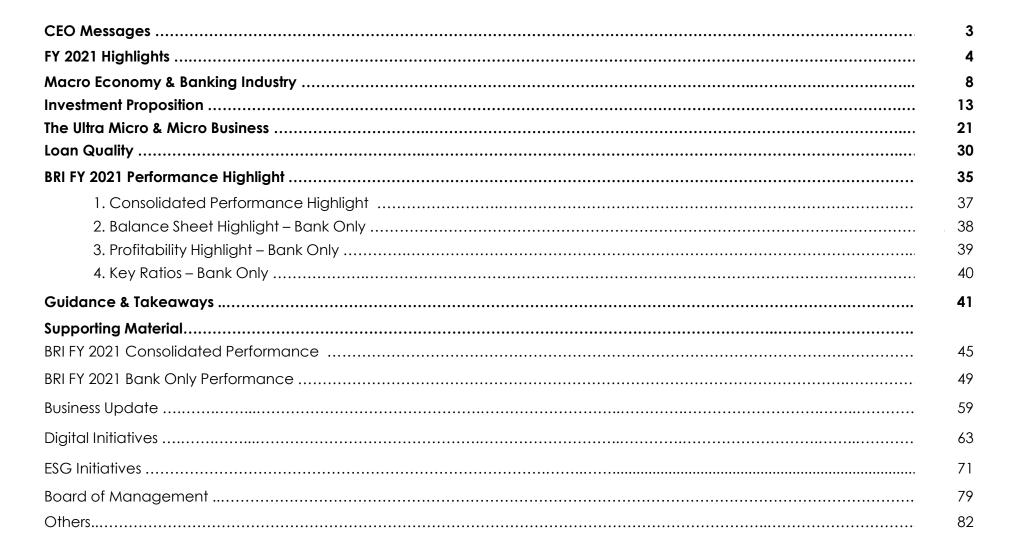


FY'2021 – Financial Update Presentation

PT BANK RAKYAT INDONESIA (PERSERO) Tbk.





CEO MESSAGE Stepping Forward With Optimism, Paving The Way Towards Strong And Sustainable Growth





Sunarso, CEO

Despite the Covid-19 second wave in mid-2021, the economy of Indonesia continues to recover. Domestic demand is improving, supported by consumption and investment, while the surge in commodity prices accelerates export performance. The gradual relaxation on mobility restriction gives more traction to the business activity, as the banking industry return to a positive trend.

Consistent with the economic recovery, BRI has reinvigorated its resiliency and recorded a solid full-year performance for 2021. The loan quality remains manageable with adequate provisioning, while the ample liquidity provided room for COF efficiency. The strong NII and PPOP growth led to robust Net Profit recovery despite the higher than guidance OPEX due to provisions build-up to settle our pending, current, and impending obligations.

Throughout 2021, BRI continues its value incrementing through several corporate actions, namely the consolidation of Bank Syariah Indonesia, the BRI Life and FWD partnership, and the recent establishment of the Ultra Micro Holding. The holding establishment is the first step towards creating an integrated journey to unleash the ultra-micro ecosystems' huge potential, serving as the new sources of growth to fuel our formidable micro-business engine.

To answer future challenges, including serving the ultra-micro segment's unique characteristic. BRI continues to accelerate its digital transformation through digitizing business processes, building digital ecosystems, and creating new digital propositions. In addition, BRI also introduced the role of digital advisors to assist the customers along the continuum of their digital journey.

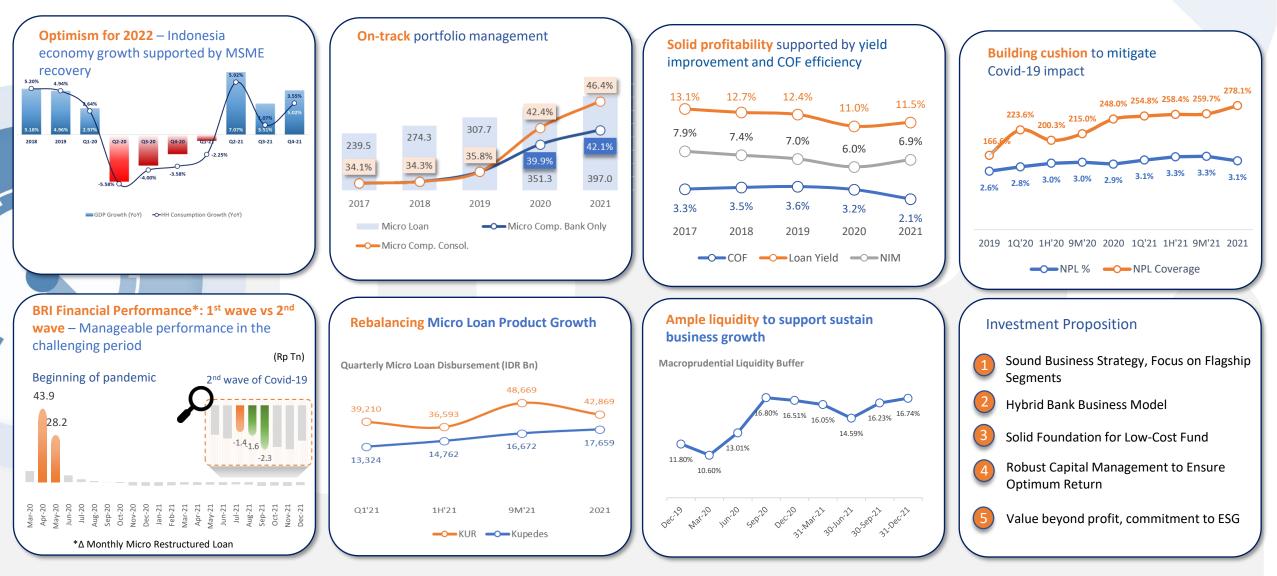
Albeit the uncertainties from the global condition and the emergence of the Omicron variant, we are stepping forward and welcoming 2022 as a year of optimism. We believe the continuation of Indonesia's economic recovery in 2022 will be mainly driven by MSME business, and BRI Group will play a significant role in supporting them. The role of KUR as the government's program to support the MSME will continue. BRI's KUR quota increased, reaching Rp260 T, and will become one of the drivers for loan growth in 2022. Even with changes in the scheme, the increase in KUR hence micro-loan composition, will support the overall profitability due to its relatively higher yield, not to mention its contribution to the significant growth of the customer base.

Concurrently, 2022 also as our final year to lay down the strong foundation that will determine our business's trajectory, including improving our subsidiaries' contribution and strengthening CASA growth.

BRI strives to deliver value beyond profit, substantiated through empowering the people and nurturing the planet. We have established a dedicated team for ESG as well and formalized an ESG Committee to strengthen our commitment to sustainability. With the structure in place, we will prepare our ESG roadmap towards more aggressive targets aligned with national and global frameworks and initiatives.

PERFORMANCE HIGHLIGHTS

Stepping Forward With Optimism, Paving The Way Towards Strong And Sustainable Growth



RABRI





Net Profit (bank only) IDR 32.2 Tr 76% yoy Net Profit (Consolidated)

Rp 30.8Tr 65% yoy

10% above consensus

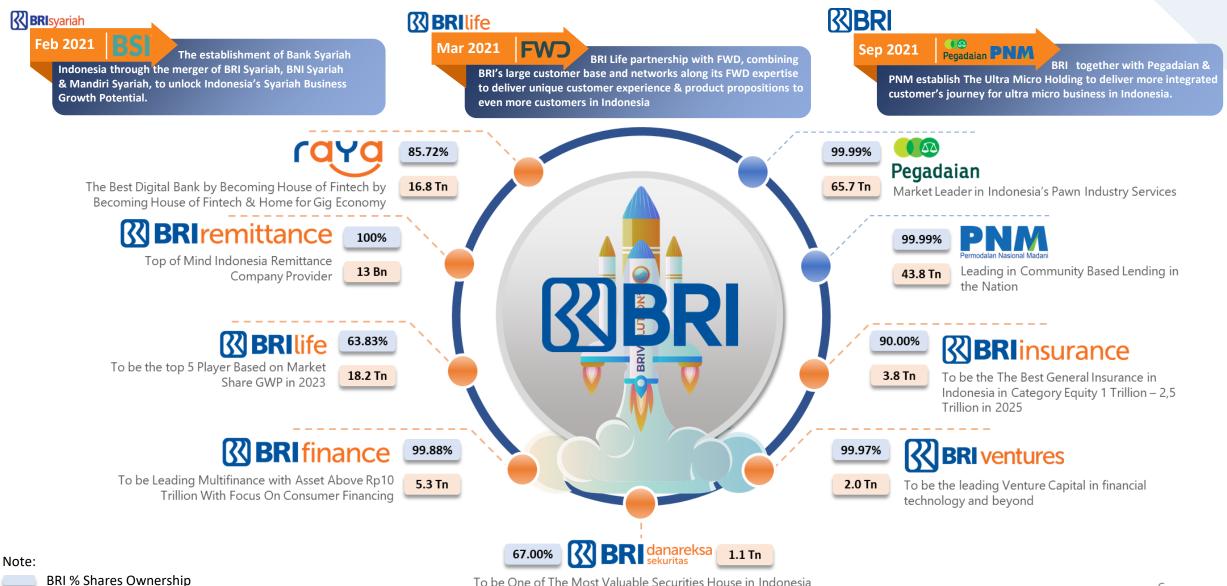
FY21 Achievement vs Guidance (Bank Only)

	2021	2021
	Guidance	Actual
Loan Growth (YoY)	6% - 7%	7.2% •
LDR	±85%	83.67% •
NIM	±6.7%	6.89% •
Fee Income Growth (YoY)	±8%	9.0% •
OPEX Growth (YoY)	8% - 10%	18.1% •
NPL	3.3% - 3.5%	3.08% •
Credit Cost	3.5% - 3.7%	3.42% •

VALUE CREATION THROUGH CORPORATE ACTION

Income & Risk Diversification and Strengthen Customer Base

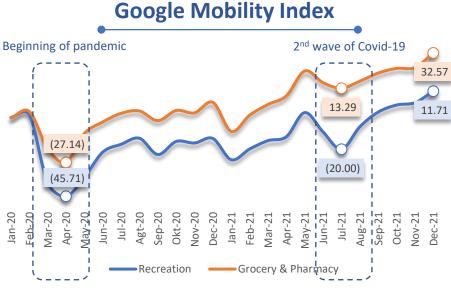




To be One of The Most Valuable Securities House in Indonesia

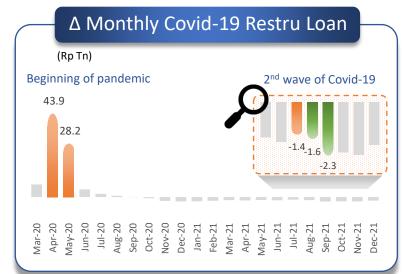
BUILDING RESILIENCY DURING COVID-19 WAVES

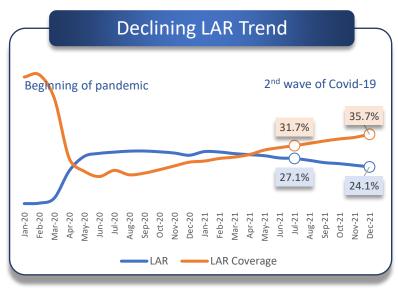
Strong business performance recovery amidst the pandemic

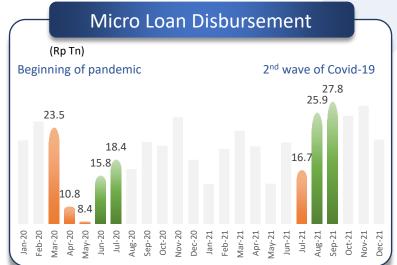


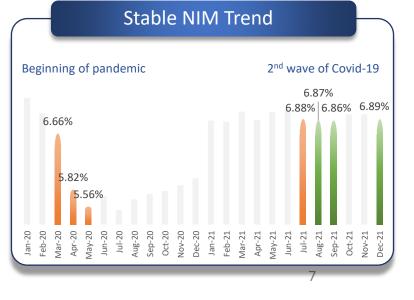
Source: Google, Indonesia

- The covid-19 pandemic has brought crisis like no other.
- With restriction on mobility and activity, the resiliency of MSME business tested to its very limit.
- Since the beginning, BRI proactively performing loan restructuring to help the customers
- The experience has helped us to adapt and **tone down** the impact of the July second wave, evidenced by stable improvement in loan quality as well as manageable loan disbursement and profitability in the 2nd Half of 2021.
- As we progressively build up resilience, our performance continuously improves and makes us more ready to withstand the possibility of another wave.







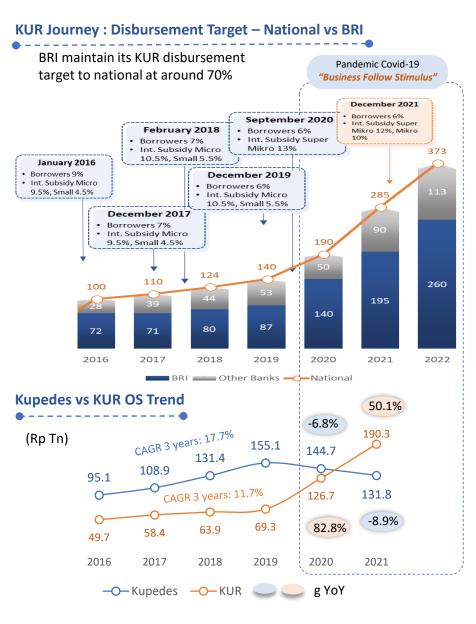


Note: All numbers are bank only, unless stated as consolidated

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REBALANCING MICRO LOAN PRODUCT GROWTH

Ongoing Economic Recovery In 2022 Create Better Demand For Both KUR And Kupedes



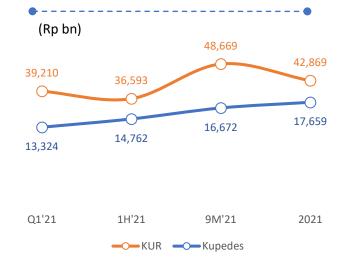
Research on Micro Segment Resiliency During Covid-19 Pandemic

Conducted by BRI Micro Institute in cooperation with LPEM FEB UI to Micro borrowers through desk study, in-depth interviews and FGD



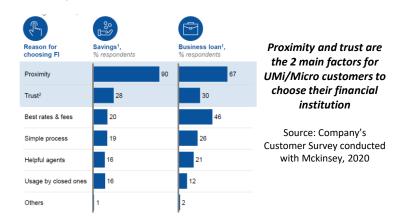
In 2020, the pandemic caused the monthly saving to fall to 5.87% of total earnings. However, in 2021 there is a slight improvement to 6.3%

Quarterly KUR & Kupedes Disbursement 2021



Research on Main Factors of UMi/Micro Customers in Choosing Financial Institution (% Respondens)

KIBRI



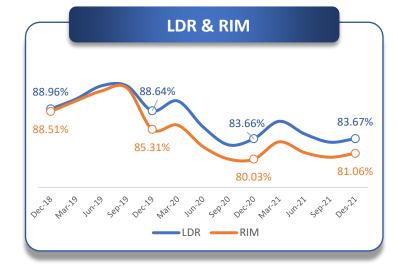
- Since launched in 2009, BRI is the major player in KUR disbursement, with market share of around 70%
- Pre pandemic, both Kupedes and KUR recorded a double-digit loan growth
- But during pandemic, with the mobility restriction, the MSME entrepreneurs' capacity is significantly declining, thus lower the Kupedes demand.
- Thus, during 2020 and 2021, BRI apply "Business follow stimulus" strategy resulted in double digit growth of Micro loan, supported by KUR
- With the better economy growth in 2022 that will drive the loan demand, both KUR and Kupedes is projected to have better growth. This is supported by evidenced that Kupedes loan disbursement in 2021 seen an increasing trend since Q1-21

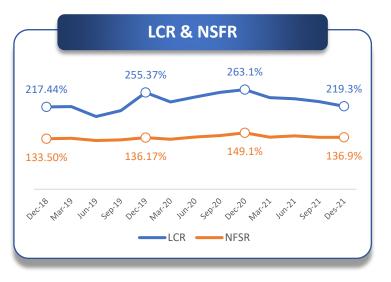


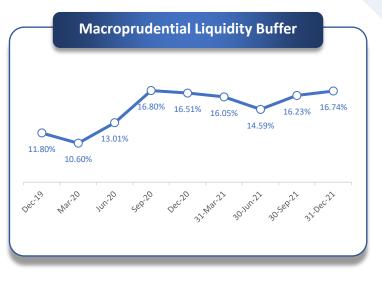
AMPLE LIQUIDITY TO SUSTAIN BUSINESS GROWTH

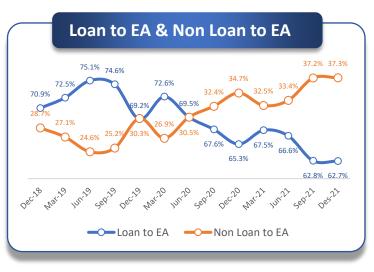
Liquidity Ratios are Maintained at Stable Level and Above Regulatory Minimum













- LDR and RIM are manageable at 83.67% and 81.06%
- LCR and NSFR are maintained stable above the minimum requirement of 100%
- Macroprudential Liquidity Buffer (PLM) Ratio adequate AT 16.74%, above the minimum requirement of 6%
- The composition of Non-Loan to EA keep increasing which can be easily converted into loan assets, if demand for credit increases
- The composition of IBL to Total Liabilities decreased from ~84% to ~78%, indicating an increase in BRI's sources of expansion from capital

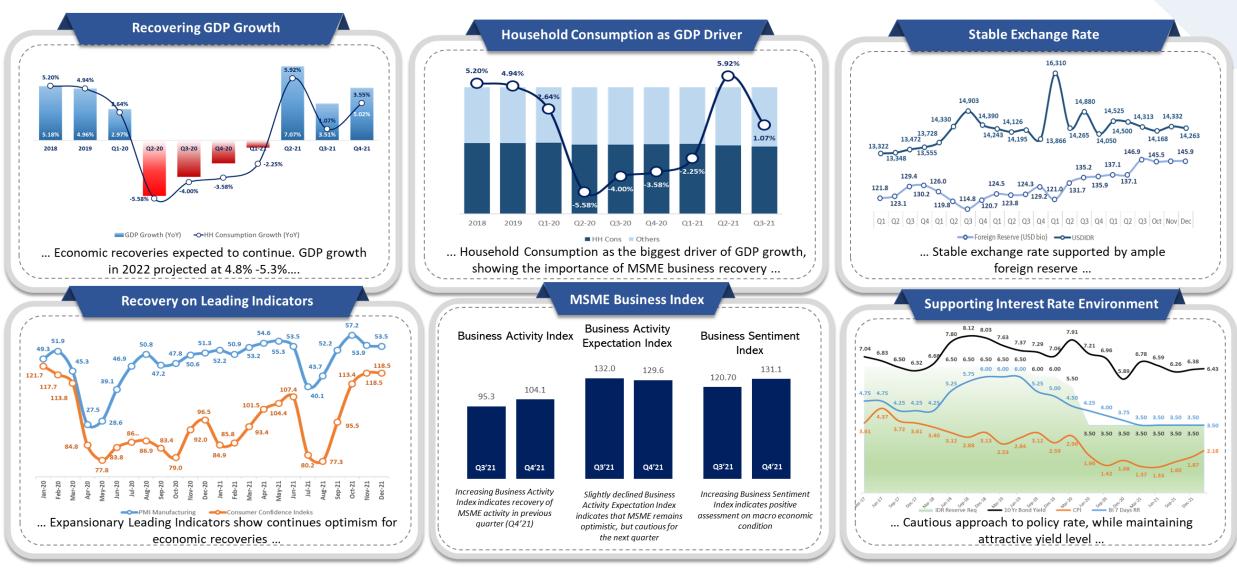


MACRO ECONOMY & BANKING INDUSTRY



MACRO ECONOMY

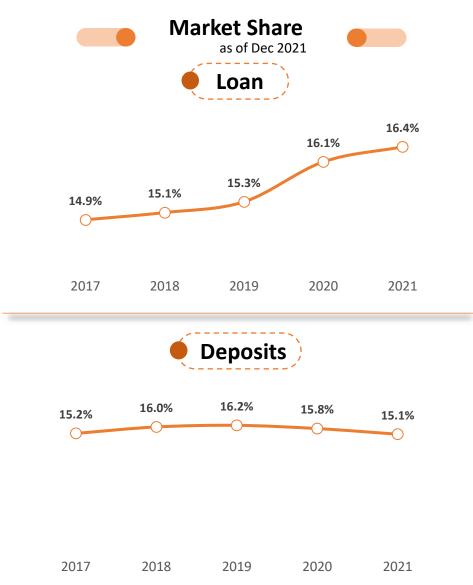
Indonesia's Economic Recoveries Trend Continues, Give Rise to Optimism for 2022

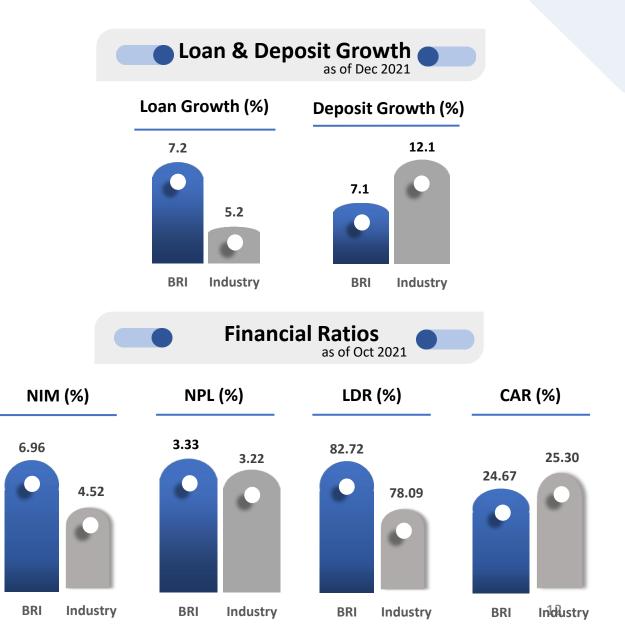


IXIBRI

BRI VS BANKING INDUSTRY

Strong Outperformance Relative to Industry





RBRI

Source: Indonesian Banking Statistic - OJK & BRI Performance Report

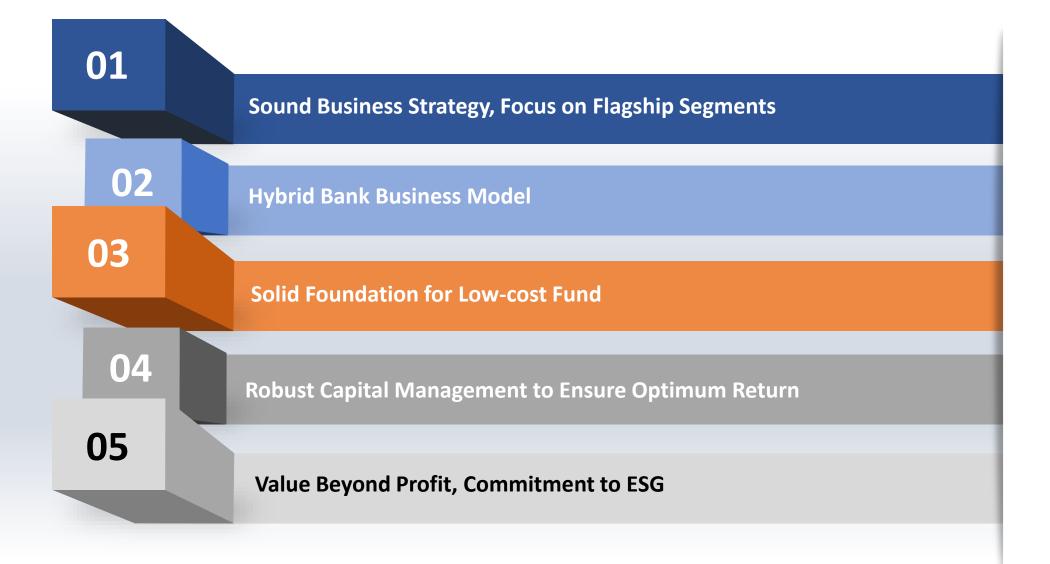


INVESTMENT PROPOSITION



BRI INVESTMENT PROPOSITIONS





SOUND BUSINESS STRATEGY, FOCUS ON FLAGSHIP SEGMENT

Set To Become The Most Valuable Banking Group in SEA and Champion of Financial Inclusion









BRIVolution 2.0

The Most Valuable Banking Group in Southeast Asia & **Champion of Financial Inclusion**

Scope Up



Strengthening foundation for of income (business business growth

(2021 - 2022)



Maintaining the best position in Southeast Asia

(2025 and beyond)







Our Transformation is Anchored In Six Themes (6C)

Create New Growth Engine

Accelerate **CASA** Growth

Enhance Cross Sell to Boost Fee Income

Adapt Culture & Capabilities

Improve Customer Experience

Contain Credit Cost





SOUND BUSINESS STRATEGY, FOCUS ON FLAGSHIP SEGMENT

Leading and Well-positioned To Serve Micro Banking



BRI Micro Banking Highlights



+31.1 million Borrowers (+13.3 million BRI, +11.2 million PNM, +6.6 million Pegadaian borrowers) +137 million depositors



Comprehensive Product Offerings

Lendings:

• Individual (Secured & Unsecured), Group Lending, Pawn Lending

Deposits: Simpedes, Time Deposit **Insurance:** Life and Health Insurance, General insurance





From Locals to Locals: Micro banking employees (from salesforces to the head of BRI Units) are from local community to build trust with local customers and support local development.



Extensive Banking Networks

5,222 BRI Units 503,031 BRILink Agents
1,697 Teras BRI 4,085 Pegadaian Outlets
3,676 PNM Outlets



+27,000 Financial Advisors ("Mantri") to serve and empower micro borrowers and depositors



Digitized Business Process

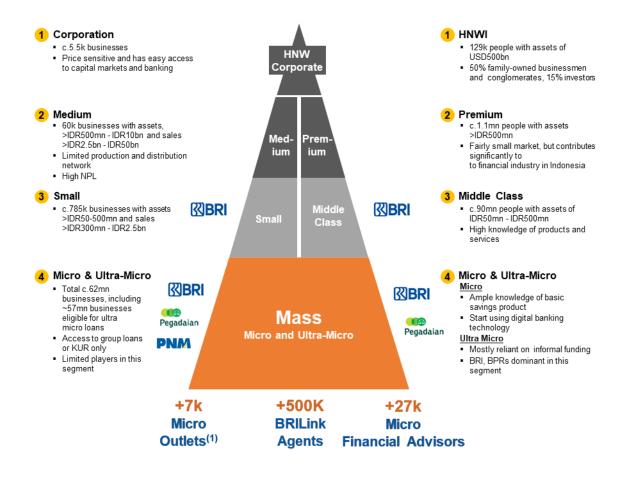
BRISPOT Micro, Selena, PNM Digi (Loan Underwriting App) BRILink Mobile (App for Brilink Agents)



Pasar ID (Payment ecosystem for traditional market merchants and buyers)

Stroberi (Integrated electronic transaction solutions for micro entrepreneurs)

Well-Positioned to Serve Micro Banking

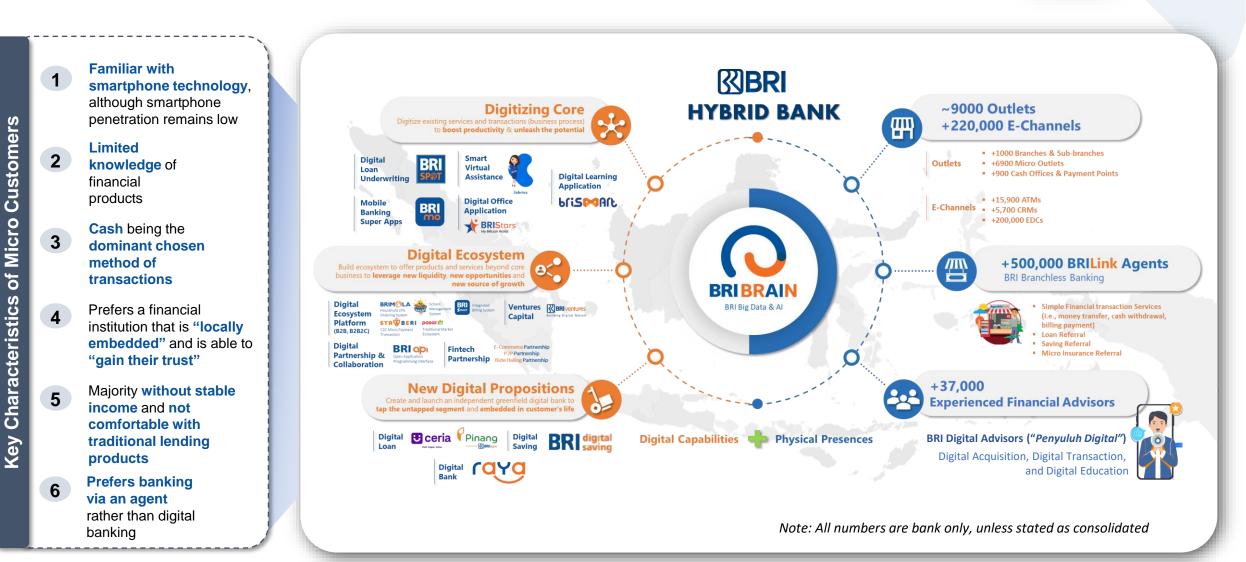


Source: BRI's public filings (1) Micro outlets include BRI Unit and Teras BRI.



HYBRID BANK BUSINESS MODEL

Combining Physical Presence and Digital Capabilities (Phygital) to Match Customer Journey



Based on Company's Research and Surveys

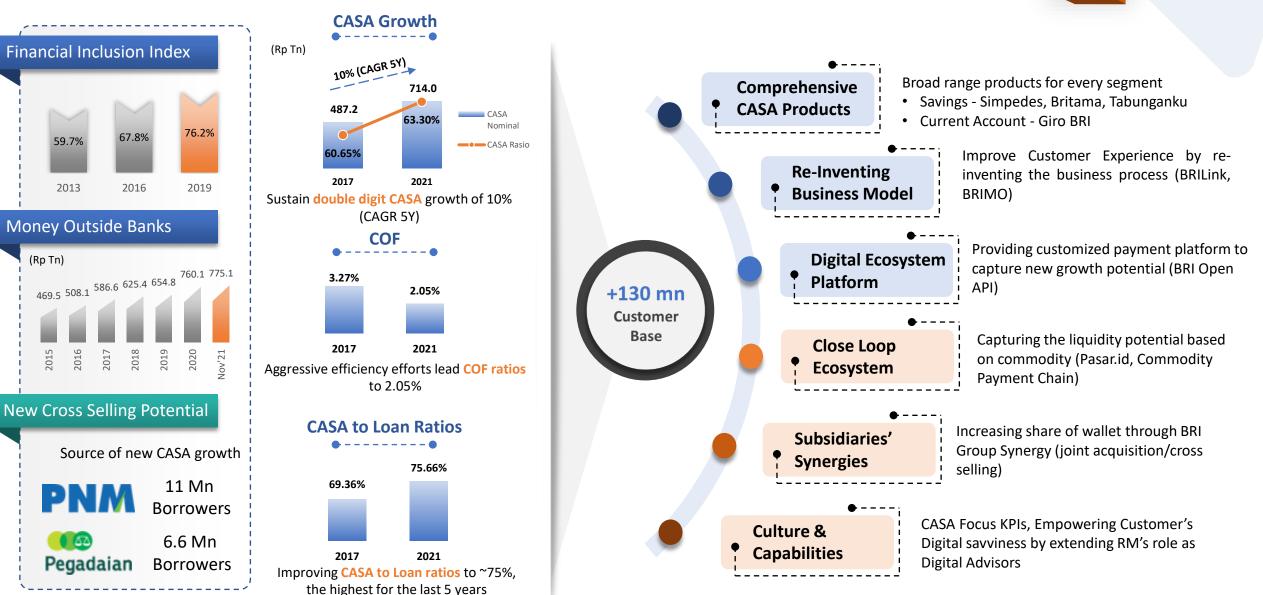
(X)BRI

02



SOLID FOUNDATION FOR LOW-COST FUND

Large Customer Base (and Growing)



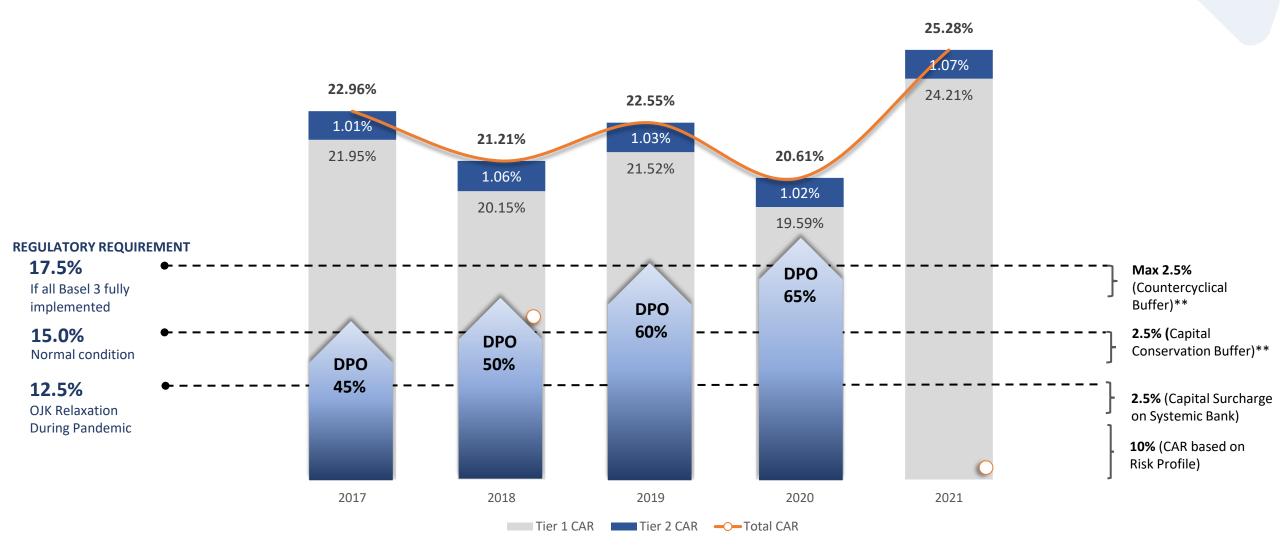
IXIBRI

03

ROBUST CAPITAL MANAGEMENT TO ENSURE OPTIMUM RETURN 04



Optimizing Capital for Sustainable Business Growth and Shareholders' Return





VALUE BEYOND PROFIT, COMMITMENT TO ESG

At The Forefront of ESG Implementation





Published 1st Sustainability Report

Reclassification was carried out on the 2020 figures based on BRI's internal criteria that are more stringent to classify sustainable business activities 20



THE ULTRA MICRO & MICRO BUSINESS

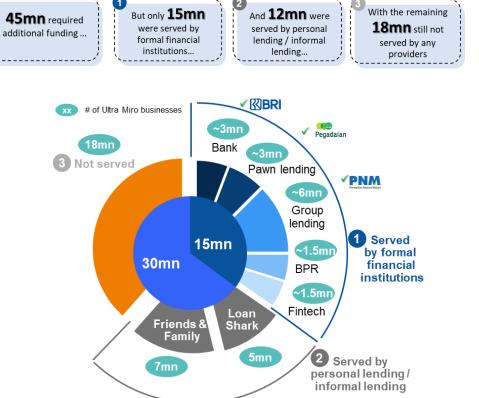


THE ESTABLISHMENT OF ULTRA MICRO ECOSYSTEM

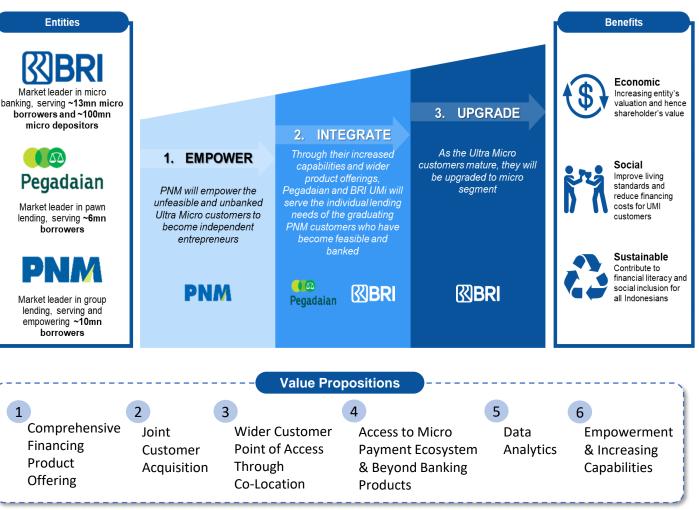
Strengthen BRI's Positioning In Micro Banking Through Integrated Customer Journey



Ultra Micro Business will serve as BRI's New Source of Strong and Sustainable Growth



The huge potential of Micro and ultra-micro business will serve as the new source of growth and therefore strengthen BRI's core competency in Micro and Small business. Business ecosystem of BRI, Pegadaian and PNM will create integrated customer journey through Unique Value Propositions



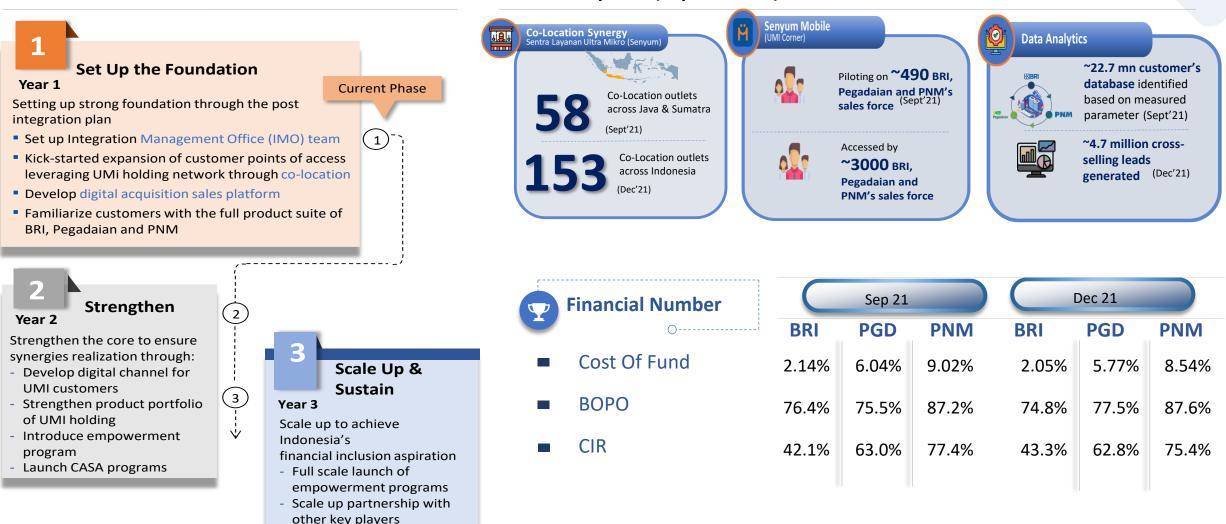


UMI Holding Post Integration Synergies Update

- Scale up analytics use case



Post Integration Phase

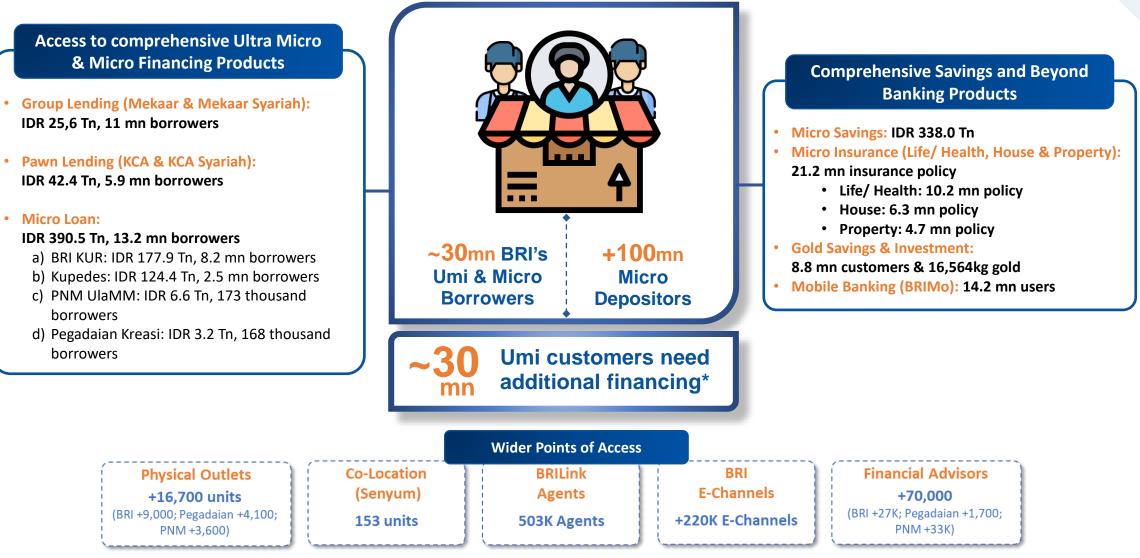


Phase 1 Update (Sep – Dec'21)





Comprehensive Financial Products & Services Offer Huge Potential for Cross Selling and Joint Acquisition



*Based on Company's Internal research as of 2018 All numbers are as of December 31, 2021



Wider Financial Access for UMi Customers through Sharing Networks "Senyum Outlets"

2





"SenyuM" – memorable short from of 'Sentra Lavanan Ultra Mikro'

Establishment of Ultra Micro ecosystem presence in the market through joint branding, intensive

in the market through joint branding, intensive marketing and integrated branch layout

Joint Banking Hall

Customer access to extensive suite of UMi products and services offered by BRI, Pegadaian and/or PNM, as well as social empowerment and financial inclusion programs

Integrated cross-entity customer journeys through complementary product bundling

Joint Meeter-Greeter



Assistance based on customer needs – BRI, Pegadaian and/or PNM services

BRI Integrated Teller Counters



Serves all UMi customers

Pegadaian Appraisal Counter



Dedicated counter for Pegadaian products and services



Common waiting area for all UMi customers





Collaborates with Pegadaian appraiser for seamless customer journeys

Pegadaian Appraisal Counter



FAO desk for AO cash servicing and customer lead generation





Joint Banking Hall

3



Dedicated Counter for PNM



Dedicated Counter for Pegadaian

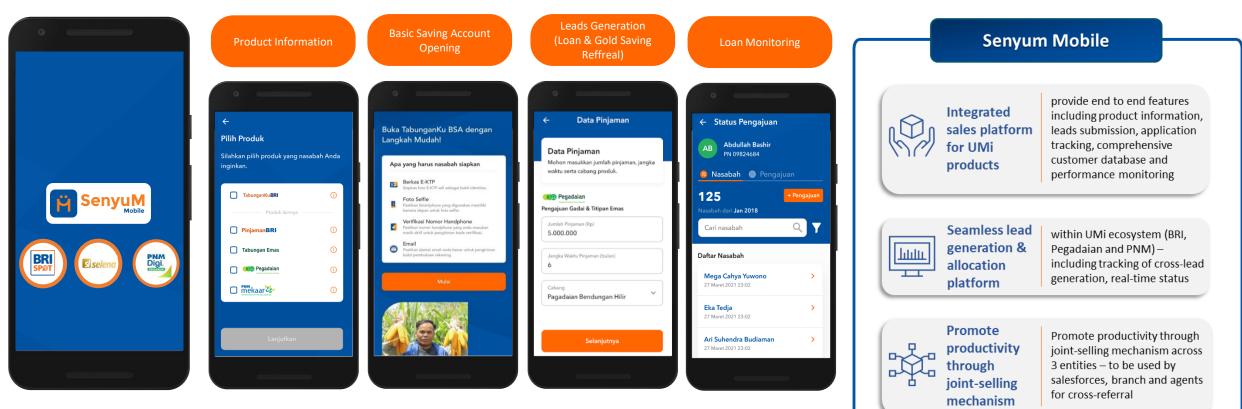




Enabling Joint Acquisition through Integrated Digital Sales Platform ("Senyum Mobile")



Senyum Mobile is an integrated digital sales platform to enable joint-acquisition across 3 entities



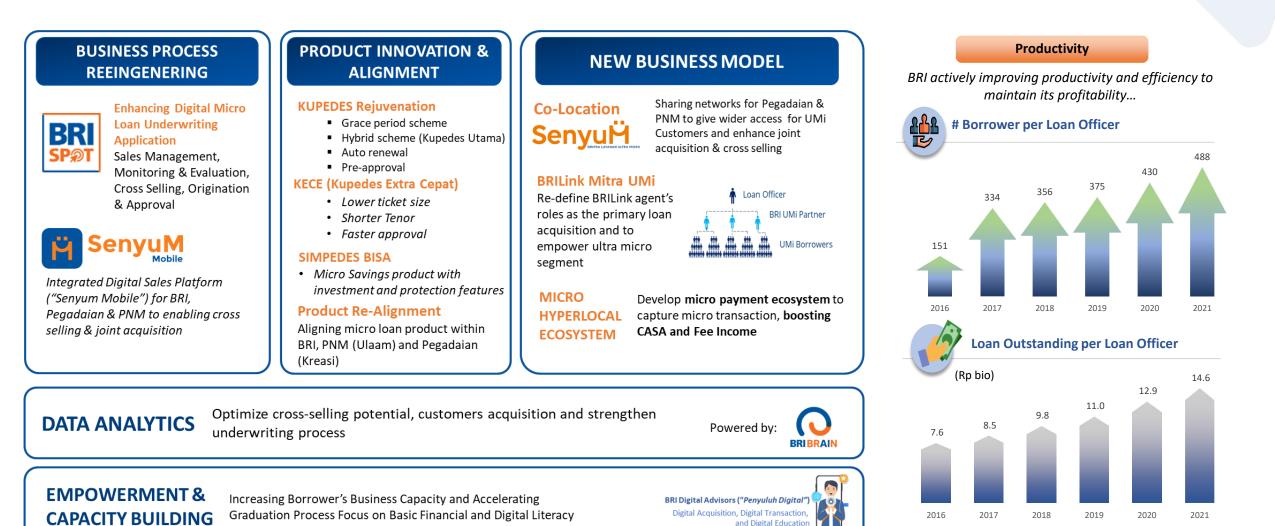
Senyum Mobile directly connected the existing applications of BRI, Pegadaian and PNM, namely BRISPOT (BRI digital loan origination application), Selena (Pegadaian sales pipeline management system), PNM Digi (PNM digital loan origination application) to enable joint acquisition within sales officers in three entities.



HOLISTIC MICRO BUSINESS STRATEGY

BRI as The Holding Parent Together With Pegadaian And PNM will Optimize The Market Potential Through Integrated And Comprehensive Business Strategy





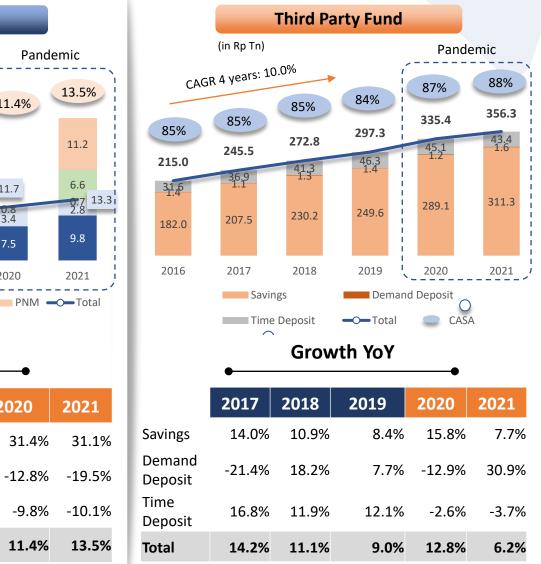
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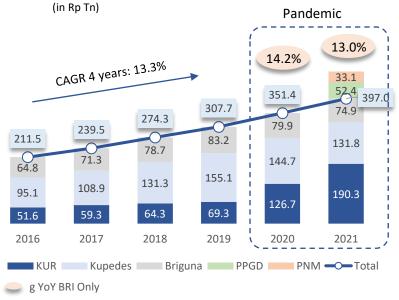


MICRO BUSINESS PERFORMANCE

Double Digit Loan Growth Supporting by Better CASA





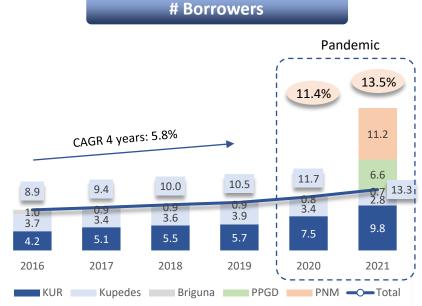


Micro & KUR Loan Outstanding

Growth Yoy

	•			—		
	2017	2018	2019	2020	2021	
KUR	14.9%	8.5%	7.9%	82.8%	50.1%	
Kupedes	14.5%	20.6%	18.1%	-6.7%	-8.9%	
Briguna	10.0%	10.4%	5.8%	-4.0%	-6.3%	
Total	13.2%	14.5%	12.2%	14.2%	13.0%	

As of Dec'21, BRI Group Micro Loan (incld. PPGD and PNM) grew 37.3% YoY



g YoY BRI Only

Growth Yoy

	•					
	2017	2018	2019	2020	2021	
KUR	20.6%	7.4%	4.5%	31.4%	31.1%	
Kupedes	-9.0%	7.2%	8.7%	-12.8%	-19.5%	
Briguna	-2.4%	-1.9%	-3.9%	-9.8%	-10.1%	
Total	5.7%	6.5%	5.3%	11.4%	13.5%	

As of Dec'21, BRI Group # Micro borrowers (incld. PPGD and PNM) grew 164.7% YoY



New KUR Scheme

	KUR Super Micro		KUR Micro		KUR Small	
	2021	2022	2021	2022	2021	2022
Size (IDR)	Up to 10 mio	Up to 10 mio	>10 - 50 mio	>10 - 100 mio	>50 - 500 mio	>100 - 500 mio
Total Lending Rate	19.0%	18.0%	16.5%	16.0%	11.5%	11.5%
Interest paid by borrowers	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Govt' Subsidy to BRI	13.0%	12.0%	10.5%	10.0%	5.5%	5.5%
Insurance Premium	2.0%	2.0%	1.75%	1.75%	1.5%	1.5%
Collateral	NA	NA	NA	NA	> 50 – 100 Mn No Collateral > 100 – 500 Mn (bank's discretion	
Quota (IDR)	10 Tn	20 Tn	163.6 Tn	210 Tn	22 Tn	30Tn
	Total 2021: 195. 6 Tn , Total 2022: 260 Tn					



KUR RELAXATION

- Government increased the upper limit for KUR Micro from up >Rp10-50 Mn to >Rp10-100 Mn
- Changes in the lower interest subsidy for KUR Super Micro by 100 bps and KUR Micro by 50 bps
- The changes in KUR scheme is expected to have minimum impact on margin considering higher micro loan composition due to significant increase in KUR quota, improved efficiency and productivity.

"BRI's strategy to support the economic recovery and drive the loan growth is by actively improve the effectiveness and efficiency of stimulus disbursement, especially that can increase the purchasing power. Therefore our business strategy is *business follow stimulus*"

> Press Release 30 December 2021



BRI 2021 PERFORMANCE HIGHLIGHT



PSAK 38 ("BUSINESS COMBINATION OF ENTITIES UNDER COMMON CONTROL")



Impact to BRI Consolidated Financial Statement

	Published Financial Statement							
	2020	2020 (Restated)	2021	YoY Growth	YoY Growth			
	(1)	(2)	(3)	(4 = 3/1)	(5 = 3/2)			
Asset/Liabilities								
Total Assets (IDR Billion)	1,511,805	1,610,065	1,678,098	11.0%	4.2%			
Total Loans (Gross) (IDR Billion)	938,374	1,020,193	1,042,867	11.1%	2.2%			
Total Deposits (IDR Billion)	1,121,102	1,120,922	1,138,743	1.6%	1.6%			
Total Liabilities	1,311,893	1,380,598	1,386,311	5.7%	0.4%			
Total Equity	199,911	229,467	291,786	46.0%	27.2%			
Profit and Loss								
Interest Income	116,932	135,765	143,523	22.7%	5.7%			
Interest Expenses	37,722	42,180	29,429	-22.0%	-30.2%			
Net Interest Income	79,210	93,585	114,094	44.0%	21.9%			
Net Profit	18,660	18,660	30,775	64.9%	64.9%			

The Implementation of PSAK 38

- Business combination transactions between entities under common control are accounted for in accordance with PSAK No. 38 "Business Combinations of Entities Under Common Control" where the difference between the cost paid and the carrying amount of net assets is recorded as part of the additional paid-in capital account in equity.
- Based on PSAK No. 38, the elements of the financial statements of the combining entities, for the period in which the combination of business entities under common control occurs and for the comparative period presented, are presented as if the combination had occurred since the beginning of the period when the entities were combined under common control.

(1) The Financial statement as of 31 December 2020 have been previously released

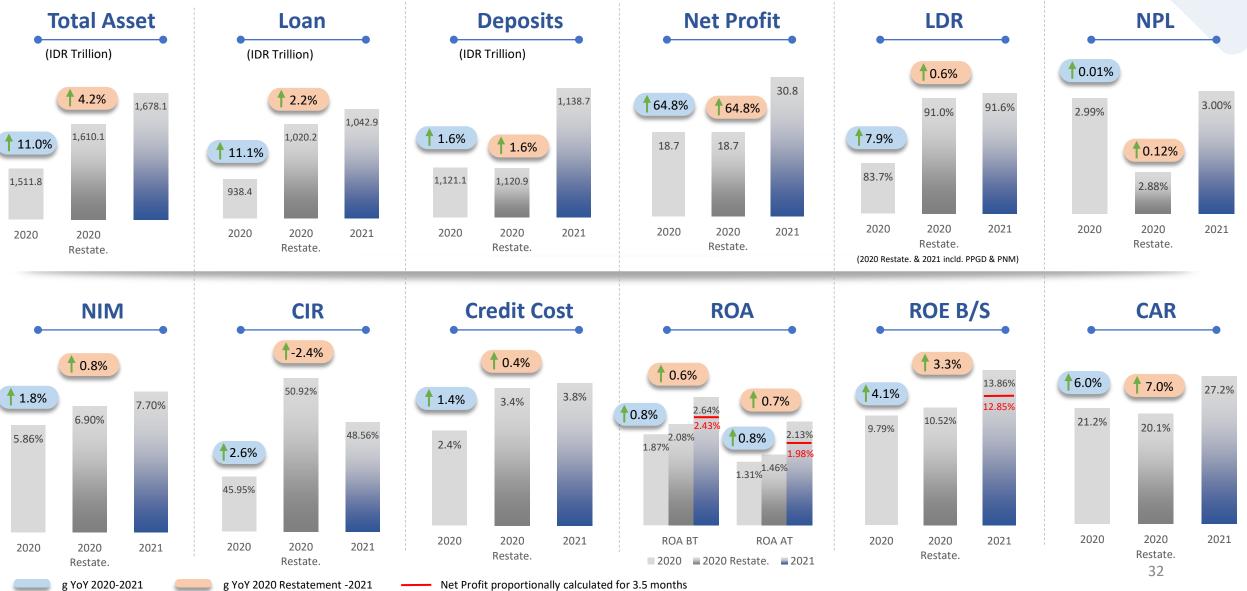
(2) The financial statement as of 31 December 2020 have been restated in accordance with the provisions of PSAK 38 as if the business acquisition of PT. Pegadaian and PT. PNM which is effective as of 13 September 2021 has occur since the beginning of the period when the acquisition entities are under common control.

(3) The financial statement as of 31 December 2021 has consolidated the financial statement of PT. Pegadaian and PT. PNM which is effective in the acquisition on 13 September 2021 (Pegadaian and PNM Balance Sheet statement and Profit and Loss is fully recognized line by line while for net profit only recognized for 3,5 months or since the acquisition effective)

(3) The financial statement as of 31 December 2021 has consolidated the financial statement of PT. Pegadaian and PT. PNM which is effective in the acquisition on 13 September 2021 (Pegadaian and PNM Balance Sheet statement and Profit and Loss is fully recognized line by line while for net profit only recognized for 3,5 months or since the acquisition effective)

CONSOLIDATED PERFORMANCE HIGHLIGHT

More room for profitability improvement through BRI Group Synergies



RBRI

Net Profit proportionally calculated for 3.5 months

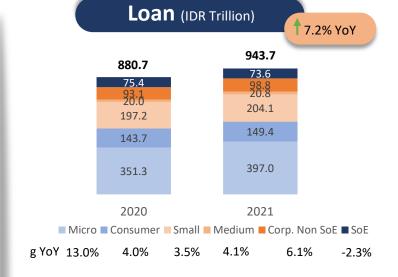


BALANCE SHEET HIGHLIGHT – BANK ONLY

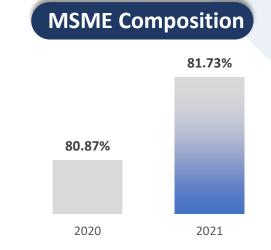
On Track Loan Portfolio Management along with Stable CASA Composition



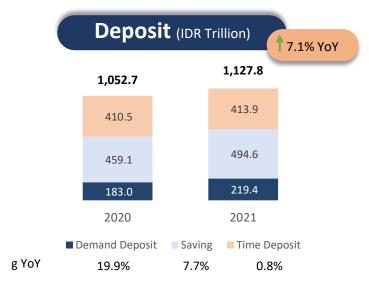
Positive loan growth of 7.2% YoY was driven by Segment, which Micro grew double-digit by 13.0%. This led to increasing MSME an composition of 81.8% in 2021 from previously 80.9% in 2020.

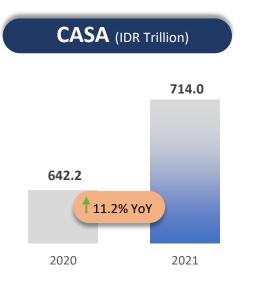




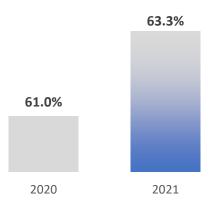


Deposit grew positive, with the main contribution coming from 11.2% YoY of CASA growth and accelerated the CASA composition significantly to ~63%

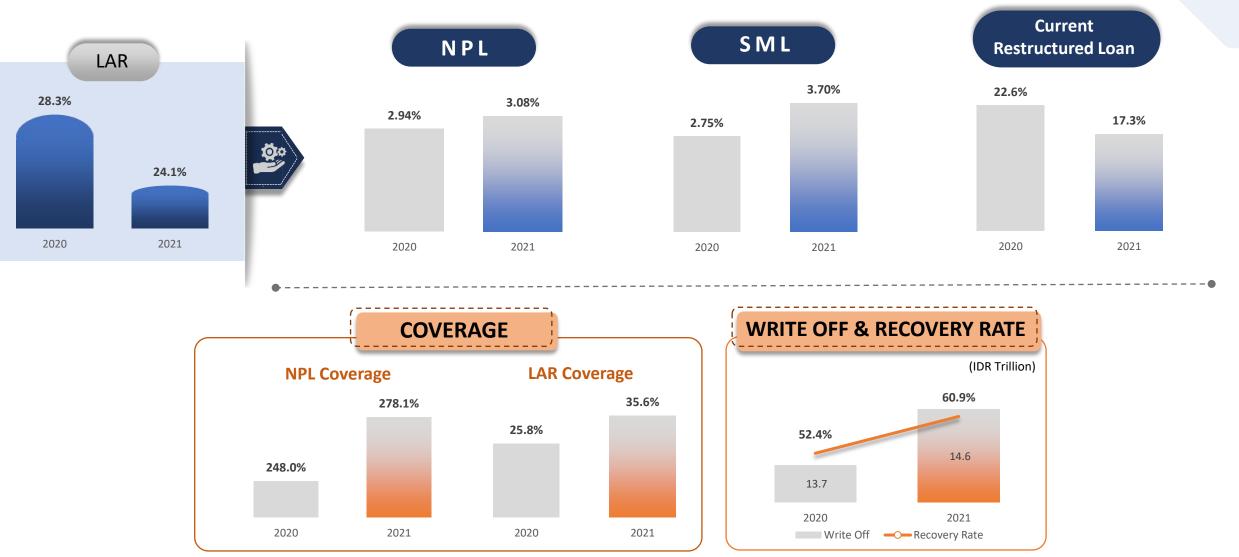




CASA Composition







Note: All numbers are bank only, unless stated as consolidated

RBRI



g YoY

PROFITABILITY HIGHLIGHT – BANK ONLY



RBRI

KEY RATIOS – BANK ONLY

Solid Performance across Major Metrics







GUIDANCE & KEY TAKEAWAYS





	BRI Group
Loan Growth (YoY)	9% - 11%
Net Interest Margin	7.6% - 7.8%
Cost of Credit	2.8% - 3%
OHC Growth	6% - 8%
NPL	2.8% - 3%





1	Continuous performance improvement post 2 nd wave pandemic
2	Strong loan growth driven by double digit micro loan growth
3	Manageable loan quality with ample provisioning
4	COF efficiency continues, reaching its lowest level
5	Solid net profit growth supported by strong top line performance
6	On-track UMi Ecosystem synergies & collaborations to unlock the new source of growth potential



SUPPORTING MATERIAL

40



FY'21 CONSOLIDATED PERFORMANCE



CONSOLIDATED FINANCIAL HIGHLIGHTS



(IDR Billion)

Description	10/21	11/24	014/24	2020	2021	g YoY		g QoQ	
Description	1Q'21	1H'21	9M'21	2020	2021	Nom	%	Nom	%
Asset/Liabilities									
Total Assets	1,411,052	1,450,907	1,619,772	1,610,065	1,678,098	68,032	4.2%	58,325	3.6%
Total Loans & Financing (Gross)	917,948	933,572	1,030,892	1,020,193	1,042,867	22,674	2.2%	11,976	1.2%
Total Deposits	1,049,315	1,096,445	1,135,305	1,120,922	1,138,743	17,821	1.6%	3,438	0.3%
Asset Quality									
NPL (gross)	3.16%	3.30%	3.53%	2.88%	3.00%		0.1%		-0.5%
NPL (nett)	0.89%	0.96%	1.18%	0.87%	0.70%		-0.2%		-0.5%
NPL Coverage	250.56%	254.84%	232.96%	239.20%	281.16%		42.0%		48.2%
Liquidity									
CASA	58.91%	59.56%	59.60%	59.66%	63.08%		3.4%		3.5%
LDR	87.12%	84.77%	90.41%	91.01%	91.58%		0.6%		1.2%
Profitability									
Net Profit*	6,860	12,540	19,070	18,660	30,756	12,095	64.8%	5,156	78.9%
NIM	6.82%	6.75%	6.95%	6.90%	7.70%		0.8%		0.8%
Cost Efficiency Ratio (CER)	42.83%	42.60%	44.73%	52.70%	50.25%		-2.4%		5.5%
Operating Expense to Operating Income	77.34%	79.44%	79.07%	83.46%	78.54%		-4.9%		-0.5%
ROA before tax	2.54%	2.25%	2.33%	2.08%	2.64%		0.6%		0.3%
ROE Tier 1	15.77%	13.87%	13.30%	11.58%	16.04%		4.5%		2.7%
Capital									
Tier1 CAR	18.73%	18.97%	23.54%	19.06%	26.16%		7.1%		2.6%
Total CAR	19.74%	19.98%	24.54%	20.14%	27.16%		7.0%		2.6%



CONSOLIDATED BALANCE SHEET



IDR Billion

Description	10124	411124	014124
Description	1Q'21	1H'21	9M'21
otal Assets	1,411,052	1,450,907	1,619,772
Gross Loans & Financing	917,948	933,572	1,030,892
iovernment Bonds (Recap)	-	-	-
)ther Earnings Assets	441,967	469,311	513,235
al Earning Assets	1,359,915	1,402,882	1,544,127
rning Assets Provision	(74,551)	(80,799)	(87,263)
tal Earning Assets (net)	1,285,363	1,322,083	1,456,864
tal Non-Earning Assets	125,689	128,824	162,908
tal Liabilities & S.E	1,411,052	1,450,907	1,619,772
tal Customer Deposits	1,049,315	1,096,445	1,135,305
Demand Deposits	174,330	191,392	206,443
Savings	443,867	461,702	470,156
Time Deposits	431,118	443,351	458,705
ther Interest-Bearing Liabilities	98,589	92,689	131,103
on-Interest-Bearing Liabilities	68,383	61,570	73,082
er I Capital	174,013	179,862	244,836
otal Shareholder's Equity	194,764	200,203	280,283



CONSOLIDATED INCOME STATEMENT



IDR Billion

g YoY g QoQ 1Q'21 1H'21 9M'21 Description 2020 2021 % % Nom Nom 29,635 59,874 91,008 7,759 5.7% 68.7% Interest Income 135,765 143,523 21,382 (6,450) (12,731)(19, 317)(42, 180)12,752 -30.2% (3, 526)53.5% Interest Expense (29, 429)Net Interest Income 23,185 47,143 71,690 93,584 114,094 20,510 21.9% 17,856 72.7% 466 585 742 879 164 18.7% 92.9% Net Premium Income 1,043 145 Fee & Other Opr. Income 8.2% 88.8% 8,257 16,641 25,151 38,100 41,216 3,116 7,555 **Gross Operating Income** 79,621 180,070 6.5% 70.2% 39,588 121,118 191,729 11,659 29,115 **Other Operating Expenses** (13, 119)(26, 208)(41,860) (67,502) (75,918) (8,416) 12.5% (18, 407)117.6% **Pre-Provision Operating Profit** 55,723 15,375 40.7% 18,789 38,162 65,060 80,435 23.6% 7,150 **Provision Expenses** (9,819) (21,792)(30,370) (35, 280)(39, 291)(4,011)4.0% 11.4% (343)Non-Operating Income (Net) (0) 10 (44) 215 (152) (367) -170.9% (54) 99.4% Profit Before Tax n Minor. Int. 25,309 75.6% 8,970 16,380 29,995 40,992 10,997 36.7% 6,754 Net Profit* 6,860 12,540 19,070 18,660 30,756 12,095 64.8% 5,156 78.9%

*FY20 and FY21 numbers are after consolidating Pegadaian and PNM Net Profit for 3,5 months



ADDITIONAL INFORMATION ON PSAK 38

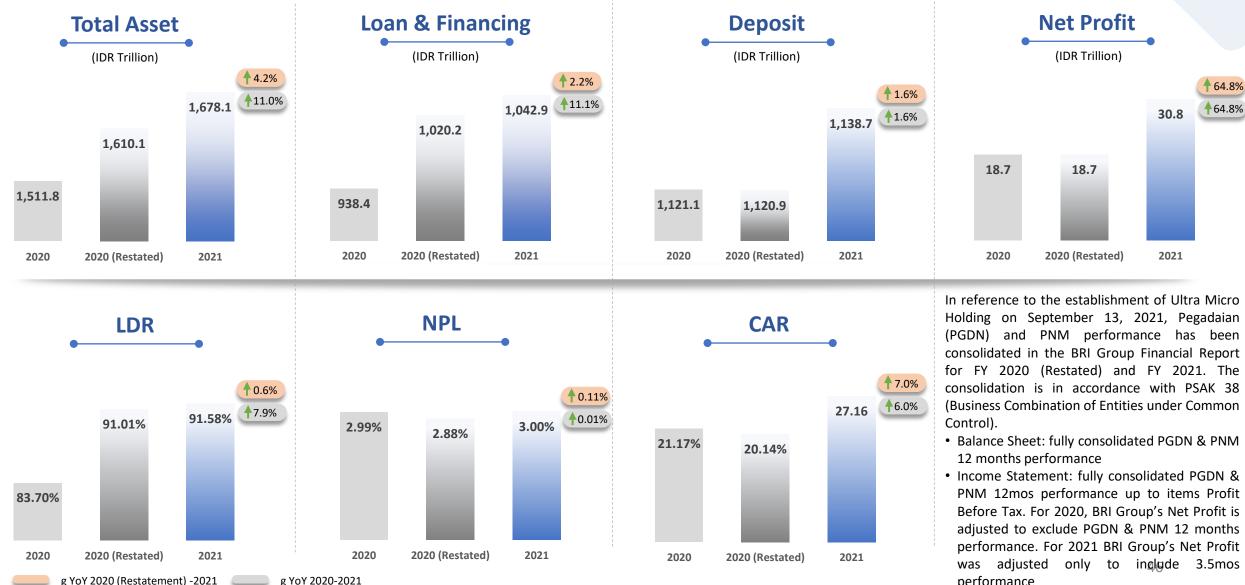
CONSOLIDATED PERFORMANCE HIGHLIGHT



64.8%

Additional Information on PSAK 38

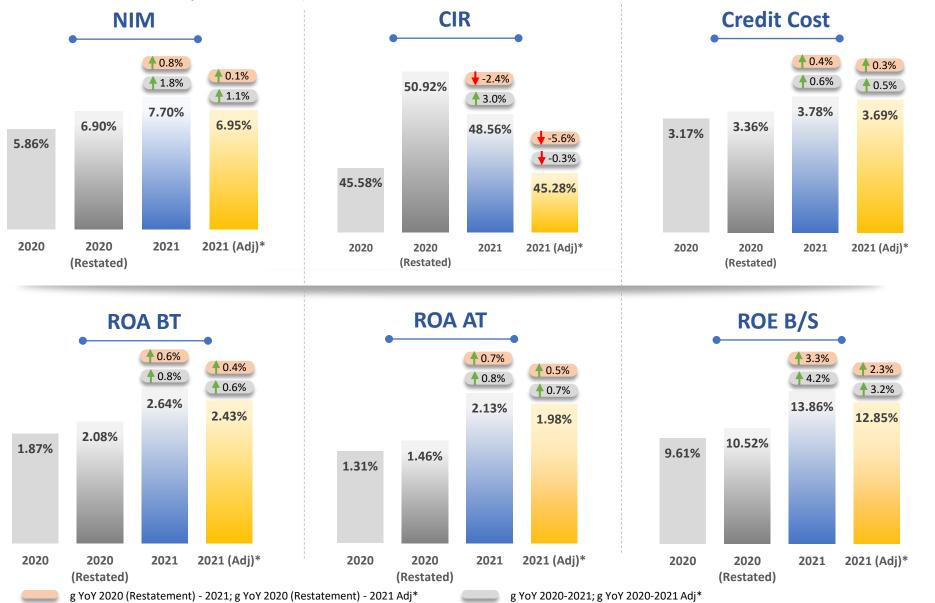
g YoY 2020 (Restatement) -2021



performance

CONSOLIDATED PERFORMANCE HIGHLIGHT

Additional Information on FY 2021 Financial Report (Adjusted to only include Pegadaian & PNM 3.5 months performance)



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Additional Information on BRI Group Financial Ratios for FY 2021 (Adjusted) Financial Report

Adjustment made to only include 3.5 months Pegadaian & PNM Financial Performance

FY 2021 (Adj)* numbers have included Pegadaian & PNM performance to only include 3.5mos performance



ADDITIONAL INFORMATION ON CONSOLIDATED INCOME STATEMENT

2021 Performance with 3.5 Months Proportional Adjustments

	2020	2020	2021	2021	g YoY 3	.5 mo	g YoY 12	2 mo
Description	2020	Restate.	2021	Adjusted*	Nom	%	Nom	%
Description	а	b	c	d	e = d-a	f = d/a-1	g = c-b	h = c/b-1
Interest & Syariah Income	116,933	135,765	143,523	129,058	12,126	10.4%	7,759	5.7%
Interest & Syariah Expense	(37,723)	(42,180)	(29,429)	(26,161)	11,562	-30.6%	12,752	-30.2%
Net Interest & Syariah Income	79,210	93,584	114,094	102,897	23,687	29.9%	20,510	21.9%
Net Premium Income	882	879	1,043	1,043	161	18.3%	164	18.7%
Fee & Other Opr. Income	29,464	38,100	41,216	35,619	6,155	20.9%	3,116	8.2%
Gross Operating Income	152,605	180,070	191,729	171,667	19,062	12.5%	11,659	6.5%
Other Operating Expenses	(49,931)	(67,502)	(75,918)	(63,188)	(13,257)	26.6%	(8,416)	12.5%
Pre-Provision Operating Profit	59,624	65,060	80,435	76,371	16,747	28.1%	15,375	23.6%
Provision Expenses	(32,850)	(35,280)	(39,291)	(38,375)	(5,525)	16.8%	(4,011)	11.4%
Non-Operating Income (Net)	(49)	215	(152)	(222)	(173)	350.1%	(367)	-170.9%
Profit Before Tax n Minor. Int.	26,725	29,995	40,992	37,774	11,049	41.3%	10,997	36.7%
Income Before Net Minority Interest in Net Earning/(Losses) of Subsidiaries and Pro Forma Net Loss Arising From Acquisition Transaction with an Entity Under Common Control	18,660	21,041	33,156	30,756	12,095	64.8%	12,115	57.6%
Net Income Pro Forma From Acquisition Transaction with an Entity Under Common Control	-	(2,381)	(2,401)	-	-	-	-	-
Net Profit	18,660	18,660	30,756	30,756	12,095	64.8%	12,095	64.8%

IDR Billion

I BRI

FY 2021 (Adj) numbers only included Pegadaian & PNM performance to 3.5mos performance



FY'21 BANK ONLY PERFORMANCE



BANK ONLY FINANCIAL HIGHLIGHT



g YoY g QoQ Description 1Q'21 1H'21 9M'21 2020 2021 % % Nom Nom Asset/Liabilities Total Assets (IDR Billion) 1,374,381 1,411,625 1,538,516 1,421,785 1,572,761 150,976 34,245 10.6% 2.2% Total Loans (Gross) (IDR Billion) 896,515 912,072 931,051 880,675 943,703 63,028 7.2% 12,652 1.4% Total Deposits (IDR Billion) 1,033,256 1,079,072 1,121,024 1,052,664 1,127,849 75,185 7.1% 0.6% 6,824 Asset Quality NPL (gross) 3.12% 3.29% 0.1% -0.2% 3.27% 3.08% 2.94% 0.86% 0.93% 0.86% 0.80% 0.70% -0.1% -0.2% NPL (nett) 254.79% 259.70% 247.98% 278.14% 30.2% 18.4% NPL Coverage 258.41% LAR 28.84% 25.62% 28.26% -4.2% -1.5% 27.29% 24.11% LAR Coverage 27.58% 9.8% 2.2% 30.96% 33.35% 25.77% 35.56% Credit Cost 3.91% 4.12% 3.79% 3.28% 3.42% 0.1% -0.4% Liquidity CASA 59.48% 60.10% 60.05% 61.00% 63.30% 2.3% 3.3% LDR 86.77% 84.52% 83.05% 83.66% 83.67% 0.0% 0.6% RIM/MIR (Macroprudential Intermediary Ratio) 83.11% 81.20% 80.38% 80.03% 81.06% 1.0% 0.7% Profitability Net Profit (IDR Billion) 6.673 12.448 20,415 18,353 32,215 13.862 75.5% 3.834 48.1% Cost of Fund (CoF) 2.26% 2.14% 3.22% -1.2% -0.1% 2.18% 2.05% NIM 7.00% 7.02% 6.86% 6.00% 6.89% 0.9% 0.0% Loan Yield 11.58% 11.47% 11.00% 0.5% 11.49% 11.47% 0.0% 8.89% 8.66% 8.77% 0.7% Earning Asset Yield 8.87% 9.39% 0.6% Cost Efficiency Ratio (CER) 1.0% 42.14% 41.43% 43.42% 46.60% 44.39% -2.2% 76.83% 76.37% 74.30% -6.9% -2.1% Operating Expense to Operating Income 78.30% 81.22% 2.65% 2.52% 1.98% 2.72% 0.7% 0.2% ROA before tax 2.38% ROE Tier 1 15.47% 15.28% 16.87% 5.8% 1.6% 14.53% 11.05% ROE B/S 13.73% 12.90% 13.24% 9.91% 14.09% 4.2% 0.9% Capital 18.39% 23.36% 24.21% 4.6% 0.8% Tier1 CAR 18.62% 19.59% 0.9% Total CAR 19.40% 24.37% 20.61% 25.28% 4.7% 19.63%



BALANCE SHEET

Solid Balance Sheet Performance amidst Pandemic



IDR Billion

Description	40/24					2024	g Yo`	Y	g QoC	2
Description	1Q'21	1H'21	9M'21	ŕ	2020	2021	Nom	%	Nom	%
otal Assets	1,374,381	1,411,625	1,538,516		1,421,785	1,572,761	150,976	10.6%	34,245	
Gross Loans	896,515	912,072	931,051		880,675	943,703	63,028	7.2%	12,652	
Other Earnings Assets	432,292	457,355	552,482		467,502	561,094	93,592	20.0%	8,612	
otal Earning Assets	1,328,807	1,369,427	1,483,533		1,348,177	1,504,797	156,620	11.6%	21,264	
arning Assets Provision	(73,280)	(79,482)	(81,391)		(66,444)	(82,868)	(16,424)	24.7%	(1,477)	
otal Earning Assets (net)	1,255,527	1,289,945	1,402,142		1,281,733	1,421,928	140,195	10.9%	19,787	
otal Non-Earning Assets	118,854	121,680	136,374		140,052	150,833	10,781	7.7%	14,458	1
otal Liabilities & S.E	1,374,381	1,411,625	1,538,516		1,421,785	1,572,761	150,976	10.6%	34,245	
otal Customer Deposits	1,033,256	1,079,072	1,121,024		1,052,664	1,127,849	75,185	7.1%	6,824	
Demand Deposits	172,520	189,305	205,457		183,002	219,397	36,395	19.9%	13,940	
Savings	442,093	459,233	467,688		459,148	494,576	35,427	7.7%	26,888	
Time Deposits	418,643	430,535	447,879		410,513	413,876	3,362	0.8%	(34,004)	-
Other Interest-Bearing Liabilities	96,535	90,376	69,095		134,912	103,204	(31,708)	-23.5%	34,109	4
on-Interest-Bearing Liabilities	56,712	48,818	50,689		39 <i>,</i> 850	55,291	15,441	38.7%	4,602	
er I Capital	167,633	173,159	221,387		174,757	231,397	56,639	32.4%	10,009	
otal Shareholder's Equity	187,878	193,358	297,708		194,359	286,418	92,059	47.4%	(11,290)	-

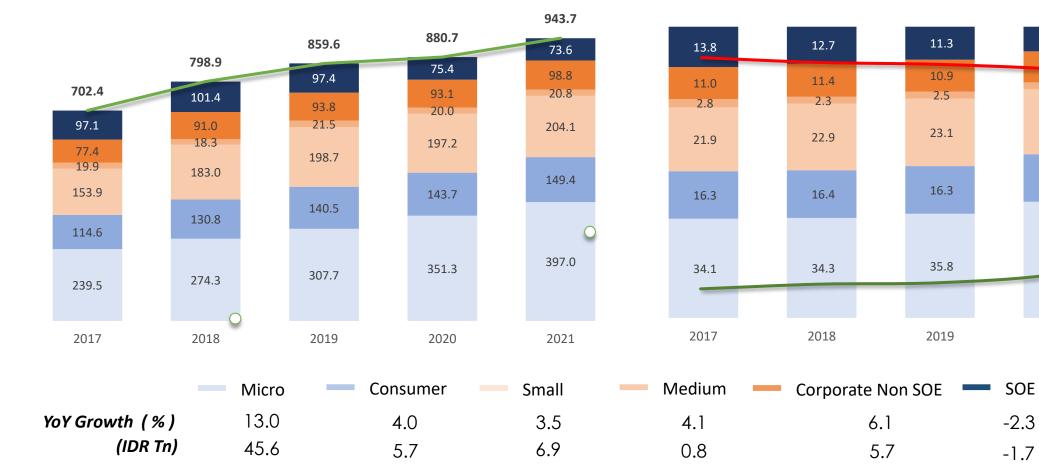


LOAN PORTFOLIO

Increasing Micro Loan Composition, Securing Future Growth Potential

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)

√ 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

7.2

63.0

RBRI

7.8

10.5

2.2

21.6

15.8

42.1

2021

8.6

106

2.3

22.4

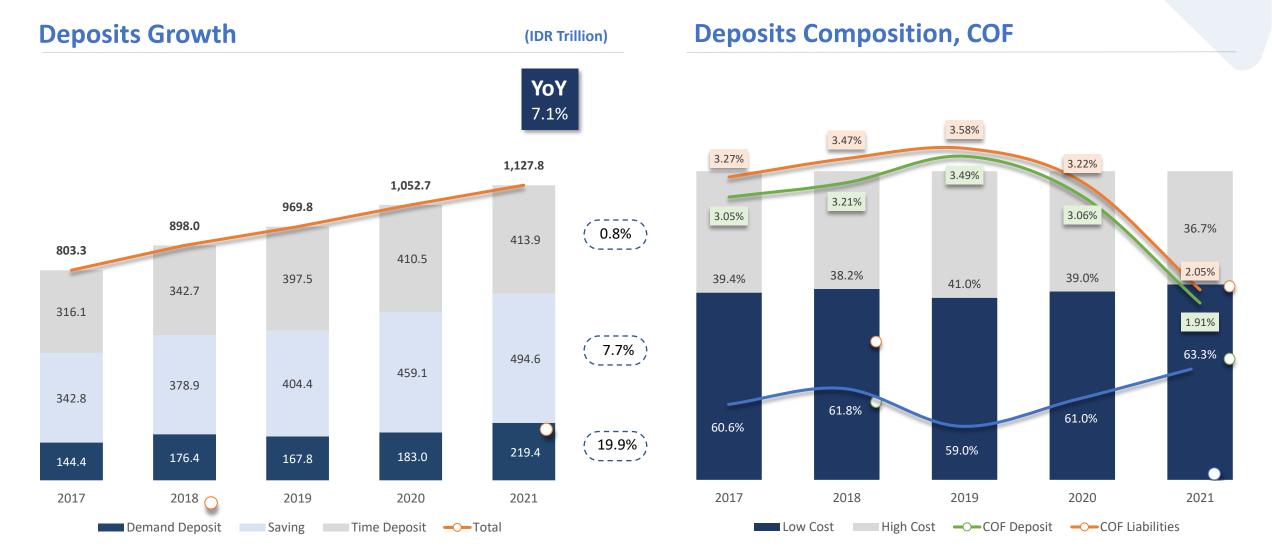
16.3

39.9

2020







Note: Bank Only Numbers



INCOME STATEMENT

Strong Bottom Line Performance Amid Pressure from Second Wave Covid-19



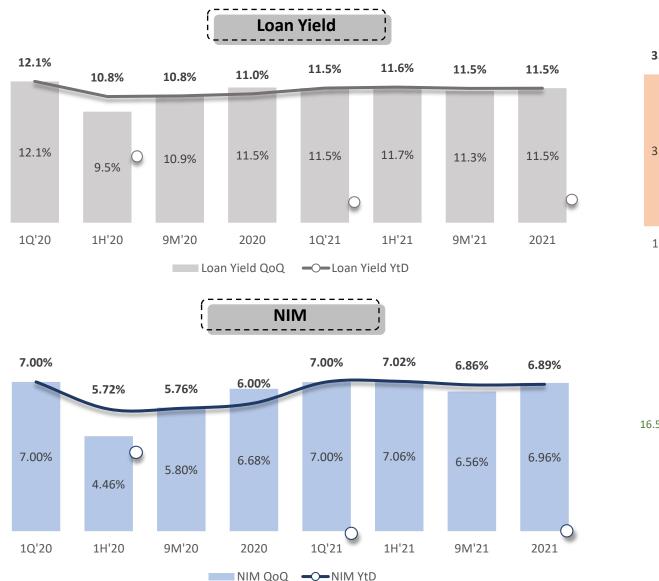
IDR Billion

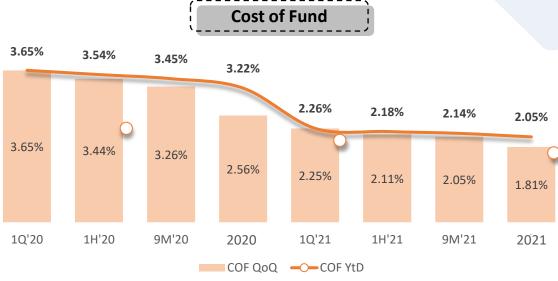
5					0004	g Yo	ργ	g Qo	Q
Description	1Q'21	1H'21	9M'21	2020	2021	Nom	%	Nom	%
Interest Income	erest Income 28,965 58,556 88,019		109,959	119,828	9,869	9.0%	2,345	8.0%	
Interest from Loans	25,486	51,846	77,754	95,626	104,883	9,257	9.7%	1,221	4.7%
Int. from Other Earning Assets	3,479	6,709	10,265	14,333	14,945	611	4.3%	1,124	31.6%
Interest Expense	(6,171)	(12,204)	(18,339)	(34,812)	(24,008)	10,803	-31.0%	466	-7.6%
Net Interest Income	22,794	46,352	69,680	75,147	95,819	20,672	27.5%	2,811	12.1%
Fee & Other Operating Income	8,218	16,302	24,059	28,430	32,401	3,970	14.0%	584	7.5%
Gross Operating Income	31,012	62,654	93,739	103,577	128,220	24,642	23.8%	3,395	10.9%
Operating Expenses	(12,565)	(24,864)	(39,120)	(46,396)	(54,778)	(8,381)	18.1%	(1,402)	9.8%
Pre-Provision Operating Profit	18,447	37,790	54,620	57,181	73,442	16,261	28.4%	1,992	11.8%
Provision Expenses	(9,687)	(21,529)	(28,007)	(30,989)	(34,018)	(3,029)	9.8%	466	-7.2%
Non-Operating Income (Net)	(2)	(2)	(61)	(31)	(203)	(173)	563.4%	(84)	143.3%
Profit Before Tax n Minor. Int.	8,759	16,258	26,552	26,161	39,221	13,060	49.9%	2,375	23.1%
Tax Expense	(2,085)	(3,810)	(6,137)	(7,808)	(7,005)	803	-10.3%	1,459	-62.7%
Net Profit	6,673	12,448	20,415	18,353	32,215	13,862	75.5%	3,834	48.1%
EPS	218	203	222	150	263	113	75.5%		



PROFITABILITY TREND

Manageable NIM Supported by Lower Cost of Fund









OTHER OPERATING INCOME & OPERATING EXPENSES

Double Digit Growth of Fee & Other Operating Income with Anticipated Operating Expense

Fee & Other Operating Income

I BRI

IDR Billion

Description	10/21	1H'21	9M'21		2020	2021	g Yo		g QoQ	
Description	1Q'21	18 21	9101 21		2020	2021	Nom	%	Nom	%
Gain Fr Sales of Securities (realized)	1,033	1,760	2,571	-	2,513	3,190	677	26.9%	-193	-23.8%
Increase in Fair Value of Securities (unrealized)	-	59	-		285	-	-285	-	59	-
Fees and Commissions	3,910	8,165	12,263		15,183	16,548	1,365	9.0%	187	4.6%
Gain fr Forex	358	850	1,253		1,252	1,736	484	38.6%	79	19.7%
Recovery	1,792	4,236	6,507		7,161	8,918	1,756	24.5%	140	6.1%
Others	1,125	1,233	1,465		2,035	2,008	-26	-1.3%	312	134.6%
Total Other Operating Income	8,218	16,302	24,059		28,430	32,401	3,970	14.0%	584	7.5%

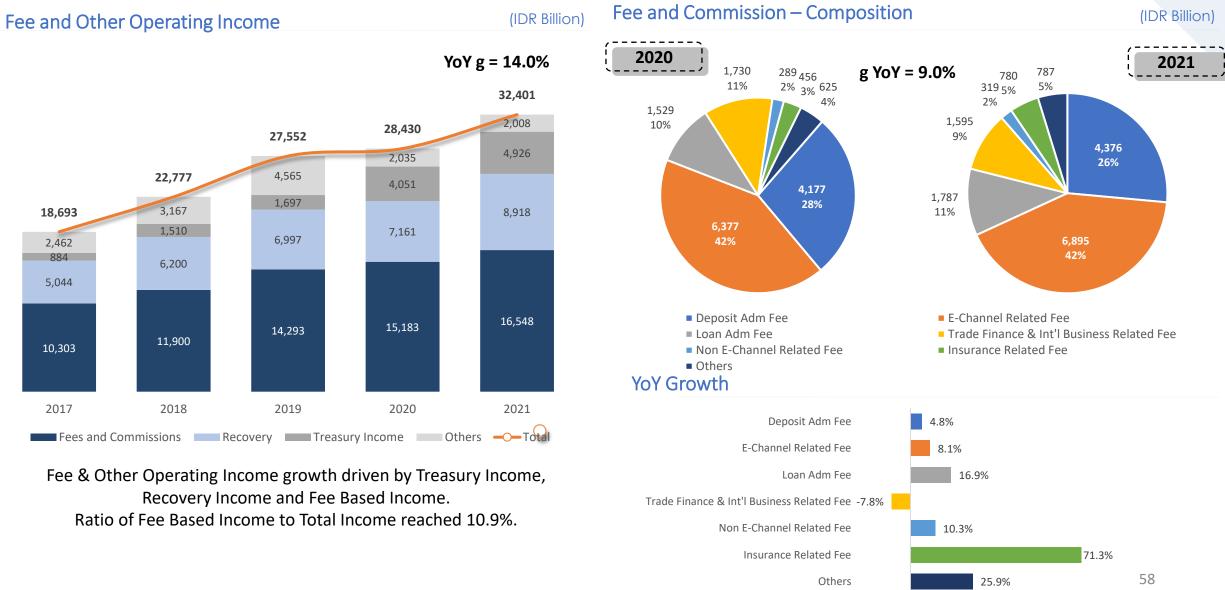
Operating Expenses

IDR Billion

Description	10/24	411124	004124		2020	2024	g YoY		g QoQ	
Description	1Q'21	1H'21	9M'21		2020	2021	Nom	%	Nom	%
Personnel	7,494	13,880	21,967		24,980	29,961	4,980	19.9%	(93)	-1.1%
General and Administration	3,808	7,892	11,919		16,107	17,693	1,586	9.8%	1,747	43.4%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-		-	-	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	81	-	68		-	34	-	-	-	-
Losses from forex transaction	-	-	-		-	-	-	-	-	-
Premium Paid on Govt Guarantees	-	-		_	-	-	-	-	-	-
Promotion	272	779	1,165		2,146	2,005	(141)	-6.6%	454	117.6%
Others	910	2,313	4,001		3,163	5,085	1,922	60.8%	(604)	-35.8%
Total Other Operating Expenses	12,565	24,864	39,120		46,396	54,778	8,381	18.1%	1,402	9.8%

FEE & OTHER OPERATING INCOME

Optimizing Subsidiaries Roles Through Cross-Selling Potential



RBRI

Note: Bank Only Numbers



FINANCIAL RATIOS Solid Performance in Host Metrics



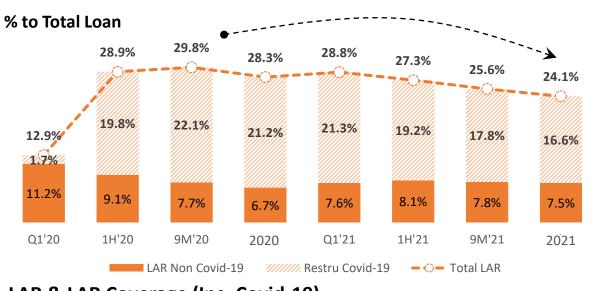
Description	2016	2017	2018	2019	2020	2021
CASA	60.57%	60.65%	61.84%	59.01%	61.00%	63.30%
Cost of Fund (COF)	3.83%	3.27%	3.47%	3.58%	3.22%	2.05%
Loan to Deposit Ratio	87.77%	87.44%	88.96%	88.64%	83.66%	83.67%
Net Interest Margin (NIM)	8.00%	7.92%	7.45%	6.98%	6.00%	6.89%
Cost Efficiency Ratio (CER)	41.26%	41.15%	41.02%	40.26%	46.60%	44.39%
Earning Asset Provision	2.75%	3.11%	3.26%	3.36%	5.42%	6.16%
Opr. Expense to Opr. Income	68.69%	69.14%	68.40%	70.10%	81.22%	74.30%
NPL ratio - Gross	2.03%	2.12%	2.16%	2.62%	2.94%	3.08%
NPL ratio - Nett	1.09%	0.88%	0.92%	1.04%	0.80%	0.70%
LAR	9.42%	9.16%	9.17%	9.78%	28.26%	24.11%
LAR Coverage	36.68%	44.79%	47.20%	44.65%	25.77%	35.56%
Return on Assets (ROA) - b.t	3.84%	3.69%	3.68%	3.50%	1.98%	2.72%
Return on Assets (ROA) - a.t	2.96%	2.89%	2.86%	2.77%	1.39%	2.23%
Return on Equity (ROE) - Tier I	23.08%	20.03%	20.49%	19.41%	11.05%	16.87%
Return on Equity (ROE) - B/S	19.98%	18.72%	18.87%	17.77%	9.91%	14.09%
Net Open Position	6.67%	4.22%	3.73%	1.87%	1.07%	0.81%
Tier I CAR	21.91%	21.95%	20.15%	21.52%	19.59%	24.21%
Total CAR	22.91%	22.96%	21.21%	22.55%	20.61%	25.28%



BRI FY'21 LOAN QUALITY

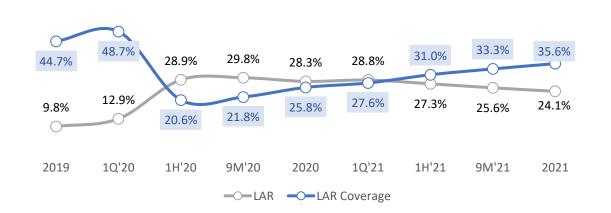






LAR & LAR Coverage (Inc. Covid-19)

Loan At Risk



Credit Risk Management Strategy

Preventive and anticipative ways to mitigate uncertainties

Build adequate provision in accordance with borrowers'risk classification	1	
Conduct stress tests and portfolio review periodically	2	
Monitor and supervise borrowers to maintain quality & business continuity	3	
Early detection to see potential restructuring failures and develop strategy	4	
Selective loan growth based on loan portfolio guideline and "business follow stimulus"	5	



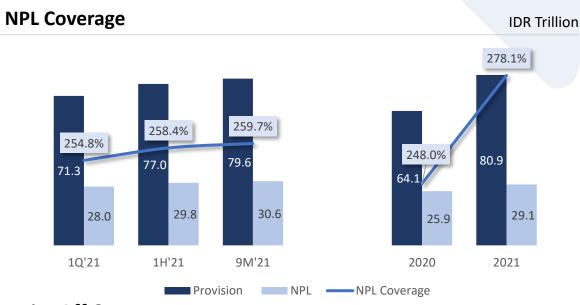
LOAN QUALITY TREND Classified Loan, Write Off, and Recovery

Non-Performing Loan – by segment

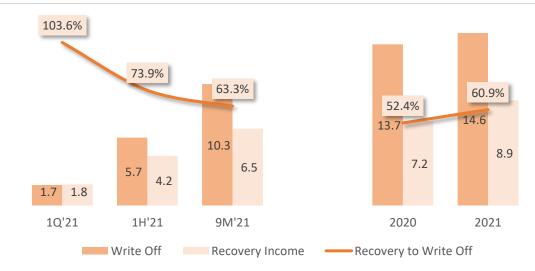
NPL%	2019	2020	1Q'21	1H'21	9M'21	2021
Micro	1.18%	0.83%	1.23%	1.53%	1.62%	1.49%
Consumer	1.10%	1.49%	1.65%	1.79%	1.87%	1.78%
Small	3.17%	3.61%	4.10%	4.14%	4.27%	4.05%
Medium	5.38%	4.61%	4.46%	2.99%	3.40%	3.57%
Corporate	8.75%	11.99%	10.75%	11.25%	10.89%	10.72%
SoE	1.73%	2.11%	2.04%	1.96%	1.75%	1.27%
Total NPL	2.62%	2.94%	3.12%	3.27%	3.29%	3.08%

Special Mention – by segment

SML%	2019	2020	1Q'21	1H'21	9M'21	2021
Micro	3.51%	2.47%	4.32%	4.26%	4.54%	3.03%
Consumer	2.52%	2.69%	3.38%	3.29%	2.92%	2.20%
Small	4.63%	3.19%	5.56%	6.58%	5.15%	3.42%
Medium	2.97%	3.07%	5.03%	5.61%	4.66%	3.08%
Corporate	5.82%	2.32%	4.76%	4.49%	4.08%	3.64%
SoE	4.29%	3.50%	4.53%	10.46%	9.74%	11.36%
Total SML	3.93%	2.75%	4.52%	5.22%	4.82%	3.70%



Write Off & Recovery



Note: All numbers are bank only, unless stated as consolidated

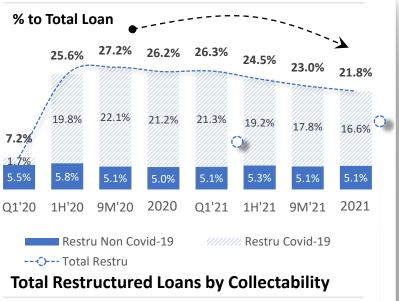
RBRI



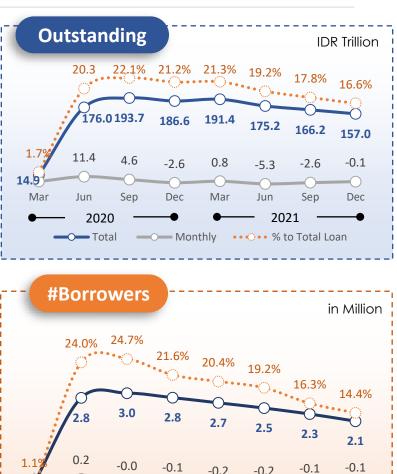
RESTRUCTURED LOANS

Declining Trend of Restructured Loans Continues

Total Restructured Loans







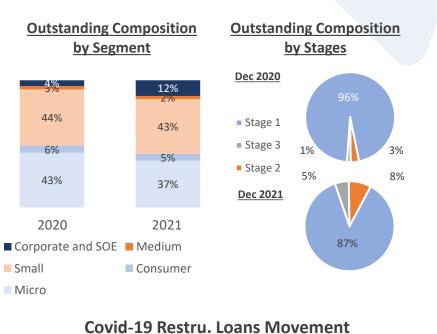
Dec

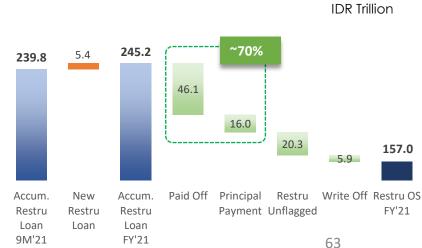
Monthly

Mar

Covid-19 Restructured Loans

0.1





Sep

2021

••••• % to Total Loan

Dec

Note: All numbers are bank only, unless stated as consolidated

RBRI



BUSINESS UPDATE



Consumer Loan

Outstanding

Segment	2017	2018 2	2010	2020	2021	g YoY		Composition
			2019	2020		Nom	%	Composition
Salary Based	88	97.8	101.3	101.3	104.8	3.5	3.4%	70.2%
Mortgage	22.1	27.1	32.3	35.7	39.1	3.4	9.5%	26.2%
Vehicle Loan	2.6	3.7	4.1	3.0	1.1	-1.9	-63.7%	0.7%
Card and Others	1.8	2.3	2.7	3.6	4.3	0.7	20.4%	2.9%
Total	114.6	130.8	140.5	143.7	149.4	5.7	4.0%	100.0%

NPL (%)

Description	2017	2018	2019	2020	2021
Salary Based	0.74%	0.73%	0.69%	0.94%	1.08%
Mortgage	2.18%	1.92%	2.30%	2.80%	3.36%
Vehicle Loan	0.56%	0.47%	0.71%	2.77%	6.39%
Card and Others	2.95%	4.07%	2.85%	2.83%	3.15%
Total	1.05%	1.03%	1.10%	1.49%	1.78%

(IDR Trillion)

°



New Digital Proposition

Digital Salary Based Loan

Enhancing Digital

BRIMo Lifestyle Superapp

Deepen existing customers relationship



RBRI

- Utilizing AI for product ٠ recommendation
- Personalized customer profiling ٠
- API Connection: Co-brand OVO ٠
- KPR Virtual Expo



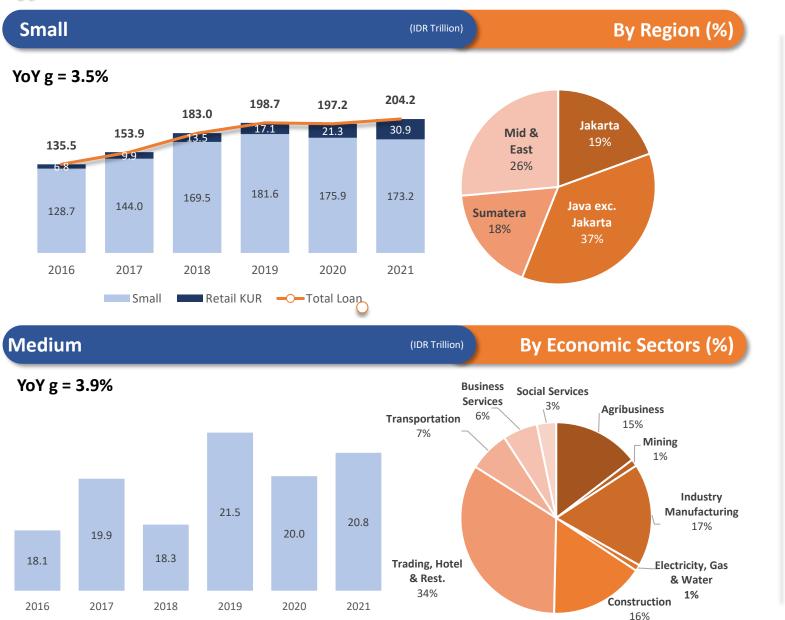
Business Process Reengineering

- **BRISPOT** enhancement
- BRICS (BRI Collection System)
- Consumer loan factory

Consumer loan growth of 4.1% mainly driven by Mortgage loan & Card and Others. Low outstanding of Vehicle loan is due to the strategy of single point ٠ of service for vehicle loan disbursement in BRI Group (BRI Finance) since early 2021

SMALL & MEDIUM BUSINESS LOAN





01 Selective Loan Growth & Managing Loan Quality • Focus on Value Chain Business • Strengthening risk management • Enhancing monitoring • Enhancing digital loan underwriting application

Small & Medium Business Strategy

Ecosystem based Commodities: BRI Chain

BRI Chain Supports data integration between commodity entities from upstream to downstream, to build more efficient and effective business processes & transactions. BRI as a provider of financial platforms and solutions for stakeholders in the ecosystem.



03

CASA Based Culture

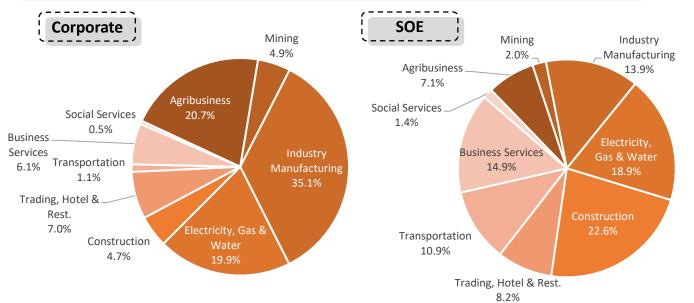
- 1. Prospective customers must have a BRI account before applying for a loan
- Addition of KPIs for SME segment marketers through: Digital Expansion (QRIS, BRIMo, IBBIZ, etc) & Business Ecosystem acquisition



CORPORATE & SOE LOAN



Business Segment





Focus on Value Chain Business

2

Collaborate & Supporting BRI Group





DIGITAL INITIATIVES



BRILINK AGENT

Redefining Agent's Roles to Tap The Untapped



928

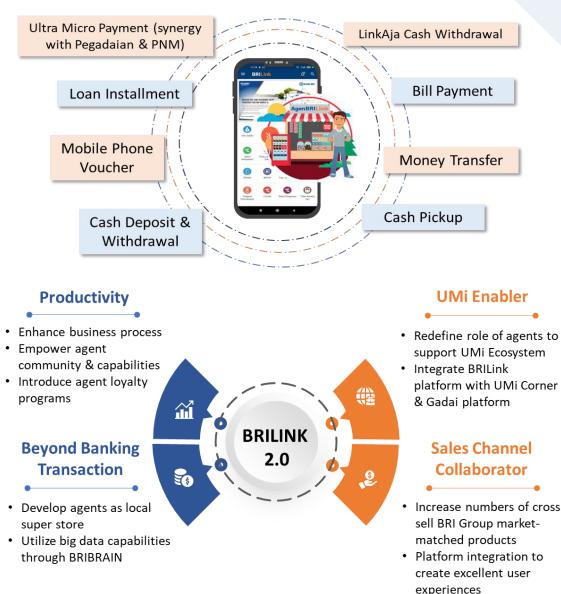
2021

2021

 \succ U ш F 4 2 \vdash S

SERVICES PROVIDED

RBRI



Transaction # Agents (in Mio) 504,233 503,151 728 -0.2% 27.5% 2020 2020 2021 Fee Income **Trx Value** (IDR Trillion) (IDR Billion) 1,143 1,342.9 843 1,159.7 35.6% 15.8% 2020 2020 2021 **246.9 Thousand** loan referrals (**1** 207.6% YoY) **140.1 Thousand** saving referrals 72.1% YoY)

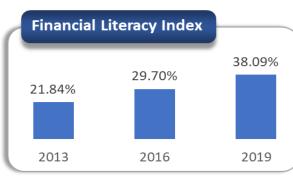
IDR 18.2 T CASA (1 37.4% YoY) 63,499 Financial Inclusion Acquisition (17.7% YoY)

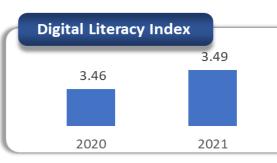
DIGITAL ADVISOR

...Follow Customer's Digital Journey...









- Based on The OJK's survey, Indonesia Financial Inclusion Index shown increasing trend reach 76.19% in 2019. However, the Financial Literacy Index remain relatively low at 38.09%.
- The survey held by The Ministry of Information and Communication in 2021 also shown that National Digital Literacy Index still in Medium category (score 3.49 out of 5)

"To increase the financial and digital literacy of its customers, BRI introduced the role of Digital Advisors to increase customers' digital savviness and to assist them along the continuum of their digital journey"

Digital Advisors

Digital Acquisition

Encourage customers to **do** banking transaction through BRI digital platform, e.g. opening digital saving, using BRIMO for daily financial transaction, etc.

Digital Transaction

Assist customers to **perform** Financial transactions through IB, Mobile Banking & BRIMO, etc.

Secured Digital Transaction

Educate customers to have **secure** financial transactions, ie. by maintaining personal data confidentiality such as biological mother's name, PIN, OTP, CVV, avoid using wifi in public areas, etc.



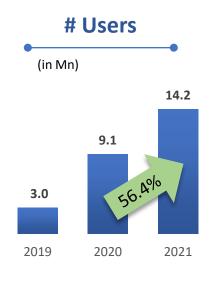
Source :

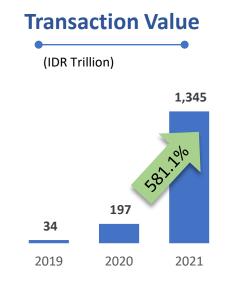
- National Survey of Financial Literacy and Inclusion 2019 by Financial Services Authority
- National Digital Literacy Index Survey Results 2021 by Ministry of Information and communication Indonesia

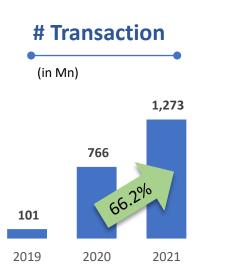


BRIMO Accelerating the Shift of Transaction into Digital

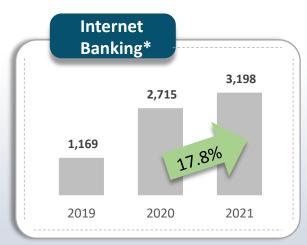








of Transaction – incld BRIMO (in Mn)



* Internet banking numbers shown incl. BRIMO transactions



BRIMO

... journey to become a lifestyle super apps...



BRI **Digital Saving** Halo, Nikolas! Personal Financial All in Payment & Purchase Management Fast Menu Time Deposit **Transaction** BRI mo DPLK QRIS Transfer ¢©, U **CERIA Cashless Withdrawal** 3 **Foreign Exchange Conversion** "++80 other features already on BRIMO" Brimo Already Connected With Strategic Partner To Generate CASA And FBI

...What Next On BRIMO?...

10 in 1 Ecosystem

Customers everyday needs across 10 most preeminent ecosystem embedded within **BRIMO**

02

01

Deepen Existing Customers

Relationship through AI Technology AI will study the transaction patterns of existing customers in each product and will provide recommendations to other customers

03

Financial Super Store

Cover all financial product & services from BRI Group

BRISPOT

Digitalize Business Process through BRISPOT, to Increase Productivity and Efficiency







DIGITAL SAVING

Digital Business Process, Easy Access to Banking Services

DIGITAL SAVING

...Create account anytime anywhere...







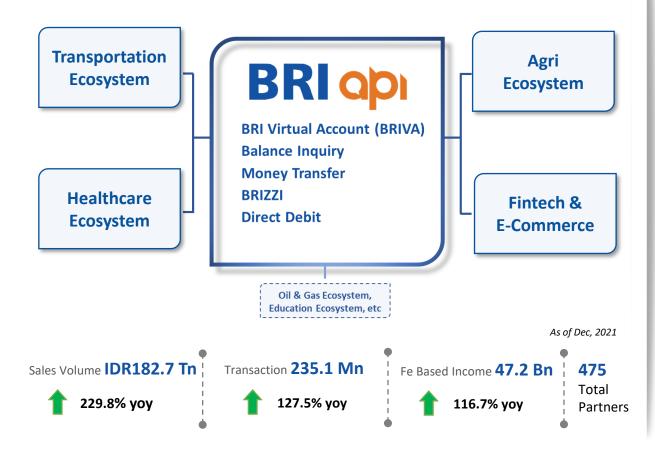
DIGITAL PLATFORM ECOSYSTEM

Leverage New Liquidity, New Opportunities and New Source of Growth



BRIAPI

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 Ecosystem Platform

Build ecosystem to offer products and services beyond core business to leverage new liquidity, new opportunities and new source of growth

As of Dec, 21

Platform	User	#Transaction	Volume
BRIMOLA (for LPG Agent & Distributor)	~106K (36.8% YoY)	~6,5mn (54.7% YoY)	IDR 9.3tn (36.5% YoY)
BRI Smart Billing	~226K (269% YoY)	~351K (426% YoY)	IDR 584bn (417% YoY)
Junio Smart	~235K (67.9% YoY)	~134K (184% YoY)	IDR 120bn (83.5% YoY)

Online Traditional Market Platform



#Registered Market6,592 (44.9% YoY)#Market Traders189K (801% YoY)#Transaction178KTransaction VolumeIDR 20,3 Bn



ESG INITIATIVES

BRI SUSTAINABLE FINANCE FRAMEWORK



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

Assets

- As of Des'21 BRI Sustainable Loan Composition was 65.5% of BRI Total Loan
- Credit risk management policy on CPO, that obligate all CPO borrower to have ISPO and/or RSPO certificate
- Require AMDAL or Environment Impact Assessment (EIA) document

Operations

- Adopting digital business process to reduce paper consumption through BRISTAR, BRISPOT and BRISMART application.
- Product Governance
- Green IT Infrastructure
- Data Privacy and Cyber Security
- Fair Advertisement Policy
- Anti Money Laundry Policy
- Strengten ESG Governance by establishment of ESG Committee and ESG Desk
- BRI has received a gold category greenship certificate from the Green Building Council Indonesia for the BRI New Building **"BRILian Tower".**

Liabilities

- ESG-linked Liability Products: BRI Sustainability Bond 2019
- Socially Responsible Liability Products with Anti-Money Laundering and Counter-Terrorism Financing Policies
- Digital Saving Product to support Paperless Banking

Human Capital

- Socially Responsible Human Capital Strategy with Diversity, Anti Discrimination and Equality Policies
- Gender-blind remuneration and benefit
- Integrated Corporate Culture "BRI One Culture"
- Employee Training and Development
- Govern talent management through Nomination and Remuneration Committee & HC Committee

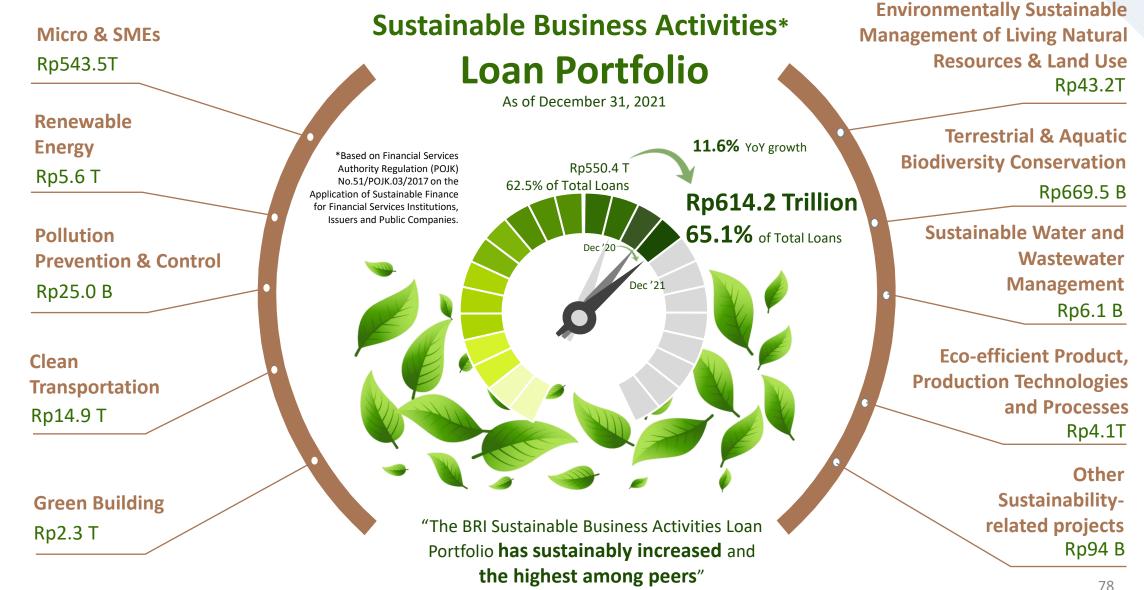




SUSTAINABLE BUSINESS ACTIVITIES

FINANCING FOR SUSTAINABLE DEVELOPMENT





*Reclassification was carried out on the 2020 figures based on BRI's internal criteria that are more stringent to classify sustainable business activities



COMMITMENT TO ACHIEVE SUSTAINABLE DEVELOPMENT GOALS (SDGS)

1 Mare > 40% of BRI's total loans is contributed by Micro and Ultra Micro Loans, distributed to 14.3 million borrowers	BRI provides assistance to communities affected by the tropical cyclone disaster in East Nusa Tenggara.	3 MOWELETER BRI provides assistance in the form of health support infrastructure provided to 74 hospitals in 18 BRI Regional Offices.(i.e. hospital beds, oxygen cylinders, oximeters, etc.)	The BRI Peduli – Indonesia Cerdas Program, renovated 4 Border Schools located on the border of the Republic of Indonesia, namely Atambua, Karimun, Jayapura and Nunukan.
PNM Mekaar as BRI subsidiary, provide Rp23.5 Trillion Ioan disbursement for 10.5 Million underprevilaged woman.	BEXAMMENT Desa BRILIAN program provide empowerment and assistance program has disbursed loans to sustainable water and wastewater management projects.	7 FORMATION BRI has disbursed Ioans to renewable energy projects.	The BRI micro loans has created jobs for micro business entrepreneurs
UMI Corner, digital product innovation which is a marketing tool for Ultra Micro product	BRI implemented zero tolerance to discrimination	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)
13 ImageBRI 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.	17 MinisterImage: Second stateBRI is the chairman of Indonesian Sustainable Finance Initiative (IKBI) that aims to support the government's effort in achieving the SDGs



TRANSACTION HIGHLIGHT

- Issue date: 21 March 2019
- Size: \$500 Million
- Maturity: 5 years
- Coupon: 3.95%
- Rating: Baa2 by Moody's BBB- by Fitch

PROCEEDS ALLOCATION

BY PROJECT TYPE

- **69%** for Social Projects **31%** for Green Projects
- 31.06%: Green Project
- 18.40%: Employee Generation BY ELIGIBLE CATEGORY
- **11.94%:** National Economic Recovery
- **11.82%**: Socioeconomic Advancement and Empowerment
- 0.49%: Affordable Housing

FIRST SUSTAINABILITY BOND

in Southeast Asia in RegS Format SUSTAINALYTICS SECOND PARTY OPINION

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

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THE BOND

8 DECENT WORK AND Decent Work and Economic Growth

• Job creation supported by Micro Loans

10 Reduced Inequality

• Job creation by targeting micro start-ups entrepreneurs

Sustainable Cities and Communities

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

₿RI





BRI FOR COMMUNITY

Empowering the People, Nurturing The Planet

EMPOWERING UNDERPRIVILEGED WOMEN THROUGH THE ULTRA MICRO ECOSYSTEM

PNM Mekaar provide access to capital, assistance, & capacity building programs for Underprivileged Community & SME, especially female housewives.

As of Dec'21



PNM Mekaar provides 3 (three) types of capital for underprevileged women to create sustainable and independent customer's business.









+IDR 25.9 Tn

Loan Outstanding



1,191 Villages

Incubation & Literacy Program for BRI-fostered villages through Business Optimization of Village Owned Enterprises (Badan Usaha Milik Desa/BUMDES)

DESA BRILIAN ACTIVITIES

7%

6%



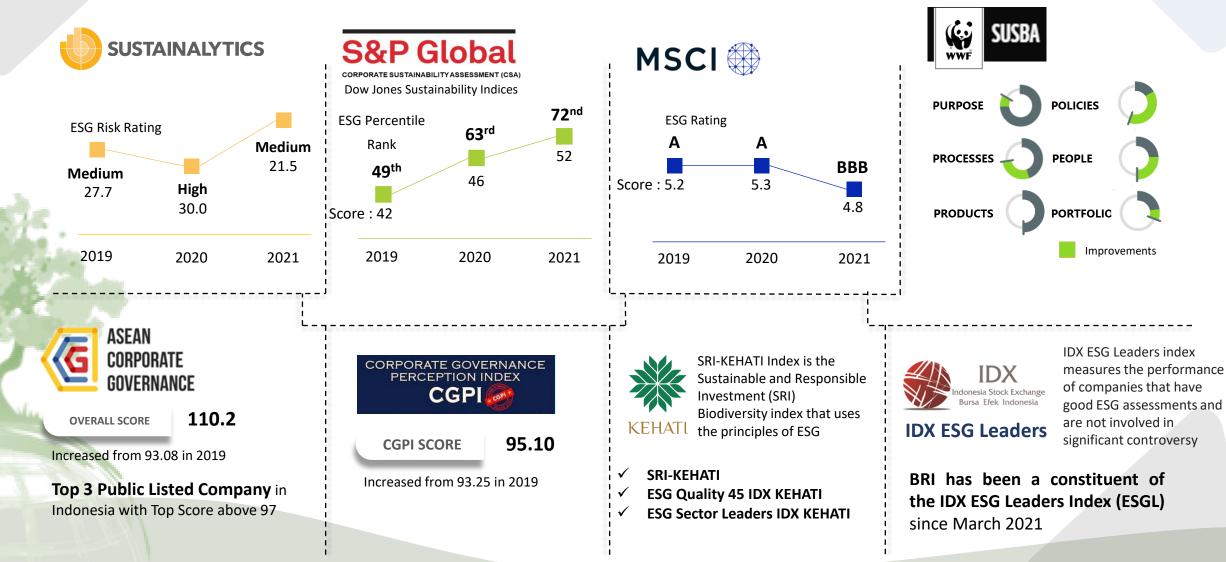
30% 17% Trading 12% Financial Services Tourism Food Industry Waste Management 17% Clean Water Other **15%** villages focus on doing water & waste



RABRI









RECOGNITIONS ON BRI ESG INITIATIVES



ESG AWARDS 2021



TOP 5 STAR CSR 2021, TOP LEADER ON CSR COMMITMENT Top BUSINESS AWARD 2021



INTEGRATED CSR STRATEGY FOR BRILIAN TOURISM VILLAGE DEVELOPMENT ANUGERAH CSR IDX CHANNEL 2021



BEST CSR OF THE YEAR, CEO CSR OF THE YEAR NUSANTARA CSR AWARD

BEST ESG DISCLOSURE AWARD2021

BERITASATU AWARD



DISLOSURE RATING : LEADERSHIP A, BEST ESG DISCLOSURE : BANKING SECTOR, BEST ISHGK – ESG DISCLOSURE, BEST ESG DISCLOSURE : ISSUER CATEGORY



PLATINUM RANK ASIA SUSTAINABILITY REPORTING RATING (ASRRAT) AWARDS 2021

BEST ESG DISCLOSURE SOE Bank Category BERITASATU AWARD

BERITASATU AWARD





BOARD OF COMMISSIONER & BOARD OF MANAGEMENT



BOARD OF COMMISSIONERS





Kartika Wirjoarmodjo

President Commissioner



Vice President Commissioner/ Independent

Commissioner









Independent Commissioner



Independent Commissioner



Independent Commissioner















Agus Noorsanto

Director of Wholesale and Institution Business



Management



Director of Human Capital



Catur Budi Harto Vice President Director



Business

Indra Utoyo

Director of Digital and Information Technology



Services



Compliance



Global Service



SEVP Corporate Banking



SEVP Fixed Asset Management & Procurement

Director of

86



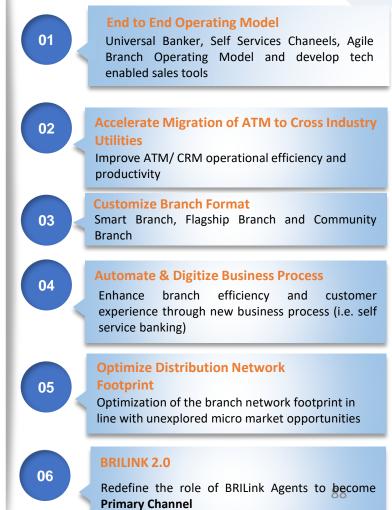


Branchless Network	2016	2017	2018	2019	2020	2021	ΥοΥ
Brilink Agents	84,550	279,750	401,550	422,160	504,233	503,151	(1,082)
			3				
Branch Network	2016	2017	2018	2019	2020	2021	YoY
Head Office	1	1	1	1	1	1	-
Regional Offices	19	19	19	19	19	18	(1)
Branches	467	468	468	467	467	450	(17)
Sub Branches	609	610	609	611	611	588	(23)
BRI Units	5,380	5,382	5,381	5,382	5,382	5,222	(160)
Cash Offices	984	992	964	952	547	525	(22)
Teras BRI	2,545	2,536	2,069	2,049	1,867	1,697	(170)
Teras Mobile	638	638	136	137	136	136	-
Payment Point	35	38	50	54	397	355	(42)
Total	10,678	10,684	9,697	9,672	9,427	8,992	(435)

E-channel	2016	2017	2018	2019	2020	2021	YoY
ATM	24,292	24,684	22,684	19,184	16,880	14,463	(2,417)
EDC	257,712	302,921	284,425	204,386	198,785	203,027	4,242
CRM	1,392	1,992	2,609	3,809	5,809	7,407	1,598
e-Buzz	57	57	57	57	57	57	-
Total	283,453	329,654	309,775	227,436	221,531	224,954	3,423

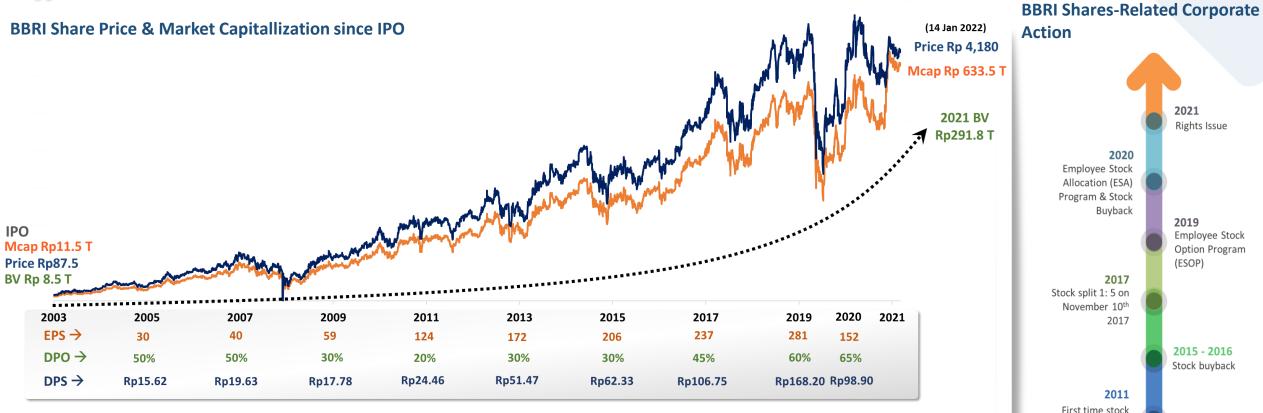


Enhance productivity & deliver superior customer experience





MBRI



Shareholders Composition

Shareholder	2003	2015	2016	2017	2018	2019	2020	2021
Government	59,50%	56,75%	56,75%	56,75%	56,75%	56,75%	56,75%	53.19%
Public	40,50%	43,25%	43,25%	43,25%	43,25%	43,25%	43,25%	46.81%
Foreign	79,06%	78,12%	80,12%	84,33%	79,48%	80,68%	77,39%	74.68%
Domestic	20,90%	21,88%	19,88%	15,67%	20,52%	19,31%	22,61%	25.32%

BBRI Market Cap Rank in South East Asia Bank







International & Domestic Ratings

FitchRatings

Senior Unsecured Long Term	BBB-
Long-Term IDR	BBB-
Short-Term IDR	F3
Viability Rating	bb+
Government Support Rating (New)	bbb-
National	
National Long-Term Rating	AA+(idn)
National Short-Term Rating	F1+(idn)

Moody's

Long-Term Counterparty Risk Rating (Foreign Currency)	Baa1
Long-Term Deposit (Foreign Currency)	Baa2/Stable
Long-Term Debt - Senior Unsecured – Fgn Curr	Baa2/Stable
Short-Term Counterparty Risk Rating (Foreign Currency)	P-2
Short-Term Deposit (Foreign Currency)	P-2
Baseline Credit Assesment	baa2
Adj Baseline Credit Assesment	baa2

S&P Global Ratings

- Outlook - Issuer Credit Rating

- : Negative
- : BBB-
- Stand-Alone Credit Profile (SACP) : bbb-



JCR) Japan Credit Rating Agency, Ltd.

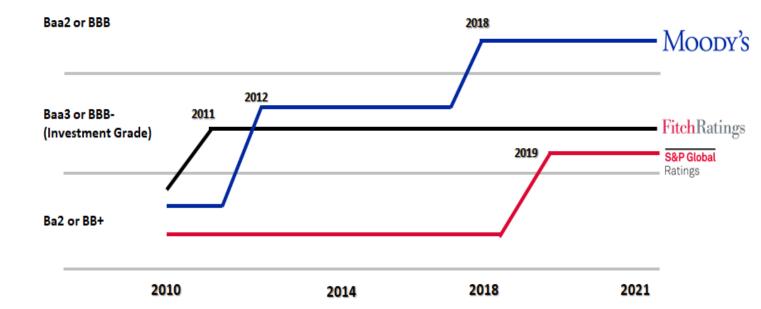
- Long Term Foreign Currency

- n Foreign Currency : BBB : Stable
- OutlookLong Term Local Currency
- Outlook
- : BBB+ : Stable



National Rating

: id AAA, Stable Outlook



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Best BOD, Best CEO, Best CRO. Best CCO. Best Corporate Governance & Performance – GRC & PERFORMANCE EXCELLENCE AWARD 2021



Best CEO, Best Strategic Orientation CEO, Best GCG, Best Business Transformation, and Best Corporate

ANUGRAH BUMN (SOE AWARD) 2021



Leadership Rating A -ESG AWARDS 2021



Global 2000 World's Largest Public Companies – FORBES 2021



Best Company to Work For in Asia – HR AWARD ASIA 2021



Banking Sector Emitance & SOE Bank Best ESG Disclosure – BERITA SATU 2020



Best Retail Bank – THE ASIAN BANKER 2020

Banking 500 2021

Most Valuable Brand for Banking – BRAND FINANCE: BANKING 500



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THANK YOU

92