



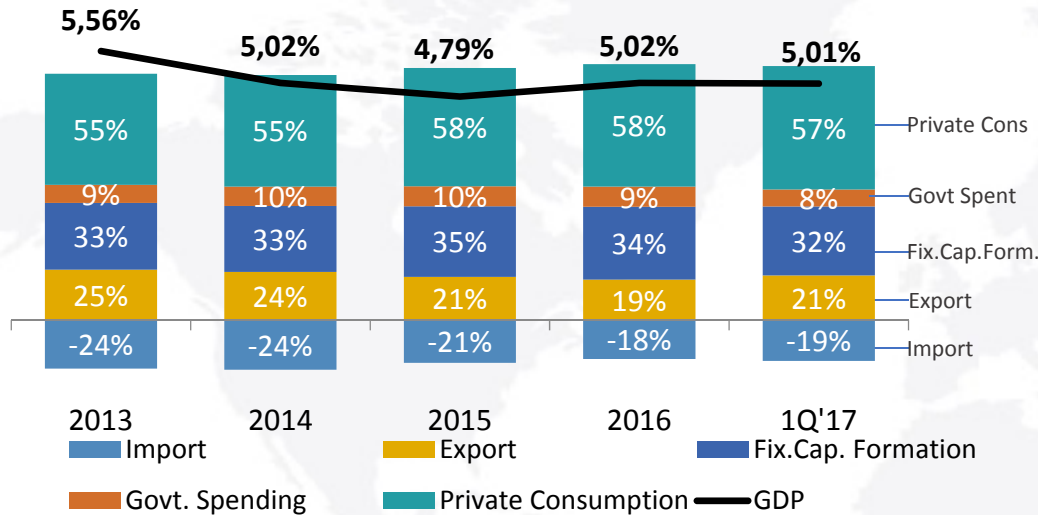
# Corporate Presentation

## 2017 H1

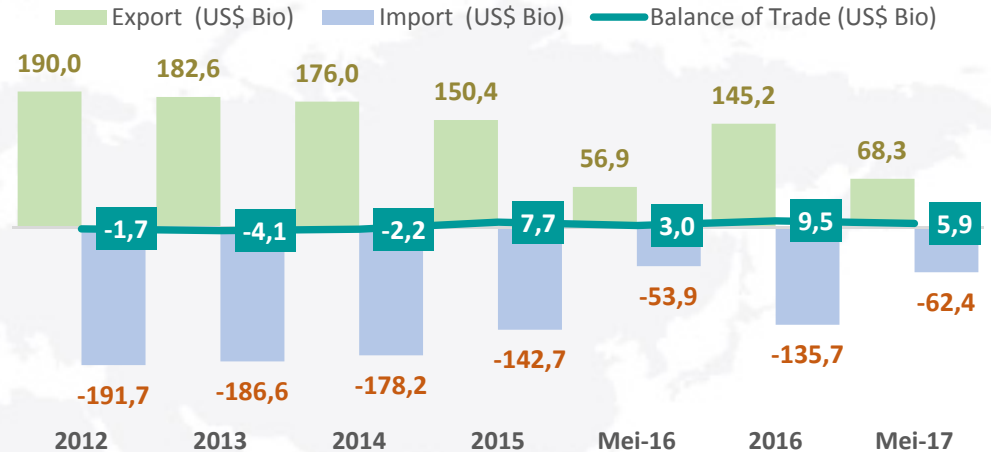
- ✓ Macro Economy
- ✓ Highlighted Results 2017 H1
- ✓ What We Have Done
- ✓ Financial Performance 2017 H1
- ✓ Business & Consumer Banking
- ✓ Appendices
  - About BNi
  - 5 Years Financial Data

# Macro & Banking Sector

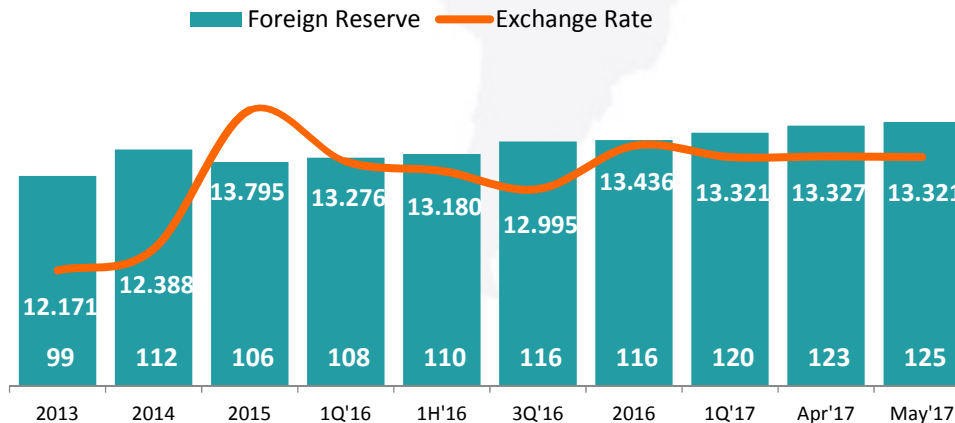
Managed to maintain its 5.0% economic growth momentum



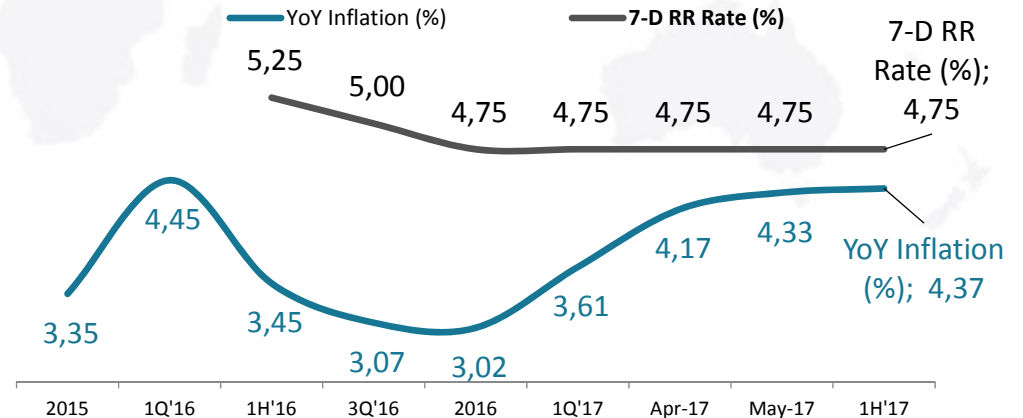
Indonesia's trade surplus (in USD Billion) widened in May as export growth remained robust...



Adequate Foreign Reserve (in USD Billion) and Stable Exchange Rate (in IDR/USD)



Low Interest Rate and Inflation improved public confidence



# Banking Sector Highlights

## Banking Sector Highlights in IDR Trillion

	2014	2015	2016	1Q'16	1Q'17	Apr-17	Q1YoY
Total Assets	5,615	6,133	6,730	6,181	6,830	6,823	10.5%
Total Loans	3,674	4,058	4,377	4,007	4,370	4,386	9.1%
Total Deposits	4,114	4,413	4,837	4,478	4,917	4,920	9.8%
Net Profit	112,160	104,628	106,544	37,622	32,882	43,391	-12.6%
NII	274,171	308,355	342,838	109,734	87,583	116,402	-20.2%
FBI	148,439	210,957	249,691	92,817	72,405	90,658	-22.0%

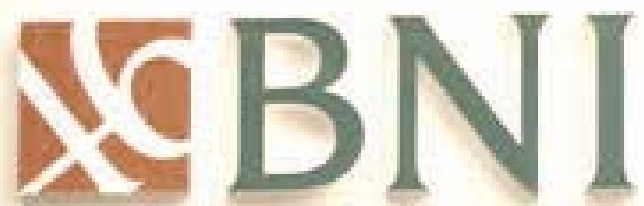
NIM	4.2%	5.4%	5.6%	5.6%	5.4%	5.4%
NPL	2.2%	2.5%	2.9%	2.9%	3.0%	3.0%
LDR	88.6%	92.1%	90.7%	89.5%	89.1%	89.5%
CAR	19.8%	21.4%	22.9%	21.9%	22.9%	22.8%

Source: Bank Indonesia & BNI estimate

## Macro & Banking Assumptions

MACROECONOMIC	2017 BNI VIEW
GDP Growth (%)	5.1 – 5.3
Inflation (%)	4.5 – 4.75
Currency (IDR/USD)	13,250 – 13,750
7D Reverse Repo Rate (%)	4.5 – 5.0
BANKING SECTOR	2017 BNI VIEW
Loan Growth (%)	13.0 – 15.0
Deposit Growth (%)	11.0 – 13.0

- ✓ Total Loans and Total Deposits grew by 9.1% and 9.8% respectively as of 2017 Q1.
- ✓ Net Profit growth was -12.6% as NII and FBI growth declined consecutively by 20.2% and 22%.
- ✓ Net Interest Margin of 5.4% in 2017 Q1 squeezed from 5.6% in 2016 Q1.
- ✓ NPL weakened from 2.9% to 3.0% as a sign of challenging economic conditions.



TOKYO

## Highlighted Results

**PT Bank Negara Indonesia (Persero) Tbk**

JULY 2017

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# Highlighted Results

		2014	2015	2016	1H2016	1H2017	Growth	
							Amount	YoY
ASSET [Cons]	Total Asset (IDR Billion)	416,574	508,595	603,032	539,140	631,741	92,601	17.2%
	Loan (IDR Billion)	277,622	326,105	393,275	357,218	412,175	54,957	15.4%
	Third Party Funds (IDR Billion)	313,893	370,421	435,545	391,490	463,862	72,372	18.5%
P & L [Cons]	Net Interest Income (IDR Billion)	22,761	25,560	29,995	13,911	15,404	1,493	10.7%
	Non Interest Income (IDR Billion)	6,523	6,975	8,585	3,947	4,654	707	17.9%
	Net Profit (IDR Billion)	10,783	9,067	11,339	4,371	6,413	2,042	46.7%
Profitability & Efficiency	CASA (consolidated)	64.5%	61.1%	64.6%	60.4%	60.9%		
	COF (Third Party Funds)	3.2%	3.1%	3.1%	3.1%	3.0%		
	NIM	6.3%	6.4%	6.2%	6.1%	5.6%		
	ROE	23.6%	17.2%	15.5%	12.6%	15.6%		
	ROA	3.5%	2.6%	2.7%	2.2%	2.7%		
	CIR	43.8%	44.2%	44.0%	43.2%	42.4%		
	BOPO	68.0%	75.5%	73.6%	78.1%	71.0%		
Asset Quality	NPL (Gross)	2.0%	2.7%	3.0%	3.0%	2.8%		
	NPL (Nett)	0.4%	0.9%	0.4%	0.7%	0.7%		
	Credit Cost	1.4%	2.3%	2.0%	2.7%	1.8%		
	Coverage Ratio	130.1%	140.4%	146.0%	142.8%	147.2%		
Liquidity	LFR	87.8%	87.8%	90.4%	91.4%	88.9%		
	LDR	87.8%	87.8%	90.4%	91.4%	88.9%		
Capital	Tier-1 CAR	15.3%	17.0%	18.3%	16.9%	17.9%		
	Total CAR	16.2%	19.5%	19.4%	19.3%	19.0%		

All ratios are bank only unless otherwise stated.



## What We Have Done...

**PT Bank Negara Indonesia (Persero) Tbk**

JULY 2017

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# What We Have Done...

## Profitability



- ✓ Strong Net Profit growth of 46.7% YoY outgrew banking industry of 15.3% YoY (April 2017).
- ✓ Manageable NIM of 5.6% despite the declining NIM environment (industry's NIM of 5.4% by April 2017), as a result of lowered Cost of Funds of 3.0%.
- ✓ Fee-Based Income grew by 17.9% YoY mainly contributed by Recurring Fees (accounted for 92.1% of total FBI) from main business .
- ✓ ROE increased to 15.6% from 12.6% (2016H1) due to strong Net Profit growth.

## Loan Growth



- ✓ Consistently-outperformed-the-industry loan growth of 15.4% YoY while industry only grew by 9.5% (April 2017).
- ✓ Business Banking loan increased by Rp35.3T or 13.5% YoY consisted of:
  - Loan to SOE-related as the most grown segment (increased by Rp17.5 trillion or 27.0% YoY), dominantly in Construction and Electricity, Gas & Water sectors.
  - Medium and Small segments loan as part of portfolio diversification strategy consecutively added by 11.9% and 18.6% YoY.
- ✓ Consumer loan grew by 10% YoY where Payroll loan still became growth driver of this segment.

## Asset Quality



- ✓ Asset quality show a continuous improvement trend achieved by limiting exposure in high NPL sectors and expanding in lower risk business shown by ratios of 3.9% SML, 2.8% NPL, Credit Cost reduced to 1.8% from 2.7% in 2017H1, and Loan at Risk at 11.3%.
- ✓ As planned since early 2017, a Corporate debtor in Manufacture sector – Rubber & Plastic Goods – Namasindo Plas (Rp1.5T) had been downgraded to NPL in June 2017.
- ✓ Restructured loan has been reduced to Rp29.4T and its ratio to total loans improved to 7.1% in 2017H1 from 2016H1.

## Funding & Capital



- ✓ Third Party Funds increased by 18.5% YoY (or by Rp72.4T) versus industry of 9.9% (April 2017), with number of accounts increased by 45.3% YoY (8.7M accounts opened in 12 months)
- ✓ CASA improved to 60.9% contributed by 26.7% and 14.5% increases in Current and Saving Accounts respectively.
- ✓ Strong Capital ratio (CAR 19.0%) as a buffer to support robust business growth.





# Financial Performance 2017 H1

**PT Bank Negara Indonesia (Persero) Tbk**

JULY 2017

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# Balance Sheet Highlight

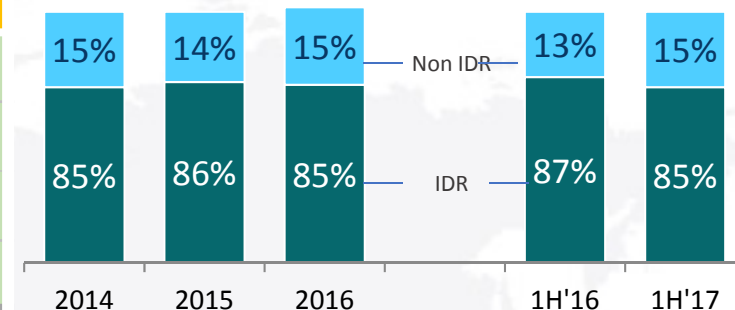
[Rp Billion]	2014	2015	2016	1H2016	1H2017	Growth		
						Amount	YoY	
<b>Total Assets</b>	416,574	508,595	603,032	539,140	631,741	92,601	17.2%	↑
<b>Placement with other banks &amp; BI</b>	14,530	33,417	33,662	13,874	14,220	346	2.5%	↑
<b>Marketable Securities</b> [market value]	12,743	9,964	23,856	19,367	25,256	5,889	30.4%	↑
<b>Government Bonds</b> [market value]	43,830	47,222	63,006	61,045	66,350	5,305	8.7%	↑
<b>Loans</b> (gross)	277,622	326,105	393,275	357,218	412,175	54,957	15.4%	↑
<b>Third Party Funds</b>	313,893	370,421	435,545	391,490	463,862	72,372	18.5%	↑
<b>Deposits from other Banks</b>	3,177	4,698	10,224	6,484	11,800	5,316	82.0%	↑
<b>Marketable Securities Issued</b>	6,158	7,367	7,227	7,089	496	(6,593)	-93.0%	↓
<b>Borrowings</b>	11,212	22,524	32,965	26,167	35,245	9,078	34.7%	↑
<b>Shareholders' Equity</b>	61,021	78,438	89,254	83,126	93,073	9,947	12.0%	↑

.....Strong funding growth outgrew industry  
to support loan expansion backed by an adequate capital.....

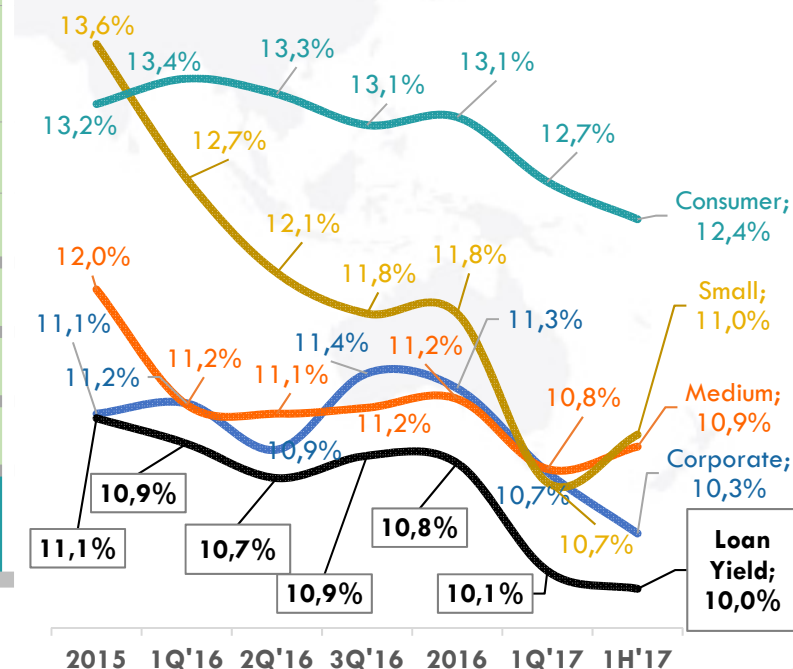
# Loan Composition – [%, Rp Billion]

Segment		2014	2015	2016	1H2016	1H2017	Growth		Compo-sition
							Amount	YoY	
Business Banking	Corporate	72,861	80,238	95,753	89,639	95,657	6,017	6.7%	23.2%
	SOE	46,841	57,671	78,319	65,021	82,547	17,526	27.0%	20.0%
	Medium	40,324	51,147	61,330	58,331	65,244	6,913	11.9%	15.8%
	Small	40,374	42,076	50,684	47,801	52,672	4,871	10.2%	12.8%
	SUBTOTAL	200,400	231,132	286,086	260,792	296,120	35,324	13.5%	71.8%
Consumer	Mortgage	33,423	34,719	36,396	35,576	35,858	282	0.8%	8.7%
	Credit Card	7,777	9,789	10,527	10,063	11,482	1,419	14.1%	2.8%
	Payroll	1,258	3,923	8,949	6,637	11,075	4,438	66.9%	2.7%
	Others	9,566	9,109	9,197	8,695	8,635	(60)	-0.7%	2.1%
	SUBTOTAL	52,024	57,540	65,069	60,971	67,050	6,079	10.0%	16.3%
Overseas		10,082	19,538	21,237	16,284	25,916	9,632	59.2%	6.3%
Subsidiaries		15,117	17,896	20,882	19,171	23,089	3,918	20.4%	5.6%
Total		277,622	326,106	393,275	357,218	412,175	54,957	15.4%	100.0%

## Loan by Currency (%)



## Loan Yield by Segment [IDR] & Blended Loan Yield (%) – Bank Only

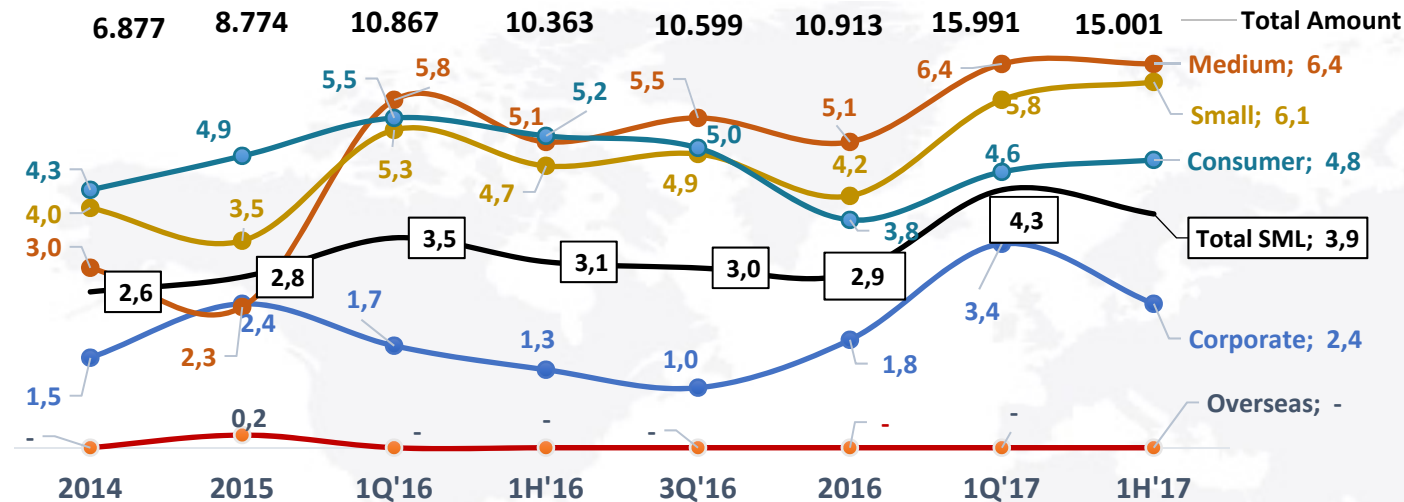


.....Loan to SOE considered as less risky segment was the driver of growth.....



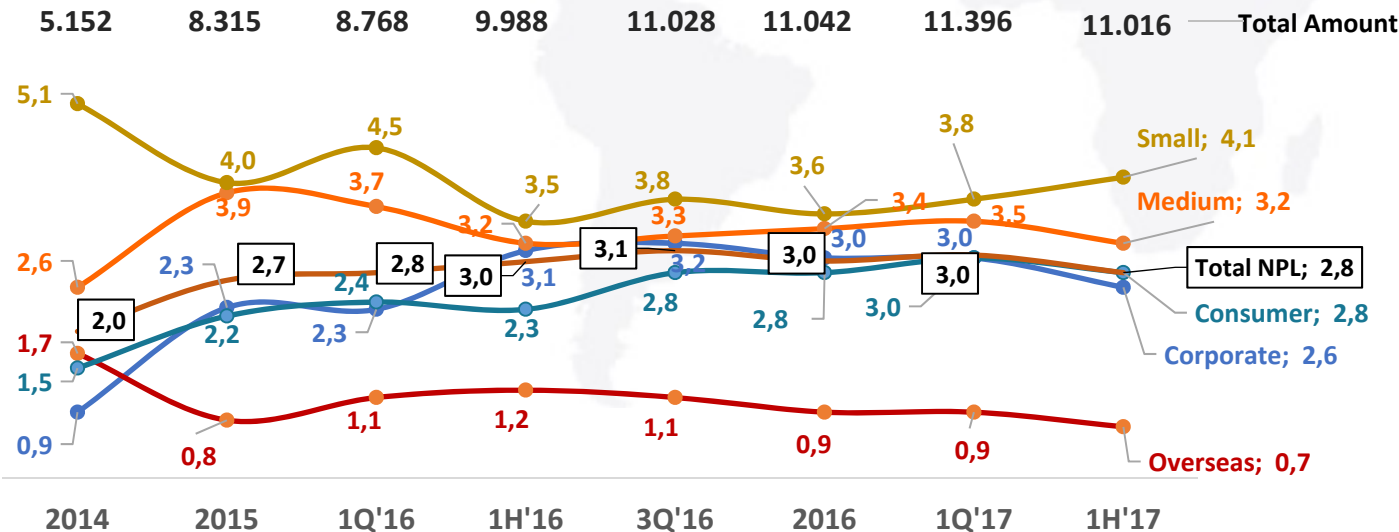
# Loan Quality [Bank Only]

## Special Mention by Segment [% , Rp Bn]



- SML improved to 3.9% from 4.3% (2017 Q1) or reduced to Rp15T from Rp 16T.
- Lower SML ratio in corporate segment compared to 2017Q1 due to downgrade of Namasindo Plas Rp1.5T to NPL and upgrade of some debtors in Transportation sector.
- Medium segment relatively flat whilst Small and Consumer segments increased by Rp600B. The increase of SML in Small segment mostly contributed from Business Services and Trading, Restaurant & Hotel sectors.

## NPL by Segment [% , Rp Bn]

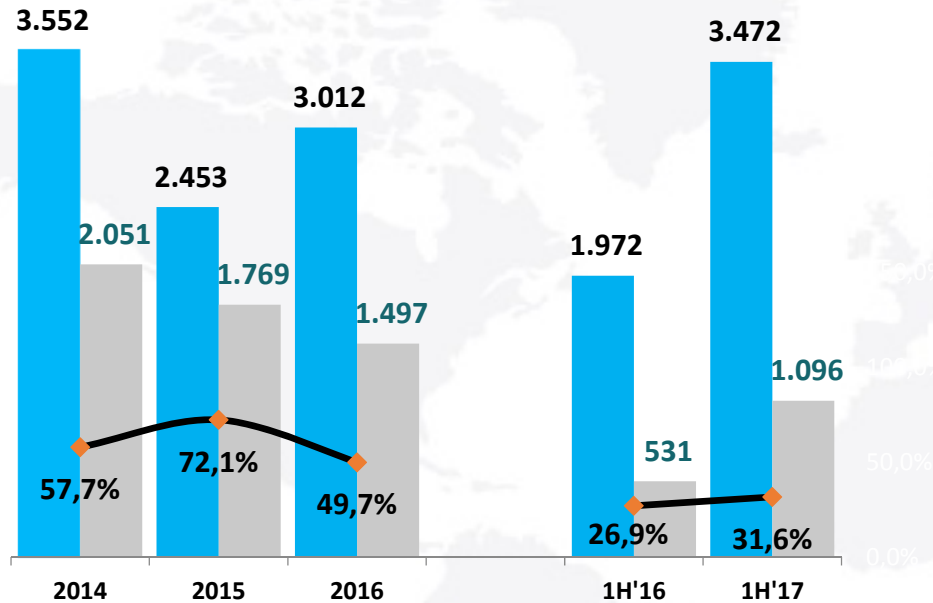


- NPL improved to 2.8% from 3.0% (2017 Q1) or reduced to Rp11T from Rp11.4T.
- Improvement shown mostly in all segments except for Small segment that still increased from 3.8% to 4.1% dominated by Business Services sector and Trading, Restaurant & Hotel – Retailer Non Food sector.

# Loan at Risk, Write Off, Recovery and Coverage

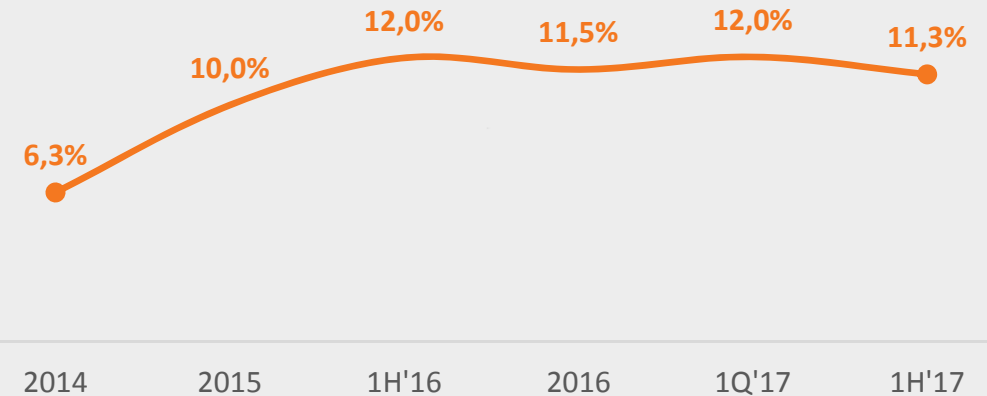
## Write Off & Recovery (Bank Only)

Write Off (Rp Bn)  
Recovery (Rp Bn)  
Recov. to Write Off Ratio



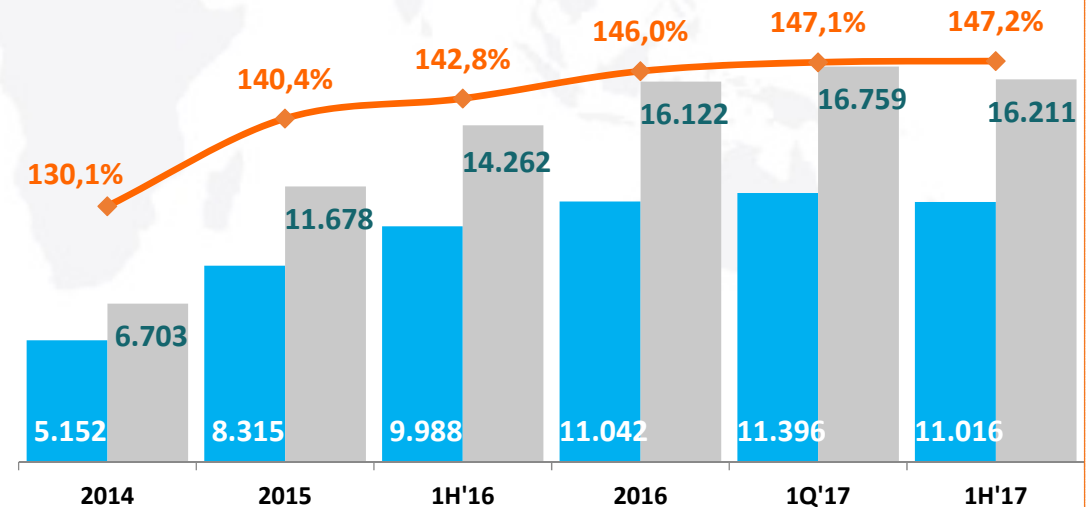
- ✓ Loan at Risk ratio was at 11.3% showing a decreasing trend.
- ✓ Corporate segment was the biggest contributor to Write-Off which accounted for 38.6% followed by Medium (24.9%) and Consumer (22.8%).
- ✓ The biggest debtor written off was in Transport, Warehouse & Communications – Trikomsel Rp1.2T.
- ✓ 37.5% of total Recovery attributed to Medium segment while 25.0% to Corporate and 21.8% to Small segment.

## Loan at Risk to Loan Ratio [Cons]



## Coverage Ratio (Bank Only)

NPL (Rp Bn) CKPN (Rp Bn) Coverage Ratio

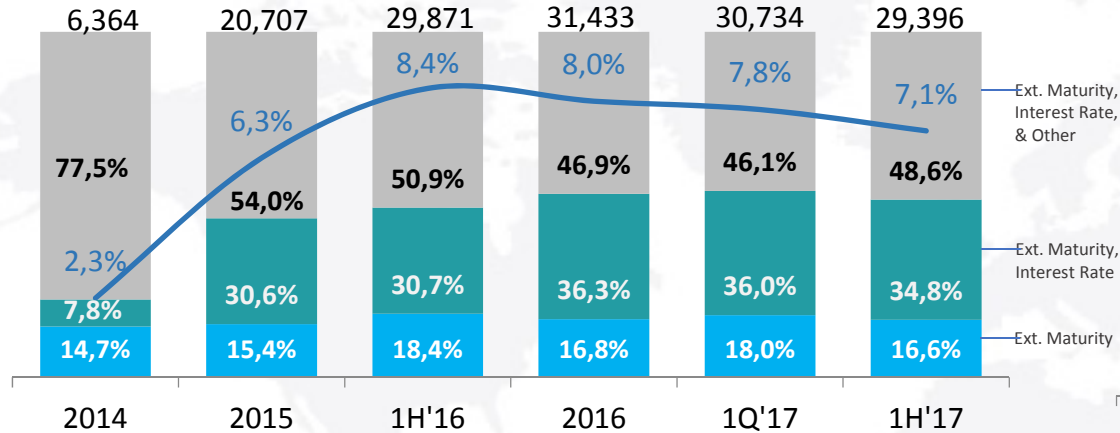


.....Coverage ratio constantly increased to provide cushion against uncertain economic condition.....

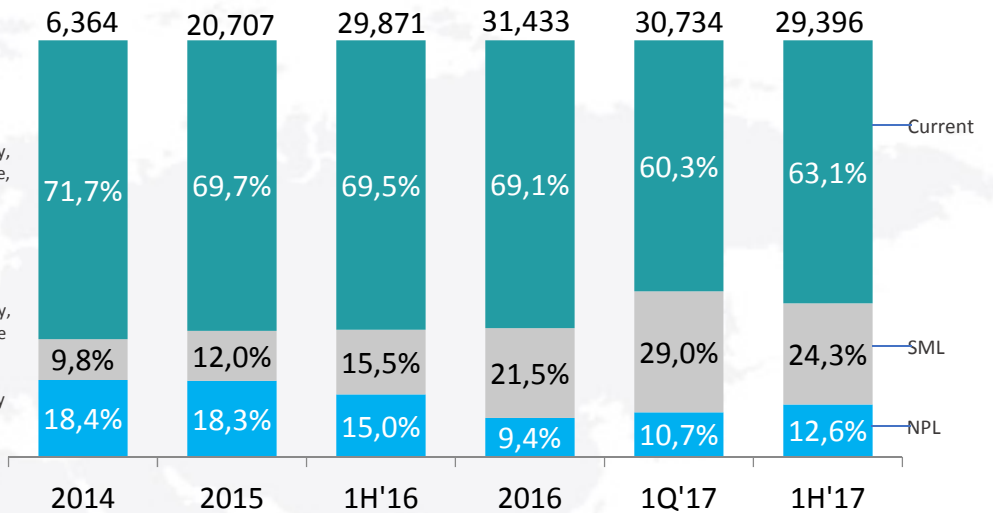
# Restructured Loan [Cons]

## Types of Restructured Loan and its Ratio

Ext of Maturity, Reduction of Interest Rate & Others  
Ext of Maturity & Reduction of Interest Rate  
Ext of Maturity  
Restructured Loan to Total Loan Ratio



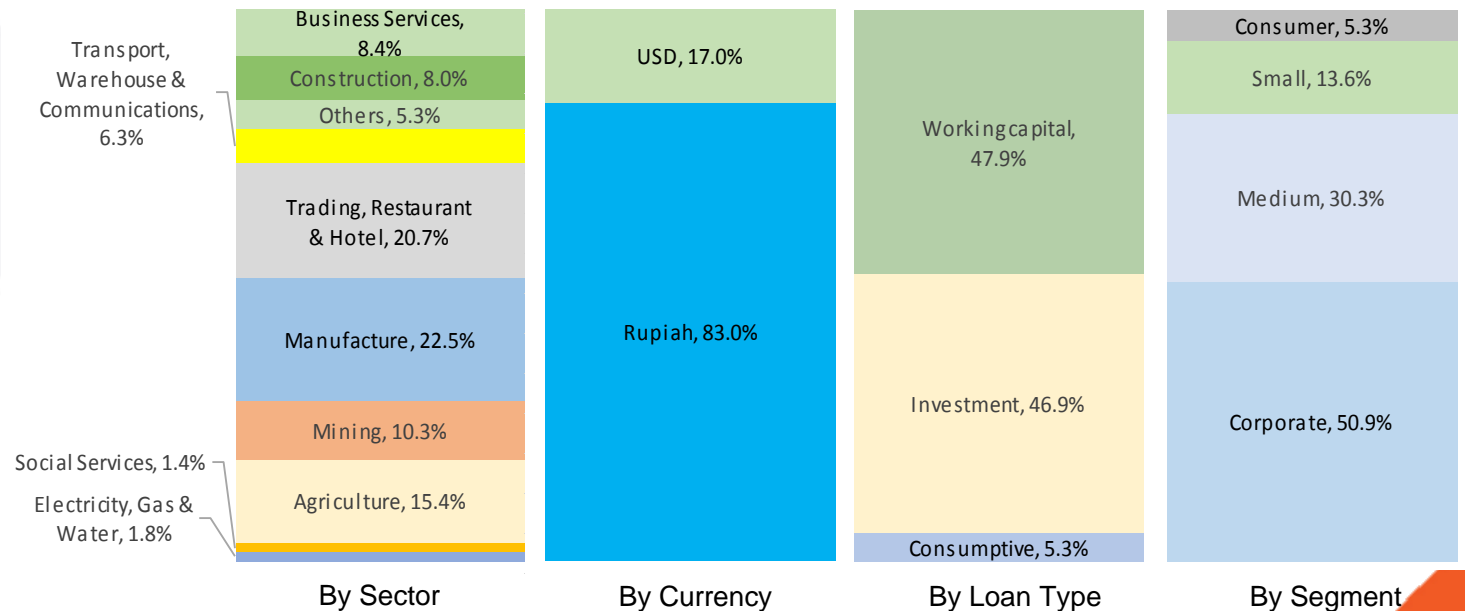
## Restructured Loan by Collectibility (Rp Bn, %)



## Restructured Loan Profile [F2017 H1]

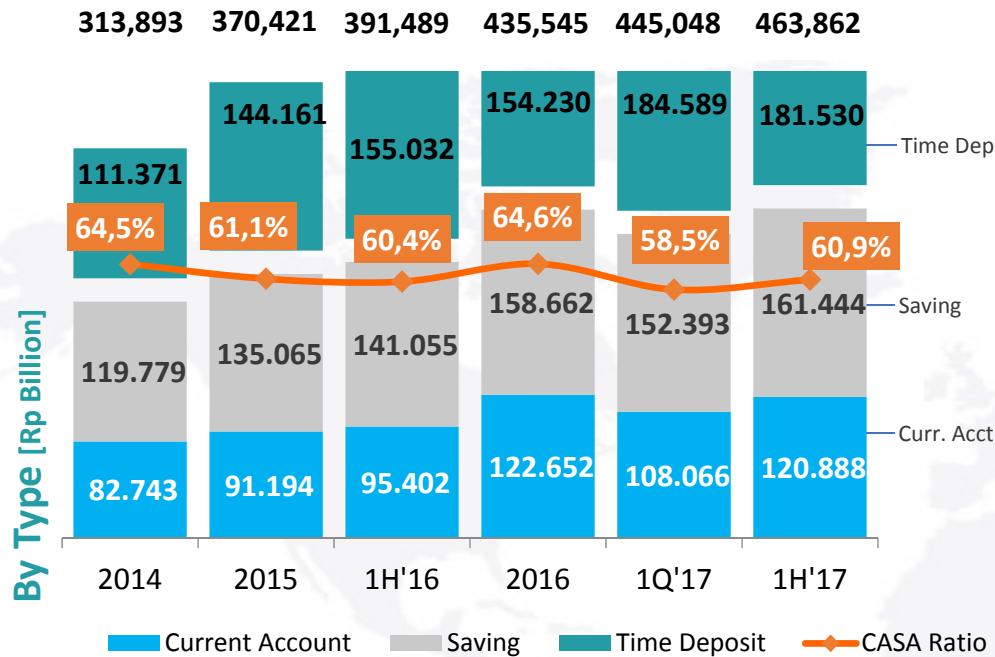
- ✓ Total amount of restructured loan decreased by Rp2.0T during 2017 to Rp29.4T, far better than the anticipated increment figure for this year of Rp5-6T as pitched to the market since beginning of this year.
- ✓ Ratio of Total Restructured Loan to Total Loan improved to 7.1%.
- ✓ NPL for restructured loan increased from 10.7% (2017Q1) to 12.6% (2017H1) mainly contributed by a debtor (Namasindo Plas Rp1.5T) in Manufacture – Rubber & Plastic Goods downgraded to NPL.
- ✓ Manufacture was the biggest contribution (22.5%) followed by Trading, Resto & Hotel (20.7%).

## Restructured Loan (Bank Only)



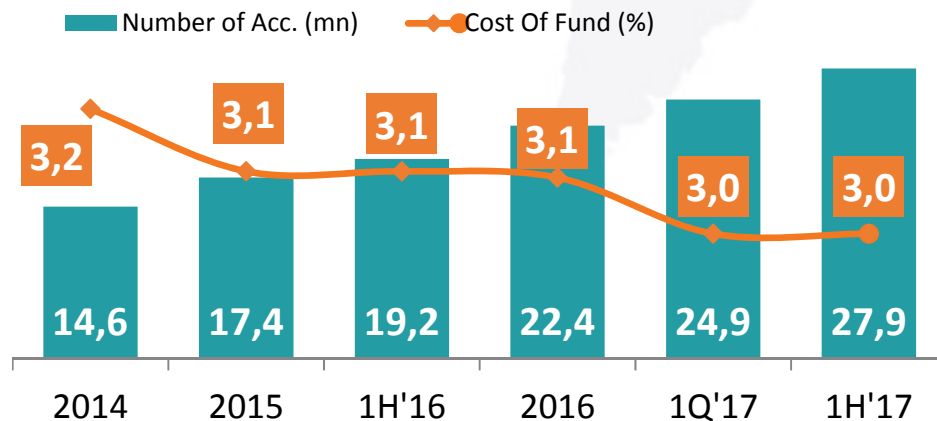


## Third Party Funds [Cons]

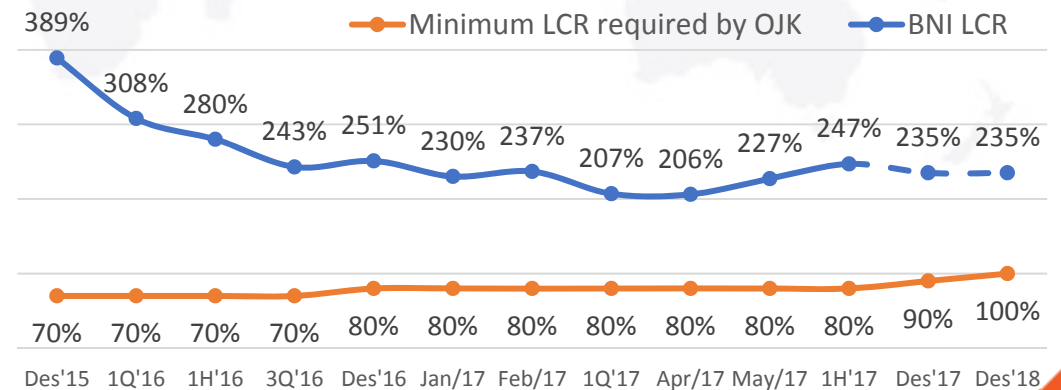


- ✓ CASA ratio slightly increased to 60.9% (from 60.4% in 2016 H1). It was contributed by increases in Current Account by 26.7% YoY and Saving by 14.5% YoY.
- ✓ In terms of amount, CASA increased by Rp45.9T YoY which Rp25.5T attributed to Current Account and Rp20.4T to Saving.
- ✓ Cost of Funds was down to 3.0% from 3.1% (2016 H1) resulted from lowered Time Deposit rate of 5.5% (from 6.0% 2016 H1).
- ✓ 15% of Third Party Funds was in foreign currencies made it less susceptible to exchange rate movements.
- ✓ Corporate deposit accounts grew by 15.2% YoY (from 415,632 to 478,670) or about 5,253 accounts opened per month. While Individual deposit accounts added by 46% YoY (from 18.9M to 27.6M) or about 725,000 accounts opened per month.
- ✓ Boosting corporate deposit accounts from close-loop, E-channel and cash management, while for Individual deposit accounts from payroll and Agent46 (Branchless Financial Inclusion).

### Cost of Funds & Number of Accounts – Bank Only



### Liquidity Coverage Ratio

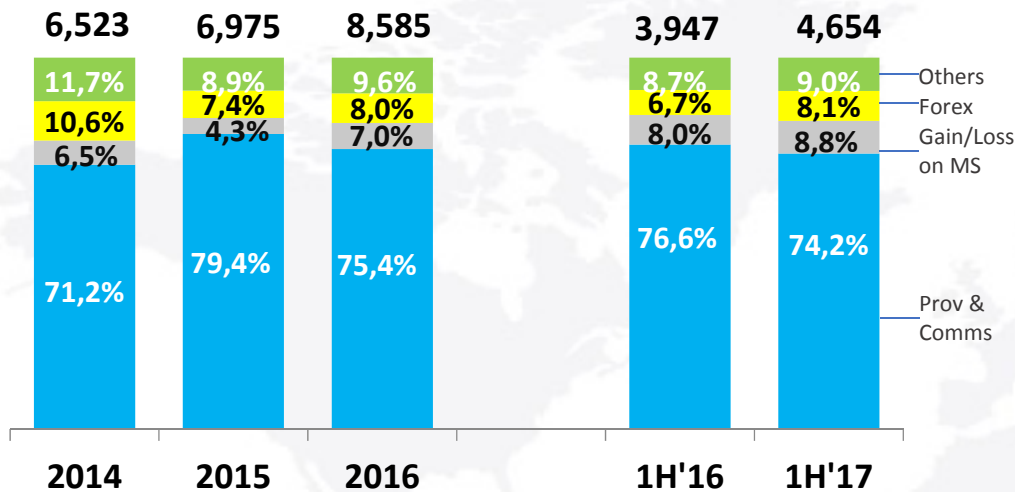


# Profit & Loss Highlight

[Rp Billion]	2014	2015	2016	1H2016	1H2017	Growth	
						Amount	YoY
Interest Income	33,750	36,895	43,768	20,520	23,153	2,633	12.8% ↑
Interest Expense	(10,989)	(11,335)	(13,773)	(6,609)	(7,749)	(1,140)	17.2% ↑
Net Interest Income	22,761	25,560	29,995	13,911	15,404	1,493	10.7% ↑
Premium Income Net	607	1,133	1,342	637	773	136	21.4% ↑
Non Interest Income	6,523	6,975	8,585	3,947	4,654	707	17.9% ↑
Recovery	1,856	1,590	1,378	520	863	343	66.0% ↑
Operating Income	31,748	35,258	41,300	19,014	21,694	2,680	14.1% ↑
Operating Expense	(14,760)	(16,510)	(19,217)	(8,779)	(9,775)	(996)	11.3% ↑
Pre-Provision Income [PPOP]	16,988	18,748	22,082	10,236	11,919	1,684	16.5% ↑
Provisioning	(3,642)	(7,336)	(7,853)	(4,732)	(3,824)	908	-19.2% ↓
Non Operational Inc/(Exp)	178	54	74	(3)	(34)	(31)	- ↑
Net Income before Tax	13,524	11,466	14,304	5,500	8,060	2,560	46.6% ↑
Net Income	10,783	9,067	11,339	4,371	6,413	2,042	46.7% ↑
Net Income Per Share (full amount)	578	487	610	234	344	110	47.0% ↑

.....Operating income consistently increased supported by NII and FBI growth.....

## Breakdown [Rp Billion, %]

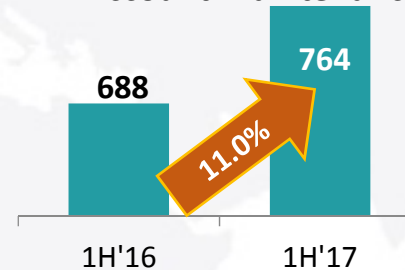


## Breakdown Non Interest Income [Rp Billion]

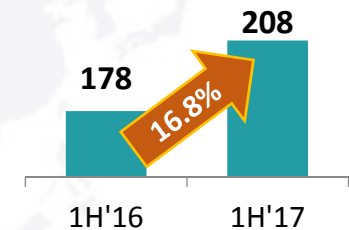
	2014	2015	2016	1H2016	1H2017	Growth
Recurring Fee	5,884	6,491	7,986	3,707	4,287	15.6%
Non Recurring Fee	639	483	599	240	367	53.3%
<b>Total</b>	<b>6,523</b>	<b>6,975</b>	<b>8,585</b>	<b>3,947</b>	<b>4,654</b>	<b>17.9%</b>

## Growth of Recurring Fee [Rp Billion]

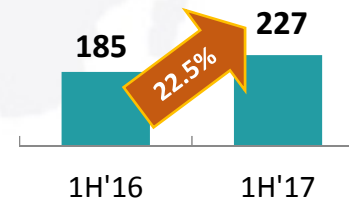
### Account Maintenance



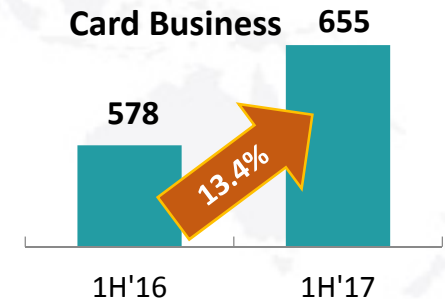
### Bank Guarantee



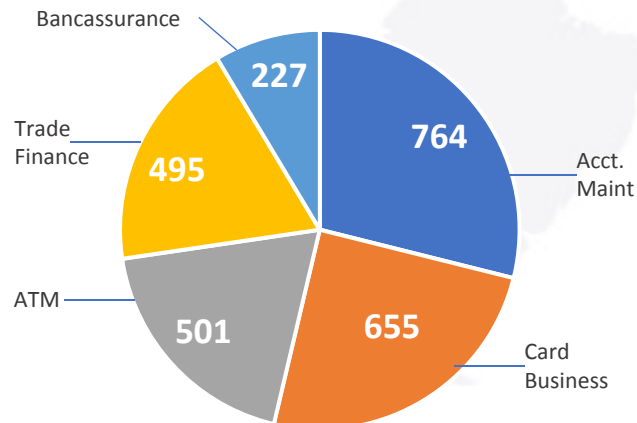
### Bancassurance



### Card Business



## TOP 5 Recurring Fees

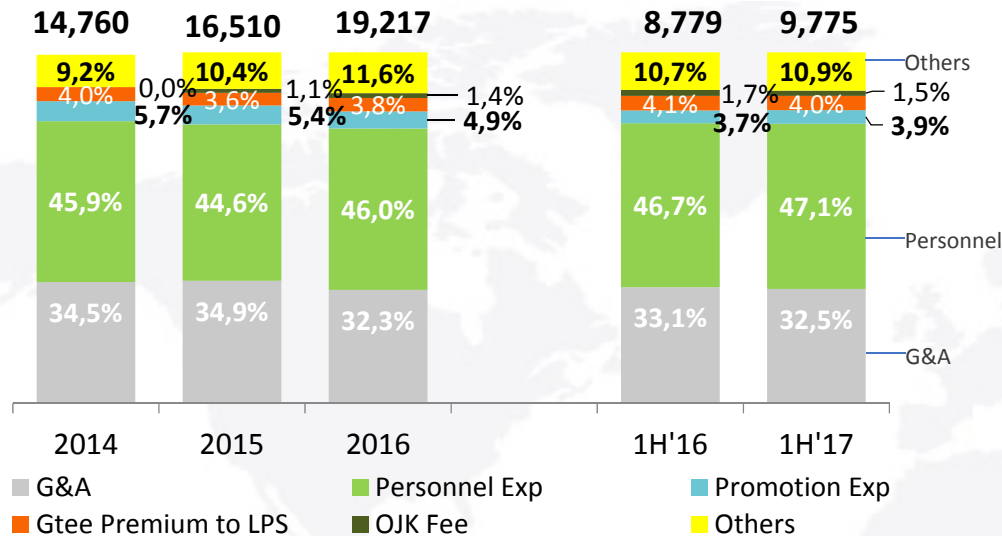


**Top 5 recurring fees accounted for 61.6% of bank's recurring fees.**

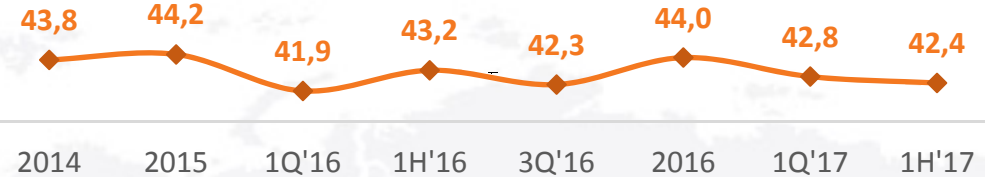
...Fee Based Income grew mainly driven by Recurring Fees from main banking business. Opportunity to increase FBI is still big through digital banking and trade finance from Corporate and SOE...

# Operating Expense [Cons]

## Key Highlights of OPEX [Rp Billion]

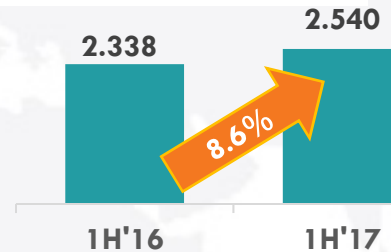


## Cost to Income Ratio – Bank Only [%]

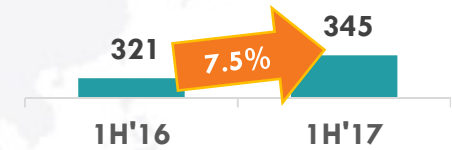


## Growth OPEX [Rp Billion]

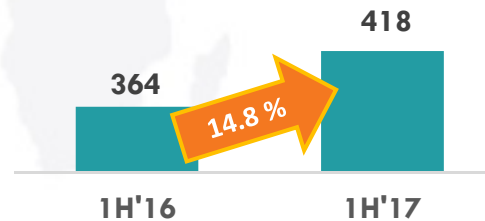
### General Administrative



### Promotion Expense



### LPS Expense



### OJK Expense



## OPEX Composition [Rp Billion]

OPEX	2015	2016	Growth YOY	1H'16	1H'17	Growth YOY
HR Expense	7,366	8,834	19.9%	4,104	4,685	14.2%
GA Expense	4,819	5,129	6.4%	2,338	2,540	8.6%
IT Expense	1,080	1,062	-1.6%	430	429	-0.2%
Regulatory Expense	786	990	26.1%	513	588	14.6%
Deprec & Amort	729	960	31.7%	470	499	6.2%
Others	1,731	2,240	29.4%	924	1,034	11.9%
<b>Total</b>	<b>16,510</b>	<b>19,217</b>	<b>16.4%</b>	<b>8,779</b>	<b>9,775</b>	<b>11.3%</b>

\*\*) IT expense was lower resulted from efficiency program by optimizing internal sourcing in IT development program and from renegotiating IT maintenance contracts, made IT costs allocation both for OPEX and CAPEX for digital banking development could be extended without adding IT total cost.

.....Manageable CIR ratio to support business growth.....





# Business & Consumer Banking

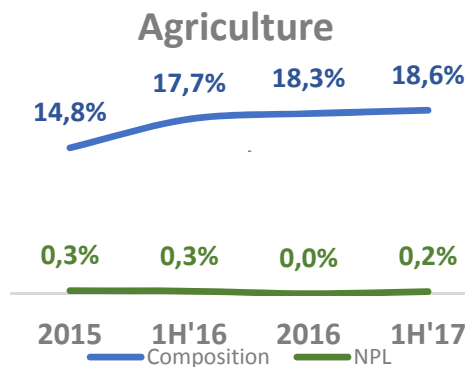
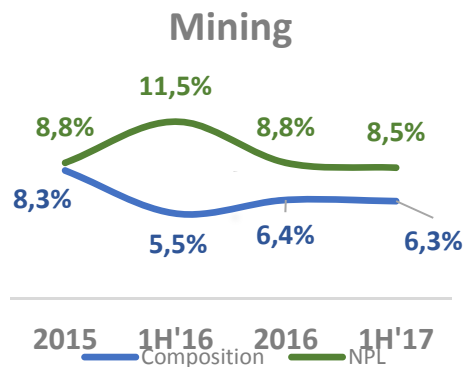
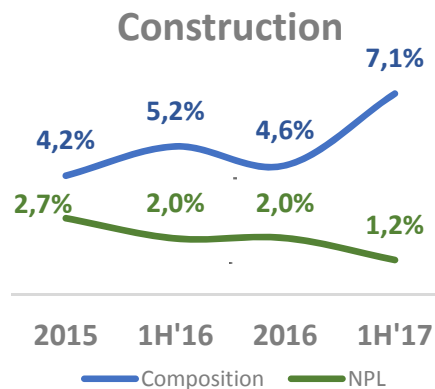
**PT Bank Negara Indonesia (Persero) Tbk**

JULY 2017

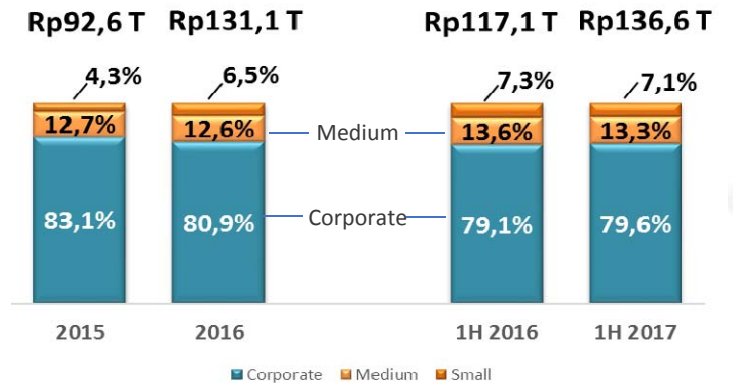
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Sectors *) (Rp Billion)	2015	2016	1H2016	1H2017	Growth Amount	Growth YoY	Compo- sition	NPL 1H'16	NPL 1H'17
Manufacture	50,703	54,034	49,445	46,410	(3,035)	-6,1%	22,7%	3,4%	6,3%
Trading, Resto & Hotel	7,838	9,207	8,441	15,322	6,880	81,5%	7,5%	2,1%	1,3%
Agriculture	23,307	35,706	30,302	38,007	7,705	25,4%	18,6%	0,3%	0,2%
Business Services	13,868	18,222	17,038	26,147	9,109	53,5%	12,8%	0,7%	0,8%
Transport, Warehouse and Communications	17,694	17,648	19,598	16,101	(3,498)	-17,8%	7,9%	8,3%	0,0%
Construction	6,643	8,907	8,949	14,492	5,544	61,9%	7,1%	2,0%	1,2%
Electricity, Gas and Water	17,605	27,387	22,221	25,098	2,877	12,9%	12,3%	0,0%	0,0%
Mining	13,064	12,472	9,408	12,877	3,469	36,9%	6,3%	11,5%	8,5%
Social Services	1,801	7,292	1,826	5,082	3,256	178,3%	2,5%	0,0%	0,0%
Others	4,922	4,434	3,717	4,585	868	23,4%	2,2%	2,8%	2,9%
<b>Total Corporate &amp; SOE</b>	<b>157,446</b>	<b>195,309</b>	<b>170,944</b>	<b>204,120</b>	<b>33,176</b>	<b>19,4%</b>	<b>100,0%</b>	<b>3,0%</b>	<b>2,4%</b>

\*) including Overseas



## Infrastructure & Government Projects by Segment [Rp Tn]

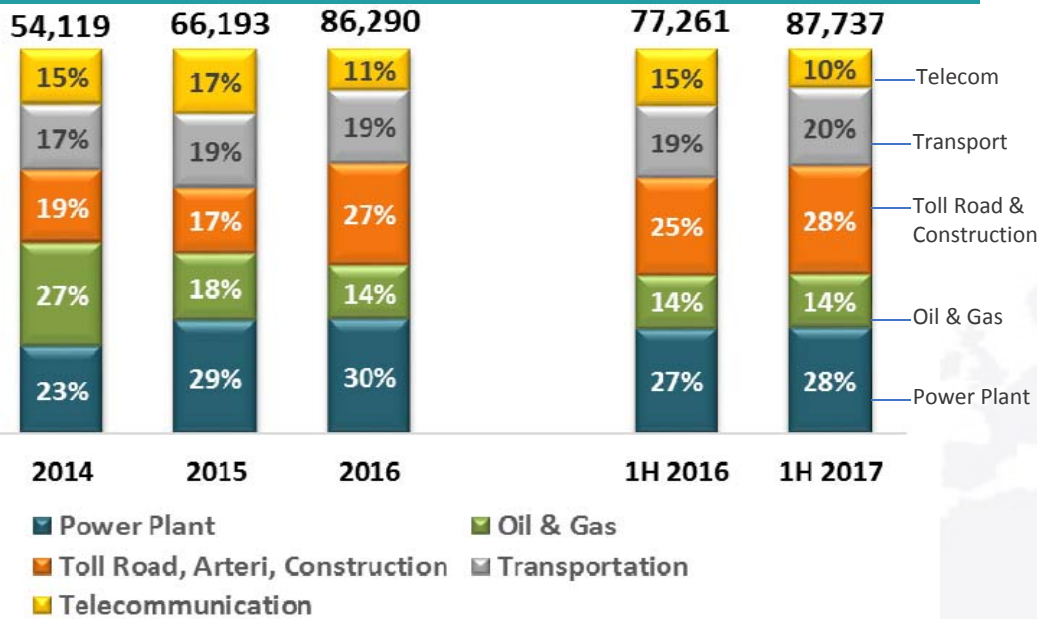


- ✓ SOE and Infrastructure loan still have big prospect hence it will be the growth drivers.
- ✓ Optimizing transaction from SOEs, Ministries and government institutions to increase Third Party Funds and Fee Based Income.
- ✓ Most grown sectors were Business Service, Agriculture and Trading, Resto & Hotel.
- ✓ In terms of amount, Business Services was the most grown sector (increased by Rp9.1T) with top 3 debtors were Pegadaian, BULOG and Metropolis Propertindo.

.....Infrastructure and Government related projects were the main growth drivers.....



## Infrastructure Loan [Rp Billion]



### Infrastructure financing project based on commercial principles:

- Minimum IRR of 14% with 30% self-financing.
- Maximum payback period of 15 years, current average is 10 years.
- Minimum land clearance progress is 75%.
- For the toll road project started in 2016 it must be guaranteed by PII (Indonesia Infrastructure Guarantee Fund).

No.	Toll Section	Daily Traffic Rate	Remarks
1	Semarang - Solo Section 1, 2 & 3	55,248	Half Operate
2	Nusa Dua-Ngurah Rai-Benoa	46,114	Full Operate
3	Surabaya-Mojokerto Section 4	41,236	Half Operate
4	Kanci-Pejagan	16,022	Full Operate
5	Pejagan-Pemalang Section 1 & 2	14,561	Half Operate
6	Bekasi-Cawang-Kp. Melayu Section 1	-	Half Operate

## Agriculture Sector

No.	Group	Outstanding (IDR Bn)			Coverage of Collateral
		1H-2016	2016	1H-2017	
1	PERKEBUNAN NUSANTARA	4,836	5,163	6,318	127%
2	SAWIT SUMBERMAS SARANA	-	1,859	4,322	148%
3	BEST	3,508	3,326	3,081	529%
4	EAGLE HIGH PLANTATION	1,869	1,797	3,048	160%
5	KORINDO	2,371	2,693	2,846	117%
6	TELADAN	1,127	2,898	2,784	113%
7	SALIM	1,410	2,087	2,365	126%
8	SINAR MAS	1,652	1,549	2,158	191%
9	GOSCO PLANTATIONS	1,549	1,551	1,576	137%
10	BARITO	1,187	1,086	1,129	167%

Total Outstanding of 10 Debtors Rp 29.6 billion or 52% growth YoY  
Average of Collateral Coverage 181%

## Toll Road Projects [Rp Bn]

No.	Debtor	Section	Length	Coll	Period	Max.Crd
Trans Java Toll Road						
1	Jasamarga Surabaya Mojokerto	Section Sby.Mojokerto	36,27 km	1	11	1,080
2	Semesta Marga Raya	Section Kanci Pejagan	35,00 km	1	12	665
3	Trans Marga Jateng	Section Semarang Solo	72,64 km	1	12	1,169
4	Ngawi Kertosono Jaya, PT	Section Ngawi kertosono	87,00 km	1	15	838
5	Solo Ngawi Jaya	Section Solo - Mantingan - Ngawi	90,00 km	1	15	1,087
6	Jasamarga Pandaan Malang	Section Pandaan Malang	37,62 km	1	2	450
7	Pejagan Pemalang Tol	Section Pejagan Pemalang	57,50 km	1	12	1,000
Non -Trans Java Toll Road						
1	Jasamarga Bali Tol	Section Ngurah Rai	9,70 km	1	15	445
2	Jasamarga Kualanamu Tol	Section Medan-Kualanamu-Tebing Tinggi	61,70 km	1	15	850
3	Jasamarga Manado Bitung	Section Manado-Bitung	39,00 km	1	2	816
4	Jasamarga Balikpapan Samarinda	Section Balikpapan-Samarinda	99,02 km	1	2	250

## Business appetite in Infrastructure Loan despite lower yield impendency issue is based on below considerations :



- ✓ No government's intervention, instead government gives support to ease parties involved in infrastructure development projects including banks.
  - The establishment of PII (Indonesia Infrastructure Guarantee Fund).
  - The increasing role of PT Sarana Multi Infrastruktur (SMI) and PT Sarana Multi Griya Finansial as project financing catalysators.
  - SMI roled as junior lender and be under an obligation to give compensation to senior lenders (banks) in case of project failure.
  - Committment on funding placement from government's income account.
- ✓ Relatively lower risk business considering government's support and syndication scheme for big amount financing.
- ✓ Extensive demand along with government's infrastructure pipelines.
- ✓ Opportunity for supply chain financing from upstream to downstream parties involved in projects and opportunity for funding.
- ✓ Expansive room for additional fee based income in Corporate segment; syndication fee, trade finance, bank guarantee, cash management fees, etc.

### Pipeline Infrastructure

No.	Sector	Infrastructure Financing on 2016 (Rp Tn)	Infrastructure Financing on June, 30 2017 (Rp Tn)	Pipeline (Rp Tn)	Infrastructure Financing Projected in 2017 (Rp Tn)
1	Toll Road & Contruotion	22,98	24,64	13,30	36,31
2	Power Plant	25,51	24,14	2,32	27,55
3	Transportation	16,30	18,01	4,76	21,06
4	Oil, Gas & Mining	12,22	12,18	0,99	13,19
5	Telecommunication	9,29	8,83	4,01	13,29
<b>Total</b>		<b>86,29</b>	<b>87,79</b>	<b>25,38</b>	<b>111,39</b>

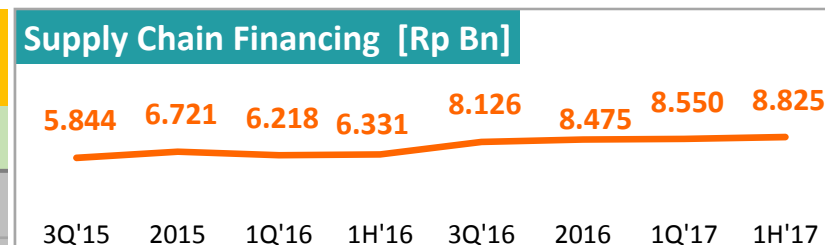
### Risks covered by Indonesia Infrastructure Guarantee Fund (PII) :

1. Land clearance delay risk.
2. Risk on delay of repayment of bail out for land clearance.
3. Late on tariff adjustment risk.
4. Risk related to bankability during ramp up period.
5. Political and regulation risk.
6. Force majeure risk includes natural disaster, social culture conflict.

.....Infrastructure loan as the growth driver still considered profitable with inherent low risk.....

# Medium Business

Sectors (Rp Billion)	2015	2016	1H 2016	1H 2017	Growth Amount	% YOY	Compo- sition	NPL 1H'16	1H'17
<b>Manufacture</b>	<b>14,086</b>	<b>18,655</b>	<b>16,470</b>	<b>19,190</b>	<b>2,720</b>	<b>16.5%</b>	<b>29.4%</b>	<b>3.4%</b>	<b>4.6%</b>
Electronic, Automotive, Steel & Base Metal	4,912	6,514	5,599	6,641	1,042	18.6%	10.2%	2.1%	1.3%
Food & Beverages Industry	1,924	2,379	2,068	2,691	623	30.1%	4.1%	4.2%	5.2%
Non metal mining processing industry	860	1,139	1,126	1,098	(27)	-2.4%	1.7%	0.0%	0%
<b>Trading, Restaurant &amp; Hotel</b>	<b>15,043</b>	<b>19,316</b>	<b>18,143</b>	<b>21,918</b>	<b>3,744</b>	<b>20.8%</b>	<b>33.6%</b>	<b>1.9%</b>	<b>3.0%</b>
Restaurant & Hotel	4,343	5,918	5,247	6,957	1,709	32.6%	10.7%	1.1%	0.3%
Distribution	4,667	6,595	5,928	7,453	1,525	25.7%	11.4%	2.9%	2.8%
Others	833	973	996	1,283	288	28.9%	2.0%	2.4%	2.2%
<b>Agriculture</b>	<b>2,197</b>	<b>2,238</b>	<b>2,304</b>	<b>2,598</b>	<b>294</b>	<b>12.8%</b>	<b>4.0%</b>	<b>1.3%</b>	<b>2.4%</b>
<b>Business Services</b>	<b>5,111</b>	<b>4,803</b>	<b>5,576</b>	<b>5,161</b>	<b>(415)</b>	<b>-7.4%</b>	<b>7.9%</b>	<b>5.9%</b>	<b>2.3%</b>
Others – Real Estate related	1,149	2,546	1,405	2,868	1,463	104.1%	4.4%	0.0%	0.0%
Rental services – heavy equipment, transportation, machinery, building	3,854	2,177	4,073	2,201	(1,872)	-46.0%	3.4%	8.0%	5.1%
<b>Transport, Warehouse and Communications</b>	<b>4,566</b>	<b>5,538</b>	<b>5,267</b>	<b>5,761</b>	<b>494</b>	<b>9.4%</b>	<b>8.8%</b>	<b>3.6%</b>	<b>1.0%</b>
<b>Construction</b>	<b>5,567</b>	<b>6,095</b>	<b>5,824</b>	<b>6,419</b>	<b>595</b>	<b>10.2%</b>	<b>9.8%</b>	<b>2.8%</b>	<b>2.1%</b>
<b>Electricity, Gas and Water</b>	<b>771</b>	<b>653</b>	<b>632</b>	<b>615</b>	<b>(17)</b>	<b>-2.7%</b>	<b>0.9%</b>	<b>0.6%</b>	<b>2.1%</b>
<b>Mining</b>	<b>1,668</b>	<b>1,680</b>	<b>1,560</b>	<b>1,864</b>	<b>305</b>	<b>19.5%</b>	<b>2.9%</b>	<b>8.0%</b>	<b>5.8%</b>
<b>Social Services</b>	<b>2,137</b>	<b>2,352</b>	<b>2,554</b>	<b>1,717</b>	<b>(837)</b>	<b>-32.8%</b>	<b>2.6%</b>	<b>3.9%</b>	<b>4.8%</b>
<b>Total Medium</b>	<b>51,147</b>	<b>61,330</b>	<b>58,331</b>	<b>65,244</b>	<b>6,914</b>	<b>11.9%</b>	<b>3.2%</b>	<b>3.2%</b>	<b>3.2%</b>



Period	2015	Jun-16	2016	Jun-17	Growth YoY
Outstanding	6,721	6,331	8,475	8,825	39.4%

- ✓ Loan growth resulted from strategy to optimize supply chain from high quality corporate debtors showed a growth of 39.4% YoY.
- ✓ Medium loan grew by Rp6.9T YoY and mostly contributed by Trading, Resto & Hotel sector (Rp3.7T) followed by Manufacture (Rp2.7T) sector.
- ✓ NPL for this segment was unchanged at 3.2% with collateral coverage ratio more than 100%:

Ratio	Dec-15	Dec-16	May-17
Collateral (>100%)	91.40%	97.0%	98.2%

Sectors (Rp Billion)	2015	2016	1H 2016	1H 2017	Growth Amount	Growth YoY	Compo- sition	NPL 1H'16	NPL 1H'17
Manufacture	3,949	4,565	4,397	5,105	708	16.1%	9.7%	3.4%	3.7%
Trading, Restaurant & Hotel	24,413	31,698	29,355	32,643	3,348	11.4%	62.1%	3.6%	4.4%
Agriculture	2,491	2,880	2,786	3,327	541	19.4%	6.3%	3.8%	3.4%
Business Services	5,073	5,288	5,024	5,346	322	6.4%	10.1%	2.3%	3.0%
Transport, Warehouse and Communications	1,339	1,459	1,396	1,496	100	7.1%	2.8%	6.6%	6.8%
Construction	2,177	2,281	2,278	2,141	(137)	(6.0%)	4.1%	5.2%	3.3%
Electricity, Gas and Water	53	58	52	64	12	23.1%	0.1%	4.0%	0.4%
Mining	249	201	224	226	2	0.8%	0.4%	1.9%	4.7%
Social Services	2,323	2,255	2,289	2,325	36	1.6%	4.4%	2.2%	2.4%
<b>Total Small</b>	<b>42,076</b>	<b>50,684</b>	<b>47,801</b>	<b>52,673</b>	<b>4,932</b>	<b>10.3%</b>	<b>100%</b>	<b>3.5%</b>	<b>4.1%</b>

Portfolio by Product					
Product (Rp Billion)	Jun-16		Jun-17		Growth Outs [YoY]
	Outstand	NPL	Outstand	NPL	
BCM	33,696	3.8%	35,104	4.2%	4.0%
BWU	1,981	11.8%	3,897	4.9%	10.0%
KKLK	2,612	1.9%	2,168	2.4%	-17.0%
KUR	9,512	1.4%	11,504	3.8%	20.9%
Total	47,801	3.5%	52,673	4.1%	10.3%

- ✓ KUR and BWU were the main contributing factors for Small segment.
- ✓ Trading, Restaurant & Hotel grew by 11.4% and became the most-grown sector in terms of Rupiah.
- ✓ Collateral coverage ratio for the whole segment was 110%, mostly in fixed assets.

## Strategy 2017

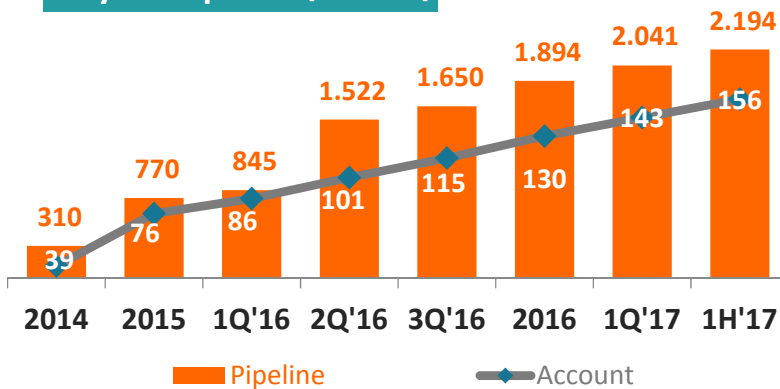
- ✓ Target for newly disbursed KUR for this year is Rp12T, which 40% of it will be for productive sectors.
- ✓ Improving loan quality by :
  - Implementing credit discipline program.
  - Diversifying credit risk by reducing ticket size.
  - Increasing monitoring and relationship by limiting coverage area.

....KUR remained the growth engine with Agriculture and Manufacture sectors started to accelerate as advised by Government to focus on productive sectors.....

Product (Rp Billion)	2015	2016	1H2016	1H2017	Growth Amount	Growth YoY	Compo- sition	NPL 1H'16	NPL 1H'17
Mortgage	34,719	36,436	35,576	35,858	282	0.8%	53.5%	3.0%	3.8%
Auto Loan	5,379	5,140	4,974	3,794	(1,180)	-23.7%	5.7%	0.5%	1.2%
Credit Card	9,789	10,527	10,063	11,482	1,419	14.1%	17.1%	2.6%	2.8%
Payroll	3,923	8,949	6,637	11,075	4,438	66.9%	16.5%	0.5%	0.8%
Others	3,729	4,017	3,721	4,839	1,118	152.7%	7.2%	0.7%	0.8%
<b>Total Consumer</b>	<b>57,540</b>	<b>65,069</b>	<b>60,971</b>	<b>67,050</b>	<b>6,079</b>	<b>10.0%</b>	<b>100.0%</b>	<b>2.3%</b>	<b>2.8%</b>

- ✓ Mortgage expansion strategy focused on increasing and enhancing cooperation with selected developer, while the relatively slow demand and raise on competition contributed to slow growth in this product.
- ✓ Payroll loan will still be the driver growth by optimizing opportunity from cross customer database of Corporate segment, particularly from government institutions and SOEs. On top of that, established more marketing web-based channel through digital loan.

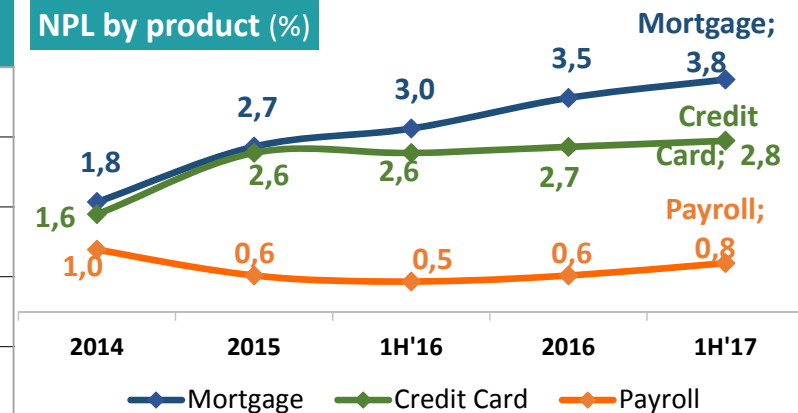
**Payroll Loan Account VS Payroll Pipeline [Thousand]**



**Payroll Loan Debtors Composition**

Government Related	25.8%
SOE	25.2%
Private Companies	38.6%
Universities	4.0%
Cooperative, Foundation & Others	6.4%

**NPL by product (%)**



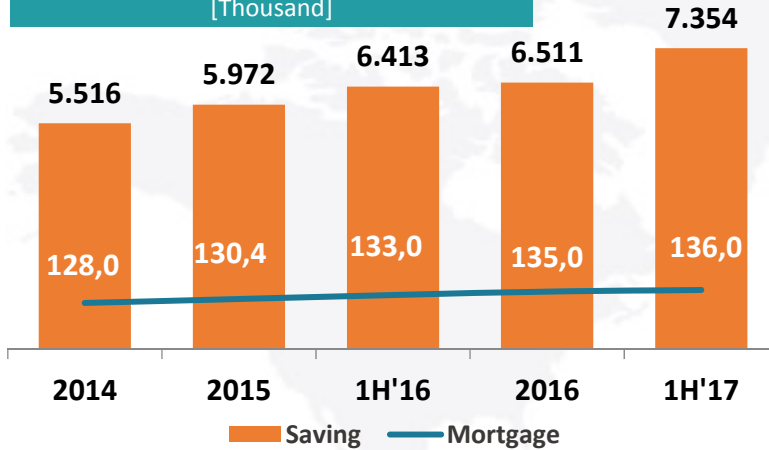
....Payroll loan has much bigger opportunity to grow from the captive market.....



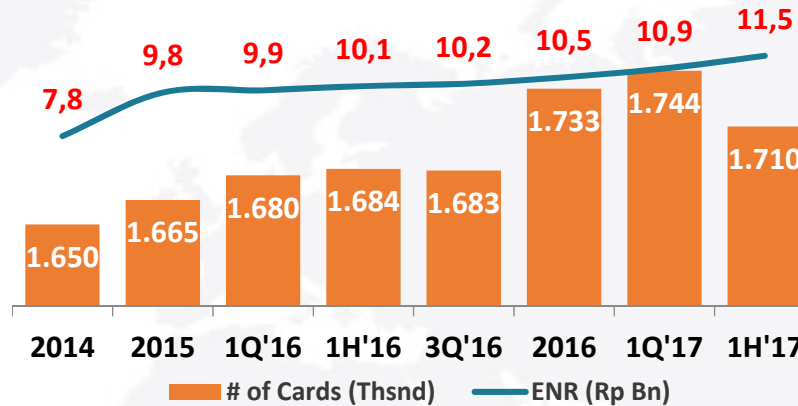
# Consumer Business

## Fix Income Account Mortgage vs Saving Account

[Thousand]

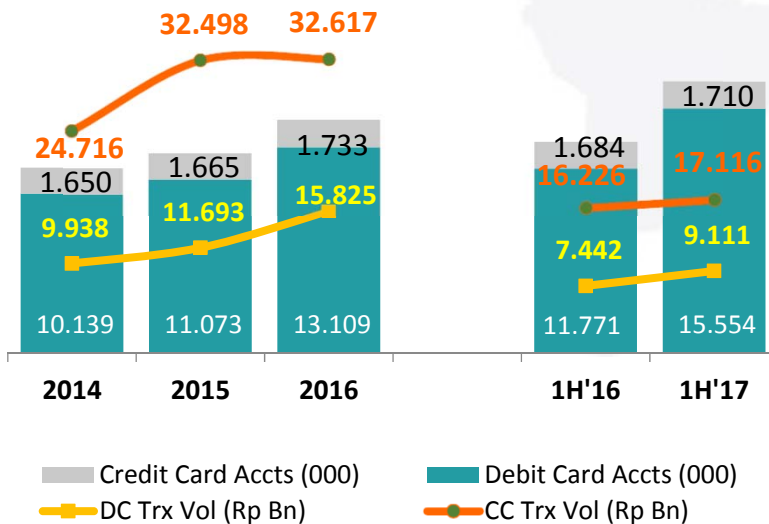


## Credit Card Business

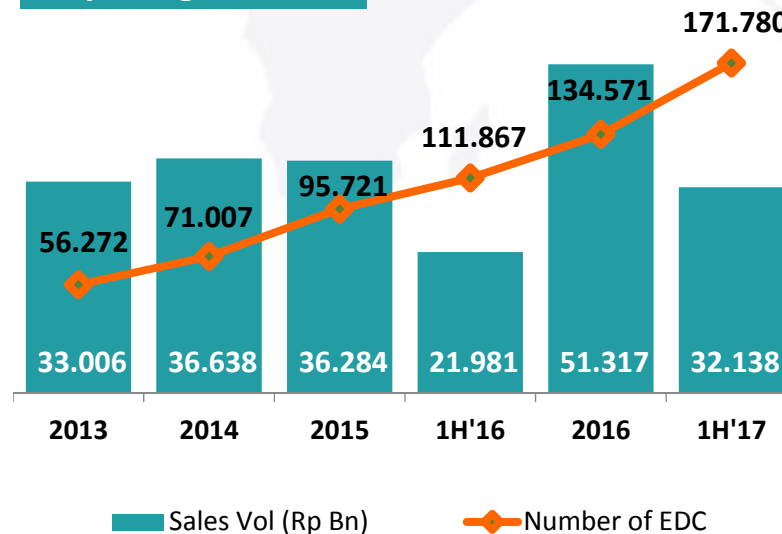


- ✓ Decrease in number of Credit Cards due to data cleansing as advised by BI to take out 66,885 blocked closed cards from the portfolio with total balance of Rp 305 million.
- ✓ Increase the usage of Credit Card by focusing on E-Commerce transactions and top 5 groceries, telecommunication, dining & resto, fashion apparels and travel, airlines & hotel.

## Debit & Credit Cards Performance



## Acquiring Business







**2017 ~ 2018**  
Towards **10%**  
Contribution



Capital Injection



Investment Manager



Venture Capital



General Insurance



Asset Mgmt. Co

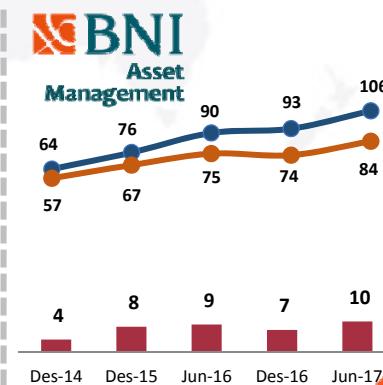
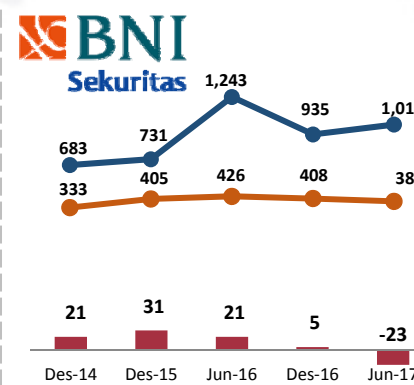
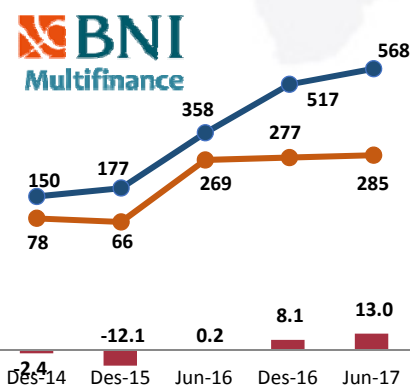
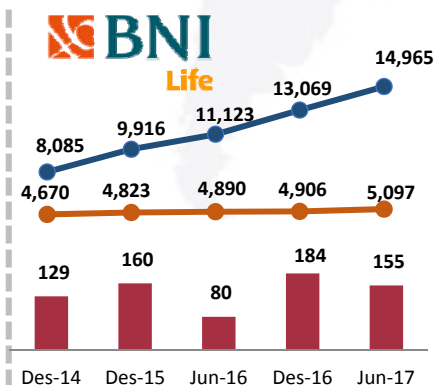
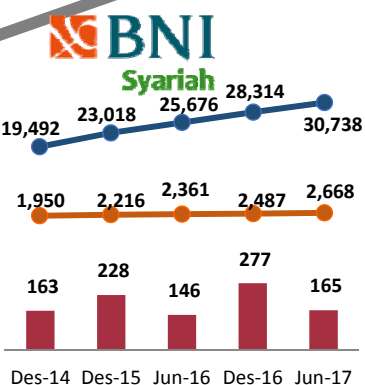


(Rp Juta)	2013	2014	2015	2016	Jun-16	Jun-17	Growth YoY
Total EAT Subs	186	310	415	481	256	320	25.1%
Total Fee Subs	172	193	295	472	194	198	2.1%
EAT + Fee Subs	358	503	710	953	450	518	15.2%
Subs Contribution	4.0%	4.8%	7.8%	8.4%	10.2%	8.3%	

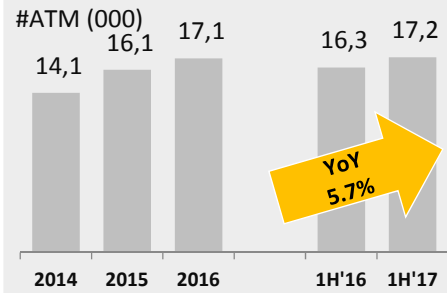
- Strengthen Risk Culture And Comprehensive Risk Management
- More Aggressive In Synergy Within BNI Group
- Digitalizations And Financial Inclusive
- Strengthen Human Capital And Increase Cross Utilization
- Successful Corporate Action And Un-organic Growth



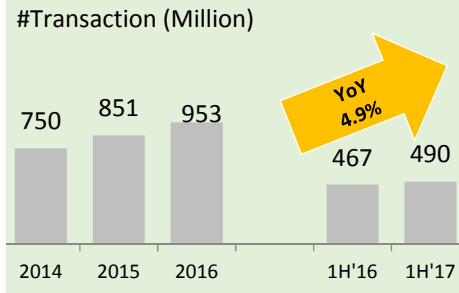
— Asset — Equity ■ EAT (all in Rp bn)



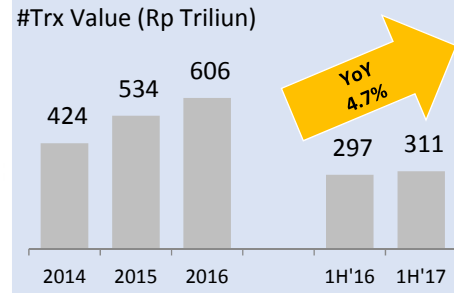
## ATM



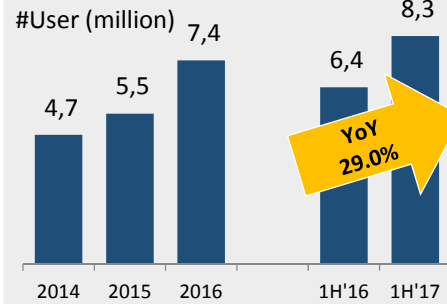
## ATM



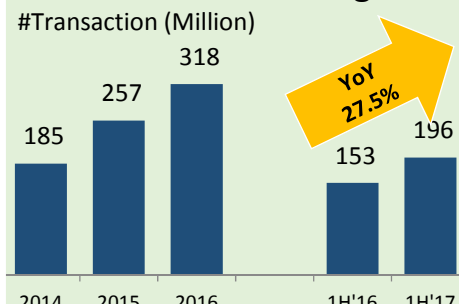
## ATM



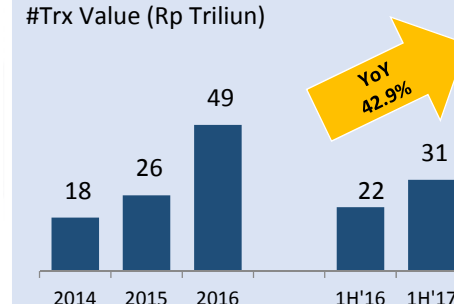
## Mobile & SMS Banking



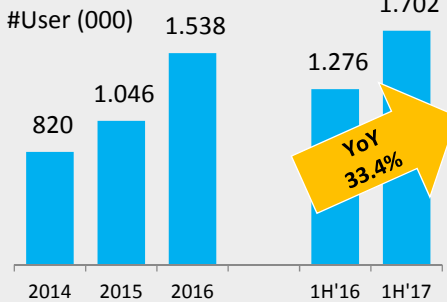
## Mobile & SMS Banking



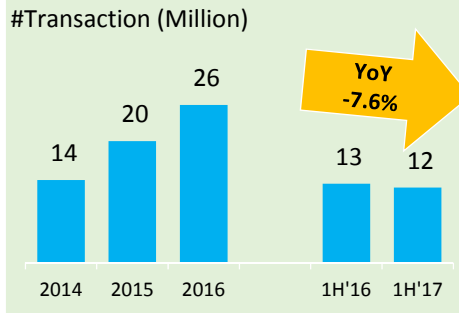
## Mobile & SMS Banking



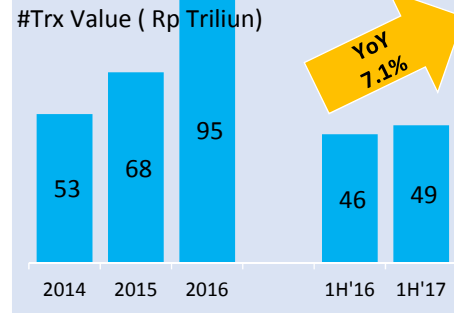
## Internet Banking



## Internet Banking

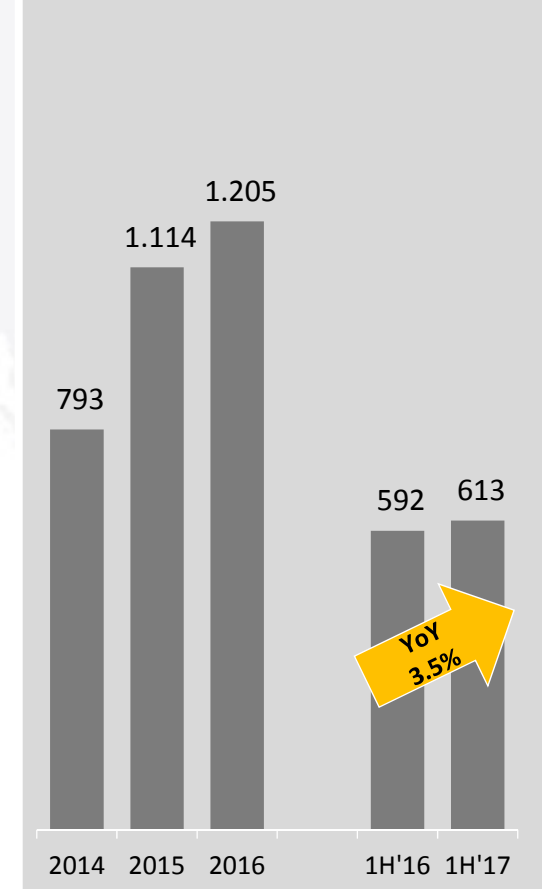


## Internet Banking



## E-Banking fees continued to grow

### Total Fee Income related to E-Banking (Rp Billion)



...E-banking transaction created efficiency and supported funding growth...



A low-angle, upward-looking photograph of the Bank Negara Indonesia building at night. The building's facade is composed of glass and steel, with the words "BANK NEGARA INDONESIA" illuminated in large, white, sans-serif capital letters across the middle section. The glass reflects the surrounding city lights and other buildings. In the lower-left foreground, a teal-colored rectangular box contains the text "About BNI" in white. Below this box, the entrance area is visible, showing glass doors and windows with "BNI" logos. Several people are standing near the entrance. The bottom of the image features an orange diagonal banner with white text.

# About BNI

**PT Bank Negara Indonesia (Persero) Tbk**

JULY 2017

< BBNI.IJ >

# Board of Directors



**Achmad Baiquni**  
*President Director*



**Herry Sidharta**  
*Vice President Director  
– Corporate Banking*



**Rico Budidarmo**  
*MD – Finance [CFO] &  
Credit Risk*



**Putrama Wahyu Setyawan**  
*MD – Middle Banking*



**Catur Budi Harto\***  
*MD – Small Business  
& Network*



**Anggoro Eko Cahyo**  
*MD – Consumer Banking*



**Adi Sulistyowati**  
*MD – Institutional Relation &  
Transactional Banking*



**Panji Irawan**  
*MD – Treasury & International*



**Bob Tyasika Ananta**  
*MD – Planning & Banking  
Operation*



**Imam Budi Sarjito**  
*MD – Compliance & Enterprise  
Risk*

\* Awaiting for OJK's approval.



# Board of Commissioners



**Hartadi A. Sarwono**  
*President Commissioner/  
Independent Commisioner*



**Wahyu Kuncoro**  
*Vice President Commissioner*



**Revrisond Baswir**  
*Independent Commissioner*



**Pataniari Siahaan**  
*Independent Commissioner*



**Ahmad Fikri Assegaf\***  
*Independent Commissioner*



**Joni Swastanto**  
*Commissioner*



**Bistok Simbolon**  
*Commissioner*



**Marwanto Harjowiryo\***  
*Commissioner*

\* Awaiting for OJK's approval.

# Network & Distribution

## BNI's multiple touch points for individual and corporate customers



BNI has also entered into key arrangements with prominent companies for payment channeling, financing, loan distribution, and network/outlet development

### Individual customer highlights

- ✓ 27.6 mn funding accounts
- ✓ 1.7 mn credit cards
- ✓ 168,134 mortgage customers

### Corporate/SME customer highlights

- ✓ 478,670 corporate deposit accounts
- ✓ 2,922 corporate borrowers accounts
- ✓ 126,466 SME lending accounts



Platform for efficient and effective cross-selling of products and services



# BNI Ratings

## Fitch Rating

Long Term Foreign Currency  
Long Term Local Currency  
Short Term Foreign Currency  
Support Rating Floor  
Support Rating  
Viability Rating  
National Long Term Rating  
National Short Term Rating  
Senior Unsecured Bond

BBB-/Stable  
BBB-/Stable  
F3  
BBB-  
2  
bb+  
AA+/Stable  
F1+  
BBB-

## Standard & Poor's

Outlook  
Issuer Credit Rating  
SACP  
Anchor  
Risk Position  
Funding and Liquidity

Stable  
BB+  
bb  
bb  
Moderate (-1)  
Above average & Strong (+1)

## Moody's

Outlook  
Bank Deposits  
Baseline Credit Assessment  
Adjusted Baseline Credit Assessment  
Counterparty Risk Assessment  
Senior Unsecured

Positive  
Baa3/P-3  
Ba1  
Ba1  
Baa3/P-3  
Baa3

## Pefindo

Corporate Rating

AAA/Stable

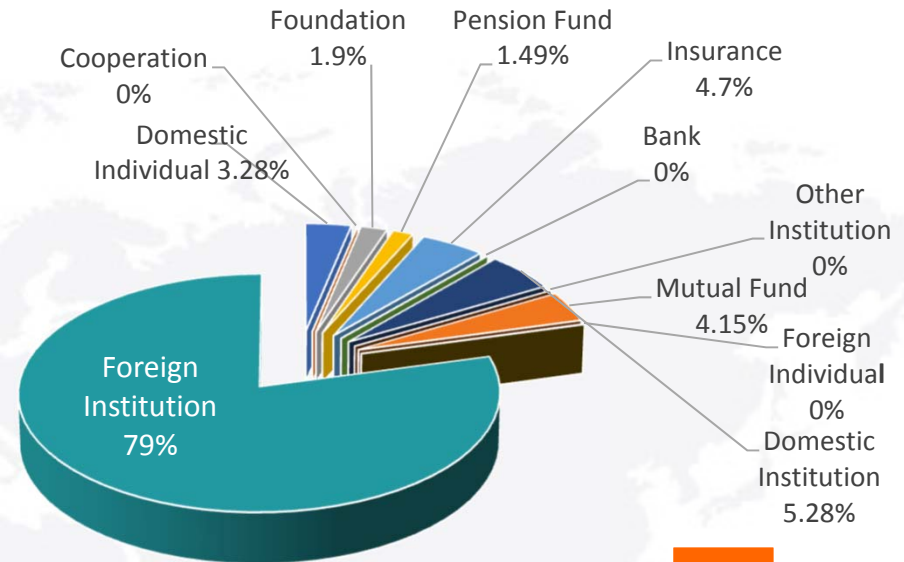
## BBNI shares performance

BBNI's closed price June 30, 2017 (Rp 6,600) was 26.92% higher than June 30, 2016 (Rp 5,200)

As June , 2017



## BBNI Public Ownerships [40.00%]



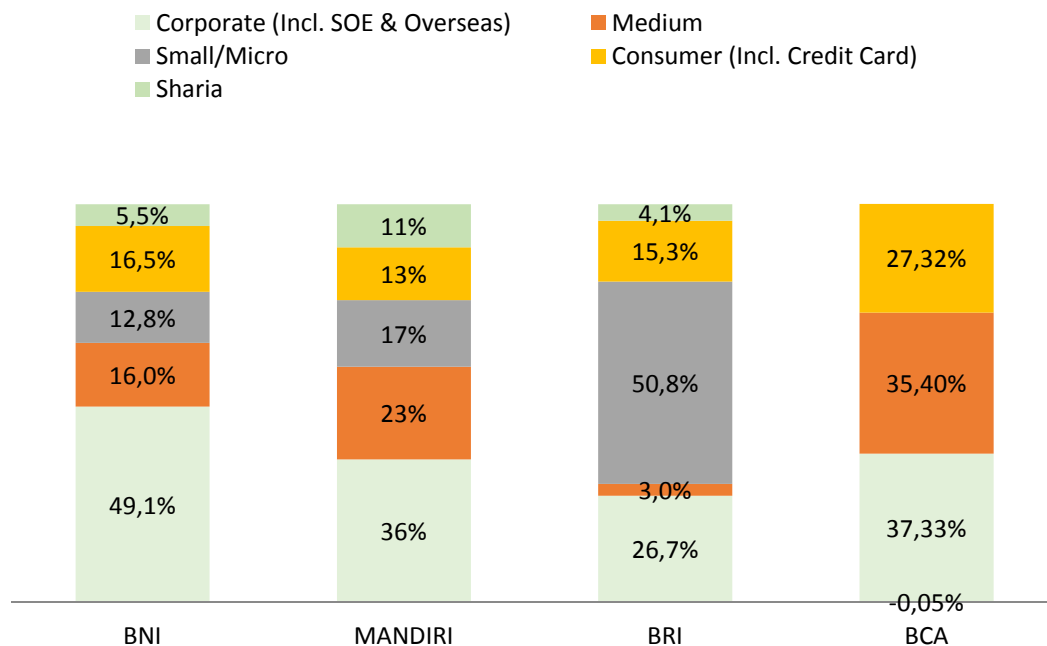
- Individual Domestic
- Cooperation
- Foundation
- Pension Fund
- Insurance
- Bank
- Institution - Domestic
- Other Institution
- Mutual Fund
- Foreign Individual
- Foreign Institution

Ownerships	Dec 14 (%)	Dec 15 (%)	Dec 16 (%)	Mar 17 (%)	Jun 17 (%)
<b>Government RI</b>	60.0%	60.0%	60.0%	60.0%	60.0%
<b>Public – Domestic</b>	11.3%	13.8%	10.4%	7.4%	8.3%
<b>Public - Foreign</b>	28.7%	26.2%	29.6%	32.6%	31.7%

- ✓ Issued shares 18,648,656,458 shares
- ✓ Price [June 30, 2017] : Rp 6,600
- ✓ Market Capitalization : Rp 123.1 trillion  
[+/- US\$ 9.3 billion]

# BNI vs Peers – Loan Perspective

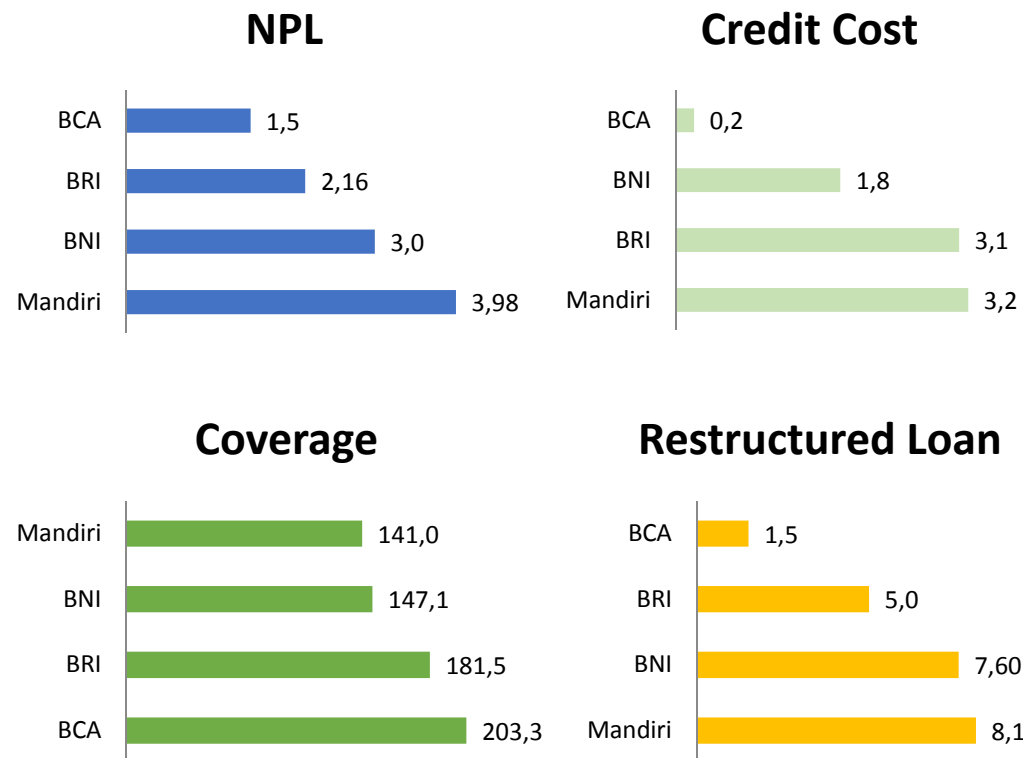
## BNI & Peers Loan Composition



\*BCA merge the composition of medium and SME loans

Source: Banks Financial Report & Corporate Presentation as of 31 March 2017

## BNI & Peers Asset Quality



**.... As of 30 June 2017, 49.1% of loan composition was from Corporate Segment which was the highest compared to the peers.....**

A man and a woman in business attire are standing in an office, looking at a tablet together. The man is pointing at the screen. In the background, other office workers are visible at their desks. A teal banner is overlaid on the bottom left, and an orange diagonal banner is on the bottom right.

## 5 Years Financial Data

**PT Bank Negara Indonesia (Persero) Tbk**

JULY 2017

< BBNI.IJ >

# Balance Sheet

(Rp Billion) – Cumulative	2012	2013	2014	2015	2016	1H'16	1H'17	YoY	
Total Assets	333,304	386,655	416,574	508,595	<b>603,032</b>	<b>539,140</b>	<b>631,741</b>	<b>17.2%</b>	↑
Placement with other banks & BI	32,621	23,475	14,530	33,417	<b>33,662</b>	<b>13,874</b>	<b>14,220</b>	<b>2.5%</b>	↑
Marketable Securities [market value]	9,817	8,528	12,743	9,964	<b>23,856</b>	<b>19,367</b>	<b>25,256</b>	<b>30.4%</b>	↑
Government Bonds [market value]	38,561	44,884	43,830	47,222	<b>63,006</b>	<b>61,045</b>	<b>66,350</b>	<b>8.7%</b>	↑
Loans [gross]	200,742	250,638	277,622	326,105	<b>393,275</b>	<b>357,218</b>	<b>412,175</b>	<b>15.4%</b>	↑
Third Party Funds	257,661	291,890	313,893	370,421	<b>435,545</b>	<b>391,490</b>	<b>463,862</b>	<b>18.5%</b>	↑
Deposits from other Banks	3,245	3,185	3,177	4,698	<b>10,224</b>	<b>6,484</b>	<b>11,800</b>	<b>82.0%</b>	↑
Marketable Securities Issued	4,769	6,037	6,158	7,367	<b>7,227</b>	<b>7,089</b>	<b>496</b>	<b>-93.0%</b>	↓
Borrowings	8,750	18,951	11,212	22,524	<b>32,965</b>	<b>26,167</b>	<b>35,245</b>	<b>34.7%</b>	↑
Shareholders' Equity	43,525	47,684	61,021	78,438	<b>89,254</b>	<b>83,126</b>	<b>93,073</b>	<b>12.0%</b>	↑



# Profit & Loss

[Rp Billion]	2012	2013	2014	2015	2016	1H'16	1H'17	YoY	
Interest Income	22,705	26,705	33,750	36,895	<b>43,768</b>	<b>20,520</b>	<b>23,153</b>	<b>12.8%</b>	↑
Interest Expense	(7,246)	(7,392)	(10,989)	(11,335)	<b>(13,773)</b>	<b>(6,609)</b>	<b>(7,749)</b>	<b>17.2%</b>	↑
Net Interest Income	15,459	19,312	22,761	25,560	<b>29,995</b>	<b>13,911</b>	<b>15,404</b>	<b>10.7%</b>	↑
Premium Income Net	398	554	607	1,133	<b>1,342</b>	<b>637</b>	<b>773</b>	<b>21.4%</b>	↑
Non Interest Income	5,075	5,407	6,523	6,975	<b>8,585</b>	<b>3,947</b>	<b>4,654</b>	<b>17.9%</b>	↑
Recovery	2,038	2,138	1,856	1,590	<b>1,378</b>	<b>520</b>	<b>863</b>	<b>66.0%</b>	↑
Operating Income	22,972	27,411	31,748	35,258	<b>41,300</b>	<b>19,014</b>	<b>21,694</b>	<b>14.1%</b>	↑
Operating Expense	(11,805)	(13,485)	(14,760)	(16,510)	<b>(19,217)</b>	<b>(8,779)</b>	<b>(9,775)</b>	<b>11.3%</b>	↑
Pre-Provision Income	11,166	13,926	16,988	18,748	<b>22,082</b>	<b>10,236</b>	<b>11,919</b>	<b>16.5%</b>	↑
Provisioning	(2,525)	(2,708)	(3,642)	(7,336)	<b>(7,853)</b>	<b>(4,732)</b>	<b>(3,824)</b>	<b>-19.2%</b>	↓
Non Operational Inc/(Exp)	259	59	178	54	<b>74</b>	<b>(3)</b>	<b>(34)</b>	<b>-</b>	↑
Net Income before Tax	8,900	11,278	13,524	11,466	<b>14,304</b>	<b>5,500</b>	<b>8,060</b>	<b>46.6%</b>	↑
Net Income	7,046	9,054	10,783	9,067	<b>11,339</b>	<b>4,371</b>	<b>6,413</b>	<b>46.7%</b>	↑
Net Income Per Share (full amount)	378	486	578	487	<b>610</b>	<b>234</b>	<b>344</b>	<b>47.0%</b>	↑

# Financial Ratios

[%]	2012	2013	2014	2015	2016	1H'16	1H'17	YoY
<b>CAPITAL</b>								
Shareholders equity to total assets	13.4	12.7	14.3	15.3	<b>14.8</b>	<b>15.4</b>	<b>14.7</b>	↓
Tier I – CAR (include operational risk)	15.2	14.2	15.3	17.0	<b>18.3</b>	<b>16.9</b>	<b>17.9</b>	↑
Tier II – CAR (include operational risk)	1.5	0.9	0.9	2.5	<b>1.1</b>	<b>2.4</b>	<b>1.1</b>	↓
Total CAR (credit, market + operational risk)	16.7	15.1	16.2	19.5	<b>19.4</b>	<b>19.3</b>	<b>19.0</b>	↓
<b>ASSET QUALITY</b>								
Net Non Performing Loan	0.8	0.5	0.4	0.9	<b>0.4</b>	<b>0.7</b>	<b>0.7</b>	▬
Gross Non Performing Loan	2.8	2.2	2.0	2.7	<b>3.0</b>	<b>3.0</b>	<b>2.8</b>	↓
Allowance for possible loan losses to gross NPL	123.0	128.5	130.1	140.4	<b>146.0</b>	<b>142.8</b>	<b>147.2</b>	↑

# Financial Ratios

[%]	2012	2013	2014	2015	2016	1H'16	1H'17	YoY
<b>RENTABILITY *)</b>								
ROA	2.9	3.4	3.5	2.6	<b>2.7</b>	<b>2.2</b>	<b>2.7</b>	↑
ROE	20.0	22.5	23.6	17.2	<b>15.5</b>	<b>12.6</b>	<b>15.6</b>	↑
Net Interest Margin	5.9	6.2	6.3	6.4	<b>6.2</b>	<b>6.1</b>	<b>5.6</b>	↓
<b>EFFICIENCY</b>								
Cost to Income Ratio	49.5	46.7	43.8	44.2	<b>44.0</b>	<b>43.2</b>	<b>42.4</b>	↓
Operating Expense to Operating Income [BOPO]	71.0	67.1	68.0	75.5	<b>73.6</b>	<b>78.1</b>	<b>71.0</b>	↓
<b>LIQUIDITY</b>								
Loan to Deposit Ratio	77.5	85.3	87.8	87.8	<b>90.4</b>	<b>91.4</b>	<b>88.9</b>	↓
Loan to Funding Ratio	77.5	85.3	87.8	87.8	<b>90.4</b>	<b>91.4</b>	<b>88.9</b>	↑
<b>COMPLIANCE</b>								
Statutory Reserve Requirement (Rupiah)	8.5	8.1	8.1	9.2	<b>6.8</b>	<b>6.5</b>	<b>6.6</b>	↑
Net Open Position	2.1	3.4	1.6	1.7	<b>3.4</b>	<b>1.7</b>	<b>5.0</b>	↑
<b>DIVIDEND</b>								
Dividend Payout Ratio [%]	30.0	30.0	25.0	25.0	35.0			↑

\*) Based on BI Formula – Bank Only

# Thank you

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