

PT Bank Rakyat Indonesia (Persero) Tbk.



FY 2013 Financial Update Presentation

2013 – a strong performance
2014 – optimizing capacity, securing growth

Jakarta, 22 January 2014



Macro Economy

2013 - a strong performance

Financial Updates

Business update:

1. Micro Banking
2. Consumer Loans
3. Small Commercial & Medium Loans
4. SoE & Corporate Loans
5. Fee Based Income

2014 - optimizing capacity, securing growth

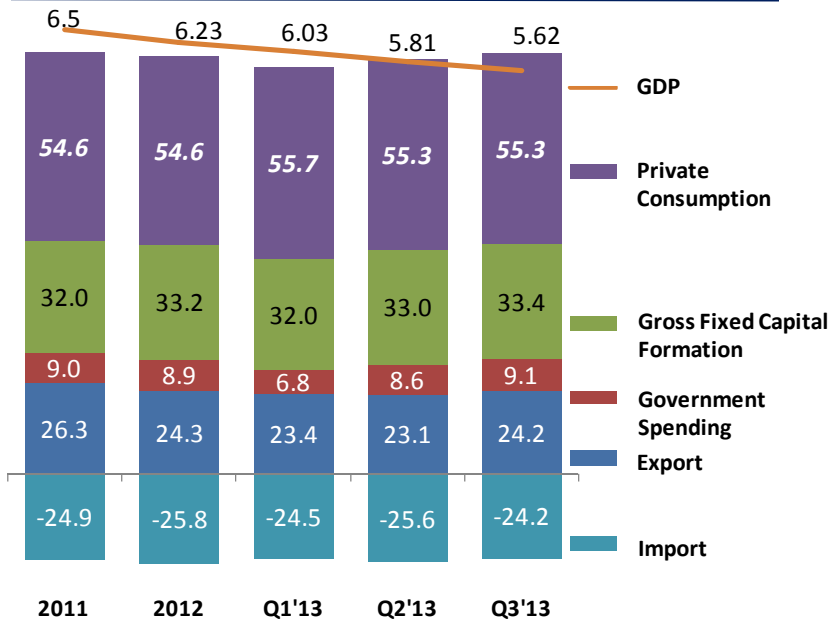
Key Take Aways

Appendixes

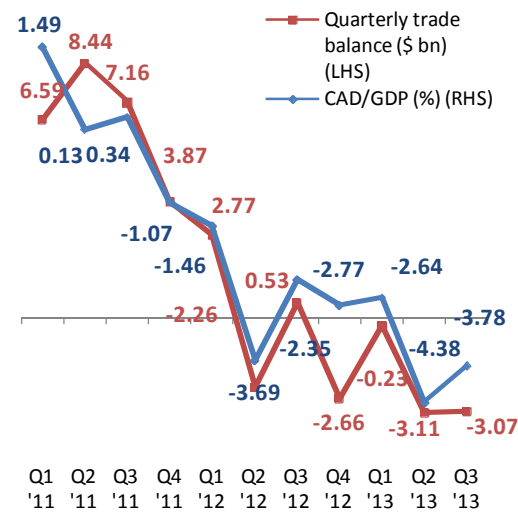
Macro Economy

Indonesia Macro Economy – optimistic while remained alert

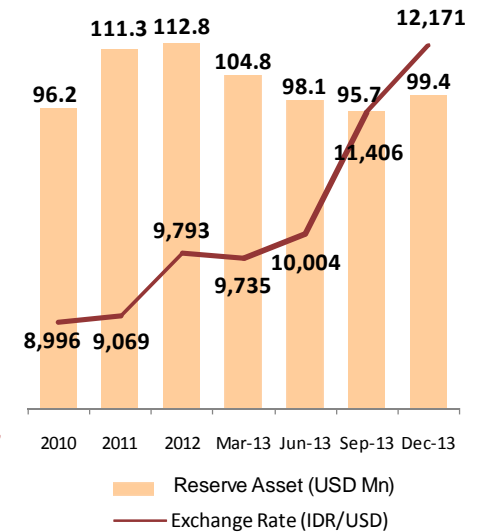
GDP – Source of Growth (%)



Current Account & Trade Balance



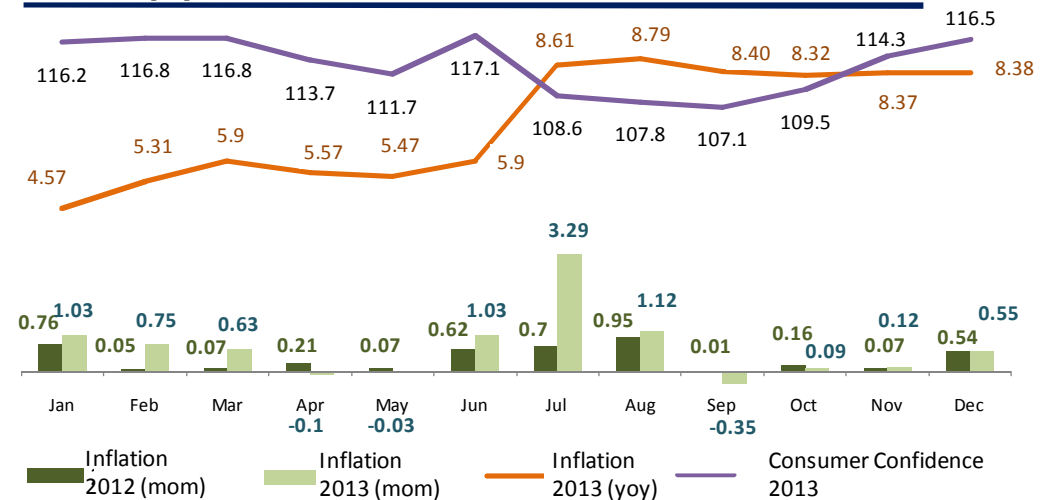
Reserve Asset & Exchange Rate



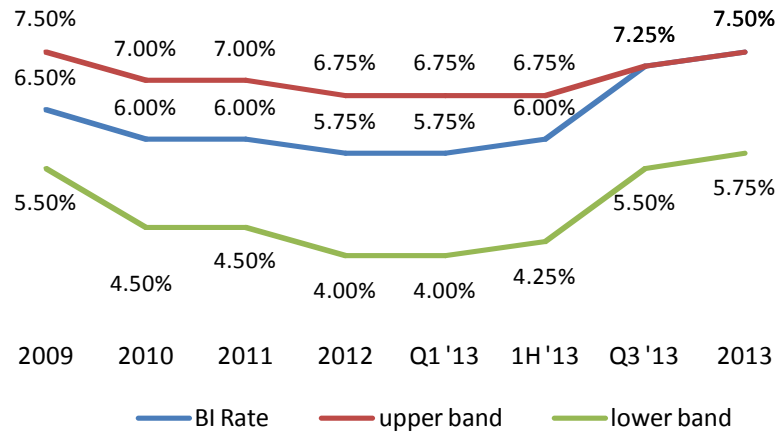
Source: BPS, BI & Bloomberg

- GDP growth in Q3-2013 was 5.62% with private consumption maintain as biggest contributor of GDP
- At the end of 2013, Indonesia economy shown a better performance, indicated by narrowing current account deficit and trade balance. Further, reserve asset keep increasing, able to cover 5.4 months of imports and government external debt, which are above international standard of 3 months
- Consumer confidence can be maintained, inflation was stabilized and it is projected to ease in 2014, at around 4.5% +/- 1% (BI Target)

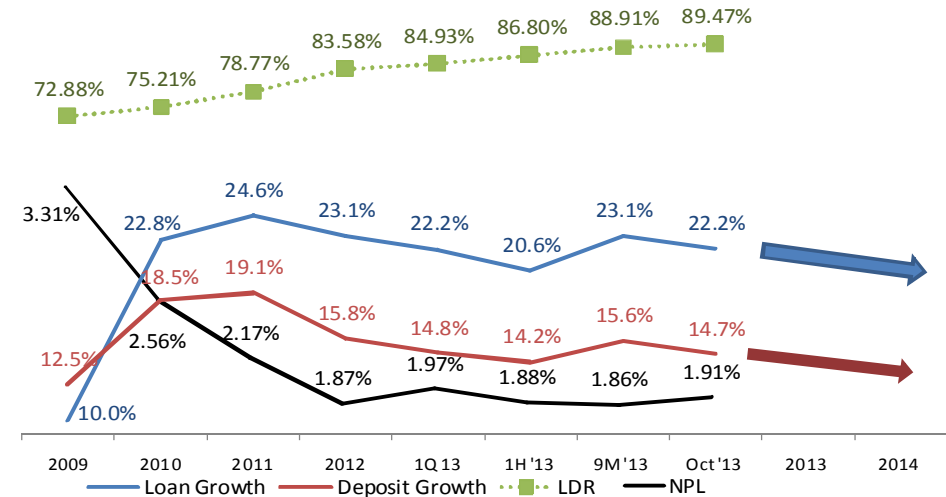
Inflation (%) & Consumer Confidence



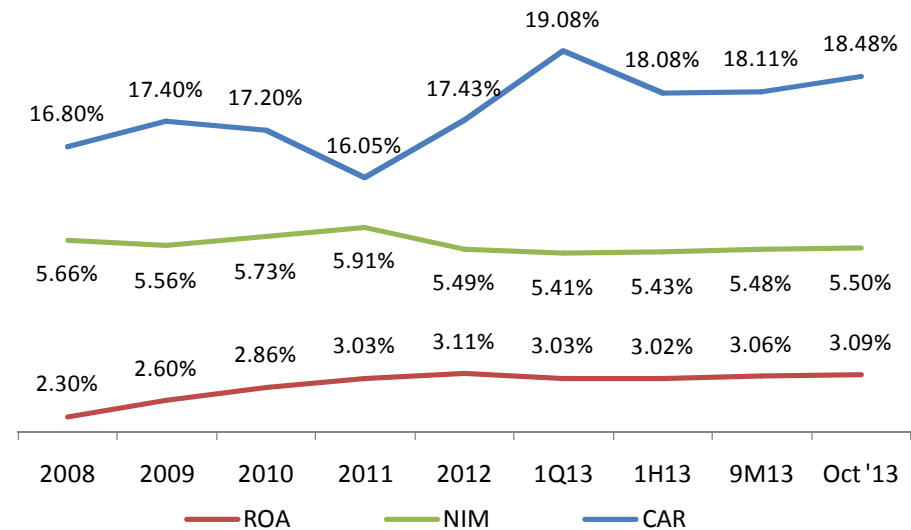
BI Rate, Upper & Lower Band



LDR, Loan & Deposit Growth



ROA, NIM & CAR



- In Dec 2013, BI maintained BI rate level at 7.50%, with lending rate and deposit facility rate of 7.50% and 5.75%, respectively.
- Loan growth was slowing in the last quarter, and it is expected to grow inline with economic growth and inflation target in 2014. Until Oct 2013, NPL maintained at below 2%.
- In 2014, together with slower growth of loan, it is expected that LDR will be manageable.
- Indonesia banking industry still have strong fundamental as ROA stayed above 3%, NIM is improving and CAR above 18%. Whilst loan quality maintained at below 2%.

2013 – a strong performance

Financial Updates

Financial Highlights

	2012	Q1'13	Q2'13	Q3'13	2013	Δ yoy	Δ qoq
Asset/Liabilities							
Total Assets (IDR Billion)	535,209	511,977	538,301	569,146	606,370	13.3%	6.5%
Total Loans (Gross) (IDR Billion)	348,227	361,250	391,762	413,263	430,618	23.7%	4.2%
Total Deposits (IDR Billion)	436,098	403,089	438,966	454,730	486,366	11.5%	7.0%
Asset Quality							
NPL (gross)	1.78%	1.97%	1.81%	1.77%	1.55%		
NPL (nett)	0.34%	0.46%	0.41%	0.43%	0.31%		
Liquidity							
LDR	79.85%	89.62%	89.25%	90.88%	88.54%		
Reserve Requirement - IDR	10.64%	8.02%	8.02%	8.02%	8.02%		
Reserve Requirement - FX	8.17%	8.00%	8.49%	8.04%	8.00%		
Profitability							
Net Profit (IDR Billion)	18,521	5,007	10,012	15,228	21,160	14.2%	
NIM	8.42%	8.19%	8.08%	8.25%	8.55%		
ROE	38.66%	32.63%	33.05%	33.24%	34.11%		
ROA before tax	5.15%	4.76%	4.62%	4.65%	5.03%		
Cost of Fund (CoF)	3.68%	3.54%	3.55%	3.58%	3.71%		
Cost Efficiency Ratio (CER)	43.11%	44.22%	43.85%	44.33%	42.13%		
Operating Expense to Operating Incom	59.93%	60.46%	60.91%	61.54%	60.58%		
Capital							
Tier1 CAR	15.86%	16.90%	16.41%	16.24%	16.13%		
Total CAR	16.95%	17.91%	17.36%	17.13%	16.99%		

Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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Balance Sheet – a Strong Balance Sheet Structure with sufficient liquidity

(IDR Billion)

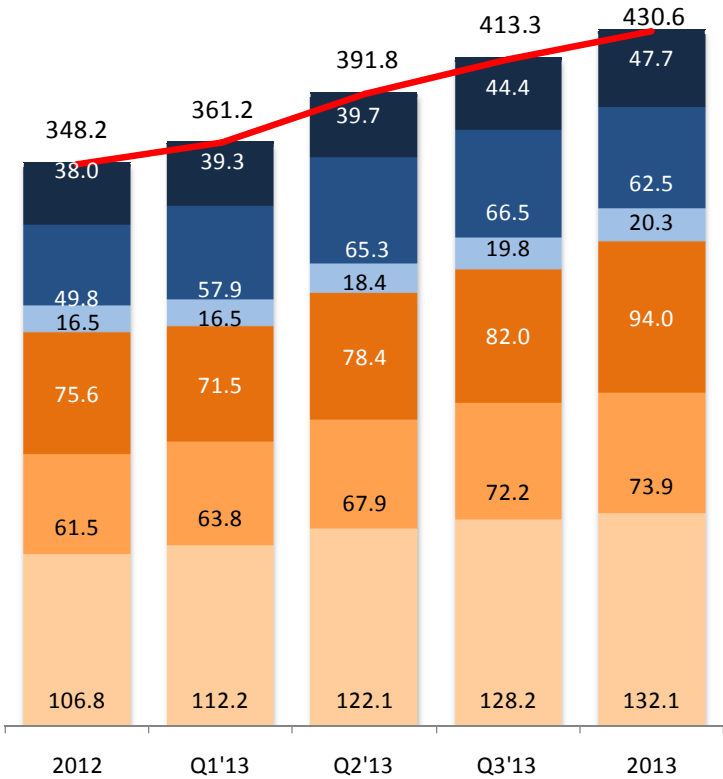
Description	2012	Q1'13	Q2'13	Q3'13	2013	g(YoY)	g(QoQ)
Total Assets	535,209	511,977	538,301	569,146	606,370	13.3%	6.5%
- Gross Loans	348,227	361,250	391,762	413,263	430,618	23.7%	4.2%
- Government Bonds (Recap)	4,316	4,313	4,308	4,310	4,511	4.5%	4.7%
- Other Earnings Assets	131,547	104,187	92,920	103,528	115,168	-12.5%	11.2%
Total Earning Assets	484,089	469,750	488,990	521,100	550,297	13.7%	5.6%
Earning Assets Provision	(14,584)	-14,737	-14,636	-14,708	(15,072)	3.3%	2.5%
Total Earning Assets (net)	469,505	455,013	474,354	506,393	535,225	14.0%	5.7%
Total Non Earning Assets	65,704	56,964	63,946	62,753	71,145	8.3%	13.4%
Total Liabilities & S.E	535,209	511,977	538,301	569,146	606,370	13.3%	6.5%
Total Customer Deposits	436,098	403,089	438,966	454,730	486,366	11.5%	7.0%
- Demand Deposits	78,753	57,937	81,326	75,787	78,017	-0.9%	2.9%
- Saving Deposits	182,643	172,489	176,167	186,575	210,004	15.0%	12.6%
- Time Deposits	174,702	172,663	181,473	192,368	198,346	13.5%	3.1%
Other Interest Bearing Liabilities	14,466	18,774	10,674	19,955	19,873	37.4%	-0.4%
Non Interest Bearing Liabilities	20,008	25,769	20,391	21,246	21,261	6.3%	0.1%
Tier I Capital	51,593	58,216	60,537	62,937	65,964	27.9%	4.8%
Total Shareholder's Equity	64,637	64,345	68,270	73,214	78,870	22.0%	7.7%

Total asset grow 13.3% (yoy), driven by loans, while in deposits, low cost funds is still dominating
 Manageable liquidity, as loan expansion fueled by third party fund
 Strong capital, as 95% of Capital is Tier 1 Capital

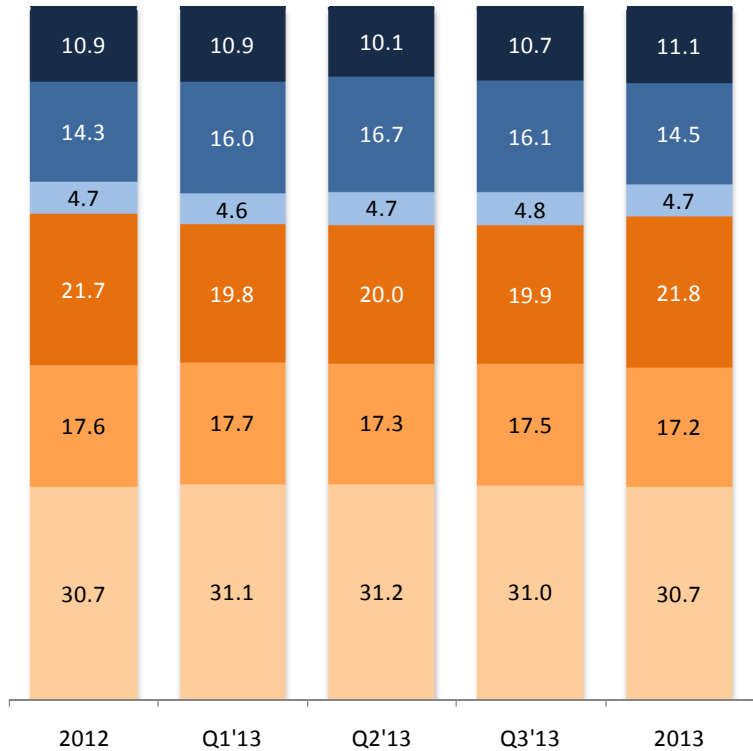
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR trillion)



Composition – by business segment (%)



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

Total loan grew 23.7%, with Micro is still the largest component of loan portfolio

Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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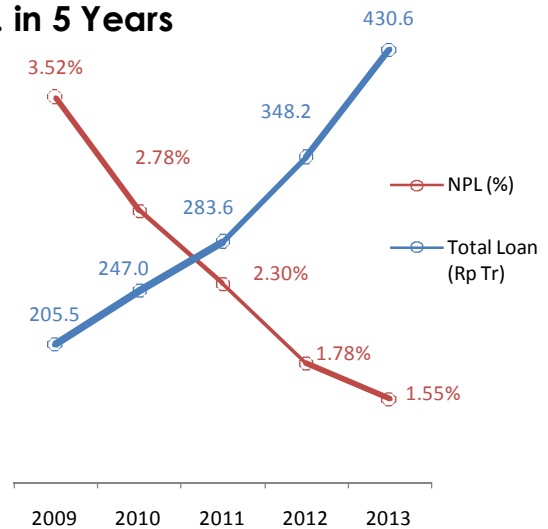
Loan Quality

Non Performing Loan - gross (%)

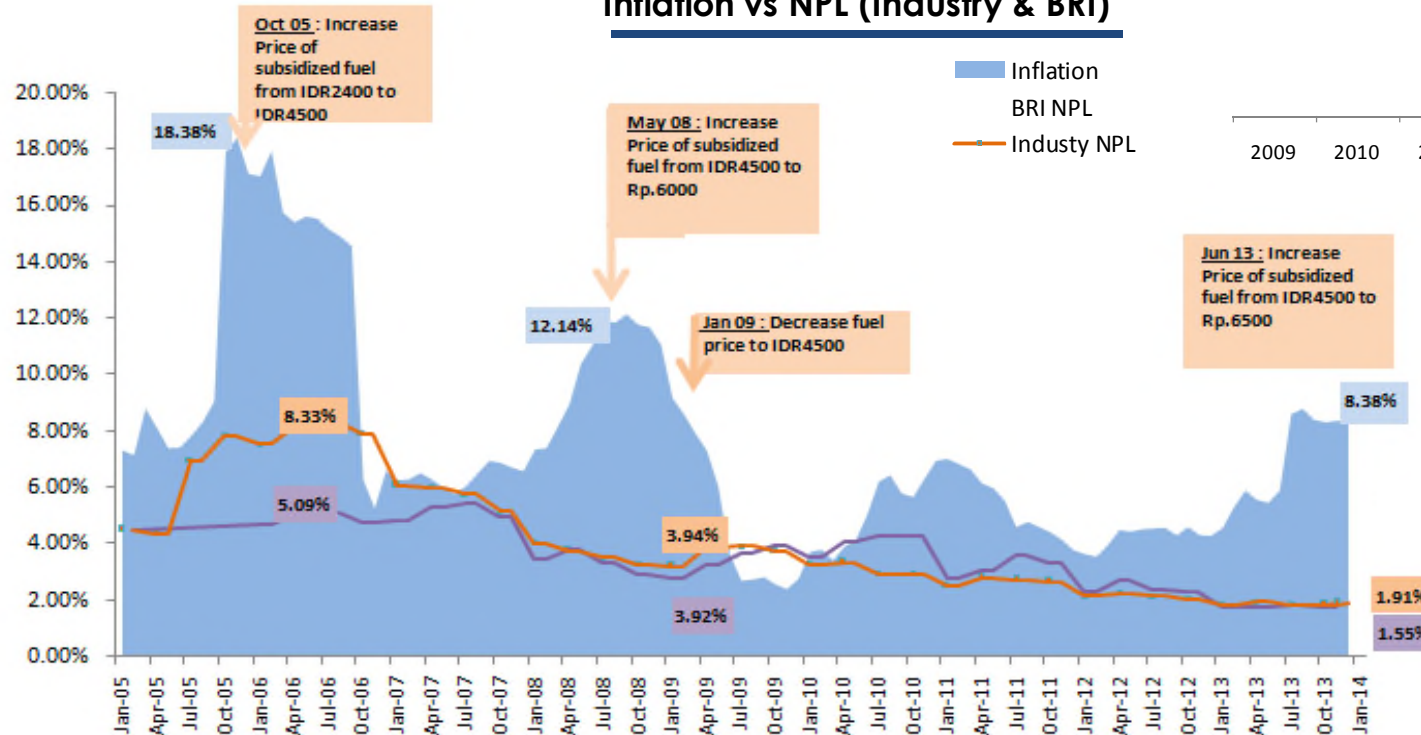
NPL (%)	2012	Q1'13	Q2'13	Q3'13	2013
Micro	1.09	1.29	1.22	1.23	1.04
Consumer	1.60	1.69	1.56	1.50	1.40
Small Commercial	3.75	4.63	4.19	3.94	3.13
Medium	5.09	5.47	4.71	5.00	4.38
SoE	0.00	0.00	0.00	0.00	0.00
Corporate	1.00	0.97	0.96	0.94	0.87
Total	1.78	1.97	1.81	1.77	1.55

Loan & NPL - trend

... in 5 Years



Inflation vs NPL (Industry & BRI)



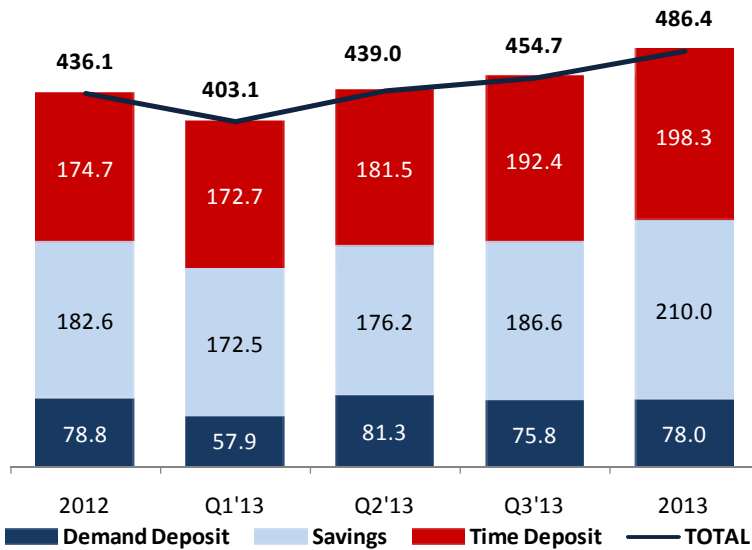
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- The fuel price hike gives impact to the increasing inflation.
- With Dec 2013 inflation of 8.38%, BRI's NPL is improving reach its new bottom of 1.55% in the last 8 years

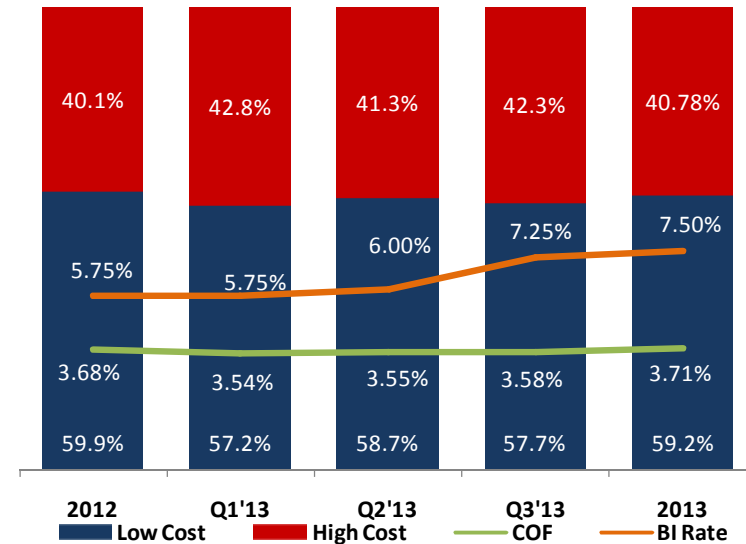
Third Party Funds

Seeking low cost-retail funds & reaching new segments...

Deposits: Trend (IDR trillion)

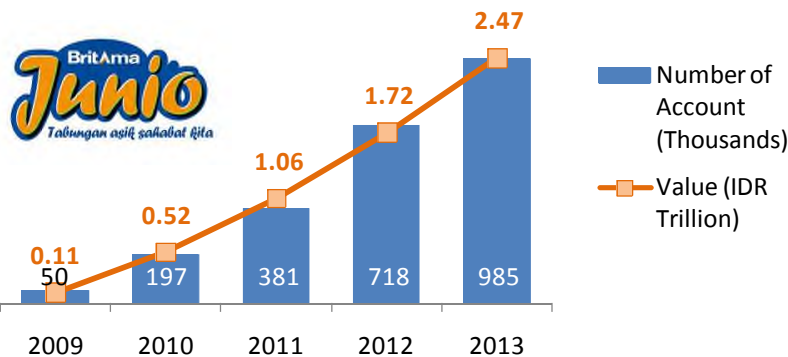


Deposit Composition, COF and BI Rate (%)



In Q4'13, TPF growth is dominated by saving which enabled BRI to manage its CoF in tight liquidity environment

Tapping the youth – securing future growth



- BRI Junio Saving Account is designed for children and youth segment market.
- BRI Junio shows a superior performance, reach IDR 2.47 Trillion in 2013, growing 44% from the previous year

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Income Statement - Highlights

... Much stronger income generation from operations...

(IDR Billion)

Description	FY 2012	FY 2013	g(YoY)	Q1'13	Q2'13	Q3'13	Q4'13	g(QoQ)
Interest Income	47,922	57,301	19.6%	12,873	13,147	14,481	16,800	16.0%
Interest Expense	(12,461)	(14,395)	15.5%	(3,219)	(3,341)	(3,637)	(4,199)	15.5%
Net Interest Income	35,461	42,906	21.0%	9,654	9,806	10,845	12,601	16.2%
Fee & Other Opr. Income	8,166	8,165	0.0%	1,726	1,868	1,736	2,836	63.4%
Gross Operating Income	43,627	51,071	17.1%	11,380	11,674	12,580	15,437	22.7%
Other Operating Expenses	(18,602)	(21,284)	14.4%	(4,949)	(5,069)	(5,685)	(5,580)	-1.8%
Pre Provision Operating Profit	25,025	29,788	19.0%	6,431	6,605	6,895	9,857	43.0%
Provision	(2,555)	(3,916)	53.3%	(654)	(804)	(841)	(1,618)	92.4%
Non Operating Profit/Loss	1,169	1,776	52.0%	356	218	519	683	31.5%
Profit Before Tax n Minor. Int.	23,639	27,648	17.0%	6,133	6,019	6,573	8,922	35.7%
Net Profit	18,521	21,160	14.2%	5,007	5,004	5,216	5,932	13.7%
EPS*)	750.8	857.8	14.2%	811.9	811.4	845.8	961.9	13.7%

Note:

*) annualized

Detail on the Fee & Other Operating Income on page 47

Net profit reached IDR 21.16 tr, coming from core operation as showed by PPOP growth of 19%, much stronger than 2012's PPOP growth of 8.3%

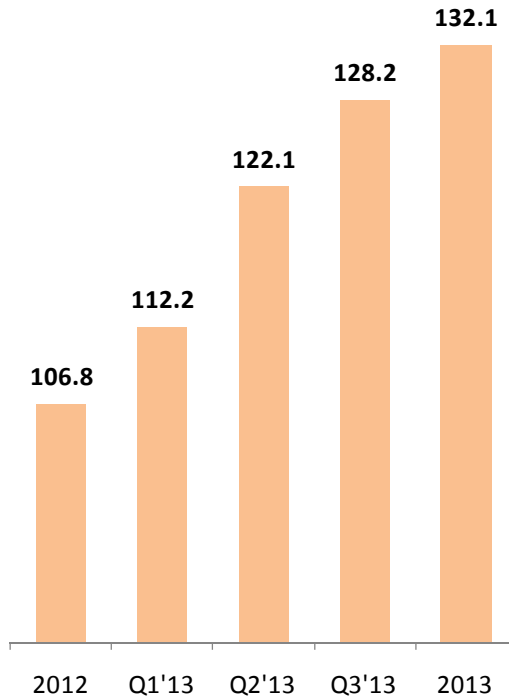
Business Updates

Micro Banking
-Sustaining Growth-

Micro Banking – Loan

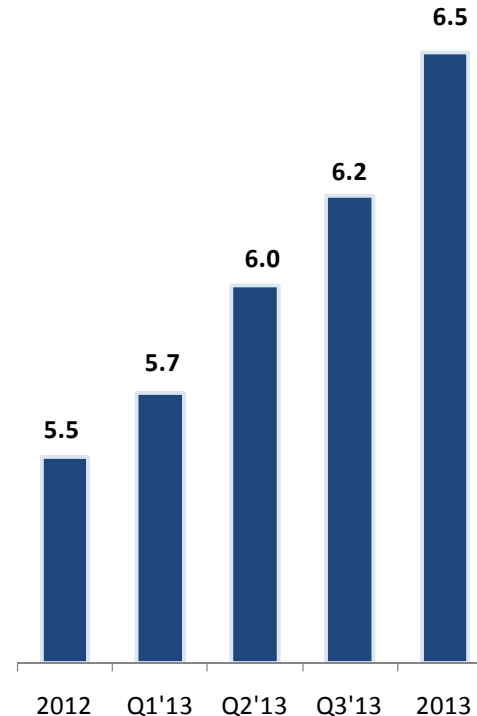
Micro Loan

(IDR Trillion)



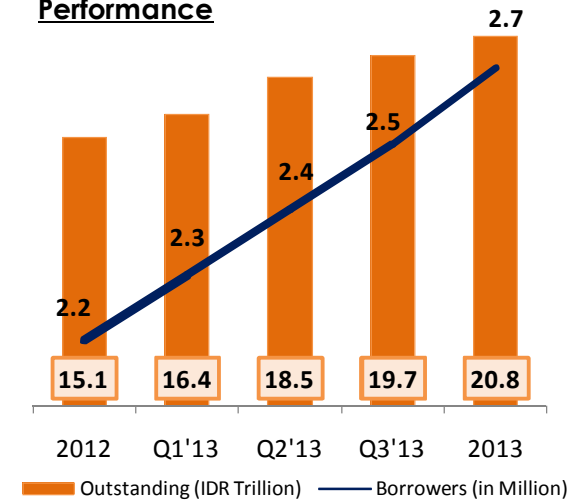
Micro Borrower

(In Million)

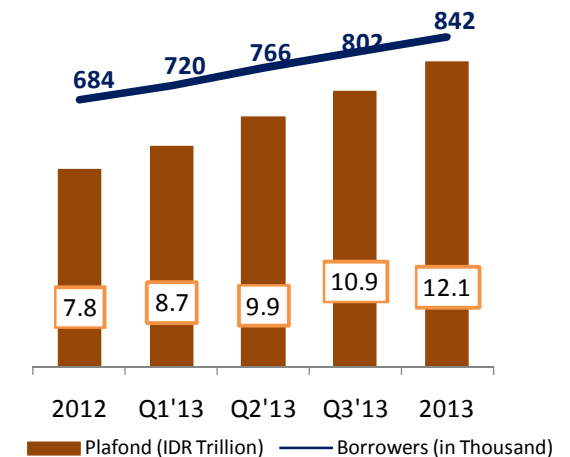


Micro KUR

Performance



Migration of Micro KUR to Micro Loan



- Total Micro Loan and KUR increased 23.7%, supported by increasing number of new micro loan borrower migrated from KUR Loan.
- Number of new loan accounts keep increasing reach 365.4 thousand in Q4-2013 or total of 6.5 million of micro & KUR loan accounts
- Micro KUR NPL is maintained at 1.42%, declining from 1.86% in September 2013.

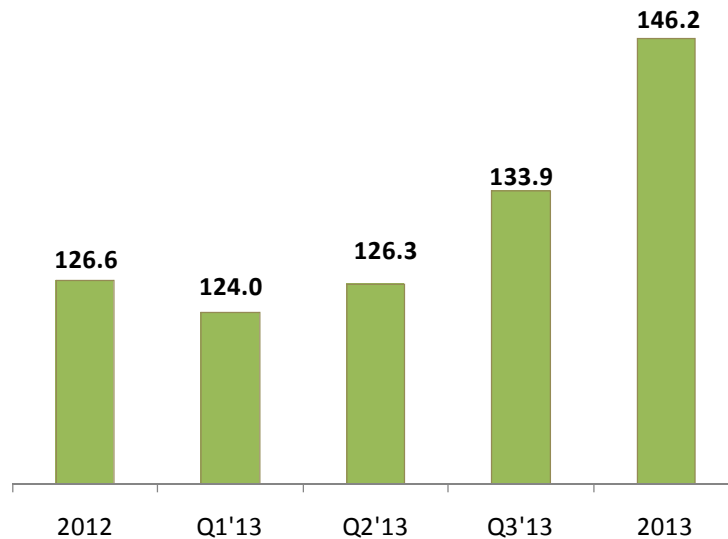
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Micro Banking - Deposit

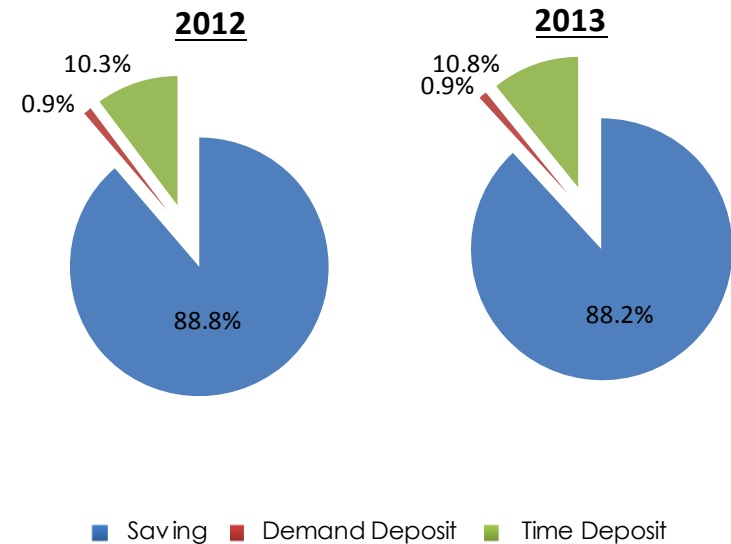
Micro Funding, providing liquidity from stable core funding

Deposit

IDR Trillion



Micro Deposit Composition



Saving dominates total Micro's deposit, with average size of around IDR 5.1 million



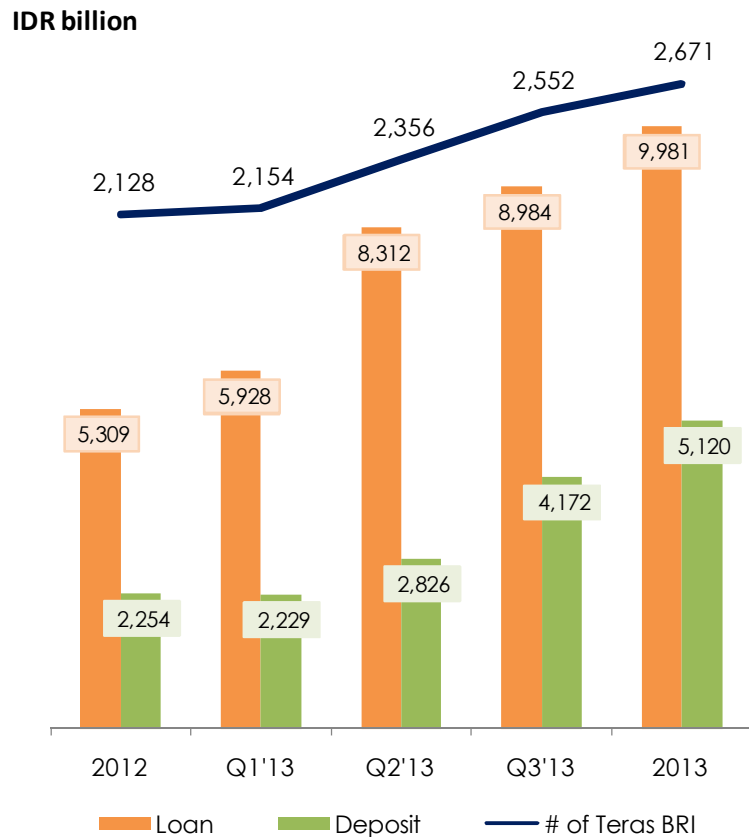
To secure continued loan growth with enough liquidity from low cost and stable core funds

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Micro Banking – Teras BRI

Teras BRI - more accessible, getting closer to customers

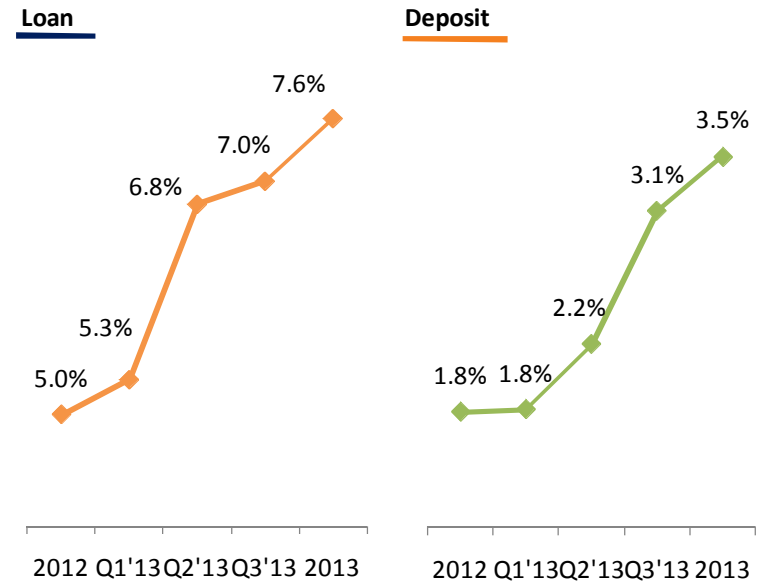
Teras BRI Performance



TerasBRI continuously shows superior performance with loan growth of 88.0% and deposit increase 127.2% yoy.

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Contribution – TerasBRI to Total Micro Loan & KUR



TerasBRI and mobile TerasBRI are the arm-length of conventional micro outlet, designed to develop the market and protect the market from competitors.

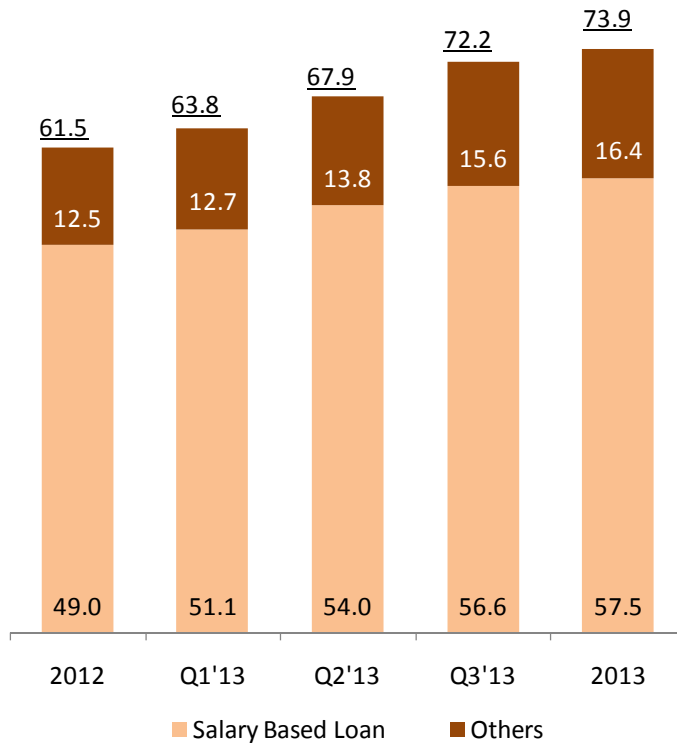


Consumer Loans

- *Optimizing the Salary Based Loan Potentials* -

Consumer Loan- growing in a profitable way

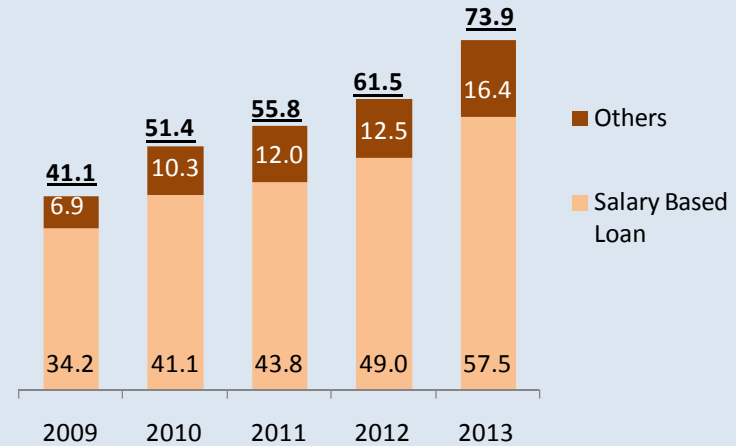
Consumer Loan Composition (IDR Trillion)



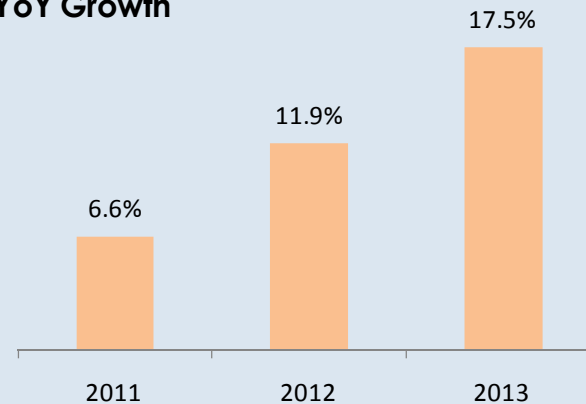
- Salary Based Loan contributes around 80% of BRI's consumer loan
- In the last 3 years, growth is increasing steadily, with the NPL maintained at below 1%

Salary Based Loan, continued Growth (IDR Trillion)

In 5 Years...



YoY Growth



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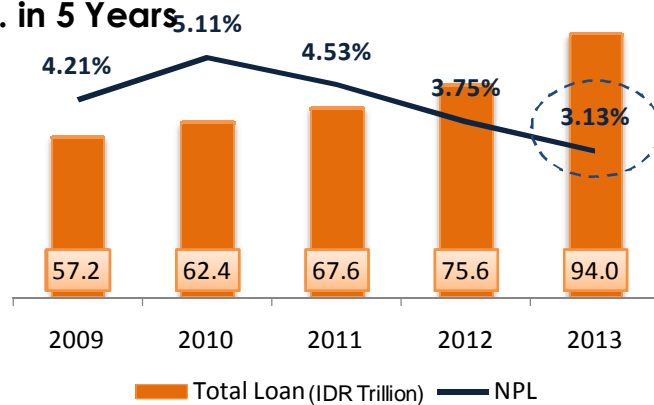
Small Commercial & Medium Loans

Small Commercial & Medium Loans – a successful restructuring...

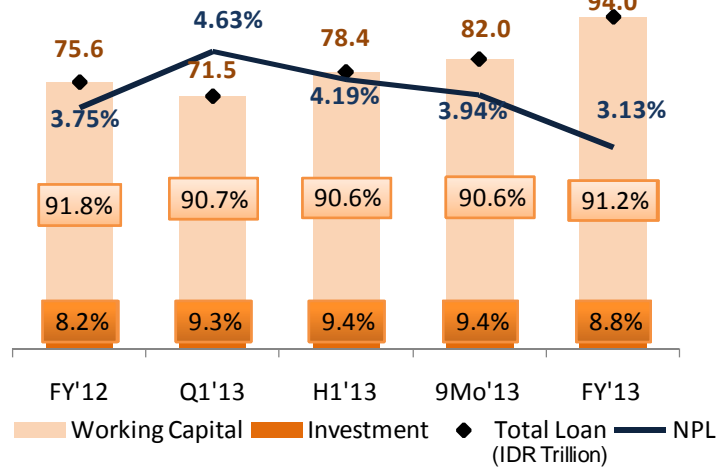
As the result of continuous restructuring, NPL is trending down steadily....

Small Commercial

... in 5 Years

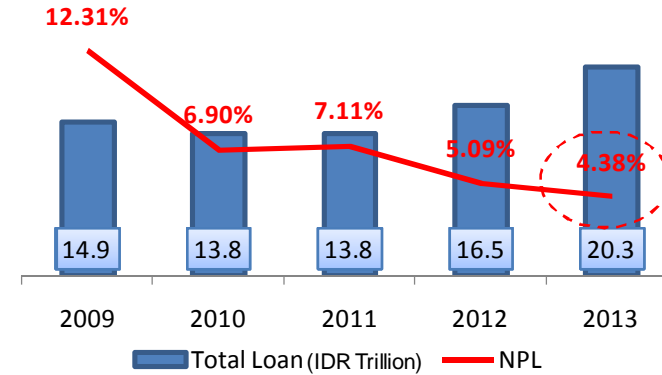


... in 2013

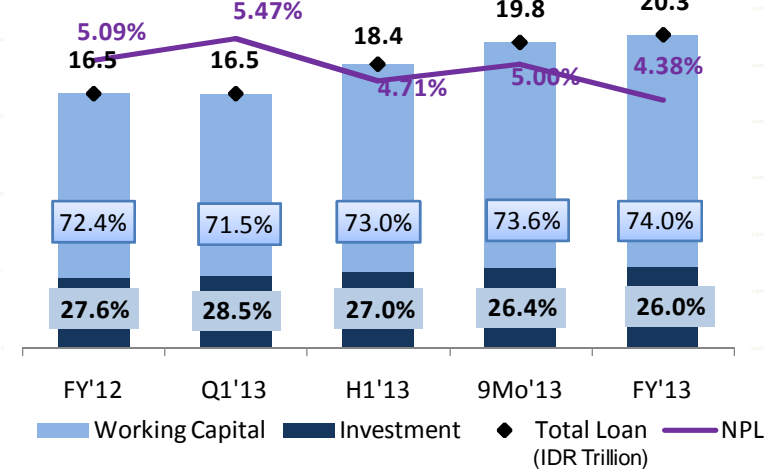


Medium

... in 5 Years



... in 2013



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SoE & Corporate Loans

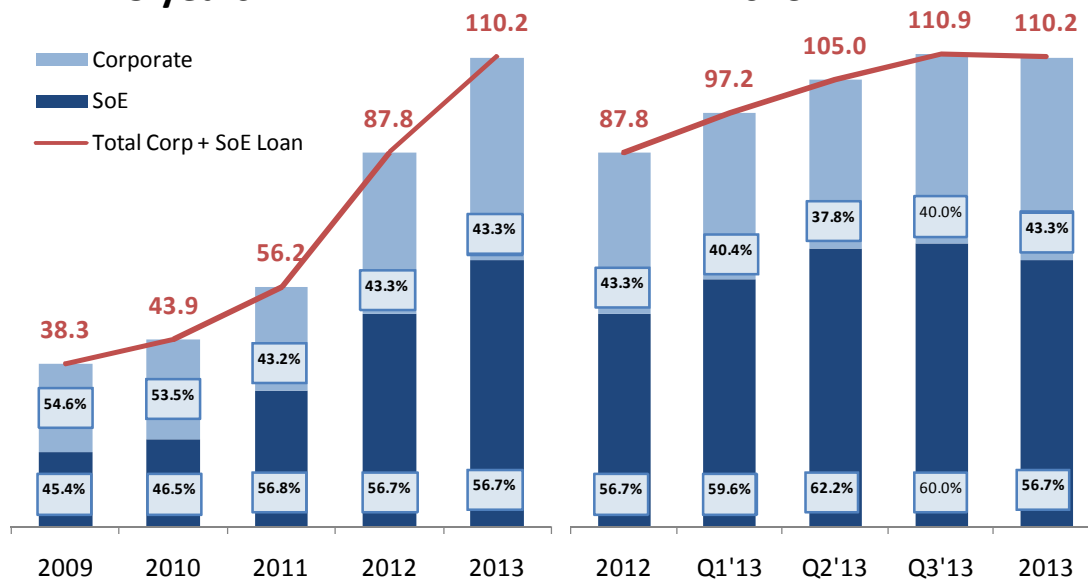
SOE & Corporate Loans

Growth Trend

(In IDR Trillion)

... in 5 years

Corporate
SoE
Total Corp + SoE Loan

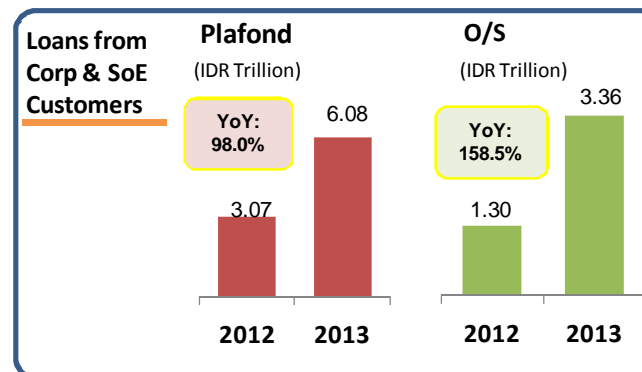


... in 2013

2009	2010	2011	2012	2013	NPL (%)	2012	Q1'13	Q2'13	Q3'13	2013
7.83	4.64	2.24	1.00	0.87	Corporate	1.00	0.97	0.96	0.94	0.87
0.23	-	-	-	-	SoE	-	-	-	-	-

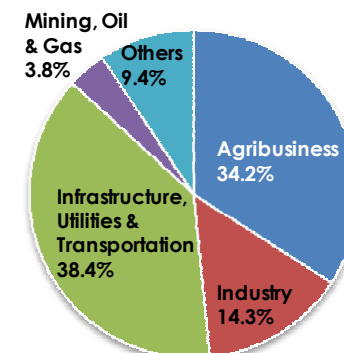
- The development of Corporate & SoE are intended to provide future cross selling opportunities to the Small & Medium segments, which are in the consolidation phase in the last 3 years
- BRI is very prudent in disbursing Corporate & SoE loans, shown by zero percent of NPL in SoE Loans in the last 4 years, and improving quality of Corporate Loans, as it reach 0.87% in December 2013.
- Small commercial loan trickled down from SoE & Corporate segments shows a promising performance, as evidenced by increasing plafond (98.0% yoy) and loan outstanding (168.6% yoy)

Trickle Down Business

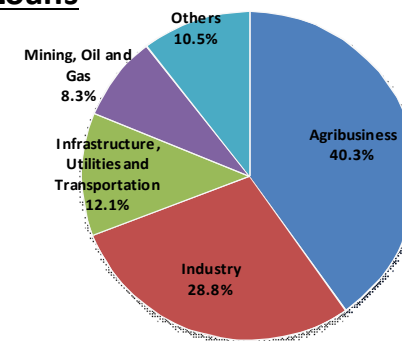


By business segment

SoE Loans



Corporate Loans



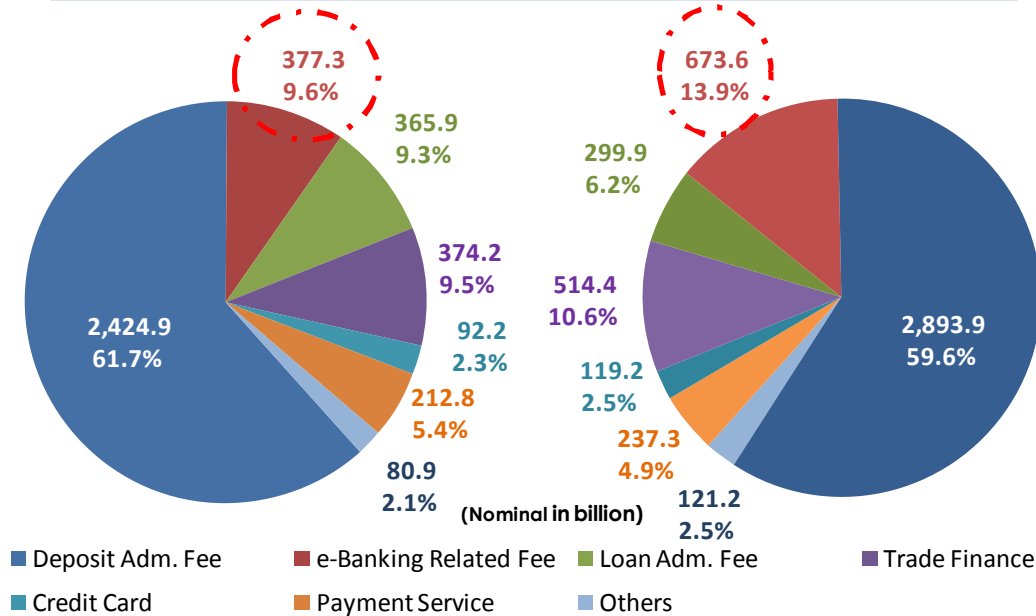
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Fee Based Income
- Growing Presence of E-Banking -

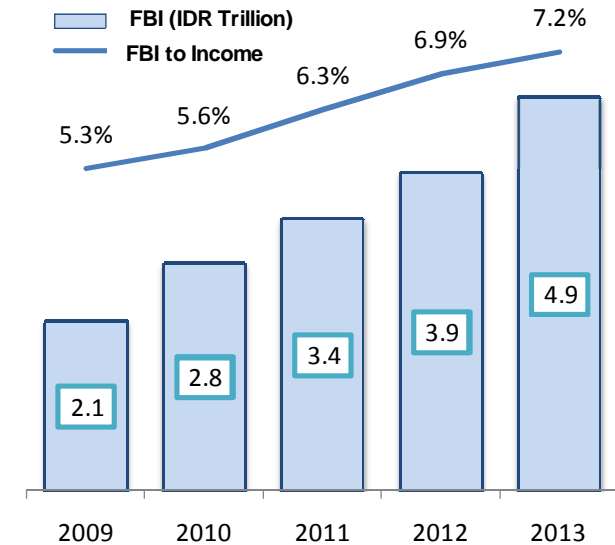
Fee Based Income – a growing contribution from e-Banking transactions

2012

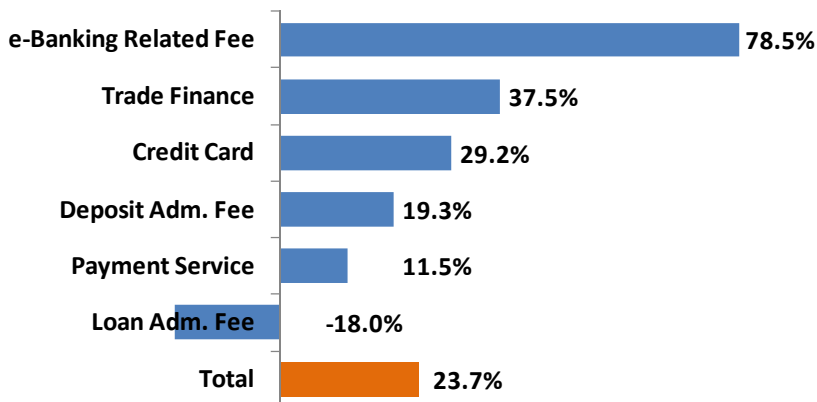
2013



FBI to Total income



FBI – YoY Growth



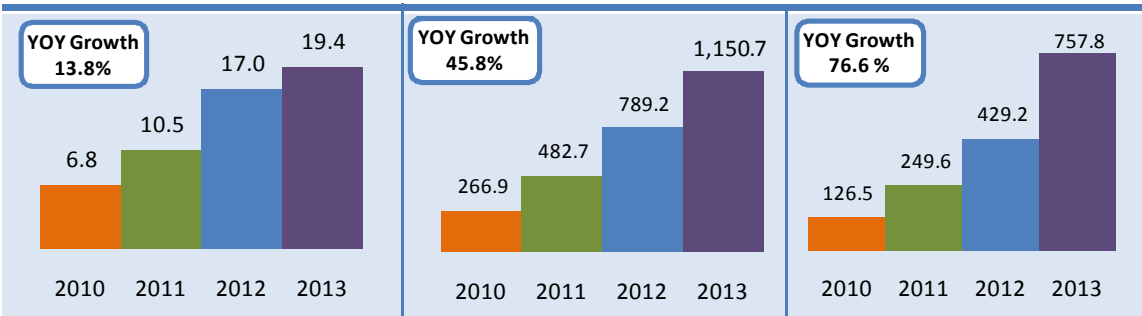
- FBI contribution to Total Income is increasing at 7.2% in December 2013
- Transaction based fee, i.e. e-Banking Related Fees and Trade Finance increased significantly yoy 78.5%, and 37.5% respectively
- Deposit administration fee still contribute the biggest part of fee-based income, as BRI has large number of customer accounts

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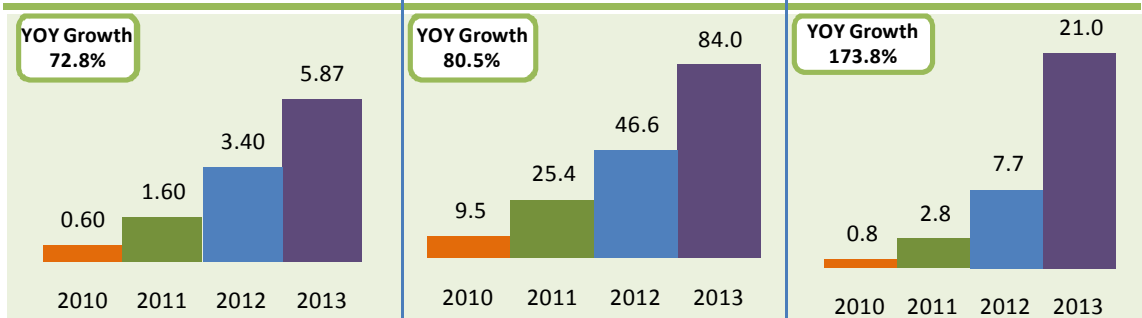
E-Banking Performance – a growing presence...

# of Users (In Million)	# of Transaction (In Million)	Transaction Value (In IDR Trillion)
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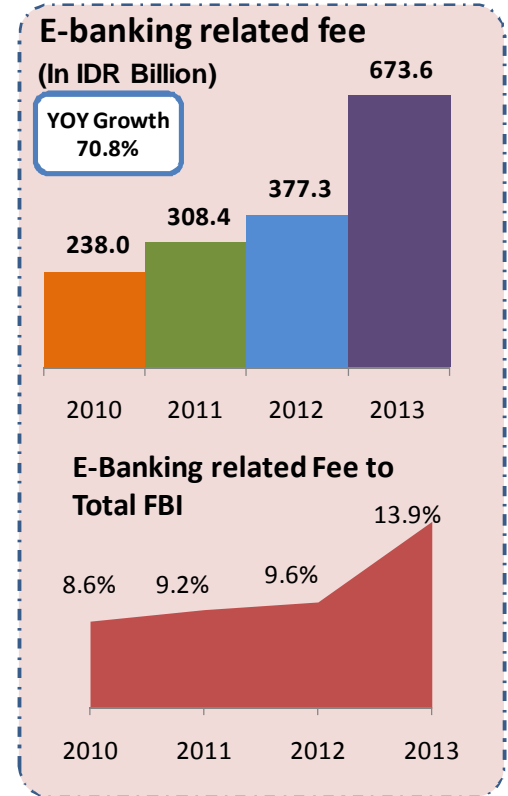
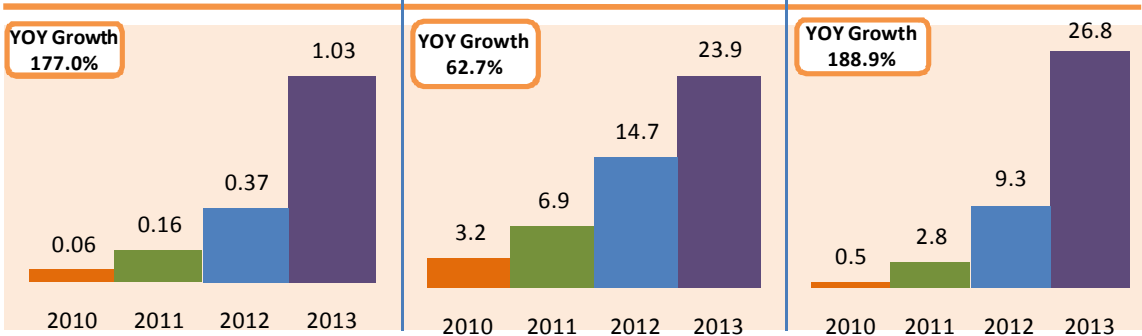
ATM



SMS Banking



Internet Banking



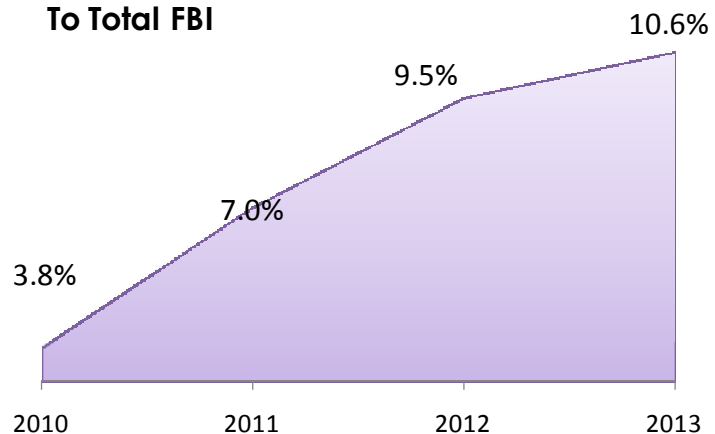
Ample opportunity to grow fee based income coming from e-banking, as BRI has huge base number of customer accounts (As of Dec '13, around 48 million accounts)

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Fee Incomes Highlights – Trade Finance & Cash Management

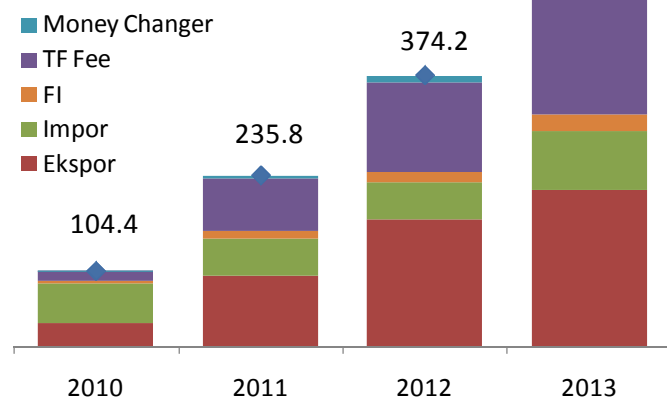
A glimpse of Corporate's trickled down also shown by the growth of Trade Finance & Cash Management Fees

TF Related Fee To Total FBI



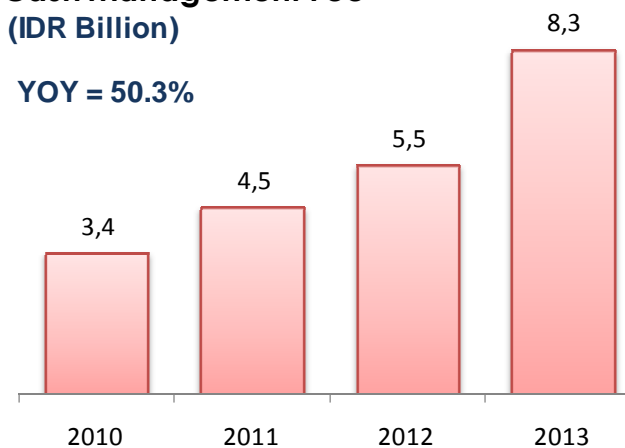
TF Related Fee

YOY = 37.5%



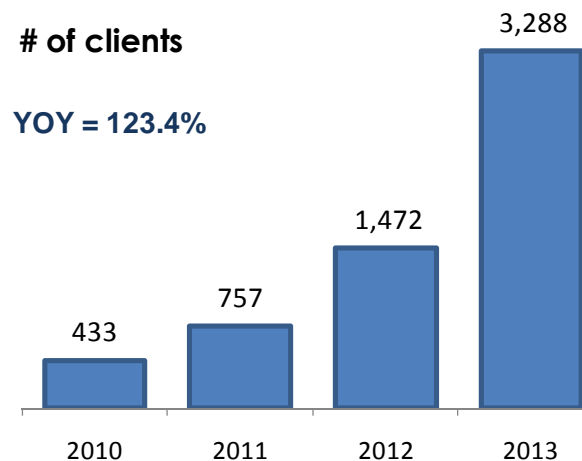
Cash Management Fee (IDR Billion)

YOY = 50.3%



of clients

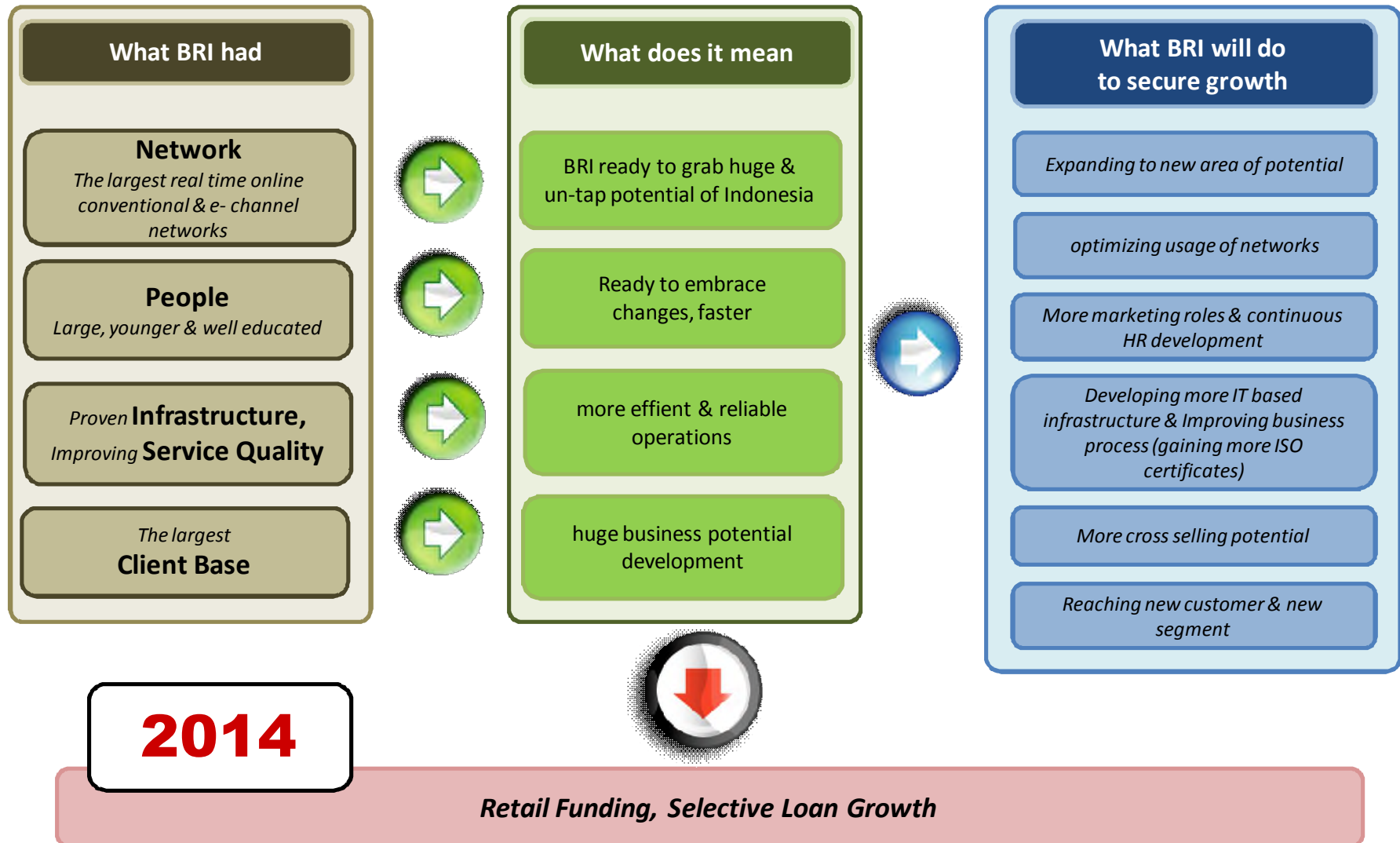
YOY = 123.4%



2014 – optimizing capacity, securing growth

2014 & Beyond

optimizing capacity, securing growth...



Key Take Aways

2013...

- Manageable cost of fund (3.71%) during tight liquidity environment
- Sustainable growth showed by increasing loan growth (23.7%) and improving loan quality (1.55%)
- Loan to deposit ratio (88.54%) maintained at comfortable level
- Saving (15.2%) as driver for deposit growth
- Increasing efficiency (42.13%)
- Stable growth of fee based income (23.7%)
- Solid capital condition, Total CAR Ratio of 16.99%

2014...

- Increasing portion of low cost fund & fee based income by optimizing people, product & infrastructure (network & IT System)
- Selective loan growth, focusing on high yield loan
- Maintaining loan quality & operation efficiency

Appendixes

Financial Performance
Others
5 Years Data

Financial Performance

Financial Ratios

Description	2012	Q1'13	1H'13	9Mo'13	FY'13
Cost of Fund (COF)	3.68%	3.54%	3.55%	3.58%	3.71%
Loan to Deposit Ratio	79.85%	89.62%	89.25%	90.88%	88.54%
Net Interest Margin (NIM)	8.42%	8.19%	8.08%	8.25%	8.55%
NPL ratio - Gross	1.78%	1.97%	1.81%	1.77%	1.55%
NPL ratio - Nett	0.34%	0.46%	0.41%	0.43%	0.31%
CKPN to Earning asset	3.43%	3.30%	3.20%	2.98%	2.90%
Opr. Expense to Opr. Income	59.93%	60.46%	60.91%	61.54%	60.58%
Cost Efficiency Ratio (CER)	43.11%	44.22%	43.85%	44.33%	42.13%
Tier I CAR	15.86%	16.90%	16.41%	16.24%	16.13%
Total CAR	16.95%	17.91%	17.36%	17.13%	16.99%
Return on Assets (ROA) - b.t	5.15%	4.76%	4.62%	4.65%	5.03%
Return on Assets (ROA) - a.t	4.04%	3.89%	3.80%	3.78%	3.85%
Return on Equity (ROE) - Tier I	38.66%	32.63%	33.05%	33.24%	34.11%
Return on Equity (ROE) - B/S	32.41%	30.28%	30.07%	29.80%	30.10%
Min. Reserve Requirement	10.64%	8.02%	8.02%	8.02%	8.02%
Net Open Position	3.00%	6.45%	5.14%	3.48%	3.15%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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Sources of Income

Total Income

	IDR Billion							
Total Income	2012	2013	g (YoY)	Q1'13	Q2'13	Q3'13	Q4'13	g(QoQ)
Interest income	47,922	57,301	19.6%	12,873	13,147	14,481	16,800	16.0%
Fee & Other Opr.Income	8,166	8,165	0.0%	1,726	1,868	1,736	2,836	63.4%
Non Operating Income (net)	1,169	1,776	52.0%	356	218	519	683	31.5%
Total Income	57,256	67,242	17.4%	14,954	15,233	16,736	20,319	21.4%

As of Dec 2013, Interest Income contributed 85.2% of total revenue

Interest Income

	IDR Billion							
Interest Income	2012	2013	g (YoY)	Q1'13	Q2'13	Q3'13	Q4'13	g(QoQ)
Interest from Loans	42,623	51,733	21.4%	11,360	12,019	13,081	15,272	16.7%
Int. from Other Earning Assets	5,299	5,567	5.1%	1,512	1,128	1,400	1,527	9.1%
Total Interest Income	47,922	57,301	19.6%	12,873	13,147	14,481	16,800	16.0%

Fee & Other Operating Income

	IDR Billion							
Fee & Other Operating Income	2012	2013	g (YoY)	Q1'13	Q2'13	Q3'13	Q4'13	g(QoQ)
Gain Fr Value Increase of Securities and Govt. Recap Bonds	56	83	48.2%	-	17	8	58	605.5%
Fees and Commissions	3,928	4,860	23.7%	1,036	1,180	1,199	1,445	20.5%
Gain fr Forex	427	455	6.7%	182	(1)	(5)	279	-5910.8%
Recovery	2,251	1,932	-14.1%	443	478	474	537	13.4%
Others	1,504	835	-44.5%	64	194	59	517	772.0%
Total Fee & Other Opr. Income	8,166	8,165	0.0%	1,726	1,868	1,736	2,836	63.4%

Interest Income from loans contribute 90.3% of total interest income (or 76.9% of total income)

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Other Operating Expenses

IDR Billion

Other Operating Expenses	2012	2013	g (YoY)	Q1'13	Q2'13	Q3'13	Q4'13	g(QoQ)
Personnel	9,215	11,748	27.5%	2,980	2,831	3,198	2,739	-14.3%
General and Administration	6,000	7,103	18.4%	1,355	1,620	1,814	2,315	27.6%
Losses fr decrease of Securities and Govt. Bonds value	-	-		0	(0)	-	-	
Losses from forex transaction	-	-		-	-	-	-	
Premium Paid on Govt Guarantees	729	885	21.4%	212	212	231	231	0.0%
Promotion	731	652	-10.9%	134	144	144	229	59.3%
Others	1,928	897	-53.5%	268	263	299	66	-77.9%
Total Other Opr. Expenses	18,602	21,284	14.4%	4,949	5,069	5,685	5,580	-1.8%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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Balance Sheet (consolidated)

Description	2012	Q1'13	Q2'13	Q3'13	2013	YoY	QoQ
Total Assets	551,337	529,509	556,459	587,706	626,183	13.6%	6.5%
- Gross Loans	362,007	375,789	407,969	430,195	448,345	23.8%	4.2%
- Government Bonds (Recap)	4,316	4,313	4,308	4,310	4,511	4.5%	4.7%
- Other Earnings Assets	132,720	105,860	93,471	103,601	115,690	-12.8%	11.7%
Total Earning Assets	499,042	485,962	505,748	538,106	568,546	13.9%	5.7%
Earning Assets Provision	(14,916)	-15,083	-14,985	-15,051	(15,419)	3.4%	2.4%
Total Earning Assets (net)	484,126	470,879	490,764	523,056	553,127	14.3%	5.7%
Total Non Earning Assets	67,211	58,631	65,695	64,651	73,055	8.7%	13.0%
Total Liabilities & S.E	551,337	529,509	556,459	587,706	626,183	13.6%	6.5%
Total Customer Deposits	450,166	418,050	455,051	471,154	504,281	12.0%	7.0%
- Demand Deposits	80,075	59,007	82,355	76,701	79,337	-0.9%	3.4%
- Saving Deposits	184,365	174,671	178,533	189,212	212,997	15.5%	12.6%
- Time and Certificate Deposits	185,726	184,372	194,163	205,242	211,948	14.1%	3.3%
Other Interest Bearing Liabilities	15,784	20,687	11,868	21,167	20,896	32.4%	-1.3%
Non Interest Bearing Liabilities	20,505	26,138	20,918	21,642	21,678	5.7%	0.2%
Tier I Capital	52,325	58,991	61,572	62,937	67,270	28.6%	6.9%
Total Shareholder's Equity	64,882	64,635	68,622	73,743	79,327	22.3%	7.6%

Note: Since FY 2010, figures are PSAK 50 & 55 compliant

Income Statement (*consolidated*)

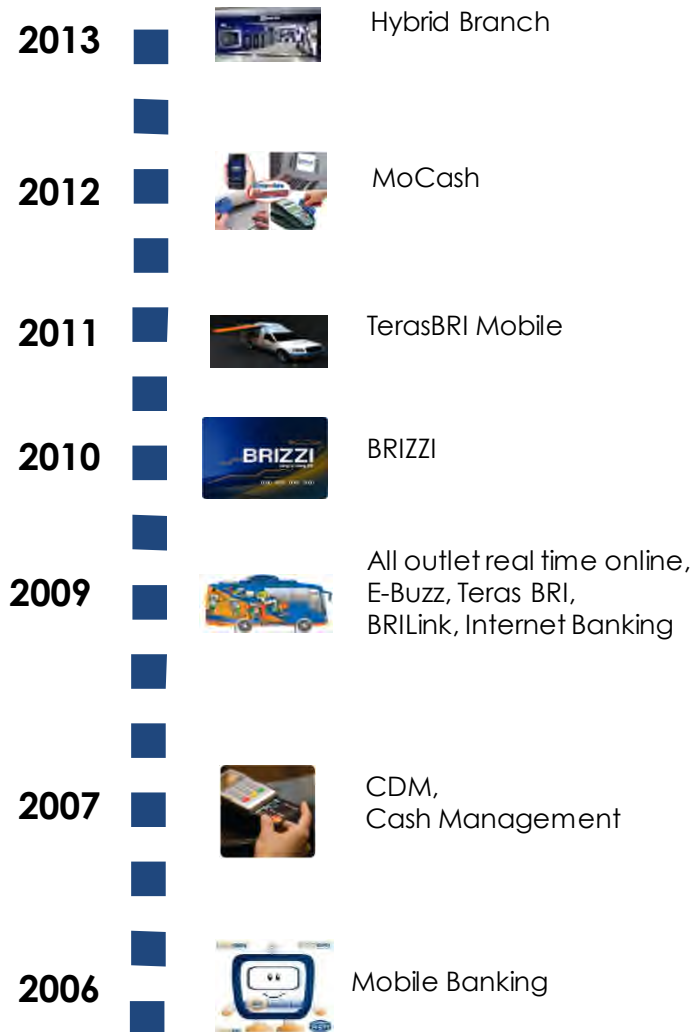
Description	2012	2013	YoY	Q1'13	Q2'13	Q3'13	Q4'13	QoQ
Interest Income	49,610	59,461	19.9%	13,352	13,671	15,059	17,379	15.4%
Interest Expense	(13,127)	(15,355)	17.0%	(3,434)	(3,561)	(3,892)	(4,468)	14.8%
Net Interest Income	36,484	44,106	20.9%	9,919	10,109	11,167	12,911	15.6%
Fee & Other Opr. Income	8,390	8,348	-0.5%	1,796	1,919	1,796	2,837	57.9%
Gross Operating Income	44,873	52,455	16.9%	11,715	12,029	12,964	15,748	21.5%
Other Operating Expenses	(19,491)	(22,381)	14.8%	(5,180)	(5,339)	(5,985)	(5,876)	-1.8%
Pre Provision Operating Profit	25,382	30,074	18.5%	6,535	6,689	6,978	9,871	41.5%
Provision	(2,700)	(3,946)	46.2%	(676)	(816)	(833)	(1,621)	94.5%
Non Operating Profit/Loss	1,177	1,782	51.4%	357	215	518	692	33.5%
Profit Before Tax n Minor. Int.	23,860	27,910	17.0%	6,216	6,089	6,663	8,942	34.2%
Net Profit	18,687	21,354	14.3%	5,087	5,071	5,297	5,900	11.4%
EPS *)	757.5	865.6	14.3%	824.8	822.2	858.9	956.7	11.4%

*) *annualized*

Others

The STRENGTH : Network

Milestones - Networks



Outlet Distribution - Trend

Conventional Outlet

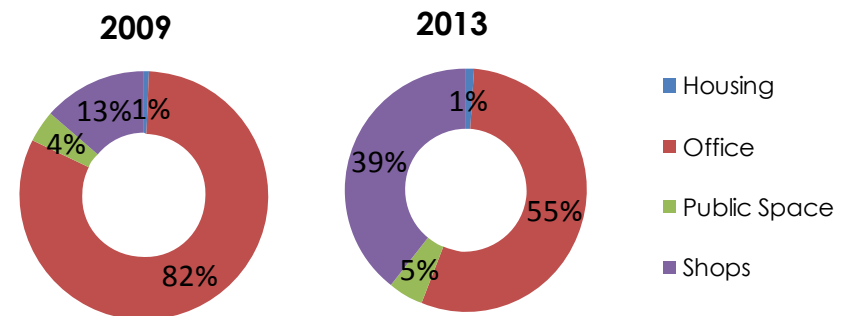
Outlet	2009	2010	2011	2012	2013
Head Office	1	1	1	1	1
Regional Office	17	18	18	18	18
Branch Office*	406	413	431	446	453
Sub-Branch Office	434	470	502	545	565
BRI Unit	4,538	4,649	4,849	5,000	5,144
Cash Office	728	822	870	914	950
Teras BRI	217	617	1,304	1,778	2,212
Teras BRI Mobile			100	350	465
Total	6,341	6,990	8,075	9,052	9,808

* include 3 overseas offices

E-Channel

E-Channel	2009	2010	2011	2012	2013
ATM	3,778	6,085	7,292	14,292	18,292
EDC	6,398	12,719	31,590	44,715	85,936
CDM	22	39	89	92	192
Kiosk	60	96	100	100	100
E-Buzz	1	2	19	42	50
Total	10,259	18,941	39,090	59,241	104,570

ATM Distribution




Note: Numbers stated in this presentation are bank only

The STRENGTH: Proven Infrastructure & Improving Service Quality

The success of connecting all outlets real time online in 2009 accelerate BRI's business expansion....

Proven Infrastructure

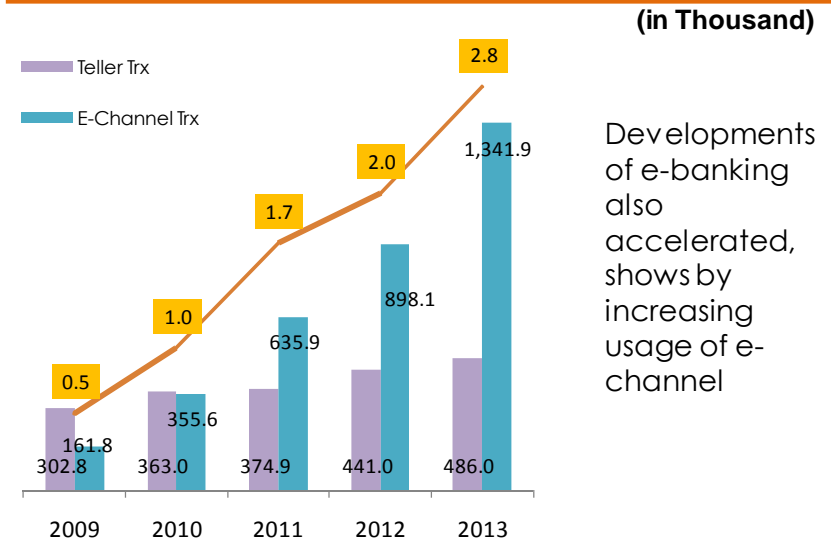
- Improving business process, provide reliable transaction and increase efficiency
- BRI is targeting for more ISO certifications, so that by the end of 2017, all operating processes will be certified.



ISO 9001:2008 by LRQA

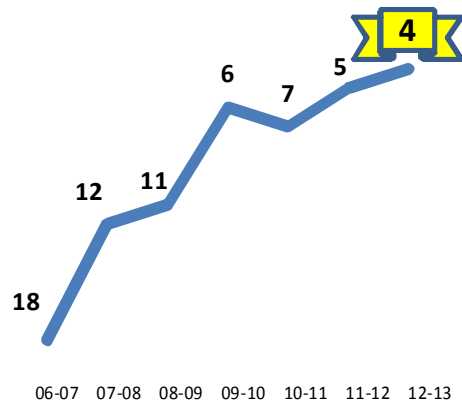
- Card Production
- Complaint Handling
- Payment System by RTGS & Clearing
- Remittance System
- Audit Process

Number of Daily Transaction



Developments of e-banking also accelerated, shows by increasing usage of e-channel

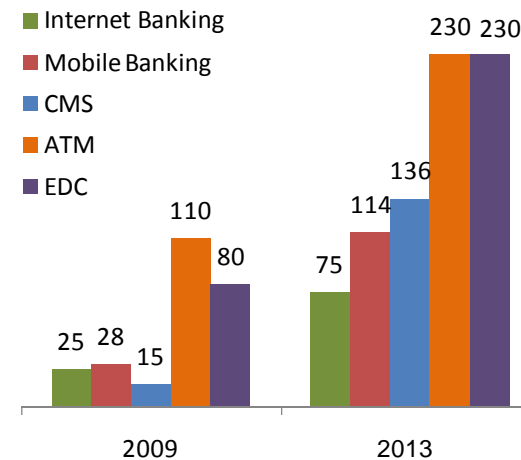
Service Quality – MRI Rank*



Service quality continuously improved. Currently, BRI positioned at Rank 4th in MRI* survey

* Independent survey held by Market Research Indonesia (MRI)

Features Enhancement



Complete e-banking features, > 200 features available

Note: Numbers stated in this presentation are bank only

BRI Rating

FITCH (Oct 2013)	
- 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 (May 2012)	
- 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 (March 2013)	
- Outlook	Stable
- Bank Deposit	Baa3/P-3
- Bank Financial Strength	D+
- Baseline Credit Assessment	Baa3
- Adjusted Baseline Credit Assessment	Baa3
- Senior Unsecured Notes	Baa3
PEFINDO (January 2014)	
- National Rating	id AAA, Stable Outlook
Indonesia Sovereign Ratings	
Standard and Poors (May 2013)	BB+, Stable Outlook
Fitch (December 2011)	BBB-, Stable Outlook
Moody's (January 2012)	Baa3, Stable Outlook
Japan Credit Rating Agency (Nov 2012)	BBB-, Stable Outlook

Country Rating

Shareholders Composition

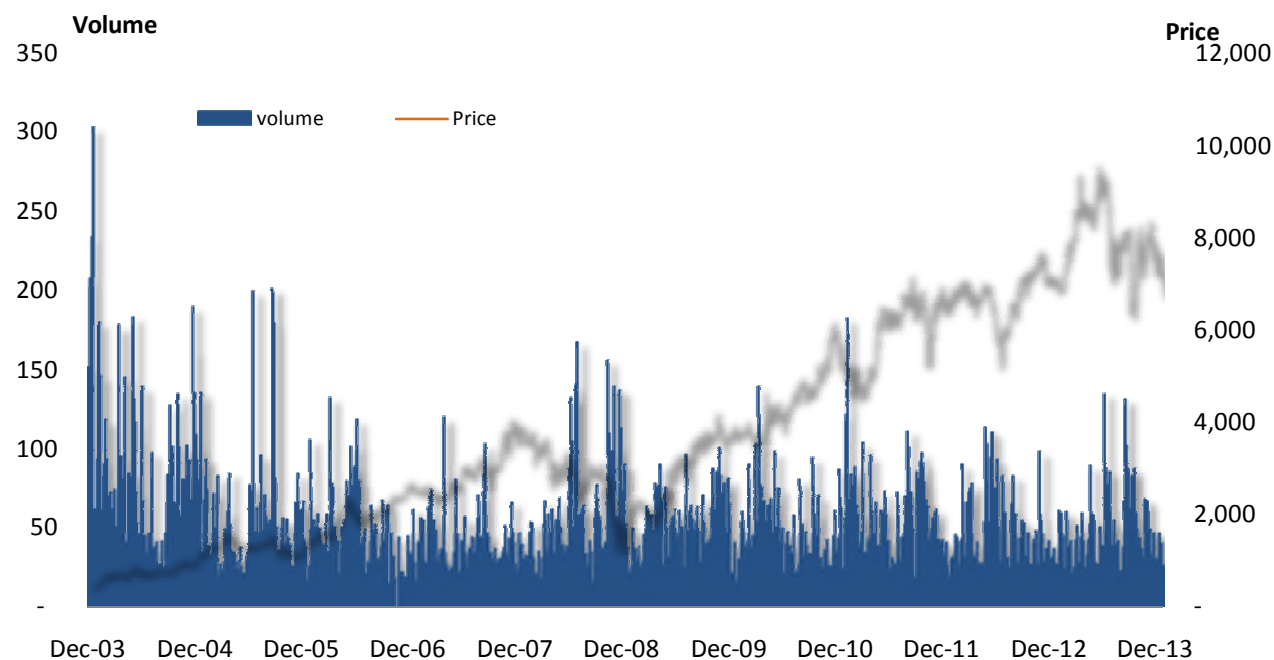
Shareholder	2003	2009	2010	2011	2012	Q1'13	'Q2'13	Q3'13	2013
Government	59.50%	56.77%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%	56.75%
Public	40.50%	43.23%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%	43.25%
Foreign *)	79.10%	84.16%	84.25%	83.93%	82.84%	86.31%	83.24%	81.53%	78.94%
Domestic *)	20.90%	15.84%	15.75%	16.07%	17.16%	13.69%	16.76%	18.47%	21.06%

*) percentage from public holding

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)



5 Years Data...

Balance Sheet

Description	2009	2010	2011	2012	2013
Total Assets	314,746	398,393	456,531	535,209	606,370
- Gross Loans	205,522	246,964	283,583	348,227	430,618
- Government Bonds (Recap)	15,027	13,626	8,996	4,316	4,511
- Other Earnings Assets	76,487	113,669	127,774	131,547	115,168
Total Earning Assets	297,037	374,259	420,353	484,089	550,297
Earning Assets Provision	(11,576)	(14,007)	(15,869)	(14,584)	(15,072)
Total Earning Assets (net)	285,461	360,252	404,484	469,505	535,225
Total Non Earning Assets	29,285	38,141	52,047	65,704	71,145
Total Liabilities & S.E	314,746	398,393	456,531	535,209	606,370
Total Customer Deposits	254,118	328,556	372,148	436,098	486,366
- Demand Deposits	49,965	77,049	75,579	78,753	78,017
- Saving Deposits	104,119	125,198	152,474	182,643	210,004
- Time Deposits	100,034	126,310	144,095	174,702	198,346
Other Interest Bearing Liabilities	20,941	16,595	18,413	14,466	19,873
Non Interest Bearing Liabilities	12,429	16,569	16,195	20,008	21,261
Tier I Capital	20,846	27,673	38,215	51,593	65,964
Total Shareholder's Equity	27,257	36,673	49,775	64,637	78,870

Note: Since FY 2010, figures are PSAK 50 & 55 compliant
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5 Years Data...



Melayani Dengan Setulus Hati

Income Statement

Description	2009	2010	2011	2012	2013
Interest Income	35,071	43,971	46,949	47,922	57,301
Interest Expense	(12,180)	(11,449)	(13,079)	(12,461)	(14,395)
Net Interest Income	22,891	32,523	33,870	35,461	42,906
Fee & Other Opr. Income	3,257	5,458	5,524	8,166	8,165
Gross Operating Income	26,148	37,980	39,394	43,627	51,071
Other Operating Expenses	(11,773)	(15,648)	(16,288)	(18,602)	(21,284)
Pre Provision Operating Profit	14,375	22,332	23,106	25,025	29,788
Provision	(5,805)	(7,926)	(5,532)	(2,555)	(3,916)
Non Operating Profit/Loss	1,327	497	1,157	1,169	1,776
Profit Before Tax n Minor. Int.	9,897	14,903	18,731	23,639	27,648
Net Profit	7,308	11,472	15,083	18,521	21,160
EPS*)	296.3	465.0	611.4	750.8	857.8

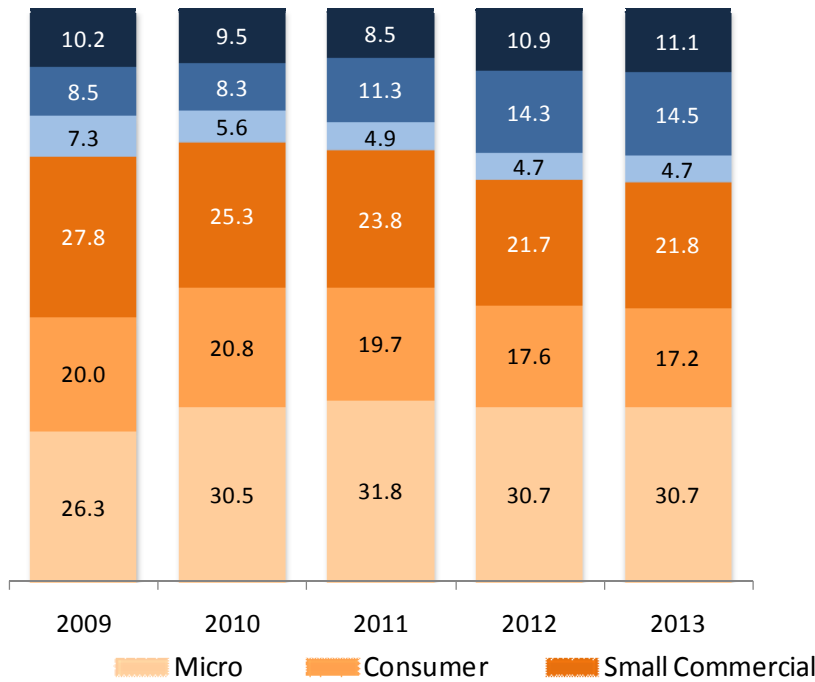
Ratios

Description	2009	2010	2011	2012	2013
Cost of Fund (COF)	6.02%	4.90%	4.70%	3.68%	3.71%
Loan to Deposit Ratio	80.88%	75.17%	76.20%	79.85%	88.54%
Net Interest Margin (NIM)	9.14%	10.77%	9.58%	8.42%	8.55%
NPL ratio - Gross	3.52%	2.78%	2.30%	1.78%	1.55%
NPL ratio - Nett	1.08%	0.74%	0.42%	0.34%	0.31%
CKPN to Earning asset	4.29%	4.58%	4.51%	3.43%	2.90%
Opr. Expense to Opr. Income	77.66%	70.86%	66.69%	59.93%	60.58%
Cost Efficiency Ratio (CER)	46.72%	42.22%	41.17%	43.11%	42.13%
Tier I CAR	12.05%	12.01%	13.67%	15.86%	16.13%
Total CAR	13.20%	13.76%	14.96%	16.95%	16.99%
Return on Assets (ROA) - b.t	3.73%	4.64%	4.93%	5.15%	5.03%
Return on Assets (ROA) - a.t	2.76%	3.57%	3.97%	4.04%	3.85%
Return on Equity (ROE) - Tier I	35.22%	43.83%	42.49%	38.66%	34.11%
Return on Equity (ROE) - B/S	28.83%	35.94%	35.10%	32.41%	30.10%
Min. Reserve Requirement	5.90%	8.05%	9.33%	10.64%	8.02%
Net Open Position	5.22%	4.45%	5.49%	3.00%	3.15%

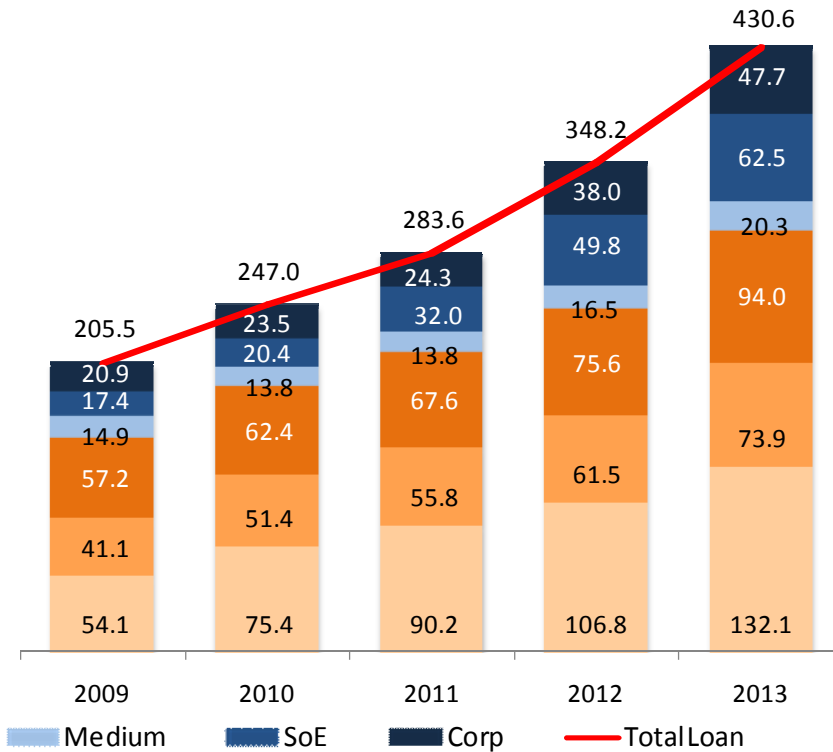
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5 Years Data...

Loan Composition (%)



Loan Outstanding (IDR Trillion)



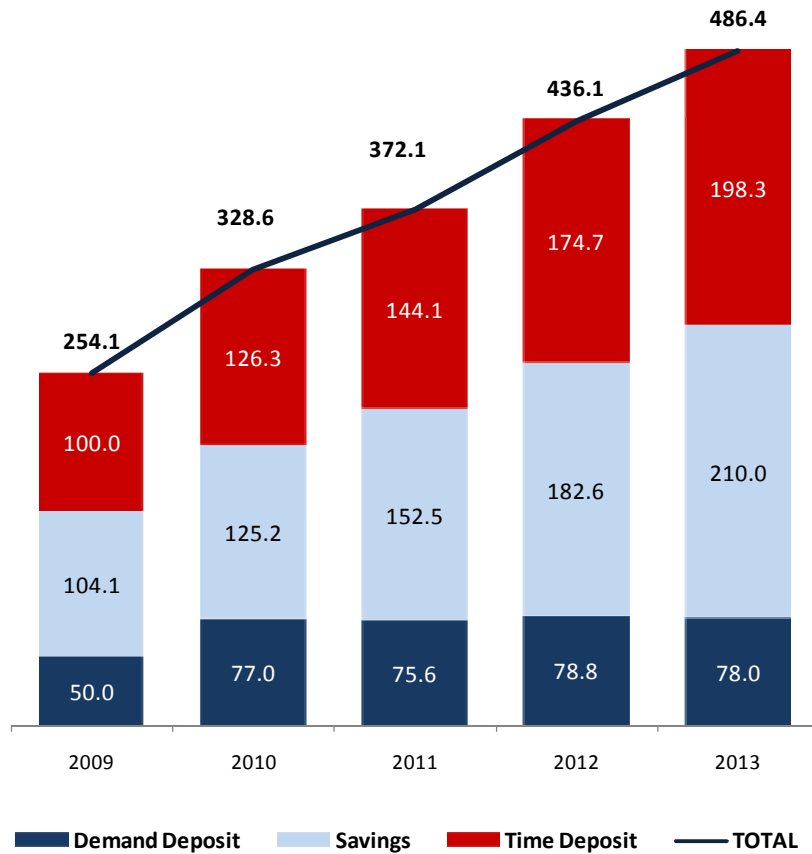
Loan Quality

NPL (%)	2009	2010	2011	2012	2013
Micro	1.40	1.21	1.19	1.09	1.04
Consumer	1.35	1.40	1.53	1.60	1.40
Small Commercial	4.21	5.11	4.53	3.75	3.13
Medium	12.31	6.90	7.11	5.09	4.38
SoE	0.23	0.00	0.00	0.00	0.00
Corporate	7.83	4.64	2.24	1.00	0.87
Total	3.52	2.78	2.30	1.78	1.55

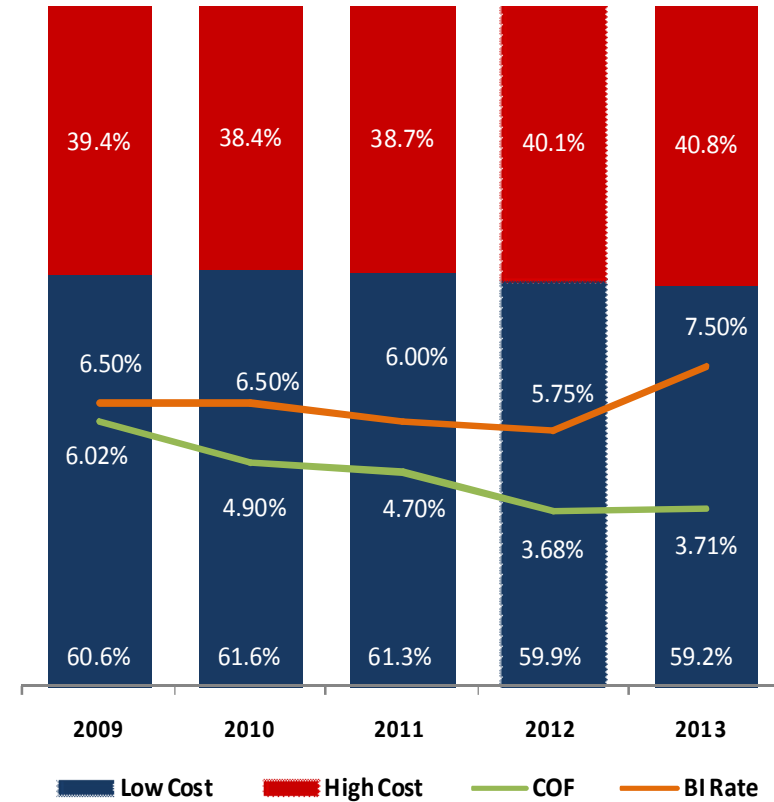
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5 Years Data...

Third Party Fund (TPF) (IDR Trillion)



TPF Composition, CoF & BI Rate (%)



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