



CEO MESSAGE Cautiously Optimistic, Mo



Cautiously Optimistic, Moving Closer to the End of the Tunnel



It has been more than a year since the Covid-19 outbreak in Indonesia began. The pandemic has changed the way of living and impacted the economy across all society. Despite the ongoing pandemic, BRI remains optimistic that we are moving closer to the end of the tunnel. The accelerated government spending has helped improve the GDP growth in the first quarter of 2021. Micro and SME entrepreneurs have also regained confidence and optimism shown by increased BRI Micro and SME Index (BMSI). Vaccination program has entered 2nd phase targeting elderly citizens and priority workers in public sectors including wet market traders, expected to be positive catalyst for economic recovery. The government and regulators continue to help fuel the recovery by issuing policies to boost consumption.

BRI has been taking part in the road to the economic recovery by actively participating in the Government's Economic Recovery Programs. We believe that the continuity of the programs would boost the recovery and give positive impacts to all BRI borrowers, especially Micro & SME borrowers. In the first quarter of 2021, the company continues to improve its business recovery. Micro loan stays strong with double-digit growth and we are optimistic that we are able reach a 45% micro loan composition in 2025. Profitability also improve with more adequate provisioning to mitigate loan deterioration, yet we are still cautious on managing Covid-19 restructured loan quality.

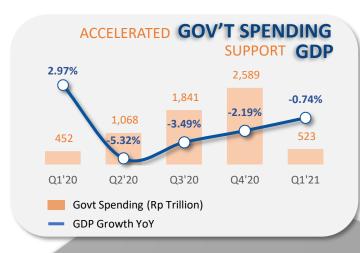
Moving onward, we are more than ready with our strong position to serve Indonesia's unique market, a market with abundant opportunities consists of a growing young population with more than 190 million productive populations and 30 million untapped micro-businesses. Yet, at the same time very challenging, shaped by the archipelagos landscape and rapid change in customer's behavior underway transition into the digital economy. By becoming a hybrid bank, we provide the answer that keeps the best of both worlds. Strong digital capabilities and personal human interaction in our physical and digital presence will enable us to serve the customers, unlock the new source of growth, and achieve our vision of becoming The Most Valuable Bank in South East Asia and the Champion of Financial Inclusion.

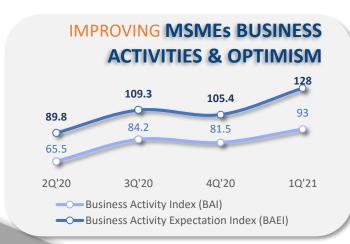
Sunarso, CEO BRI

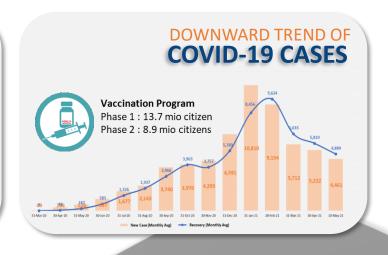


CAUTIOUSLY OPTIMISTIC, MOVING CLOSER TO THE END OF THE TUNNEL

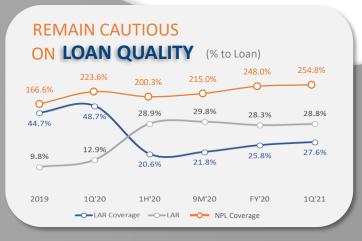






















Leading and Well-Positioned to Serve Micro

Aligned with Core , Strong Growth Potential

First Mover on ESG Implementation

Ensuring company's business sustainability

Digital Transformation

Hybrid Bank to sustain the growth

Robust Capital with Steady Dividend Payout

Increase shareholders' value



LEADING AND WELL-POSITIONED TO SERVE MICRO



Key Highlights of BRI

Largest Bank in Indonesia

Large customer base of >120 million deposit customers and 13.0 million borrowers, 55.7% coverage of Indonesia's population

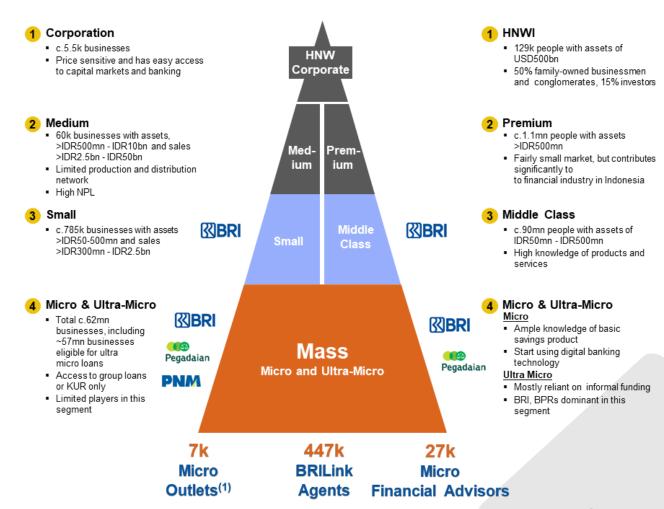
Leader in micro lending with 65.3% market share, catering to 119.4 million customers and 11.8 million borrowers

Unrivalled access to the **underpenetrated** low-income and middle income population

Most extensive distribution network with >9,500 outlets, >207,000 e-channel units and >420,000 branchless agents

Best digital bank in Indonesia with the **best mobile application** in Southeast Asia

Well-Positioned to Serve Micro

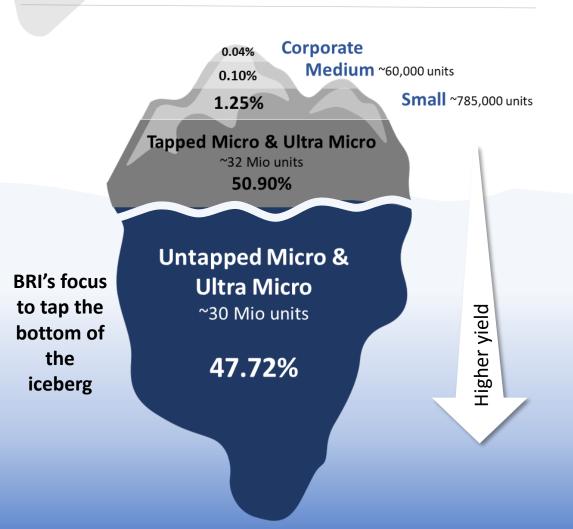




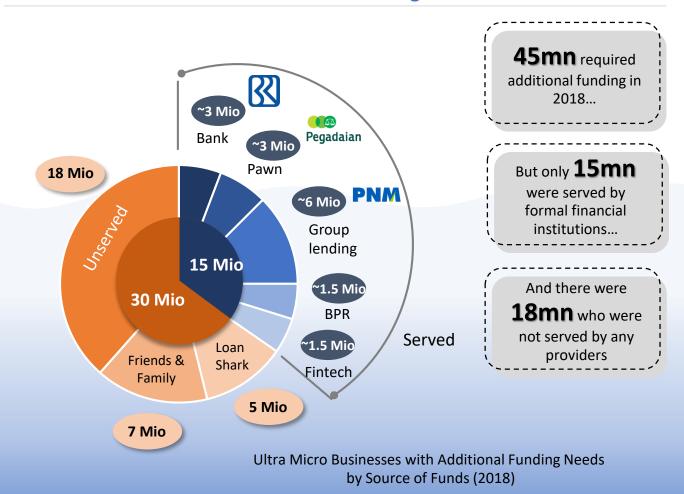
ULTRA-MICRO POTENTIAL



National MSME Posture



BRI's Total Addressable Market: Ultra Micro Business with Additional Funding Needs





FIRST MOVER IN ESG IMPLEMENTATION





Committed to Integrate ESG across

business activities through Internal

Sustainable Finance Policies

BRI Sustainable Business Activities*



*Based on Financial Services Authority Regulation (POJK) No.51/POJK.03/2017 on the Application of Sustainable Finance for Financial Services Institutions, Issuers and Public Companies.









BRI STRONG POSITIONING IN INDONESIA UNIQUE MARKET



Rapid Change

Consumers are transitioning into digital economy.

in Consumer **Behaviour**

Growing **Young Market Population**

with more than 190 million productive population



Huge Market Potential

>30 Mio Unserved Ultramicro Market

Geographically **Challenging**

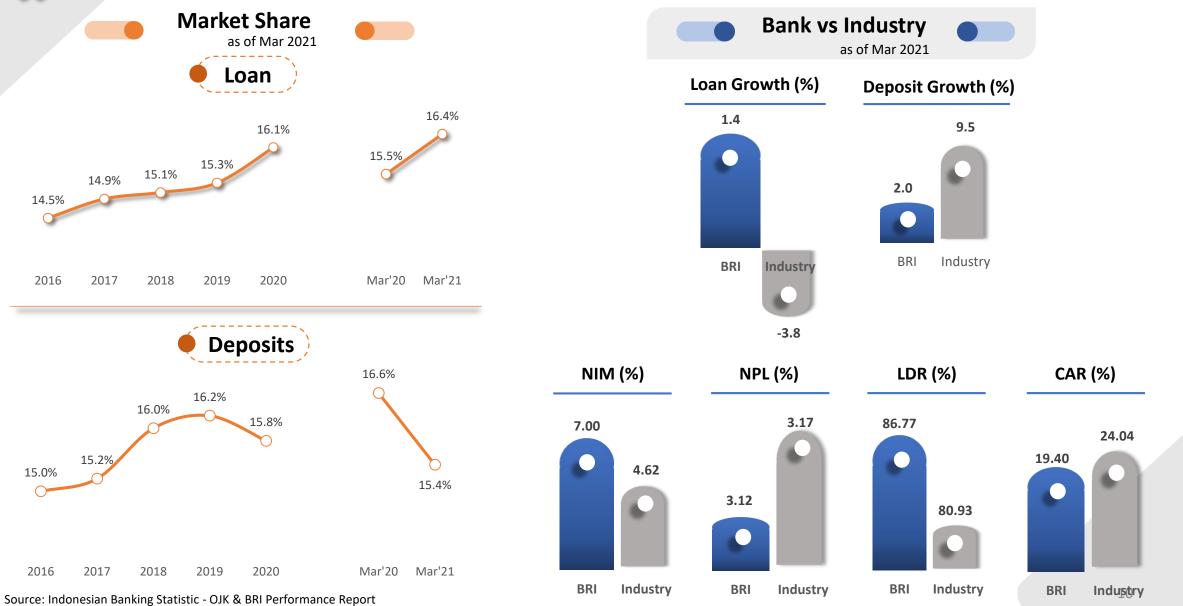
Consists of more than 75 thousand villages spread across thousands archipelagos separated by the sea.



BRI vs INDUSTRY



Maintaining Strong Position in The Industry During Pandemic









MACRO ECONOMY

Continuing Signs of Economic Recovery

WBRI

GDP & Household Consumption



GDP, PMI, and Consumer Confidence show recovery

Exchange Rate & Reserve



Source: BPS, BI and Bloomberg

Stabilize exchange rate, and healthy level of foreign reserves

Attractive Yield



Source: Bloomberg and BPS

Accommodative Monetary Policy



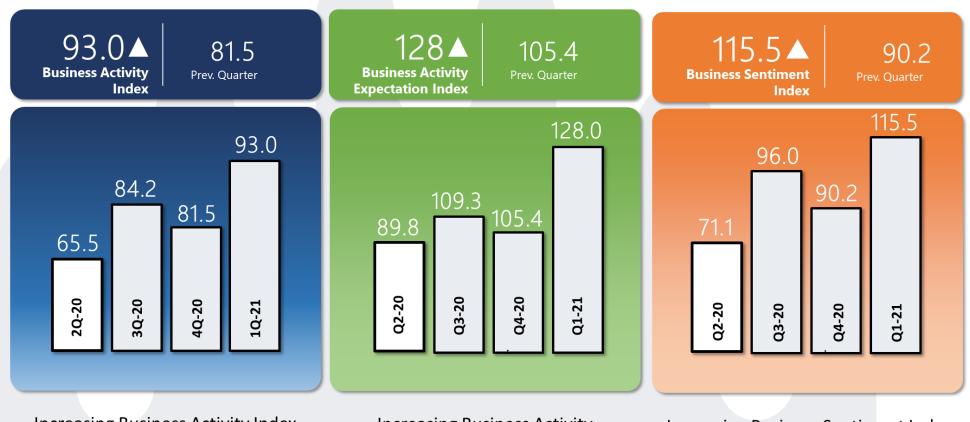


BRI MICRO & SME INDEX



Improving MSMEs Business Activities and Optimism

Increasing trend of BMSI index indicates improvement in MSMEs business activities and optimism



Increasing Business Activity Index (BAI) trend in 1Q'21 indicates improving MSMEs business activities, along with continuing economic recovery.

Increasing Business Activity
Expectation Index (BAEI) in 1Q'21
indicates MSMEs are more optimistic
in 2Q'21 compare to the previous
quarter.

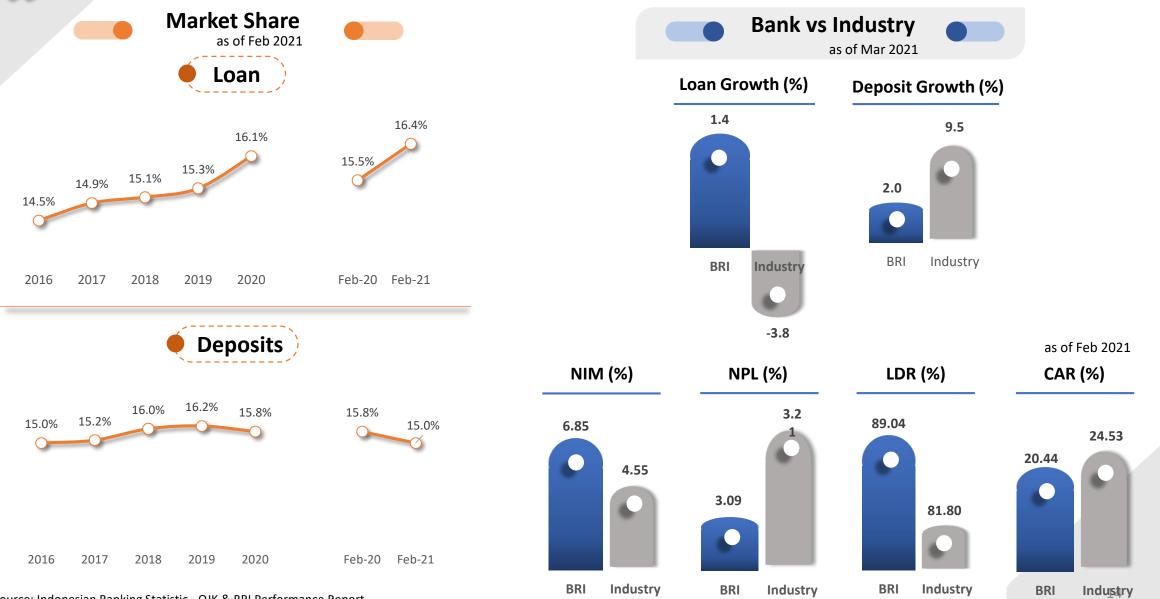
Increasing Business Sentiment Index (BSI) trend in 1Q'21 indicates improvement in MSMEs assessment on macro economic condition.



BRI vs INDUSTRY



Maintaining Strong Position in The Industry During Pandemic







FINANCIAL HIGHLIGHTS – CONSOLIDATED



Increasing Contribution From Subsidiaries

						1Q'	21	
Description	2019	2020	1Q'20	1Q'21	g Yo	Y	g Yt[)
					Nom	%	Nom	%
Asset/Liabilities								
Total Assets (IDR Billion)	1,416,759	1,511,805	1,358,979	1,411,052	52,073	3.8%	(100,753)	-6.7%
Total Loans (Gross) (IDR Billion)	903,197	938,374	930,726	914,189	(16,537)	-1.8%	(24,184)	-2.6%
Total Deposits (IDR Billion)	1,021,197	1,121,102	1,028,996	1,049,315	20,318	2.0%	(71,787)	-6.4%
Asset Quality								
NPL (gross)	2.80%	2.99%	3.00%	3.16%		0.2%		0.2%
NPL (nett)	1.19%	0.87%	0.77%	0.89%		0.1%		0.0%
Liquidity								
CASA	57.70%	59.67%	55.90%	58.91%		3.0%		-0.8%
LDR	88.45%	83.70%	90.45%	87.12%		-3.3%		3.4%
Profitability								
Net Profit (IDR Billion)	34,414	18,660	8,170	6,860	52,166	-16.0%	2,355	52.3%
NIM	6.73%	5.86%	6.59%	6.82%		0.2%		1.0%
Cost Efficiency Ratio (CER)	41.22%	47.51%	43.79%	42.83%		-1.0%		-4.7%
Operating Expense to Operating Income	72.08%	82.46%	75.22%	77.34%		2.1%		-5.1%
ROA before tax	3.28%	1.87%	2.99%	2.54%		-0.5%		0.7%
ROE Tier 1	18.40%	10.48%	19.95%	15.77%		-4.2%		5.3%
Capital								
Tier 1 CAR	21.65%	20.09%	17.45%	18.73%		1.3%		-1.4%
Total CAR	22.77%	21.17%	18.56%	19.74%		1.2%		-1.4%



BALANCE SHEET – CONSOLIDATED

Maintaining Ample Liquidity to Support Growth



Description	2019	2020
Total Assets	1,416,759	1,511,805
- Gross Loans	903,197	938,374
- Government Bonds (Recap)	1,130	_
- Other Earnings Assets	393,886	491,204
Total Earning Assets	1,298,214	1,429,578
Earning Assets Provision	(39,329)	(69,161)
Total Earning Assets (net)	1,258,884	1,360,417
Total Non Earning Assets	157,875	151,387
Total Liabilities & S.E	1,416,759	1,511,805
Total Customer Deposits	1,021,197	1,121,102
- Demand Deposits	174,928	193,078
- Savings	414,333	475,848
- Time Deposits	431,936	452,176
Other Interest Bearing Liabilities	138,881	136,188
Non Interest Bearing Liabilities	47,897	54,603
Tier I Capital	197,219	188,647
Total Shareholder's Equity	208,784	199,911

			1 Q	'21	
1Q'20	1Q'21	g Yo	Υ	g Y	tD
		Nom	%	Nom	%
1,358,979	1,411,052	52,073	3.8%	(100,753)	-6.7%
930,726	914,189	(16,536)	-1.8%	(24,184)	-2.6%
1,130	-	(1,130)	-	-	-
341,133	445,725	104,592	30.7%	(45,479)	-9.3%
1,272,989	1,359,915	86,926	6.8%	(69,664)	-4.9%
(60,988)	(74,551)	(13,563)	22.2%	(5,390)	7.8%
1,212,001	1,285,363	73,363	6.1%	(75,054)	-5.5%
146,978	125,689	(21,290)	-14.5%	(25,698)	-17.0%
1,358,979	1,411,052	52,073	3.8%	(100,753)	-6.7%
1,028,996	1,049,315	20,318	2.0%	(71,787)	-6.4%
177,085	174,330	(2,755)	-1.6%	(18,748)	-9.7%
398,098	443,867	45,770	11.5%	(31,981)	-6.7%
453,814	431,118	(22,697)	-5.0%	(21,058)	-4.7%
97,742	98,589	847	0.9%	(37,599)	-27.6%
52,601	68,383	15,782	30.0%	13,779	25.2%
163,810	174,013	10,203	6.2%	(14,634)	-7.8%
179,639	194,764	15,125	8.4%	(5,146)	-2.6%



INCOME STATEMENT - CONSOLIDATED



Strong Net Interest Income Growth and Prudent Provisioning

								1Q'	'21		
Description	2019	1Q'20	1H'20	9M'20	2020	1Q'20	1Q'21	g Yo	PΥ	g Q	οQ
								Nom	%	g Q(Nom (1,439) 1,463 25 623 267 (1,137) (1,919) (1,005) 3,635 26 2,656	%
Interest Income	121,756	31,343	56,578	85,858	116,933	31,343	29,635	(1,708)	-5.4%	(1,439)	-4.6%
Interest Expense	(40,049)	(10,376)	(20,076)	(29,809)	(37,723)	(10,376)	(6,450)	3,925	-37.8%	1,463	-18.5%
Net Interest Income	81,707	20,967	36,502	56,049	79,210	20,967	23,185	2,218	10.6%	25	0.1%
Net Premium Income	1,011	559	583	1,039	882	559	466	(93)	-16.7%	623	-395.8%
Fee & Other Opr. Income	28,439	8,002	13,736	21,473	29,464	8,002	8,257	255	3.2%	267	3.3%
Gross Operating Income	155,569	40,861	73,089	111,880	152,605	40,861	39,588	(1,273)	-3.1%	(1,137)	-2.8%
Other Operating Expenses	(44,966)	(12,808)	(25,418)	(38,732)	(49,931)	(12,808)	(13,119)	(311)	2.4%	(1,919)	17.1%
Pre Provision Operating Profit	66,192	16,720	25,405	39,830	59,624	16,720	18,789	2,069	12.4%	(1,005)	-5.1%
Provision Expenses	(22,760)	(6,593)	(9,892)	(19,396)	(32,850)	(6,593)	(9,819)	(3,225)	48.9%	3,635	-27.0%
Non Operating Income (Net)	(68)	29	26	(24)	(49)	29	(0)	(29)	-100.6%	26	-99.3%
Profit Before Tax n Minor. Int.	43,364	10,156	15,539	20,410	26,725	10,156	8,970	(1,185)	-11.7%	2,656	42.1%
Net Profit	34,414	8,170	10,201	14,154	18,660	8,170	6,860	(1,310)	-16.0%	2,353	52.2%





FINANCIAL HIGHLIGHTS



Improving Profitability Along With More Adequate Provisioning

					10'21						
Description	2019	2020	1Q'20	1Q'21	g YoY		g QoQ				
					Nom	%	Nom	%			
Asset/Liabilities											
Total Assets (IDR Billion)	1,343,078	1,421,785	1,287,094	1,374,381	87,287	6.8%	(47,404)	-3.3			
Total Loans (Gross) (IDR Billion)	859,558	880,675	884,246	896,515	12,269	1.4%	15,840	1.8			
Total Deposits (IDR Billion)	969,750	1,052,664	978,326	1,033,256	54,930	5.6%	(19,408)	-1.8			
Asset Quality											
NPL (gross)	2.62%	2.94%	2.81%	3.12%		0.3%		0.2			
NPL (nett)	1.04%	0.80%	0.63%	0.86%		0.2%		0.1			
NPL Coverage	166.59%	247.98%	223.56%	254.79%		31.2%		6.8			
LAR	9.78%	28.26%	12.93%	28.84%		15.9%		0.6			
LAR Coverage	44.65%	25.77%	48.66%	27.58%		-21.1%		1.8			
Credit Cost	2.47%	3.28%	2.94%	3.91%		1.0%		0.6			
Liquidity											
CASA	59.01%	61.00%	56.86%	59.48%		2.6%		-1.5			
LDR	88.64%	83.66%	90.39%	86.77%		-3.6%		3.1			
RIM/MIR (Macroprudential Intermediary Ratio)	85.31%	80.03%	86.09%	83.11%		-3.0%		3.1			
LCR	229.98%	236.06%	236.15%	241.76%		5.6%		5.7			
NSFR	136.17%	149.06%	132.06%	137.39%		5.3%		-11.7			
Profitability											
Net Profit (IDR Billion)	34,029	18,353	8,305	6,673	(1,631)	-19.6%	2,367	55.0			
Cost of Fund (CoF)	3.58%	3.22%	3.65%	2.26%		-1.4%		-1.0			
NIM	6.98%	6.00%	6.66%	7.00%		0.3%		1.0			
Cost Efficiency Ratio (CER)	40.26%	46.60%	41.19%	42.14%		0.9%		-4.5			
Operating Expense to Operating Income	70.10%	81.22%	72.97%	76.83%		3.9%		-4.4			
ROA before tax	3.50%	1.98%	3.19%	2.65%		-0.5%		0.7			
ROE Tier 1	19.41%	11.05%	20.39%	15.47%		-4.9%		4.4			
ROE B/S	17.77%	9.91%	18.33%	13.73%		-4.6%		3.8			
Capital											
Tier 1 CAR	21.52%	19.60%	17.20%	18.39%		1.2%		-1.2			
Total CAR	22.55%	20.62%	18.23%	19.40%		1.2%		-1.2			



BALANCE SHEET

Optimum Balance Sheet Amid Pandemic



						10	Q' 21	
Description	2019	2020	1Q'20	1Q'21	g Yoʻ	Y	g Q	οQ
Other Earnings Assets Otal Earning Assets Otal Earning Assets Otal Earning Assets Otal Earning Assets (net) Otal Non Earning Assets Otal Liabilities & S.E Otal Customer Deposits Demand Deposits Savings Time Deposits					Nom	%	Nom	%
Total Assets	1,343,078	1,421,785	1,287,094	1,374,381	87,287	6.8%	(47,404)	-3.3%
- Gross Loans	859,558	880,675	884,246	896,515	12,269	1.4%	15,840	1.8%
- Other Earnings Assets	372,442	467,502	324,067	432,292	108,225	33.4%	(35,210)	-7.5%
Total Earning Assets	1,233,131	1,348,177	1,209,443	1,328,807	119,363	9.9%	(19,370)	-1.4%
Earning Assets Provision	(37,670)	(66,444)	(58,701)	(73,280)	(14,579)	24.8%	(6,836)	10.3%
Total Earning Assets (net)	1,195,460	1,281,733	1,150,742	1,255,527	104,785	9.1%	(26,206)	-2.0%
Total Non Earning Assets	147,617	140,052	136,351	118,854	(17,497)	-12.8%	(21,198)	-15.1%
Total Liabilities & S.E	1,343,078	1,421,785	1,287,094	1,374,381	87,287	6.8%	(47,404)	-3.3%
Total Customer Deposits	969,750	1,052,664	978,326	1,033,256	54,930	5.6%	(19,408)	-1.8%
- Demand Deposits	167,843	183,002	168,593	172,520	3,927	2.3%	(10,482)	-5.7%
- Savings	404,360	459,148	387,642	442,093	54,451	14.0%	(17,055)	-3.7%
- Time Deposits	397,547	410,513	422,091	418,643	(3,448)	-0.8%	8,130	2.0%
Other Interest Bearing Liabilities	135,752	134,912	95,574	96,535	961	1.0%	(38,377)	-28.4%
Non Interest Bearing Liabilities	33,910	39,850	37,757	56,712	18,955	50.2%	16,862	42.3%
Tier I Capital	187,012	174,757	153,694	167,633	13,940	9.1%	(7,124)	-4.1%
Total Shareholder's Equity	203,665	194,359	175,437	187,878	12,441	7.1%	(6,481)	-3.3%

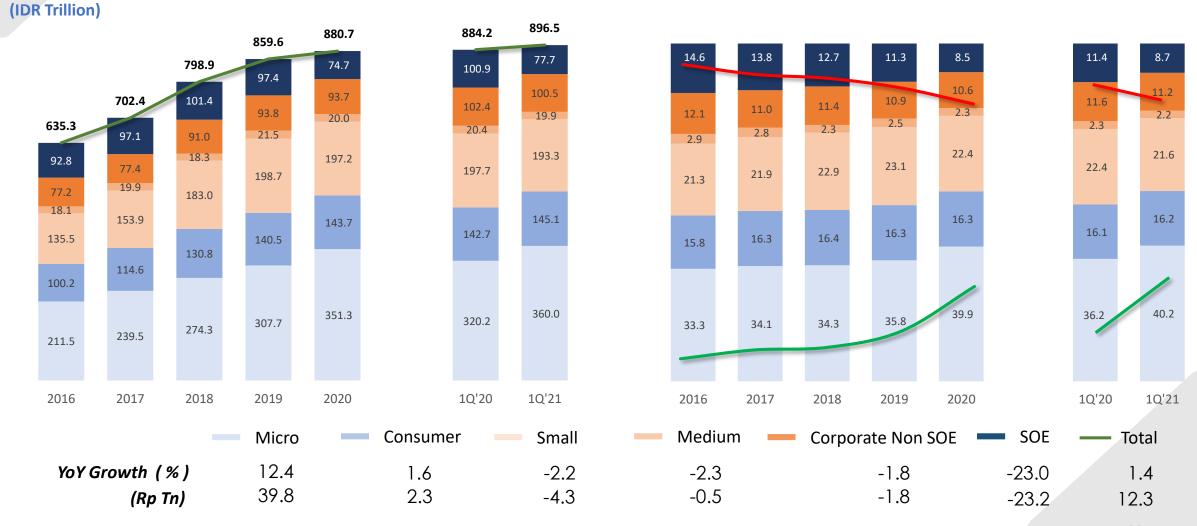




On Track Portfolio Management, to Reach ~45% Micro Loan Composition in 2025

Loan Outstanding – by business segment

Composition – by business segment (%)

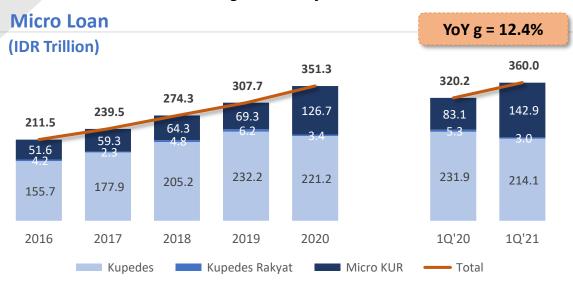




MICRO BUSINESS

Loan and Deposit Increase Double Digit

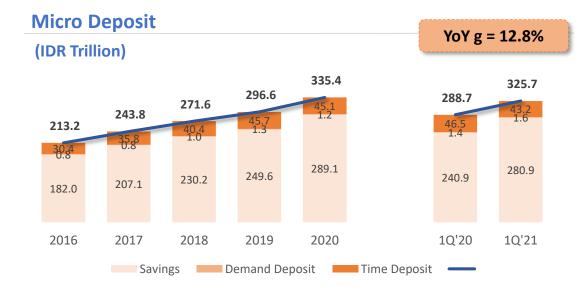
...KUR & KUR Super Micro have contributed to double digit loan growth & increasing number of borrowers ...







...Double digit Micro deposit growth has been contributed by BPUM, BRILink, and Micro Payment...



Micro Deposit Composition



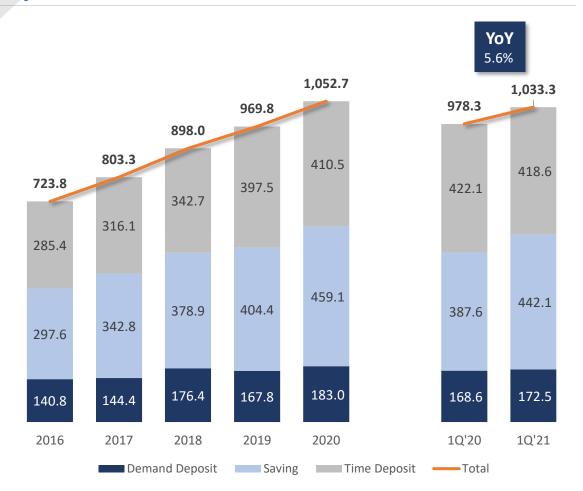


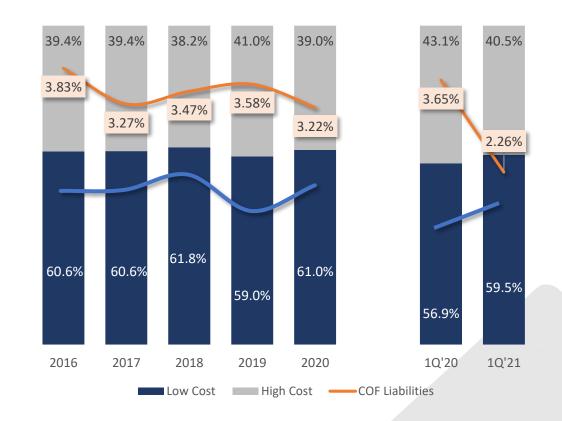


Deposits Growth

(IDR Trillion)

Deposits Composition, COF







INCOME STATEMENT



Improve in Margin due to Lower CoF, Manage Provision to Ensure Adequate Cushion

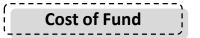
									1Q'2	21	
Description	2019	1Q'20	1H'20	9M'20	2020	1Q'20	1Q'21	g YoY		g Qo	Q
								Nom	%	Nom	%
Interest Income	115,639	29,648	53,162	80,825	109,959	29,648	28,965	(683)	-2.3%	(169)	-0.6%
Interest from Loans	103,028	26,031	46,562	70,339	95,626	26,031	25,486	(546)	-2.1%	199	0.8%
Int. from Other Earning Assets	12,611	3,617	6,600	10,485	14,333	3,617	3,479	(138)	-3.8%	(369)	-9.6%
Interest Expense	(37,078)	(9,619)	(18,610)	(27,616)	(34,812)	(9,619)	(6,171)	3,448	-35.8%	1,025	-14.2%
Net Interest Income	78,560	20,029	34,552	53,209	75,147	20,029	22,794	2,765	13.8%	856	3.9%
Fee & Other Opr. Income	27,552	7,855	13,714	21,051	28,430	7,855	8,218	363	4.6%	839	11.4%
Gross Operating Income	106,112	27,884	48,266	74,260	103,577	27,884	31,012	3,128	11.2%	1,695	5.8%
Operating Expenses	(41,782)	(11,398)	(23,610)	(35,904)	(46,396)	(11,398)	(12,565)	(1,167)	10.2%	(2,073)	19.8%
Pre Provision Operating Profit	64,329	16,486	24,656	38,356	57,181	16,486	18,447	1,961	11.9%	(377)	-2.0%
Provision Expenses	(21,307)	(6,224)	(9,200)	(18,209)	(30,989)	(6,224)	(9,687)	(3,463)	55.6%	3,093	-24.2%
Non Operating Income (Net)	(72)	(4)	(6)	3	(31)	(4)	(2)	2	-58.9%	32	-95.4%
Profit Before Tax n Minor. Int.	42,950	10,259	15,450	20,150	26,161	10,259	8,759	(1,500)	-14.6%	2,748	45.7%
Tax Expense	(8,921)	(1,954)	(5,248)	(6,103)	(7,808)	(1,954)	(2,085)	(131)	6.7%	(381)	22.3%
Net Profit	34,029	8,305	10,201	14,047	18,353	8,305	6,673	(1,631)	-19.6%	2,367	55.0%
EPS*	278	271	167	153	150	271	218	(53)	-19.5%	221	



PROFITABILITY

Improving NIM Driven by Lower COF









IDR Trillion

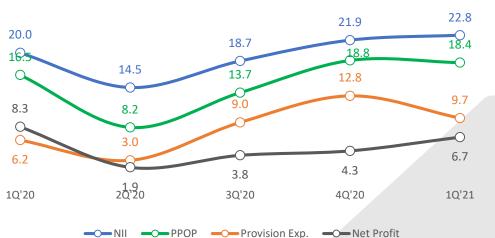








NIM Quarterly — NIM YtD



IDR Trillion



OTHER OPERATING INCOME & EXPENSES



Fee & Other Operating Income

IDR Billion

									1Q'	21	
Description	2019	1Q'20	1H'20	9M'20	2020	1Q'20	1Q'21	g Yo	Υ	g Qo	Q
								Nom	%	Nom	%
Gain Fr Sales of Securities (realized)	1,483	578	1,057	1,659	2,513	578	1,033	455	78.7%	179	21.0%
Increase in Fair Value of Securities (unrealized)	61	-	59	92	285	-	-	-	-	-	-
Fees and Commissions	14,293	4,101	7,430	11,319	15,183	4,101	3,910	-191	-4.7%	45	1.2%
Gain fr Forex	153	68	229	761	1,252	68	358	291	428.6%	-133	-27.0%
Recovery	6,997	1,622	2,858	4,950	7,161	1,622	1,792	169	10.4%	-420	-19.0%
Others	4,564	1,486	2,082	2,270	2,035	1,486	1,125	-361	-24.3%	1,360	-578.0%
Total Other Operating Income	27,552	7,855	13,714	21,051	28,430	7,855	8,218	363	4.6%	839	11.4%

Operating Expenses

									1Q	'21	
Description	2019	1Q'20	1H'20	9M'20	2020	1Q'20	1Q'21	g Y	οΥ	g Qo	ર
								Nom	%	Nom	%
Personnel	22,976	6,672	13,238	20,161	24,980	6,672	7,494	822	12.3%	2,674	55.5%
General and Administration	14,404	3,377	7,544	11,572	16,107	3,377	3,808	431	12.8%	(727)	-16.0%
Losses fr decrease of Securities and	_	108	_	_	_	108	81	-27	-24.8%	_	
Govt. Bonds value		100				108	01	-27	-24.070	_	
Promotion	2,107	330	863	1,268	2,146	330	272	(58)	-17.6%	(606)	-69.0%
Others	2,296	911	1,965	2,903	3,163	911	910	(1)	-0.1%	650	250.2%
Total Other Operating Expenses	41,782	11,398	23,610	35,904	46,396	11,398	12,565	1,167	10.2%	2,073	19.8%

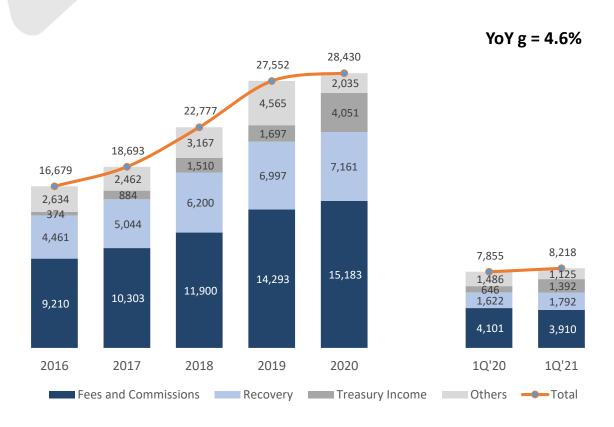


FEE & OTHER OPERATING INCOME

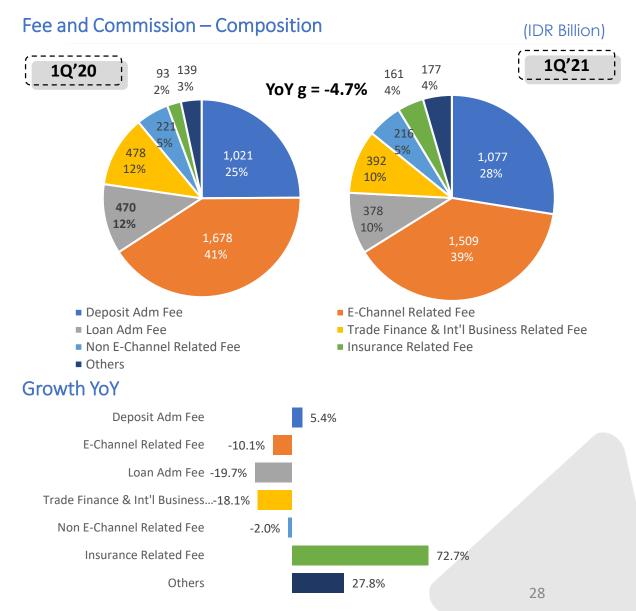


Growth Driven by Treasury Income and Recovery Income





Fee & Other Operating Income growth driven by Treasury Income and Recovery Income









Manageable During Pandemic, Yet Remain Cautious In SME & Corporate Segment

Non-Performing Loan – by segment (%)

Special Mention – by segment (%)

NPL%	2018	2019	2020	1Q'20	1Q'21	SML%	2018	2019	2020	1Q'20	1Q'21
Micro	1.01	1.18	0.83	1.45	1.23	Micro	3.51	3.51	2.47	5.66	4.32
Consumer	1.03	1.10	1.49	1.43	1.65	Consumer	2.49	2.52	2.69	3.66	3.38
Small	3.14	3.17	3.61	3.74	4.10	Small	4.28	4.63	3.19	9.17	5.56
Medium	6.80	5.38	4.61	4.37	4.46	Medium	2.87	2.97	3.07	7.57	5.03
Corporate	5.49	8.75	12.58	9.14	11.31	Corporate	7.73	5.82	2.31	7.17	4.73
SoE	1.10	1.73	1.30	0.55	1.25	SoE	0.86	4.29	3.53	4.39	4.57
Total NPL	2.16	2.62	2.94	2.81	3.12	Total SML	3.65	3.93	2.75	6.19	4.52

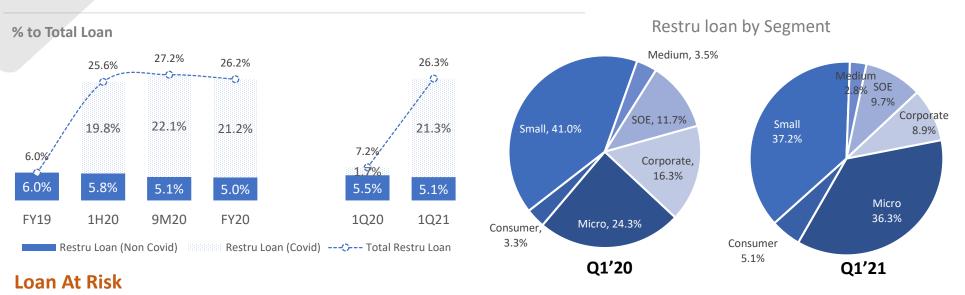


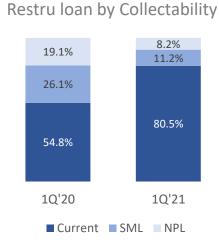
RESTRUCTURED LOAN & LOAN AT RISK

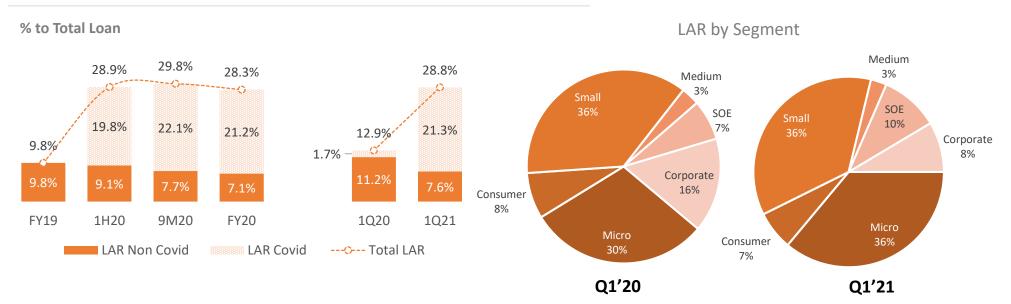


Remain Cautious on Covid-19 Restructured Loan Quality

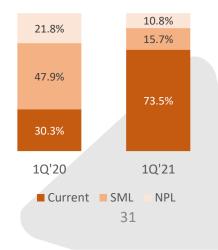
Restructured Loans







LAR by Collectability

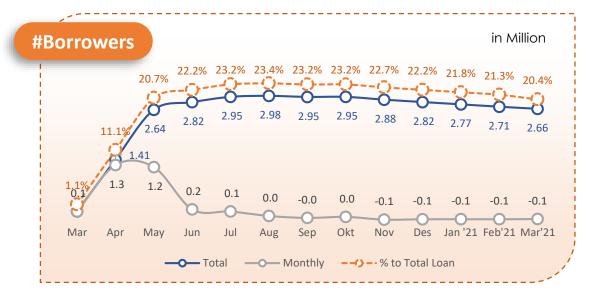




COVID-19 RESTRUCTURED LOAN

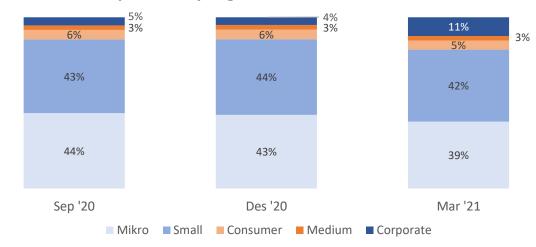
Declining trend from its peak in September 2020





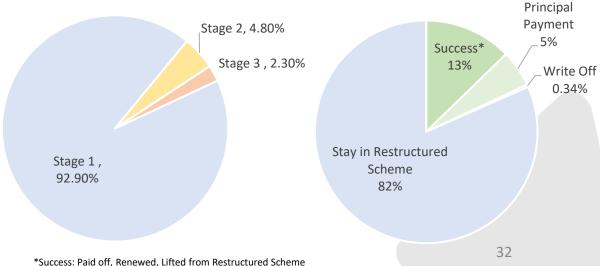


Restru. Loans Composition By Segment



Restru. Loans Composition By Stages

Restru. Loans Success Rate





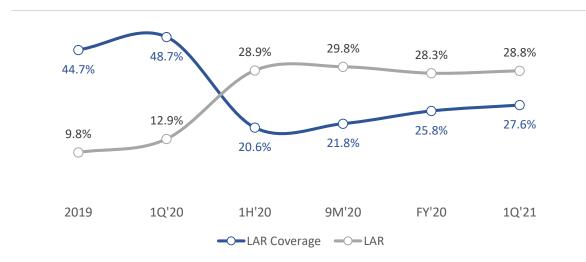
COVERAGE, WRITE OFF & RECOVERY



...Providing adequate provisions to mitigate loan deterioration due to pandemic...



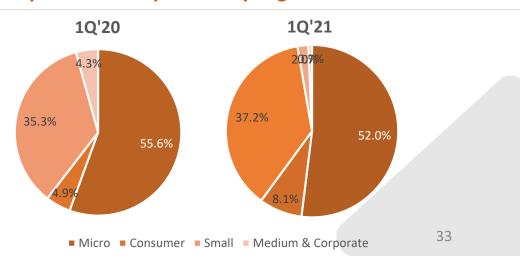
LAR & LAR Coverage (Inc. Covid-19)



Write Off & Recovery



Recovery Income Composition by Segment









BRI DIGITAL STRATEGY



Strong Digital Capabilities, Ready to Capture The Opportunities from Customer's Behavior Shift



Exploitation:

Digitize existing services and transactions (Business Process)

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







Sabrina

Advanced Mobile Banking

BRI

Digital Loan **Underwriting System**

Boost Productivity & Unleash The Potential



Exploration:

Build ecosystem to offer products and services beyond core business.

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

Digital Ecosystem Platform







P2P Partnership

👸 amartha









Ecosystem Solutions



ISO Certificate

in Open API

investree



E-Commerce

Partnership





Ride Hailing

Partnership



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



Exploration:

Create and launch an independent greenfield digital bank in Indonesia

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







Digital Loan **Products**





Ultra Micro Loan



Ceria Ceria

Digital Credit Card

Tap the Untapped **Embedded in Customer Life**



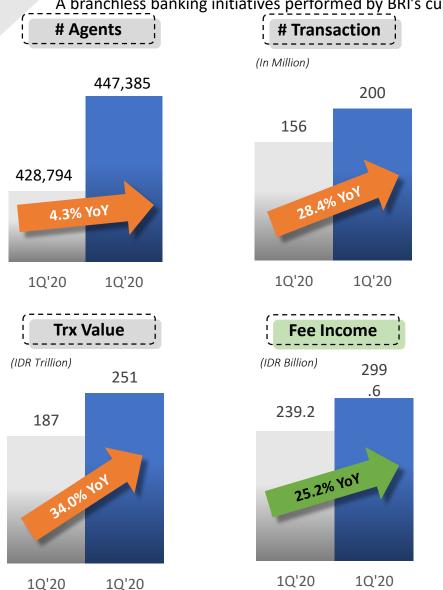


BRILINK

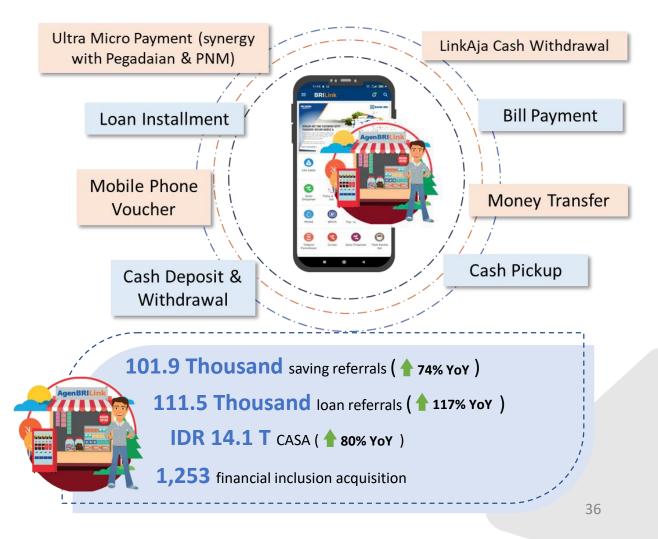
WBRI

Increasing Volume & Strong Fee Income Growth

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



SERVICES PROVIDED





BRISPOT



Radically Fasten Loan Underwriting Process and Boost Productivity

Digitalization





Automation FROM

- Manual Pre-screening
- Manual Disbursement
- · Manually notify by loan officer

TO

- Automated Pre-screening
- Automatic Disbursement

TO

SMS Notification

Simplification

FROM Paper Based Less Paper Manual Mapping Geo-tagging Technology Approval process in 20 days Less in 2 days

NEXT (ENHANCEMENT)

Going forward

- Ride Hailing Apps Integration
- Fintech Partnership Integration
- BRISPOT for BRILink Agents
- · GoogleAPI collaboration for geo-tagging loan disbursement pipeline

2020

BRISPOT EXTERNAL

Development of BRISPOT as apps for external use (customer) to ease the access to BRI's loan application.

BRISPOT SMALL COMMERCIAL

Development of BRISPOT for small and commercial business replicated the successful implementation of BRISPOT for micro and consumer.

2019

BRISPOT CONSUMER

Business Process Re-Engineering supported by the development of BRISPOT Consumer as an application platform for consumer business banking services and facilities.

2018

BRISPOT MICRO

Business Process Re-Engineering supported by the development of BRISPOT for micro loan (Kupedes), an application platform that expedite the micro loan underwriting process. 37

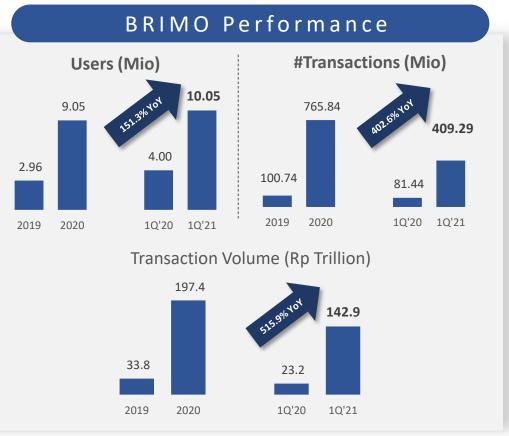


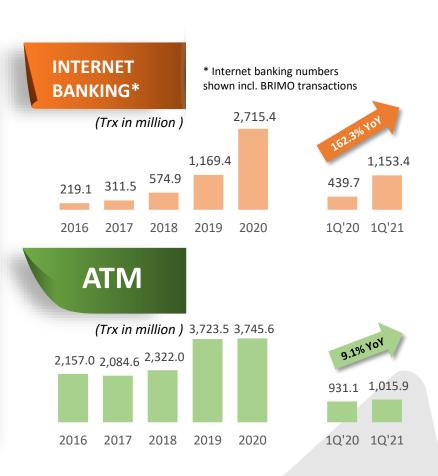
BRIMO *Enabling the Shift of Transaction into Digital During Pandemic*



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









BRIBRAIN

WBRI

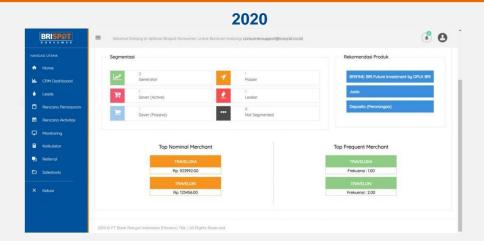
BRI's Artificial intelligence to Support Better Risk Management

Credit Score



Customer Profiling Score

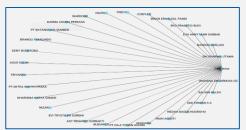
Average Account Balance In Customer 360 Dashboard



Merchant Score

Merchant Assessment Score as a Support for BRIBRAIN

2020 Transaction Network Analytics Wholesale Customers



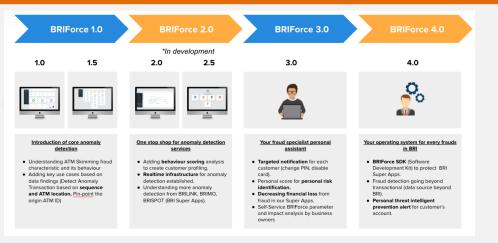
BRIBRAIN

2019 - 2020 Potential Customer Recommendation for Agen BRILink



Fraud Score

Robust Fraud Assistant for BRI Super Apps Roadmap and Implementation







Credit Score







FINscore Development (Ceria)

Impact: Acquisition of BRI savings customers with an approval rate of> = 60%

• Suplesi Pinjaman Kupedes (Keceku)

Impact: 213 borrowers with total disbursement of 652.5 million as of March 2021

Behaviour Scoring Briguna Pre-approval (BRISpot)
 Impact: 460,806 borrowers' pipeline in one year

Merchant & Wholesale Score



Forecasting Customer Relation (BRIMOPP)

Impact: cut TAT time for canvasing for 3 days to 1 day

Forecasting Principal (BRIMOPP)

Impact: cut TAT time for canvasing for 3 days to 1 day

BRILink Recommendation Engine (BRILink)

Impact: Increase the acquisition of potential productive BRILink agents (BEP to 50%)



Customer Profiling Score



Rekomendasi Simpedes Impian (Portal BRIBrain x Mikro)

Impact: Minimum acquisition of 2 Simpedes Impian customers per month for 1 loan officer

Rekomendasi Nasabah Keluar (Portal BRIBrain x Mikro)

Impact: Monthly retention for Simpedes customers with a balance> = IDR 50 million

 Rekomendasi Debitur (Portal BRIBrain x Mikro) Impact: Minimum acquisition of 3 micro borrowers per day for 1 loan officer



Fraud Score







- Fraud Detection Service
 - **Impact**: Reducing the rate of ATM transaction fraud (Skimming) by up to 700%
- EWS Prediksi Nasabah NPL FINScore (Ceria)
- Impact : Risk Mitigation to maintain NPL < 4%
- Binding Verification Direct Debit (BRIAPI)
- **Impact :** There are no bruteforce trials on customer cards and cellphones
- EWS Partner Anomaly (BRIAPI)

Impact: Cut dangerous/critical alert times if there are transactions at risky partners from daily to real-time batching



DIGITAL LOAN & PARTNERSHIP

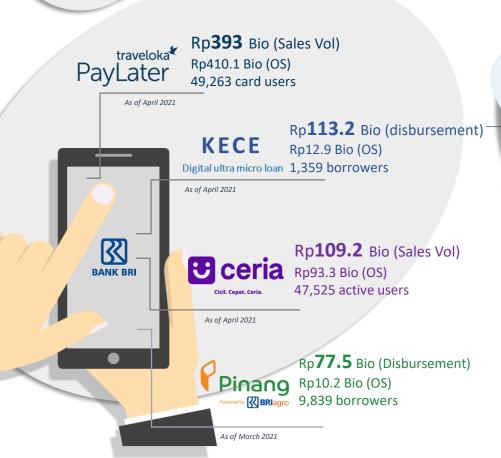
Exploring New Source of Growth





Total Digital Lending

Rp692.5 Billion





investree Rp**518.8 Bio** 130 borrowers

ModalRakyat

Rp1.2 Bio

5 borrowers





Rp5.9 Bio

25 borrowers



Ride Hailing gojek 40 borrowers



Rp648 Mio





Rp397 Mio 25 borrowers



56 borrowers **Rp2.8 Bio**

tokopedia 146 borrowers

E-Commerce

DIGITAL **PARTNERSHIP**

Partnership with Fintechs and Digital Start-Ups

Total accumulated 2020 – Q1 <mark>2</mark>021

Total Disbursement

Rp532.3 Billion

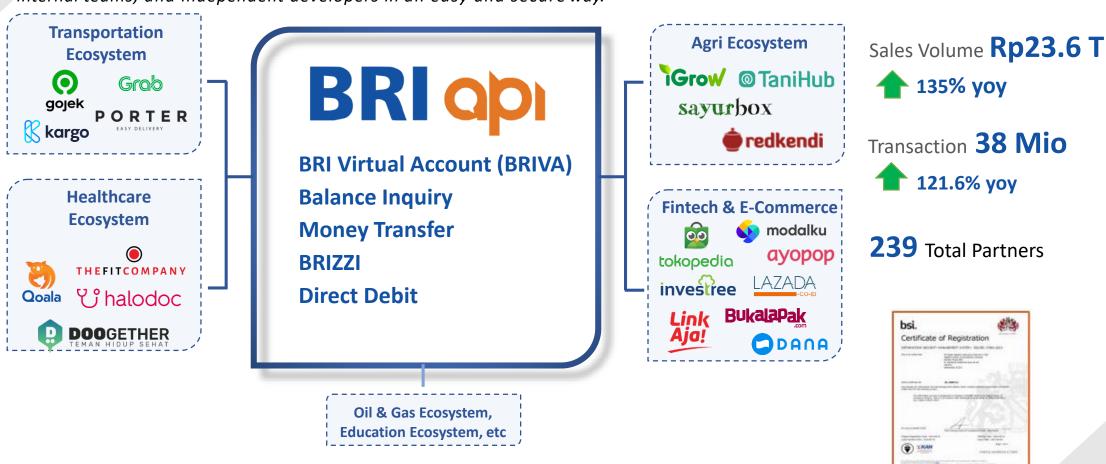
Increases **20%** from Dec'20





Execute Digital Partnership with Precision & Speed (OpenAPI)

API which stands for 'Application Programming Interface' connects business processes, services, content, and data to channel partners, internal teams, and independent developers in an easy and secure way.



...Digital Partnership Model to connect with Fintech and create digital ecosystem. As of Dec 2020, more than 120 partners have been using BRIAPI with 88 million transactions and Rp43 T sales volume...

ISO 27001:2013





Digital Saving

BRI presents digital lifestyle solution by introducing the BRI Digital Saving in 2020





BRI Digital Saving Advantages

- Easily accessed (Accessible through web browser)
- Easy to use & user friendly
- Quick approval process
- No outlet visit
- Bundled with internet banking and BRIMo

Onboarding Platforms









! bukalapak traveloka*









AgenBRILin

■ BRILink

DENGAN ONE TIME PASSWORD (OT)

(3)

Info Saldo

Setor Simpanan

PDAM





BRILink 2.0

Organic agent performance

Agents as partner of development

Limited product offering

Beyond banking product offering

BRILink officer as controller

BRILink officer as business coach

Only facilitate transaction

Monitor and monetize agents

New Features*

... offer beyond banking product...





Payment through agent (agent can act as drop point) Payment through agent





Bus ticket reservation

Purchase of ferry ticket

Agent Classification

...empowering the agent to become the champion...

Champion (Juragan)

>=1,500 trx and >= Rp1.5bio/month

Beginner (Pemula)

< 500 trx and < Rp250mio/month



Advance (Jawara)

500-1,499 trx and Rp250mio - < Rp1.5bio/month 44







BRI SUSTAINABLE FINANCE FRAMEWORK



We are committed to give optimal values to stakeholders by implementing a Sustainable Finance Framework in our banking activities

Assets

- Financing sustainable projects, such as Renewable Energy, Energy Efficiency, Pollution Control & Prevention, Biodiversity Conservation, Eco-Friendly Transportation, Green Building, etc.
- Credit risk management policy on CPO

Operations

- Paperless Operations
 BRI Digital Office, BRISPOT or Digital Loan

 Mobile Application
- Green IT Infrastructure
- Product Governance
- Data Privacy and Cyber Security
- Reuse, Reduce, Recycle

Liabilities

- ESG-linked Liability Products: BRI Sustainability Bond 2019
- Socially Responsible Liability Products with Anti-Money Laundering and Counter-Terrorism Financing Policies

Human Capital

- Socially Responsible Human Capital Strategy with Diversity and Equality Policies
- BRISMART (Eco-friendly E-Learning System)



COMMITMENT TO ACHIEVE SDGs





> 40% of BRI's total loans is contributed by Micro and Ultra Micro Loans, distributed to 12.1 million borrowers



BRI has disbursed loans to key sectors in the economy including Agriculture and Food Processing & Manufacturing



The BRI Peduli – Indonesia Sehat Program aims to improve the community's quality of life and its health (i.e. ambulance donation, free medical examinations, etc.)



The BRI Peduli – Indonesia Cerdas Program aims to improve the quality of human resources (i.e. scholarships, renovation of education infrastructures, etc.)



BRI has disbursed Subsidized Ultra Micro Loans (KUR Super Mikro), that is prioritized productive housewives.



BRI has disbursed loans to sustainable water and wastewater management projects.



BRI has disbursed loans to renewable energy projects.



The BRI micro loans has created jobs for micro business entrepreneurs



The BRILink system has created new sustainable business opportunities for BRI Micro Borrowers.



The Subsidized Micro Loan (KUR Mikro) has created jobs for micro start-ups entrepreneurs.



The BRI Sustainability Bond has provided access to affordable houses, financed the LRT Jakarta and the Green Building Projects



The BRI Digital Initiatives, such as BRISMART Digital Learning System, and BRISPOT Digital Loan System have helped reduce GHG emissions (less business travel)



BRI requires all CPO producer borrowers to have ISPO and/or RSPO certification.



The BRI Peduli – Indonesia Lestari Program aims to support the preservation of nature for a better life (i.e. planting mangrove seedlings, etc)



BRI has internal financial crime prevention policies and human rights policy. Every year all employees complete e-training to prevent bribery, corruption, etc.



BRI is the chairman of Indonesian Sustainable Finance Initiative (IKBI) that aims to support the government's effort in achieving the SDGs



FINANCING FOR SUSTAINABLE DEVELOPMENT





Rp490.8 T

Renewable **Energy**

Rp15.7 T

Pollution

Prevention & Control

Rp2.4 T

Clean

Transportation

Rp18.3 T

Green Building

Rp2.8 T

Sustainable Business Activities*

Loan Portfolio

As of March 31, 2021



"The BRI Sustainable Business Activities

Loan Portfolio has sustainably increased and the highest among peers"

Environmentally Sustainable Management of Living Natural Resources & Land Use Rp39.1 T

> **Terrestrial & Aquatic Biodiversity Conservation**

> > Rp714 B

Sustainable Water and Wastewater **Management** Rp673 B

Eco-efficient Product, Production Technologies and Processes Rp9.0 T

> Other Sustainabilityrelated projects Rp290 B



BRI SUSTAINABILITY BOND



TRANSACTION HIGHLIGHT

• Issue date: 21 March 2019

Size: \$500 MillionMaturity: 5 yearsCoupon: 3.95%

 Rating: Baa2 by Moody's BBB- by Fitch

PROCEEDS ALLOCATION

BY PROJECT TYPE

84% for Social Projects

16% for Green Projects

• 41%: National Economic Recovery

BY ELIGIBLE CATEGORY

- 25%: Green Project
- 20%: Employee Generation
- 13%: Socioeconomic

 Advancement and Empowerment
- 1%: Affordable Housing



in South East Asia in RegS Format



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





Decent Work and Economic Growth

• Job creation supported by Micro Loans



Reduced Inequality

• Job creation by targeting micro start-ups entrepreneurs



Sustainable Cities and Communities

- Access to affordable houses
- LRT Jakarta Project
- Green Building Project



ESG CULTURE PROGRAM



Increasing ESG Awareness and Commitment Among Employees



As part of the BRI Sustainable Finance Action Plan, all employees across the Bank should implement sustainable-finance-related activities in their own business/banking units.

Award is given to the most innovative employees who are able **to create and implement**

effective sustainable-financerelated activities. The BRI Governance, Risk and Compliance Culture Carnival is part of the ongoing BRI Culture Transformation.

This virtual event is aimed to increase employees' awareness of banking risk and compliance management that includes Antibribery, Anti-corruption and Anti-Fraud Policy, BRI Whistle Blower System management, and Digital & Cyber Risk Management.

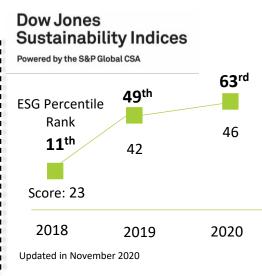
To increase awareness of ESG Issues and Risks among employees, **BRI provides e-learning through BRISMART learning system** that include the following learning materials:

- Sustainable Finance
- Anti-Fraud Awareness
- Anti-Bribery
- Anti-Money Laundering and Fight against Terrorism Funding
- Information Technology Govenance, Data Privacy and Security















OVERALL SCORE

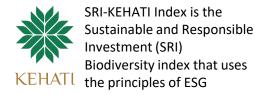
110.2

Increased from 93.08 in 2019

Top 3 Public Listed Company in Indonesia with Top Score above 97

Updated in 2020





BRI has been Listed in The SRI-KEHATI Index since its inception 2009



IDX ESG Leaders

IDX ESG Leaders index measures the performance of companies that have good ESG assessments and are not involved in significant controversy

BRI has been Listed in The IDX ESG Leaders Index (ESGL) since March 2021



RECOGNITIONS ON BRI ESG INITIATIVES



ESG AWARDS 2020

BRI was the winner of 14 categories in ESG Awards 2020, organized by Beritasatu Media Holdings in cooperation with Bumi Global Karbon Foundation



ASIA SUSTAINABILITY REPORTING RATING (ASRRAT) AWARDS 2020



This award reflects the quality of
BRI's Sustainability Report
based on Global Reporting Initiatives (GRI) Standards

THE ASSET ASIAN AWARDS



"BEST ISSUER FOR
SUSTAINABLE FINANCE"
INDONESIA



"BEST
SUSTAINABILITY BOND"
INDONESIA

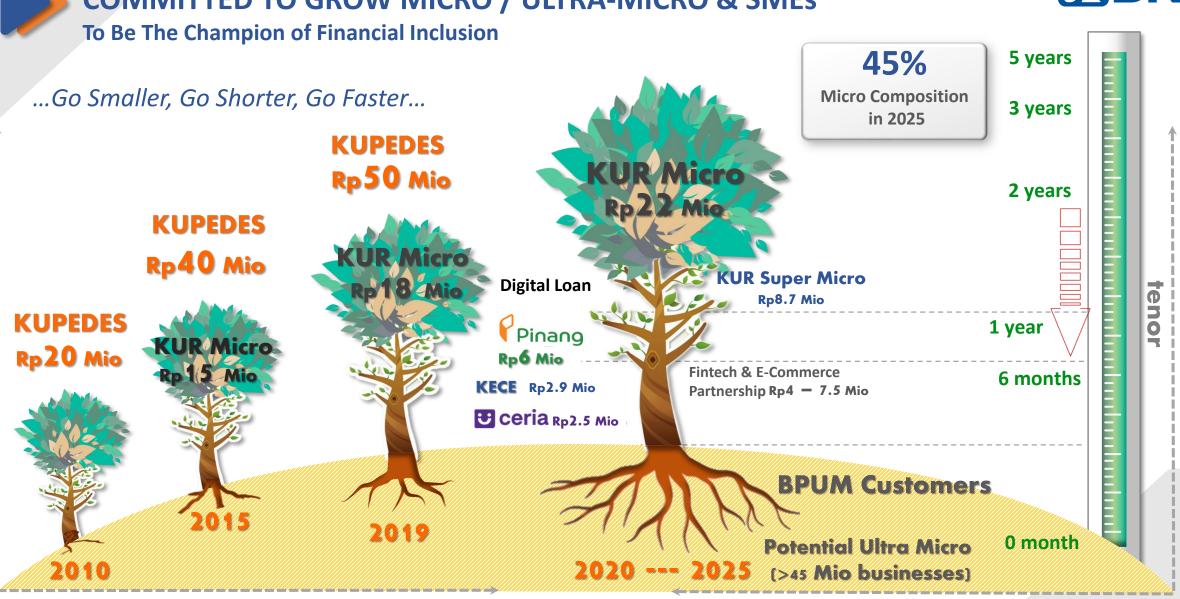






COMMITTED TO GROW MICRO / ULTRA-MICRO & SMEs



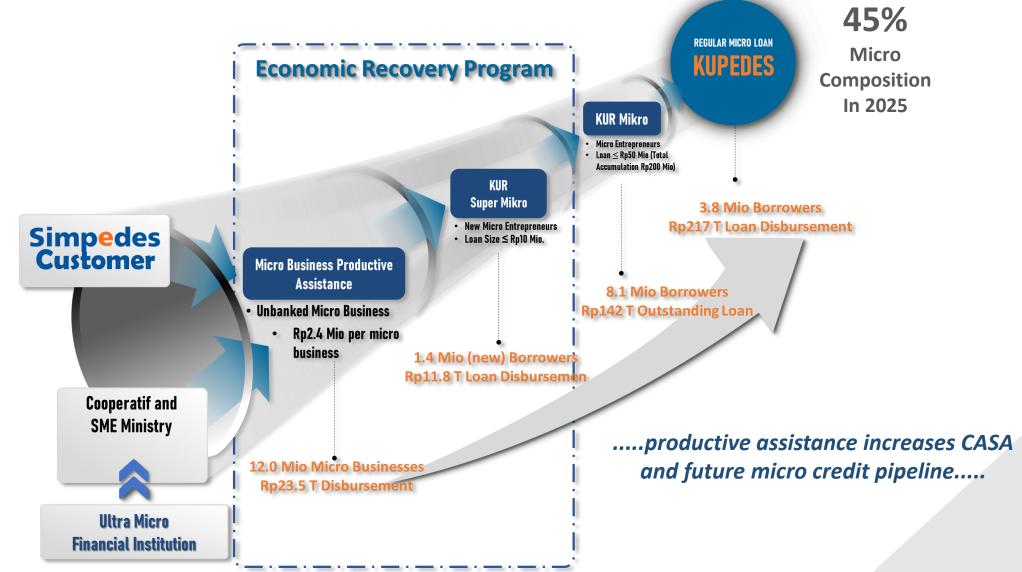




ECONOMIC RECOVERY PROGRAM



Strengthen BRI's Micro Journey





KUR LOAN

Increasing Micro Composition With Lower RWA



KUR SUPER MICRO



KUR Loan for Ultra Micro Business Entrepreneur with no limitation on experiences

Max. Loan Size Rp 10 Million

Interest Rate 6% Paid by borrower

13% Govt' Subsidy for Bank

Insurance Coverage

premium of ~2% paid by bank

No Collateral Requirement

KUR MICRO

KUR Loan for Micro Business Entrepreneur with min. 6 months experience

Max. Loan Size Rp 50 Million

Interest Rate 6% Paid by borrower

10.5% Govt' Subsidy for Bank

Insurance Coverage

premium of ~1.75% paid by bank

No Collateral Requirement

KUR SMALL

KUR Loan for Small Business Entrepreneur with min. 6 months experience

Max. Loan Size Rp 500 Million

Interest Rate 6% Paid by borrower

5.5% Govt' Subsidy for Bank

Insurance Coverage

premium of ~1.5% paid by bank

Collateral Requirement

- Loan >Rp50 100 Mio no collateral
- Loan >Rp100 500 Mio based on bank's discretion

Quota 2021: Rp 20T (2020: Rp10 T)

Quota 2021: Rp 110T (2020: Rp120 T)

KUR Disbursement (as of March 2021)

KUR SUPER Rp**2.6** Trillion

MICRO 302 thousands borrowers

Rp**36.6** T Trillion

KUR MICRO 1.2 Mio borrowers

Rp**4.0** Trillion

KUR SMALL 16.6 thousands borrowers

Total Rp43.2 Trillion or 25.4% of Quota

KUR Disbursement Partnership*











*Partnership with E-Commerce & Ride Hailing Application

Quota 2021: Rp 40T (2020: Rp10 T)

In 2021 BRI has received KUR Kuota of $Rp170 \, T$, increases from 2020 of $Rp140 \, T$







CONSUMER LOANS



Outstanding (IDR Trillion)

Description	2016	2017	2018	2019	2020	1Q'20	1Q'21	g YoY	Composition
Salary Based	78.2	88	97.8	101.3	101.3	102.6	102.0	-0.5%	70.3%
Mortgage	18.2	22.1	27.1	32.3	35.7	33.1	36.6	10.7%	25.2%
Vehicle Loan	2.2	2.6	3.7	4.1	3.0	4.3	2.4	-43.0%	1.7%
Card and Others	1.6	1.8	2.3	2.7	3.6	2.8	4.0	41.0%	2.8%
Total	100.2	114.6	130.8	140.5	143.7	142.7	145.1	1.6%	100.0%

NPL (%)

Description	2016	2017	2018	2019	2020	1Q'20	1Q'21
Salary Based	0.81%	0.74%	0.73%	0.69%	0.94%	0.88%	1.02%
Mortgage	2.60%	2.18%	1.92%	2.30%	2.80%	3.05%	2.99%
Vehicle Loan	0.60%	0.56%	0.47%	0.71%	2.77%	0.79%	1.73%
Card and Others	4.07%	2.95%	4.07%	2.85%	2.83%	3.56%	2.84%
Total	1.18%	1.05%	1.03%	1.10%	1.49%	1.43%	1.58%

• Consumer loan grew 2.6% YoY, mortgage loan grew double digit and salary based loan is still the biggest portion of the consumer loans of 70.3% in 1Q'21.

Consumer Digital Loan

(data as of May 6th 2021)

Outstanding Rp93.3 Mio

Sales
Volume Rp109.2 Bio

Users 47,525

Outstanding Rp410.1 Mio

PayLater

Sales
Volume

Rp393 Bio
Users 49,263

Powered by



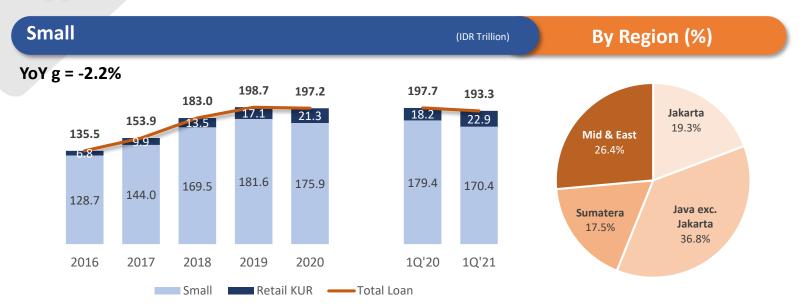






SMALL AND MEDIUM LOANS





KMK **TANGGUH**

Government Guaranteed Loan Scheme for SMEs borrowers impacted by Covid-19

Max Loan Size

Rp 10 Billion

Max Loan Tenor

36 Months

Insurance 70% Coverage

Premium paid by The Government

Total Disbursement Rp14.9 T



Borrowers

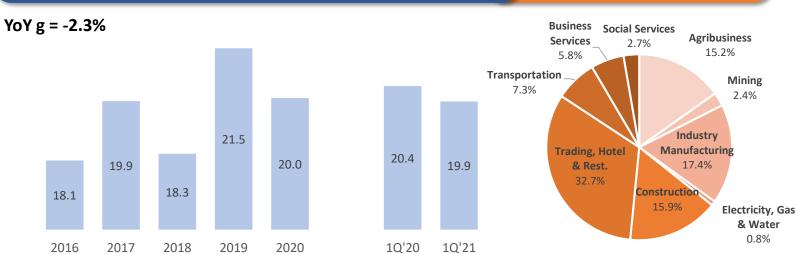
23.9 thousand

Total disbursement from 2020 to

Powered by









Invoice Financing with short tenor targeted the creative industries

Avg. Loan Size

Rp 700 Million

Avg. Tenor

3 Months

Avg. Yield

14.5% pa.



Total Disbursement Rp**518.8** Bio



Borrowers



0.05%

Total disbursement from Jan - Mar'21







SOE AND CORPORATE LOANS





Corpor ✓ • S • Ir

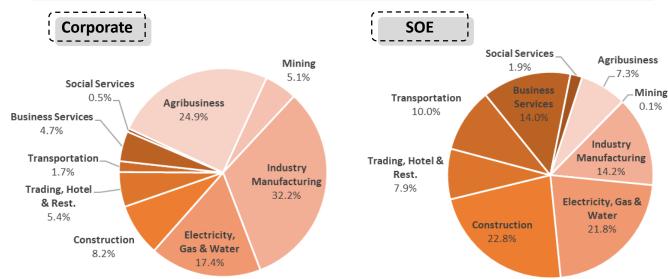
Corporate Business Strategies

- Selective Loan Growth
- Improve Asset Quality
- Boost CASA and Fees & Other Operating Income Through Transaction Banking

...Corporate & SOE loan growth trend align

with BRI focus to grow more on MSME and optimize transactions in Corporate Segment...

Business Segment











SUBSIDIARIES — Ownership >50% and as a controller stake



Become Digital Attacker for Agri & Beyond Go Public 2003 87.10%

Shares Ownership



Top of Mind Indonesia Remittance Company Provider 100%

Shares Ownership



To be the top 5 Player Based on Market Share GWP in 2023 63.83%

Shares Ownership



One of The Most Valuable Securities House in Indonesia

67.00%

Shares Ownership



Enter The Multifinance with Asset Above Rp10 Trillion With Focus On Consumer Financing

99.88%

Shares Ownership



BR Ventures To be the leading Venture Capital in financial technology and beyond 99.97%

Shares Ownership





To be a leading venture capital BAHANA company in Indonesia by focusing on SME and Ultra Micro

Majority: PBUI

35.00%

Shares Ownership



To be the top 5 general insurance in Indonesia in 2024 by focusing on micro, applying advanced digital tech, and customer centric

90.00%

Shares Ownership



To be one of ten largest Sharia banks by market capitalization globally in next five years Go Public 2018

17.29%

Shares Ownership



To be the top 5 AUM in mutual funds by providing the best mutual funds as financial solutions

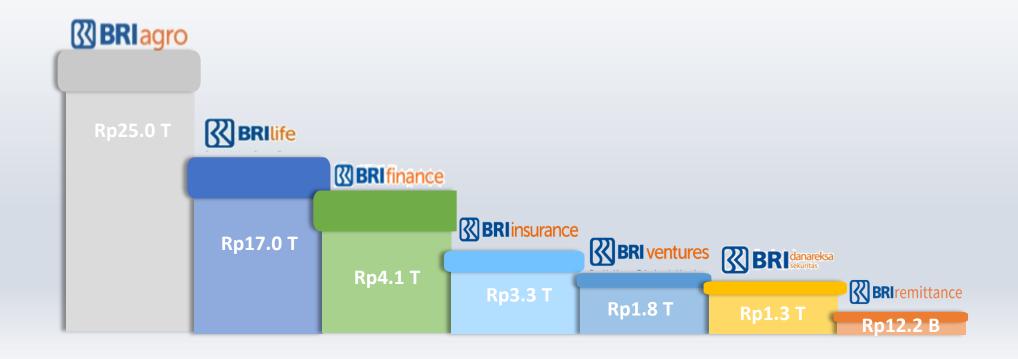
Majority: Danareksa 35.00%

Shares Ownership





Subsidiaries's Total Asset Rp52.5 T







...BRI Ventures as the engine of BRI Group Digital Strategy through partnership and direct investment in innovative company...



Target Investment Focus (EARTH)



Strategy Summary



Focused on sustainable growth with healthy margin



Value creation through emerging ecosystem



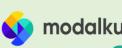
Leveraging the brand and network from Bank BRI

Investment Vehicle

- Direct investment through Balance Sheet from Bank BRI
- Dana Ventura Sembrani **Nusantara**

Investment Portfolio











FAZZFINANCIAL

ayopop

Sembrani Nusantara











BRI NETWORKSTHE MOST EXTENSIVE AND LARGEST NETWORKS



Branch Network	2016	2017	2018	2019	2020	1Q'21	YtD
Head Office	1	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	19	-
Branches	467	468	468	467	467	467	\ <u>-</u>
Sub Branches	609	610	609	611	611	593	(18)
BRI Units	5,380	5,382	5,381	5,382	5,382	5,241	(141)
Cash Offices	984	992	964	952	547	542	(5)
Teras BRI	2,545	2,536	2,069	2,049	1,867	1,865	(2)
Teras Mobile	638	638	136	137	136	136	-
Payment Point	35	38	50	54	397	377	(20)
Total	10,678	10,684	9,697	9,672	9,427	9,241	(245)

E-channel	2016	2017	2018	2019	2020	1Q'21	YtD
ATM	24,292	24,684	22,684	19,184	16,880	16,558	(322)
EDC	257,712	302,921	284,425	204,386	198,785	198,219	(566)
CRM	1,392	1,992	2,609	3,809	5,809	5,707	(102)
e-Buzz	57	57	57	57	57	56	(1)
Total	283,453	329,654	309,775	227,436	221,531	220,540	(991)

Branchless Network	2016	2017	2018	2019	2020	1Q'21	YtD
Brilink Agents	84,550	279,750	401,550	422,160	504,233	447,385	(56,848)

REGIONAL OFFICES DISTRIBUTION

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





NETWORK TRANSFORMATION

Reinventing BRI Distribution Channels



End-to-end Branch Operating Model (Focus on CASA and Fee-based Income)

- Universal Banker with more dynamic role allocation
- Migration of 60-70% branch service and transactions to Self-Service Channels
- Agile Branch Operating Model and develop techenabled sales tools

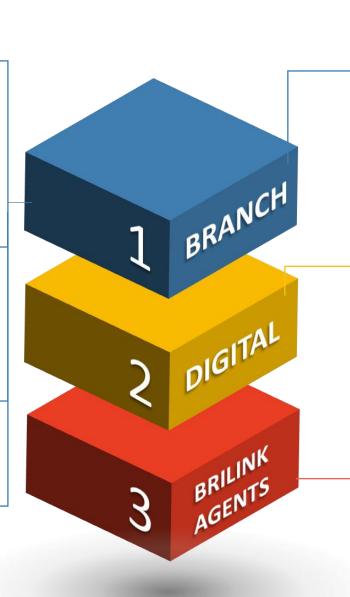
Customize New Branch Format

Customized branch format to align with customer segments and micro-market opportunities to improve branch productivity and brand positioning

Optimize Distribution Network Footprints

Automate & Digitize Business Process

Enhance branch efficiency and customer experience



Accelerate Migration of ATM/ CRM to Cross Industry Utilities

Improve ATM/ CRM operational efficiency and productivity

Enhance Digital Sales and Marketing Capabilities

- Integrated customer journey (upgrade digital channels functionalities and improve omnichannel customer experience)
- Remote advisory channel for affluent customers
- Tech-enabled Contact Centre (e.g. AI, chatbot, etc)

BRILINK 2.0

Redefine the role of BRILink Agents to become **Primary Channel for Lead Generation & Servicing for Selected Segments** (e.g. rural micro)







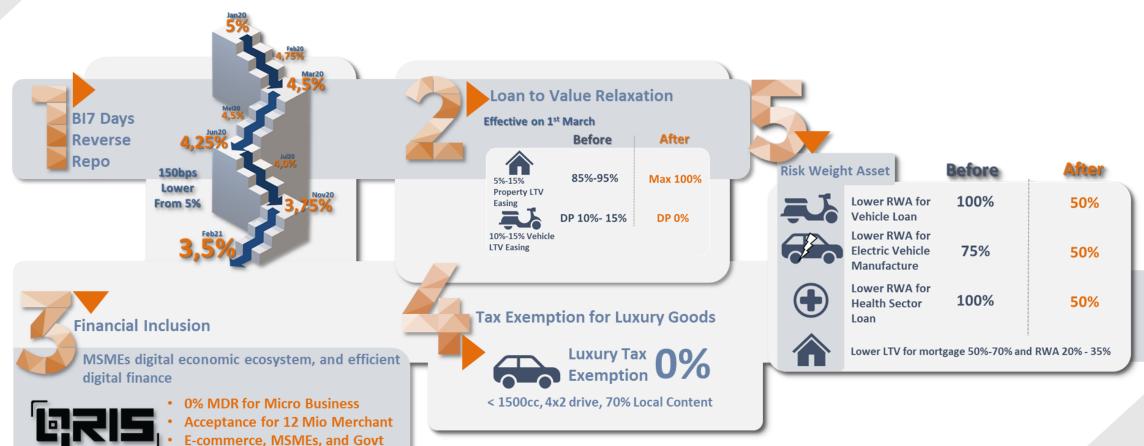
COVID-19 POLICIES

Colaboration



More Accommodative Policies to Boost Demand and Consumption

.... Government and Regulators issued more accommodative policies to boost demand and consumption....



Source: BI, OJK, and MOF Strictly Confidential 71



VACCINATION PROGRAM

Positive Catalyst for Economic Recoveries



Allowed Covid-19 laccine Providers

Firm Order (FO): 329.5 Mio Doses Additional Option (AO) 54 Mio Doses



FO: 125.5 Mio Doses AO 100 Mio Doses



FO: 54 Mio Doses AO 54 Mio Doses

"Gotong Royong" Vaccine

Sinopharm

Moderna

Sputnik V Cansino BIO

FO: 50 Mio Doses

AO 50 Mio Doses

NOVAVAX

FO: 50 Mio Doses

AO 80 Mio Doses

TARGET 181.5 MILLION PEOPLE



- Public Officer → 16,9 Million
- Elderly → 21.5 Million

Second Feb - Jun 2021 Mar/Apr – Dec 2021

Communities In High Risk Of Transmission **Vulnerable Communities** → 63.9 Mio



- Rollout in Jan 2021
- Estimated period for vaccination → 15 Months
- 181,5 Mio Citizens in 34 **Provinces**

Other Communities → 77.7 Million Clustering approach

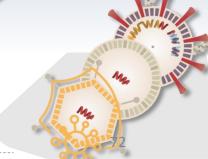




Vaccination Update as of May 14th, 2021

1st vaccination: 13.7 Mio Citizens

vaccination: 8.9 Mio Citizens





COVID-19 AND ECONOMIC RECOVERY PROGRAM



Sustainability of the Program Will Accelerate Economic Recovery

...Government still allocates Covid-19 and Economic Recovery Program Budget in 2021 of Rp699.4 T, increases 21% from budget realization in 2020...

Covid 19 and Economic Recovery Programe 2021

Rp699,43 T

Increase 21% from 2020 realization

Rp184,83 T MSME and Corporate Support
Rp58,47 T Business Incentives
Rp176,3 T Health
Rp157,41 T Social Protection
Rp122,42 T Priority Pragrame

Ministry Involved

Labor Intensive Program (Total Rp27.33 T)

- Kementerian PUPR → Rp15.63T
- Kementerian Perhubungan → Rp5.59T
- Kementerian Pertanian → Rp2.45T
- KLHK-KKP-BRG -KDPDT → Rp1.8T
- Kementerian ESDM → Rp1.46T
- Kementerian KKP → Rp0.41T

MSME and Corporate Support

Budget increases 6.7% from Rp173.17 T in 2020 to Rp184.83 T in 2021

- MSME Interest Subsidy Rp31.95 T
- BPUM Rp15.36 T
- IJP Subsidy Rp8,51T
- Capital Injection for SOE, LPEI, and LPI Rp58.76 T
- Fund Placement Rp66.99 T
- Other support Rp3.27 T

Priority Programe

Budget increases 83% from Rp66.59 T in 2020 to Rp122.42 T in 2021

- Labor Intencives Rp27.33 T
- Food Security Rp47.1T
- Industrial Area Rp11.22 T
- Regional Loan Rp 10 T
- ICT Rp16.65 T
- Tourism Rp8.66 T
- Other Priority Rp1.47 T



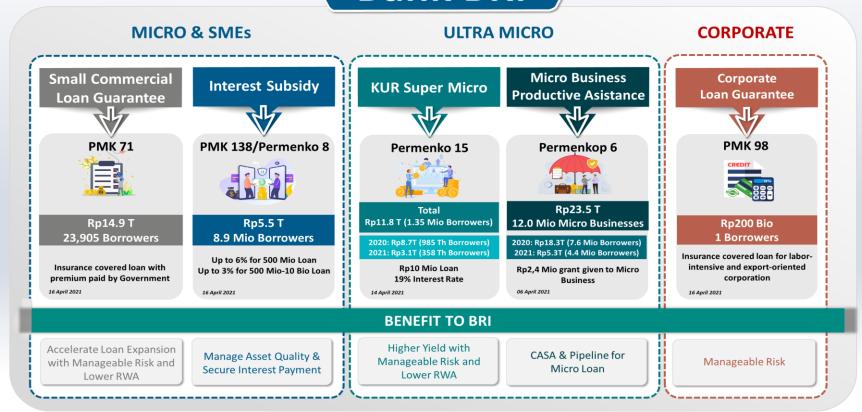
ECONOMIC RECOVERY PROGRAM



Maximizing Benefits for Borrowers & BRI

Economic Recovery Program

Bank BRI



Economic Recovery Program implementation has given positive impacts, not only for borrowers but also for BRI – more manageable credit risk, secured interest income, source of CASA, and Ultra Micro penetration







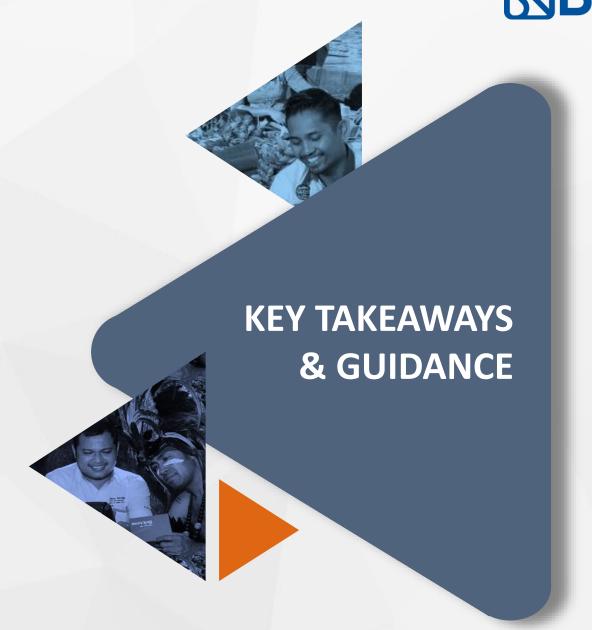
FINANCIAL RATIOS



Consistent Key Performance Indicators

Description	2016	2017	2018	2019	2020	1Q'20	1Q'21
CASA	60.57%	60.65%	61.84%	59.01%	61.00%	56.86%	59.48%
Cost of Fund (COF)	3.83%	3.27%	3.47%	3.58%	3.22%	3.65%	2.26%
Loan to Deposit Ratio	87.77%	87.44%	88.96%	88.64%	83.66%	90.39%	86.77%
Net Interest Margin (NIM)	8.00%	7.92%	7.45%	6.98%	6.00%	6.66%	7.00%
Cost Efficiency Ratio (CER)	41.26%	41.15%	41.02%	40.26%	46.60%	41.19%	42.14%
Earning Asset Provision	2.75%	3.11%	3.26%	3.36%	5.42%	5.09%	6.17%
Opr. Expense to Opr. Income	68.69%	69.14%	68.40%	70.10%	81.22%	72.97%	76.83%
NPL ratio - Gross	2.03%	2.12%	2.16%	2.62%	2.94%	2.81%	3.12%
NPL ratio - Nett	1.09%	0.88%	0.92%	1.04%	0.80%	0.63%	0.86%
LAR	9.42%	9.16%	9.17%	9.78%	28.26%	12.93%	28.84%
LAR Coverage	36.68%	44.79%	47.20%	44.65%	25.77%	48.66%	27.58%
Return on Assets (ROA) - b.t	3.84%	3.69%	3.68%	3.50%	1.98%	3.19%	2.65%
Return on Assets (ROA) - a.t	2.96%	2.89%	2.86%	2.77%	1.39%	2.59%	2.02%
Return on Equity (ROE) - Tier I	23.08%	20.03%	20.49%	19.41%	11.05%	20.39%	15.47%
Return on Equity (ROE) - B/S	19.98%	18.72%	18.87%	17.77%	9.91%	18.33%	13.73%
Primary Reserve Requirement (IDR)	6.94%	6.52%	7.16%	6.57%	3.00%	5.59%	3.02%
Net Open Position	6.67%	4.22%	3.73%	1.87%	1.07%	2.05%	0.94%
Tier I CAR	21.91%	21.95%	20.15%	21.52%	19.59%	17.20%	18.39%
Total CAR	22.91%	22.96%	21.21%	22.55%	20.61%	18.23%	19.40%

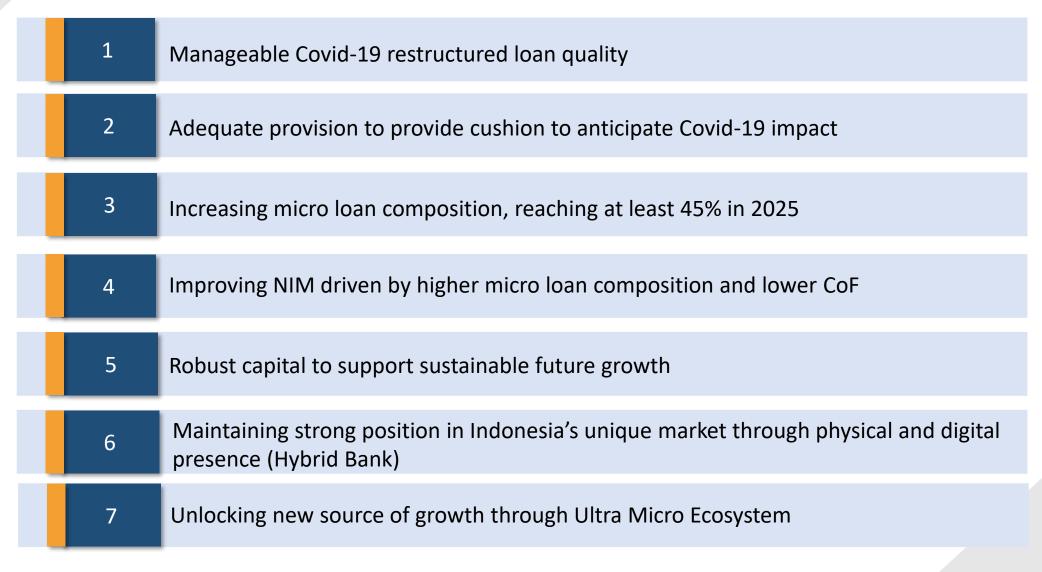






KEY TAKEAWAYS









Loan Growth : 6% - 7%

LDR : ±85%

NIM : > 6.3%

Fee Income Growth: ±8%

OPEX Growth : < 8%

NPL : ±3%

Credit Cost : ±3.1%







BOARD OF COMMISSIONERS

























BOARD OF MANAGEMENT





Consumer

Agus Noorsanto

Director of

Institution and SOE



Business

Agus Sudiarto

Director of Risk

Management









Sunarso **President Director**



Catur Budi Harto Vice President Director



















SEVP Fixed Asset Management & Procurement











Best of The Best Company 2020 – FORBES INDONESIA



Best in Country Indonesia 2019 – IR MAGAZINE SOUTH EAST ASIA



TOP CSR AWARDS 2020



The Best Bank in supporting MSME for Bank In Category BUKU 3 & 4 2020 – BANK INDONESIA



Best Overall SOE

Best SOE for Organizational Transformation –

ANUGERAH BUMN (SOE AWARD) 2020



The Best CEO in Banking Transformation— CNBC INDONESIA AWARD 2020



The Most Resilient BUMN (SOE) 2020 – TOP BUMN AWARD 2020 SURVIVE IN CRISIS



Innovative Company For Embracing
Startup Collaboration For Digital
Ecosystem—
INDONESIA DIGITAL INNOVATION
AWARD 2020





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

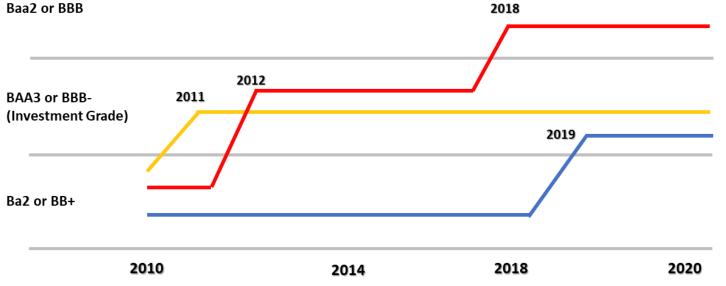
- Counterparty Risk Assessment : Baa1(cr)/P-2(cr)

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



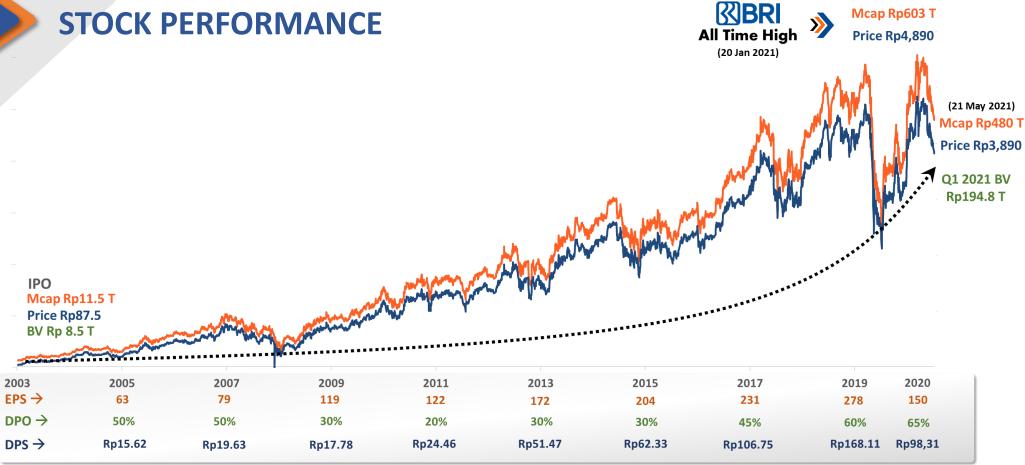
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National Rating : id AAA,
Stable Outlook







Shareholders Composition

Shareholder	2003	2014	2015	2016	2017	2018	2019	2020	Q1 2021
Government	59,50%	56,75%	56,75%	56,75%	56,75%	56,75%	56,75%	56,75%	56,75%
Public	40,50%	43,25%	43,25%	43,25%	43,25%	43,25%	43,25%	43,25%	43,25%
Foreign	79,06%	82,49%	78,12%	80,12%	84,33%	79,48%	80,68%	77,39%	80,03%
Domestic	20,90%	17,51%	21,88%	19,88%	15,67%	20,52%	19,31%	22,61%	19,97%

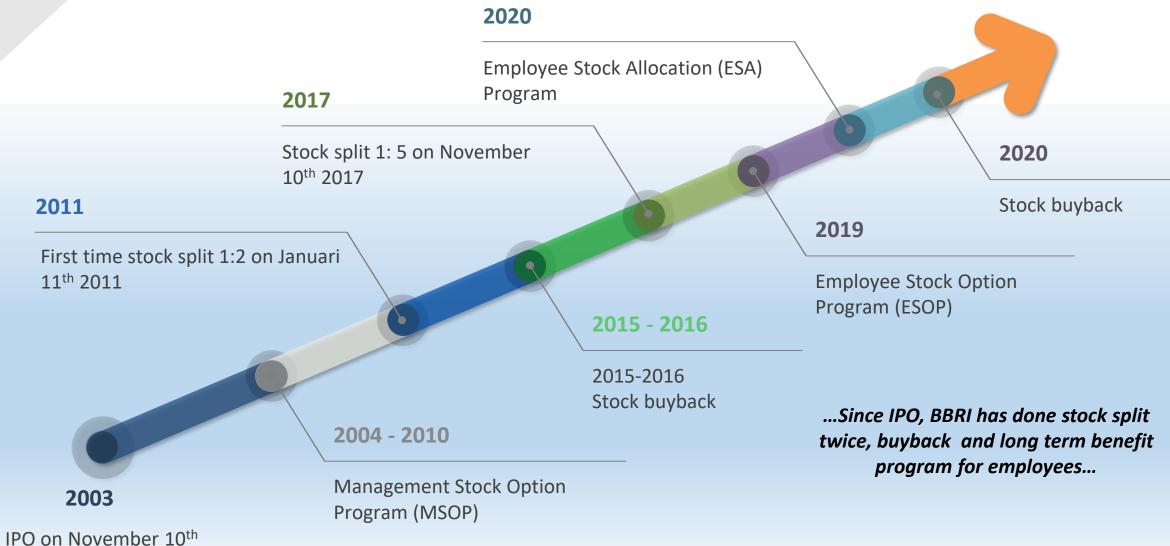




2003 using ticker BBRI

BBRI OVER THE YEARS — Stock-Related Corporate Action







THANK YOU

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