Management Discussion and Analysis on Company's Performance Support Function

Transactions with Related Parties

Bank Mandiri and Subsidiaries have transactions with related parties as defined in SFAS 7, "Related Party Disclosures" and Regulation of the Financial Services Authority (formerly Bapepam-LK) or POJK No. KEP-347/BL/2012 dated June 25, 2012 on the "Presentation of Financial Statements of Public Company".

All transactions made in 2016 were categorized as Arm's Length transactions and in accordance with the ordinary commercial requirements as shown by "Unqualified Opinion" from Independent Auditor on 2016 Consolidated Financial Statements. In 2016 there are no related party transactions that require shareholder approval.

A related party is a person or entity that is related to the entity that is preparing its financial statements (reporting entity). A person or entity which can be categorized as related party are as follow:

- 1. A person who (a) has control or joint control over the reporting entity; (b) has significant influence over the reporting entity; or (c) is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.
- 2. An entity is related to a reporting entity if any of the following conditions applies:
 - a. The entity and the reporting entity are members of the same group;
 - One entity is an associate or joint venture of the other entity;
 - Both entities are joint ventures of the same third party;

- d. One entity is a joint venture of a third entity and the other entity is an associate of the third entity;
- The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to the reporting entity;
- The entity is controlled or jointly controlled by a person identified in (1); or
- A person identified in (1)(a) has significant influence over the entity or is a member of the key management personnel of the entity;
- h. The entity is controlled or jointly controlled or significantly influenced by Government, namely Ministry of Finance or Local Government which are the shareholders of the entity.
- 3. A party who is not a related party:
 - a. Two entities merely due for having the same director or key management personnel from one entity with significant influence over the other entity;
 - b. Two venturers merely due for having joint control over joint venture;
 - c. Financier, labor union, public service entity and department and government institution with no control, joint control or significant influence over reporting entity, merely in administration of normal affairs with entity;
 - d. Customers, Suppliers, Franchise Owners, distributors or general agent with whom the entity made business transaction with significant volume, merely due to the economic dependence caused by the condition.

Relationships with Related Parties through Ownership and/or Management

No	Name of Related Parties	Nature of Relationship
1.	PT Kustodian Sentral Efek Indonesia	Association Company
2.	PT Sarana Bersama Pengembangan Indonesia	Association Company
3.	Dana Pensiun Bank Mandiri	Bank Mandiri as founder
4.	Dana Pensiun Bank Mandiri 1	Bank Mandiri as founder
5.	Dana Pensiun Bank Mandiri 2	Bank Mandiri as founder
6.	Dana Pensiun Bank Mandiri 3	Bank Mandiri as founder
7.	Dana Pensiun Bank Mandiri 4	Bank Mandiri as founder
8.	PT Bumi Daya Plaza	Controlled by Mandiri Pension Fund (as of December 19, 2013)
9.	PT Pengelola Investama Mandiri	Controlled by Mandiri Pension Fund (as of December 19, 2013)
10.	PT Usaha Gedung Mandiri	Controlled by Mandiri Pension Fund (as of December 19, 2013)
11.	PT Estika Daya Mandiri	Controlled by Mandiri Pension Fund 1
12.	PT Asuransi Staco Mandiri (dahulu PT Asuransi Staco Jasapratama)	Controlled by Mandiri Pension Fund 2
13.	PT Mulia Sasmita Bhakti	Controlled by Mandiri Pension Fund 3
14.	PT Krida Upaya Tunggal	Controlled by Mandiri Pension Fund 4
15.	PT Wahana Optima Permai	Controlled by Mandiri Pension Fund 4
16.	Dana Pensiun Lembaga Keuangan Bank Mandiri	Significantly influenced by Bank Mandiri
17.	Koperasi Kesehatan Pegawai dan Pensiunan Bank Mandiri (Mandiri Healthcare)	Significantly influenced by Bank Mandiri