



# 1H2025

# FINANCIAL UPDATE PRESENTATION

PT Bank Rakyat Indonesia (PERSERO) Tbk.





# SHARE PRICE PERFORMANCE & OWNERSHIP



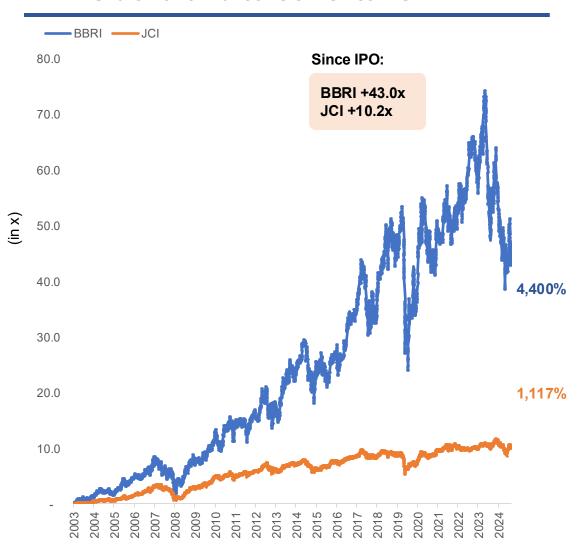


# **Ownership Composition as of June 2025**

No	. Description	No. of Investor	%	No. of Shares	%
I	Domestic				
	1. Government of RI	1	0.00%	1	0.00%
	2. Retail	668,135	99.03%	10,530,846,010	6.95%
	3. Employees	2,457	0.36%	7,532,856	0.00%
	4. Local Government	1	0.00%	1,590,000	0.00%
	5. Bank	10	0.00%	1,035,973,079	0.68%
	6. Cooperatives	27	0.00%	5,504,539,723	3.63%
	7. Foundation	65	0.01%	325,310,729	0.21%
	8. Pension Funds	171	0.03%	3,248,694,009	2.14%
	9. Insurance	208	0.03%	1,980,147,186	1.31%
	10. Corporations*	811	0.12%	81,240,322,916	53.60%
	11. Mutual Funds	317	0.05%	2,056,882,976	1.36%
	Total Domestic	672,203	99.64%	105,931,839,485	69.89%
П	Foreign				
	1. Retail	545	0.08%	48,713,705	0.03%
	2. Institutional	1,909	0.28%	45,578,448,414	30.07%
	Total Foreign	2,454	0.36%	45,627,162,119	30.11%
Ш	Total	674,657	100.00%	151,559,001,604	100.00%

<sup>\*</sup> Include BPI DANANTARA share ownership with composition around 53.19%

#### **BBRI Share Performance vs JCI since IPO**



Source : Datindo







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# MACRO OUTLOOK & STRATEGY UPDATE

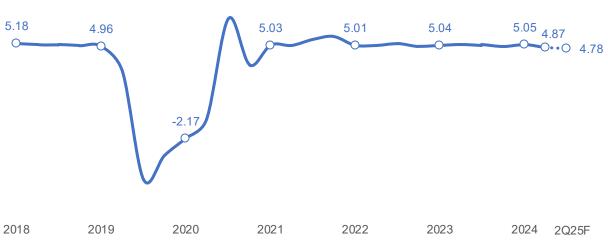


# MACRO ECONOMIC METRICS

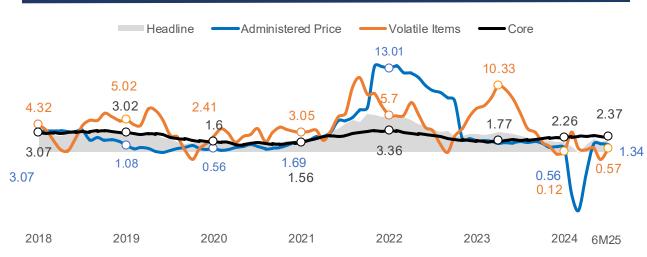
Middle-Lower Segment is Still Facing Challenges in 1H25



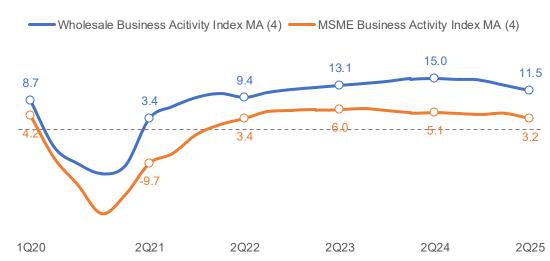
#### GDP growth expected to remained stable in 2Q25..



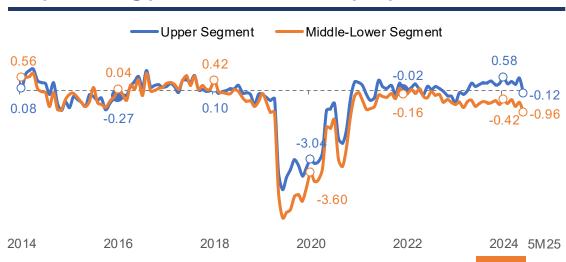
#### ..with inflation rate maintained..



### MSME business activity showed modest decline..



### ..as purchasing power remained under pre-pandemic level...





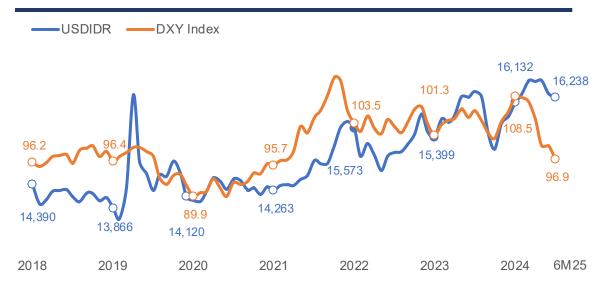
# LIQUIDITY DYNAMICS IN THE BANKING SYSTEM



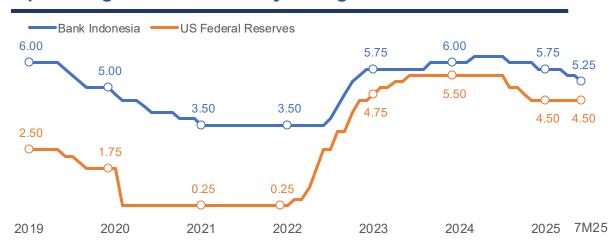


Monetary Easing and Fiscal Momentum to Support Liquidity Improvement

# **Currency has continued to stabilize...**

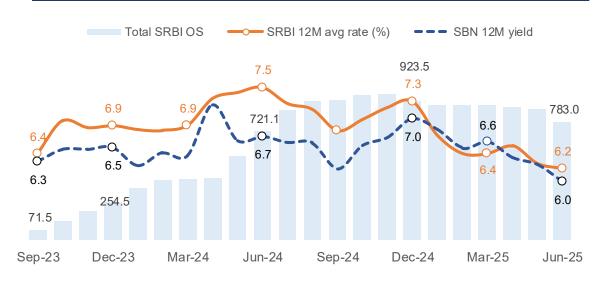


# ..providing room for monetary easing..

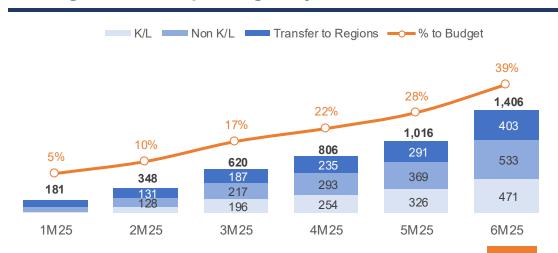


#### ..and reduce SRBI issuance..





# ..with government Spending likely to increase in 2H25



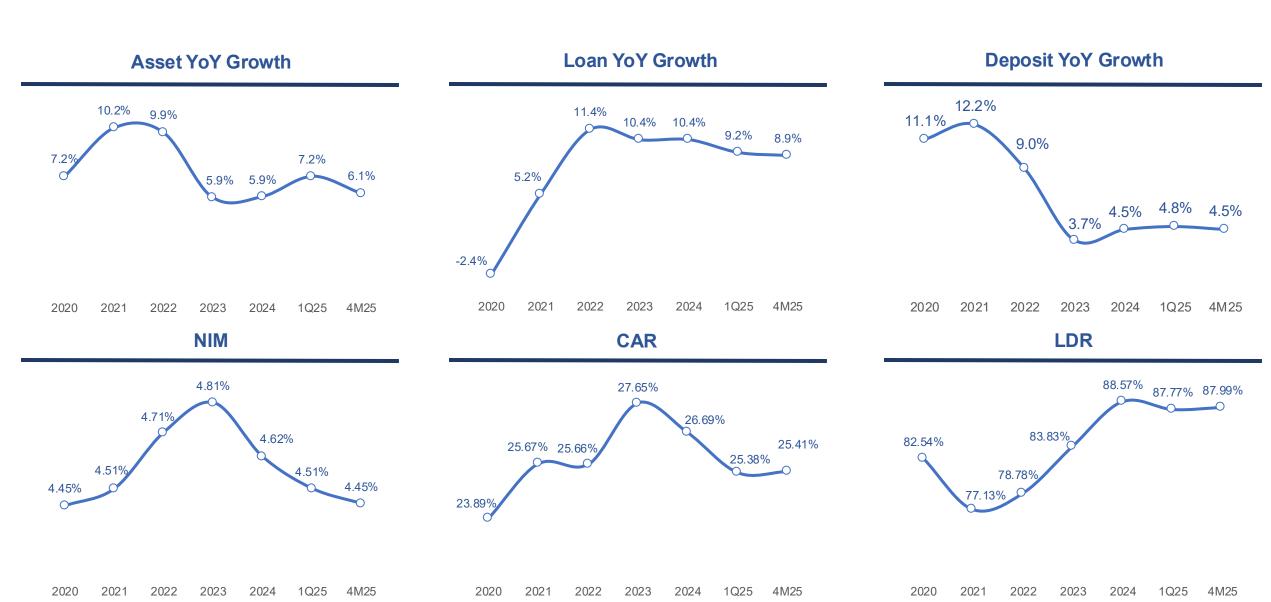


# INDONESIA BANKING INDUSTRY PERFORMANCE



Better Liquidity Outlook in 2H25 Expected to Support Banking Industry Performance











# Shift to healthier and sustainable growth

# **Transform the Funding franchise**

- ☐ Strengthen and empower Regional Offices supervision to improve branches and RMs productivity
- ☐ Transform retail CASA and Wealth Management, and strengthen transaction banking capabilities across all segments
- ☐ Tap into emerging affluent segment
- ☐ Strengthen collaboration across segments, including improving penetration on value chain synergies, and boost subsidiary synergy
- ☐ Refresh bank wide branding across products and digital services

# Revamp the existing core and build a new sustainable core

- ☐ Revisit the micro business model while still focusing on asset quality (risk excellence, business process, and people capability)
- ☐ Strengthen dominance in the payroll business, accelerate growth in auto loans and mortgage, and expand pawn/ bullion services
- ☐ Strengthen risk management for a small portfolio, boost productivity in medium business, and sustain accelerated growth under commercial

**Build a World Class** foundations

**Organization**, **Distribution** and **Operations** 

Launch a holistic people transformation

**Upgrade E2E Enterprise Risk Management** 



# **RETAIL FUNDING & ASSET QUALITY INITIATIVES**





Retail Funding & Transaction focuses on improving productivity all channels and enhanced collaboration across business segments and subsidiaries



Asset quality initiatives aim to strengthen credit discipline and reduce NPLs through improved loan officer's capabilities, processes, and risk controls



Re-activate **Merchants Cluster** 

**Activation programs at** key F&B Hotspots



**Human Capital & Organization** 





**Intimate Dinner Merchant Across BRI's Regional Offices** 



**Redesign Organization** 

standards and training,

improve career pathways





Leverage emerging lifestyle trends



Remodel Micro Ioan officer's roles and establish Commercial Banking Center



**Enhance RM Functions** and Discipline of Execution

**Improve RM Funding** Capability



**Business Process Improvement** 





Add Supervisors in all Micro Units, enhance BRIspot and pipeline management

**Drive** execution in **Branches Level** 



Enhance role of **Corporate Segment Quality of Payroll Business** 





**Enhance Pre-screening and Underwriting** 

Enhance pre-screening framework and Early Warning system







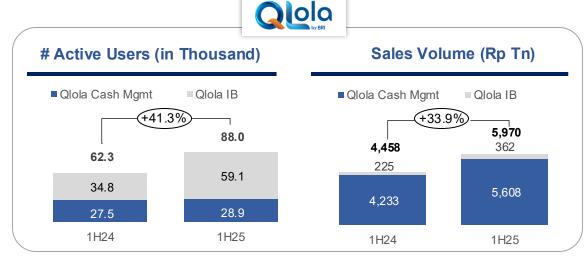
# TRANSFORMING FUNDING FRANCHISE

# Optimizing All Digital Channels





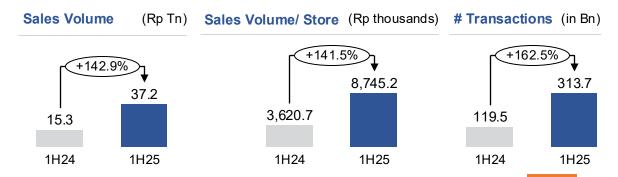




#### **Business Merchant**



#### **QRIS**



<sup>\*)</sup> BRIMO penetration rate used the total customers of 78.6 million as of 1H25

<sup>\*\*)</sup> The metric for EDC productivity is monthly sales volume >= Rp15 million per EDC



# **DEPOSIT COMPOSITION IMPROVING**

Retail Savings Up 6.8% YoY, Increasing CASA Composition





# **Deposit Growth (Consolidated)**

(Rp Tn)

# Deposit Products Wholesale vs Non-Wholesale\* (Rp Tn)





# LOANS & FINANCING PORTFOLIO



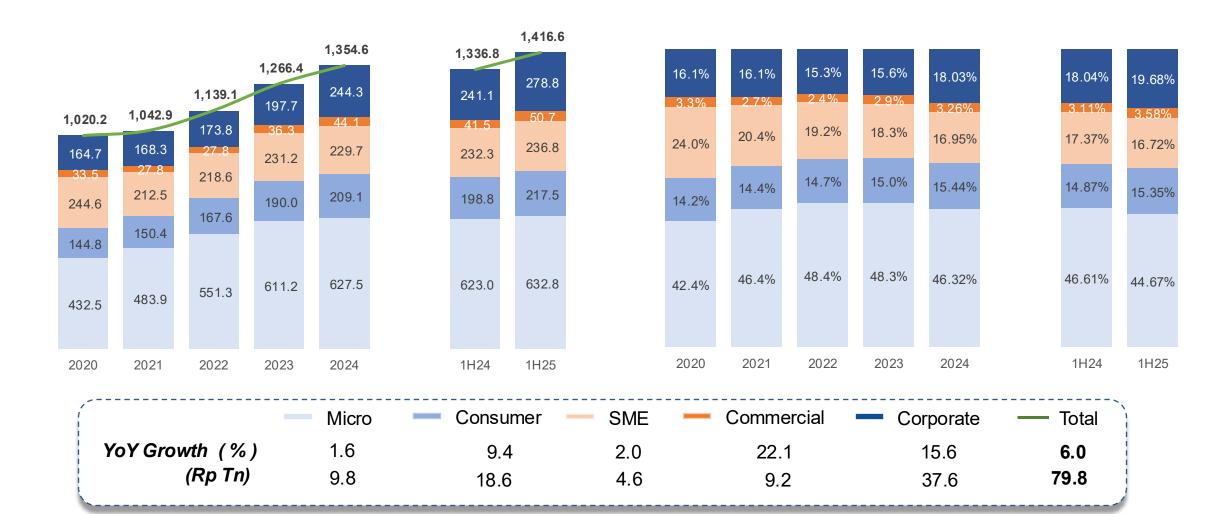


MSME Remains the Majority of the Loan Book, Corporate Still Within the Range

**Loan Outstanding – by business segment** 

(Rp Tn)

#### Composition – by business segment (%)



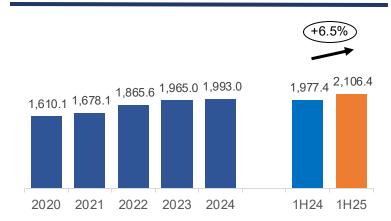


# DEPOSIT OUTSTRIPPED LOAN GROWTH DRIVEN BY CASA

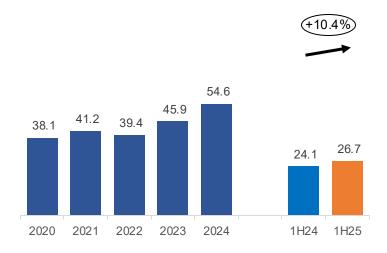




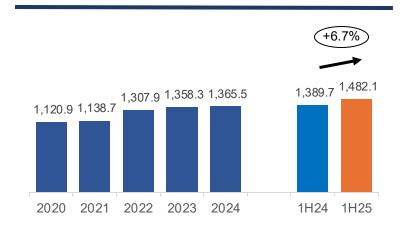
Asset (Rp Tn)



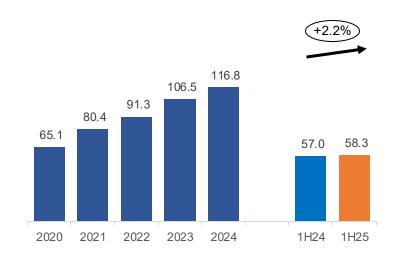
Fee & Other Opt. Income (Rp Tn)



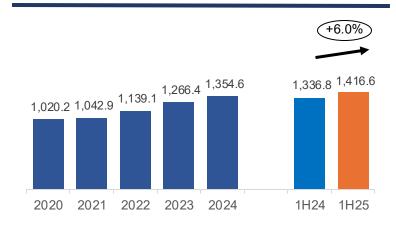
Deposit (Rp Tn)



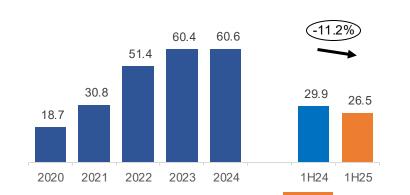
PPOP (Rp Tn)



Loan & Financing (Rp Tn)



**Net Profit (Rp Tn)** 

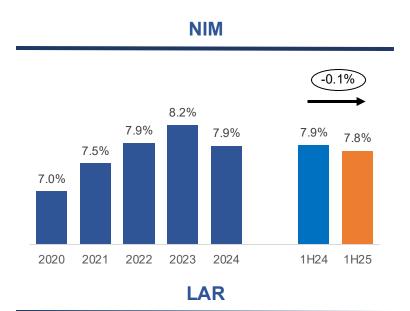


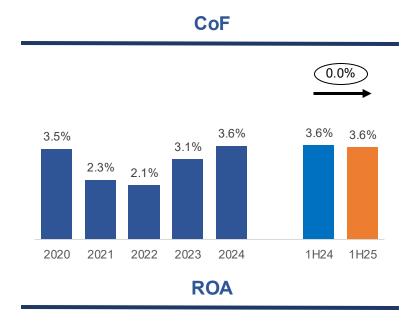


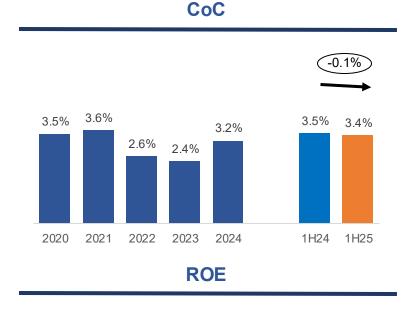
# HIGHER CONTRIBUTION FROM SUBSIDIARIES IS MINIMIZING IMPACT OF MARGIN AND NPL PRESSURE

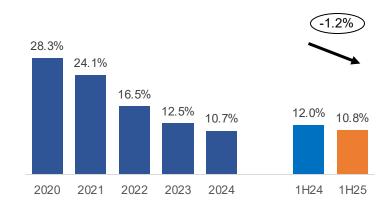


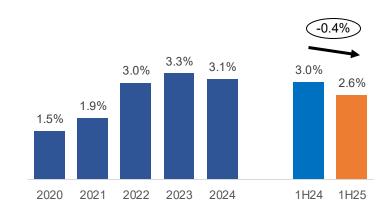


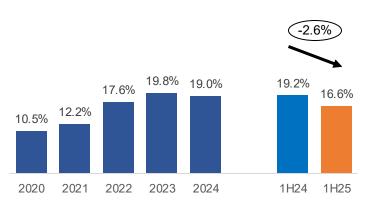












Consolidated Number 14







# FINANCIAL PERFORMANCE



# **BALANCE SHEET**Deposits Growth Driven by CASA, Cost of CASA Stood at 1.65%





(Rp Bn)

								, , ,
Items	1H25	1Q25	1H24	g QoQ	g YoY	2024	2023	2022
Cash and Cash Equivalent	90,797	111,669	102,002	-18.7%	-11.0%	118,663	133,513	178,343
Total Earning Assets:	1,972,929	1,937,050	1,828,206	1.9%	7.9%	1,841,405	1,791,006	1,665,968
- Placement with Bl & Other Banks	123,075	146,627	47,065	-16.1%	161.5%	83,457	87,557	91,890
- Receivables (Acceptance & Others)	72,404	66,030	87,478	9.7%	-17.2%	51,849	65,024	47,146
- Loans & Financing	1,416,619	1,373,661	1,336,780	3.1%	6.0%	1,354,641	1,266,429	1,139,077
- Gov't Bonds & Marketable Securities	352,452	342,478	349,490	2.9%	0.8%	343,381	364,687	381,339
- Other Eaming Assets	8,378	8,254	7,393	1.5%	13.3%	8,077	7,308	6,515
Earning Asset Provision:	(82,631)	(83,805)	(87,743)	-1.4%	-5.8%	(82,529)	(88,172)	(94,975)
- Loans and Financing Provisions	(81,357)	(81,756)	(86,415)	-0.5%	-5.9%	(81,064)	(85,502)	(93,088)
- Other Provisions	(1,274)	(2,049)	(1,328)	-37.8%	-4.1%	(1,465)	(2,670)	(1,887)
Fixed & Non-Earning Assets	125,277	133,316	134,907	-6.0%	-7.1%	115,444	128,660	116,303
Total Assets	2,106,371	2,098,229	1,977,371	0.4%	6.5%	1,992,983	1,965,007	1,865,639
Third Party Funds :	1,482,120	1,421,600	1,389,662	4.3%	6.7%	1,365,450	1,358,329	1,307,884
- CASA	970,946	934,950	877,895	3.8%	10.6%	918,981	874,070	872,404
Current Account	414,483	391,613	356,855	5.8%	16.1%	374,554	346,124	349,756
Savings Account	556,463	543,337	521,041	2.4%	6.8%	544,427	527,946	522,648
- Time Deposits	511,174	486,650	511,767	5.0%	-0.1%	446,469	484,259	435,481
Other Interest-Bearing Liabilities	205,823	242,913	186,567	-15.3%	10.3%	200,597	180,023	162,817
Non-Interest-Bearing Liabilities	96,356	127,862	89,412	-24.6%	7.8%	103,747	110,184	91,543
Total Liabilities	1,784,299	1,792,375	1,665,641	-0.5%	7.1%	1,669,794	1,648,535	1,562,244
Tier 1 Capital	290,374	274,178	279,459	5.9%	3.9%	291,317	283,949	273,812
Total Equity	322,072	305,854	311,731	5.3%	3.3%	323,189	316,472	303,395
Total Liabilities & Equity	2,106,371	2,098,229	1,977,371	0.4%	6.5%	1,992,983	1,965,007	1,865,639





(Rp Bn)

Items	2Q25	1Q25	2Q24	g QoQ	g YoY	1H25	1H24	
nterest Income	52,538	49,838	49,183	5.4%	6.8%	102,376	99,790	
nterest Expense	(15,115)	(13,987)	(14,401)	8.1%	5.0%	(29,102)	(28,512)	
Net Interest Income	37,423	35,852	34,781	4.4%	7.6%	73,275	71,278	
Net Premium Income and Insurance Services	(629)	1,066	896	-159.0%	-170.1%	437	1,458	
Other Operating Income (Non-Interest) - incld. Gold	13,143	13,524	12,058	-2.8%	9.0%	26,667	24,147	
Total Operating Expenses	(21,556)	(20,544)	(21,440)	4.9%	0.5%	(42,100)	(39,840)	
Personnel Expenses	(10,901)	(10,834)	(10,869)	0.6%	0.3%	(21,735)	(20,633)	
G&A Expenses	(7,504)	(7,235)	(7,357)	3.7%	2.0%	(14,739)	(14,275)	
Others Expenses	(3,151)	(2,476)	(3,214)	27.3%	-2.0%	(5,626)	(4,933)	
Pre-Provision Operating Profit	28,381	29,897	26,296	-5.1%	7.9%	58,278	57,043	
Provision Expenses	(10,998)	(12,275)	(7,784)	-10.4%	41.3%	(23,273)	(18,497)	
Loan - Provision Exp	(11,548)	(12,012)	(10,393)	-3.9%	11.1%	(23,560)	(22,729)	
Non-Loan - Provision Exp	550	(263)	2,609	-309.0%	-78.9%	287	4,232	
Profit From Operations	17,383	17,622	18,511	-1.4%	-6.1%	35,005	38,545	
Non-Operating Income	(21)	(240)	13	-91.2%	-257.3%	(261)	(96)	
Net Income Before Tax	17,362	17,382	18,525	-0.1%	-6.3%	34,744	38,450	
Net Profit	12,729	13,804	13,914	-7.8%	-8.5%	26,533	29,896	
Profit After Tax & Minority Interest (PATMI)	12,603	13,673	13,816	-7.8%	-8.8%	26,277	29,702	



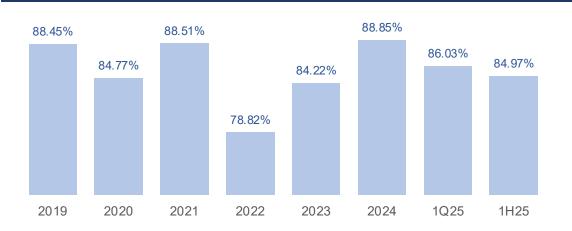
# LIQUIDITY DISCPLINE SUPPORTS DEPOSIT COSTS



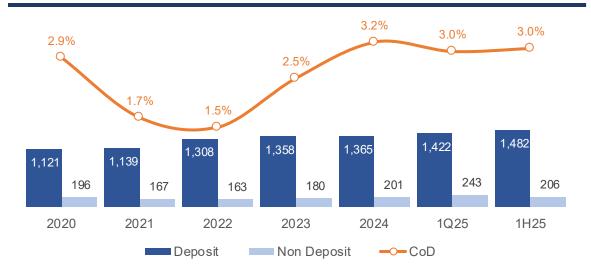


Sustainable Liquidity Supports Funding Efficiency Via Retail CASA Growth and Optimized Funding Mix

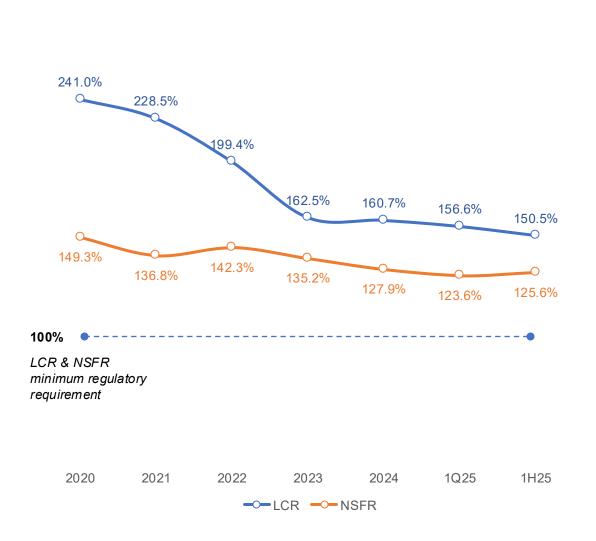
## LDR (Consolidated – Bank Entity)



# CoD, Deposit & Non-Deposit (Rp Tn)



#### LCR & NSFR



Cost of Deposit excludes LPS premium cost



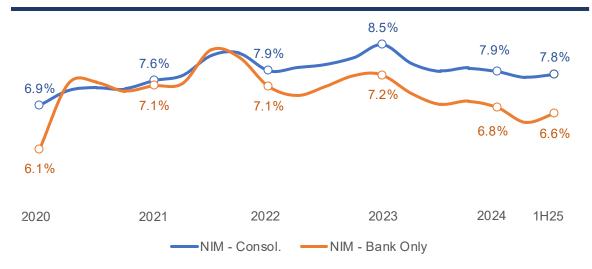
# **EARNING ASSET YIELD & STRONG MARGINS MAINTAINED**





Optimized Balance Sheet with Sustained Margins

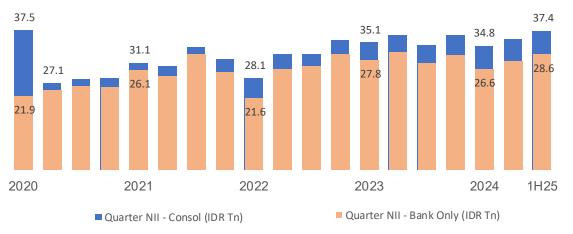
### NIM - Bank Only vs Consolidated



#### Lending Yield, EA Yield, and Cost of Fund



#### **EA to Total Asset and Loan to Total EA**





<sup>\*</sup> We reclassified fee-based income from Supply Chain Financing into Net Interest Income (Non-Loan) of Rp 2.4 tn in FY24 and Rp 2.2 tn in FY23. All FY24 and FY23 is adjusted to reflect this change.

<sup>\*</sup> Starting Jan-25, we have been using a new methodology to calculate NIM, based on the monthly average Earning Assets excluding Investment, Derivative Receivables, and Acceptance Receivables that do not generate interest income. All historical data reflects this change



# OTHER OPERATING INCOME & OPERATING EXPENSES





Stable Operations Amid Well-Managed Expense Growth

### **Other Operating Income**

(Rp Bn)

Items	2Q25	1Q25	2Q24	g QoQ	g YoY	1H25	1H24	g YoY
Fees and Commissions	5,183	5,209	5,218	-0.5%	-0.7%	10,393	10,117	2.7%
Recovery of Written-Off Assets	5,213	4,971	5,692	4.9%	-8.4%	10,184	10,082	1.0%
Gain on Sale of Securities - Net	750	491	472	52.8%	59.0%	1,240	931	33.2%
Gain on Foreign Exchange - Net	571	747	208	-23.5%	173.9%	1,318	455	189.9%
Unrealized Gain on Changes in Fair Value of Securities	(8)	8	(147)	-200.0%	-94.2%	-	-	0.0%
Others	990	1,682	459	-41.2%	115.7%	2,672	2,319	15.2%
Total Other Operating Income	12,698	13,109	11,902	-3.1%	6.7%	25,807	23,905	8.0%
Net Gold	445	415	156	7.4%	185.3%	860	243	254.5%
Total Other Operating Income Incl. Gold	13,143	13,524	12,058	-2.8%	9.0%	26,667	24,147	10.4%

# **Operating Expenses**

(Rp Bn)

Items	2Q25	1Q25	2Q24	g QoQ	g YoY	1H25	1H24	g YoY
Salaries and Employee Benefits	10,901	10,834	10,869	0.6%	0.3%	21,735	20,633	5.3%
General and Administrative	7,504	7,235	7,357	3.7%	2.0%	14,739	14,275	3.3%
Others	3,151	2,476	3,214	27.3%	-2.0%	5,626	4,933	14.0%
Total Operating Expense	21,556	20,544	21,440	4.9%	0.5%	42,100	39,841	5.7%

<sup>\*)</sup> As of 2025, insurance subsidiaries have adopted IFRS 17, replacing IFRS 4



# **OPERATING EXPENSE BREAKDOWN**CIR Within Guidance





(Rp Bn)

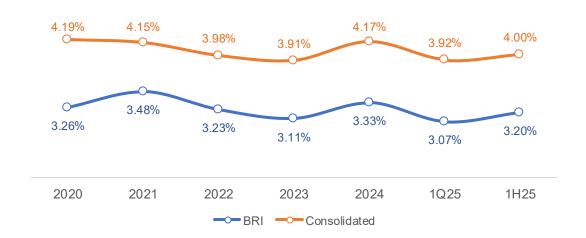
Items	2Q25	1Q25	2Q24	g QoQ	g YoY
Bank Only - Personnel Expenses	7,672	7,615	8,152	0.8%	-5.9%
Bank Only - G&A Expenses	5,243	5,005	5,258	4.8%	-0.3%
Bank Only - Others Expenses	3,169	2,204	2,865	43.8%	10.6%
Bank-Only Operating Expense	16,085	14,824	16,274	8.5%	-1.2%
Subsidiaries - Personnel Expenses	3,229	3,219	2,718	0.3%	18.8%
Subsidiaries - G&A Expenses	2,261	2,229	2,099	1.4%	7.7%
Subsidiaries - Others Expenses	(19)	271	349	-106.8%	-105.3%
Subsidiaries Operating Expense	5,471	5,720	5,166	-4.3%	5.9%
Consolidated - Personnel Expenses	10,901	10,834	10,869	0.6%	0.3%
Consolidated - G&A Expenses	7,504	7,235	7,357	3.7%	2.0%
Consolidated - Others Expenses	3,151	2,476	3,214	27.3%	-2.0%
Consolidated Operating Expense	21,556	20,544	21,440	4.9%	0.5%

1H25	1H24	g YoY
15,287	14,988	2.0%
10,249	10,344	-0.9%
5,374	4,113	30.7%
30,909	29,445	5.0%
6,448	5,645	14.2%
4,490	3,931	14.2%
253	821	-69.2%
11,191	10,396	7.6%
21,735	20,633	5.3%
14,739	14,275	3.3%
5,626	4,933	14.0%
42,100	39,841	5.7%

# Cost to Income Ratio: Bank Only vs Consolidated\*



# Cost to Asset Ratio: Bank Only vs Consolidated\*





#### FEE & OTHER OPERATING INCOME

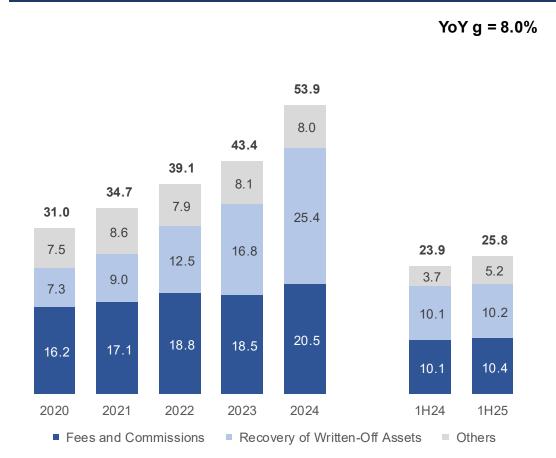




E-channel Contribution Continued to Increase, Reflecting Stronger Digital Transaction

#### **Consolidated - Other Operating Income**

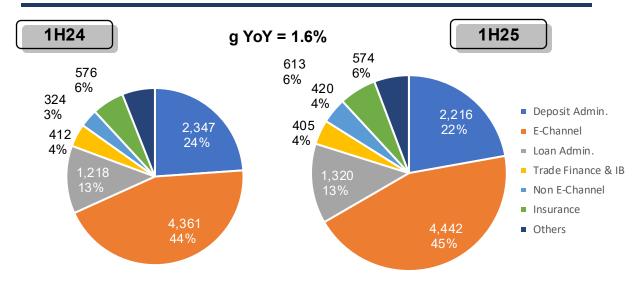
(Rp Tn)



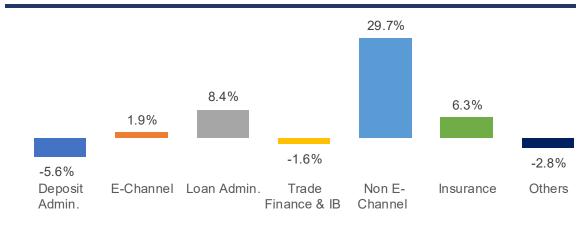
#### Other Operating Income growth driven by Fee Based Income and Recovery Income

# **Bank Only - Fee and Commission - Composition**

(Rp Bn)



# Bank Only - Fee and Commission YoY Growth\*



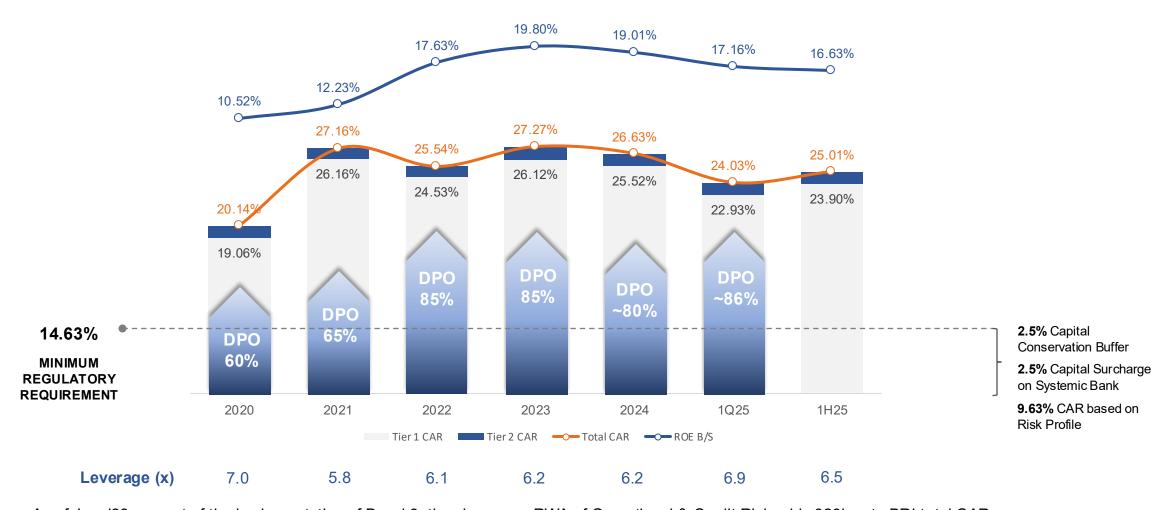


# WELL CAPITALIZED BALANCE SHEET PROVIDES FLEXIBILITY





CAR at 25.01% is Second Highest Among Top 10 Banks



- As of Jan, '23, as part of the implementation of Basel 3, the change on RWA of Operational & Credit Risk adds 329bps to BRI total CAR
- Starting in January 2024, we implemented the Basel III calculation of RWA market risk, which has a negative impact of 49bps to total CAR
- BRI distributed a **full-year dividend** of Rp343 per share on April 23, 2025 (including an interim dividend of Rp135 per share that has been paid on Jan 15, 2025)







# **LOAN QUALITY**



# Corporate Leads NPL Improvement; Micro SMLs Decline





# Non-Performing Loan – by Segment

Segment	1H25	1H24	2024	2023	2022	2021	2020
Micro	3.86%	2.95%	2.85%	2.47%	1.74%	1.49%	0.83%
Consumer	2.25%	2.13%	1.97%	1.97%	1.83%	1.78%	1.49%
SME	4.96%	5.05%	4.42%	4.88%	4.30%	4.05%	3.61%
Commercial	2.54%	1.75%	2.50%	2.56%	2.26%	3.57%	4.61%
Corporate	1.61%	3.07%	2.60%	3.86%	4.68%	6.68%	7.57%
Bank Only – NPL%	3.23%	3.21%	2.94%	3.12%	2.82%	3.08%	2.94%
Subsidiaries - NPL%	1.39%	1.49%	1.46%	1.20%	1.24%	2.08%	2.49%
Consolidated - NPL %	3.04%	3.05%	2.78%	2.95%	2.67%	3.00%	2.88%

# **Special Mention – by Segment**

Segment	1H25	1H24	2024	2023	2022	2021	2020
Micro	6.76%	6.87%	6.20%	5.72%	3.95%	3.03%	2.47%
Consumer	2.66%	2.77%	2.38%	2.84%	2.76%	2.20%	2.69%
SME	6.19%	5.98%	4.74%	5.15%	4.30%	3.42%	3.19%
Commercial	2.92%	2.72%	1.90%	2.52%	2.55%	3.08%	3.07%
Corporate	3.43%	4.11%	3.72%	4.67%	4.32%	6.94%	2.85%
Bank Only - SML%	5.06%	5.35%	4.63%	4.87%	3.87%	3.70%	2.75%
Subsidiaries - SML%	5.47%	5.51%	6.44%	4.84%	3.90%	4.68%	6.00%
Consolidated - SML %	5.15%	5.41%	4.82%	4.90%	3.90%	3.81%	3.13%

## **HISTORICAL NPL & LAR DATA**

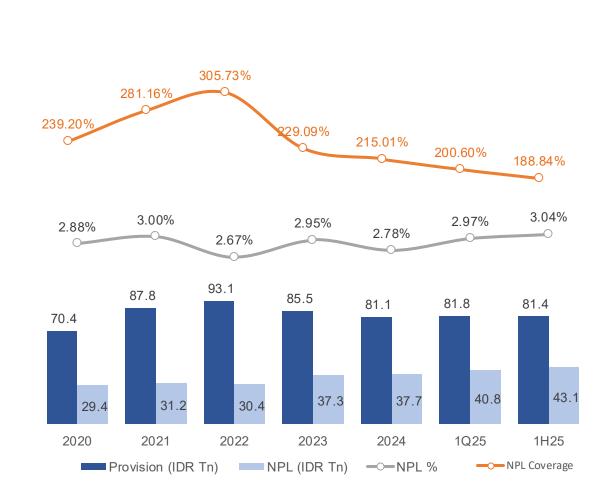
Provisions Are Maintaining an Elevated Stance, With LAR Coverage Remaining Strong

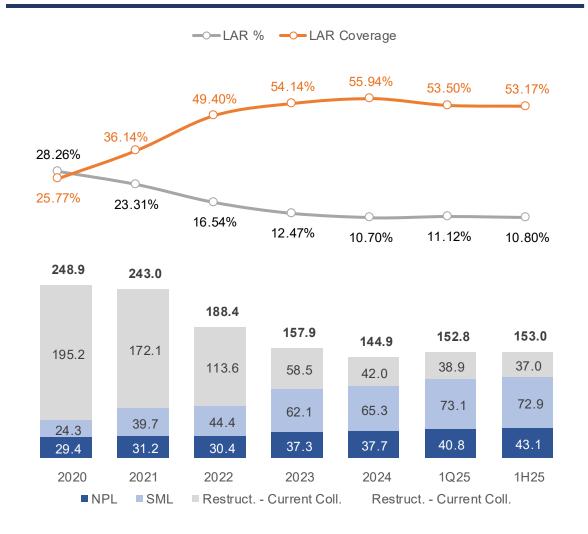




#### **NPL & NPL Coverage**

## LAR & LAR Coverage







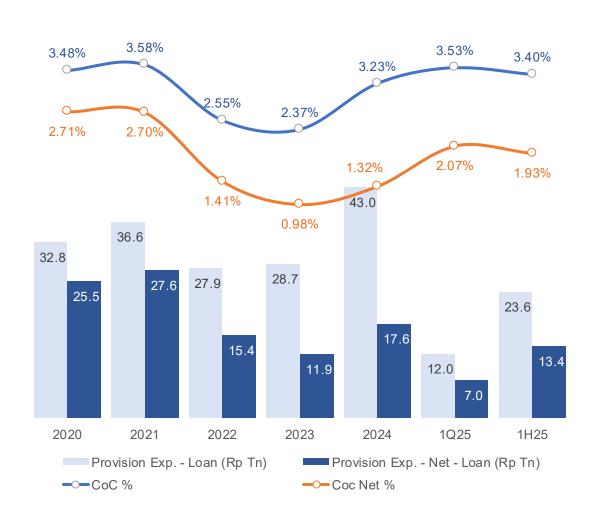
# **CREDIT COST, WRITE OFF, AND RECOVERY**

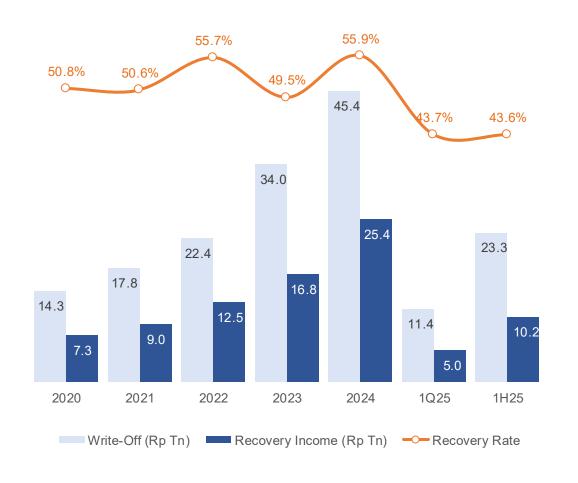




Net CoC Declined by 27bps QoQ, Supported by Seasonal Recoveries Uptick

# Credit Cost Write Off & Recovery











# ULTRA MICRO &MICRO BUSINESS

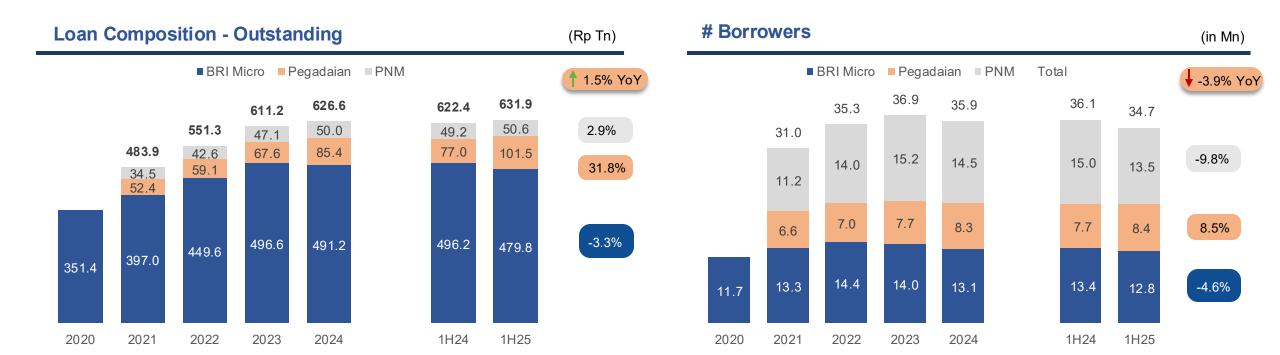


# THE ULTRA MICRO ECOSYSTEM





Pegadaian and PNM Loans Up 20.5% YoY, Driving UMi Loans to Rp631.9 Trillion



## **Key Ratios**

Description	BRI					Pegadaian				PNM					
Description	2021	2022	2023	2024	1H25	2021	2022	2023	2024	1H25	2021	2022	2023	2024	1H25
Cost of Fund	2.1%	1.9%	2.9%	3.6%	3.4%	6.0%	4.9%	5.9%	6.3%	6.3%	8.6%	7.6%	6.8%	6.6%	6.3%
Credit Cost	3.4%	2.5%	2.4%	3.2%	3.5%	1.4%	0.9%	0.2%	0.7%	1.6%	2.0%	5.7%	5.7%	7.7%	4.3%
CIR	43.3%	42.0%	37.7%	37.0%	38.5%	62.8%	63.7%	59.4%	53.7%	51.0%	74.6%	67.7%	64.5%	61.7%	63.8%

Pegadaian & PNM joined BRI Group as part of the Ultra Micro Holding in September 2021



# **BRI MICRO BUSINESS PERFORMANCE**

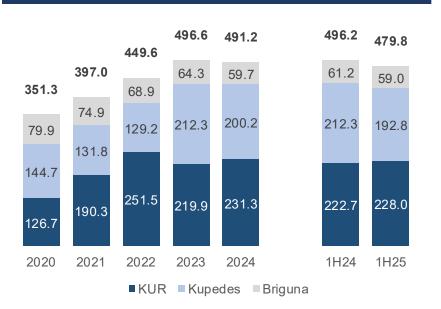
Focusing On Asset Quality and Recovery Income





#### **Micro Loan Outstanding**

(Rp Tn)

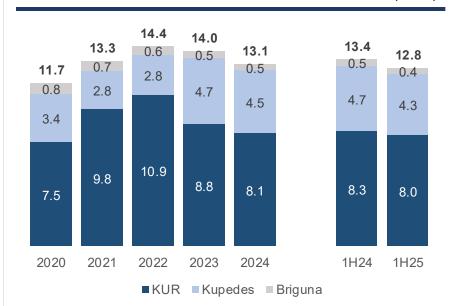


#### **Growth YoY**

Product	2020	2021	2022	2023	2024	1H24	1H25
KUR	82.8%	50.1%	32.2%	-12.6%	5.2%	-3.2%	2.4%
Kupedes	-6.8%	-8.9%	-1.9%	64.3%	-5.7%	7.6%	-9.2%
Briguna	-4.0%	-6.3%	-8.0%	-6.7%	-7.1%	3.4%	-3.6%
Total	14.2%	13.0%	13.3%	10.4%	-1.1%	2.0%	-3.3%

#### **# Borrowers**

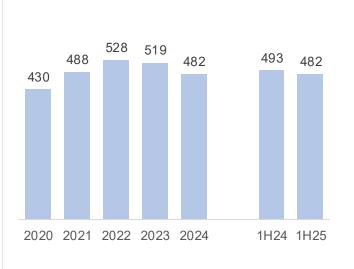
(in Mn)



#### **Growth YoY**

Product	2020	2021	2022	2023	2024	1H24	1H25
KUR	31.4%	31.1%	10.8%	-19.1%	-7.9%	2.3%	-3.0%
Kupedes	-12.8%	-19.5%	2.7%	64.7%	-3.9%	4.9%	-6.8%
Briguna	-9.8%	-10.1%	-13.6%	-12.6%	-13.2%	9.8%	-10.5%
Total	11.4%	13.5%	7.8%	-2.2%	-6.7%	3.5%	-4.6%

#### # Borrowers per Loan Officer



#### **Loan OS per Loan Officer** (in Bn)





# **KUPEDES DISBURSEMENT & QUALITY**





**Current Standing of Historical Disbursement as of 1H25** 

(Rp Bn)

	1Q23	2Q23	3Q23	4Q23	FY23
Disbursement	59,256	46,736	50,258	45,327	201,577
Write-Off	3,438	2,171	1,991	1,121	8,720
Payment	45,654	32,867	33,340	26,531	138,393

FY24	4Q24	3Q24	2Q24	1Q24
125,987	30,824	28,808	28,413	37,942
668	-	17	159	492
54,921	8,956	10,925	14,077	20,962

1Q25	2Q25
30,998	27,121
-	-
3,700	810

## **Historical Disbursement Asset Quality Breakdown & Vintages**

	1Q23	2Q23	3Q23	4Q23	FY23	1Q24	2Q24	3Q24	4Q24	FY24
Remaining Loan OS	10,163	11,698	14,928	17,676	54,464	16,487	14,177	17,867	21,868	70,398
SML	2,247	2,302	2,701	3,056	10,307	2,634	1,934	1,483	1,488	7,539
NPL	1,494	1,375	1,675	1,772	6,318	1,440	742	523	117	2,822
Total Restructured*	2,339	2,191	2,322	2,228	9,079	1,530	750	418	177	2,874
Avg DG to SML (6MOB)	5.92%	5.45%	6.86%	6.82%	6.26%	4.63%	3.89%	5.55%	5.69%	4.95%

2Q25		
26,312		
43		
(		
(		
n.a		

• Based on vintage analysis of average DG to SML (6 MOB), 2024 Kupedes has better asset quality compared to 2023 Kupedes, albeit we are still monitoring 2024 Kupedes as it has not fully seasoned.

<sup>\*</sup>incl. Current, SML & NPL under restructured





# **APPENDIX**





**DIGITAL INITIATIVES** 







#### Improved user experience by integrating 8 points of customer needs in one application



#### **Highest Rated Mobile Banking Application**



10M+ Download 156K Review



50M+ Download 1.9M Review

RDN investment

#### **BRIMO Journey Performance Supported by Significant Double-Digit Growth** Loan on App Credit Card # Financial **Transaction** # Users **Transaction** Gold Installment value (in Mn) (in Mn) (Rp Tn) NFC Payment 10 2 Split Bill 20 Event Ticket Sales 21.2% YoY 26.4% YoY 25.5% YoY Ship Ticket Sales Gold Investment 3,231.7 Multi-currency Card 024 · Gold Saving & Gold Recap 2.574.9 42.7 2,545.0 · Travel Flight, Groceries and Logistic 35.2 N 2,013.3 BRImo widget Chat Banking Service (Sabrina) Complain-in-apps feature and toll-free services to ease the complaints filing 2023 Government bond · Virtual credit card • QR cross border (Singapore) 1H24 1H25 1H25 1H24 1H24 1H25 Virtual debit card · Opening Forex account 2022 · QR payment with CC as source of fund · Personal financial management



# **QLOLA**





# An Integrated Corporate Solution Platform to Access Various BRI Products and Services with a Single Sign On

#### Collection

- Receivable Auto Debit
- **BRIVA**

#### **Liquidity Management**

- Cash Pooling
- Notional Pooling
- · Financial Dashboard





#### **Employee Benefit**

- Payroll Payment Systems
- DPLK

#### **Treasury**

- Foreign Exchange
- Term Deposit

#### **Payments**

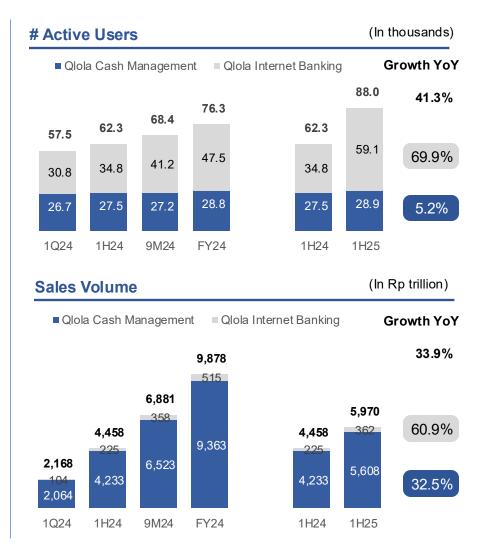
- · Domestic and Cross-Border Transaction (IFT, BI-fast, CN, RTGS, Swift)
- Payroll
- Cash Card
- Tax & Billing Payment





#### **Trade Finance**

- **Trade Finance Services**
- Supply Chain Financing
- Bank Guarantee
- Remittance Tracker



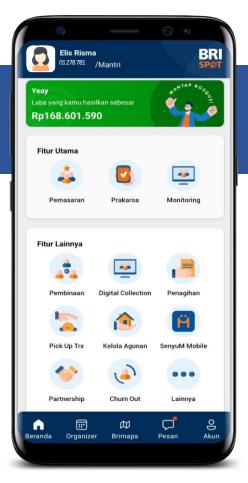


### **BRISPOT**





Catalyst for seamless synergy, driving growth through integrated credit and non-credit digitalization, with a sharp focus on data-driven quality



+89K Users (loan officers & approvers) +160 Impactful Features Micro +76 Small +37 Consumer +44

#### **BRISPOT Features**

- **Boost Productivity** 
  - · Sales & pipeline
  - Working Area Mapping
  - Surrounding Integration
  - Pick Up Transaction
  - Market Navigator (BRIMAPS)
- **Leadership Empowerment** 
  - Performance Dashboard (MIS)
  - **KPI Visibility**
  - **Productivity Monitoring**
  - Activity Monitoring

Early Warning System

Cross RM Referral

Acquisition

- Leader as Marketer
- **Ecosystem Management**

Profit & Loss Portfolio

BRILink partnership

Schedule Partnership

Merchant Acquisition

Bancassurance, BRIFINE

- Strengthen Risk Control
  - · Loan Collection
  - Today's Payment
  - Loan Remedial & Recovery
  - Fraud Detection System
- Credit Restructuring
- Credit Scoring
- Collateral Management

# **Boost Productivity & Unleash the Potential**

### **Digitalization**

**Before** After

- Double work
- Variative financial assessment
- · No cross-selling module



- All in one go
- Standardized template
- Build-in cross-sell module

#### **Automation**



- · Manual prescreening
- Manual disbursement
- Manual reminder by loan officer



- · Automatic prescreening
- Automatic disbursement
- SMS & email notifications

#### **Simplification**

**Before** After

- · Paper based loan application
- Manual mapping
- · Approval process in 20 days



- · Paperless loan application
- Geo-tagging technology
- Less in 1 day



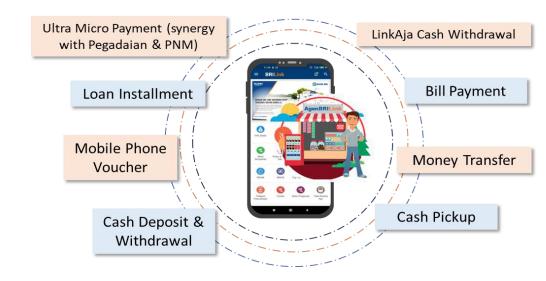
## **BRILINK AGENT**

## Redefining Agent's Roles to Provide Access to Financing





#### SERVICES PROVIDED





· Develop agents as local

through BRIBRAIN

• Utilize big data capabilities

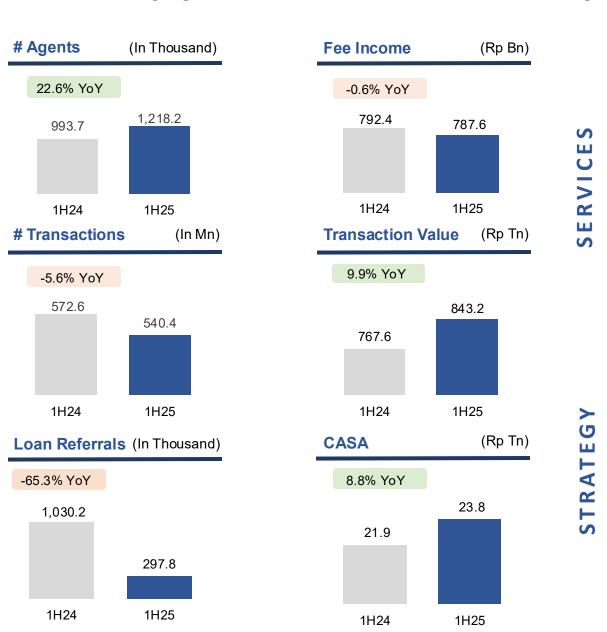
super store

## **UMi Enabler**

- Redefine role of agents to support UMi Ecosystem
- Integrate BRILink platform with UMi Corner & Gadai platform

## **Sales Channel Collaborator**

- Increase numbers of cross sell BRI Group marketmatched products
- · Platform integration to create excellent user experiences









# **ESG INITIATIVES**



## **VALUE BEYOND PROFIT, COMMITMENT TO ESG**

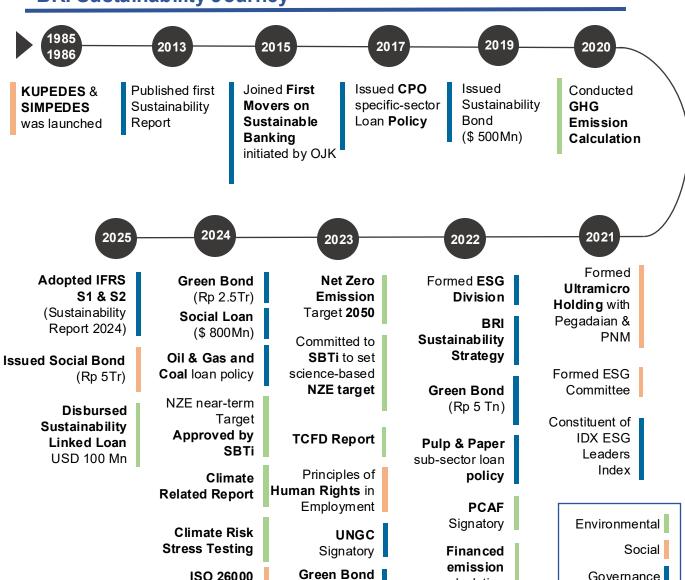
At The Forefront of ESG Implementation

ISO 26000

Adaptation



## **BRI Sustainability Journey**



(IDR 6 Tn)

## **BRI Sustainability Pillars Aligned with BRI Corporate Vision**

## **ESG** Aspiration

World-Class Sustainable Banking Group Focusing on **Environmental, Social, and Governance Dimensions** 

#### **Sustainability Strategy Pillar**

#### **Adaptive Portfolio Management**

## Stakeholder **Empowerment**

#### **Responsible Business** & Operation

- Sustainable Finance
- · Green Banking
- Climate Risk
- Customer Empowerment
- Employee Empowerment
- Community Empowerment
- Corporate Governance
- · Business Ethics
- Risk & Cybersecurity
  - Green Network

## **Expected SDGs Impact**



Governance

calculation





















Sustainability performance throughout 2024 is outlined in our newly published report.

2024 Sustainability Report



## **ADAPTIVE PORTFOLIO MANAGEMENT**

Sustainable finance

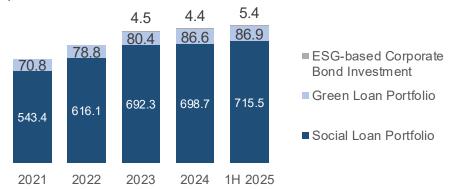




## **Sustainable Financing Portfolio**

(Rp Tn)

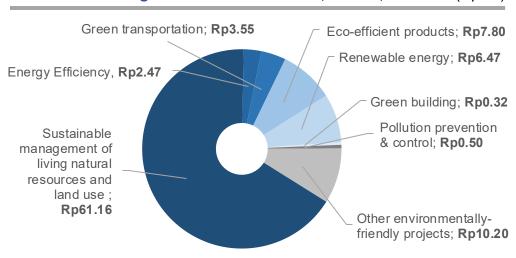
BRI is driving positive change by directing **64.01%** of its financing and corporate bond investment towards sustainable sectors.



By 1H 2025, BRI has disbursed USD 100 million in Sustainability-Linked Loans, as part of its green lending portfolio.

## Green Financing Portfolio Breakdown (1H 2025)

(Rp Tn)

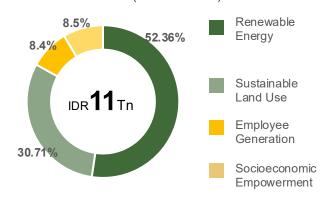


## **ESG-based Wholesale Funding**



#### **Green Bonds Impacts**

#### Proceed Allocation (as of Dec 2024)



#### Impact

- Green energy produced 4,472
   GWh/year
- Avoided emission 2,890,773
   Ton CO2eg/year
- 8 clients are RSPO/ISPO certified
- +10,000 MSME jobs created from Kupedes disbursement
- +11,000 feasible but unbankable Micro business supported from KUR disbursement

## SDGs Alignment









#### **BRI's Social Bonds Framework**

BRI's Social Bond Framework includes six eligible project categories that address key social issues and promote inclusive development.

- Affordable basic infrastructure
- Access to essential services
- Affordable housing



- Employee Generation
- Food security and sustainable food system
- Socioeconomic advancement





## ADAPTIVE PORTFOLIO MANAGEMENT INCORPORATING ENVIRONMENTAL CONCERNS INTO LENDING POLICY





## **BRI Loan Policy**

**BRI Negative List Loan** Policy, BRI is committed to having no exposure in several sectors, including but not limited to:

- Illegal Logging
- Cultivation of Marijuana & Narcotics productions and trading
- labor. child Forced exploitation, human rights violation
- Money Laundering
- · Destroying historical and archaeological building
- Trading protected animals
- Fishing business using fishing gear that is prohibited by
- Other fields/sector according to applicable law/regulation

## Palm Oil Loan Policy



No deforestation practices, including land clearing and no exploitation



ISPO/RSPO certification or still in the process of obtaining ISPO certification



Gold or Green Predicate on PROPER Rating

## Oil and Gas Policy



#### **Energy Transition**

Road map for reducing GHG emissions and Proof of implementing Energy Management in accordance with regulation (activities that use energy > 6,000 TOE)



PROPER Rating (Black PROPER rating is not accepted)

## **Coal Loan Policy**



## **Energy Transition**

Roadmap for reducing GHG emissions and implement energy management in compliance with regulations



**PROPER** Rating (Black PROPER Rating is not accepted)

## **Pulp & Paper Loan Policy**



No deforestation practices, including land clearing and no exploitation

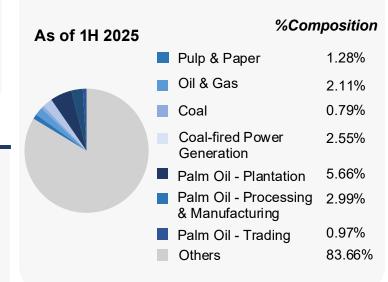


Industry Certification: Timber Legality Assurance System (SVLK)/ HCV or HCS Assessment/ Green Industry Certification/ Forest Stewardship Council/ Indonesian **Forestry Certification Cooperation** 



Gold or Green Predicate on PROPER Rating

## **Loan Exposure**



## **Climate Risk Stress Testing**

- Aligned with the Financial Services Authority (OJK) roadmap for Climate Risk Management and Scenario Analysis (CRMS) implementation, **BRI** conducted Climate Risk Stress Testing (CRST) in 2 phases.
- · The Phase I analysis in July 2024 covered **71.41%** of our total portfolio (50% required by OJK).
- BRI has conducted analysis in Phase II that covers 100% of our total portfolio on all sectors. The result has been published in SR 2024.

<sup>\*</sup> The above specific sector loan policies only apply to corporate and medium segment debtors. Each loan policy incorporates a comprehensive set of ESG risk mitigation measures, of which the examples provided are illustrative.



## REDUCTION TARGET AND PATHWAYS OF FINANCED EMISSION

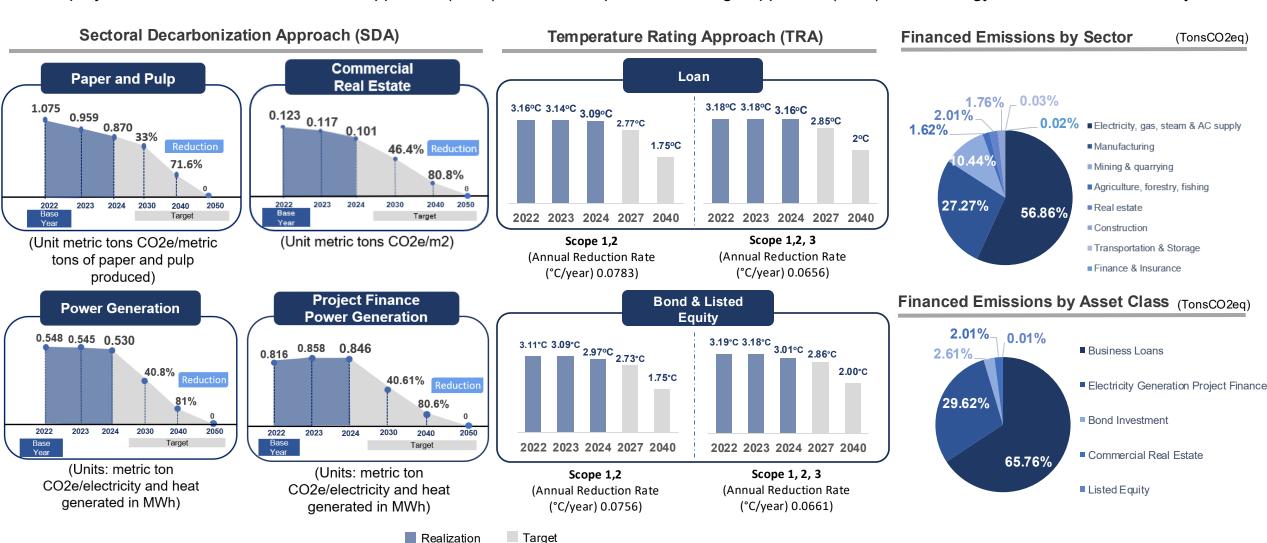




Near Term Targets have been validated by the Science Based Targets Initiative (SBTi)

Realization

BRI employs the Sectoral Decarbonization Approach (SDA) and the Temperature Ratings Approach (TRA) methodology with 2022 as the base year.





## CUSTOMER EMPOWERMENT

## Expanding financial inclusion & literacy in Indonesia





BRI is committed to providing access to customer-centric and affordable financial products & services to unserved and underserved groups

As of 1H 2025

## Access

Making financial services available and accessible through branches, digital banking, & BRILink networks.

**Extensive Banking Channels** 







7.422 1.031 Physical Outlets Senyum Outlets

702.081 E-channels\*

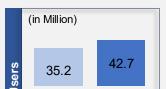
**Inclusive Banking Channels for Individual** with Disability



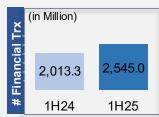
250 Disability-friendly Banking



O Digital Financial Inclusion through BRImo



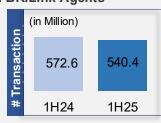
1H24



**Expand access through BRILink Agents** 

1H25





Transactions via BRILink Agents include transfers, payments, cash deposits and withdrawals.

Creating and offering affordable financial products that meet the changing needs of customers

## **Saving Products**



Simple and affordable savings 178 million account to meet the needs of accounts individuals from all walks of life

Savings account designed specifically for children under the age of 17

3.9 million accounts

#### Micro Insurance Products



KKM Affordable life insurance for individuals in micro segment

6.5 million **Policies** 

Affordable **home insurance** for individuals in micro segment

5.3 million policies



Affordable business property insurance for individuals in micro segment

3.9 million policies

## Ultra Micro & Micro Loan



Group-based ultra-micro loan specifically designed to empower under-privileged women

13.5 million borrowers

# Pegadaian

Pawn lending product to meet the needs of customers

8.2 million borrowers

## Kupedes BRI **KURBRI**

BRI micro-lending products to meet the needs of individual and business customers

12.8 million borrowers

## Quality

Helping customers improve their financial knowledge and grow their businesses through community programs.



to create successful A program in villages businesses across Indonesia, helping achieve global development goals.

4,625 **BRILiaN** Villages



targeting program microklasterku communities by forming Business Clusters based on shared interests. environmental conditions.

41.217 **Business** Clusters

familiarity.

linkumkm

A platform to support the development of MSMEs, offering various training, consultations, business information, and other supporting facilities.

12.9 Million Users

marketplace food digital for commodities, enabling farmers, breeders, and fishers to sell their products across Indonesia.

113.0044 Users

#### Improve and protect customers financial well-being through:

- Fair marketing policy
- · Customer's Data privacy management
- Financial Advisor & Digital Literacy
- Loan calculation to avoid over-indebtedness
- Responsible Debt Collection

Dec 2024

1H 2025

**Customer Satisfaction Rate** 

87.06

92.38

\*Includes ATM, EDC, CRM and e-Buzz



## **CUSTOMER & COMMUNITY EMPOWERMENT**

Empowering underprivileged women and Protecting nature





## **EMPOWERING WOMAN THROUGH PNM MEKAR**

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

As of 1H25



47,899 Mekaar Account Officer

+13.5 Mn Female Borrowers

**♦** 9.6% YoY

+Rp 45.6 Tn Mekaar Loan Outstanding

↑3.0% YoY

All Mekaar Account Officers are female







## **PNM Mekaar Business Capacity Development Initiatives**

## Training for Borrower Preparation

Training Program for prospective customers of PNM Mekaar

Carried out for 3 days prior to loan disbursement

## **Meaningful Weekly Group Meeting**



Meaningful Weekly Group Meeting (PKM Bermakna) is carried out by Mekaar Loan Officer through weekly group meeting activities

## Women Empowerment as part of the **Meeting Schedule**

- · Importance of saving
- Reading business opportunities
- Managing business and family finances, etc.

#### FOSTERING SUSTAINABLE COMMUNITY

## **BRI Menanam and BRI Menanam Grow & Green**

(BRI Tree Planting) has distributed more than 1 Million tree seedlings and reached more than 2,600 locations throughout Indonesia. The estimated absorption of Greenhouse gas in 2024: 985.44 ton CO₂e.





Social Return on Investment BRI Menanam Grow & Green

5.85



## PEOPLE EMPOWERMENT

## Developing Human Capital & Promoting Human Rights





## **HUMAN CAPITAL MANAGEMENT**

81,848 total employees (permanent, contract & trainee)

As per 2024

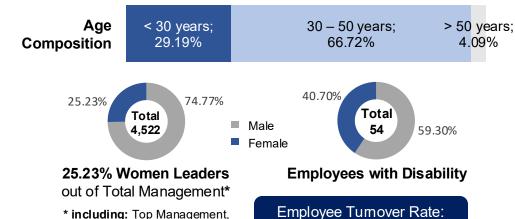
\* including: Top Management, Middle Management, and Junior

Management



41.19% female out of total employee

1.29%



## **Long-Term Incentives For Employees since 2016**

- Employee Stock Allocation Program (ESA)
  The Employees eligible for ESA will be from all levels based on multi-year historical performance requirement
- Employee Stock Option Program (ESOP)

  The Employees eligible for ESOP will be from BOD-1 to BOD-4 level out of a total of 7 levels of employees

## **Employee Support Program**

- Supporting Physical Wellbeing
  - Regular Medical Check-up
  - · Health Insurance
  - Fitness Center
- Supporting Psychological Wellbeing
  - Psychological consultancy through BASIC (BRILiaN Assistance Center)
  - Maternity & Paternity Leaves

- Supporting Social Wellbeing
  - Respectful Workplace Policy
- Supporting Financial Wellbeing
- Seminar focusing on personal financial management

Employee Engagement Survey: 3.51

## **Training as An Effort to Enhance Performance**



**100% of BRI employees** receive training to manage the performance of Company, Business Units, and Individuals.

#### **HUMAN RIGHTS MANAGEMENT**

BRI has established human rights policy and assessed human rights among employees and vendors

	9	1 7
Human Rights Assessment	Stakeholders	Human Rights Issues Being Assessed
	Employees	Discrimination & harassment, Diversity, equity, & inclusion, Health & safety, Remuneration, Work-Life balance, Human Capital development, Freedom of association
	Vendors	Forced Labor, Child Labor, Limited Collective Bargaining, Freedom of Association, Health & Safety, Unfair Work Conditions, Discrimination, Inadequate Living Standard, Limited Medication, Privacy Violation



## **RESPONSIBLE BUSINESS & OPERATIONS**

At The Forefront of ESG Implementation

## **BOARD GOVERNANCE**

As of Q12025

**Board of Management\*** 



23%

Women in Board

\*The 15 members of BoM become effective upon Fit & Proper Test Approval from OJK



50%

Independent Commissioners

#### **Committees Under Board of Committee**

Audit Committee

Nomination & Remuneration Committee

Risk Management Monitoring Committee

Integrated Governance Committee

All committees under BoC are chaired by an Independent Commissioner

# **Long-term Incentive Plan for the Members of Board of Management**

BRI offers a 3-year performancebased share/cash bonus (LTI) to Board members, tied to ROE, NPLs, and total shareholder return.

## **ESG Governance**

**ESG Committee,** chaired by the CEO, oversees ESG strategies, monitor ESG performance, and manage ESG risks.





## IFRS S1 & S2 Adaptation

BRI has adopted **IFRS S1 & S2** in its reporting practices. Based on the standard, an entity shall disclose **material information** about the sustainability-related risks & opportunities that could reasonably be expected to affect the entity's prospects.





To assess the material information, BRI conducts **double materiality assessment**:

- 1. Outside-in (Financial materiality): How sustainability-related risks and opportunities affect the company's own financial performance
- **2. Inside-out (Impact materiality)**: how the company's operations and activities affect the environment and society

2



The Material Topics are disclosed using IFRS S1 & S2 Pillars:

- Governance
- 2. Strategy
- 3. Risk Management
- 4. Metrics & Target

## **BUSINESS ETHICS: WHISTLEBLOWING SYSTEM**

#### WHISTLEBLOWING SYSTEM



SMS/WA: 0811 8200 600



whistleblower@corp.bri.co.id



whistleblowing-system.bri.co.id



PO BOX 1895 JKP 10900

BRI has established a whistleblowing system (WBS) as a confidential platform for reporting complaints or incidents. It safeguards the identities of whistleblowers and all involved parties. Reports can be submitted by BRI employees, customers, business partners, or other external stakeholders.



## **RESPONSIBLE BUSINESS & OPERATIONS**







#### **CYBERSECURITY**

BRI takes a proactive approach to cybersecurity, continuously investing in measures to safeguard customer information. Our robust cybersecurity programs have resulted in **Zero data breach in the past 5 years.** 

	<b>(a)</b>		$(\mathcal{Z})$	$\odot$
Identify	Protect	Detect	Response	Recover
<ul><li>IT security     Maturity     Assessment</li><li>Gap analysis</li></ul>	<ul> <li>Security Governance</li> <li>Data security</li> <li>Policies &amp; Procedures</li> <li>Awareness &amp; Training</li> </ul>	<ul> <li>Security         Operation             Center </li> <li>Thread             Intelligence</li> <li>Brand             Protection</li> </ul>	<ul> <li>Cyber         Security         Incident         Response         Team         (CSIRT)</li> </ul>	<ul> <li>IT recovery orchestration</li> <li>Strategic post-cyber attacks analysis</li> </ul>

## OPERATIONAL EMISSIONS: TARGET, PROGRESS & INITIATIVES

#### **Operational Emissions Target & Progress** (TonsCO2eq) 492,370 486,352 470,508 Scope 1 Emissions 42% reduction compared to Scope 2 Emissions Base Year 100,403 360.135 355,742 346,353 Net Zero 77,641 Target 130,610 124,155 132.235 22,762 2022 2023 2024 Q2 2025 2030 2050 Near-term Base Year Target

## **Green Initiatives to Support NZE 2050** (2025)

#### Implemented Solar Panels in 143 offices





#### Converted operational vehicles to eco-friendly vehicles





**796 Unit** eco-friendly vehicles

#### **Avoidance & Removal Emissions Initiatives**

## **Zero Waste to Landfill Program**

BRI has established waste management and routine monitoring that includes a series of activities, from sorting, disposal, collection, and transportation, to processing. Total **306.93 ton CO2e** of emission avoided in 1H2025





# **BRI ESG RATINGS**





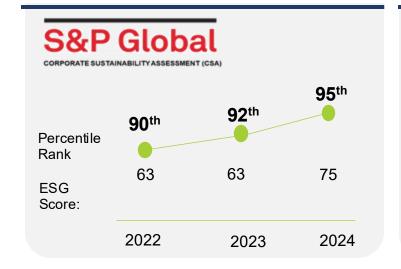
## **Sustainalytics**



#### **MSCI**



## S&P Global





## Other ESG Ratings



- Overall Score: 110.2
- Top 3 public listed company in Indonesia with top score above 97

- **CGPI** (2)
- CGPI Score: 95.31, considered as the "Most Trusted Company"
- The score increased from 95.21 in 2023
- (3 FTSE4Good
- FTSE4Good ASEAN 5 Index
- Top 5 Constituents (as of Dec 2024)

#### **Indonesia's Stock Market Indices**

(1)**SRI-KEHATI** 



SRI-KEHATI Index is the Sustainable and Responsible Investment (SRI) Biodiversity index that uses the principles of ESG

- Classified as "ESG Quality 45" and "ESG Sector Leaders"
- **IDX ESG Leaders** (2)



Measuring the performance of companies that have good ESG donesia Stock Exchange assessments and are not involved in significant controversy

BRI has been a constituent of the IDX ESG Leaders Index (ESGL) since March 2021









## **ULTRA MICRO & MICRO ECOSYSTEM**

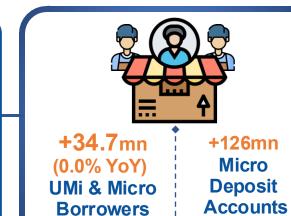
Quantifying the opportunity and the network's multiple access points





## Access to comprehensive Ultra Micro & **Micro Financing Products**

- **Group Lending (PNM Mekaar):** Rp45.6 Tn (3.0% YoY), 13.5 Mn borrowers (-9.7% YoY)
- Pawn Lending (Pegadaian): Rp89.4 Tn (40.4% YoY), 7.9 Mn borrowers (11.1% YoY)
- Micro Loans Across Each UMi Business:
  - a) BRI Micro Loan: Rp479.8 Tn (-3.3% YoY), 12.8 Mn borrowers (-4.6% YoY)
  - b) PNM Ulamm: Rp3.2 Tn (-11.7% YoY), 62.8K borrowers (-15.8% YoY)
  - c) Pegadaian (Non-Pawn Lending): Rp11.8 Tn (-11.6% YoY), +484k borrowers (-21.7% YoY)



## **Comprehensive Savings and Beyond Banking Products**

- Micro CASA: Rp329.0 (+4.2% YoY)
- Micro Insurance (Life/ Health, House & Property):

15.7 Mn insurance policies (+3.3% YoY)

- Life/ Health: 6.5 Mn policies (+1.0% YoY)
- **House:** 5.3 Mn policies (7.9% YoY)
- Property: 3.9 Mn policies (1.1% YoY)
- **Gold Savings & Investment:** 3.8 Mn customers & 13.725 kg gold OS (66.9%
- YoY) Mobile Banking (BRImo): 42.7 Mn users (21.2%
- YoY)

#### **Wider Points of Access**

## **Physical Outlets**

+15.1K units (-1.9% YoY) (BRI Micro Outlets +6.4K (-4.2% YoY); Pegadaian +4.1 (+0.1% YoY); PNM +4,650 (-0.3% YoY)

**Co-Location** (Senyum Outlets)

> 1,031 units (0.0% YoY)

## **BRILink Agents**

+1.2 Mn Agents (22.6% YoY)

## BRI E-Channels

+702.1k units (-5.6% YoY)

## **Financial Advisors**

+78.6K (+4.1% YoY) (BRI +26.6K (-2.2% YoY); Pegadaian +2.7K (+2.5% YoY); PNM +49.3K (+7.9% YoY)



## FOCUSED GROWTH ON THE ULTRA MICRO & MICRO SEGMENTS





Well-positioned To Serve The Growing Financing Needs of the Segment

## **National Posture of Indonesian Enterprises and Individuals**

- **Corporation:** ~5.6k business with sales of >Rp50 Bn and working capital of >Rp50 Bn
- **Medium:** ~44.7k businesses with sales of >Rp15 Bn Rp50 Bn and working capital of >Rp5 Bn - Rp10 Bn
- Small: ~194.0k businesses with sales of >Rp2 Bn Rp15 Bn and working capital of >Rp1 Bn - Rp5 Bn

Corporate/ Individual

Premium

Middle

Class

Medium

Small

High Net Worth Individual: ~129k people with assets of >Rp500 Bn

Premium: ~1.1 Mn people with assets of >Rp500 Mn

~90 Mn people with assets of Rp50 Mn – Rp500 Mn Middle Class:

- Micro & Ultra Micro
  - ~67 Mn businesses, incld. ~53 Mn businesses eligible for Ultra Micro loans
  - · Access to group loans or KUR only

Mass Micro and Ultra Micro Micro

- c. ~165 Mn people with ample knowledge of basic saving products but low for investment and insurance
- Start using digital banking technology

#### **Ultra Micro**

Mostly reliant on informal funding







**BRI Micro & Ultra Micro** Comprehensive **Business** 



#### **Large Customer Base**

+34.7 Mn Borrowers (+12.8 Mn BRI, +13.5 Mn PNM, +8.4 Mn Pegadaian borrowers)

#### **Extensive Banking Channels**

- 6.386 BRI Micro Outlets
- 4,095 Pegadaian Outlets
- 4.650 PNM Outlets
- +1.2 Mn BRILink Agents

## **Comprehensive Product Offerings**

- Group Lending, Pawn Lendina
- ☐ Deposits: Saving Account, Current
- Savings

- ☐ Insurance: Life and Health Insurance. General insurance
- System) • **Senyum Mobile** (cross-referral system)
- BRILink Mobile (Mobile App for Brilink Agents)

**BRISPOT Micro, Pegadaian Selena,** 

PNM Digi (Digital Loan Underwriting

**Digitized Business Process** 

- ☐ Lending: Individual.

□ Investment: Gold



## THE ESTABLISHMENT OF ULTRA MICRO ECOSYSTEM

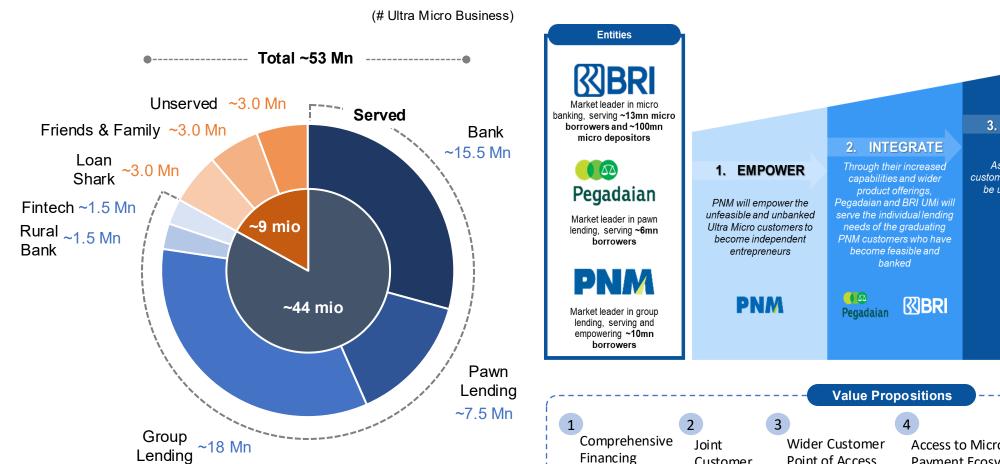


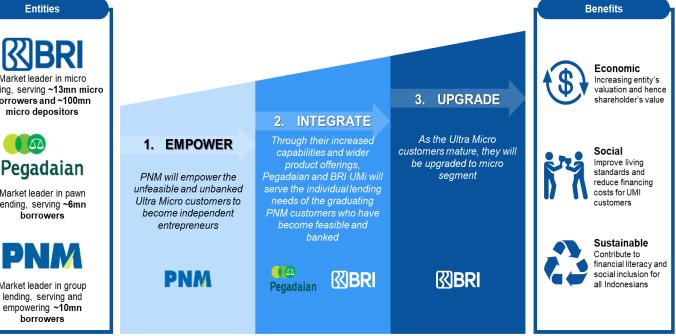


Strengthen BRI's Positioning In Micro Banking Through Integrated Customer Journey

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

Business ecosystem of BRI, Pegadaian and PNM will create integrated customer journey through Unique Value Propositions







Source: Company, as of 2023 52



## PT. PERMODALAN NASIONAL MADANI

Leading Women's Group Lender in Indonesia













#### **Balance Sheet Highlight**

	2023	2024
Total Assets	51,047	55,363
Loan Outstanding	47,080	50,024
Total Liability	42,954	44,805
Total Equity	9,032	10,558

_		
Income	Statement	Highlight

	2023	2024
Net Interest Income	12,358	13,994
Other Opr. Income	237	262
Overhead Cost	8,118	6,066
Net Income After Tax	1,650	1,498

#### **Key Ratios**

	2023	2024	1H24	1H25	g YoY
NIM	26.7%	27.8%	25.2%	25.7%	0.5%
COF	6.8%	6.6%	6.5%	6.3%	-0.1%
COC	5.7%	7.7%	6.1%	4.3%	-1.7%
CIR	64.5%	61.7%	60.1%	63.8%	3.7%

#### The largest group lending provider in Indonesia

- Catering to more than 14.2 Mn borrowers, including 14.1 Mn group lending borrowers
- Providing loans that are aimed at empowering underprivileged women

(RpBn)

1H24	1H25	g YoY
55,680	56,055	0.0%
49,171	50,575	2.9%
45,783	44,599	-2.6%
9,897	11,456	15.8%

(Rp Bn)

1H24	1H25	g YoY
6,303	6,772	7.4%
156	144	-8.3%
3,881	4,399	13.3%
831	886	6.7%

# Loan Composition As of 1H25 3% ■Mekaar ■ UlaMM Others 90%

#### **Products & Services**

- Mekaar group lending for female borrowers
- ULaMM Micro lending

## **Extensive Network & Sales Force**



Extensive network with +4,600 outlets across



Strong sales force with +49,000 account officers

## Increasing Gold Price is Driving Strong Growth







**Balance Sheet Highlight** 

	2023	2024	1H24
Total Assets	82,589	102,617	93,609
Loan Outstanding	67,574	85,379	77,027
Total Liability	42,954	66,642	60,509
Total Equity	32,637	35,974	33,100

2023

12,433

1,912

8,528

4.377

(RpBn)

1H24	1H25	g YoY
93,609	121,063	29.3%
77,027	101,518	31.8%
60,509	84,437	39.5%
33,100	36,626	10.7%

## (Rp Bn)

1H24	1H25	g YoY
7,472	9,399	25.8%
1,046	1,993	90.5%
4,455	5,830	30.9%
2,905	3,576	23.1%

## **Key Ratios**

•					
	2023	2024	1H24	1H25	g YoY
NIM	19.7%	19.5%	20.6%	19.8%	-0.8%
COF	5.9%	6.3%	6.1%	6.3%	0.2%
COC	0.2%	0.7%	0.8%	1.6%	0.8%
CIR	59.4%	53.7%	52.3%	51.0%	-1.3%

2024

15,203

2,551

9,529

5,852

## The oldest pawn service provider with more than 120 years experience

- The largest pawn service provider based on Asset & Loan
- Leader in pawn lending with market share of more than 95%, catering to more than 8.3 Mn borrowers

# Loan Composition As of 1H25 Gadai ■ Non Gadai

#### **Products & Services**

- Pawn financingGold savings
- financing
- Micro-fiduciary Others (e.g., money transfers, payments)
  - Bullion Banking

#### **Extensive Network & Sales Force**

+3.900 sales force + 4,000 Outlets

+8.3 Mio Active Borrowers

## **Gold Savings**

+3.8 Mio Active Cust. With +13.7 Tons of gold outstanding

## **Bullion Banking**

1.28tons 331bn

Gold Working Capital Loan Gold Deposits

2.9tons **2.8**tons Gold Custodian **Gold Trading** 







- 1H 2025
- CONSOLIDATED FINANCIAL UPDATE



## **QUARTER ON QUARTER HIGHLIGHTS**

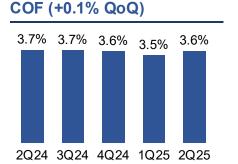




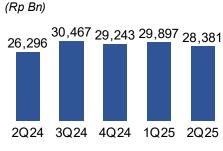
Positive QoQ NIM Growth Offset by Higher Opex Growth and Elevated Credit Costs

## **Key Ratios (Consolidated)**

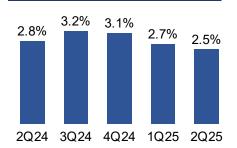
## **Quarterly Cost of Credit Consolidated vs Bank Only**



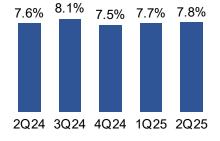
## **PPOP (-5.1% QoQ)**



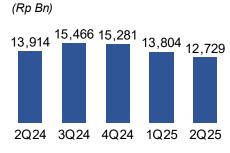
#### **ROA AT (-0.3% QoQ)**



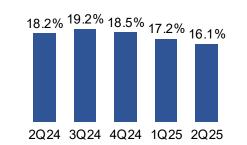




#### Net Profit (-7.8% QoQ)



#### ROE (-1.1% QoQ)





- PPOP declined by 5.1% QoQ in 2Q25, despite a 4.4% QoQ increase in Net Interest Income, due to an increase in insurance reserves at Bank level and Opex at Pegadaian, coupled with elevated credit costs
- Profitability metrics, ROA, and ROE declined QoQ by 25bps and 107bps, respectively. NIM improved QoQ, driven by increase in yields QoQ as there was Corporate Modification Loss reversal impact in 2Q25
- The Consolidated net CoC declined by 27bps QoQ, as credit costs trended downward toward the close of FY25, supported by pickup in recoveries

<sup>\*</sup> We reclassified fee-based income from Supply Chain Financing into Net Interest Income (Non-Loan) of Rp 2.4 tn in FY24 and Rp 2.2 tn in FY23. All FY24 and FY23 is adjusted to reflect this change.

<sup>\*</sup> Starting Jan-25, we have been using a new methodology to calculate NIM, based on the monthly average Earning Assets excluding Investment, Derivative Receivables, and Acceptance Receivables that do not generate interest income. All historical data reflects this change



## **KEY FINANCIAL HIGHLIGHTS**





## QoQ NIM Improved 16bps to 7.76% through stable CoF, Higher Lending Yield

Description		Consolidated								
Description	1H25	2Q25	1Q25	1H24	g QoQ	g YoY				
Total Loan & Financing (Rp Bn)	1,416,619	1,416,619	1,373,661	1,336,780	3.1%	6.0%				
Micro/ Total Loans	44.7%	44.7%	46.02%	46.6%	-1.4%	-1.9%				
NIM	7.8%	7.8%	7.7%	7.9%	0.2%	-0.1%				
Pre-Provision Operating Profit (Rp Bn)	58,278	28,381	29,897	57,043	-5.1%	2.2%				
Total CAR	25.0%	25.0%	24.0%	25.1%	1.0%	-0.1%				
CASA %	65.5%	65.5%	65.8%	63.2%	-0.3%	2.3%				
Cost to Income Ratio (CIR)	41.9%	43.2%	40.7%	41.1%	2.4%	0.8%				
NPL (Gross)	3.0%	3.0%	3.0%	3.1%	0.1%	0.0%				
Credit Cost  Net Credit Cost	3.4% 1.9%	3.3% 1.8%	3.5% 2.1%	3.5% 1.9%	-0.2%	-0.1%				
ROA After Tax	2.6%	2.5%	2.7%	3.0%	-0.2%	-0.4%				
ROE B/S	16.6%	16.1%	17.2%	19.2%	-1.1%	-2.6%				
Leverage	6.5	6.5	6.9	6.3	-0.4	0.2				
Net Profit (Rp Bn)	26,533	12,729	13,804	29,896	-7.8%	-11.2%				
PATMI (Rp Bn)	26,277	12,603	13,673	29,702	-7.8%	-11.5%				

<sup>\*</sup> We reclassified fee-based income from Supply Chain Financing into Net Interest Income (Non-Loan) of Rp 2.4 tn in FY24 and Rp 2.2 tn in FY23. All FY24 and FY23 is adjusted to reflect this change.

<sup>\*</sup> Starting Jan-25, we have been using a new methodology to calculate NIM, based on the monthly average Earning Assets excluding Investment, Derivative Receivables, and Acceptance Receivables that do not generate interest income. All historical data reflects this change







1H 2025

**BANK ONLY PERFORMANCE** 



# FINANCIAL HIGHLIGHT – BANK ONLY





Description	Bank Only								
Description	1H25	2Q25	1Q25	1H24	g QoQ	g YoY			
Total Loan (Rp Bn)	1,262,330	1,262,330	1,226,282	1,207,047	2.94%	4.58%			
Micro/ Total Loans	38.0%	38.0%	39.7%	41.1%	-1.7%	-3.1%			
NIM	6.6%	6.6%	6.5%	6.8%	0.1%	-0.2%			
Total CAR	22.7%	22.7%	21.5%	23.2%	1.1%	-0.6%			
CASA %	65.7%	65.7%	66.0%	63.4%	-0.3%	2.3%			
Cost of Fund	3.4%	3.4%	3.4%	3.6%	0.1%	-0.1%			
Cost of Deposit	3.2%	3.2%	3.2%	3.3%	0.1%	-0.1%			
Cost to Income Ratio (CIR)	38.5%	37.2%	38.7%	37.1%	-1.5%	1.4%			
NPL (Gross)	3.2%	3.2%	3.1%	3.2%	0.1%	0.0%			
Credit Cost  Net Credit Cost	3.5% 1.9%	3.4% 1.8%		3.5% 1.9%	0.20/	0.0%			
ROA After Tax	2.6%	2.9%	2.4%	3.1%	0.5%	-0.4%			
ROE B/S	16.9%	19.0%	15.0%	19.4%	4.0%	-2.4%			
Leverage	6.5	6.5	6.5	6.3	_	0.3			
Net Profit (Rp Bn)	24,795	13,704	11,091	28,247	23.57%	-12.22%			



## **BALANCE SHEET – BANK ONLY**

## Balance Sheet Optimization Supported by Earning Assets Mix





(Rp Bn)

Items	1H25	1Q25	1H24	g QoQ	g YoY	2024	2023	2022
Cash and Cash Equivalent	90,253	111,140	101,362	-18.8%	-11.0%	118,096	132,904	177,282
Total Earning Assets:	1,827,223	1,797,909	1,709,116	1.6%	6.9%	1,711,302	1,684,737	1,573,609
- Placement with BI & Other Banks	119,797	143,705	43,973	-16.6%	172.4%	80,743	85,555	88,710
- Receivables (Acceptance & Others)	72,399	66,018	87,455	9.7%	-17.2%	51,836	65,018	47,075
- Loans	1,262,330	1,226,282	1,207,047	2.9%	4.6%	1,215,847	1,146,083	1,029,803
- Gov't Bonds & Marketable Securities	322,159	311,478	321,066	3.4%	0.3%	312,635	338,826	360,085
- Other Eaming Assets	50,536	50,425	49,574	0.2%	1.9%	50,241	49,255	47,936
Earning Asset Provision:	(73,507)	(73,830)	(79,002)	-0.4%	-7.0%	(72,613)	(79,660)	(86,447)
- Loans Provisions	(72,253)	(71,801)	(77,678)	0.6%	-7.0%	(71,162)	(77,010)	(84,579)
- Other Provisions	(1,254)	(2,029)	(1,324)	-38.2%	-5.3%	(1,451)	(2,650)	(1,868)
Fixed & Non-Earning Assets	89,756	97,176	101,284	-7.6%	-11.4%	83,609	97,267	86,550
Total Assets	1,933,724	1,932,395	1,832,759	0.1%	5.5%	1,840,395	1,835,249	1,750,995
Third Party Funds :	1,476,030	1,416,331	1,384,426	4.2%	6.6%	1,360,134	1,352,683	1,300,776
- CASA	969,939	934,812	878,163	3.8%	10.5%	918,573	873,169	870,532
Current Account	415,281	393,247	358,694	5.6%	15.8%	375,906	346,655	349,492
Savings Account	554,658	541,565	519,469	2.4%	6.8%	542,667	526,515	521,040
- Time Deposits	506,091	481,519	506,262	5.1%	0.0%	441,561	479,514	430,244
Other Interest-Bearing Liabilities	101,712	142,497	97,312	-28.6%	4.5%	106,289	103,533	95,353
Non-Interest-Bearing Liabilities	60,379	94,277	59,027	-36.0%	2.3%	74,559	80,296	61,244
Total Liabilities	1,638,121	1,653,106	1,540,764	-0.9%	6.3%	1,541,022	1,536,512	1,457,373
Tier 1 Capital	230,666	222,020	233,938	3.9%	-1.4%	241,043	238,957	234,728
Total Equity	295,603	279,289	291,995	5.8%	1.2%	299,373	298,737	293,622
Total Liabilities & Equity	1,933,724	1,932,395	1,832,759	0.1%	5.5%	1,840,395	1,835,249	1,750,995



## **LOAN PORTFOLIO – BANK ONLY**

Loan Growth Led By Corporate & Consumer Segments



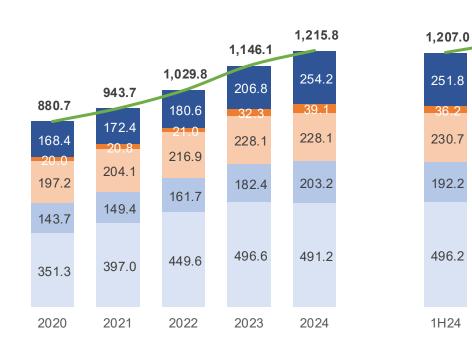


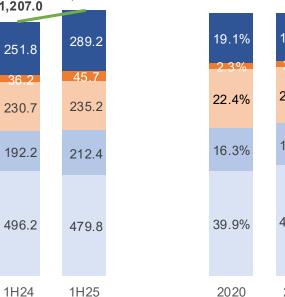
## **Loan Outstanding – by business segment**

(Rp Tn)

1,262.3

## Composition – by business segment (%)





19.1% 2.3% 22.4%	18.3% 2.2% 21.6%	17.5% -2.0% 21.1%	18.0% 2.8% 19.9%	20.9% 3.2% 18.8%	20.9% 3.0% 19.1%	22.9% 3.6% 18.6%
16.3%	15.8%	15.7%	15.9%	16.7%	15.9%	16.8%
39.9%	42.1%	43.7%	43.3%	40.4%	41.1%	38.0%
2020	2021	2022	2023	2024	1H24	1H25

(	Micro	Consumer	— SME	Commercial	Corporate	— Total
YoY Growth (%)	-3.3	10.5	2.0	26.2	14.8	4.6
(Rp Tn)	-16.3	20.2	4.6	9.5	37.4	55.3



## MICRO DISBURSEMENTS MODERATING



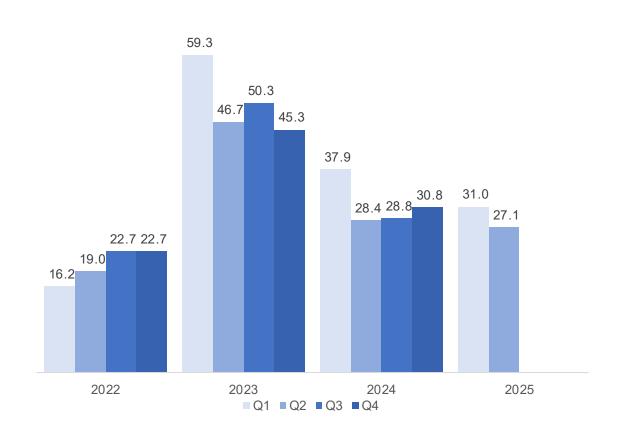


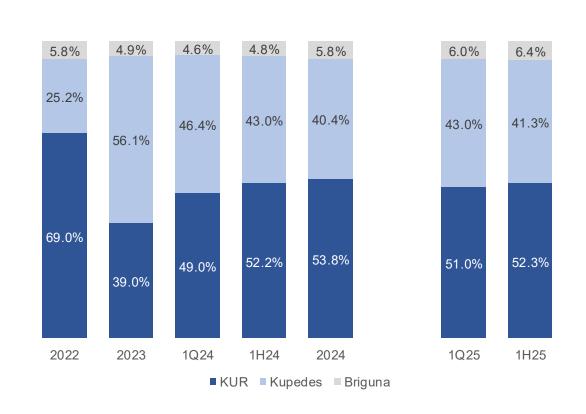


**Kupedes Quarterly Disbursement** 

(Rp Tn)

## **Disbursement Composition by Product**





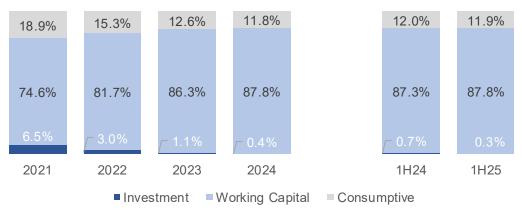


## **LOAN DETAIL: MICRO LOANS – BANK ONLY**

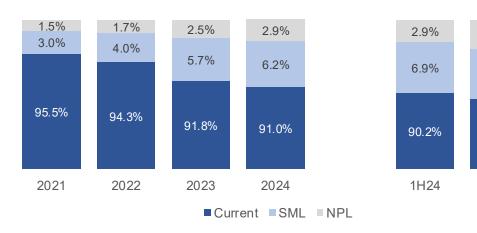




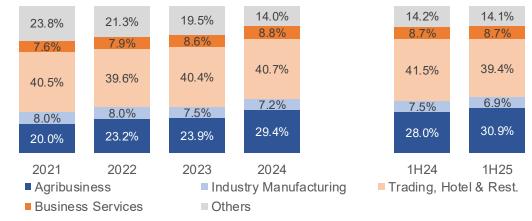
## **Use of Loan**



# **Collectability**



#### **Business Sector**



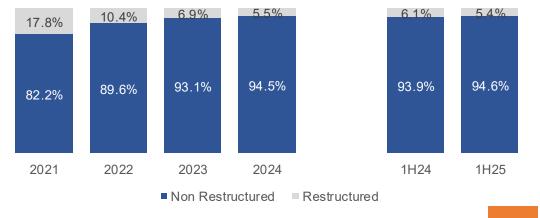
## **Restructuring Status**

3.9%

6.8%

89.4%

1H25





## **LOAN DETAIL: CONSUMER LOANS – BANK ONLY**

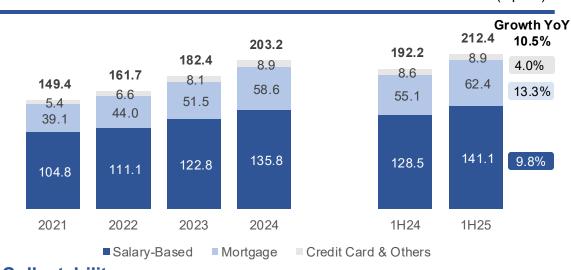


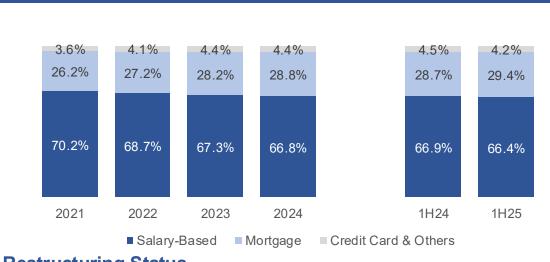


#### **Product Breakdown**



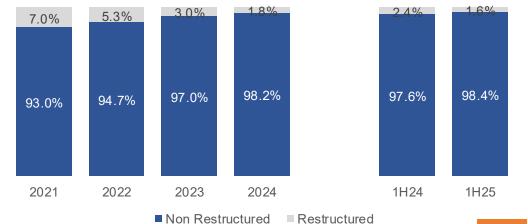
## **% Product Composition**





## Collectability





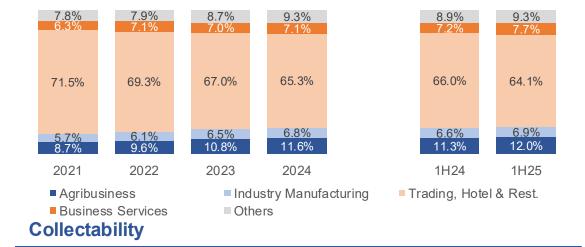


## **LOAN DETAIL: SME LOANS – BANK ONLY**

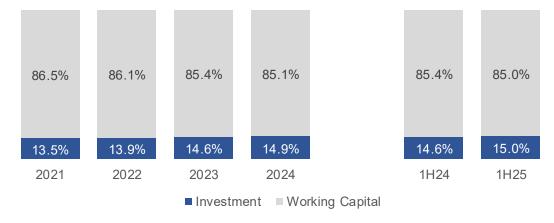


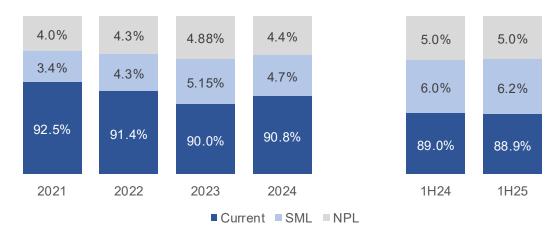


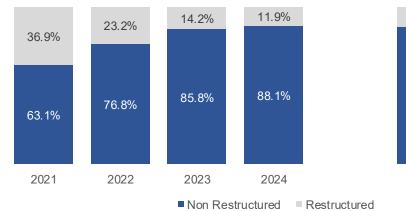
#### **Business Sector**



## **Use of Loan**









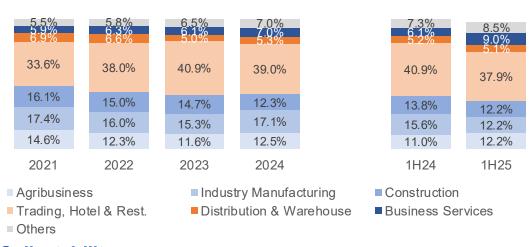


## **LOAN DETAIL: COMMERCIAL LOANS - BANK ONLY**

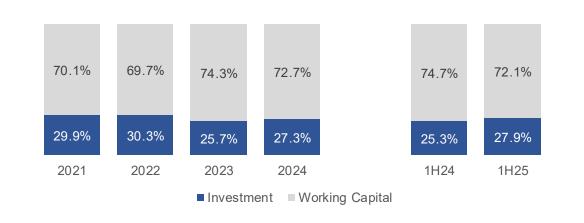




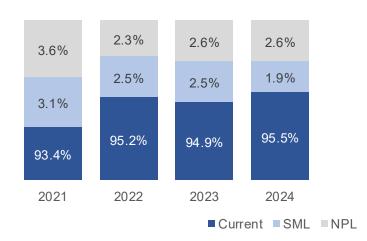
#### **Business Sector**

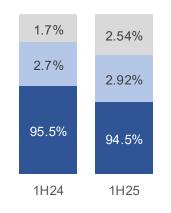


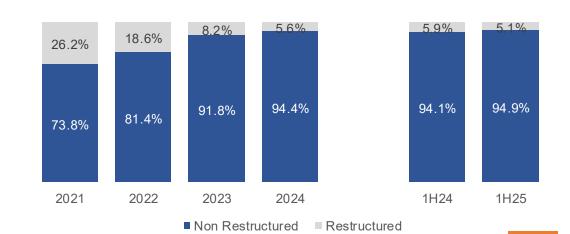
#### **Use of Loan**



## **Collectability**





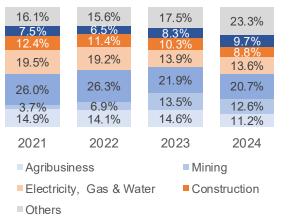


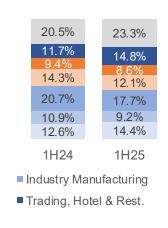
# LOAN DETAIL: CORPORATE – BANK ONLY





#### **Business Sector**





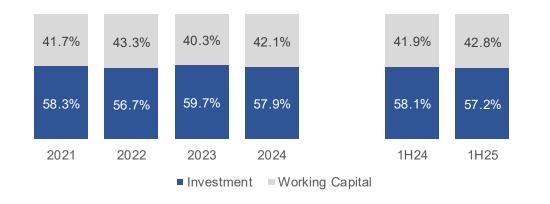
1.6%

3.4%

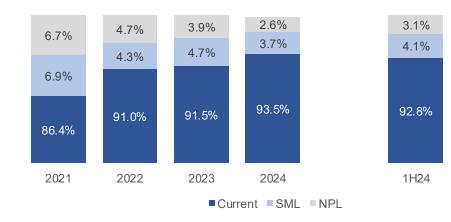
95.0%

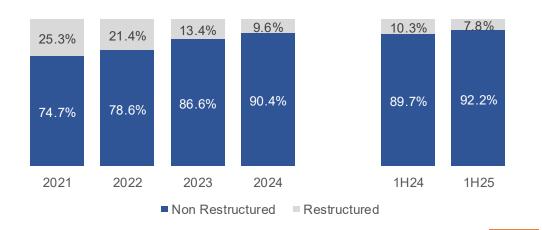
1H25

## **Use of Loan**



## **Collectability**







# **INCOME STATEMENT – BANK ONLY**





(Rp Bn)

Items	2Q25	1Q25	2Q24	g QoQ	g YoY	2024	2023	2022
Interest Income	41,930	39,919	40,452	5.0%	3.7%	162,229	149,136	123,835
Interest from Loans	36,382	34,382	34,891	5.8%	4.3%	138,907	128,394	107,535
Int. from Other Earning Assets	5,548	5,537	5,561	0.2%	-0.2%	23,323	20,743	16,300
Interest Expense	(13,315)	(12,375)	(12,969)	7.6%	2.7%	(50,579)	(38,484)	(22,830)
Net Interest Income	28,615	27,545	27,483	3.9%	4.1%	111,650	110,652	101,005
Fee & Other Opr. Income	14,660	12,430	14,055	17.9%	4.3%	53,508	42,728	38,320
Gross Operating Income	43,275	39,975	41,538	8.3%	4.2%	165,159	153,380	139,325
Operating Expenses	(16,090)	(14,824)	(16,274)	8.5%	-1.1%	(61,856)	(57,046)	(56,618)
Pre-Provision Operating Profit	27,185	25,151	25,264	8.1%	7.6%	103,303	96,334	82,706
Provision Expenses	(9,994)	(11,087)	(6,915)	-9.9%	44.5%	(33,140)	(26,520)	(23,564)
Loan - Provision Exp	(10,654)	(10,837)	(9,519)	-1.7%	11.9%	(38,000)	(26,093)	(24,560)
Non-Loan - Provision Exp	660	(250)	2,604	-364.2%	-74.6%	4,860	(428)	996
Non-Operating Income (Net)	(47)	(230)	3	-79.4%	-1955.4%	(1,053)	(524)	277
Profit Before Tax n Minor. Int.	17,144	13,833	18,352	23.9%	-6.6%	69,110	67,072	59,419
Tax Expense	(3,440)	(2,742)	(3,904)	25.4%	-11.9%	(14,269)	(13,919)	(11,591)
Net Profit	13,704	11,091	14,448	23.6%	-5.1%	54,841	53,153	47,828



## OTHER OPERATING INCOME & OPERATING EXPENSES - BANK ONLY





## **Other Operating Income**

(Rp Bn)

Items	2Q25	1Q25	2Q24	g QoQ	g YoY	2024	2023	2022
Fees and Commissions	4,958	5,032	5,055	-1.5%	-1.9%	20,408	18,074	18,470
Recovery of Written-Off Assets	4,950	4,783	5,431	3.5%	-8.8%	24,173	16,275	11,857
Gain on Sale of Securities - Net	655	539	485	21.5%	35.1%	2,001	1,793	1,431
Gain on Foreign Exchange - Net	578	736	195	-21.4%	196.9%	1,115	429	993
Unrealized Gain on Changes in Fair Value of Securities	(139)	134	36	-203.8%	-484.0%	154	89	50
Others	3,652	1,206	2,853	202.7%	28.0%	5,658	3,850	5,520
Total Other Operating Income	14,655	12,430	14,055	17.9%	4.3%	53,508	40,509	38,320

## **Operating Expenses**

(Rp Bn)

Items	2Q25	1Q25	2Q24	g QoQ	g YoY	2024	2023	2022
Personnel	7,672	7,615	8,152	0.8%	-5.9%	26,842	26,519	29,316
General and Administration	5,243	5,005	5,258	4.8%	-0.3%	21,629	21,020	19,039
Promotion	512	481	490	6.4%	4.5%	2,440	2,590	2,411
Others	2,657	1,723	2,180	54.2%	21.9%	10,343	6,917	5,852
Total Operating Expenses	16,085	14,824	16,080	8.5%	0.0%	61,254	57,046	56,618







1H25

BANK ONLY LOAN QUALITY







## Non-Performing Loan – by Segment

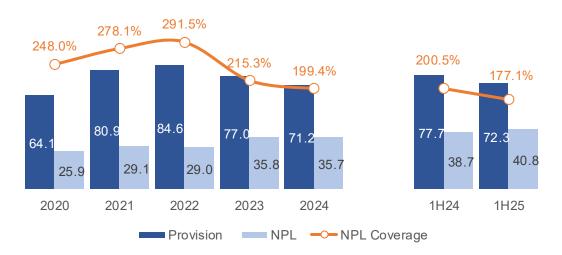
NPL	1H25	1H24	2024	2023	2022	2021	2020
Micro	3.9%	2.9%	2.9%	2.5%	1.7%	1.5%	0.8%
Consumer	2.2%	2.1%	2.0%	2.0%	1.8%	1.8%	1.5%
SME	5.0%	5.0%	4.4%	4.9%	4.3%	4.0%	3.6%
Commercial	2.5%	1.7%	2.5%	2.6%	2.3%	3.6%	4.6%
Corporate	1.6%	3.1%	2.6%	3.9%	4.7%	6.7%	7.6%
Total NPL	3.2%	3.2%	2.9%	3.1%	2.8%	3.1%	2.9%

## **Special Mention – by Segment**

SML	1H25	1H24	2024	2023	2022	2021	2020
Micro	6.8%	6.9%	6.2%	5.7%	4.0%	3.0%	2.5%
Consumer	2.7%	2.8%	2.4%	2.8%	2.8%	2.2%	2.7%
SME	6.2%	6.0%	4.7%	5.2%	4.3%	3.4%	3.2%
Commercial	2.9%	2.7%	1.9%	2.5%	2.5%	3.1%	3.1%
Corporate	3.4%	4.1%	3.7%	4.7%	4.3%	6.9%	2.9%
Total SML	5.1%	5.3%	4.6%	4.9%	3.9%	3.7%	2.8%

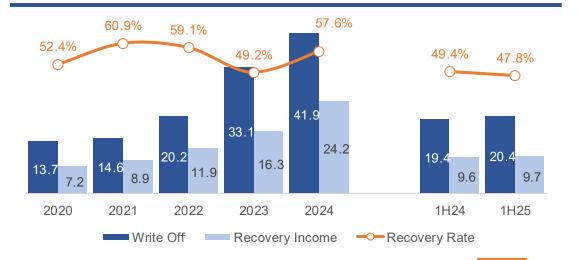
## **NPL Coverage**

(Rp Tn)



## Write Off & Recovery

(Rp Tn)





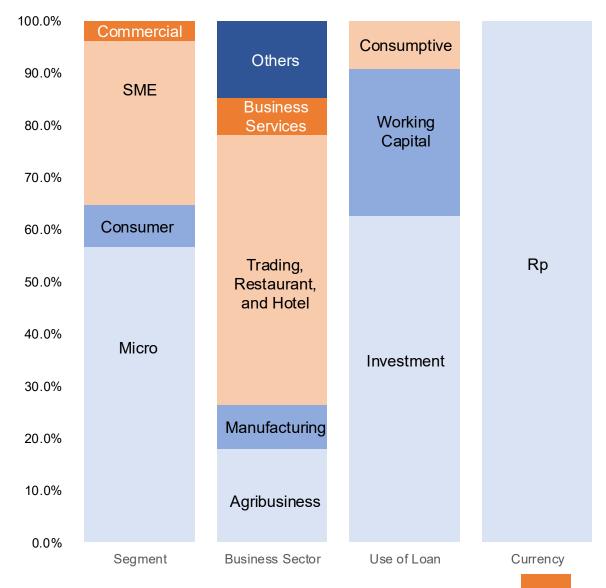
# LOAN DETAIL: QUARTERLY DOWNGRADE TO NPL





## **Loan Highlights**

- Total downgrade from 1Q25 to 1H25 was Rp13.5 Tn with details as follows:
  - The downgrade was all from the SME and Commercial Segment, which was mostly driven by Micro of 56.7% and SME of 31.5%
  - The downgrade was primarily from Trading, Restaurant, and Hotel (51.8%) and Business Services (31.4%)
  - 62.6% was investment loan, while the rest were from working capital loan of 28.2% and consumptive loan of 9.2%
  - 100% was IDR loan



72



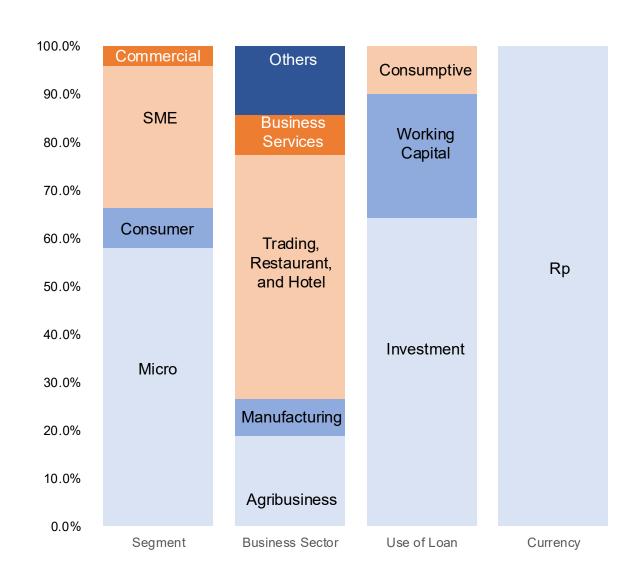
## **LOAN DETAIL: QUARTERLY DOWNGRADE TO STAGE 2**





#### **Loan Highlights**

- Total downgrade from Stage 1 in 1Q25 to Stage 2 in 1H25 was Rp16.6 Tn with details as follows:
  - The downgrade was mostly from the SME and Commercial Segment, driven by Micro of 58.0% and SME of 29.5%
  - The downgrade was primarily from the Trading, Restaurant, and Hotel (50.8%) and Agribusiness Sector (18.8%)
  - 64.2% was investment loan, while the rest were from working capital loan of 25.9% and consumptive loan of 8.9%
  - 100.0% was IDR loan





## **QUARTERLY NPL FORMATION**





**Micro** (Rp Bn)

Micro	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
NPL Begin	12,241	13,492	14,615	15,015	14,021	16,366
Net DG to NPL	7,250	5,956	5,405	5,166	8,054	6,597
Write Off	5,998	4,833	5,005	6,160	5,709	4,420
NPL ending	13,492	14,615	15,015	14,021	16,366	18,543
NPL formation %	8.29%	7.49%	7.29%	7.19%	9.49%	8.82%
NPL %	2.69%	2.95%	3.03%	2.85%	3.36%	3.86%

Consumer (Rp Bn)

Consumer	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
NPL Begin	3,599	4,112	4,103	4,101	4,001	4,212
Net DG to NPL	1,052	680	791	920	940	1,196
Write Off	540	690	793	1,020	729	638
NPL ending	4,112	4,103	4,101	4,001	4,212	4,770
NPL formation %	4.22%	3.64%	3.82%	4.03%	3.76%	4.31%
NPL %	2.20%	2.13%	2.08%	1.97%	2.02%	2.25%

**SME** (Rp Bn)

SME	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
NPL Begin	11,120	12,611	11,643	10,700	10,078	10,832
Net DG to NPL	3,946	2,935	2,701	3,017	3,586	3,691
Write Off	2,455	3,902	3,644	3,639	2,832	2,854
NPL ending	12,611	11,643	10,700	10,078	10,832	11,670
NPL formation %	11.69%	10.56%	9.74%	9.89%	10.60%	11.03%
NPL %	5.44%	5.05%	4.64%	4.42%	4.67%	4.96%

Commercial (Rp Bn)

Commercial	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
NPL Begin	826	756	633	716	975	1,023
Net DG to NPL	33	257	332	620	236	496
Write Off	103	380	249	361	188	357
NPL ending	756	633	716	975	1,023	1,162
NPL formation %	2.89%	5.21%	5.63%	8.95%	4.75%	7.17%
NPL %	2.21%	1.75%	1.94%	2.50%	2.49%	2.54%

Corporate (Rp Bn)

Corporate	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25
NPL Begin	7,988	7,614	7,743	6,452	6,607	6,087
Net DG to NPL	130	129	(20)	556	281	392
Write Off	504	-	1,271	402	801	1,832
NPL ending	7,614	7,743	6,452	6,607	6,087	4,646
NPL formation %	3.88%	3.50%	3.22%	3.57%	4.30%	2.84%
NPL %	3.33%	3.07%	2.52%	2.60%	2.36%	1.61%

#### **All Segments** (Rp Bn)

All Segments	1Q24	2Q24	3Q24	4Q24	1Q25	1H25
NPL Begin	35,773	38,585	38,737	36,984	35,682	38,520
Net DG to NPL	12,411	9,957	9,209	10,279	13,097	12,371
Write Off	9,599	9,804	10,962	11,582	10,259	10,101
NPL ending	38,585	38,737	36,984	35,682	38,520	40,790
NPL formation %	7.33%	6.63%	6.34%	6.52%	7.69%	7.12%
NPL %	3.27%	3.21%	3.04%	2.93%	3.14%	3.23%

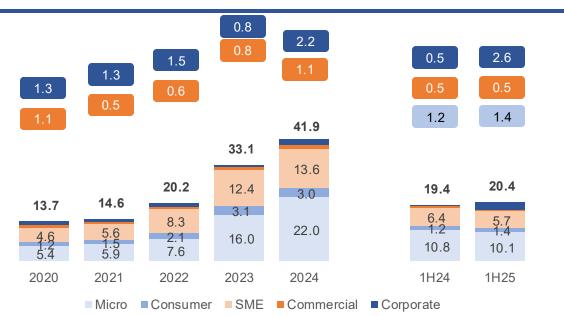


### WRITE OFF AND RECOVERY PER SEGMENT

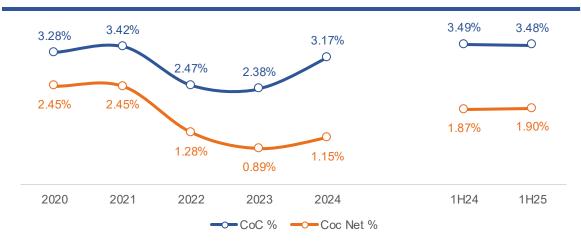




#### **Write Off** (Rp Tn)

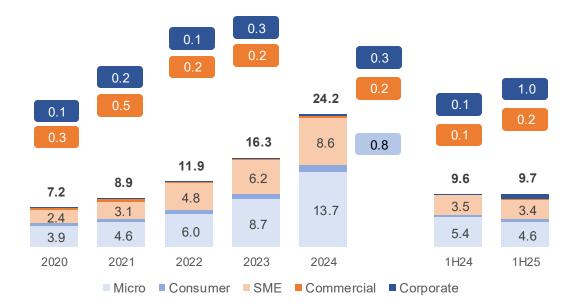


#### **Credit Cost**



#### **Recovery Income**





#### **Recovery Rate**

	2020 202	1 2022	2023	2024
Micro	72.8% 77.6	6% 78.6%	54.6%	62.3%
Consumer	33.8% 39.7	7% 37.6%	27.3%	39.8%
SME	52.6% 56.	1% 57.9%	50.1%	62.7%
Commercial	27.6%107.0	6% 29.0%	28.4%	39.9%
Corporate	6.2% 12.7	7% 9.5%	32.7%	11.9%
Total	52.4% 60.9	9% 59.1%	49.2%	57.6%



#### LOAN QUALITY – BANK ONLY



(% to Total Loan)



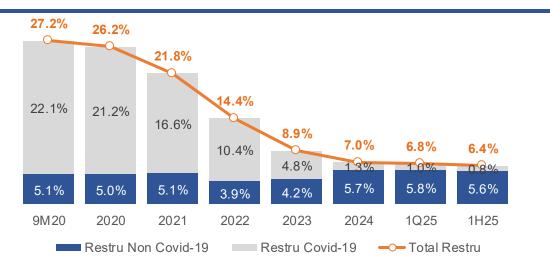


#### Loan at Risk

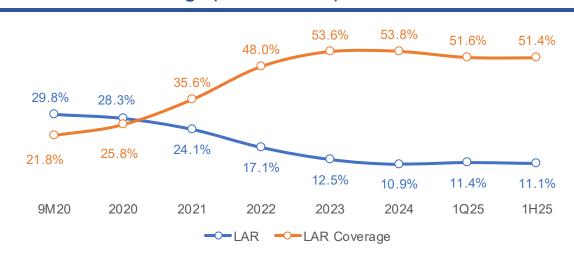


#### **Total Restructured Loans**

(% to Total Loan)



#### LAR & LAR Coverage (Inc. Covid-19)



#### **Total Restructured Loans by Collectability**









## **OTHERS**



### **STRENGTHS AND CHALLENGES**





#### **Key Strengths**

# ☐ Growth in nominal CASA of 3.85% QoQ, Reflects the Early Positive Impact of Management's Renewed Strategic Focus on Retail Funding

- As we prioritize retail funding in the near term, we are aligning all segments and subsidiaries to drive growth through digital channels, payroll acquisition, and cost-effective funding from Corporate and Commercial
- All digital channels showed strong early gains, as BRImo active users and transaction value rose 4% and 105% QoQ, EDC and QRIS sales volumes increased by 96.8% and 114.8% QoQ, and Qlola sales volume grew 105.4% QoQ, supporting CASA at 65.5% as of 1H25

#### ☐ Resilient Yield Maintained NIM Stability

- Loan yields improved by 53bps QoQ, supporting NIM expansion of 16bps QoQ. The higher share of PNM and Pegadaian within the Micro portfolio, rising from 20.3% to 24.1%, contributed to the stabilization of Micro yields at 18.1%, mitigating pressure from portfolio mix shift
- Meanwhile, the Loan-to-Deposit Ratio (LDR) remained consistently stable below 90% over the past five years, standing at 84.9% as of 1H25

## ☐ Stronger Subsidiaries Performance Remained a Key Driver of Sustained Profitability

- Subsidiaries continued to become larger part of our loan book as PNM and Pegadaian contributed 10.7% of our total loan and 21.4% of our NII
- Pegadaian posted 31.8% YoY growth, driven by a strong 40.4% increase YoY, in its gold pawning business. PNM grew by 2.9% YoY, broadly in line with the bank-wide micro segment.

#### **Key Challenges**

#### ☐ Higher NPLs as We Progress Further into Micro Loan Cycle

- NPL increased by 7bps QoQ to 3.04%, primarily driven by a 50bps rise in Micro NPL to 3.86%, mostly from the 2023 Kupedes disbursements. Meanwhile, the Corporate segment saw improvement with NPL decreasing by 75bps to 1.61% as of 1H25
- However, we are seeing improving credit quality in newer Micro vintages, as reflected by an 18% QoQ decline in Micro net NPL downgrades. Additionally, consolidated SML fell by 17bps to 5.15%, accompanied by a 32bps reduction in LAR to 10.8%. We expect LAR to remain within the 10%–11% range through the end of 2025

#### □ Cost of Credit Remains Elevated

- Gross cost of credit at 1H25 was 3.4%, decreasing from 3.5% in 1H24, while remains above our FY25 target, as net downgrades in Micro and Small lending remain elevated. Furthermore, we are cautious on restructured loans in micro and small that total Rp 52.5tn.
- BRI maintains ample NPL Coverage at 188.8% and our Loan Loss Reserve is 5.7%, well above the pre-covid level of below 4.5%. We anticipate consolidated gross CoC for FY25 to be 3% 3.2%, primarily due to micro and small portfolio provisions.



51.00%

86.85%

99.88%

27.3 Tn

Leading Digital Bank Providing Digital Financial Solutions With

The Widest Access For

Indonesian People

13.4 Tn

6.6 Tn

**BRI**finance

#### SUBSIDIARIES CONTRIBUTION TO BRI GROUP



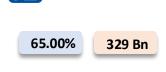




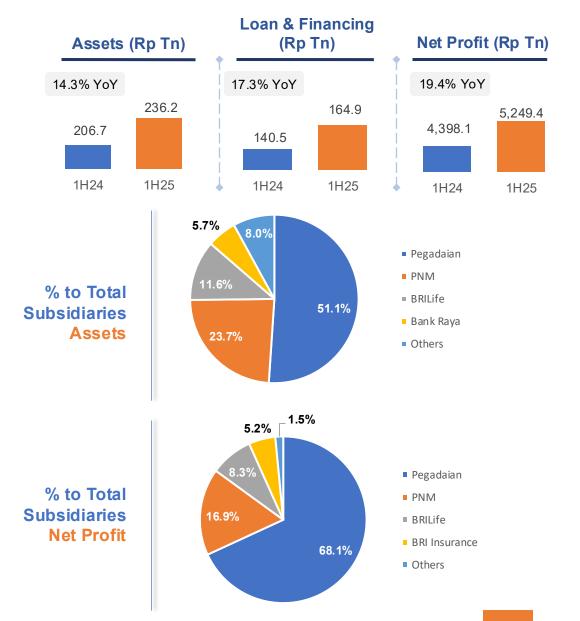
#### **BRI Subsidiaries** BRI Ownership \_\_\_\_\_ Total Asset 1H25 **BRI**insurance Market Leader in General Insurance Provider Pegadaian Pawn Industry (property, vehicle, etc) 99.99% 120.6 Tn 90.00% 7.9 Tn National Leader in **BRI** ventures Community Based Lending 99.99% 56.1 Tn 99.97% 2.4 Tn **BRIlife BRI** danareksa sekuritas









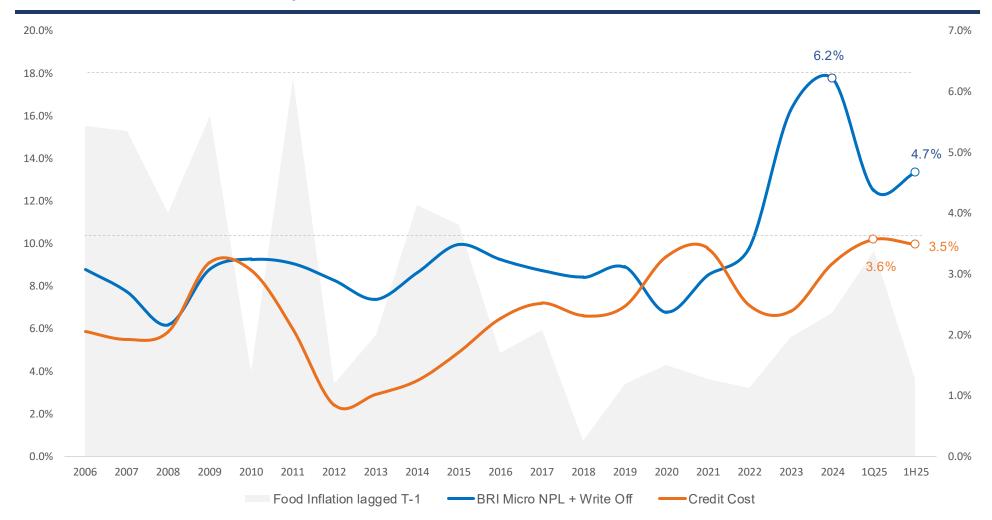




# MICRO ASSET QUALITY REMAINS ELEVATED, MACRO PRESSURES SUBSIDING



#### **Food Inflation vs Asset Quality vs Credit Cost**





#### LATEST REGULATIONS





#### **Indonesia Investment Body**

Ref. Republic of Indonesia Law No. 1, 2025

- ☐ The Government of Indonesia (GOI) has amended of Law No. 19, 2003 on State Owned Enterprises (SOEs), transferring certain duties and authorities of SOEs that was initially held by the SOE Ministry to the Operational Holding of Danantara Investment Management Agency (Danantara).
- ☐ On March 22, 2024, GOI has transferred the Series B shares ownership of SOEs to PT. BKI as Danantara Operational Holding, while GOI remains as the controlling shareholder through Series A Dwiwama shares with special rights held by the SOE Ministry.
- ☐ Danantara's Supervisory Board includes from representatives of key ministries and state officials appointed by the President and Executive Board
- ☐ The separation of duties and authority between SOE Ministry, Danantara, and the Operational Holding regarding the management of SOEs is as follows:
  - a. The SOE Ministry
    Set policies, conduct inspections, defines criteria for loan write-offs and cancellation, and approves restructuring and business plans for Danantara.
  - Danantara
     Manages dividends and capital participation, co-ratifies business plans with the SOE Ministry, and approves loan write-offs and cancellation proposals.
  - Danantara Operational Holding Issues bonds/loans, provides guarantees to SOEs/subsidiaries, and proposes loan write-offs and cancellation by Danantara.

#### 2025 KUR Quota

Ref. Coordinating Ministry of Economy Letter No.237 dated December 31st 2025

The Coordinating Ministry for Economic Affairs of the Republic of Indonesia, has set the National KUR disbursement quota of Rp300 Tn for 2025, similar to the 2024 quota. BRI received Rp175 Tn KUR quota, a slightly decline from the 2024 revised quota of Rp185.5 Tn with the following breakdown:

- Micro KUR: Rp160 Tn (2024: Rp168 Tn)
- Small KUR: Rp15 Tn (2024: Rp17.5 Tn)

#### **Changes to RRR Incentives**

Ref. Bank Indonesia Regulation (PADG) No. 8, 2025

Bank Indonesia provided additional RRR incentives of 100bps, increasing the total limit of RRR incentives from 400bps to 500bps through addition of maximum RRR incentives for Banks which provide financing to certain sectors, that will be effective as of April 2025. As of 1H25, our RRR stood at 5%.

#### **Red and White Village Cooperative Program**

Ref. Reg. of the Ministry of Finance of RI, No. 49/2025

- ☐ The Indonesia Red and White Village Cooperative Program aims to accelerate inclusive rural economic development by empowering cooperatives to support productive activities, expand access to financing, and foster local entrepreneurship
- ☐ The Ministry of Finance clarifies that this program will be funded by the government's Excess Budget Balance (SAL) that will be placed in 4 SOE Banks; BBRI, BMRI, BBNI, and BRIS
- ☐ Terms & Conditions:
  - a. Legally registered cooperatives
  - b. Plafond: Rp3 Bn per cooperatives for Capital Expenditure; and Rp500 Mn for Operational Expenditure budget
  - c. Disbursement: Funds disbursed through the cooperative's bank account; direct payments to vendors may be facilitated as needed.
  - d. Interest Rate: Fixed at 6% p.a.
  - e. Loan Tenor: Up to 6 years (72 months)
  - f. Collateral: Funded assets act as collateral, backed by government guarantees to secure repayment.
  - g. Repayment Terms: Monthly instalments start after a 6-8 months grace period
- ☐ The Ministry of Home Affairs and the Ministry of Villages are expected to help the villages regulate the use of the General Allocation Fund (DAU/Dana Alokasi Umum) and Revenue Sharing Fund (DBH/Dana Bagi Hasil), should there be any failure in repayment.



#### **BRI NETWORKS**

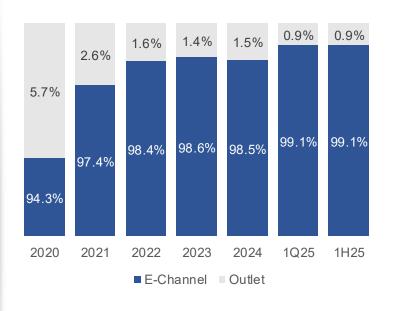
#### The Most Extensive Network Across Indonesia





Branchless Network	2020	2021	2022	2023	2024	1Q25	1H25	YtD
BRILink Agents	504,233	503,151	627,012	740,818	1,064,219	1,191,077	1,218,236	281,368
Office Type	2020	2021	2022	2023	2024	1Q25	1H25	YtD
Head Office	1	1	1	1	1	1	1	-
Regional Office	19	18	18	18	18	18	18	_
Branch Office & Special Branch Office	462	451	449	453	453	454	454	1
Branch Overseas Office	5	6	6	6	6	6	6	-
Sub-Branch Office	608	588	579	556	555	554	554	- 1
Sub-Branch Overseas Office	3	3	3	3	3	3	3	_
BRI Units	5,382	5,222	5,156	5,117	5,086	5,084	5,083	- 3
Cash Office	547	525	506	505	500	493	492	- 8
BRI Terrace	1,867	1,697	1,370	977	873	828	801	- 72
Mobile BRI Terrace	132	132	117	115	69	43	6	- 63
Ship BRI Terrace	4	4	4	4	4	4	4	-
Total	9,030	8,647	8,209	7,755	7,568	7,488	7,422	- 146
			7,153	6,718	6,532			
E-Channel Type	2020	2021	2022	2023	2024	1Q25	1H25	YtD
ATM	16,880	14,463	13,863	12,263	10,663	10,663	10,650	- 13
Merchant**	203,027	265,255	477,301	573,165	725,853	723,147	682,370	- 43,483
CRM	5,809	7,407	8,007	9,007	9,007	9,007	9,007	-
e-Buzz	57	57	57	57	57	56	54	- 3
Total	225,773	287,182	499,228	594,492	745,580	742,873	702,081	- 43,499

#### **Outlets vs E-Channel Trx Composition**



E-channel transactions include ATM, CDM, BRIlinks, BRIMO, and Internet Banking.

\*In accordance with POJK No. 12/POJK.03/2021 concerning Commercial Banks, there are adjustments for the types of BRI Unit Offices, Teras BRI and BRI Cash Offices which are included in the category of Sub-Branch Offices. Here, the data is still separated.

\*\* Since 2022, the number of merchants includes government programs, managed services, and partnership merchants





Fitch Rating 2024	
Long Term Rating	BBB
Short Term Rating	F2
Viability Rating	bbb-
Government Support Rating	bbb
National Long-Term Rating	AAA
National Short-Term Rating	F1+
Sovereign Risk	BBB
Outlook	Stable

Moody's 2025	
Long-Term Counterparty Risk Rating (Foreign Currency)	Baa1/P-2
Long-Term Deposit (Foreign Currency)	Baa2/Stable
Short-Term Counterparty Risk Rating (Foreign Currency)	P-2
Short-Term Deposit (Foreign Currency)	P-2
Baseline Credit Assessment	baa2
Adj Baseline Credit Assessment	baa2

	S&P Global Rating 2025	
Issuer Credit Rating		BBB/Stable/A-2

PEFINDO	2025
Final Rating (National Rating)	idAAA, Stable Outlook
Stand Alone Rating	idAA+ (sa)





## **Thank You**

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