

PT. BANK RAKYAT INDONESIA (PERSERO) Tbk.

Q3 2004 Financial Performance



Agenda

- ▶ BRI in Q3 2004
- ▶ Business Overview
- ▶ Financial Performance
- ▶ Conclusion

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Commitment in MSME Business

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

- Increasing MSME portfolio to 86.7% of total loan portfolio
- Maintaining micro segment at minimum 30% of total loan portfolio

% Total Loans	2001*)	2002	2003	Q3 03	Q3 04
Micro	29.4%	30.5%	30.6%	30.4%	31.8%
Small Business	41.5%	48.4%	50.2%	52.6%	51.2%
- Consumer Fixed Income	23.1%	25.5%	23.6%	24.1%	23.3%
- Small Commercial	18.4%	22.9%	26.7%	28.5%	27.9%
Medium	3.7%	3.7%	4.6%	3.3%	4.5%
Corporate	22.9%	17.4%	14.7%	13.8%	13.3%
Agribusiness	20.0%	29.7%	30.7%	30.7%	27.9%
Non-Agribusiness	80.0%	70.3%	69.4%	69.3%	72.1%

} 86,7 %

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

Q3 2004 Outstanding Results

	Full Year			Q3		Growth	
	2001	2002	2003	2003	2004	YoY	YtD
Loan	32,358	39,373	47,599	45,617	58,382	28.0%	22.7%
Government Bond	28,436	28,394	27,579	27,286	26,167	-4.1%	-5.1%
Total Assets	75,716	86,345	94,710	92,867	100,087	7.8%	5.7%
Customer Deposits	57,698	69,627	76,316	73,598	78,568	6.8%	3.0%
Equity	4,814	5,794	8,994	6,838	11,743	71.7%	30.6%
Net Interest Income	4,923	6,080	8,027	5,748	8,182	42.3%	
Profit before Tax & Minor Int.	1,133	1,470	3,636	2,700	4,255	57.6%	
Net Profit	1,064	1,525	2,502	1,822	2,744	50.6%	
Earnings per share (Rp)		129.63	212.67	154.88	233.27	50.6%	
Book Value per share (Rp)		492.49	764.49	581.23	998.13	71.7%	



BANK BRI

Sustainable Performance

	2001 F*)	2002 F	2003 F	Q3 03	Q3 04
NIM	7.60%	8.10%	9.54%	9.18%	11.93%
ROE - Tier 1	30.40%	38.80%	43.41%	45.23%	43.40%
ROE - B/S	21.27%	26.99%	35.68%	37.04%	34.84%
ROA - before tax	1.62%	1.83%	4.02%	4.04%	5.81%
ROA - after tax	1.52%	1.90%	2.77%	2.72%	3.74%
LDR	58.10%	56.55%	62.37%	61.98%	74.31%

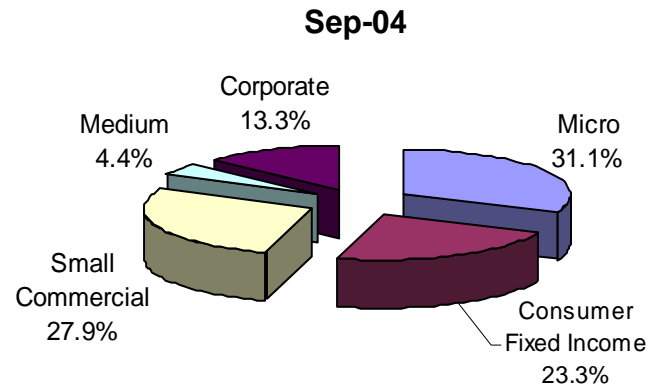
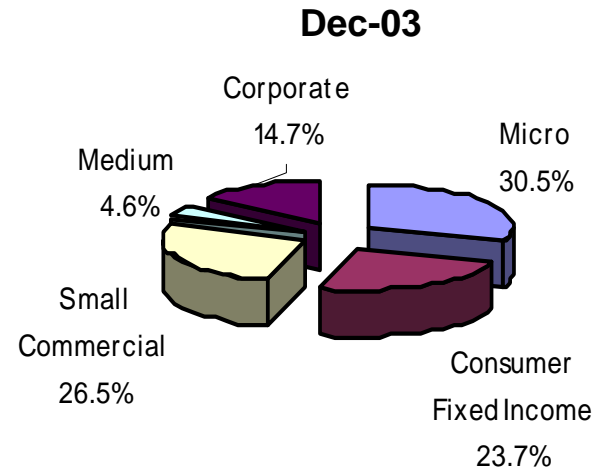
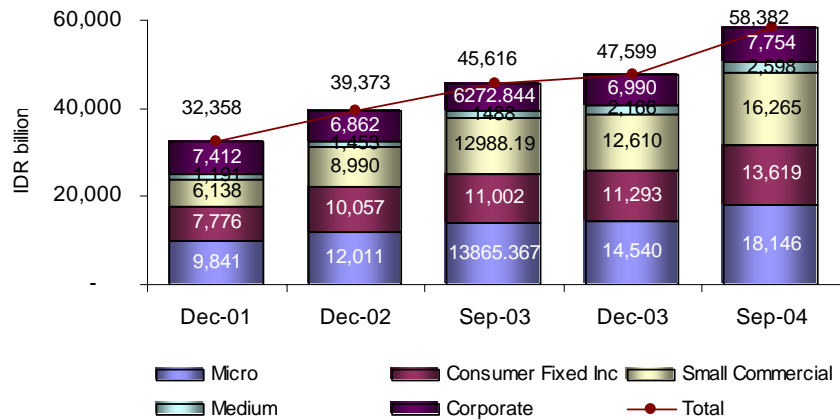
*) 2001 are consolidated figures comprising BRI and one subsidiary, PT. Bank Inter-Pacific.Tbk

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Sound and Improving Loan Book

Loan Growth by Business Segment

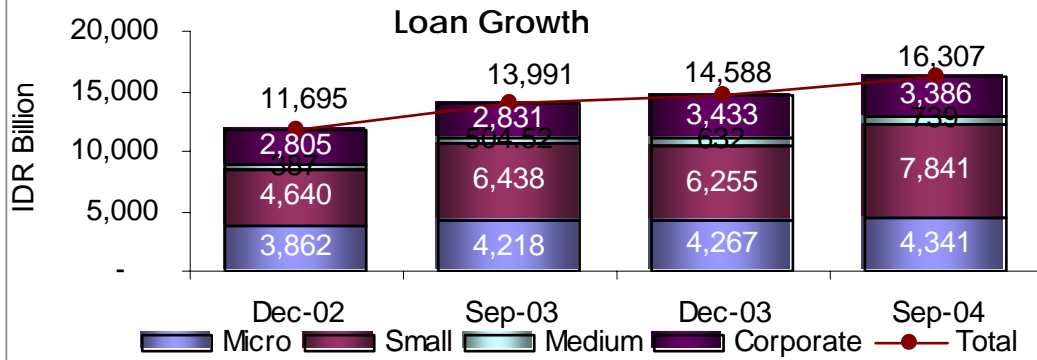


# of Loan Accounts	June 04
Micro (BRI Unit)	3.154.741
Smal, Medium & Corp	3.028.646
Total	6.183.387

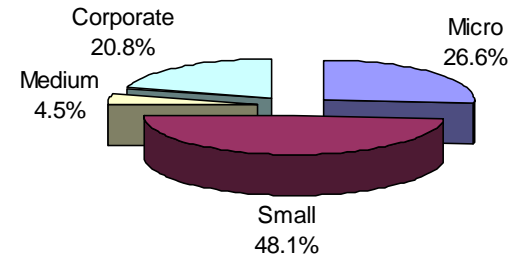


Sound and Improving Loan Book

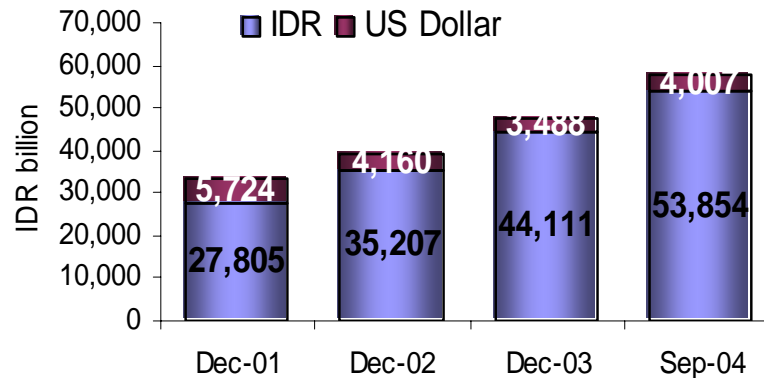
Agribusiness Loans



By Business Segment, September 2004

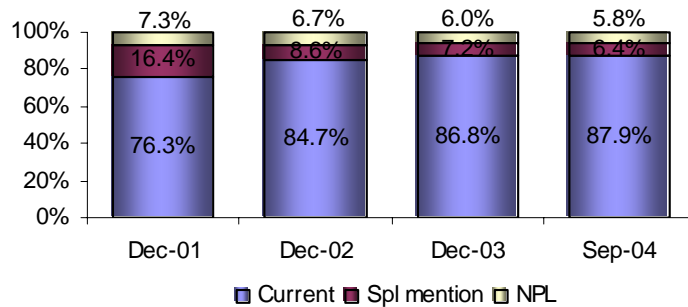


Loans by Currency

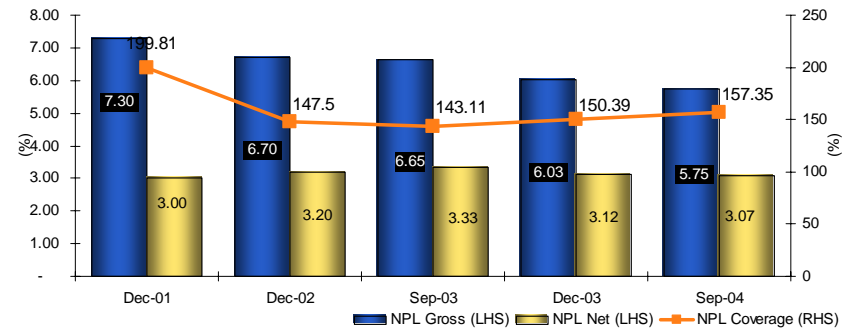


Sound and Improving Loan Book

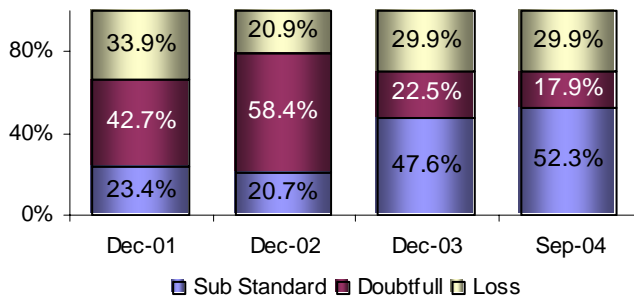
Classified Loans



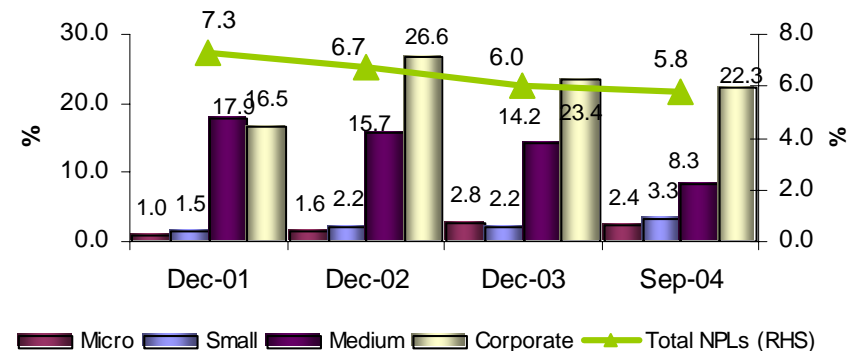
Loan Quality and NPL Coverage



NPL Composition



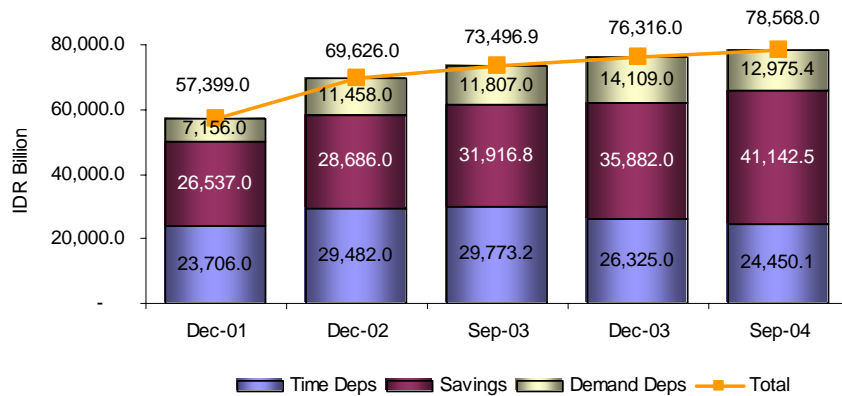
NPL Trend by Business Segment



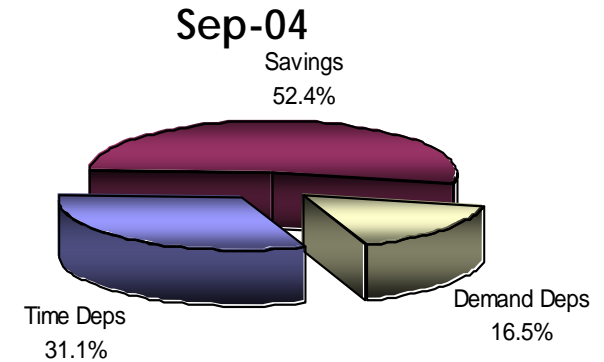
Funding mix :

aiming for low cost of funds

Deposits Growth by Product



Customer Deposits Composition



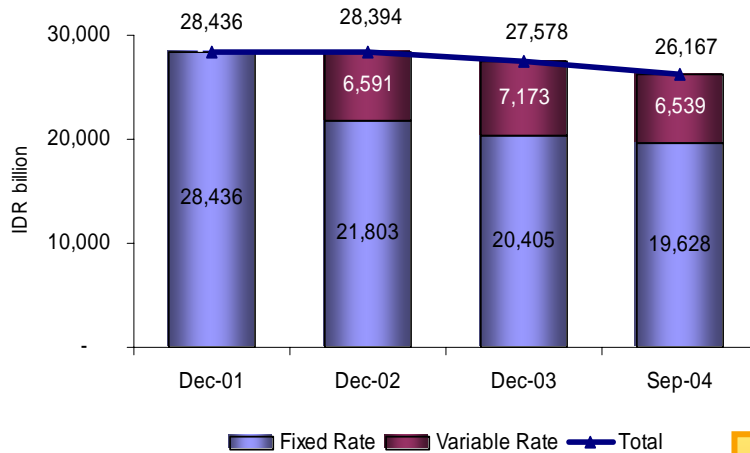
# of Deposit Accounts	June 04
Micro (BRI Unit)	30,434,823
Branch channel	8,602,712
Total	39,037,535

Funds	2001	2002	Dec. '03	Sep '04
High Cost	41.10%	42.40%	34.70%	31.1%
Low Cost	58.90%	57.60%	65.30%	68.9%

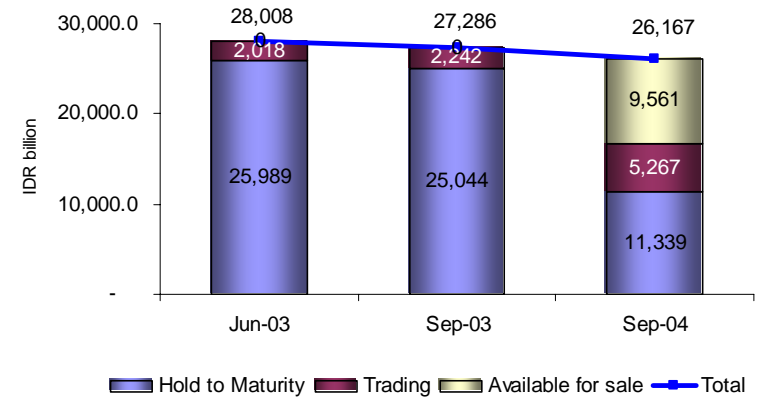


Appropriate composition of Recap. Bonds

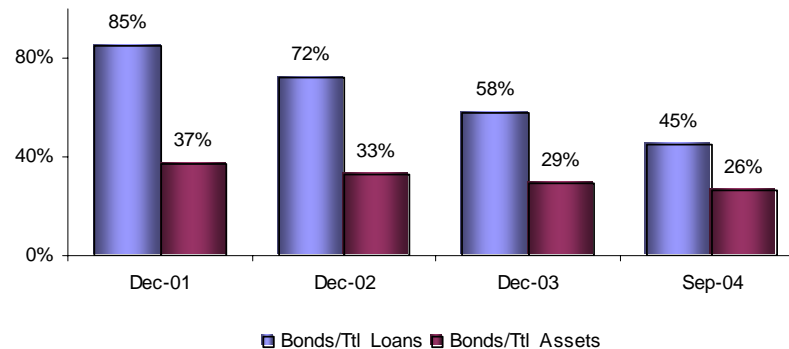
Recap Bonds Portfolio by Type of Rate



Recap Bonds by Type of Holding



Recap Bonds vs. Total Loans and Total Assets



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Balance Sheet

Description	Full Year			Q3		Growth	
	2001*)	2002	2003	2003	2004	YoY	YtD
Total Assets	76,195	86,345	94,710	92,766	100,087	7.9%	5.68%
- Gross Loans (Incl. syariah)	33,529	39,373	47,599	45,617	58,382	28.0%	22.65%
- Government Bonds	28,436	28,394	27,579	27,286	26,167	-4.1%	-5.12%
Total Earning Assets	70,015	79,864	84,165	87,128	92,467	6.1%	9.86%
Provision	(3,244)	(4,189)	(4,403)	(4,617)	(5,314)	15.1%	20.69%
Total Non Earning Assets	10,104	10,394	14,858	10,254	12,934	26.1%	-12.95%
Total Liabilities	76,195	86,345	94,710	92,867	100,087	7.8%	5.68%
Total Customer Deposits	57,759	69,627	76,316	73,497	78,567	6.9%	2.95%
- Demand Deposits	7,516	11,459	14,112	11,908	12,975	9.0%	-8.06%
- Savings	26,529	28,673	35,803	31,917	41,142	28.9%	14.91%
- Time and Certificate Deposits	23,714	29,495	26,401	29,773	24,450	-17.9%	-7.39%
Other Interest Bearing Liabilities	8,596	5,655	4,317	5,419	4,313	-20.4%	-0.09%
Non Interest Bearing Liabilities	9,840	5,269	5,082	7,012	5,463	-22.1%	7.50%
Tier I Capital	3,446	4,133	7,532	5,690	8,490	49.2%	12.72%
Total Shareholders' Equity	4,814	5,794	8,994	6,838	11,743	71.7%	30.56%

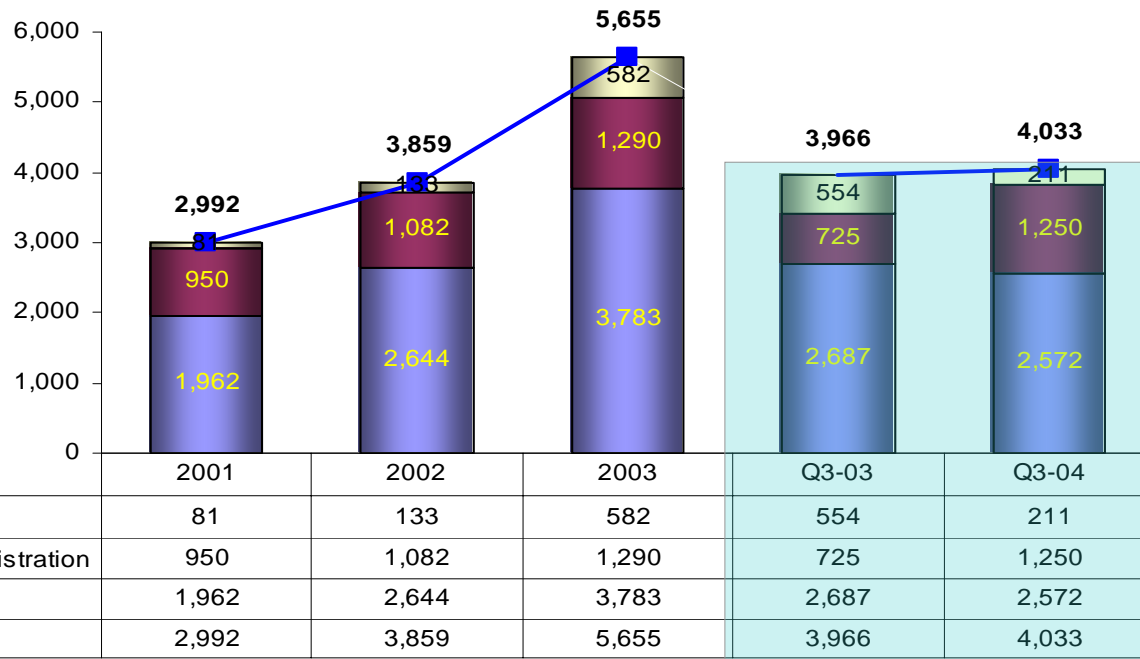
*) 2001 are consolidated figures comprising BRI and one subsidiary, PT Inter-Pasific Tbk



Income Statement Highlights

<i>IDR Billion</i> Descriptions	Full Year			Q 3		Growth YoY
	2001	2002	2003	2003	2004	
Interest Income	10,968	13,454	15,069	11,262	11,561	2.7%
Interest Expenses	(6,006)	(7,373)	(7,043)	(5,514)	(3,379)	-38.7%
NII	4,962	6,081	8,026	5,748	8,182	42.3%
Fees and Other Income	1,153	1,045	939	667	1,244	86.5%
Gross Operating Income	6,115	7,126	8,965	6,415	9,426	46.9%
Operating Expenses	(3,396)	(3,908)	(5,810)	(3,966)	(4,033)	1.7%
Pre Provision Operating Profit	2,719	3,218	3,155	2,449	5,393	120.2%
Provisions	(1,603)	(1,755)	75	(124)	(1,246)	904.8%
Non Operating Profit/(Loss)	25	8	406	375	108	-71.2%
Profit Before Tax and Minor.Int.	1,141	1,471	3,636	2,700	4,255	57.6%
Net Profit	1,064	1,525	2,502	1,822	2,744	50.6%

Overhead Expenses



- 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.
- The increase of G&A in Q3 2004 was due to adjustments on employee expenses

Financial Ratios

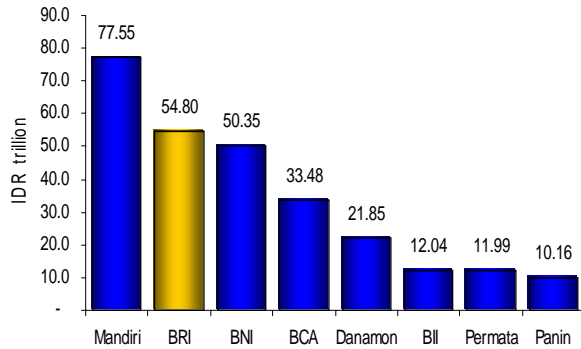
Description	Full Year			Q3		Growth	
	2001	2002	2003	2003	2004	YoY	YtD
Classified Loan Ratio	22.66%	15.31%	13.19%	13.94%	12.08%	-13.34%	-8.42%
NPL ratio - Gross	7.30%	6.74%	6.03%	6.72%	5.75%	-14.43%	-4.64%
NPL ratio - Net	2.72%	3.15%	3.12%	3.40%	3.07%	-9.71%	-1.60%
NPL Coverage ratio - Gross	162.30%	147.50%	150.39%	143.11%	157.35%	9.95%	4.63%
Tier I CAR	10.70%	10.30%	16.30%	12.82%	15.12%	17.94%	-7.24%
Total CAR	13.30%	12.60%	20.87%	17.56%	19.65%	11.90%	-5.85%
Loan to Deposit Ratio	58.10%	56.50%	62.37%	62.07%	74.31%	19.72%	19.14%
Net Interest Margin (NIM)	7.60%	8.12%	9.54%	9.18%	11.93%	29.96%	25.05%
Return on Assets (ROA) - b.t	1.62%	1.83%	4.02%	4.04%	5.81%	43.81%	44.53%
Return on Assets (ROA) - a.t	1.52%	1.90%	2.77%	2.72%	3.74%	37.50%	35.02%
Return on Equity (ROE) - Tier I	30.36%	38.81%	43.41%	45.23%	43.40%	-4.05%	-0.02%
Return on Equity (ROE) - B/S	21.27%	26.99%	35.68%	37.04%	34.84%	-5.94%	-2.35%
Cost of Fund (COF)	9.14%	10.04%	7.86%	7.94%	4.67%	-41.18%	-40.59%
Minimum Reserve Requirement	7.82%	6.05%	10.92%	5.08%	8.11%	59.65%	-25.73%
Net Open Position	11.40%	7.80%	12.46%	7.90%	12.24%	54.94%	-1.77%
Opr. Expense to Opr. Income	90.81%	89.92%	79.82%	80.51%	67.62%	-16.01%	-15.28%
Cost Efficiency Ratio (CER)*	50.13%	57.48%	65.33%	63.64%	46.43%	-27.04%	-28.93%

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

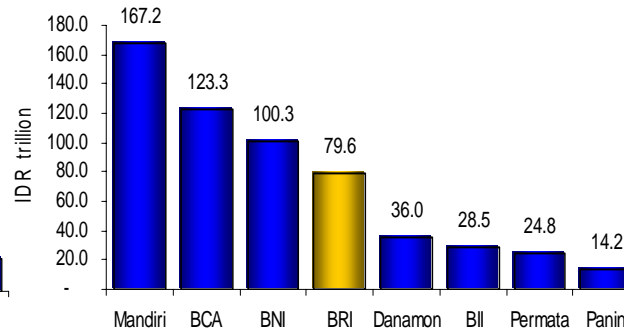


Strong position among major banks

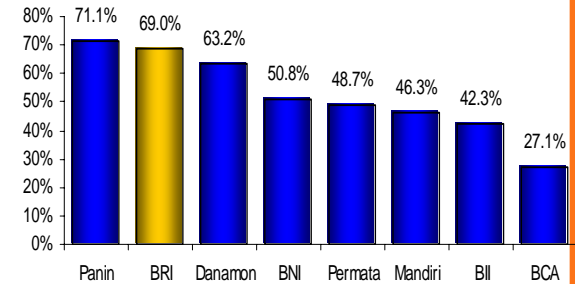
Pinjaman (June 2004)



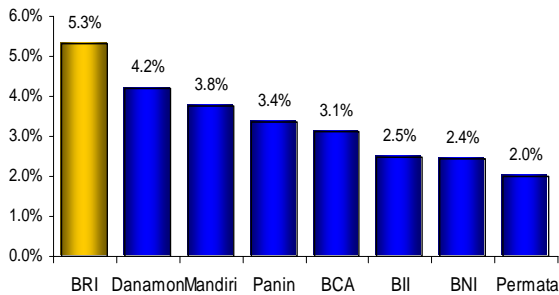
Simpanan (June 2004)



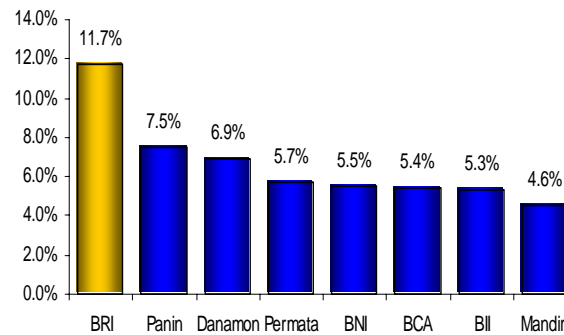
LDR (June 2004)



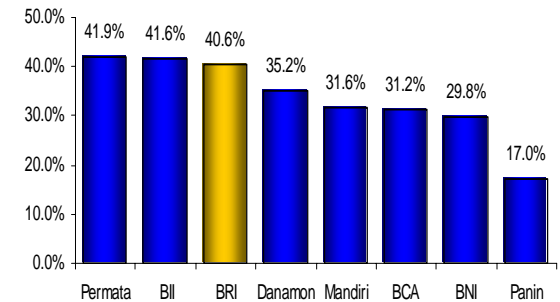
Return on Assets (June 2004)



Net Interest Margin (June 2004)



Return on Equity (June 2004)



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Conclusion

- Consistent Focus on Micro, Small and Medium Business
- Maintain Strong Loan Growth
- Maintain Liquidity Position and Strong Capital Base
- Continue to Improve Funding Mix
- Continue Growing Organically
- Continue to Improve GCG and Risk Management Practices
- Continue to Improve Efficiency

Thank You

