

# PT Bank Rakyat Indonesia (Persero) Tbk.

***BRI – Consolidation to Expand Capacity, Providing Sustainable Future Growth***

---

**Financial Updates - Full Year 2011**

---

*Jakarta, 28 February 2012*



- **Key Points**
- **Macro Economy**
- **Banking Industry**
- **Financial Performance**
  - a. Financial Highlight
  - b. Balance Sheet
  - c. Income Statement
- **Business Development**
  - a. Micro – revitalization, increasing capacity to secure sustainable growth
  - b. Small & Medium Business, improving loan quality, strengthening loan monitoring
  - c. Corporate Business - high leveraging business, cross selling opportunity and provide source of growth for SMEs
  - d. Consumer Business - lucrative and low risk; developing fee based income capacity
  - e. Capital
- **Supporting Materials**

## Consolidation to Expand Capacity, Providing a Sustainable Future Growth

- 2011 is the consolidation year, with loan quality improvement, declining credit cost and growth capacity expansion
- Business mix is maintained : micro segment is still the largest portion of BRI's loan portfolio
- Lower growth in micro due to revitalization in human capital, customer base and outlet expansion to new potential areas to secure sustainable future growth
- High growth in SOE loans , a low risk and high leverage business, to provide source of sound growth for SME in the future
- Fee Based Income continue to grow
- Efficiency is manageable
- Strong net profit growth
- Stronger Capital and manageable liquidity to support growth



## Macro Economy

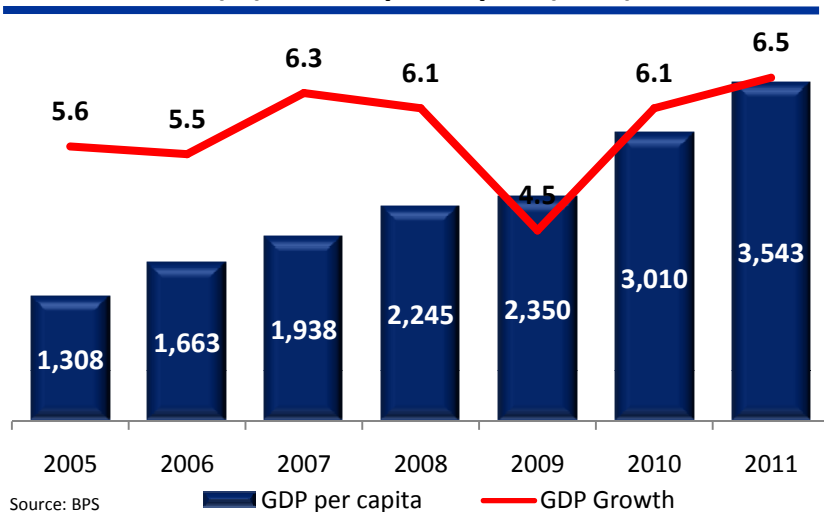
---

*Strong Fundamentals – to weather global economy slow down*

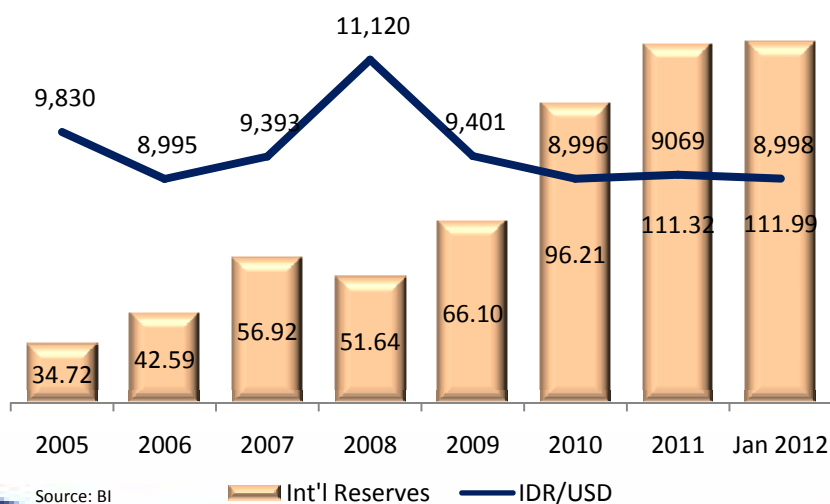
# Macro Economic – *an update*

*A strong fundamental...*

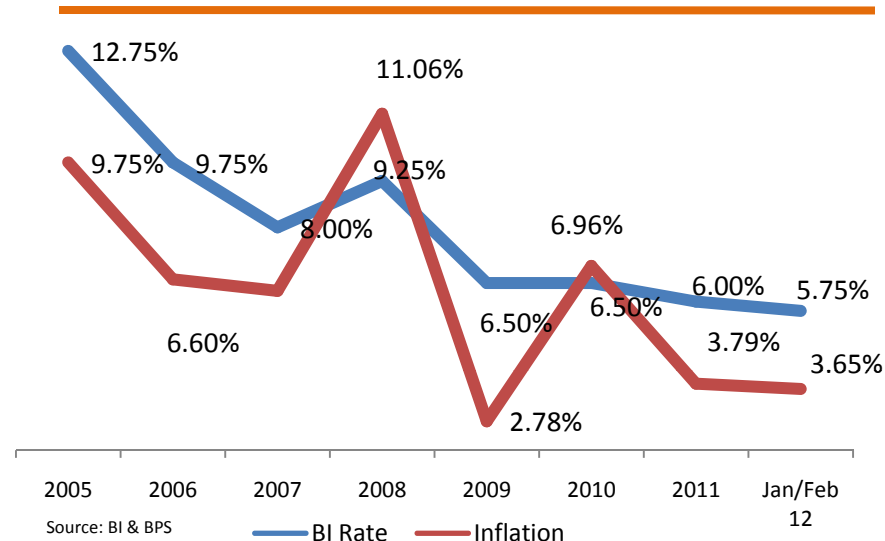
## GDP Growth (%) & GDP per capita (USD)



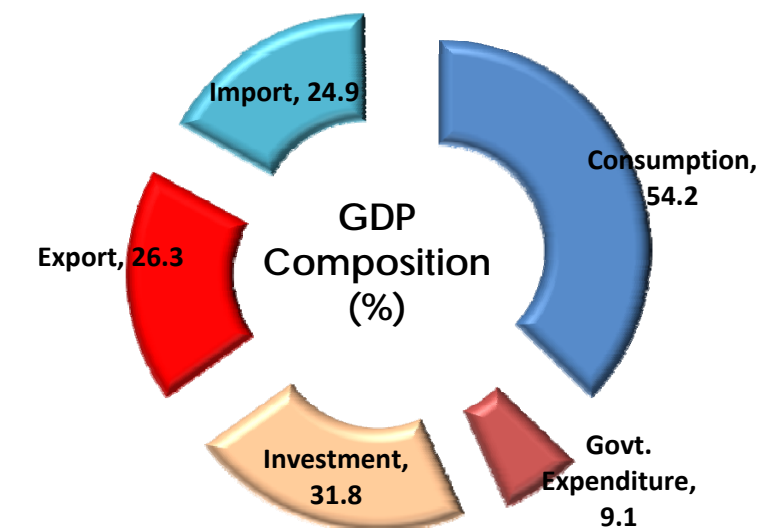
## Exchange Rate & International Reserves



## BI Rate & Inflation



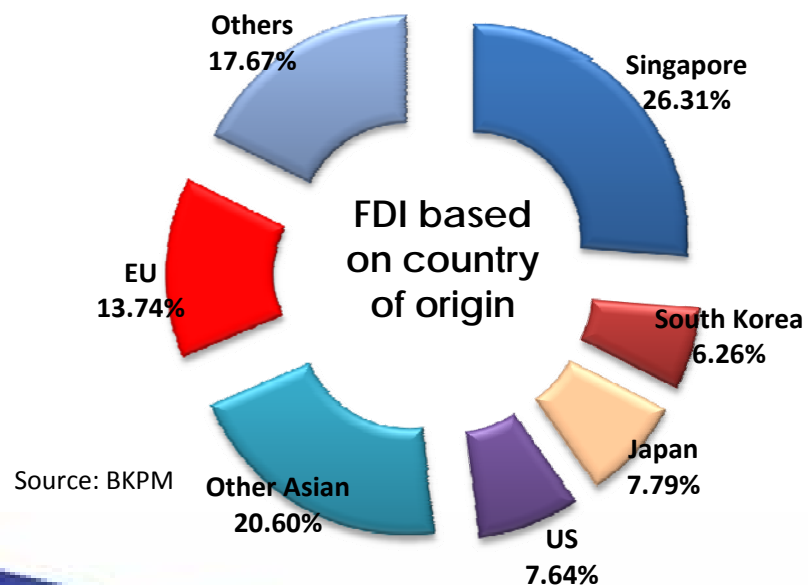
- Amid the global economy woe, Indonesia GDP grew strongly 6.5% accompany with increasing trend of GDP per capita
- BI lowered the benchmark rate to 5.75% in Feb 2012 to enhance economy as inflation in a declining trend reaching 3.65% in Jan 2012
- Rupiah relatively stable backed by strong international reserves
- Fitch and Moody's upgrade Indonesia to investment grade, attract more investment to Indonesia



Source: BPS



Source: BPS



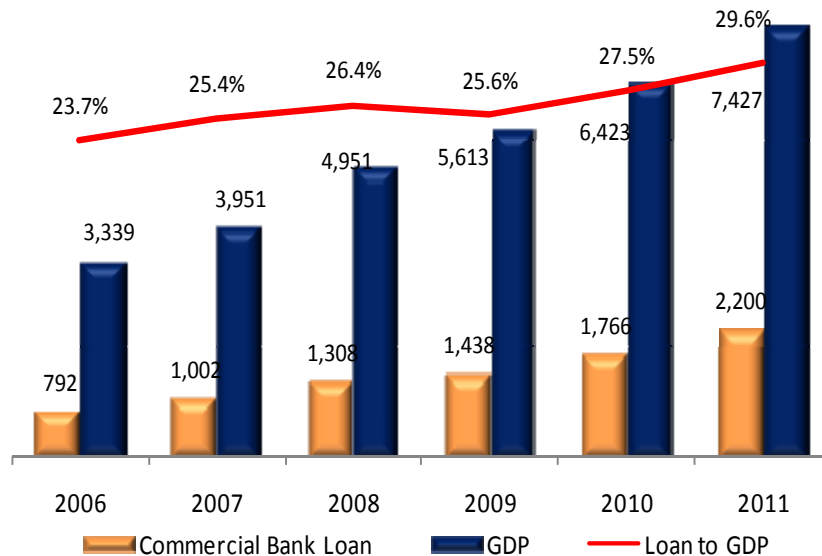
Source: BKPM

- Domestic consumption still contribute the largest part of Indonesia GDP, followed by Investment.
- In 2011, Export to GDP was at 26.3% with ASEAN Countries dominate Indonesia's export destination, while EU took only 11.65% of it.
- FDI grew strongly 20.1% (yoy) reflects foreign investors' confidence to invest in Indonesia. EU countries contribute only 13.74% of the FDI

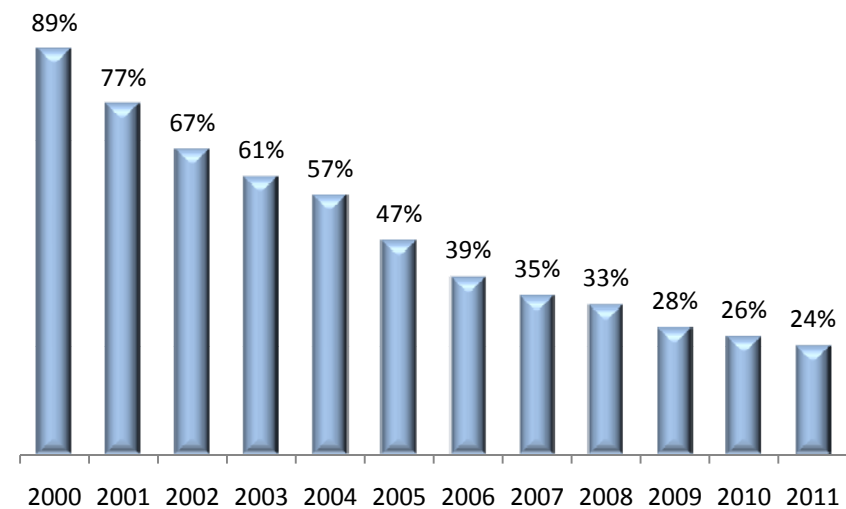
# Macro Economy

*...Opportunity to Grow for Domestic Oriented Banks...*

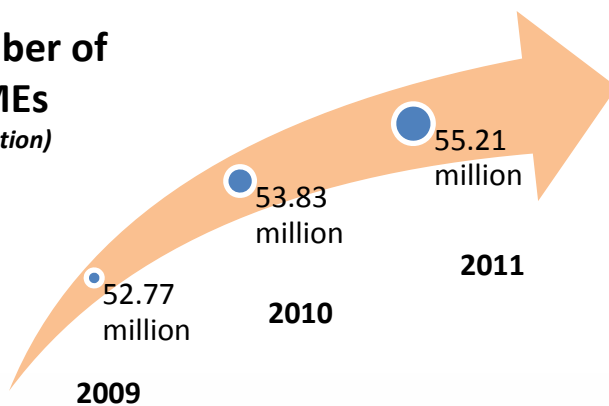
## Loan to GDP



## Debt to GDP



## Number of MSMEs (Estimation)



- Debt to GDP decline gradually to 24% in 2011 as Indonesia experiences Current Account surplus consistently after 1997 along with relatively low government budget deficit that is maintained at 1.3% in 2011 and targeted 1.7% in 2012
- Loan to GDP is in an increasing trend but still relatively low, reflect a huge opportunity for Indonesia Banking Industry to grow in the future
- Number of MSMEs keeps growing with micro business dominate 98% of them describing the potential market expansion (Source: Ministry of Cooperative & MSMEs)

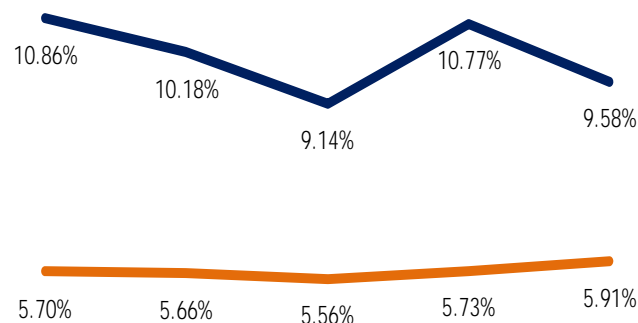
## **BRI in the Banking Industry**

---

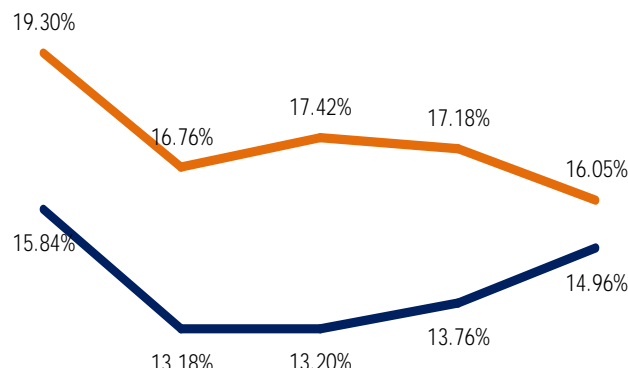


# BRI & Industry – Quality Growth and Better Efficiency

## NIM



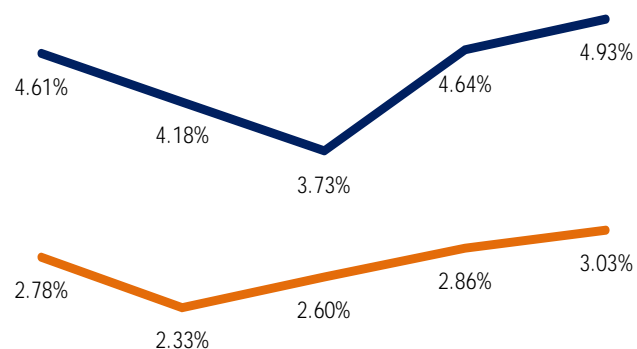
## CAR



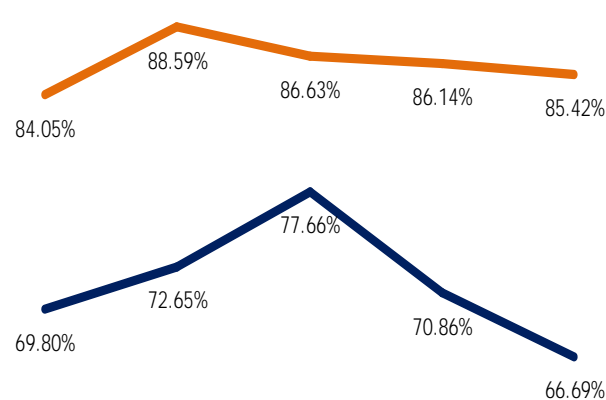
BRI's CAR is increasing in the declining trend of Bank's CAR industry, reflecting strengthened opportunity to grow in 2012

— BRI — Banking Industry

## ROA (Before Tax)



## Operating Expense to Operating Income



BRI performed better than the industry with maintained higher NIM, better asset productivity and better efficiency

— BRI — Banking Industry

**Bank Rakyat Indonesia**

---

***Financial Performance***

# Financial Highlight

	2010	2011	Growth
<b>Asset/Liabilities</b>			
Total Assets (IDR Billion)	398,393	456,531	14.59%
Total Loans (Gross) (IDR Billion)	246,964	283,583	14.83%
Total Deposits (IDR Billion)	328,556	372,148	13.27%
<b>Liquidity</b>			
LDR	75.17%	76.20%	
<b>Asset Quality</b>			
NPL (gross)	2.78%	2.30%	
NPL (nett)	0.74%	0.42%	
<b>Profitability</b>			
Net Profit (IDR Billion)	11,472	15,083	31.47%
NIM	10.77%	9.58%	
ROE	43.83%	42.49%	
ROA before tax	4.64%	4.93%	
Cost of Fund (CoF)	4.90%	4.70%	
Cost Efficiency Ratio (CER)	42.22%	41.17%	
Operating Expense to Operating Income	70.86%	66.69%	
<b>Capital</b>			
Tier 1 CAR	12.01%	13.67%	
Total CAR	13.76%	14.96%	

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Balance Sheet

(IDR Billion)

Description	Full Year					Growth (YoY)
	2007	2008	2009	2010	2011	
<b>Total Assets</b>	<b>203,603.93</b>	<b>246,026.23</b>	<b>314,745.74</b>	<b>398,393.14</b>	<b>456,531.09</b>	<b>14.59%</b>
- Gross Loans	113,853.34	161,061.06	205,522.39	246,964.24	283,583.20	14.83%
- Government Bonds (Recap)	18,222.59	16,352.32	15,027.07	13,626.46	8,996.03	-33.98%
- Other Earnings Assets	36,969.96	51,393.25	76,487.20	113,079.37	127,774.19	13.00%
Total Earning Assets	169,045.88	228,806.63	297,036.67	373,670.07	420,353.41	12.49%
Earning Assets Provision	(7,069.37)	(8,812.61)	(11,575.76)	(13,418.18)	(15,869.07)	18.27%
Total Earning Assets (net)	161,976.51	219,994.02	285,460.91	360,251.89	404,484.34	12.28%
Total Non Earning Assets	41,627.42	26,032.21	29,284.83	38,141.25	52,046.75	36.46%
<b>Total Liabilities &amp; S.E</b>	<b>203,603.93</b>	<b>246,026.23</b>	<b>314,745.74</b>	<b>398,393.14</b>	<b>456,531.09</b>	<b>14.59%</b>
Total Customer Deposits	165,475.26	201,495.22	254,117.95	328,555.80	372,148.12	13.27%
- Demand Deposits	37,145.74	39,912.23	49,964.92	77,048.70	75,578.82	-1.91%
- Saving Deposits	72,268.81	88,063.24	104,118.74	125,197.52	152,474.12	21.79%
- Time and Certificate Deposits	56,060.71	73,519.76	100,034.30	126,309.59	144,095.18	14.08%
Other Interest Bearing Liabilities	6,262.56	7,599.27	20,941.00	16,595.03	18,413.48	10.96%
Non Interest Bearing Liabilities	12,428.49	14,575.04	12,429.42	16,569.20	16,194.94	-2.26%
Tier I Capital	15,448.24	17,795.61	20,846.14	27,673.23	38,215.08	38.09%
Total Shareholder's Equity	19,437.64	22,356.70	27,257.38	36,673.11	49,774.56	35.72%

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Balance Sheet – *Highlights*

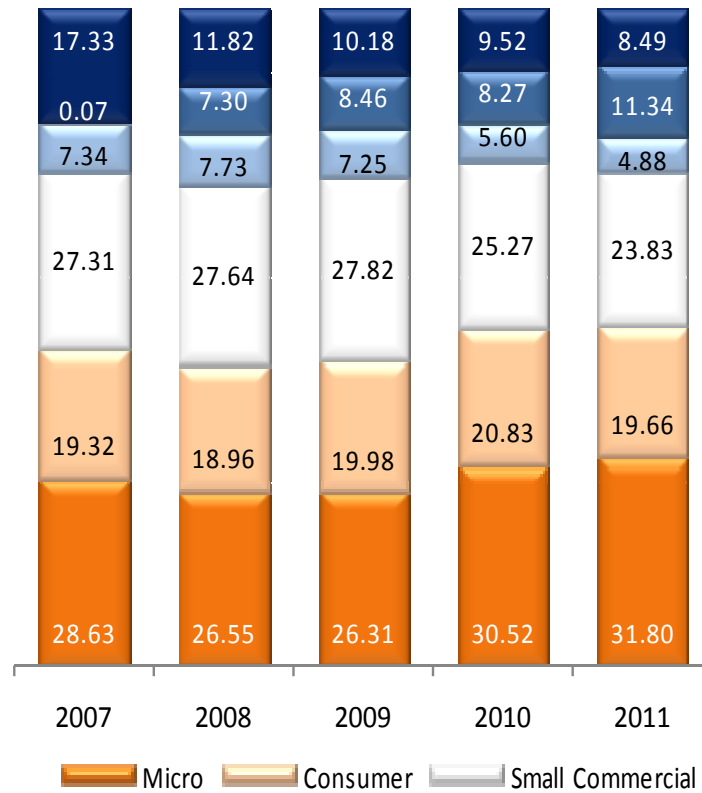
---

- Loan growth of 14,83% is due to consolidation to improve loan quality as well as to prepare the base for healthy and sustainable growth in 2012 and beyond
- Declining Recap Bonds will reduce BRI's exposure to interest rate risk in expected declining trend of Indonesia's interest rate regime.
- Liquidity is manageable with the deposit growth in line with the loan growth
- The structure of funding is improving, as the driver of growth is coming from saving, increased 21.79% – resulting in casa composition of 61.28%
- Strengthened Tier 1 Capital offer more solid cushion for growth in a growing economy of Indonesia

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

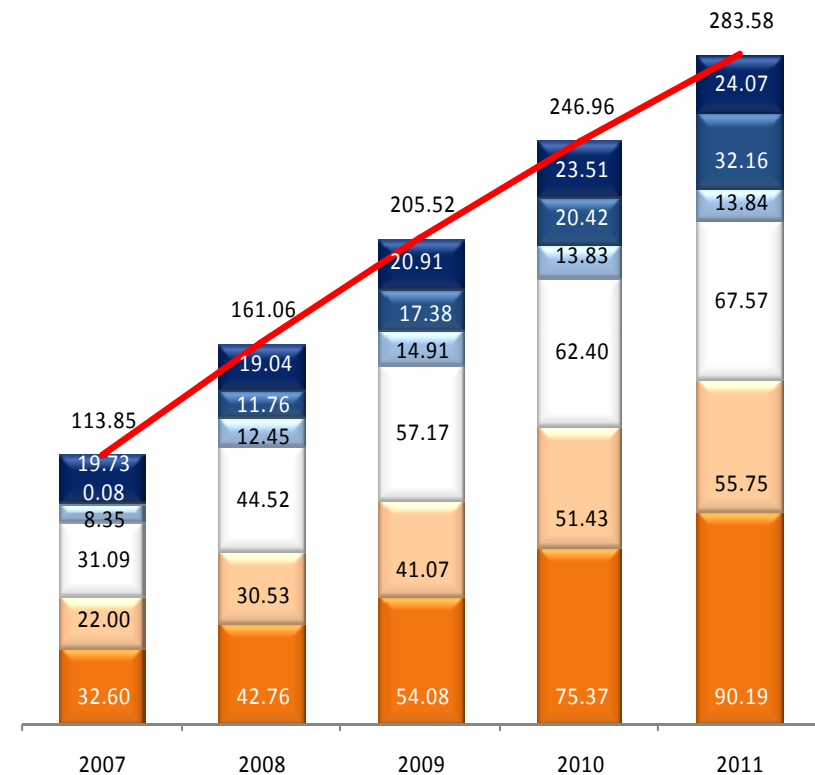
# Loans – Composition and Growth

Composition – by business segment (%)



Loans Outstanding

IDR trillion



- Micro is still the biggest part of the loan's portfolio with an increasing trend of proportion
- Greater contribution of SoE's loans reflected BRI's effort to provide source of growth for SME's segments

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

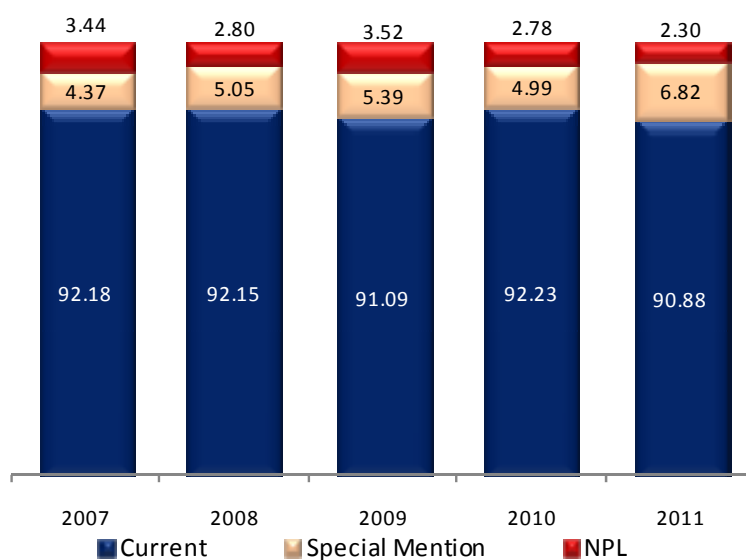
# Loan Quality

## NPL Ratio by Business Segments (%)

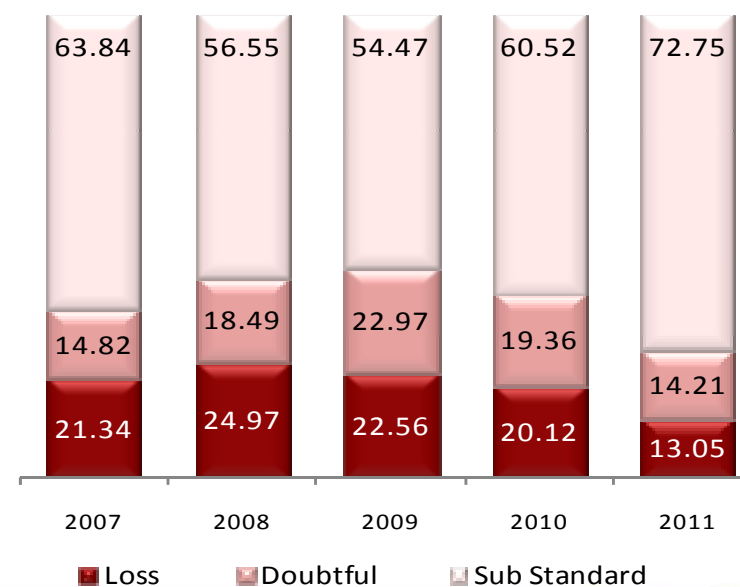
NPL BY SEGMENT (%)	2007	2008	2009	2010	2011
Micro	1.19	1.02	1.40	1.21	1.19
Consumer	1.67	1.08	1.35	1.40	1.53
Small Commercial	5.71	3.52	4.21	5.11	4.53
Medium	5.67	6.33	12.31	6.90	7.11
Corporate SoE	0.00	0.00	0.23	0.00	0.00
Corporate Non-SoE	4.64	7.33	7.83	4.64	2.26
<b>Total NPL</b>	<b>3.44</b>	<b>2.80</b>	<b>3.52</b>	<b>2.78</b>	<b>2.30</b>

- Restructuring resulting in declining NPL
- The quality of NPL is better as shown in the decline of loss & doubtful categories

## Loan Quality Breakdown (%)



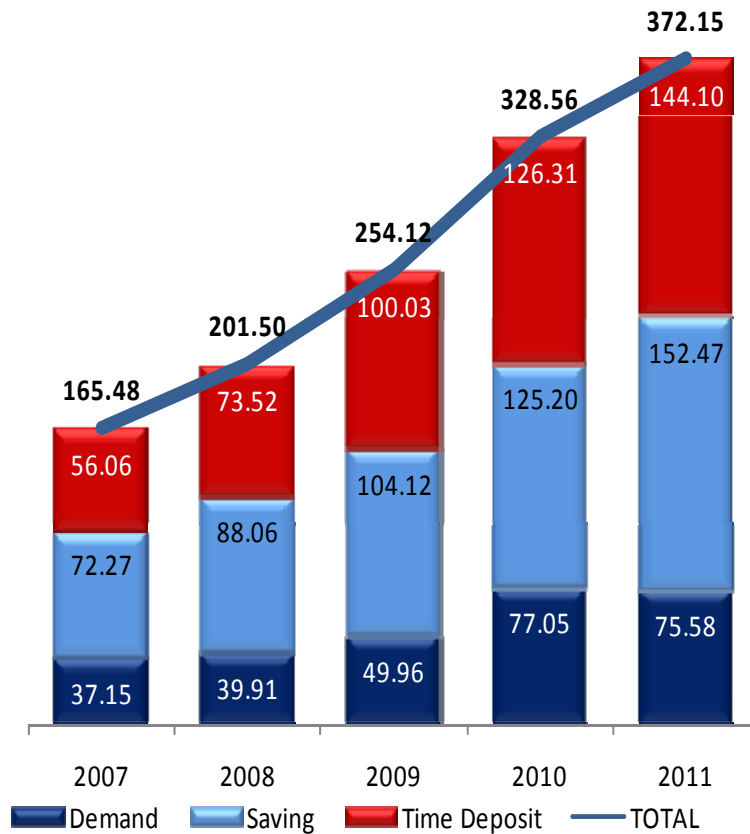
## Non Performing Loan Breakdown (%)



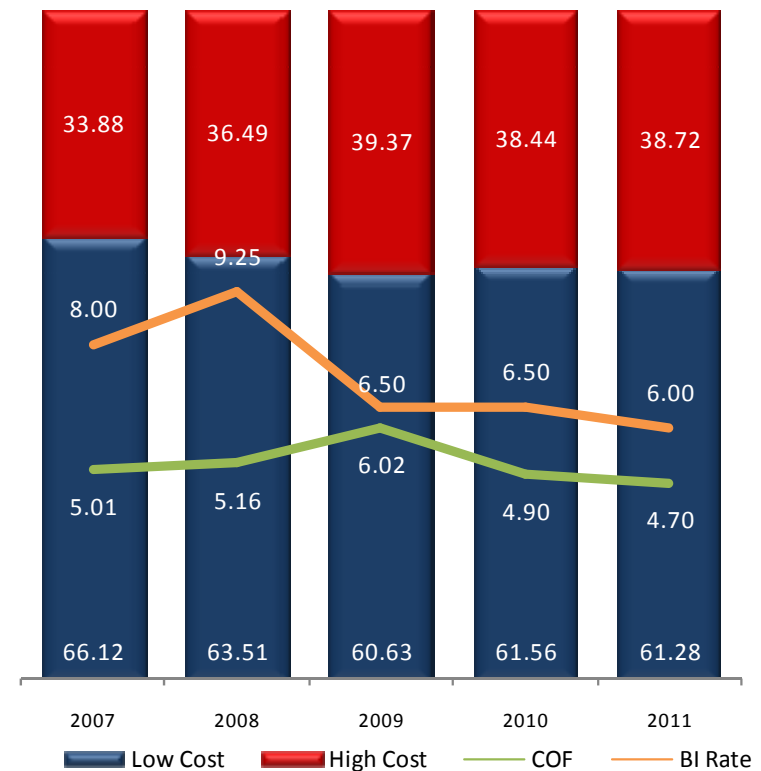
Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Deposits – Composition and CoF Trend

**Deposits Growth: Trend (IDR trillion)**



**Deposit Composition, COF and BI Rate (%)**



- Source of growth in the funding is saving, causing a maintained CASA proportion and declining CoF

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only



# Income Statement

(IDR Billion)

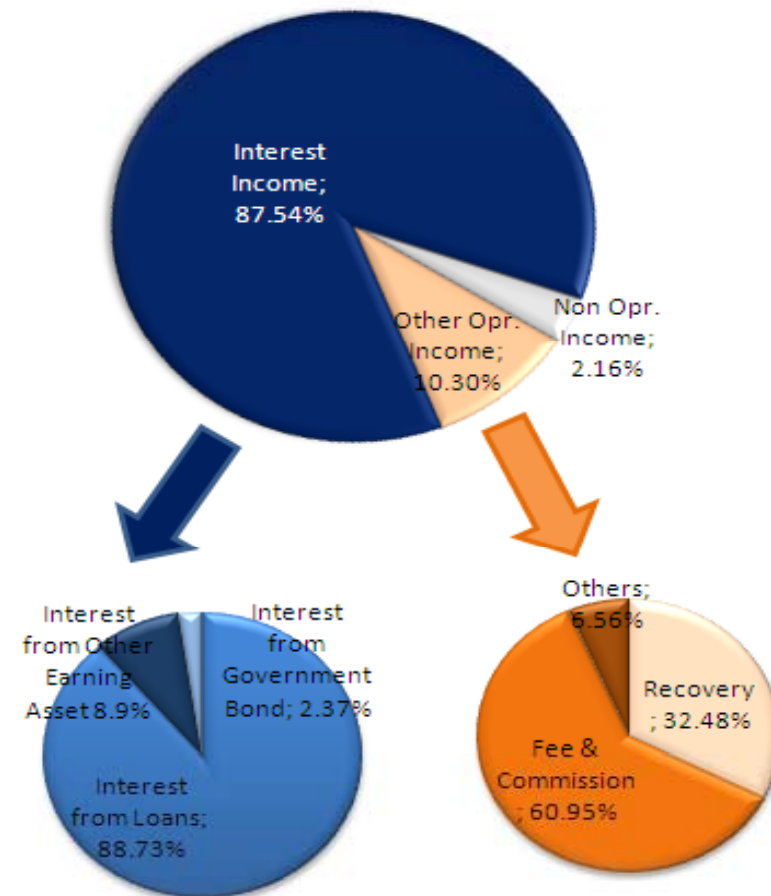
Description	Full Year					Growth (YoY)
	2007	2008	2009	2010	2011	
Interest Income	23,240.63	28,076.40	35,070.65	43,971.49	46,949.14	6.77%
Interest Expense	(6,544.06)	(8,436.96)	(12,179.88)	(11,448.95)	(13,079.22)	14.24%
Net Interest Income	16,696.57	19,639.44	22,890.77	32,522.54	33,869.92	4.14%
Fee & Other Operating Income	1,821.70	2,491.62	3,257.10	5,457.73	5,524.12	1.22%
Gross Operating Income	18,518.27	22,131.06	26,147.87	37,980.27	39,394.03	3.72%
Other Operating Expenses	(9,019.61)	(10,970.83)	(11,773.26)	(15,647.93)	(16,287.66)	4.09%
Pre Provision Operating Profit	9,498.66	11,160.22	14,374.61	22,332.35	23,106.37	3.47%
Provision	(1,942.66)	(2,812.66)	(5,804.86)	(7,926.21)	(5,532.47)	-30.20%
Non Operating Profit/Loss	224.07	475.77	1,327.02	497.23	1,157.40	132.77%
Profit Before Tax n Minor. Int.	7,780.07	8,823.33	9,896.77	14,903.37	18,731.30	25.69%
Net Profit	<b>4,838.00</b>	<b>5,958.37</b>	<b>7,308.29</b>	<b>11,472.39</b>	<b>15,082.94</b>	<b>31.47%</b>
EPS	201.82	248.50	304.75	465.05	611.41	31.47%

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Income Statement - Highlights

## Structure of Income (%)

- Slower loan growth due to consolidation made Interest Income grew 6.77%
- Despite the slower growth, net profit increased 31.47% , supported by :
  - Fee-based income increased 19.72%
  - write-off loan recovery grew 17.65% (yoy)
  - Manageable efficiency
  - Declining provision as loan quality improve



Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# **Business Strategies and Developments**

---

# **Business Strategy and Development**

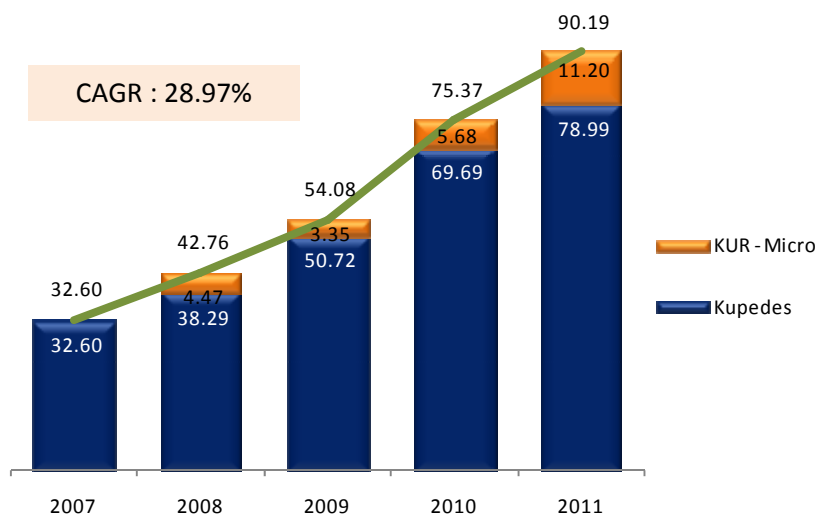
---

***Micro Business***

# Micro Banking – The Performance

## Managing the performance

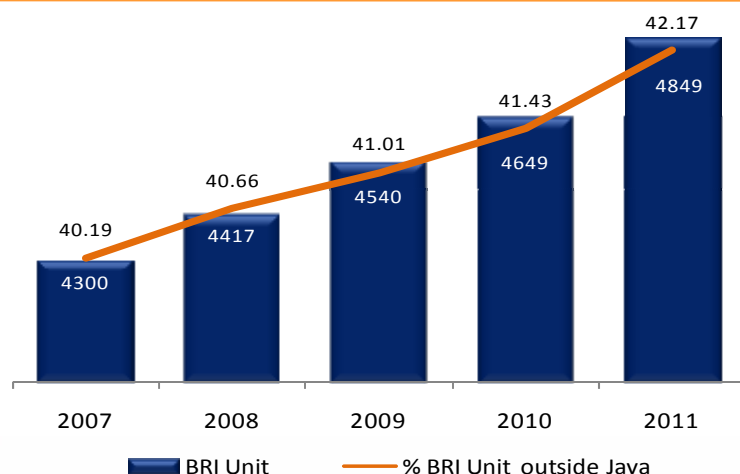
### Loan



### Deposit



### BRI Unit



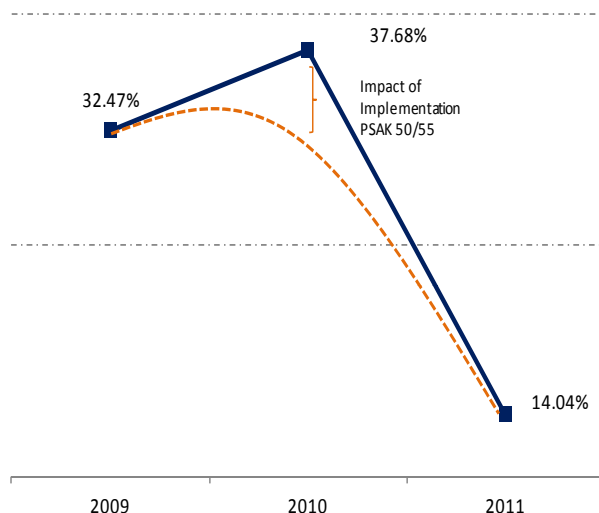
Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

- Micro loan is still becoming the growth driver of loan book portfolio.
- BRI Micro segment showed its ability in self financing of its loan expansion by arising deposit from micro community
- BRI keeps expanding the micro outlets especially outside Java in order to outreach its penetration as well as capture high growth opportunities in outside Java

# Micro Business – Strategies Employed for Sustainable Growth

....The trend of loan growth need revitalization.....

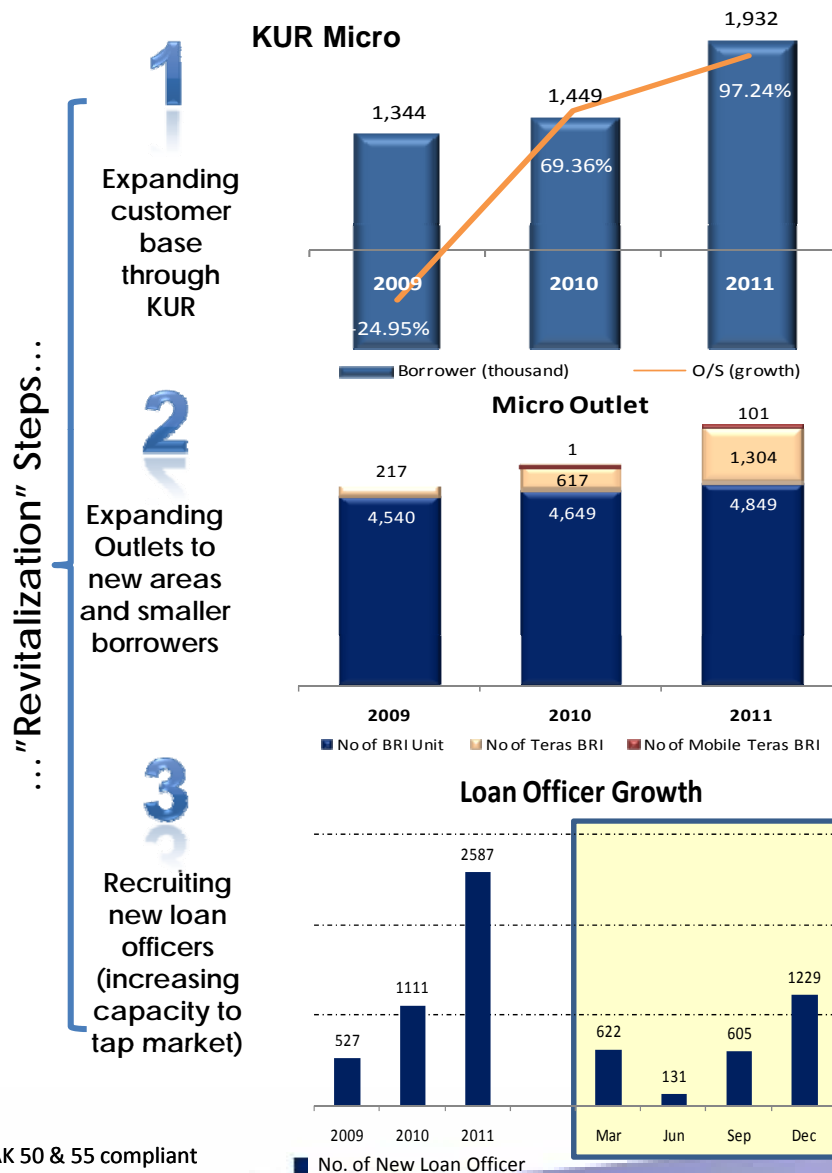
Growth of Micro Loan Non KUR



- Lower growth of micro loans in 2011 is because BRI is accelerating its micro revitalizations to increase capacity and to lay the base for sustainable future growth.
- The revitalizations are needed to boost growth as micro loan growth - although it is still high- is trending down in the past 3 years, indicating that the capacity is approaching to its maximum without any revitalizations

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

...Laying the foundation for future growth – tapping the potential & protecting the market...



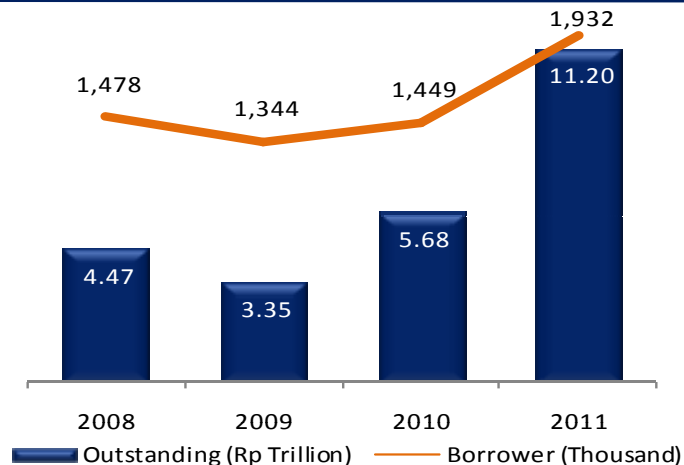
In 2011, KUR growth is accelerating as the learning curve has been learned. This latest wave of KUR expansion is off better quality, reflected in manageable NPL of 1.78%. The 'grooming' is in 2-3 years

Network expansion toward new areas, smaller outlets and smaller borrowers, resulting in a smaller amount of loans but with longer prospect of growth. In 2011, the growth of Teras is accelerated, with smaller average loan size

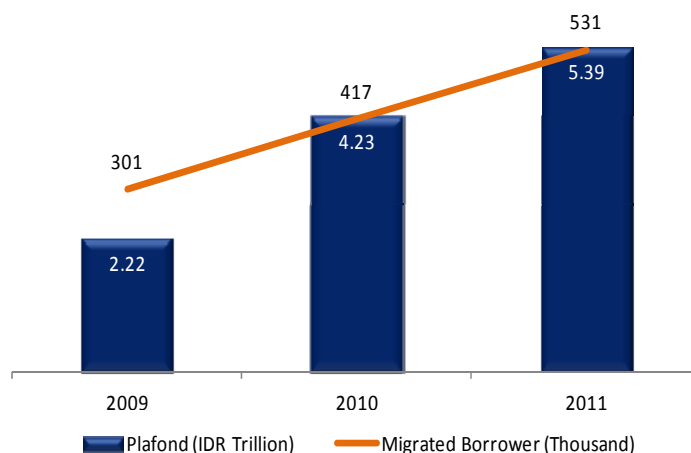
Loan Officer recruitment accelerated in 2011, as the process is being more decentralized. The new loan officers had not been in their optimum productivity in 2011, as the recruitment is accelerated only in the 4<sup>th</sup> quarter of 2011

# Micro Business – KUR, Backlog of Future Customers

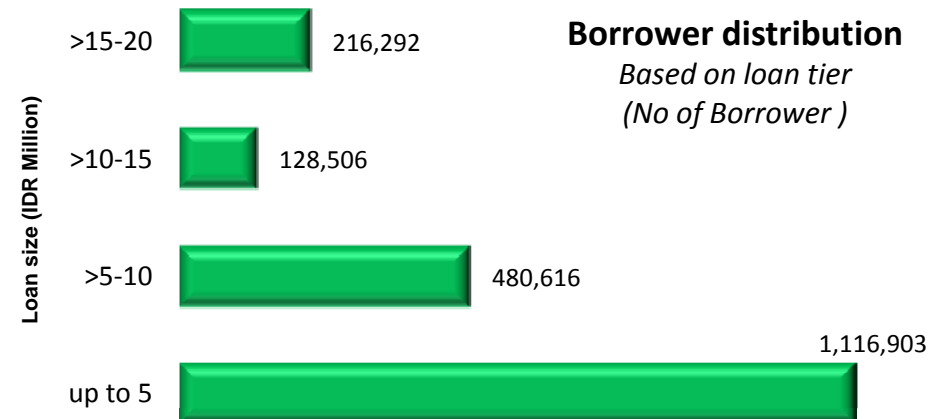
## KUR Micro - Performance



## Migration of Micro KUR to Commercial Micro Loan



Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only



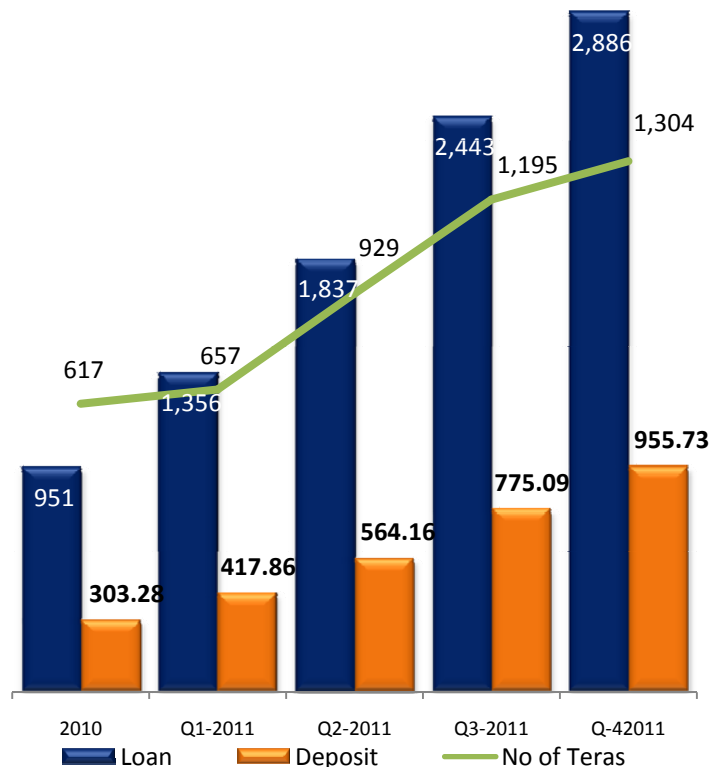
- Micro KUR outstanding grew strongly 97.24% y-o-y, while the average outstanding per borrower increased from Rp3.8 million in Dec 2010 to Rp5.5 million in Dec 2011
- NPL can be maintained at 1.78% by Dec 2011
- As of Dec 2011, more than 530 thousand KUR borrowers have migrated to commercial loan with total plafond of Rp5.39 trillion
- Micro KUR borrowers in up-to-Rp5 million tier dominated KUR borrower (57.7%), reflecting that KUR is indeed an entry point, shows different target market with commercial micro loan.
- As Micro KUR contribution keeps increasing, backlog of future commercial micro customers is greater

# Micro Banking – Teras BRI, Expanding the Outreach

*Teras BRI - more accessible, getting closer to customers*

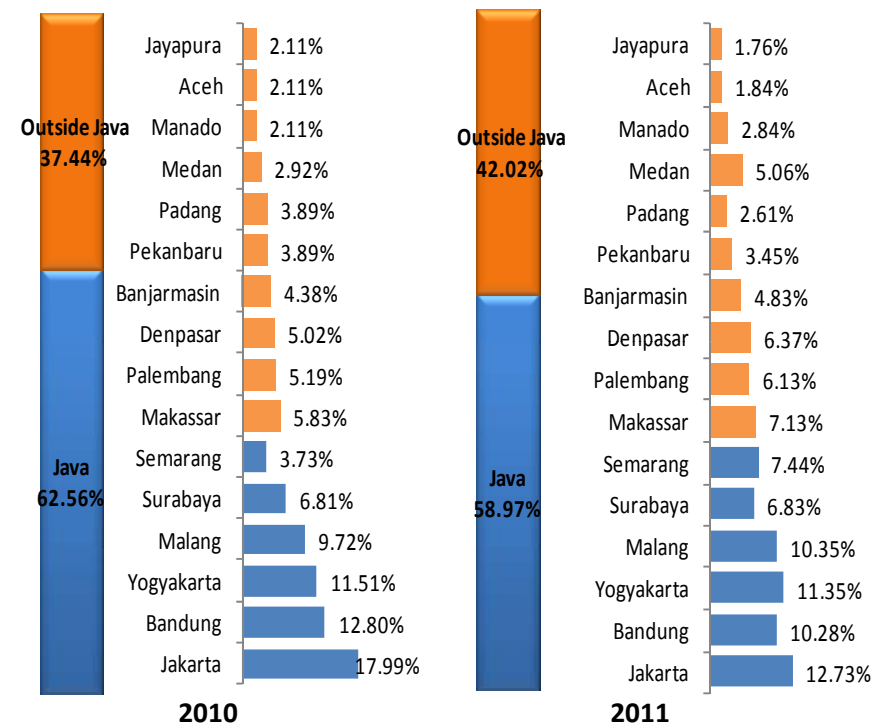
## Teras BRI Performance

IDR billion



Teras BRI is an arm-length of conventional micro outlet, designed to expand micro banking and to protect the market from competitors.

## Teras BRI Network – Geographic Composition (%)



- The growth rate of Teras openings were faster in outside java, offering more opportunities of growth due to economic development and opportunities in those areas.
- This is in line with the increasing contribution of those areas in the GDP and greater primary sector needs (agriculture & mining related activities) (Source: BPS)

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only



# Micro Banking – Funding and Fee Based Income Enhancements

*educating micro communities to e-banking toward more efficiency as well as gaining more fee based income*

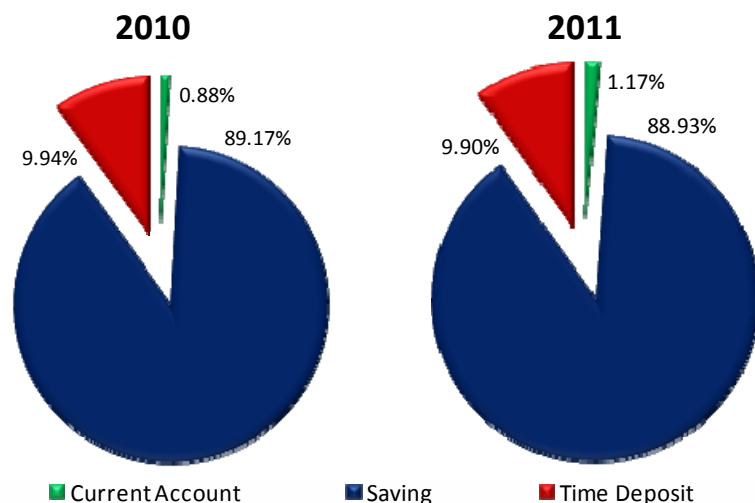
## Tapping low cost fund

- Features development (ATM card, SMS banking)
- Marketing communication through “Pesta Rakyat Simpedes” (Simpedes Folks Festival)
- Rural Event Sponsorships
- Micro deposit grew 19.48% (yoy)
- Low cost fund still dominated 90.10% of total micro deposits

## Generating Fee Based Income

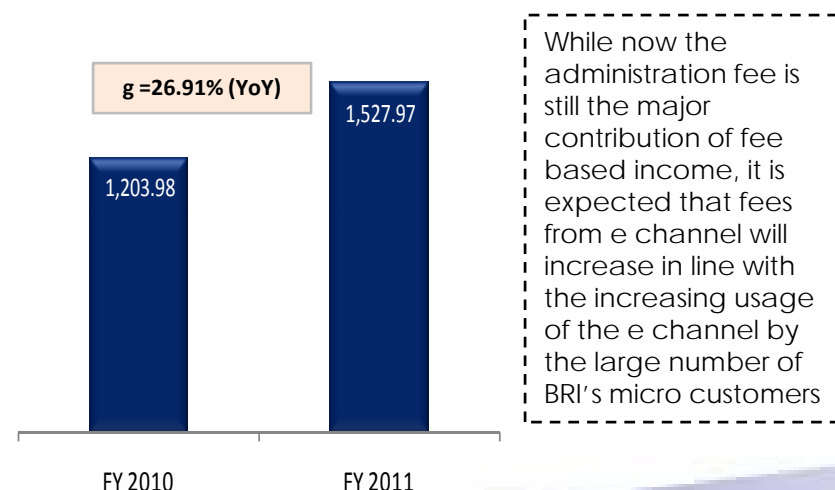
- Creating the needs of e-banking services (ATM, SMS banking)
- Utilities payment (electricity, telephone, water bill)
- Money transfers
- Fee-based income in micro grew 26.91%

## Micro Deposit Composition (%)



Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

## Fee-based Income (IDR billion)



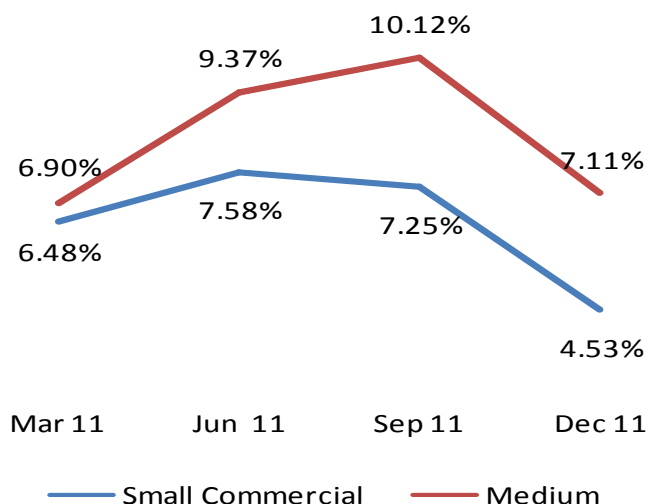
While now the administration fee is still the major contribution of fee based income, it is expected that fees from e channel will increase in line with the increasing usage of the e channel by the large number of BRI's micro customers

## **Business Strategy and Development**

---

### ***Small and Medium Business***

## NPL Trend in 2011



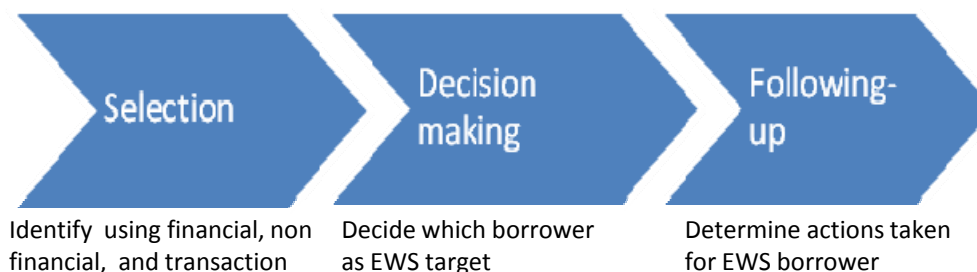
The remedial steps executed in 2011 to resolve NPLs in Medium and Small Business delivered a good result as indicated by declining NPL

To prevent recurring high NPL, BRI had strengthened its Early Warning System (EWS) which are now embedded in IT Based Loan Approval System (LAS)

BOD monitoring is also strengthened, i.e. every BoD member has been assigned to monitor certain regional offices (ROs) and hold biweekly forum for small & medium business with all the ROs to monitor the business developments as well as loan quality.

## Early Warning System

A system designed to detect earlier any possible problem which can affect loan performance, acting as a preventive measures



## Selection Criteria

Financial Indicator	Non Financial Indicator	Transaction
e.g. DER, ROA, Interest coverage ratio, etc	e.g. internal rating downgrade , fail to meet credit agreement , losing big clients e.tc	e.g. unpaid balance or interest, etc

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

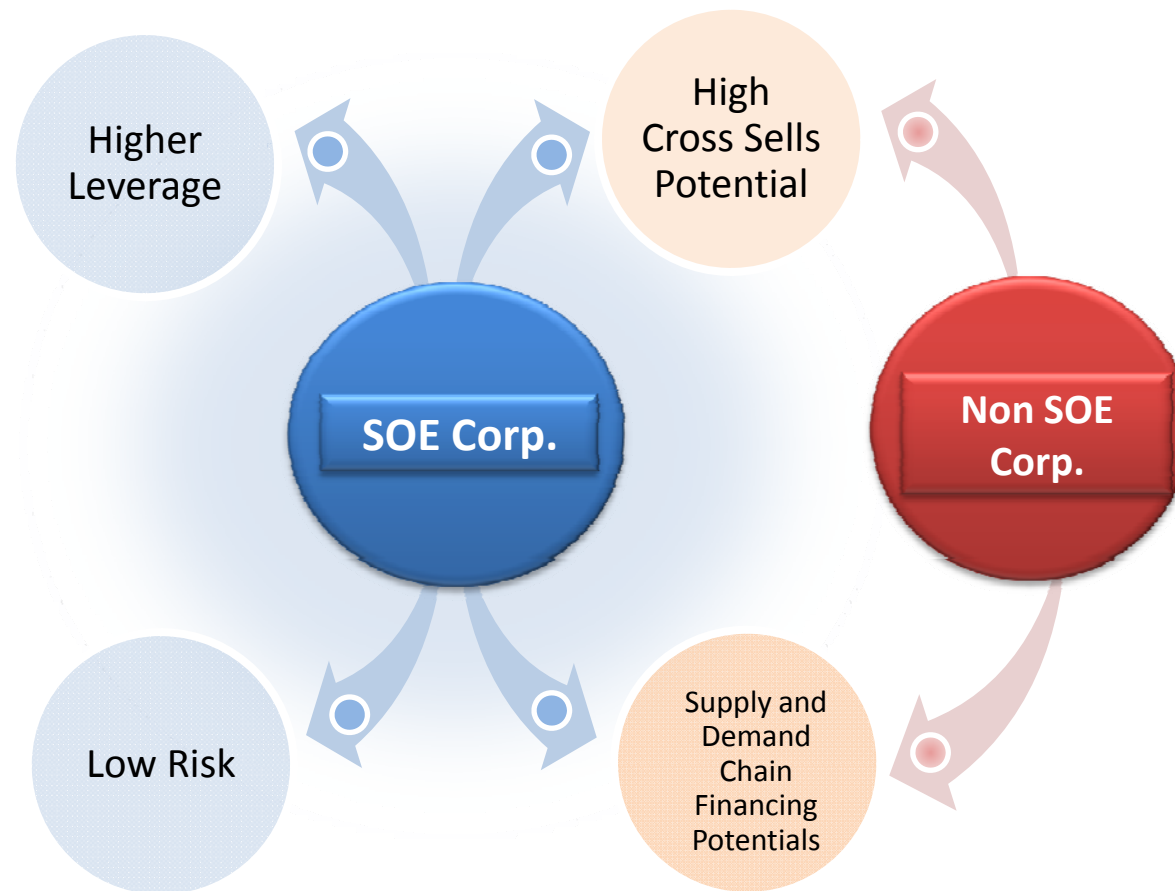
## **Business Strategy and Development**

---

***Corporate Business***

# Corporate Business

*Source of Growth for Small and Medium*

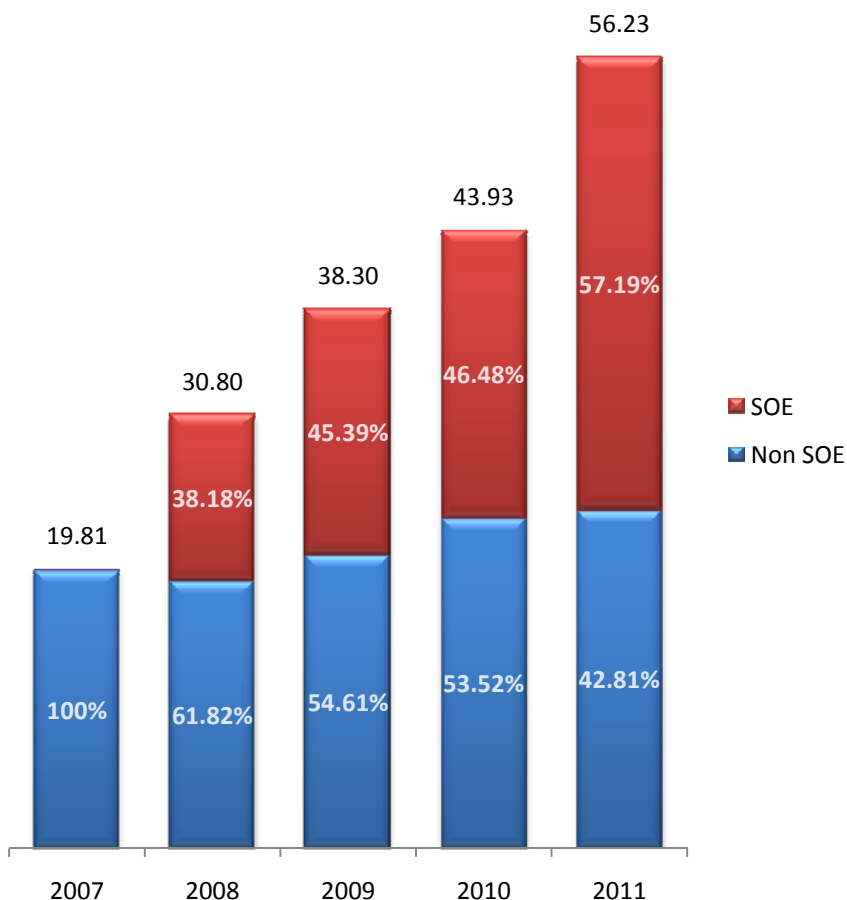


- High growth in SOE corporate Loan, a low risk and high leverage business
- Source of growth for SMEs segment , trickle down effect from supply chain financing
- Cross selling opportunities

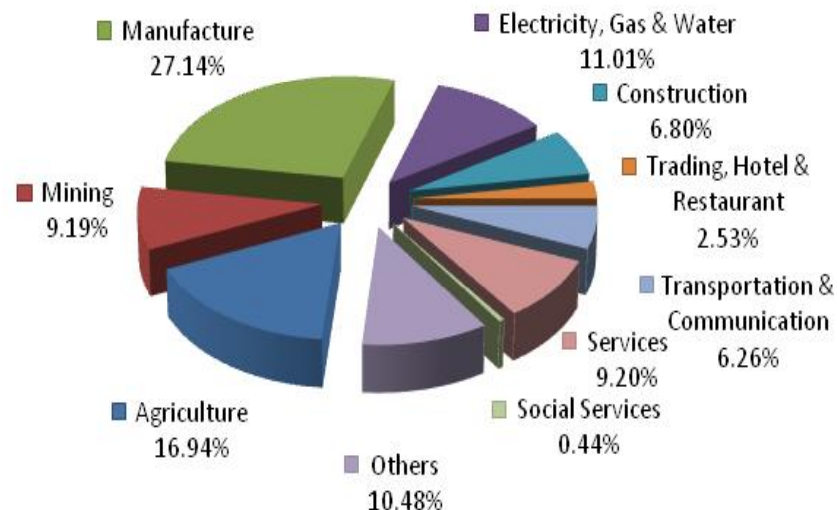
# Corporate Loans

*Optimizing resources, capturing opportunities*

## Growth By Ownership (IDR Trillion)



## By Economic Sector



- BRI pursue this corporate segment due to:
  - High cross sell potentials
  - Trickle down effect opportunities
  - Third party fund placement optimizing
  - Lower capital charge in SoE loan
  - Higher yield than SUN

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Business Strategy and Development

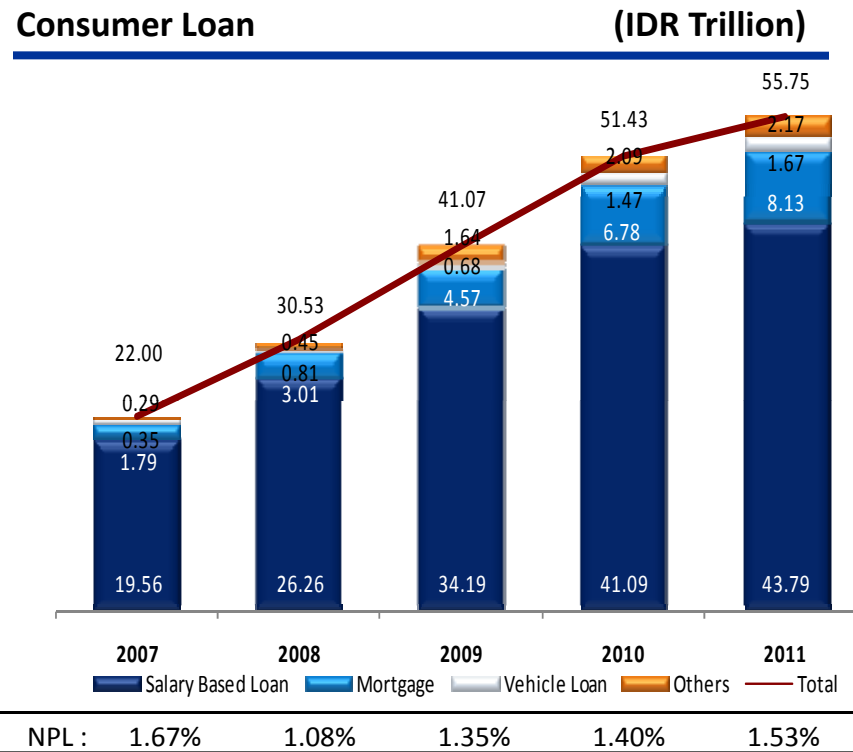
---

## *Consumer Business*



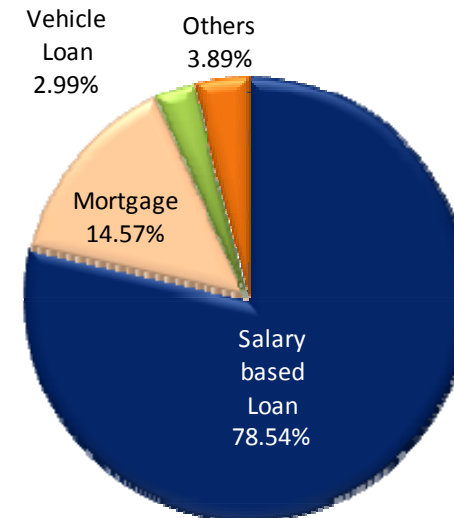
# Consumer Loan

*Dominated by salary based loan which is lucrative as well as low risk*



- 78.54% of consumer loans contributed by salary based loan, a high-yield and low risk business
- Targeted active as well as retired government or SOEs employee

## Consumer Loan Composition



## Strategy to expand Salary Based Loan Growth

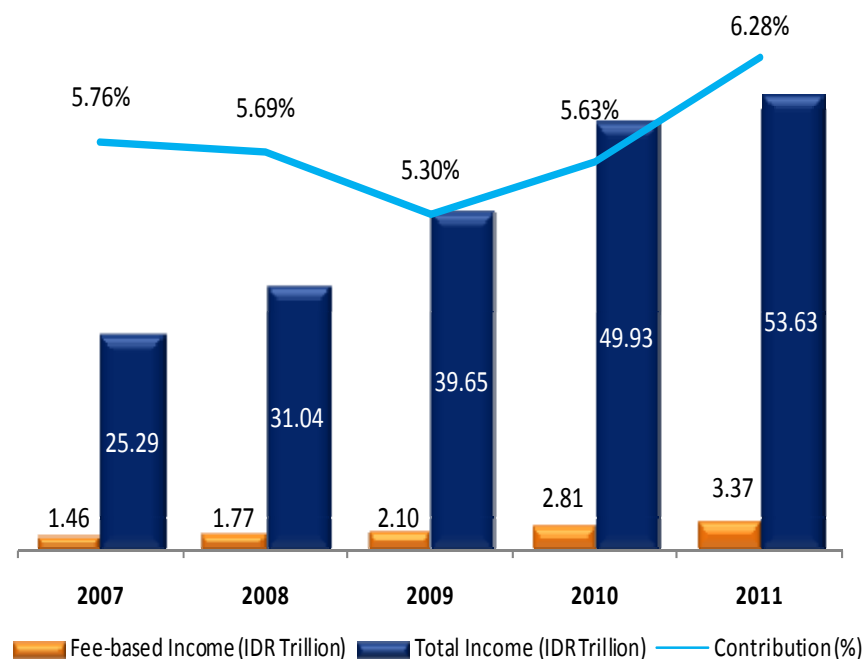
- Enhance institutional marketing
- Optimize trickle down effect from cash management services

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only



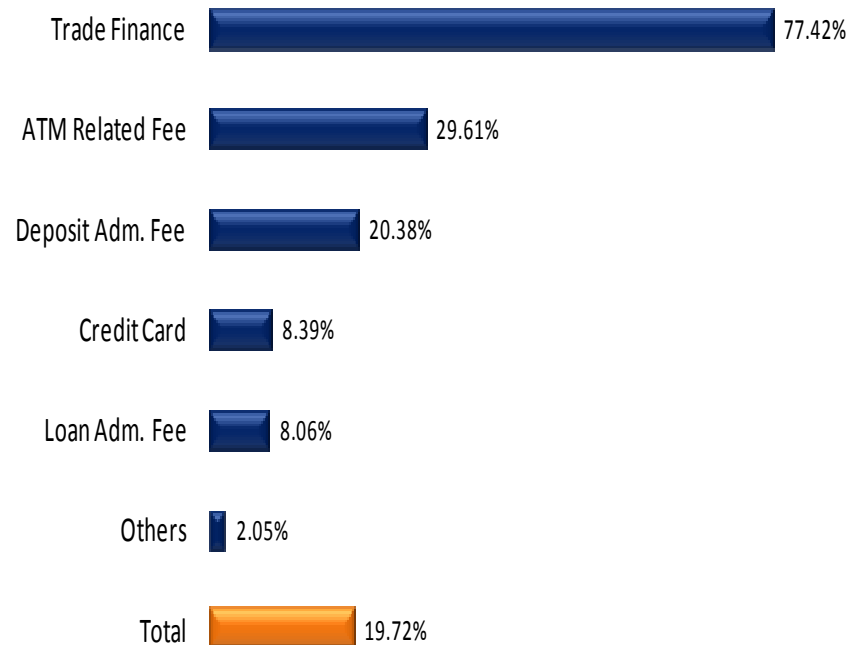
# Fee-Based Income – *Continued increasing contribution*

## Fee Based Income Contribution to Total Income



Fee-based income contribution increase gradually, as growth of fee based income is higher than interest income growth

## Fee Based Income Growth



In 2011, Trade Finance achieved the highest growth in-line with the increasing export –import transactions, followed by ATM-related fee

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

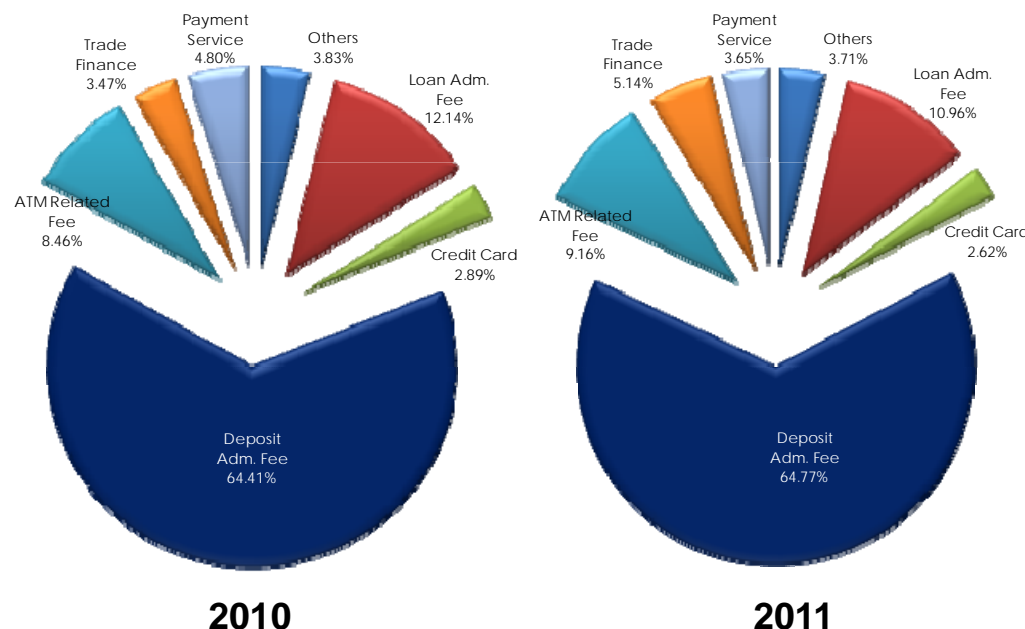
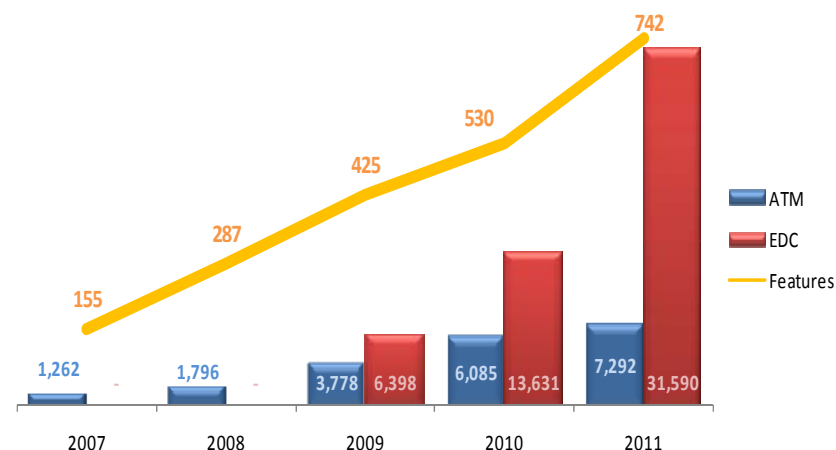
# Fee-Based Income

... e-banking developments to tap future customers ....

## Fee Based Income Contribution

- ATM –related fee is still the 3<sup>rd</sup> largest, but with increasing contribution
- BRI will continue to enhance its e-channel and e-banking business to gain more fee based income

## E Channel and E Banking Features Developments



Continuous development of IT based e-banking features as well as expansion in e-channel networks to increase fee based income

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

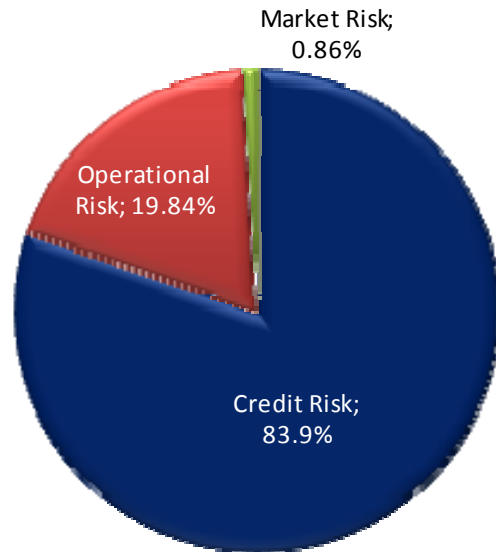
## **Business Strategy and Development**

---

***Capital***

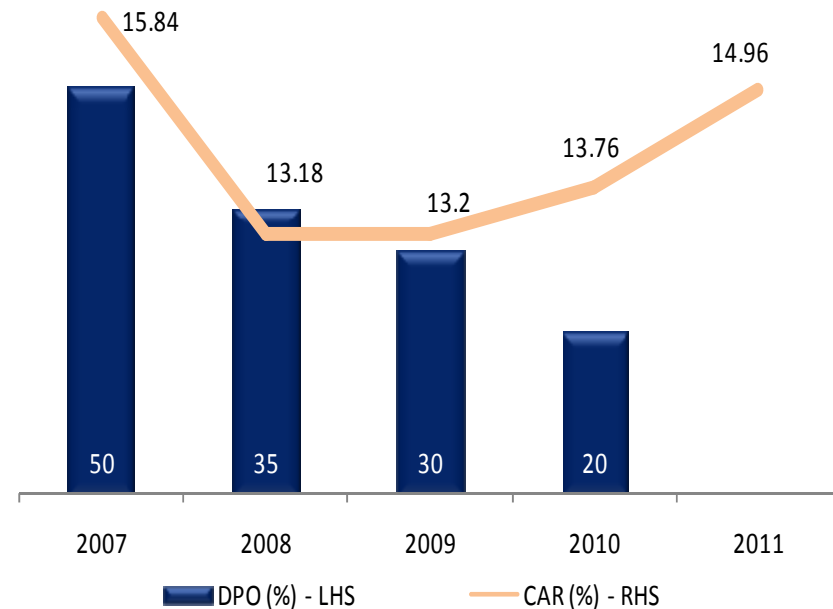
# Capital – able to support the business growth

## Capital Charge Composition



- As the business keeps growing, total risk weight asset reached Rp279,60 trillion, credit risk contributed most of it
- Total CAR was 14.96%, above minimum target of 12% and dominated (90%) by Tier 1 CAR.

## CAR and Dividend Pay Out (%)



### Basel II adoption

- RWA have included Operational Risk since 2010
- Credit Risk calculation is using standardized approach starting on 2 January 2012
- Redesign internal risk rating and PD, LGD, EAD calculation

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

- 2011 is a consolidation year for BRI, to prepare future quality growth
  - Profitability is maintained through business mix, operation efficiency as well as better asset quality.
  - Net Profit increased significantly by 31.47% reached IDR 15.083 Trillion
- 
- 2012 is the year of growth with prudent as well as opportunity to grow new businesses synergistically
  - Start from 2012 BRI has 6 business segments, SoE Business is separated from Corporate Segment, given the difference in characteristic and risk weight

***Supporting Material***

---

---

## ***BRI - Financial Performance***

# Key Financial Ratios

*Performance is continue to Improve*

Description	Full Year				
	2007	2008	2009	2010	2011
Classified Loan Ratio	7.82%	7.85%	8.91%	7.77%	9.12%
NPL ratio - Gross	3.44%	2.80%	3.52%	2.78%	2.30%
NPL ratio - Nett	0.88%	0.85%	1.08%	0.74%	0.42%
CKPN to Earning asset	4.05%	4.44%	4.29%	4.58%	4.51%
Tier I CAR	14.15%	11.84%	12.05%	12.01%	13.67%
Total CAR	15.84%	13.18%	13.20%	13.76%	14.96%
Loan to Deposit Ratio	68.80%	79.93%	80.88%	75.17%	76.20%
Net Interest Margin (NIM)	10.86%	10.18%	9.14%	10.77%	9.58%
Return on Assets (ROA) - b.t	4.61%	4.18%	3.73%	4.64%	4.93%
Return on Assets (ROA) - a.t	2.87%	2.82%	2.76%	3.57%	3.97%
Return on Equity (ROE) - Tier I	31.64%	34.50%	35.22%	43.83%	42.49%
Return on Equity (ROE) - B/S	26.45%	29.15%	28.83%	35.94%	35.10%
Cost of Fund (COF)	5.01%	5.16%	6.02%	4.90%	4.70%
Min. Reserve Requirement	22.09%	5.57%	5.90%	8.05%	9.33%
Net Open Position	7.90%	13.55%	5.22%	4.45%	5.49%
Opr. Expense to Opr. Income	69.80%	72.65%	77.66%	70.86%	66.69%
Cost Efficiency Ratio (CER)	49.03%	50.40%	46.78%	42.22%	41.17%

Amid consolidation, BRI managed to maintain its good financial performance, reflected in improving key financial ratios, giving room for growth in 2012

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only



# Sources of Income

IDR Billion

Sources of Income	2007	2008	2009	2010	2011	YoY
Interest income	23,240.63	28,076.40	35,070.65	43,971.49	46,949.14	6.77%
Other Opr.Income	1,821.70	2,491.62	3,257.10	5,457.73	5,524.12	1.22%
Non Operating Income (net)	224.07	475.77	1,327.02	497.23	1,157.40	132.77%
<b>Total Income</b>	<b>25,286.40</b>	<b>31,043.79</b>	<b>39,654.77</b>	<b>49,926.45</b>	<b>53,630.65</b>	<b>7.42%</b>

Interest Income contributed 87.54% of total revenue

## Fee & Other Operating Income

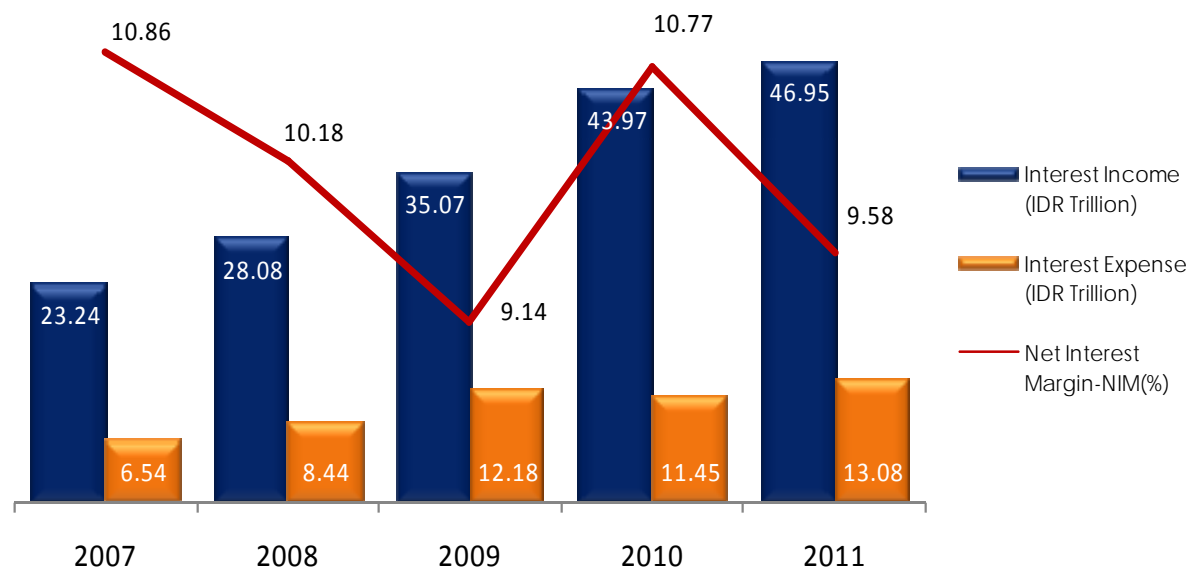
IDR Billion

Fee & Other Operating Income	2007	2008	2009	2010	2011	YoY
Gain Fr Value Increase of Securities and Govt. Recap Bonds	48.36	51.48	270.15	156.21	145.90	-6.60%
Fees and Commissions	1,455.59	1,766.83	2,101.53	2,812.51	3,367.11	19.72%
Gain fr Forex	176.11	613.64	713.43	773.02	35.52	-95.40%
Recovery			-	1,525.14	1,794.38	17.65%
Others	141.65	59.67	171.98	190.85	181.21	-5.05%
<b>Total</b>	<b>1,821.70</b>	<b>2,491.62</b>	<b>3,257.10</b>	<b>5,457.73</b>	<b>5,524.12</b>	<b>1.22%</b>

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Sources of Interest Income

## Interest Income, Interest Expenses and NIM



## Source of Interest Income

	IDR billion					
Sources of Interest Income	2007	2008	2009	2010	2011	YoY
Interest from Loans	18,123.34	22,530.40	29,290.09	39,587.23	41,656.83	5.23%
Interest from Govt. Bonds	2,020.31	1,930.43	1,805.81	1,506.38	1,114.24	-26.03%
Int. from Other Earning Assets	3,096.99	3,615.57	3,974.76	2,877.88	4,178.06	45.18%
<b>Total Interest Income</b>	<b>23,240.63</b>	<b>28,076.40</b>	<b>35,070.65</b>	<b>43,971.49</b>	<b>46,949.14</b>	<b>6.77%</b>

Interest income from loans contribute 88.73% of total interest income (or 77.67% of total income)

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Other Operating Expenses

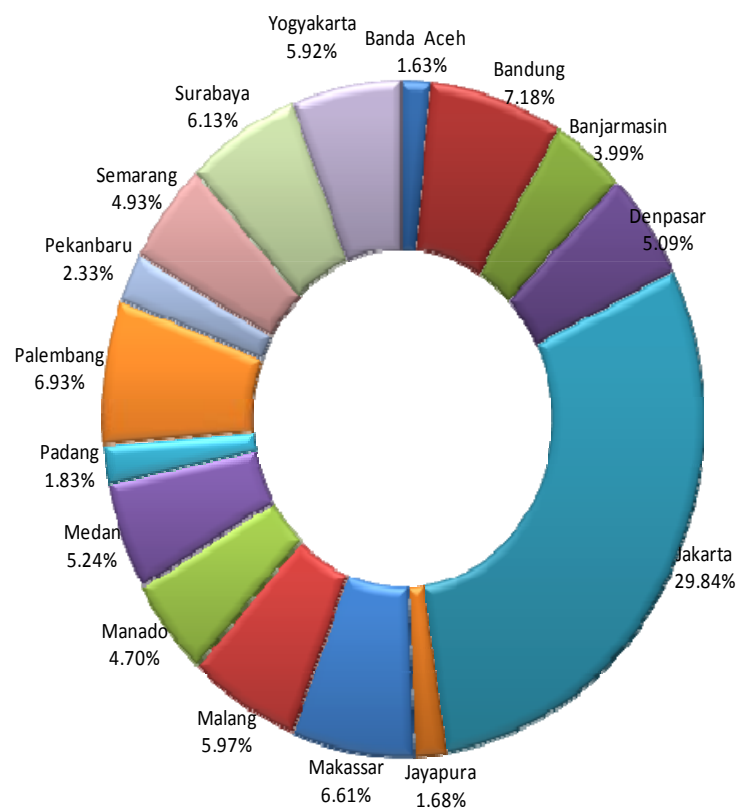
IDR Billion

Other Operating Expense	2007	2008	2009	2010	2011	YoY
Personnel	5,274.42	6,317.64	6,585.62	8,477.75	8,327.16	-1.78%
General and Administration	2,404.71	3,081.10	3,647.79	4,534.49	5,362.19	18.25%
Losses fr decrease of Securities and Govt. Bonds value	46.33	150.28	-	-	-	n.a.
Premium Paid on Govt Guarantees	267.18	349.07	422.83	516.86	609.88	18.00%
Promotion	469.70	300.67	418.38	479.10	602.71	25.80%
Others	557.28	772.09	698.65	1,639.73	1,385.73	-15.49%
<b>Total</b>	<b>9,019.61</b>	<b>10,970.83</b>	<b>11,773.26</b>	<b>15,647.93</b>	<b>16,287.66</b>	<b>4.09%</b>

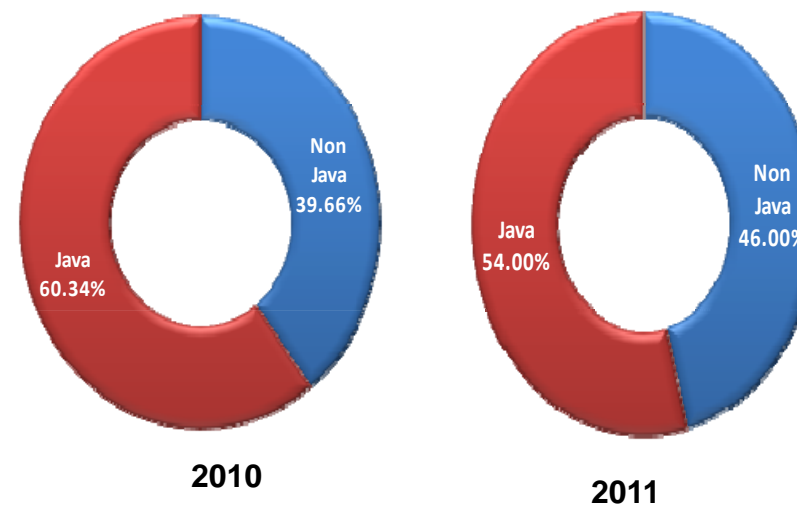
Note: FY 2010 & FY 2011 figures are PSAK 50 & 55 compliant  
Numbers stated in this presentation are bank only

# Loan Distribution

## By Regional Office



## Loan: Java – Outside Java



The Contribution of loan disbursement outside Java is increase from 40% in 2010 to 46% of total BRI loan in 2011

## Balance Sheet – consolidation\*)

IDR Billion

Description	Full Year					YoY
	2007	2008	2009	2010	2011	
<b>Total Assets</b>	<b>203,734.94</b>	<b>246,076.90</b>	<b>316,947.03</b>	<b>404,285.60</b>	<b>469,899.28</b>	<b>16.23%</b>
- Gross Loans	113,972.95	161,108.09	208,122.57	252,489.21	294,514.97	16.64%
- Government Bonds (Recap)	18,222.59	16,352.32	15,027.07	13,626.46	8,996.03	-33.98%
- Other Earnings Assets	36,895.95	51,320.90	75,913.44	113,580.34	129,135.99	13.70%
Total Earning Assets	169,091.49	228,781.31	299,063.08	379,696.01	432,646.99	13.95%
Earning Assets Provision	(7,073.72)	(8,813.63)	(11,665.43)	(14,120.63)	(16,092.38)	13.96%
Total Earning Assets (net)	162,017.77	219,967.68	287,397.65	365,575.38	416,554.61	13.94%
Total Non Earning Assets	41,717.17	26,109.22	29,549.38	38,710.22	53,344.67	37.81%
<b>Total Liabilities &amp; S.E</b>	<b>203,734.94</b>	<b>246,076.90</b>	<b>316,947.03</b>	<b>404,285.60</b>	<b>469,899.28</b>	<b>16.23%</b>
Total Customer Deposits	165,599.98	201,537.44	255,928.26	333,652.40	384,264.35	15.17%
- Demand Deposits	37,161.79	39,923.00	50,094.21	77,364.48	76,778.73	-0.76%
- Saving Deposits	72,299.93	88,076.76	104,463.27	125,989.75	154,132.97	22.34%
- Time and Certificate Deposits	56,138.26	73,537.68	101,370.78	130,298.17	153,352.64	17.69%
Other Interest Bearing Liabilities	6,262.12	7,599.27	21,284.19	17,297.41	19,361.05	11.93%
Non Interest Bearing Liabilities	12,435.20	14,583.49	12,477.20	16,662.69	16,453.56	-1.26%
Tier I Capital	15,448.24	17,795.61	21,056.69	28,134.84	38,809.25	37.94%
Total Shareholder's Equity	19,437.64	22,356.70	27,257.38	36,673.11	49,820.33	35.85%

\*) BRI and its subsidiary (Bank BRI Syariah, Bank Agro and BRC)

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant

# Income Statement – consolidation\*)

IDR Billion

Description	Full Year					Growth (YoY)
	2007	2008	2009	2010	2011	
Interest Income	23,240.63	28,096.63	35,334.13	44,615.16	48,164.35	7.96%
Interest Expense	(6,544.06)	(8,445.58)	(12,284.64)	(11,726.56)	(13,737.27)	17.15%
Net Interest Income	<b>16,696.57</b>	<b>19,651.05</b>	<b>23,049.50</b>	<b>32,888.60</b>	<b>34,427.08</b>	<b>4.68%</b>
Fee & Other Opr. Income	1,821.70	2,535.24	3,269.59	5,544.53	5,775.98	4.17%
Gross Operating Income	18,518.27	22,186.29	26,319.09	38,433.14	40,203.05	4.61%
Other Operating Expenses	(9,019.61)	(10,996.55)	(11,959.52)	(16,113.69)	(17,085.63)	6.03%
Pre Provision Operating Profit	9,498.66	11,189.74	14,359.57	22,319.44	23,117.42	3.58%
Provision	(1,942.66)	(2,843.63)	(5,798.92)	(7,917.44)	(5,533.19)	-30.11%
Non Operating Profit/Loss	224.07	475.90	1,330.57	506.23	1,171.65	131.45%
Profit Before Tax n Minor. Int.	7,780.07	8,822.01	9,891.23	14,908.23	18,755.88	25.81%
Net Profit	<b>4,838.00</b>	<b>5,958.37</b>	<b>7,308.29</b>	<b>11,472.39</b>	<b>15,088.00</b>	<b>31.52%</b>
EPS *)	201.82	248.50	304.75	465.05	611.61	31.52%

\*) BRI and its subsidiary (Bank BRI Syariah, Bank Agro and BRC)

Note: FY 2010 & 2011 figures are PSAK 50 & 55 compliant

---

***Others***

# The Most Extensive and Largest Networks

## Regional Office Distribution



Outlets	2007	2008	2009	2010	2011	Δ
Head Office	1	1	1	1	1	-
Regional Offices	14	14	17	18	18	-
Branches	344	379	406	413	431	18
Sub Branches	230	337	434	470	502	32
BRI Units	4,300	4,417	4,538	4,649	4,849	200
Cash Counters	24	179	728	822	870	48
Teras BRI			217	617	1,304	687
<b>Total</b>	<b>4,913</b>	<b>5,327</b>	<b>6,341</b>	<b>6,990</b>	<b>7,975</b>	<b>985</b>

\*Total working units are including 3 overseas offices



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit

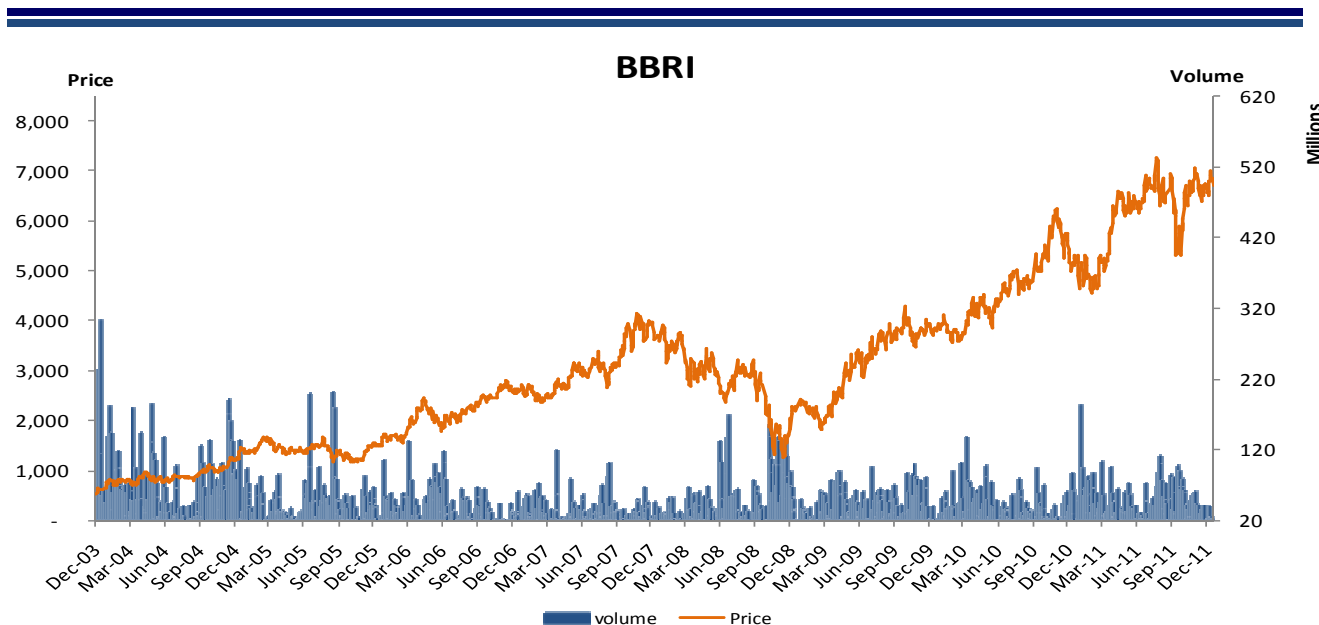


Teras BRI



# Shareholders & Stock Performance

## Stock Price: Trend



## Shareholders Composition

Shareholder	Nov 2003	2007	2008	2009	2010	2011
Government	59.50%	56.83%	56.81%	56.77%	56.75%	56.75%
Public	40.10%	43.17%	43.19%	43.23%	43.25%	43.25%
Foreign *)	55.31%	85.66%	81.73%	8.15%	84.25%	83.93%
Domestic *)	44.69%	14.34%	18.27%	15.84%	15.75%	16.07%

\*) percentage from public holding

# Ratings

## BRI Rating

MOODY'S (Jan 2012)		
-	Outlook	Stable
-	Bank Deposit	Baa3/P-3
-	Bank Financial Strength	D+
-	Baseline Credit Assessment	(Ba1)
-	Adjusted Baseline Credit Assessment	(Ba1)
FITCH (December 2011)		
-	Long Term Foreign Currency IDR	BBB-, Stable Outlook
-	Short Term Foreign Currency IDR Long Term	FF3
-	Support Rating Floor	BBB-
-	Support Rating	2
-	Viability Rating	bb+
-	Individual Rating	C/D
-	National Long-Term Rating	AAA (idn), Stable Outlook
-	Rupiah Subordinated Debt	AA (idn); RWN
PEFINDO (March 2011)		
-	National Rating	id AAA, Stable Outlook

## Country Rating

Indonesia Sovereign Rating	
Standard and Poors (April 2011)	BB+, Positive Outlook
Fitch (December 2011)	BBB-, Stable Outlook
Moody's (January 2012)	Baa3, Outlook Stable
Japan Credit Rating Agency	BBB-, Outlook Stable

PT BANK RAKYAT INDONESIA (Persero) Tbk.  
Investor Relations  
20<sup>th</sup> floor BRI I Building  
Jl Jendral Sudirman Kav 44-46 Jakarta 10210  
Indonesia

Phone : 62 21 5752006/09, 5751952/79  
Fax. : 62 21 5752010  
Website : [www.ir-bri.com](http://www.ir-bri.com)  
E-mail : [ir@bri.co.id](mailto:ir@bri.co.id)

**Disclaimer:** This report has been prepared by **PT Bank Rakyat Indonesia (Persero) Tbk** (Bank BRI) independently and is circulated for the purpose of general information only. It is not intended to the specific person who may receive this report. The information in this report has been obtained from sources which we deem reliable. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this report constitute our judgment as of this date and are subject to change without prior notice. We disclaim any responsibility or liability without prior notice of Bank BRI and/or their respective employees and/or agents whatsoever arising which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither Bank BRI and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions, negligent or otherwise, in this report and any inaccuracy herein or omission here from which might otherwise arise.

