

PT. BANK RAKYAT INDONESIA (PERSERO) Tbk.

Financial Update March 2004



Commitment in MSME Business

Strong commitment and consistent focus on MSME (micro, small and medium enterprise) business :

- in line with BRI's competence and long-time experience
- in line with national economic program focusing on empowering grass-root economy
- utilizing extensive network to anticipate regional economy

% of Total Loans	2001*)	2002	2003	Mar-04
Micro	29.4%	30.5%	30.6%	31.5%
Small business :	41.5%	48.4%	50.2%	50.8%
- Consumer fixed income	23.1%	25.5%	23.6%	24.6%
- Small Commercial	18.4%	22.9%	26.7%	26.2%
Medium	3.7%	3.7%	4.6%	4.4%
Corporate	22.9%	17.4%	14.7%	13.8%
Agribusiness	20.0%	29.7%	30.7%	28.7%
Non- agribusiness	80.0%	70.3%	69.4%	71.3%

*) 2001 : consolidated figures except figures of medium and corporate loan in 2001



Outstanding Q1 2004 Results

	Full Year			Q1		Growth
	2001	2002	2003	2003	2004	Q1 03 - Q1 04
Loans	32,358	39,373	47,599	39,687	49,962	25.9%
Government Bond	28,436	28,394	27,579	28,044	26,884	-4.1%
Total Assets	75,716	86,345	94,710	85,573	94,503	10.4%
Customer Deposits	57,698	69,627	76,316	69,388	75,707	9.1%
Equity	4,814	5,794	8,994	6,547	11,412	74.3%
Net Interest Income	4,923	6,080	8,027	1,694	2,576	52.1%
Profit before tax	1,133	1,470	3,636	691	1,381	99.9%
Profit after tax	1,064	1,525	2,502	752	1,103	46.7%
Earnings per share (Rp)		129.63	212.67	n.a	93.76	
Book Value per share (Rp)		492.49	764.49	n.a	858.84	

*) Based on 11.764.705.000 shares outstanding in 2003

**) For comparison only, based on the number of shares in 2003



Sustainable performance

	2001*)	2002	2003	Mar-04
NIM	7.60%	8.10%	9.54%	11.59%
ROE - Tier 1	30.40%	38.80%	43.41%	51.63%
ROE - B/S	21.27%	26.99%	35.68%	44.65%
ROA - before tax	1.62%	1.83%	4.02%	5.78%
ROA - after tax	1.52%	1.90%	2.77%	4.62%
LDR	58.10%	56.55%	62.37%	65.99%

n.m = not meaningful, due to negative average equity

*) 2000 and 2001 are consolidated figures

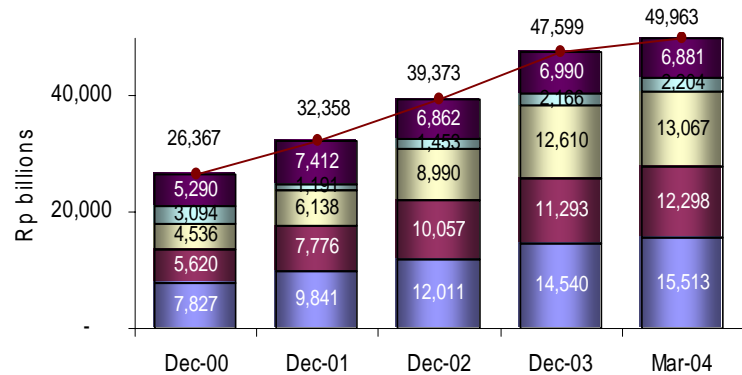


Business Overview

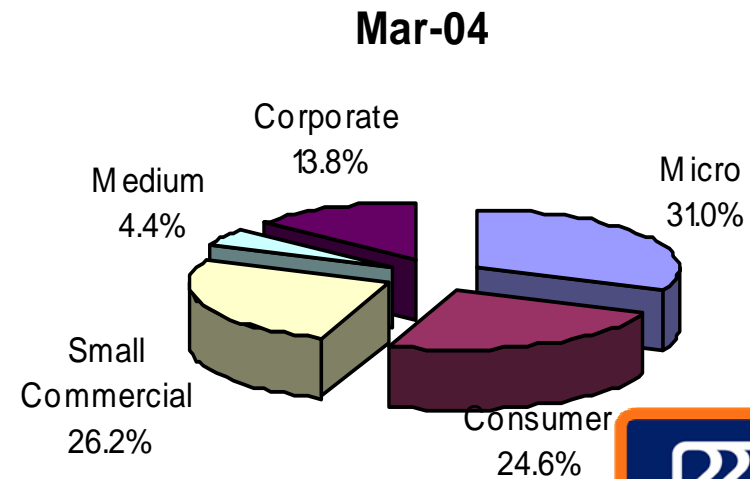
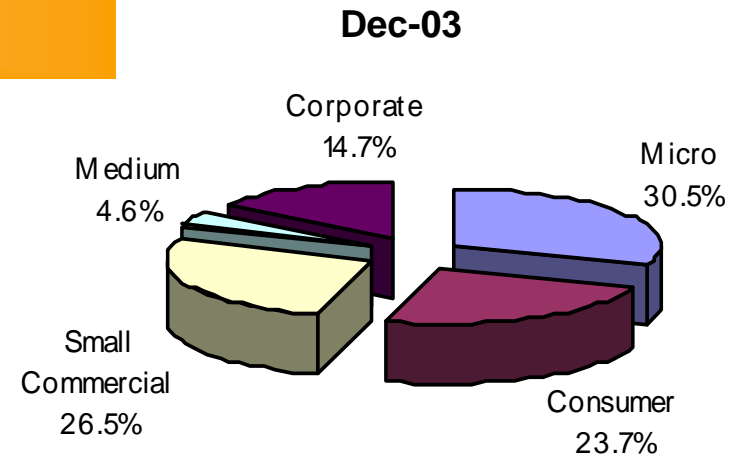


Sound and Improving Loan Book

Loans by Business Segment



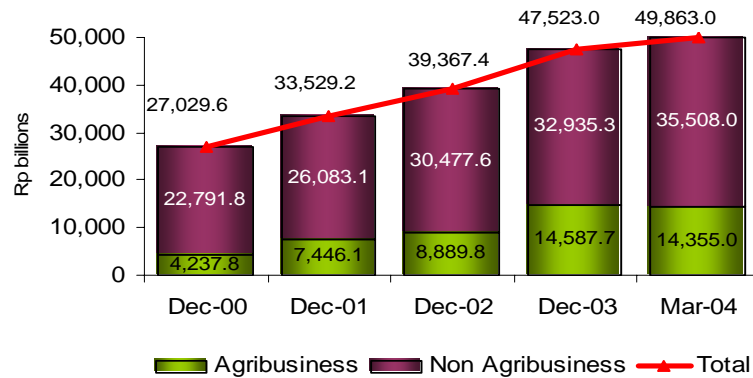
■ Micro
 ■ Consumer
 ■ Small Commercial
 ■ Medium
 ■ Corporate
 ● Total



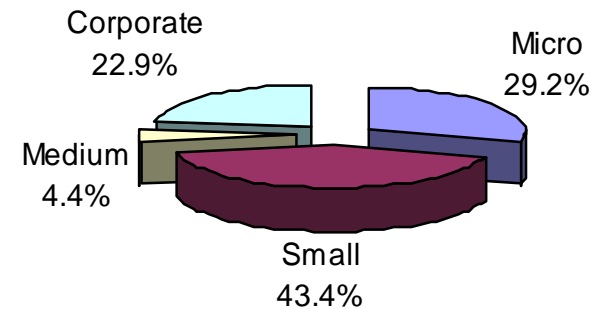
Sound and Improving Loan Book

Agribusiness Loans (excl. sharia loans)

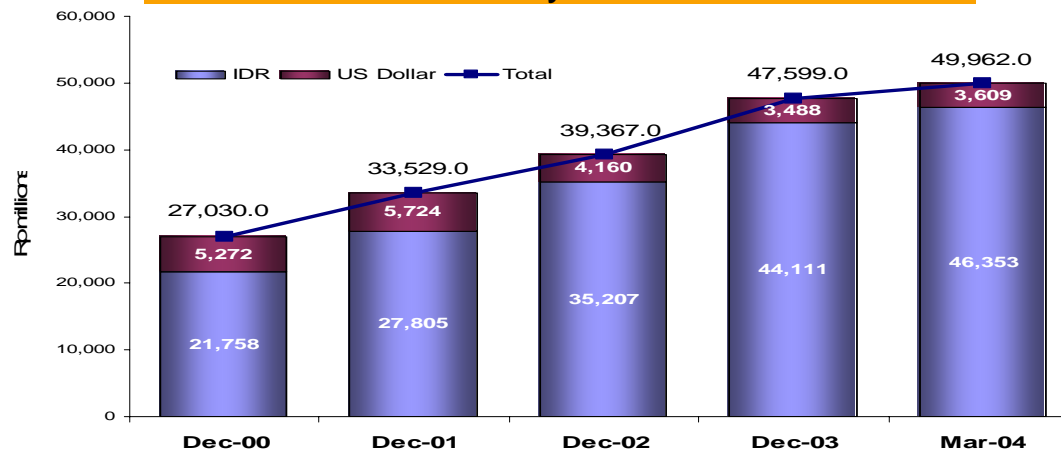
Loan Growth



By Business Segment, March 2004

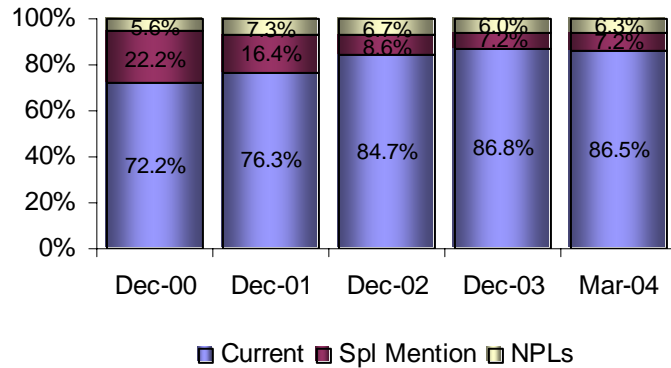


Loans by Currencies

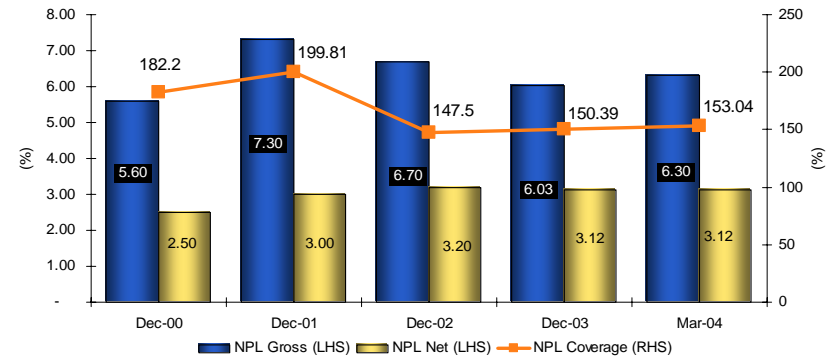


Sound and Improving Loan Book

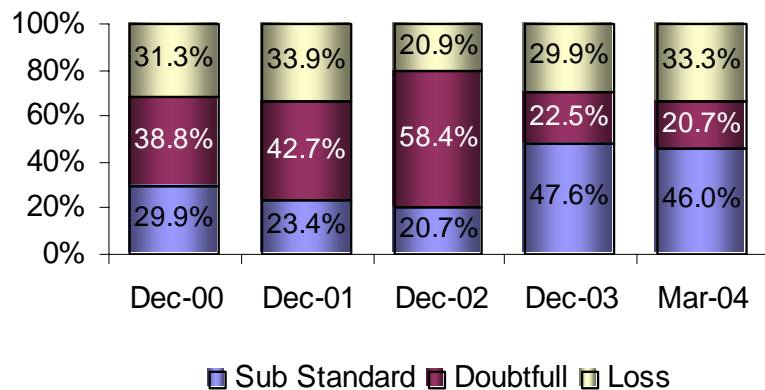
Loans by Classification



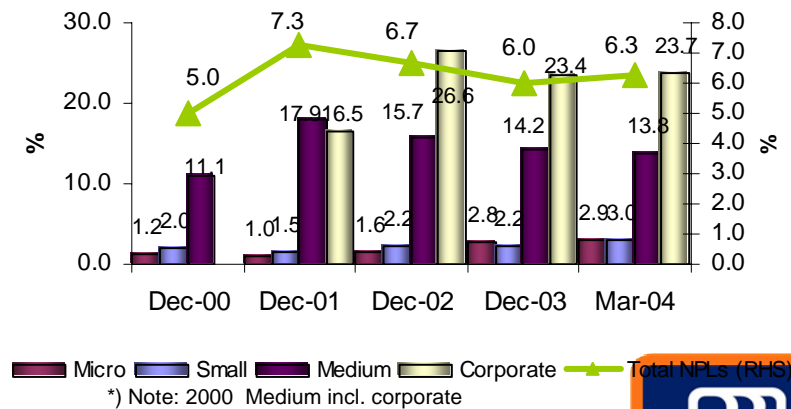
Asset Quality and NPL Coverage



NPLs Breakdown



NPL Growth by Business Segment

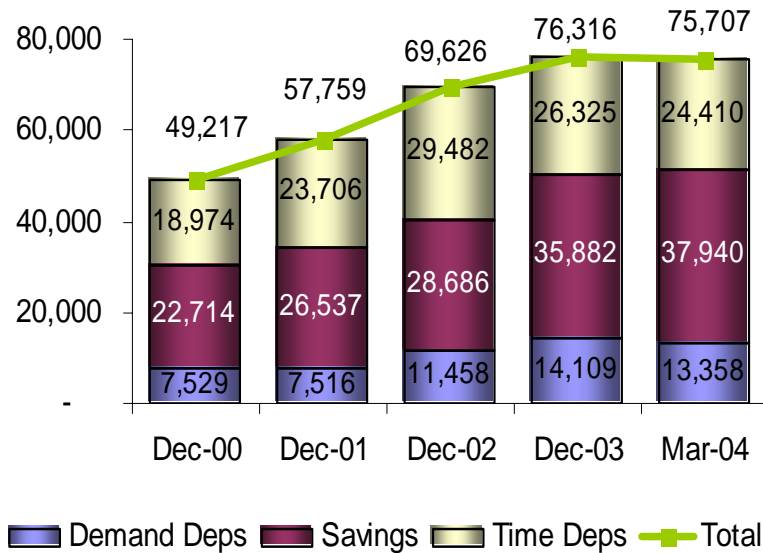


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Funding mix :

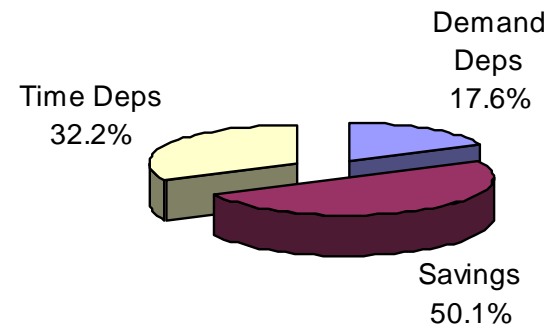
aiming for low cost of funds

Deposit Growth by Product



Customer Deposits Composition

March 2004

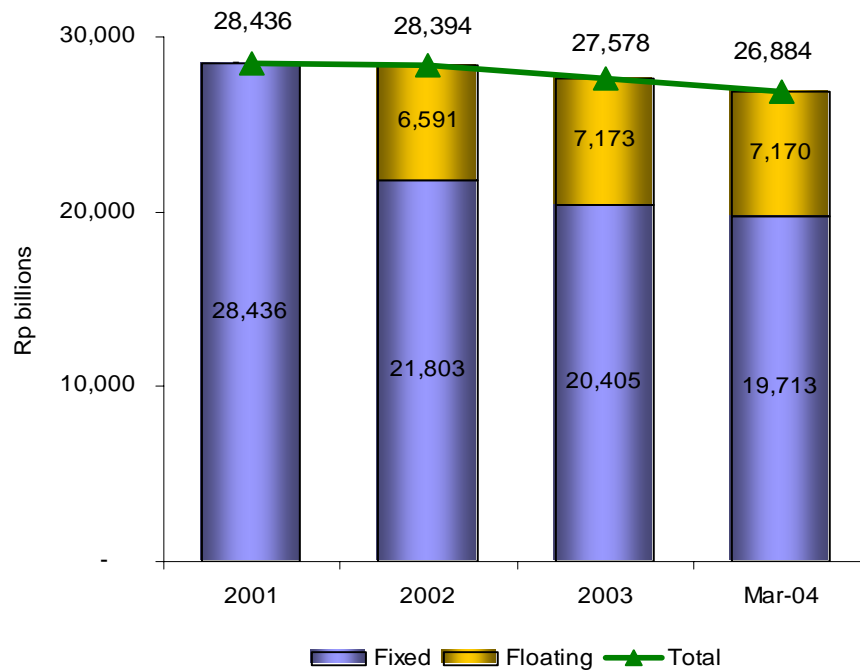


Deposits	2001	2002	Dec. '03	March 04
High Cost	41.10%	42.40%	34.70%	32.20%
Low Cost	58.90%	57.60%	65.30%	67.8%

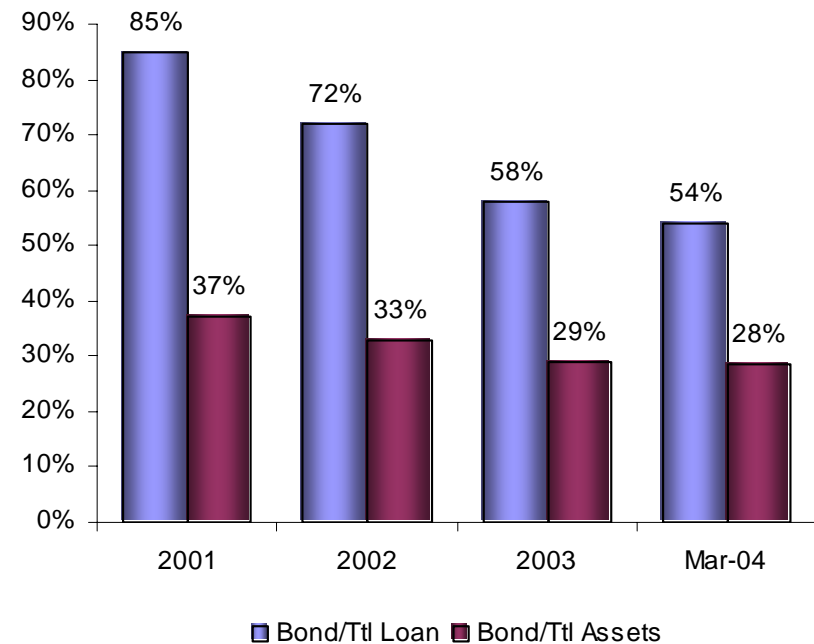


Appropriate composition of Recap. Bonds

Recap bonds portfolio by Type



Recap bonds vs. Total Loans and Total Assets



Financial Performance



Balance Sheet

<i>IDR billion</i>						
Description	2001*)	Full Year 2002	2003	Q1 2003	Q1 2004	Growth Q1 03 - Q1 04
Total Assets	76,195	86,345	94,710	85,586	94,503	10.4%
- Gross Loans (incl. syariah)	33,529	39,373	47,599	39,687	49,962	25.9%
- Government Bonds	28,436	28,394	27,579	28,044	26,884	-4.1%
Total Earning Assets	70,015	79,864	84,165	80,033	89,675	12.0%
Earning Assets Provision	(3,244)	(4,189)	(4,403)	(4,460)	(4,951)	11.0%
Total Non Earning Assets	10,104	10,394	14,858	10,012	9,779	-2.3%
Total Liabilities & S.E	76,195	86,345	94,710	85,586	94,503	10.4%
Total Customer Deposits	57,759	69,627	76,316	69,411	75,707	9.1%
- Demand Deposits	7,516	11,459	14,112	9,803	13,358	36.3%
- Saving Deposits	26,529	28,673	35,803	29,179	37,940	30.0%
- Time and Certificate Deposits	23,714	29,495	26,401	30,429	24,410	-19.8%
Other Interest Bearing Liabilities	8,596	5,655	4,317	4,068	4,077	0.2%
Non Interest Bearing Liabilities	9,840	5,269	5,082	5,560	4,614	-17.0%
Tier I Capital	3,446	4,133	7,532	5,215	8,725	67.3%
Total Shareholder's Equity	4,814	5,794	8,994	6,547	10,104	54.3%

*) 2000 and 2001 are consolidated figures

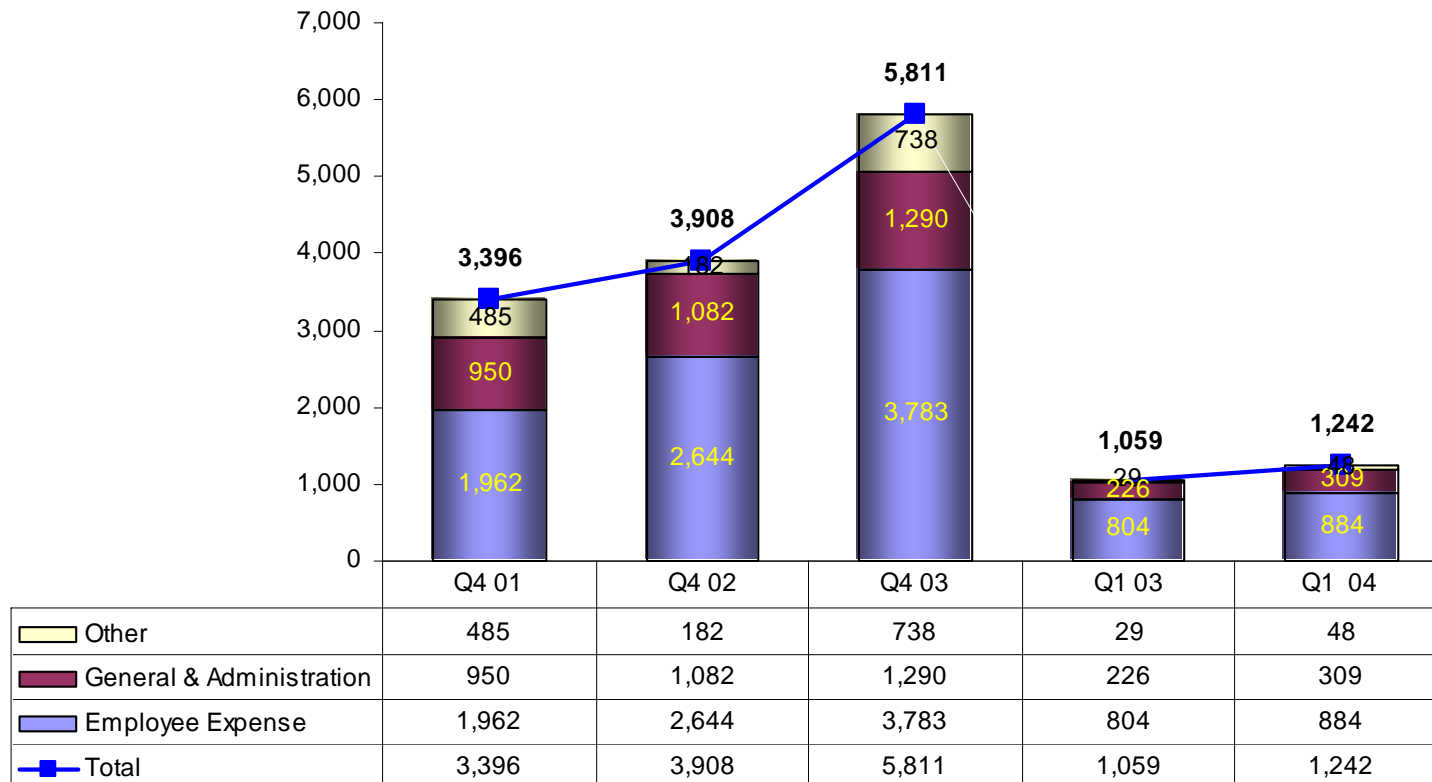


Income Statement

<i>IDR billion</i>						
Description	Full Year			Q1		Growth
	2001	2002	2003	2003	2004	Q1 03 -Q1 04
Interest Income	10,968	13,454	15,069	3,610	3,789	5.0%
Interest Expense	(6,006)	(7,373)	(7,043)	(1,916)	(1,213)	-36.7%
Net Interest Income	4,962	6,081	8,026	1,694	2,576	52.1%
Fee & Other Income	1,153	1,045	939	281	480	70.8%
Gross Operating Income	6,115	7,126	8,965	1,975	3,056	54.7%
Operating Expenses	(3,396)	(3,908)	(5,810)	(1,059)	(1,193)	12.7%
Pre Provision Operating Profit	2,719	3,218	3,155	916	1,863	103.4%
Provision	(1,603)	(1,755)	75	66	75	13.6%
Non Operating Profit/Loss	25	8	406	4	4	1.1%
Profit Before Tax n Minor. Int.	1,141	1,471	3,636	691	1,381	99.9%
Net Profit	1,064	1,525	2,502	752	1,103	46.7%



Operating Expense



- The increase of employee expense in 2003 mainly due to one time salary adjustment and ESOP cost.
- The increase of other expenses in 2003 was due to tax payment related to 2002.



Financial Ratios

Description	Full Year			Q1	Growth	
	2001	2002	2003	2003	2004	Q1 03 - Q1 04
Classified Loan Ratio	22.66%	15.31%	13.19%	15.40%	13.49%	-1.91%
NPL ratio - Gross	7.30%	6.74%	6.03%	6.91%	6.30%	-0.61%
NPL ratio - Net	2.72%	3.15%	3.12%	3.21%	3.12%	-0.09%
NPL Coverage ratio - Gross	162.30%	147.50%	150.39%	153.00%	153.04%	0.04%
Tier I CAR	10.70%	10.30%	16.30%	12.41%	18.28%	5.87%
Total CAR	13.30%	12.60%	20.87%	14.77%	23.99%	9.22%
Loan to Deposit Ratio	58.10%	56.50%	62.37%	57.18%	65.99%	8.81%
Net Interest Margin (NIM)	7.60%	8.12%	9.54%	8.39%	11.59%	3.20%
Return on Assets (ROA) - b.t	1.62%	1.83%	4.02%	3.19%	5.78%	2.59%
Return on Assets (ROA) - a.t	1.52%	1.90%	2.77%	3.48%	4.62%	1.14%
Return on Equity (ROE) - Tier I	30.36%	38.81%	43.41%	58.12%	51.63%	-6.49%
Return on Equity (ROE) - B/S	21.27%	26.99%	35.68%	46.68%	44.65%	-2.03%
Cost of Fund (COF)	9.14%	10.04%	7.86%	9.31%	4.90%	-4.41%
Min. Reserve Requirement	7.82%	6.05%	10.92%	5.31%	5.07%	-0.24%
Net Open Position	11.40%	7.80%	12.46%	10.41%	8.40%	-2.01%
Opr. Expense to Opr. Income	90.81%	89.92%	79.82%	82.35%	67.75%	-14.60%
Cost Efficiency Ratio (CER)*	50.13%	57.48%	65.33%	59.37%	43.85%	-15.52%

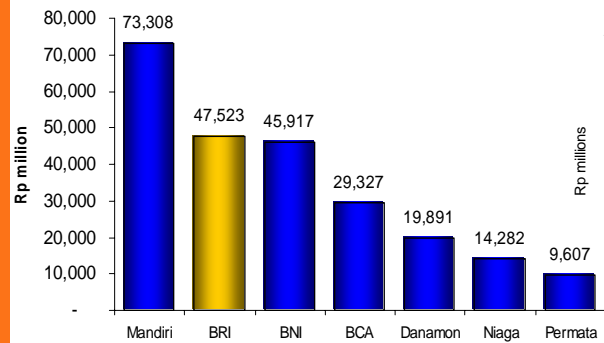
*) CER : (Employee expense+ G&A+Other Op. Expense)/(NII+Fee&Commision+Other Op. Income)

***) extraordinary items include ESOP cost of Rp. 210,- bn and tax paymen of Rp. 420,- bn.

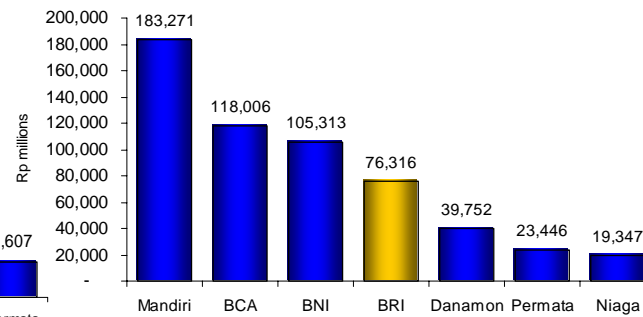


Strong position among major banks

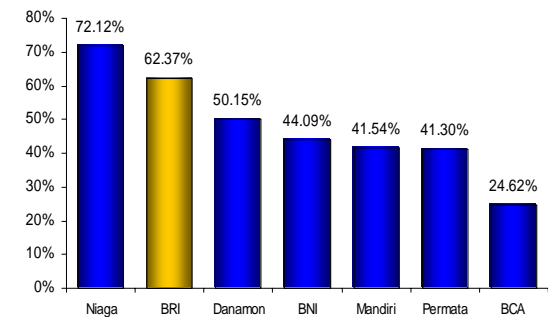
Loans (Dec 2003)



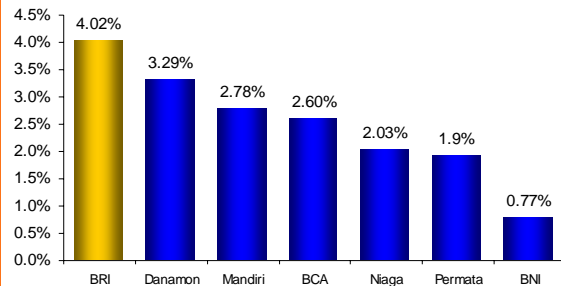
Deposits (Dec 2003)



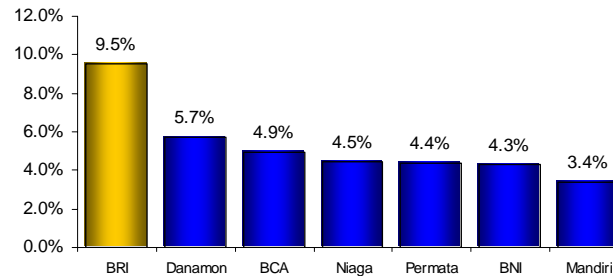
LDR (Dec 2003)



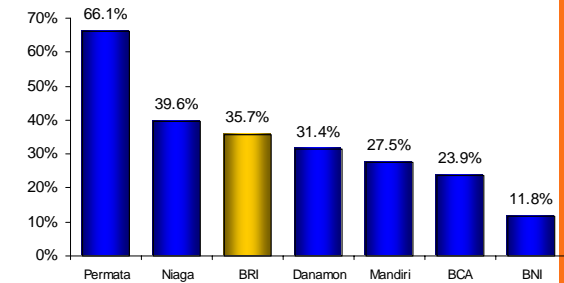
Return on Assets (Dec 2003)



Net Interest Margin (Dec 03)



Return on Equity (Dec 03)



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Thank You

