

PT Bank Rakyat Indonesia (Persero) Tbk.



TECHNOLOGY

INFRASTRUCTURE

DIGITAL EDGES

Q1'2016 - Financial Update Presentation



E-COMMERCE



E-OFFICE



SECURE ACCESS



MARKET RESEARCH



LENDING

Financial Highlights

	2011	2012	2013	2014	2015	Mar'15	Mar'16	Δ yoy
Asset/Liabilities								
Total Assets (IDR Billion)	456,531	535,209	606,370	778,046	845,998	781,181	832,092	6.52%
Total Loans (Gross) (IDR Billion)	283,583	348,227	430,618	490,403	558,436	472,915	561,098	18.65%
Total Deposits (IDR Billion)	372,148	436,098	486,366	600,404	642,774	587,727	631,781	7.50%
Asset Quality								
NPL (gross)	2.30%	1.78%	1.55%	1.69%	2.02%	2.17%	2.22%	
NPL (nett)	0.42%	0.34%	0.31%	0.36%	0.52%	0.60%	0.59%	
Liquidity								
LDR	76.20%	79.85%	88.54%	81.68%	86.88%	80.47%	88.81%	
CASA	61.28%	59.94%	59.22%	53.55%	59.21%	51.74%	56.54%	
Reserve Requirement - IDR	9.33%	10.64%	8.02%	8.07%	9.31%	8.03%	6.52%	
Reserve Requirement - FX	8.00%	8.17%	8.00%	8.00%	8.43%	8.05%	8.01%	
Profitability								
Net Profit (IDR Billion)	15,083	18,521	21,160	24,176	25,204	6,101	6,137	0.58%
NIM	9.58%	8.42%	8.55%	8.51%	8.13%	7.57%	8.09%	
ROE Tier 1	42.49%	38.66%	34.11%	31.19%	29.89%	29.84%	26.55%	
ROA before tax	4.93%	5.15%	5.03%	4.73%	4.19%	3.99%	3.65%	
Cost of Fund (CoF)	4.70%	3.68%	3.71%	4.38%	4.24%	4.74%	3.98%	
Cost Efficiency Ratio (CER)	41.17%	43.11%	42.13%	43.18%	43.81%	45.08%	42.88%	
Operating Expense to Operating Income	66.69%	59.93%	60.58%	65.42%	67.96%	68.04%	72.10%	
Capital^{*)}								
Tier1 CAR	13.67%	15.86%	16.13%	17.54%	16.76%	15.97%	15.84%	
Total CAR	14.96%	16.95%	16.99%	18.31%	20.59%	20.08%	19.49%	

^{*)} As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Balance Sheet

(IDR Billion)

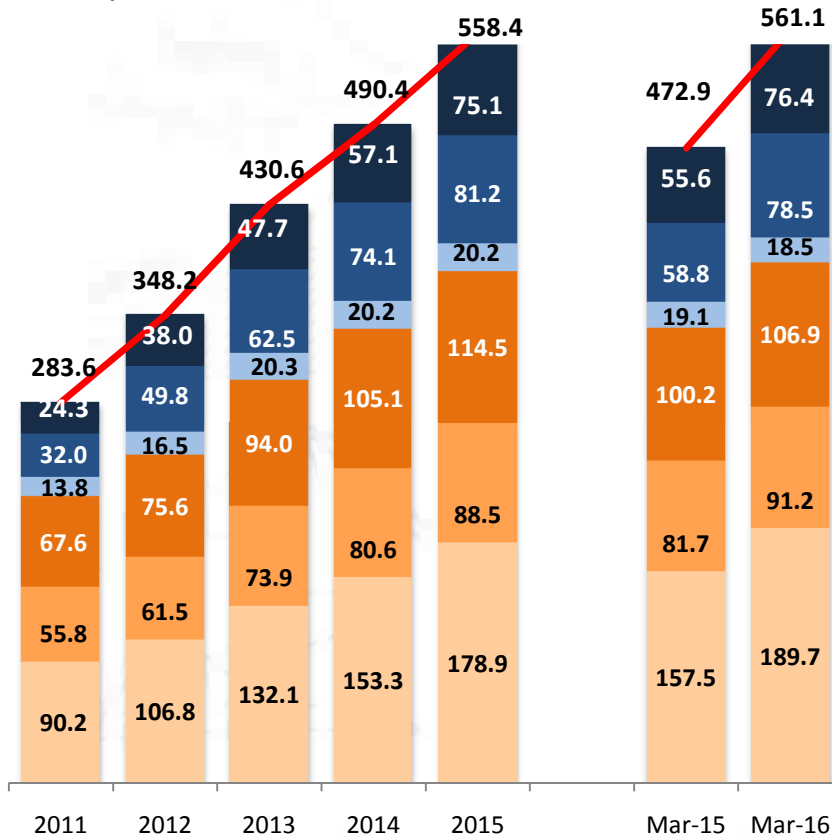
Description	2011	2012	2013	2014	2015	Mar'15	Mar'16	(YoY)	g(QoQ)
Total Assets	456,531	535,209	606,370	778,046	845,998	781,181	832,092	6.5%	-1.6%
- Gross Loans	283,583	348,227	430,618	490,403	558,436	472,915	561,098	18.6%	0.5%
- Government Bonds (Recap)	8,996	4,316	4,511	4,304	3,816	4,301	3,818	-11.2%	0.0%
- Other Earnings Assets	127,774	131,547	115,168	211,325	190,735	236,584	195,829	-17.2%	2.7%
Total Earning Assets	420,353	484,089	550,297	706,031	752,987	713,800	760,744	6.6%	1.0%
Earning Assets Provision	(15,869)	(14,584)	(15,072)	(15,785)	(17,030)	(16,013)	(18,657)	16.5%	9.6%
Total Earning Assets (net)	404,484	469,505	535,225	690,246	735,957	697,787	742,087	6.3%	0.8%
Total Non Earning Assets	52,047	65,704	71,145	87,800	110,041	83,394	90,004	7.9%	-18.2%
Total Liabilities & S.E	456,531	535,209	606,370	778,046	845,998	781,181	832,092	6.5%	-1.6%
Total Customer Deposits	372,148	436,098	486,366	600,404	642,774	587,727	631,781	7.5%	-1.7%
- Demand Deposits	75,579	78,753	78,017	89,076	112,989	84,835	108,150	27.5%	-4.3%
- Saving	152,474	182,643	210,004	232,414	267,607	219,234	249,037	13.6%	-6.9%
- Time Deposits	144,095	174,702	198,346	278,915	262,178	283,658	274,593	-3.2%	4.7%
Other Interest Bearing Liabilities	18,413	14,466	19,873	56,677	67,712	64,197	55,725	-13.2%	-17.7%
Non Interest Bearing Liabilities	16,195	20,008	21,261	23,784	23,120	34,045	32,673	-4.0%	41.3%
Tier I Capital*	38,215	51,593	65,964	82,109	89,992	77,416	89,915	16.1%	-0.1%
Total Shareholder's Equity	49,775	64,637	78,870	97,181	112,392	95,212	111,913	17.5%	-0.4%

*) As of January 2015:

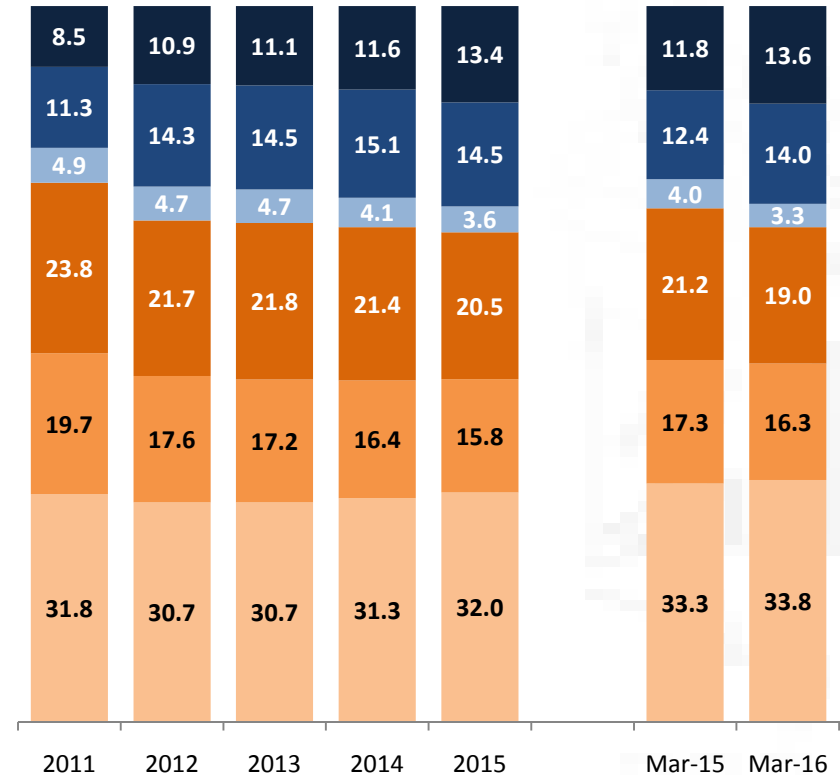
- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)



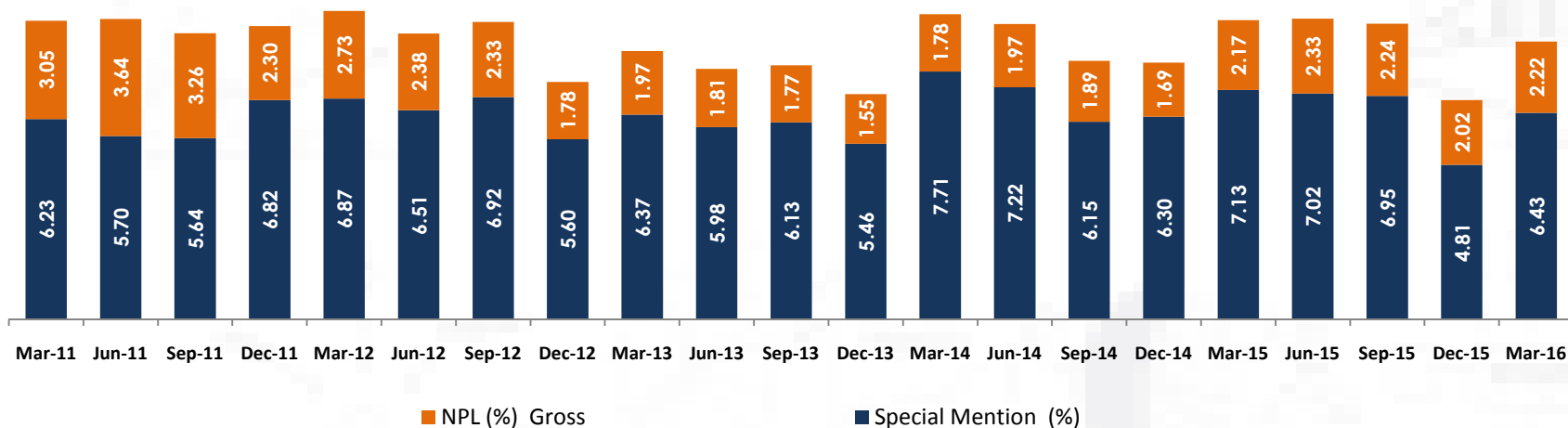
Micro Consumer Small Commercial Medium SoE Corporate Non-SoE Total Loan

Manageable NPL level of 2.22%

Non Performing Loan - gross (%)

NPL (%)	2011	2012	2013	2014	2015	Mar-15	Mar-16
Micro	1.19	1.09	1.04	1.12	1.13	1.56	1.54
Consumer	1.53	1.60	1.40	1.21	1.30	1.44	1.48
Small Commercial	4.53	3.75	3.13	3.21	2.90	4.13	3.78
Medium	7.11	5.09	4.38	5.91	5.82	7.50	6.68
Corporate Non-SoE	2.24	1.00	0.87	1.78	4.78	1.92	3.78
SoE	-	-	-	-	-	-	-
Total NPL	2.30	1.78	1.55	1.69	2.02	2.17	2.22

Special Mention (%)

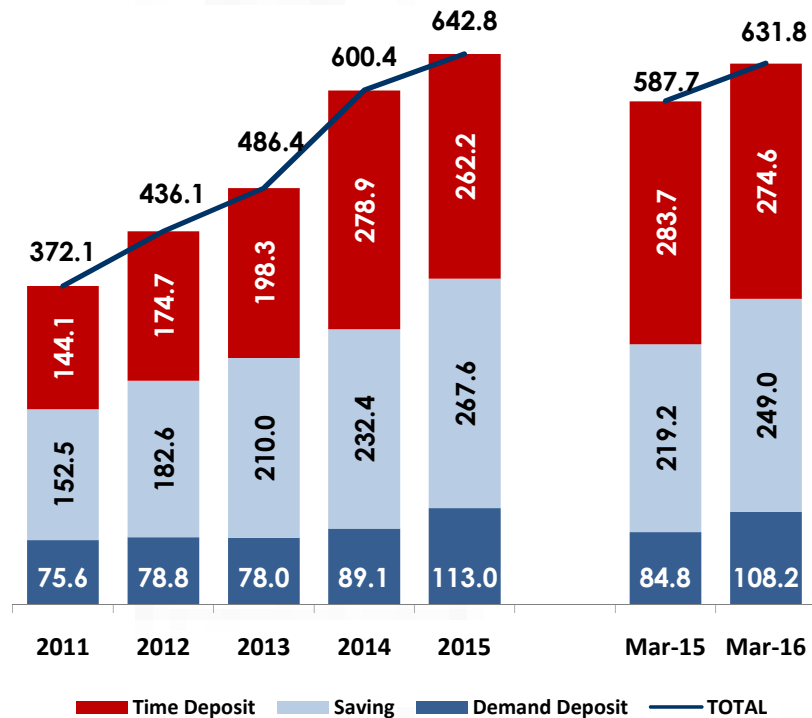


Deposits – Mix and Growth

Higher CASA level at 56.54% compared to 1Q2015, generated lower cost of funds

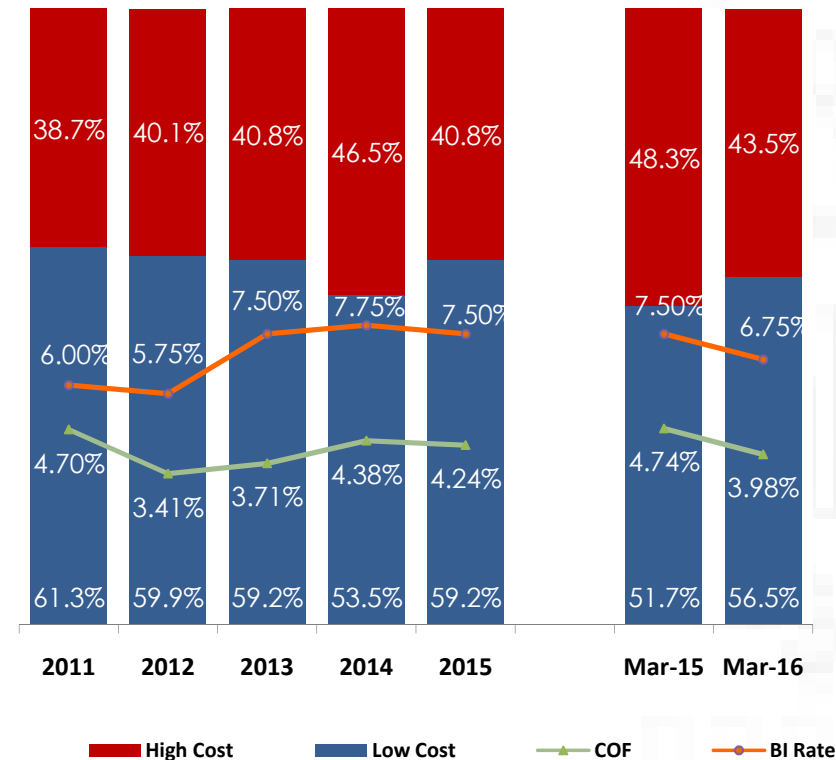
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF & BI Rate

(%)



Income Statement

(IDR Billion)

Description	2011	2012	2013	2014	2015	Q1'15	Q1'16	g(YoY)
Interest Income	46,949	47,922	57,301	72,466	82,221	20,083	21,840	8.7%
Interest Expense	(13,079)	(12,461)	(14,395)	(22,346)	(25,710)	(7,004)	(6,514)	-7.0%
Net Interest Income	33,870	35,461	42,906	50,120	56,511	13,079	15,326	17.2%
Fee & Other Opr. Income *	5,524	8,166	8,165	9,178	12,224	2,727	3,311	21.4%
Gross Operating Income	39,394	43,627	51,071	59,298	68,735	15,806	18,637	17.9%
Other Operating Expenses	(16,288)	(18,602)	(21,284)	(25,458)	(29,889)	(7,032)	(8,025)	14.1%
Pre Provision Operating Profit	23,106	25,025	29,788	33,840	38,846	8,774	10,611	20.9%
Provision	(5,532)	(2,555)	(3,916)	(5,613)	(8,581)	(1,483)	(3,589)	142.0%
Non Operating Income (Net)	1,157	1,169	1,776	2,497	1,947	288	573	98.5%
Profit Before Tax n Minor. Int.	18,731	23,639	27,648	30,724	32,211	7,579	7,595	0.2%
Net Profit	15,083	18,521	21,160	24,176	25,204	6,101	6,137	0.6%
EPS**	611.4	750.8	857.8	980.0	1,021.7	989.3	995.1	0.6%

*) Detail on the Fee & Other Operating Income on page 28

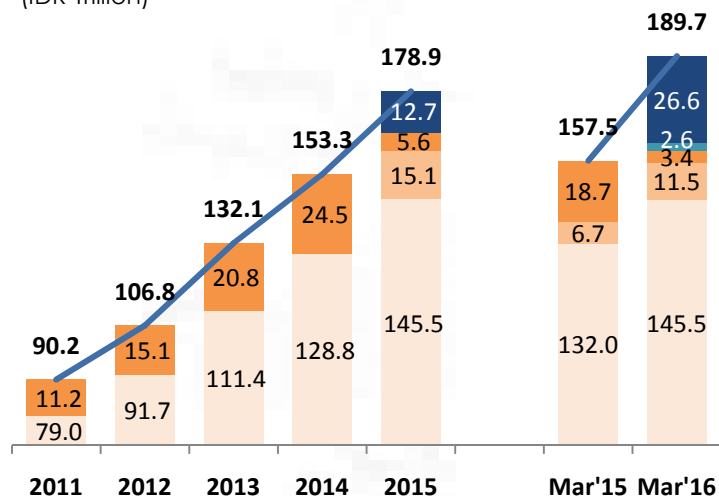
**) annualized

Business Updates

Micro Banking

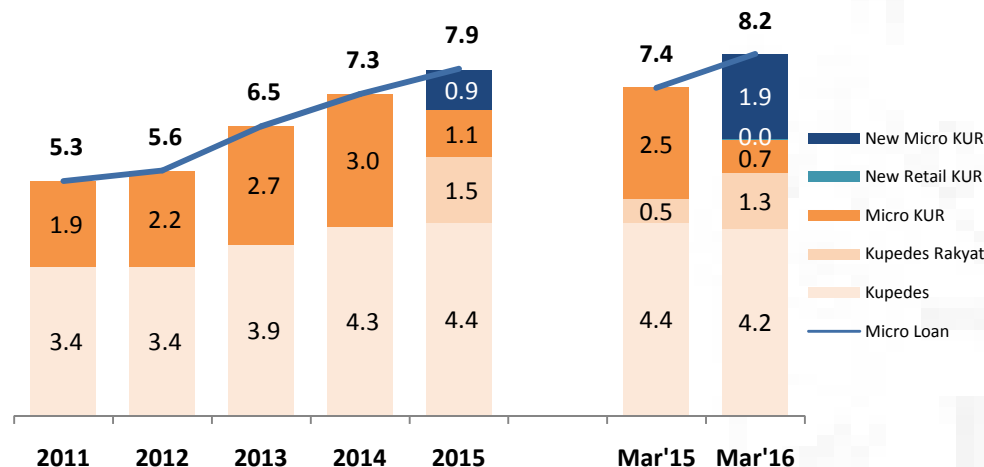
Micro Loans

(IDR Trillion)

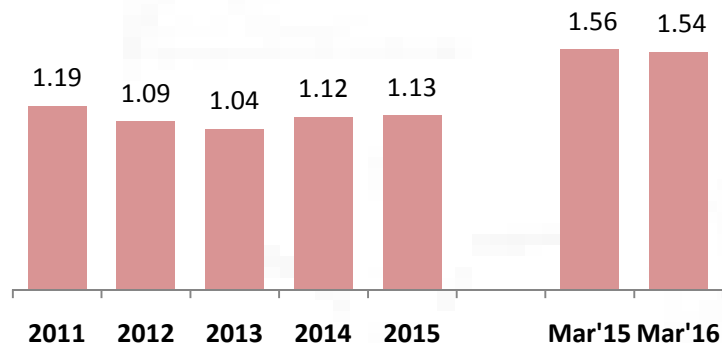


Micro Borrowers

(Million)



NPL – Micro Loans (%)

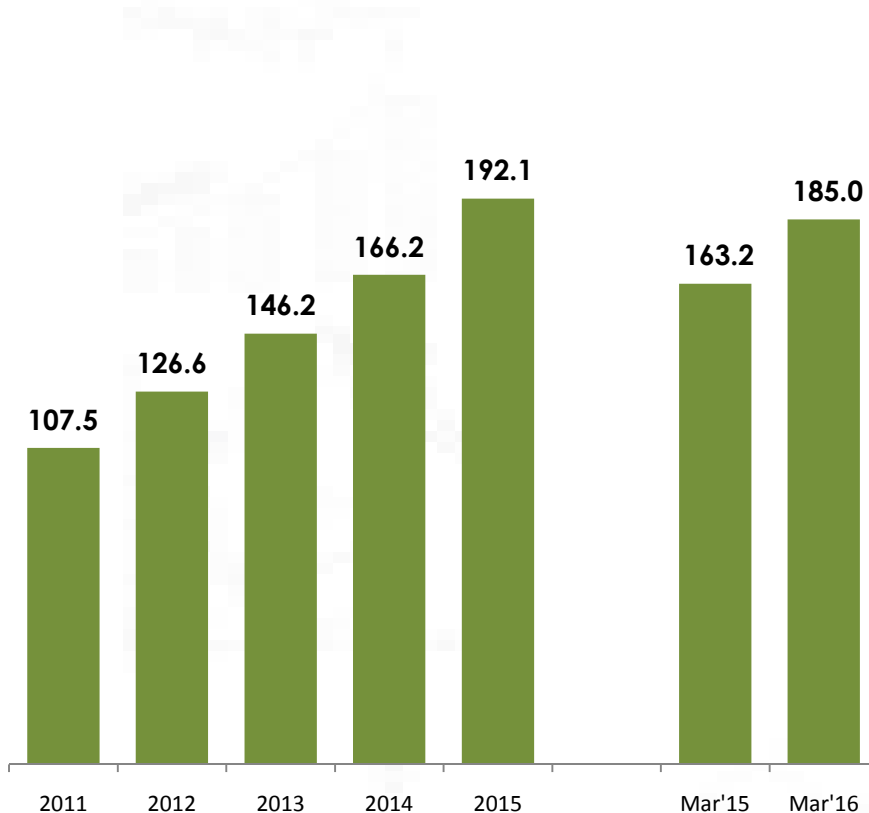


- Total Micro loans increased 20.4% yoy, with number of borrowers reaching 8.2 million.
- New KUR support the micro loan growth. With outstanding reaching Rp 29.2 trillion and 1.9 million borrowers to compensate declining Micro KUR and Kupedes Rakyat

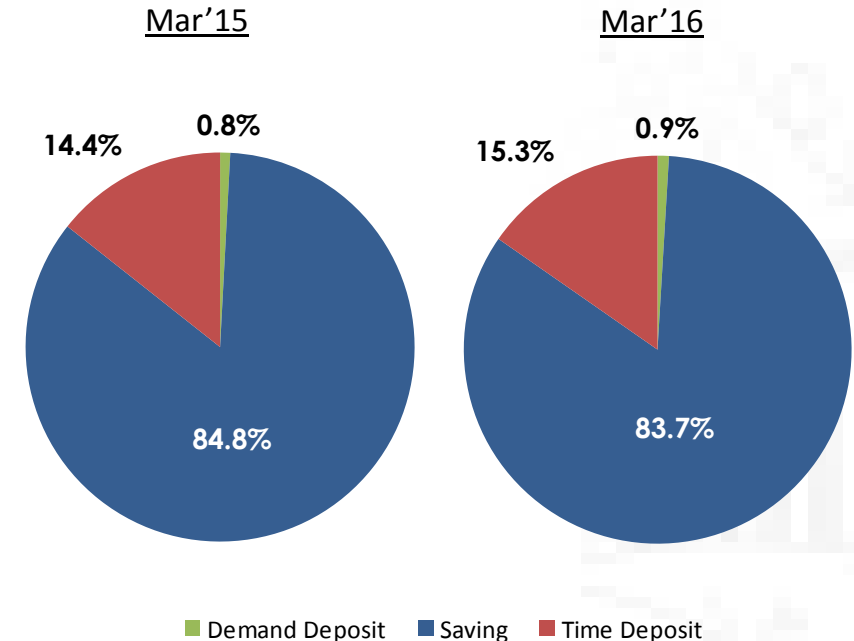
Micro Funding, providing liquidity from stable core funding

Micro Deposits

(IDR Trillion)



Micro Deposits Composition

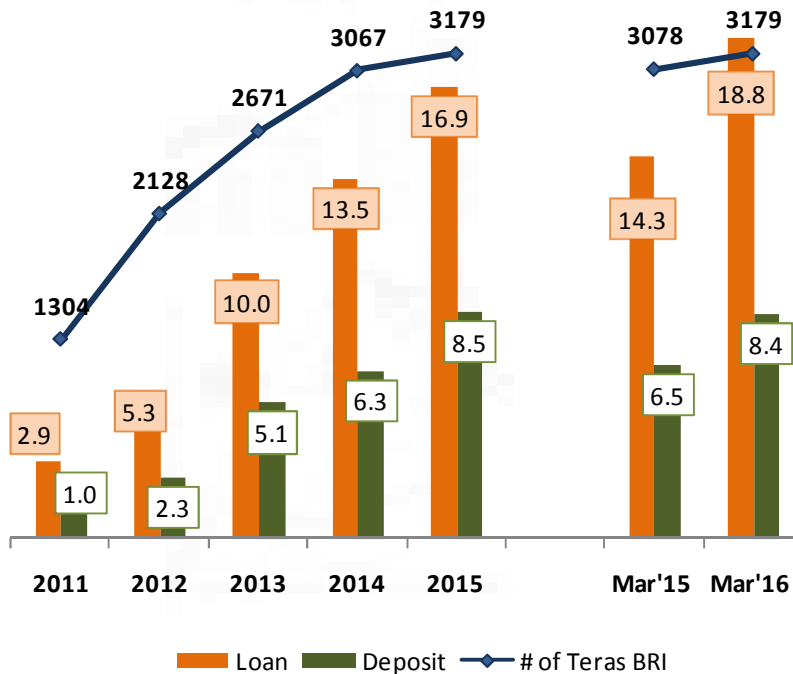


- Micro deposits grew 13.4% yoy, lead by saving with 12.0% YoY
- Savings, with composition of 83.7%, still dominates micro deposits

Teras BRI - more accessible, getting closer to customers

TerasBRI - Performance

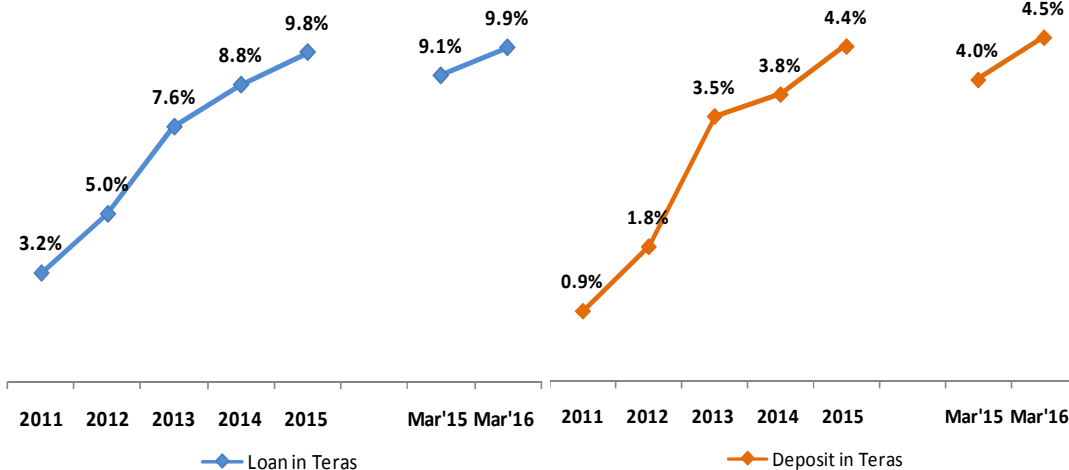
IDR Trillion



TerasBRI - Contribution to Micro Loan & Deposit

Loan

Deposit

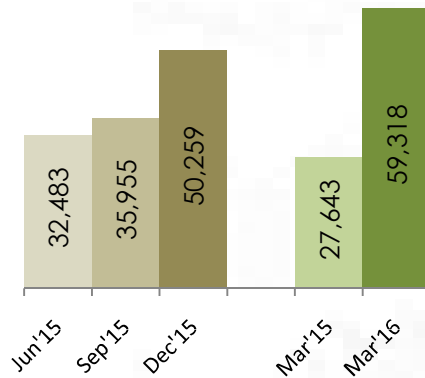


- TerasBRI continuously shows strong performance with loan growth of 31.5% and deposit growth of 29.2% yoy.
- Contribution of Teras BRI to Micro business performance keep increasing, in Mar'16 reached 9.9% and 4.5% of total micro loan and deposit



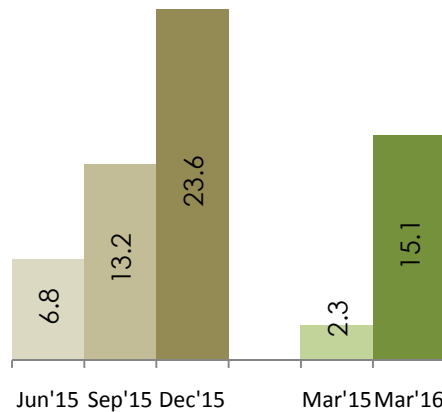
BRILink is utilization of BRI's e-banking infrastructure by third parties (BRILink Agent) through fee sharing scheme

of Agent



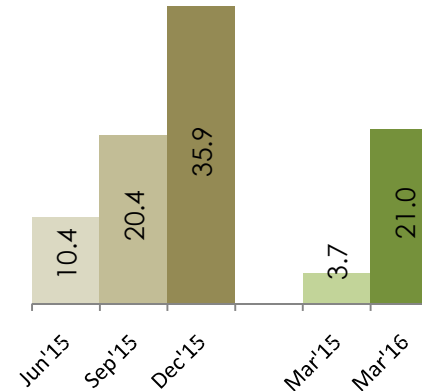
of Transaction

(in Million)

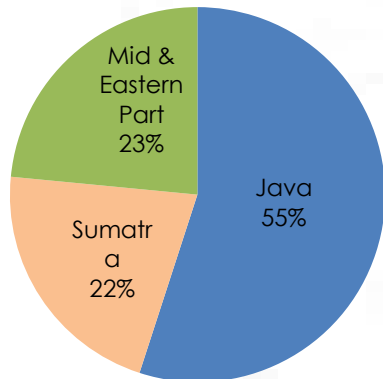


Transaction Volume

(in Rp Trillion)

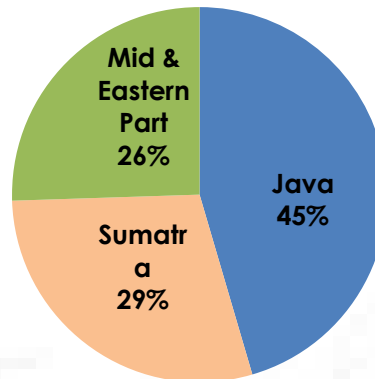


of Agent - Distribution



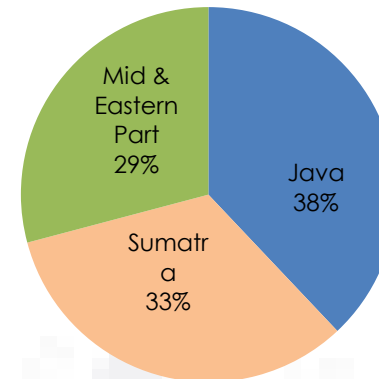
In Mar'16, Java (55.0%) dominates the Agent distribution

of Transaction - Distribution



In line with the Agent distribution, Java dominates the total BRILink transaction

Transaction Volume - Distribution



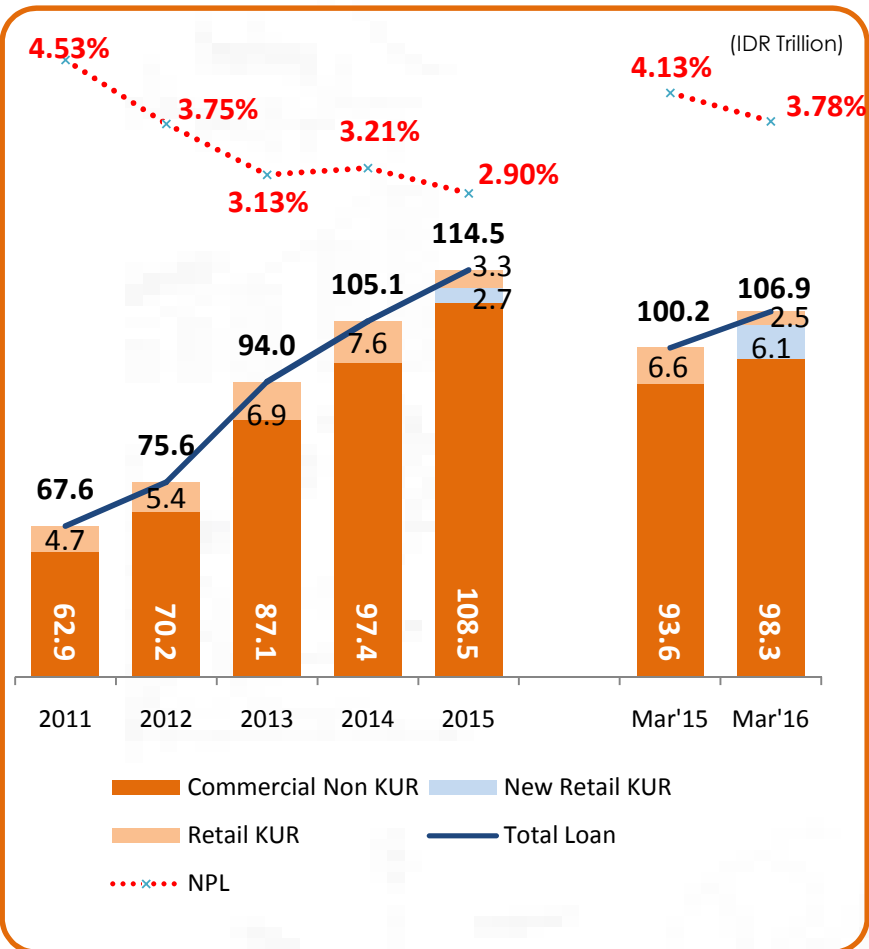
Java with 38%, dominates the transaction volume



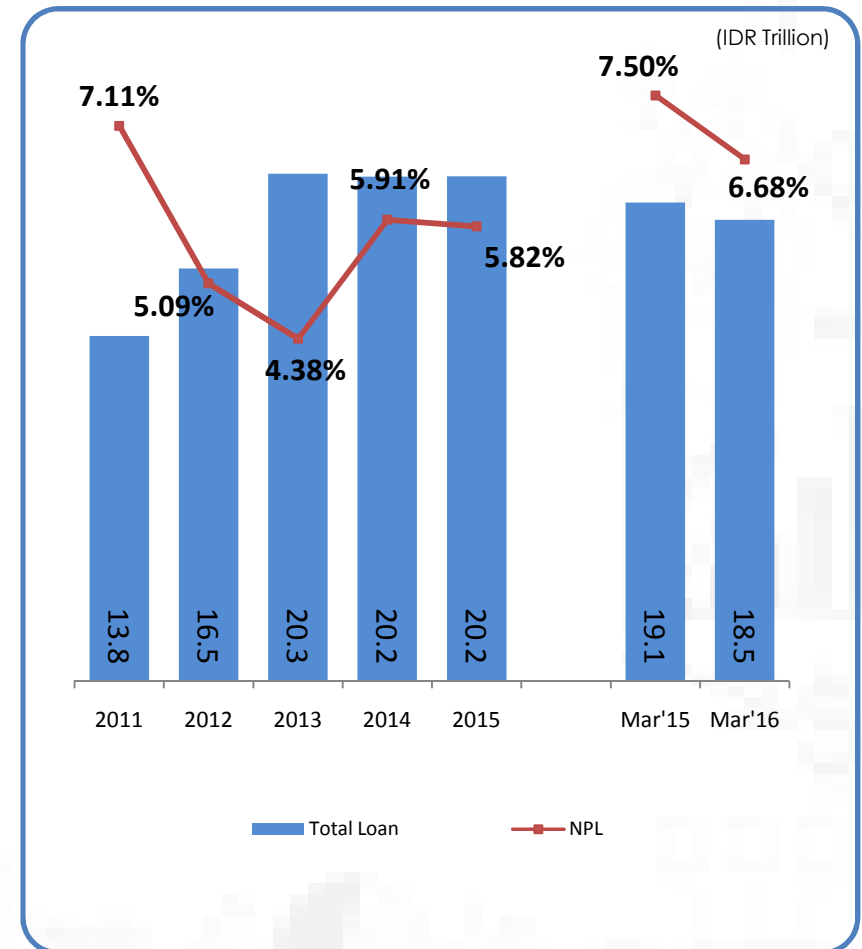
Small Commercial & Medium Loans

Small Commercial & Medium Loans

Small Commercial

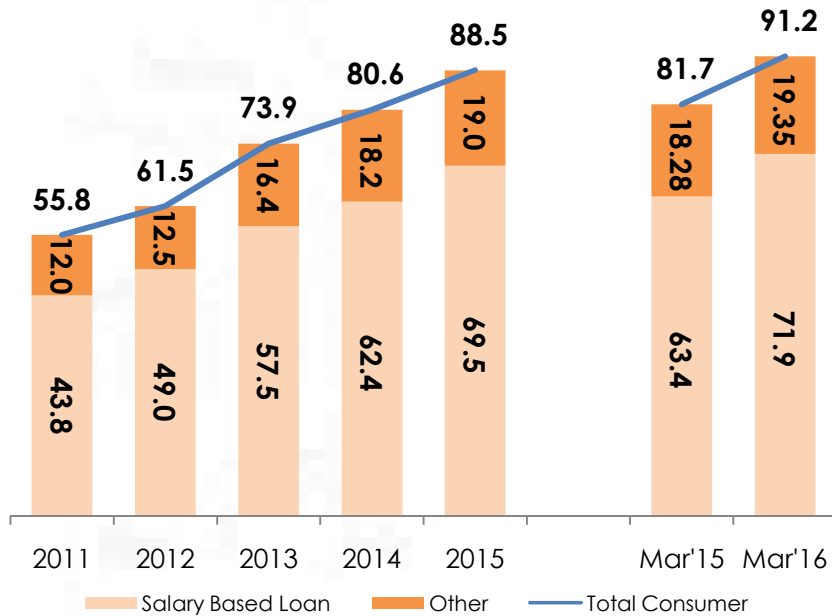


Medium



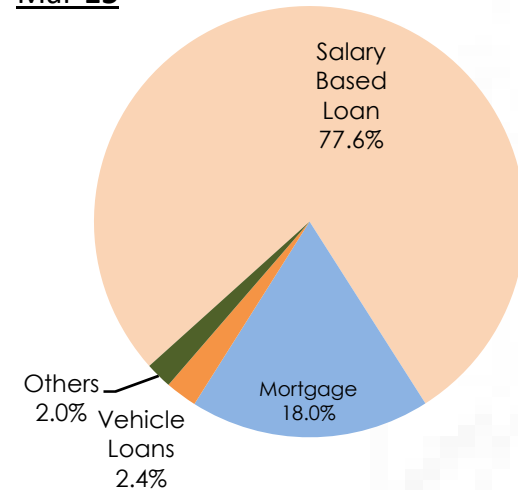
Consumer Loans

Loan Outstanding (IDR Trillion)

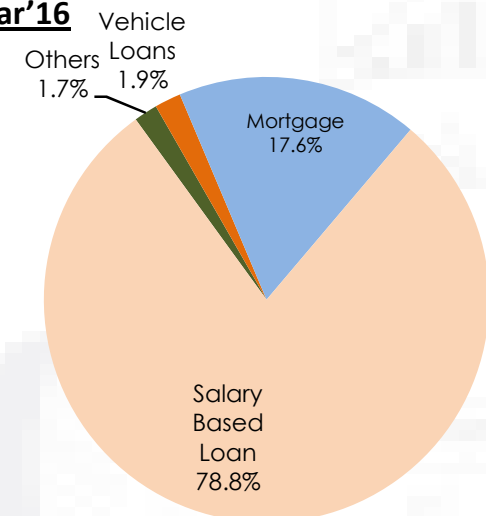


Composition

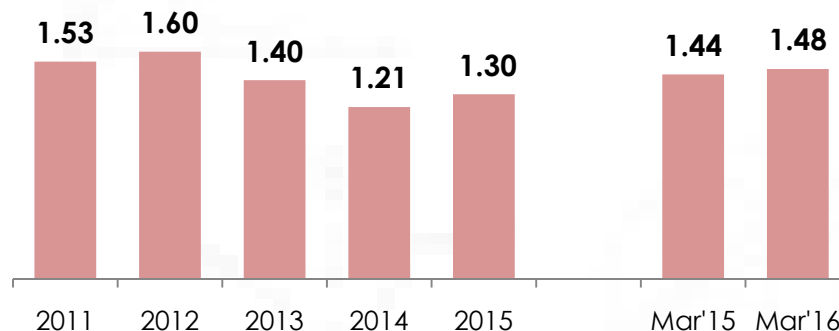
Mar'15



Mar'16



NPL (IDR Trillion)

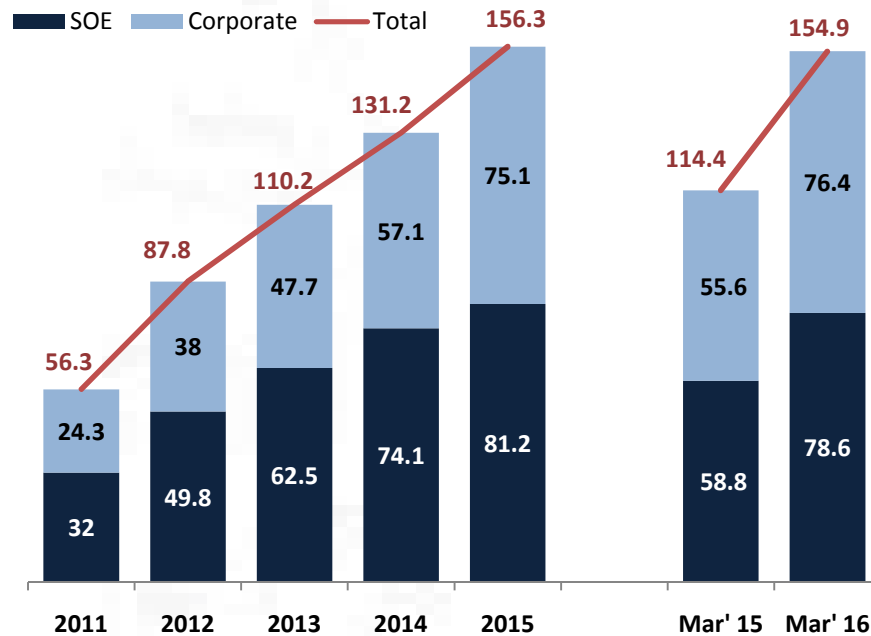


SoE & Corporate Loans

SOE & Corporate Loan

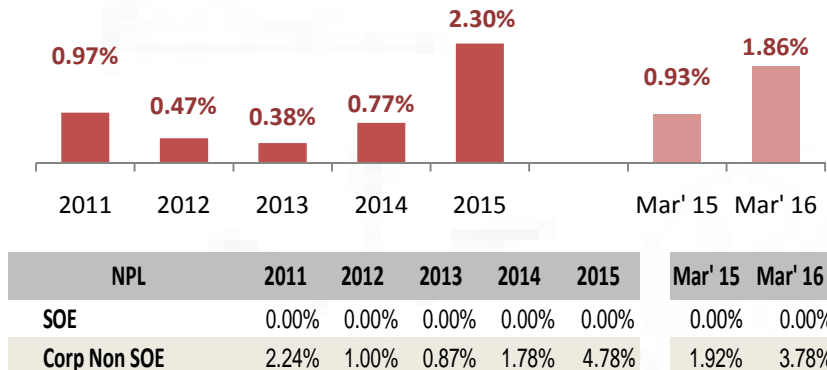
Loan Outstanding – Trend

(IDR Trillion)



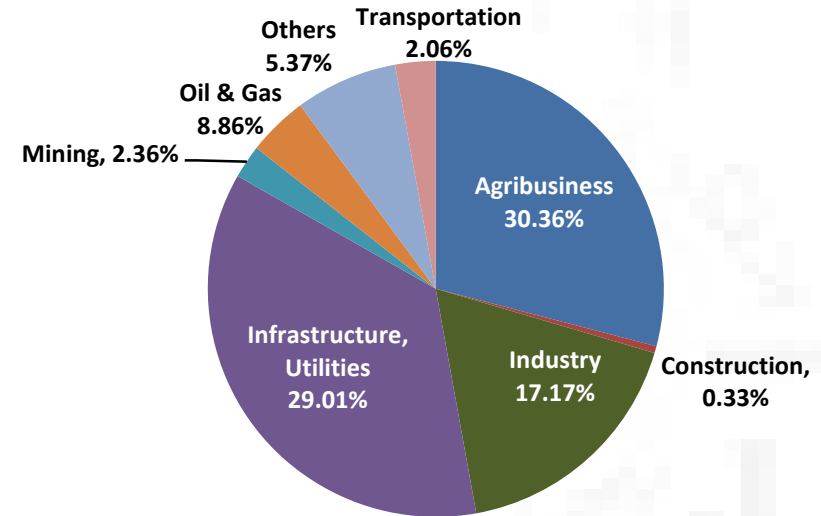
NPL – Trend

(%)

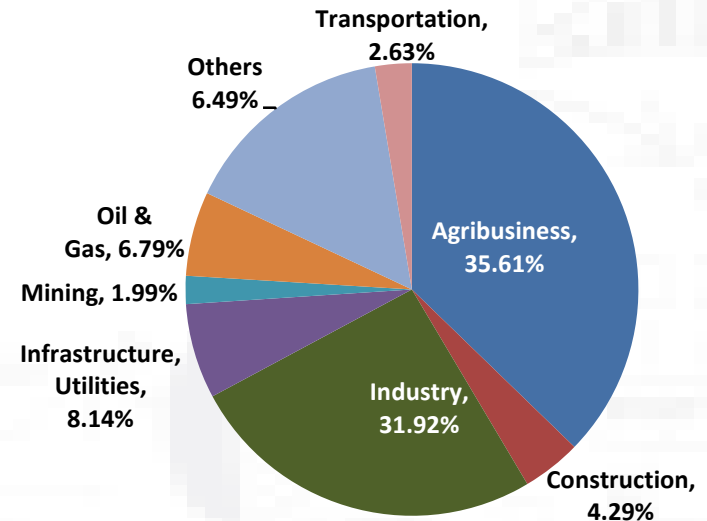


By Business Segment

SOE Loans



Corporate Loans

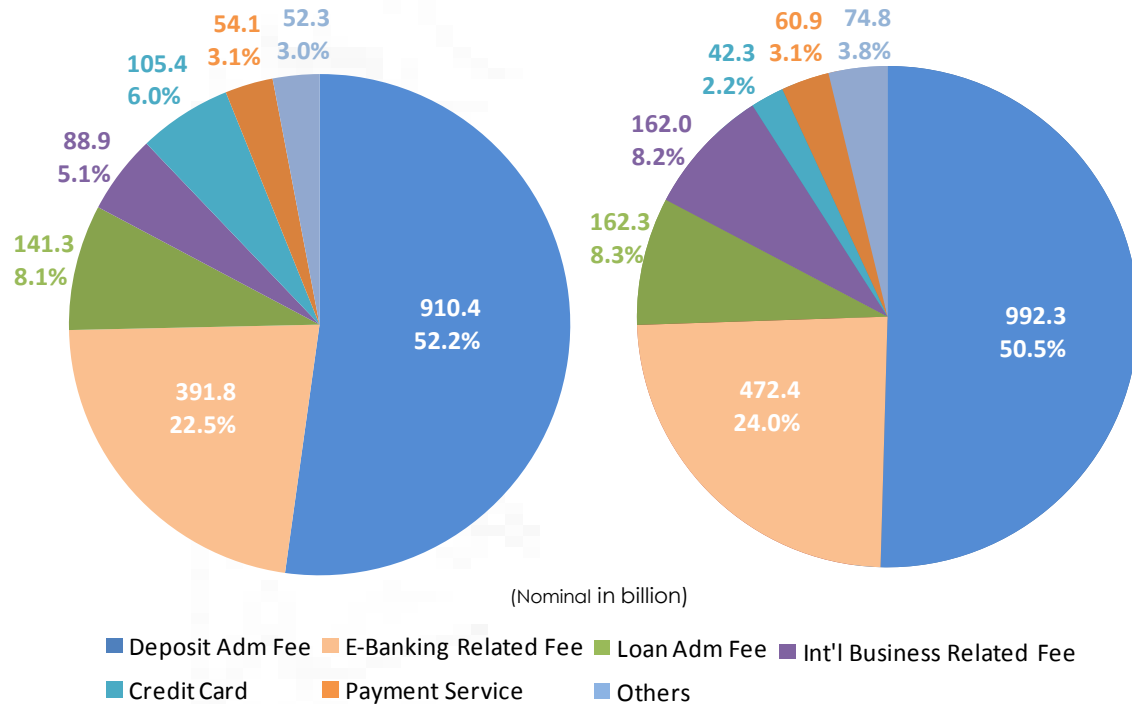


Fee Based Income

Fee Based Income - composition

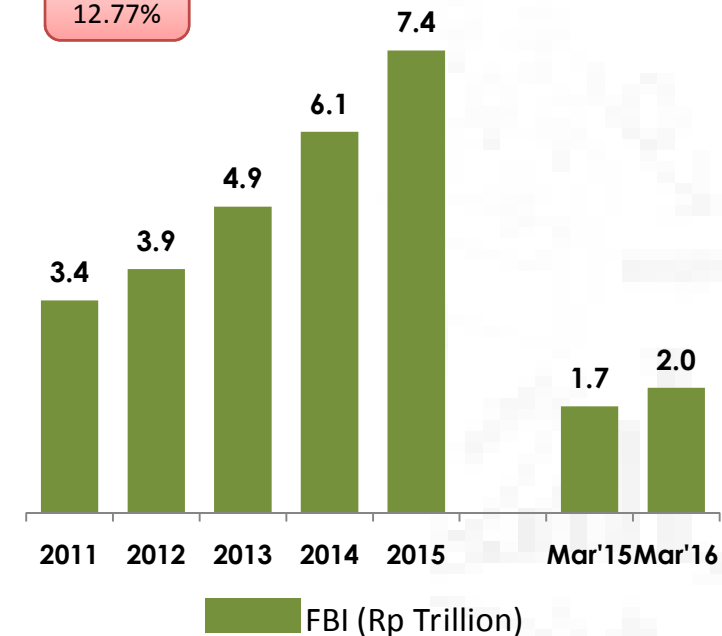
Mar'15

Mar'16



Fee Based Income

YoY g =
12.77%



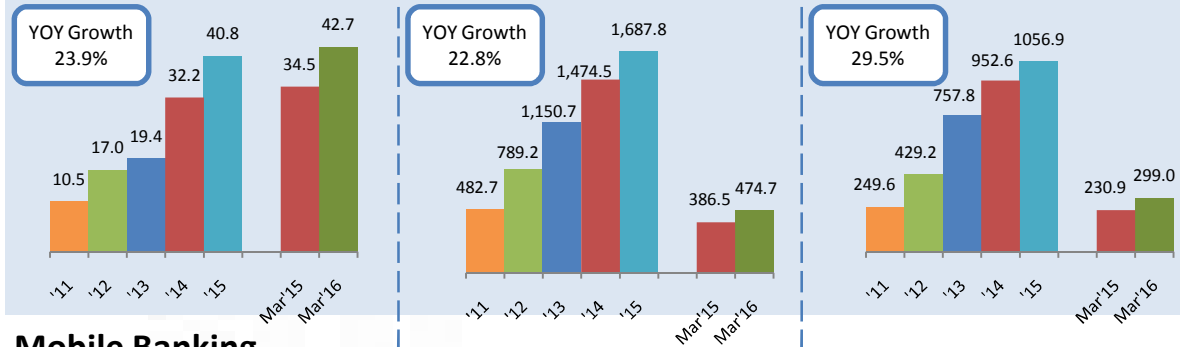
- Fee based income grew at 12.77% (yoy) and currently FBI to Total Income reach 7.8%
- E-banking related Fees increased, yoy, 20.58%, raising it's portion from 22.5% to 24.0% of the total Fee Based Income.

E-Banking Performance – Users and Transaction

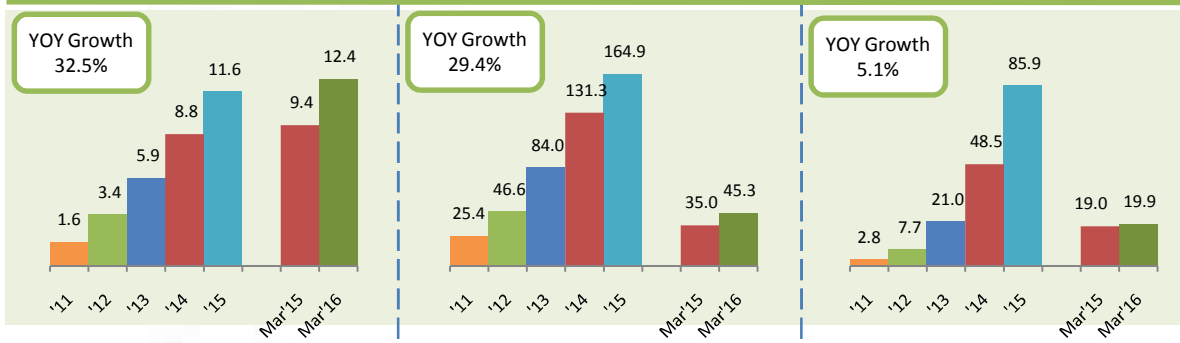
of Users

(In Million)

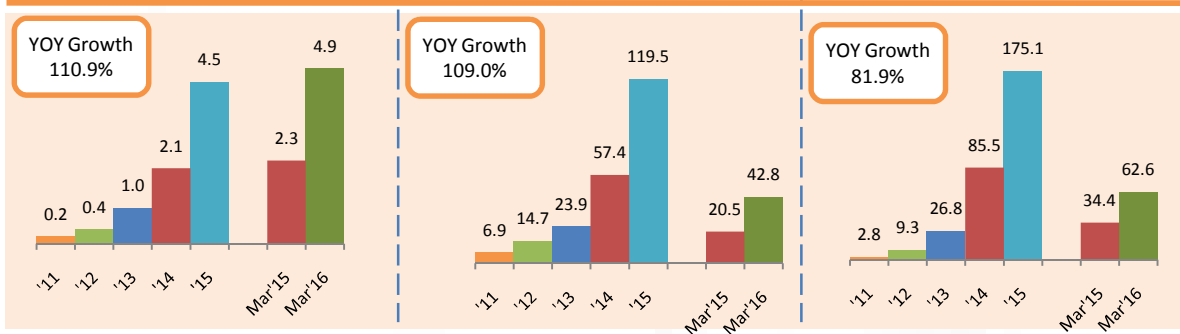
ATM



Mobile Banking



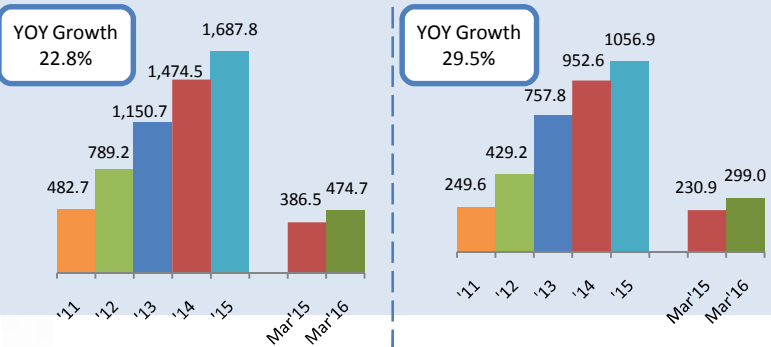
Internet Banking



Note: Numbers stated in this presentation are bank only

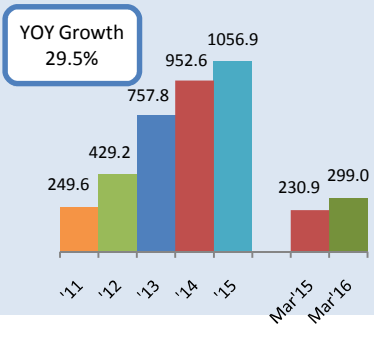
of Transaction

(In Million)



Transaction Value

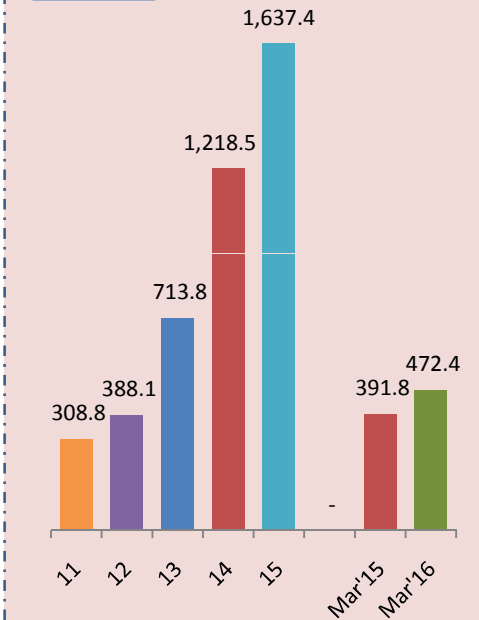
(In IDR Trillion)



E-banking related fee

(Rp Billion)

YOY Growth 20.58%



Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of saving accounts

Key Take Aways

- Strong loan growth in 1Q16 of 18.6% supported by Micro, Consumer and Corporate segments
- Improved CASA from 51.7% in 1Q 2015 to 56.5% in 1Q 2016
- Lower cost of fund due to negative yoy growth in Time Deposit and higher LDR of 88.8%
- Manageable NPL level and normalised Special Mention Loan level
- Flat bottom line growth despite strong PPOP growth of 20.9% due to higher credit cost of 2.6% to maintain coverage at 150% level

Appendixes

Financial Ratios

Description	2011	2012	2013	2014	2015	Q1'15	Q1'16
Cost of Fund (COF)	4.70%	3.68%	3.71%	4.38%	4.24%	4.74%	3.98%
Loan to Deposit Ratio	76.20%	79.85%	88.54%	81.68%	86.88%	80.47%	88.81%
Net Interest Margin (NIM)	9.58%	8.42%	8.55%	8.51%	8.13%	7.57%	8.09%
NPL ratio - Gross	2.30%	1.78%	1.55%	1.69%	2.02%	2.17%	2.22%
NPL ratio - Nett	0.42%	0.34%	0.31%	0.36%	0.52%	0.60%	0.59%
CKPN to Earning asset	4.51%	3.43%	2.90%	2.40%	2.37%	2.44%	2.54%
Opr. Expense to Opr. Income	66.69%	59.93%	60.58%	65.42%	67.96%	68.04%	72.10%
Cost Efficiency Ratio (CER)	41.17%	43.11%	42.13%	43.18%	43.81%	45.08%	42.86%
Tier I CAR*	13.67%	15.86%	16.13%	17.54%	16.76%	15.97%	15.84%
Total CAR*	14.96%	16.95%	16.99%	18.31%	20.59%	20.08%	19.49%
Return on Assets (ROA) - b.t	4.93%	5.15%	5.03%	4.73%	4.19%	3.99%	3.65%
Return on Assets (ROA) - a.t	3.97%	4.04%	3.85%	3.72%	3.28%	3.21%	2.95%
Return on Equity (ROE) - Tier I	42.49%	38.66%	34.11%	31.19%	29.89%	29.84%	26.55%
Return on Equity (ROE) - B/S	35.10%	32.41%	30.10%	27.87%	24.39%	24.71%	21.44%
Min. Reserve Requirement	9.33%	10.64%	8.02%	8.07%	9.31%	8.03%	6.52%
Net Open Position	5.49%	3.00%	3.15%	3.86%	2.33%	5.48%	5.13%
CASA	61.28%	59.94%	59.22%	53.55%	59.21%	51.74%	56.54%

Sources of Income

Total Income

IDR Billion

Total Income	2011	2012	2013	2014	2015	g(YoY)	Q1'15	Q1'16	g(YoY)
Interest income	46,949	47,922	57,301	72,466	82,221	13.5%	20,083	21,840	8.7%
Fee & Other Opr.Income	5,524	8,166	8,165	9,178	12,224	33.2%	2,727	3,311	21.4%
Non Operating Income (net)	1,157	1,169	1,776	2,497	1,947	-22.0%	288	573	98.5%
Total Income	53,631	57,256	67,242	84,141	96,391	14.6%	23,099	25,724	11.4%

Interest Income

IDR Billion

Interest Income	2011	2012	2013	2014	2015	g(YoY)	Q1'15	Q1'16	g(YoY)
Interest from Loans	41,657	42,623	51,733	65,373	73,376	12.2%	17,219	19,165	11.3%
Int. from Other Earning Assets	5,292	5,299	5,567	7,093	8,845	24.7%	2,864	2,675	-6.6%
Total Interest Income	46,949	47,922	57,301	72,466	82,221	13.5%	20,083	21,840	8.7%

Fee & Other Operating Income

IDR Billion

Fee & Other Operating Income	2011	2012	2013	2014	2015	g(YoY)	Q1'15	Q1'16	g(YoY)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	146	56	83	112	63	-43.8%	43	78	81.0%
Gain fr unrealized change fair value and Govt. Recap Bonds				2			3	3	19.7%
Fees and Commissions	3,367	3,928	4,860	6,068	7,352	21.2%	1,744	1,967	12.8%
Gain fr Forex	36	427	455	234	458	95.4%	160	-	-100.0%
Recovery	1,794	2,251	1,907	2,087	2,334	11.8%	453	595	31.3%
Others	181	1,504	860	673	2,017	199.6%	324	668	106.5%
Total Fee & Other Opr. Income	5,524	8,166	8,165	9,178	12,224	33.2%	2,727	3,311	21.4%

Other Operating Expenses

IDR Billion

Other Operating Expenses	2011	2012	2013	2014	2015	g(YoY)	Q1'15	Q1'16	g(YoY)
Personnel	8,327	9,215	11,748	13,609	15,961	17.3%	3,815	4,264	11.8%
General and Administration	5,362	6,000	7,103	8,672	9,918	14.4%	2,080	2,416	16.2%
Losses fr decrease of Securities and Govt. Bonds value	-	-	-	-	7		-	-	
Losses from forex transaction	-	-	-	-	-		-	73	
Premium Paid on Govt Guarantees	610	729	885	991	1,248	25.9%	315	320	1.4%
Promotion	603	731	652	747	858	15.0%	149	168	12.6%
Others	1,386	1,928	897	1,440	1,897	31.7%	673	785	16.6%
Total Other Opr. Expenses	16,288	18,602	21,284	25,458	29,889	17.4%	7,032	8,025	14.1%

Balance Sheet *(consolidated)*

IDR Billion

Description	2011	2012	2013	2014	2015	Q1'15	Q1'16	YoY
Total Assets	469,899	551,337	626,183	801,984	878,426	806,005	864,939	7.3%
- Gross Loans	294,515	362,007	448,345	510,697	581,095	493,371	584,276	18.4%
- Government Bonds (Recap)	8,996	4,316	4,511	4,304	3,816	4,301	3,818	-11.2%
- Other Earnings Assets	129,136	132,720	115,690	213,094	197,021	239,071	202,321	-15.4%
Total Earning Assets	432,647	499,042	568,546	728,094	781,931	736,743	790,414	7.3%
Earning Assets Provision	(16,092)	(14,916)	(15,419)	(16,163)	(17,532)	(16,418)	(19,176)	16.8%
Total Earning Assets (net)	416,555	484,126	553,127	711,931	764,399	720,325	771,238	7.1%
Total Non Earning Assets	53,345	67,211	73,055	90,053	114,027	85,680	93,700	9.4%
Total Liabilities & S.E	469,899	551,337	626,183	801,984	878,426	806,005	864,939	7.3%
Total Customer Deposits	384,264	450,166	504,281	622,322	668,995	610,937	658,736	7.8%
- Demand Deposits	76,779	80,075	79,337	90,052	114,367	86,636	109,646	26.6%
- Saving Deposits	154,133	184,365	212,997	236,395	272,471	223,267	253,877	13.7%
- Time and Certificate Deposits	153,353	185,726	211,948	295,875	282,157	301,034	295,213	-1.9%
Other Interest Bearing Liabilities	19,361	15,784	20,896	57,435	68,601	64,426	55,850	-13.3%
Non Interest Bearing Liabilities	16,454	20,505	21,678	24,522	27,703	34,543	37,523	8.6%
Tier I Capital*	38,809	52,325	67,270	83,344	93,437	80,243	93,546	16.6%
Total Shareholder's Equity	49,820	64,882	79,327	97,706	113,127	96,099	112,830	17.4%

*) As of January 2015:

- Implementation of Basel 3: recognition of 100% current year net profit into capital, previously only 50%
- Ref to PBI No. 15/12/2013 : appropriated reserves is categorized as Tier 2 Capital, previously Tier 1 Capital

Income Statement (*consolidated*)

IDR Billion

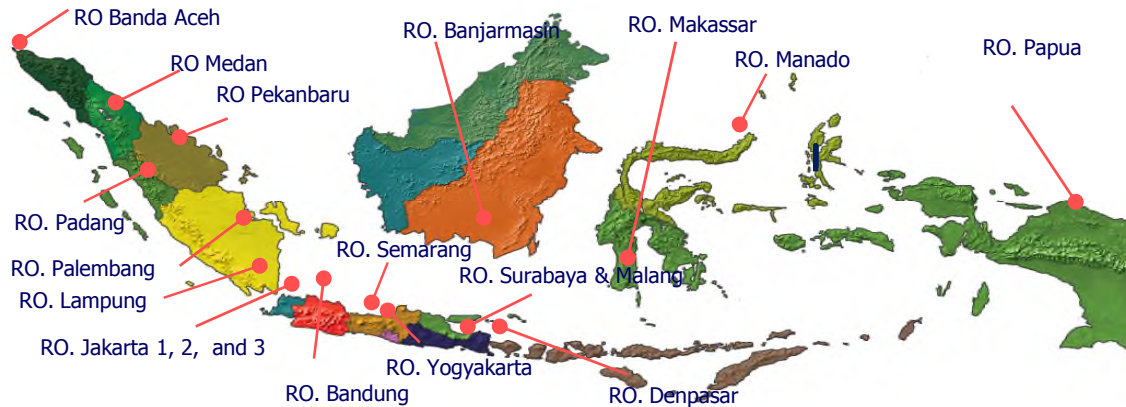
Description	2011	2012	2013	2014	2015	Q1'15	Q1'16	YoY
Interest Income	48,164	49,610	59,461	75,122	85,434	20,868	22,752	9.0%
Interest Expense	(13,737)	(13,127)	(15,355)	(23,680)	(27,154)	(7,359)	(6,909)	-6.1%
Net Interest Income	34,427	36,484	44,106	51,442	58,280	13,510	15,843	17.3%
Premium Income							570	n.a
Premium Expense							(558)	n.a
Net Premium Income							12	n.a
Fee & Other Opr. Income	5,776	8,390	8,348	9,299	12,409	2,776	3,465	24.8%
Gross Operating Income	40,203	44,873	52,455	60,741	70,689	16,285	19,320	18.6%
Other Operating Expenses	(17,086)	(19,491)	(22,381)	(26,715)	(31,276)	(7,381)	(8,514)	15.3%
Pre Provision Operating Profit	23,117	25,382	30,074	34,026	39,413	8,904	10,807	21.4%
Provision	(5,533)	(2,700)	(3,946)	(5,719)	(8,900)	(1,565)	(3,649)	133.1%
Non Operating Income (Net)	1,172	1,177	1,782	2,497	1,981	292	582	99.0%
Profit Before Tax n Minor. Int.	18,756	23,860	27,910	30,804	32,494	7,631	7,740	1.4%
Net Profit	15,088	18,687	21,354	24,227	25,411	6,147	6,252	1.7%
EPS *)	628.9	757.5	865.6	982.1	1,030.1	997	1,014	1.7%

*) annualized

Others

The Most Extensive and Largest Networks

Regional Office Distribution



Outlets	2012	2013	2014	2015	Mar'15	Mar'16	YoY
Head Offices	1	1	1	1	1	1	-
Regional Offices	18	18	19	19	19	19	-
Branches	446	453	461	467	461	467	6
Sub Branches	545	565	584	603	584	603	19
BRI Units	5,000	5,144	5,293	5,360	5,293	5,360	67
Cash Offices	914	950	971	983	974	983	9
Teras BRI	1,778	2,206	2,457	2,543	2,468	2,543	75
Teras Mobile	350	465	610	636	610	636	26
Total	9,052	9,802	10,396	10,612	10,410	10,612	202

E-Channel	2012	2013	2014	2015	Mar'15	Mar'16	YoY
ATM	14,292	18,292	20,792	22,792	20,876	22,792	1,916
EDC	44,715	85,936	131,204	187,758	137,001	213,198	76,197
CDM	92	192	392	892	392	892	500
E-Buzz	42	50	55	57	55	57	2
Total	59,141	104,470	152,443	211,499	158,324	236,939	78,615

*Total working units are including 4 overseas offices
Note: Numbers stated in this presentation are bank only



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

BRI Rating

FITCH	
- Long Term Foreign Currency IDR	BBB-, Stable Outlook
- Short Term Foreign Currency IDR	F3
- Support Rating Floor	BBB-
- Support Rating	2
- Viability Rating	bb+
- National Long-Term Rating	AAA (idn), Stable Outlook
- Rupiah Subordinated Debt	A+ (idn)
- Senior Unsecured Notes	BBB-
STANDARD AND POORS	
- Outlook	Stable
- Long Term Foreign Issuer Credit	BB+
- Long Term Local Issuer Credit	BB+
- Short Term Foreign Issuer Credit	B
- Short Term Local Issuer Credit	B
MOODY'S	
- Outlook	Stable
- Bank Deposit	Baa3/P-3
- Bank Financial Strength	D+
- Baseline Credit Assessment	(Ba1)
- Adjusted Baseline Credit Assessment	(Ba1)
- Senior Unsecured Notes	Baa3
PEFINDO	
- National Rating	id AAA, Stable Outlook
Indonesia Sovereign Ratings	
Standard and Poors	BB+, Positive Outlook
Fitch	BBB-, Stable Outlook
Moody's	Baa3, Stable Outlook
Japan Credit Rating Agency	BBB-, Stable Outlook

Country Rating

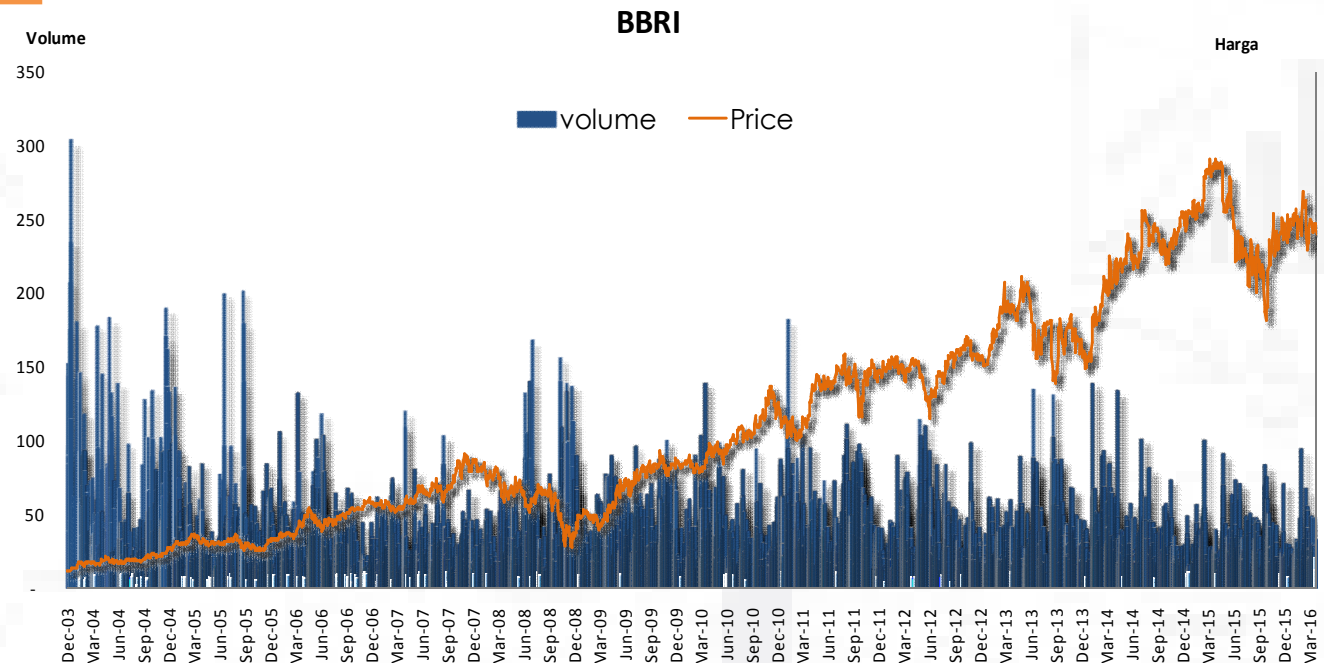
Shareholders Composition

Shareholder	2003	2010	2011	2012	2013	2014	2015	Mar'15	Mar'16
Government	59.50%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
Public	40.50%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.10%	84.25%	83.93%	82.84%	78.94%	83.09%	78.12%	85.06%	78.44%
Domestic *)	20.90%	15.75%	16.07%	17.16%	21.06%	16.91%	21.88%	14.94%	21.56%

Stock Price: Trend

BBRI Stock is member of:

- JCI Index
- LQ45 Index (Top 45 liquid stocks)
- SRI KEHATI Index (a UN affiliated biodiversity Index of 25 stocks)



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