PUBLIC EXPOSE LIVE 2022

1H 2022 - FINANCIAL UPDATE

PT Bank Rakyat Indonesia (PERSERO) Tbk.

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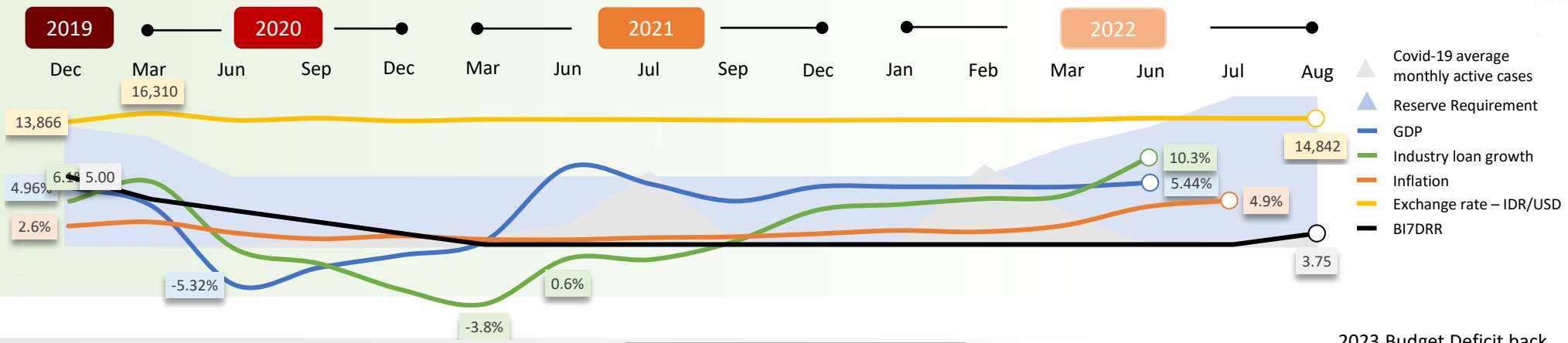
The Pandemic Chronicle

The Impacts, The Policies and The Responses

Macro Economy & Industry



Government Policies

Gov't

1. Budget deficit — Widen budget deficit to more than 3% of GDP → 2023 Budget Deficit back to less than 3%
2. Economic recovery program — Focus on social support → Focus on Health Support → Focus on Economic Recovery

BI

1. Budget burden sharing — BI support to government budget → Ended in 2022
2. Monetary Policies — Lower BI7DRR of 3.5% and RRR of 3.5% → Increase RRR to 9% with incentive of max 2%

FSA

1. Policies Relaxations — Loan restructuring relaxation → Ended in March 2023
   - CAR, LCR, NSFR Relaxation → Ended in March 2022

BRI Strategic Responses

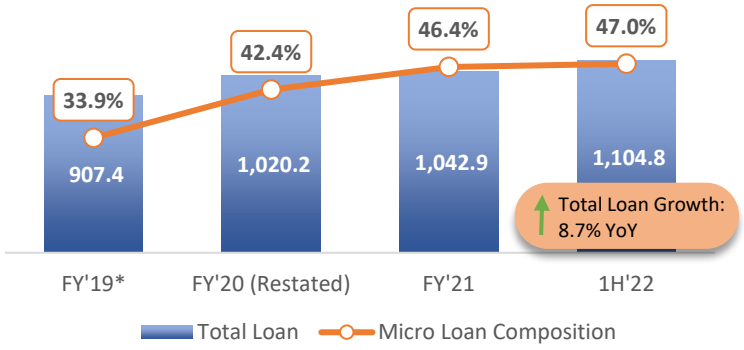
1. Funding Sustainability: CASA & Liquidity — "Just-right" liquidity, CASA-based transaction, Digital platform penetration, CASA Culture
2. Asset Quality — Proactively restructuring → Soft Landing Strategy
3. Selective Growth — Business Follow Stimulus - Optimizing Economic Recovery Potential
4. Optimizing New Source of Growth from UMi Ecosystem — Ultra Micro Holding establishment → Accelerating Post Integration Plan
5. ESG — Strengthen ESG Governance – ESG Division, ESG Committee
6. Excellence Enablers — People First, Culture transformation, Digital transformation

STRENGTHENING RESILIENCY

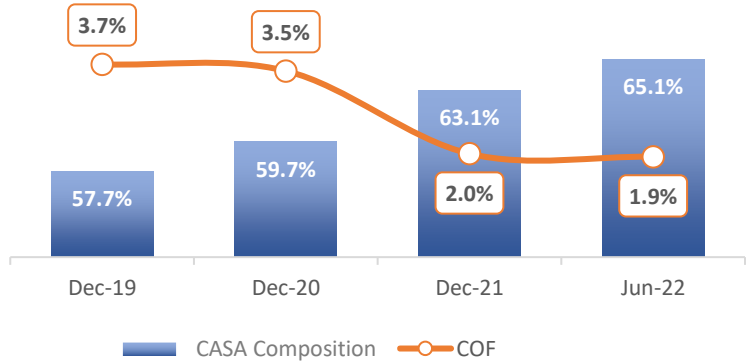
Recovering Performance, Ready for the Upcoming Challenges

All number are consolidated unless stated as Bank Only

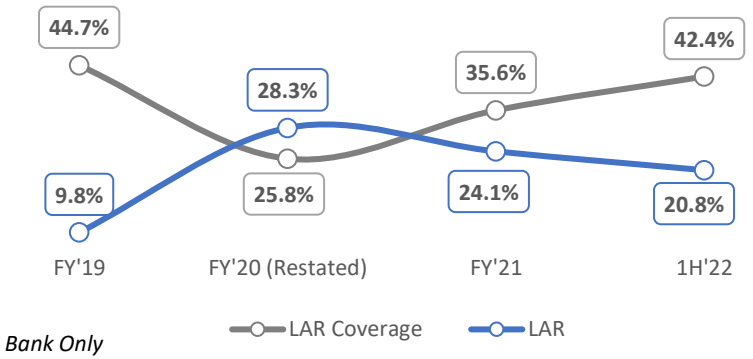
Positive Loan Growth driven by Ultra Micro and Micro Loan



More Efficient COF supported by Improving CASA Composition

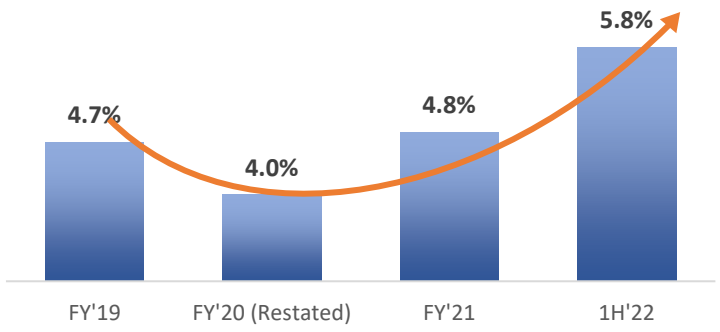


Improving Loan Quality with More Adequate Provisioning

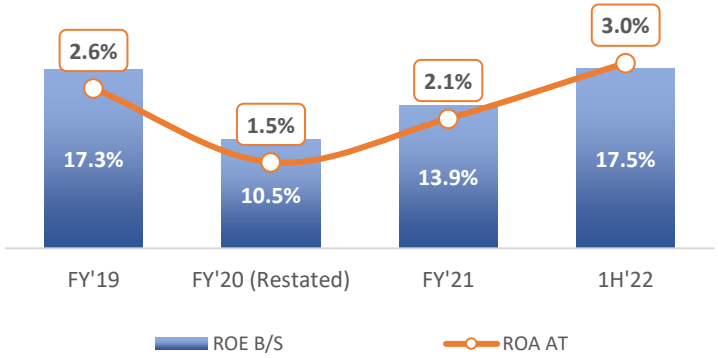


Bank Only

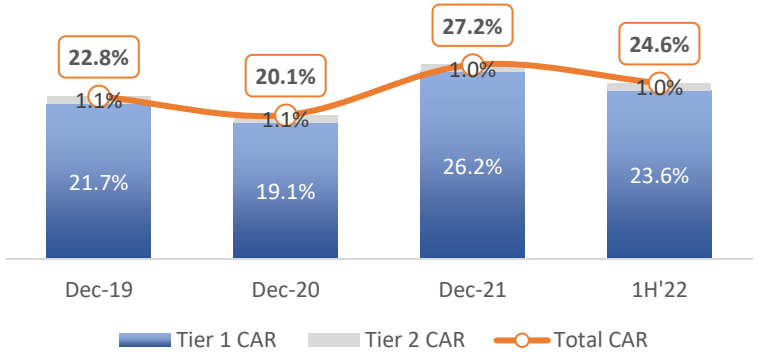
Increasing PPOP to Total Asset, Higher Than Pre-Pandemic Level



Recovering Profitability



Robust Capital Position to Support Growth and Mitigate Risks

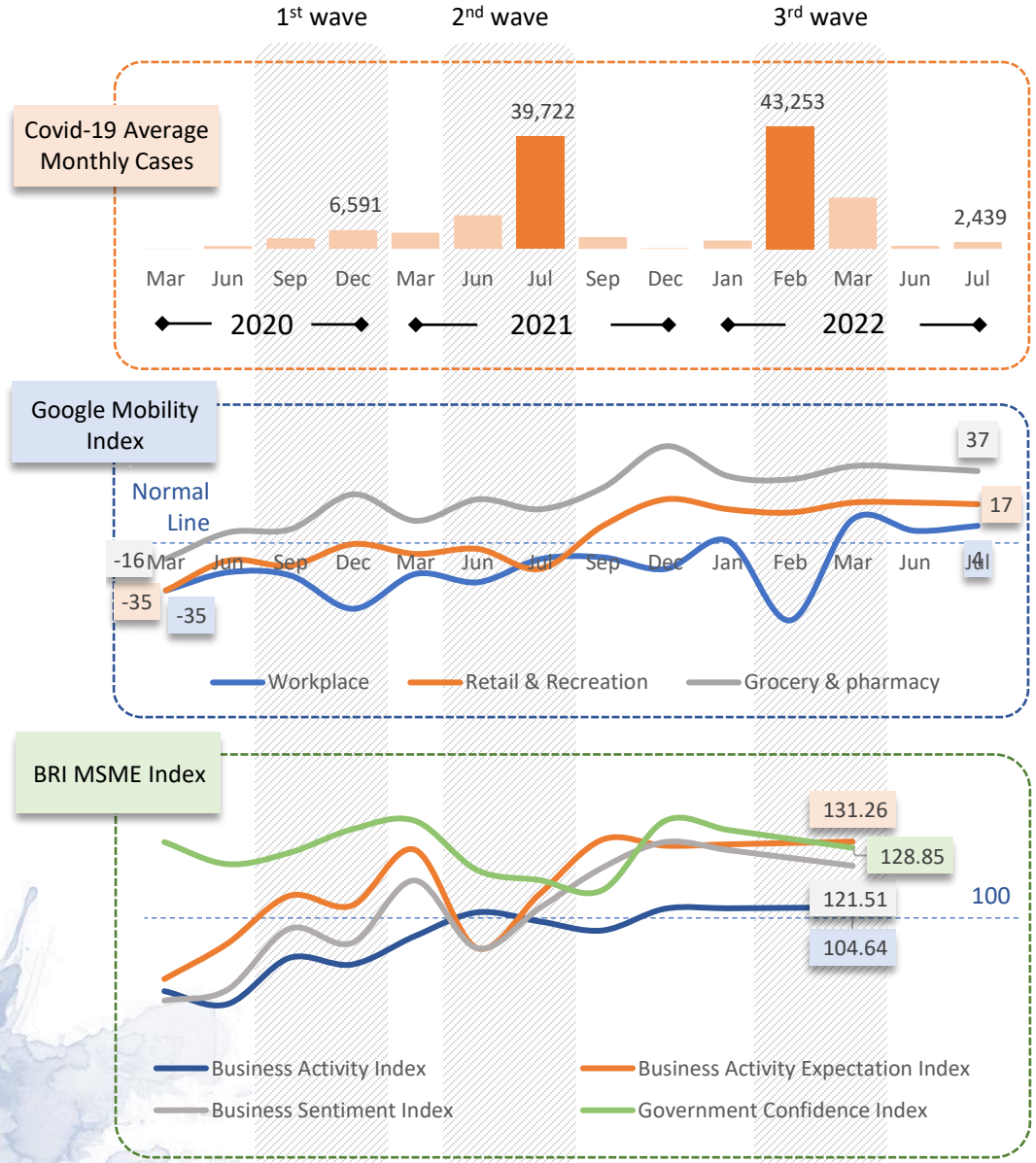


The pandemic tested BRI's resilience by impacting BRI's core business in the MSMEs segment. BRI rise to the challenge through comprehensive strategic responses and recorded a solid performance return on most parameters, even exceeding the pre-pandemic level.

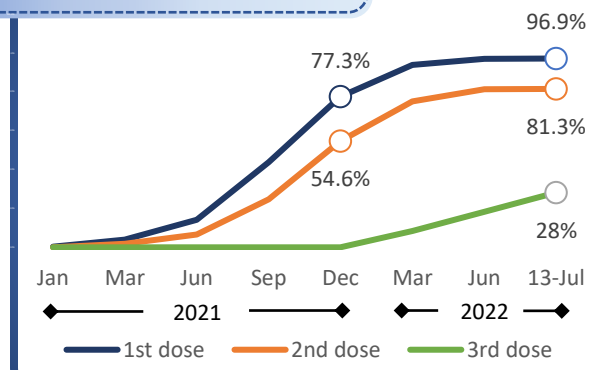
MACRO ECONOMY & BANKING INDUSTRY

COVID-19 Update

Constrained Covid-19 Cases From Measured Handling Led To Recovering People's Mobility & MSME Activities



Vaccination Rate



Government Policies on Covid-19 Handling

- Implement Community Activities Restriction (PPKM) by level (1-4) according to the level of active Covid-19 cases per region
- Accelerate vaccination & booster program including for teenagers & children
- Require 3rd dose (booster) of vaccination to travel

People mobility shows faster recovery post increasing covid-19 cases, shown by the increasing google mobility index, supported by Government's proactive efforts in handling the pandemic.

- Covid-19 cases are still well controlled, attributable to Government's considerable efforts to handle the pandemic, i.e., by implementing measured community activity restrictions and aggressive vaccination programs.
- The first vaccination dose is approaching 100%, while the 2nd and 3rd doses keep showing an increasing trend.
- Business players' perceptions remain positive during the pandemic, as shown by the BRI MSME Index's consistent result of above 100

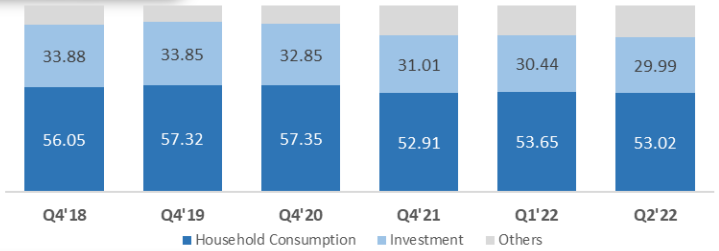
MACRO ECONOMY

Sound Macro Economy Condition to Withstand External Challenge

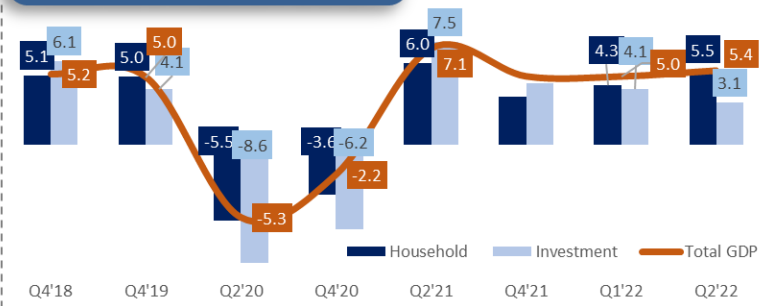
Recovering GDP Growth

GDP Growth

GDP Composition



Household & Investment Growth



Maintained Momentum in Economic Recovery Supported by Household and Investment Growth as Largest composition of GDP

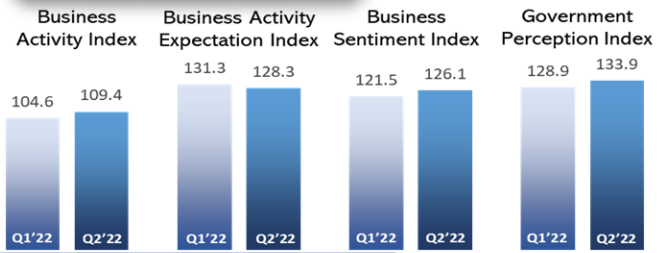
Consumer, Producer & MSME Optimism

Consumer Confidence Index (CCI)

Retail Sales Index

Purchasing Manager Index (PMI)

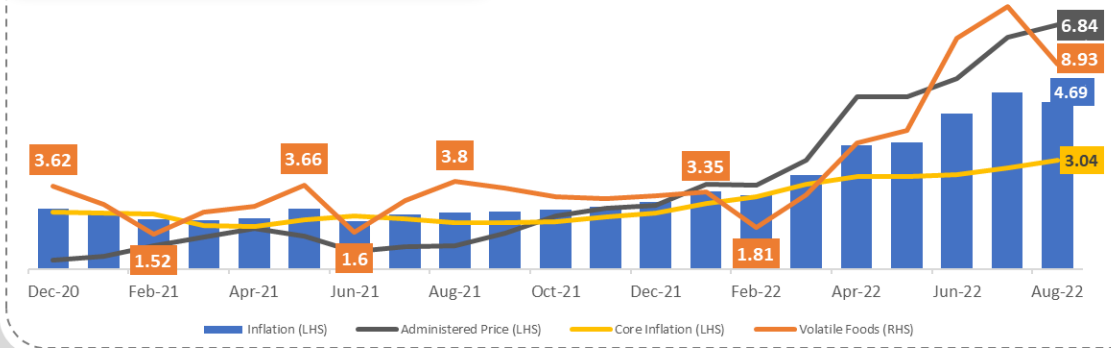
MSME Business Index



- Increasing trend of CCI and Retail Sales Index shows consumer optimism
- PMI still in the expansionary theritory, above 50
- MSME business owner still optimist shown by MSME Business Index above 100

Manageable Inflation

YoY Growth Inflation based on Component



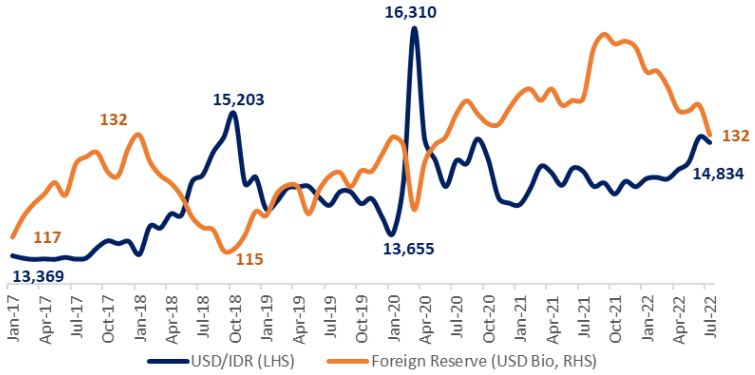
Headline Inflation is Relatively Manageable. Recent Increase in Headline Inflation is due to Volatile Food Increase (seasonal food) while Core Inflation is Relatively Flat.

MACRO ECONOMY

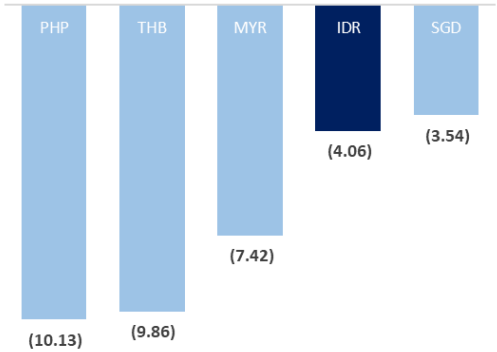
Relatively Stable Domestic Financial Market to Support Economic Growth

Exchange Rate

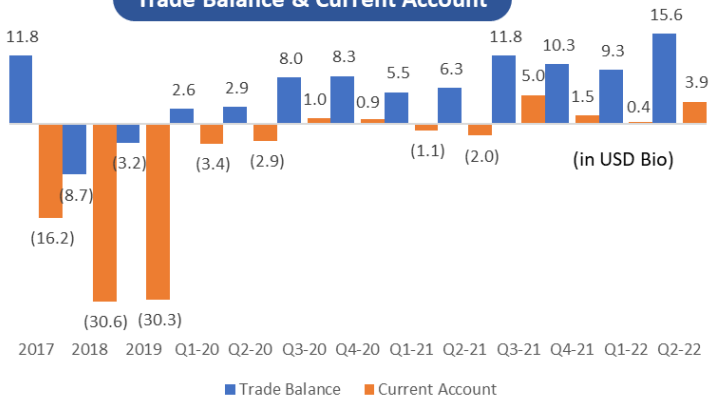
Exchange Rate & Foreign Reserve



IDR vs SEA Currency



Trade Balance & Current Account

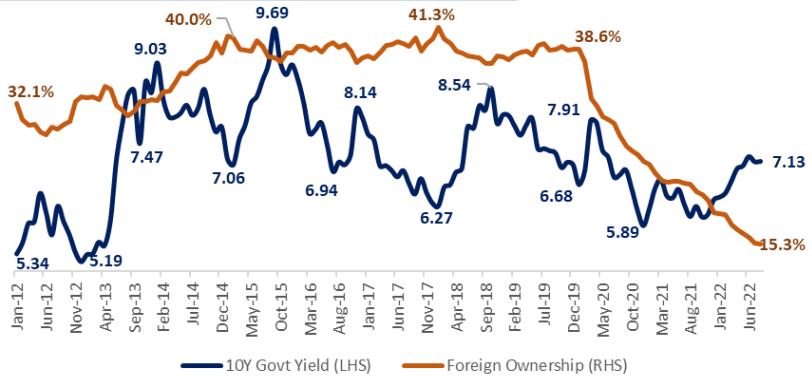


Positive Trade Balance and Current Account Surplus Increasing Foreign Reserve and Support USD/IDR Stability, Provide Cushion to External Risk

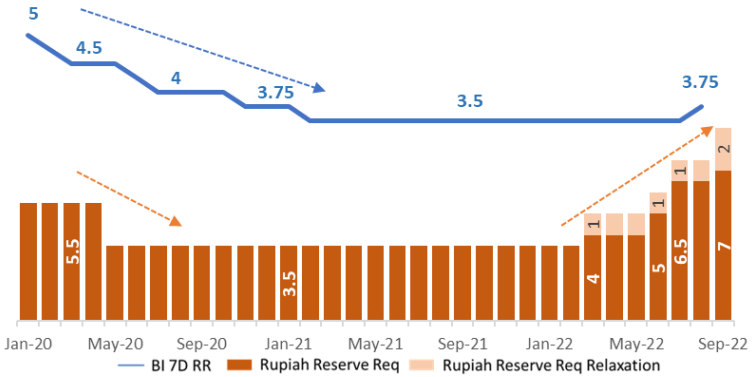
YtD % as of 31 Aug 22

Interest Rate

Govt 10Y Yield & Govt Bond Foreign Ownership



Bank Indonesia Policy



Supportive Monetary Policy with Relatively Stable Government Yield Support Indonesia Economic Recovery

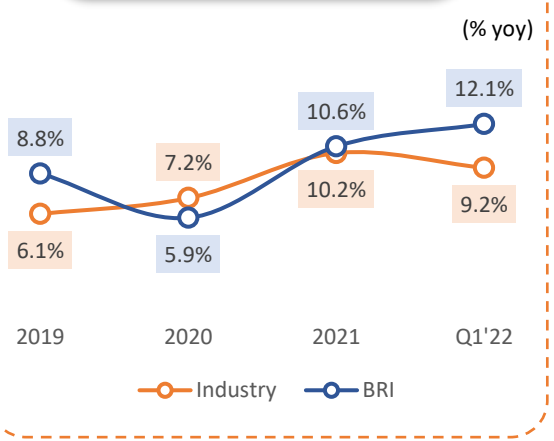
Indonesia CDS 5Yr

Stable Indonesia CDS Indicates Relatively Stable Indonesia Sovereign Risk

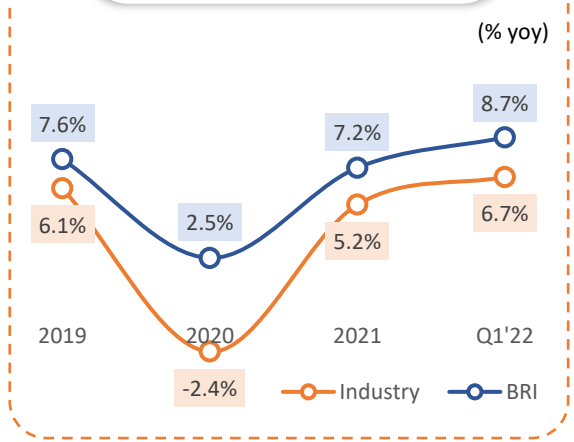
BANKING INDUSTRY

Continues to Show Positive Performance, BRI Excels in Terms Of Profitability

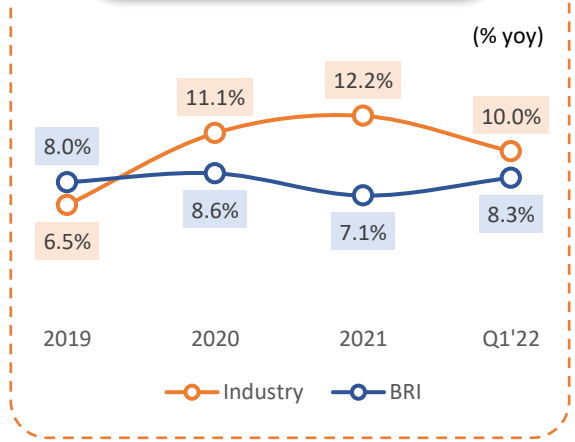
Asset Growth



Loan Growth

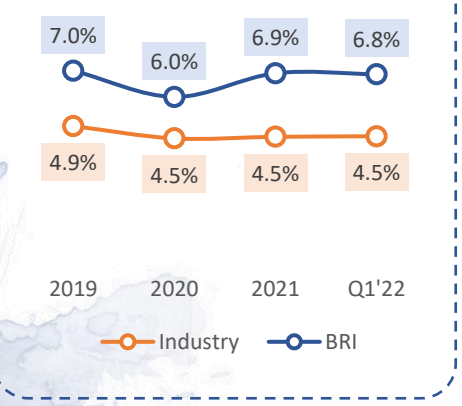


Deposit Growth

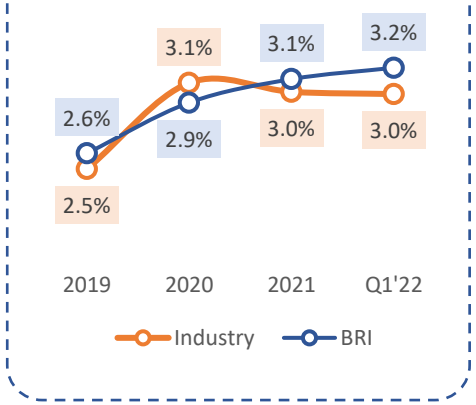


The banking industry has shown solid performance, supported by positive loan growth, ample liquidity, manageable loan quality, improving profitability, and strong capital.

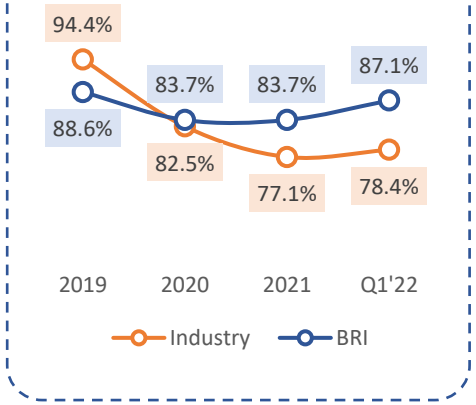
NIM



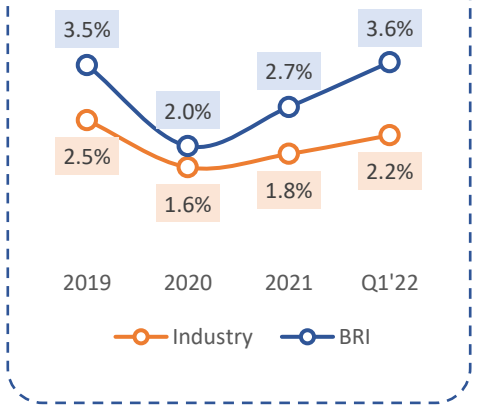
NPL



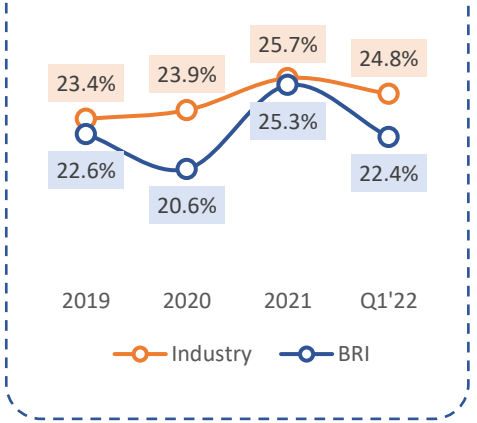
LDR



ROA



CAR



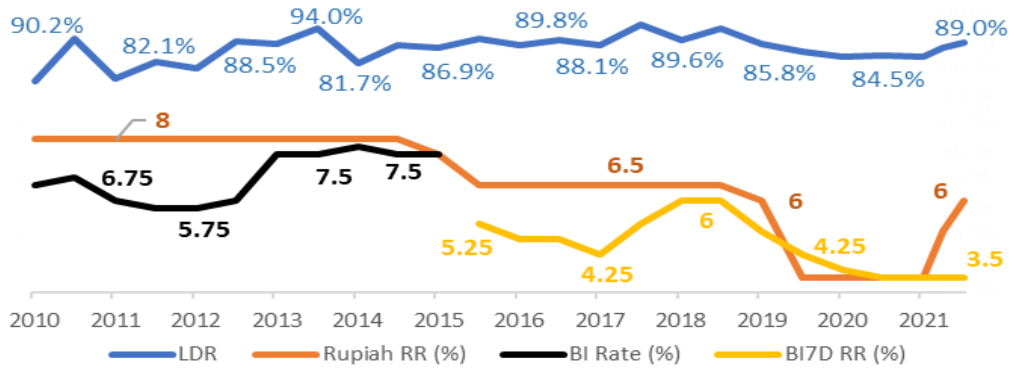
Source: Indonesian Banking Statistic - OJK & BRI Bank Only Financial Statement

1H'22 KEY HIGHLIGHTS

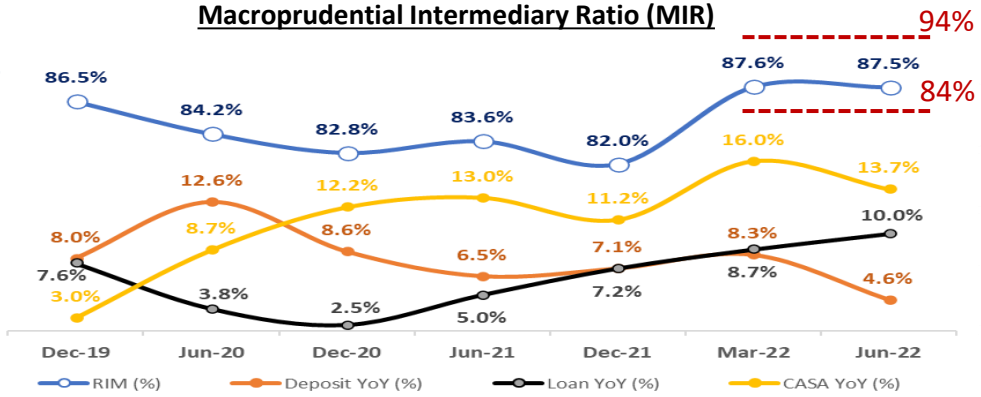
AMPLE LIQUIDITY TO SUPPORT BUSINESS GROWTH

BRI consistently maintains its liquidity condition at manageable level and above minimum regulatory requirement.

Liquidity is Manageable in Various Rate Cycle to Support Business Growth

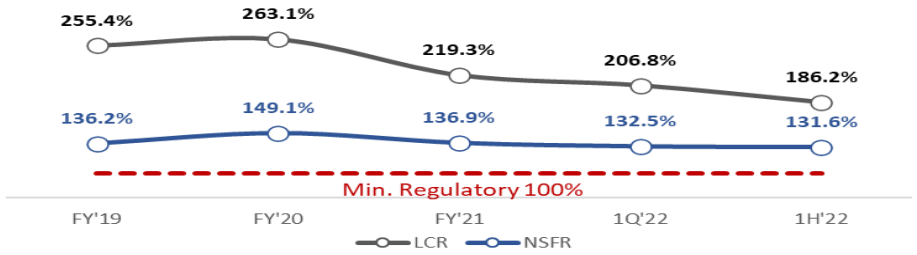


Macroprudential Intermediary Ratio (MIR)

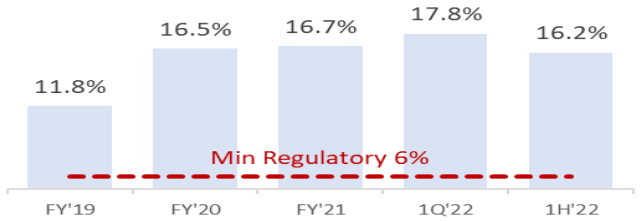


- Liquidity is manageable in various cycle of RRR and benchmark rate changes shown by manageable LDR and within regulatory range of MIR.
- BRI has just-right liquidity to support business growth

BRI Liquidity Ratio Consistently Above Minimum Regulatory Requirement

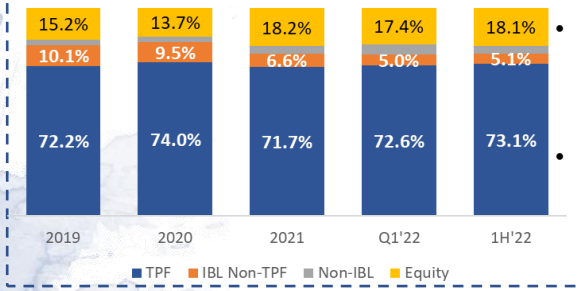


Makroprudential Liquidity Buffer (MLB)



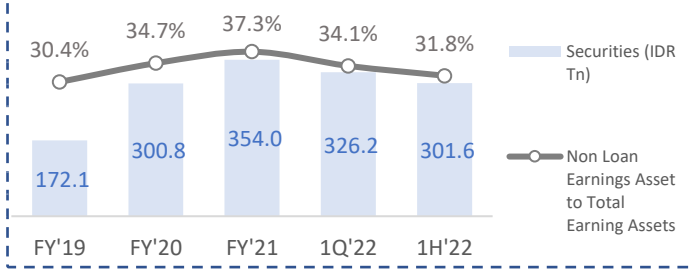
BRI has ample liquidity and consistently keep liquidity ratio (LCR, NSFR and MLB) above regulatory requirement

Third Party Fund (TPF) as main source of funding



- TPF is the main source of funding to support business growth
- However, alternative funding is available if loan demand increase

Adequate treasury asset as an alternative source of fund



Funding Strategy

TPF Funding Strategies:

- CASA based transaction
- Digital ecosystem exploration
- Deepening existing customers relationship through product features enhancement
- Boosting group synergy's opportunity
- Funding culture linked to performance

Alt. Funding Strategies:

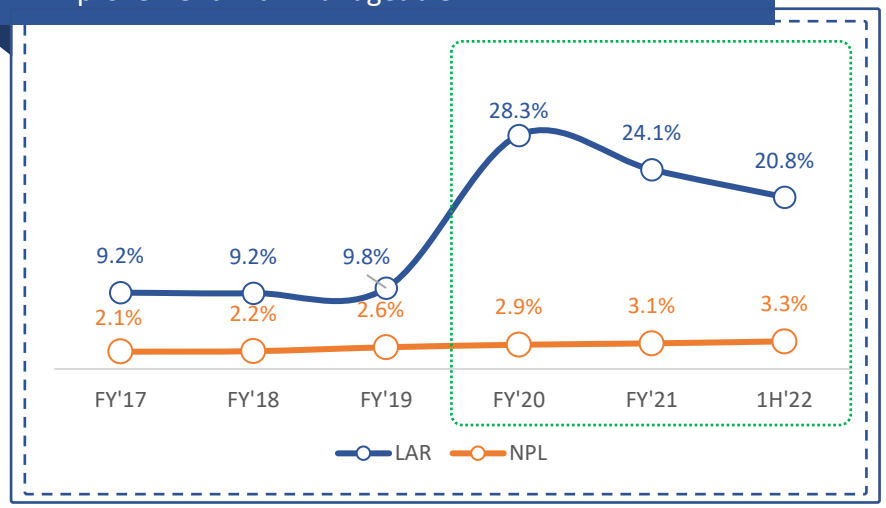
- Treasury asset optimization
- Explore on external funding through capital market

Bank only numbers

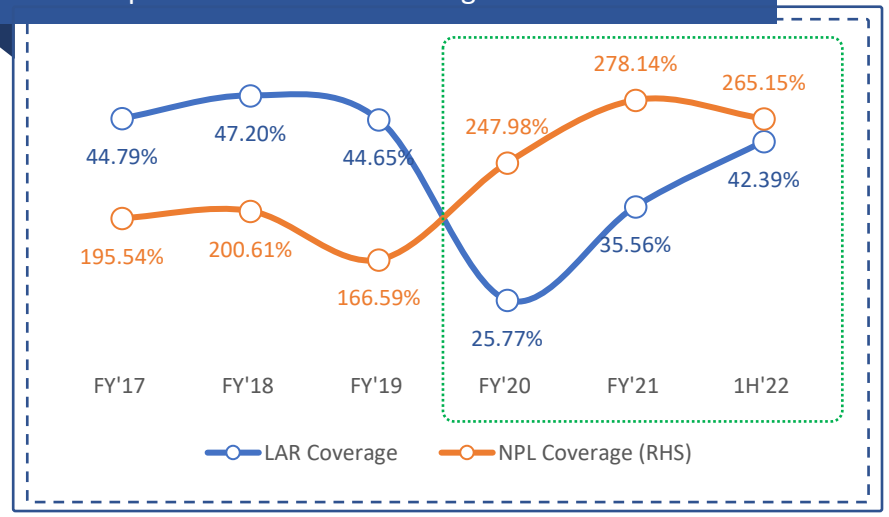
MANAGING ASSET QUALITY THROUGH SOFT LANDING STRATEGY

Ruling Out Relaxation and Preparing For Normalization

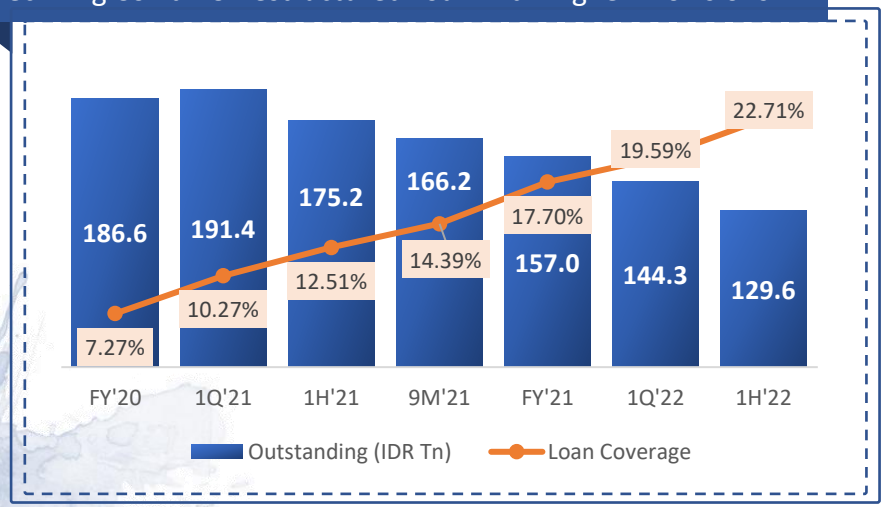
LAR Improvement with Manageable NPL



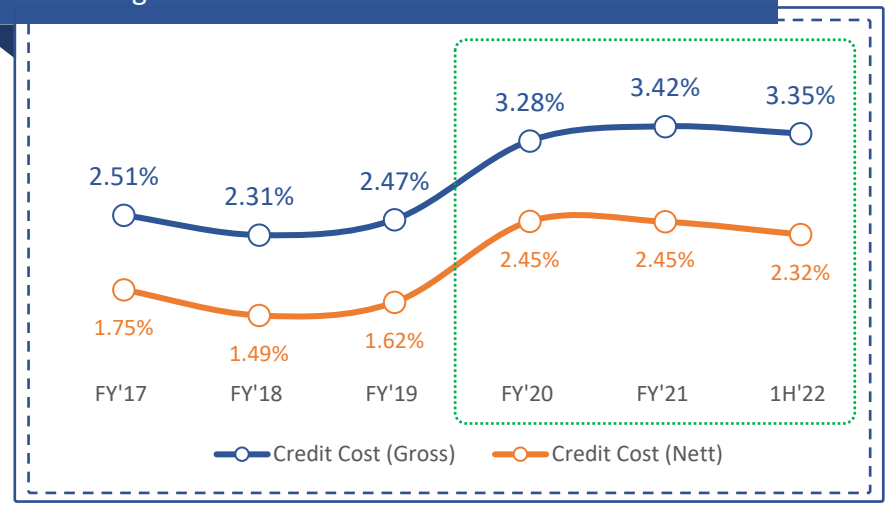
More Adequate LAR and NPL Coverage



Declining Covid-19 Restructured Loan with Higher Provisions



Normalizing Credit Cost



BRI loan quality continues to show an improving trend shown by decreasing LAR. The driver coming from the consistently declining Covid-19 restructured loans both by outstanding and number of borrowers.

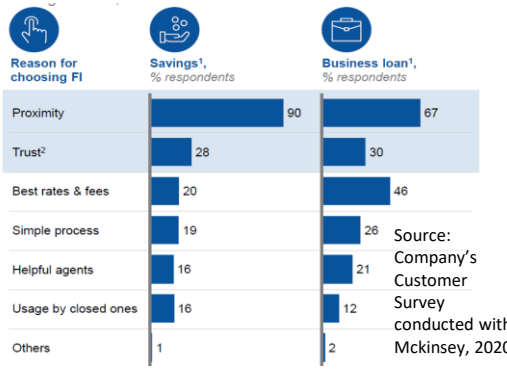
To prepare for the end of FSA Restructured Loan Policy Relaxation on March 2023, BRI applies The Soft Landing Strategy by being more selective in doing covid-19 re-restructuring while maintaining adequate provisions to mitigate loan deterioration.

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

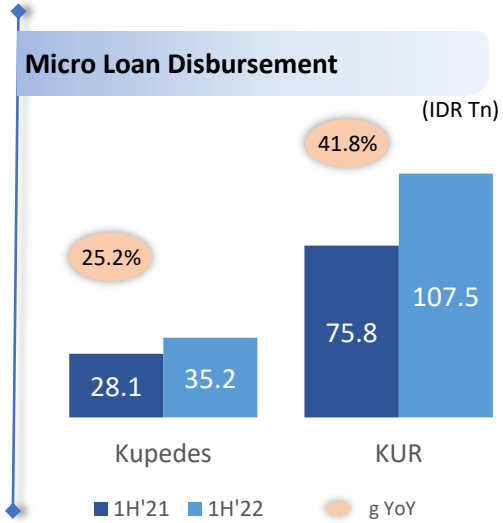
BRI FOCUS TO GROW ON HIGH YIELD ASSET

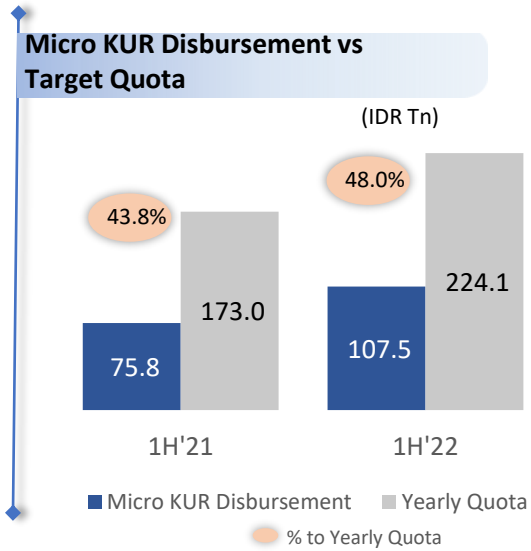
Micro loan growth will be driven by better growth of all micro loan products, each of which provides higher profitability compared to other segments.

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



Source: Company's Customer Survey conducted with Mckinsey, 2020





Comprehensive Strategy to Boost Kupedes Growth

BUSINESS PROCESS REENGINEERING

Enhancing Digital Micro Loan Underwriting Application
Sales Management, Monitoring & Evaluation, Cross Selling, Origination & Approval

SenyuM Mobile
Integrated Digital Sales Platform ("Senyum Mobile") for BRI, Pegadaian & PNM to enabling cross selling & joint acquisition

PRODUCT INNOVATION & ALIGNMENT

KUPEDES Rejuvenation
- Grace period scheme
- Hybrid scheme (Kupedes Utama)
- Auto renewal
- Pre-approval

KECE (Kupedes Extra Cepat)
- *Lower ticket size*
- *Shorter Tenor*
- *Faster approval*

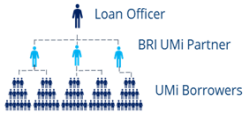
SIMPEDES BISA
- *Micro Savings product with investment and protection features*

Product Re-Alignment
Aligning micro loan product within BRI, PNM (Ulaam) and Pegadaian (Kreasi)

NEW BUSINESS MODEL

Co-Location SenyuM
Sharing networks for Pegadaian & PNM to give wider access for UMi Customers and enhance joint acquisition & cross selling

BRILink Mitra UMi
Re-define BRILink agent's roles as the primary loan acquisition and to empower ultra micro segment



MICRO HYPERLOCAL ECOSYSTEM
Develop **micro payment ecosystem** to capture micro transaction, **boosting CASA and Fee Income**

NEW RULES OF KUR DISBURSEMENT

KUR Allocation Breakdown Parameter
- New KUR Borrowers
- Kupedes Growth
- KUR Loan Quality

The KUR Allocation was determined quarterly based on several parameter

Breakdown Mechanism

Jan '22 Early Breakdown → Q1, Q2, Q3 Evaluation → Dec '22 Breakdown Basis in 2023

...The new mechanism encourages the distribution of Micro KUR in 2022 to remain maximal but still maintains Micro yields by growing customer base and high Kupedes growth...

- BRI remains focused to grow in Micro Segment
- During 2020 and 2021, BRI applied the "Business follow stimulus" strategy, which resulted in double-digit growth of Micro loan, supported by KUR
- BRI is optimistic about reaching the 2022 KUR quota of Rp260Tn as KUR disbursement in 1H'22 already reached 48.0% of the total quota
- With better economic growth in 2022, which will drive demand for loans, and other non-interest factors such as proximity and trust that customers also consider in obtaining loans from banks, Kupedes is projected to have better growth. This is shown by the positive growth of Kupedes disbursement by 25.2% YoY in 1H'22.
- BRI has prepared comprehensive strategy to support Kupedes growth i.e., business process reengineering, product innovation, new business model as well as new method on loan officers' target of KUR

THE ULTRA MICRO ECOSYSTEM

UMI Holding Post Integration Synergies Update

Post Integration Phase

1 Set Up the Foundation

Year 1

Current Phase

Setting up strong foundation through the post integration plan

- Set up Integration Management Office (IMO) team
- Kick-started expansion of customer points of access leveraging UMi holding network through co-location
- Develop digital acquisition sales platform
- Familiarize customers with the full product suite of BRI, Pegadaian and PNM

2 Strengthen

Year 2

Strengthen the core to ensure synergies realization through:

- Develop digital channel for UMI customers
- Strengthen product portfolio of UMI holding
- Introduce empowerment program
- Launch CASA programs

3 Scale Up & Sustain

Year 3

Scale up to achieve Indonesia's financial inclusion aspiration

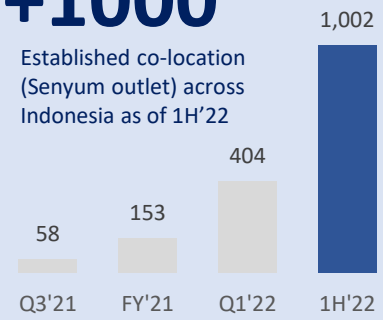
- Full scale launch of empowerment programs
- Scale up partnership with other key players
- Scale up analytics use case

Phase 1 Update

Co-Location

+1000

Established co-location (Senyum outlet) across Indonesia as of 1H'22



Acceleration of co-location synergy between BRI, Pegadaian & PNM to widen customer point of access

SenyuM Mobile

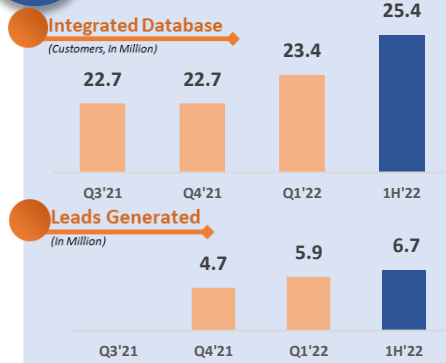
Integrated digital sales platform to enable joint acquisition between BRI, PGDN and PNM.

+66,000

Loan officers

Number of BRI, Pegadaian & PNM's sales force with access to SenyuM Mobile

Data Analytics



Continuous development of data analytics for sales lead generation and strengthened risk management

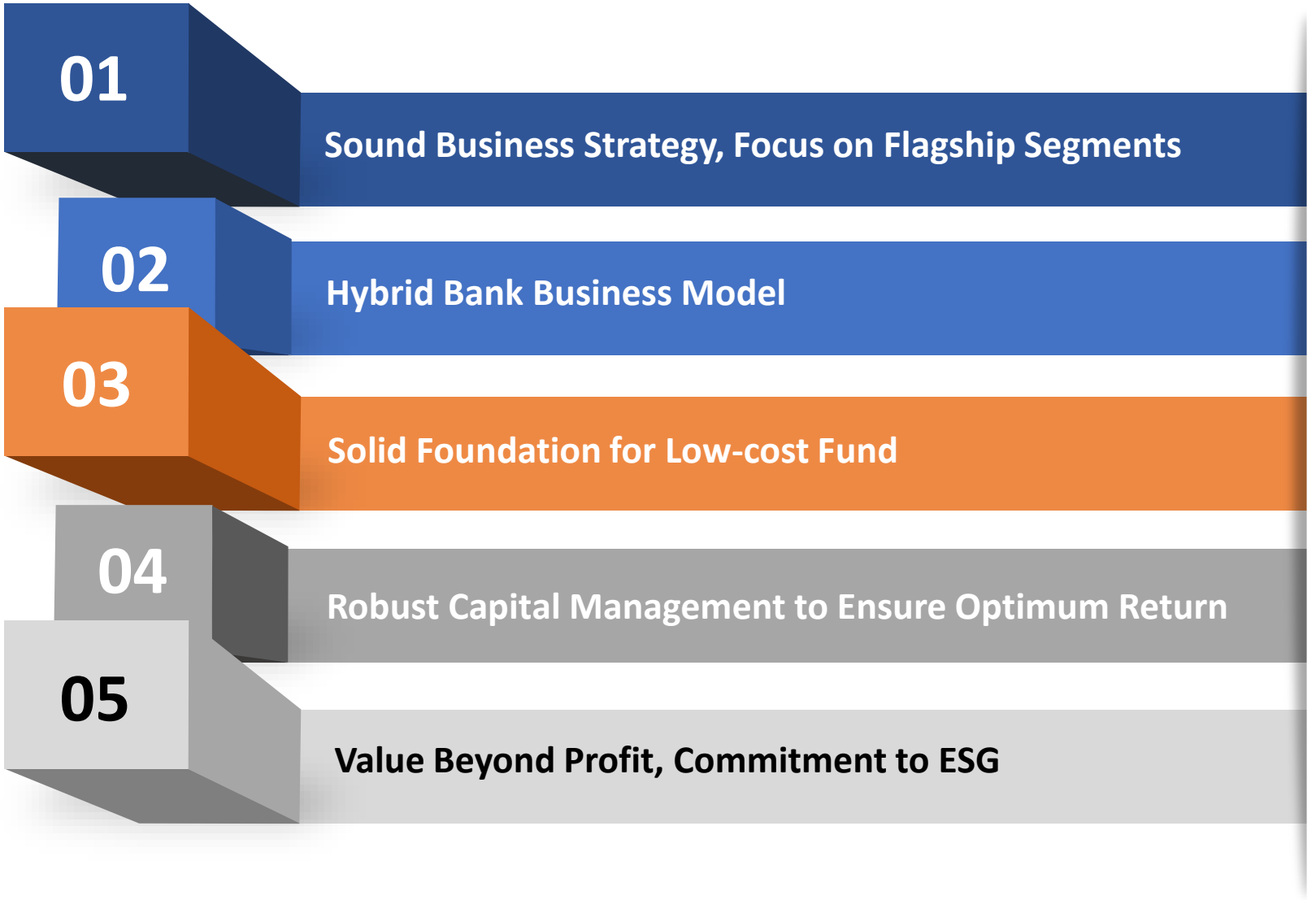
Financial Number

Description	BRI (Bank Only)				Pegadaian				PNM			
	Q3'21	FY'21	Q1'22	1H'22	Q3'21	FY'21	Q1'22	1H'22	Q3'21	FY'21	Q1'22	1H'22
Cost of Fund	2.14%	2.05%	1.73%	1.70%	6.15%	5.94%	4.73%	4.69%	8.85%	8.57%	8.51%	8.12%
Opt. Expenses to Opt. Income	76.40%	74.80%	64.26%	63.98%	75.50%	77.50%	70.07%	68.58%	87.20%	87.60%	89.35%	89.67%
CIR	42.10%	43.30%	38.70%	37.11%	63.00%	62.80%	66.88%	62.83%	77.40%	75.40%	60.51%	62.60%

Pegadaian, PNM's Cost Of Fund (COF) calculated by dividing annualized interest expense with average quarterly Interest Bearing Liabilities

INVESTMENT PROPOSITIONS

BRI INVESTMENT PROPOSITIONS



SOUND BUSINESS STRATEGY, FOCUS ON FLAGSHIP SEGMENT

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

Transformation Phase

(2021 – 2022)	(2023 – 2024)	(2025 and beyond)
Strengthen	**Scale Up & Scope Up**	**Sustain**
Strengthening foundation for business growth	Increasing new source of income (business beyond banking)	Maintaining the best position in Southeast Asia

BRI GROUP 2025 ASPIRATIONS*

- Market Cap $75 bn
- Min 65% CASA Composition
- **High Teen Level ROE ~19%**
- **55% Micro Loan Composition**
- Digital First DNA
- Agile & Entrepreneurial Mindset
- Home to the Best Talent

Our Transformation is Anchored In Six Themes (6C)

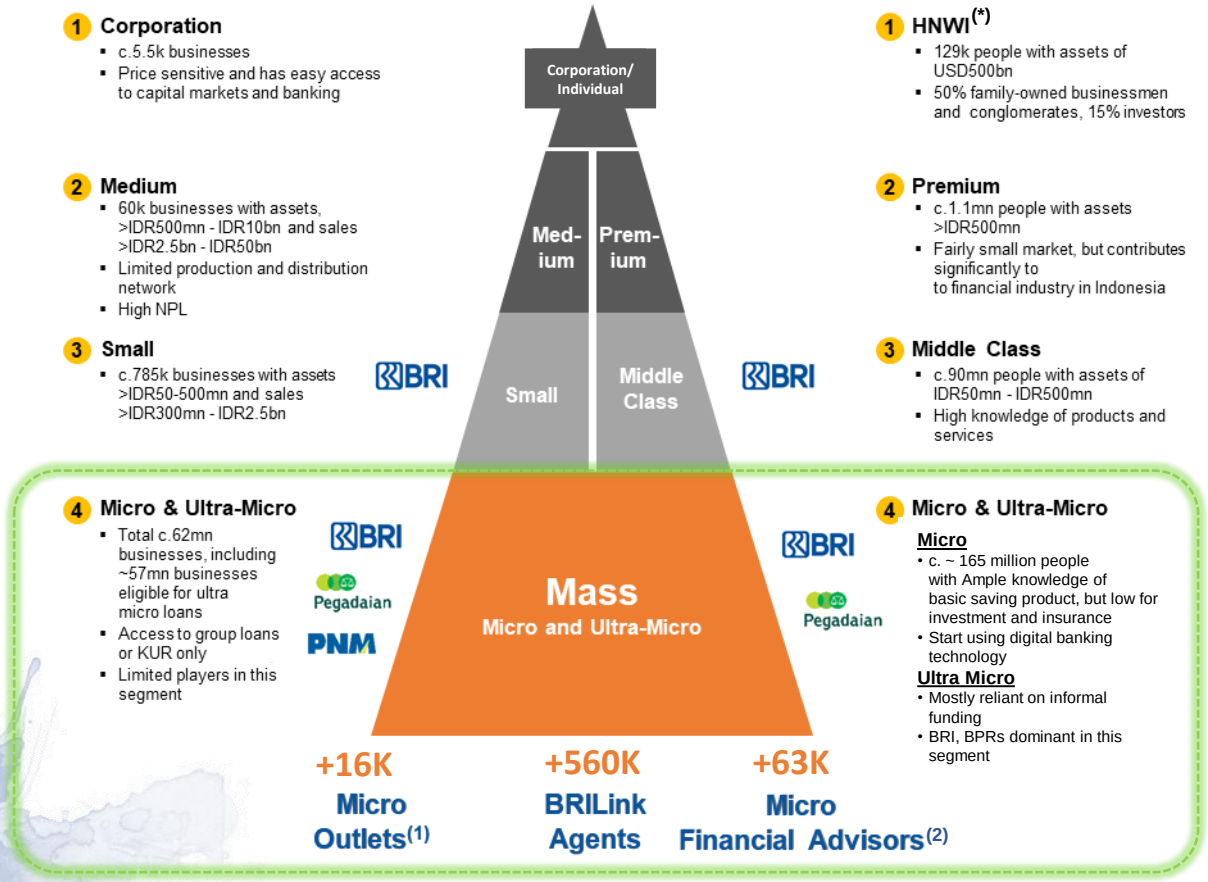
- **Create** New Growth Engine
- Accelerate **CASA** Growth
- **Enhance Cross Sell to Boost Fee Income**
- Adapt **Culture & Capabilities**
- Improve **Customer Experience**
- Contain **Credit Cost**

SOUND BUSINESS STRATEGY, FOCUS ON FLAGSHIP SEGMENT

Leading and Well-positioned To Serve The Ultra Micro & Micro Segment

BRI Well-Positioned to Serve The Ultra Micro & Micro Segment

National Posture of Indonesian Enterprises and Individuals



Source: BRI's public filings
Notes: (*) High Network Individual
(1) Micro outlets include BRI Unit, Teras BRI, Pegadaian Outlets & PNM Outlets.
(2) Micro Financial Advisors Include BRI's Micro Financial Advisor, AO Pegadaian & AO PNM

BRI Comprehensive Ultra Micro and Micro Business

Large Customer Base

+32 Mn Borrowers
(+13.9 Mn BRI, +12.4 Mn PNM, +6.6 Mn Pegadaian borrowers)

+138 Mn depositors

Comprehensive Product Offerings

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

Deposits: Saving Account, Current Account, Time Deposit

Insurance: Life and Health Insurance, General insurance

Investment: Gold Savings

Community-based Business Model

From Locals to Locals: Ultra Micro & Micro business 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

6,886 BRI Micro Outlets **569,761** BRILink Agents
4,086 Pegadaian Outlets **4,195** PNM Outlets

Experienced Financial Advisors

+66,000 Financial Advisors (+27k BRI, +2.6K Pegadaian & +37k PNM) to serve and empower the ultra micro & micro customers

Digitized Business Process

BRISPOT Micro, Pegadaian Selena, PNM Digi (Digital Loan Underwriting System)

BRILink Mobile (Mobile App for Brilink Agents)

Micro Payment Ecosystem

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

Stroberi Cashier (Integrated electronic transaction solutions for micro customers)

HYBRID BANK BUSINESS MODEL

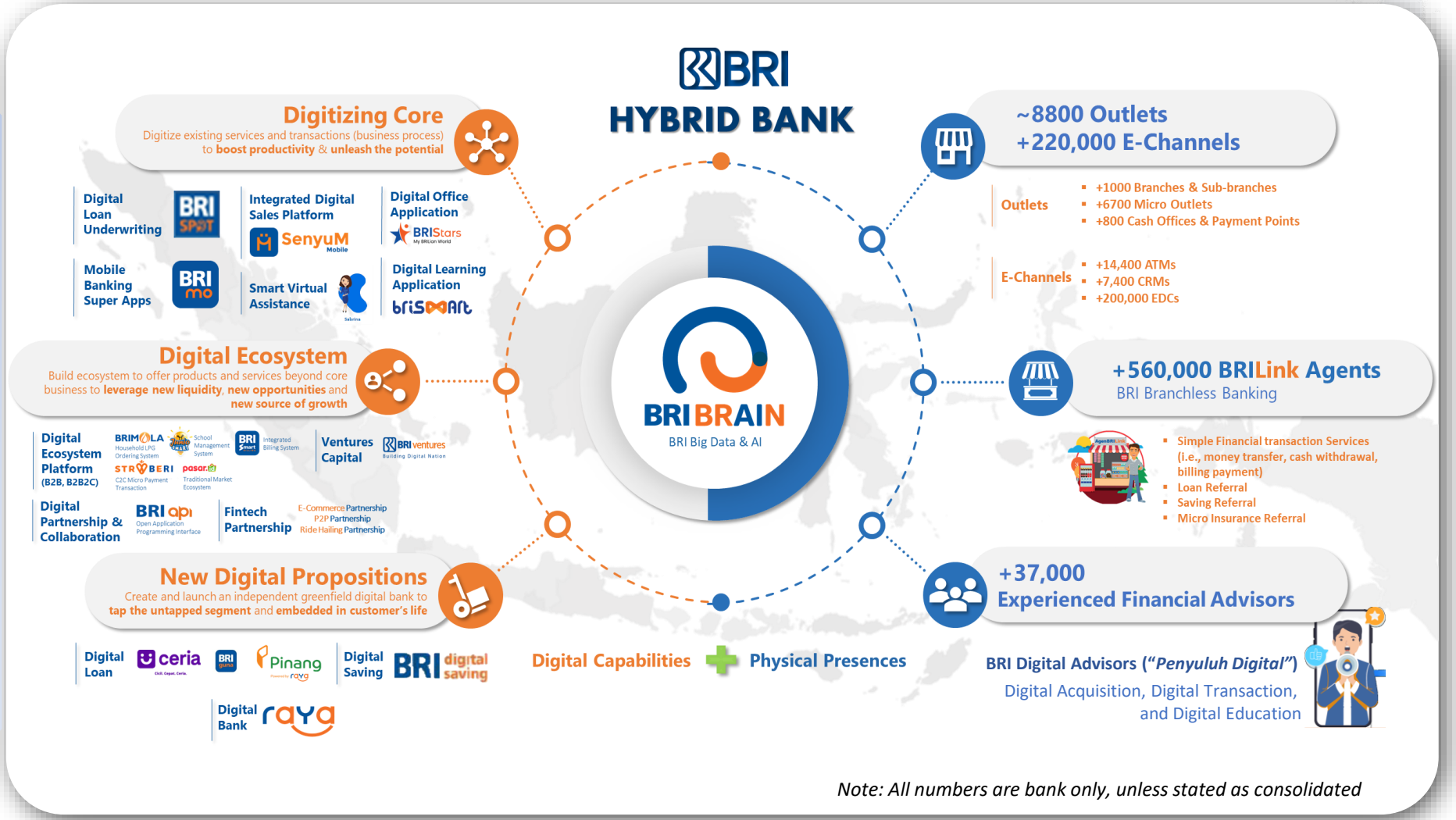
Combining Physical Presence and Digital Capabilities (Phygital) to Match Customer Journey

02

BRI

Key Characteristics of Ultra Micro & Micro Customers

1. **Familiar with digital platforms**, although smartphone penetration remains low
2. **Limited knowledge** of financial products beyond savings account
3. **Cash** still being the **dominant chosen method of transactions**
4. Need a financial institution that is **"locally embedded"** and is able to **"gain their trust"**
5. Majority **without stable income** and hence **not comfortable with traditional lending products**
6. **Prefers banking via an agent** rather than digital banking model
7. Open to beyond banking offerings **to help grow the business**



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

Souce: Company's Research and Surveys, 2020

SOLID FOUNDATION FOR LOW-COST FUND

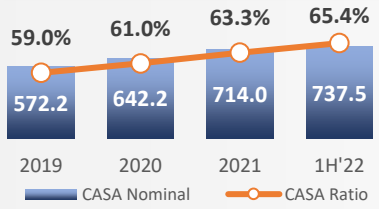
BRI CASA Focus Strategies to Optimize Market Potential and BRI Large Customer Base

03

BRI

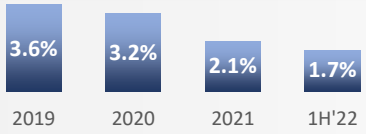
BRI CASA Performance

CASA Growth (IDR Trillion)



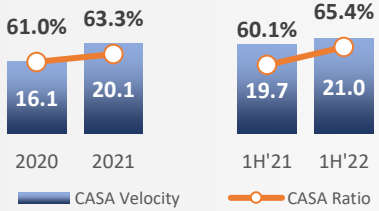
Sustain **double digit CASA** growth of 10.7% (CAGR 2.5Y)

Cost of Fund



Aggressive efficiency efforts lead decreasing **COF ratios** to 1.70%

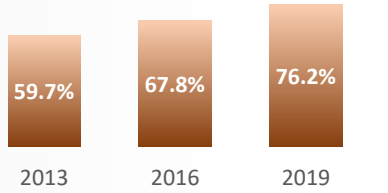
CASA Velocity



Optimum Transaction to strengthen CASA Composition

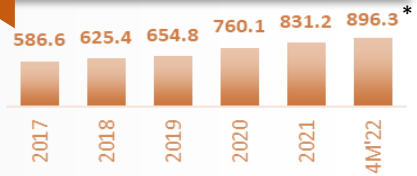
CASA Potential

Financial Inclusion Index



Source: National Survey of Financial Literacy & Inclusion 2019 by Financial Services Authority

Money Outside Banks (IDR Tn)



Source: Indonesia Financial Statistic May 2022;
Note: (*) Temporary Data

New Cross Selling Potential

Source of new CASA growth

PNM — 12.3 Mn Borrowers

Pegadaian — 20.6 Mn Borrowers

+150 mn Customer Base

Customer Oriented CASA Products

Broad range products for various customers' needs
- Savings - Simpedes, Simpedes Bisa, Simpedes UMi, Britama, Britama Bisnis, Britama Valas, , Britama Rencana, Britama Junio, Tabunganku
- Current Account - Giro BRI

Re-Inventing Business Model

Improve Customer Experience by re-inventing the business process (BRILink, BRIMO, Digital Saving)

Digital Ecosystem Platform

Providing customized payment platform to capture new growth potential (BRI Open API, BRIMOLA, Junio Smart)

Close Loop Ecosystem

Capturing the liquidity potential based on commodity (Pasar.id, Commodity Payment Chain)

Subsidiaries' Synergies

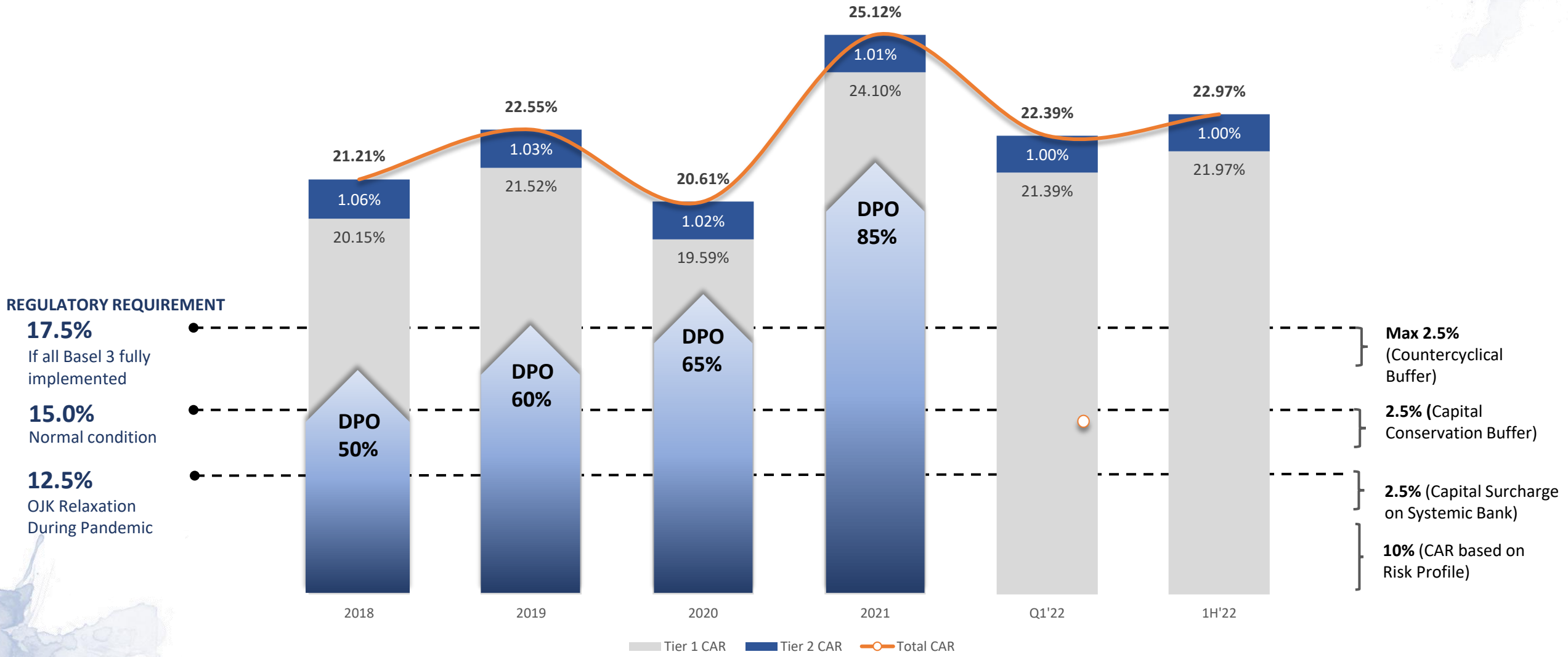
Increasing share of wallet through BRI Group Synergy (joint acquisition/cross selling)

Culture & Capabilities

CASA Focus KPIs, Empowering Customer's Digital savviness by extending RM's role as Digital Advisors

ROBUST CAPITAL MANAGEMENT TO ENSURE OPTIMUM RETURN

Optimizing Capital for Sustainable Business Growth and Shareholders' Return



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

VALUE BEYOND PROFIT, COMMITMENT TO ESG

At The Forefront of ESG Implementation

BRI Sustainability Journey

2022
- Established ESG Roadmap
- Issued Green Bond (IDR 5 Tn)
- Became Signatory of Partnership for Carbon Accounting Financials (PCAF)

2021
- Established The Ultra Micro Ecosystem
- Established Dedicated ESG Work Unit
- Established ESG Committee
- Constituent of Indonesia ESG Leader Index

2020
Conducted Green House Gas (GHG) Emission Calculation

2019
- Issued sustainability bond ($ 500 Mn)
- Submitted Sustainable Finance Action Plan 2019 - 2024

2018
- Appointed as a Chairman of Indonesia Sustainable Finance Initiative (IKBI)

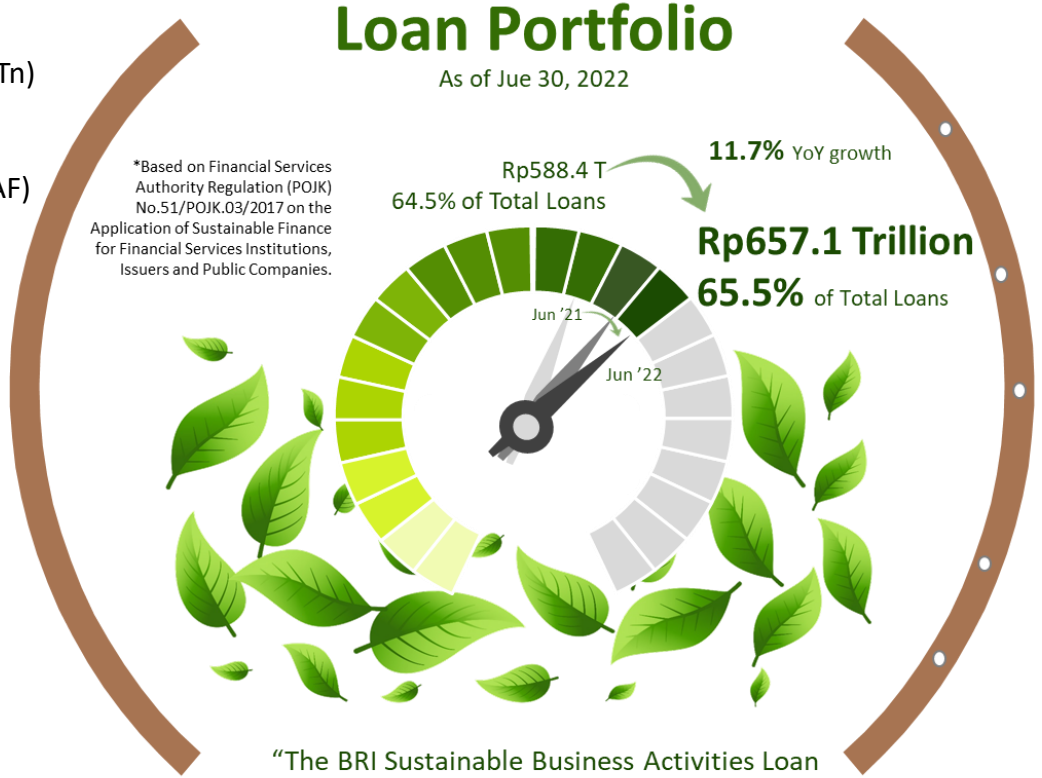
2017
- Issued internal ESG Policies (General Sustainable Finance & CPO Policy)
- First Mover on Sustainable Banking

2013
Published 1st Sustainability Report

Sustainable Business Activities*

Loan Portfolio

As of Jue 30, 2022



"The BRI Sustainable Business Activities Loan Portfolio **has sustainably increased** and **the highest among peers**"

All numbers are bank only

BRI 1H'22 PERFORMANCE HIGHLIGHT

Performance Highlight: Consolidated vs Bank Only

(IDR Billion)

Description	1H'21			1H'22		Growth YoY 1H'22		
	Bank Only	Consol. (Before Restated)	Consol. (Restated)	Bank Only	Consolidated	Bank Only	Consol. (Before Restated)	Consol. (Restated)
Total Assets	1,411,625	1,450,907	1,553,838	1,542,793	1,652,839	9.3%	13.9%	6.4%
Total Loans & Financing (Gross)	912,072	933,572	1,015,917	1,003,616	1,104,785	10.0%	18.3%	8.7%
Total Deposits	1,079,072	1,096,445	1,096,377	1,128,249	1,136,982	4.6%	3.7%	3.7%
Net Profit	12,448	12,540	12,540	23,826	24,876	91.4%	98.4%	98.4%
NPL (gross)	3.27%	3.30%	3.21%	3.32%	3.26%	0.1%	-0.04%	0.05%
CASA	60.1%	59.6%	59.6%	65.4%	65.1%	5.3%	5.6%	5.6%
LDR	84.5%	84.8%	84.6%	89.0%	88.5%	4.4%	3.7%	3.8%
COF	2.2%	2.0%	2.4%	1.7%	1.9%	-0.5%	-0.1%	-0.5%
NIM	7.02%	6.75%	7.41%	7.35%	8.24%	0.3%	1.5%	0.8%
Cost to Income Ratio (CIR)	39.8%	40.7%	40.7%	37.1%	44.3%	-2.7%	3.6%	3.6%
Operating Expense to Operating Income	78.3%	79.4%	80.3%	64.0%	69.6%	-14.3%	-9.9%	-10.8%
ROA after tax	1.82%	1.72%	1.61%	3.11%	3.00%	1.3%	1.3%	1.4%
ROE B/S	12.90%	12.65%	10.98%	17.08%	17.48%	4.2%	4.8%	6.5%
Total CAR	19.6%	20.0%	19.1%	23.0%	25.1%	3.3%	5.1%	5.9%

Financial figures for 1H'22 is restated to include Pegadaian and PNM in accordance with PSAK 38

BRI CONSOLIDATED PERFORMANCE HIGHLIGHT

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

Impact to BRI Consolidated Financial Statement

	Published Financial Statement				
	1H 2021	1H 2021 (Restated)	1H 2022	YoY Growth	YoY Growth
	(1)	(2)	(3)	(4 = 3/1)	(5 = 3/2)
Asset/Liabilities					
Total Assets (IDR Billion)	**1,450,907**	**1,553,838**	**1,652,839**	**13.9%**	**6.4%**
Total Loans (Gross) (IDR Billion)	**933,572**	**1,015,917**	**1,104,785**	**18.3%**	**8.7%**
Total Deposits (IDR Billion)	1,096,445	1,096,377	1,136,982	3.7%	3.7%
Total Liabilities	1,250,704	1,323,275	1,366,573	9.3%	3.3%
Total Equity	200,203	230,562	286,265	43.0%	24.2%
Profit and Loss					
Interest Income	59,874	69,951	76,861	28.4%	9.9%
Interest Expenses	(12,731)	(14,990)	(12,247)	-3.8%	-18.3%
Net Interest Income	47,143	54,961	64,614	37.1%	17.6%
Net Profit	**12,540**	**12,540**	**24,876**	**98.4%**	**98.4%**

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 30 June 2021 has been previously released
(2) The financial statement as of 30 June 2021 was 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 30 June 2022 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 months)

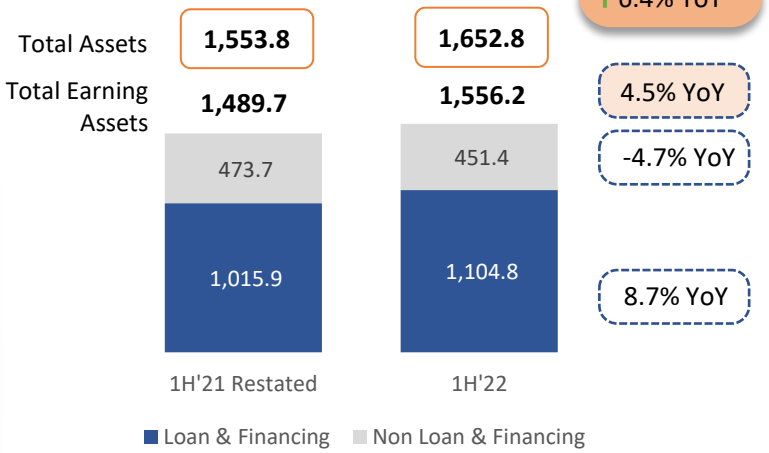
BALANCE SHEET HIGHLIGHT – CONSOLIDATED

Positive Loan & Financing Growth Along with Improving CASA Composition

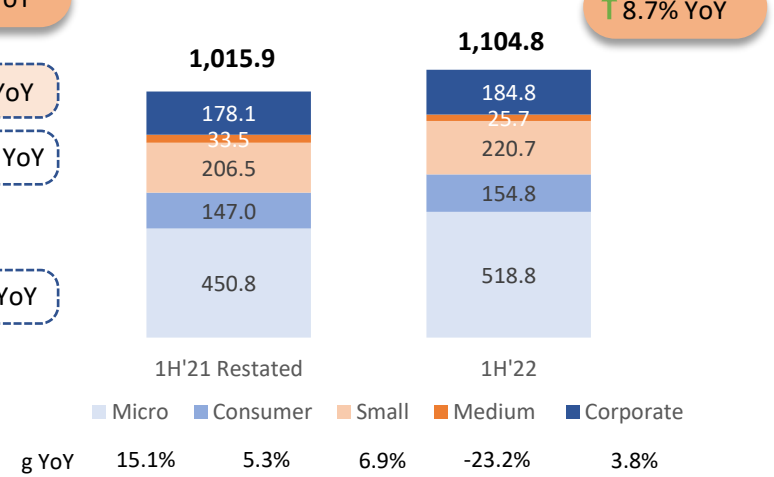
Loan & Financing grew solid of 8.7%, driven by Micro & Ultra Micro Loan of 15.1%, led to higher MSME composition from 82.5% in 1H'21 to 83.3% in 1H'22

Third Party Fund growth driven by CASA of 13.4% YoY, resulting in improving CASA composition from 59.6% in 1H'21 to 65.1% in 1H'22

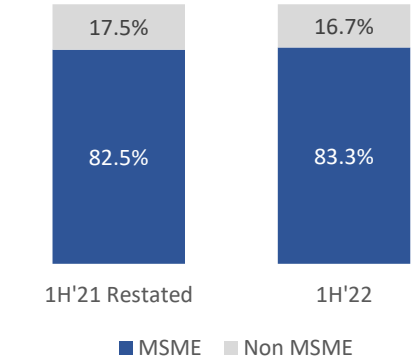
Total Assets (IDR Trillion)



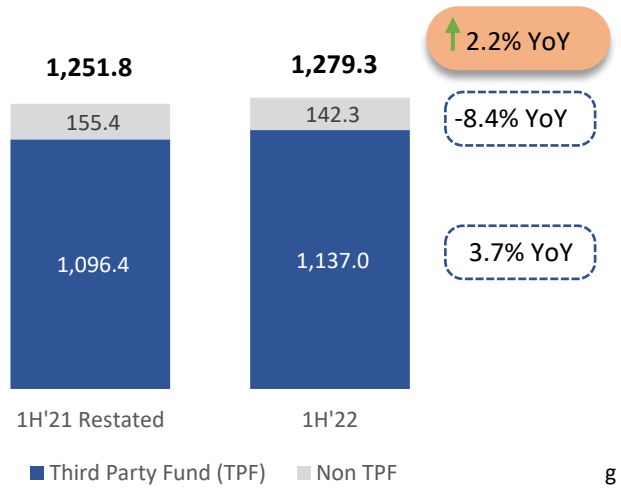
Loan & Financing Composition



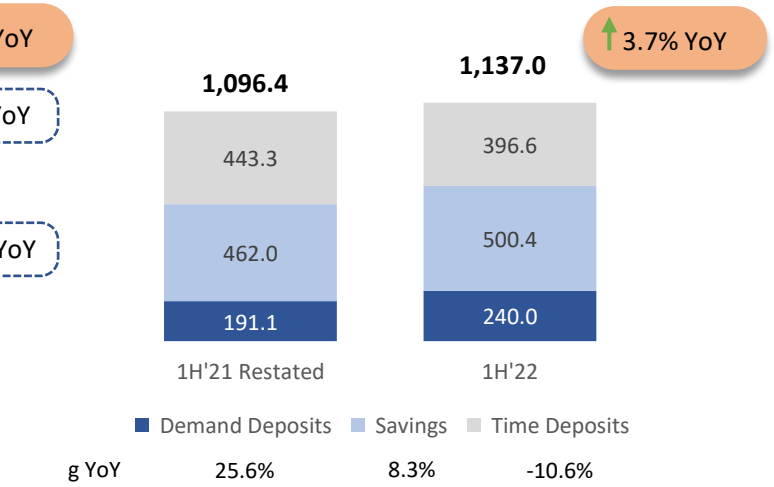
MSME Composition



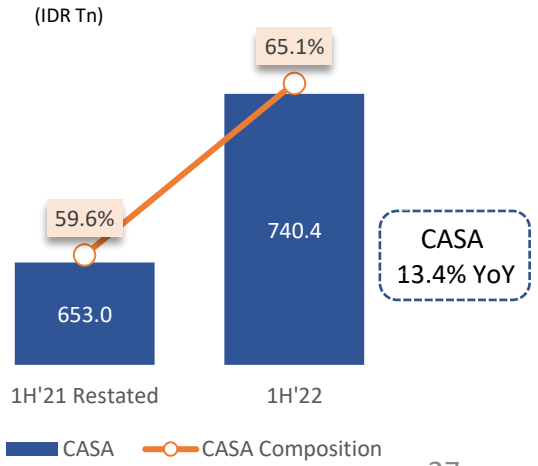
Source of Funding (IDR Trillion)



Third Party Fund (IDR Trillion)



CASA Composition



Financial figures for 1H'22 is restated to include Pegadaian and PNM in accordance with PSAK 38

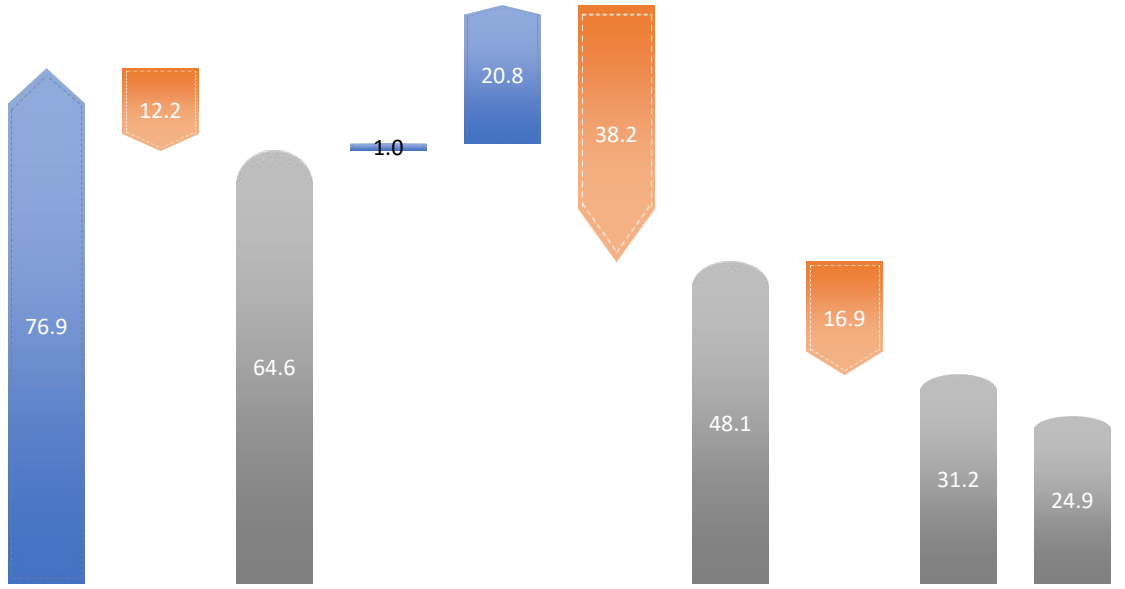
PROFITABILITY HIGHLIGHT – CONSOLIDATED

High PPOP Growth Coupled with More Efficient Provision Expense Drives Strong Net Profit Growth

(IDR Trillion)

P&L Movement

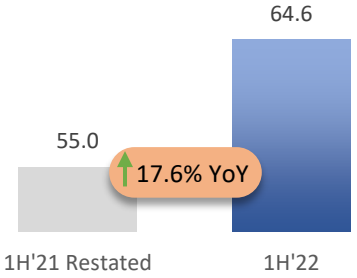
(IDR Trillion)



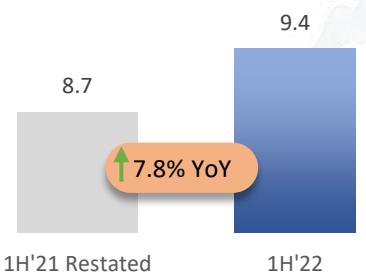
	Interest Inc.	Interest Exp.	NII	Net Premium Inc.	Fee & Other Opr. Inc.	Operating Exp.	PPOP	Provision Expenses	Profit Before Tax	Net Profit
g YoY	9.9%	-18.3	17.6%	75.6%	0.9%	7.9%	17.9%	-24.2%	68.5%	98.4%

*Other Operating Expense includes COGS in Pegadaian gold business

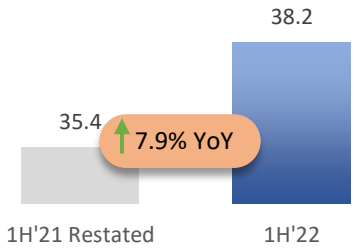
NII



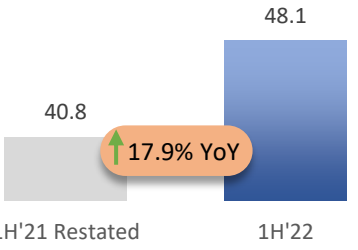
Fee Income



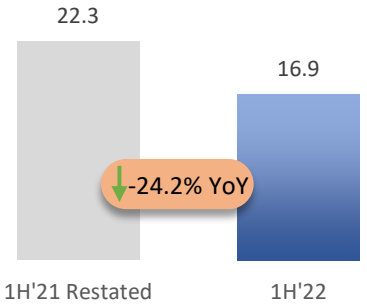
Opr Expense



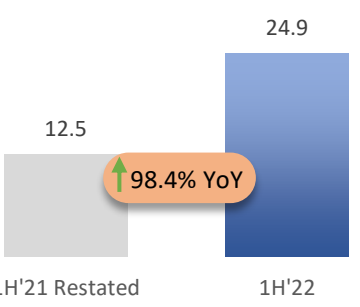
P P O P



Provision Expense



Net Profit

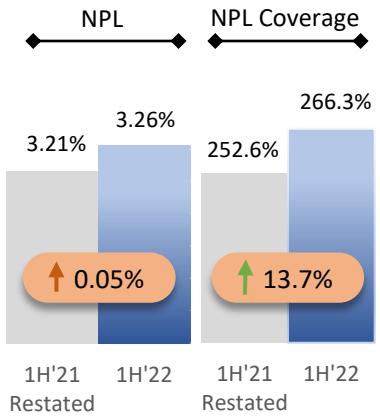


Financial figures for 1H'22 is restated to include Pegadaian and PNM in accordance with PSAK 38

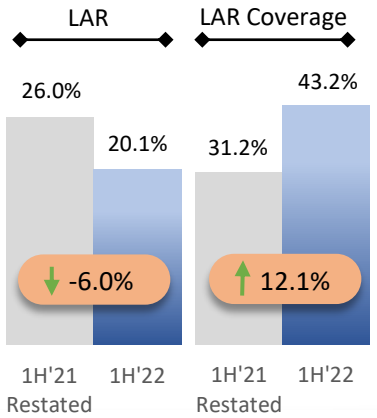
KEY RATIOS – CONSOLIDATED

Solid Performance across Major Metrics

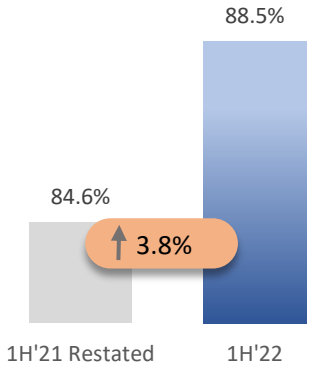
NPL & Coverage



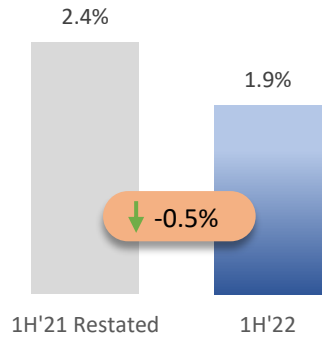
LAR & Coverage



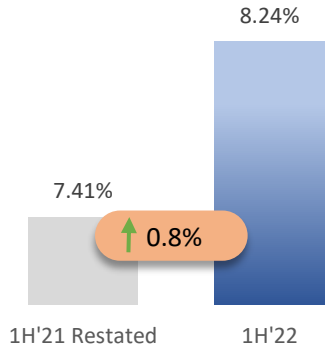
LDR*



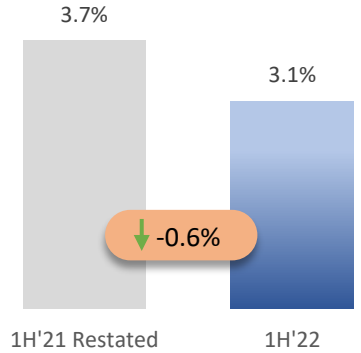
Cost of Fund



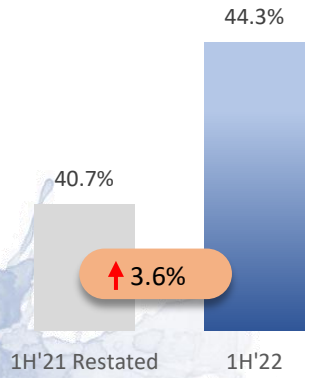
N I M



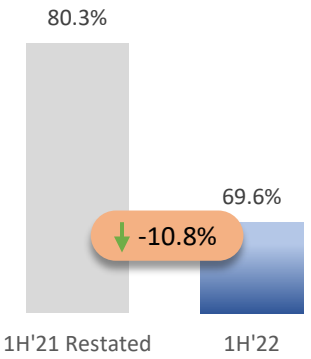
Credit Cost



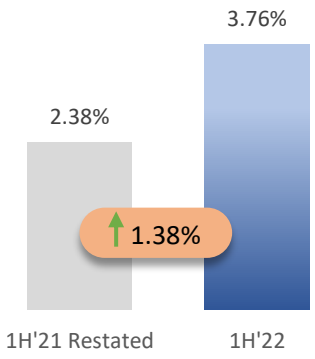
C I R



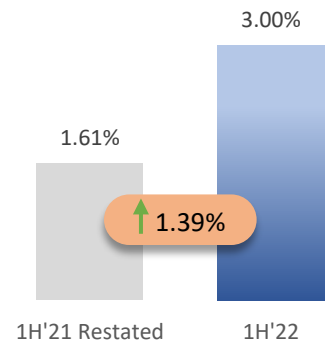
Operating Expense to Operating Income



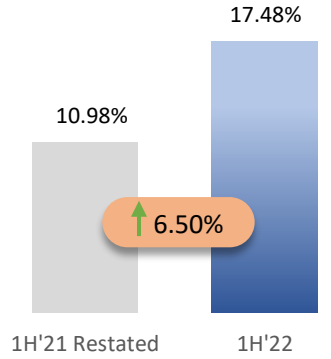
ROA BT



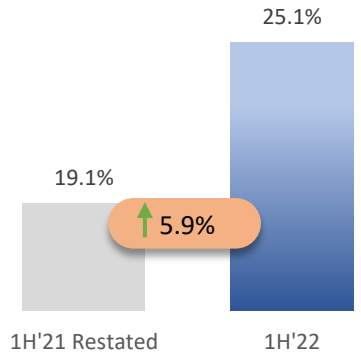
ROA AT



ROE B/S



Total CAR



*Only calculated BRI and Raya financial numbers. If loan & financing of all subsidiaries are calculated, LDR is 92.7% in 1H'21 and 97.2% in 1H'22

Financial figures for 1H'22 is restated to include Pegadaian and PNM in accordance with PSAK 38

BRI BANK ONLY PERFORMANCE HIGHLIGHT

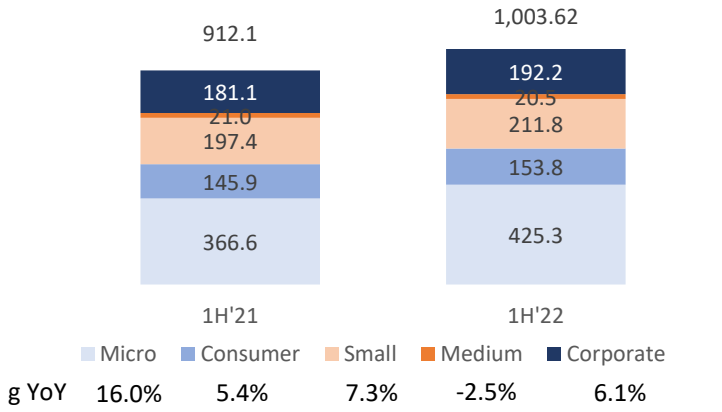
BALANCE SHEET HIGHLIGHT – BANK ONLY

Solid Loan Growth Driven by Micro Loan, Coupled by Improving CASA Composition

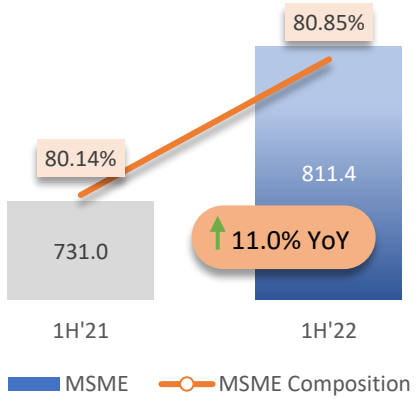
Positive loan growth of 10.0% YoY driven by Micro loan that grew double-digit of 16.0% YoY, led to an increasing Micro loan composition from 40.2% in 1H'21 to 42.4% in 1H'22

Deposit grew positive, driven by CASA of 13.7% YoY, resulting to the increase of CASA composition from 60.1% in 1H'21 to 65.4% in 1H'22

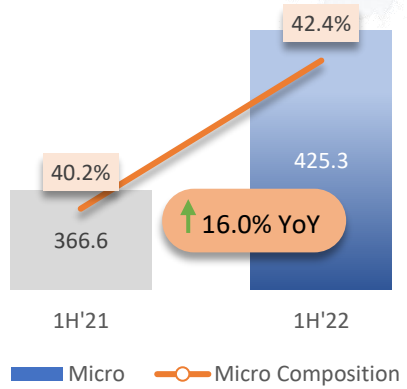
Loan (IDR Trillion)



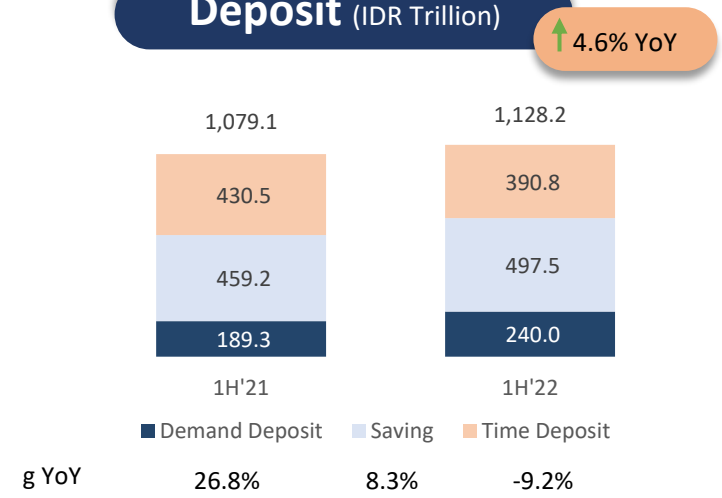
MSME Loan (IDR Triliion)



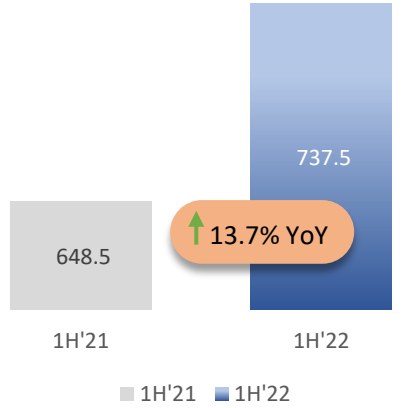
Micro Loan (IDR Trillion)



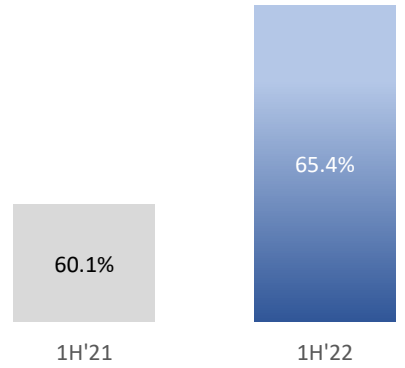
Deposit (IDR Trillion)



CASA (IDR Trillion)



CASA Composition (in %)

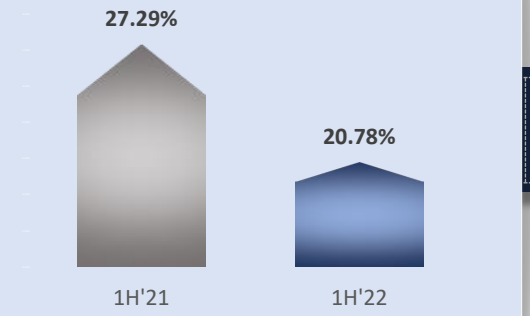


√ *Since 2022, BRI has classified SOE and Corporate non-SOE into Corporate Segment*

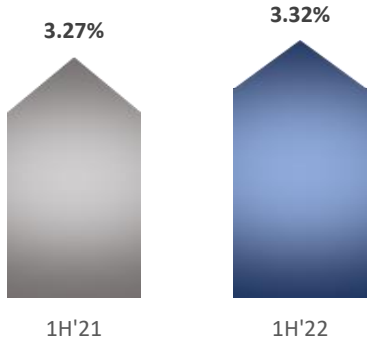
LOAN QUALITY – BANK ONLY

Improving LAR with More Adequate Provisioning

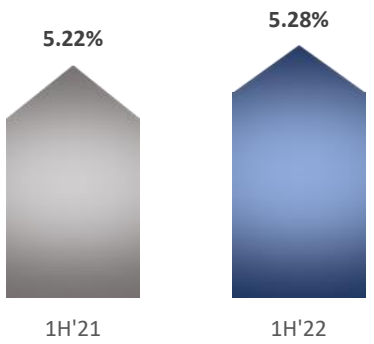
LAR



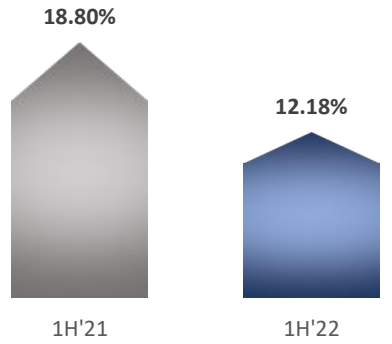
NPL



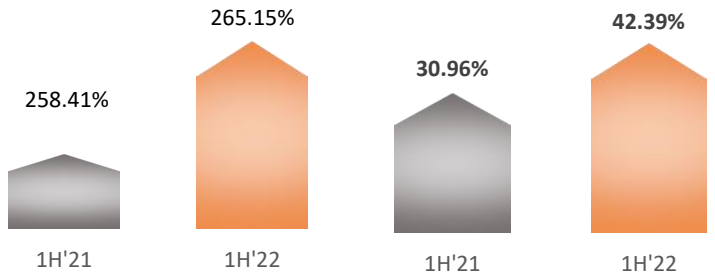
SML



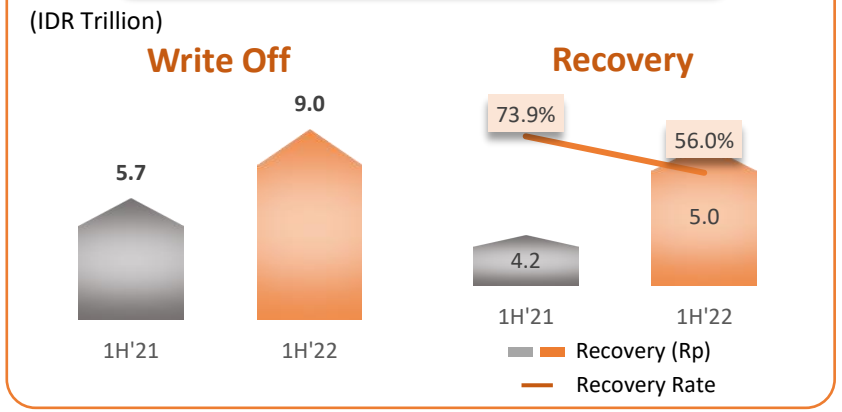
Current Restructured Loan



COVERAGE



WRITE OFF & RECOVERY RATE



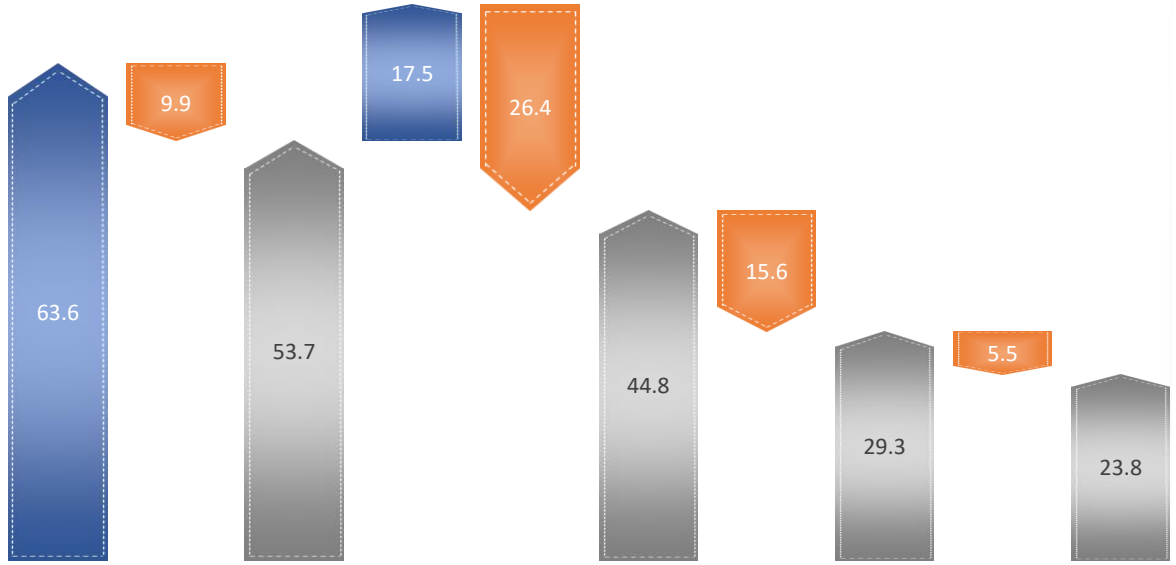
Note: All numbers are bank only, unless stated as consolidated

PROFITABILITY HIGHLIGHT – BANK ONLY

Strong Net Profit Growth Driven by High Double Digit PPOP Growth and More Efficient Provision Expenses

P&L Movement

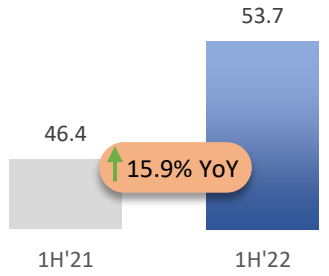
(IDR Trillion)



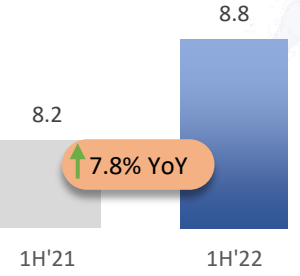
	Interest Income	Interest Expense	NII	Fee & Other Opr. Income	Operating Expenses	PPOP	Provision Expenses	Profit Before Tax	Tax Expense	Net Profit
g YoY	8.7%	-18.8%	15.9%	7.6%	6.2%	18.7%	-27.6%	80.2%	43.7%	91.4%

(IDR Trillion)

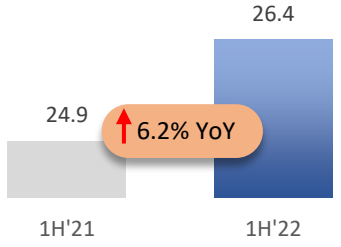
NII



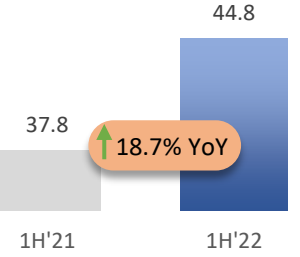
Fee Income



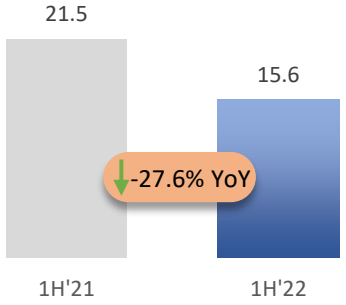
Opr Expense



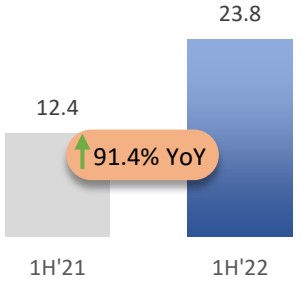
PPOP



Provision Expense



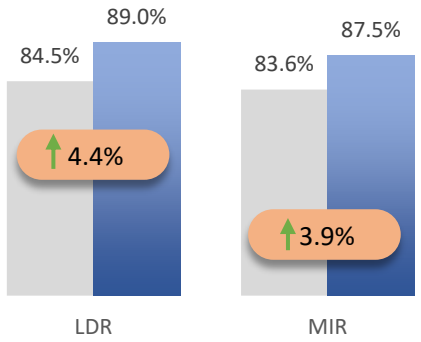
Net Profit



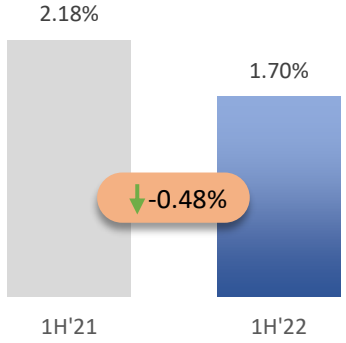
KEY RATIOS – BANK ONLY

Improving Major Key Matrics

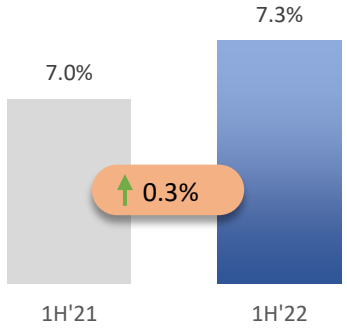
LDR & MIR



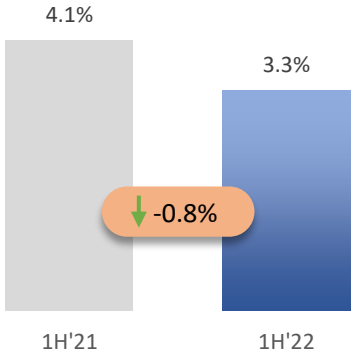
Cost of Fund



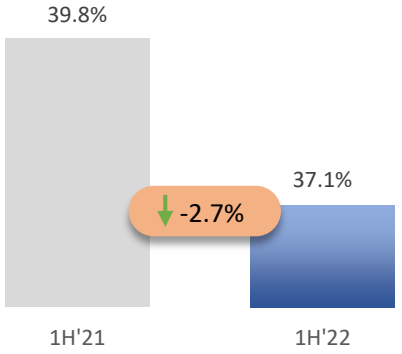
N I M



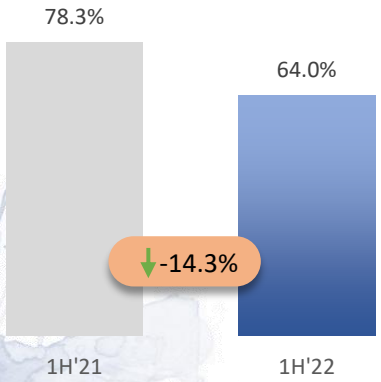
Credit Cost



Cost to Income



Operating Expense to Operating Income



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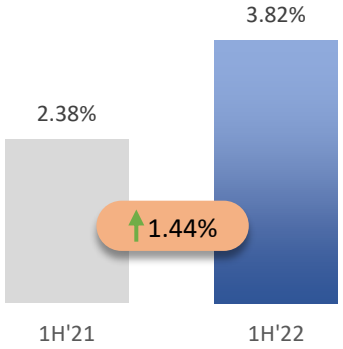
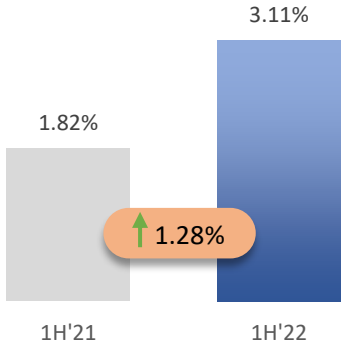
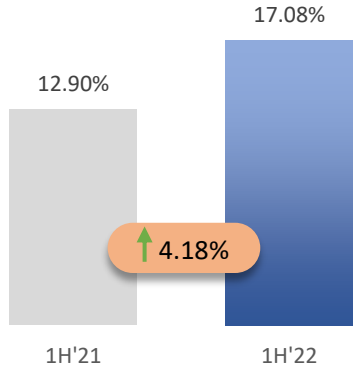


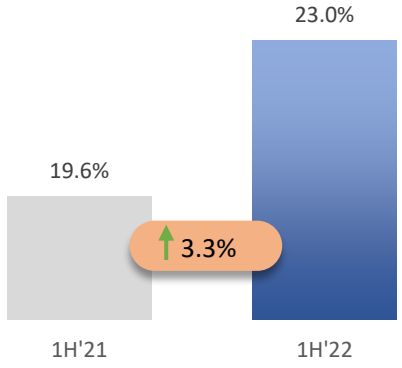
ROA AT



ROE B/S



Total CAR



* MIR: Macroprudential Intermediary Ratio

GUIDANCE & KEY TAKEAWAYS

2022 BRI GROUP GUIDANCE

	FY'22 Guidance (Before)	1H'22 (Consolidated)	FY'22 Guidance (Revision)
Loan Growth (YoY)	9% - 11%	8.7%	9% - 11%
Net Interest Margin	7.6% - 7.8%	8.2%	7.7% - 7.9%
Cost of Credit	2.8% - 3%	3.1%	2.7% - 2.9%
OHC Growth	6% - 8%	7.5%	6% - 8%
NPL	2.8% - 3%	3.3%	2.8% - 3%

KEY TAKEAWAYS

01 Strong Micro and Ultra Micro loan growth, MSME loan composition reached 83.3%

02 Declining LAR trend with more adequate provisions, yet still cautious on NPL level

03 Improving efficiency supported by strong CASA growth

04 Strong Net Profit driven by high double digit PPOP growth and more efficient provisions expenses

05 Robust capital to support future growth and provide more room for higher dividend

06 On-track UMi Ecosystem synergies to unlock the new source of growth potential

SUPPORTING MATERIAL

1H'22
CONSOLIDATED PERFORMANCE

FINANCIAL HIGHLIGHTS - CONSOLIDATED

(IDR Billion)

Description	2020 Restated	2021	Q1'22	1H'21 Restated	1H'22	g YoY		g QoQ		g YtD	
						Nom	%	Nom	%	Nom	%
Asset/Liabilities											
Total Assets (IDR Billion)	1,610,065	1,678,098	1,650,279	1,553,838	1,652,839	99,001	6.4%	2,559	0.2%	(25,259)	-1.5%
Total Loans & Financing (Gross) (IDR Billion)	1,020,193	1,042,867	1,075,927	1,015,917	1,104,785	88,868	8.7%	28,858	2.7%	61,918	5.9%
Total Deposits (IDR Billion)	1,120,922	1,138,743	1,126,495	1,096,377	1,136,982	40,605	3.7%	10,487	0.9%	(1,761)	-0.2%
Asset Quality											
NPL (gross)	2.88%	3.00%	3.09%	3.21%	3.26%		0.0%		0.2%		0.3%
NPL (nett)	0.87%	0.70%	0.78%	0.94%	0.87%		-0.1%		0.1%		0.2%
NPL Coverage	239.2%	281.2%	276.0%	252.6%	266.3%		13.7%		-9.7%		-14.9%
Liquidity											
CASA	59.7%	63.1%	63.6%	59.6%	65.1%		5.6%		1.5%		2.0%
LDR*	83.4%	83.5%	87.0%	84.6%	88.5%		3.8%		1.5%		5.0%
Profitability											
Net Profit (IDR Billion)	18,660	30,756	12,220	12,540	24,876	12,336	98.4%	437	3.6%	-	-
Cost of Fund (CoF)	3.5%	2.0%	2.0%	2.38%	1.91%		-0.47%		-0.06%		-0.06%
NIM	6.90%	7.70%	7.72%	7.41%	8.24%		0.82%		0.52%		0.54%
Cost Efficiency Ratio (CER)	52.70%	50.25%	45.68%	48.30%	45.11%		-3.18%		45.11%		-5.14%
Cost to Income Ratio (CIR)	50.9%	48.6%	44.6%	40.71%	44.30%		3.58%		-0.32%		-4.28%
Operating Expense to Operating Income	83.5%	78.5%	69.3%	80.31%	69.56%		-10.75%		0.22%		-8.98%
ROA before tax	2.1%	2.6%	3.69%	2.38%	3.76%		1.38%		0.07%		1.12%
ROA after tax	1.46%	2.13%	2.94%	1.61%	3.00%		1.39%		0.06%		0.86%
ROE Tier 1	11.6%	16.0%	19.00%	13.91%	19.36%		5.45%		0.35%		3.33%
ROE BS	10.5%	13.9%	17.22%	10.98%	17.48%		6.50%		0.26%		3.62%
Capital											
Tier1 CAR	19.1%	26.2%	23.6%	18.12%	24.05%		5.93%		0.44%		-2.19%
Total CAR	20.1%	27.2%	24.6%	19.13%	25.06%		5.93%		0.45%		-2.19%

*Only calculated BRI and Raya financial numbers. If loan & financing of all subsidiaries are calculated, LDR is 92.7% in 1H'21 and 97.2% in 1H'22

Note - the figures of 9M'21 includes Pegadaian & PNM in full (9 months performance) for balance sheet and proportional for net profit

BALANCE SHEET - CONSOLIDATED

IDR Billion

Description	2020	2021	Q1'22	1H'21 Restated	1H'22	g YoY		g QoQ		g YtD	
						Nom	%	Nom	%	Nom	%
Total Assets	**1,610,065**	**1,678,098**	**1,650,279**	**1,553,838**	**1,652,839**	**99,001**	**6.4%**	**2,559**	**0.2%**	**(25,259)**	**-1.5%**
- Gross Loans & Financing	1,020,193	1,042,867	1,075,927	1,015,917	1,104,785	88,868	8.7%	28,858	2.7%	61,918	5.9%
- Other Earnings Assets	491,729	546,047	485,882	473,741	451,412	(22,329)	-4.7%	(34,471)	-7.1%	(94,635)	-17.3%
Total Earning Assets	1,511,922	1,588,914	1,561,809	1,489,658	1,556,197	66,539	4.5%	(5,612)	-0.4%	(32,717)	-2.1%
Earning Assets Provision	(72,747)	(89,821)	(93,962)	(84,920)	(97,760)	(12,840)	15.1%	(3,798)	4.0%	(7,939)	8.8%
Total Earning Assets (net)	1,439,174	1,499,093	1,467,848	1,404,738	1,458,437	53,699	3.8%	(9,411)	-0.6%	(40,657)	-2.7%
Total Non-Earning Assets	170,891	179,004	182,432	149,099	194,402	45,303	30.4%	11,970	6.6%	15,398	8.6%
Total Liabilities & S.E	**1,610,065**	**1,678,098**	**1,650,279**	**1,553,838**	**1,652,839**	**99,001**	**6.4%**	**2,559**	**0.2%**	**(25,259)**	**-1.5%**
Total Customer Deposits	1,120,922	1,138,743	1,126,495	1,096,377	1,136,982	40,605	3.7%	10,487	0.9%	(1,761)	-0.2%
- Demand Deposits	192,730	220,590	227,551	191,070	240,047	48,976	25.6%	12,496	5.5%	19,456	8.8%
- Savings	476,066	497,677	489,258	461,957	500,372	38,415	8.3%	11,114	2.3%	2,695	0.5%
- Time Deposits	452,126	420,476	409,687	443,350	396,563	(46,787)	-10.6%	(13,124)	-3.2%	(23,913)	-5.7%
Other Interest-Bearing Liabilities	195,651	167,005	141,070	155,413	142,287	(13,126)	-8.4%	1,217	0.9%	(24,718)	-14.8%
Non-Interest-Bearing Liabilities	64,025	80,563	106,727	71,485	87,305	15,819	22.1%	(19,423)	-18.2%	6,741	8.4%
Tier I Capital	187,205	266,166	248,252	179,672	256,619	76,947	42.8%	8,367	3.4%	(9,547)	-3.6%
Total Shareholder's Equity	229,467	291,787	275,986	230,562	286,265	55,703	24.2%	10,279	3.7%	(5,522)	-1.9%

Financial figures for 1H'22 is restated to include Pegadaian and PNM in accordance with PSAK 38

INCOME STATEMENT - CONSOLIDATED

IDR Billion

Description	2020 Restated	2021	Q1'22	1H'21 Restated	1H'22	g YoY		g QoQ	
						Nom	%	Nom	%
Interest Income	135,765	143,523	36,732	69,951	76,861	6,910	9.9%	3,398	9.3%
Interest Expense	(42,180)	(29,429)	(6,325)	(14,990)	(12,247)	2,742	-18.3%	402	-6.4%
Net Interest Income	93,584	114,094	30,407	54,961	64,614	9,653	17.6%	3,800	12.5%
Net Premium Income	879	1,043	278	583	855	271	46.5%	298	107.0%
Fee & Other Opr. Income	38,100	41,216	10,474	20,652	20,828	176	0.9%	(120)	-1.1%
Gross Operating Income	180,070	191,729	49,967	93,707	102,319	8,612	9.2%	2,385	4.8%
Other Operating Expenses	(67,504)	(75,918)	(18,365)	(35,420)	(38,225)	(2,805)	7.9%	(1,495)	8.1%
Pre-Provision Operating Profit	65,059	80,435	22,794	40,776	48,071	7,295	17.9%	2,483	10.9%
Provision Expenses	(35,280)	(39,291)	(7,474)	(22,326)	(16,926)	5,400	-24.2%	(1,977)	26.4%
Non-Operating Income (Net)	215	(152)	40	85	79	(6)	-7.4%	(2)	-4.3%
Profit Before Tax n Minor. Int.	29,993	40,992	15,360	18,535	31,224	12,689	68.5%	504	3.3%
Income Before Pro Forma Net Income Arising From Acquisition Transaction With Entities Under Common Control	21,041	33,156	12,220	14,163	24,876	10,714	75.6%	437	3.6%
Pro Forma Net Income Arising From Acquisition Transaction With Entities Under Common Control	2,381	2,401	-	(1,623)	-	-	-	-	-
Net Profit - full year 12 months	18,660	30,756	12,220	12,540	24,876	12,336	98.4%	437	3.6%

Financial figures for 1H'22 is restated to include Pegadaian and PNM in accordance with PSAK 38

1H'22
BANK ONLY PERFORMANCE

FINANCIAL HIGHLIGHT – BANK ONLY

IDR Billion

Description	2020	2021	Q1'22	1H'21	1H'22	g YoY		g QoQ		g YtD	
						Nom	%	Nom	%	Nom	%
Asset/Liabilities											
Total Assets (IDR Billion)	1,421,785	1,572,761	1,540,856	1,411,625	1,542,793	131,168	9.3%	1,937	0.1%	(29,968)	-1.9%
Total Loans (Gross) (IDR Billion)	880,675	943,703	974,802	912,072	1,003,616	91,544	10.0%	28,814	3.0%	59,913	6.3%
Total Deposits (IDR Billion)	1,052,664	1,127,849	1,118,705	1,079,072	1,128,249	49,176	4.6%	9,544	0.9%	400	0.0%
Asset Quality											
NPL (gross)	2.94%	3.08%	3.15%	3.27%	3.32%		0.05%		0.17%		0.24%
NPL (nett)	0.80%	0.70%	0.77%	0.93%	0.86%		-0.07%		0.09%		0.16%
NPL Coverage	247.98%	278.14%	275.66%	258.41%	265.15%		6.74%		-10.51%		-12.99%
LAR	28.26%	24.11%	22.58%	27.29%	20.78%		-6.50%		-1.79%		-3.33%
LAR Coverage	25.77%	35.56%	38.50%	30.96%	42.39%		11.43%		3.89%		6.83%
Credit Cost	3.28%	3.42%	2.96%	4.12%	3.35%		-0.77%		0.39%		-0.07%
Liquidity											
CASA	61.00%	63.30%	63.75%	60.10%	65.36%		5.26%		1.61%		2.06%
LDR	83.66%	83.67%	87.14%	84.52%	88.95%		4.43%		1.82%		5.28%
Profitability											
Net Profit (IDR Billion)	18,353	32,215	10,903	12,448	23,826	11,378	91.4%	2,020	18.5%	-	-
Cost of Fund (CoF)	3.22%	2.05%	1.73%	2.18%	1.70%		-0.48%		-0.04%		-0.36%
NIM	6.00%	6.89%	6.85%	7.02%	7.35%		0.32%		0.50%		0.46%
Loan Yield	11.00%	11.47%	10.98%	11.58%	11.48%		-0.10%		0.50%		0.00%
Cost to Income Ratio (CIR)	45.40%	43.26%	38.37%	39.78%	37.11%		-2.66%		-1.26%		-6.14%
Operating Expense to Operating Income	81.22%	74.30%	64.26%	78.30%	63.98%		-14.32%		-0.28%		-10.32%
ROA before tax	1.98%	2.72%	3.56%	2.38%	3.82%		1.44%		0.26%		1.10%
ROA after tax	1.39%	2.23%	2.84%	1.82%	3.11%		1.28%		0.26%		0.87%
ROE Tier 1	11.05%	16.87%	19.11%	14.53%	21.43%		6.90%		2.32%		4.56%
ROE B/S	9.91%	14.09%	15.39%	12.90%	17.08%		4.18%		1.70%		2.99%
Capital											
Tier1 CAR	19.59%	24.27%	21.39%	18.62%	21.97%		3.34%		0.58%		-2.30%
Total CAR	20.61%	25.28%	22.39%	19.63%	22.97%		3.34%		0.58%		-2.32%

BALANCE SHEET – BANK ONLY

Stronger Loan Growth with Ample Liquidity and Robust Capital

IDR Billion

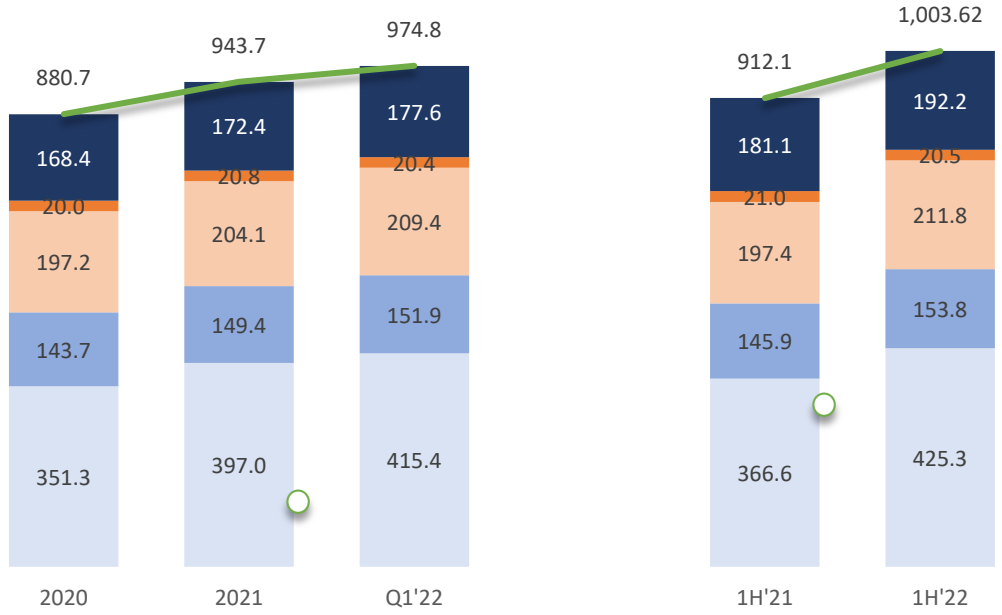
Description	2020	2021	Q1'22	1H'21	1H'22	g YoY		g QoQ		g YtD	
						Nom	%	Nom	%	Nom	%
Total Assets	**1,421,785**	**1,572,761**	**1,540,856**	**1,411,625**	**1,542,793**	**131,168**	**9.3%**	**1,937**	**0.1%**	**(29,968)**	**-1.9%**
- Gross Loans	880,675	943,703	974,802	912,072	1,003,616	91,544	10.0%	28,814	3.0%	59,913	6.3%
- Other Earnings Assets	467,502	561,094	503,679	457,355	468,812	11,457	2.5%	(34,867)	-6.9%	(92,282)	-16.4%
Total Earning Assets	1,348,177	1,504,797	1,478,481	1,369,427	1,472,428	103,001	7.5%	(6,053)	-0.4%	(32,369)	-2.2%
Earning Assets Provision	(66,444)	(82,868)	(86,837)	(79,482)	(90,315)	(10,834)	13.6%	(3,478)	4.0%	(7,447)	9.0%
Total Earning Assets (net)	1,281,733	1,421,928	1,391,643	1,289,945	1,382,113	92,167	7.1%	(9,531)	-0.7%	(39,816)	-2.8%
Total Non Earning Assets	140,052	150,833	149,213	121,680	160,681	39,001	32.1%	11,468	7.7%	9,848	6.5%
Total Liabilities & S.E	**1,421,785**	**1,572,761**	**1,540,856**	**1,411,625**	**1,542,793**	**131,168**	**9.3%**	**1,937**	**0.1%**	**(29,968)**	**-1.9%**
Total Customer Deposits	1,052,664	1,127,849	1,118,705	1,079,072	1,128,249	49,176	4.6%	9,544	0.9%	400	0.0%
- Demand Deposits	183,002	219,397	227,276	189,305	239,990	50,685	26.8%	12,714	5.6%	20,593	9.4%
- Savings	459,148	494,576	485,911	459,233	497,473	38,240	8.3%	11,562	2.4%	2,897	0.6%
- Time Deposits	410,513	413,876	405,518	430,535	390,786	(39,749)	-9.2%	(14,731)	-3.6%	(23,089)	-5.6%
Other Interest Bearing Liabilities	134,912	103,204	77,055	90,376	78,088	(12,288)	-13.6%	1,033	1.3%	(25,116)	-24.3%
Non Interest Bearing Liabilities	39,850	55,291	76,552	48,818	57,496	8,677	17.8%	(19,057)	-24.9%	2,205	4.0%
Tier I Capital	174,757	231,397	212,728	173,159	221,101	47,942	27.7%	8,373	3.9%	(10,296)	-4.4%
Total Shareholder's Equity	194,359	286,418	268,544	193,358	278,961	85,603	44.3%	10,416	3.9%	(7,457)	-2.6%

LOAN PORTFOLIO – BANK ONLY

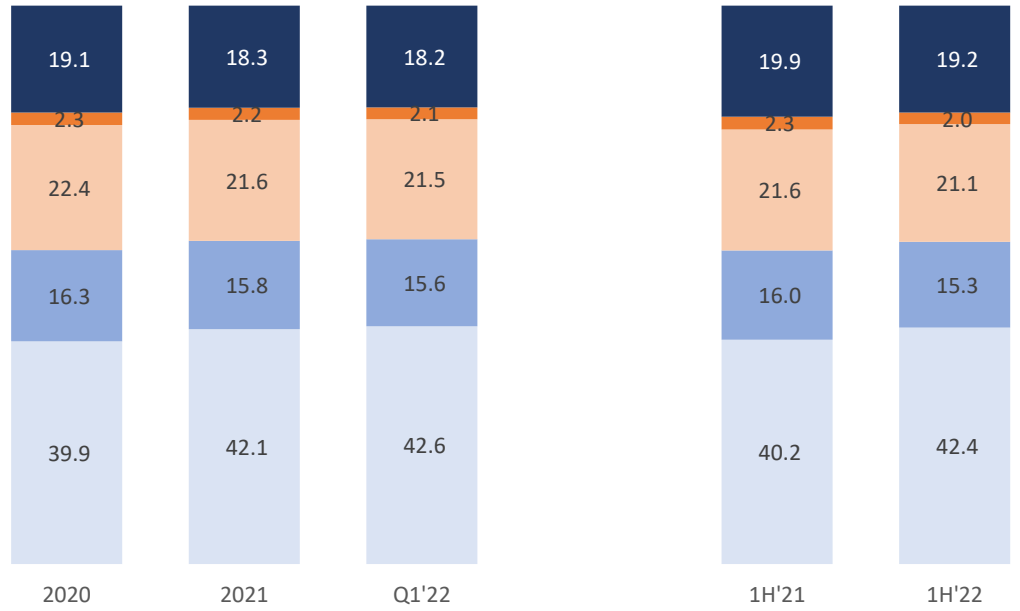
Micro Driven Persistent Loan Growth Capitalizing On Economic Recovery Momentum

Loan Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



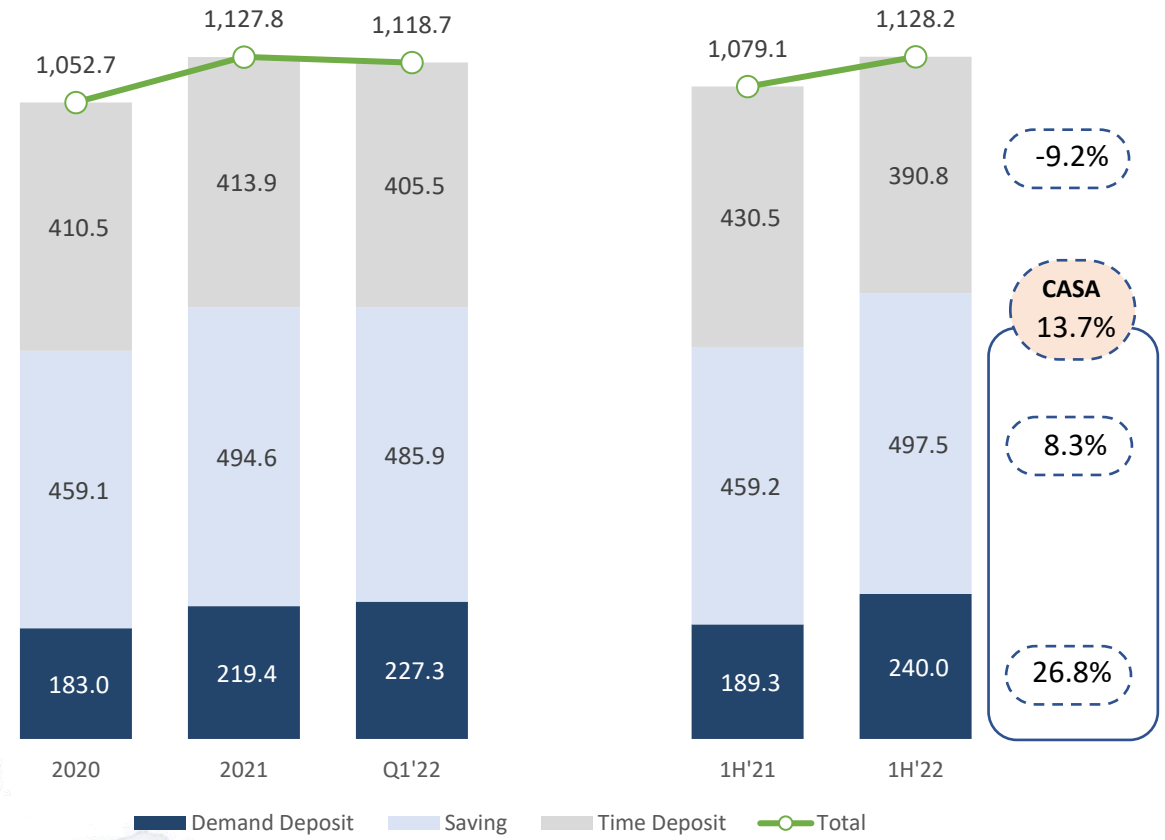
	Micro	Consumer	Small	Medium	Corporate	Total
YoY Growth (%)	16.0	5.4	7.3	-2.5	6.1	**10.0**
(IDR Tn)	58.7	7.9	14.4	-0.5	11.1	**91.5**

√ *Since 2022, BRI has classified SOE and Corporate non-SOE into Corporate Segment*

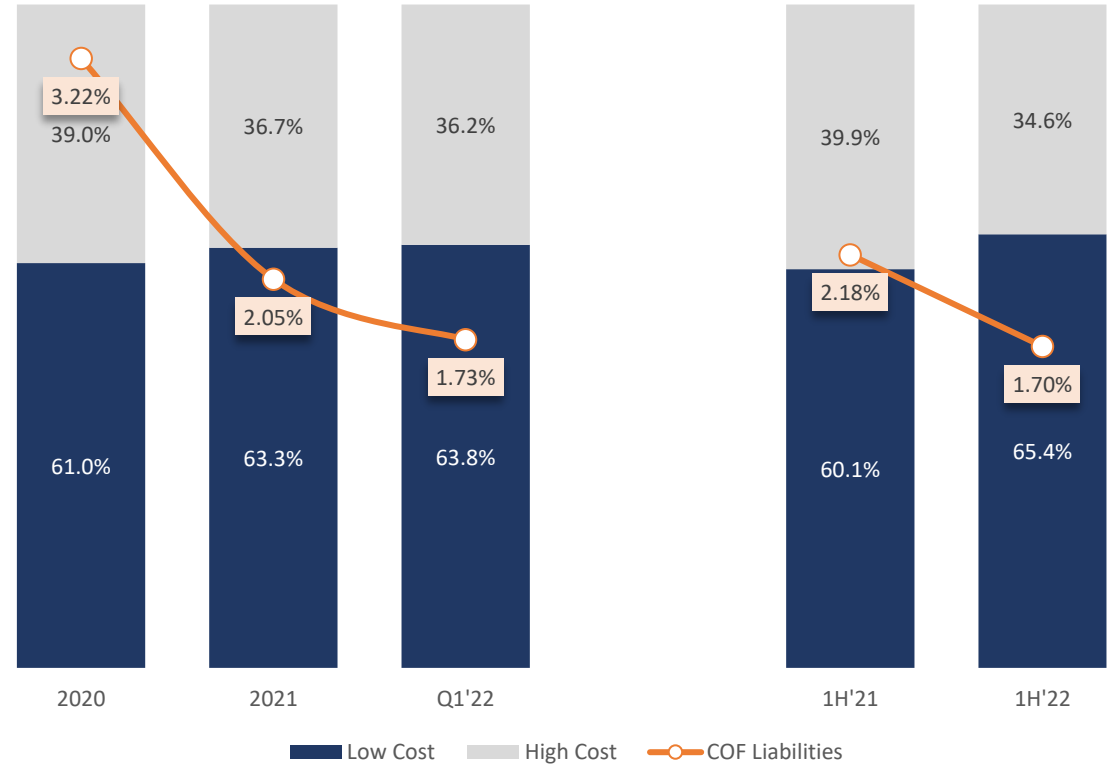
DEPOSIT – BANK ONLY

Strong CASA Growth with Manageable Cost of Fund

Deposits Growth (IDR Trillion)



Deposits Composition, COF



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

INCOME STATEMENT – BANK ONLY

Strong Net Profit Supported by High Double Digit PPOP Growth and More Efficient Provision Expenses

IDR Billion

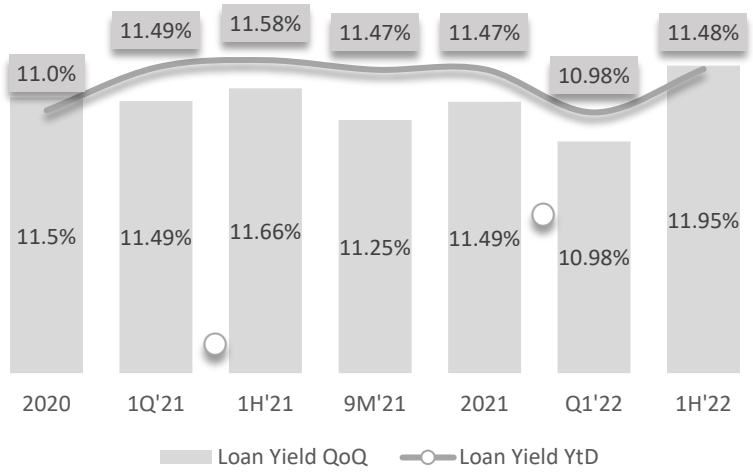
Description	2020	2021	Q1'22	1H'21	1H'22	g YoY		g QoQ	
						Nom	%	Nom	%
Interest Income	109,959	119,828	30,216	58,556	63,621	5,066	8.7%	3,190	10.6%
Interest from Loans	95,626	104,883	26,263	51,846	55,955	4,108	7.9%	3,429	13.1%
Int. from Other Earning Assets	14,333	14,945	3,953	6,709	7,667	957	14.3%	(238)	-6.0%
Interest Expense	(34,812)	(24,008)	(5,127)	(12,204)	(9,915)	2,289	-18.8%	339	-6.6%
Net Interest Income	**75,147**	**95,819**	**25,089**	**46,352**	**53,707**	**7,355**	**15.9%**	**3,529**	**14.1%**
Fee & Other Opr. Income	28,430	32,401	7,827	16,302	17,533	1,231	7.6%	1,878	24.0%
Gross Operating Income	**103,577**	**128,220**	**32,916**	**62,654**	**71,239**	**8,586**	**13.7%**	**5,407**	**16.4%**
Operating Expenses	(46,396)	(54,778)	(12,618)	(24,864)	(26,401)	(1,537)	6.2%	(1,165)	9.2%
Pre-Provision Operating Profit	**57,181**	**73,442**	**20,298**	**37,790**	**44,838**	**7,049**	**18.7%**	**4,242**	**20.9%**
Provision Expenses	(30,989)	(34,018)	(6,695)	(21,529)	(15,589)	5,940	-27.6%	(2,199)	32.8%
Non-Operating Income (Net)	(31)	(203)	28	(2)	51	53	-2190.4%	(5)	-18.8%
Profit Before Tax n Minor. Int.	**26,161**	**39,221**	**13,631**	**16,258**	**29,300**	**13,042**	**80.2%**	**2,038**	**15.0%**
Tax Expense	(7,808)	(7,005)	(2,728)	(3,810)	(5,474)	(1,664)	43.7%	(18)	0.6%
Net Profit	**18,353**	**32,215**	**10,903**	**12,448**	**23,826**	**11,378**	**91.4%**	**2,020**	**18.5%**
EPS*	**150**	**263**	**356**	**203**	**389**				

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

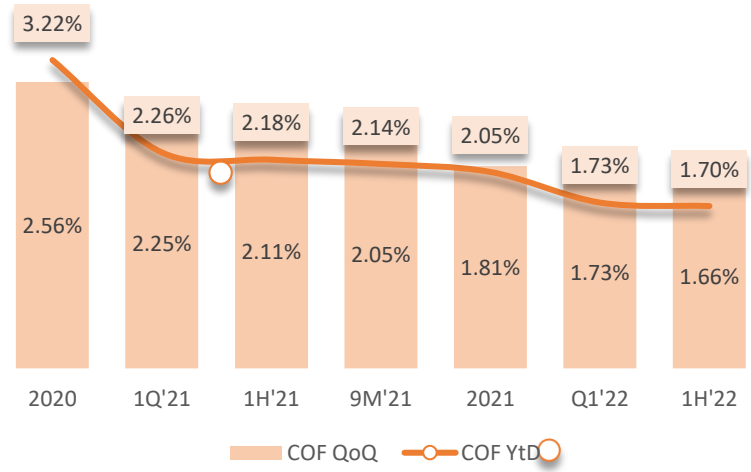
PROFITABILITY TREND – BANK ONLY

Highest Quarterly PPOP Since Pandemic

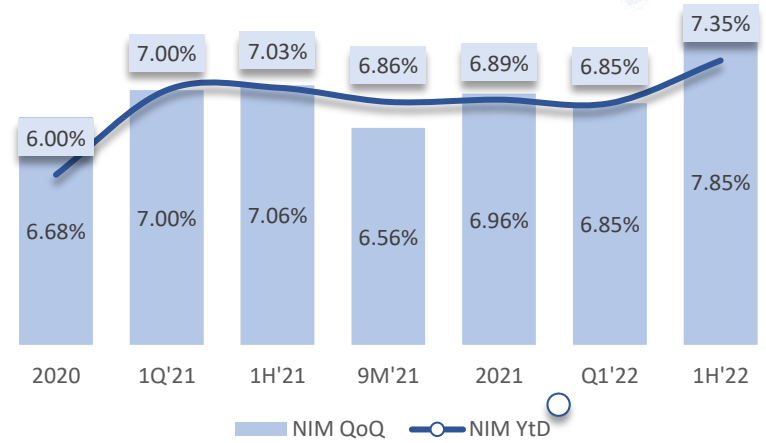
Loan Yield



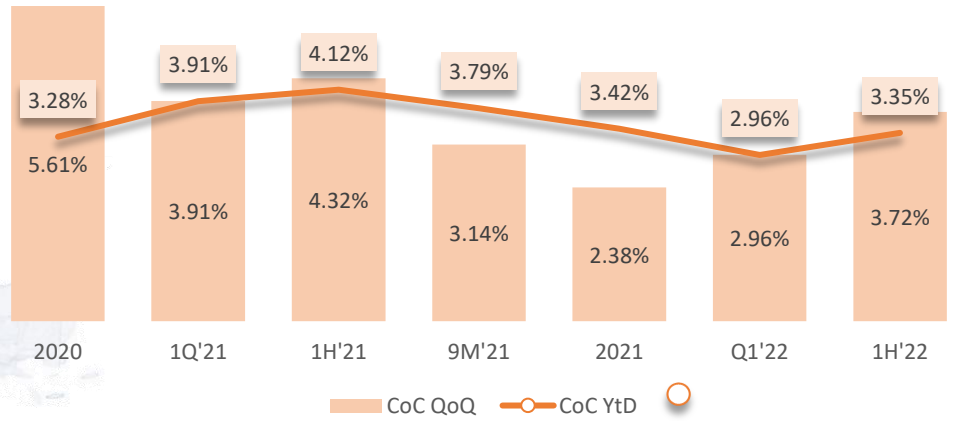
Cost of Fund



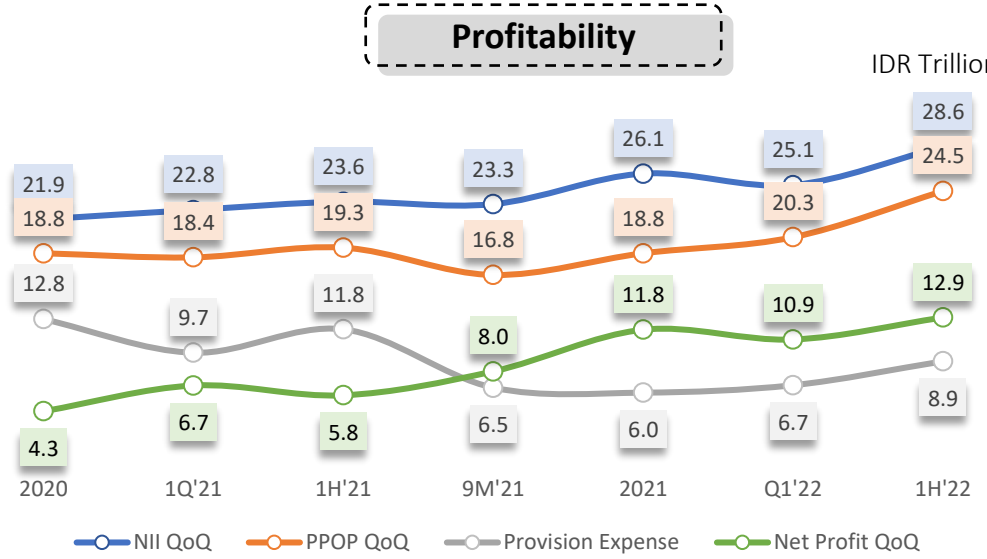
NIM



Credit Cost



Profitability



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

OTHER OPERATING INCOME & OPERATING EXPENSES – BANK ONLY

Positive Other Operating Income Growth with Anticipated Operating Expenses

Fee & Other Operating Income

IDR Billion

Description	2020	2021	Q1'22	1H'21	1H'22	g YoY		g QoQ	
						Nom	%	Nom	%
Fees and Commissions	15,183	16,548	4,271	8,165	8,798	633	7.8%	255	6.0%
Recovery	7,161	8,918	2,336	4,236	5,022	787	18.6%	350	15.0%
Gain Fr Sales of Securities (realized)	2,513	3,190	433	1,760	852	-908	-51.6%	-13	-3.0%
Increase in Fair Value of Securities (unrealized)	285	-	75	59	43	-16	-27.4%	-107	-143.0%
Gain fr Forex	1,252	1,736	411	850	602	-248	-29.2%	-220	-53.6%
Others	2,035	2,008	301	1,233	2,215	982	79.7%	1,612	534.8%
Total Other Operating Income	**28,430**	**32,401**	**7,827**	**16,302**	**17,533**	**1,231**	**7.6%**	**1,878**	**24.0%**

Operating Expenses

IDR Billion

Description	2020	2021	Q1'22	1H'21	1H'22	g YoY		g QoQ	
						Nom	%	Nom	%
Personnel	24,980	29,961	7,179	13,880	14,458	578	4.2%	101	1.4%
General and Administration	16,107	17,693	3,798	7,892	8,293	401	5.1%	696	18.3%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	-	-	-	-	-
Losses fr sale of Securities and Govt. Bonds	-	34	-	-	-	-	-	-	-
Losses from forex transaction	-	-	-	-	-	-	-	-	-
Promotion	2,146	2,005	309	779	926	148	19.0%	309	99.9%
Others	3,163	5,085	1,332	2,313	2,724	411	17.8%	59	4.4%
Total Other Operating Expenses	**46,396**	**54,778**	**12,618**	**24,864**	**26,401**	**1,537**	**6.2%**	**1,165**	**9.2%**

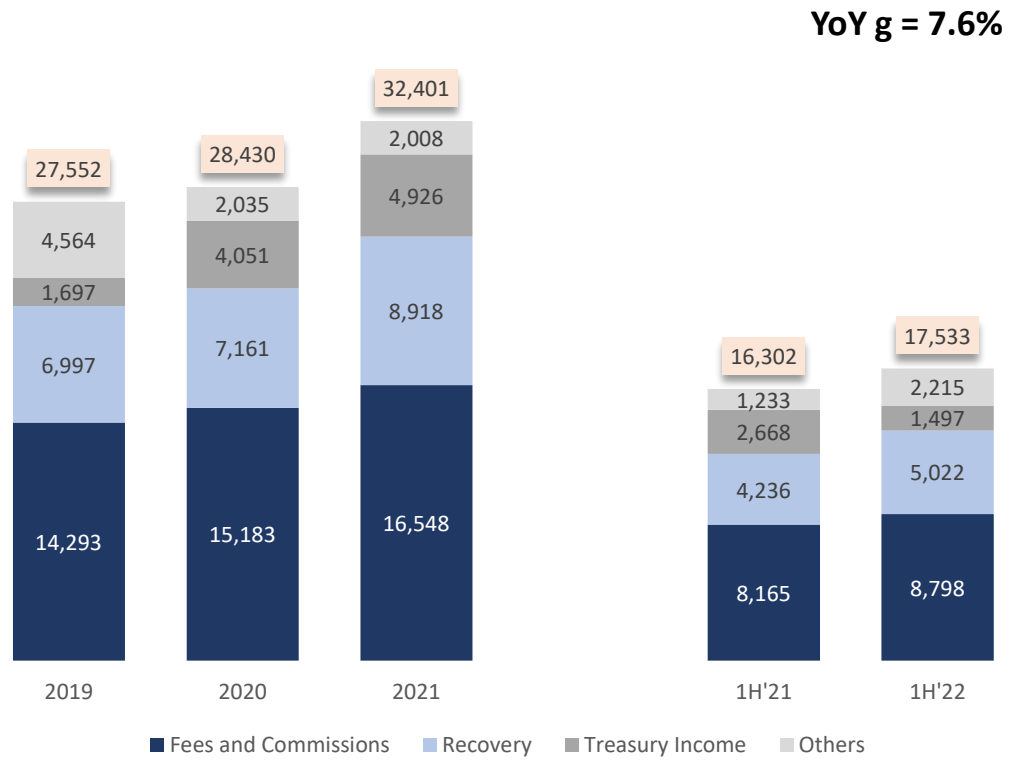
Note: all numbers are bank only, unless stated as consolidated

FEE & OTHER OPERATING INCOME – BANK ONLY

Optimizing Subsidiaries Roles Through Cross-Selling Potential

Fee and Other Operating Income

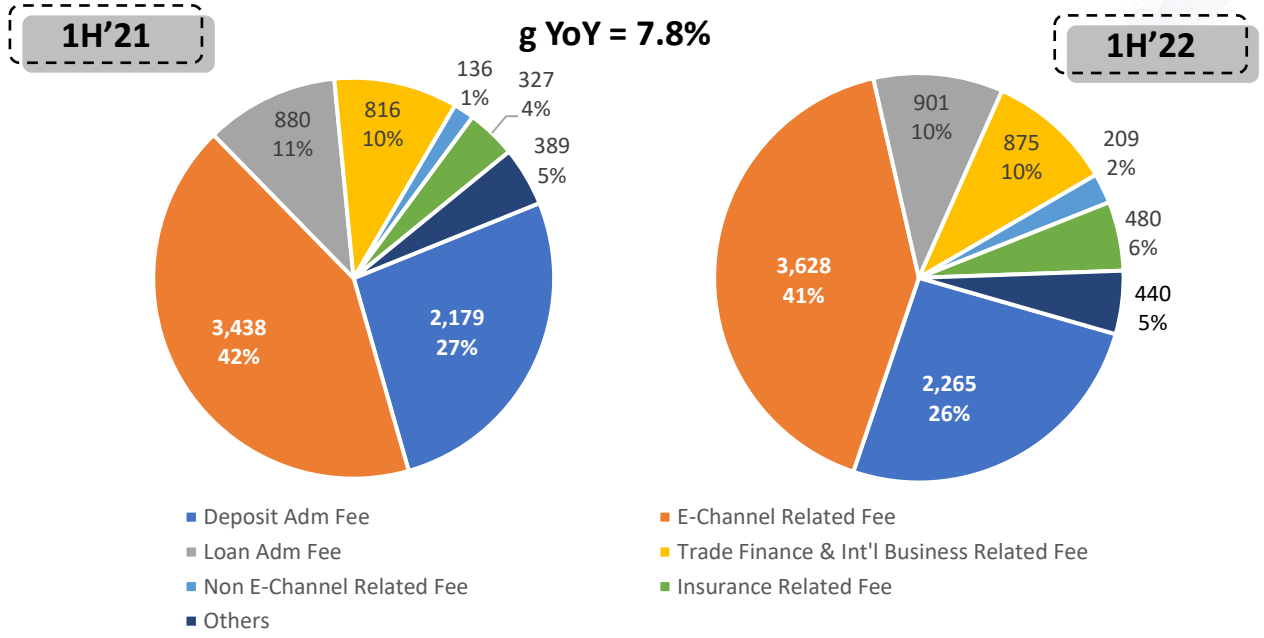
(IDR Billion)



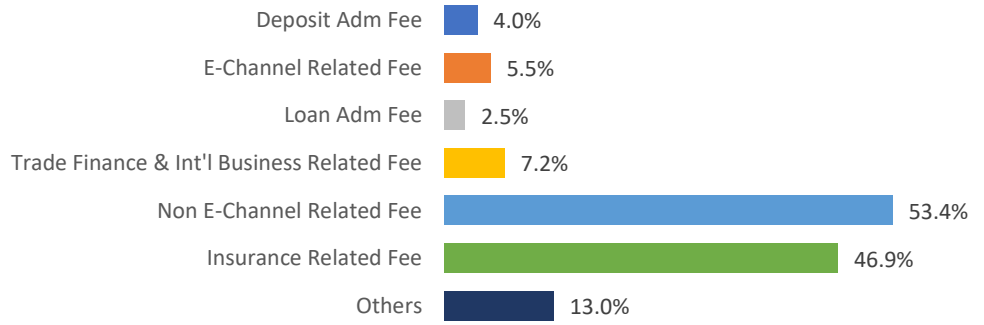
Fee & Other Operating Income growth driven by Recovery Income and Fee Based Income.
Ratio of Fee Based Income to Total Income reached 10.8%.

Fee and Commission – Composition

(IDR Billion)



YoY Growth



FINANCIAL RATIOS – BANK ONLY

Solid Performance in Host Metrics

Description	2020	2021	Q1'22	1H'21	1H'22	Δ YoY
CASA	61.00%	63.30%	63.75%	60.10%	65.36%	5.26%
Cost of Fund (COF)	3.22%	2.05%	1.73%	2.18%	1.70%	-0.48%
LDR	83.66%	83.67%	87.14%	84.52%	88.95%	4.43%
Net Interest Margin (NIM)	6.00%	6.89%	6.85%	7.02%	7.35%	0.32%
Cost to Income Ratio (CIR)	45.40%	43.26%	38.37%	39.78%	37.11%	-2.66%
Earning Asset Provision	5.42%	6.16%	6.53%	6.66%	6.74%	0.08%
Opr. Expense to Opr. Income	81.22%	74.30%	64.26%	78.30%	63.98%	-14.32%
NPL ratio - Gross	2.94%	3.08%	3.15%	3.27%	3.32%	0.05%
NPL ratio - Nett	0.80%	0.70%	0.77%	0.93%	0.86%	-0.07%
NPL Coverage	247.98%	278.14%	275.66%	258.41%	265.15%	6.74%
LAR	28.26%	24.11%	22.58%	27.29%	20.78%	-6.50%
LAR Coverage	25.77%	35.56%	38.50%	30.96%	42.39%	11.43%
Return on Assets (ROA) - b.t	1.98%	2.72%	3.56%	2.38%	3.82%	1.44%
Return on Assets (ROA) - a.t	1.39%	2.23%	2.84%	1.82%	3.11%	1.28%
Return on Equity (ROE) - Tier I	11.05%	16.87%	19.11%	14.53%	21.43%	6.90%
Return on Equity (ROE) - B/S	9.91%	14.09%	15.39%	12.90%	17.08%	4.18%
Tier I CAR	19.59%	24.27%	21.39%	18.62%	21.97%	3.34%
Total CAR	20.61%	25.28%	22.39%	19.63%	22.97%	3.34%

BRI 1H'22
LOAN QUALITY

LOAN QUALITY – BANK ONLY

Classified Loan, Write Off, and Recovery

Non-Performing Loan – by segment

NPL	2020	2021	Q1'22	1H'21	1H'22
Micro	0.83%	1.49%	1.77%	1.53%	2.21%
Consumer	1.49%	1.78%	1.93%	1.79%	2.00%
Small	3.61%	4.05%	4.39%	4.14%	4.71%
Medium	4.61%	3.57%	3.95%	2.99%	3.83%
Corporate	7.57%	6.68%	5.89%	7.06%	5.25%
Total NPL	**2.94%**	**3.08%**	**3.15%**	**3.27%**	**3.32%**

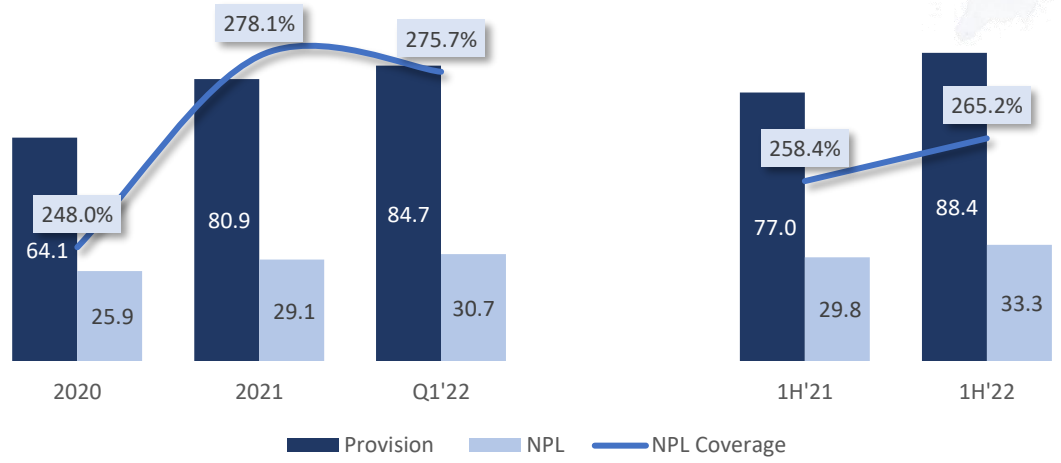
Special Mention – by segment

SML	2020	2021	Q1'22	1H'21	1H'22
Micro	2.47%	3.03%	4.44%	4.26%	5.06%
Consumer	2.69%	2.20%	2.95%	3.29%	2.92%
Small	3.19%	3.42%	5.46%	6.58%	5.79%
Medium	3.07%	3.08%	3.14%	5.61%	2.78%
Corporate	2.85%	6.94%	7.25%	7.18%	7.37%
Total SML	**2.75%**	**3.70%**	**4.91%**	**5.22%**	**5.28%**

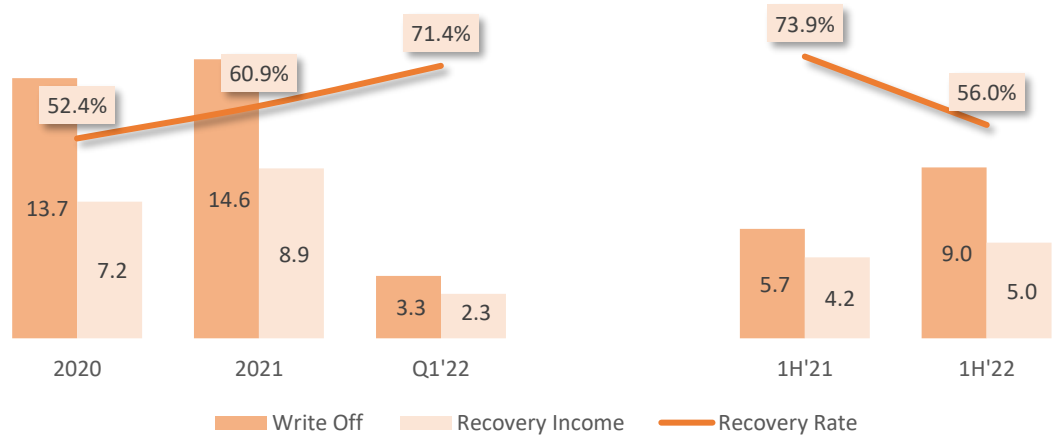
√ *Since 2022, BRI has classified SOE and Corporate non-SOE into Corporate Segment*

NPL Coverage

IDR Trillion



Write Off & Recovery



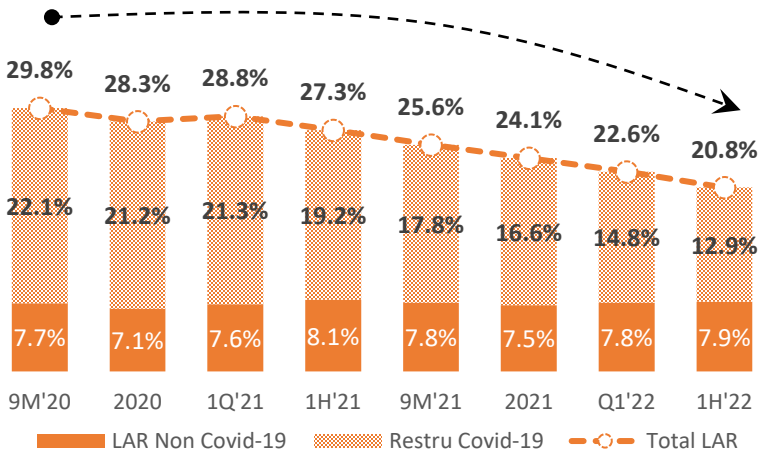
Note: All numbers are bank only, unless stated as consolidated

LOAN QUALITY – BANK ONLY

Loan at Risk Continues to Decline Coupled with More Adequate Provisioning

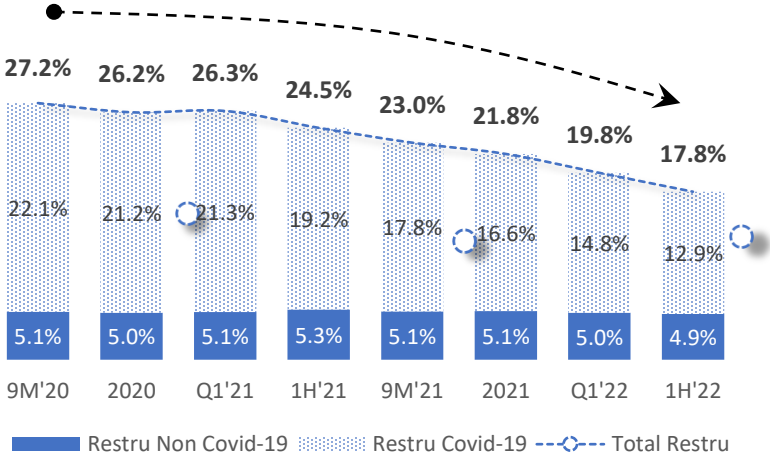
Loan At Risk

% to Total Loan

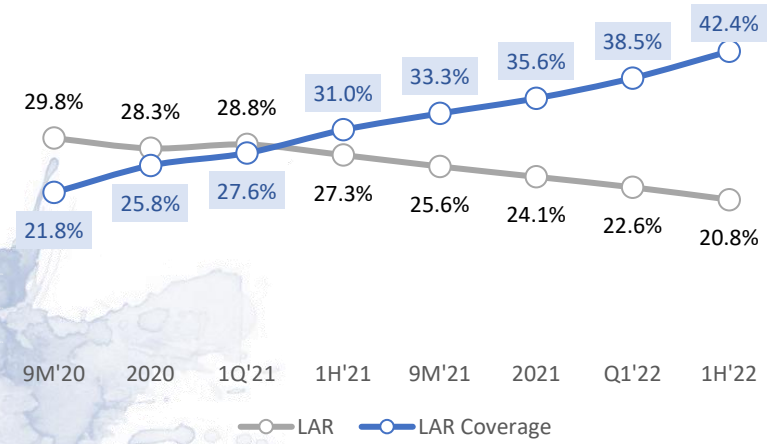


Total Restructured Loans

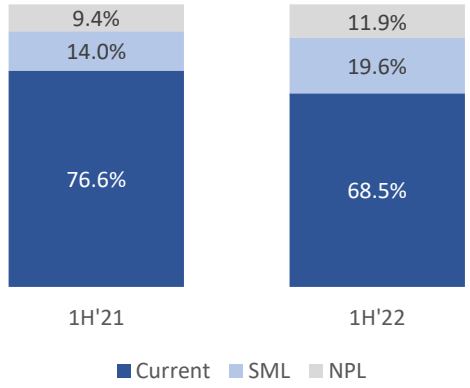
% to Total Loan



LAR & LAR Coverage (Inc. Covid-19)



Total Restructured Loans by Collectability



Credit Risk Management Strategy

Preventive and anticipative ways to mitigate uncertainties

01 Build adequate provision in accordance with borrowers' risk classification

02 Conduct stress tests and portfolio review periodically

03 Closely monitor borrowers' capacity, soft lending strategy, to anticipate cliff effect at the end of OJK relaxation

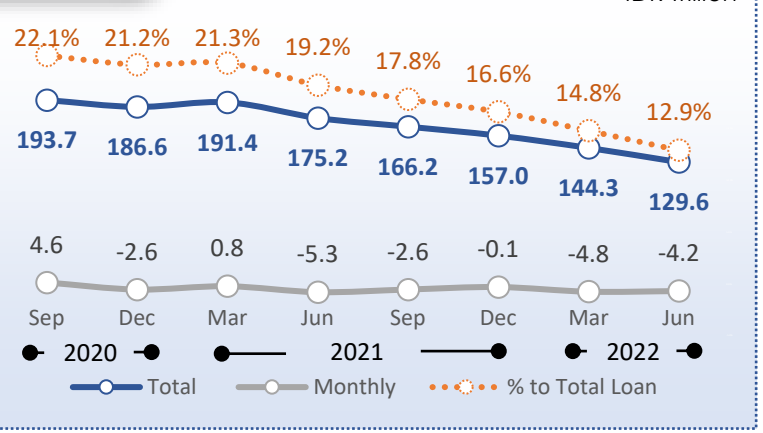
04 Early detection to see potential restructuring failures and develop strategy

05 Selective loan growth based on Loan Portfolio Guideline and "business follow stimulus"

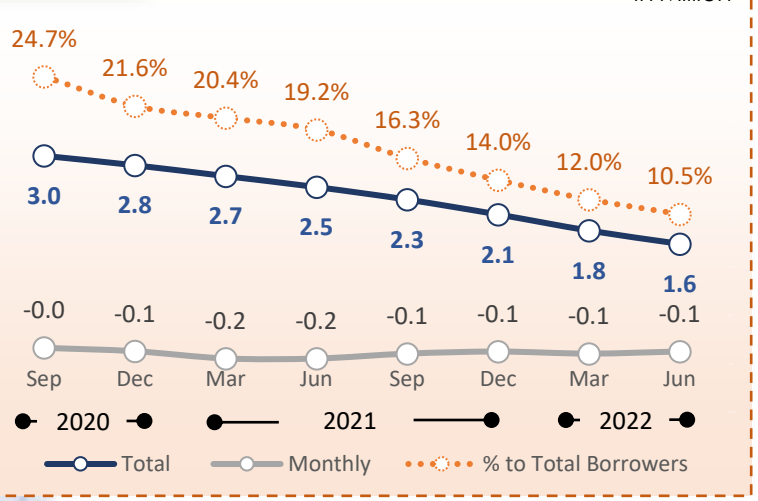
COVID-19 RESTRUCTURED LOAN – BANK ONLY

Declining Restructured Loan Outstanding and Borrowers

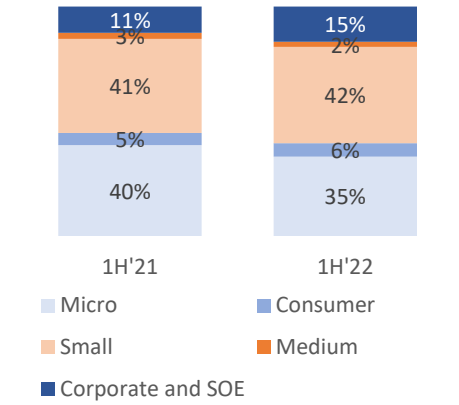
Outstanding



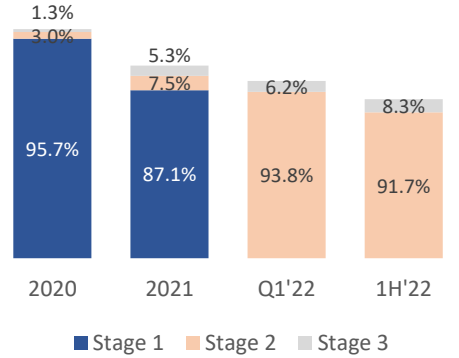
Borrowers



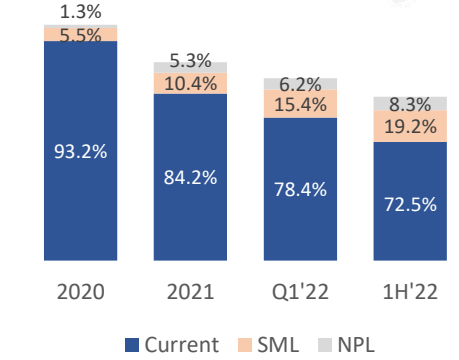
Outstanding Composition by Segment



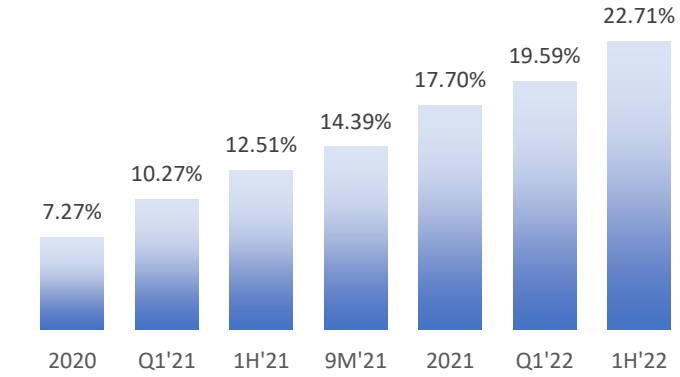
Covid-19 Restru by Stage



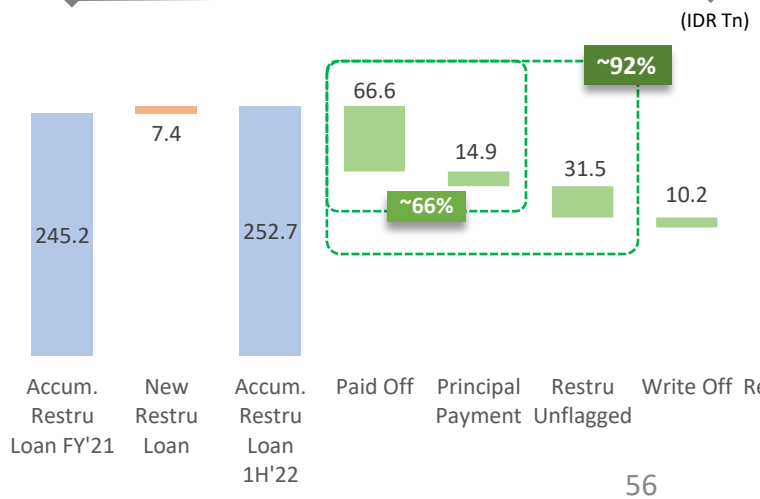
Covid-19 Restru by Collectability



Covid-19 Loan Provisioning



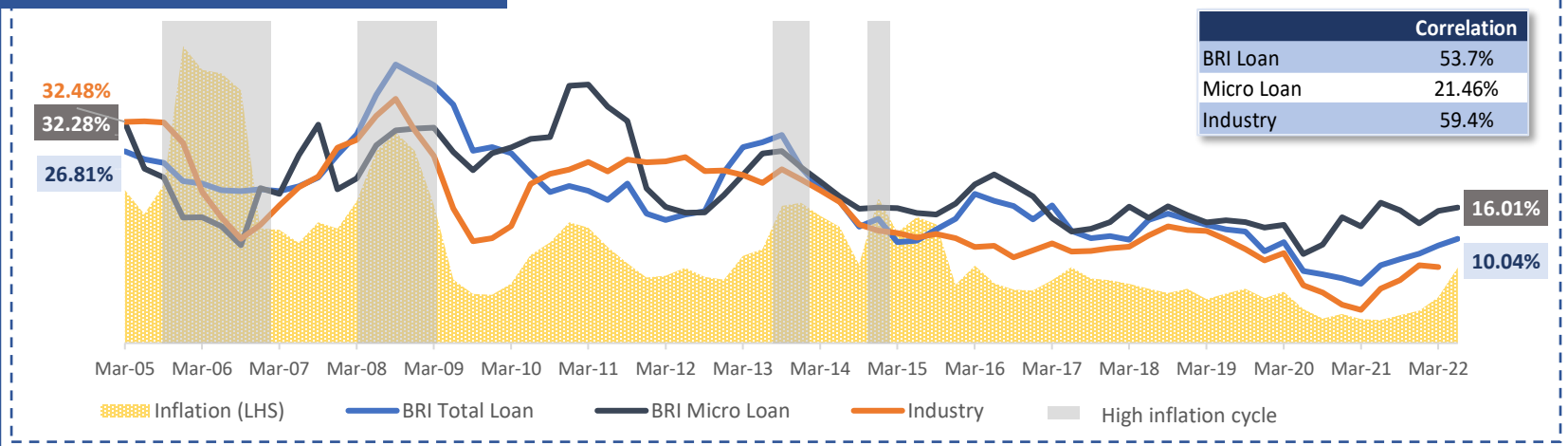
Covid-19 Restru Loan Movement



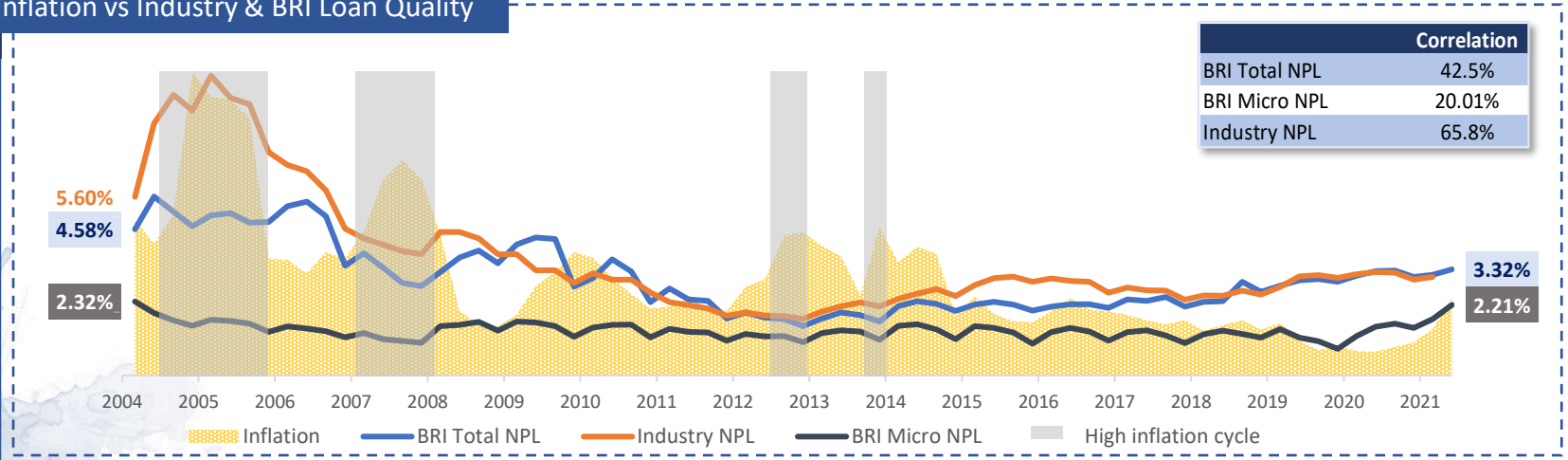
RESILIENT PERFORMANCE DURING PAST ECONOMIC CYCLE

BRI Loan growth esp. in Micro Segment shows positive trend during past inflation cycles, gives optimist for BRI's sustain business growth during upcoming economic challenges.

Inflation vs Industry & BRI Loan Growth



Inflation vs Industry & BRI Loan Quality



BRI remains cautious given the challenges of the global economic conditions in the form of rising inflation and the looming risk of an economic slowdown that could impact loan growth and quality.

Indonesia has experienced various inflationary cycles in the past decades, mainly due to rising fuel prices (2005, 2008, 2013, and 2014)

Despite experiencing pressures during periods with a significantly high inflation rate, historically, BRI has been able to maintain positive loan portfolio growth during various inflationary cycle. The correlation between inflation and BRI micro loan growth is relatively weak. Micro growth has been more stable amidst various inflationary conditions.

There is a positive correlation between inflation and the NPL of both BRI and banking Industry. Meanwhile the correlation between inflation and micro NPL seems to be lower, indicating that micro NPLs are relatively well managed amidst various inflationary trends.

BRI numbers are Bank Only

BUSINESS UPDATES

ULTRA MICRO & MICRO BUSINESS

ULTRA MICRO & MICRO ECOSYSTEM

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

Access to comprehensive Ultra Micro & Micro Financing Products

- **Group Lending (PNM Mekaar):**
  IDR 30.6 Tn (6.62% QoQ), 12.2 mn borrowers (6.09% QoQ)
- **Pawn Lending (Pegadaian):**
  IDR 48.9 Tn (0.91% QoQ), 6.4 mn borrowers (0% QoQ)
- **Micro Loan:**
  IDR 363.5 Tn (3.42% QoQ), 13.7 mn borrowers (4.18% QoQ)
  a) BRI KUR: IDR 225.4 Tn (5.43% QoQ), 10.6 mn borrowers (2.91% QoQ)
  b) Kupedes: IDR 127.9 Tn (-0.16% QoQ), 2.7 mn borrowers (3.85% QoQ)
  c) PNM Ulamm: IDR 6.8 Tn (9.32% QoQ), +200K borrowers (143.9% QoQ)
  d) Pegadaian Kreasi: IDR 3.4 Tn (1.49% QoQ), +171K borrowers (1.79% QoQ)

+32mn (3.23% QoQ) Umi & Micro Borrowers

+138mn Micro Deposit Account

~30 mn Umi customers still need additional financing*

Comprehensive Savings and Beyond Banking Products

- **Micro Savings:** **IDR 355.8 Tn (5.27% QoQ)**
- **Micro Insurance (Life/ Health, House & Property):** **14.9 mn insurance policies (19.12% QoQ)**
  - **Life/ Health**: 6.6 mn policies (20.00% QoQ)
  - **House:** 4.6 mn policies (19.05% QoQ)
  - **Property: 3**.7 mn policies (17.65% QoQ)
- **Gold Savings & Investment:**
  9.1 mn customers (2.25% QoQ) & 17,865 kg gold (4.66% QoQ)
- **Mobile Banking (BRIMo):** **18.5 mn users (14.91%)**

Wider Points of Access

Physical Outlets
+16,900 units (3.05% QoQ)
(BRI +8,800 (0% QoQ); Pegadaian +4,000 (0% QoQ); PNM +4,100 (5.13% QoQ)

Co-Location (Senyum Outlets)
1002 units (148.02% QoQ)

BRILink Agents
570K Agents (5.56% QoQ)

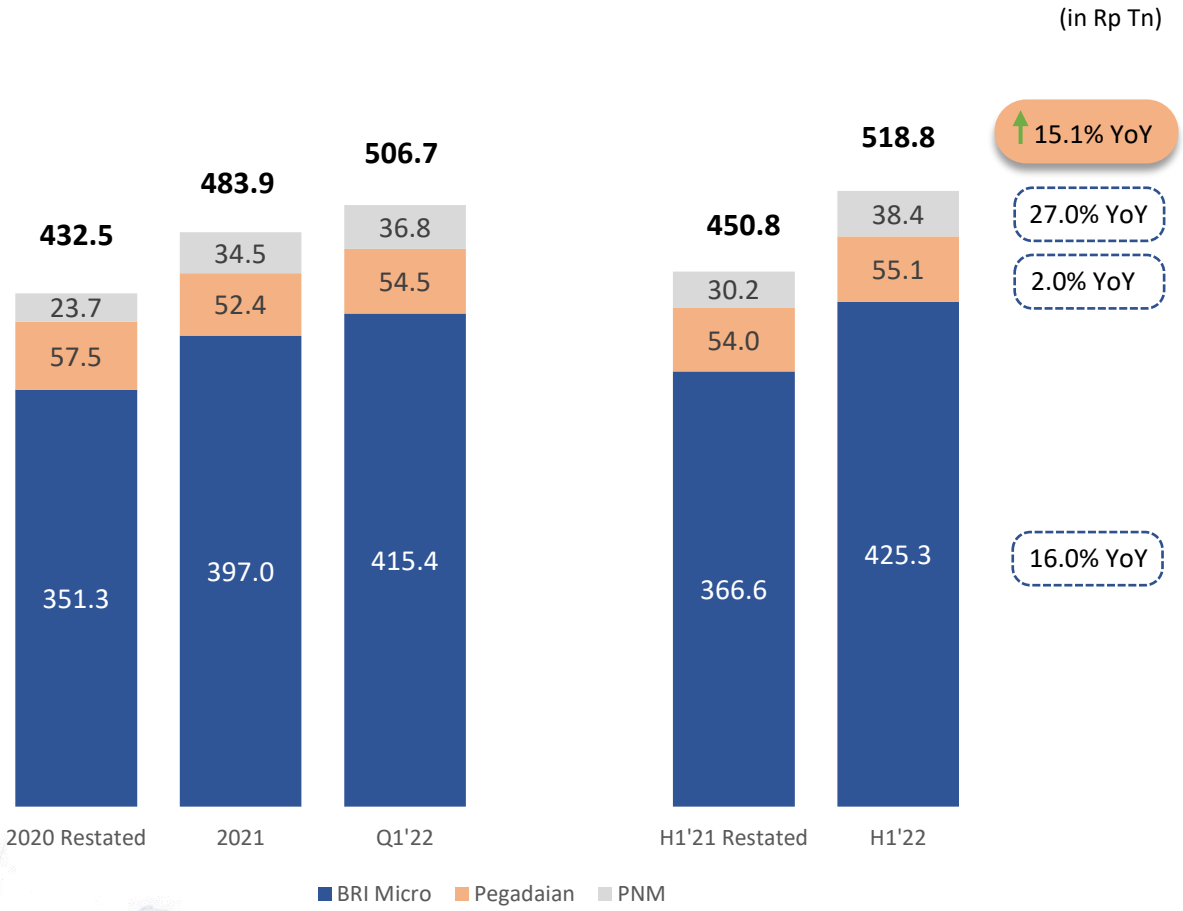
BRI E-Channels
+222K units (-3.06% QoQ)

Financial Advisors
+66K (0% QoQ)
(BRI +27K (0% QoQ); Pegadaian +2,600 (18.18% QoQ); PNM +37K (8.82%)

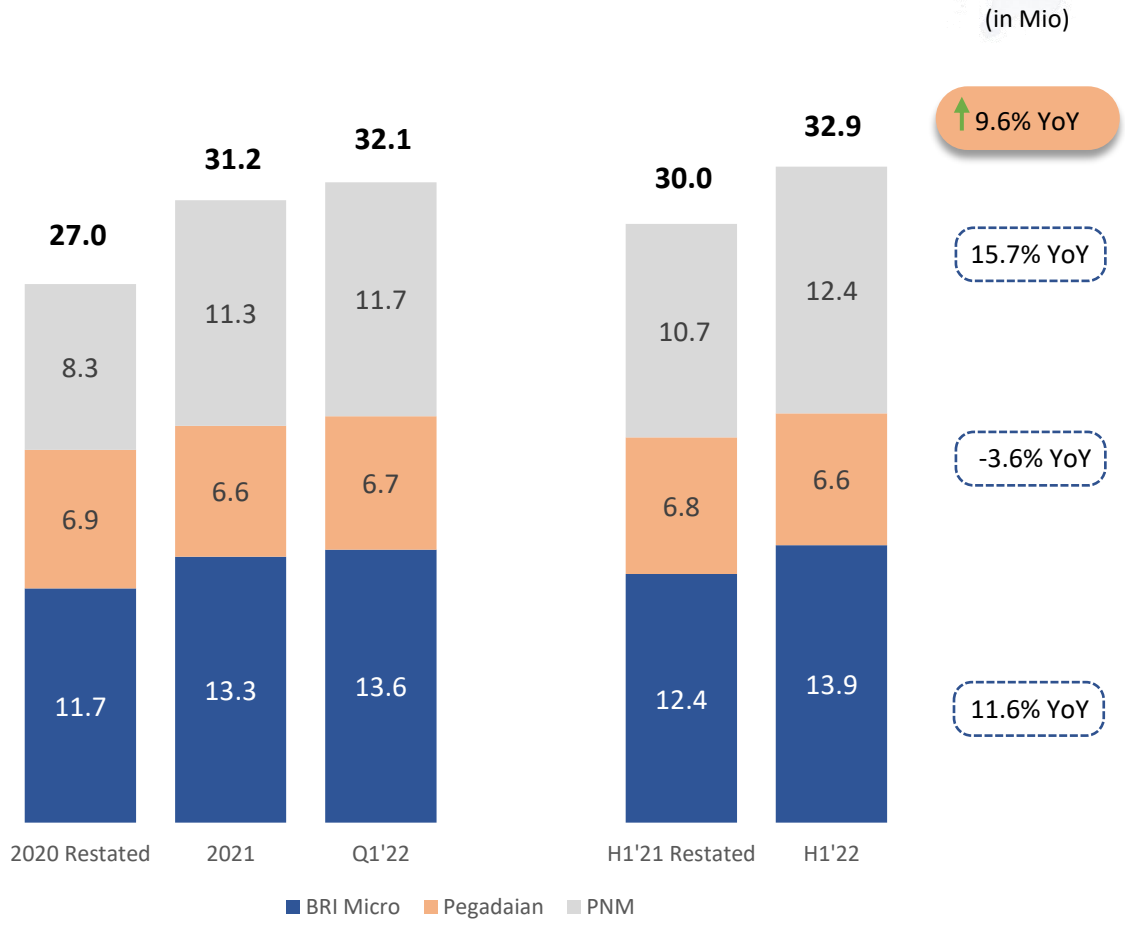
**Based on Company's Internal research as of 2020*
All numbers are as of June 30, 2022

ULTRA MICRO & MICRO LOAN PORTFOLIO

Loan Composition - Outstanding



Borrowers



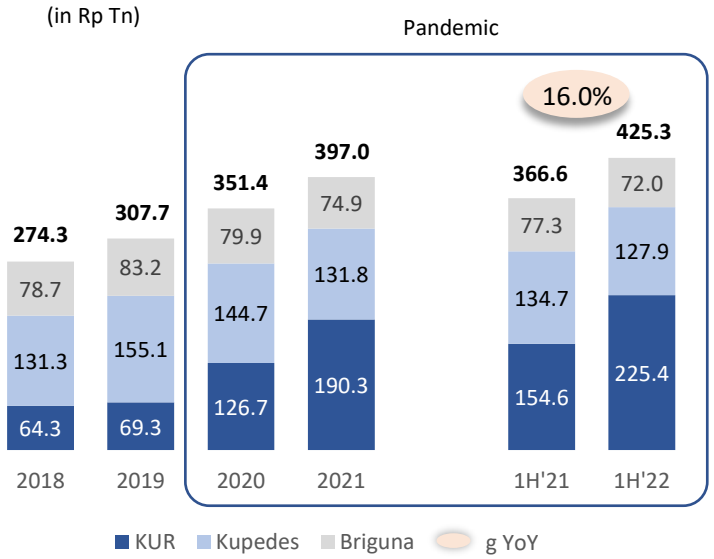
Note:

- *BRI includes Micro Loan*
- *Pegadaian numbers includes Pawn Lending and Non Pawn Lending*
- *PNM number includes Group Lending (Mekaar) and Non Group Lending (Ulaam)*

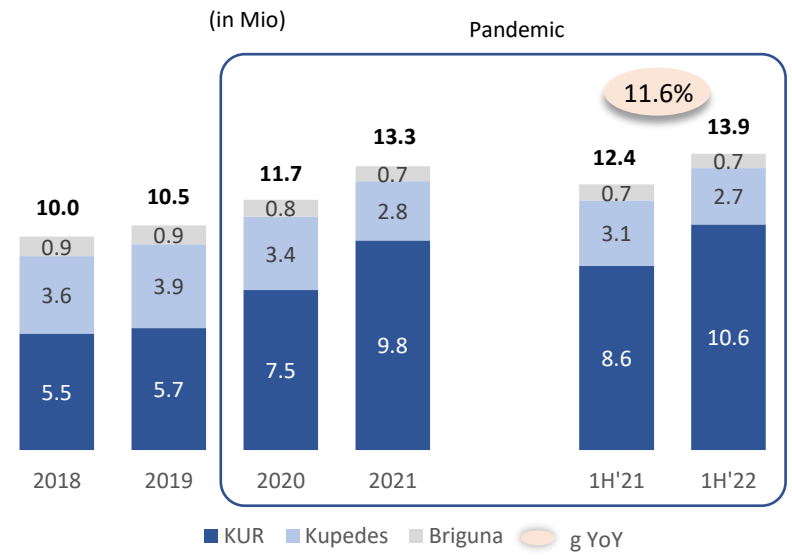
BRI MICRO BUSINESS PERFORMANCE (BANK ONLY)

Double Digit Loan Growth Supporting by Better CASA

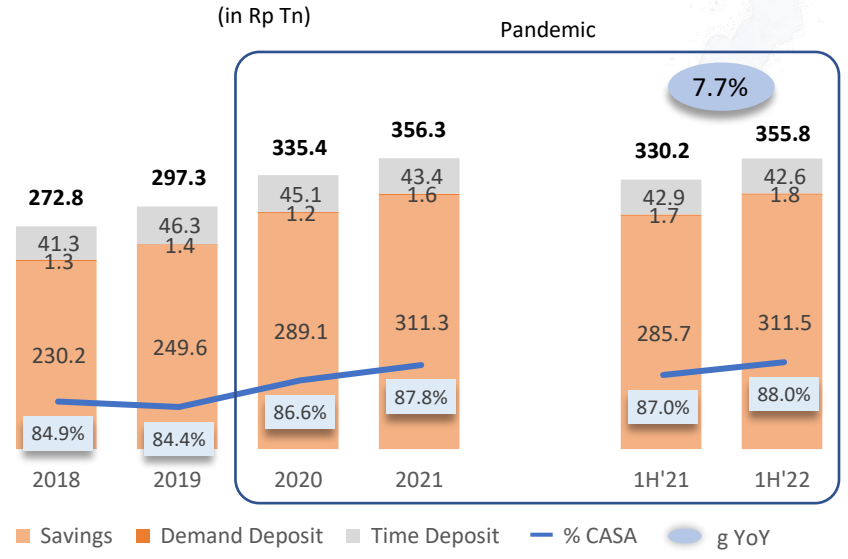
Micro Loan Outstanding



Borrowers



Third Party Fund



Growth YoY

	2018	2019	2020	2021	1H'21	1H'22
KUR	8.5%	7.9%	82.8%	50.1%	80.6%	45.8%
Kupedes	20.6%	18.1%	-6.7%	-8.9%	-8.1%	-5.1%
Briguna	10.4%	5.8%	-4.0%	-6.3%	-4.8%	-6.8%
Total	**14.5%**	**12.2%**	**14.2%**	**13.0%**	**17.0%**	**16.0%**

Growth YoY

	2018	2019	2020	2021	1H'21	1H'22
KUR	7.4%	4.5%	31.4%	31.1%	48.4%	22.4%
Kupedes	7.2%	8.7%	-12.8%	-19.5%	-17.5%	-13.7%
Briguna	-1.9%	-3.9%	-9.8%	-10.1%	-10.8%	-9.7%
Total	**6.5%**	**5.3%**	**11.4%**	**13.5%**	**20.0%**	**11.6%**

Growth YoY

	2018	2019	2020	2021	1H'21	1H'22
Savings	10.9%	8.4%	15.8%	7.7%	15.5%	9.0%
Demand Deposit	18.2%	7.7%	-12.9%	30.9%	-1.8%	4.5%
Time Deposit	11.9%	12.1%	-2.6%	-3.7%	-11.4%	-0.7%
Total	**11.1%**	**9.0%**	**12.8%**	**6.2%**	**11.0%**	**7.7%**

Bank only numbers

THE ESTABLISHMENT OF ULTRA MICRO ECOSYSTEM

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

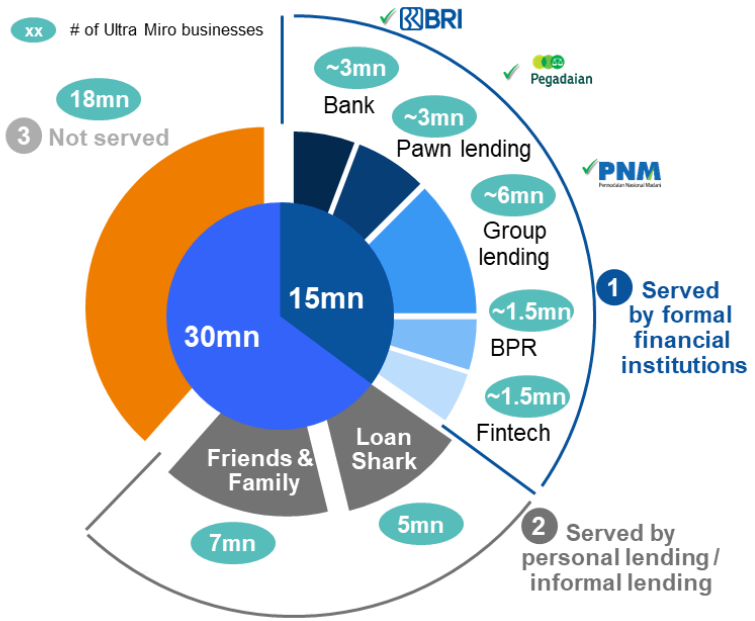
Ultra Micro Business will serve as BRI's New Source of Strong and Sustainable Growth

45mn required additional funding ...

1 But only **15mn** were served by formal financial institutions...

2 And **12mn** were served by personal lending / informal lending...

3 With the remaining **18mn** still not served by any providers



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.

Source: Company, as of 2018

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

Entities

BRI — Market leader in micro banking, serving **~13mn micro borrowers and ~100mn micro depositors**

Pegadaian — Market leader in pawn lending, serving **~6mn borrowers**

PNM — Market leader in group lending, serving and empowering **~10mn borrowers**

1. EMPOWER

PNM will empower the unfeasible and unbanked Ultra Micro customers to become independent entrepreneurs

PNM

2. INTEGRATE

Through their increased capabilities and wider product offerings, Pegadaian and BRI UMi will serve the individual lending needs of the graduating PNM customers who have become feasible and banked

Pegadaian BRI

3. UPGRADE

As the Ultra Micro customers mature, they will be upgraded to micro segment

BRI

Benefits

Economic
Increasing entity's valuation and hence shareholder's value

Social
Improve living standards and reduce financing costs for UMI customers

Sustainable
Contribute to financial literacy and social inclusion for all Indonesians

Value Propositions

1. Comprehensive Financing Product Offering
2. Joint Customer Acquisition
3. Wider Customer Point of Access Through Co-Location
4. Access to Micro Payment Ecosystem & Beyond Banking Products
5. Data Analytics
6. Empowerment & Increasing Capabilities

THE ULTRA MICRO ECOSYSTEM

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

SenyuM SENTRA LAYANAN ULTRA MIKRO

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

1. **Establishment of Ultra Micro ecosystem presence in the market** through joint branding, intensive marketing and integrated branch layout

2. **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**

3. **Integrated cross-entity customer journeys** through complementary product bundling

BRI | Pegadaian | PNM

Joint Meeter-Greeter

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

Joint Banking Hall

Common waiting area for all UMi customers

BRI Integrated Teller Counters

Serves all UMi customers

BRI CS Counters

Collaborates with Pegadaian appraiser for seamless customer journeys

Pegadaian Appraisal Counter

Dedicated counter for Pegadaian products and services

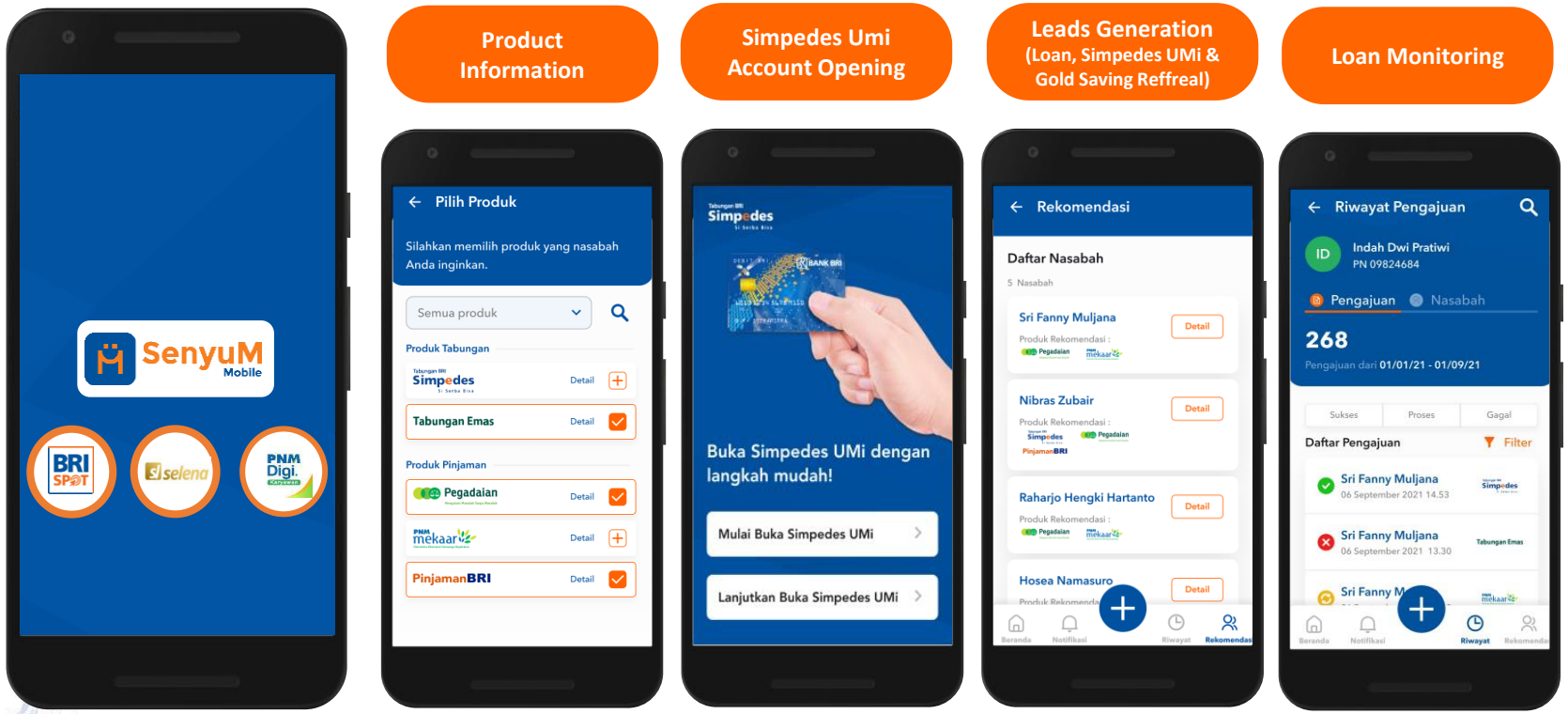
PNM Appraisal Counter

FAO desk for AO cash servicing and customer lead generation

THE ULTRA MICRO ECOSYSTEM

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

Integrated sales platform for UMi products — provide end to end features including product information, leads submission, application tracking, comprehensive customer database and performance monitoring

Seamless lead generation & allocation platform — within UMi ecosystem (BRI, Pegadaian and PNM) – including tracking of cross-lead generation, real-time status

Promote productivity through joint-selling mechanism — Promote productivity through joint-selling mechanism across 3 entities – to be used by salesforces, branch and agents for cross-referral

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.

BRIGADE MADANI

Integrated Strategies of 3 Ultra Micro Holding Entities

BRIGade Madani reflects the movement of three entities' employee to foster sustainable performance and strengthen Ultra Micro economy

Objectives

Internalizing Core Values

BRIGade Madani is an internalization step of core values AKHLAK as part of the strategy to achieve Ultra Micro performance target

Accelerating Business Process & Strategic Initiatives

Focus on 3 key parameters, namely increase financial inclusion, increase financial literacy, and create Ultra Micro ecosystem

Strengthening MSMEs Excellence & Accelerating Financial Inclusion

Ultra Micro Synergy is able to combine MSME businesses and UMi as a resilient ecosystem to realize the aspiration of 90% financial inclusion in 2024

OTHER BUSINESS SEGMENTS

CONSUMER LOAN

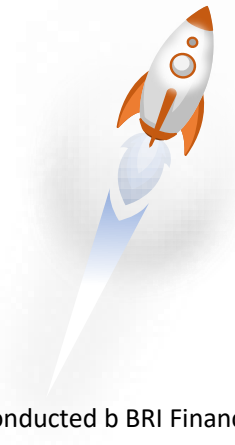
Outstanding

(IDR Trillion)

Segment	2019	2020	2021	1H'21	1H'22	g YoY		Composition
						Nom	%	
Salary Based	101.3	101.3	104.8	102.6	107.0	4.4	4.2%	69.5%
Mortgage	32.3	35.7	39.1	37.3	41.1	3.8	10.3%	26.8%
Vehicle Loan*	4.1	3.0	1.1	1.9	0.7	-1.2	-64.7%	0.4%
Card and Others	2.7	3.6	4.3	4.1	5.0	0.9	22.1%	3.3%
Total	**140.5**	**143.7**	**149.4**	**145.9**	**153.8**	**7.9**	**5.4%**	**100.0%**

NPL (%)

Description	2019	2020	2021	1H'21	1H'22
Salary Based	0.69%	0.94%	1.08%	1.13%	1.16%
Mortgage	2.30%	2.80%	3.36%	3.32%	3.91%
Vehicle Loan	0.71%	2.77%	6.39%	3.62%	11.47%
Card and Others	2.85%	2.83%	3.15%	3.48%	3.00%
Total	**1.10%**	**1.49%**	**1.78%**	**1.79%**	**2.00%**



*As part of BRI Group strategy to optimize business synergies, since 2021 the disbursement of new vehicle is conducted b BRI Finance. BRI also has transferred some of vehicle loan portfolio to BRI Finance as part of the strategy.

Enhancing Digital Collaboration

New Digital Proposition

- Briguna Digital: Digital Salary Based Loan
- BRIMo Lifestyle Superapp

Deepen Existing Customers Relationship

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

Business Process Reengineering

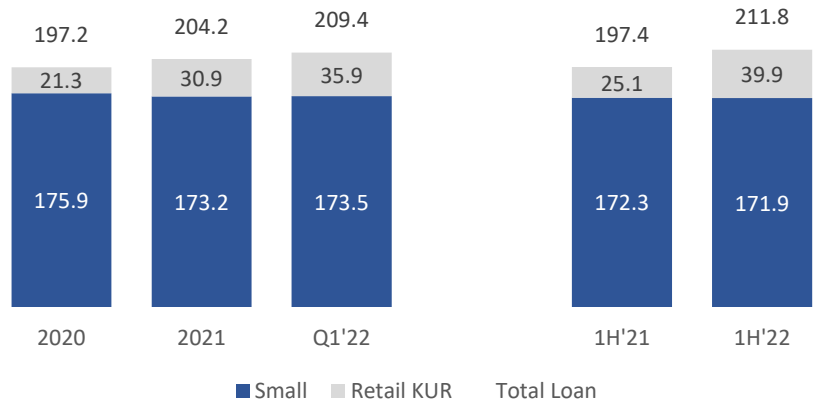
- BRISPOT enhancement
- BRICS (BRI Collection System)
- Consumer loan factory

Bank only numbers

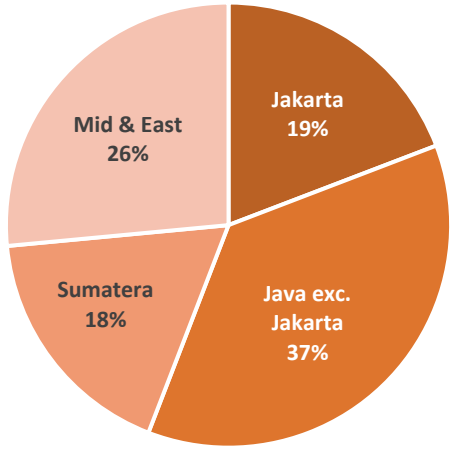
SMALL & MEDIUM LOAN

Small Loan (IDR Trillion)

YoY g = 7.3%

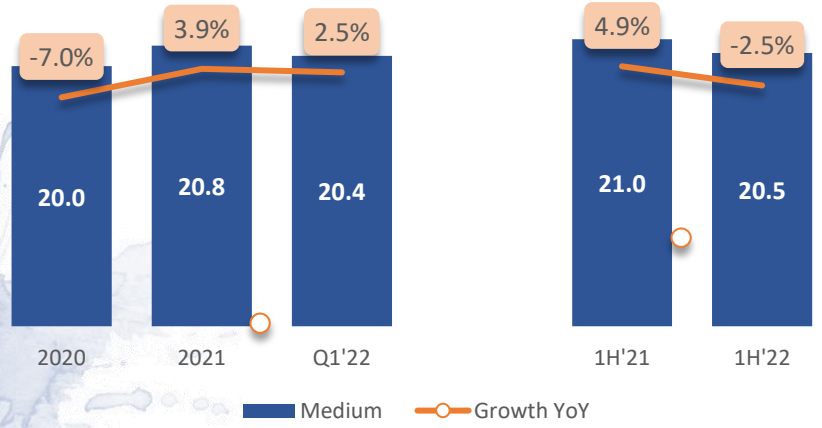


By Region (%)

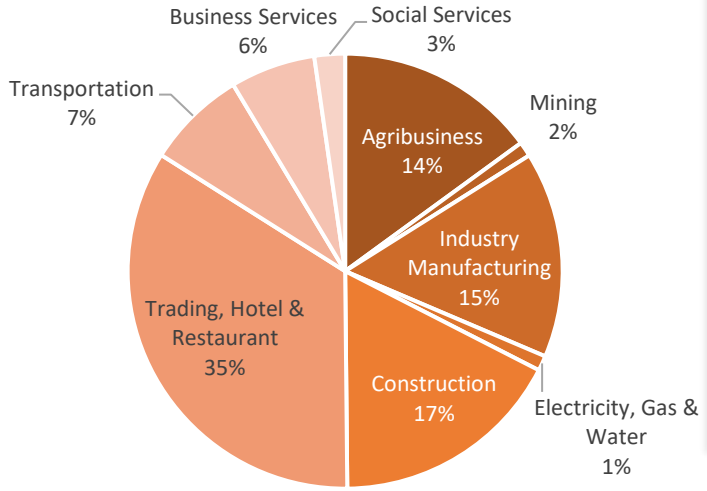


Medium Loan (IDR Trillion)

YoY g = -2.5%



By Economic Sectors (%)



Small & Medium Business Strategy

01

Selective Loan Growth & Managing Loan Quality

- Focus on Value Chain Business
- Strengthening risk management
- Enhancing monitoring
- Enhancing digital loan underwriting application

02

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

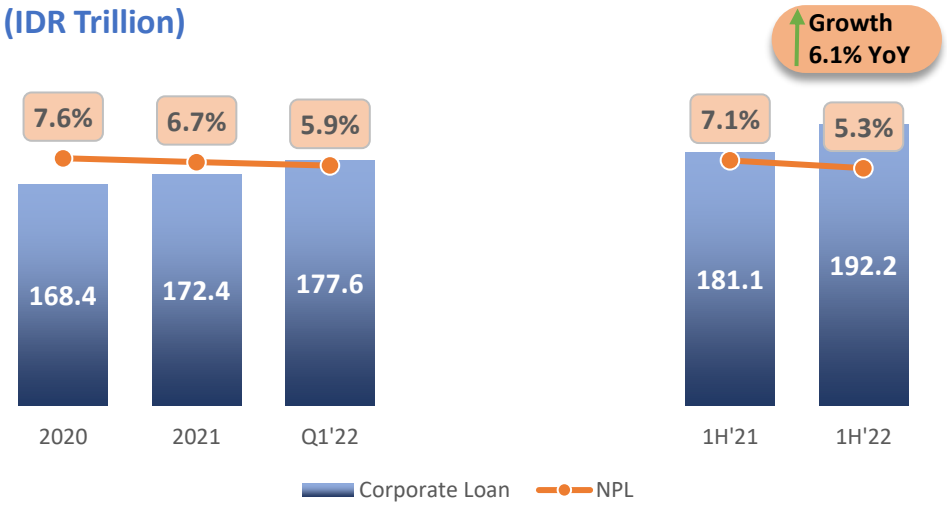
1. Prospective customers must have a BRI account before applying for a loan
2. CASA and Transaction KPI for SME RM

Bank only numbers

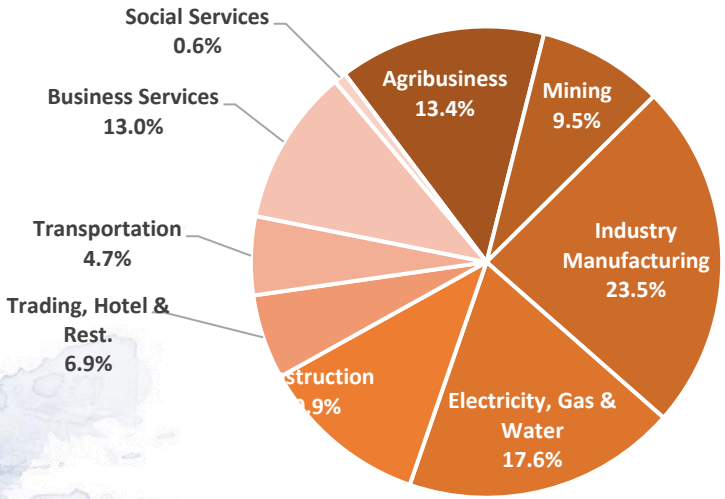
CORPORATE LOAN

Loan Outstanding

(IDR Trillion)



Percentage by Business Sectors



Changes in Corporate Business Segmentation

Before

By ownership
i.e. State Owned Enterprises (SOE), Corporate (Private/ Non SOE)

After

By Industry Sector
i.e. Agribusiness, Manufacture & Property, Infrastructure, and Transportation

- Currently, the corporate segment no longer categorizes borrowers based on ownership (SOE / Non-SOE). Instead, the classification is based on the industry sector.
- The KPI of the Division that manages Corporate Loans is less focused on the loan outstanding, and more weight is given to CASA acquisition, FBI generation, and Value Creation generated for other business segments.
- This change in segmentation aims to have more focused and guided client service to acquire the whole corporate business value chain from upstream to downstream.

Corporate Business Strategy

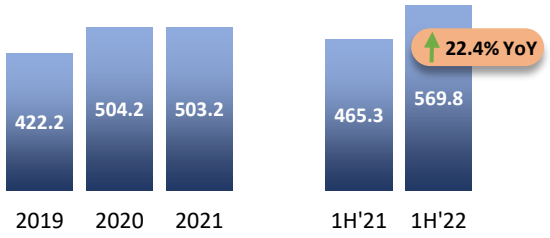
- Selective Loan Growth & Improve Asset Quality
- Boost CASA & Fee Income by Increasing Wholesale Transaction
- Optimizing Value Chain Business

DIGITAL INITIATIVES

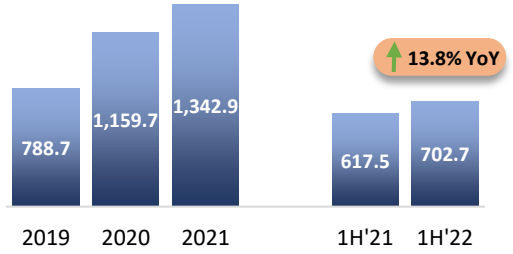
BRILINK AGENT

Redefining Agent's Roles to Tap The Untapped

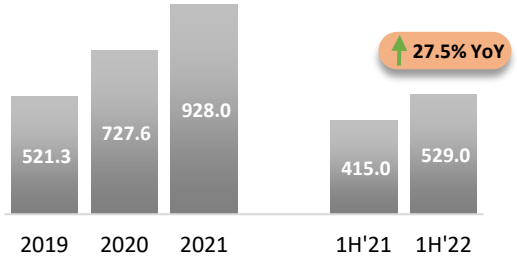
Agents (Thousand)



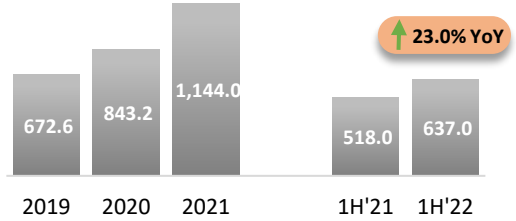
FBI (IDR Billion)



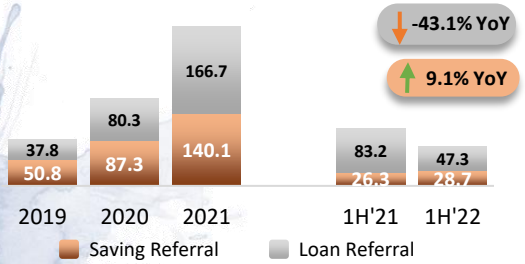
of Transaction (Million)



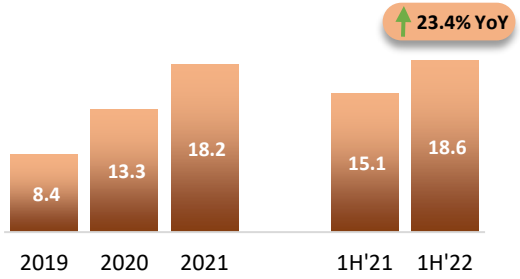
Transaction Value (IDR Trillion)



Loan & Saving Referrals (Thousand)



CASA (IDR Trillion)

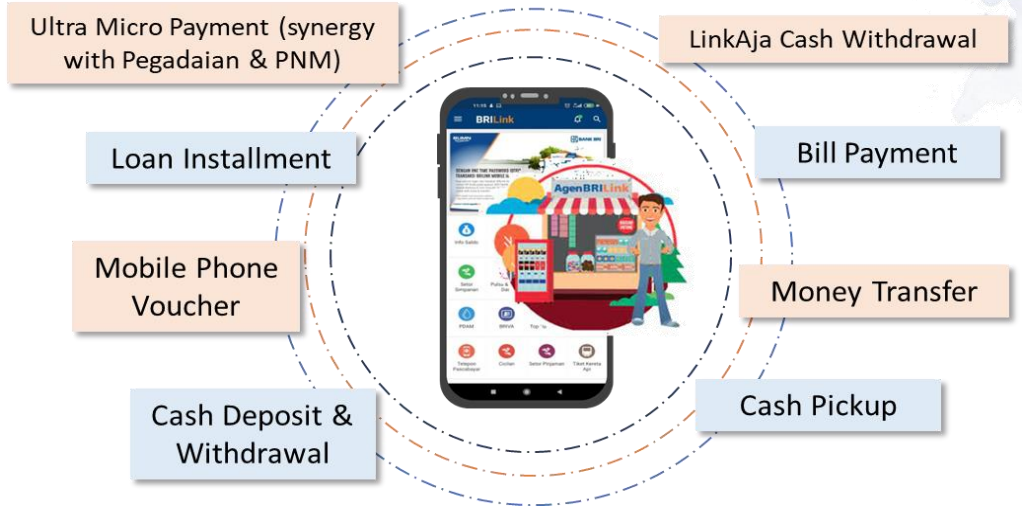


SERVICES

STRATEGY

56,420 villages covered by BRILink Agents (75.5% out of total villages)

SERVICES PROVIDED



STRATEGY

Productivity

- Enhance business process
- Empower agent community & capabilities
- Introduce agent loyalty programs

Beyond Banking Transaction

- Develop agents as local super store
- Utilize big data capabilities through BRIBRAIN

UMi Enabler

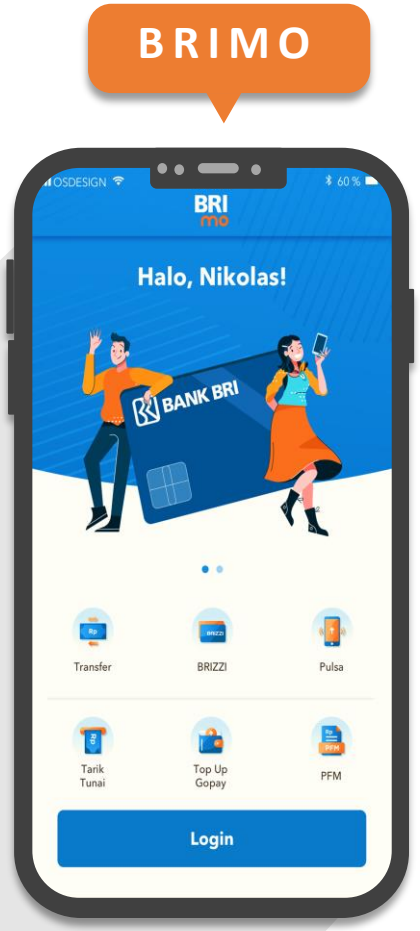
- Redefine role of agents to support UMi Ecosystem
- Integrate BRILink platform with UMi Corner & Gadai platform

Sales Channel Collaborator

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

BRIMO

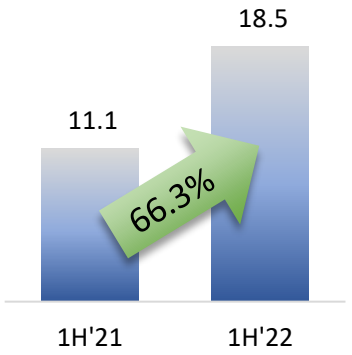
Accelerating the Shift of Transaction into Digital



Given 150 million existing BRI depositors, there is still a huge opportunity to increase BRIMO user

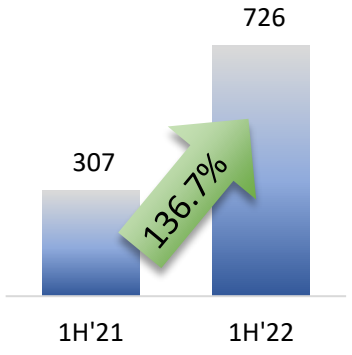
Users

(in Million)



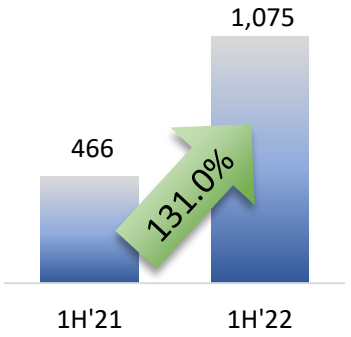
Financial Trx

(in Million)



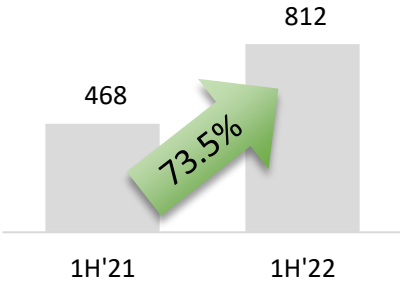
Transaction Value

(IDR Trillion)

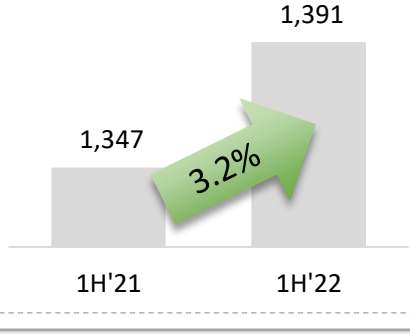


of Financial Trx (in Million)

Internet Banking



ATM



BRISPOT

Digitalize Business Process through BRISPOT, to Increase Productivity and Efficiency

Boost Productivity & Unleash The Potential

DIGITALIZATON

BEFORE	AFTER
• Double work • Variative Financial Assessment • No Cross Selling Modul	• All in one go • Standardized Template • Build-in Cross Sell Module

AUTOMATION

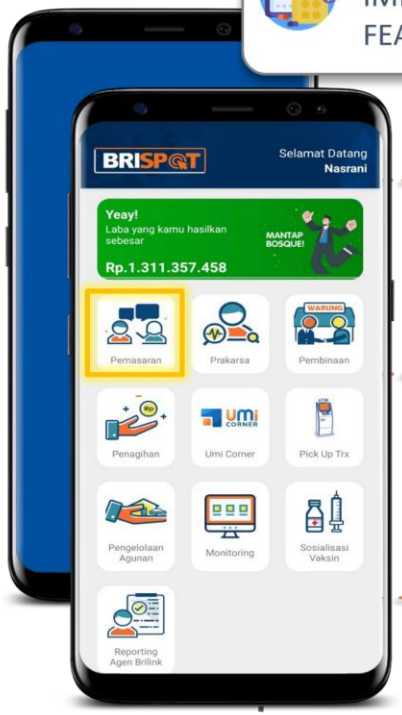
BEFORE	AFTER
• Manual Prescreening • Manual Disbursement • Manually notify by loan officer	• Automated Pre-screening • Automatic Disbursement • SMS & Email Notifications

SIMPLIFICATION

BEFORE	AFTER
• Paper Based • Manual Mapping • Approval Process in 20 days	• Paperless • Geo-tagging Technology • Less in 1 day

..." WHAT'S ON BRISPOT?"...

- **+ 100 K USERS** (LOAN OFFICERS & APPROVERS)
- **+140** IMPACTFULL FEATURES
- **BRISPOT FEATURES BY SEGMENT**
  - MICRO **+65**
  - SMALL **+34**
  - CONSUMER **+43**



BRISPOT Features

Boost Productivity

- Sales & Pipeline
- Portfolio Balancing Dashboard
- Profit and Loss Portfolio
- Working Area Mapping
- UMi Corner Integration
- BRILink Partnership

Increase Efficiency

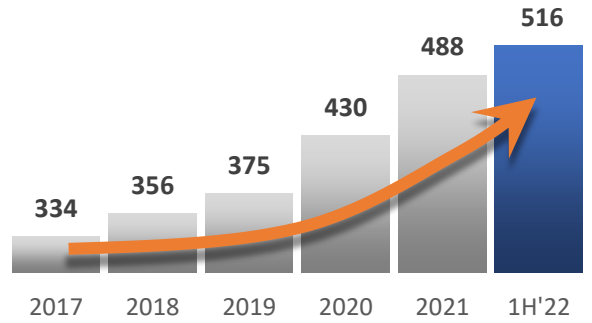
- Automated Pre-Screening
- Less Paper
- All in one Application
- Pick Up Transaction
- BRISURF Integration
- Online Loan Application Letter Register

Strengthen Risk Management

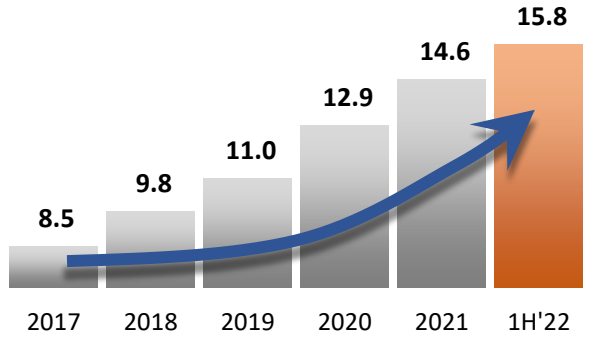
- Monitoring & Evaluation
- Monitoring Point to Point
- "Activity Today"
- Assistance
- Early Warning System
- Loan Collection
- KUR Limit Monitoring

Micro Productivity

 # Borrowers per Loan Officer



Loan Outstanding per Loan Officer



DIGITAL SAVING

Digital Business Process, Easy Access to Banking Services

DIGITAL SAVING

…Create account anytime anywhere…

Web Browser
www.bukarekening.bri.co.id

Digital Onboarding through BRIMO Apps

BRI Digital Saving Advantages

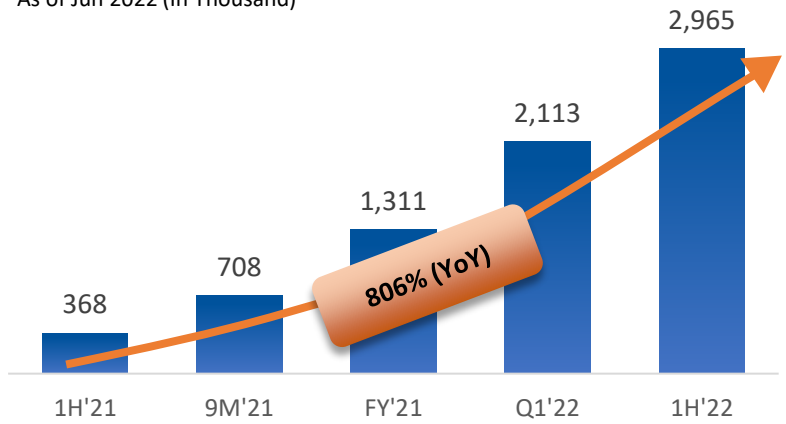
- Easily accessed
- User Friendly
- Quick Approval Process
- No Visit Outlet
- Bundled with BRIMO & Internet Banking

Tabungan BRI BritAma | BritAmaX | BritAma Bisnis | Tabungan BRI BritAma pro

Simpedes BISA | Tabungan BRI Simpedes Si Serba Bisa | Giro BRI Transaksi Bisnis Anda

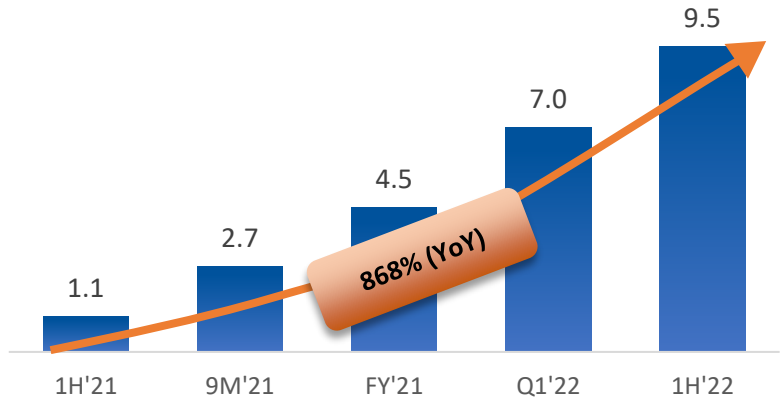
Total Account

As of Jun 2022 (In Thousand)



Deposit Amount

As of Jun 2022 (IDR Trillion)



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.

As of Jun, 2022

- Sales Volume **IDR 220.9 Tn** — ↑ **287.5% yoy**
- Transaction **208 Mn** — ↑ **113% yoy**
- Fee Based Income **45 Bn** — ↑ **148.5% yoy**
- **537** Total Partners

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 Jun, 22

Platform	User	#Transaction	Volume
BRIMOLA (for LPG Agent & Distributor)	~117K (30.6% YoY)	~4mn (53.4% YoY)	IDR 5.5tn (43.7% YoY)
BRI Smart Billing	~317K (155.1% YoY)	~233K (26.8% YoY)	IDR 337bn (21.5% YoY)
Junio Smart	~280K (49.2% YoY)	~247K (170.7% YoY)	IDR 396bn (203.8% YoY)

Online Traditional Market Platform

pasar.id

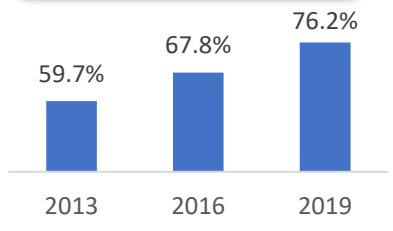
Launched on Jun 2020

#Registered Market	6,631 (5.7% YoY)
#Market Traders	207K (98.4% YoY)
#Transaction	232K
Transaction Volume	IDR 27.7 Bn

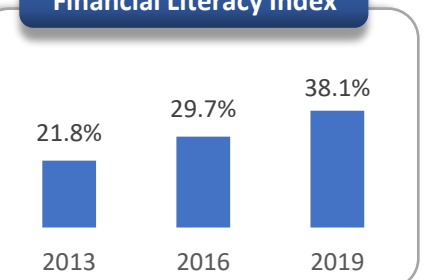
DIGITAL ADVISOR

…Follow Customer's Digital Journey…

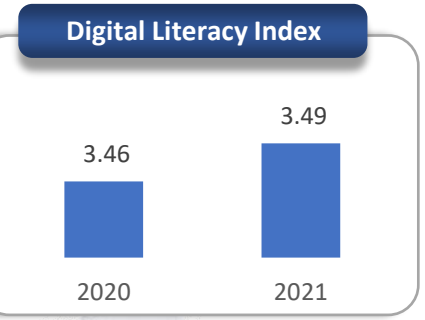
Financial Inclusion Index



Financial Literacy Index



Digital Literacy Index



"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"

- 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)

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.

"Digital Advisor proactively educate BRI customers to prevent Social Engineering"

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

SUBSIDIARIES

BRI GROUP
Income & Risk Diversification and Strengthen Customer Base

raya — 85.72% | 14.6 Tn
The Best Digital Bank by Becoming House of Fintech & Home for Gig Economy

BRIremittance — 100% | 15.6 Bn
Top of Mind Indonesia Remittance Company Provider

BRIlife — 59.02% | 20.4 Tn
To be the top 5 Player Based on Market Share GWP in 2025

BRIfinance — 99.88% | 6.4 Tn
To be Leading Multi finance with Asset Above Rp10 Trillion With Focus On Consumer Financing

Pegadaian — 99.99% | 68.2 Tn
Market Leader in Indonesia's Pawn Industry Services

PNM Permodalan Nasional Madani — 99.99% | 45.5 Tn
Leading in Community Based Lending in the Nation

BRIinsurance — 90.00% | 4.2 Tn
To be The Best General Insurance in Indonesia in Category Equity 1 Trillion – 2,5 Trillion in 2025

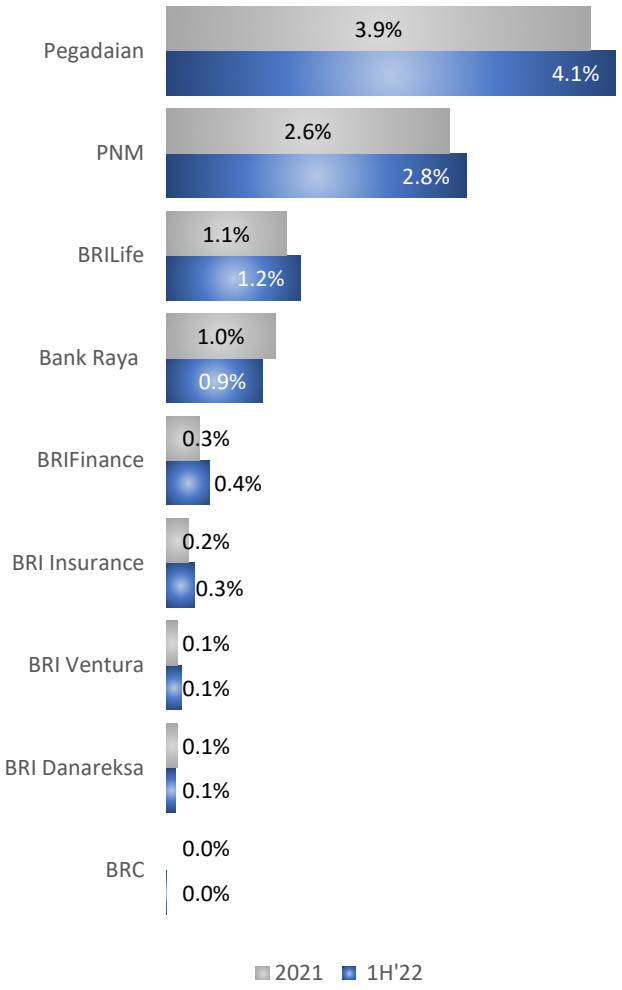
BRI ventures — 99.97% | 2.2 Tn
To be the leading Venture Capital in financial technology and beyond

BRI danareksa sekuritas — 67.00% | 1.4 Tn
To be One of The Most Valuable Securities House in Indonesia

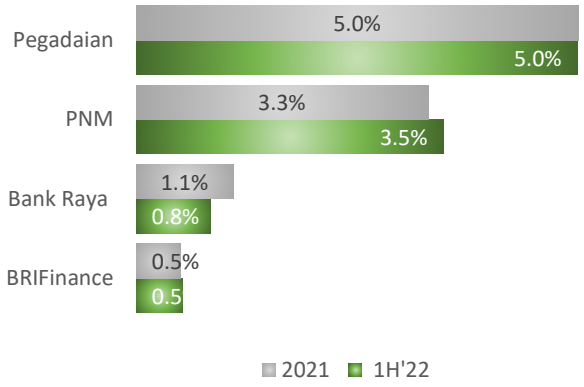
Note:
- BRI % Shares Ownership
- Total Asset (in Rp)

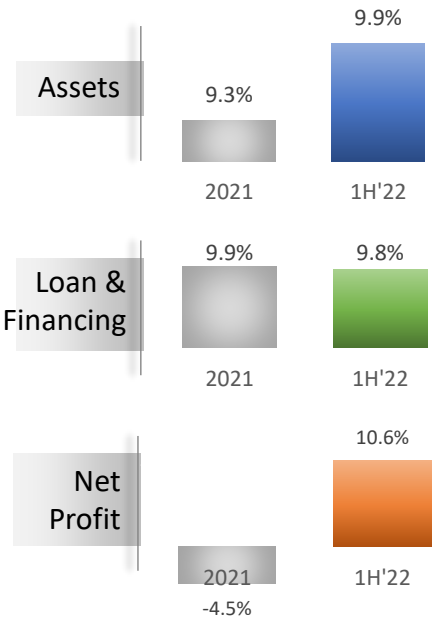
SUBSIDIARIES CONTRIBUTION TO BRI GROUP

ASSETS



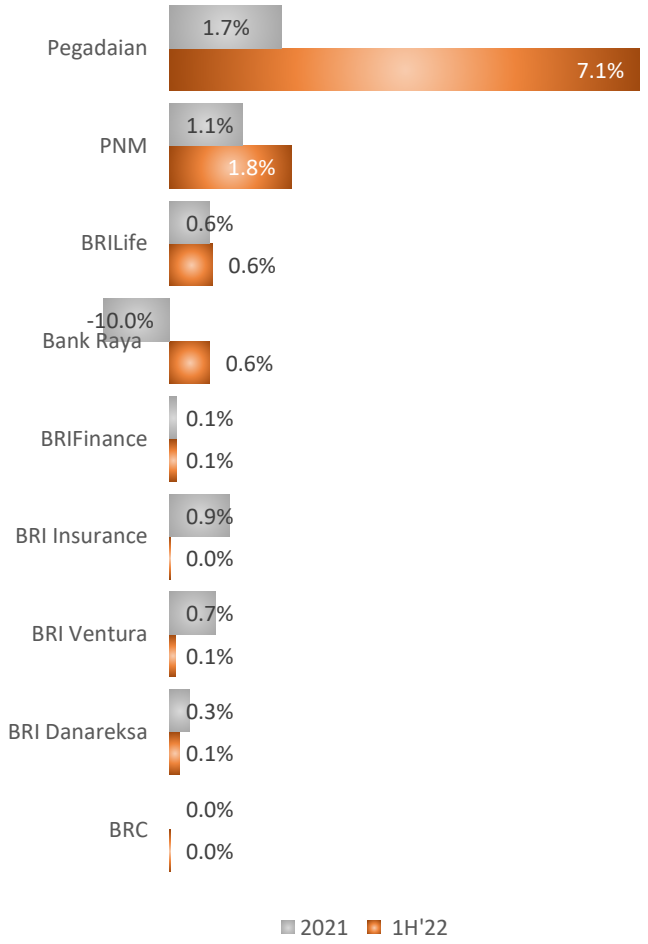
LOAN & FINANCING





- In term of total assets as of 1H'22, Subsidiaries contribution to total BRI Group was around 9-10%, relatively stable from FY'21
- While the net profit contribution in 1H'22 reached ~11% or significantly increase from 2021 at -4.5%. In 1H'22 all BRI subsidiaries has recorded net profit with positive year on year growth.

NET PROFIT



In 2021, Pegadaian & PNM net profit are calculated only 3.5 months

ESG INITIATIVES

BRI ESG PERFORMANCE HIGHLIGHT

Environmental Highlights

Assets — **BRI Green Loan Portfolio** (as of June 2022)

IDR 74.6T — Loans disbursed to Green Sectors

7.4% — of BRI total loan disbursement

Renewable Energy: **IDR 6.7 T**	Green Transportations: **IDR 13.7 T**
Green Building: **1.9 T**	Other Environmentally-Friendly Business : **IDR 52.3 T**

Liablities (as of December 2021)

BRI Sustainability Bond 2019

BRI Sustainability Bond was issued in 2019 for USD 500 million and BRI has used the proceeds both for green and social projects

31% of total bond proceeds in 2021 were used for **Green Projects**

BRI Digital Savings — BRI Digital Savings has the potential to reduce emissions from customers' commutes & less use of paper

Human Capital & Operations (as of December 2021)

Green House Gas (GHG) Emisions

- ⬇ **1.4%** Gross Emission Reduction from Scope 1 & Scope 2 (fuel & electricity)
- ⬇ **97.4%** Gross Emission Reduction from business travels
- ⬇ **5.5%** Gross Emission Reduction from paper usage

Digital Operations

BRI Digital Initiatives has the potential to reduce emissions from customers' commutes and less use of paper

*Percent reduction represents FY2021 performance vs FY2019 baseline

Social Highlights

Assets — **BRI Social Loan Portfolio** (as of June 2022)

IDR 582.4T — Loans disbursed to Social Sectors

58.0% — of BRI total loan disbursement

PNM Mekaar

Empowering underprivileged women through the ultra micro ecosystem

12.2million Women Borrowers

IDR **30.6T** Total Oustanding

Liablities (as of December 2021)

BRI Sustainability Bond 2019

BRI Sustainability Bond was issued in 2019 for USD 500 million and BRI has used the proceeds both for green and social projects

69% of total bond proceeds in 2021 were used for **Social Projects**

Operation

Ultra Micro Holding

- **Senyum Mobile**: **~66,000** Number of BRI, PGD, PNM sales forces with access to Senyum mobile
- **Co-Location**: **+1000** units across Indonesia
- **Data Analytics**: **~25.4** million customers database identified

Human Capital & Operations (as of December 2021)

Employee Breakdown By Gender

42% Women Employee Composition

	2020 Women	2021 Women
Board of Management ~18%		~23% ▲
Senior Management (VP-SVP-SEVP) ~16%		~18% ▲

Employee Engagement Survey

2019 **3.20** → 2020 **3.27** → 2021 **3.46**

Governance Highlights

BRI Governance Rating

Corporate Governance Perception Index (CGPI)

95.10 — The higher CGPI Score among others Bank,) with an increase in score from 93.25 (2019) to 95.10 (2021).

Top 3 Public Listed Companies in ASEAN Corporate Governance Scorecard

110.2 — Increased form 93.5 in 2019

ESG Governance at BRI

Dedicated ESG Division

Established an ESG Division, a dedicate team that is responsible for ESG and Sustainable Finance implementation at BRI

ESG Committee

Established a dedicated ESG Committee lead by CEO. The Committee is responsible in Review and evaluate the implementation of ESG policies and initiatives. Establish and recommend ESG work programs.

Customer's Data Privacy & IT Security Management

1. **Dedicated Data Privacy & IT Security Division**

Enterprise Data Management Division — a Division that specifically handles Data Management

Information Security Division — a Division that specifically handles Cyber Security

2. **IT Security Certified**

certified PA-DSS (Payment Application-Data Security Standard) for BRI's Direct Debit API

ISO 27001:2013 — For Big Data, Open API, Card Production Managing Event & Cyber Threat Monitoring, Spacecraft Operation & Data Center Facilities

SUSTAINABLE BUSINESS ACTIVITIES

Financing For Sustainable Development

BRI Loan Policy

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

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

Specific Loan Policy to CPO Sector

CPO borrower is required to has an ISPO/RSPO certificate or at least has registered in the ISPO certification process

Other Loan Policy

- No borrowers with Black PROPER rating (Company Performance Rating Assessment by Ministry of Environment and Forestry)
- Other requirements in accordance with the applicable law

COMMITMENT TO ACHIEVE SUSTAINABLE DEVELOPMENT GOALS (SDGS)

> 40% of BRI's total loans is contributed by Micro and Ultra Micro Loans, distributed to 13.9 million borrowers

BRI provides assistance to communities affected by the tropical cyclone disaster in East Nusa Tenggara.

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 Rp30.6 Trillion loan disbursement for 12.2 Million underprevilaged woman.

Desa BRILIAN program provide empowerment and assistance program has disbursed loans to sustainable water and wastewater management projects.

BRI has disbursed loans to renewable energy projects.

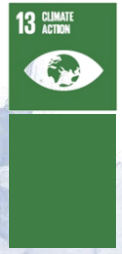
The BRI micro loans has created jobs for micro business entrepreneurs

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)



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

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

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

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

BRI ESG FUNDING

SUSTAINABILITY BOND

First Sustainability Bond
in Southeast Asia with RegS Format

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

69% for Social Projects

31% for Green Projects

SUSTAINALYTICS **Second-Party Opinion**

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

GREEN BOND

Green Bond Framework

The Framework adapt Green Bond Principles of ICMA, Indonesia FSA Regulation and Indonesia Green Taxonomy

Transaction Highlight

- **Listing date :** 21 July 2022
- **Size Phase I :** IDR 5 trillion
- **Maturity & Coupon**
  - **Serie A** : 370 days (3.70%)
  - **Serie B** : 3 years (5.75%)
  - **Serie C** : 5 years (6.45%)
- **Rating:** idAAA (Pefindo)

Proceeds Allocation

70% for Green Project based on POJK 60/2017

30% for other sectors i.e. MSMEs

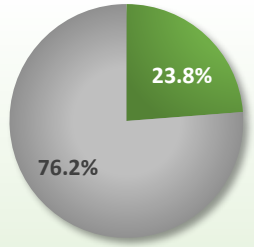
SDGs Hub UI **Second-Party Opinion**

5.0 **Environmentally Friendly /Sustainable**

BRI ESG Bond Issuance

As of 31st December, 2021

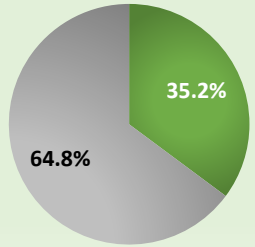
Total Bond Issuance Rp 31,3 Tn



As of 21st July, 2022

Total Bond Issuance Rp 35,4 Tn

Growth ESG Bond: ↑ 67.1% YtD



ESG themed Bond Issuance Other Bond Issuance

BRI issued Green Bond in July 2022 with total amount of IDR 5 Trillion, this increased the composition of BRI's ESG bonds by 67.1% Ytd.

SUSTAINABLE REPO

In addition to the ESG Bond issuance, on February 2022, BRI has executed USD 104,1 Million sustainable repo transaction on a one-year tenor. The proceed is allocated **100%** for social project.

BRI COMMUNITY EMPOWERMENT

EMPOWERING THE VILLAGE COMMUNITY THROUGH BRILIAN VILLAGES INITIATIVE ("DESA BRILIAN")

Incubation & Literacy Program for BRI-fostered villages through Business Optimization of Village Owned Enterprises (Badan Usaha Milik Desa/BUMDES) to upgrade the village stakeholder's capacity:

1. Village Head
2. Board of Village Owned Enterprises
3. Village Consultative Body
4. Business Community or Family Welfare Movement member
5. Young Entrepreneur

DESA BRILIAN ACTIVITIES

EMPOWERMENT → ASSISTANCE → AWARDING

As of June 2022

1,532 Villages

Number of Desa Brilian & Sector Focus

419	317	279	137	98	102	180
Trading	Financial Services	Tourism	Agriculture	Waste Mngmt.	Water Mngmt	Others

EMPOWERING THE MSME' COMMUNITY THROUGH LINKUMKM PLATFORM

A Digital Empowerment Platform that aims to improve the Indonesian MSMEs capability through an integrated program that can be accessed through the website & application.

MSME Smart Menu

The MSME Smart menu on the application provide features to assess the MSME business capability through "Assessment of Upgrading MSMEs" & provide education through "Programs and training modules" features.

As of June'22

2.303 Mn User

UMKM Expert **300**

Storefront **10.435**

Module **331**

Community **782**

Website access : https://linkumkm.id/

Top Module

1. #1 Increase Market Access
2. #2 Export Preparation
3. #3 Determination of search for market access

ULTRA MICRO ECOSYSTEM EMPOWERING UNDERPRIVILEGED WOMEN

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

As of June'22

+37,000 Mekaar Account Officer

All Mekaar Account Officers are female

+12.2Mn Female Borrowers

+IDR 30.6 Tn Loan Outstanding

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

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 AO Mekaar through weekly grup meeting activities.

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

Customer Business Meetings

Training Activities by Mekaar Branch at least 3x in a year

As of June 2022

Event Highlight
- **3,051 x** Customers Business Meeting
- **+150,000** Participant

Clustering

Group training program based on certain approaches, such as regional similarities, types of businesses, and/or different types of businesses but synergized.

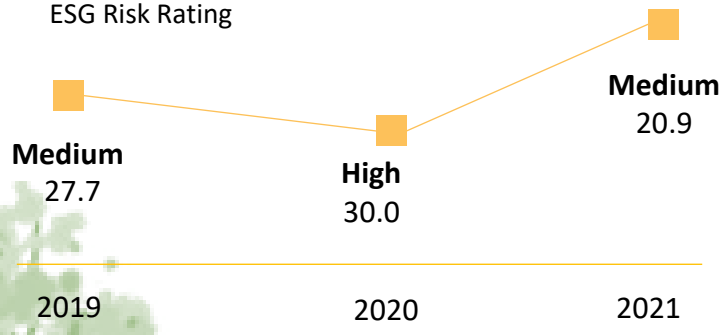
As of June 2022

Event Highlight
- **8 x** Clustering Training
- **235** Participant

BRI ESG RATINGS

SUSTAINALYTICS

ESG Risk Rating

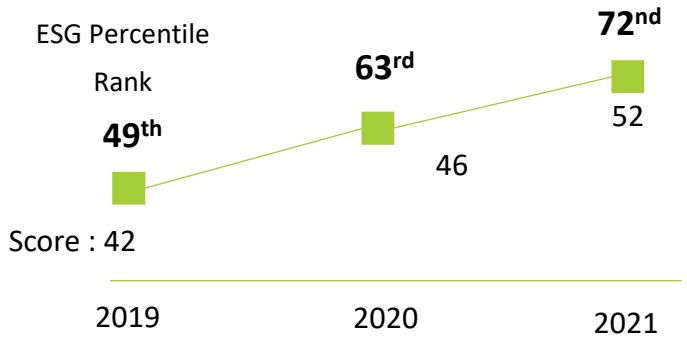


S&P Global

CORPORATE SUSTAINABILITY ASSESSMENT (CSA)

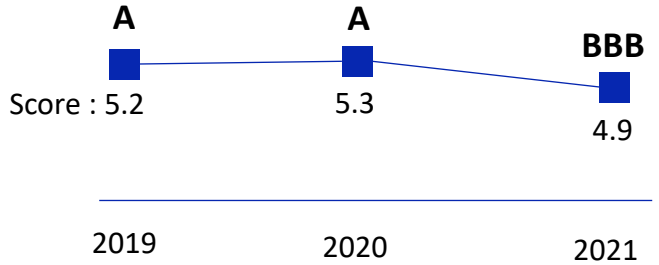
Dow Jones Sustainability Indices

ESG Percentile Rank



MSCI

ESG Rating



ASEAN CORPORATE GOVERNANCE

OVERALL SCORE **110.2**

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

CORPORATE GOVERNANCE PERCEPTION INDEX CGPI

CGPI SCORE **95.10**

Increased from 93.25 in 2019

KEHATI

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

- ✓ **SRI-KEHATI**
- ✓ **ESG Quality 45 IDX KEHATI**
- ✓ **ESG Sector Leaders IDX KEHATI**

IDX Indonesia Stock Exchange Bursa Efek Indonesia

IDX ESG Leaders

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

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

RECOGNITIONS ON BRI ESG INITIATIVES

ESG AWARDS 2021

CSR AWARD

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

BERITASATU AWARD

GREEN ELITE TITLE : TRANSPARENCY IN REDUCING EMISSIONS 2022
Issuer and SOE Sector

PLATINUM PLUS DEGREE : TRANSPARENCY OF EMISSION CALCULATION 2022
Issuer and SOE Sector

GREEN PREDICATE IN CORPORATE EMISSION REDUCTION
Banking Sector Category

GREEN PREDICATE IN CORPORATE EMISSION REDUCTION
SOE Bank Sector Category

BEST CORPORATE EMISSION 2021
Corporate Sector Category

BEST ESG DISCLOSURE AWARD 2021

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

BOARD OF COMMISIONNER & BOARD OF MANAGEMENT

BOARD OF COMMISSIONERS

Kartika Wirjoarmodjo

President Commissioner

Rofikoh Rokhim

Vice President Commissioner/ Independent Commissioner

Heri Sunaryadi

Independent Commissioner

Hadiyanto

Commissioner

Rabin Indrajad Hattari

Commissioner

Hendrikus Ivo

Independent Commissioner

Dwi Ria Latifa

Independent Commissioner

Paripurna Poerwoko Sugarda*

Independent Commissioner

Nurmaria Sarosa*

Independent Commissioner

Agus Riswanto*

Independent Commissioner

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

BOARD OF MANAGEMENT

Sunarso
President Director

Catur Budi Harto
Vice President Director

Handayani
Director of Consumer Business

Amam Sukriyanto
Director of Small and Medium Business

Viviana Dyah Ayu R.K.
Director of Finance

Supari
Director of Micro Business

Arga M. Nugraha
Director of Digital and Information Technology

Andrijanto
Director of Networks and Services

Ahmad Solichin Lutfiyanto
Director of Compliance

Agus Noorsanto
Director of Wholesale and Institution Business

Agus Sudiarto
Director of Risk Management

Agus Winardono
Director of Human Capital

Achmad Royadi
SEVP Treasury & Global Service

Bambang Krisminarno
SEVP Corporate Banking

Hendro Padmono
SEVP Fixed Asset Management & Procurement

Anik Hidayati
SEVP Operations

Triswahju Herlina
SEVP Internal Audit

Harsya Wardhana Prasetyo
SEVP Change Management & Transformation Office

OTHERS

BRI NETWORKS

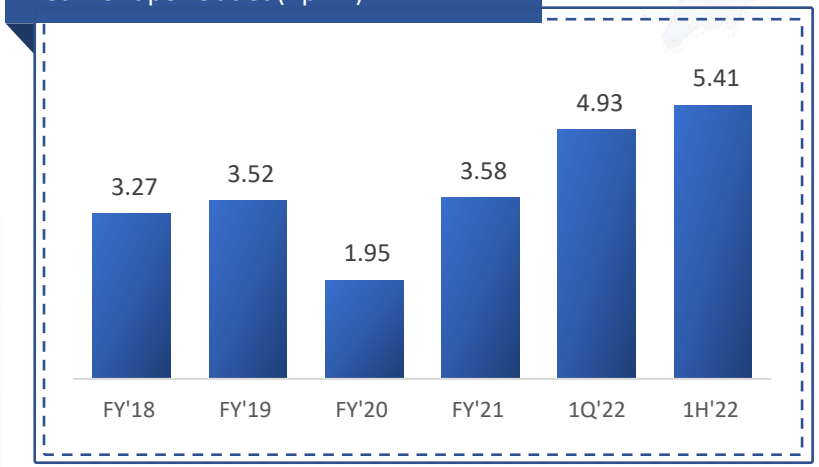
The Most Extensive Networks Across Indonesia

Branchless Network	2018	2019	2020	2021	1Q'22	1H'22	QoQ	YtD
Brilink Agents	401,550	422,160	504,233	503,031	539,705	569,761	30,056	66,730

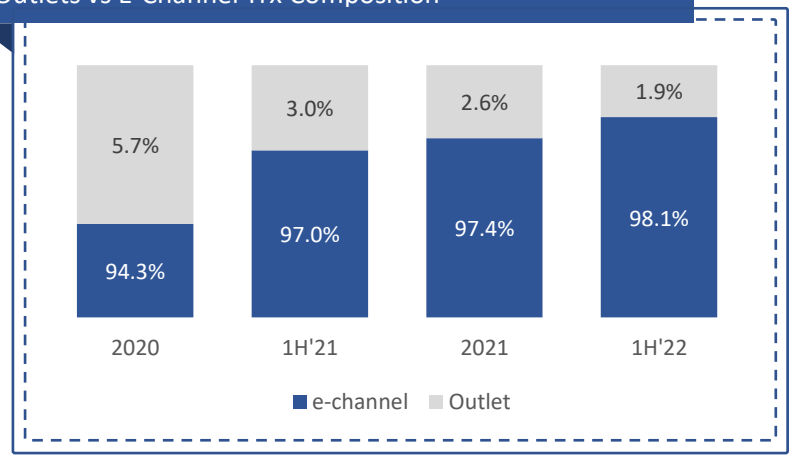
Branch Network	2018	2019	2020	2021	1Q'22	1H'22	QoQ	YtD
Head Office	1	1	1	1	1	1	0	0
Regional Offices	19	19	19	19	18	18	0	(1)
Branches	468	467	467	450	450	450	0	0
Sub Branches	609	611	611	588	582	581	(1)	(7)
BRI Units	5,381	5,382	5,382	5,222	5,181	5,176	(5)	(46)
Cash Offices	964	952	547	525	517	515	(2)	(10)
Teras BRI	2,069	2,049	1,867	1,697	1,614	1,576	(38)	(121)
Teras Mobile	136	137	136	136	135	134	(1)	(2)
Payment Point	50	54	397	355	354	353	(1)	(2)
Total	**9,697**	**9,672**	**9,427**	**8,993**	**8,852**	**8,804**	**(48)**	**(189)**

E-channel	2018	2019	2020	2021	1Q'22	1H'22	QoQ	YtD
ATM	22,684	19,184	16,880	14,463	14,425	14,417	(8)	(46)
EDC	284,425	204,386	198,785	203,027	207,288	199,775	(7,513)	(3,252)
CRM	2,609	3,809	5,809	7,407	7,407	7,407	0	0
e-Buzz	57	57	57	57	57	57	0	0
Total	**309,775**	**227,436**	**221,531**	**224,954**	**229,177**	**221,656**	**(7,521)**	**(3,298)**

Net Profit per Outlet (Rp Bn)



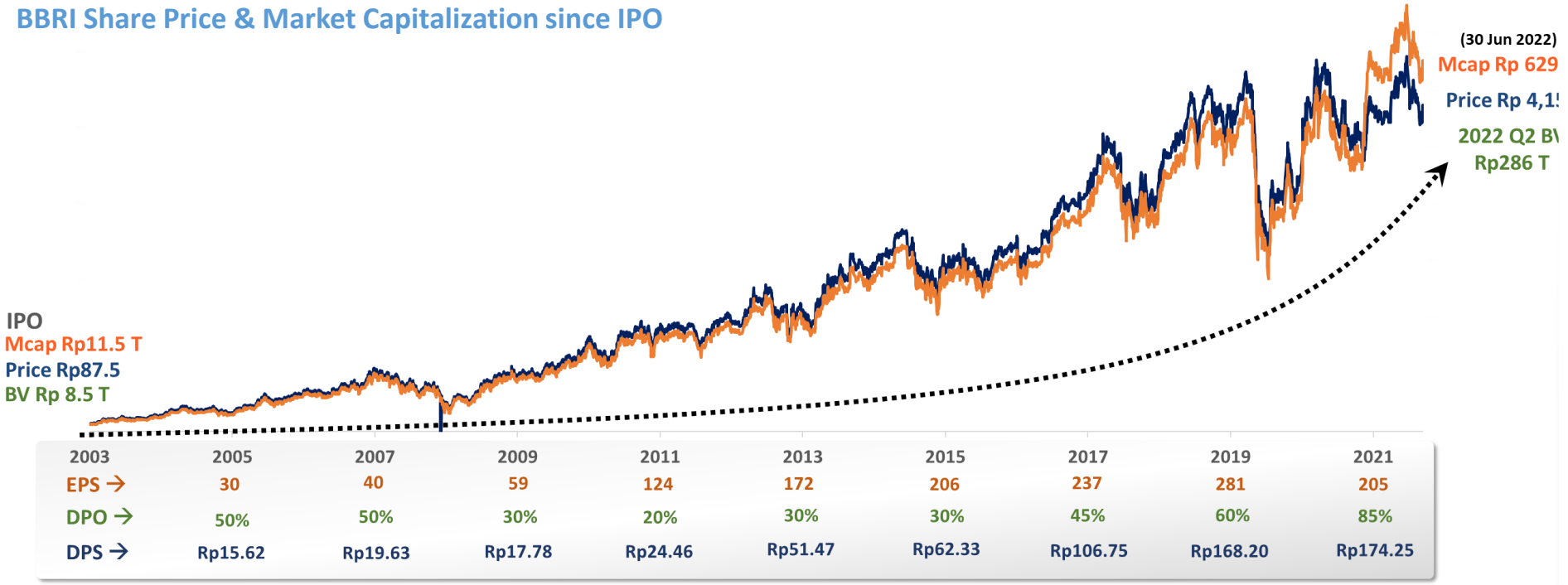
Outlets vs E-Channel Trx Composition



E-Channel transaction including: ATM, CDM, BRIlinks, BRIMO, and Internet Banking.

BBRI OVER THE YEARS

BBRI Share Price & Market Capitalization since IPO

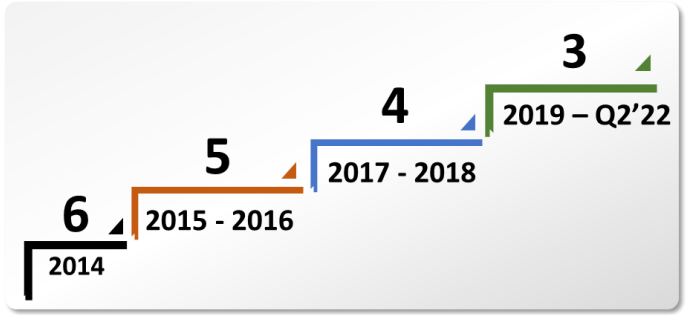


	2003	2005	2007	2009	2011	2013	2015	2017	2019	2021
EPS →		30	40	59	124	172	206	237	281	205
DPO →		50%	50%	30%	20%	30%	30%	45%	60%	85%
DPS →		Rp15.62	Rp19.63	Rp17.78	Rp24.46	Rp51.47	Rp62.33	Rp106.75	Rp168.20	Rp174.25

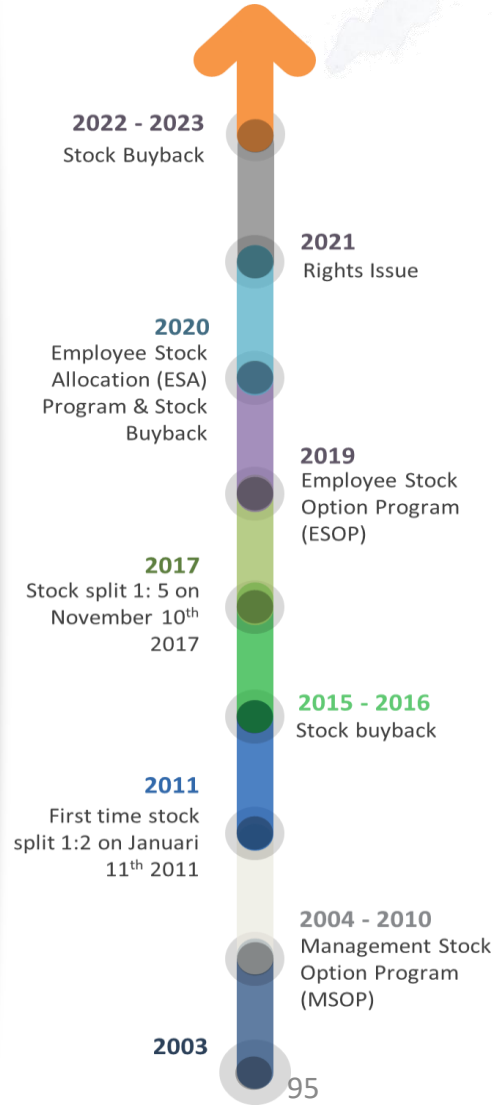
Shareholders Composition

Shareholder	2015	2016	2017	2018	2019	2020	2021	Q2 2022
Government	56,75%	56,75%	56,75%	56,75%	56,75%	56,75%	53.19%	53.19%
Public	43,25%	43,25%	43,25%	43,25%	43,25%	43,25%	46.81%	46.81%
Foreign	78,12%	80,12%	84,33%	79,48%	80,68%	77,39%	74.68%	77.58%
Domestic	21,88%	19,88%	15,67%	20,52%	19,31%	22,61%	25.32%	22.42%

BBRI Market Cap Rank in South East Asia Bank



BBRI Shares-Related Corporate Action



BRI CREDIT RATINGS

BRI International & Domestic Ratings

Fitch Ratings

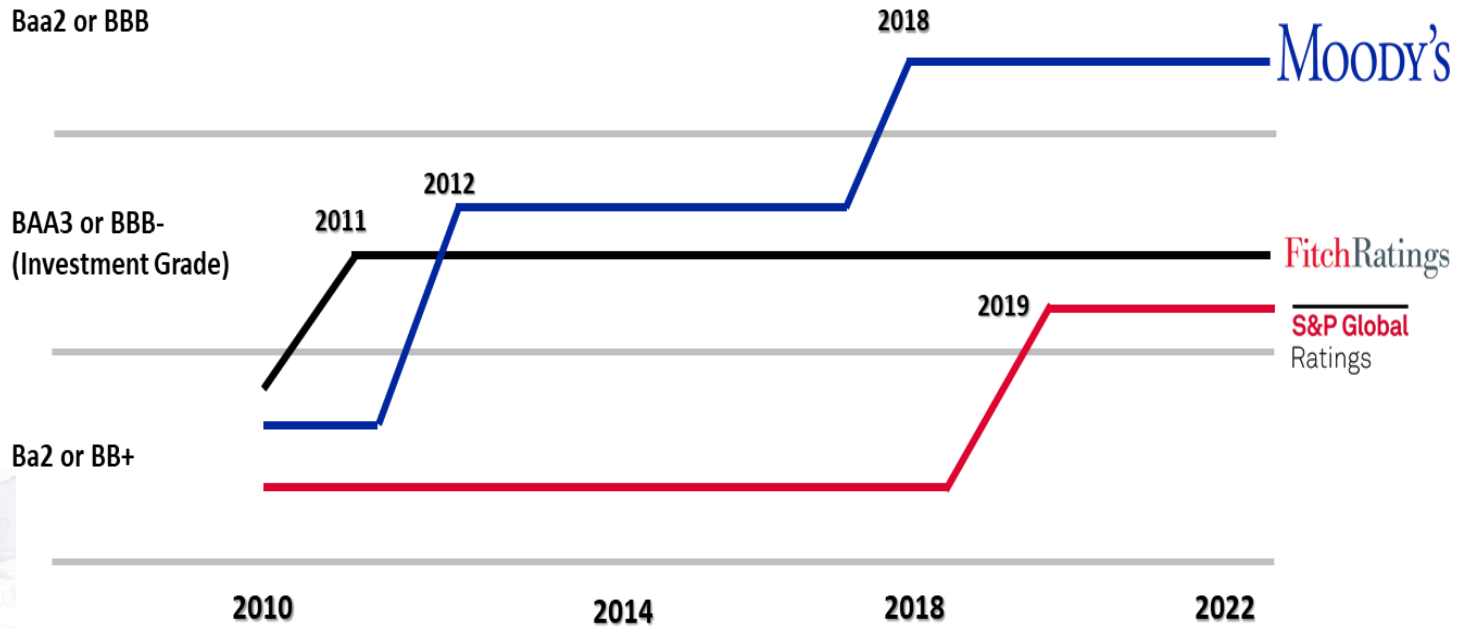
- Long Term Rating : BBB-
- Short Term Rating : F3
- Viability Rating : bb+
- Government Support Rating : bbb-
- National Long-Term Rating : AA+
- National Short-Term Rating : F1+
- Outlook : Stable

Moody's

- Long Term Counterparty Risk – Fgn Curr : Baa1
- Long Term Deposit – Fgn Curr : Baa2
- Long Term Debt – Fgn Curr : Baa2
- Short Term Counterparty Risk – Fgn Curr : P-2
- Short Term Deposit – Fgn Curr : P-2
- Baseline Credit Assessment : baa2
- Adj Baseline Credit Assessment : baa2
- Outlook : Stable

S&P Global Ratings

- Issuer Credit Rating : BBB-
- Stand-Alone Credit Profile : bbb-
- Outlook : Stable



PEFINDO CREDIT RATING AGENCY

- National Rating : id AAA
  Stable Outlook

AWARDS

SME Banker of the Year & Best in Treasury and Working Capital - SME's
The Asset Triple A Treasury, Trade, Sustainable Supply Chain & Risk Management Awards 2022

WORLD'S BEST BANKS | Forbes 2022
POWERED BY STATISTA

The World's Best Bank 2022
FORBES

Best Companies to Work for in Asia
HR Asia Award 2022

Best GCG, Best Corporate, Best CEO, Best Growth & Survival Strategy
11th Anugerah BUMN 2022
(SOE Award)

The Best Government Bank in Service Excellence: Commercial Bank
Infobank 19th Service Excellence Awards 2022

Best IT Planning & Project Portfolio, Best Transformation & Digital Innovation, Best Digital Readiness for G20,
Digital Technology & Innovation Award 2022

The Best Bank 2022: Capital Tier 1 more than IDR 70 trillion
Investor Magazine Award 2022

Marketeers OMNI Brand of The Year 2022

Thank You

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