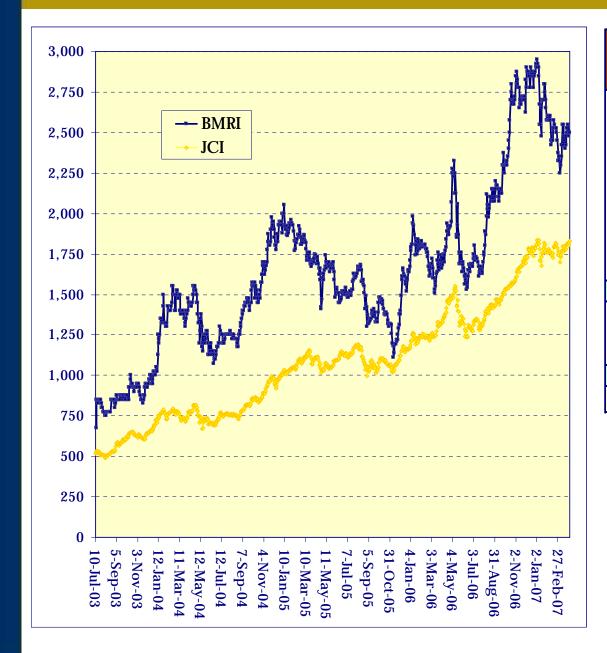
# PT Bank Mandiri (Persero) Tbk Q1 2007 Results Presentation

Prosper with Us



### **Share Information**



	as of 31 March 2007		
Description	No. of Investors	No. of shares	%
DOMESTIC			
1. Government of RI	1	14,000,000,000	67.86%
2. Retail	15,583	598,500,483	2.90%
3. Employees	9,336	147,628,509	0.72%
4. Coops./Foundations	12	11,155,500	0.05%
5. Pension Funds	152	191,285,500	0.93%
6. Assurance/Banks	50	202,329,500	0.98%
7. Institutions	241	512,544,796	2.48%
8. Mutual Funds	97	405,119,000	1.96%
Total	25,472	16,068,563,288	77.88%
INTERNATIONAL			
1. Retail	83	9,298,500	0.05%
2. Institutional	431	4,554,106,704	22.07%
Total	514	4,563,405,204	22.12%
TOTAL	25,986	20,631,968,492	100.00%

△ from:	IPO	Jan 1 2007
BMRI	+270.4%	-13.8%
JCI	+249.0%	+1.4%

### **Bank Mandiri Presentation Contents**

Results Overview	Page #
FY Financial Highlights	2
Quarterly Loan Growth & LDR	3
Quarterly Funding Mix & Deposit Costs	4
Quarterly Net Interest Margins	5
Quarterly Fees & Commissions	6
Quarterly Overhead Expenses & Detail	7
Quarterly NPL Movement & Asset Quality	8 – 9
<ul><li>Provisioning &amp; Collateral</li></ul>	10
Quarterly Analysis of NPL Downgrades	11
<ul> <li>Top NPL Debtor Developments</li> </ul>	12 – 15
<ul> <li>NPL Resolution Program</li> </ul>	16 – 18
<ul><li>Operating Profit, Core Earnings, PAT</li></ul>	19 – 20
■ BI "Good Performing Bank" Criteria	21
Operating Performance Highlights	
<ul><li>SBU Overview</li></ul>	22 – 24
<ul><li>Corporate Banking</li></ul>	25 – 27
<ul> <li>Treasury &amp; International Banking</li> </ul>	28 – 29
<ul> <li>Commercial Banking</li> </ul>	30 – 32
<ul><li>Micro &amp; Retail Banking</li></ul>	33 - 38
<ul><li>Consumer Finance</li></ul>	39 - 42
<ul><li>2007 Milestones</li></ul>	43
Supporting Materials	44 – 85
Financial Statements	86 - 95

## **Key Financial Highlights\***

Bank Mandiri's Q1 2007 Performance continued to demonstrate marked improvements in a number of key indicators:

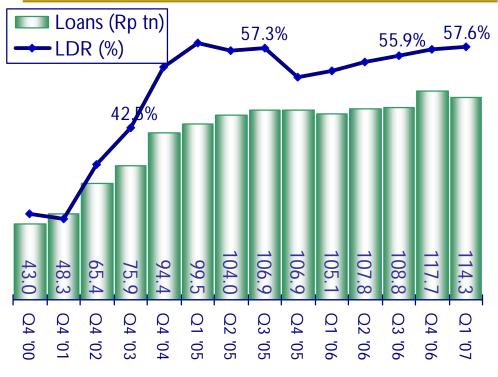
	Q1 2006	Q1 2007	Change
Loans	Rp105.1 tn	→ Rp114.3 tn	8.8%
Net NPL Ratio	15.0%	4.7%	(68.7%)
Low Cost Funds Ratio	44.4%	<b>54.5</b> %	22.7%
NIM (1)	4.2%	<b>5.9</b> %	40.5%
Efficiency Ratio (2)	46.2%	<b>→</b> 37.3%	(19.3%)
Earnings After Tax	Rp510 bn <b>=</b>	1,026 tn	101.2%

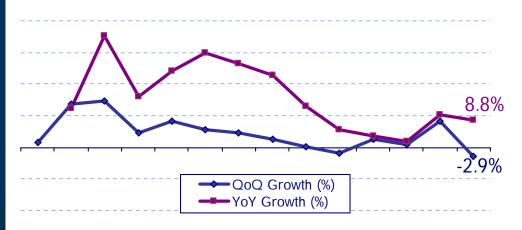
<sup>(1) 6.8%</sup> Including non-recurring interest revenue

<sup>(2) 33.4%</sup> Including non-recurring interest revenue

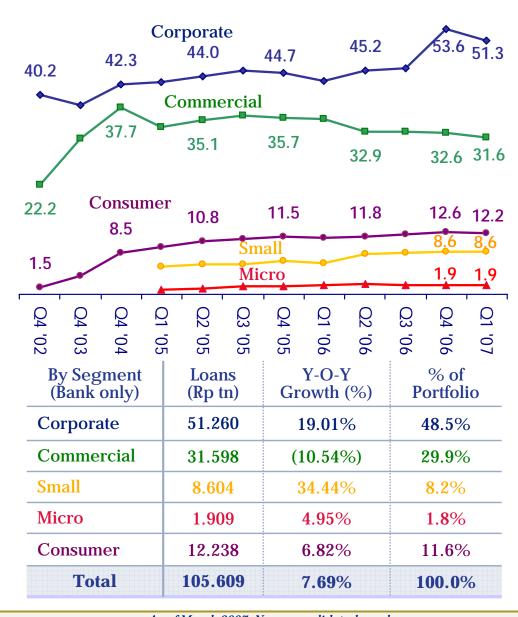
## LDR reached 57.6% on 8.8% Y-o-Y consolidated growth

#### **Quarterly Loan Data - Consolidated**

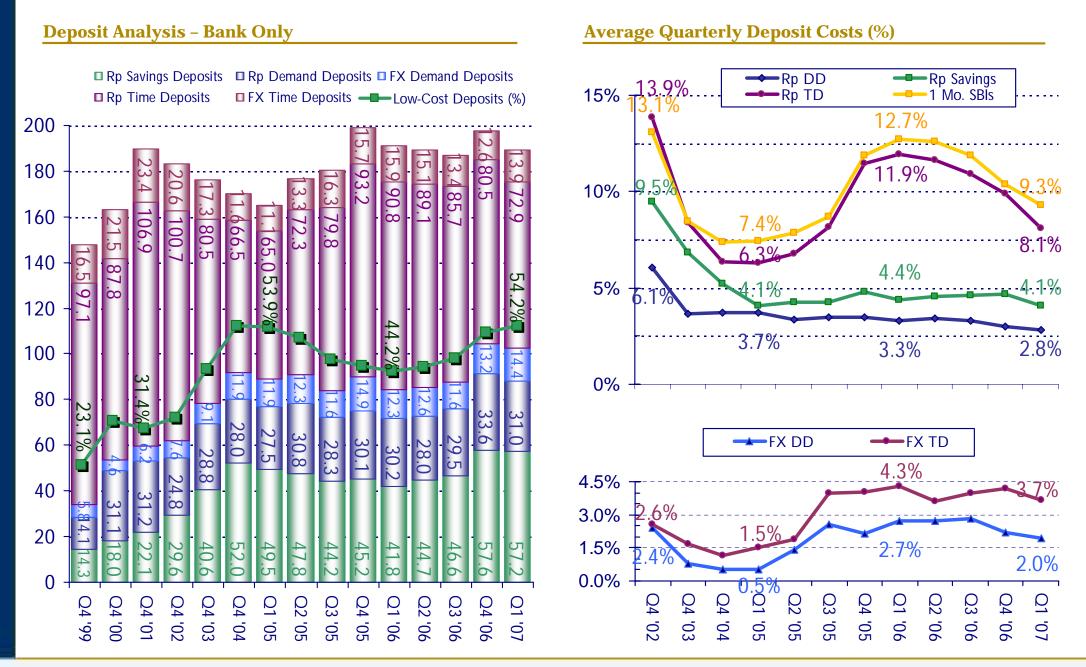




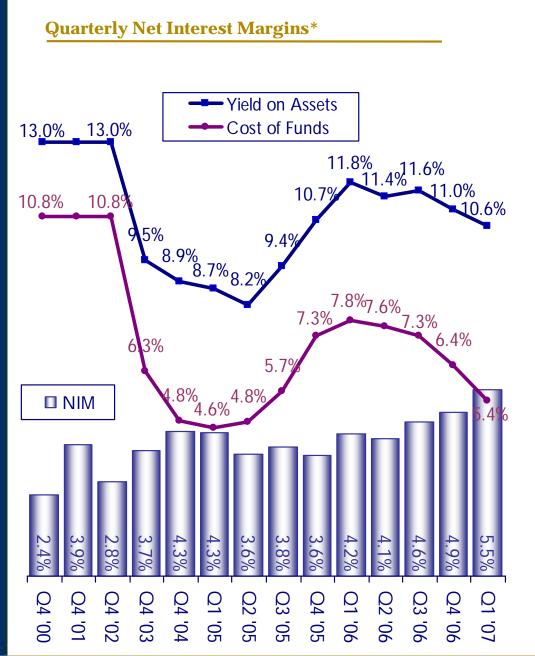
#### **Quarterly Loan Segment Details - Bank Only**

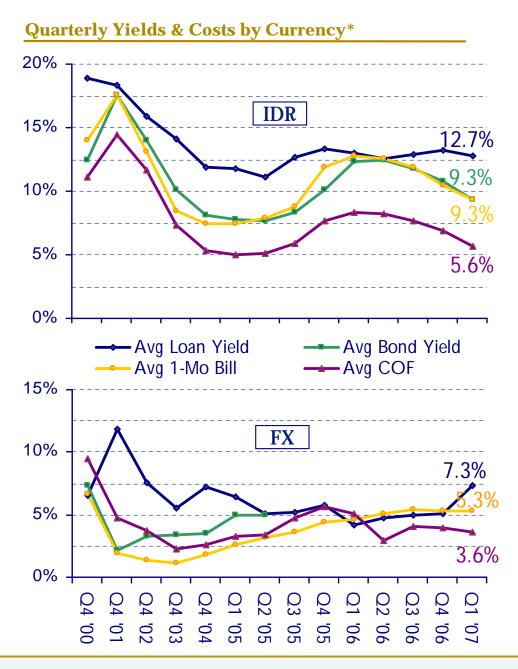


## Q1 Deposits fell 4.1% on 9.4% drop in IDR Time Deposits



### Q1 NIM expands on falling COF across currencies

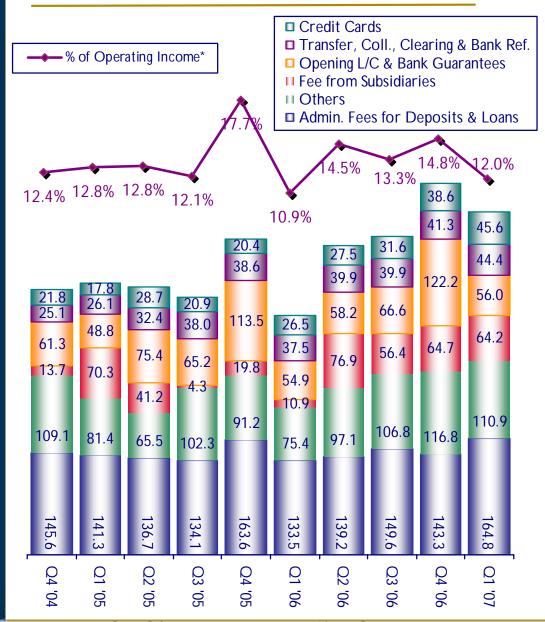




<sup>\*</sup>Excluding the impact of non-recurring interest income

## Non-loan Related Fees & Commissions up 43.5% Y-o-Y

#### Non-loan related fees & commissions

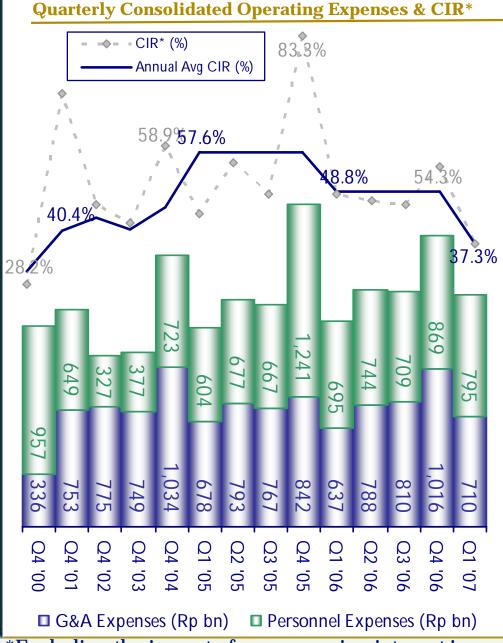


#### **Details of Q1 2006 & 2007**

Non-Loan Related Fees & Commissions (Rp billion)	Q1 2006	Q1 2007	Y-o-Y △ (%)
Admin. Fees	133.5	164.8	23.5%
Others*	75.4	110.9	47.0%
Subsidiaries	10.9	64.2	491.9%
L/C & Guarantees	54.9	56.0	2.0%
Transfers, Collections	37.5	44.4	18.4%
Credit Cards	26.5	45.6	72.1%
Total	338.7	485.9	43.5%

<sup>\*</sup>Others include Custodian & Trustee fees, Syndication, Mutual Funds, Payment Points, etc.

### Q1 Cost to Income Ratio declined to 37.3%



#### **Breakdown of Q1 2006 & 2007 Operating Expenses**

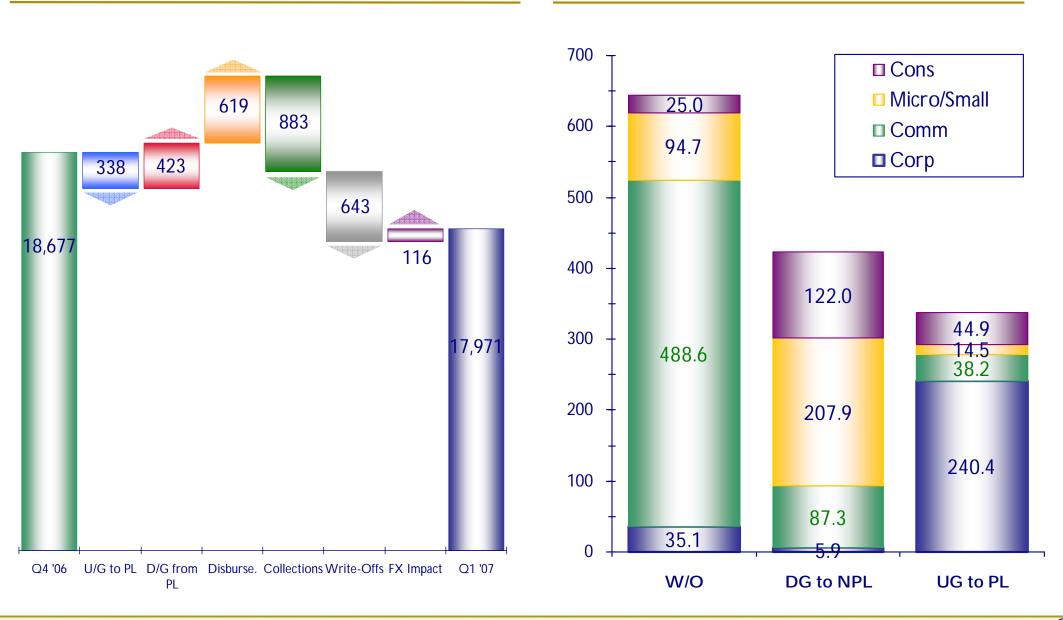
	Q1 '06	Q1 '07	Change (Y-o-Y)
Personnel Expenses			
Base Salary	268,354	281,175	4.78%
Other Allowances	303,387	349,848	15.31%
Post Employment Benefits	26,741	60,194	125.10%
Training	26,627	30,898	16.04%
Subsidiaries	70,186	72,792	3.71%
<b>Total Personnel Expenses</b>	695,295	794,907	14.33%
G & A Expenses			
IT & Telecommunication	169,839	196,586	15.75%
Occupancy Related	190,289	188,705	(0.83%)
Promotion & Sponsorship	43,078	74,136	72.10%
Transportation & Traveling	63,355	60,821	(4.00%)
Professional Services	52,140	62,483	19.84%
<b>Employee Related</b>	41,592	47,682	14.64%
Subsidiaries	76,744	79,928	4.15%
Total G & A Expenses	637,037	710,341	11.51%

<sup>\*</sup>Excluding the impact of non-recurring interest income & bond gains

## Q1 NPLs fall to Rp17.97 billion on collections & write-offs



#### **Movement by Customer Segment (Rp Bn)**



## Net NPLs at 4.7% with provisioning coverage of 83.3%

#### **NPL Movement - Consolidated**

### 190.4% 161.4% 83.3% 49.1% 42.8% $Q_3$ 05 05 05 90' 90' 05 **Gross NPL Ratio** Net NPL Ratio Prov/NPL Prov/NPL incl. Coll.

#### **Category 2 Loans - Bank Only**



## Cash Provisioning for Category 5 loans at 79.8%

#### **Non-Performing Loans by Segment**

	NPLs (Rp tn)	Q4△ (Rp tn)	NPLs (%)
Corporate	10.12	(0.19)	19.75%
Commercial	6.36	(0.63)	20.12%
Small	0.70	0.04	8.16%
Micro	0.22	0.02	11.52%
Consumer	0.57	0.05	4.66%
Total	17.97	(0.71)	17.02%

- Bank Mandiri's current provisioning policy adheres to BI requirements
- As of 31 March '07, loan loss provisions excess to BI requirements = Rp1,051.3 bn

Provisioning Policy	Performing Loans		Non-Performing Loans		
Collectibility	1	2	3	4	5
BI Req.	1%	5%	15%	50%	100%
BMRI Policy	1%	<b>5</b> %	15%	<b>50</b> %	100%
BMRI pre-2005	2%	15%	50%	100%	100%

#### **Collateral Valuation Details**

Collectibility	1	2	3	4	5
Total Cash Prov. (Rp bn)	726	1,446	346	228	12,407
% Cash Provisions	1.0%	8.6%	18.0%	45.9%	79.8%
Collateral Prov. (Rp bn)		9,187	1,111	41	4,197
# of Accounts		55	13	2	50

Collateral has been valued for 120 accounts and collateral provisions of Rp 14,536 bn have been credited against loan balances of Rp 20,913 bn

Collateral value is credited against cash provisioning requirements on a conservative basis. For assets valued above Rp 5bn:

- Collateral is valued only if Bank Mandiri has exercisable rights to claim collateral assets
- 70% of appraised value can be credited within the initial 12 months of valuation, declining to:
  - > 50% of appraised value within 12 to 18 months
  - > 30% of appraised value within 18 to 24 months
  - ➤ No value beyond 24 months from appraisal

## Declining trend on net downgrades for new loans\*

### Total Loans originated since 2005

		Net	Net Upgrades/Downgrades#				Q1 2007 Details	
Loan Background	Q1 '07 Balance (Rp bn)	Q1 2006	Q2 2006	Q3 2006	Q4 2006	Q1 2007	DG to NPL	UG to PL
Corporate	14,926.2	0.59	-	-	0.02	_	-	-
Commercial	9,271.0	1.63	1.27	1.33	2.04	0.11	0.11	-
Small & Micro	4,811.6	2.27	3.14	2.17	1.62	1.87	2.09	0.22
Consumer	6,575.3	1.63	0.73	1.18	0.25	0.78	1.04	0.26
Total	35,584.1	1.51	1.08	1.00	0.68	0.42	0.50	0.08

<sup># %</sup> downgrades and upgrades are quarterly figures

## Progress on Selected Top Debtors (1)

### Raja Garuda Mas

- The agreement to restructure the syndicated loans of 3 companies within the group ("Riau Complex") was concluded on 19 October 2006, with the total facilities of USD 1.43 billion as of 30 September 2006 (Bank Mandiri's portion was USD 589.93 million).
- The loan restructuring agreement was signed between the group and 3 major creditors (Bank Mandiri, BNI and Bank Panin) first. Following that, all remaining creditors to 2 entities (RAPP and RAK) have signed the agreement. Meanwhile, a majority of creditors have agreed to a loan restructuring agreement for the remaining 1 entity (RPE).
- Based on this agreement, the obligor has agreed to increase principal installments from USD 21.6 million to USD 100 - USD 110 million a year from 2007 to 2016 as well as financial ratios and collateral to guard creditors' interests.
- The obligor has since fulfilled the obligations under this new restructuring agreement, was upgraded to Special Mention (Category 2) in December 2006.

### **Argo Pantes**

- The obligor is comprised of 11 companies, of which 6 companies are in integrated textile manufacturing and 5 companies are in other industries (property, tire and steel industry).
- Total exposure to this obligor of Rp2.28 trillion has been restructured. The unsustainable portion of these loans will be settled through disposal of non-core and property assets.
- Loan restructuring agreement was signed on 18 October 2006, with the obligor fulfilling all commitments since that time.
- The obligor paid Rp93 billion in March 2007, leaving an outstanding balance of Rp2.18 trillion.

## Progress on Selected Top Debtors (2)

### **Domba Mas**

- The obligor has submitted a proposal to resolve all of its NPLs through refinancing from other creditors. This process is expected to be finalized by the first semester of 2007.
- The obligor has already repaid, through refinancing, loans to 4 companies of equivalent Rp352.5 billion on 8 February 2007. The remaining outstanding loans are equivalent Rp1,253 billion to 6 companies.

#### Kiani

#### With the support of its investor:

- Kiani has made payments of USD 37 million, fulfilling all past-due obligations, both principal and interest.
- In February the obligor has made an additional payment of approximately USD 11.8 million, leaving the outstanding balance of USD 170.9 million. In March the obligor paid its accrued interest of USD 1.57 million.
- The obligor will resolve its remaining loans through refinancing within near future.

### **Sumber Mitra**

- Total Group exposure equivalent to Rp403.1 billion.
- The loan obligations of PT Sumber Mitra Jaya were settled for Rp163.0 billion on 21 December 2006.
- The loan obligations of Rp240.1 billion to PT. Kalimantan Energi Lestari has been restructured. The restructuring agreement has been effective since 20 December 2006 and the resulting obligations have been fulfilled accordingly. The debtor has been categorized as performing since February 2007

## Progress on Selected Top Debtors (3)

### **Askrindo**

- Total exposure to this obligor as of 15 March 2007 is USD50,528,935, all of which are past due L/C obligations to 7 companies guaranteed by Askrindo.
- A joint agreement between the Bank, Ministry of SOE and Askrindo to resolve these obligations was signed on 20 March 2007. The parties agree that the Bank will reschedule / restructure those loans to respective companies and Askrindo will guarantee the loan rescheduling / restructuring.
- PT Terang Kita, has settled its obligation of ~ USD3 million on 17 April 2007. Askrindo is committed to resolving the obligations of the remaining 6 companies

### Bosowa

- This obligor consists of 12 companies with the total exposure of Rp1.66 trillion.
- Loan obligations of 4 companies were settled in Q4-2006 and the obligations of PT Bantimurung Indah and PT Bosowa Marga Nusantara were settled in January and February of 2007.
- The Bank reviews the new restructuring / resolution proposal of loans to PT Bosowa Berlian Motor and PT Bosowa Multifinance.
- The Bank's consultant (PwC) is currently reviewing a restructuring proposal for loans to PT Semen Bosowa Maros.

### Suba Indah

- Exposure to this obligor totals Rp869.8 billion.
- A restructuring plan has been agreed for loans to Primayudha Mandirijaya Group (exposure of Rp208.3 billion) and is currently awaiting signing.
- The Bank requires Suba Indah (exposure of Rp661 billion) to settle its loans in cash with a minimum amount of Rp500 billion. The Bank is also in a process of auctioning loan collateral, as the loan resolution proposal from the obligor is neither comprehensive nor bankable.

## Progress on Selected Top Debtors (4)

### Djajanti Group

- Total exposure to this debtor is USD76,583,277.
- The obligor settled loans to PT. Hasil Tambak Amboina and PT. Kinantan Sena Putra in October 2006.
- To resolve loans to PT. Biak Mina Jaya, the Bank has agreed that the obligor would sell its assets in Biak (machineries, equipments, heavy duty equipments and vessels) to investor (Eagle Focus Trading Ltd) for USD5.2 million. This agreement was cancelled and now the obligor is in negotiation with new prospective investor.
- An investor previously interested in land assets of PT. Artika Optima Inti in Gresik has not yet finalized a purchase.
- The Bank cannot auction Djajanti Plaza Building (in Tanah Abang, Jakarta) as the Tax Office has already confiscated the building. The Bank has asked the obligor to negotiate its tax liabilities with the Tax Office.
- To resolve other loans to Djajanti Group, the Bank will liquidate loan collateral.

### Lativi Media Karya

- Total exposure was Rp211.5 billion.
- The debtor has made payments of Rp368.4 billion (including interests and penalty) on 23 March 2007.

### Polyprima Karyareksa

- Total exposure to the obligor is equivalent to USD 142.43 million (outstanding as of 31 March 2007)
- To resolve / restructure the loans, the Bank through PT Mandiri Sekuritas will divest the ownership to strategic investors.

### Summary PBI No. 9/6/PBI/2007 Second Revision of PBI No. 7/2/PBI/2005 on Asset Quality

- Uniform
  Classification
  System (UCS)
- •The same rating will be assigned for earning assets given by several banks for the financing of one debtor or a single project if the amount exceeds Rp 10 billion or; if the amount is between Rp 500 million and Rp 10 billion to one debtor or one project in which it is one of the 50 largest debtors or; given under a syndicated loan.
- Bank need not apply UCS if the debtor has different projects and there is a clear segregation cash flow for each project.
- Loan to BPR

Give relief to placements in the form of loans to BPRs in linkage programs with executing schemes. If there is a past due in principal or interest up to 30 days it will be categorized as Substandard; if the past due is more than 30 days it will be categorized as loss.

Timing of Payment

The rating may rely solely on the timing of payment of principal and interest for loans to one debtor / project amounting to Rp 500 million at the maximum; SME of Rp 500 million up to Rp 20 billion (for banks with strong credit risk) or Rp 500 million up to Rp 10 billion (for banks with acceptable credit risk); and also debtors in a specified locations with maximum loans amounting of Rp 1 billion.

4 Collateral Collateral which can be taken into account as deductions from loan provisioning include securities / stocks actively traded in Indonesia capital markets or have an investment rating; land/premises/house/machinery as part of collateralized land; aircraft/vessels of 20m³ size; vehicles/inventory; warehouse receipts.

This revision does not significantly impact Bank Mandiri

SME NPLs current in interest payments and smaller Rp10 billion total roughly Rp425 bn

### Progress of PPKM Mandiri To-Date

## Mandiri's internal preparation on track and in progress...

- Financial Advisor (FA) and Legal
   Advisor (LA) appointed in Aug 2006
- Extraordinary General Meeting of the Shareholders in Dec 2006 received approval for (a) the program itself and (b) the revision of the Bank's Article of Association to support the program
- Development of Policies and Standard Operating Procedures in the final stage of completion
- Stratification of potential NPLs for sales by FA completed
- Corresponding collaterals revalued and asset valuation as well as data room preparation begun
- Mandiri's planned program presented to OC for guidance and inputs

# ...however, several external factors impacting the implementation,...

- Delay in the formation of the Oversight Committee (OC) – originally planned in Aug 2006, delayed to Feb 2007
- Limited roles and responsibility of OC, e.g., just review of bank and external policies, managing the performance management contract, and communication to the stakeholders
- Still lack of alignment among the law-enforcing agencies and other stakeholders on what state-owned banks can do to implement the new regulations

# ...necessitating Mandiri to adjust the timeline of the execution of PPKM

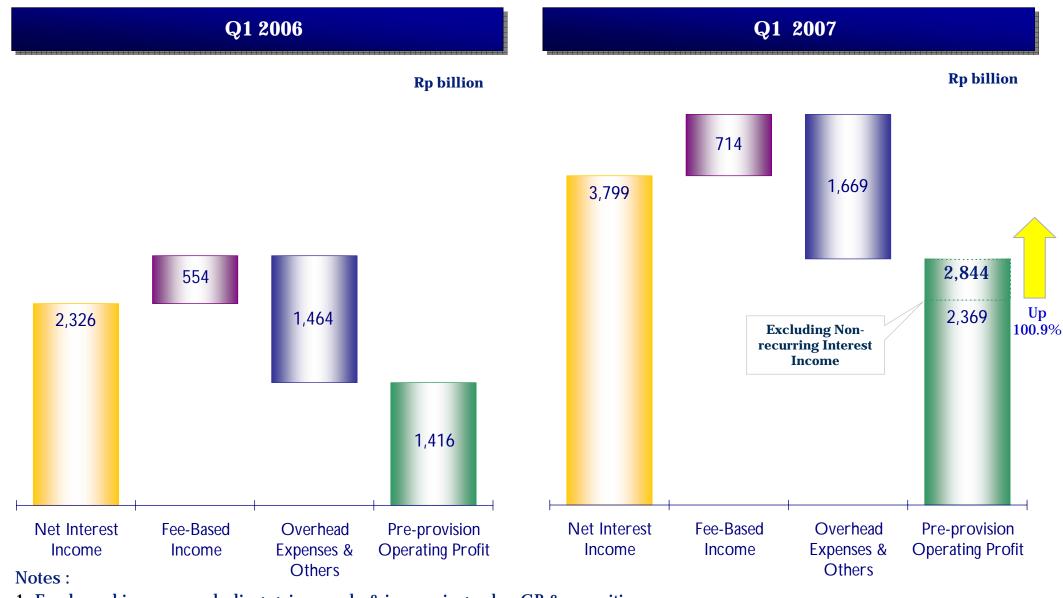
- Mandiri needs to first conduct a "Historical Review" on the NPLs considered in PPKM to identify any major issues
  - An independent auditor engaged to review the larger accounts (235 accts)
  - First Phase Review (150 accts) to be completed by early May 2007
- OC needs to lead the socialization program with all of the stakeholders (incl. lawenforcement agencies and others)

### Where are we now?

	Current Status	Next Plan
NPL Historical Review	Review on 150 accounts (considered for Tranche 1) to be completed in early May 2007	Remaining 93 accounts (considered for subsequent Tranches) to be completed in July 2007
Collateral Reappraisal	101 accounts completed 34 accounts to be completed in early May 2007 Remaining 15 accounts will not be re-appraised	Remaining 93 accounts will be decided later per Financial Advisor's recommendation
Internal policy on Loan Disposal Program (Policy and Procedure)	Being reviewed by Financial Advisor and Legal Advisor, to be completed mid May 2007	
Data Room Preparation	Documents on 150 accounts nominated to be sold have been collected and stored in Data Room	Collection of documents for the 93 accounts will start in May 2007

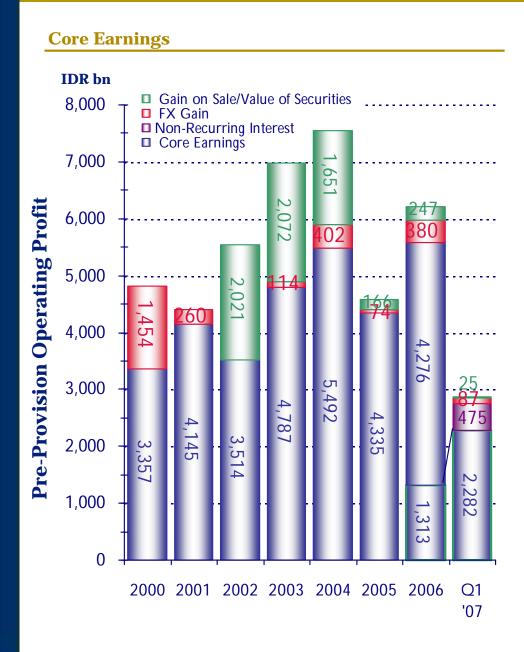
Assuming that the socialization program with the relevant stakeholders led by the Oversight Committee is on track and effective, Tranche 1 sale can start in the second half of 2007

## Q1 '07 operating profit up 100.9% from Q1 '06

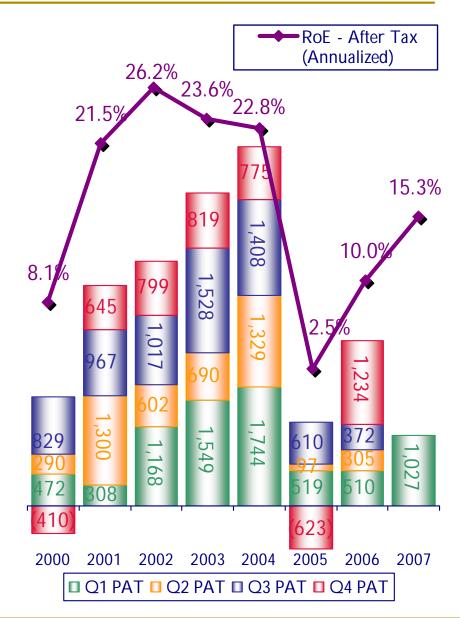


- 1. Fee based income excluding gain on sale & increasing value GB & securities
- 2. Overhead expenses + others excluding provisions

## Q1 core earnings up 73.8% to Rp2,282 billion



#### **Profit After Tax & ROE**



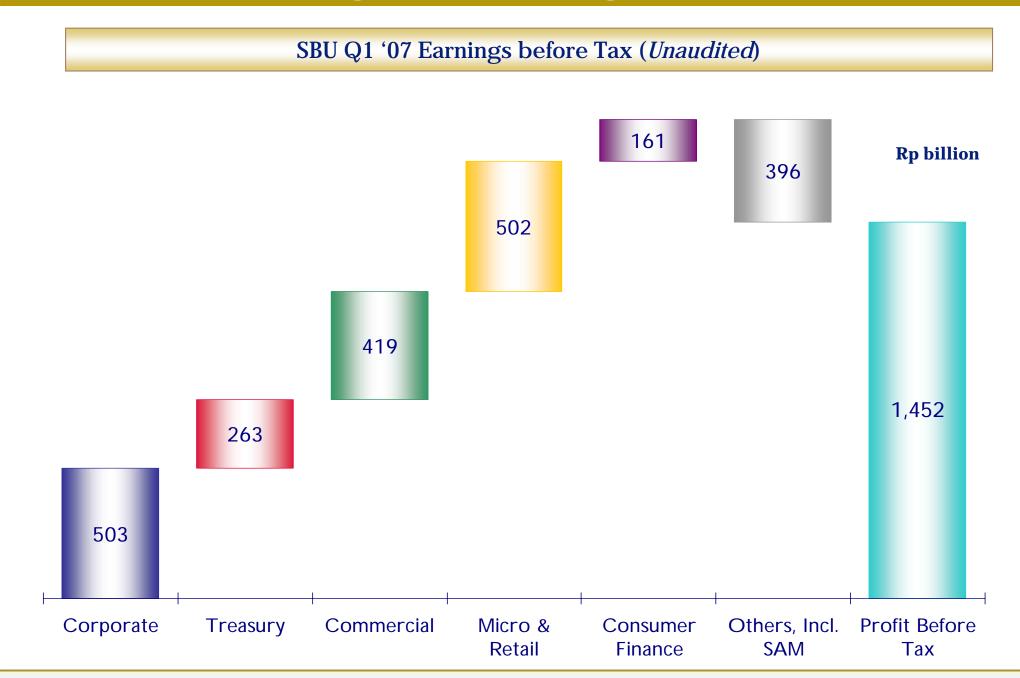
## Mandiri fulfills BI criteria as "Good Performing Bank"

	Q1 2007	Anchor Bank Requirement	
ROA	2.2%	> 1.5%	
LDR	57.6%	> 50%	
Net NPL	4.7%	< 5%	
CAR (incl. market Risk)	26.3%	> 12%	
TIER I	21.4%	> 6%	
Loan Growth	8.8%	> 22% p.a	

### Recap: Leveraging leadership in cash generating businesses to build emerging and future growth engines



## Future businesses generated largest profit in Q1 2007 . . .



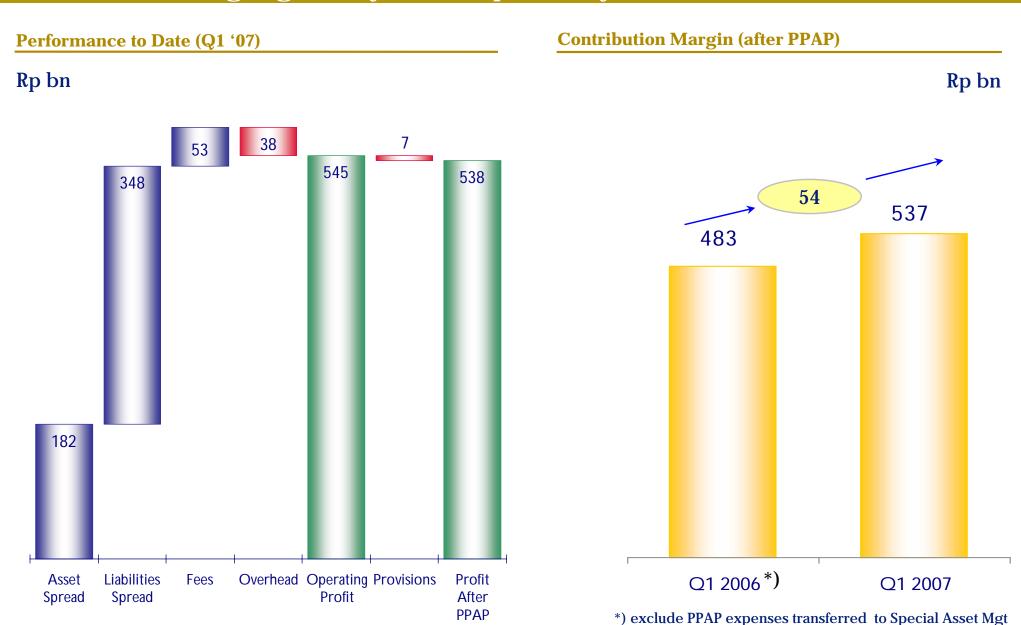
## Strong franchise in all SBUs indicated by solid profitability

Y-T-D March 2007		Corp	Treasury	Comm	M&RB	Consumer	Others	Total
Asset Revenue	Spread	182	346	337	161	228	5,143	6,397
	Provision	7	53	96	49	77	1,062	1,344
	Net Revenue	175	293	241	112	151	4,081	5,053
Liabilities Revenue	Spread	348	(115)	266	859	3	(4,174)	(2,813)
	Dep. Ins	23	7	13	104	31	30	208
	Net Revenue	325	(122)	253	755	(28)	(4,204)	(3,021)
NII		500	171	494	867	123	(123)	2,032
Fee Based		53	125	28	329	117	54	706
Overhead	G & A	5	17	10	231	21	289	573
	Personnel	10	20	26	392	18	257	723
Non-Operating Income		-	6	-	1	1	1	9
Profit before allocated Cost		538	265	486	574	202	(614)	1,451
Allocated Cost		35	2	67	72	41	(218)	(1)
Net Profit Before Tax		503	263	419	502	161	(396)	1,452

### Corporate Banking:



### Contribution margin grew by 11.2%, primarily from liabilities



by the end of 2006



## Retaining leadership & profit growth in Corporate

- 1. Leverage existing customer base, particularly among SOEs and government business to generate cash and contribution margin
- 2. Cross-sell to existing customers to generate transactions and corporate fee income
- 3. Develop value chain business opportunities to generate business across the segments
- 4. Focused marketing approach and improved business processes, particularly in origination

### Leverage existing customer base from SOEs and Government Relations to generate cash & contribution margin

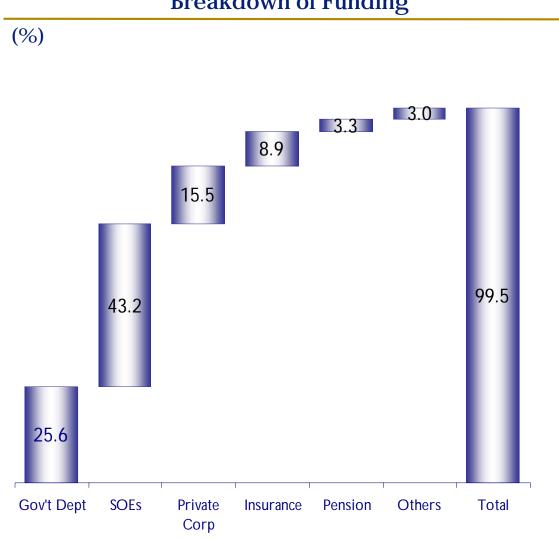




#### Leverage existing customer base to cross sell



#### **New Businesses**



**Syndication** 

- 4 new syndications
- 3 new agent functions

**Trade** Services

- Mining
- Constr., Infrastructure
- Oil & Gas
- Industries
- Plantation

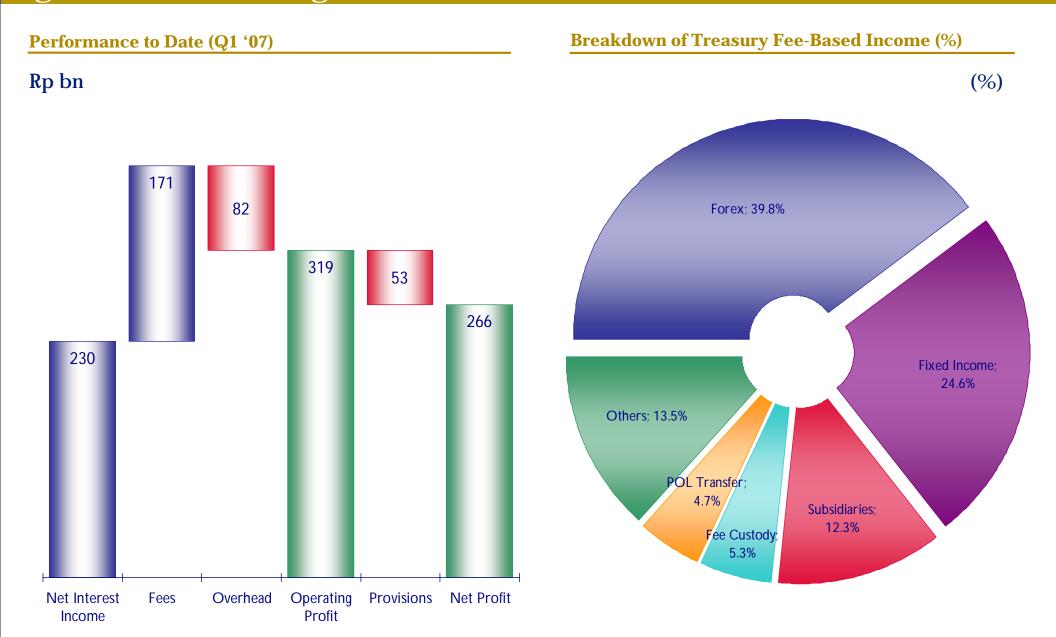
Investment Banking

**Profit (Before Tax)** ManSek targeted growing at Rp 88,9 billion in 2007

Cash Management **Increase Corporate** Customers from 107 to 399

### Treasury & International Banking: Significant fee income generator for the bank







## Building on significant achievements in Treasury

Building and Fixing Platform in 2006 and 2007

- IT Standardization in Overseas Branch (Singapore Branch)
- Implementation local settlement for USD (Mandiri Direct Settlement)
- Open Regional Treasury Marketing (RTM) in Bandung
- Business Development and structured product risk management (Derivatives Support Setup Advisory)

Significant
Achievements in
2006 and year to date
in 2007

- The Best Domestic Provider for Corporate Forex transactions by Asia Money, 2006
- The Third Most Active participants of Bursa Efek Surabaya, 2006
- Dominant Payment Bank transaction in stock market (63.71% AB)
- Largest Market share (22%) in SUN Custodians

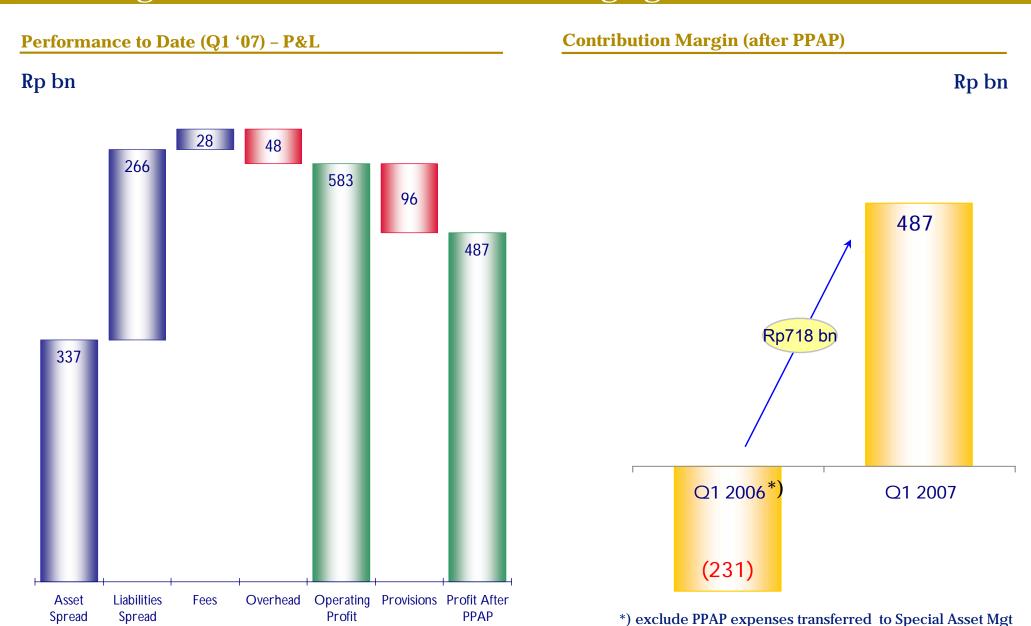
Continue to build on previous success to leverage the Corporate fee opportunities

- Develop Mandiri Direct Settlement into Multilateral USD Settlement.
- Improve product features & facility services by expanding intra-day for Over The Counter (OTC) shares and corporate bonds and by implementing Unit Registry and Straight Through Processing Custodian (CSEP).
- Expand Overseas network & distribution, including upgrading the Shanghai rep office into a full commercial branch

### Commercial Banking:



### Generating balanced revenues from an emerging business



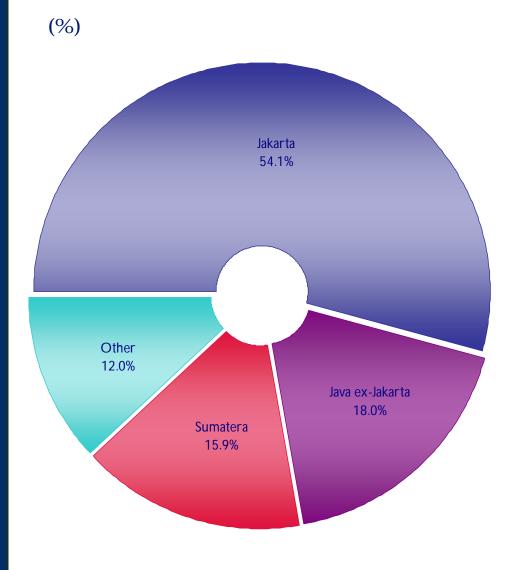
by the end of 2006

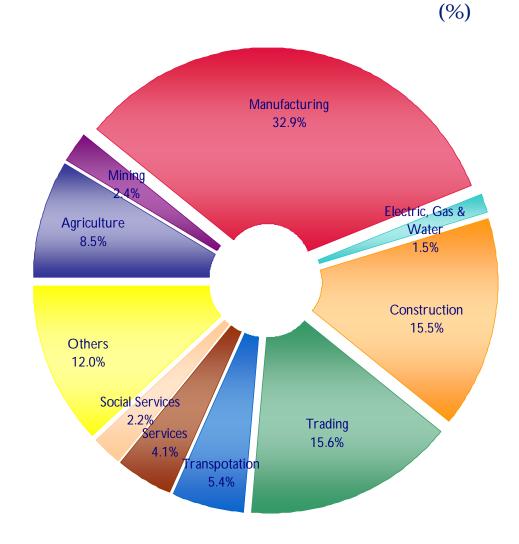


## Diversified business across geography & sectors

**Commercial Operating Profit by Geography (Mar '07)** 

**Commercial Loans by Sector** 







## Focus on building a foundation for future growth

### **Organization**

- Establish a new group to focus on regional sales in key growth areas, including Semarang, Surabaya and Denpasar
- New department in Commercial products focused on developing funding products and monitoring sales activities of funding
- 31 commercial desks (17 CBCs, 11 Floors, and 3 TSCs) were established in 2006 and 5 (TSCs) more are expected in 2007

#### **Product**

- Provide Cash Management Products that received awards from Asia Money 2006
- Trade Finance Products & Services garner 40% market share for export transactions and 25% market share for import transactions
- Demand deposits account for 62% of public funding in which nonborrowers comprise 90%.

### Alliance Program

- Established more than 26 alliance programs in 2006, focusing on sectors with value-chain intensive opportunities such as construction, manufacturing and telecommunications
- In Q1, established 5 alliance programs

### **System**

 Implementation of Loan Origination System to better monitor process flow and measure time to originate

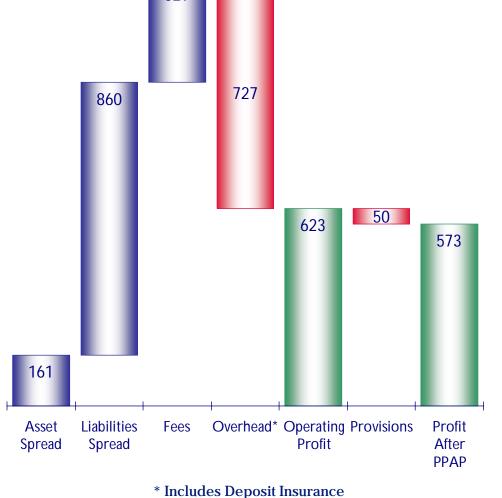
### Micro & Retail Banking: Solid growth in profitability driven by improving liabilities spread

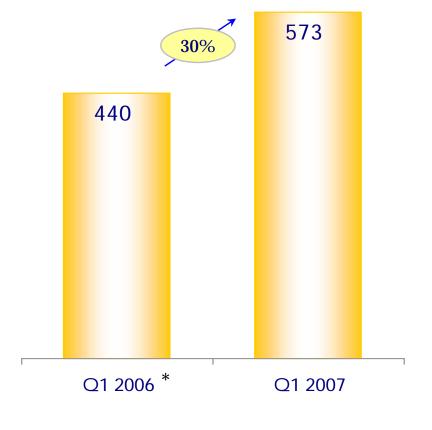


Performance to Date (Q1 '07)

Contribution Margin (after PPAP)

Rp bn





<sup>\*</sup> excludes PPAP expenses transferred to SAM at end-06

### Micro & Retail Banking: Building our deposit franchise while enhancing loan margins

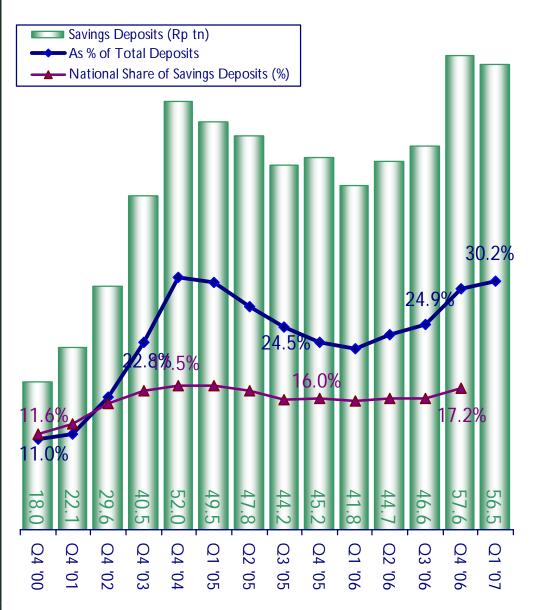


- 1. Building a strong low cost deposit and transactional platform franchise to match key competitor starting in 2007 onward
- 2. Continue relentless effort to improve service as a key element in retaining deposits
- 3. Develop higher margin business in small business and micro lending, building on our strong corporate relationships and indirect channels to quickly build scale in the segment

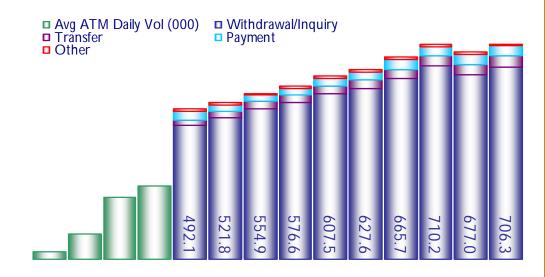


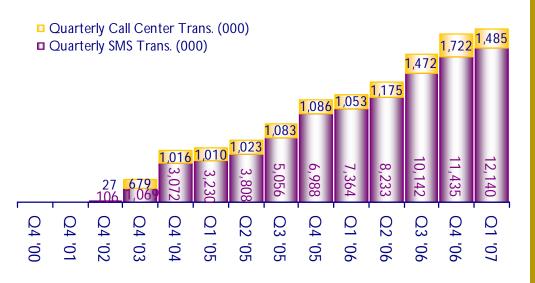
## Building a strong savings deposit franchise





#### **Transaction channel growth**

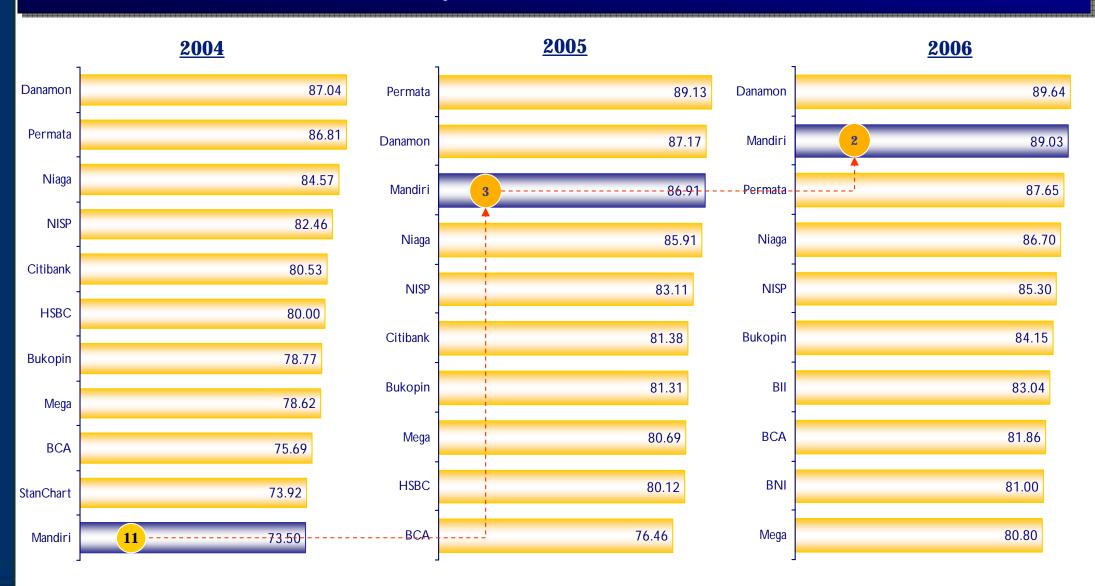






#### Continuous efforts to improve service levels

#### **MRI Survey: Bank Best in Service Excellence**





## Service levels are strong across the board

#### MRI Survey: Bank Best in Service Excellence 2006



## Develop higher margin business in small business & micro, building on existing strengths



Leverage on existing strengths to quickly build small & micro

Credit program for plantation revitalization

- Focus on CPO and plantation value chain which includes:
  - 41 corporates which are already Bank customers, with total plantation area of 266.686 ha
  - Total limit of facilities already extended of Rp1486 Bn

Strategic alliances with corporate & commercial customers in other industries with significant value chain opportunities







Channeling to build scale while learning the customer behavior

Channeling program through "Kredit Koperasi" and BPR

- Total number of BPRs in the linkage program is 804 units with Rp696.7 bn outstanding, and a very low NPL rate of 0.09%
- "Kredit Koperasi by end of March 2007 is Rp979.9 Bn, growing by 18.2% (YoY)

Targeting areas with significant pockets of small and micro businesses

Special bundled services to small and micro businesses in Tn Abang and Mangga Dua have already launched

- Deposits gathered in Tn Abang have increased from Rp735 bn before the launching of the program to Rp756 bn by the end of March '07
- Small and Micro loans by end of March 2007 have increased from Rp4 Bn to Rp28 Bn Launched a small business savings product at end-'06, which by end of Q1 2007 had already reached Rp886 Bn

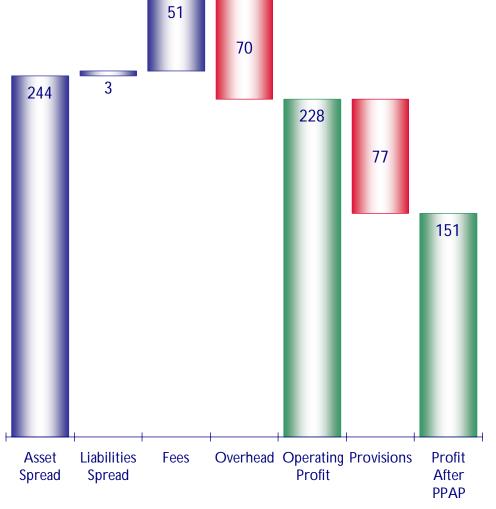
# Consumer Finance: Significant growth in spread and fee income



Performance to Date\* (Q1 '07)

Contribution Margin (after PPAP)

Rp bn

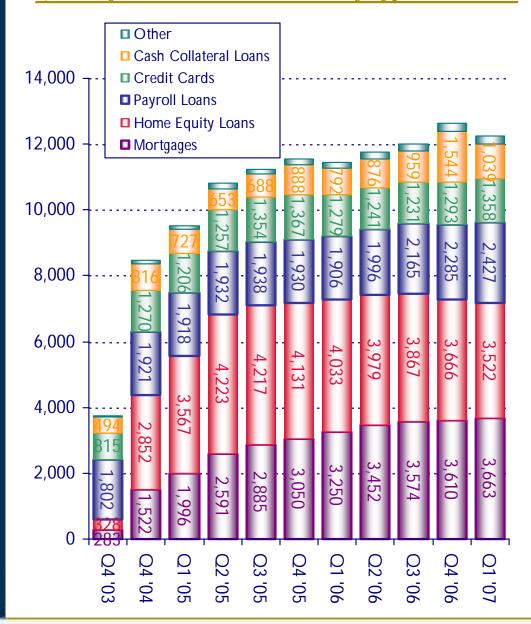






#### Consumer lending rose 6.8% Y-o-Y on mortgages

#### **Quarterly Consumer Loan Balances by Type**



#### **Consumer Loan Growth by Type**

Loop Type	Growth (%)			
Loan Type	Y-o-Y	Q-o-Q		
Other	17.43%	3.07%		
Cash Collateral Loans	31.10%	(32.73%)		
Credit Cards	6.11%	5.01%		
Payroll Loans	27.32%	6.23%		
Home Equity Loans	(12.68%)	(3.94%)		
Mortgages	12.70%	1.48%		
Total Consumer	6.82%	(3.03%)		
		, ,		

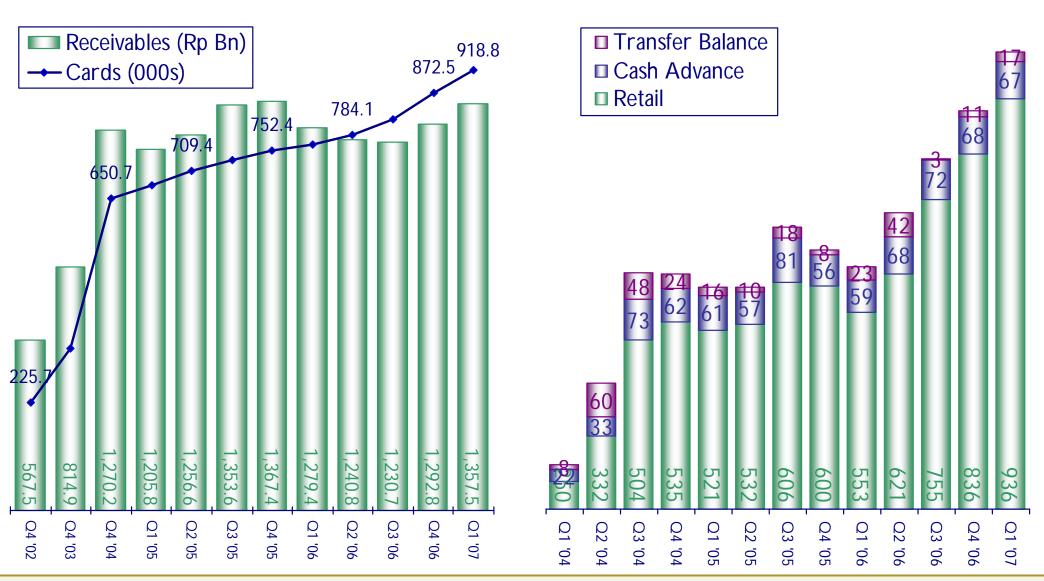
<sup>\*</sup>Auto & Motorcycle Loans channeled or executed through finance companies = Rp 3.39 tn in our Commercial Loan Portfolio

# Consumer

## 919k Visa Cards made Q1 transactions of Rp1,020 bn

**Mandiri Visa Card Holders and EOQ Receivables** 

**Visa Card Quarterly Sales by Type of Transaction (Rp Bn)** 



# Stronger relationships with merchant partners on local and national scale will drive higher usage of cards



60% growth in sales, 20% growth in receivables, 7.7% value of transactions in Indonesia and 12% growth number of card

#### 1,200 Merchants

## **200 Prime Marketing Program** (Acqusition & Activation)



- Power Buy alliance with 74 merchants
- Promo Programs with Hotels, Cafés & Restaurants
- Company Solicitation of Corporate Clients
- Power Cash Program



- Power Buy with 22 merchants in the regions
- Discount program working with anchor regional merchants, example: ADA Swalayan Semarang, Tiara Dewata Bali
- Acquisition program through payroll
- Local loyalty for active users, e.g.: Romantic Duo in Bali

#### 2007 Major Goals

- Gross NPL below 10% and Net NPL below 5%
- Fulfill all criteria to be considered an anchor bank (consolidator bank) as of the end of 2007
- ROE improvement to above 13% (envisioned a normalized ROE of above 18% starting from 2008)
- Gross loan growth of more than Rp 20 trillion or 18%
  - Above 30% growth in consumer loan driven by key products: credit card, mortgage, payroll loan, and auto loan (through channeling and alliances)
  - Above 30% growth in corporate loan driven by key sectors: CPO, infrastructure (toll roads & energy), telecommunication and consumer goods
- Major leap in saving deposit to more than Rp 60 trillion
- Margin improvement to above 4.6%, driven by major NPL recovery, aggressive asset growth and continuous improvement in funding mix
- Retain efficiency ratio at about 50%
- Customer service satisfaction leader in the industry
- Implement best practice Strategic Business Unit operating model

# Supporting Materials

## Key Quarterly Balance Sheet Items & Financial Ratios

IDR billion / %	Q1 '06	FY 2006	Q1 '07	YoY Change (%)
Gross Loans	105,075	117,671	114,306	8.8%
<b>Government Bonds</b>	92,225	90,648	90,628	(1.7%)
<b>Total Assets</b>	254,885	267,517	261,026	2.4%
<b>Customer Deposits</b>	198,083	205,708	198,298	0.1%
<b>Total Equity</b>	23,889	26,341	27,361	14.5%
RoA - before tax (p.a.)	1.20%	1.09%	2.20%	
RoE – after tax (p.a.)	8.70%	9.95%	15.30%	
Cost to Income <sup>(1)</sup>	46.20%	48.77%	33.30%	
NIM (p.a.)	4.20%	4.70%	6.80%	
LDR	53.00%	57.20%	57.60%	
Gross NPL / Total Loans	26.20%	16.60%	16.30%	
Provisions / NPLs	46.90%	73.67%	83.30%	
Tier 1 CAR <sup>(2)</sup>	19.50%	19.63%	21.40%	
Total CAR <sup>(2)</sup>	25.20%	25.30%	27.10%	
Total CAR incl. Market Risk	24.60%	24.63%	26.30%	
EPS (Rp)	25.14	119.08	49.75	97.9%
Book Value/Share (Rp)	1,178	1,297	1,326	12.6%

<sup>(1) (</sup>G&A and employee expenses) / (Net Interest Income + Other Operating Income), excluding bond gains

<sup>(2)</sup> Bank only – Not including Market Risk

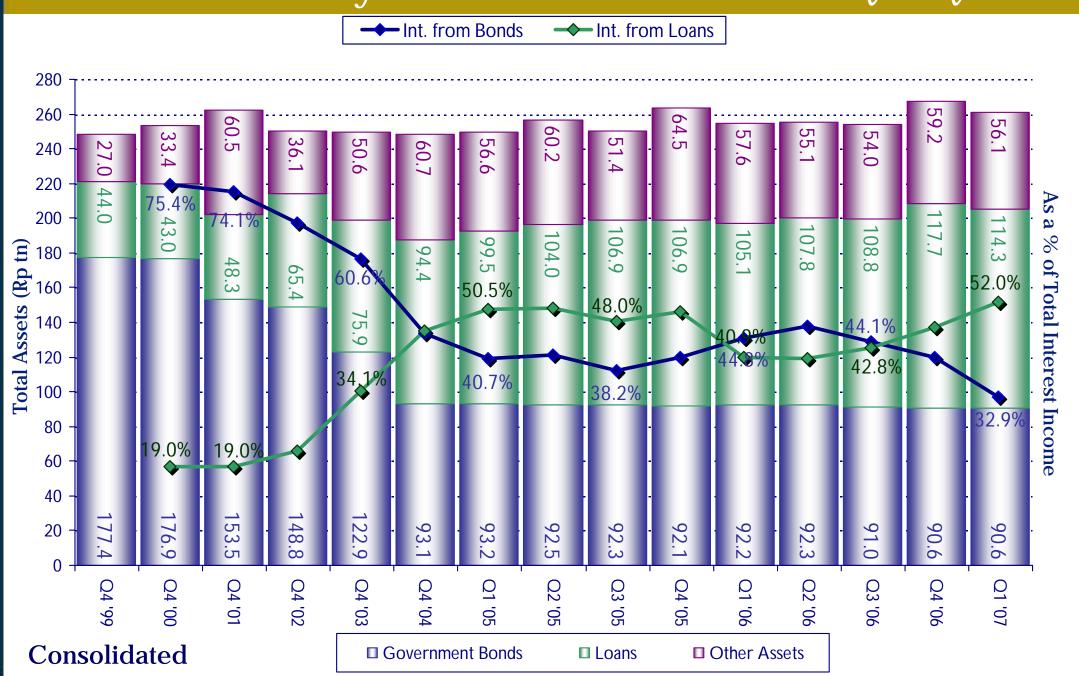
## Summary P&L Information – Q1 '06 vs. Q1 '07

	Q1 2006		Q1 2007		YoY Change	
	Rp (Billions)	% of Av.Assets*	Rp (Billions)	% of Av.Assets	(%)	
Interest Income	6,623	10.3%	6,761	10.4%	2.1%	
Interest Expense	(4,297)	(6.7%)	(2,962)	(4.6%)	(31.1%)	
Net Interest Income	2,326	3.6%	3,799	5.9%	63.3%	
Other Operating Income	554	0.9%	714	1.1%	28.9%	
Gain from Increase in Value & Sale of Bonds	238	0.4%	24	0.1%	(89.9%)	
Provisions, Net	(873)	(1.4%)	(1,398)	(2.2%)	60.1%	
Personnel Expenses	(695)	(1.1%)	(795)	(1.2%)	14.4%	
G & A Expenses	(636)	(1.0%)	(710)	(1.1%)	11.6%	
Other Operating Expenses**	(133)	(0.2%)	(164)	(0.3%)	23.3%	
<b>Profit from Operations</b>	781	1.2%	1,470	2.3%	88.2%	
Non Operating Income	6	0.0%	9	0.0%	50.0%	
Net Income Before Tax	787	1.2%	1,479	2.3%	87.9%	
Net Income After Tax	510	0.8%	1,026	1.6%	101.2%	

<sup>\* %</sup> of Average Assets on an annualized basis

<sup>\*\*</sup> primarily premiums paid under the blanket guarantee scheme

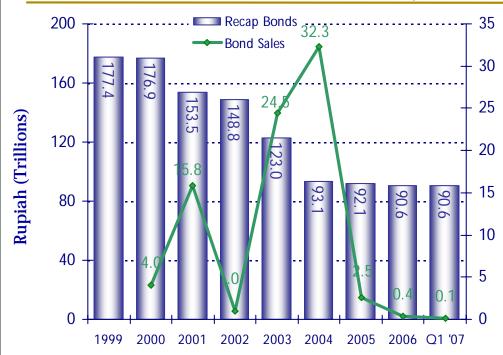
#### Total assets rose by 2.4% Y-o-Y but fell 2.4% Q-o-Q



## Recap Bond sales of Rp120 bn in Q1 '07

At Fair Value, Mar. 2006 (Rp tn)	Trading (Mark to Market*)	AFS (Mark to Market <sup>#</sup> )	HTM (Nominal Value)	Total	% of Total
Fixed Rate	0.86	2.06	1.35	4.27	4.72%
Variable Rate	0.03	26.58	59.75	86.36	95.28%
<b>Hedge Bonds</b>	-	-	-	-	-
Total	0.89	28.64	61.10	90.63	
% of Total	0.98%	31.61%	67.41%		_

#### Bond Portfolio Movement (Fair Value) 1999 - Q1 '07



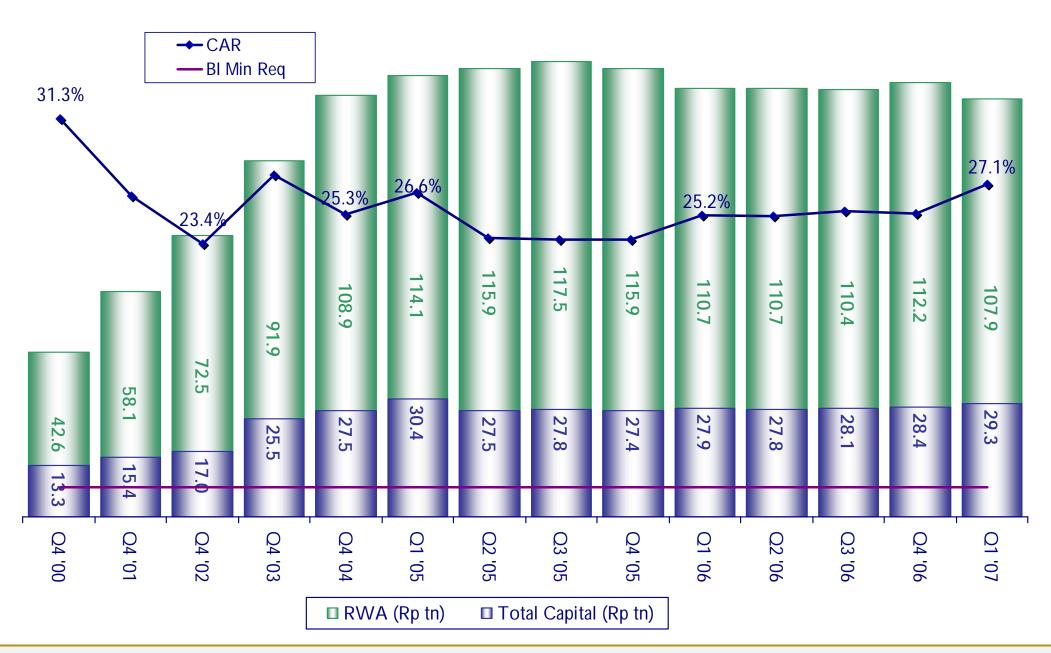
#### Portfolio Sales as of March 2007 (Rp bn)

IDR bn	2003	2004	2005	2006	Q1 '07
<b>Bonds Sold</b>	24,505	32,334	2,544	1,852	120
Realized Profit	1,868	1,365	257	43	3
Unrealized Profit	(52)	66	(66)	101	5

<sup>\*</sup> Mark to Market impacts Profit

<sup>#</sup> Mark to Market impacts Equity

#### CAR rose to 27.1% on a 3.2% increase in capital



#### **Additional Factors**

Written-off Loans • Aggregate of IDR 25.176 tn (US\$ 2.76 bn) in written-off loans as of end-March 2007, with significant recoveries on-going:

> 2001: IDR 2.0 tn

> 2002: IDR 1.1 tn

> 2003: IDR 1.2 tn

> 2004: IDR 1.08 tn

> 2005: IDR 0.818 tn (US\$ 83.2 mn)

> 2006: IDR 3.408 tn (US\$ 378.5 mn)\*

> Q1 '07: IDR 0.242 tn (US\$ 26.5 mn)

Loan
Collateral
Undervalued

 Collateral values included for provisioning purposes on only 120 accounts, carried at an average of 30.9% of appraised value.

<sup>\*</sup> including the write-back of RGM loans totaling IDR 2.336 tn

## Summary Quarterly Balance Sheet: Q1 '06 – Q1 '07

	Q1 '06	Q2 '06	Q3 '06	Q4 '06	Q1	<b>'07</b>	Y-o-Y
	Rp (tn)	US\$ (bn)#	% Change				
Total Assets	254.9	255.3	253.7	267.5	261.0	28.6	2.4
<i>Cash</i>	3.3	3.0	3.3	4.0	3.6	0.4	11.3
Current Accounts w/BI	22.2	20.2	19.5	21.6	19.8	2.2	(10.6)
Certificates of BI	7.3	10.3	8.4	14.3	11.1	1.2	51.3
Other Placements w/BI	0.0	0.0	0.4	0.0	0.0	0.0	-
Current Accounts & Placements w/Other Banks	16.3	12.6	13.9	10.0	13.2	1.4	(19.1)
Securities - Net	3.5	3.8	3.8	4.0	4.6	0.5	29.0
Government Bonds	92.2	92.3	90.9	90.6	90.6	9.9	(1.7)
Trading	2.2	2.3	0.8	0.8	0.9	0.1	(59.7)
AFS	28.9	28.9	29.0	28.7	28.6	3.1	(1.0)
HTM	61.1	61.1	61.1	61.1	61.1	6.7	0.0
Loans	105.1	107.8	108.8	117.7	114.3	12.5	8.8
Performing Loans	77.6	81.0	82.0	98.1	97.8	10.7	26.0
Non-Performing Loans	27.5	26.8	26.8	19.5	16.5	1.8	(39.9)
Allowances	(12.9)	(13.2)	(13.3)	(14.4)	15.5	1.7	(220.3)
Loans – Net	92.2	94.7	95.5	103.3	98.8	10.8	7.2
Total Deposits – Non-Bank	198.1	197.0	194.4	205.7	198.3	21.7	0.1
Demand Deposits	44.1	42.3	42.9	48.8	47.9	5.3	8.5
Savings Deposits	43.8	47.0	48.8	60.3	60.1	6.6	37.1
Certificate & Time Deposits	110.1	107.7	102.7	96.6	90.3	9.9	(18.0)
Shareholders' Equity	23.9	23.9	24.4	26.3	27.4	3.0	14.5

## Summary P&L Information – Q1 2007

	Q1 2006		Q4 2006		Q1 2007		Q-o-Q Change
	Rp (Billions)	% of Av.Assets *	Rp (Billions)	% of Av.Assets *	Rp (Billions)	% of Av.Assets	(%)
Interest Income	6,623	10.3%	6,458	9.9	6,761	10.2	4.7
Interest Expense	(4,297)	(6.7%)	(3,566)	(5.5)	(2,962)	(4.5)	(16.9)
Net Interest Income	2,326	3.6%	2,892	4.4	3,799	5.8	31.4
<b>Other Operating Income</b>	554	0.9%	603	0.9	714	1.1	18.4
Gain from Increase in Value & Sale of Bonds	238	0.4%	81	0.1	24	0.1	(70.4)
Provisions, Net	(873)	(1.4%)	(591)	(0.9)	(1,398)	(2.1)	136.5
Personnel Expenses	(695)	(1.1%)	(870)	(1.3)	(795)	(1.2)	(8.6)
G & A Expenses	(636)	(1.0%)	(1,016)	(1.6)	(710)	(1.1)	(30.1)
Other Operating Expenses**	(133)	(0.2%)	(161)	(0.2)	(164)	(0.2)	1.9
<b>Profit from Operations</b>	781	1.2%	938	1.4	1,470	2.2	<b>56.7</b>
<b>Non Operating Income</b>	6	0.0%	94	0.1	9	0.0	(90.4)
Net Income Before Tax	787	1.2%	1,032	1.6	1,479	2.2	43.3
Net Income After Tax	510	0.8%	1,234	1.9	1,026	1.6	(16.9)

<sup>\* %</sup> of Average Assets on an annualized basis

<sup>\*\*</sup> primarily premiums paid under the blanket guarantee scheme

## Recap Bond Portfolio Details, 31 Mar 2007 – Bank Only

Series	Maturity	Interest		Nominal				Fair Value	
	Date	Rate (%)	Trading	AFS	HTM	MtM	Trading	AFS	HTM
	d Rate								
FR0002	15-Jun-09	14.00%	68			111.79	76		
FR0013	15-Sep-10	15.43%	20,000			120.36	24,071		
FR0010	15-Mar-10	13.15%			1,350,000	100.00			1,350,000
FR0014	15-Nov-10	15.58%	20,000	2,947		121.44	24,288	3,579	
FR0018	15-Jul-12	13.18%		10,000		116.39		11,639	
FR0019	15-Jun-13	14.25%	35,000	1,111,133		122.35	42,821	1,359,426	
FR0020	15-Dec-13	14.28%	623,538	558,491		123.34	769,053	688,826	
	Total		698,606	1,682,571	1,350,000		860,309	2,063,471	1,350,000
	ble Rate								
VR0013	25-Jan-08	11.36%		768,384		100.18		769,729	
VR0017	25-Jun-11	9.50%	30,000	298,270		100.00	29,999	298,264	
VR0019	25-Dec-14	9.50%		5,050,000	1,114,300	99.95		5,047,374	1,114,300
VR0020	25-Apr-15	11.36%		4,100,000	391,029	100.04		4,101,517	391,029
VR0021	25-Nov-15	9.50%		2,400,000	690	99.89		2,397,360	690
VR0022	25-Mar-16	9.50%		692,844	6,796,813	99.90		692,137	6,796,813
VR0023	25-Oct-16	11.36%		659,738	4,086,068	99.94		659,322	4,086,068
VR0024	25-Feb-17	9.50%			8,210,550	100.00			8,210,550
VR0025	25-Sep-17	9.50%			5,210,550	100.00			5,210,550
VR0026	25-Jan-18	11.36%			3,475,267	100.00			3,475,267
VR0027	25-Jul-18	11.36%			3,475,267	100.00			3,475,267
VR0028	25-Aug-18	9.50%		1,696,428	3,475,267	99.84		1,693,714	3,475,267
VR0029	25-Aug-19	9.50%		5,344,421	3,475,267	99.79		5,333,198	3,475,267
VR0030	25-Dec-19	9.50%			8,016,765	100.00			8,016,765
VR0031	25-Jul-20	11.36%		5,597,343	12,016,765	99.84		5,588,219	12,016,765
	Total		30,000	26,607,428	59,744,598		29,999	26,580,834	59,744,598
Grand To	tal		728,606	28,289,999	61,094,598		890,309	28,644,305	61,094,598
			0.81%	31.39%	67.80%		0.98%	31.61%	67.41%
(State	ed in Rp Mi	illions)	Total Nom	inal Value	90,113,203		Total Fai	r Value	90,629,211

## Bank Mandiri Credit Ratings

	S&P	Moody's	Fitch	Pefindo
Bank Mandiri Ratings				
<b>Long Term Foreign Currency Outlook</b>	Stable	Positive	Positive	
<b>Long Term Bank Deposits</b>		B2		
<b>Long Term Foreign Currency Debt</b>	BB-	WR	BB-	
Short Term Outlook		Stable		
<b>Short Term Foreign Currency Debt</b>	В	NP	В	
Subordinated Debt		Ba3	В+	
Individual Rating			D	
<b>Support Rating</b>			4	
Bank Financial Strength		<b>E</b> +		
Long Term Local Currency Outlook	Stable			
<b>Long Term Local Currency Debt</b>	BB-		BB-	idA+
<b>Short Term Local Currency Debt</b>	В			
<b>National Rating</b>	В		idnAA	

#### **Corporate Actions**

Dividend Payment

- Dividend Payment of Rp14.853 per share
- Schedule:

a. Cum Date : June 14, 2006

b. Ex Date : June 15, 2006

c. Payment Date : June 30, 2006

■ Total Dividend payments for 2005 = Rp301,684,655,575.70

#### Regulations on Asset Classification: PBI No. 7/2/PBI/2005

Classification by Aging of Interest Payments#

Classification by Payment History	<b>Previously</b>	Current	No change to BI Prov. Req.
Category 1 - Current	Current	Current	1%
Category 2 - Special Mention	1 – 90 days	1 – 90 days	5%
Category 3 - Sub-Standard	91 – 180 days	91 – 120 days	15%
Category 4 - Doubtful	181 – 270 days	121 – 180 days	50%
Category 5 - Loss	271+ days	181+ days	100%

Detailed
Classification
Guidance#

#### **Business Outlook**

- Business growth potential
- Market condition & debtor position in the market
- Management quality
- Group support
- > Environmental factors

#### **Financial Condition**

- > Profitability
- > Capital structure
- > Cash flow
- Sensitivity to market risk

#### **Payment Ability**

- > On time payment
- Availability of debtor's financial information
- > Completeness of credit documentation
- > Compliance toward credit agreement
- > Nature of payment source
- > Appropriateness of funds usage

BI Collectibility takes precedence#

In instances where there is disagreement in the determination of earning asset collectibility between the bank, its external auditors and BI, the bank *must* adopt BI's determination

One Debtor, One Project Concept\*

- > The Bank must classify all of its earning assets to a single debtor at the level of the lowest quality asset
- For debtors with exposures to more than one bank, all banks must adopt the lowest classification applied by any one bank to the debtor.
- > All earning assets related to a particular project must be classified at the same level

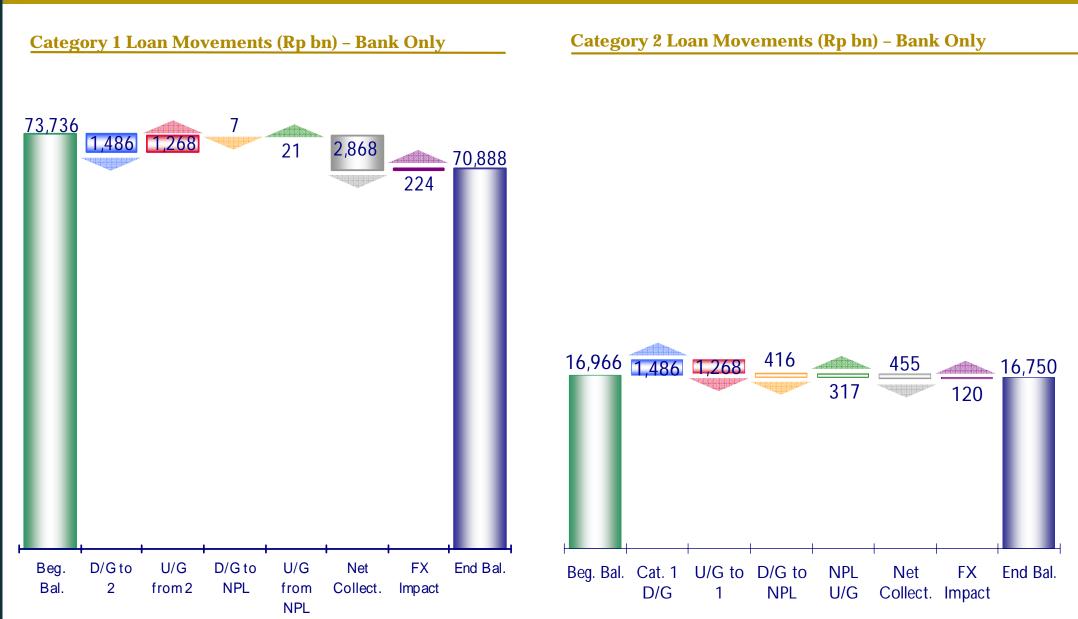
Completeness of Financial Report\*

- > Banks must require debtors to submit current financial statements
- > Failure to submit financial statements must result in an automatic downgrade of collectibility by one level, or to a maximum classification of sub-standard

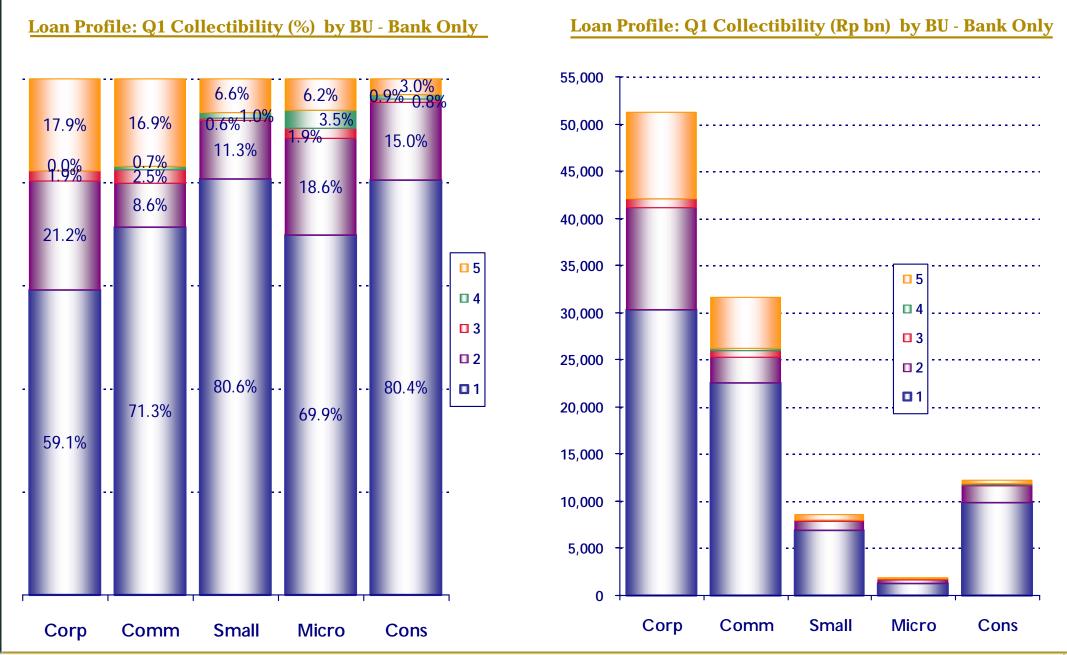
## Accounting for Interest, Provisions and Collateral

	Classification	Regular Loans	Restructured Loans	IBRA Loans
	Cat. 1 - Current	Accrual Basis	Accrual Basis	Cash Basis
Recognition of	Cat. 2 – Special Mention	Accrual Basis	Cash Basis	Cash Basis
Interest Income	Cat. 3 – Sub-Standard	Cash Basis	Cash Basis	Cash Basis
	Cat. 4 - Doubtful	Cash Basis	Cash Basis	Cash Basis
	Cat. 5 - Loss	Cash Basis	Cash Basis	Cash Basis
	Classification	Regular Loans	Restructured Loans	IBRA Loans (w/o new agreement)
Booking of	Cat. 1 - Current	Interest	Interest	Principal
Payments from	Cat. 2 – Special Mention	Interest	Interest	Principal
Borrowers	Cat. 3 – Sub-Standard	Interest	Interest	Principal
Borrowers	Cat. 4 - Doubtful	Principal	Principal	Principal
	Cat. 5 - Loss	Principal	Principal	Principal
	Classification	Regular Loans	Restructured Loans	IBRA Loans
	Classification  Cat. 1 - Current	<b>Regular Loans</b> 1%	As per BI regulations, except:	As per BI regulations, except:
			As per BI regulations, except:  – Not reversed by upgrading	As per BI regulations, except:  – Difference between principal
Provisioning	Cat. 1 - Current	1%	As per BI regulations, except:  – Not reversed by upgrading  – Reversed by principal repayment  – Beginning provisions determined	As per BI regulations, except:
Provisioning	Cat. 1 - Current Cat. 2 – Special Mention	1% 5%	As per BI regulations, except:  - Not reversed by upgrading  - Reversed by principal repayment  - Beginning provisions determined at 31 Dec. 2004	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or  - Deferred income if a new
Provisioning	Cat. 1 - Current  Cat. 2 - Special Mention  Cat. 3 - Sub-Standard	1% 5% 15%	As per BI regulations, except:  – Not reversed by upgrading  – Reversed by principal repayment  – Beginning provisions determined	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or
Provisioning	Cat. 1 - Current  Cat. 2 - Special Mention  Cat. 3 - Sub-Standard  Cat. 4 - Doubtful	1% 5% 15% 50%	As per BI regulations, except:  - Not reversed by upgrading  - Reversed by principal repayment  - Beginning provisions determined at 31 Dec. 2004  - Based on net book value after	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or  - Deferred income if a new agreement has been made
	Cat. 1 - Current  Cat. 2 - Special Mention  Cat. 3 - Sub-Standard  Cat. 4 - Doubtful  Cat. 5 - Loss	1% 5% 15% 50% 100%	As per BI regulations, except:  - Not reversed by upgrading  - Reversed by principal repayment  - Beginning provisions determined at 31 Dec. 2004  - Based on net book value after restructuring loss	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or  - Deferred income if a new agreement has been made
Valuation of	Cat. 1 - Current  Cat. 2 - Special Mention  Cat. 3 - Sub-Standard  Cat. 4 - Doubtful  Cat. 5 - Loss  Classification	1% 5% 15% 50% 100%  Collateral	As per BI regulations, except:  - Not reversed by upgrading  - Reversed by principal repayment  - Beginning provisions determined at 31 Dec. 2004  - Based on net book value after restructuring loss  All La Collateral valuation for provisioning is most recent independent appraisal (for provision of the content of the con	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or  - Deferred income if a new agreement has been made  pans  is determined by the aging of the for assets over Rp 5bn):
Valuation of Collateral &	Cat. 1 - Current  Cat. 2 - Special Mention  Cat. 3 - Sub-Standard  Cat. 4 - Doubtful  Cat. 5 - Loss  Classification  Cat. 1 - Current	1% 5% 15% 50% 100%  Collateral Not valued -Can be credited against cash	As per BI regulations, except:  - Not reversed by upgrading  - Reversed by principal repayment  - Beginning provisions determined at 31 Dec. 2004  - Based on net book value after restructuring loss	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or  - Deferred income if a new agreement has been made  pans  is determined by the aging of the for assets over Rp 5bn):  initial 12 months
Valuation of	Cat. 1 - Current  Cat. 2 - Special Mention  Cat. 3 - Sub-Standard  Cat. 4 - Doubtful  Cat. 5 - Loss  Classification  Cat. 1 - Current  Cat. 2 - Special Mention	1% 5% 15% 50% 100%  Collateral Not valued -Can be credited	As per BI regulations, except:  - Not reversed by upgrading  - Reversed by principal repayment  - Beginning provisions determined at 31 Dec. 2004  - Based on net book value after restructuring loss  All Le  Collateral valuation for provisioning is most recent independent appraisal (ff. –70% of appraised value within the interest of the content of th	As per BI regulations, except:  - Difference between principal and purchased value book as  - Provisions, or  - Deferred income if a new agreement has been made  pans  is determined by the aging of the for assets over Rp 5bn):  nitial 12 months  18 months  24 months

## Q1 2007 Movement in Category 1 and 2 Loans

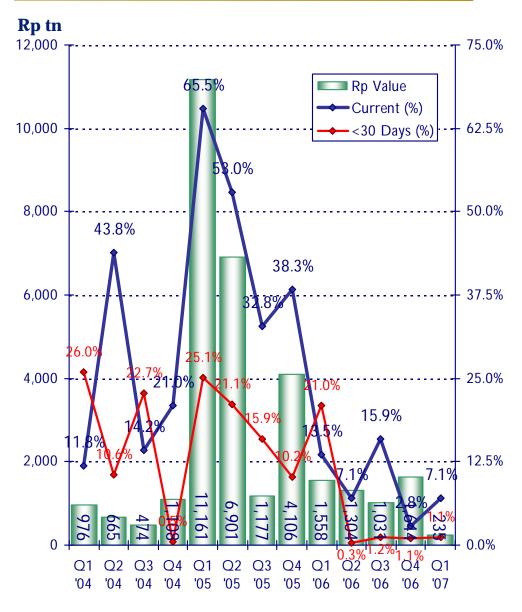


## Q1 2007 Loan Detail: Collectibility by Business Unit

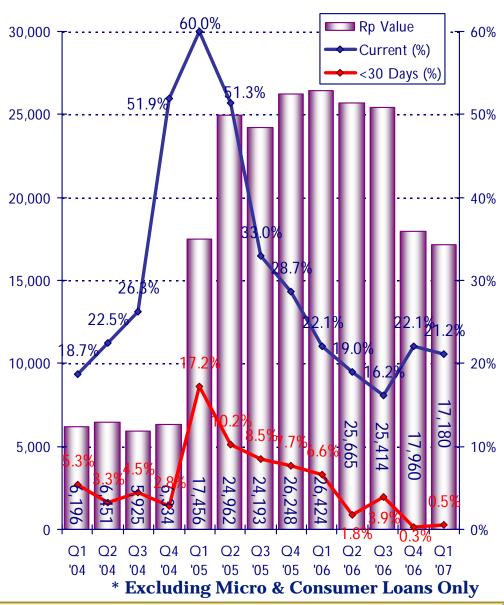


#### NPL Loan Detail\*: Quarterly by Interest Days Past Due



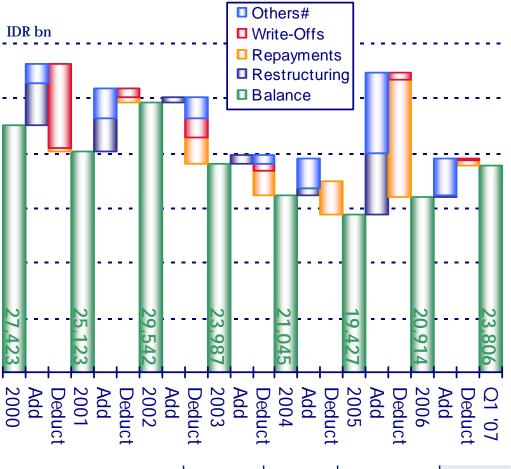


#### **Quarterly NPL Stock & Interest DPD - Bank Only**



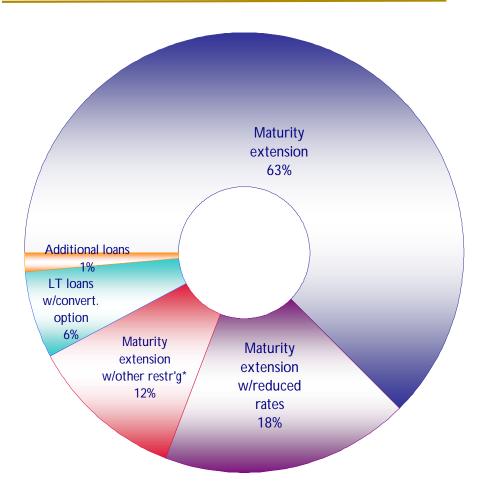
## Rp244 bn in loans were restructured in Q1 '07

#### Restructured Loan Movement 2000 - Q1 2007



(Rp billions)	FY '04	FY '05	FY '06	Q1 '07
Loans Restructured	391	718	5,573	244
NPL Collections	813	1,118	2,398	883

#### **Loans by Restructuring Type in Q1 2007**

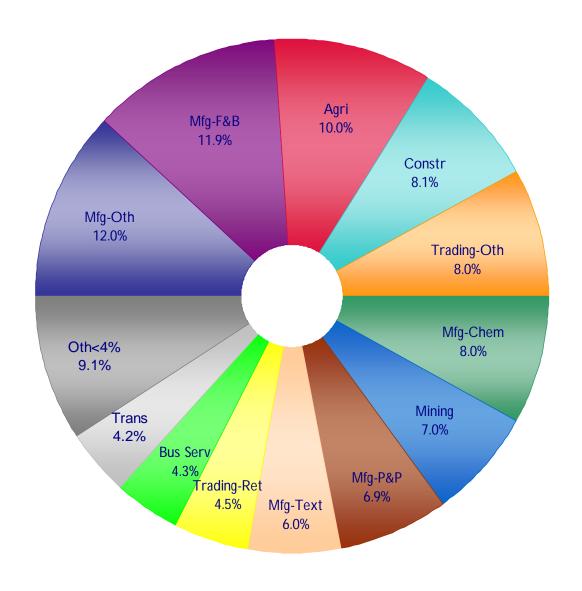


\*Other Restructuring includes reduction of interest rates, rescheduling of unpaid interest & extension of repayment period for unpaid interest

#Others includes partial payments, FX impacts, and fluctuation in Working Capital facilities

#### Loan Portfolio Sector Analysis, Q1 2007





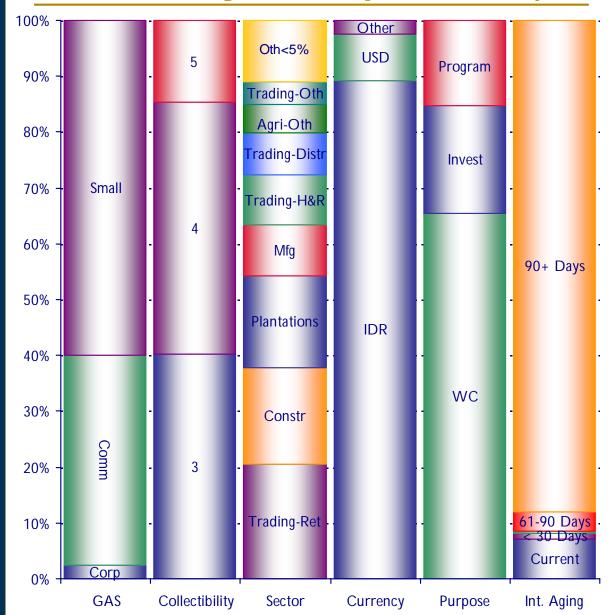
Non-consolidated numbers Each sector < 4%

■ Oth<4%

■ Trans

#### Q1 2007 Loan Detail\*: Downgrades to NPL





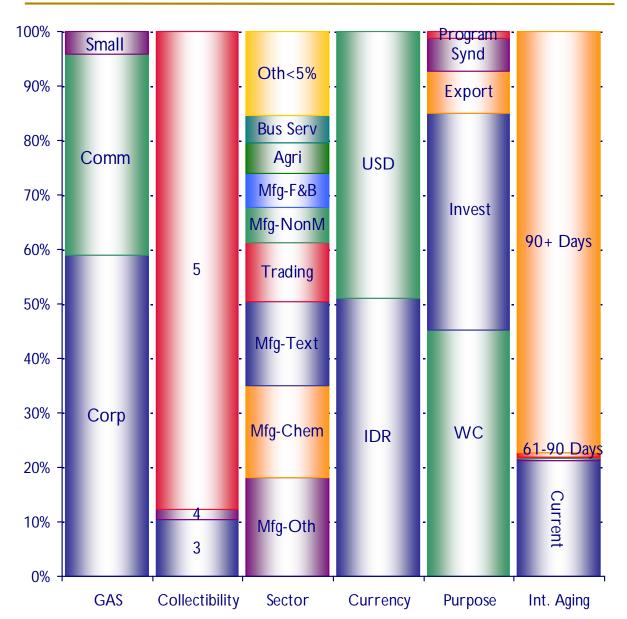
Corporate, Commercial & Small Business loans downgraded to NPL in Q1 totaled Rp 235 billion (0.22% of total loans). Of these loans:

- 7.1% were still current on interest payments while only 1.1% were less than 30 days overdue
- 60.0% were Small Business borrowers
- 21.0% were loans previously restructured
- **■** Largest downgrades by sector:
  - Retail Trading
  - Construction
  - **Plantations**
- 89.3% were IDR loans
- **65.5% were Working Capital loans**
- 88.0% were more than 90 days overdue in interest payments

<sup>\*</sup> Excluding Micro & Consumer Loans Only

## Q1 2007 Loan Detail\*: Non-Performing Loans





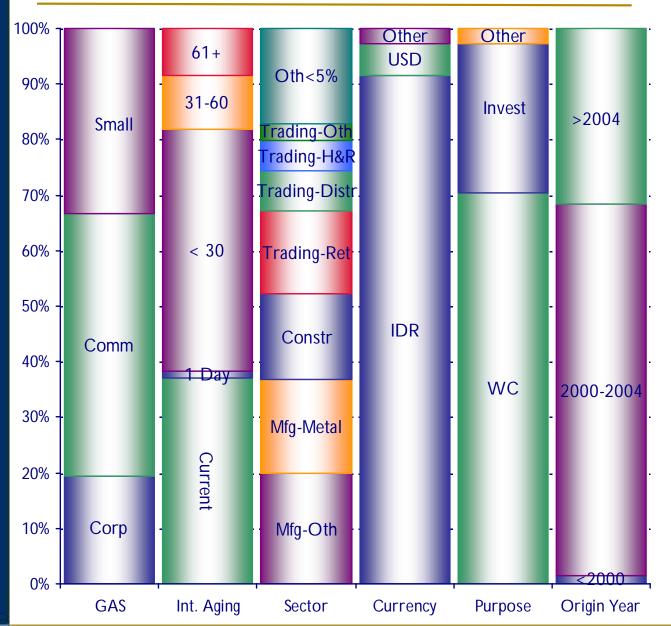
Corporate, Commercial & Small Business NPLs totaled Rp17,180 billion in Q1, or 16.3% of total loans. Of these NPLs in Q1:

- 21.2% remain current on interest payments and 1.5% are less than 90 days overdue
- 58.9% are to Corporate customers
- 45.3% are Working Capital loans and 39.8% are Investment loans
- **Primary sectors are:** 
  - > Manufacturing
    - •Chemicals
    - Textiles
    - Non-Metals
  - > Trading
- 51.0% are Rupiah loans
- 38.6% were previously restructured
- 2.9% were loans purchased from IBRA
- 10.4% are Cat. 3 & 1.8% are Cat. 4

<sup>\*</sup> Excluding Micro & Consumer Loans Only

## Q1 2007 Loan Detail\*: New Downgrades to Category 2





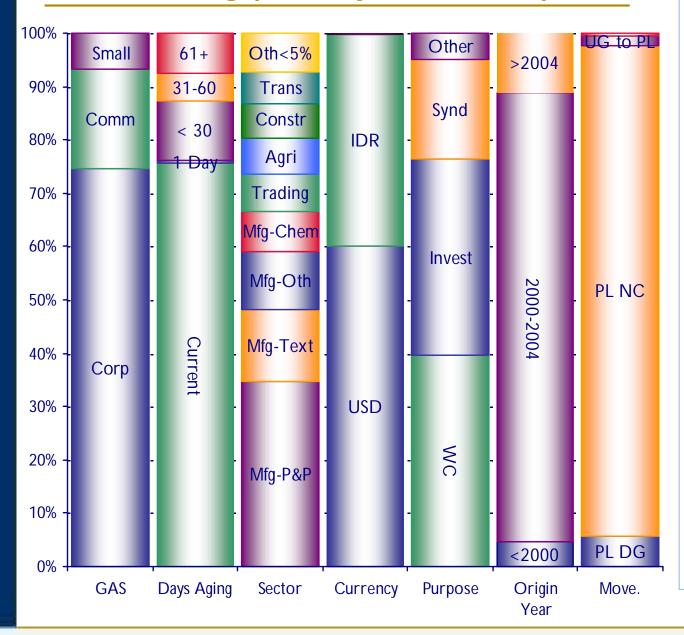
Rp 847 billion (0.8% of total loans) in Corporate, Commercial & Small Business loans were downgraded to Category 2 in Q1. Of the downgraded Special Mention Loans in Q1:

- 47.2% are for Commercial & 33.3% are to Small Business customers
- 37.1% are current & 1.3% are 1 day overdue
- **■** Primary sectors downgraded are:
  - Metal Manufacturing
  - **Construction**
  - > Retail Trading
  - > Distribution
- 91.6% are Rupiah loans
- 70.3% are Working Capital loans
- 4.2% are Restructured loans

<sup>\*</sup> Excluding Micro & Consumer Loans Only

## Q1 2007 Loan Detail\*: Category 2 Loans

#### Loan Profile: Q1 Category 2 Loans (Rp 14,561 bn) Bank Only



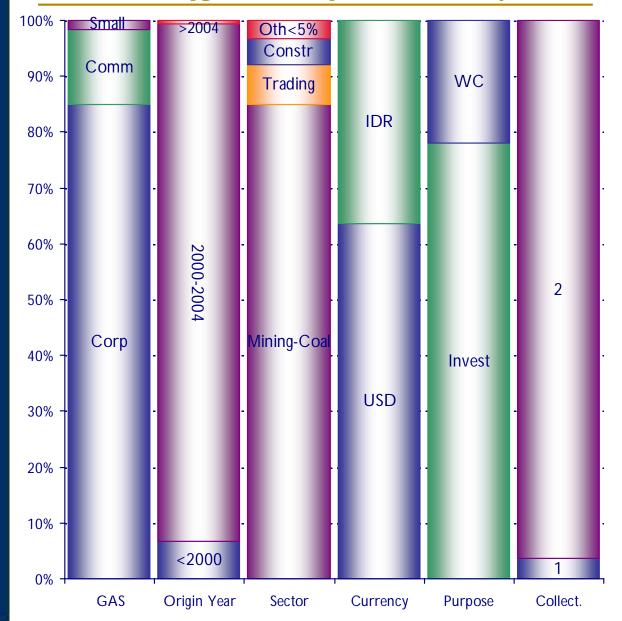
Rp 14,561 billion (13.8% of total loans) in Corporate, Commercial & Small Business loans were in Category 2 in Q1. Of these Special Mention loans in Q1:

- 74.7% are to Corporate customers
- 76.2% are current or 1 day overdue
- **Primary sectors in Category 2 are:** 
  - Pulp & Paper
  - > Textile Manufacturing
  - Chemical Manufacturing
  - > Trading
  - > Plantations
- 60.1% are US Dollar loans
- 39.7% are Working Capital loans
- 64.9% are Restructured loans
- 13.4% were purchased from IBRA
- 91.8% were Category 2 in Q4 '06

<sup>\*</sup> Excluding Micro & Consumer Loans Only

## Q1 2006 Loan Detail\*: Upgrades to PL

#### Loan Profile: Q1 Upgrades to PL (Rp 283 bn) - Bank Only



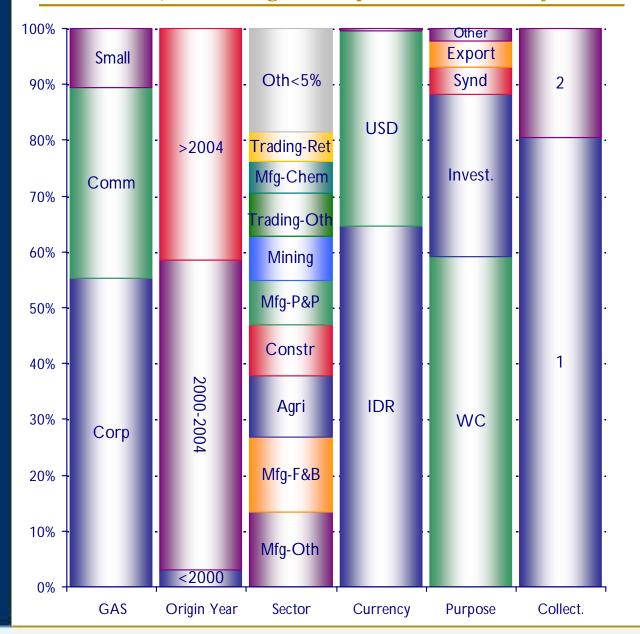
Corporate, Commercial & Small Business loans upgraded to PL in Q1 totaled Rp 283 billion (0.3% of total loans). Of these loans:

- 84.9% were to Corporate borrowers
- 92.7% originated between 2000 and 2004
- 4.2% were loans with no previous restructuring history
- 95.8% were loans previously restructured
- **Largest upgrades by sector:** 
  - Coal Mining
  - > Trading
- 63.6% were US Dollar loans
- 78.1% were Investment loans
- 96.4% of upgrades to PL were NPLs moving to Category 2

<sup>\*</sup> Excluding Micro & Consumer Loans Only

#### Q1 2006 Loan Detail\*: Performing Loans

#### Loan Profile: Q1 Performing Loans (Rp 74,282 bn) Bank Only

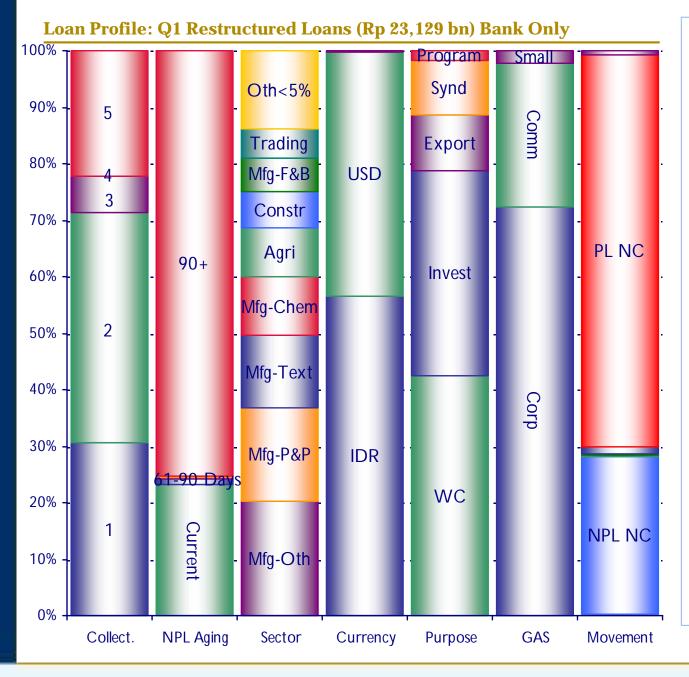


Rp 74,282 billion (70.3% of total loans) in Corporate, Commercial & Small Business loans were performing in Q1. Of these performing loans in Q4:

- 55.4% are to Corporate customers & 34.0% are to Commercial customers
- **41.4% originated since 2005**
- 77.8% have no restructuring history
- 22.2% are Restructured loans
- 3.1% were purchased from IBRA
- **Primary sectors are:** 
  - > F&B Manufacturing
  - Agriculture
  - **Construction**
  - > P&P Manufacturing
- 64.7% are Rupiah loans
- 59.2% are Working Capital loans
- 88.9% saw no change in collectibility
- 0.4% were upgraded from NPL

<sup>\*</sup> Excluding Micro & Consumer Loans Only

#### Q1 2007 Loan Detail\*: Restructured Loans

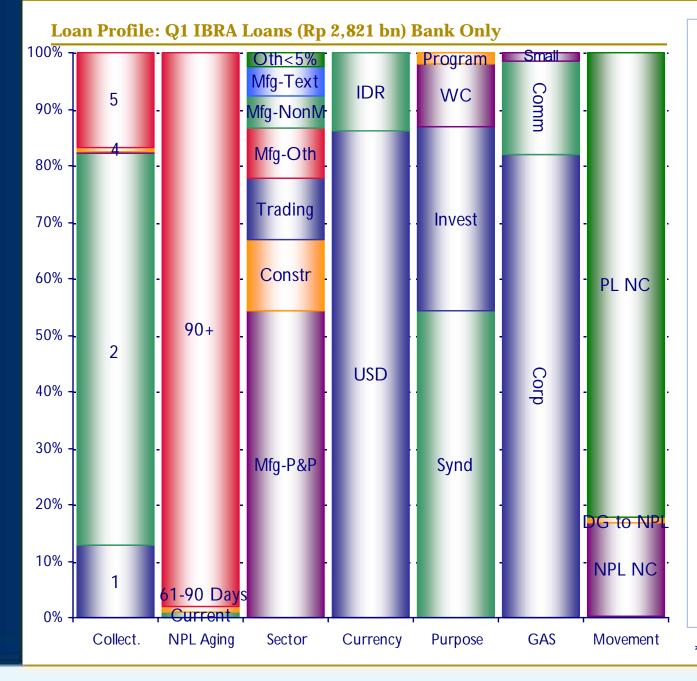


Of the remaining Rp 23,129 billion in restructured Corporate, Commercial & Small Business loans in Q1, or 21.9% of total loans:

- 71.4% are performing
- 77.8% of loans in Category 2 are current in interest payments
- Of the 28.6% which are in NPL, 23.2% are current in interest payments
- **Primary sectors are:** 
  - > Manufacturing
    - •Chemicals
    - Textiles
    - •Pulp & Paper
  - > Agriculture
- 56.4% are Rupiah loans
- 42.6% are Working Capital loans
- 72.5% are to Corporate customers
- 0.7% deteriorated in collectibility
- 2.2% showed improved collectibility

<sup>\*</sup> Excluding Micro & Consumer Loans Only

#### Q1 2007 Loan Detail\*: IBRA Loans



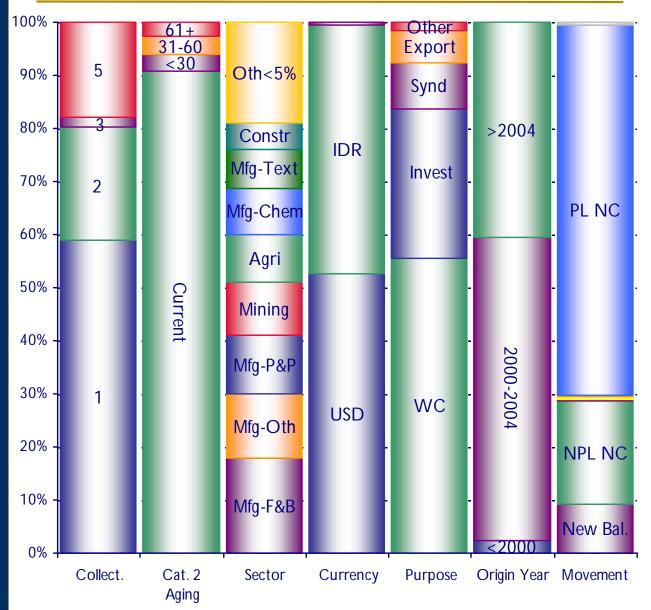
Rp 2,821 billion in loans purchased from IBRA remain on the books as of Q1, accounting for 2.7% of total loans:

- 82.2% are performing
- 92.8% of loans in Category 2 are current in interest payments
- Of the 17.8% which are in NPL, 1,0% are current in interest payments
- **Primary sectors are:** 
  - > P&P Manufacturing
  - Construction
  - > Trading
- 86.1% are US Dollar loans
- 54.4% are Syndicated loans, with another 32.4% Investment loans
- 81.9% are to Corporate customers
- None improved in collectibility during the quarter

<sup>\*</sup> Excluding Micro & Consumer Loans Only

### Q1 2007 Loan Detail: Corporate Loans

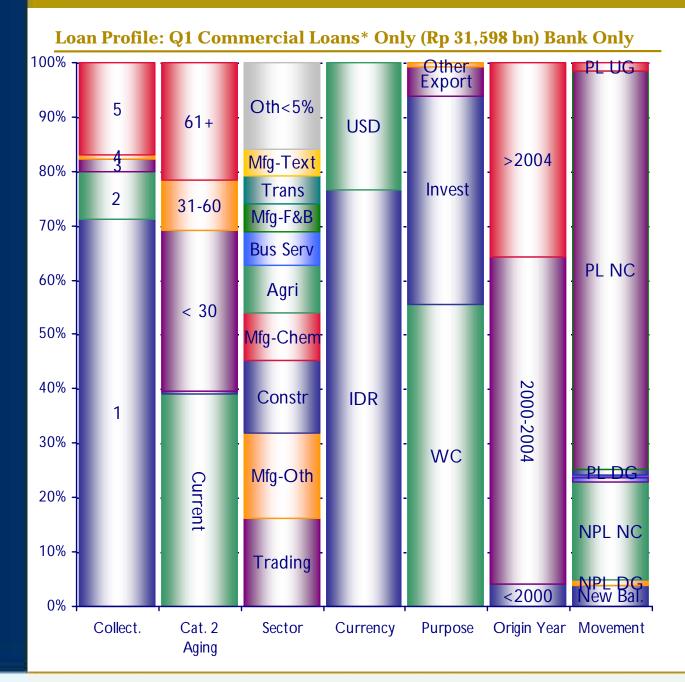
### Loan Profile: Q1 Corporate Loans Only (Rp 51,260 bn) Bank Only



Rp 51,260 billion in loans were in the Corporate portfolio in Q1, or 48.5% of total loans. Of the Corporate Loans in Q1:

- 80.3% are performing loans, with 21.2% in Category 2
- 90.8% of Category 2 loans are current in interest payments
- 24.8% of NPLs are current in interest payments
- **Primary sectors in Corporate are:** 
  - Food & Beverage Mfg
  - Mining
  - Pulp & Paper Mfg
  - > Agriculture
- 52.6% are USD loans
- 55.5% are Working Capital loans
- 32.7% are Restructured loans
- 4.5% were purchased from IBRA

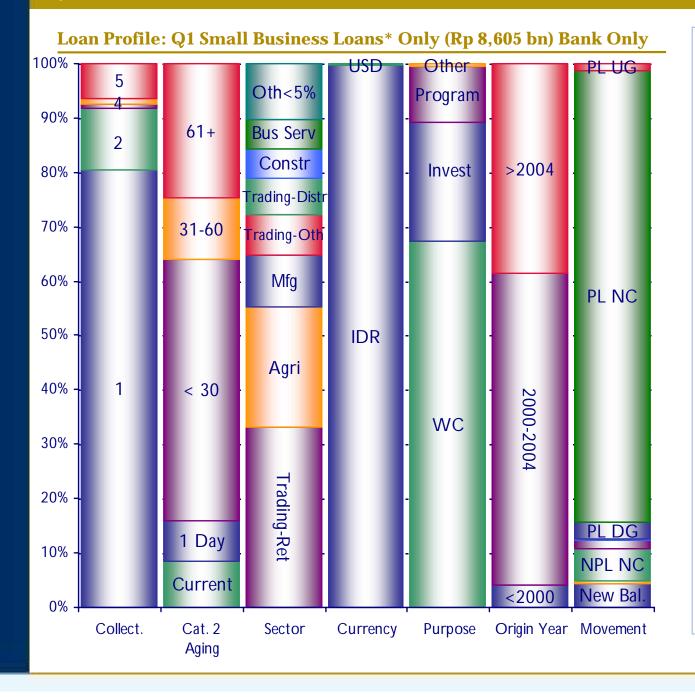
### Q1 2007 Loan Detail: Commercial Loans



Rp 31,598 billion in loans were in the Commercial portfolio in Q1, or 29.9% of total loans. Of the Commercial Loans in Q1:

- 79.9% are performing, with 8.6% in Category 2
- 39.5% in Category 2 are current or 1 day overdue in interest payments
- 14.6% of NPLs are current in interest payments
- Primary sectors in Commercial are:
  - Trading
  - > Agriculture
  - Construction
  - Chemical Manufacturing
- 76.6% are Rupiah loans
- 55.4% are Working Capital loans
- 18.5% are Restructured loans
- 1.5% were purchased from IBRA

### Q1 2007 Loan Detail: Small Business Loans\*



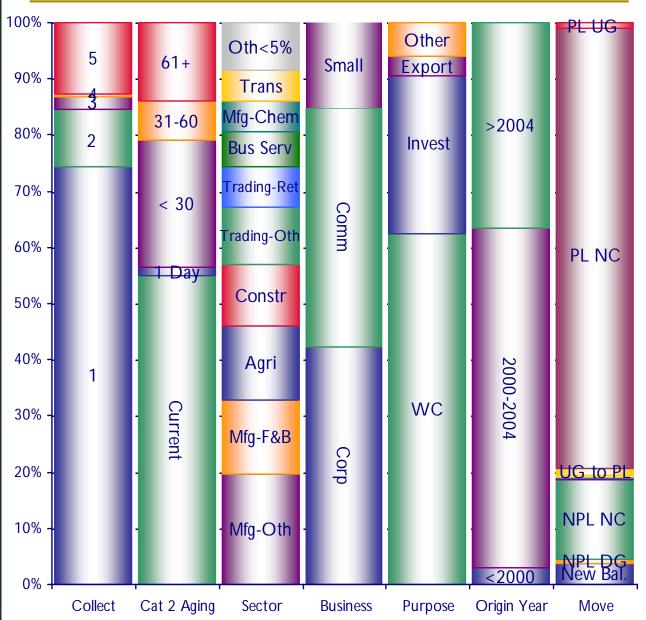
Rp 8,605 billion in loans were in the Small Business portfolio in Q1, or 8.1% of total loans. Of the Small Business Loans\* in Q1:

- 91.9% are performing, with 11.3% in Category 2
- 15.8% in Category 2 are current or 1 day overdue in interest payments
- 28.9% of NPLs are current in interest payments
- Primary sectors in Commercial are:
  - Retail Trading
  - **Plantations**
  - > Manufacturing
  - Distribution
- 99.8% are Rupiah loans
- 67.4% are Working Capital loans
- 6.2% are Restructured loans

<sup>\*</sup> Excluding Micro Loans

### Q1 2007 Loan Detail\*: Rupiah Loans





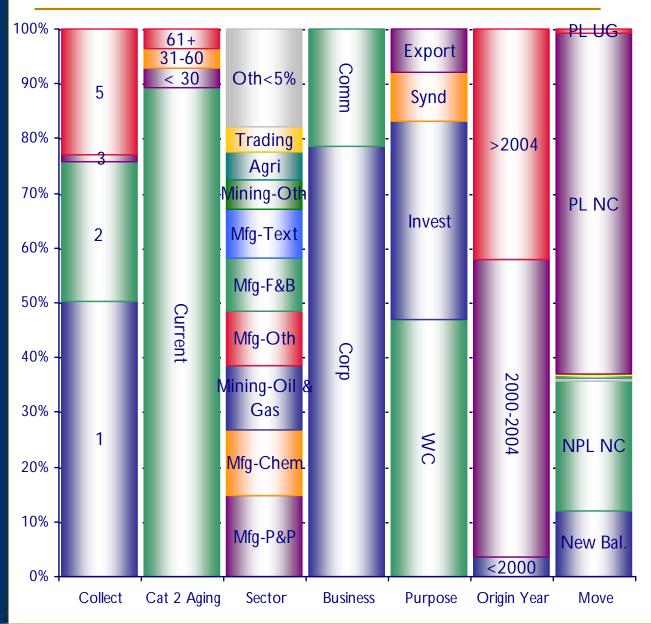
Rp 56,789 billion in loans were Rupiah denominated in Q1, or 53.8% of total loans. Of the Rupiah Loans in Q1:

- 84.6% are performing loans with 10.2% in Category 2
- 55.1% of Category 2 loans are current in interest payments
- 19.6% of NPLs are current in interest payments
- **■** Primary sectors in Corporate are:
  - Food & Beverage Mfg
  - Plantations
  - Construction
  - Trading
- 42.6% are Commercial loans
- 62.5% are Working Capital loans
- 23.0% are Restructured loans
- 0.7% were purchased from IBRA

<sup>\*</sup> Excluding Micro & Consumer Loans Only

### Q1 2007 Loan Detail\*: Foreign Currency Loans





Rp 34,673 billion in loans were foreign currency denominated in Q1, or 32.8% of total loans. Of the FX Loans in Q1:

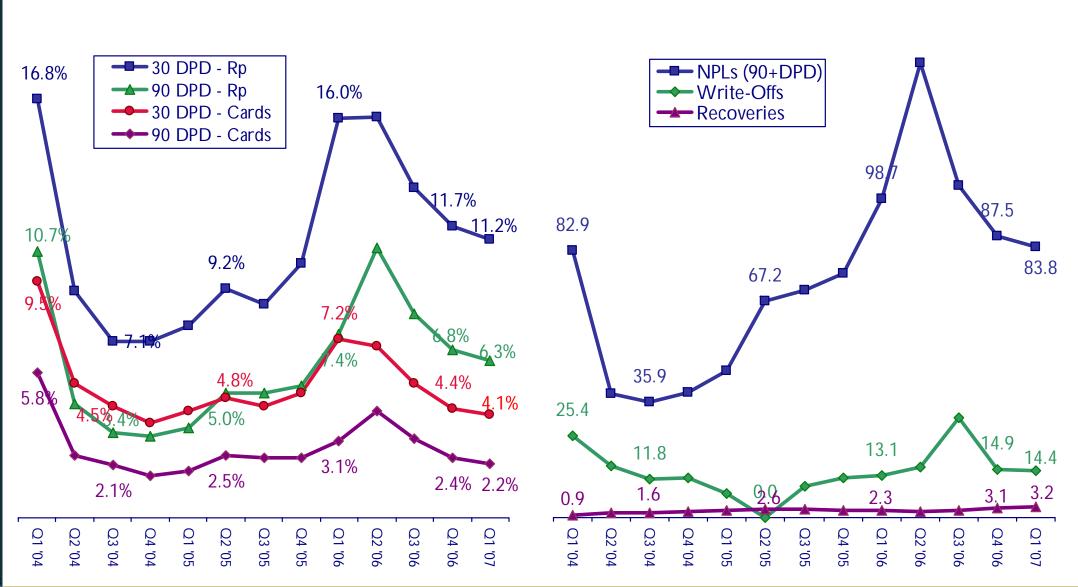
- 75.7% are performing loans with 25.3% in Category 2
- 89.2% of Category 2 loans are current in interest payments
- 22.9% of NPLs are current in interest payments
- **Primary sectors in Corporate are:** 
  - Manufacturing of
    - **□Chemicals**
    - □F&B
    - **□Pulp & Paper**
  - Mining Oil & Gas
  - > Agriculture
- 78.6% are Corporate loans
- 47.0% are Working Capital loans
- 29.1% are Restructured loans
- 7.0% were purchased from IBRA

<sup>\*</sup> Excluding Micro & Consumer Loans Only

### Credit Card portfolio continued to improve in Q1

**Mandiri Visa Card Delinquency Rates (%)** 

Monthly Charge-offs, NPLs & Recoveries (Rp Bn)



### **Summary of Principal Subsidiaries**

### **Bank Syariah Mandiri**

- Equity Investment of Rp 732.39 billion
- Total Assets of Rp10,385 billion, with total financing extended amount to Rp7,645 billion and total funds of Rp8,755 billion
- Operating Income amounting to Rp268.2 billion and Profit After Tax of Rp35.2 billion
- Market share against of Syariah Banking: 36.94% in assets, 36.11% in financing extended and 40.81% in deposits
- CAR=16.46%
- ROA=1.32%
- ROE=20.04%
- 230 outlets, consisting of 178 branches & Cash Offices, 31 KLS, 20 Payment Point locations and 1 Mobile Cash; along with 53 branded ATMs

### **Mandiri Sekuritas**

- Equity Investment of Rp732.62 billion
- Total Assets Rp 2,448 billion, total liabilities Rp1,684 billion and Equity Rp764 billion
- Operating Income amount to Rp30.7 billion, and PAT Rp18 billion
- Bond underwriting of Rp4.3 trillion is in progress
- Equity transactions in BEJ of Rp6.04 trillion
- Bond transactions (SUN) through BES of Rp20.11 trillion (rank#1 with 24% market share)
- Through Mandiri Manajemen Investasi, offered a range of 20 products, consisted of 19 mutual funds and 1 discretionary fund. Total Asset Under Management amounting to Rp2,524 billion

### **AXA Mandiri**

- Equity Investment of Rp85.34 billion
- Total Assets Rp1,949.16billion, Annual First Year Premium (AFYP) Rp126.8 billion and total profit Rp20.88 billion
- Total Gross Written Premium (GWP) Rp352.9 billion, consists of unit-linked premium of Rp343.87 billion (97%) and traditional product premium of Rp8.99 billion (3%). Group business accounted for Rp8.92 billion while Rp343.94 billion comes from individual premium.
- Embedded value of Rp332.55 billion (before expense overrun) and appraisal value of Rp1,068.4 billion
- Operating since December 2003, had a presence in 681 Bank Mandiri branches with a team consisting of 901 Financial Advisors (FAs)
- In Q3 2006, AXA Mandiri's market share in acquiring new business out of all life insurance companies in Indonesia was 3.86%

### Bank Syariah Mandiri

### **Branch Network & Customer Growth**

### 812 759 Branches **—** Customers (000s) 2001 2002 2003 2004 2005 Q1 '07 2006

### **Summary Balance Sheet (Rp Billions)**

Rp Bn	2004	2005	2006	Q1'07
Total Assets	6,870	8,273	9,612	10,385
Cash & placement w/ BI	796	1,689	1,377	2,002
Current Accounts & Placements w/Other Banks	235	168	326	298
Securities - Net	427	383	497	490
Total Financing	5,267	5,791	7,401	7,645
Allowances	(86)	(127)	(262)	(317)
Total Financing - Net	5,181	5,664	7,138	7,328
Third Party Funds	5,882	7,037	8,219	8,755
<b>Demand Deposits</b>	981	1,261	2,059	2,447
<b>Savings Deposits</b>	1,567	1,958	2,662	2,852
<b>Time Deposits</b>	3,334	3,818	3,498	3,455
Shareholders Equity	549	633	694	733

### Bank Syariah Mandiri

### **Summary P&L (Rp billions)**

	2003	2004	2005	2006	Q1 '07
<b>Total Operating Income</b>	279.4	584.2	865.5	935.2	268.2
<b>3rd Party Share on Returns</b>	148.4	269.2	386.4	455.5	109.0
Bank's Share in Operating Income	131.1	315.0	479.1	479.7	159.1
Other Operating income	51.9	102.0	93.6	142.4	44.3
Operating Expenses	159.9	276.4	435.6	383.0	98.8
<b>Income from Operations</b>	23.0	140.6	137.2	102.1	51.3
Net Income before tax	24.5	150.4	136.7	95.5	51.7
Net Income after tax	15.8	103.4	83.8	62.6	35.2

### **Selected Financial Ratios**

LDR	66.1%	83.3%	75.6%	90.21%	87.32%
CAR	20.9%	10.6%	11.9%	12.56%	16.46%
ROA	1.0%	2.9%	1.8%	1.10%	1.32%
ROE	3.6%	22.3%	14.6%	10.23%	20.04%

### Mandiri Sekuritas

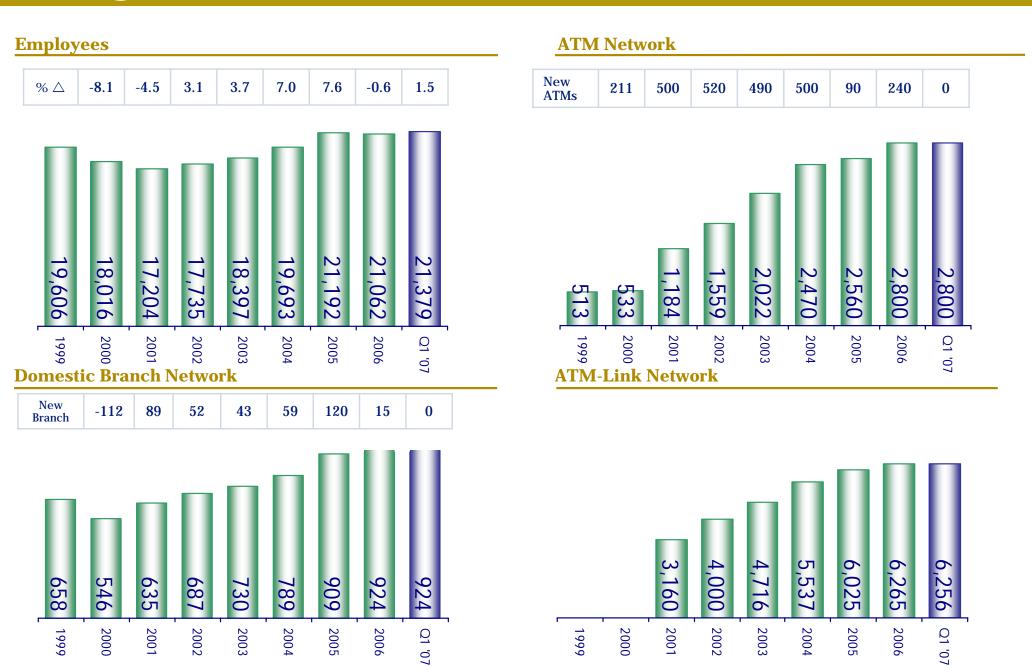
### **Summary Balance Sheet**

Rp Bn	2004	2005	2006	Q1 '07
Total Assets	1,435.7	1,258.7	2,367.4	2,448.1
Cash & Equivalent	117.4	51.8	80.1	302.9
Time deposit	50.0	-	-	0.0
Marketable Securities	538.8	746.5	480.1	477.0
Receivables	478.6	84.3	1,267.0	863.7
Property & Equipment-net	11.8	9.6	10.9	11.0
Total Liabilities	699.3	565.9	1,619.7	1,683.6
Payable to Clearing & Guarantee body	39.1	30.1	546.2	105.5
Payable to customers	420.3	52.7	664.7	898.6
Repo	2.0	137.1	269.4	279.6
Bank Loans	190.0	305.0	75.0	355.0
Shareholders Equity	736.4	692.8	747.6	764.4

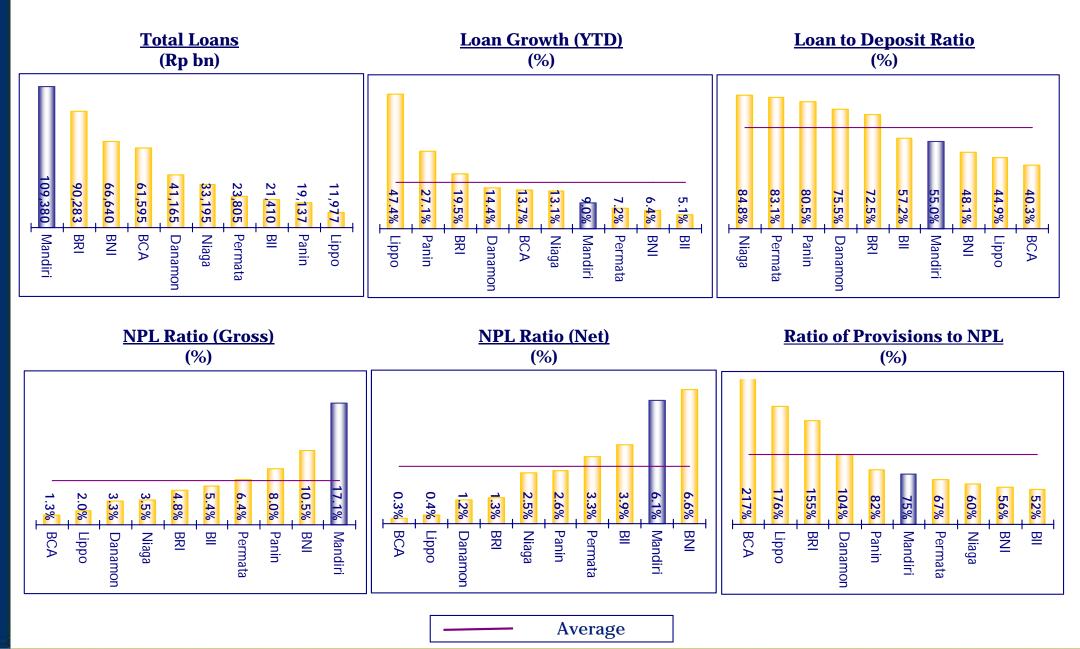
### **Summary P&L**

Rp Bn	2004	2005	2006	Q1 '07
Operating Revenue	244.0	197.3	221.6	78.5
<b>Brokerage Commissions</b>	15.6	20.9	20.2	13.0
<b>Investment Mgmt Fees</b>	53.0	42.6	16.0	6.4
Advisory fees	10.4	6.0	3.4	0.6
Underwriting & Selling Fees	20.6	9.0	5.8	1.0
Gain on Trading of Marketable Securities	61.9	(13.1)	51.8	13.8
Interest & Dividends	82.7	131.8	124.2	43.4
Operating Expenses	134.6	114.5	122.4	47.8
G & A expenses	23.4	20.6	18.3	7.2
Salaries and allowances	53.7	48.4	62.2	17.8
Commissions	36.2	21.2	15.8	5.7
Profit from operations	109.4	82.8	99.2	30.7
Other income (charges) - net	(8.1)	(34.8)	(29.4)	(3.3)
Income before tax	101.3	48.0	69.8	27.4
Net Income after tax	63.0	18.4	42.6	18.0

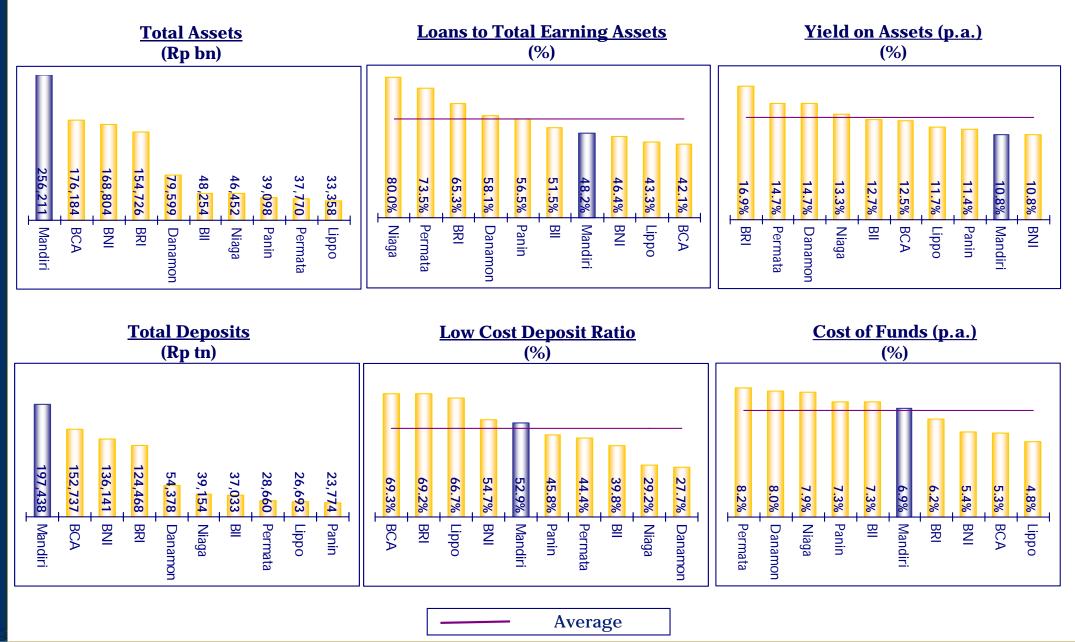
### Staffing and Distribution Network Growth



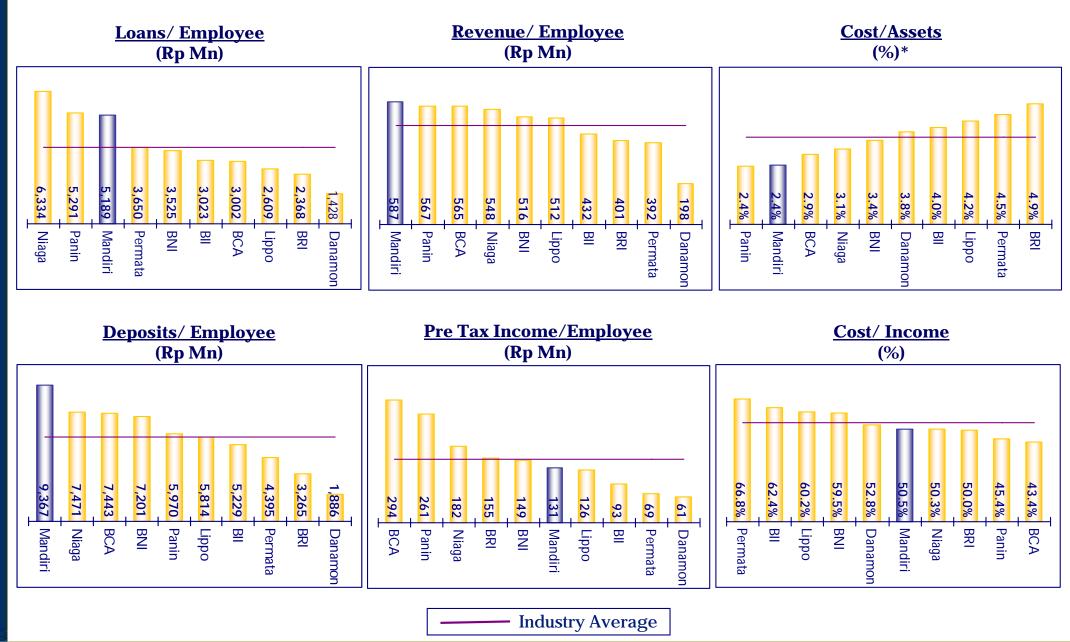
### Loan growth, quality and provisioning relative to peers Bank Only, As of December 2006



### Asset and liability mix relative to peers Bank Only, As of December 2006



### Efficiency measures relative to peers Bank Only, As of December 2006



\*Annualized 84

### Measures of scale and returns relative to peers Bank Only, As of December 2006



### BALANCE SHEETS As of March 31, 2007 and 2006 (In Millions of Rupiah)

	22.	1	21	20.	19.	10	18.	17.	16.	<u>1</u>	7	13.		12.	-	7						O.	7	9.				.∞			7.	6.								5			÷	Δ		ω		2.	·		NO	
TOTAL ASSETS	Other assets	Provision for possible losses on repossessed assets -/-	Accumulated depreciation for leased assets -/-		Provision for possible losses on abandoned properties -/-	Accumulated depreciation -/-		Deferred tax assets	Prepaid tax	Prepaid expenses	Allowance for possible losses on investments in shares of stock -/-	Investments in shares of stock	Allowance for possible losses on other receivables - trade transactions -/-	Other receivables - Trade transactions	Allowance for nossible losses on accentances receivables - / -	Allowance for possible losses on loans - / -	- Third parties	- Related parties	Allowance for possible losses on loans - / -	- Third parties	- Related parties	Loans A Runiah	Allowance for possible losses on derivative receivables - / -	Derivative receivables	b. For eight currences  Allowance for possible losses on securities purchased with agreement to resell -/-	Allowance for possible losses on securities purchased with agreement to resell -/- h Foreign currencies	a. Rupiah  Allowance for possible losses on posturities purchased with parcoment to recell /	Securities purchased with agreement to resell (reverse repo)		a. Irading h Available for sale	$\geq$	Securities sold with agreement to repurchase	Allowance for possible losses on securities - / -	II. Available for sale III. Held to maturity	. <del></del>	b. Foreign currencies	III. Held to maturity  Allowance for possible losses on securities - / -		a. Rupiah i Tradino	Securities	Allowance for possible losses on placements with other banks -/-	Allowance for possible losses on placements with other banks - / -	a. Rupiah	b. Foreign currencies  Placements with other hanks	a. Rupiah	C. Orners  Current accounts with other banks	b. Certificates of Bank Indonesia	Placements with Bank Indonesia a. Current accounts with Bank Indonesia	Cash	ASSETS	DESCRIPTION	
248,677,771	1,189,284	(23,838)	- 158 922	, ,	(58,461)	(3,251,080)	7,695,174	3,307,286	214,524	384.009	(73,743)	2,374,051	(829,767)	2,630,093	3,366,799 (70,176)	(7,445,504)	34,175,261	518,807	(7,707,353)	70,695,339	219,958		(4,172)	379,376					61,094,598	28 644 304		1	(65,456)	124,957	78,490	(1,000,770)	1,140,053	670,511	634 170		(97,944)	(41,918) 8 055 910	3,916,110	749,607	12,144		9,705,614	19,376,755	3,505,450	IVIdi CII 3 1,2007	March 21 2007	R <sub>A</sub>
246,137,926	837,119	-	- 158 922		230,230	(2,740,547)	7,714,917	1,895,984	309,907	443,433	(73,298)	2,132,864	(937,337)		3,741,200	(5,575,136)	28,170,717	517,728	(7,137,376)	68,928,778	452,675		(4,569)	456,745					61,094,598	2,210,630			(64,635)	66,638 969,602	45,997	(1,000,010)	1,038,440	997,702	201 096		(136,845)	(23,357) 13,063,520	2,325,559	621,034	2,687		6,653,174	21,758,350	3,166,068	IVIdi Cii 31,2000	March 21 2004	RANK
261,025,681	2,369,958	(23,838)	- 188 091	,	(58,461)	(3,539,465)	8,145,374	3,330,263	232,163	1,329,143	(73,743)	164,493	(821,167)	2,630,093	3,367,529	(7,488,958)	35,696,372	618,800	(8,024,064)	77,769,323	221,778		(4,172)	381,950		(8,600)	702,824		61,094,598	28 644 304			(65,456)	3/2,594 1 863 758	101,467	(1,007,102)	1,147,391	1,169,535	1 056 941		0,344,002	(44,793) 8 544 002	3,959,485	728,706	88,569		11,102,614	19,848,653	3,638,853	IVIdi CII 3 I,ZUU/	March 21 2007	CONSOLIDATED
254,884,990	1,131,865	-	- 188 701	1		(2,985,684)			315,375	498.757	(73,298)	139,179		3,053,649				620,715	(7,274,919)	74,576,582	454,601		(4,569)	456,773			210,037		61,094,598	2,210,630			(64,635)	270,299 1 204 397	85,814	(1,010,000)	1,052,278	1,520,745	507 366		(136,846)	(24,830) 13 374 644	2,401,680	665,988	6,164		7,337,174	22,206,410	3,266,239	IVIdi CIT 3 1,2000	March 31 3004	יייי איניי

## BALANCE SHEETS As of March 31, 2007 and 2006 (In Millions of Rupiah)

			!	21	3	19	18	16 17	14 15	12 13						<u> </u>		9 10	ω .	6		57				ى 4	2			(	S O
I O I AL LIABILITIES & SHAREHOLDERS' EQUITY	<ul><li>h. Difference arising from equity transactions of subsidiaries</li><li>i. Retained earnings *)</li></ul>	<ul> <li>e. Differences arising from translation of foreign currency financial statements</li> <li>f. Premises and equipment revaluation increment</li> <li>g. Unrealized gains/(losses) on available for sale securities</li> <li>and Government Recapitalization Bonds net of deferred tax</li> </ul>		Shareholders' Equity		<u>- '</u>	Subordinated loans  - Related parties		Accrued expenses Taxes payable	Estimated losses on commitments and contingencies Obligation under capital lease		ii. Foreign currencies - Related narties	- Related parties - Third parties	i. Rupiah	a. Funding facilities from Bank Indonesia	b. Foreign currencies Fund borrowings	a. Rupiah			Deposits from other banks Securities sold with reno agreements to renurchase	a. Rupiah b. Foreign currencies	Certificates of deposit	Related parties     Third parties	- Third parties	a. Rupiah - Related parties			a. Rupiah b. Foreign currencies	LIABILITIES AND SHAREHOLDERS' EQUITY  Demand deposits		DESCRIPTION
248,6/7,7/1	5,595 7,139,492	89,688 3,046,936 224,364	10,315,984 6,434,182 105,277			4,104,405	7,007,200	7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	458,456 449,715	455,218 -	1,645,843		350,000 951,174			2,695,450	893,266	3,366,799	91,062	4,795,950 3,002,984		13,040,000	275,332	72,563,721	310 172	57,219,537	799,666	30,963,241 14,388,376		March 31,2007	
246,137,926	(1,895) 4,515,479	70,796 3,046,936 (110,402)	10,144,789 6,016,827 206,596	,		4,214,922	5,147,413	E 1/0 /12	722,268 -	432,570 -	1,483,932		350,000 1,503,167			2,610,085	888,367	3,741,200	182,041	7,749,687 1,502,978		10/,20/,01	94,225	89,941,492	823 963	41,//6,91/	774,729	30,176,496 12,347,587		March 31,2006	BANK
261,025,681	5,595 7,139,492	89,688 3,046,936 224,364	10,315,984 6,434,182 105,277	5,104	7	4,136,405	7,330,704	0 256 767	535,128 486,208	456,529 -	1,637,025		350,000 1,306,175		,	2,694,894	1,238,266	3,367,529	91,062	5,611,253 3,270,813		14,117,200	258,112	75,755,512	138 051	60,103,816	823,311	33,246,615 14,678,391		March 31,2007	CONSOL
254,884,990	7	70,796 3,046,936 (110,402)	10,144,789 6,016,827 206,596	4,704		4,246,922	2,340,700	F E/16 066	761,226 17,849	452,233 -	1,468,611		350,000 1,608,166			2,609,011	1,088,367	3,743,376	182,279	8,399,607 1,589,709		10,330,770	49,526	93,064,278	643 836	43,844,544	844,369	31,486,315 12,662,774		March 31,2006	CONSOLIDATED

\*) Accumulated Losses of Rp162,874,901 million has been eliminated against additional paid-in capital/agio due to quasi-reorganization as of April 30,2003

STATEMENTS OF PROFIT AND LOSS
For the periods from January 1 to March 31, 2007 and 2006
(In Millions of Rupiah)

*) Present	<ul> <li>Basic</li> <li>Dilluted</li> </ul>	18. EARNIN	17. RETAIN	16. a. Dividend	15. Retained earnings	13. PROFIT	- Deferred	12. Estimated in - Current	11. PROFIT	10. Extraord	NON OPER	8. Non-ope	NON-OPER	PROFIT FRO	7.6. Others	7.4. For 7.5. Pro	5.	ァ 	7.3. a. L.	7.1. Ger 7.2. Sala	7. Other ope	4. Provision / 5. Provision / 6. Provision /	IOIA	3.4. Others	b. C	3.3. a. G R	3.2. For	3. Other ope	NET II	2.2. Fee <b>TOTA</b>	b. Fc	2.1. Inte	2. Interest expenses	b. Fc <b>TOT A</b>	a. Ru	b. Fc 1.2 Fee	a. Ru	1. Interest Income	INCOME	
Presented as a net of gains (losses) from foreign exchange transactions.		EARNINGS PER SHARE (full amount)	D. Others 17. RETAINED EARNINGS ENDING OF THE YEAR	d	Retained earnings beginning of the year	13. PROFIT BEFORE MINORITY INTERESTS	ed	12. Estimated income tax expense    -/ - - Current	11. PROFIT BEFORE INCOME TAX	Extraordinary income / expenses	NON OPERATING INCOME/(EXPENSES) - NET	Non-operating income	NON-OPERATING INCOME AND EXPENSES	PROFIT FROM OPERATIONS	ers	7.4. Foreign exchange losses *) 7.5. Promotion expenses	Government Recapitalization Bonds **)	Recapitalization Bonds **) h   Oscas from decline in value of securities and	7.3. a. Losses from sale of securities and Government	7.1. General and administrative expenses 7.2. Salaries and employee benefits	Other operating expenses	<ul><li>4. Provision / (reversal) for possible losses on earning assets</li><li>5. Provision / (reversal) of estimated losses on commitments and contingencies</li><li>6. Provision / (reversal) for possible losses on others</li></ul>	TOTAL OTHER OPERATING INCOME	Government Recapitalization Bonds ^^) thers	b. Gain from increase in value of securities and	3.3. a. Gain From Sale of Securities and Government Recapitalization Bonds **)	3.2. Foreign exchange gain ** 3.2. Foreign exchange gain ** 3.3. Foreign exchange gain ** 3.4. Foreign exchange gain ** 3.5. Foreign exchange gain ** 3.6. Foreign exchange gain ** 3.7. Foreign exchange gain ** 3.8. Foreign exchange gain ** 3.9. F	3. Other operating income 3.1 Other fees and commissions	NET INTEREST INCOME	2.2. Fees and commissions  TOTAL INTEREST EXPENSE	b. Foreign currencies	2.1. Interest expense	penses	b. Foreign currencies  TOTAL INTEREST INCOME	a. Rupiah	b. Foreign currencies  1.2 Fees, and commissions on loan facilities	a. Rupiah	rest Income	INCOME AND EXPENSES FROM OPERATIONS	
			7,139,492	ı.	6,113,090	1,026,402	(24,608)	449 715	1,451,509		8.883	9,757		1,542,194	151,501	56 823 -	38,165			573,590 722,115		1,388,566 (62,296) 18,375	/44,541	190,358		48,974	83,532	773 101	3,584,924	2.812.251	327,420	2 484 831	0,000,100	29,423 <b>6 397 17</b> 5	119,382	1,134,804	5,113,566			IVIDI CIT 3 1,2007
			4,515,479		4,005,437	510,042	263,709		773,751	(1,000)	(1,625)	10,063 11,688		1,309,955 775.376	124,552	- 25 618				534,676 625,109		997,825 (94,295) (41,150)	102,201	76,361 104,719	7	150,869	102,896	377 806	2,185,060	4.164.537	456,601	3 707 936	0,017,077	21,671 6 3 <b>49 597</b>	120,452	579,319	(T			ועומו כוו טו,בטטס
	49.75 49.65		7,139,492		6,113,090	1,026,697	(24,608)	477.731	1,479,820			10,971 1822	1	1,705,732	163,857	- - -	36,628			648,102 794,907		1,441,866 (62,196) 18,3 <i>7</i> 5	//3,040	141,091		61,245	86,807	18E 003	3,799,402	2.961.937	348,636	2 613 301	0,701,007	40,153 <b>6 761 339</b>	119,382	1,179,263	5,422,541			IVIdi CII 31,2007
	25.14 24.96		4,515,479		4,005,437		263,709		786,978	- 0	6.468	18,946 12,478		1,465,211 780,510	132,878	32 383 -				604,655 695,295		1,007,718 (94,417) (41,150)	771,124	111,936	7000	165,246	103,076	228 656	2,326,113	4.297.246	473,618	3 823 628	0,000,000	30,070 6 623 359	120,452	613,839	5,858,998			IVIdi CIT 3 1,2000

88

\_\* \_\* Presented as a net of gains (losses) from foreign exchange transactions.

Presented as a net of gains (losses) from increase /(decrease) in value of Securities and Government Bonds.

# STATEMENTS OF COMMITMENTS AND CONTINGENCIES As of March 31, 2007 and 2006 (In Millions of Rupiah)

	<b>ω ν</b>	<del>. `</del>		ώ	2				wγ			2.				NO	
Total contingent payables CONTINGENCIES - NET	b. Others Outstanding revocable letters of credit Others	Contingent Payables Guarantees issued a. Bank guarantees - Rupiah	Total contingent receivables	a. Rupiah b. Foreign currencies Others	b. Foreign currencies Unrecognized interest income	CONTINGENCIES Contingent Receivables Guarantees received	COMMITMENTS - NET	Total commitment payables	b. Foreign currencies Outstanding irrevocable letters of credit Others	Commitment Payables Unused Ioan facilities granted a. Rupiah	Total commitment receivables	Others	a. Rupiah	COMMITMENTS Commitment Receivables Unused fund borrowings facilities		DESCRIPTION	
11,452,709 (2,347,227)	8,119,232 - - 39,158	3,294,319	9,105,482	3,454,725 3,170,184 32,739	2,324,718	100	(18,152,954)	18,152,954	1,537,703 3,901,450	12,713,801					March 31,2007	BA	(In Millions of Rupiah)
10,342,627 (3,469,828)	/,U15,85/ - - 55,067	3,271,703	6,872,799	2,744,231 1,683,716 32,904	2,190,977		(22,760,835)	22,760,835	2,399,872 3,430,979	16,929,984					March 31,2006	BANK	)
11,559,062 (2,446,708)	8,141,307 - - 40,680	3,377,075	9,112,354	3,459,129 3,170,189 32,739	2,327,181	100	(18,400,331)	18,400,331	1,538,159 4,028,588	12,833,584					March 31,2007	CONSO	
10,515,900 (3,640,474)	7,111,934 - - 52,883	3,351,083	6,875,426	2,744,411 1,683,716 32,904	2,193,424	2200	(23,141,239)	23,141,239	2,399,872 3,733,703	17,007,664					March 31,2006	CONSOLIDATED	

MANAGEMENT OF THE BANK AS	OF MARCH 31, 2007	SHAREHOLDER
Board of Commissioners		
- Chairman	: Edwin Gerungan *)	Republic of Indonesia: 67.86%
- Deputy Chairman	: Muchayat	(Ultimate Shareholders)
- Commissioner	: Soedarjono	
- Commissioner	: Richard Claproth	Public : 32.14%
- Independent Commissioner	: Pradjoto	
- Independent Commissioner	: Gunarni Soeworo	
- Independent Commissioner	: Yap Tjay Soen	
Board of Directors		
- President Director	: Agus Martowardojo	
<ul> <li>Deputy President Director</li> </ul>	: Wayan Agus Mertayasa	
- Director	: Omar Sjawaldy Anwar	
- Director	: Zulkifli Zaini	
- Director	: Abdul Rachman	
- Director	: Sasmita	
- Director	: Sentot A. Sentausa	
- Director	: Bambang Setiawan **)	
- Director	: Riswinandi	
- Director	: Thomas Arifin	
- Director	: Budi Gunadi Sadikin	

Jakarta, April 20, 2007

S. E & O
Board of Directors
PT Bank Mandiri (Persero) Tbk.

Agus Martowardojo President Director Wayan Agus Mertayasa Deputy President Director

- \*) also appointed as independent commissioner
- \*\*) also appointed as compliance director
- 1) The above financial information as of and for the three months ended March 31, 2007 and 2006 is derived from the consolidated financial statements of PT Bank Mandiri (Persero) Tbk. The consolidated financial statements of PT Bank Mandiri (Persero) Tbk.as of and for the three months ended March 31, 2006 have been reviewed by Public Accounting Firm Purwantono, Sarwoko & Sandjaja a member of Ernst & Young Global (Partner In-charge is Drs. Soemarso S.Rahardjo ME) which stated that they did not find indication for material modification that should be made to the consolidated financial statements in order for them to comply with generally accepted accounting principles in Indonesia in their reports dated May 17, 2006 (except for Note 60b as to which the date was May 22, 2006). As the financial information is derived from the consolidated financial statements, it does not provide a complete presentation in the consolidated financial statements.
- 2) The above financial information is presented in accordance with the following matters:
  - a) Bank Indonesia's Regulation No. 3/22/PBI/2001 dated December 13, 2001 as amended by Bank Indonesia's Regulation No. 7/50/PBI/2005 dated November 29, 2005 regarding "Transparency of Bank's Financial Condition".
  - b) Bank Indonesia's Circular Letter No. 7/10/DPNP dated March 31, 2005 regarding the amendment of Bank Indonesia's Circular Letter No. 3/30/DPNP dated December 14, 2001 concerning Presentation of Quarterly and Monthly Published Financial Statements of Commercial Banks and Certain Report Submitted to Bank Indonesia.
  - c) Bank Indonesia's Regulation No. 4/7/PBI/2002 dated September 27, 2002 regarding Prudential Principles for Purchase of Credit by Commercial Banks from the Indonesian Banks Restructuring Agency (IBRA).
  - d) Bank Indonesia's Letter No. 5/559/DPNP/IDPnP dated December 24, 2003 regarding Bank's Published Financial Statements.
  - e) Rule X.K.2, Decision of Chairman of the Capital Market Supervisory Agency (Bapepam), Attachment No. Kep-36/PM/2003 dated September 30, 2003 regarding "Obligation to Submit Periodic Financial Statements".
- 3) Bank assessed asset quality rating based on Bank Indonesia's Regulation No. 7/2/PBI/2005 dated January 20, 2005, as amended by Bank Indonesia's Regulation No. 8/2/PBI/2006 dated January 30, 2006 regarding change in PBI 7, which among others required the Bank to apply the asset quality designated by Bank Indonesia, in the event of difference in assessment of asset quality between Bank and Bank Indonesia.
- 4) For comparative purposes, certain accounts in the financial information as of and for the three months ended March 31, 2006 have been reclassified to conform with the presentation of accounts in the financial information as of and for the three months ended March 31, 2007.
- 5) Exchange rate of 1 US Dollar as of March 31, 2007 and 2006 were Rp 9,125.00 and Rp 9,065.50 respectively.
- Basic and diluted earnings per share are calculated by dividing the net profit with the weighted average number of shares issued and fully paid during the period, after considering the effects of stock options.

### EARNING ASSETS AND OTHER INFORMATION

As of March 31, 2007 and 2006

(In Millions of Rupiah)

							ВА	NK					
N	DESCRIPTION			March:	31, 2007					March :	31, 2006		
		CURRENT	SPECIAL MENTION	SUB STANDARD	DOUBTFUL	LOSS	TOTAL	CURRENT	SPECIAL MENTION	SUB STANDARD	DOUBTFUL	LOSS	TOTAL
Ī	Related Parties		W.E. C. T. G. T.	017111271112					WEITHOU	017111071110			
1	EARNING ASSETS												
1.	Placement with other banks	327,750	-	-	-	-	327,750	126,917	-	-	-	-	126,917
2.	Securities *)	91,722,452	-	-	-	10,000	91,732,452	92,661,717	-	-	-	-	92,661,717
3.	Loan to related parties	536,456	-	-	-	202,309	738,765	762,825	-	6,000	-	201,578	970,403
Ш	a. Small scale business credit (KUK)	- 837	-	-	-	-	-	- 9.240	-	-	-	-	- 9.240
Ш	b. Property loans i. Restructured	837	-	-	-	-	837	9,240 8,750	-	-	-	-	9,240 8,750
Ш	ii. Unrestructured	- 837					837	490				-	490
Ш	c. Other restructured loans	100,000	_	_	_	_	100,000	324,944	_	_	_	_	324,944
Ш	d. Others	435,619	-	-	-	202,309	637,928	428,641	-	6,000	-	201,578	636,219
4.	Investment in shares of stock to related parties	2,301,426	-	-	-	-	2,301,426	2,060,239	-	-	-	-	2,060,239
Ш	a. In bank financial institutions	1,309,247	-	-	-	-	1,309,247	1,161,123	-	-	-	-	1,161,123
Ш	b. In non bank financial institutions	822,915	-	-	-	-	822,915	746,967	-	-	-	-	746,967
Ш	c. Due to loan restructuring	-	-	-	-	-	-	-	-	-	-	-	-
L	d. Others	169,264 <b>78,143</b>	-	-	-	-	169,264 <b>78,143</b>	152,149 <b>39,622</b>	-	-	-	-	152,149 <b>39,622</b>
р. 6	Other receivables to related parties Commitments and contingencies to related parties	9,786					9,786	18,690			-		18,690
J .	Communicated and contingencies to related parties	7,700	-		·	-	7,700	10,070	-	-	-	-	10,070
E	NON EARNING ASSETS												
1.	Abandoned properties	-	-	-	-	-	-	-	-	-	-	-	-
2.	Repossessed assets	-	-	-	-	-	-	-	-	-	-	-	-
3.	Interbranch and suspense account	-	-	-	-	-	-	-	-	-	-	-	-
ы.	Third Parties												
	EARNING ASSETS												
l h.	Placement with other banks	12,406,021	_	_	_	_	12,406,021	15,885,883	_	_	_	_	15,885,883
2.	Securities (issued by Bank Indonesia and third parties)	11,845,110	-	-	-	1,047,354	12,892,464	8,280,671	-	64,276	-	1,065,027	9,409,974
3.	Loan to third parties	70,351,848	16,749,898	1,921,627	496,216	15,351,011	104,870,600	58,094,560	12,086,490	4,404,683	5,786,772	16,726,990	97,099,495
Ш	a. Small scale business credit (KUK)	3,134,512	702,979	49,557	80,834	424,301	4,392,183	3,610,579	680,515	99,909	131,519	380,317	4,902,839
Ш	b. Property loans	6,460,579	2,449,404	127,985	112,267	1,268,890	10,419,125	3,277,017	1,296,523	302,335	972,155	649,385	6,497,415
Ш	i. Restructured	253,642	973,170	54,656	5,121	173,677	1,460,266	43,891	231,004	71,469	14,592	160,269	521,225
Ш	ii. Unrestructured c. Other restructured loans	6,206,937 6,423,739	1,476,234 8,432,130	73,329 1,404,791	107,146 34,922	1,095,213 5,415,723	8,958,859 21,711,305	3,233,126 5,963,908	1,065,519 2,922,185	230,866 993,767	957,563	489,116 5,730,944	5,976,190 17,485,328
Ш	d. Others	54,333,018	5,165,385	339,294	268,193	5,415,723 8,242,097	68,347,987	45,243,056	2,922,185 7,187,267	3,008,672	1,874,524 2,808,574	9,966,344	68,213,913
4	Investment in shares of stock of third parties	54,555,016	5,105,365	337,274	200,173	72,625	72,625	45,245,050	7,107,207	3,008,072	2,000,574	72,625	72,625
l I"	a. In bank financial institutions	_	_	_	_	-	-	_	_	_	_	-	-
Ш	b. In non bank financial institutions	-	-	-	-	-	-	-	-	-	-	-	
Ш	c. Due to loan restructuring	-	-	-	-	72,625	72,625	-	-	-	-	72,625	72,625
Ш	d. Others	-	-	-	-	-	-	-	-	-	-	-	-
5.	Other receivables from third parties	4,510,525	1,032,695	2,062	-	752,843	6,298,125	4,628,699	684,489	886,054	219,547	793,183	7,211,972
б.	Commitments and contingencies to third parties	14,749,180	460,090	23,650	-	72,295	15,305,215	12,982,301	307,923	230,310	17,694	161,621	13,699,849
l le	NON EARNING ASSETS												
1.	Abandoned properties	-	-	389,742	-	-	389,742	-	-	-	-	-	238,236
2.	Repossessed assets	-	-	158,922	-	-	158,922	-	-	-	-	-	158,922
3.	Interbranch and suspense account	1,536,030	-	-	-	734,413	2,270,443	-	-	-	-	-	675,560
	TOTAL	210,374,727	18,242,683	2,496,003	496,216	18,242,850	249,852,479	195,542,124	13,078,902	5,591,323	6,024,013	19,021,024	240,330,104
[ [¹.	a. Required allowance for possible losses on earning assets     b. Required allowance for possible losses on non earning assets	1,072,411	1,520,999	349,566 82,299	227,582	13,351,189 734,413	16,521,747 816,712	953,468	575,191	791,827	1,823,797	11,193,138	15,337,421
	Total required allowance for possible losses on assets **)	1,072,411	1,520,999	431,865	- 227,582	14,085,602	17,338,459	- 953,468	575,191	- 791.827	- 1,823,797	- 11,193,138	15,337,421
2.	a. Established allowance for possible losses on earning assets	1,362,944	1,520,999	349,566	227,582	14,414,150	17,875,241	1,072,730	575,191	791,827	1,823,797	11,326,144	15,589,689
	b. Established allowance for possible losses on non earning assets		-	82,299	-	735,969	818,268	-	-	-	-	-	374,678
	Total established allowance for possible losses on assets	1,362,944	1,520,999	431,865	227,582	15,150,119	18,693,509	1,072,730	575,191	791,827	1,823,797	11,326,144	15,964,367
3.	Value of bank's assets pledge as collateral:	1											
	a. To Bank Indonesia						-						-
1	b. To others  Percentage of small scale business gradit to total leans						- 4.16%						- 4.99%
5	Percentage of small scale business credit to total loans Percentage of small scale business credit debtors to total debtors						33.86%						4.99% 38.70%
6	Percentage of UMKM to total loans						12.48%						11.41%
7.	Percentage of UMKM debtors to total debtors						39.20%						42.11%
*)	Include Government Recapitalization Bonds.	•				'							

<sup>\*)</sup> Include Government Recapitalization Bonds.

\*\*) The Calculation of allowance for possible losses on earning assets should be provided on the principal after deducting by collaterals.

No allowance for posible losses is required for certificates of Bank Indonesia, placements with Bank Indonesia and Government Recapitalization Bond.

### FOREIGN EXCHANGE AND DERIVATIVES TRANSACTION

### As of March 31, 2007 (In Millions of Rupiah)

				BANK		
NO	TRANSACTION	Contract M		<b>Derivative Rece</b>	ivable & Payable	Contract Value
		Hedging	Others	Receivable	Payable	Netting Agreement
A.	Exchange rate related					
1	Spot	-	1,082	-	-	-
2	Forward	-	955,052	1,357	4,130	-
3	Option a. Purchased b. Written	<del>-</del> -	3,424 2,999	723 1,295	1,161 354	- -
4	Future	-	-	-	-	-
5	Swap	-	13,104,902	375,302	32,412	-
6	Other	-	-	-	-	-
В	Interest rate related					
1	Forward	-	1,037	699	338	-
2	Option a. Purchased b. Written	- -	- -	- -	- -	- -
3	Future	-	-	-	-	-
4	Swap	39,038	13,629	-	52,667	-
5	Other	-	-	-	-	-
С	Other	-	-	-	-	-
	TOTAL			379,376	91,062	

## CALCULATION OF CAR As of March 31, 2007 and 2006 (In Millions of Rupiah)

0 %	0%	All RECORED WINIMOW CAPT AT ADECODACT RATIO
0.00%	0.00%	((C-D):(VII+VIII))
24.55%	26.31%	MARKET RISK (VI:(VII+VIII))  XI.EXCESS ADDITIONAL SUPPLEMENTAL CAPITAL RATIO
10.1	1	X. ESTABLISHED CAPITAL ADEQUACY RATIO FOR CREDIT AND
2,966,744 25,21%	3,428,046	VIII.MARKET RISK-WEIGHTED ASSETS
110,698,401	107,911,719	VII.CREDIT RISK-WEIGHTED ASSETS
27,906,657	29,292,630	VI.TOTAL CAPITAL FOR CREDIT AND MARKET RISK (III-IV)
27,906,657	29,292,630	V. TOTAL CAPITAL FOR CREDIT RISK (II-IV)
(2,766,896	31,594,056	IV INVESTMENTS IN SHARES OF STOCK (-/-)
20 000	22	SUPPLEMENTAL CAPITAL ALLOCATED TO ANTICIPATE MARKET RISK
		III. TOTAL CORE CAPITAL, SUPPLEMENTAL CAPITAL, AND ADDITIONAL
29,966,896	31,594,056	II. TOTAL CORE CAPITAL AND SUPPLEMENTAL CAPITAL (A+B)
ı		MARKET RISK
ı		
		٠٠
4,214,922	4,104,405	
1,072,730	1,348,896	(mäx 1.25% of risk weighted assets) 4 Loan Canital
7	2	3. General Reserves of Allowance for Possible Losses on Earning Assets
		2. Differences Arising from Assets and Liabilities Valuation due to Quasi
3.046.936	3.046.936	1. Reserve for Premises and Equipment Revaluation
0 227 500	o E00 227	
	1	3. Goodwill (-/-)
	1	under Common Control
		m. Differences Arising from Restructuring of Transaction among Entities
	1	
	1	k. Funds for Paid-Up Capital
- 10,1 20	- 000	2) Negative Adjustment (-/-)
70 796	88 688	In Foreign Currencies  1) Positive Adjustment
		j. Differences Arising from Translation of Financial Statements
	1	I. Current year losses (-/-)
386,876	500,897	h. Current year profit after tax (50%)
2,240,137	3,012,422	
2,560,285	2,575,369	
206,596	105,277	c. Shares Option
1	1	
6,016,827	6,434,182	8
10,144,707	10,313,704	Disclosed Reserves
21,632,308	23,093,819	Ω
		I. COMPONENTS
Mai Ci O 1, 2000	INICI CI OI, ECO,	
March 31 2006	March 31 2007	NO DESCRIPTION
3ANK	BA	(managara or ampara)
		(In Villions of Rupiah)

### 94

## January 1, 2007 to March 31, 2007

(In millions of Rupiah)

(Based on Bank Indonesia's Regulation No. 4/7/PBI/2002 dated September 27, 2002 Chapter VI section 24)

## a. Summary of loans purchased from IBRA

5. Inter	4. Allo	3. Tot:	2. Amo	1. Loar	ON
Interest income and other income related to loans purchased from IBRA from January 1, 2007 - March 31, 2007	Allowance for possible loan losses as of March 31, 2007	Total provision for loan losses and deferred income arising from the difference between outstanding loans and purchase price	Amount of loans purchased from January 1, 2002 - March 31, 2007	Loan principal / outstanding balance as of March 31, 2007	DESCRIPTION
368.549	394,628	85,783	5,579,541	2,906,836	Amount

# b. Summary of movement of loans purchased from IBRA

2,906,836	Ending balance	6.
(1,396)	Loan written-off during the period	Ģī.
(176,322)	Repayment during the period	4.
ı	Additional loan purchased during the period	ω
34,066	Foreign currency translation	2.
3,050,488	Beginning balance	<del>. `</del>
Amount	DESCRIPTION	NO

## c. Summary of movement of allowance for possible loan losses derived from the difference between loan principal and purchase price

	Ending balance	6.
	Reversal of allowance for possible losses due to excess of repayment over purchase price	5
	Allowance for possible losses for loan written-off	4.
	Additional allowance for possible losses on loan purchased from IBRA during the period	ω
	Foreign currency translation	2.
	Beginning balance	<del>. '</del>
Amount	DESCRIPTION	NO

# d. Summary of movement of deferred income derived from the difference between loan principal and purchase price

NO	DESCRIPTION	Amount
	Beginning balance	86,380
2.	Foreign currency translation	699
ω	Additional deferred income of loan purchased from IBRA during the period	
4.	Deferred income for loans written-off	
<b>ў</b>	Reversal of deferred income due to excess of repayment over purchase price	(1,296)
6.	Ending balance	85,783

## e. Loan covered by new credit agreements

2,906,836

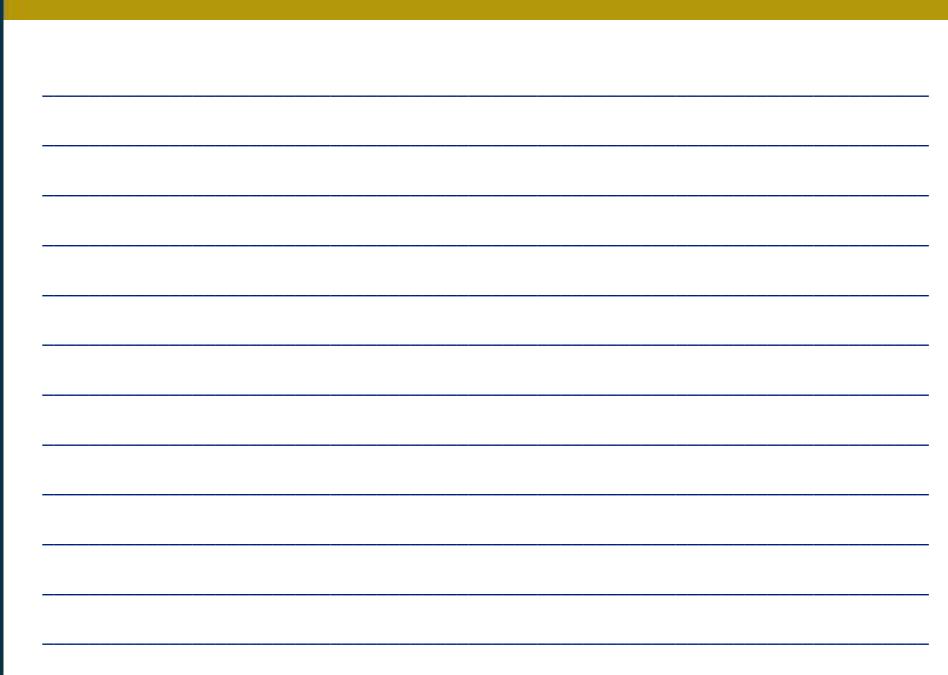
### FINANCIAL RATIOS As of March 31, 2007 and 2006

		ВА	NK
NO	KEYS RATIOS	March 31, 2007	March 31, 2006
l ,	Capital		
"	CAR by considering credit risk	27.14%	25.21%
	CAR by considering credit risk and market risk	26.31%	24.55%
	3. Premises and equipment to capital	26.27%	27.65%
H.	Earning Assets	20.2770	27.0070
	Non-performing earning assets	8.08%	12.80%
	2. Allowance for possible losses on earning assets	7.24%	6.52%
	3. Compliance for allowance for possible losses on earning assets	108.19%	101.64%
	4. Compliance for allowance for possible losses on non earning assets	100.19%	-
	5. Gross NPL	17.02%	27.66%
	6. Net NPL	4.73%	15.84%
III.	Rentability		
	1. ROA	2.31%	1.24%
	2. ROE	17.88%	9.27%
	3. NIM	6.38%	4.01%
	4. Operating Expenses to Operating Income *)	79.80%	89.10%
IV.	Liquidity		
	LDR	55.33%	50.90%
V.	Compliance		
	1. a. Percentage violation of Legal Lending Limit		
	a.1. Related parties	-	-
	a.2. Third parties	-	-
	b. Percentage of lending in excess of the Legal		
	Lending Limit		
	a.1. Related parties	-	-
	a.2. Third parties	-	-
	2 Reserve requirement (Rupiah)	11.15%	12.12%
	3 Net Open Position **)	5.05%	3.86%
	4 Net Open Position on Balance Sheet	13.22%	16.35%

<sup>\*)</sup> Operating expenses include interest expense, provision for possible losses on assets, and provision for possible losses on others divided by operational income including interest income.

<sup>\*\*)</sup> Net Open Position calculation includes balance sheet and off-balance sheet accounts.

### Notes



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