

1H'2020 – Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk.



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The health and economic crisis we are facing now is probably the most challenging time for all of us, one that potentially causes deep social and economic impacts in every layer of society, with no exception. Since the earliest days of the covid-19 outbreak in Indonesia, our focus has been on people's safety. We have provided a set of policies and facilities to make sure that our employees and customers are safe. We also implement health and safety protocols in all of our premises to help our customers and our employees practice a very proper social distancing.

The business continuity of our customers, especially MSME customers, is very important to us. Through the decades, BRI MSME customers have been with us as the backbone of BRI's business and have grown together through many challenging times. Unfortunately, this time our MSME customers have been particularly hit very hard by the Covid-19. It is our duty now to help them get through this economic turbulence and transition to a new normal. Loan restructuring is one of our supports to help our customers keep their businesses afloat during this hard time. BRI has started loan restructuring proactively since the first quarter of 2020. Until now, BRI has restructured Rp183,7 Trillion loans to more than 2.9 million customers.

As the economic activities start to recover and the consumer demand is getting back to normal, BRI is very keen to provide additional working capital through a modified loan scheme that is designed to give a crisis relief to the businesses of our customers. Moreover, with the total supports from government, through the National Economic Recovery Programs, including the interest subsidy and loan guarantees for MSME customers, we believe that our MSME costumers' businesses are able to recover faster from the Covid-19 crisis.

BRI is more than ready to capture every business opportunity as customer behaviors are also settling into a new normal. Our focus strategy has been on increasing our digital capabilities of both internal business process and products & services. Since 2016, we have started BRIVolution, a journey of our cultural and digital transformation, and this crisis has accelerated and sharpened our BRIVolution journey.

Lastly, this crisis has also strengthened our commitment to continue our important role in empowering MSMEs as the main contributors of Indonesia's economic growth. Therefore, BRI will firmly hold our aspiration in growing MSME businesses, especially micro businesses, to ensure the sustainability of BRI's business going forward through "Go Smaller, Go Shorter, and Go Faster".

Sunarso, CEO BRI



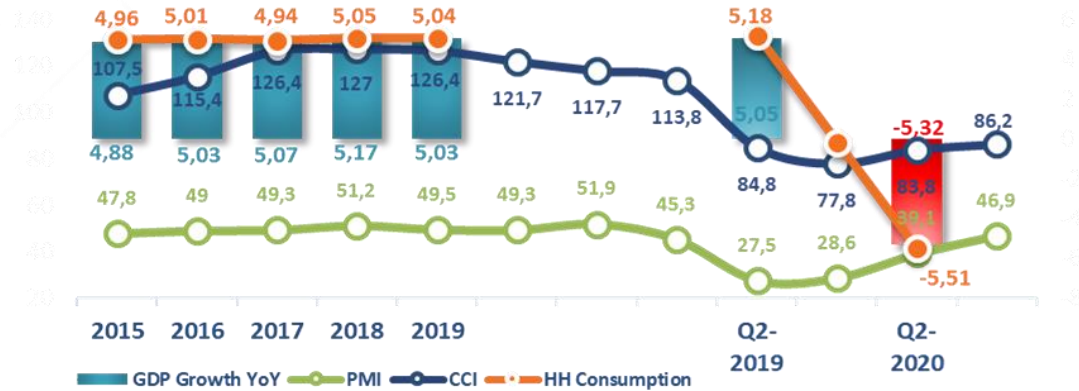


MACRO ECONOMY & BANKING INDUSTRY



Indonesia Macro Economy Update

GDP & Household Consumption



Source: BPS, Bloomberg

PMI & Consumer Confidence show early recovery turn around

Exchange Rate & Reserves



Source: BPS, BI and Bloomberg

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

Attractive Yield



Source: BI and BPS

Manageable level of inflation provides attractive real yield

Accommodative Monetary Policy



Source: BI

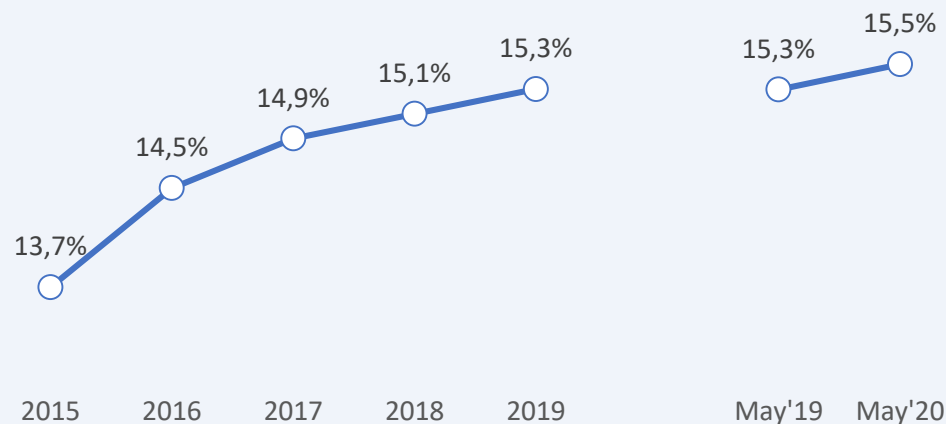
More accommodative policies to ensure sufficient liquidity in markets



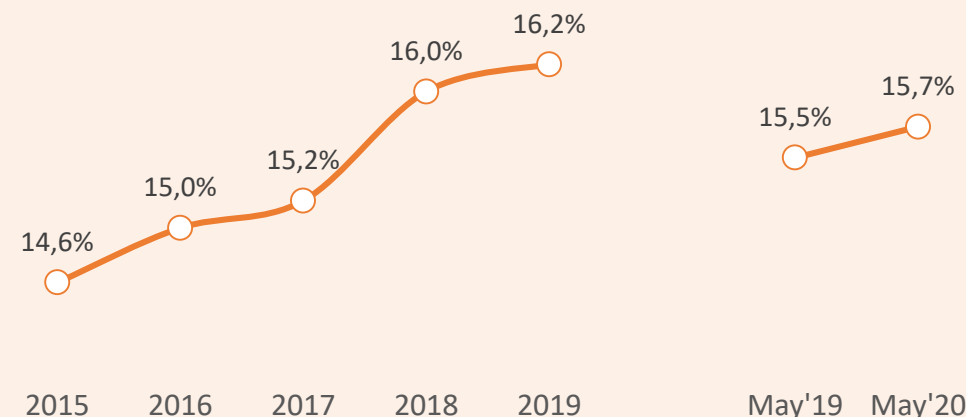
BRI vs Industry

Market Share

LOAN



DEPOSIT



May 2020

	BRI	Industry
Loan Growth	4,3%	3,1%
Deposit Growth	10,5%	8,9%

NIM

BRI	Industry
5,56%	4,50%

NPL

BRI	Industry
2,76%	3,00%

LDR

BRI	Industry
88,92%	90,94%

CAR

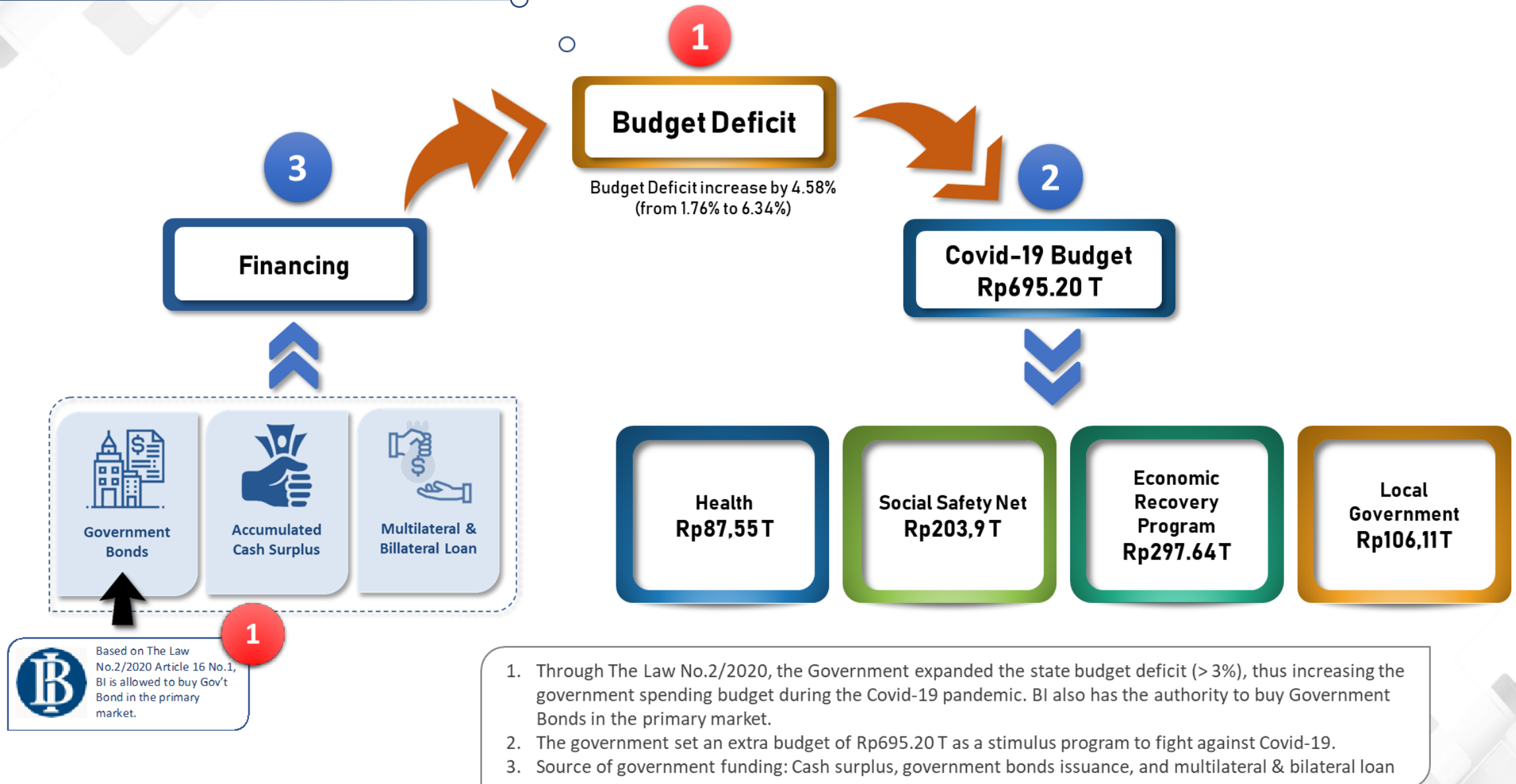
BRI	Industry
19,09%	22,20%



ECONOMIC RECOVERY PROGRAM (ERP)



Government Stimulus to Fight Covid-19



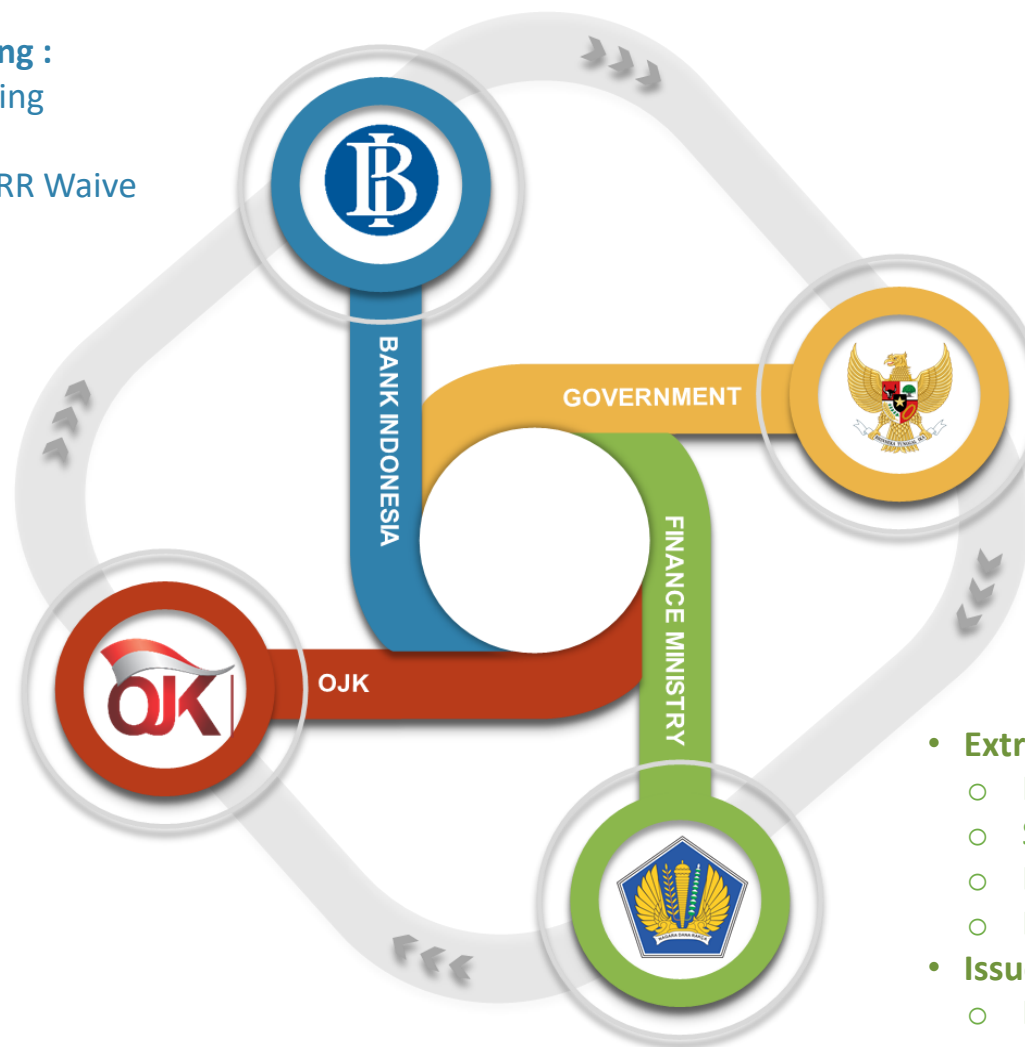


Supporting Regulatory to Fight Covid-19

- **Quantitative Easing :**
 - Bond Purchasing
 - Term Repo
 - RR Cut / RIM RR Waive
 - SWAP
- **Policy Rate Cut**

Relaxation on Banking Regulations

- Relaxation on loan quality assessment (1 pillar)
- Relaxation on loan restructuring for borrowers affected by Covid-19
- Exclude Covid-19 restructured loan from LAR calculation in bank soundness assessment
- Remove Capital Conservation Buffer (CCB) from minimum CAR requirement
- Lower LCR and NSFR minimum level to 85%



Issued The Law No.2/2020

- Widen Budget Deficit to 6.34%
- Tax Relaxation
- BI Purchase Government Bond in Primary Market
- Ease Export Import Regulations

• Extra Budget for Covid-19 (Rp695.20 T)

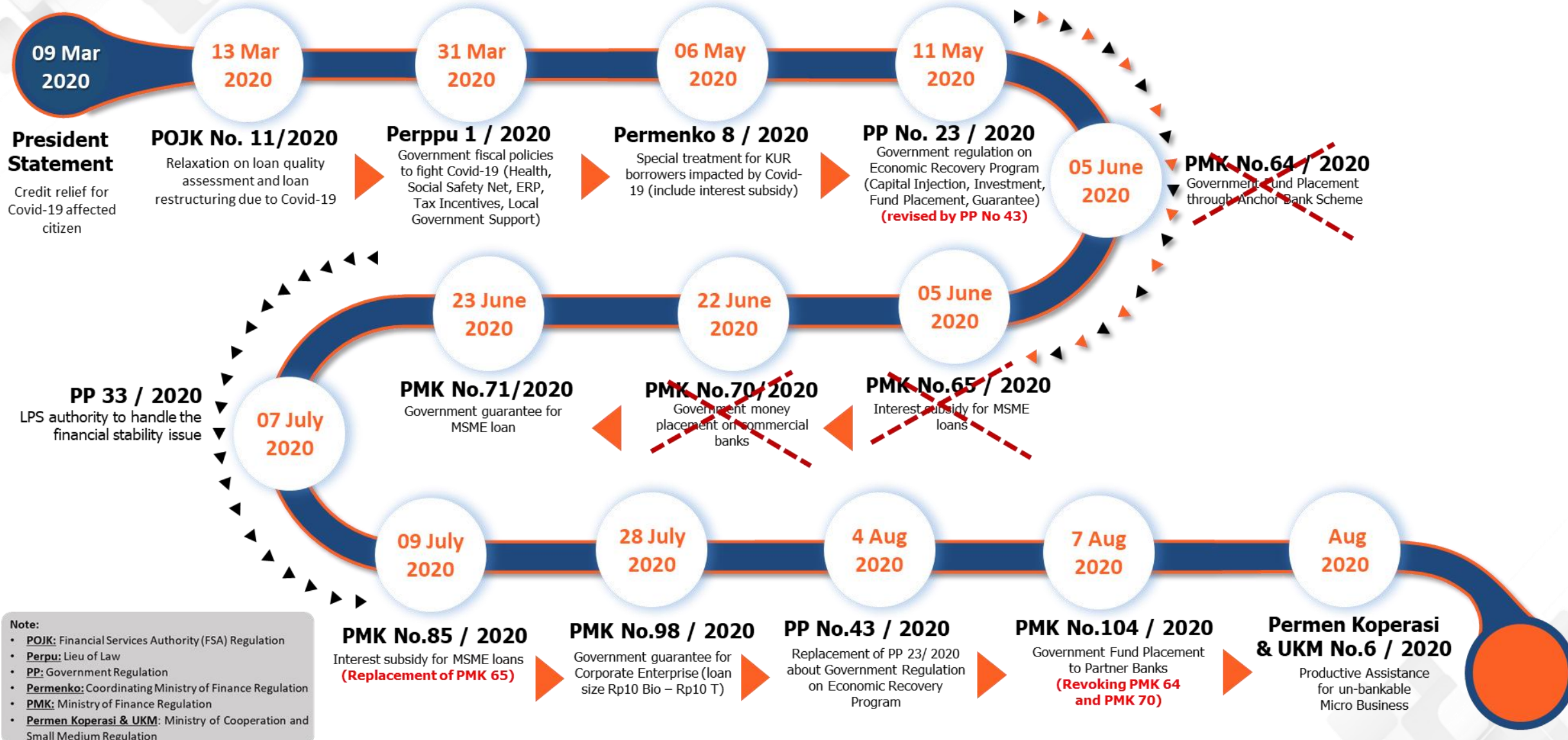
- Health Rp87.55 T
- Social Safety Net Rp 203.9 T
- Economic Recovery Program Rp297.64T
- Local Government Rp106.11 T

• Issued ERP Policies

- Interest Subsidy
- Government Loan Guarantee
- Government Fund Placement
- Productive Social Assistance

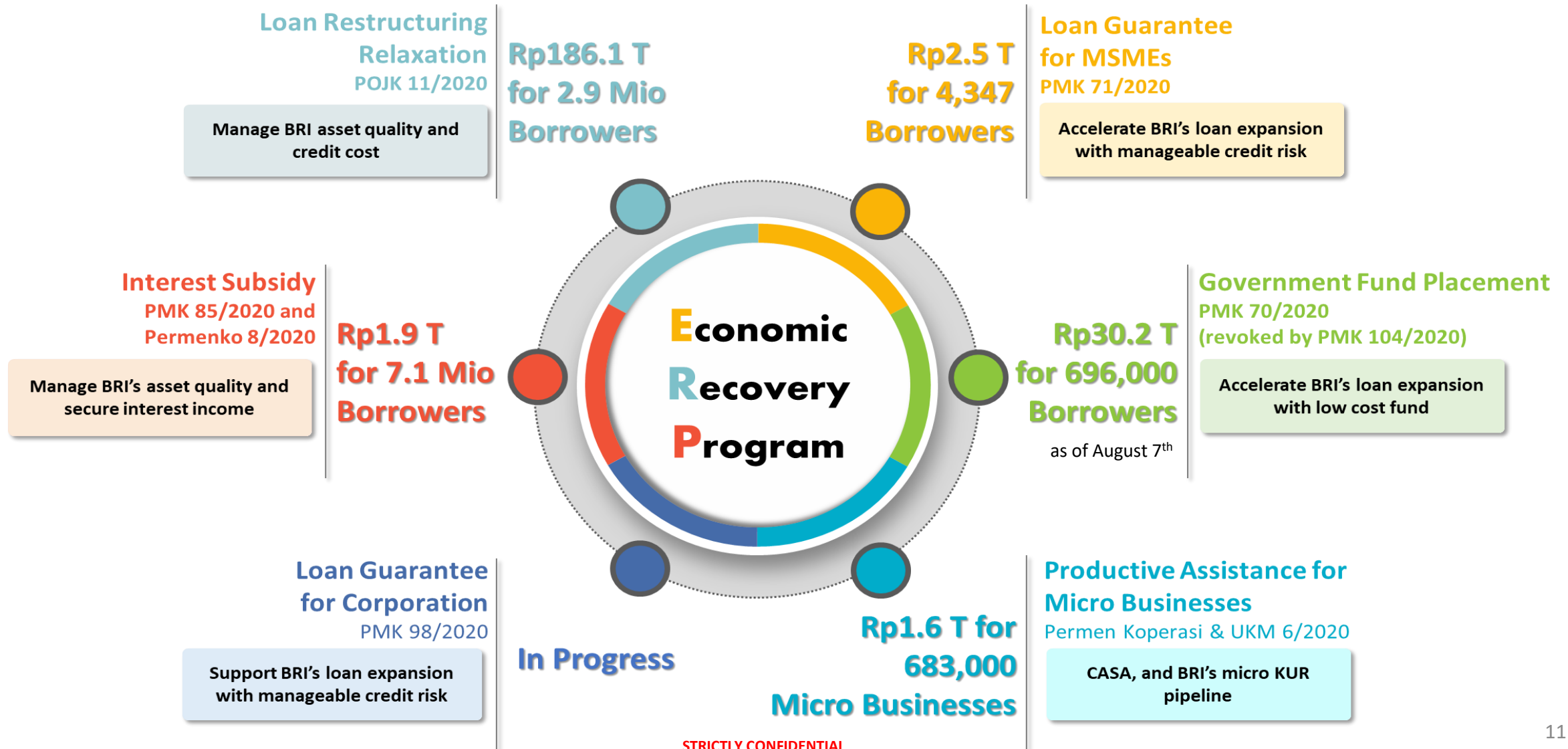


Supporting Regulatory to Fight Covid 19



Economic Recovery Program – Implementation and Benefit to BRI

Total support from the government and to MSMEs through ERP program, is expected to be able to help MSME debtors to survive and accelerate their business recovery during the pandemic, as well as supports for BRI in managing credit quality and risk and accelerate lending.





BRI STRATEGIES & FOCUS DURING COVID-19 PANDEMIC



BRI Focus and Strategies



PEOPLE'S FIRST

Health and Safety Protocol

- Banking premises disinfection and sterilization
- Vaccines for employees
- Health care products for employees (masks, hand sanitizers, and vitamins)

Work From Home

- Shorten banking operational hours
- Work From Home
- Flexible office space

Digital Initiatives Optimization

- BRISars: Digital office application
- BRISpot: Digital loan processing
- BRISIM: Daily monitoring Dashboard



SUSTAINABLE BUSINESS GROWTH

Loan portfolio

- Selective Growth
- Loan restructuring program
- Loan relaxation program

Liquidity and Market Activities

- Maintain reserve requirement, SR, LDR, RIM
- Maintain long position on Net Foreign Position
- Maintain Cash Ratio



GOOD CORPORATE GOVERNANCE

GCG Implementation

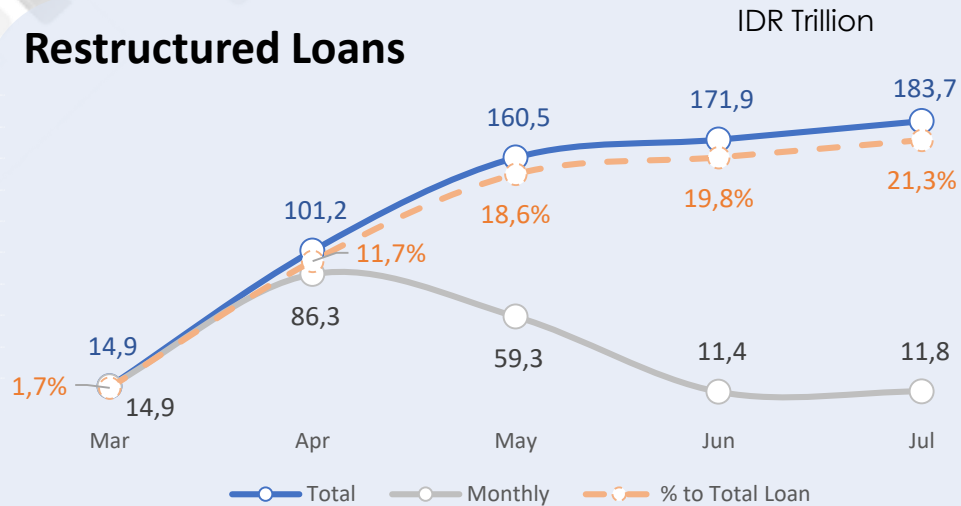
The principles of Good Corporate Governance remain in place



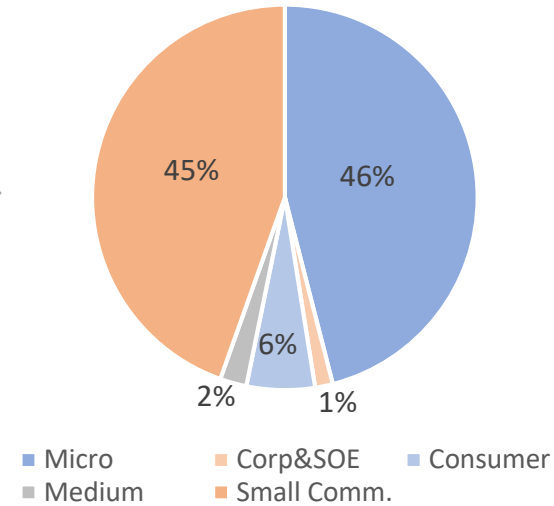
BRI'S Support for Borrowers Through Loan Restructuring

AS OF JULY 31st 2020

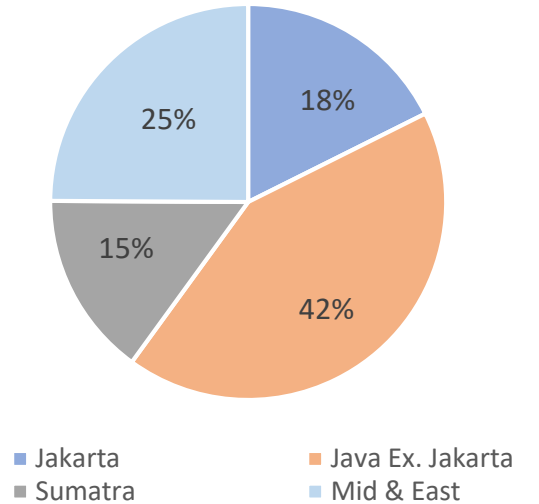
Restructured Loans



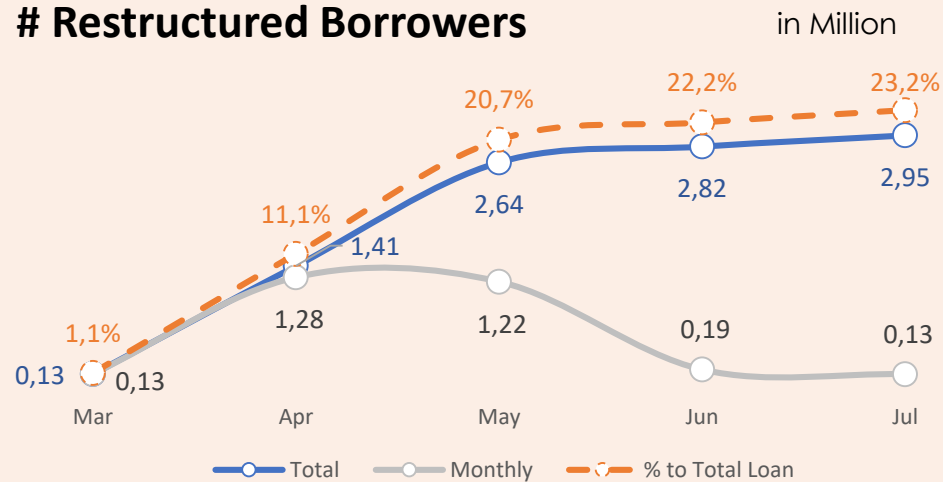
Restru. Loans By Segment



Restru. Loans By Region



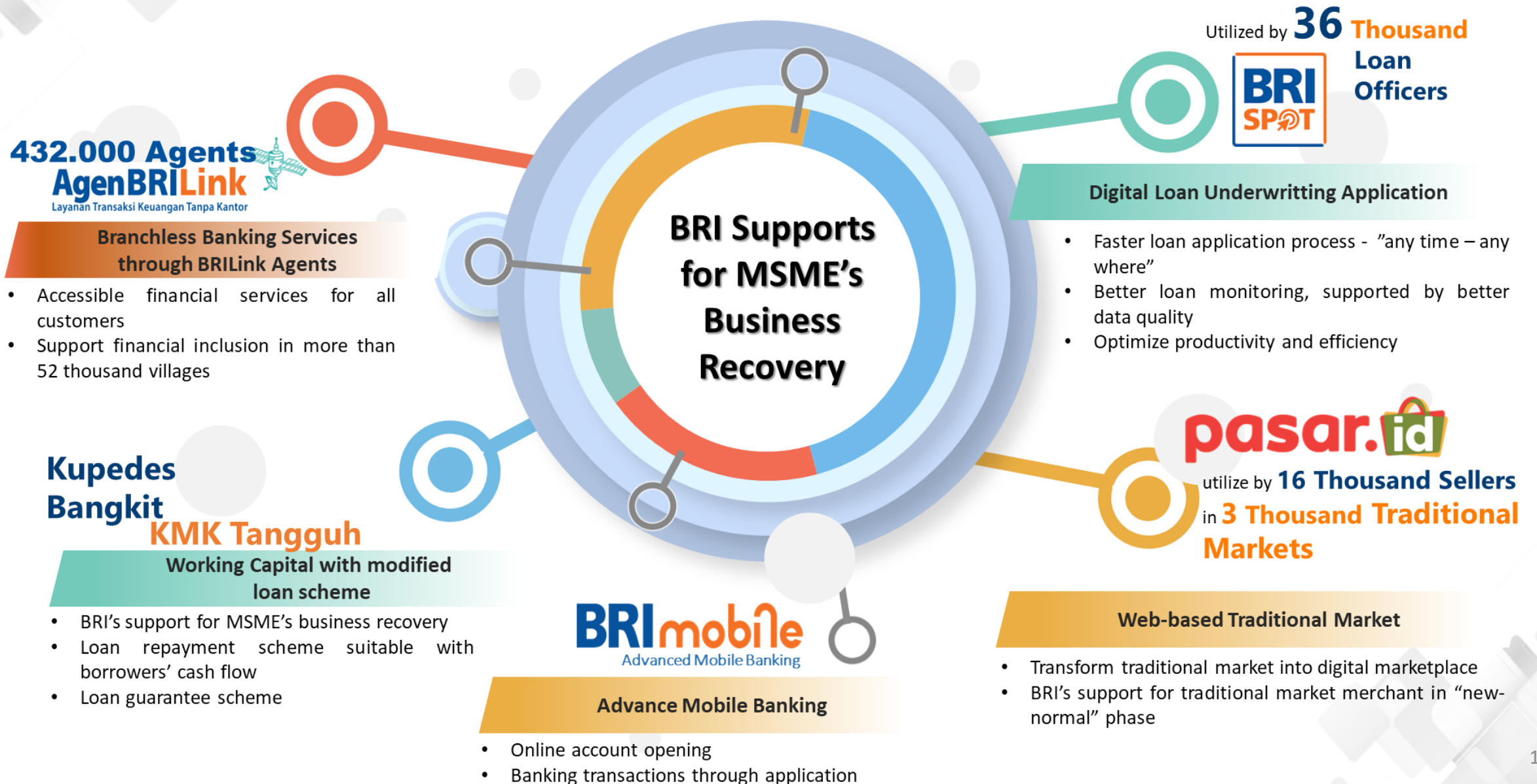
Restructured Borrowers



"The pace of loan restructuring is slowing down as the government relaxes large-scale social restriction and economy starts to recover"



BRI Support for MSME's Business Recoveries





BRI (CONSOLIDATED)



Financial Highlight (Consolidated)

	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Asset/Liabilities								
Total Assets (IDR Billion)	878.426	1.004.802	1.127.447	1.296.898	1.416.759	1.288.196	1.387.759	7,7%
Total Loans (Gross) (IDR Billion)	581.095	661.220	731.241	834.731	903.197	877.071	922.967	5,2%
Total Deposits (IDR Billion)	668.995	754.526	841.656	944.269	1.021.197	945.054	1.072.501	13,5%
Asset Quality								
NPL (gross)	2,10%	2,11%	2,24%	2,28%	2,80%	2,52%	3,13%	
NPL (nett)		1,15%	0,99%	1,04%	1,19%	1,31%	0,90%	
Liquidity								
CASA	57,82%	59,09%	59,04%	60,14%	57,70%	57,35%	55,81%	
LDR	86,86%	87,63%	86,88%	88,40%	88,45%	92,81%	86,06%	
Profitability								
Net Profit (IDR Billion)	25.411	26.285	29.045	32.418	34.414	16.163	10.201	-36,9%
NIM	7,64%	7,83%	7,73%	7,22%	6,73%	6,79%	5,63%	
Cost Efficiency Ratio (CER)	42,09%	42,27%	42,13%	41,90%	41,22%	42,79%	51,29%	
Operating Expense to Operating Income	67,59%	70,23%	70,78%	70,02%	72,08%	73,23%	78,78%	
ROA before tax	3,99%	3,67%	3,53%	3,51%	3,28%	3,09%	2,26%	
ROE Tier 1	29,05%	21,87%	19,73%	20,04%	18,40%	17,79%	12,02%	
Capital								
Tier1 CAR	16,68%	21,54%	21,71%	20,18%	21,65%	19,90%	19,06%	
Total CAR	20,39%	22,69%	22,84%	21,35%	22,77%	21,04%	20,15%	



Balance Sheet (Consolidated)

IDR Billion

Description	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Total Assets	878.426	1.004.802	1.127.447	1.296.898	1.416.759	1.288.196	1.387.759	7,7%
- Gross Loans	581.095	661.220	731.241	834.731	903.197	877.071	922.967	5,2%
- Government Bonds (Recap)	3.816	3.318	3.318	1.505	1.130	1.505	1.130	-24,9%
- Other Earnings Assets	197.021	242.762	290.929	342.276	393.886	298.906	397.969	33,1%
Total Earning Assets	781.931	907.301	1.025.488	1.178.512	1.298.214	1.177.483	1.322.066	12,3%
Earning Assets Provision	(17.515)	(22.807)	(30.105)	(35.604)	(39.329)	(39.264)	(57.277)	45,9%
Total Earning Assets (net)	764.416	884.494	995.383	1.142.908	1.258.884	1.138.219	1.264.789	11,1%
Total Non Earning Assets	114.010	120.308	132.064	153.990	157.875	149.976	122.970	-18,0%
Total Liabilities & S.E	878.426	1.004.802	1.127.447	1.296.898	1.416.759	1.288.196	1.387.759	7,7%
Total Customer Deposits	668.995	754.526	841.656	944.269	1.021.197	945.054	1.072.501	13,5%
- Demand Deposits	114.367	142.547	147.436	180.669	174.928	167.413	184.277	10,1%
- Saving Deposits	272.471	303.270	349.441	387.180	414.333	374.543	414.283	10,6%
- Time and Certificate Deposits	282.157	308.709	344.780	376.420	431.936	403.098	473.941	17,6%
Other Interest Bearing Liabilities	68.601	70.355	78.745	119.632	138.881	107.068	85.640	-20,0%
Non Interest Bearing Liabilities	27.703	32.386	39.038	47.723	47.897	45.233	41.574	-8,1%
Tier I Capital	93.437	139.786	159.087	172.358	197.219	179.942	175.577	-2,4%
Total Shareholder's Equity	113.127	147.534	168.008	185.275	208.784	190.841	188.044	-1,5%

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

√ √ Total customer deposits include syirkah fund

√ √ √ Loan and NPL are total of BRI, BRISyariah and BRIAgro



Income Statement (Consolidated)

Description	2015	2016	2017	2018	2019
Interest Income	84.767	94.016	102.912	111.583	121.756
Interest Expense	(28.451)	(28.577)	(29.894)	(33.917)	(40.049)
Net Interest Income	56.316	65.439	73.018	77.666	81.707
Net Premium Income		279	385	946	1.011
Fee & Other Opr. Income	13.855	17.288	19.271	23.425	28.439
Gross Operating Income	70.171	83.006	92.675	102.037	111.157
Other Operating Expenses	(29.312)	(35.157)	(38.614)	(41.990)	(44.966)
Pre Provision Operating Profit	40.860	47.849	54.061	60.047	66.192
Provision Expenses	(8.900)	(13.804)	(17.254)	(18.321)	(22.760)
Non Operating Income (Net)	535	2	216	28	(68)
Profit Before Tax n Minor. Int.	32.494	34.047	37.023	41.754	43.364
Net Profit	25.411	26.285	29.045	32.418	34.414

1H'19	1H'20	g YoY
60.026	56.578	-5,7%
(20.101)	(20.076)	-0,1%
39.925	36.502	-8,6%
118	583	396,0%
12.113	13.736	13,4%
52.156	50.822	-2,6%
(21.936)	(25.418)	15,9%
30.220	25.405	-15,9%
(10.318)	(9.892)	-4,1%
(41)	26	-164,8%
19.861	15.539	-21,8%
16.163	10.201	-36,9%



BRI (BANK ONLY)



Financial Highlights

IDR Billion

	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Asset/Liabilities								
Total Assets (IDR Billion)	845.998	964.001	1.076.438	1.234.200	1.343.078	1.224.398	1.309.321	6,9%
Total Loans (Gross) (IDR Billion)	558.436	635.291	702.395	798.881	859.558	837.193	869.042	3,8%
Total Deposits (IDR Billion)	642.774	723.845	803.327	898.033	969.750	899.393	1.013.156	12,6%
Asset Quality								
NPL (gross)	2,02%	2,03%	2,12%	2,16%	2,62%	2,35%	2,98%	
NPL (nett)	1,22%	1,09%	0,88%	0,92%	1,04%	1,12%	0,77%	
Liquidity								
CASA	59,21%	60,57%	60,65%	61,84%	59,01%	58,72%	56,64%	
LDR	86,88%	87,77%	87,44%	88,96%	88,64%	93,09%	85,78%	
RIM/MIR (Macroprudential Intermediary Ratio)				88,51%	85,31%	92,17%	82,3%	
LCR				201,29%	229,98%	201,76%	243,57%	
NSFR				133,50%	136,17%	128,69%	138,10%	
Profitability								
Net Profit (IDR Billion)	25.204	25.753	28.469	31.702	34.029	16.203	10.201	-37,0%
Cost of Fund (CoF)	4,24%	3,83%	3,27%	3,47%	3,58%	3,64%	3,54%	
NIM	7,85%	8,00%	7,92%	7,45%	6,98%	7,02%	5,72%	
Cost Efficiency Ratio (CER)	41,28%	41,26%	41,15%	41,02%	40,26%	41,35%	50,23%	
Operating Expense to Operating Income	66,69%	68,69%	69,14%	68,40%	70,10%	71,12%	77,49%	
ROA before tax	4,19%	3,84%	3,69%	3,68%	3,50%	3,31%	2,41%	
ROE Tier 1	29,89%	23,08%	20,03%	20,49%	19,41%	19,02%	12,62%	
ROE B/S	24,39%	19,98%	18,72%	18,87%	17,77%	17,40%	11,33%	
Capital								
Tier1 CAR	16,76%	21,91%	21,95%	20,15%	21,52%	19,73%	18,81%	
Total CAR	20,59%	22,91%	22,96%	21,21%	22,55%	20,77%	19,83%	

√ 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

IDR Billion

Description	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Total Assets	845.998	964.001	1.076.438	1.234.200	1.343.078	1.224.398	1.309.321	6,9%
- Gross Loans	558.436	635.291	702.395	798.881	859.558	837.193	869.042	3,8%
- Government Bonds (Recap)	3.816	3.318	3.318	1.505	1.130	1.505	1.130	-24,9%
- Other Earning Assets	190.735	230.833	270.505	322.521	372.442	282.429	380.682	34,8%
Total Earning Assets	752.987	869.443	976.218	1.122.907	1.233.131	1.121.127	1.250.855	11,6%
Earning Assets Provision	(17.030)	(21.944)	(29.062)	(34.570)	(37.670)	(38.285)	(54.798)	43,1%
Total Earning Assets (net)	735.957	847.498	947.156	1.088.337	1.195.460	1.082.842	1.196.057	10,5%
Total Non Earning Assets	110.041	116.502	129.283	145.863	147.617	141.556	113.264	-20,0%
Total Liabilities & S.E	845.998	964.001	1.076.438	1.234.200	1.343.078	1.224.398	1.309.321	6,9%
Total Customer Deposits	642.774	723.845	803.327	898.033	969.750	899.393	1.013.156	12,6%
- Demand Deposits	112.989	140.764	144.432	176.405	167.843	162.278	172.763	6,5%
- Savings	267.607	297.649	342.759	378.909	404.360	365.826	401.092	9,6%
- Time Deposits	262.178	285.432	316.135	342.719	397.547	371.289	439.301	18,3%
Other Interest Bearing Liabilities	67.712	68.659	77.495	117.431	135.752	104.634	84.351	-19,4%
Non Interest Bearing Liabilities	23.120	26.038	30.570	37.718	33.910	34.091	28.719	-15,8%
Tier I Capital	89.992	136.670	154.669	164.925	187.012	170.598	165.118	-3,2%
Total Shareholder's Equity	112.392	145.458	165.047	181.019	203.665	186.281	183.095	-1,7%

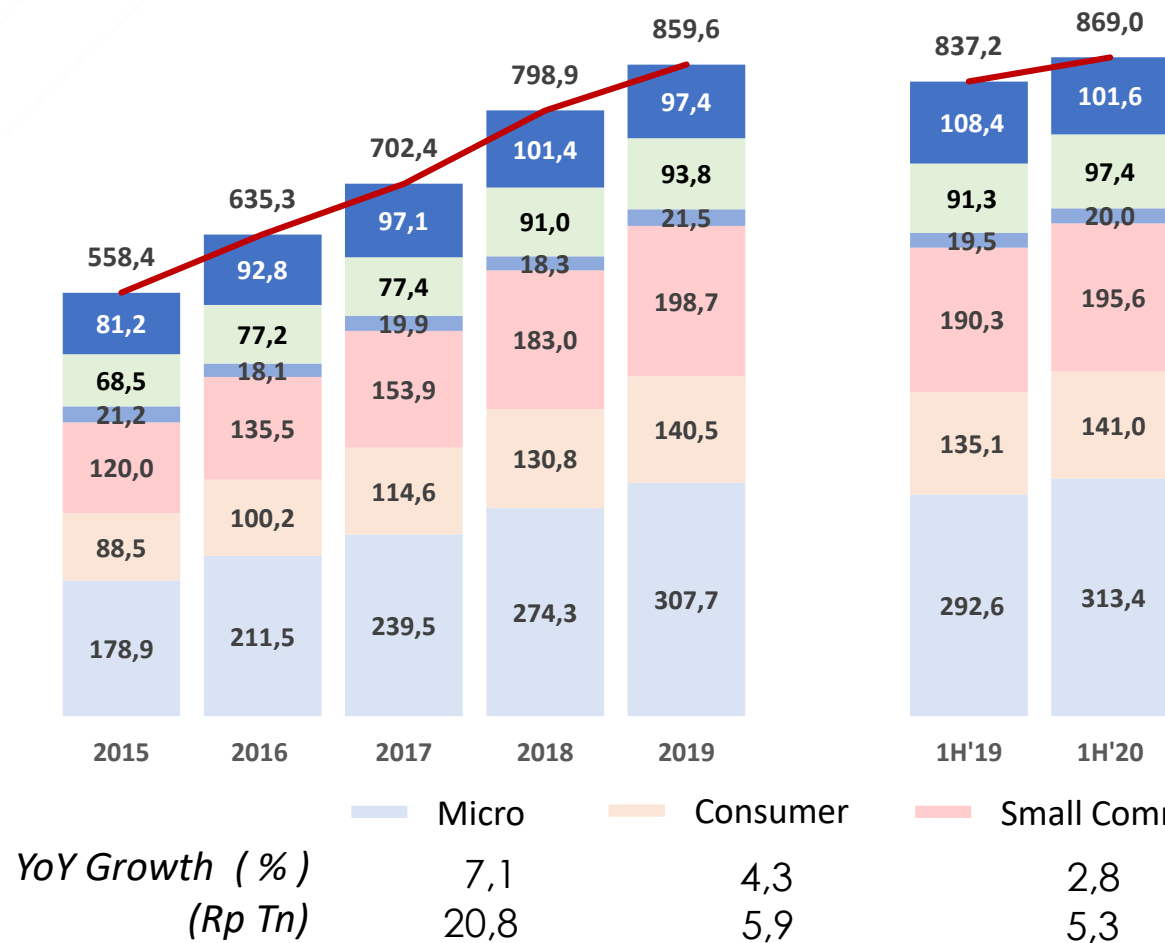
√ Started in 2018, Loan has been adjusted due to reclassification of Trade Finance/LC Related Receivables from Loan to Other Earning Assets-Other Receivables



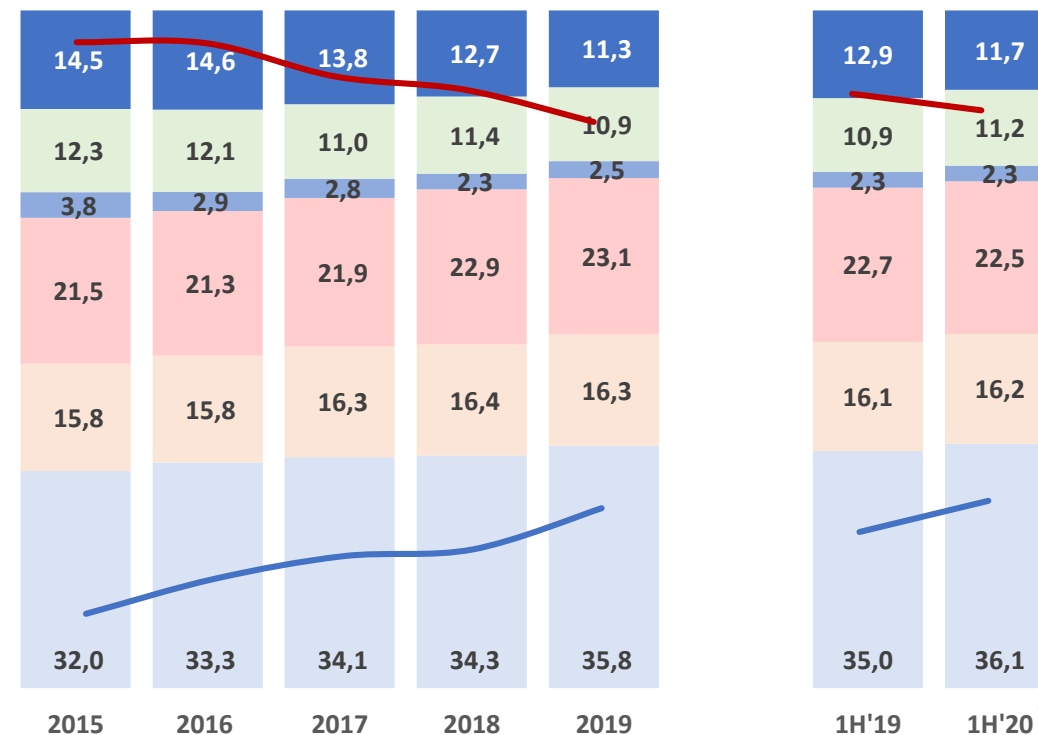
Loan – Mix and Growth

Loan Outstanding – by business segment

(IDR Trillion)

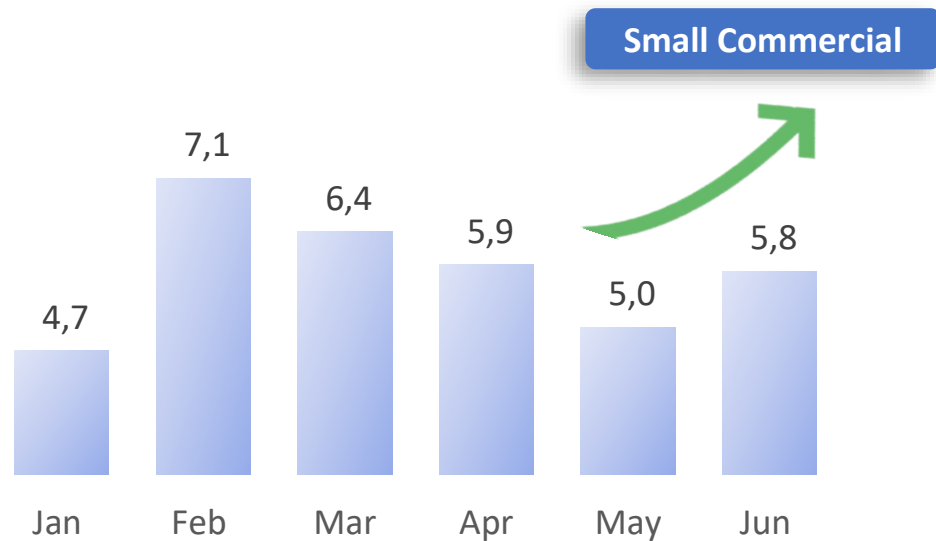
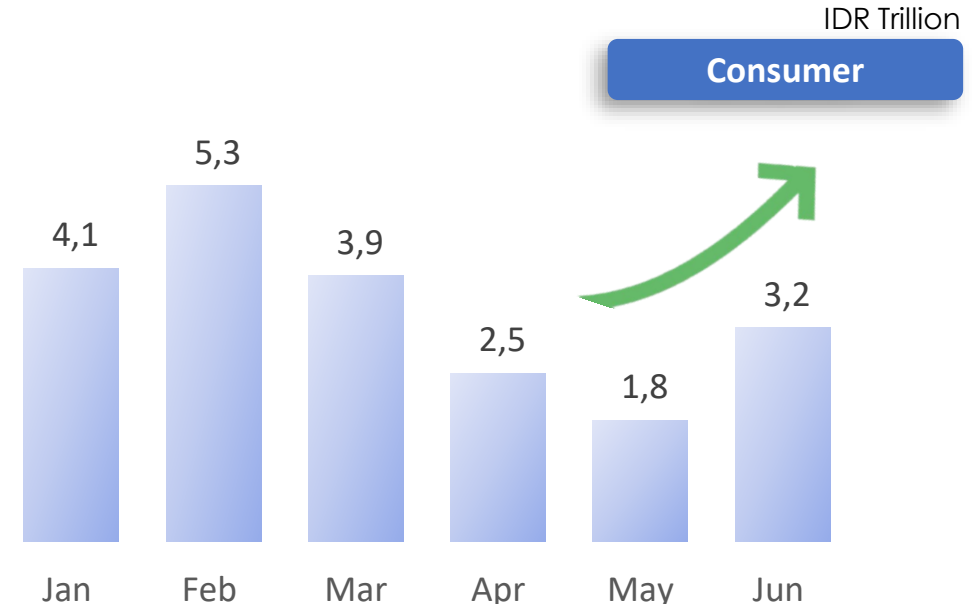
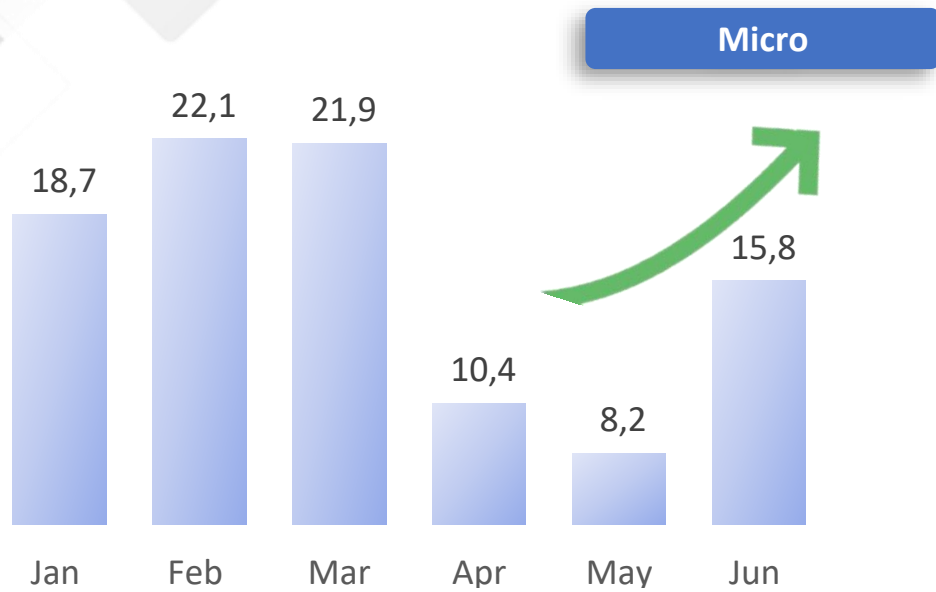


Composition – by business segment (%)





Monthly Loan Disbursement



... Loans disbursement in Micro, Consumer & Medium Segment is increasing ...

Non Performing Loan – gross by segment (%)

NPL%	2015	2016	2017	2018	2019	1H'19	1H'20
Micro	1,13	1,00	1,08	1,01	1,18	1,40	1,18
Consumer	1,30	1,18	1,05	1,03	1,10	1,35	1,50
Small Comm	2,89	2,95	3,01	3,14	3,17	3,75	3,63
Medium	8,35	7,90	5,45	6,80	5,38	5,61	6,79
Corporate	4,15	5,40	6,91	5,49	8,75	4,83	10,75
SoE	0,00	0,00	0,00	1,10	1,73	1,03	1,11
Total NPL	2,02	2,03	2,12	2,16	2,62	2,35	2,98

Special Mention – by segment (%)

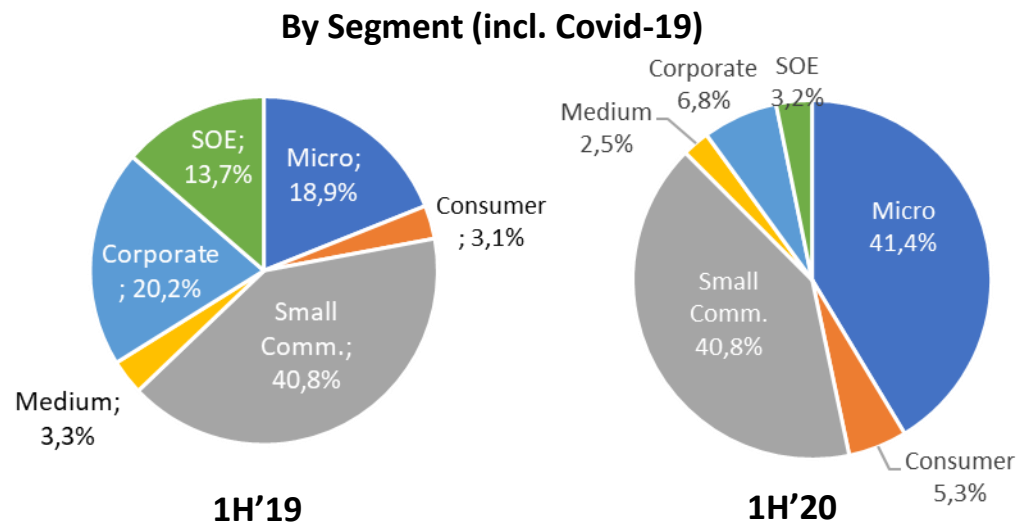
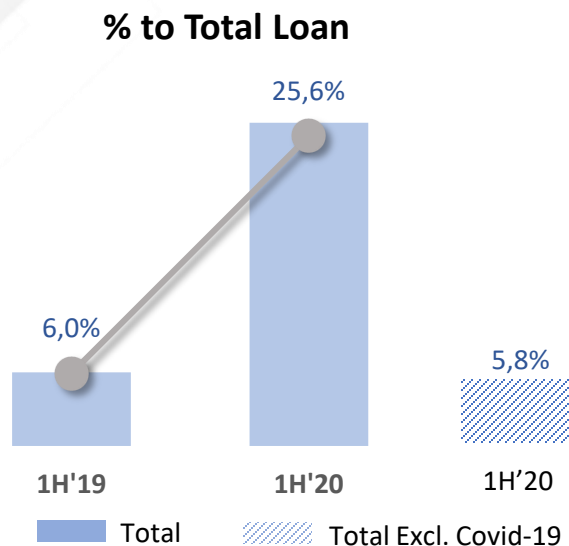
SML%	2015	2016	2017	2018	2019	1H'19	1H'20
Micro	6,00	4,43	4,04	3,51	3,51	4,60	2,25
Consumer	4,02	3,04	2,85	2,49	2,52	3,08	3,49
Small Comm	7,06	6,06	5,79	4,28	4,63	6,41	5,91
Medium	5,37	3,04	3,24	2,87	2,97	6,57	7,04
Corporate	2,83	3,79	5,86	7,73	5,82	10,66	7,29
SoE	2,60	3,30	1,98	0,86	4,29	3,86	4,33
Total SML	4,81	4,28	4,12	3,65	3,93	5,37	4,19

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

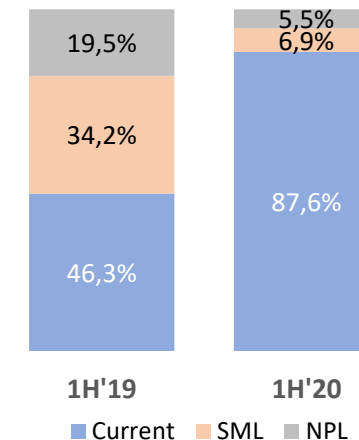


Restructured Loans & Loan at Risk

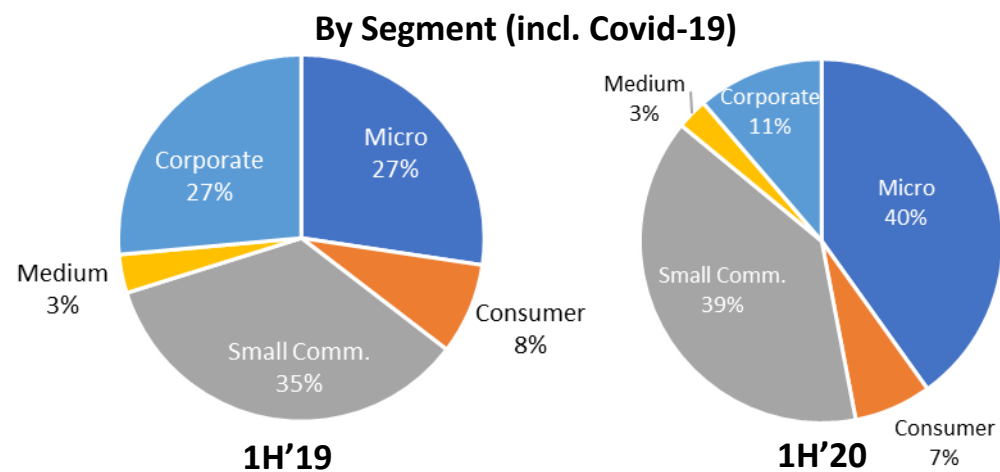
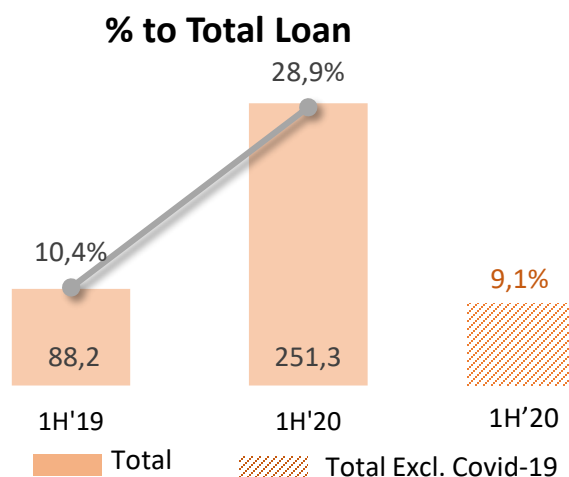
Restructured Loans



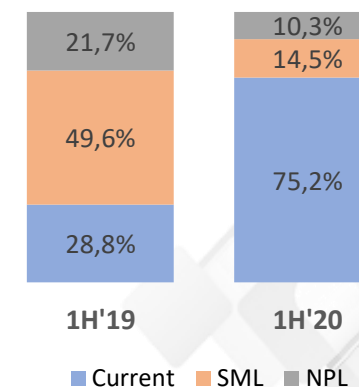
By Quality (incl. Covid-19)



Loan At Risk



By Quality (incl. Covid-19)

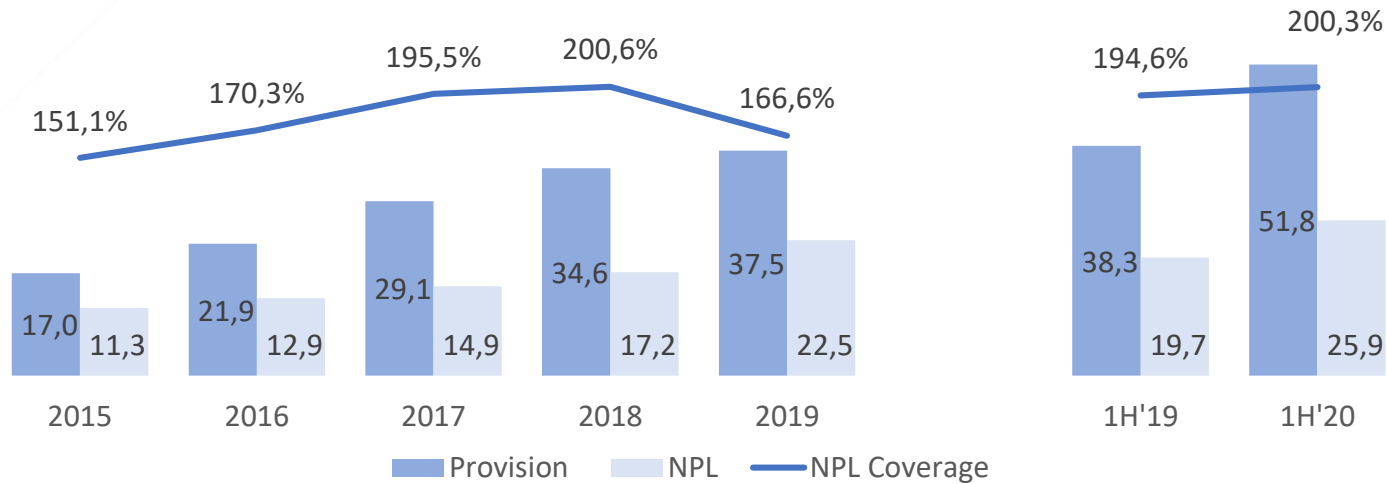




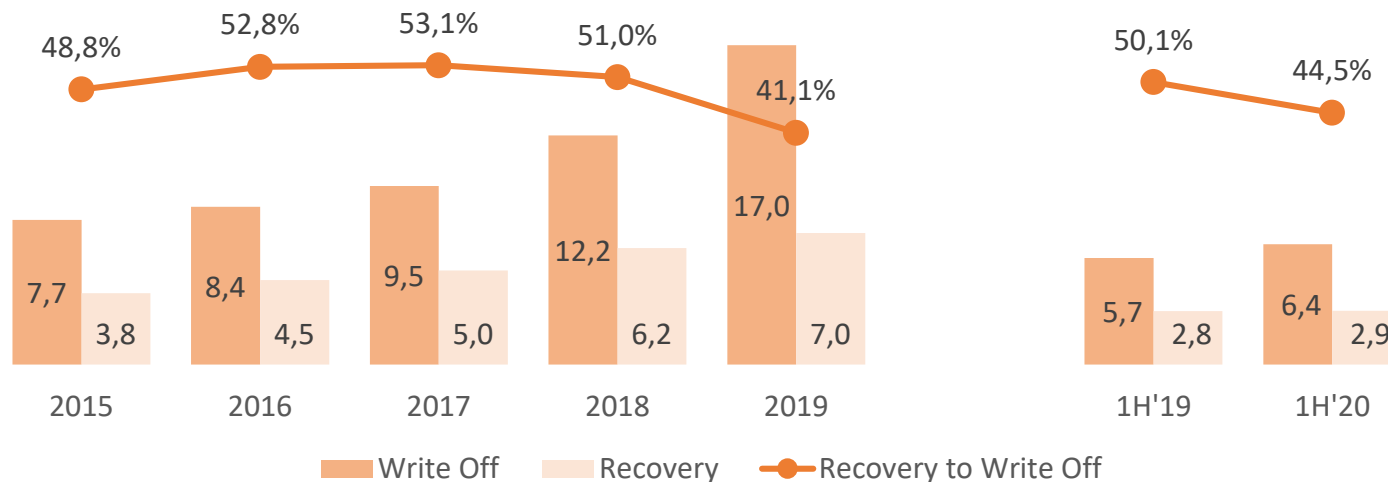
NPL Coverage Ratio, Write Off, and Recovery

NPL Coverage Ratio

IDR Trillion



Write Off & Recovery



“LAR Coverage (exclude Covid-19) maintained at 60.7%”

BRI's Strategies to Optimize Recovery Income



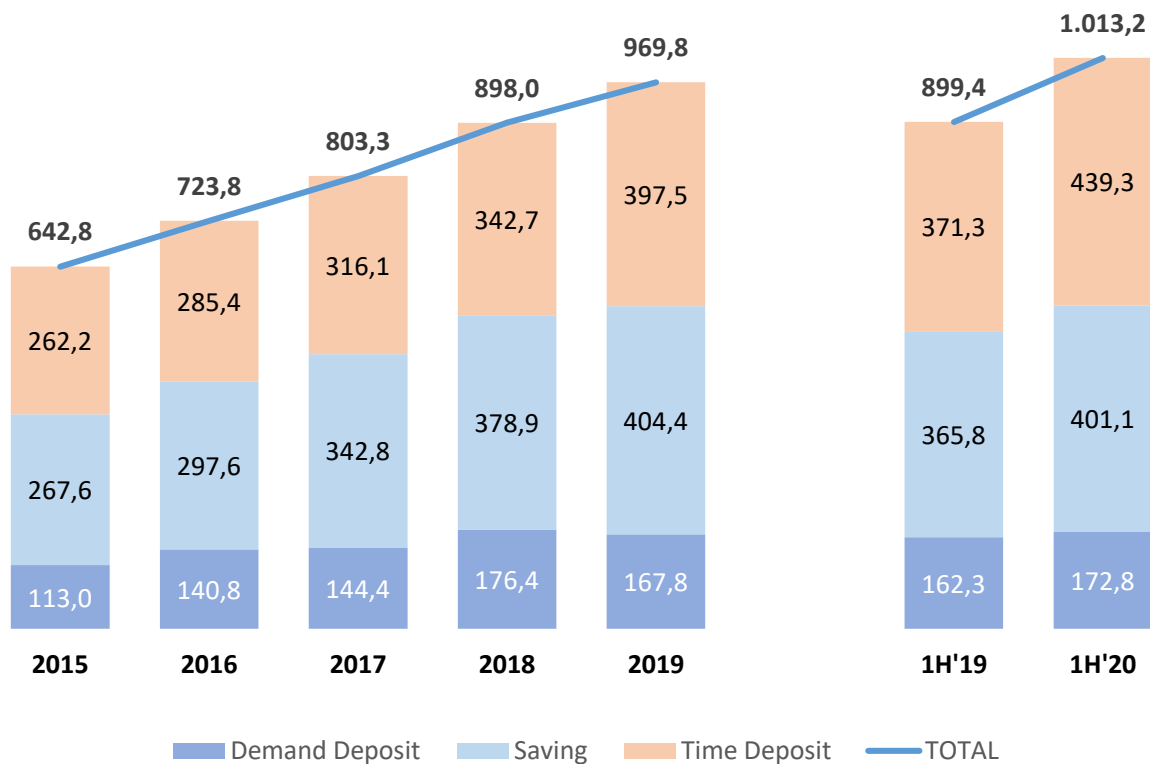
- Collateral sale by accelerating auction
- Partnership with Asset Management Company
- Legal Action



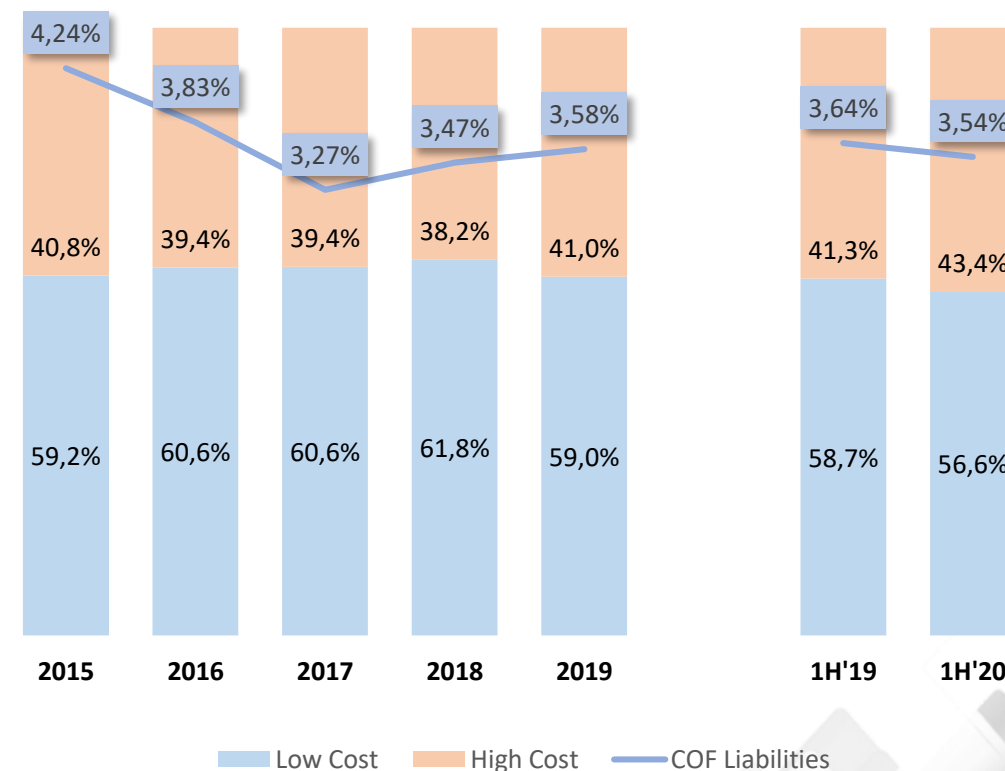
Deposits – Mix and Growth

Deposits Growth: Trend

(IDR Trillion)



Deposits Composition, COF





Income Statement

IDR Billion

Description	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Interest Income	81.554	90.015	98.254	106.337	115.639	57.120	53.162	-6,9%
<i>Interest from Loans</i>	72.817	80.389	87.236	94.794	103.028	50.381	46.562	-7,6%
<i>Int. from Other Earning Assets</i>	8.737	9.626	11.018	11.543	12.611	6.739	6.600	-2,1%
Interest Expense	(26.958)	(26.920)	(27.825)	(31.428)	(37.078)	(18.654)	(18.610)	-0,2%
Net Interest Income	54.595	63.095	70.429	74.908	78.560	38.466	34.552	-10,2%
Fee & Other Opr. Income *	13.670	16.679	18.693	22.777	27.552	11.759	13.714	16,6%
Gross Operating Income	68.265	79.774	89.121	97.685	106.112	50.225	48.266	-3,9%
Operating Expenses	(27.973)	(33.028)	(36.313)	(39.466)	(41.782)	(20.501)	(23.610)	15,2%
Pre Provision Operating Profit	40.292	46.746	52.809	58.219	64.329	29.724	24.656	-17,0%
Provision Expenses	(8.581)	(13.320)	(16.660)	(17.442)	(21.307)	(9.755)	(9.200)	-5,7%
Non Operating Income (Net)	500	15	202	21	(72)	(54)	(6)	-88,7%
Profit Before Tax n Minor. Int.	32.211	33.442	36.351	40.798	42.950	19.915	15.450	-22,4%
Tax Revenue (Expense)	(7.007)	(7.688)	(7.881)	(9.096)	(8.921)	(3.712)	(5.248)	41,4%
Net Profit	25.204	25.753	28.469	31.702	34.029	16.203	10.201	-37,0%
EPS**	204	209	231	257	276	263	165	-37,0%

*) Detail on the Fee & Other Operating Income on page 31

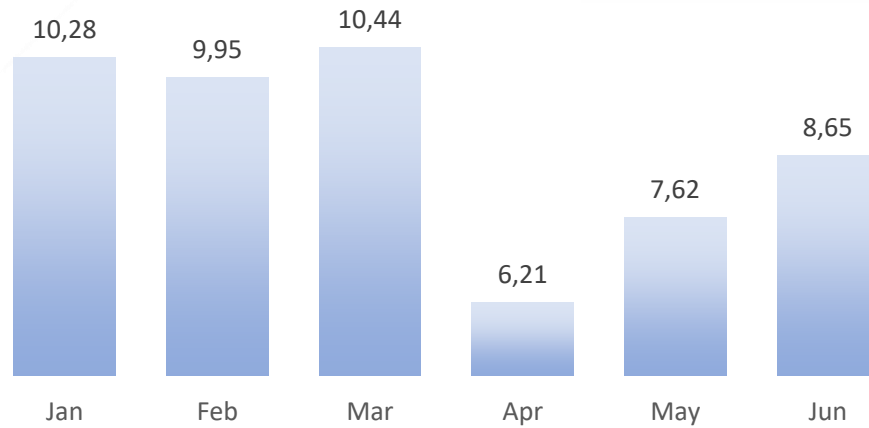
**) Annualized



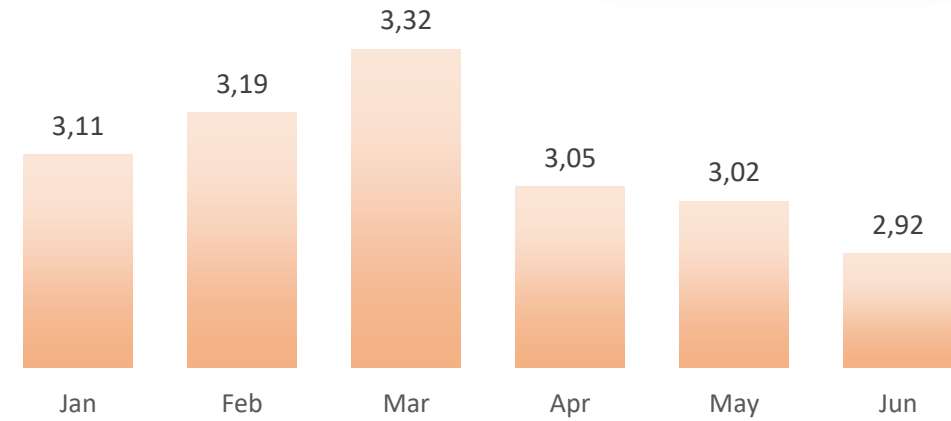
MONTHLY UPPER LINE TREND

IDR Trillion

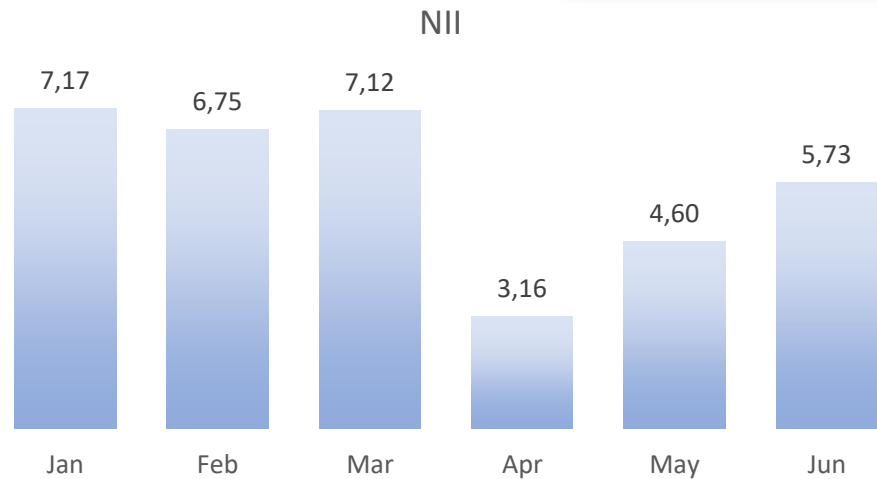
INTEREST INCOME



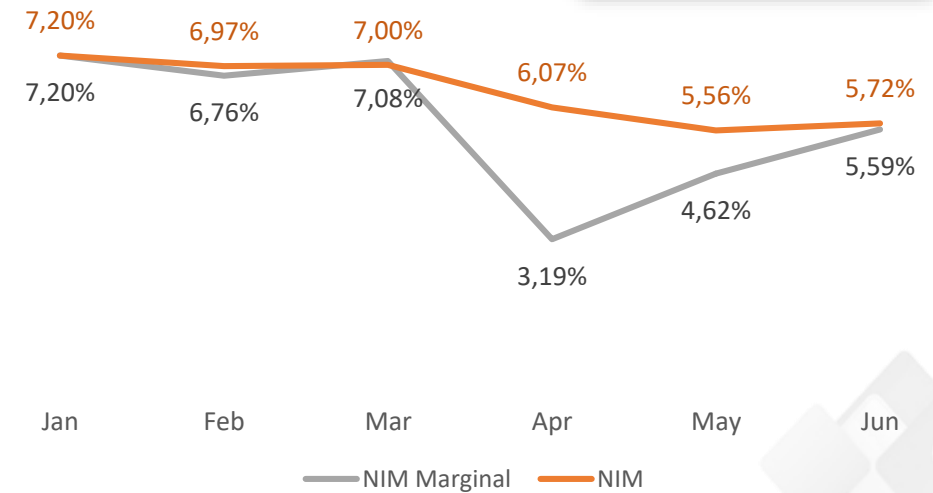
INTEREST EXPENSE



NII



NIM



"Trend of monthly interest income is reversing since April."



Other Operating Income & Expenses

IDR Billion

Other Operating Income

Other Operating Income	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Gain Fr Sales of Securities (realized)	63	374	705	576	1.483	548	1.057	92,8%
Increase in Fair Value of Securities (unrealized)	-	-	3	2	61	39	59	49,1%
Fees and Commissions	7.352	9.210	10.303	11.900	14.293	6.201	7.430	19,8%
Gain fr Forex	458	-	176	932	153	67	229	239,8%
Recovery	3.780	4.461	5.044	6.200	6.997	2.846	2.858	0,4%
Others	2.017	2.634	2.462	3.167	4.564	2.057	2.082	1,2%
Total Other Operating Income	13.670	16.679	18.693	22.777	27.552	11.759	13.714	16,6%

Other Operating Expenses

Other Operating Expenses	2015	2016	2017	2018	2019	1H'19	1H'20	g YoY
Personnel	15.961	17.648	19.437	21.356	22.976	11.458	13.238	15,5%
General and Administration	9.918	11.325	12.469	13.602	14.404	6.706	7.544	12,5%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	7	-	-	-	-	-	-	-
Losses from forex transaction	-	272	-	-	-	-	-	-
Premium Paid on Govt Guarantees	-	-	-	-	-	-	-	-
Promotion	858	1.265	1.262	2.107	2.107	810	863	6,6%
Others	1.229	2.519	3.146	2.401	2.296	1.527	1.965	28,7%
Total Other Operating Expenses	27.973	33.028	36.313	39.466	41.782	20.501	23.610	15,2%



Financial Ratios

Description	2015	2016	2017	2018	2019	1H'19	1H'20
CASA	59,21%	60,57%	60,65%	61,84%	59,01%	58,72%	56,64%
Cost of Fund (COF)	4,24%	3,83%	3,27%	3,47%	3,58%	3,64%	3,54%
Loan to Deposit Ratio	86,88%	87,77%	87,44%	88,96%	88,64%	93,09%	85,78%
RIM/MIR Macroprudential Intermediary Ratio				88,51%	85,31%	92,17%	82,26%
Net Interest Margin (NIM)	7,85%	8,00%	7,92%	7,45%	6,98%	7,02%	5,72%
Cost Efficiency Ratio (CER)	41,28%	41,26%	41,15%	41,02%	40,26%	41,35%	50,23%
Earning Asset Provision	2,37%	2,75%	3,11%	3,26%	3,31%	3,49%	4,72%
Opr. Expense to Opr. Income	66,69%	68,69%	69,14%	68,40%	70,10%	71,12%	77,49%
NPL ratio - Gross	2,02%	2,03%	2,12%	2,16%	2,62%	2,35%	2,98%
NPL ratio - Nett	1,22%	1,09%	0,88%	0,92%	1,04%	1,12%	0,77%
Return on Assets (ROA) - b.t	4,19%	3,84%	3,69%	3,68%	3,50%	3,31%	2,41%
Return on Assets (ROA) - a.t	3,28%	2,96%	2,89%	2,86%	2,77%	2,70%	1,59%
Return on Equity (ROE) - Tier I	29,89%	23,08%	20,03%	20,49%	19,41%	19,02%	12,62%
Return on Equity (ROE) - B/S	24,39%	19,98%	18,72%	18,87%	17,77%	17,40%	11,33%
Primary Reserve Requirement (IDR)	9,31%	6,94%	6,52%	7,16%	6,57%	6,50%	3,22%
Net Open Position	2,33%	6,67%	4,22%	3,73%	1,91%	4,06%	1,08%
Tier I CAR	16,76%	21,91%	21,95%	20,15%	21,52%	19,73%	18,81%
Total CAR	20,59%	22,91%	22,96%	21,21%	22,55%	20,77%	19,83%



BUSINESS UPDATES

A graphic element consisting of a dark blue horizontal bar with the word "MICRO" in white. To the right of the bar is a grey trapezoidal shape, and an orange line forms a rectangular frame around the right side of the blue bar and the grey shape.

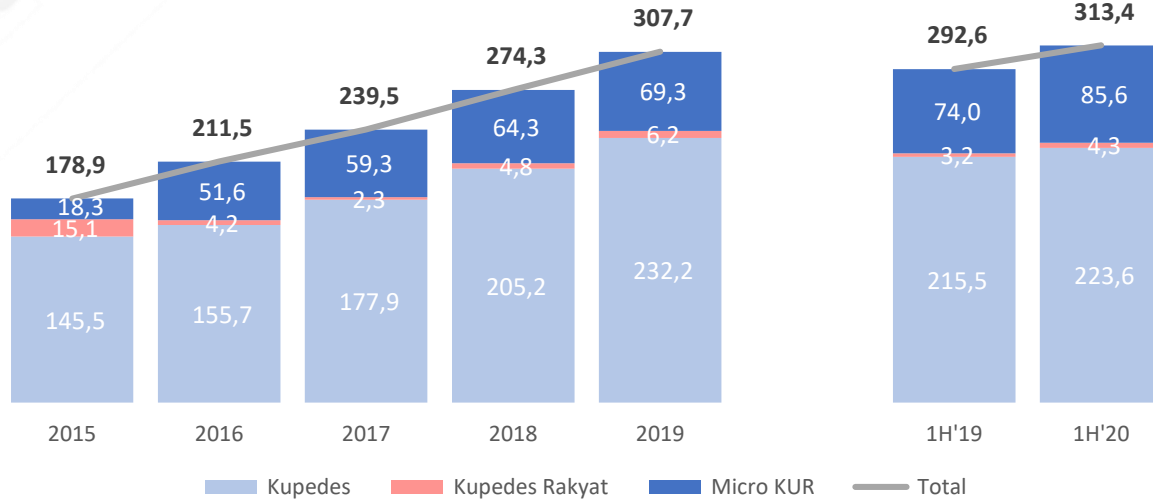
MICRO



Micro Banking – Loan and Deposits

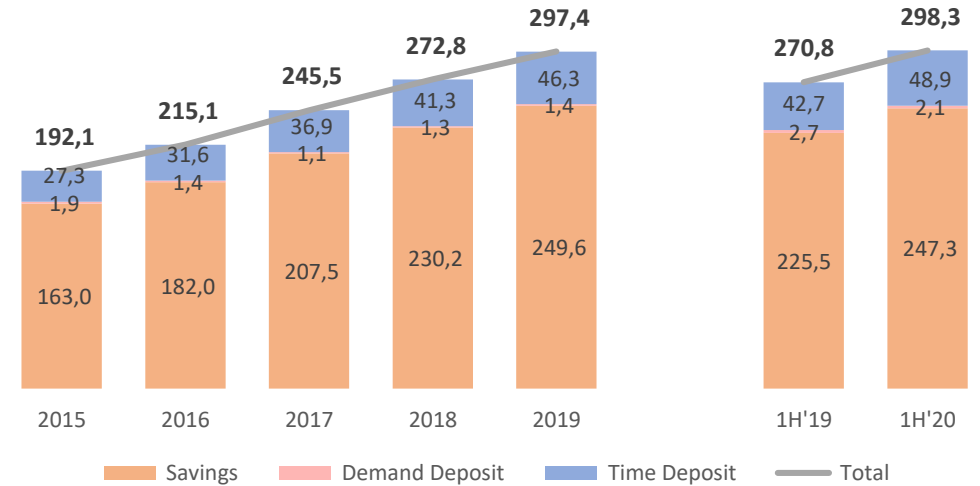
Micro Loans (IDR Trillion)

YoY g = 7,1%



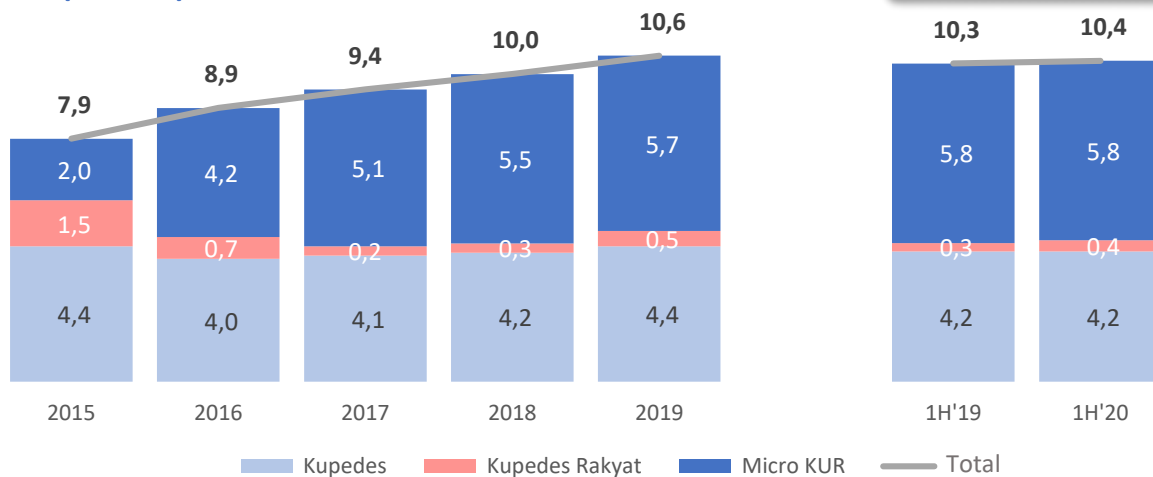
Micro Deposits - Mix (IDR Trillion)

YoY g = 10,2%

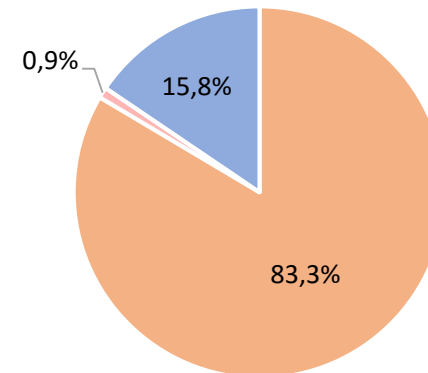


Micro Borrowers (Million)

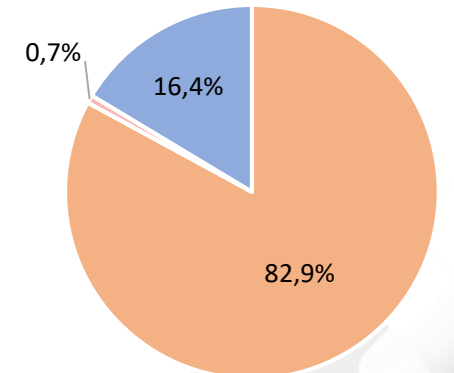
YoY g = 0,8%



1H'19



1H'20

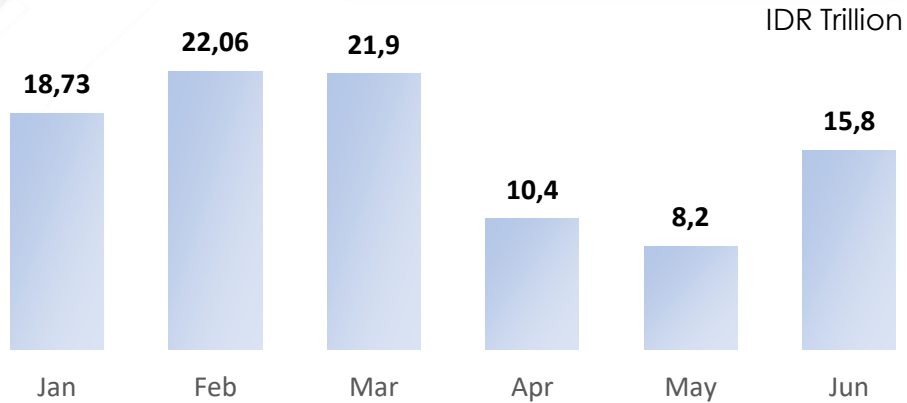


Savings Demand Deposit Time Deposit

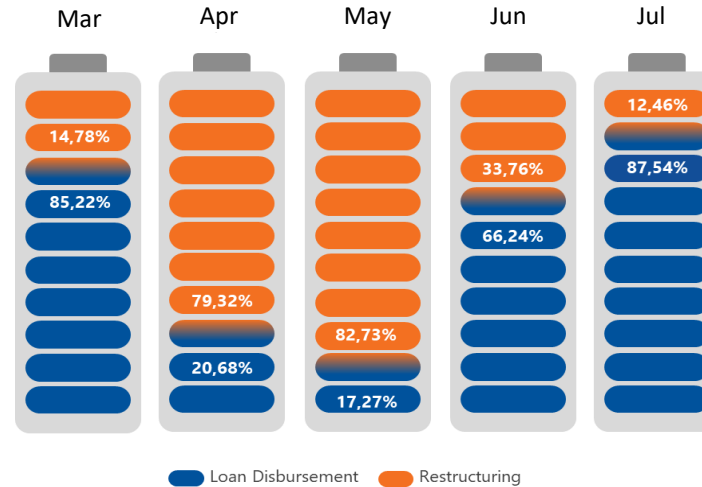


Micro Business Recoveries

MONTHLY LOAN DISBURSEMENT



FOCUS SHIFT OF MICRO LOAN OFFICERS



"Business activities start to recover as the government relaxes the large scale social restriction."

KUPEDES BANGKIT

Working capital loan with modified repayment scheme to support borrowers' business recovery during pandemic

Schemes

Maximum Plafond
20% from existing Kupedes

IDR **25** Million

Total Exposure

250 Million

6 Months Grace Period

Launch
July 1st 2020

Target Market

Non Restructured Borrowers

Current collectability in the last 6 months

Restructured Borrowers

- Current/ SML collectability as of Feb 2020
- Prompt payment of installments during restructuring period

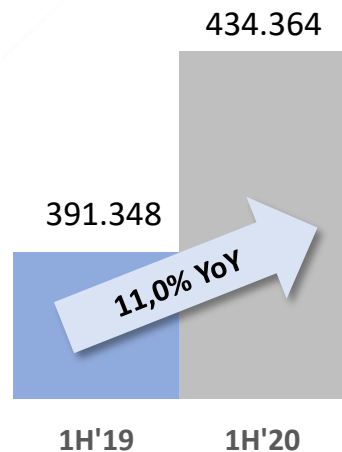
As of 31 July 2020,

IDR **103,1 Billion**

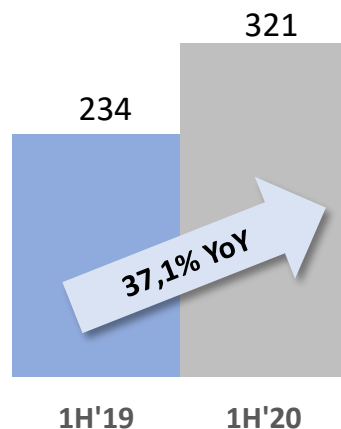
8,6 thousand borrowers

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

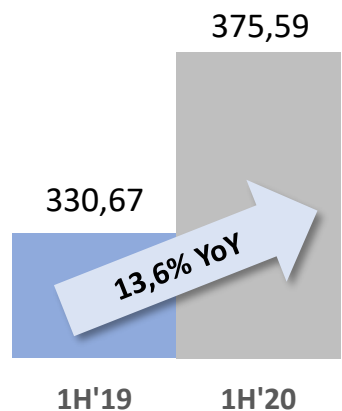
of Agents



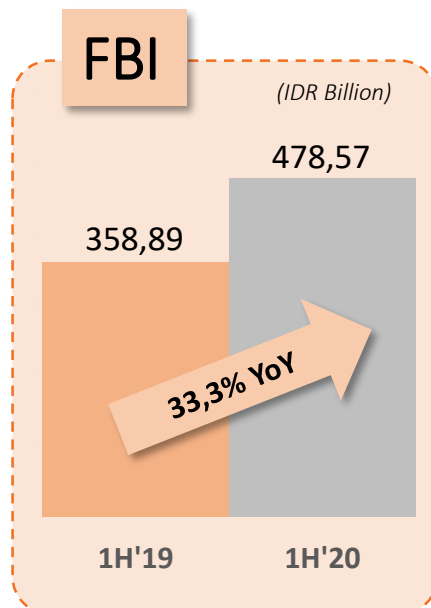
of Transaction
(In Million)



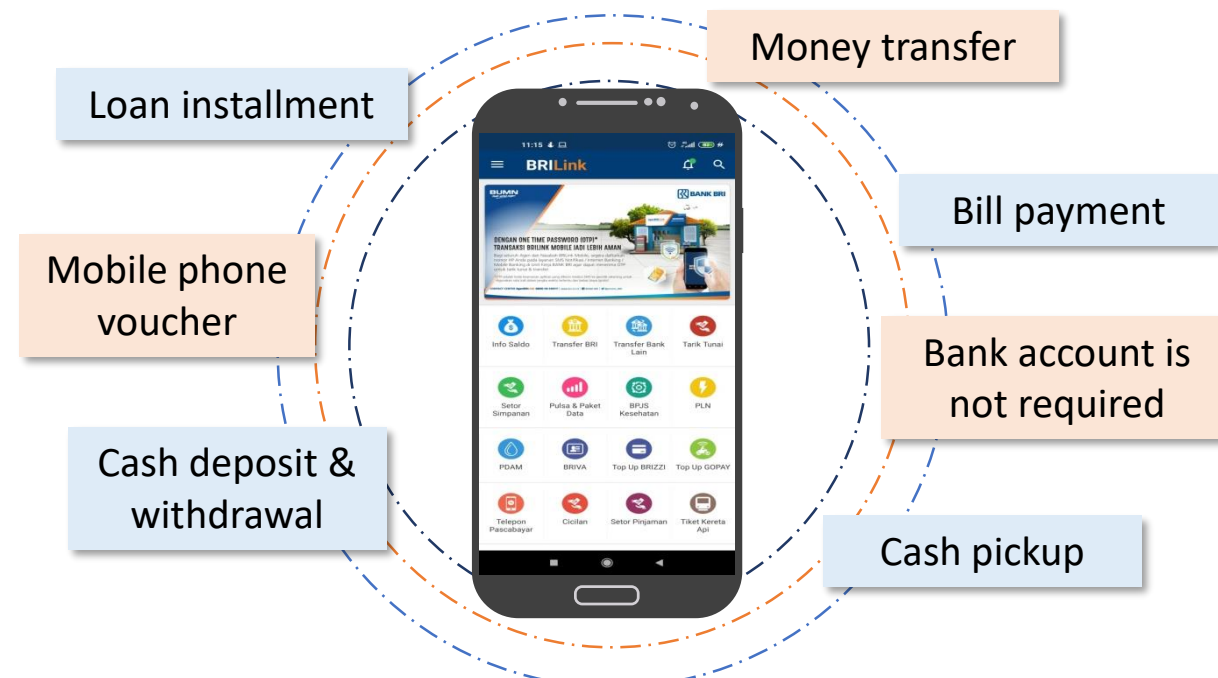
Transaction Volume
(IDR Trillion)



FBI



SERVICES PROVIDED



70,8 Thousand saving referrals (↑ 180,1% YoY)

60,6 Thousand loan referrals (↑ 608,1% YoY)

IDR 9,45 T CASA (↑ 78,3% YoY)

52,6 Thousand (70% of total) villages acquisitions



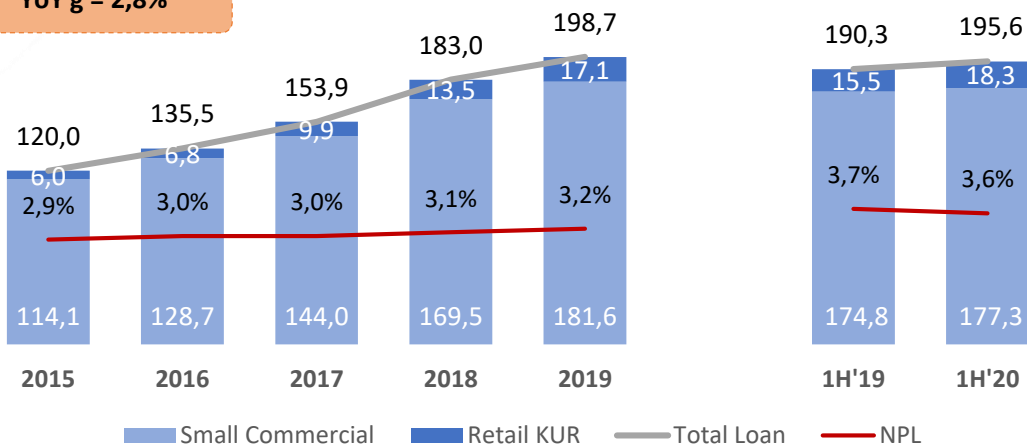
SMALL COMMERCIAL & MEDIUM



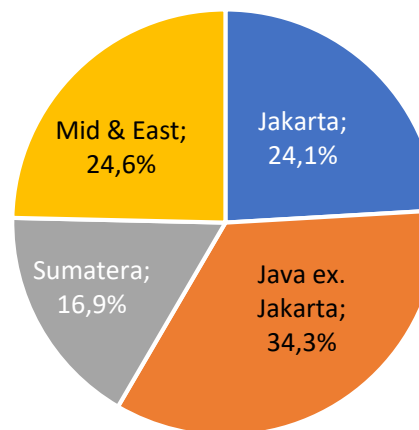
Small Commercial and Medium Loans

Small Commercial (IDR Trillion)

YoY g = 2,8%

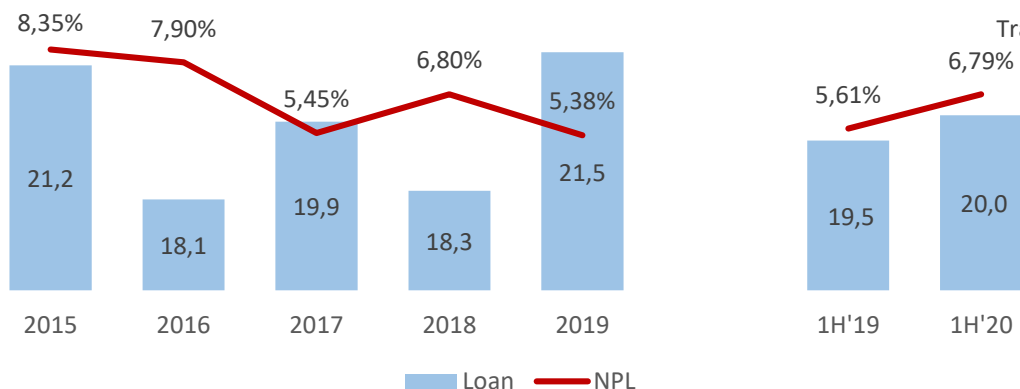


By Region (%)

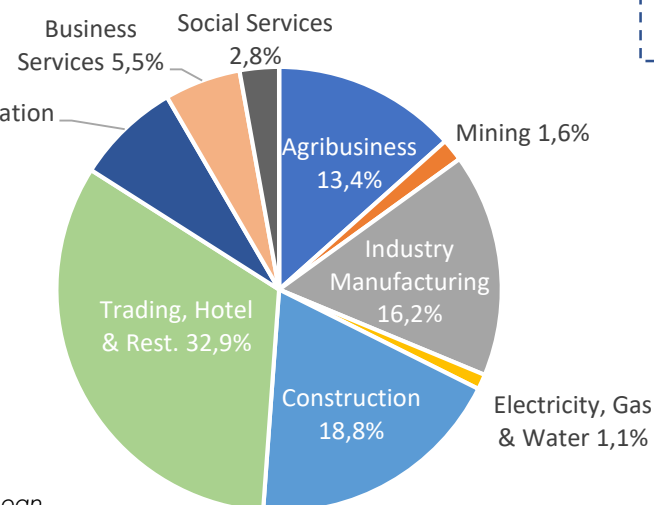


Medium (IDR Trillion)

YoY g = 3,0%



By Economic Sectors (%)



KMK TANGGUH*
As of August 15th 2020



IDR **1.3 Trillion**



2.3 thousand borrowers

*Govt Guaranteed Loan Scheme

√ 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

Outstanding

(IDR Trillion)

Consumer Loan	2015	2016	2017	2018	2019	1H'19	1H'20	g QoQ	g YoY	Composition
Salary Based	69,5	78,2	88,0	97,8	101,3	98,7	100,8	-1,8%	2,1%	71,5%
Mortgage	15,7	18,2	22,1	27,1	32,3	29,8	33,5	1,2%	12,4%	23,8%
Vehicle Loan	1,6	2,2	2,6	3,7	4,1	4,1	3,8	-11,0%	-6,2%	2,7%
Card and Others	1,6	1,6	1,8	2,3	2,7	2,5	2,8	1,7%	11,7%	2,0%
Total	88,5	100,2	114,6	130,8	140,5	135,1	141,0	-1,2%	4,3%	100,0%

NPL (%)

Consumer Loan	2015	2016	2017	2018	2019	1H'19	1H'20
Salary Based	0,96%	0,81%	0,74%	0,73%	0,69%	0,91%	0,96%
Mortgage	2,48%	2,60%	2,18%	1,92%	2,30%	2,64%	2,99%
Vehicle Loan	1,23%	0,60%	0,56%	0,47%	0,71%	0,60%	0,79%
Card and Others	4,69%	4,07%	2,95%	4,07%	2,85%	4,35%	3,82%
Total	1,30%	1,18%	1,05%	1,03%	1,10%	1,35%	1,50%

- Consumer loan grew 4,3% YoY and salary based loan is still the biggest portion of the consumer loans of 71,5% in 1H 2020.

Consumer Business Strategies

- Integrated digitized business process (BRISPOT for customers)
- Fully digital product for untapped market
- Leveraging new source of growth through digital partnership



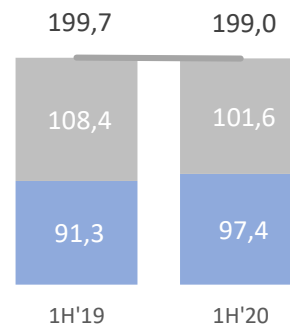
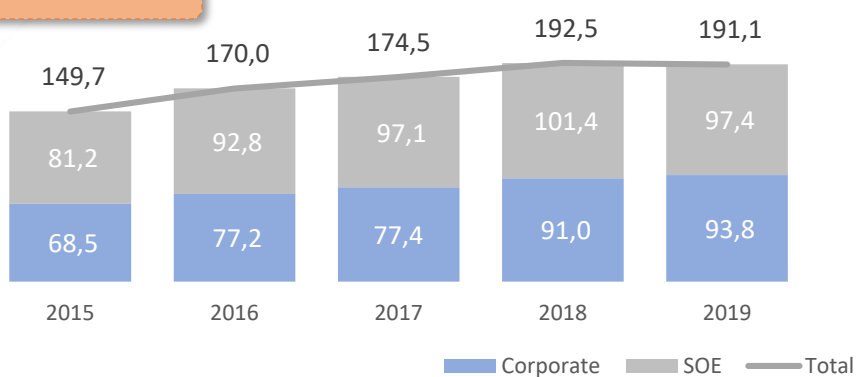


CORPORATE & SOE

Loan Outstanding – Trend

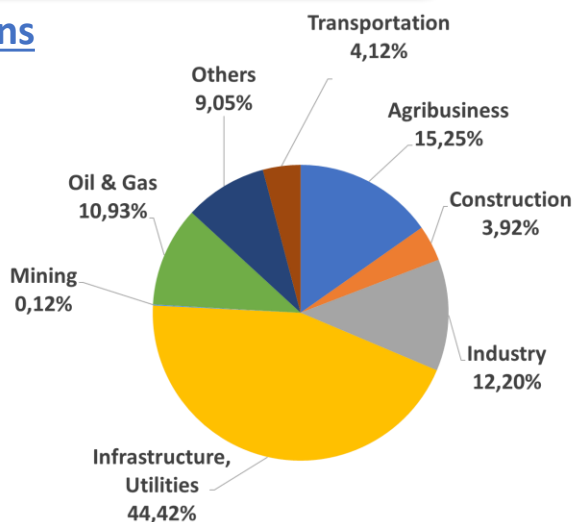
(IDR Trillion)

YoY g = - 0,3%

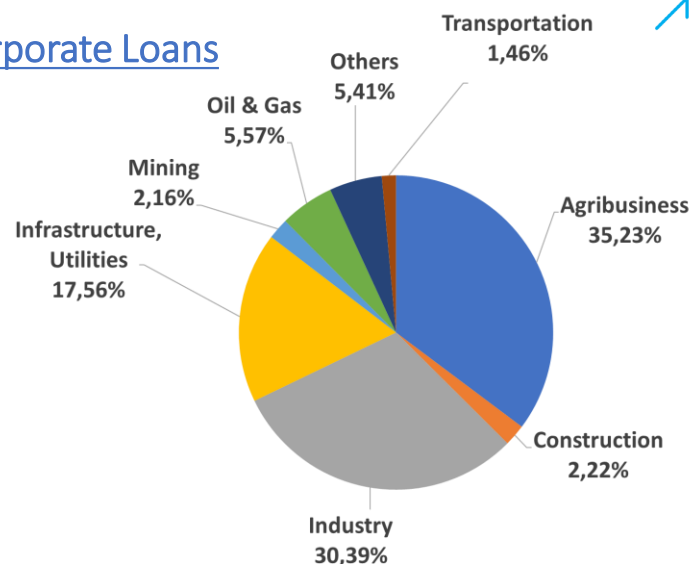


By Business Segment

SOE Loans



Corporate Loans



Corporate Business Strategies

- Increase Other Operating Income through transaction banking (non cash loan i.e. forex line & trade line)
- Value chain optimization
- Improve asset quality
- Disburse on selective business sectors



FEES & OTHER OPERATING INCOME

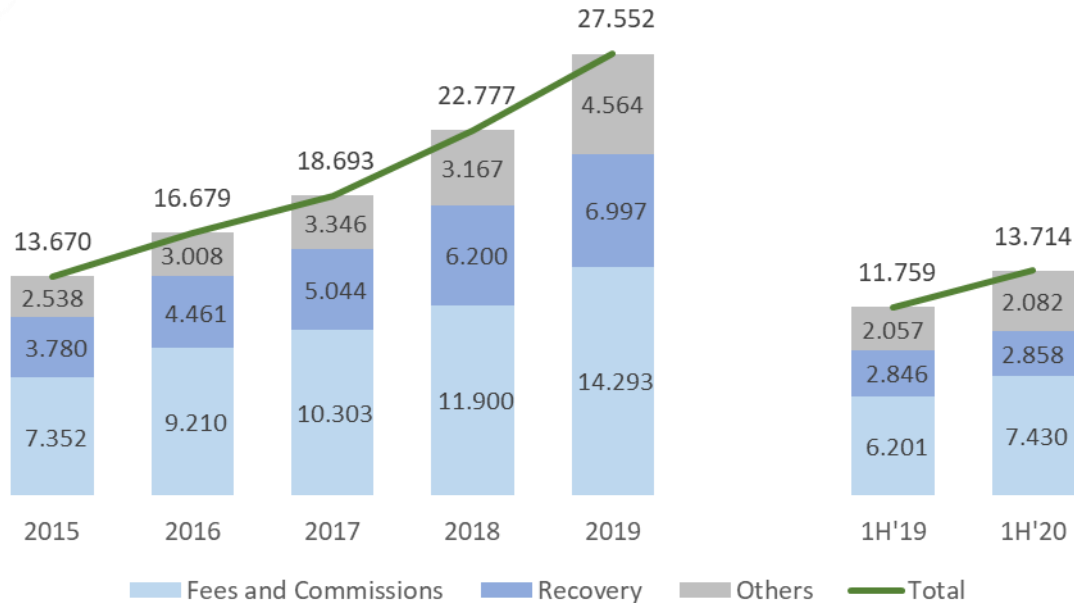


Other Operating Income

Other Operating Income

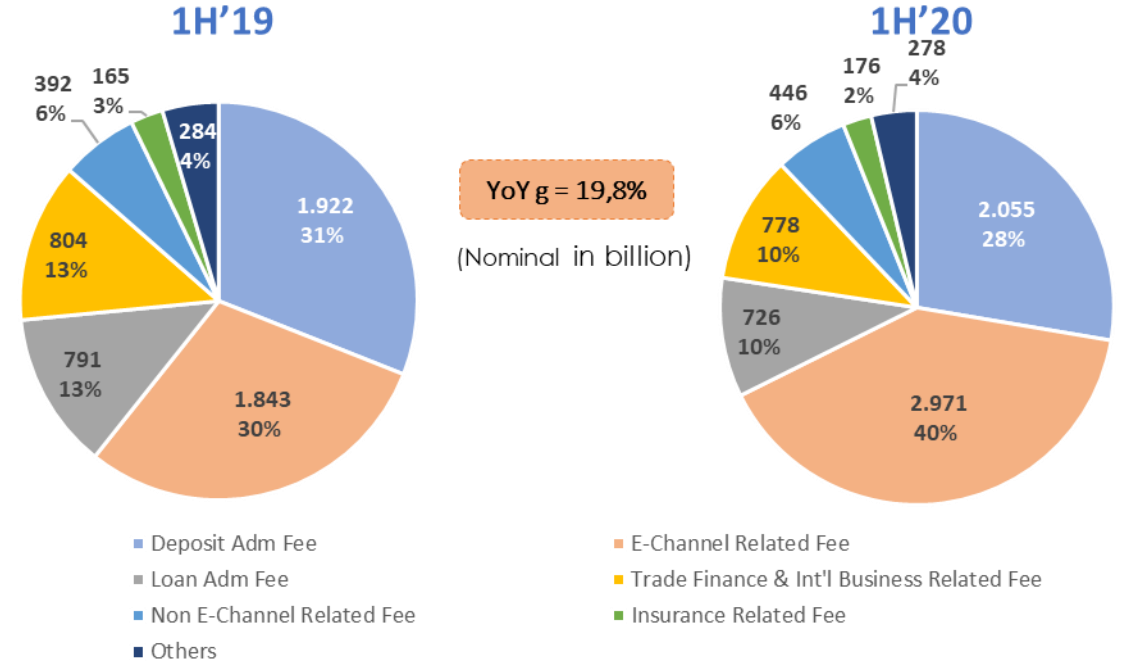
(IDR Billion)

YoY g = 16,6%

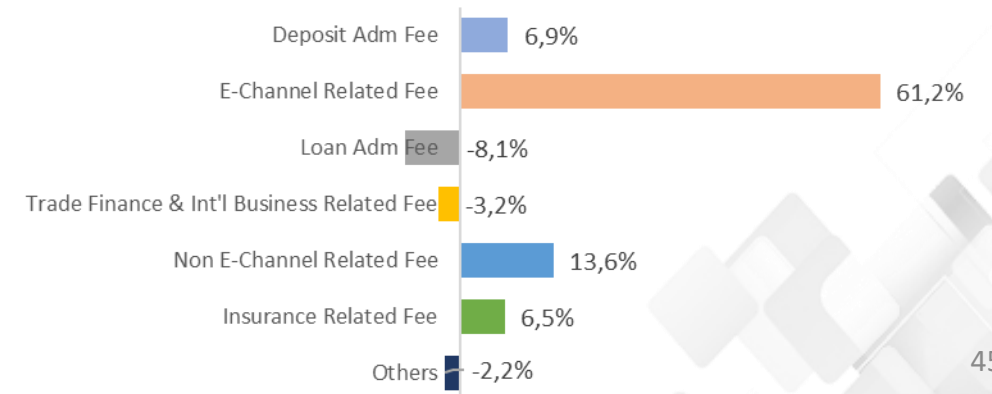


- Strong Fees and Commissions grew by 19,8% YoY, reaching 11,2% composition of Fee to Total Income ratio.

Fees and Commission – Composition



Growth YoY



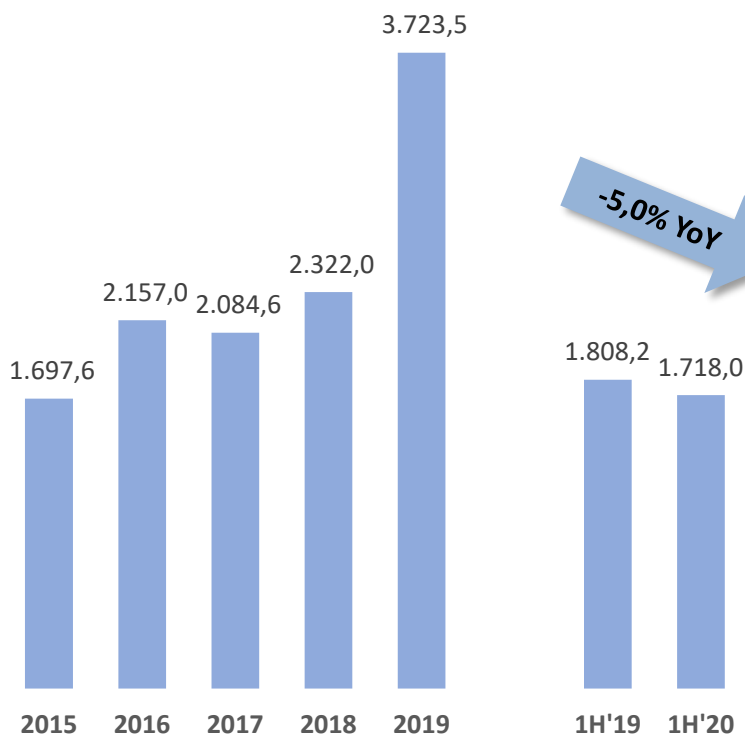


E-Banking Transaction

...Ample opportunity to grow e-channel transactions (digital)...

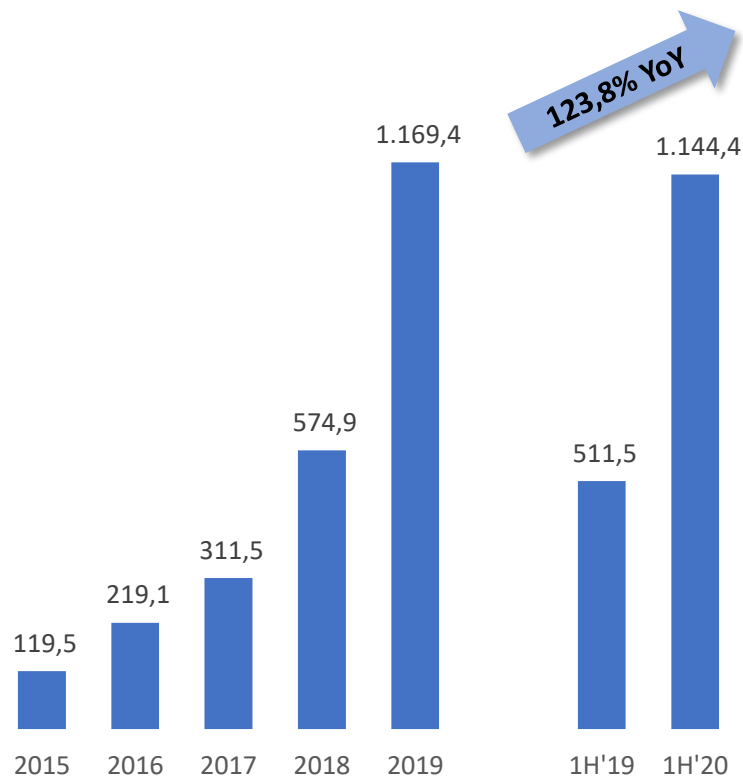
ATM

(In million)



INTERNET BANKING*

(In million)



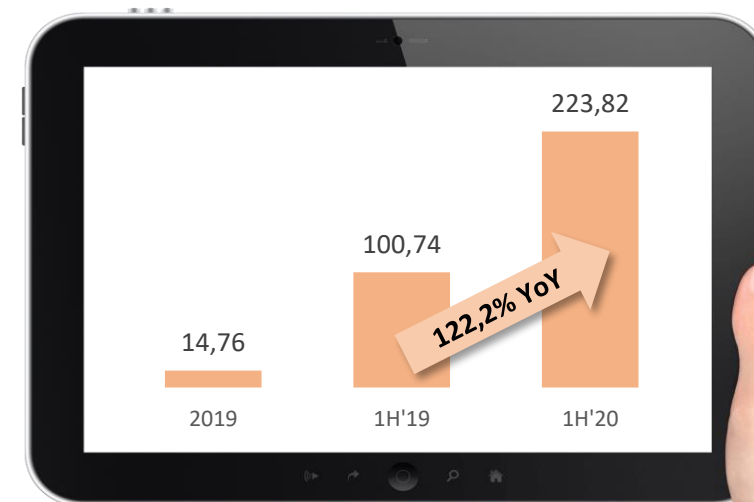
* Internet banking numbers shown above incl. BRIMO transactions

BRIMO

(In million)



Launched in 2019, BRIMO is internet-based digital financial application using newest UI/UX, providing attractive features e.g online opening account, card-less cash withdrawal, and fingerprint/ face ID login



“During the pandemic, customers' transaction behaviors have shifted from using conventional e-channels (ATM and EDM) to digital (internet banking)”



DIGITAL INITIATIVES



BRI Digital Initiatives



Digitizing Core

Exploitation:

Digitize existing services and transactions (Business Process)

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



Branchless Banking Initiatives for Micro



Digital Ecosystem

Exploration:

Build ecosystem to offer products and services beyond core business.

- Digital Platform for Business
- Build new business model
- Partnership with Fintech



BRI School Management System



B2B2C Integrated Billing System



LPG Gas 3kg ordering system



Supply chain platform for trading ecosystem



Electronic Transaction Solution



Traditional Market Website



BRI Partnership



BRI x Traveloka Digital Credit Card



BRI Partnership with Fintech



New Digital Propositions

Exploration:

Create and launch an independent greenfield digital bank in Indonesia

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



Digital Lending Platform



Credit Cardless Product

Big Data Analytics

KECE

Digital ultra micro loan

Boost Productivity & Unleash The Potential

Leveraging New Liquidity, New Opportunities, New Source of Growth

Tap the Untapped Embedded in Customer Life

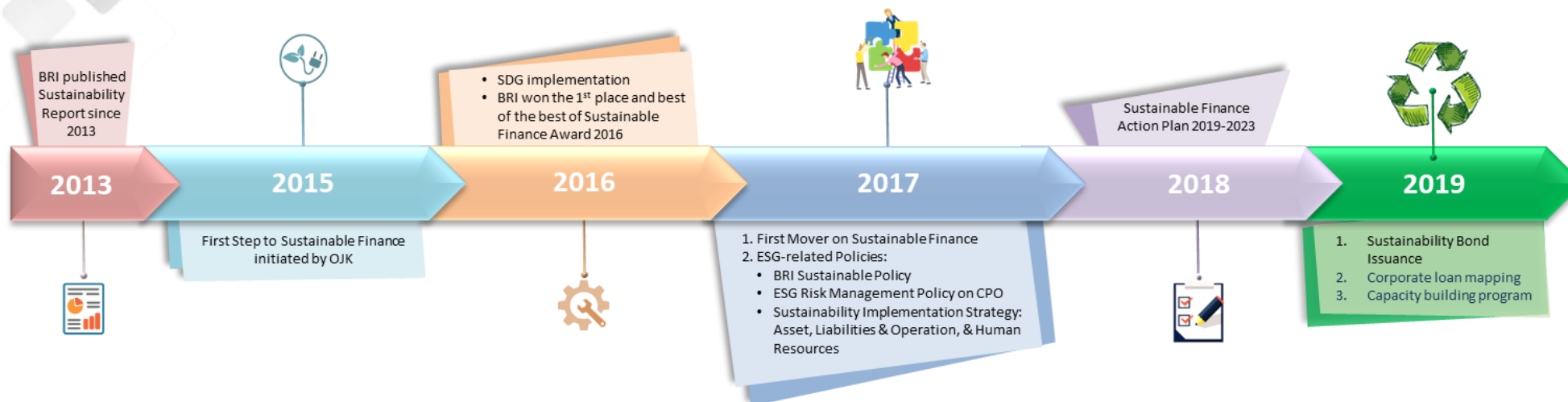


BRI ESG INITIATIVES

(Environment, Social, and Governance)



BRI Initiatives On ESG



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.



ASEAN Corporate Governance Scorecard

110,2

- Top 3 Public Listed Company in Country
- Top Score above 97 Poin

Improving score from 2019 (93,08)

MSCI



ESG Fund Rating

BBB

Improving rating

A



Dow Jones Sustainability Indexes

23

Improving score

42



E-office Application



A Digital Knowledge Management System



Branchless Banking Initiatives



BRI Official Online Store













BRI Sustainability Bond 2019





SUBSIDIARIES

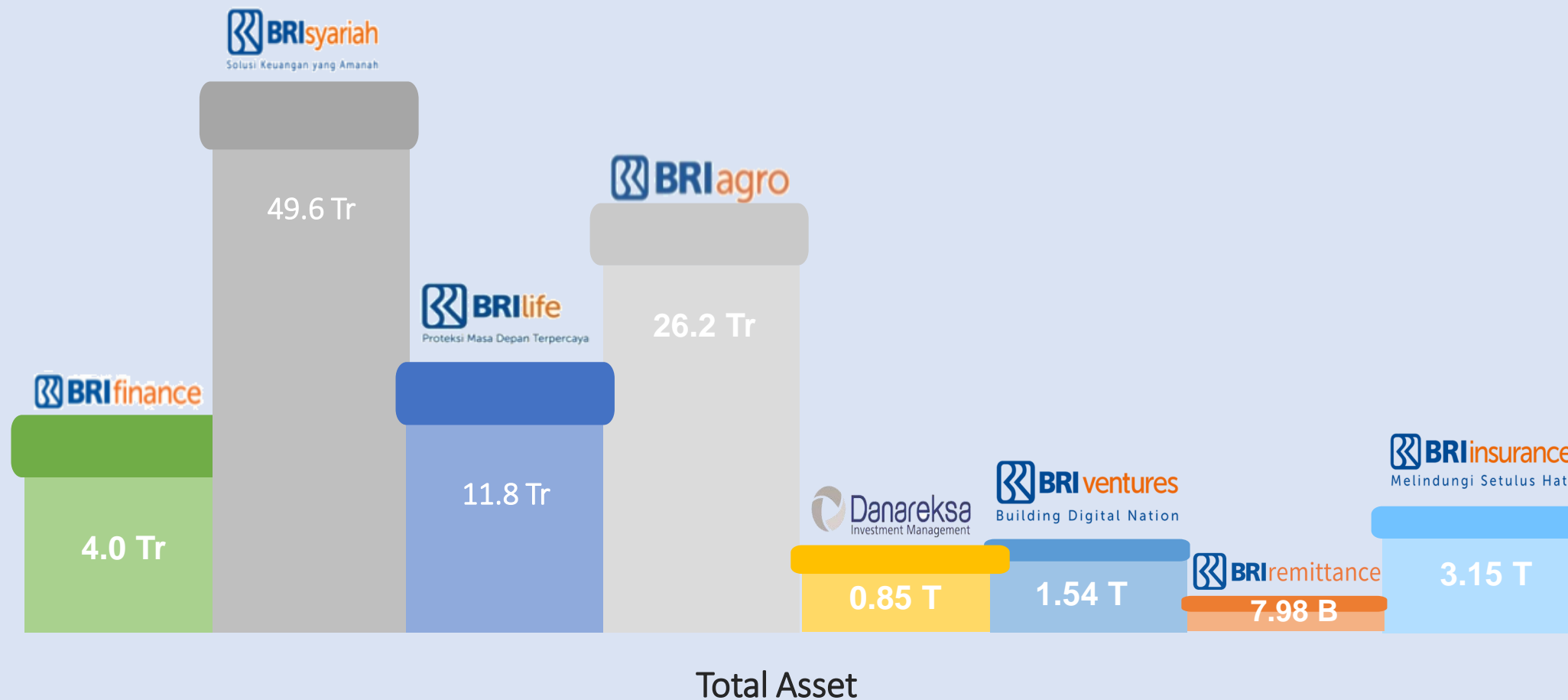
SUBSIDIARIES — Shares >50% and as a controller stake

	To be the leading sharia bank in Indonesia by focusing on consumer and SME segment	Go Public 2018 73.00% Shares Ownership		To be a strong financial services company by connecting business between Indonesia and Hong Kong	100% Shares Ownership
	To provide financial solution in agribusiness in Indonesia by building a digital platform for agriculture ecosystem	Go Public 2003 87.10% Shares Ownership		To be a leading security house by empowering retail market	67.00% Shares Ownership
	To be the top 3 life insurance in Indonesia by strengthen bancassurance business	91.00% Shares Ownership		To be a leading venture capital by focusing on fintech and beyond	99.97% Shares Ownership
	To be the top 20 multifinance in Indonesia by serving consumer financing	99.78% Shares Ownership		To be the top 10 general insurance in Indonesia by focusing on Micro, applying advanced digital tech., and customer centric business.	90.00% Shares Ownership

PARTICIPATION — Shares <50%

	To be a leading venture capital by focusing on ultra micro financing	Majority: PBUI 35.00% Shares Ownership		Focus in investment manager business	Majority: Danareksa 35.00% Shares Ownership
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Subsidiaries's Total Asset Rp 97.3 Tr





KEY TAKEAWAYS



Key Takeaways

- Manageable liquidity
- Loan restructuring pace slows down
- Loan disbursement start to recover
- Net interest income has bottomed out
- Fee income grew double digit supported by E-Channel & E-Banking Transaction
- Adequate provision provide cushion to anticipate Covid-19 impact
- Digital initiatives accelerates during pandemic
- Capital condition maintained at optimum level



TARGET 2020



Target 2020

Loan Growth	: ±5%
LDR	: 90% ±2%
NIM	: ±5.5%
Fee Income Growth	: ±7%
OPEX Growth	: ±9%
NPL	: ±3% (include OJK Relaxation)
Credit Cost	: ±3.5%



OTHERS



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**



Board of Commissioners



Kartika Wirjoatmodjo

President Commissioner



Ari Kuncoro*

Vice President
Commissioner/Independent
Commissioner



**Nicolaus Teguh Budi
Harjanto**

Commissioner



Hadiyanto

Commissioner



Rabin Indrajad Hattari

Commissioner



Zulnahr Usman*

Independent
Commissioner



R. Widyo Pramono*

Independent
Commissioner



Hendrikus Ivo

Independent
Commissioner



Rofikoh Rokhim

Independent
Commissioner



Dwi Ria Latifa*

Independent
Commissioner

**Effective after OJK's approval on the Fit & Proper Test in accordance with the prevailing regulations*



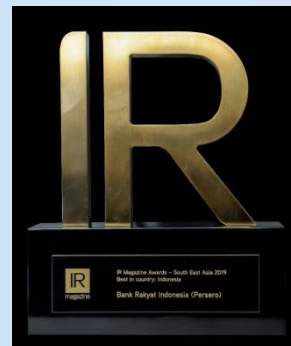
Board of Management



**Effective after OJK's approval on the Fit & Proper Test in accordance with the prevailing regulations*



Best of The Best Company – Forbes Indonesia



Best in Country Indonesia – IR Magazine Awards South East Asia



The Best CSR in Asia Money Awards – Asia Money



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



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



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



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



IDX Channel Award: The Best Millennials Investor Choice– IDXChannel



The Most Extensive and Largest Networks

Branchless Network	2015	2016	2017	2018	2019	1Q'20	1H'19	1H'20	YoY
Brilink Agents	50.259	84.550	279.750	401.550	422.160	428.794	391.348	434.364	11,0%



Branchless Network	2015	2016	2017	2018	2019	1Q'20	1H'19	1H'20	YoY
Head Office	1	1	1	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	19	19	19	-
Branches	467	467	468	468	467	467	467	467	-
Sub Branches	603	609	610	609	611	611	612	611	(1)
BRI Units	5.360	5.380	5.382	5.381	5.382	5.382	5.381	5.382	1
Cash Offices	983	984	992	964	952	944	959	938	(21)
Teras BRI	2.543	2.545	2.536	2.069	2.049	2.021	2.062	2.014	(48)
Teras Mobile	636	638	638	136	137	137	137	137	-
Total	10.612	10.643	10.646	9.647	9.618	9.582	9.638	9.569	(69)

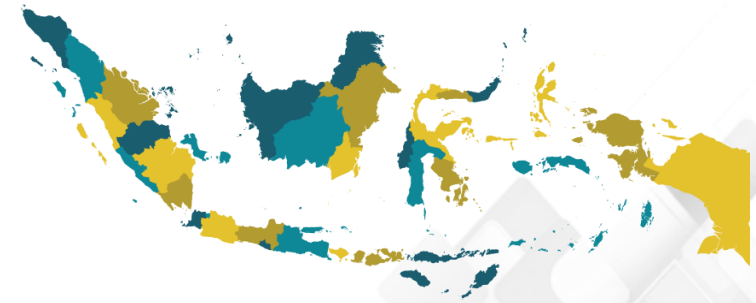
E-channel	2015	2016	2017	2018	2019	1Q'20	1H'19	1H'20	YoY
ATM	22.792	24.292	24.684	22.684	19.184	18.667	22.607	18.567	(4.040)
EDC	187.758	257.712	302.921	284.425	204.386	202.822	213.909	204.386	(9.523)
CRM	892	1.392	1.992	2.609	3.809	3.809	3.207	3.807	602
e-Buzz	57	57	57	57	57	57	57	57	-
Total	211.499	283.453	329.654	309.775	227.436	225.355	239.780	226.819	(12.961)

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



Regional Office Distribution

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



International & Domestic Ratings

FitchRatings

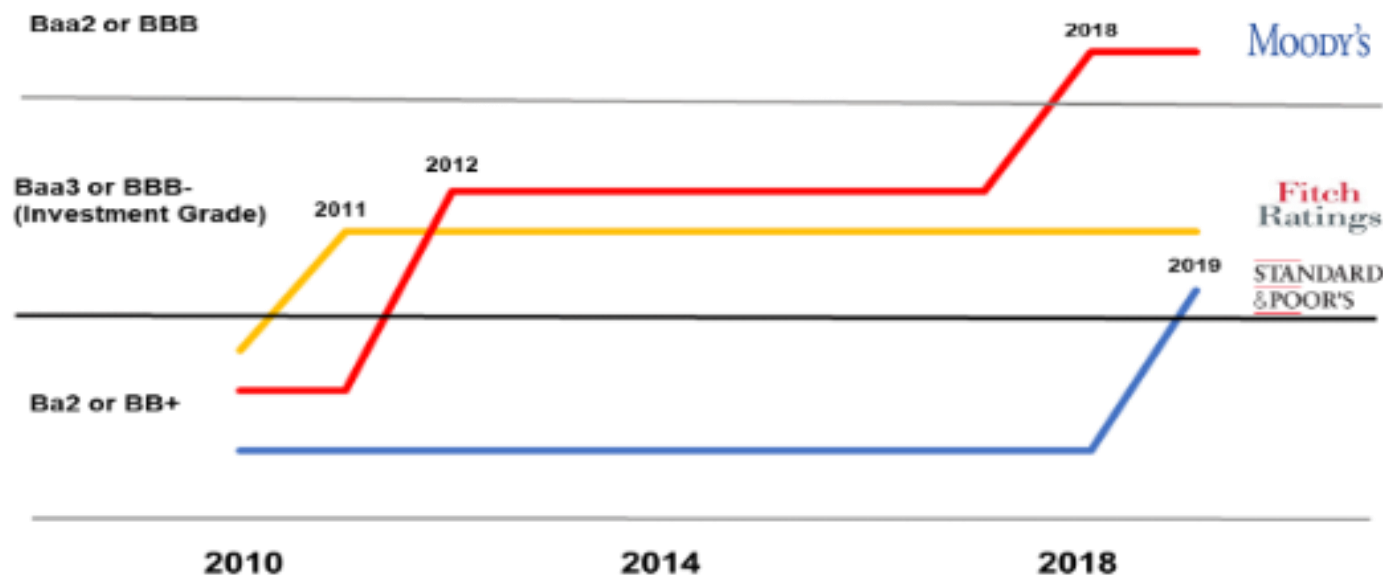
- Long Term Foreign Currency IDR : **BBB-, Stable Outlook**
- Short Term Foreign Currency IDR : **F3**
- Support Rating Floor : **BBB-**
- Support Rating : **2**
- Viability Rating : **BB-**
- National Long-Term Rating : **AA+ (idn), Stable Outlook**
- Rupiah Subordinated Debt : **A+ (idn)**
- Senior 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 : **Negative**
- Issuer Credit Rating : **BBB-**
- Stand-Alone Credit Profile (SACP) : **bbb-**



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



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



Shareholders and Stock Performance

Shareholders Composition

Shareholder	2003	2014	2015	2016	2017	2018	2019	Jun '20
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%	80,68%	77,69%
Domestic *)	20,90%	17,51%	21,88%	19,88%	15,67%	20,52%	19,31%	22,31%

Stock Price: Trend

IPO :
IDR 87.5*

Jun '20
IDR 3.030

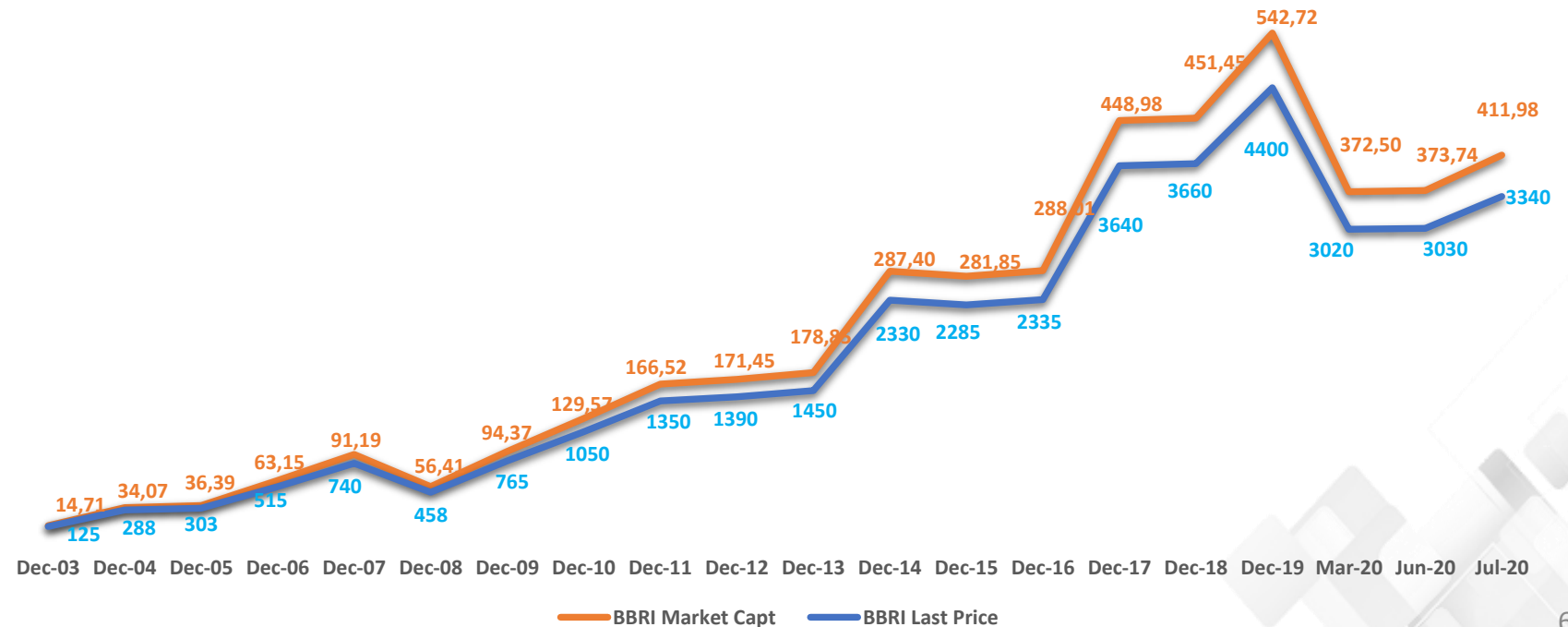
* After stock split 1: 2 (Jan'11) and 1 : 5 (Nov'17)

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 33 times from Rp 12,35 T on IPO to currently Rp 412 T (31 July 2020)

BBRI Price & Market Capitalization



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