted due to reclassification of premium paid on govt guarantees from other operating expense to interest expense and reclassification of KUR Insurance Premium from other operating expense to interest income

**) Detail on the Fee & Other Operating Income on page 30*

***) Annualized*

Income Statement – Quarterly

IDR Billion

Description	2018	9M'18	9M'19	g(YoY)	1Q'19	2Q'19	3Q'19	g(QoQ)
Interest Income	106.337	78.580	86.328	9,9%	28.075	29.045	29.208	0,6%
Interest from Loans	94.794	70.047	76.876	9,7%	24.767	25.850	26.260	1,6%
Int. from Other Earning Assets	11.543	8.533	9.452	10,8%	3.308	3.195	2.948	-7,7%
Interest Expense	(31.428)	(22.680)	(28.002)	23,5%	(9.376)	(9.278)	(9.348)	0,7%
Net Interest Income	74.908	55.900	58.326	4,3%	18.700	19.766	19.860	0,5%
Fee & Other Opr. Income *	22.777	15.606	18.478	18,4%	5.210	6.549	6.719	2,6%
Gross Operating Income	97.685	71.505	76.804	7,4%	23.910	26.315	26.579	1,0%
Operating Expenses	(39.466)	(29.144)	(31.065)	6,6%	(9.439)	(11.062)	(10.564)	-4,5%
Pre Provision Operating Profit	58.219	42.361	45.739	8,0%	14.471	15.253	16.015	5,0%
Provision Expenses	(17.442)	(13.265)	(14.703)	10,8%	(4.509)	(5.246)	(4.948)	-5,7%
Non Operating Income (Net)	21	40	(18)	-143,9%	(7)	(47)	37	-178,2%
Profit Before Tax n Minor. Int.	40.798	29.136	31.018	6,5%	9.954	9.960	11.103	11,5%
Net Profit	31.702	22.914	24.774	8,1%	8.043	8.160	8.571	5,0%
EPS**	1.028	372	402	8,1%	261	265	278	5,0%

√ 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*

Financial Ratios - 5 Years

BANK BRI
Melayani Dengan Setulus Hati

Description	2014	2015	2016	2017	2018	9M'18	9M'19
CASA	53,55%	59,21%	60,57%	60,65%	61,84%	58,15%	59,49%
Cost of Fund (COF)	4,38%	4,24%	3,83%	3,27%	3,47%	3,38%	3,63%
Loan to Deposit Ratio	81,68%	86,88%	87,77%	88,13%	89,57%	93,15%	93,84%
LCR				241,97%	201,29%	203,97%	195,57%
NSFR				125,34%	133,50%	130,40%	130,57%
RIM/MIR Macroprudential Intermediary Ratio					88,51%	91,11%	92,73%
Net Interest Margin (NIM)	8,34%	7,85%	8,00%	7,93%	7,45%	7,61%	7,02%
Cost Efficiency Ratio (CER)	42,21%	41,28%	41,26%	41,15%	41,02%	41,69%	41,10%
Earning Asset Provision	2,40%	2,37%	2,75%	3,11%	3,26%	3,42%	3,64%
Opr. Expense to Opr. Income	65,42%	66,69%	68,69%	69,14%	68,48%	69,12%	70,50%
NPL ratio - Gross	1,69%	2,02%	2,03%	2,10%	2,14%	2,46%	2,94%
NPL ratio - Nett	0,36%	1,22%	1,09%	0,88%	0,92%	1,16%	1,13%
Return on Assets (ROA) - b.t	4,73%	4,19%	3,84%	3,69%	3,68%	3,60%	3,42%
Return on Assets (ROA) - a.t	3,72%	3,28%	2,96%	2,89%	2,86%	2,83%	2,73%
Return on Equity (ROE) - Tier I	31,19%	29,89%	23,08%	20,03%	20,49%	20,10%	19,16%
Return on Equity (ROE) - B/S	27,87%	24,39%	19,98%	18,72%	18,87%	18,55%	17,54%
Primary Reserve Requirement (IDR)	8,07%	9,31%	6,94%	6,52%	7,16%	6,68%	6,05%
Net Open Position	3,86%	2,33%	6,67%	4,22%	3,73%	2,84%	1,74%
Dividend Payout Ratio	30,00%	30,00%	40,00%	40,00%	45,00%	45,00%	50,00%
Tier I CAR	17,54%	16,76%	21,91%	21,95%	20,15%	19,97%	20,59%
Total CAR	18,31%	20,59%	22,91%	22,96%	21,21%	21,02%	21,62%

Financial Ratios - Quarterly

BANK BRI
Melayani Dengan Setulus Hati

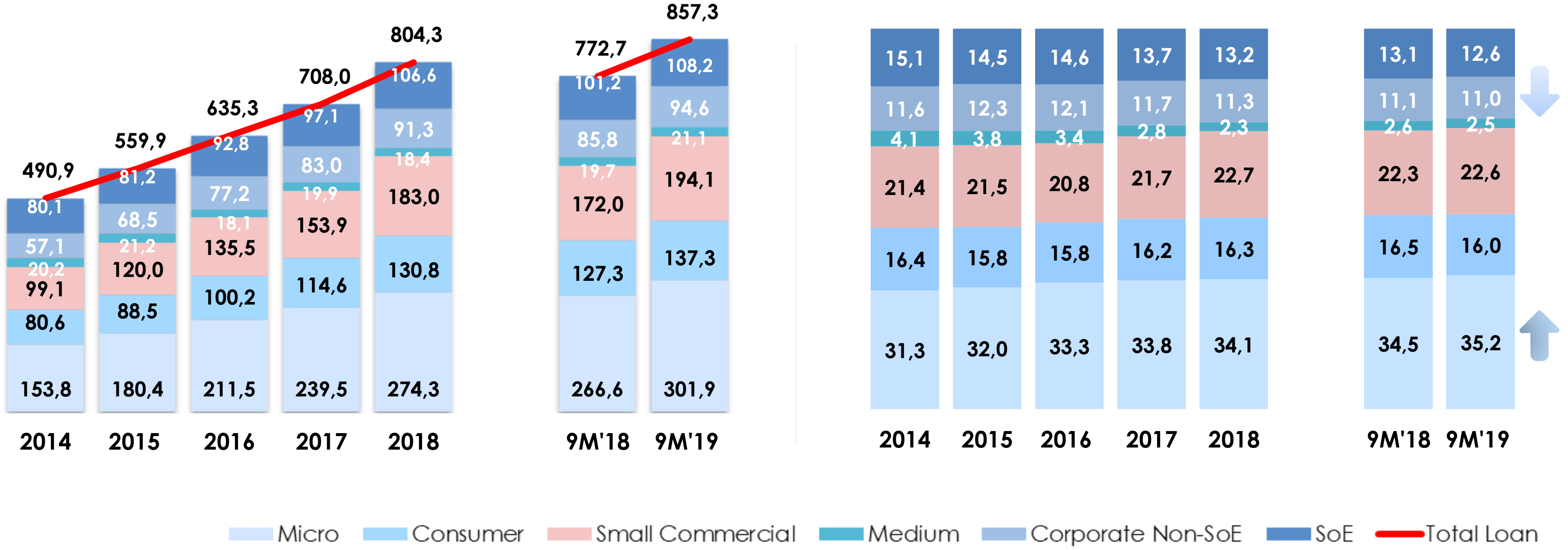
Description	1Q'18	1H'18	9M'18	2018	1Q'19	1H'19	9M'19
CASA	57,61%	59,51%	58,15%	61,84%	57,85%	58,72%	59,49%
Cost of Fund (COF)	3,29%	3,29%	3,38%	3,47%	3,68%	3,64%	3,63%
Loan to Deposit Ratio	92,26%	95,27%	93,15%	89,57%	91,43%	93,90%	93,84%
LCR	238,07%	219,87%	203,97%	201,29%	215,26%	201,76%	195,57%
NSFR	128,31%	126,64%	130,40%	133,50%	134,57%	128,69%	130,57%
RIM/MIR Macroprudential Intermediary Ratio	91,95%	94,04%	91,11%	88,51%	90,41%	92,17%	92,73%
Net Interest Margin (NIM)	7,49%	7,64%	7,61%	7,45%	6,89%	7,02%	7,02%
Cost Efficiency Ratio (CER)	38,72%	40,52%	41,69%	41,02%	39,65%	41,35%	41,10%
Earning Asset Provision	3,31%	3,52%	3,42%	3,26%	3,27%	3,49%	3,64%
Opr. Expense to Opr. Income	70,43%	70,50%	69,12%	68,48%	70,21%	71,12%	70,50%
NPL ratio - Gross	2,39%	2,33%	2,46%	2,14%	2,31%	2,33%	2,94%
NPL ratio - Nett	1,16%	1,10%	1,16%	0,92%	1,05%	1,11%	1,13%
Return on Assets (ROA) - b.t	3,35%	3,37%	3,60%	3,68%	3,35%	3,31%	3,42%
Return on Assets (ROA) - a.t	2,71%	2,73%	2,83%	2,86%	2,70%	2,70%	2,73%
Return on Equity (ROE) - Tier I	18,70%	19,33%	20,10%	20,49%	18,81%	19,02%	19,16%
Return on Equity (ROE) - B/S	17,37%	17,87%	18,55%	18,87%	17,22%	17,40%	17,54%
Primary Reserve Requirement (IDR)	6,53%	6,71%	6,68%	7,16%	6,56%	7,90%	6,05%
Net Open Position	6,04%	4,47%	2,84%	3,73%	5,06%	4,06%	1,74%
Dividend Payout Ratio	45,00%				50,00%		
Tier I CAR	19,76%	19,13%	19,97%	20,15%	20,64%	19,73%	20,59%
Total CAR	20,74%	20,12%	21,02%	21,21%	21,68%	20,77%	21,62%

Loan Mix and Growth - 5 Years

Loan Outstanding – by business segment

Composition – by business segment (%)

(IDR Trillion)

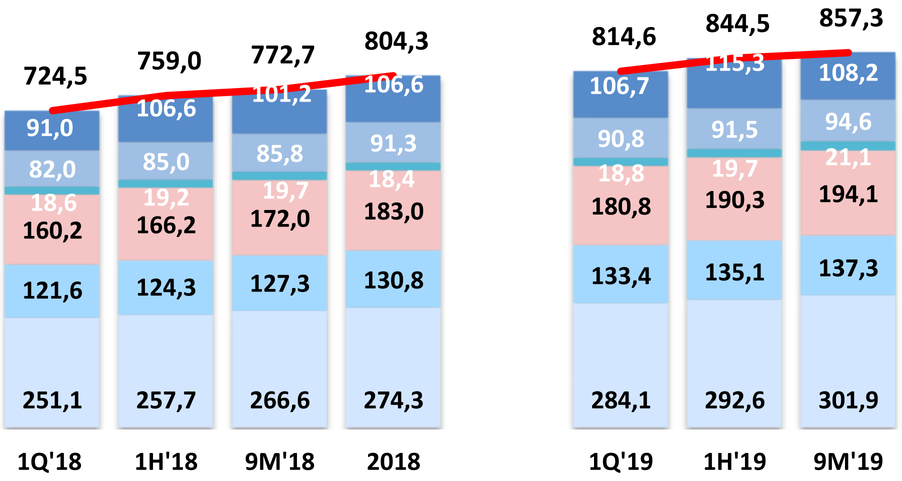


	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth (%)	13,2	7,8	12,8	7,2	10,2	6,9	10,9
(Rp Tn)	35,3	10,0	22,1	1,4	8,8	7,0	84,5

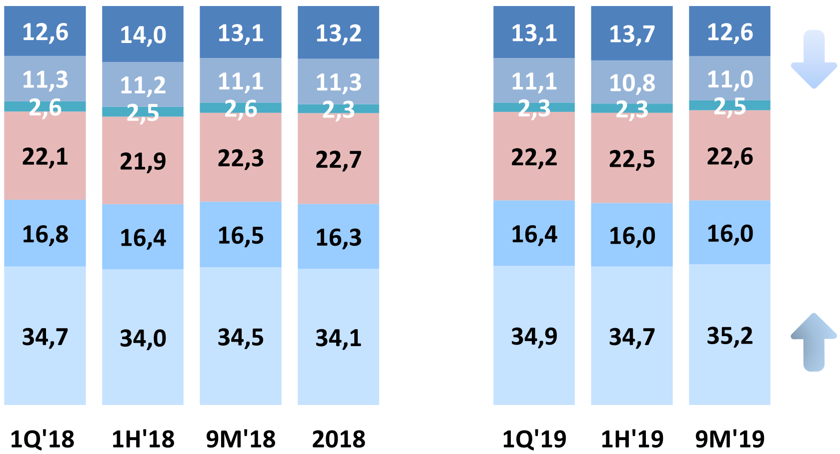
Loan Mix and Growth - Quarterly

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



	Micro	Consumer	Small Commercial	Medium	Corporate Non-SoE	SoE	Total Loan
YoY Growth (%)	13,2	7,8	12,8	7,2	10,2	6,9	10,9
(Rp Tn)	35,3	10,0	22,1	1,4	8,8	7,0	84,5

Loan Quality - 5 Years

BANK BRI
Melayani Dengan Setulus Hati

Non Performing Loan – gross by segment (%)

NPL %	2014	2015	2016	2017	2018	9M'18	9M'19
Micro	1,12	1,13	1,00	1,08	1,01	1,25	1,30
Consumer	1,21	1,30	1,18	1,05	1,03	1,25	1,40
Small Comm	3,41	2,89	2,95	3,01	3,14	3,84	3,71
Medium	5,91	8,35	7,90	5,45	6,78	6,96	5,26
Corporate	1,78	4,15	5,40	6,44	5,48	5,80	10,46
SoE	0,00	0,00	0,00	0,00	1,05	1,10	1,04
Total NPL	**1,69**	**2,02**	**2,03**	**2,10**	**2,14**	**2,46**	**2,94**

Special Mention – by segment (%)

SML (%)	2014	2015	2016	2017	2018	9M'18	9M'19
Micro	7,15	6,00	4,45	4,04	3,51	4,33	4,12
Consumer	4,60	4,02	3,04	2,85	2,49	3,16	3,09
Small Comm	7,21	7,06	6,06	5,79	4,28	6,46	6,53
Medium	7,03	5,37	3,04	3,24	2,86	5,40	5,22
Corporate	9,50	2,83	3,79	5,46	7,71	8,39	4,43
SoE	2,82	2,60	3,30	1,98	0,82	3,05	3,97
Total SML	**6,30**	**5,01**	**4,28**	**4,09**	**3,62**	**4,92**	**4,54**

Loan Quality - Quarterly

BANK BRI
Melayani Dengan Setulus Hati

Non Performing Loan – gross by segment (%)

NPL %	1Q'18	1H'18	9M'18	2018	1Q'19	1H'19	9M'19
Micro	1,35	1,41	1,25	1,01	1,29	1,40	1,30
Consumer	1,24	1,27	1,25	1,03	1,24	1,35	1,40
Small Comm	3,88	3,77	3,84	3,14	3,49	3,75	3,71
Medium	4,87	6,02	6,96	6,78	5,82	5,55	5,26
Corporate	5,83	5,38	5,80	5,48	5,45	4,82	10,46
SoE	0,51	0,44	1,10	1,05	1,05	0,97	1,04
Total NPL	**2,39**	**2,33**	**2,46**	**2,14**	**2,31**	**2,33**	**2,94**

Special Mention – by segment (%)

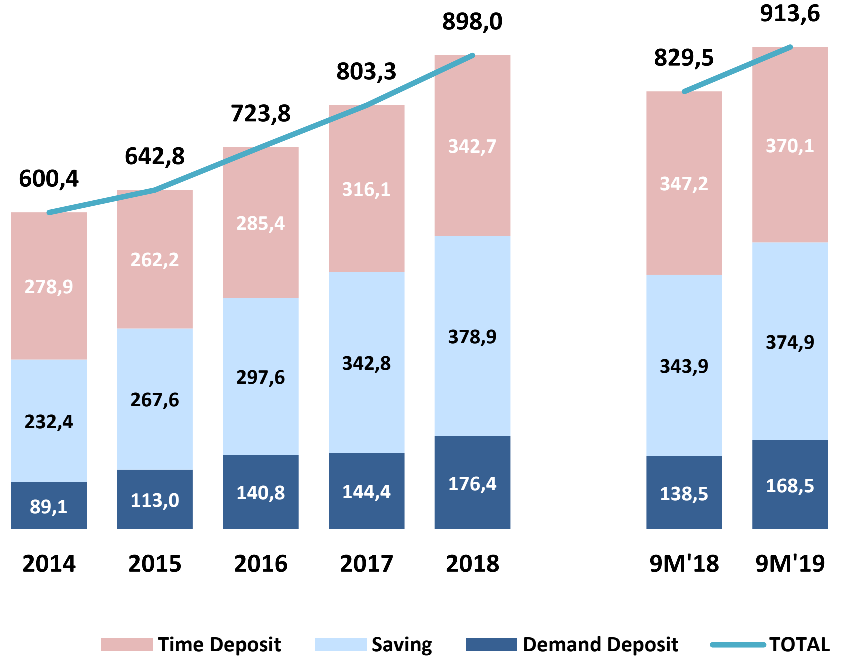
SML (%)	1Q'18	1H'18	9M'18	2018	1Q'18	1H'19	9M'19
Micro	5,00	5,12	4,33	3,51	4,44	4,60	4,12
Consumer	3,47	3,20	3,16	2,49	3,30	3,08	3,09
Small Comm	6,59	6,82	6,46	4,28	6,23	6,41	6,53
Medium	5,10	5,33	5,40	2,86	3,09	6,51	5,22
Corporate	7,55	7,55	8,39	7,71	7,70	10,63	4,43
SoE	1,59	1,78	3,05	0,82	0,70	3,63	3,97
Total SML	**4,96**	**4,99**	**4,92**	**3,62**	**4,49**	**5,33**	**4,54**

Deposits – Mix and Growth

BANK BRI
Melayani Dengan Setulus Hati

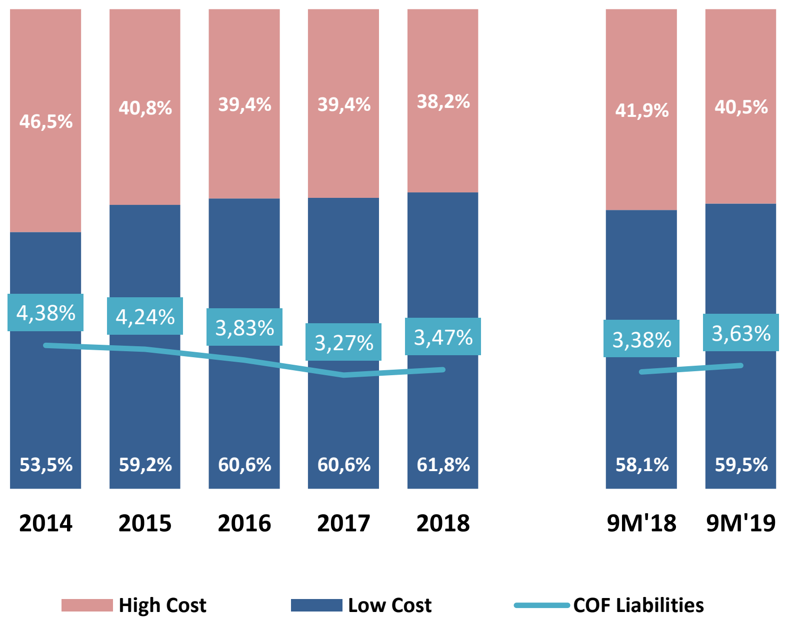
Deposits Growth: Trend

(IDR Trillion)



Deposits Composition, COF

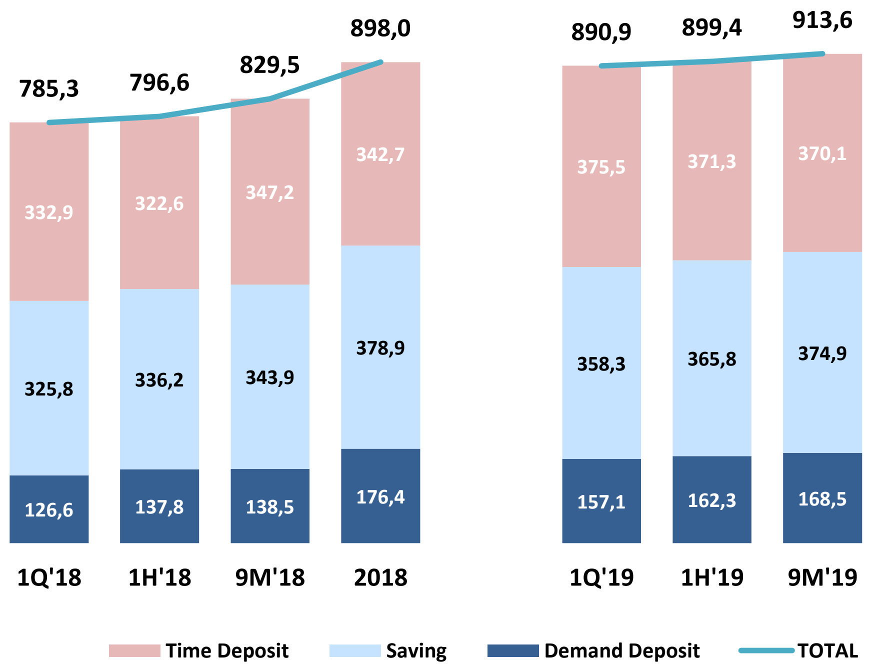
(%)



Deposits Mix and Growth - Quarterly

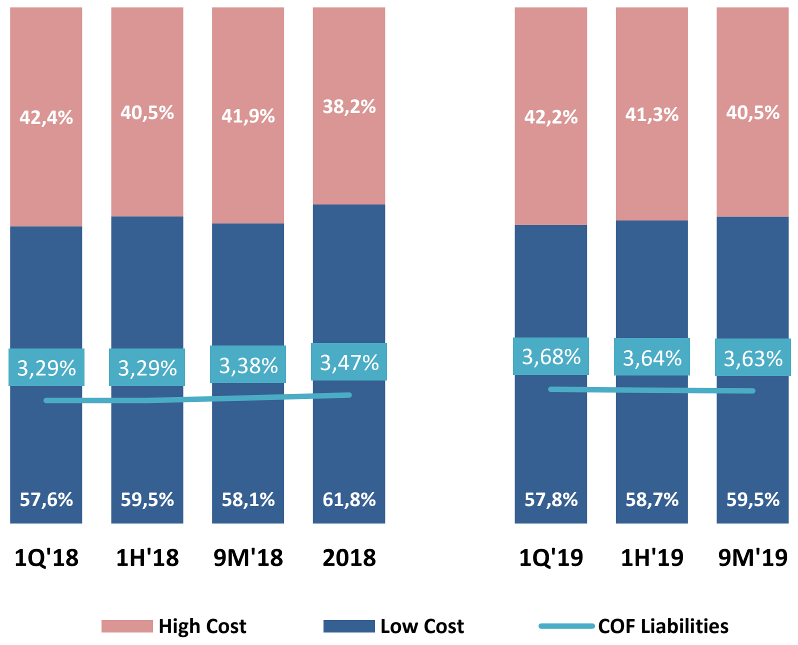
Deposits Growth: Trend

(IDR Trillion)



Deposits Composition, COF

(%)



BANK BRI
Melayani Dengan Setulus Hati

PT BANK RAKYAT INDONESIA (Persero) Tbk.

Investor Relations
7th floor BRI II Building
Jl. Jendral Sudirman Kav 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