



PT Bank Mandiri (Persero) Tbk FY 2010 Results Presentation

March 31st, 2011

Mandiri,
Building Your Dream

Bank Mandiri Presentation Contents

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Bank Mandiri continues to become Indonesia's Most Admired Financial Institut



- # of Accounts
- Deposits 11. mn
 - Loans 957,698



- # of new Accounts
- Deposit 3.2 Mn
 - Loans 474,342



- # of Outlets
- 1,370 branches
 - 1,000 Micro branches
 - 6,496 ATMS



- e-Channel Trx
- 594 mn in Q3
 - 14% Growth



- # of Cards Issued
- Credit 1.98 mn
 - Debit 8.3 mn
 - Prepaid 686,224



- Cash Management
- 7,784 Customers
 - 17.7 Trx



- Retails Loans (1)
- Rp 60.7 Tn
 - 27.7% of Loans








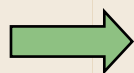







- Subsidiaries Income
- Total Rp 1.1 tn
 - Sum of income of 5 subsidiaries)



- Alliances
- Total Card From Alliances 129,633 cards
 - Payroll Loans 168,161 tn

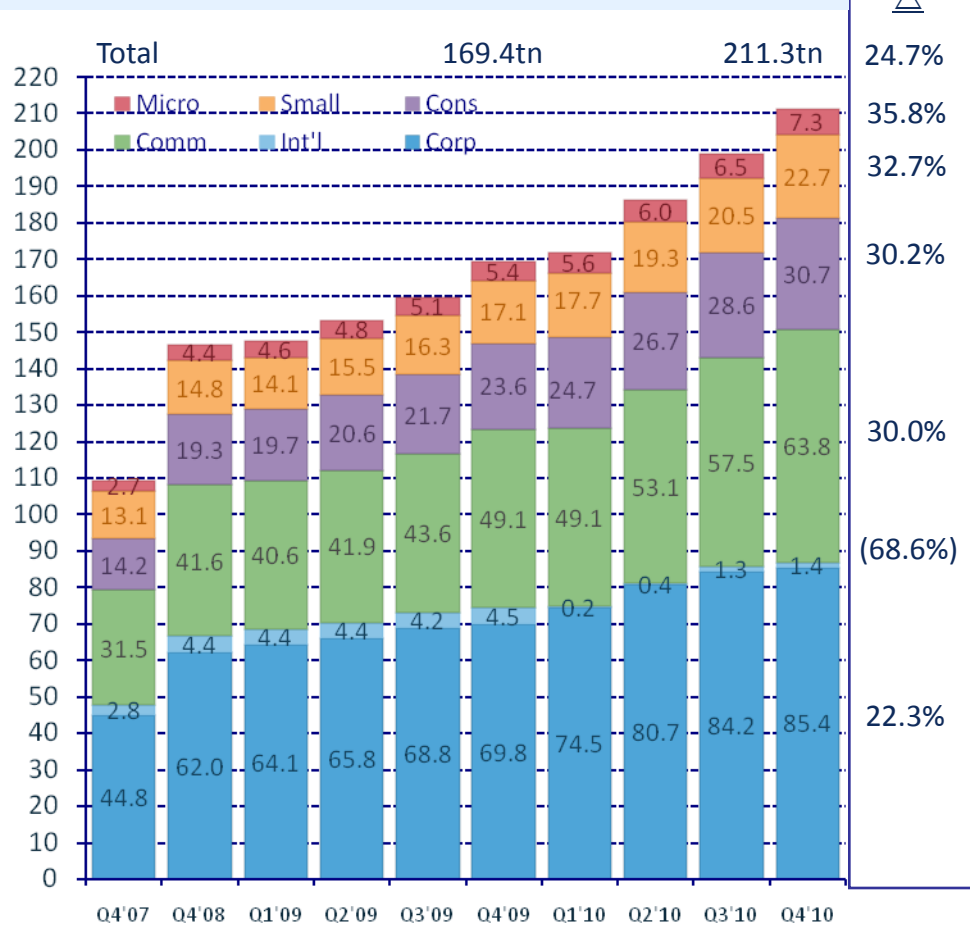
Key Financial Highlights

Bank Mandiri's 12-Month 2010 Performance continued to demonstrate marked improvements in several key indicators:

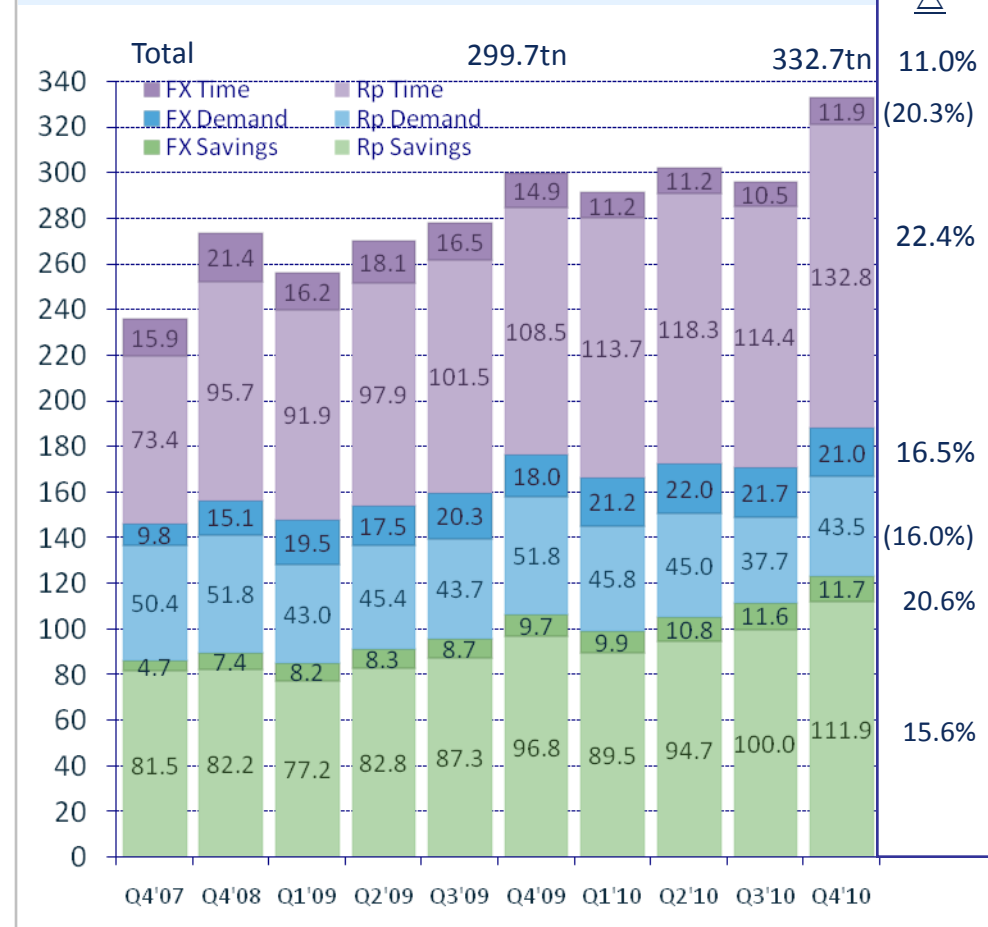
	FY '09		FY '10		△%
Loans	Rp198.5 tn		Rp246.2 tn		24.0%
Net NPL Ratio	0.42%		0.62%		47.6%
Gross NPL Ratio	2.79%		2.42%		(13.3%)
Low Cost Funds Ratio	58.4%		55.8%		(4.5%)
[Low Cost Funds (Rp)]	Rp186.5 tn		Rp202.0tn		8.5%
NIM	5.04%		5.28%		4.8%
Efficiency Ratio	44.6%		42.0%		(5.8%)
Earnings After Tax	7,155 bn		9,218bn		28.8%

Maintaining momentum for growth

Loans by SBU*
(Rp Tn)



Deposits by Product – Bank Only
(Rp Tn)



*Loans from Treasury & International have been reallocated to Corporate following the reorganization in early 2010

Strategy focus on 3 areas of highest potential: Wholesale Transactions, Retail Payments & High Yield Loans

Pillar 1

Strengthen leadership in wholesale transaction banking

- Comprehensive financing & transaction solutions
- Holistic relationship approach for leading Indonesian institutions

- Total Wholesales Fees Rp 2.0 tn
- Total Wholesale Low Cost Deposits Rp 53.6 Tn

Pillar 2

Be the retail deposit bank of choice

- Win through differentiated customer experience and targeted propositions
- Deploy innovative payment solutions

- Total Retail Fees of Rp 4.2 Tn
- Total Retail Low Cost Funds Rp 134.4 Tn

Pillar 3

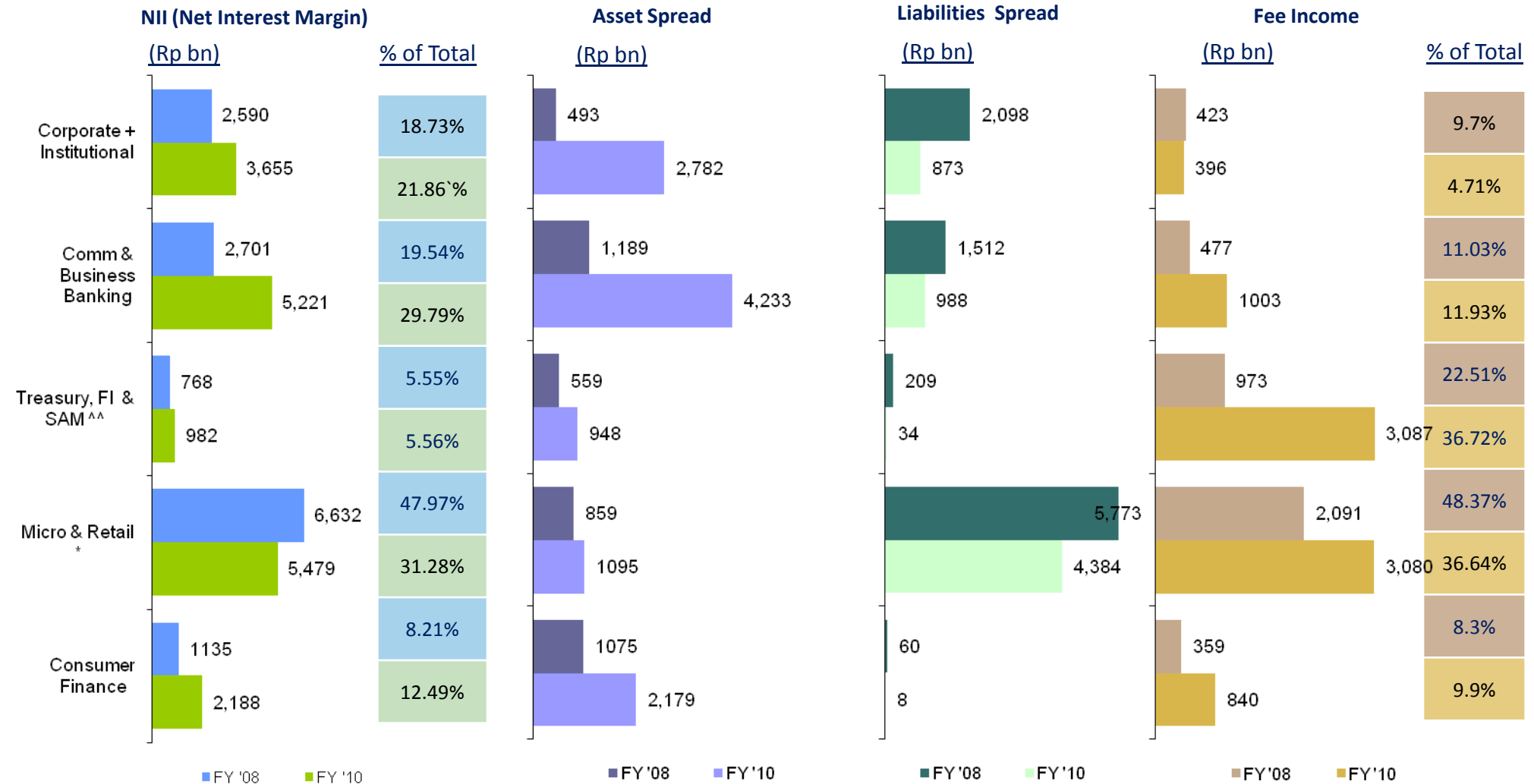
Build #1 or #2 positions in key retail financing segments

- Win in mortgage, personal loan & cards
- Become a major player in micro-banking
- Champion Syariah in Indonesia

- Total Retail Loans of Rp 60.7 Tn
- Assets Spread Rp. 4.7 tn

* Excluding collection extracomptable

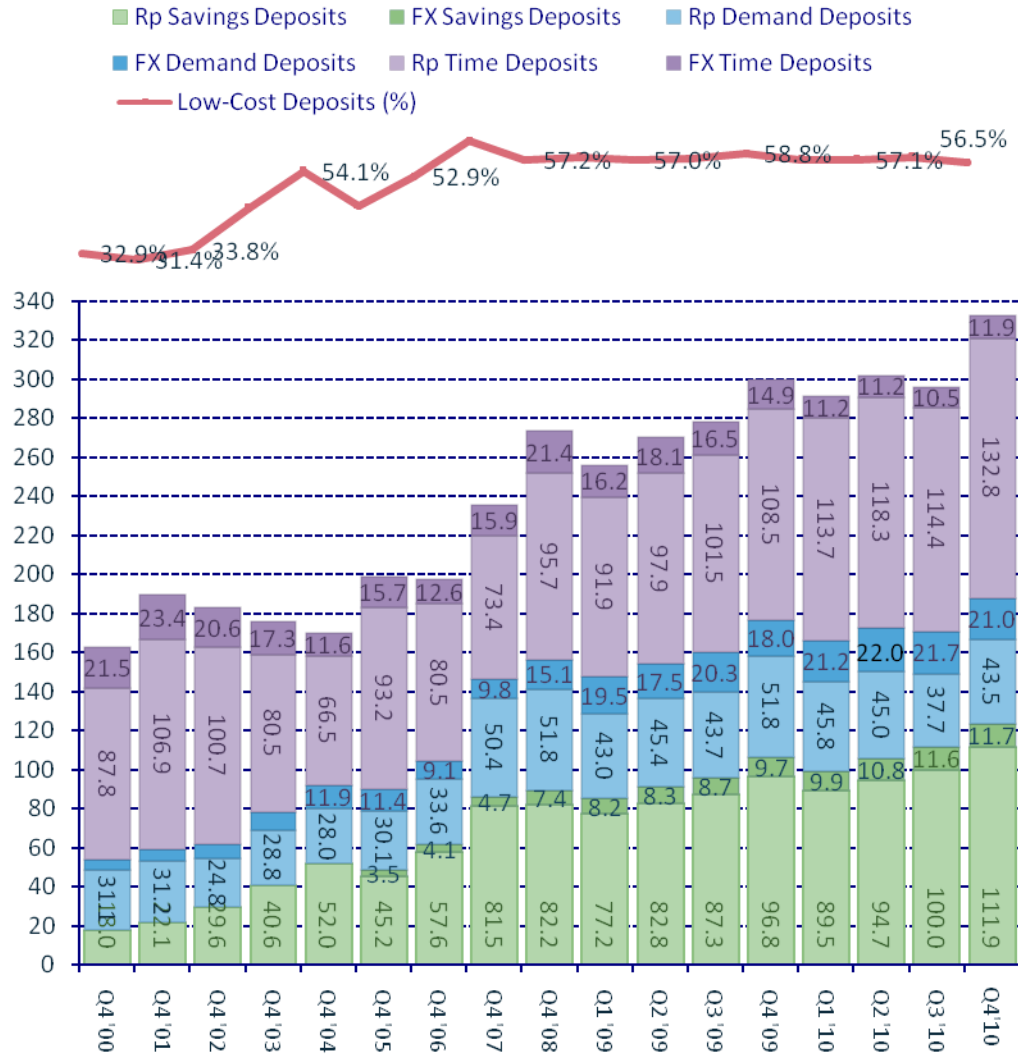
Balanced Earnings from All Business Units



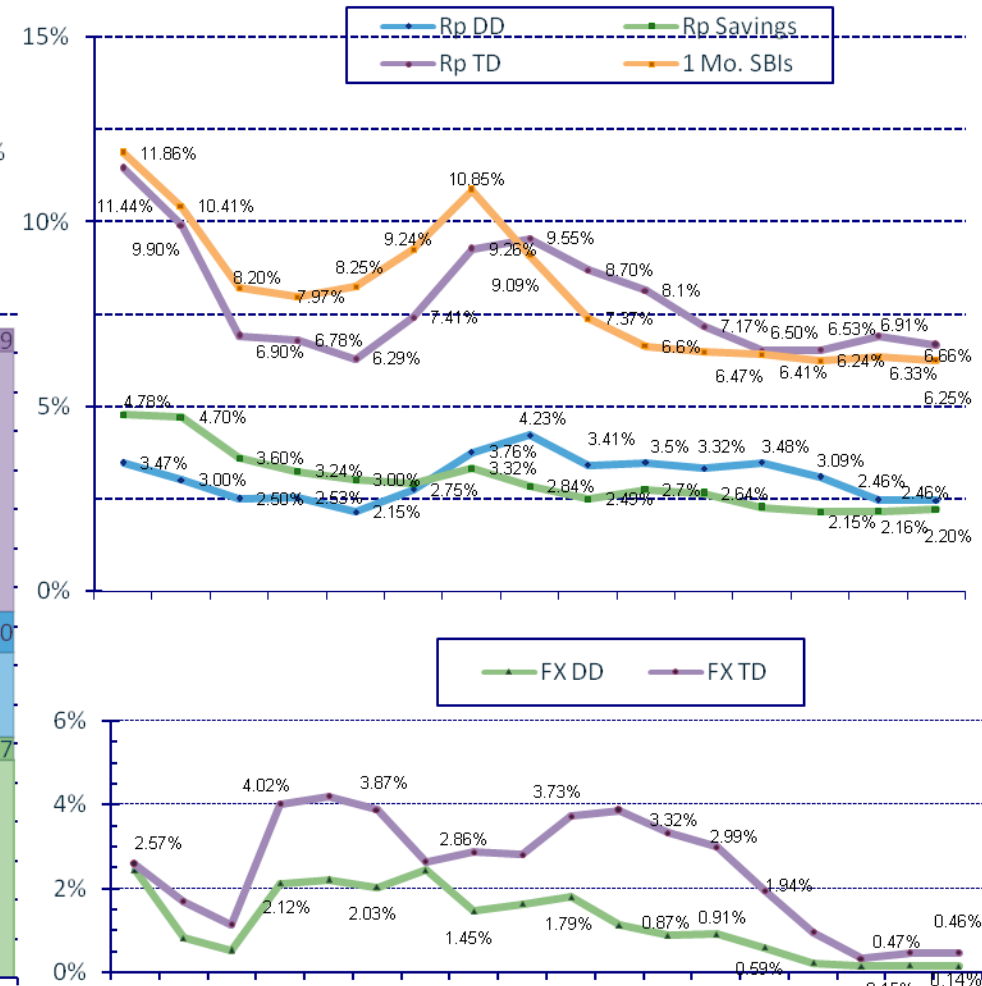
*MRB in 2008: still includes Business Banking ^^ Treasury in 2008 inc Int Branches, exc SAM '10 inc SAM & Cayman

Deposits rose 12.5% Y-o-Y in 2010

Deposit Analysis – Bank Only

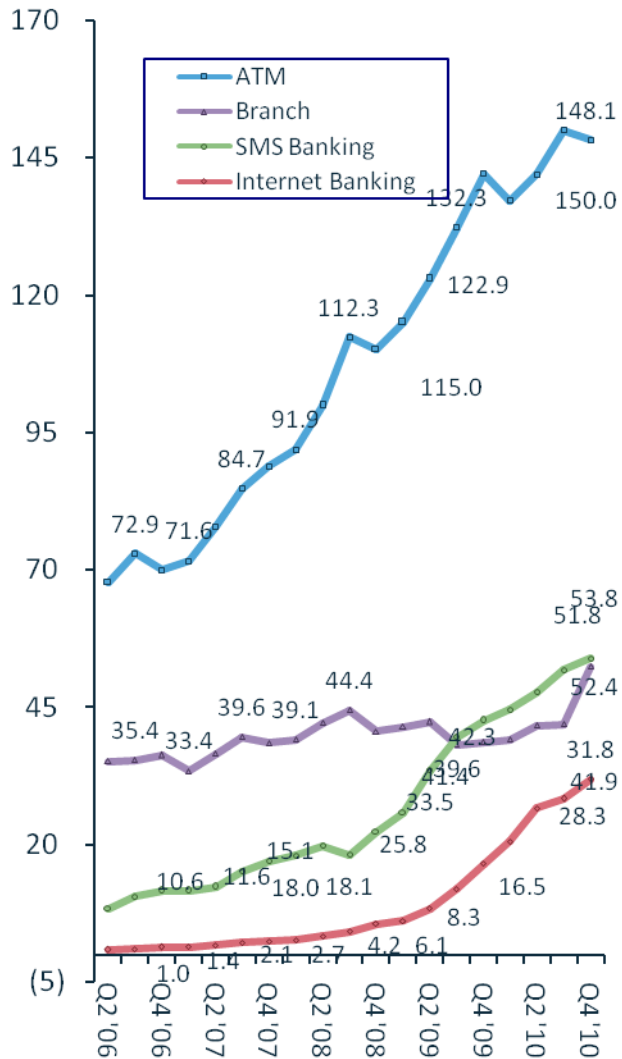


Average Quarterly Deposit Costs (%)

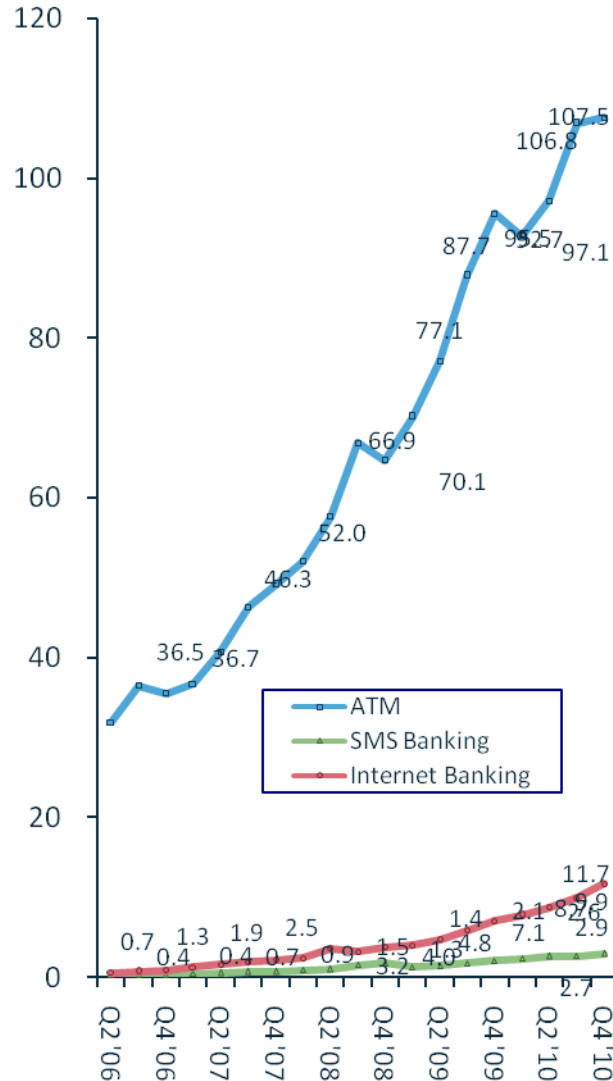


...through enhanced transaction capabilities

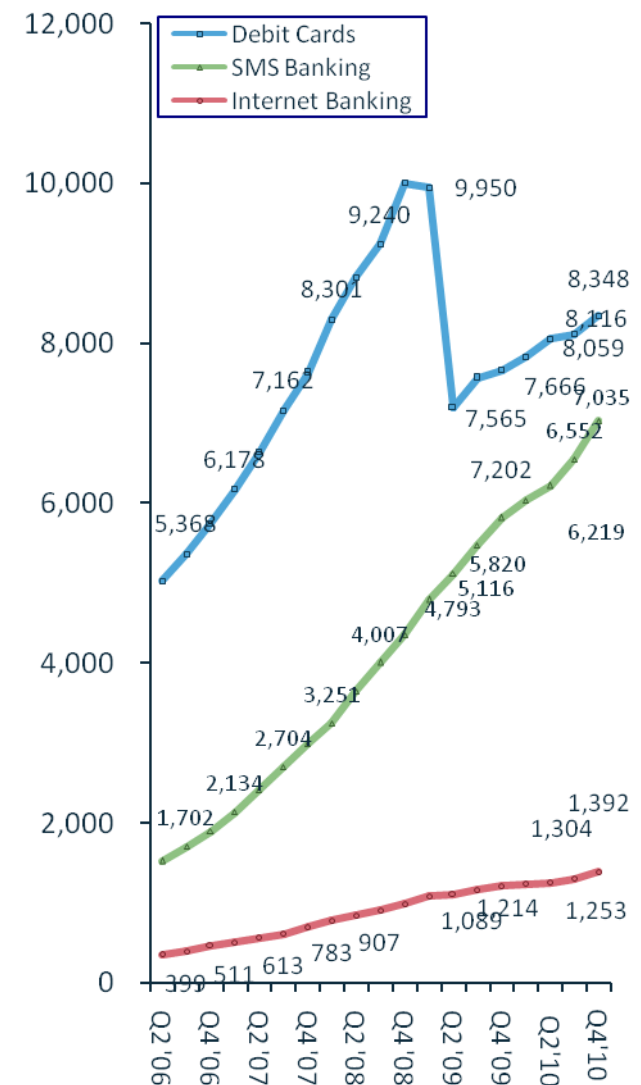
Quarterly Transaction Volume (Mn)



Quarterly Transaction Value (Rp tn)

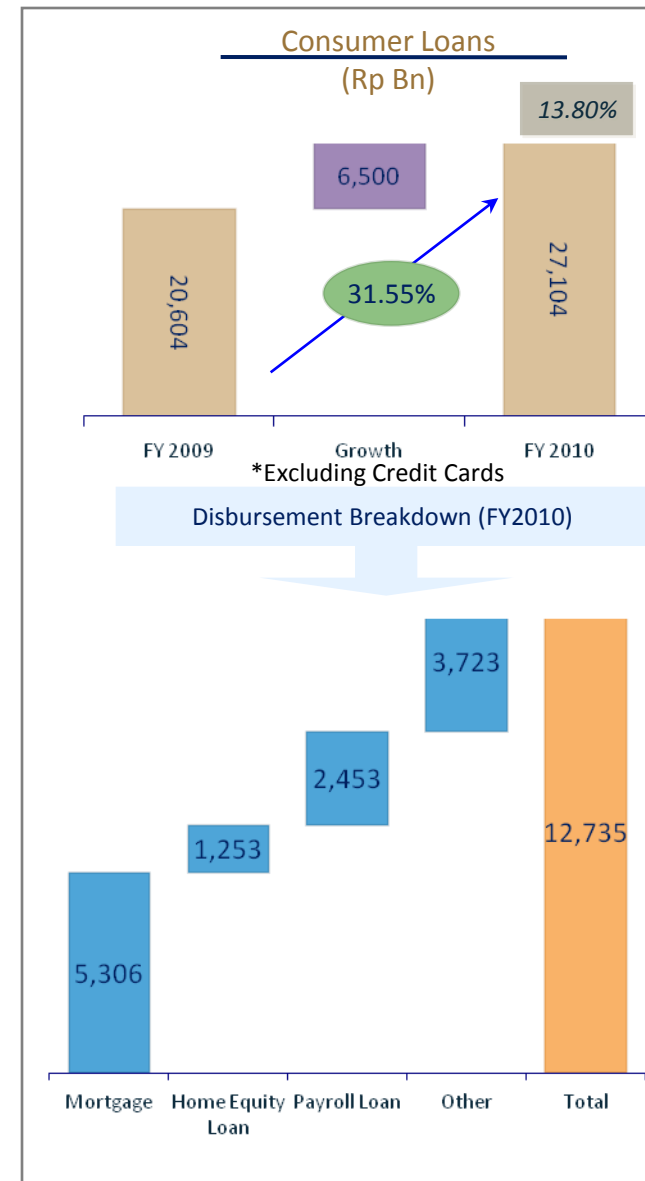
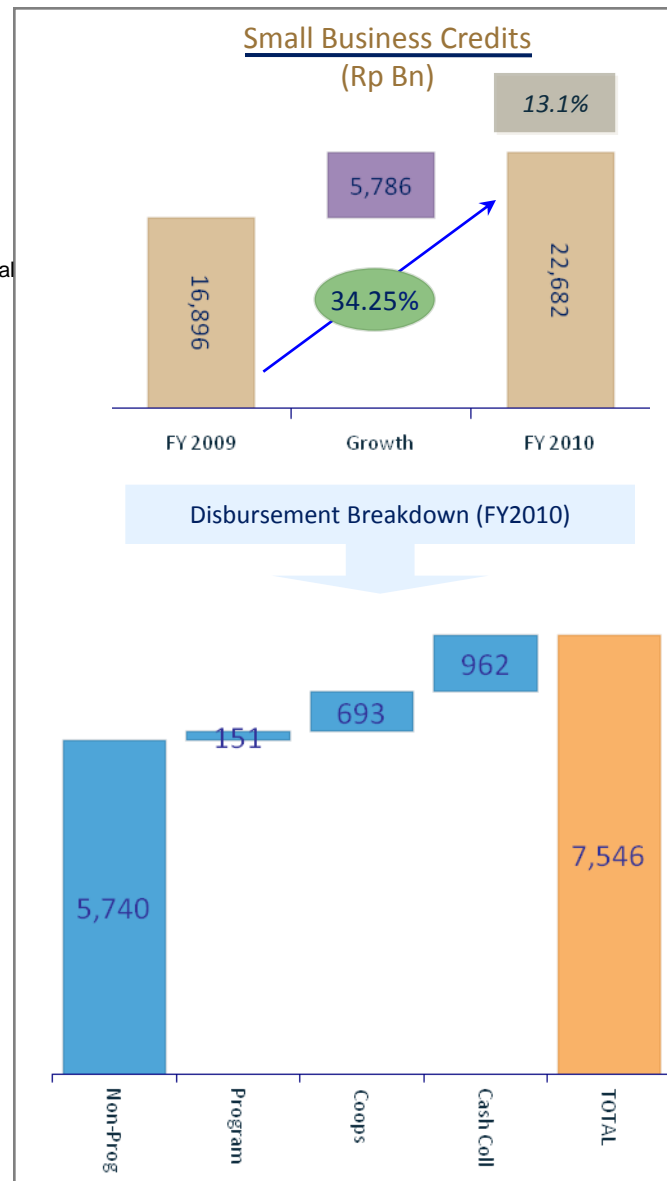
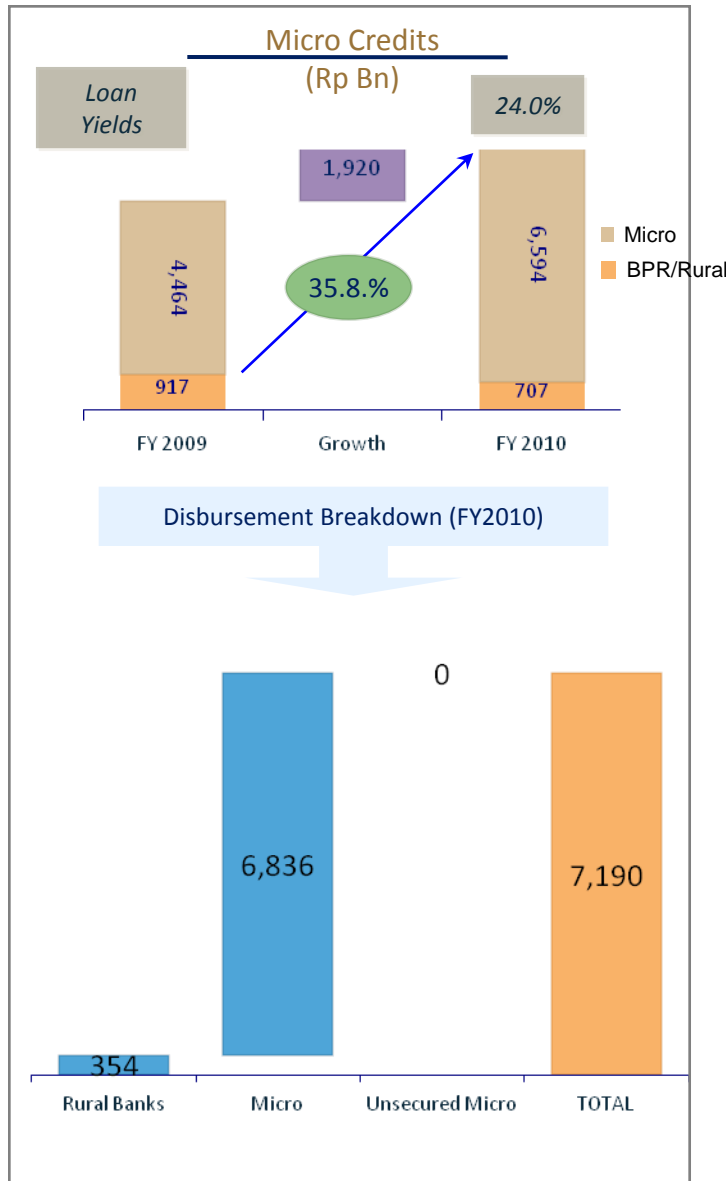


Quarterly Users (000s)



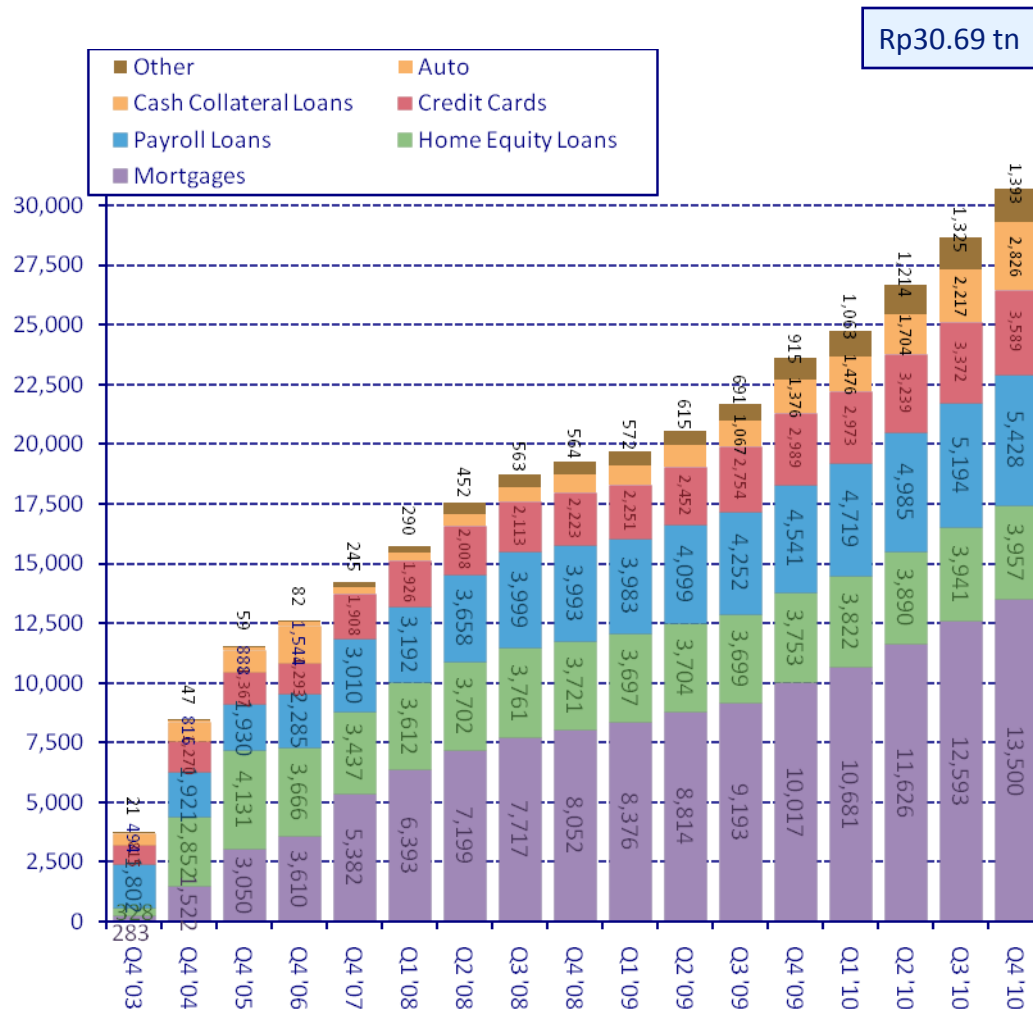
* Inactive cards have been purged

Building our high yield business in Micro & Small...



...as well as Consumer lending, which rose 30.09% Y-o-Y on Mortgages, Credit Cards and Vehicles

Quarterly Consumer Loan Balances by Type



Consumer Loan Growth by Type

Loan Type	Growth (%)	
	Y-o-Y	Q-o-Q
Other	52.27%	5.18%
Auto Loans*	105.45%	27.46%
Credit Cards	20.07%	6.43%
Payroll Loans	19.53%	4.50%
Home Equity Loans	5.47%	0.42%
Mortgages	34.71%	7.20%
Total Consumer	30.09%	7.16%

...into Fee-based Income

Breakdown of FY 2009 & 2010 Non-Loan Related Fees & Commissions (Rp bn)











Non-Loan Related Fees & Commissions	FY-2009	Q3-2010	Q4-2010	FY-2010	FY $\Delta\%$ (Y-o-Y)	Q4 $\Delta\%$ (Q-o-Q)
Administration Fees	1,358.63	452.56	493.21	1,707.47	25.7%	9.0%
Opening L/C, BG & Cap Market (custodian & trustee)	519.36	123.98	141.09	536.72	3.3%	13.8%
Subsidiaries	578.32	341.67	168.20	747.41	29.2%	(50.8%)
Transfer, Retail Transaction	567.98	190.40	190.47	700.69	23.4%	0.0%
Credit Cards	601.11	202.99	219.36	751.73	25.1%	8.1%
Mutual Fund, ORI & Bancassurance	148.97	54.40	62.40	196.57	32.0%	21.4%
Syndications	72.59	15.87	34.38	78.45	8.1%	116.6%
Payroll Package	55.14	17.92	17.51	65.54	18.8%	(2.3%)
Others	409.14	44.22	106.61	317.26	(22.5%)	141.1%
Total	4,311.23	1,441.00	1,433.24	5,101.84	18.3%	(0.5%)
Total Operating Income	23,021.02	7,772.01	7,410.69	28,214.90	22.6%	(4.6%)
% of Non Loan Related fees to total operating income	18.73%	18.54%	19.34%	18.08%	(3.4%)	4.3%

* Others includes Syndication, Payment Points, ATMs, Debit Cards, etc.

** Non-Loan related fees & commissions/(Total Operating Income - Non-recurring interest income)

Excluding non-recurring interest income

Enhancing synergies & values from subsidiaries

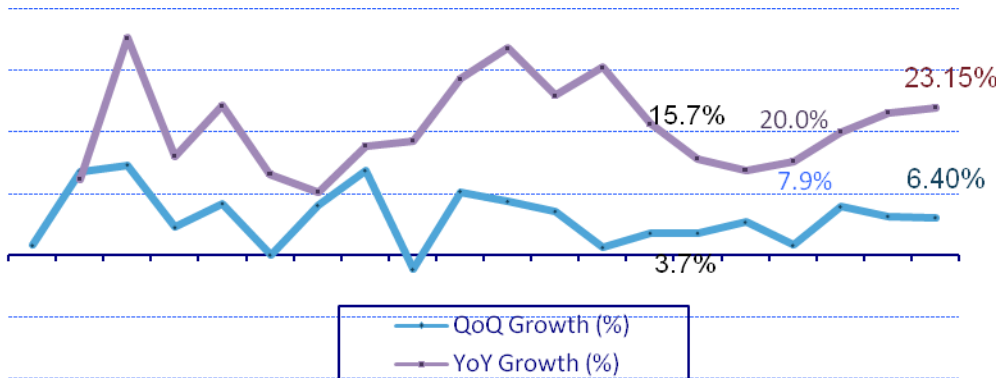
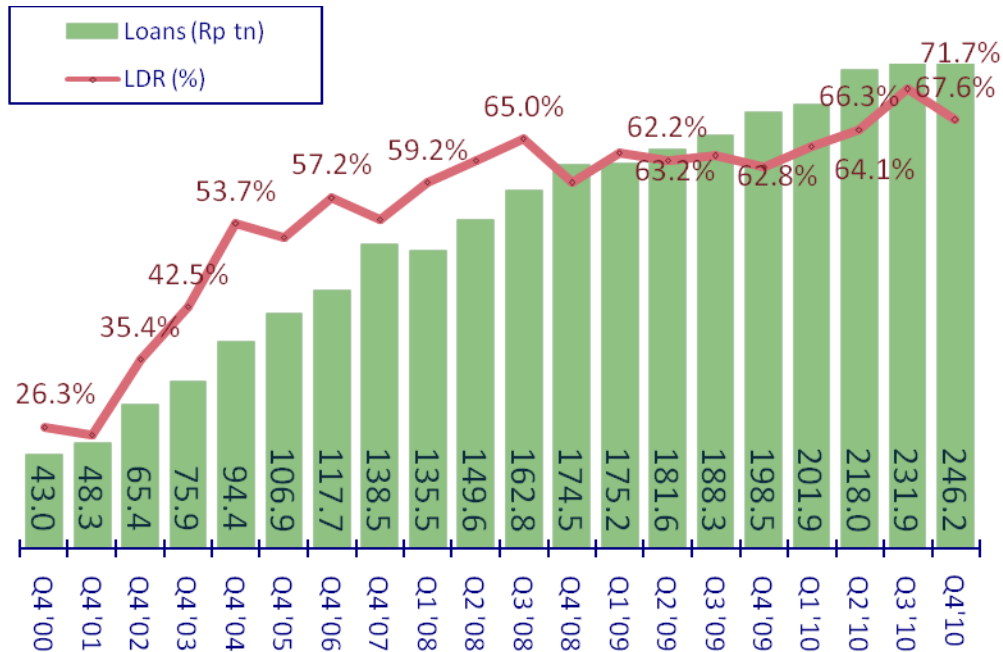
Syariah Banking	Investment Banking	Insurance	Niche Banking	Multi-Finance
				
Total Assets Rp32.48 tn	Bond Trading Volume Rp40.4 tn	Total Assets Rp8.49 tn	Total Loans Rp599.2 bn	Total Financing Rp4,549 bn
Total Financing Rp23.97 tn	Equity & FI Underwriting Rp10.3 tn	Annual FYP Rp 2,224 bn	Net Interest Margin 10.44%	Net Interest Margin 5.08%
Total Deposits Rp28.99 tn	Equity Trading Volume Rp69.2 tn	Fee Contribution Rp241.861 bn	ROA 2.49%	ROA (Before Tax) 4.72%
ROE 25.05%	ROE 14.4%	ROE 100.10%	ROE 11.94%	ROE (After Tax) 19.82%
 <ul style="list-style-type: none"> • Remain the leader in syariah financing • Capital injection program over 3 years • Cross-sell syariah products to Mandiri customers 	 <ul style="list-style-type: none"> • Expansion of business to fully utilize current capital base • Cross-sell capital market services to broad range of Mandiri customers • Refocus business toward higher fee income 	 <ul style="list-style-type: none"> • Provide end-to-end bank assurance business • Continue to build cross-sell opportunities in various segments • Bank assurance products complete our suite of consumer offerings 	 <ul style="list-style-type: none"> • Enhance operating model • Improve risk management systems and IT • Improve productivity 	 <ul style="list-style-type: none"> • Use Bank Mandiri's network infrastructure throughout Indonesia to develop multi-finance segment, especially in vehicle-ownership financing.

Strong and liquid balance sheet, FY 2010

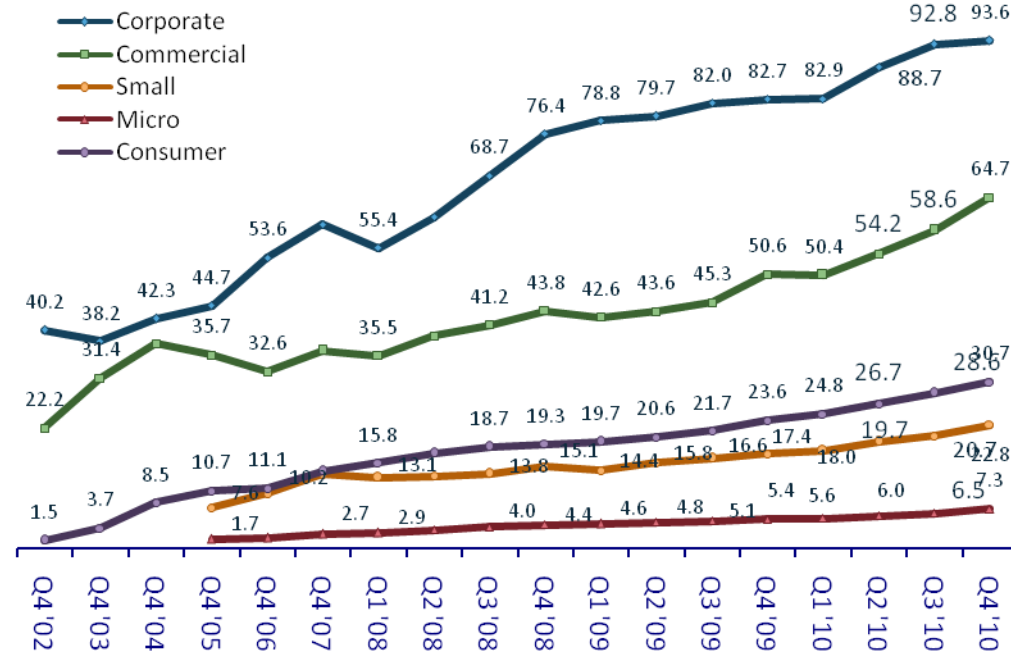
(Rp Bn, Bank Only)					
Assets	Amount	% of Assets	Liabilities	Amount	% of Liab.
Cash	9,521	2.10%	Current Account	68,372	15.20%
SBI & Placement with BI	24,856	5.48%	Savings	133,685	29.72%
Placement with other banks	37,621	8.30%	Time Deposits	160,581	35.70%
Government Bonds	78,092	17.23%			
Marketable Securities	27,496	6.07%	Total Deposits	362,639	80.63%
Loans (Gross)	244,026	53.83%			
Provisions of Loans	(11,481)	(2.53%)	Securities Issued	1,491	0.33%
Reverse Repo	8,980	1.98%	Deposits from other banks	7,202	1.60%
Other Provisions	(3,561)	(0.79%)	Borrowings	5,634	1.25%
Other Advances	9,883	2.18%	Other Interest Bearing Liabilities	4,741	1.05%
Investments	7,219	1.59%	Non Interest Bearing Liabilities	26,522	5.90%
Deferred Tax Assets	5,466	1.21%	Equity	41,542	9.24%
Other Assets	11,651	2.57%			
Total	449,774	100.00%	Total	449,774	100.00%

LDR was to 67.6% on loan growth of 24%...

Quarterly Loan Data – Consolidated



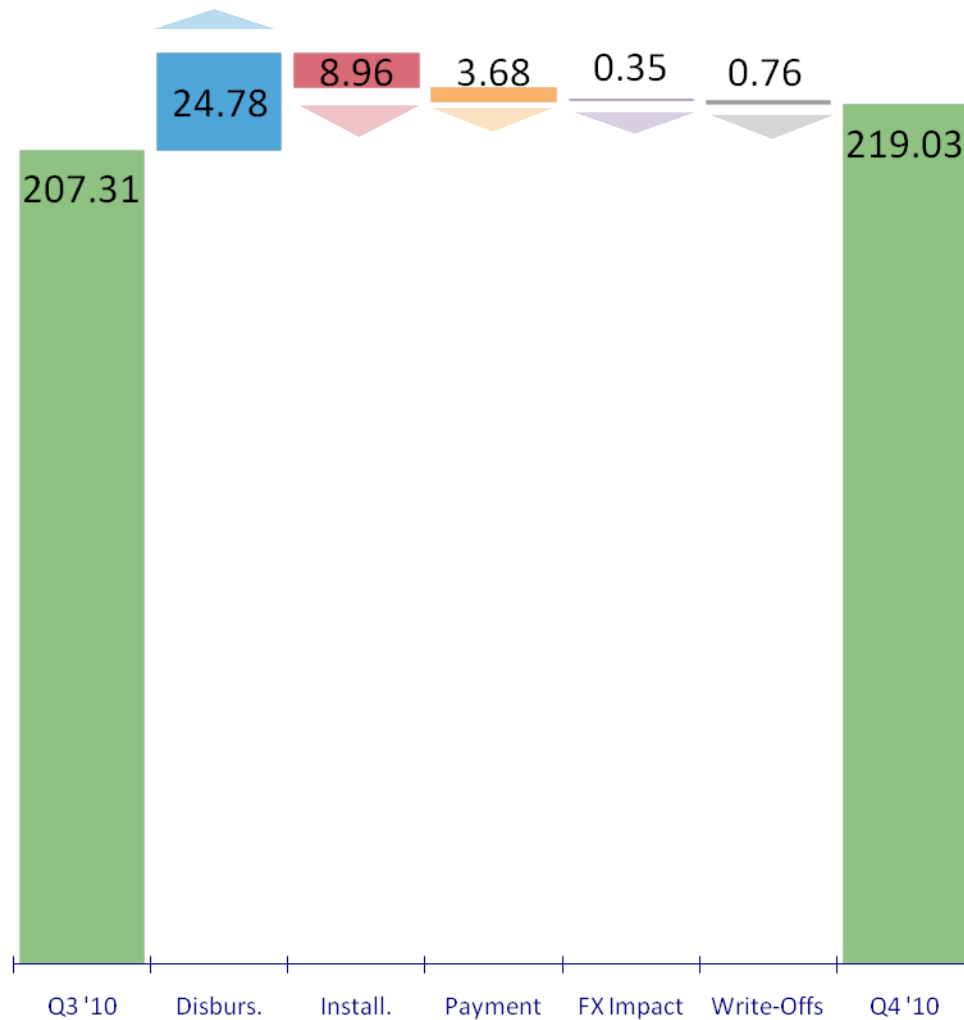
Quarterly Loan Segment Details – Bank Only



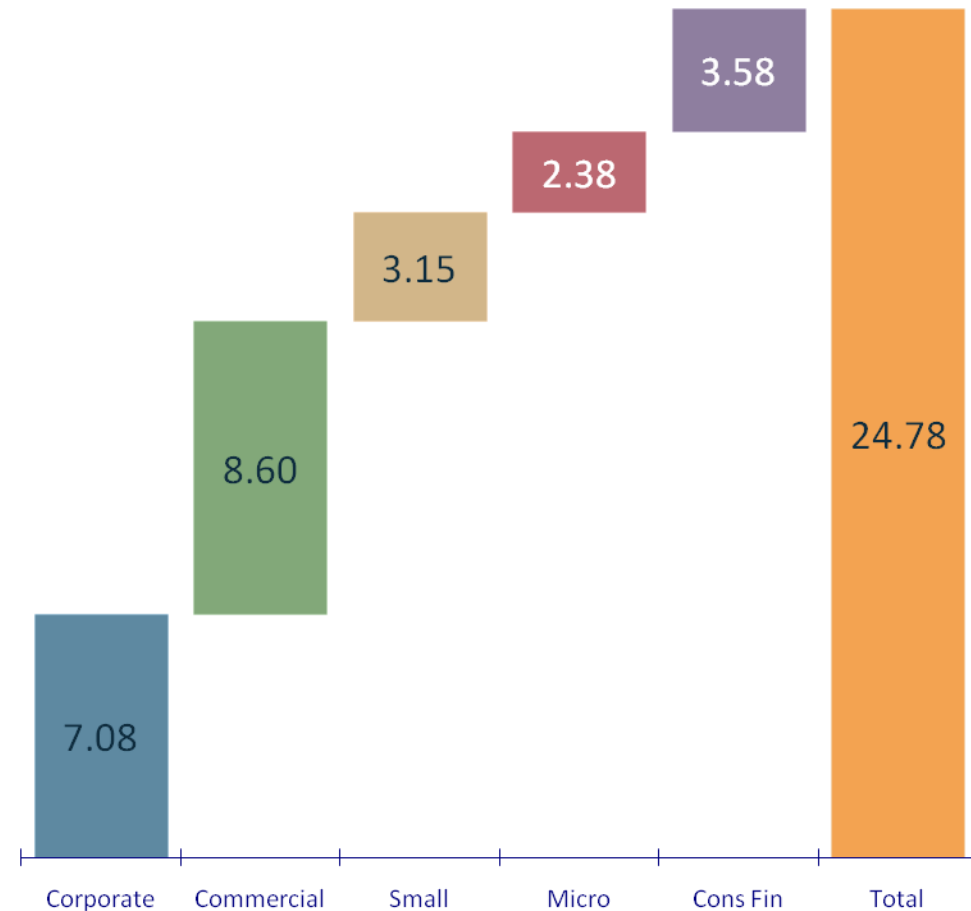
By Segment (Bank only)	Loans (Rp tn)	Y-O-Y Growth (%)	% of Portfolio
Corporate	93.55	13.07%	42.718%
Commercial	64.70	27.98%	29.54%
Small	22.77	30.75%	10.40%
Micro	7.31	35.76%	3.34%
Consumer	30.70	30.12%	14.02%
Total	219.03	21.90%	100.00%

Rp24.8 tn in loans disbursed in Q4 2010

Loan Movement (Rp tn) – Bank Only

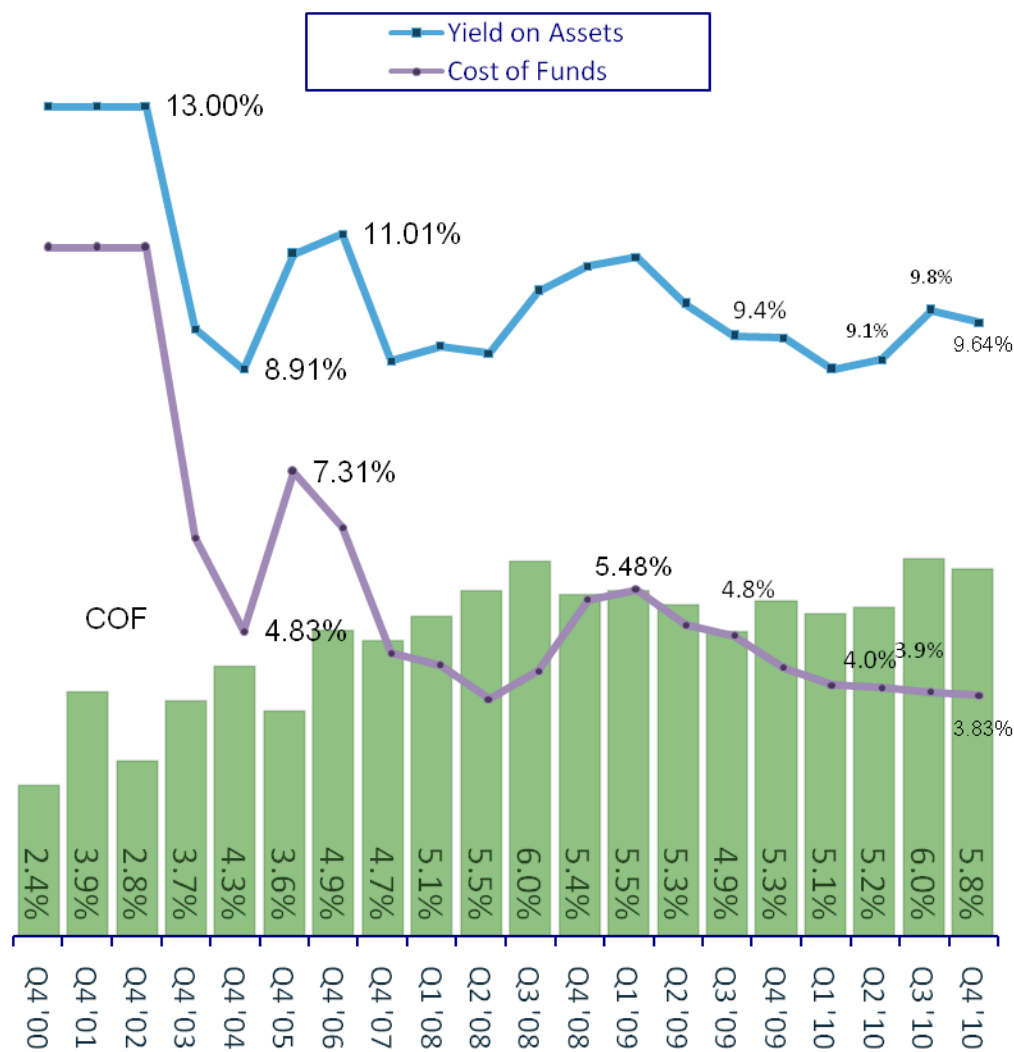


Loan Disbursement by Segment (Rp tn) – Bank Only

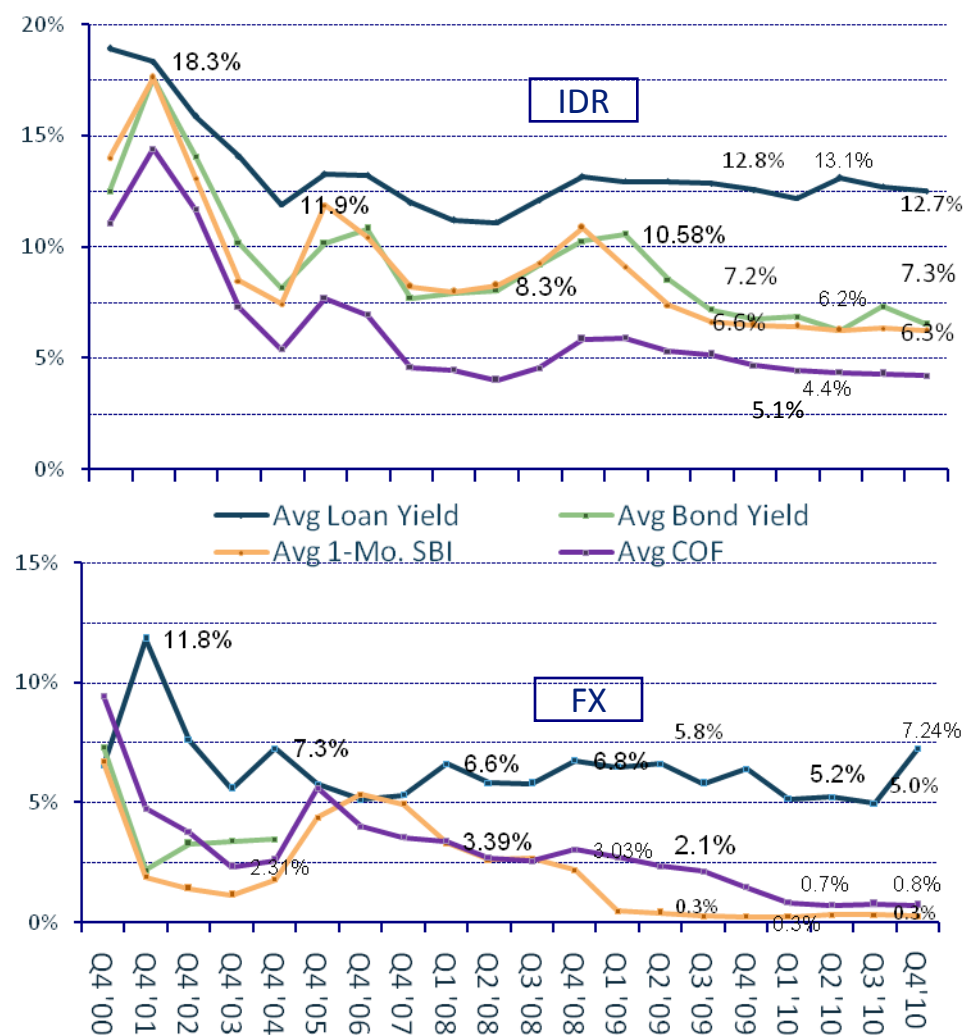


Q4 NIM of 5.8% on high Yield on Assets

Quarterly Net Interest Margins*



Quarterly Yields & Costs by Currency*



Strong Revenue Growth

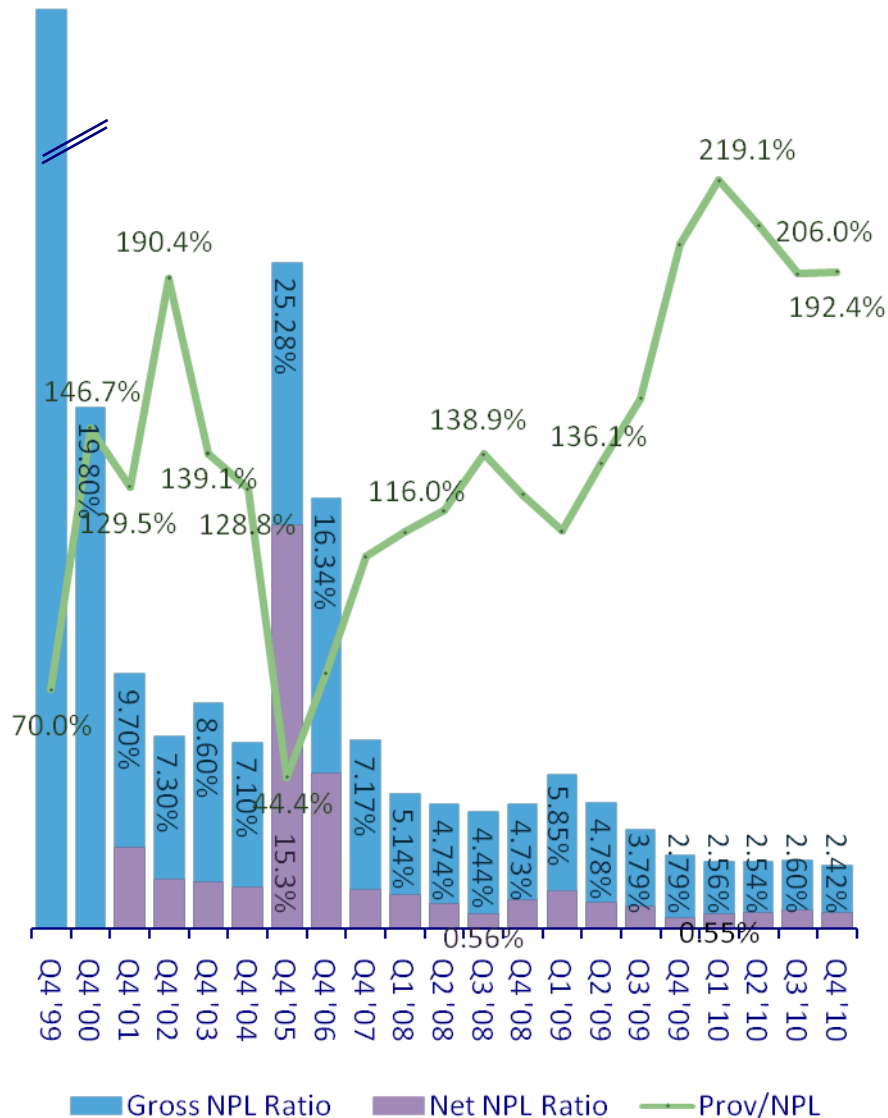
Summary P&L	FY 2009		FY 2010		Y-o-Y
	Rp (Billions)	% of Av.Assets*	Rp (Billions)	% of Av.Assets	△ (%)
Interest Income	32,599	17.8%	33,931	16.3%	4.1%
Interest Expense	(15,822)	(8.6%)	(14,413)	(6.9%)	(8.9%)
Net Interest Income	16,777	9.1%	19,518	9.4%	16.3%
Other Operating Income :					
• Other Fees and Commissions	4,311	2.3%	5,102	2.5%	18.3%
• Foreign Exchange Gains – net	637	0.3%	595	0.3%	(6.6%)
• Others	717	0.4%	3,023	1.5%	321.6%
Gain from Increase in Value & Sale of Bonds	-	-	-	-	-
Provisions, Net	(1,996)	(1.1%)	(2,951)	(1.4%)	47.8%
Personnel Expenses	4,854	(2.6%)	5,802	(2.8%)	19.5%
G & A Expenses	4,325	(2.4%)	5,468	2.6%	26.4%
Other Operating Expenses**	(833)	(0.5%)	(828)	(0.4%)	(0.6%)
Profit from Operations	10,434	5.7%	13,742	6.6%	31.7%
Non Operating Income	390	0.2%	230	0.1%	(41.0%)
Net Income Before Tax	10,824	5.9%	13,972	6.7%	29.1%
Net Income After Tax	7,155	3.9%	9,218	4.4%	28.8%

* % of Average Assets on an annualized basis

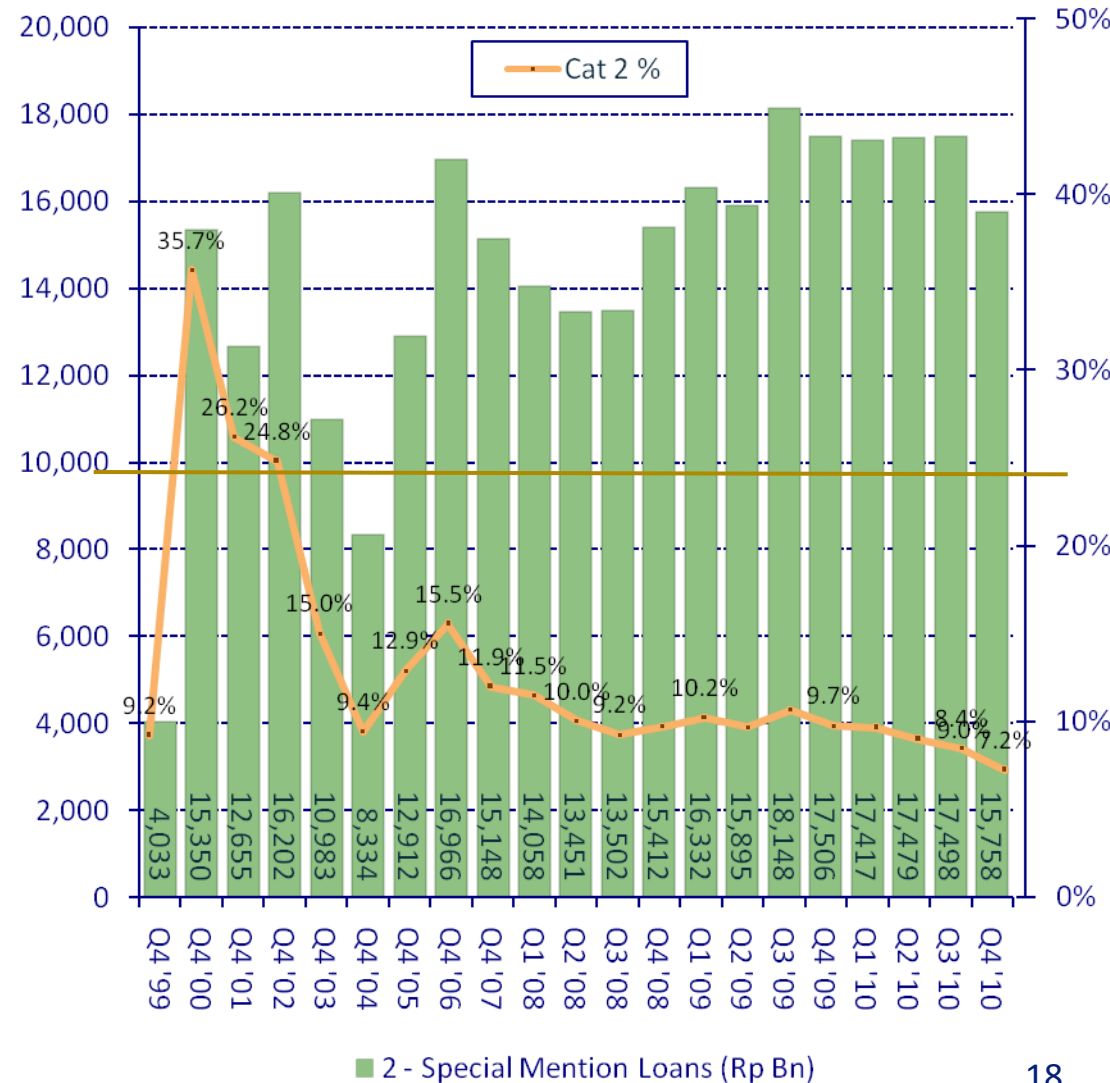
** primarily premiums paid under the blanket guarantee scheme

Gross NPLs 2.4% , coverage at 192% - Category 2 loan declined to 9.9%

NPL Movement - Consolidated



Category 2 Loans – Bank Only



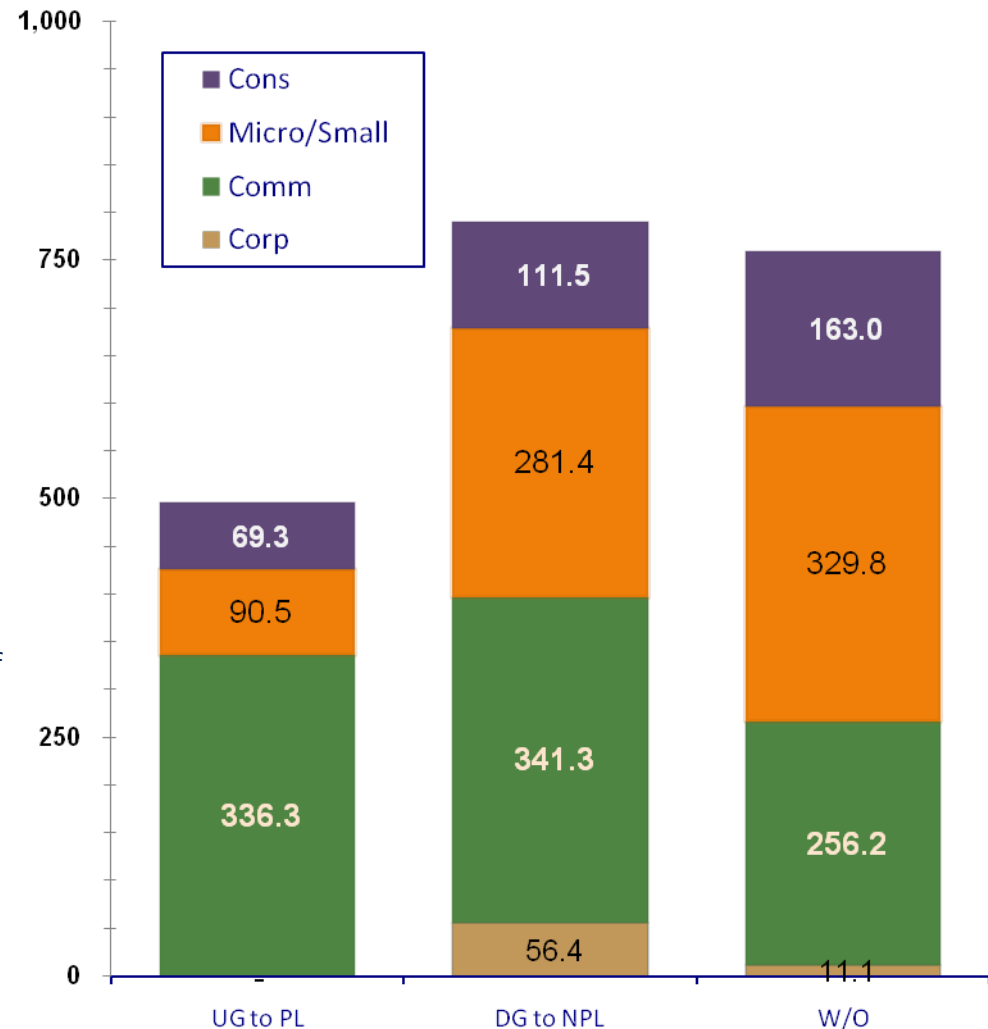
Stable NPLs across the segments

Non-Performing Loans by Segment

	NPLs (Rp tn)	Q4△ (Rp tn)	NPLs (%)
Corporate	1.81	0.34	1.93%
Commercial	1.53	(0.23)	2.36%
Small	0.59	(0.16)	2.59%
Micro	0.34	(0.10)	4.68%
Consumer	0.64	(0.08)	2.11%
Total	4.92	(0.23)	2.21%*

* Excluding Restructuring Losses and loans to other banks.

Movement by Customer Segment (Rp Bn)



Methodology for Impairment:

Bank Mandiri has established criteria for decrease in value based on Loan Segmentation:

Individual Impairment

1. Corporate and Commercial customer segments with objective evidence of decrease in value.
2. Outstanding loan balances of more than Rp5 billion for other segments which have objective evidence of decrease in value
3. Restructured loans for Corporate and Commercial customer segments
4. Restructured loans with outstanding balances of more than Rp5 billion for other segments which have objective evidence of decrease in value.

Collective Impairment

1. All segments excluded from individual impairment
2. All restructured loans excluded from individual impairment

Q4 2010 annualized net downgrades of 0.49% on loans originated since 2005.

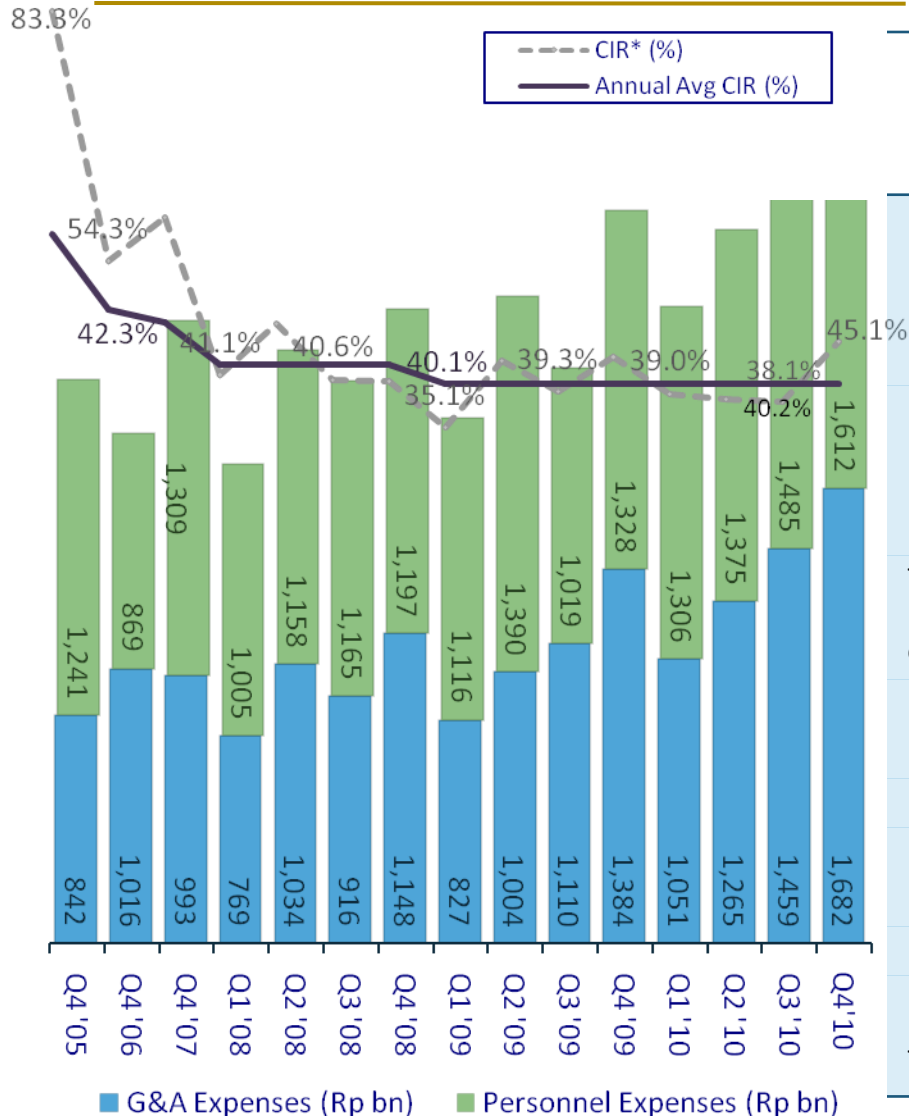
Total Loans originated since 2005

Loan Background	Q4 '10 Balance (Rp bn)	Net Upgrades (%)/Downgrades (%) #									Q4 2010 Details	
		Q4 2008	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010	Q3 2010	Q4 2010	DG to NPL %	UG to PL %
Corporate	79,009.36	0.48	1.05	1.15	-	0.03	0.28	0.17	0.18	0.05	0.05	-
Commercial	56,674.76	1.05	0.78	0.03	0.21	0.04	0.51	0.27	0.13	0.04	0.32	0.36
Small/Micro	26,256.17	1.20	1.06	1.00	1.19	0.84	1.36	0.86	1.20	0.68	0.98	0.30
Consumer	29,548.78	0.13	0.49	0.27	0.30	0.11	0.40	0.33	0.35	0.14	0.35	0.20
Total	191,489.07	0.65	0.91	0.38	0.25	0.12	0.50	0.32	0.33	0.12	0.30	0.18

% downgrades and upgrades are quarterly % figures

Q4 Cost to Income Ratio at 45.1%

Quarterly Consolidated Operating Expenses & CIR*



*Excluding the impact of non-recurring interest income & bond gains

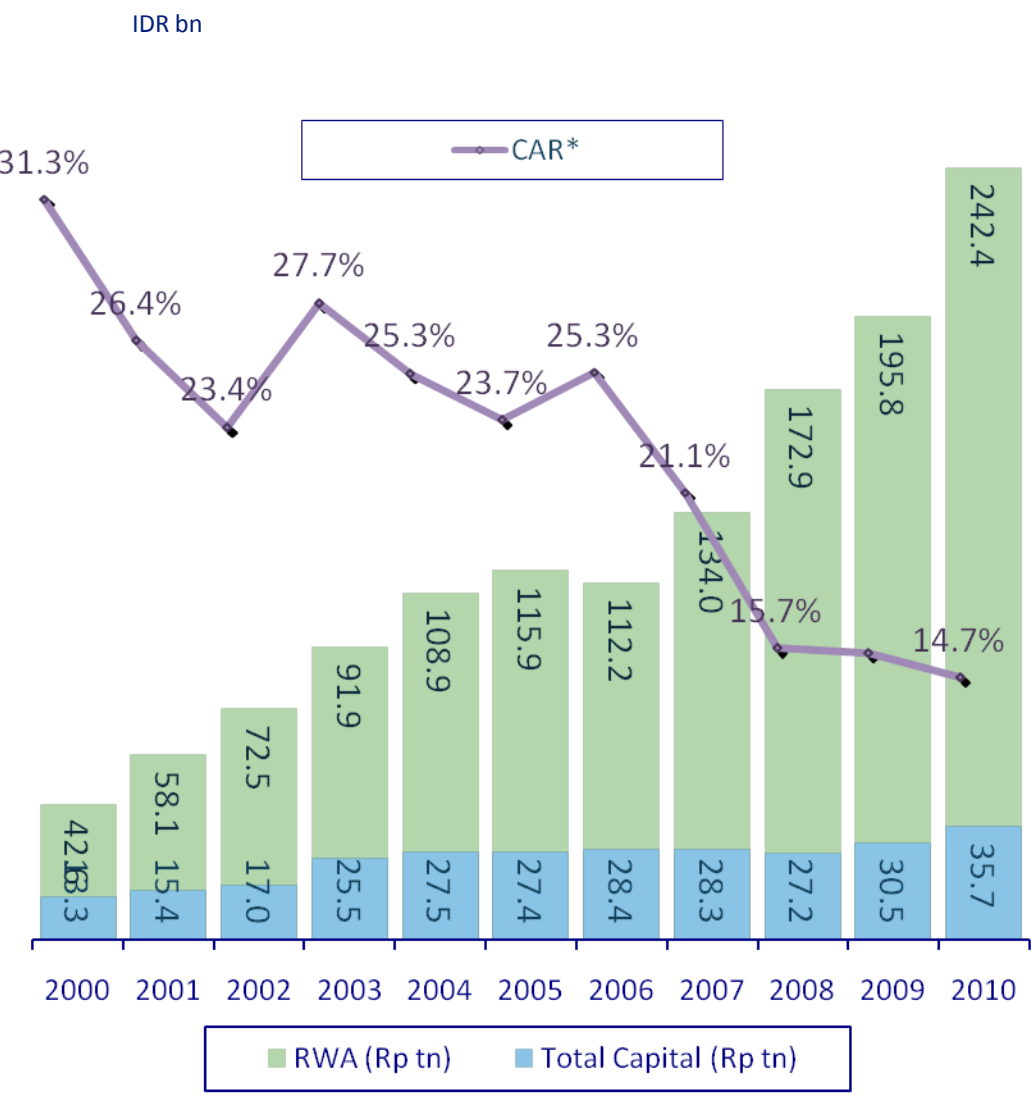
Breakdown of 2009 & 2010 Operating Expenses

	Dec '09	Q3 '10	Q4 '10	Dec '10	Growth (%)	
					QoQ	YoY
Personnel Expenses						
Base Salary	1,532	452	370	1,641	(18.2%)	7.1%
Other Allowances	2,081	656	640	2,510	(2.4%)	20.6%
Post Empl. Benefits*	385	130	90	402	(30.4%)	4.2%
Training	207	58	100	265	71.3%	28.3%
Subsidiaries	649	213	411	984	93.5%	51.8%
Total Personnel Expenses	4,854	1,510	1,612	5,802	6.8%	19.5%
G & A Expenses						
IT & Telecoms	702	170	165	703	(2.6%)	0.1%
Occupancy Related	1,168	335	443	1,381	32.1%	18.2%
Promo. & Sponsor.	642	222	323	903	45.7%	40.7%
Transport & Travel	309	84	124	364	48.1%	17.7%
Prof. Services	462	124	196	560	58.9%	21.1%
Employee Related	450	174	155	596	(11.4%)	32.3%
Subsidiaries	590	362	277	961	(23.5%)	62.8%
Total G & A Expenses	4,325	1,470	1,682	5,468	14.5%	26.4%

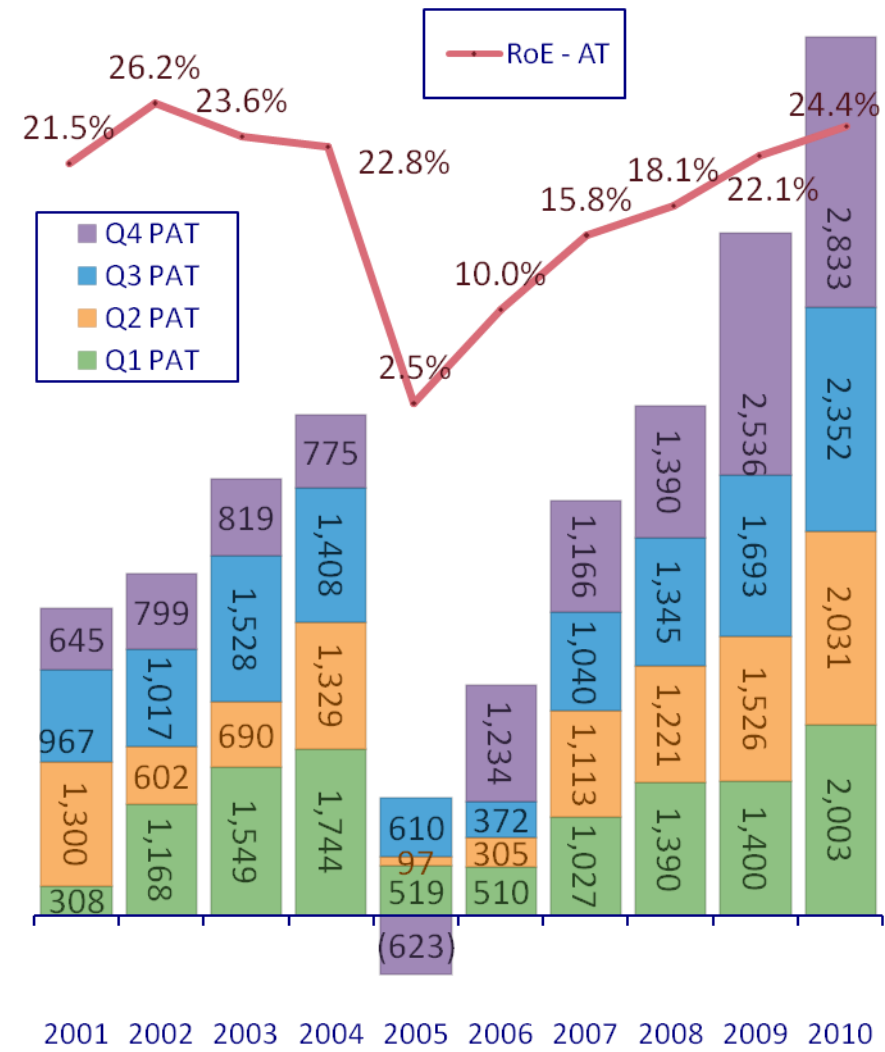
*VSS costs moved to Employee-Related in G&A in 2009

ROE continues to increase, supported by strong Capital

Capital & RWA Movement



Profit After Tax & ROE



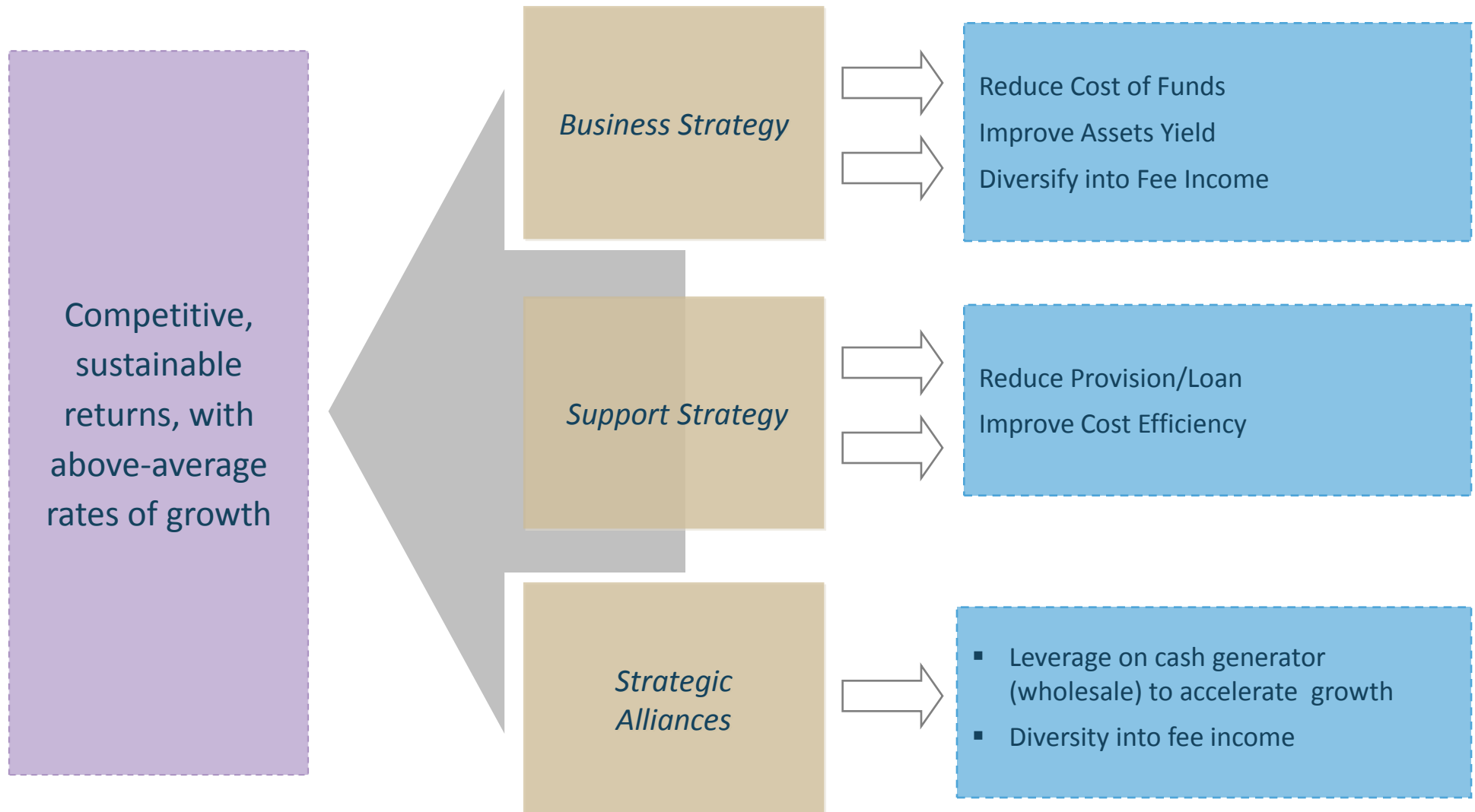
* Credit Risk Only; CAR inclusive of Market & Operational Risk is 13.36%

On Track to Achieve Our 2010 Targets

		Target	FY 2010
Gross Loan Growth (YoY)		15-18%	24%
Savings Deposits	>	Rp110 tn	Rp 133.68 tn
Net Interest Margins	~	5.35%	5.28%
Efficiency Ratio	~	45%	42.0%
Gross NPLs	<	4.0%	2.42%
Provisioning Coverage	>	150%	192%
New Distribution Infrastructure Targets:			
# of New ATMs		2,500	2,500
# of New EDCs		25,000	13,608
# of New Micro Outlets		500	500

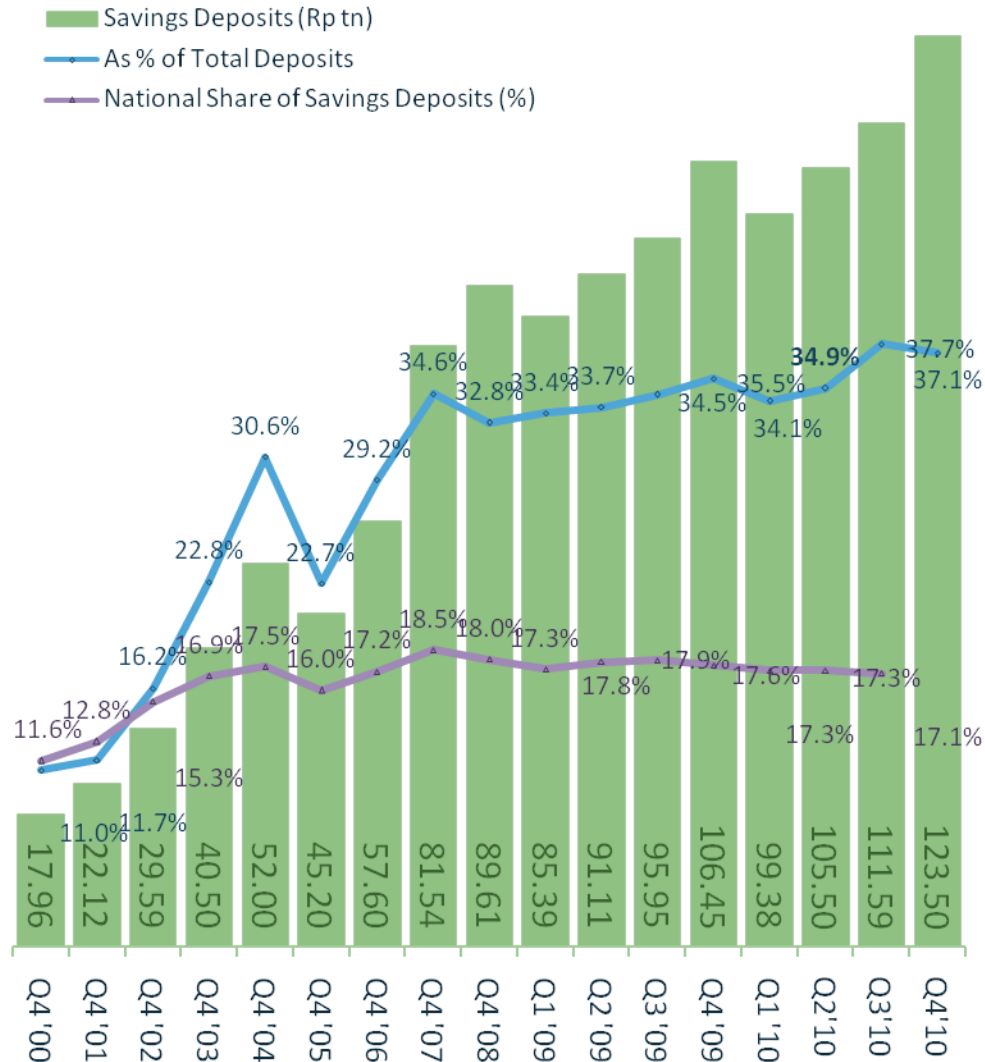
Operating Performance Highlights

Committed to Improving Shareholder Value

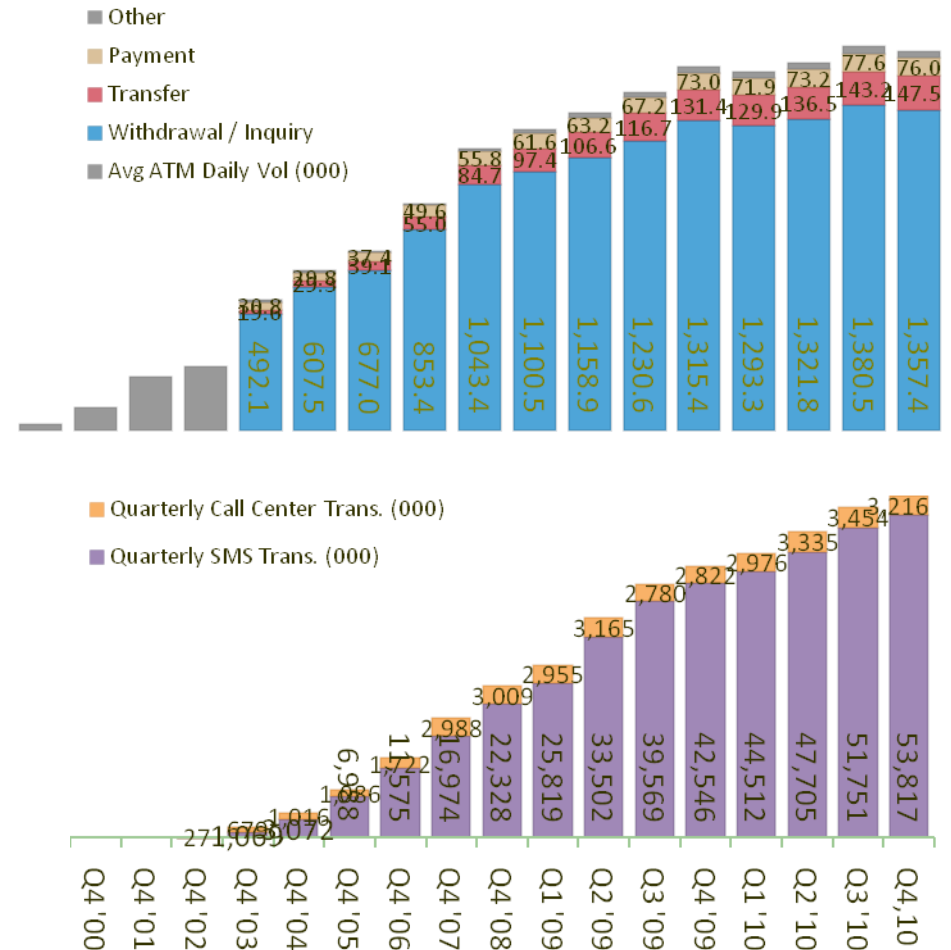


Building a strong savings deposit franchise...

Savings Deposit Growth



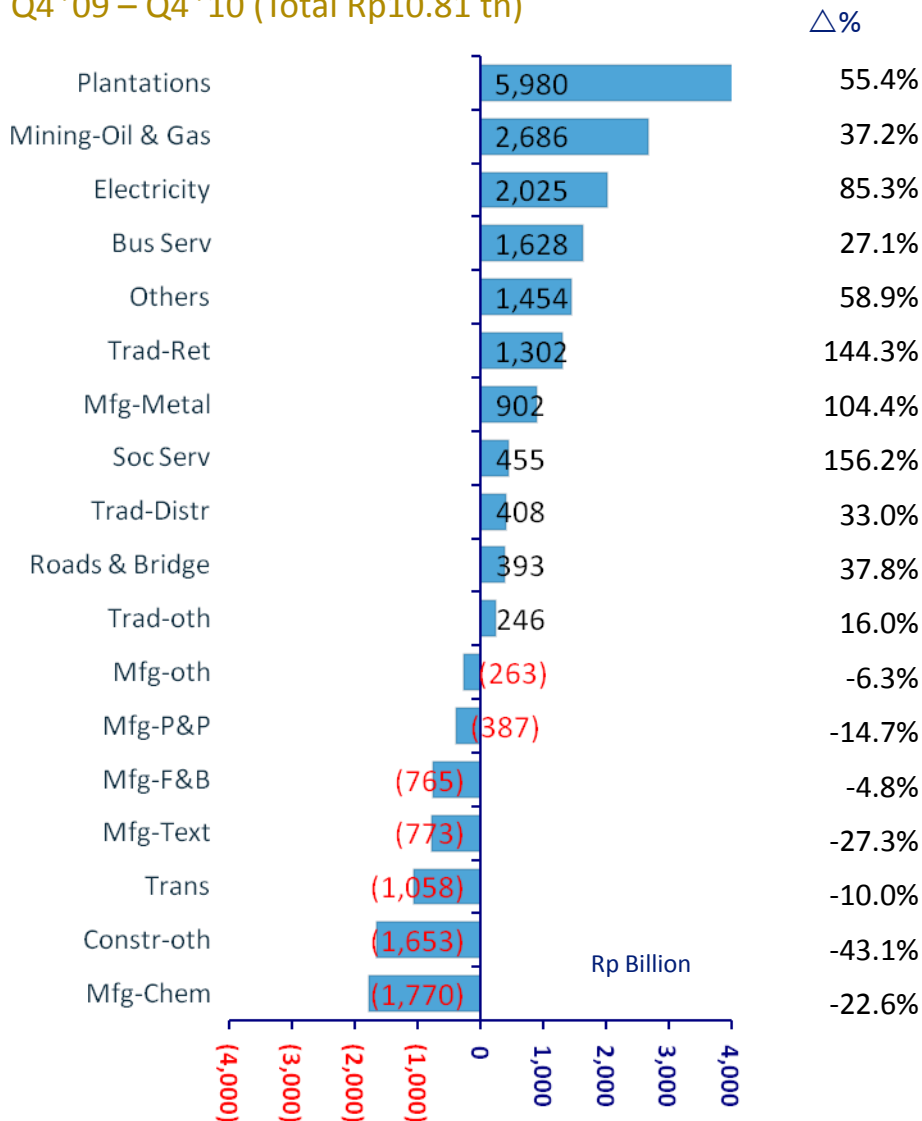
Transaction channel growth



Diversifying our strength in Wholesale lending...

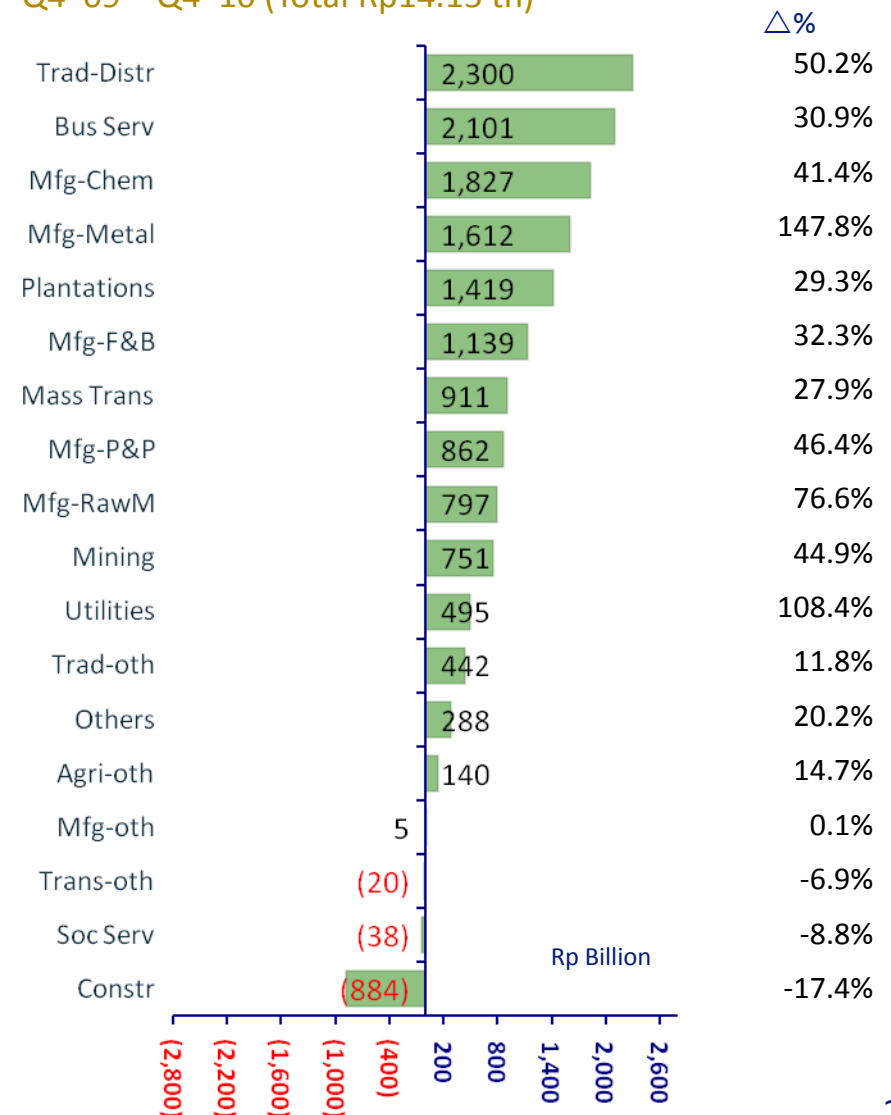
Breakdown of Net Expansion in Corporate Lending

Q4 '09 – Q4 '10 (Total Rp10.81 tn)



Breakdown of Net Expansion in Commercial Lending

Q4 '09 – Q4 '10 (Total Rp14.15 tn)



Progress on selected debtors as of 31 December 2010

Fiberindo Inti Prima

- Industry : Textile / Spinning
- The obligor was unable to fulfill its obligation due to inefficient production capacity.
- The obligor has settled its loan at October 2010, with the amount of Rp. 93,6 billion.

Intikramik Alamasri Industri

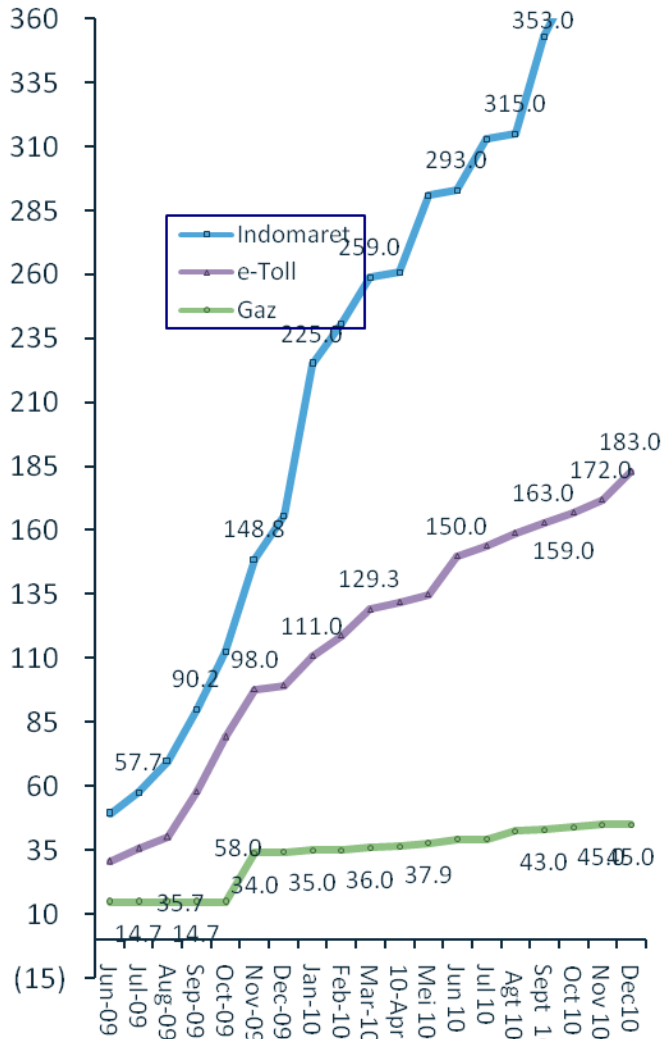
- Industry : Porcelain floors / ceramics.
- Total outstanding as of 31 December 2010 was Rp. 295 million.
- The obligor was unable to fulfill its obligation due to decrease in customer demand since 2008 global economic downturn.
- Cash collection with the amount of Rp. 52,8 billion has been done at December 2010.

Kalimantan Energi Lestari

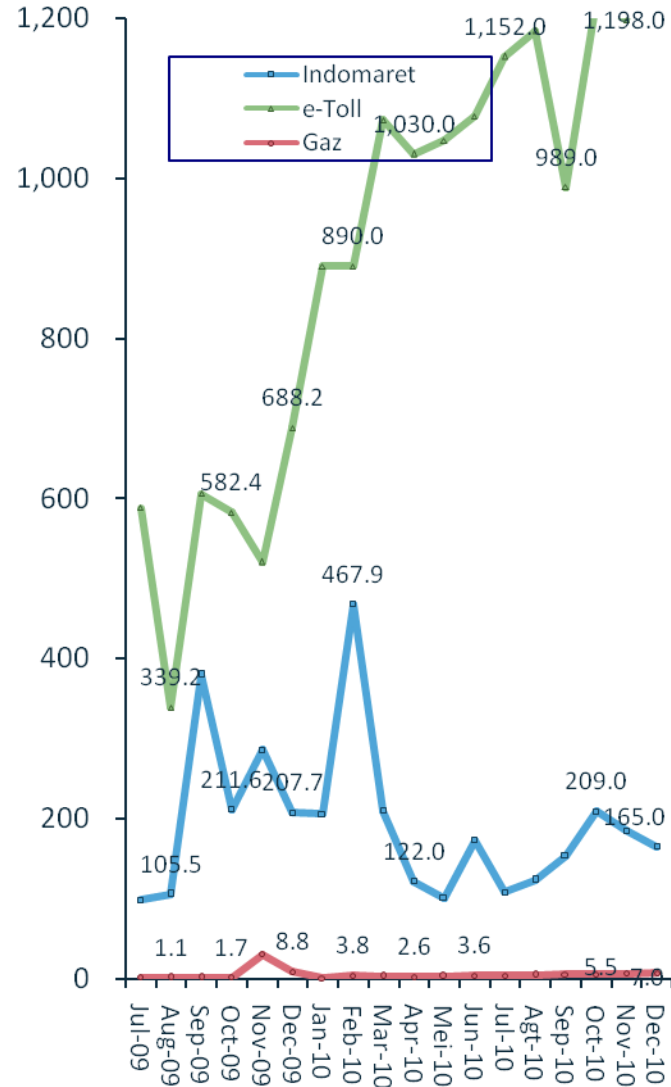
- Industry : *Coal Mining*.
- The obligor was unable to fulfill its obligation due to inefficient production capacity.
- The obligor has settled its loan at November 2010, with the amount of USD. 29 million.

...and innovative payment solutions

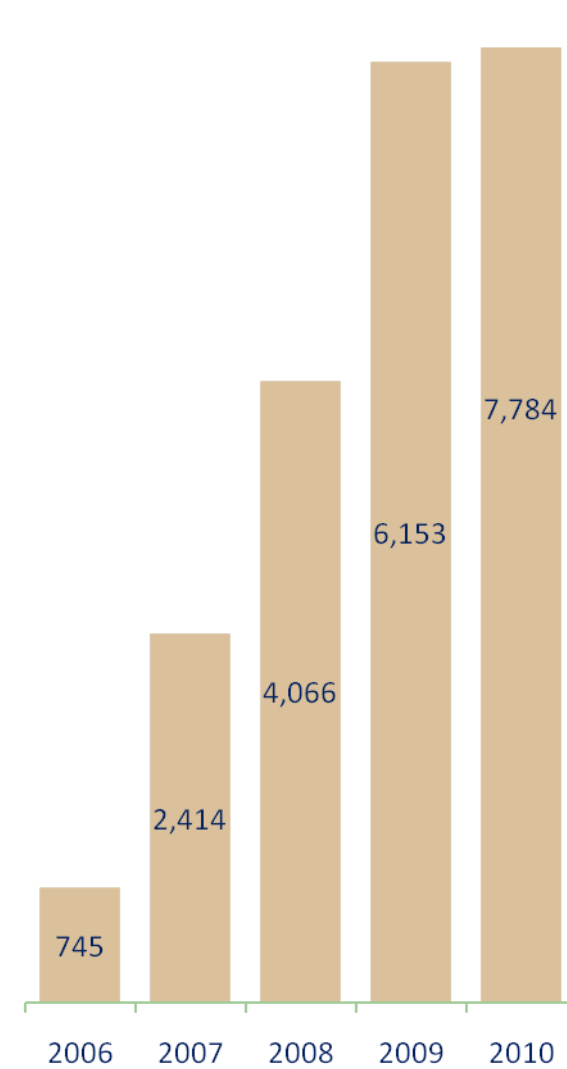
Pre-Paid Card Volume (000s)



Pre-Paid Transaction Volume (000s)



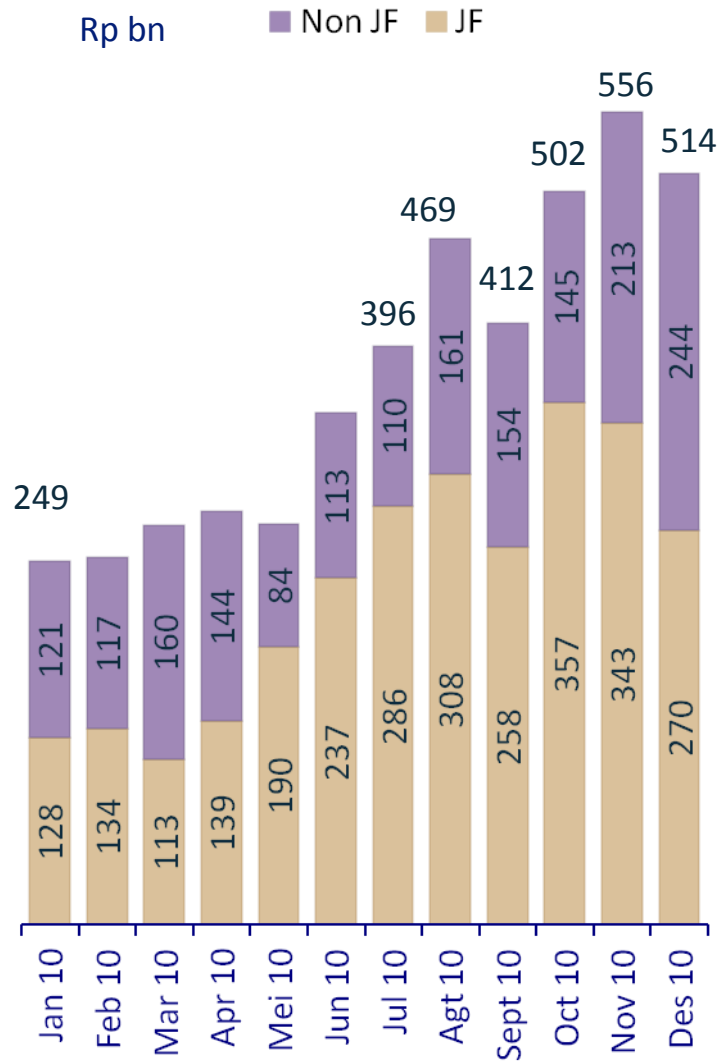
Cash Management Users



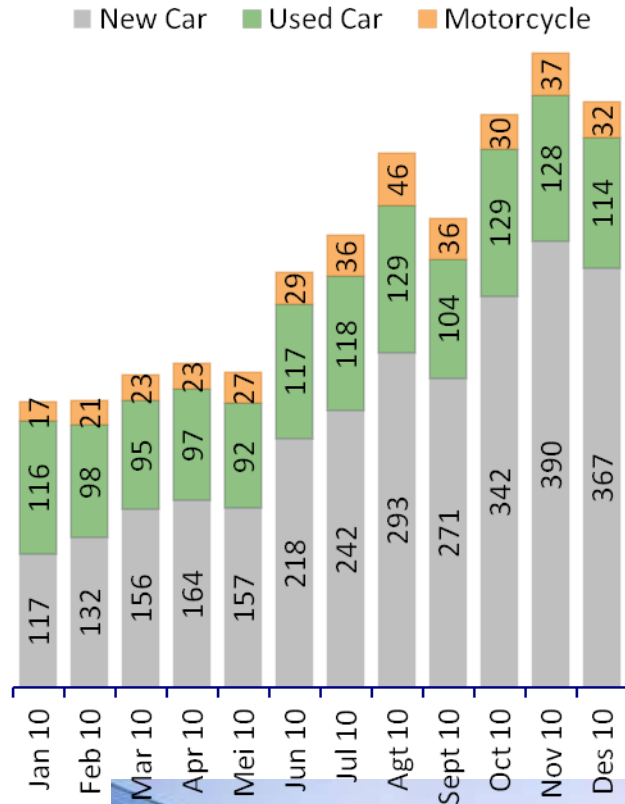
• Decline through March 2010 due to Data Cleaning to identify only active customers

Mandiri Tunas Finance: Total Financing Rp 4.5 Tn

Total Booking and the Break Down for Joint Financing and Non JF



Breakdown of Financing



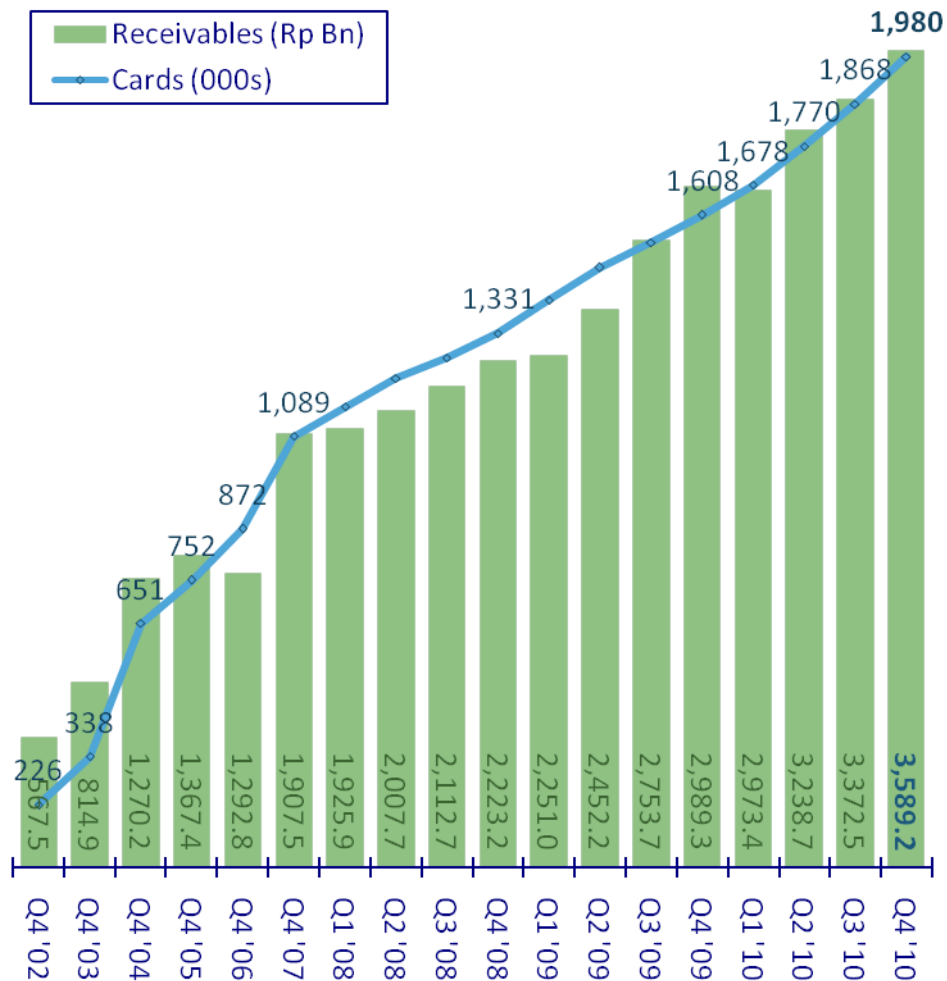
Program for 2010

1. Total 10 new additional Dealers with MoU Cooperated
2. 5 used car cluster of stock financing: kemayoran, Surabaya I, Surabaya II, Banding, Matraam
3. Implementation Referral program at JNK and RNK
4. Additional 39 MTF network in 2010
5. 101% lending Achievement 2010

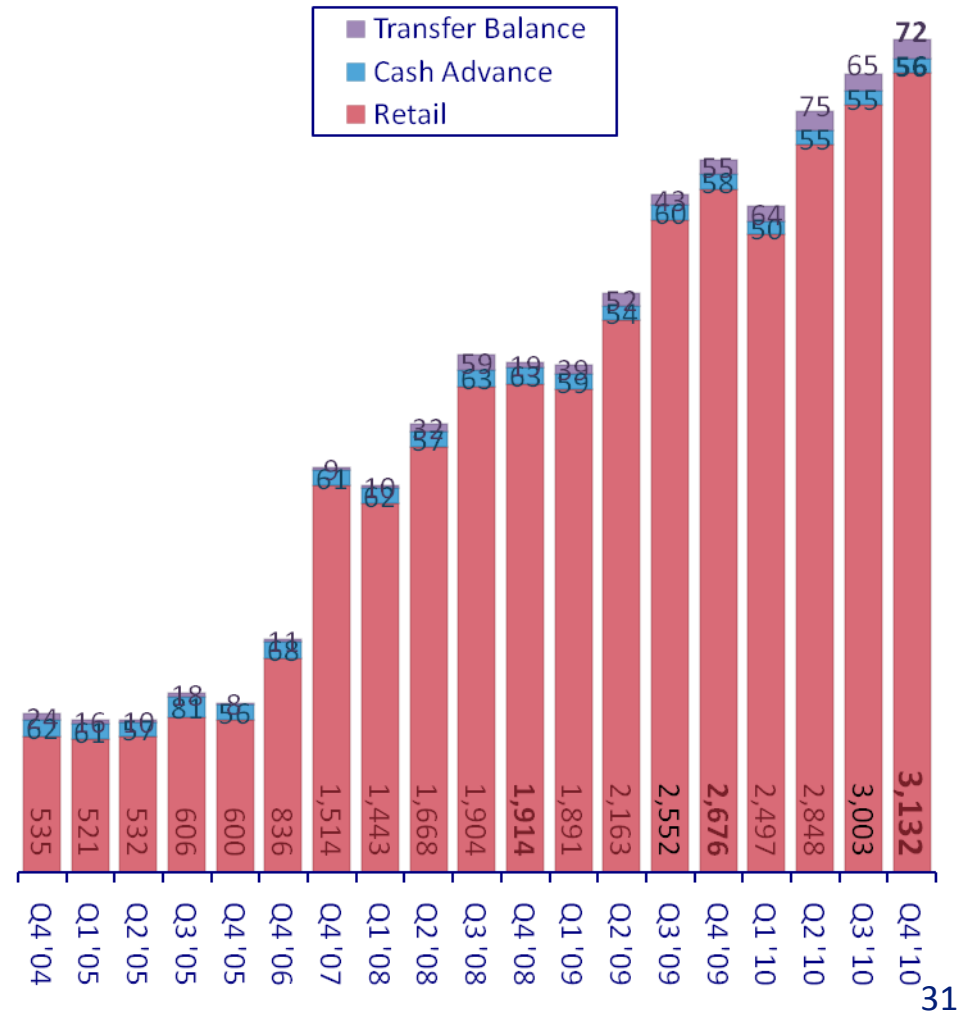


1,980k Visa & Mastercards transacted Rp3.59 tn in Q4 2010

Mandiri Visa & Mastercards and EOQ Receivables



Total Card Quarterly Sales by Type of Transaction (Rp Bn)



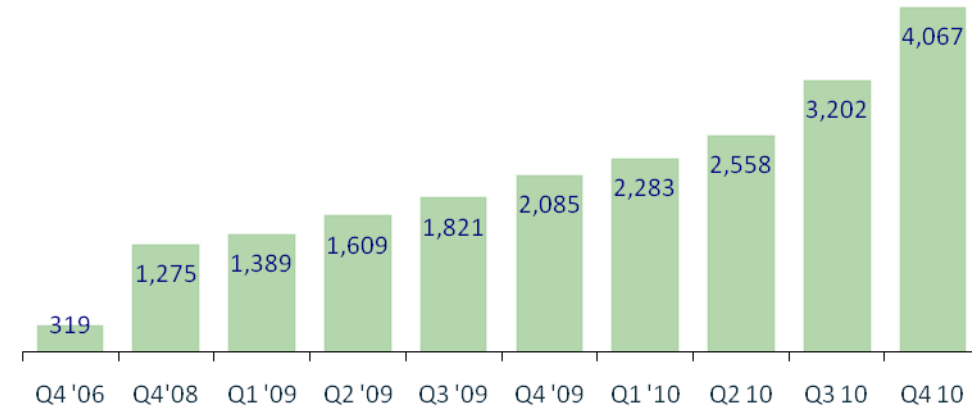
Leveraging cash generator to accelerate high yield growth and deposit franchise

Co-Branding Prepaid Card Program



Consumer Loans from Alliance Program

(10 top corporate clients) Rp Billion

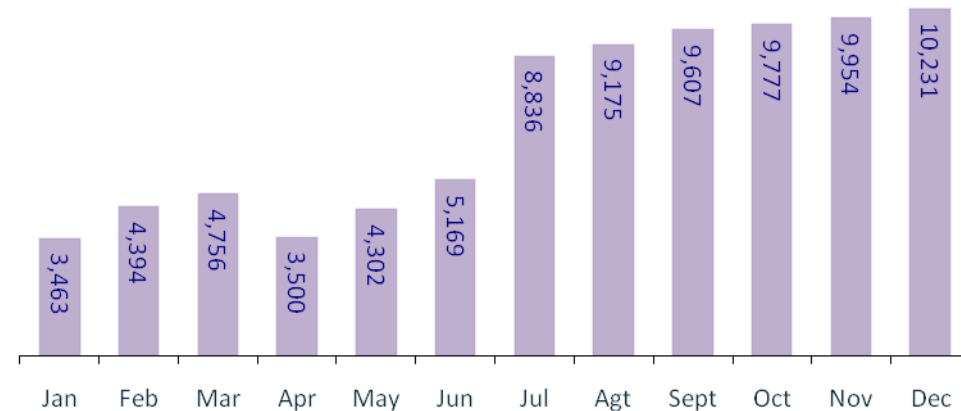


Corporate Card Holder from Alliance Program
(10 top corporate clients)



Total Payroll in 2010(*)

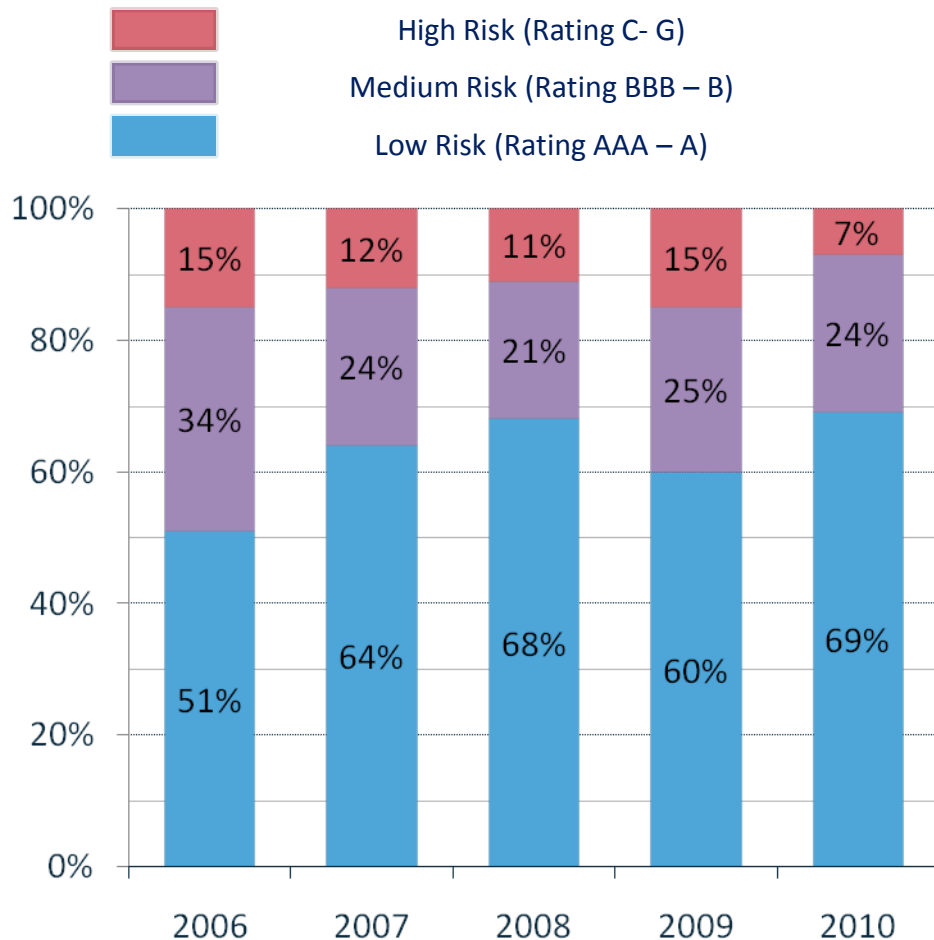
Rp Billion



(*) Including all payments to the employees

Strengthening Risk Management & Monitoring System

Corporate Customer by Rating



Summary of Risk Management Initiatives

Credit

- Wholesale Transaction: Optimize credit decision process by focusing on quantitative factors of analysis, redefining clear role of risk team, and aligning RM Organization into business expansion
- High Yield Business: Assign dedicated team, set up loan factory, enhanced business process (incl. tools, monitoring & collection system, policy)
- Optimize capital by implementing ERM & VBA
- Consolidate risk management of subsidiaries

Market

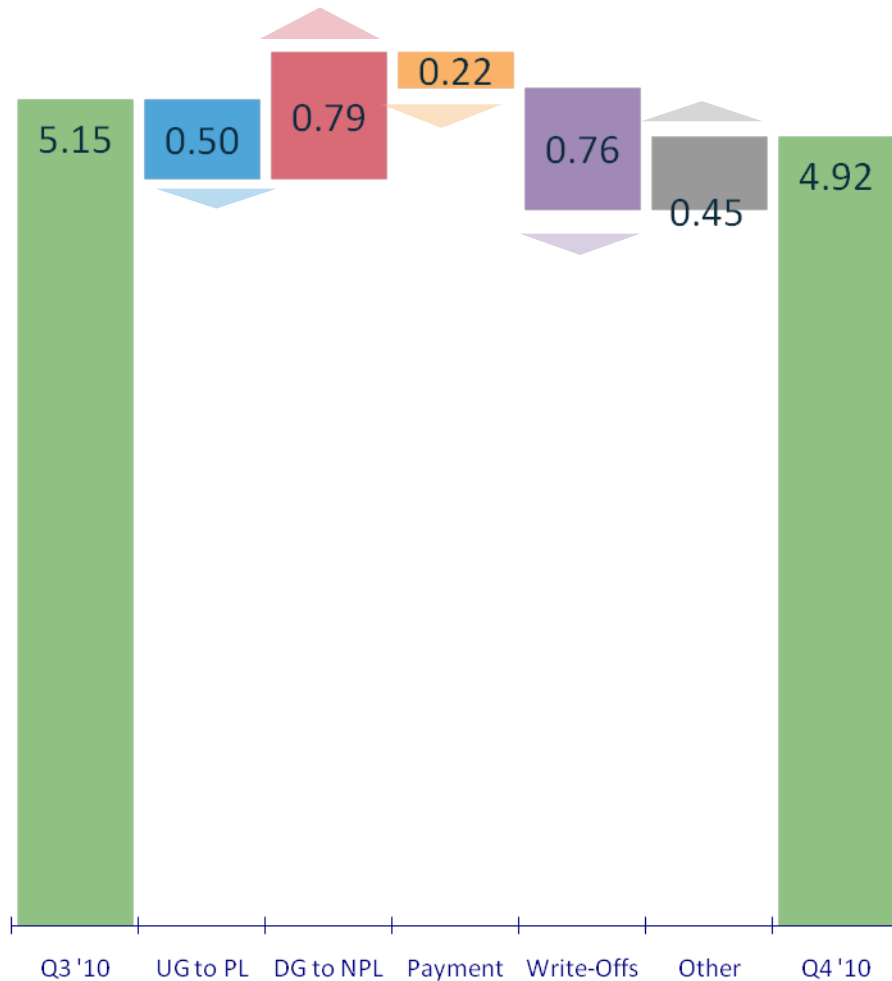
- Development of risk measurement system for derivative & structured product (Summit)
- Implement Market Risk Internal Model
- Intraday Limit Monitoring
- Enhance Policy & Procedure for Treasury & ALM
- Enhance FTP (Fund Transfer Pricing) method
- Develop liquidity stress test & safety level
- Develop measurement of capital for IRBB

Operational

- ORM implementation in all unit, incl. overseas offices & subsidiary
- Bring Op. Risk top issues into Management
- Review Op. Risk on new procedures & new products

Q4 Total NPLs Rp4.92 tn with Rp0.5tn Up grades

Non-Performing Loan Movements (Rp tn) – Bank Only



Amount of Cash Provisioning

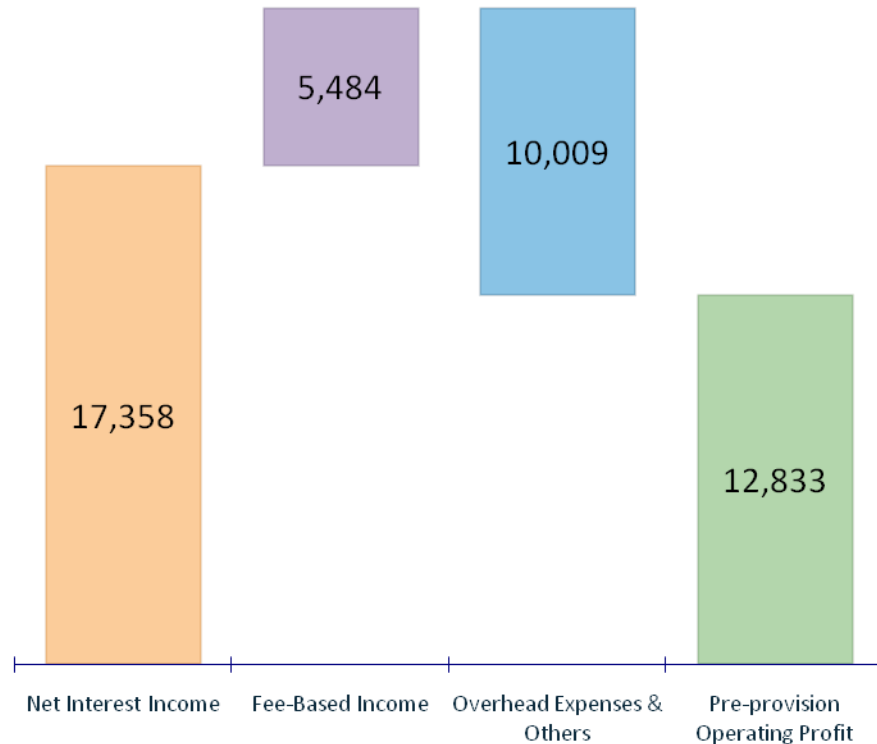
	(Rp bn) Loans Outstanding	# of Cust	Provisioning (Rp bn)
Individual	15,115	502	7,245
Collective	203,917	957,213	3,134
Total	219,032	957,715	10,379

- Bank Mandiri's current cash provisioning to total loans (Bank only) stands at 4.74%

12M 2010 operating profit increased by 28.0% from 12M 2009 on higher NII & fee-based

12M 2009

Rp billion



12M 2010

Rp billion



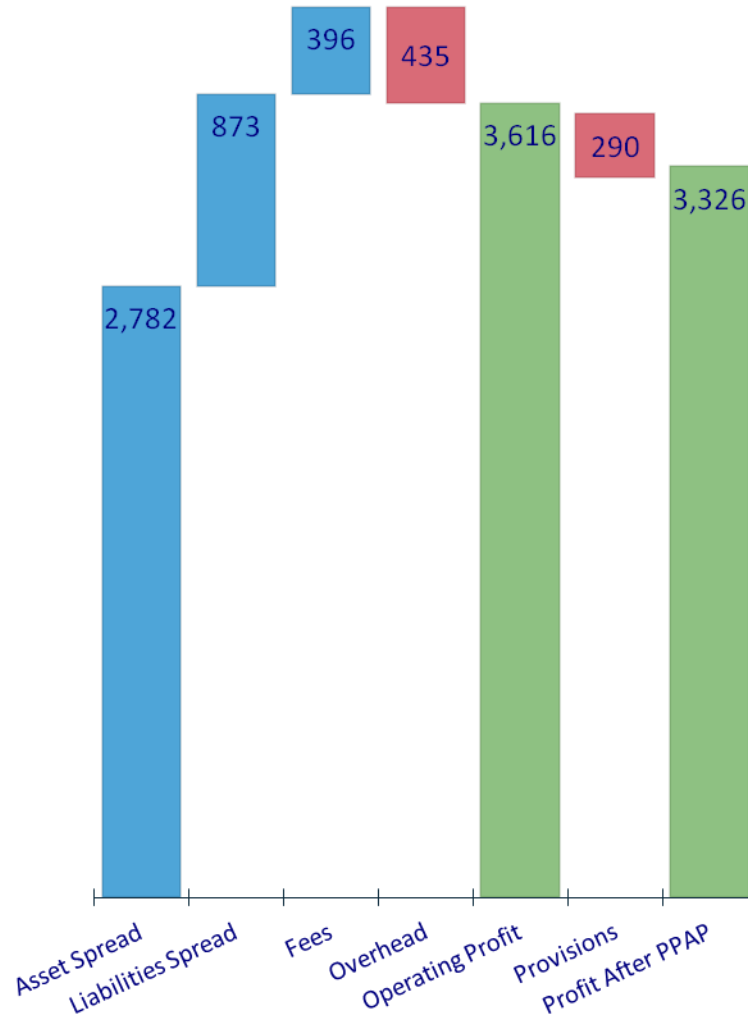
Notes :

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

Corporate Banking: Contribution Margin declines on rate increase

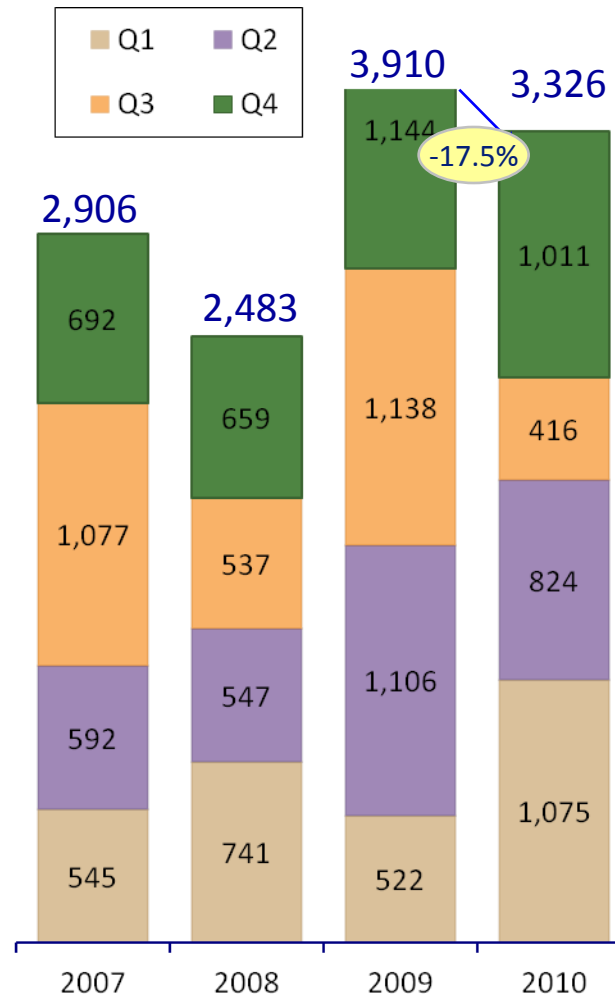
Performance to Date: FY 2010

Rp bn



Contribution Margin (after PPAP)

Rp bn



Strategies for 2010

1. Build up the industry-based focus, including investment in human resources development, to support the organization in achieving higher than market growth
2. Develop an awareness of the importance of optimizing the potential growth in wholesale business transactions, fund preservation and collection of fee-based income with a strengthened product team function (from product sales specialist to product development) while increasing service standards and product competitiveness
3. Foster alliances (collaboration) among business units in the effort to maximize the borrower's business potential, from downstream to upstream, with a variety of product and service offerings according to the current needs
4. Increase the role of Syndicated & Structured Finance Group and Mandiri Securities in speeding up the development of wholesale transaction banking by providing sophisticated and comprehensive products that meet customers' needs

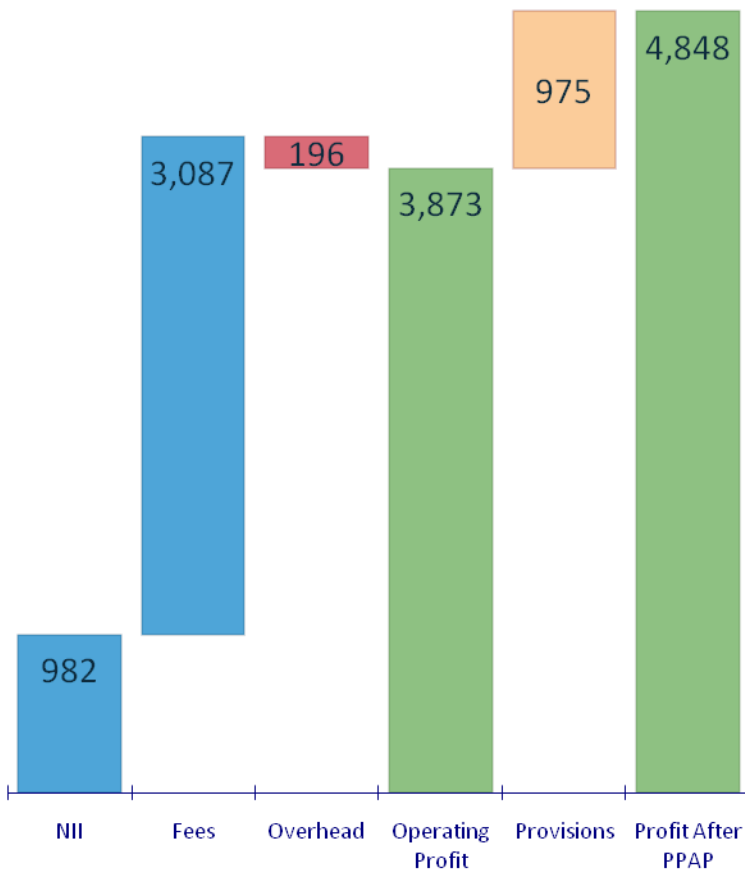
Mandiri Sekuritas' financial performance

(Rp Bn)	FY '09	FY '10	Y-o-Y Δ (%)
Revenues	353	359	12%
• Investment Banking	129	71	(45%)
• Capital Market	177	197	611%
• Treasury	3	0	(100%)
• Investment Mgt	44	63	43%
Operating Expenses	183	240	31%
Earnings After Tax	46	104	126%
Equity Transactions	44,199	69,214	57%
SUN Transactions	21,380	40,429	89%
Bonds Underwritten	5.157	10,321	100%
ROA	2.4%	11.7%	388%
ROE	6.7%	14.1%	110%

Treasury, FI & SAM

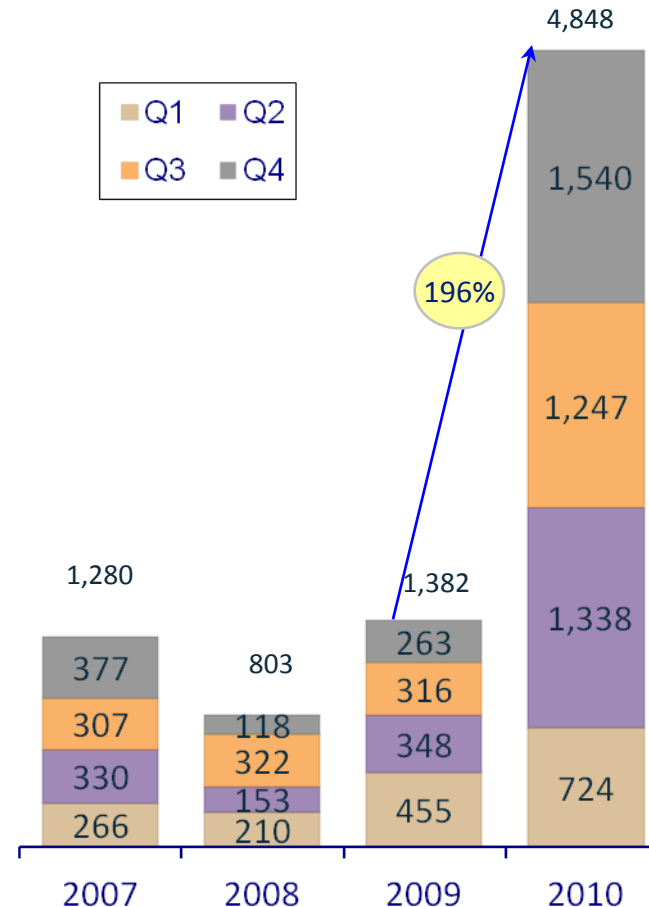
Performance to Date: FY 2010

Rp bn



Contribution Margin (after PPAP)

Rp bn



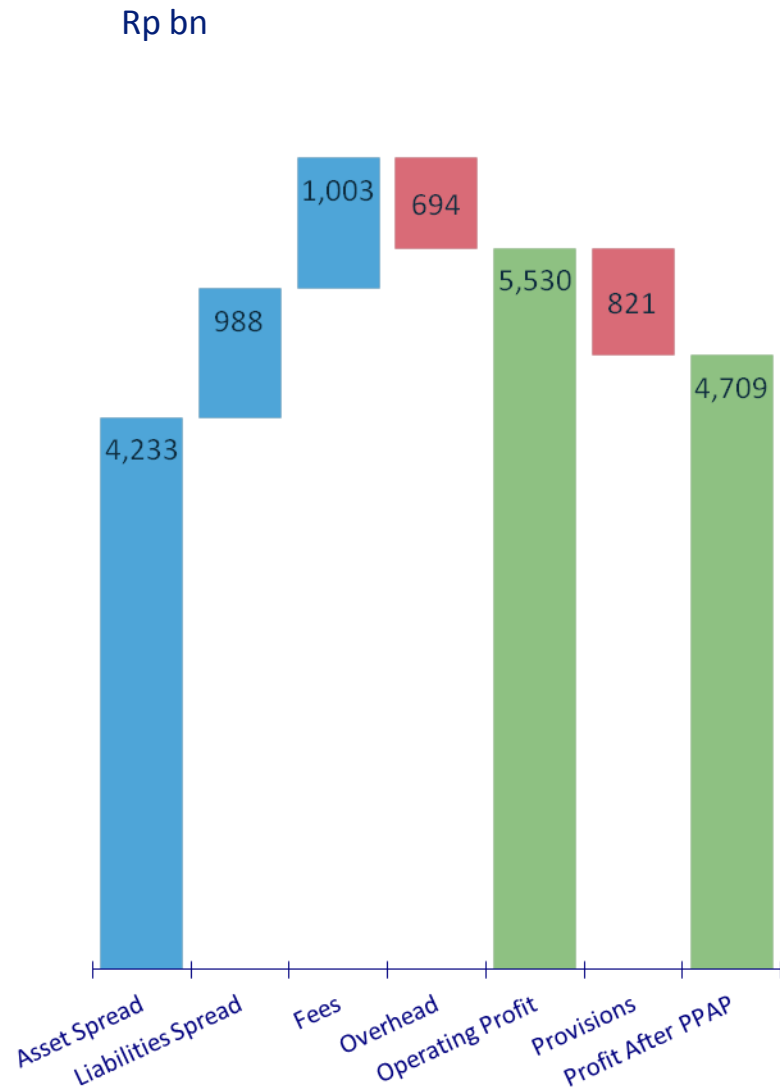
* 2010: Including Collection from SAM and excluding International branches (except Cayman Branch)

Strategies for 2010

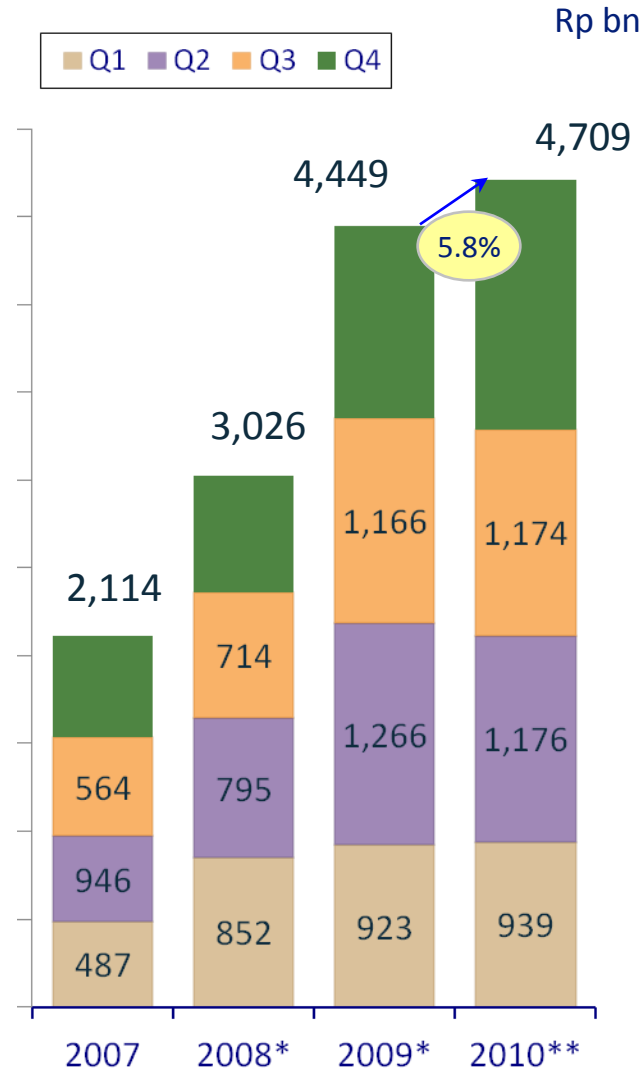
1. New strategy for remittance business in Middle East, South Korea and Taiwan.
2. Develop FX online dealing & web-based FX quotation system in order to generate more FX volume from corporate clients.
3. Expand clients' coverage for foreign exchange, marketable securities and custody services business including foreign investors.
4. Set program and strategy to become major player in banknotes business.
5. Early restructuring and intense monitoring.
6. Legal action on non-cooperative debtors.
7. Enhance e-procurement system.
8. Optimum utilization on e-auction.

Commercial Banking: Strong revenues from both Liabilities & Assets

Performance to Date: FY 2010



Contribution Margin (after PPAP)



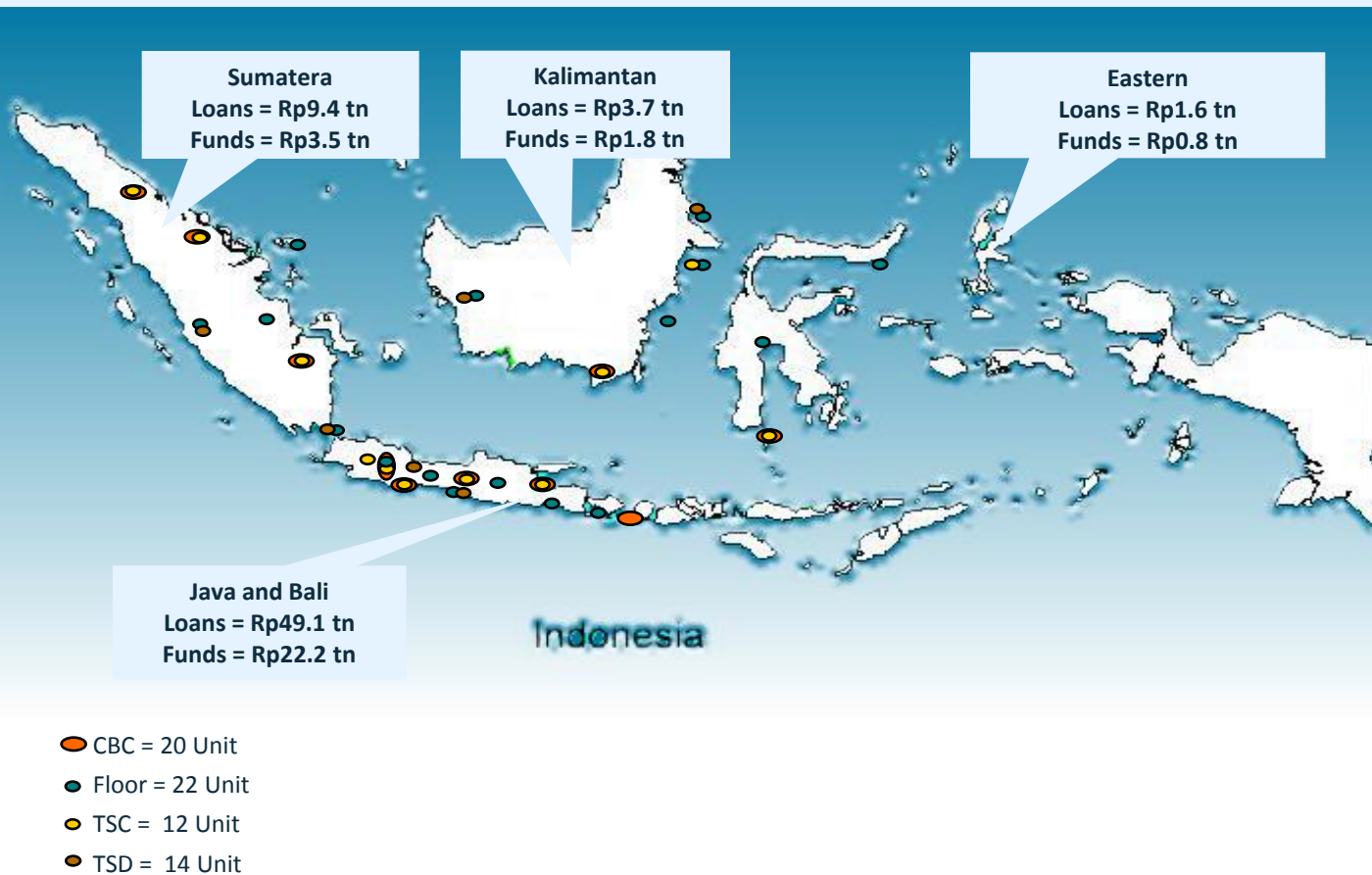
* incl CM of Small Business & BSM**in June 2010

Strategies for 2010

1. Supporting Bank Mandiri Wholesale Banking vision as an Integrated Wholesale Bank through sophisticated, customized and completed services to can increase revenue especially through potential business like Wholesale Banking Deposit and Fee Income.
2. Increasing profit and market share through customer existing share of wallet, increasing revenue from new customer and NPL control.
3. Provide best total business solution for customer by developing product and services including quality bundling product, quick services and competitive price.
4. Effective Alliance in units based on customer base in Commercial and Small segment, especially in developing value chain business.

Commercial Banking : Stronger Platform & Improved Distribution Capability

Expanding Scope of Distribution, 2010



Solid & Stable Source of
Low Cost Funds

Rp Tn **			
Product	FY '09	FY '10	Growth
Demand Deposit	19.92	22.91	15%
Rupiah	13.62	16.29	20%
FX	6.30	6.62	5%
Saving Deposit*	1.57	2.12	35%
Total Low Cost Fund	21.49	25.03	16%
Total Funding	32.69	37.34	14%

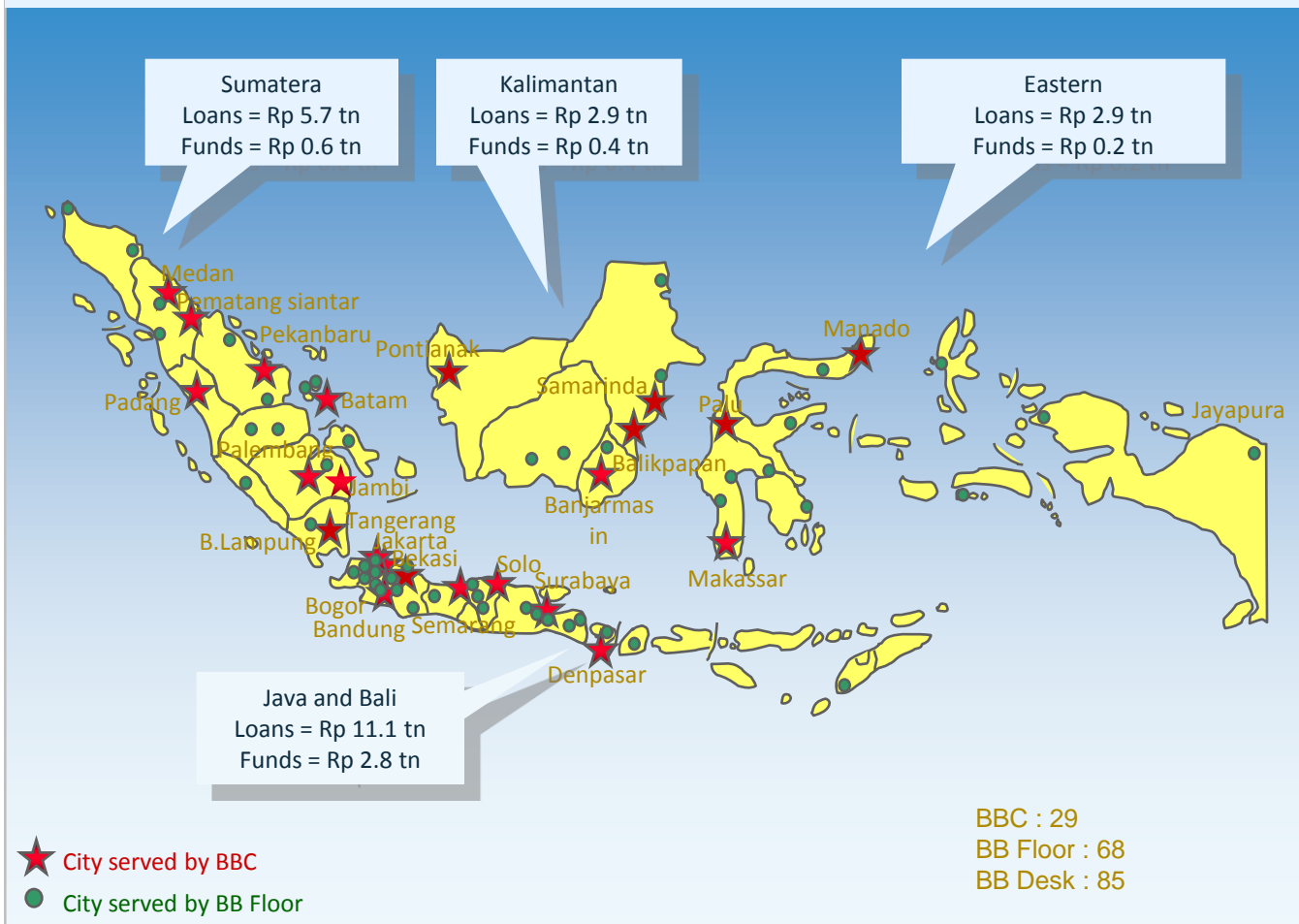
Low Cost Fund Ratio = 67.03%
Funding from Java & Bali = 76.%
of total funding

* Business Savings Product

** excl. SBG

Business Banking

Expanding Scope of Distribution, 2010



High Potential Growth

Product	Rp Tn**		
	Q4 '09	Q4 '10	Growth
Demand Deposit	2.2	2.4	9.1%
Saving Deposit*	0.3	0.6	100.0%
Total Low Cost Fund	2.5	2.9	16.0%
Total Funding	3.0	4.1	36.7%

Low Cost Fund Ratio = 70.7%
Funding from Java & Bali = 69.32%
of total funding

• Business Savings Product

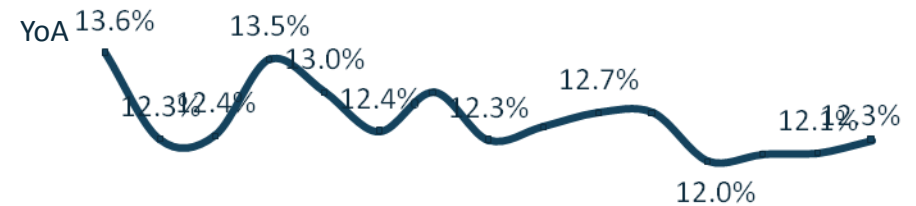
** excluding mirroring from MRB Directorate

Strong growth from Bank Syariah Mandiri

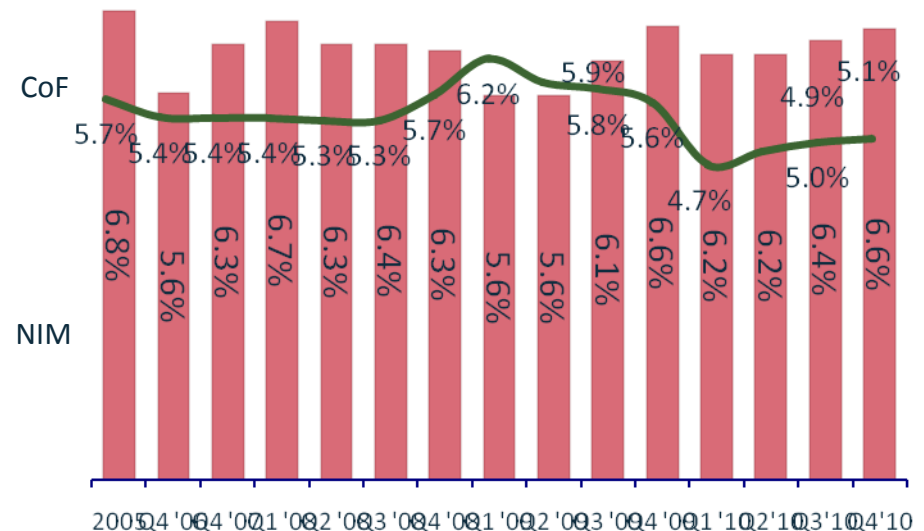
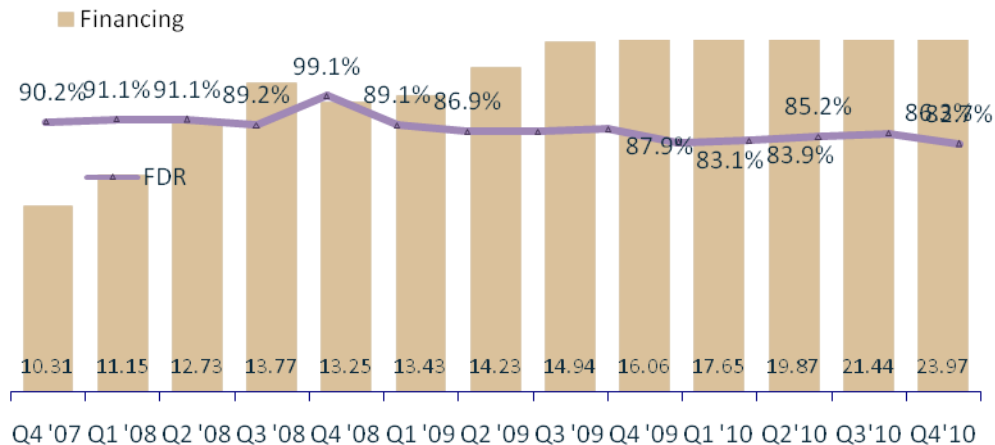
Financial Performance (Rp bn)

	FY '06	FY '07	FY '08	FY '09	FY '10
Financing	7,415	10,305	13,278	16,063	23,968
Deposits	8,219	11,106	14,899	19,338	28,998
Assets	9,555	12,888	17,066	22,037	32,481
EAT	65.48	114.64	196.42	290.94	418.52
Ratios:					
ROA	1.10%	1.54%	1.83%	2.23%	2.21%
ROE	10.23%	15.94%	21.34%	21.40%	25.05%
Net NPF	4.64%	3.43%	2.37%	1.34%	1.29%

Net Interest Margin & Cost of Funds



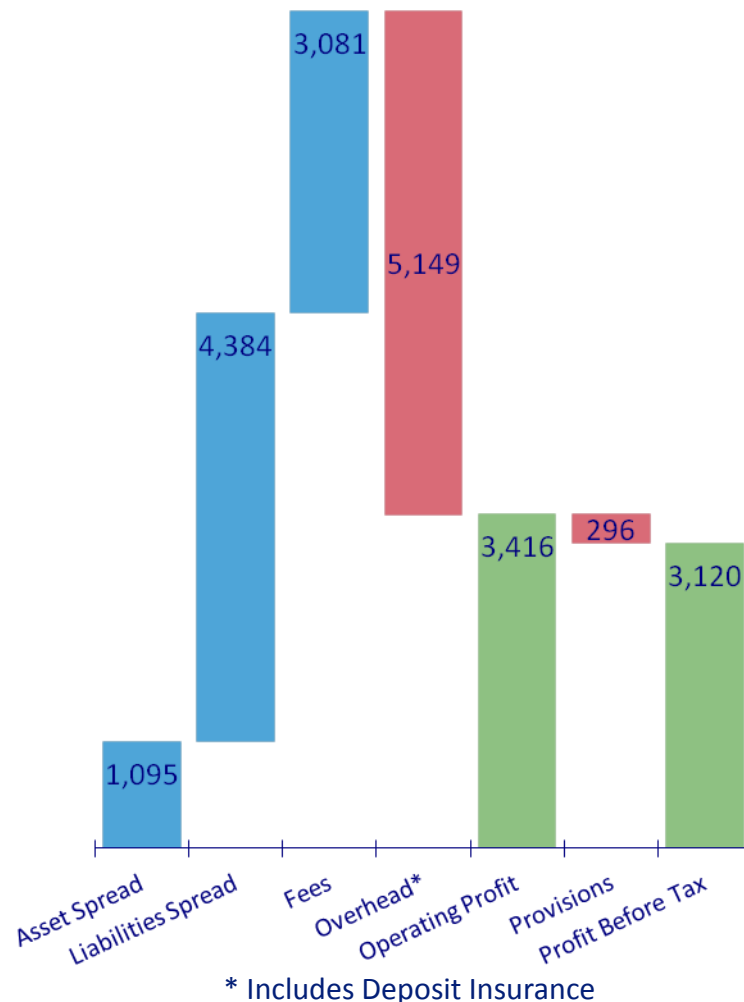
Syariah Financing (Rp tn)



Micro & Retail Banking: Rapidly growing our high margin business

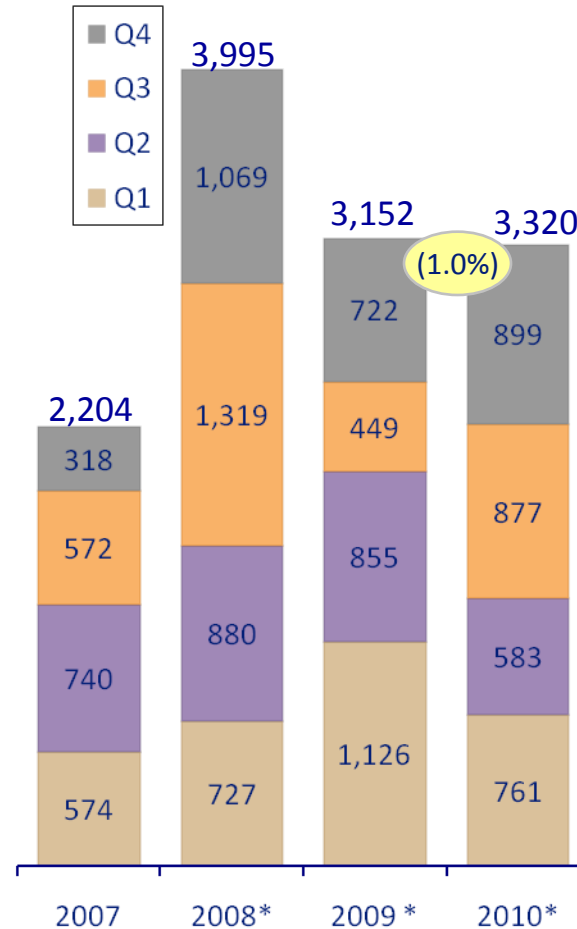
Performance to Date: FY 2010

Rp bn



Contribution Margin (after PPAP)

Rp bn



*Excluding Small Business

Strategies for 2010

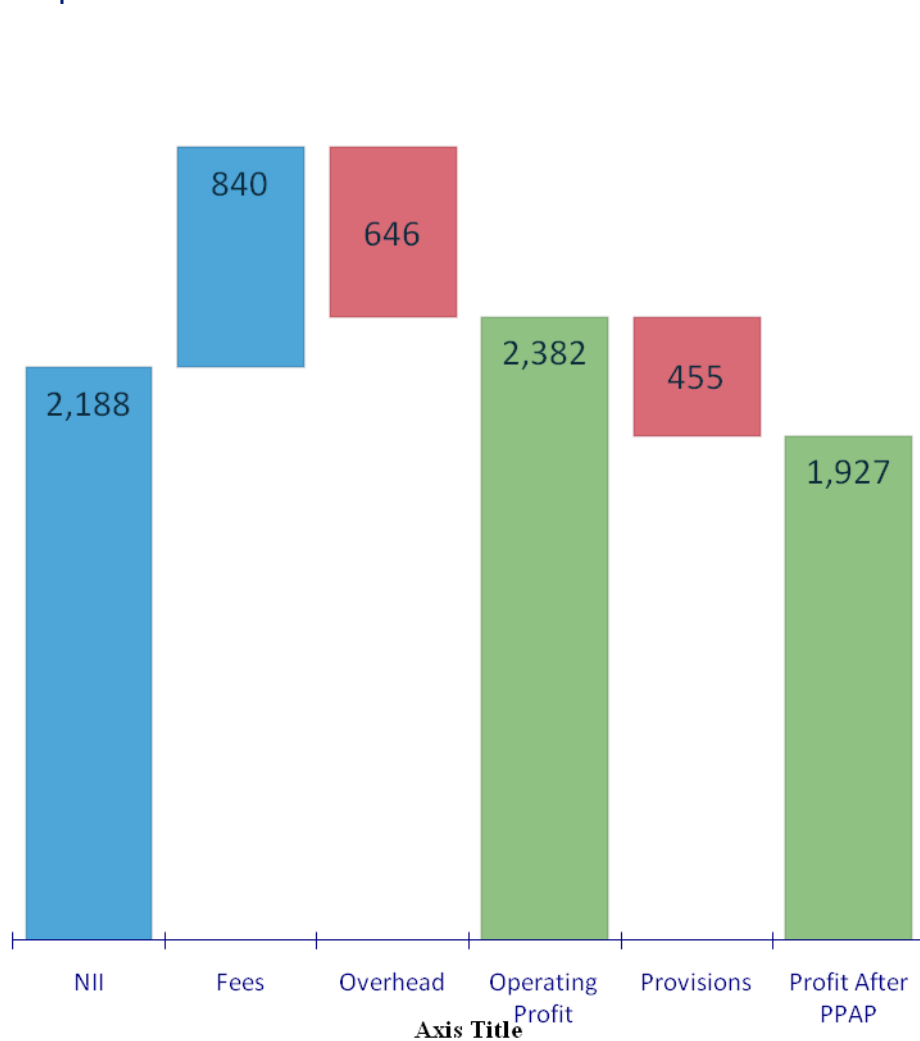
1. Leverage our strength in Corporate and large Commercial customers to quickly build high margin business
2. Continue to improve our payment infrastructure
3. Expand our distribution with a focus on high margin business
4. Improve our sales culture and productivity of existing network
5. Cross sell to grow our fee based income business

Consumer Finance:

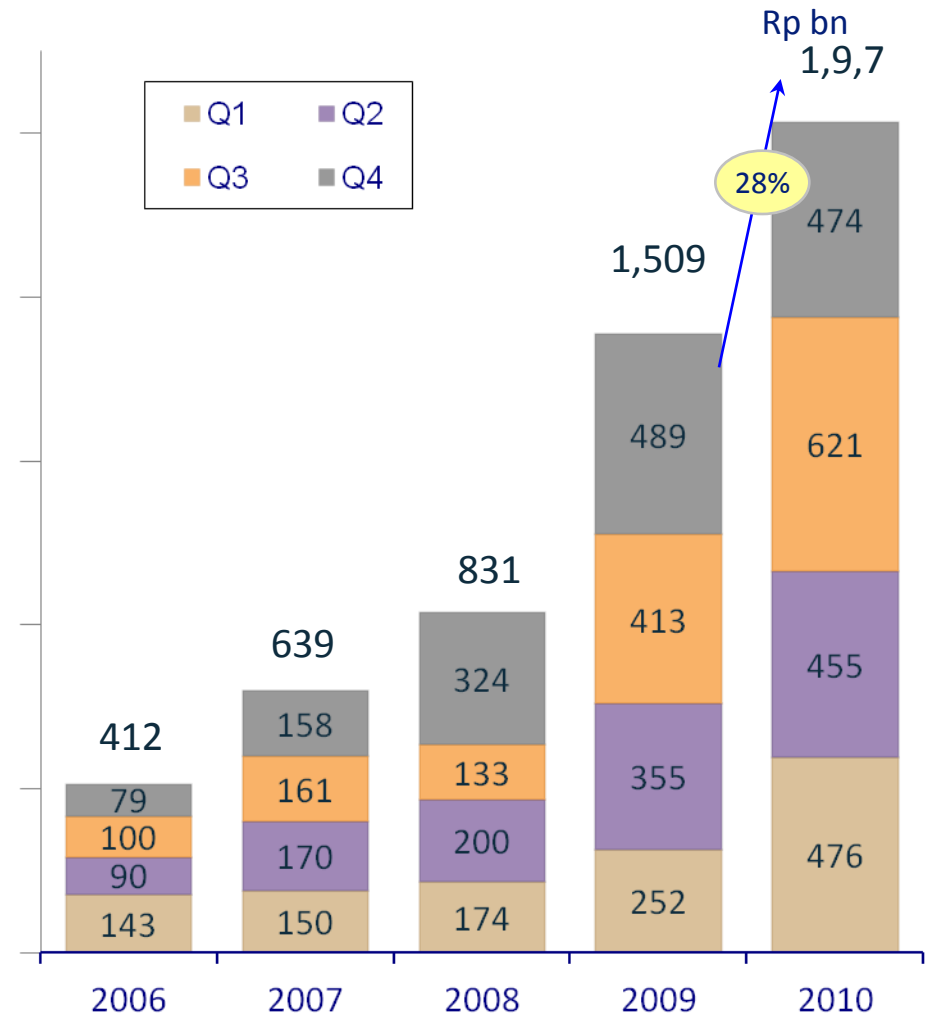
Significant growth in spread and fee income

Performance to Date, FY 2010

Rp bn



Contribution Margin (after PPAP)



Supporting Materials

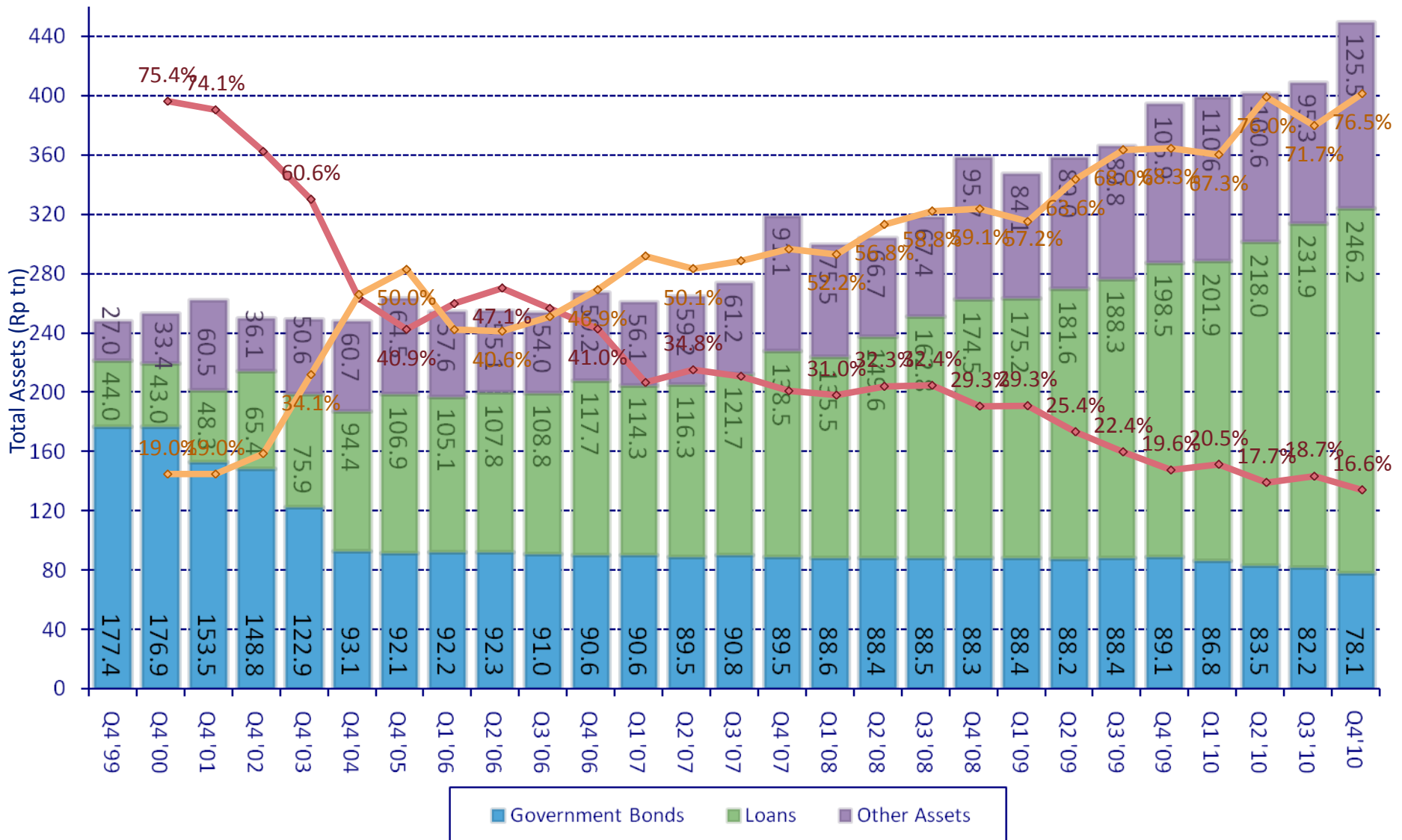
Key Quarterly Balance Sheet Items & Financial Ratios

IDR billion / %	FY '09	Q3 '10	FY '10	Y-o-Y Δ (%)
Gross Loans	198,547	231,853	246,201	24.0%
Government Bonds	89,133	82,181	78,093	(12.4%)
Total Assets	394,617	409,366	449,775	14.0%
Customer Deposits	319,550	321,199	362,212	13.4%
Total Equity	35,109	39,023	41,543	18.3%
RoA - before tax (p.a.)	2.96%	2.88%	3.40%	
RoE – after tax (p.a.)	22.07%	23.10%	24.39%	
Cost to Income ⁽¹⁾	40.18%	38.49%	42.02%	
NIM (p.a.)	5.04%	5.50%	5.28%	
LDR	61.36%	71.74%	67.58%	
Gross NPL / Total Loans	2.79%	2.60%	2.42%	
Provisions / NPLs	200.45%	191.71%	192.36%	
Tier 1 CAR ⁽²⁾	12.50%	11.28%	11.57%	
Total CAR ⁽²⁾ incl. Credit & Opr Risk	15.55%	14.56%	13.46%	
Total CAR incl. Market & Opr Risk	15.43%	13.26%	13.36%	
EPS (Rp)	341.72	304.42	439.38	28.58%
Book Value/Share (Rp)	1,677	1,861	1,980	18.07%

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

⁽²⁾ Bank only – Not including Market Risk

Total Assets grew 13.98% Y-o-Y to Rp449.8 tn



Additional Factors

Written-off Loans

- Aggregate of Rp32.864 tn (US\$ 3.682 bn) in written-off loans as of end-September 2010, with significant recoveries on-going:

- 2001: Rp2.0 tn
- 2002: Rp1.1 tn
- 2003: Rp1.2 tn
- 2004: Rp1.08 tn
- 2005: Rp0.818 tn (US\$ 83.2 mn)
- 2006: Rp3.408 tn (US\$ 378.5 mn)*
- 2007: Rp1.531 tn (US\$ 249.3 mn)
- 2008: Rp2.309 tn (US\$ 211.8 mn)
- 9Mo '09: Rp1.489 tn (US\$ 146.4 mn)
- Q4 '09: Rp0.775 tn (US\$ 82.5 mn)
- Q1 '10: Rp0.287 tn (US\$ 31.6 mn)
- Q2 '10: Rp0.662 tn (US\$ 73.0 mn)
- Q3 '10: Rp0.363 tn (US\$ 40.7 mn)**)
- Q4 '10: Rp1.349 tn (US\$149.7 mn)

* including the write-back of *RGM* loans totaling Rp2.336 tn

** Including the write back of *Kharisma Arya Paksi* loans totaling Rp 0.124 tn and *Gde Kadek* Rp0.59tn.

Summary Quarterly Balance Sheet: Q4 '09 – '10

	Q4 '09	Q1 '10	Q2 '10	Q3 '10	Q4 '10		Y-o-Y
	Rp (tn)	Rp (tn)	Rp (tn)	Rp (tn)	Rp (tn)	US\$ (bn)#	% Δ
Total Assets	394.62	399.24	402.08	409.37	449.77	49.92	14.0%
Cash	8.87	6.63	6.45	8.70	9.52	1.06	7.4%
Placement with BI	16.06	17.92	25.71	19.23	24.86	2.76	54.8%
Placement with other banks	26.57	27.20	25.33	23.85	37.38	4.15	40.7%
Securities	3.73	35.48	25.75	11.38	27.25	3.02	630.5%
Government Bonds	89.13	86.82	83.54	82.18	78.09	8.67	(12.4%)
Trading	0.43	0.27	0.15	0.50	0.61	0.07	42.3%
AFS	25.92	63.13	59.96	58.25	54.05	6.00	108.6%
HTM	62.79	23.42	23.43	23.43	23.43	2.60	(62.7%)
Loans	198.55	201.94	217.99	231.85	246.20	27.33	24.0%
Performing Loans	192.34	196.57	213.12	225.64	240.18	26.66	24.9%
Non-Performing Loans	6.21	5.36	4.88	6.22	6.02	0.67	(3.1%)
Allowances	(12.45)	(11.50)	(11.55)	(10.69)	(11.52)	(1.28)	(7.5%)
Loans – Net	186.10	190.43	206.45	221.17	234.68	26.05	26.1%
Total Deposits – Non-Bank	319.55	312.91	326.58	321.19	362.21	40.20	13.4%
Demand Deposits	72.70	69.80	73.34	62.76	68.29	7.58	(6.1%)
Savings Deposits	113.80	106.98	113.75	120.33	123.96	13.76	8.9%
Certificate & Time Deposits	133.06	136.13	139.49	138.10	169.97	18.86	27.7%
Shareholders' Equity	35.11	36.78	36.51	39.02	41.57	4.61	18.3%

Summary Quarterly P&L – Q4 2010

Summary P&L	Q4 2009		Q3 2010		Q4 2010		Q-o-Q	Y-o-Y
	Rp (Billions)	% of Av.Assets	Rp (Billions)	% of Av.Assets	Rp (Billions)	% of Av.Assets	△ (%)	△ (%)
Interest Income	8,240	8.7%	8,871	8.8%	8,842	8.8%	(0.3%)	7.3%
Interest Expense	(3,630)	(3.8%)	(3,877)	(3.8%)	(3,688)	(3.4%)	(4.9%)	1.6%
Net Interest Income	4,610	4.8%	4,995	4.9%	5,154	4.8%	3.2%	11.8%
Other Operating Income	1,668	1.8%	2,153	2.1%	3,010	2.8%	39.8%	80.5%
Gain from Increase in Value & Sale of Bonds	(1)	0.0%	11	0.0%	(122)	(0.11%)	n/a	n/a
Provisions, Net	420	0.4%	(1,344)	(1.3%)	249	0.2%	(118.5%)	(40.7%)
Personnel Expenses	(1,329)	(1.4%)	(1,510)	(1.5%)	(1,612)	(1.5%)	6.8%	21.3%
G & A Expenses	(1,384)	(1.5%)	(1,470)	(1.5%)	(1,682)	(1.6%)	14.4%	21.5%
Other Operating Expenses**	(345)	(0.4%)	107	(0.1%)	(158)	(0.1%)	(247.7%)	(54.2%)
Profit from Operations	3,637	3.8%	3,136	3.1%	5,202	4.8%	65.9%	43.0%
Non Operating Income	66	0.1%	63	(0.1%)	88	0.1%	39.7%	33.3%
Net Income Before Tax	3,703	3.9%	3,199	3.2%	5,290	4.9%	65.4%	42.9%
Net Income After Tax	2,535	2.7%	2,355	2.3%	2,829	2.6%	20.1%	11.6%

* % of Average Assets on an annualized basis

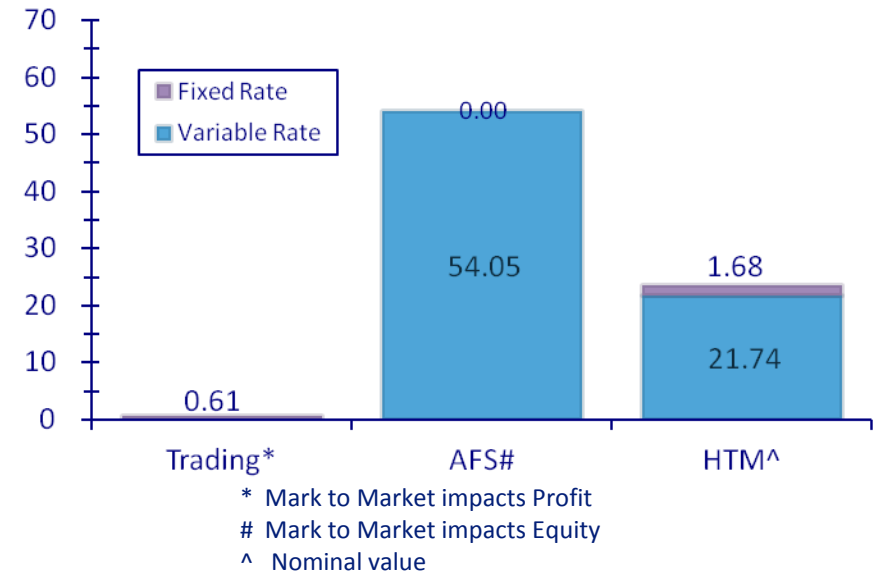
** primarily premiums paid under the blanket guarantee scheme

Limited Impact on Government Recap Bonds

Recap Bond Portfolio by Type and Maturity (Rp78,093 bn)

Maturity/ Rp bn	Trading Portfolio		Available for Sale		Held to Maturity
	Nominal	MTM	Nominal	MTM	
Fixed Rate Bonds					
< 1 year	0.6	0.6	-	-	57
1 - 5 year	262	291	-	-	1,405
5 - 10 year	136	144	-	-	102
> 10 year	151	176			120
Sub Total	551	612	-	-	1,684
Variable Rate Bonds					
< 1 year	-	-	-	-	-
1 - 5 year	-	-	4,070	4,148	1,506
5 - 10 year	-	-	50,441	49,904	20,239
> 10 year	-	-	-	-	-
Sub Total	-	-	54,511	54,052	21,745
T o t a l	551	612	54,511	54,052	23,429

Bonds by Rate Type & Portfolio as of Dec 2010 (Rp bn)



Q4 '10 Recap Bond Gains/(Losses) (Rp bn)

	Q4 '09	Q4 '10	FY '10
Realized Gains/Losses on Bonds	18.70	56.69	102.36
Unrealized Gains/Losses on Bonds	(0.91)	7.77	10.81
Total	17.80	64.46	113.17)

Ex-Recap Bond Portfolio, 31 Dec'10 – Bank Only

No.	Series	Maturity Date	Interest Rate (%)	Nominal			Marked To Market	Fair Value		
				Total Trading Port.	Total Available For Sale Port.	Total Held To Maturity Portfolio		Total Trading Port.	Total Available For Sale Port.	Total Investment Port.
Fixed Rate										
1	FR0020	15-Dec-13	14.28%			291	100.000	-	-	291
Sub Total				-	-	291		-	-	291
Variable Rate										
1	VR0019	25-Dec-14	6.64%		3,970,000	1,114,300	101.990	-	4,049,003	1,114,300
2	VR0020	25-Apr-15	6.37%		-	391,029	100.000	-	-	391,029
3	VR0021	25-Nov-15	6.63%		100,000	690	101.000	-	101,000	690
4	VR0022	25-Mar-16	6.64%		92,844	6,796,813	101.190	-	93,949	6,796,813
5	VR0023	25-Oct-16	6.37%		9,738	4,086,068	100.750	-	9,811	4,086,068
6	VR0024	25-Feb-17	6.63%			8,210,550	100.000	-	-	8,210,550
7	VR0025	25-Sep-17	6.64%		3,765,402	1,145,148	98.944	-	3,725,639	1,145,148
8	VR0026	25-Jan-18	6.37%		3,475,267	-	98.940	-	3,438,429	-
9	VR0027	25-Jul-18	6.37%		3,475,267	-	100.000	-	3,475,267	-
10	VR0028	25-Aug-18	6.63%		5,171,695	-	98.937	-	5,116,720	-
11	VR0029	25-Aug-19	6.63%		8,819,688	-	98.934	-	8,725,670	-
12	VR0030	25-Dec-19	6.64%		8,016,765	-	98.938	-	7,931,627	-
13	VR0031	25-Jul-20	6.37%		17,614,108	-	102.000	-	17,966,390	-
Sub Total				-	54,510,774	21,744,598		-	54,633,506	21,744,598
Grand Total				-	54,510,774	21,744,889		-	54,633,506	21,744,889
				0.00%	71.48%	28.52%		0.00%	71.53%	28.47%
				Total Nominal Value		76,255,663		Total Fair Value		76,378,395

(Stated in Rp Millions)

Bank Mandiri Credit Ratings

Moody's

Outlook	STABLE
Long Term Rating	Ba2
Foreign LT Bank Deposits	Ba2
Local LT Bank Deposits	Baa3
Senior Unsecured Debt	WR
Bank Financial Strength	D
Foreign Currency ST Debt	NP
Local Currency ST Debt	P-3

Pefindo

Outlook	STABLE
LT General Obligation	idAAA

Fitch

Outlook	POS
LT FC Issuer Default	BB+
LT LC Issuer Default	BB+
Subordinated Debt	BB-
ST Issuer Default Rating	B
Individual Rating	C/D
Support Rating	3

Standard & Poor's

Outlook	STABLE
LT Foreign Issuer Credit	BB
LT Local Issuer Credit	BB
ST Foreign Issuer Credit	B
ST Local Issuer Credit	B

Corporate Actions

Dividend Payment

Net Profit for the financial year of 2009 of Rp7,155,463,216,743.00 was distributed as follows:

- 35%, or Rp2,504,412,132,860.05, for the annual dividend
- Total Dividend Payment of Rp119.43 per share
- Interim dividend of Rp19.26 paid on 22 December 2009

Schedule :

a. Cum Date:

Regular and Negotiated Market:	June 9, 2010
Cash Market:	June 14, 2010

b. Ex Date:

Regular and Negotiated Market:	June 10, 2010
Cash Market:	June 15, 2010

c. Payment Date:

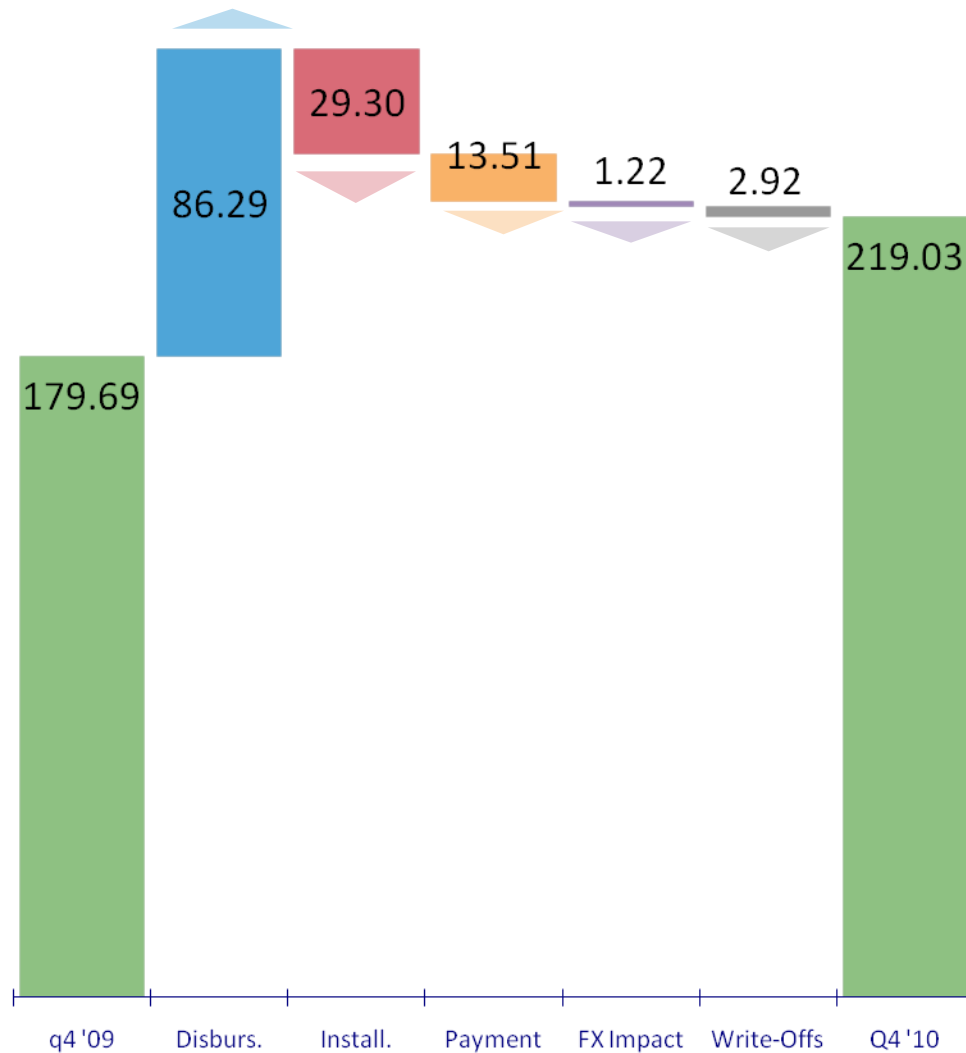
June 28 2010

Net Profit for the financial year of 2008 of Rp5,312,821,488,698.00 was distributed as follows:

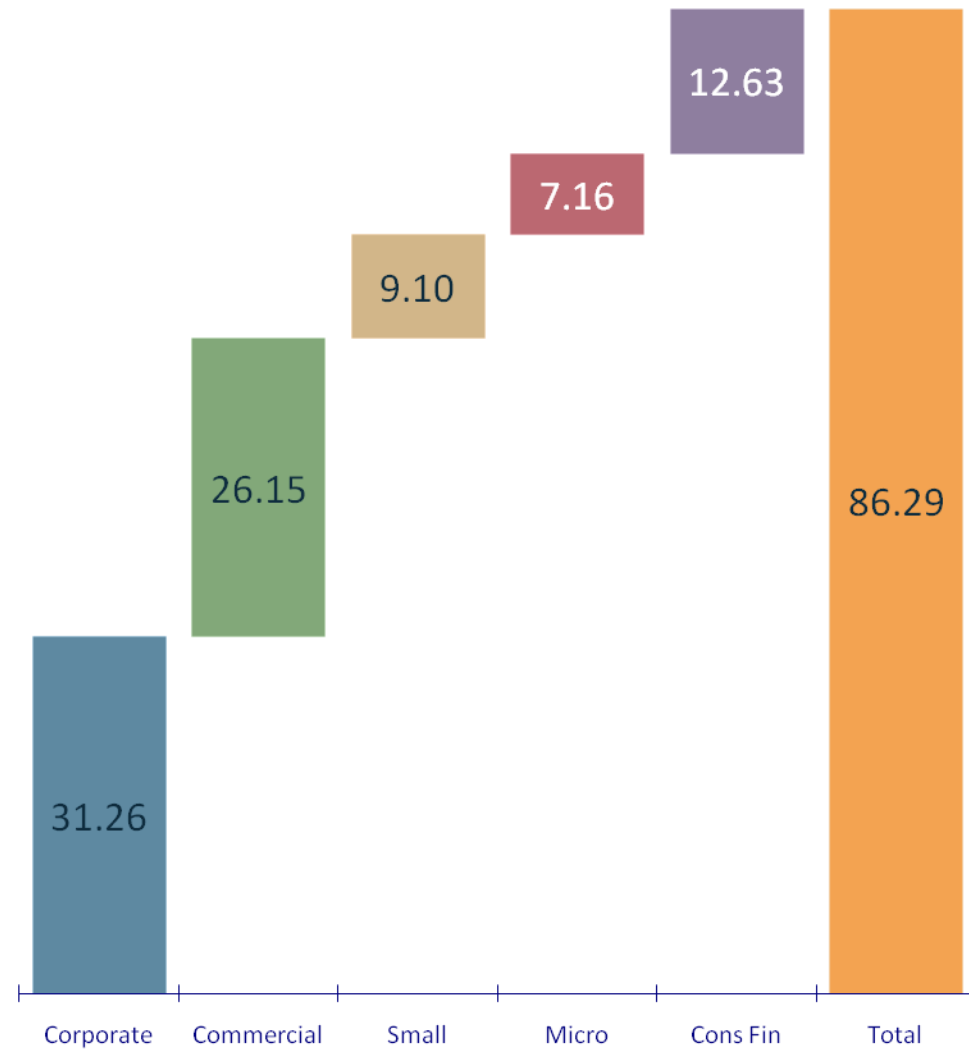
- 35%, or Rp1,859,487,521,044.30, for the annual dividend
- Total Dividend Payment of Rp88.55 per share

Rp86.3 tn in loans disbursed in 2010

Loan Movement (Rp tn) – Bank Only

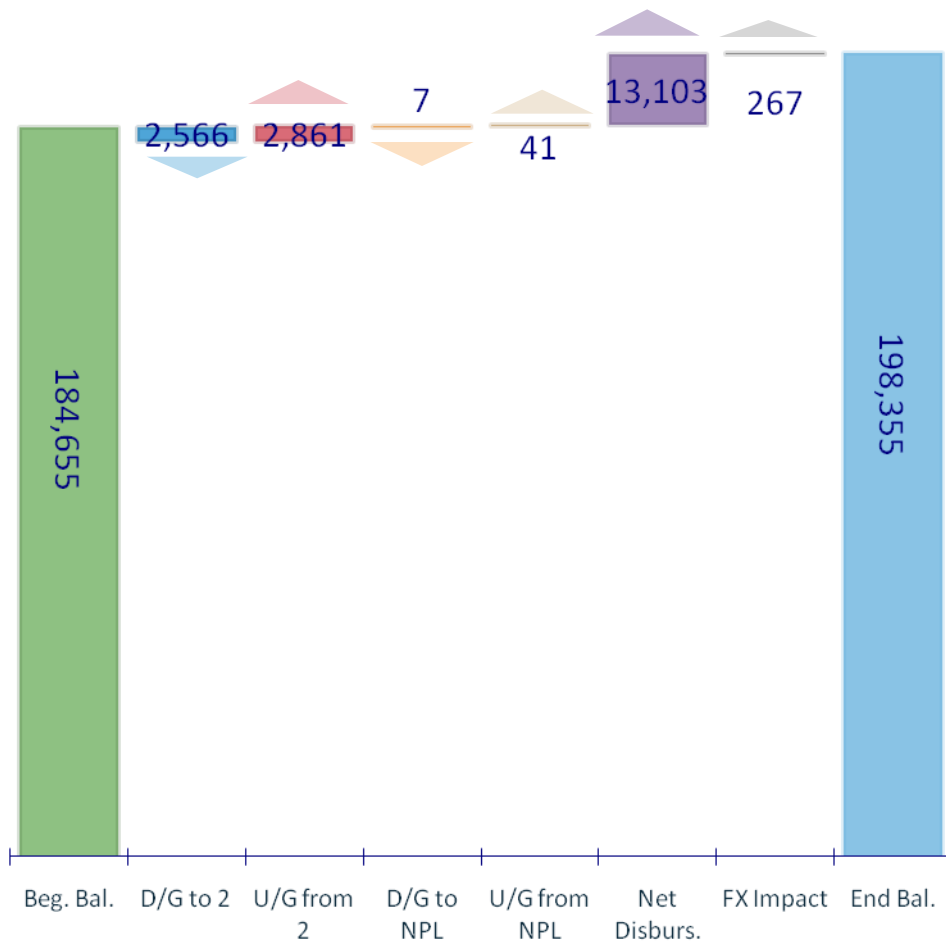


Loan Disbursement by Segment (Rp tn) – Bank Only

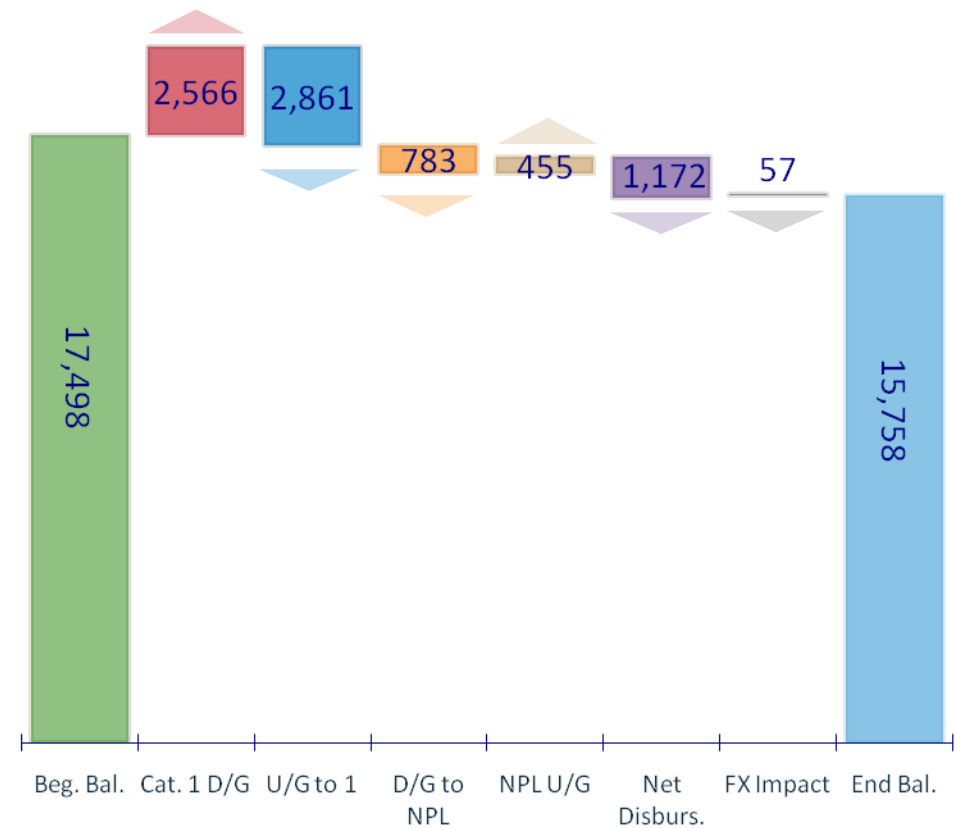


Q4 2010 Movement in Category 1 and 2 Loans

Category 1 Loan Movements (Rp bn) – Bank Only



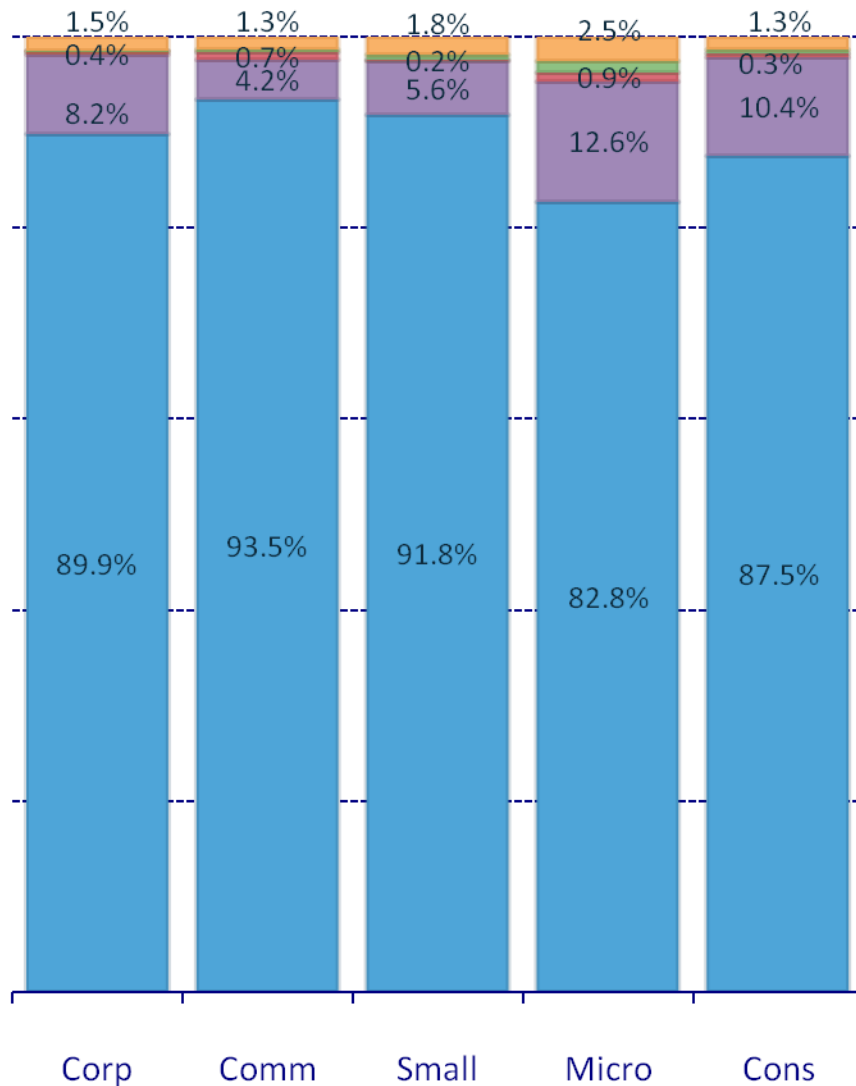
Category 2 Loan Movements (Rp bn) – Bank Only



Q4 2010 Loan Detail: Collectibility by Segment

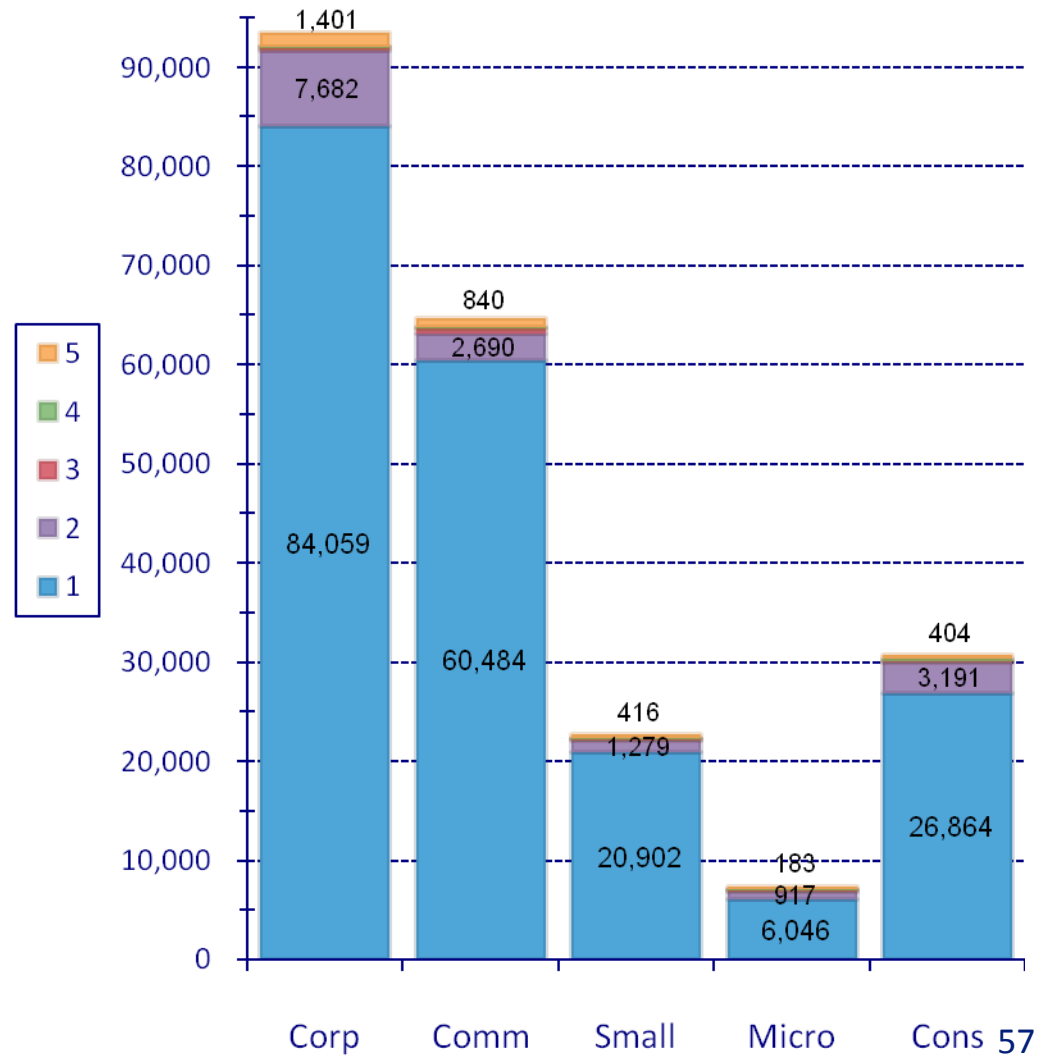
Loan Profile: Q4 Collectibility (%) by Segment

Bank Only



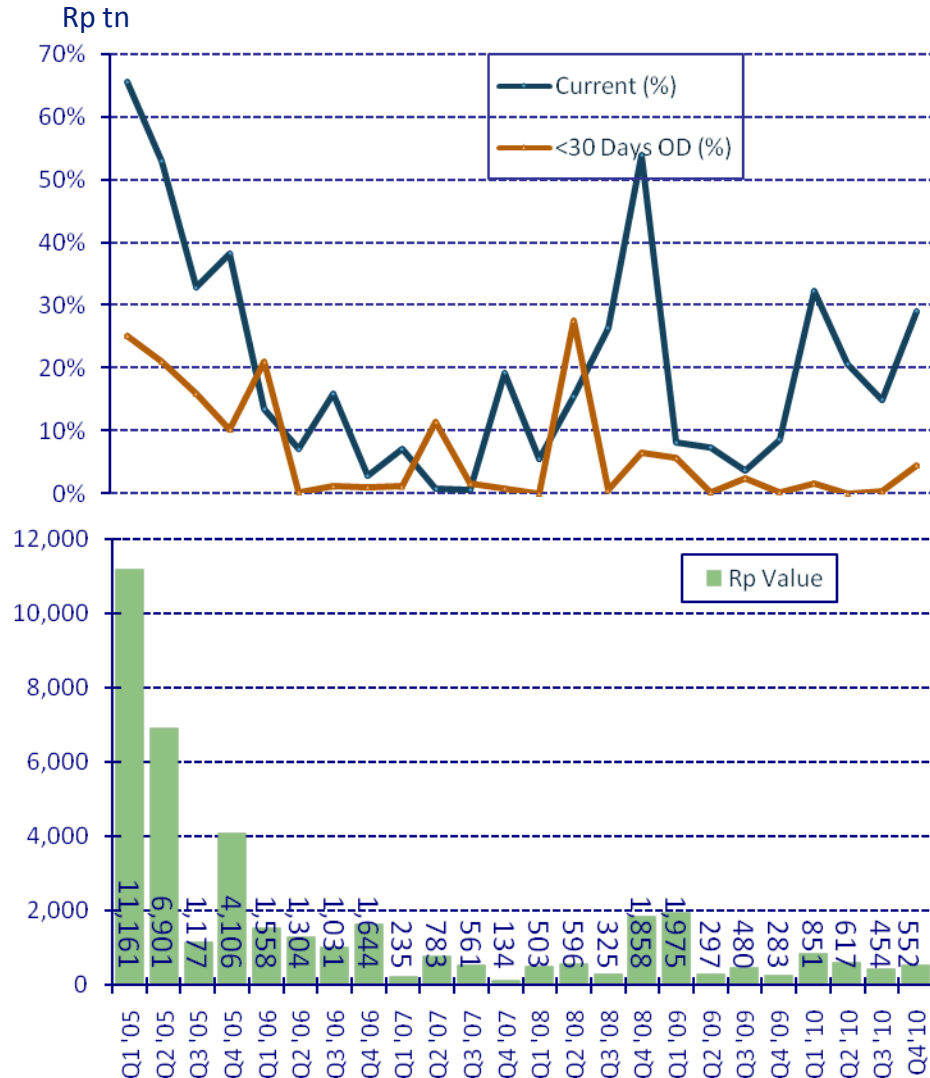
Loan Profile: Q4 Collectibility (Rp bn) by Segment

Bank Only

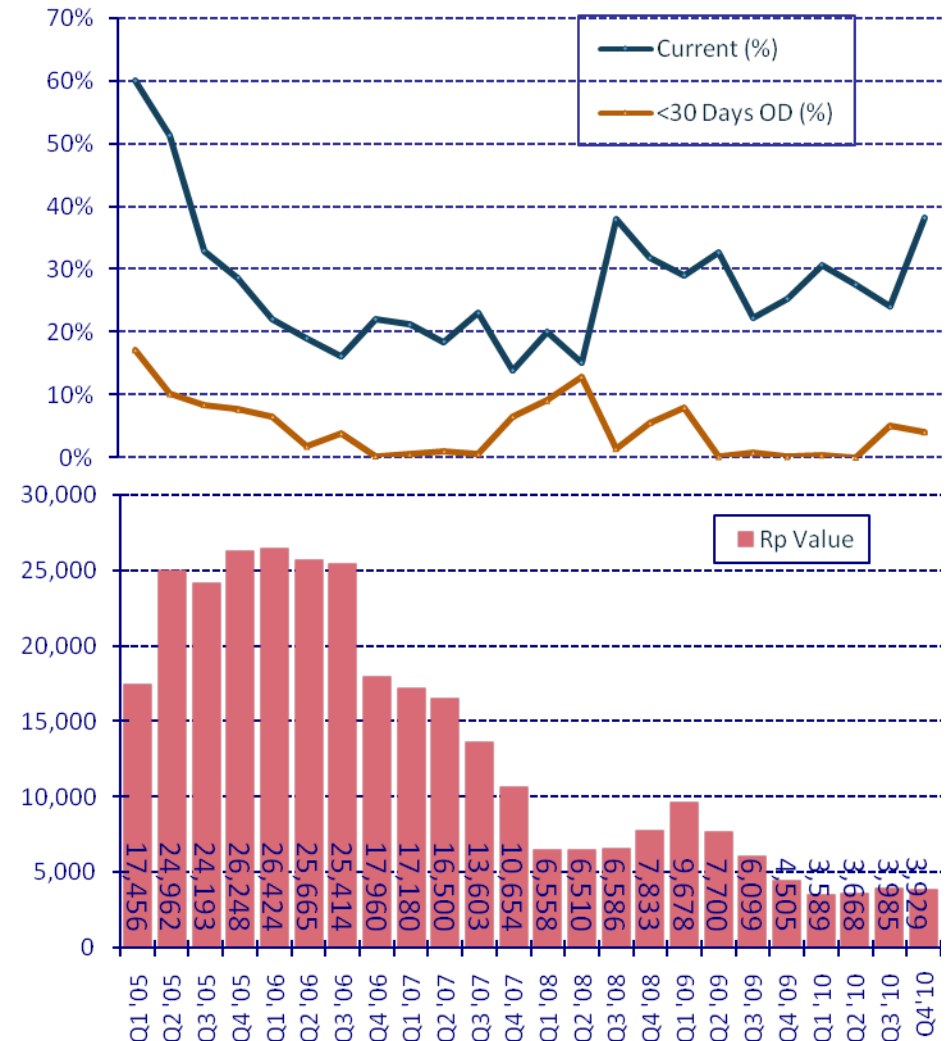


NPL Loan Detail*: Quarterly by Days Past Due

Quarterly D/G to NPL & Interest DPD - Bank Only



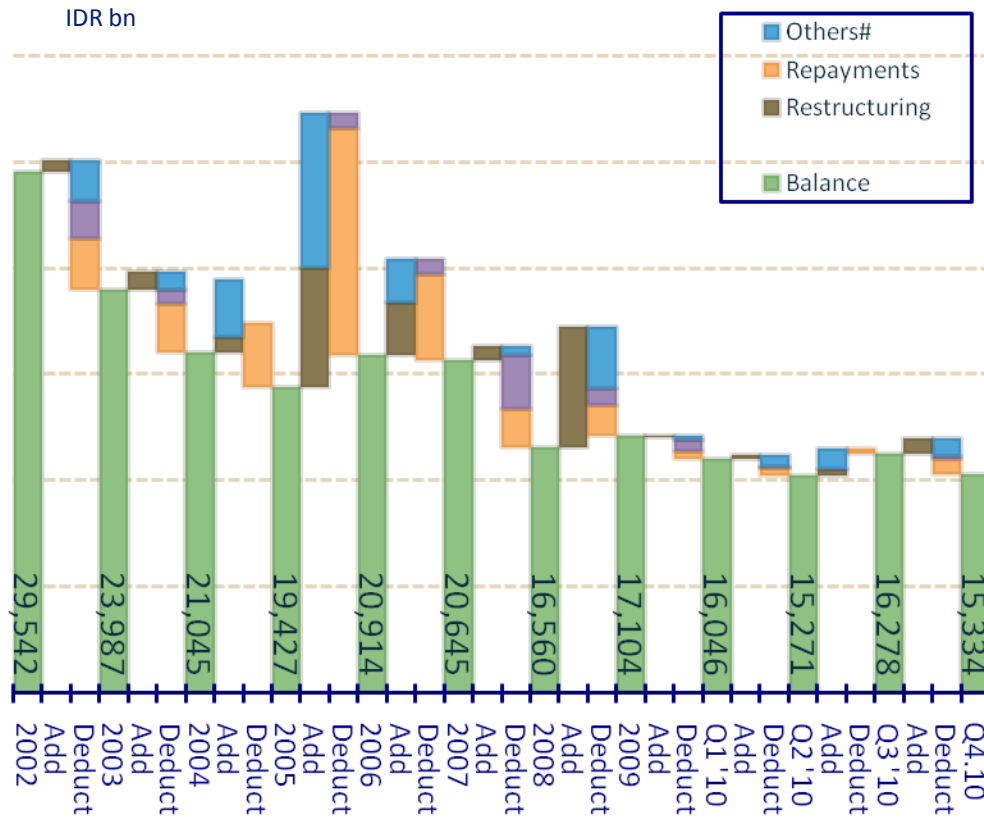
Quarterly NPL Stock & Interest DPD - Bank Only



* Excluding Micro & Consumer Loans Only

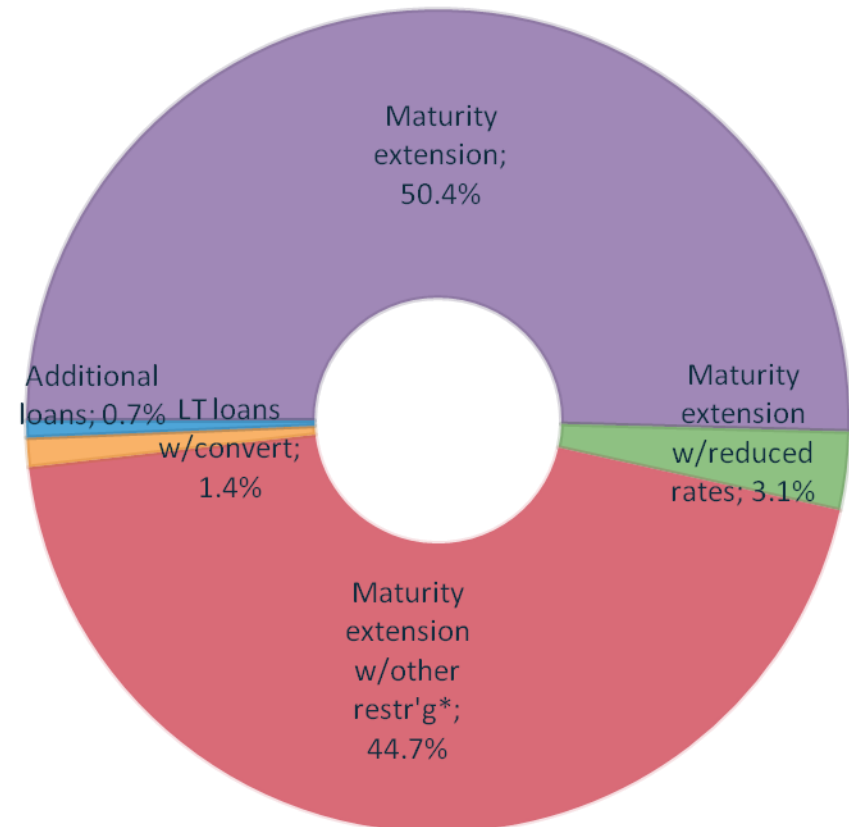
Rp953 bn in loans were restructured or repaid in Q4 '10

Restructured Loan Movement 2002 - 2010



(Rp billions)	'07	'08	'09	Q1 '10	Q2 '10	Q3 '10	Q4 '10
Loans Restructured	2,445	677	5,660	33	149	253	732
NPL Collections	2,567	1,147	2,058	141	96	101	221

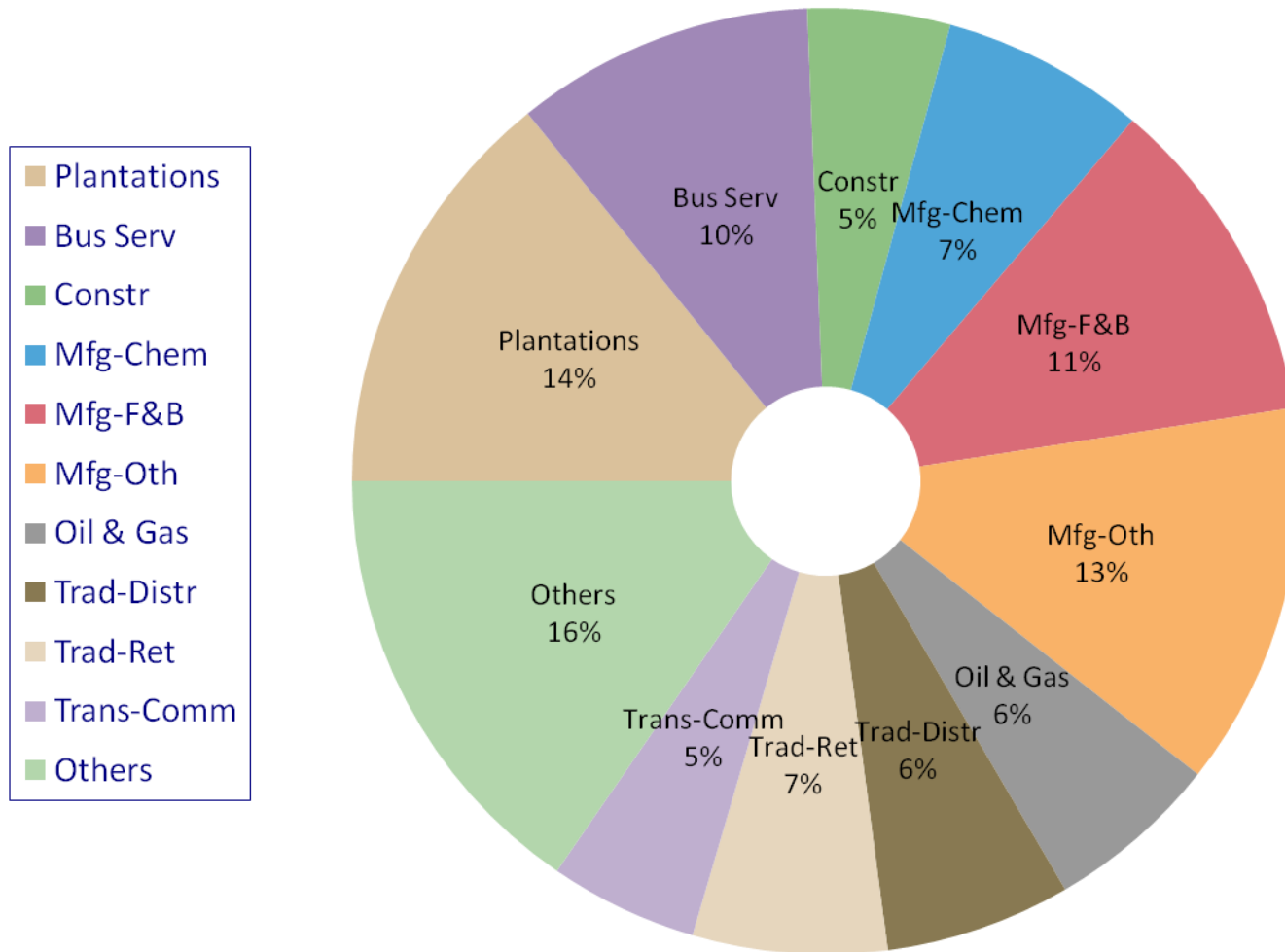
Loans by Restructuring Type in Q4 2010



*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, Q4 2010

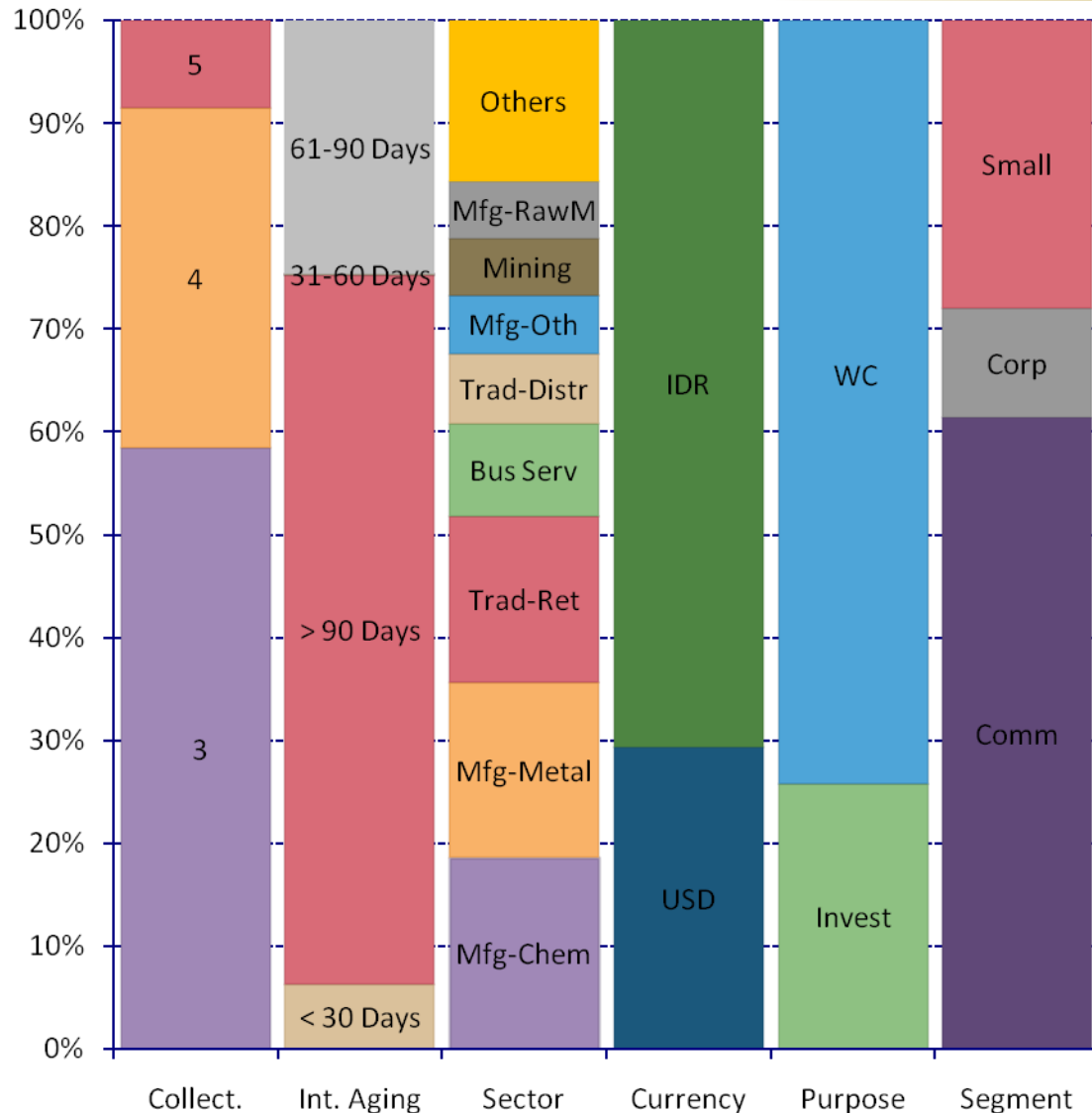


(1) Non-consolidated numbers
* Each sector < 4%

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Downgrades to NPL

Loan Profile: Q4 NPL Downgrades Only (Rp552bn) Bank Only



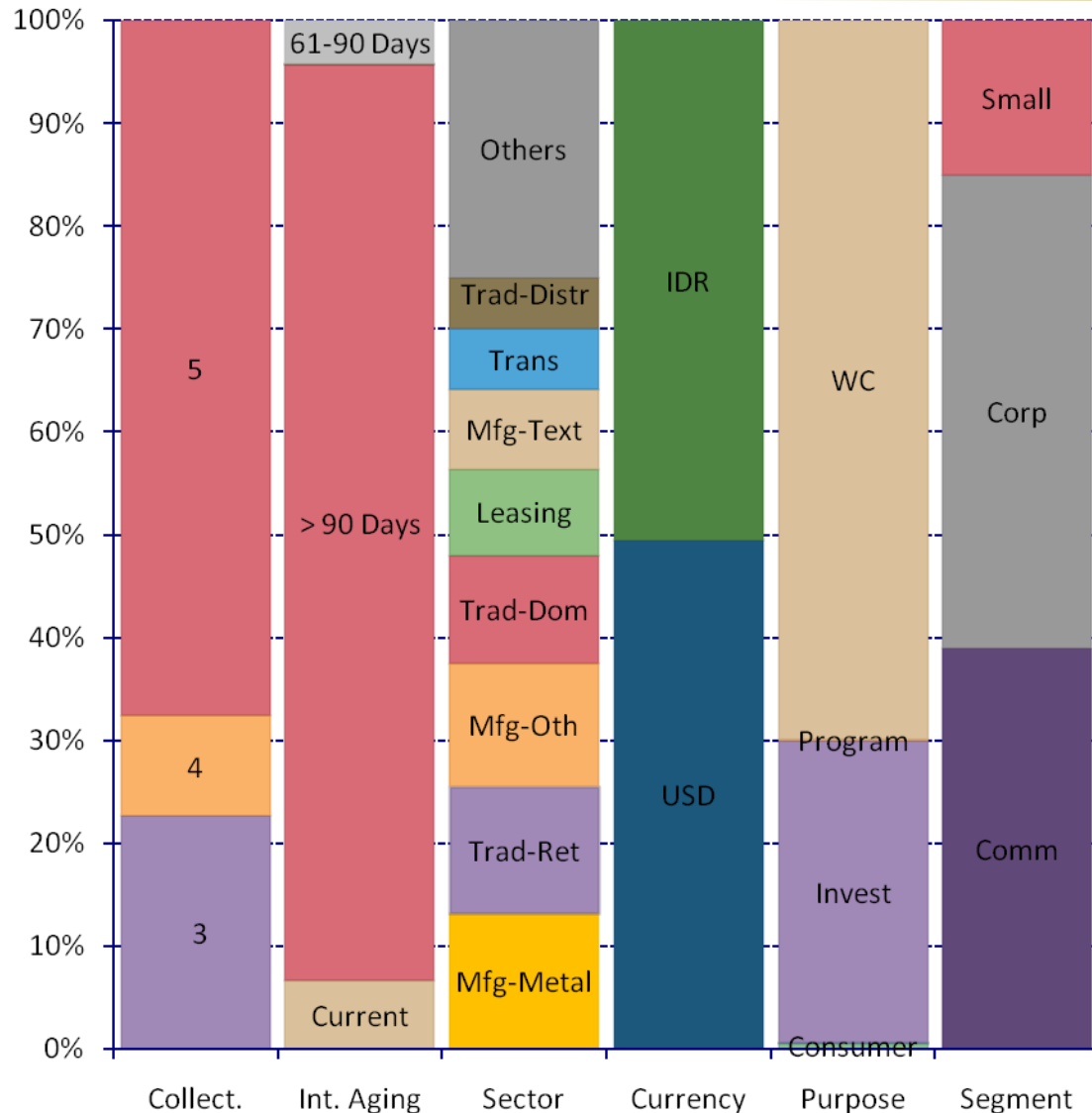
Corporate, Commercial & Small Business loans downgraded to NPL in Q4 totaled Rp552 billion. Of these loans:

- 29.1% were current on interest payments
- 61.5% were Commercial borrowers and 28.0% came from our Small Business portfolio
- Largest downgrades by sector:
 - Chemical Manufacturing
 - Metal Manufacturing
 - Retail Trading
- 70.7% were IDR loans
- 74.2% were Working Capital loans
- 48.9% were more than 90 days overdue in interest payments

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Non-Performing Loans

Loan Profile: Q4 Non-Performing Loans Only (Rp3,929 bn) Bank Only



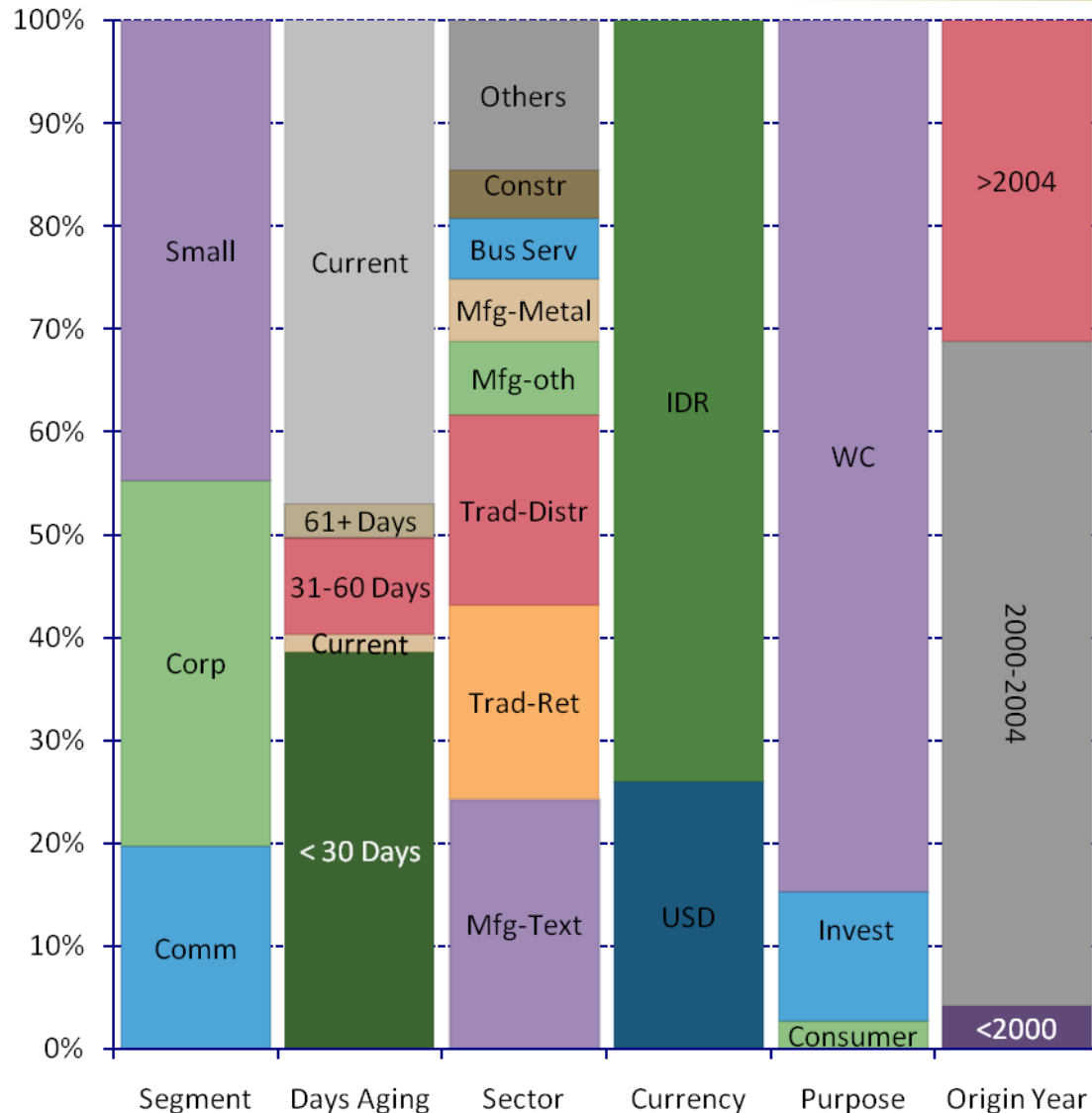
Corporate, Commercial & Small Business NPLs totaled Rp3,929 billion in Q4. Of these NPLs in Q4:

- 38.2% remain current on interest payments and an additional 6.8% are less than 90 days overdue
- 46.1% are to Corporate customers
- 69.9% are Working Capital loans and 29.3% are Investment loans
- Primary sectors are:
 - Metal Manufacturing
 - Retail Trading
 - Domestic Trading
- 50.5% are Rp loans
- 22.7% are Cat. 3 & 9.7% are Cat. 4
- 4.8% were upgraded in Q4, while 62.0% saw no change in collectibility

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Downgrades to Cat. 2

Loan Profile: Q4 Downgrades to Cat 2 Only (Rp1,137bn) Bank Only



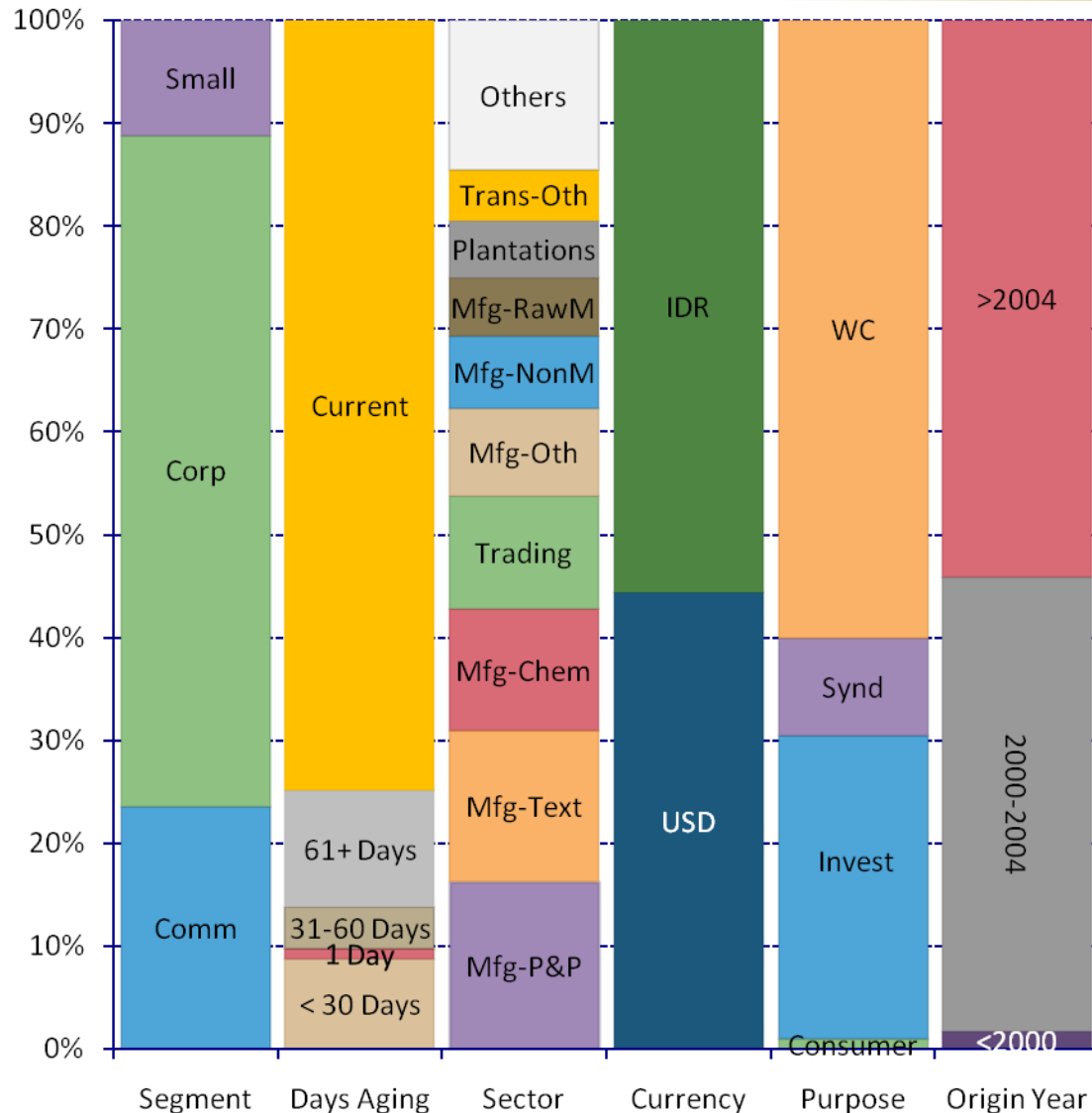
Rp1,137 billion in Corporate, Commercial & Small Business loans were downgraded to Category 2 in Q4. Of the Special Mention Loans downgraded:

- 44.8% are for Small Business & 35.4% are to Corporate customers
- 47.0% are current & 1.7% are 1 day overdue in interest payments
- Primary sectors downgraded are:
 - Textile Manufacturing
 - Retail Trading
 - Distribution Trading
- 74.0% are Rupiah loans
- 84.7% are Working Capital loans

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Category 2 Loans

Loan Profile: Q4 Category 2 Loans Only (Rp11,651 bn) Bank Only



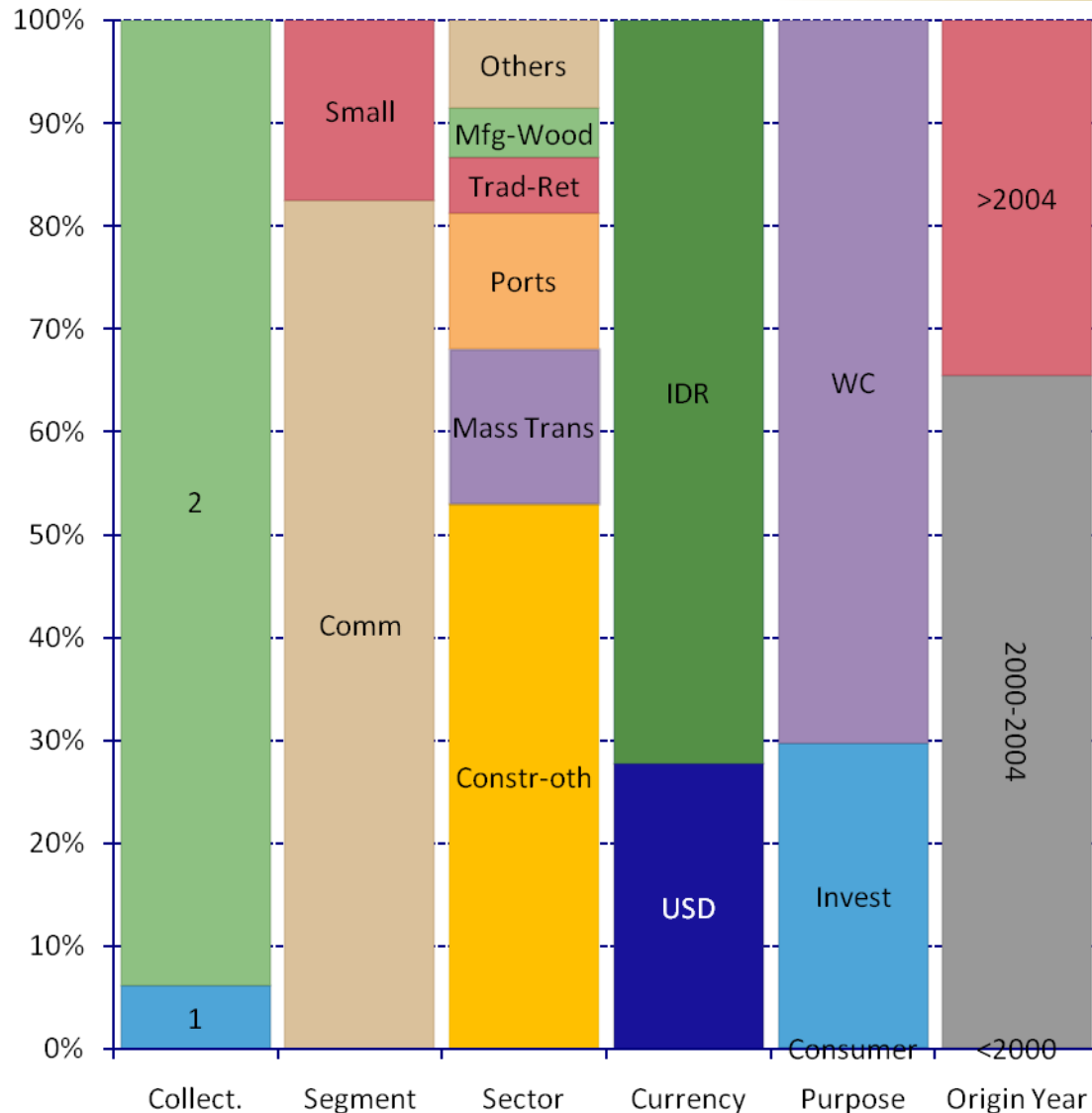
Rp11,651 billion in Corporate, Commercial & Small Business loans were in Category 2 in Q4. Of these Special Mention loans:

- 65.9% are to Corporate customers
- 81.8% are current or 1 day overdue, with an additional 11.5% less than 30 days overdue
- Primary sectors in Category 2 are:
 - Textile Manufacturing
 - Pulp & Paper Manufacturing
 - Trading
 - Chemical Manufacturing
- 56.9% are IDR loans
- 59.6% are Working Capital loans
- 85.94% were Category 2 in Q3 '10

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Upgrades to PL

Loan Profile: Q4 Upgrades to PL (Rp407.9 bn) Bank Only



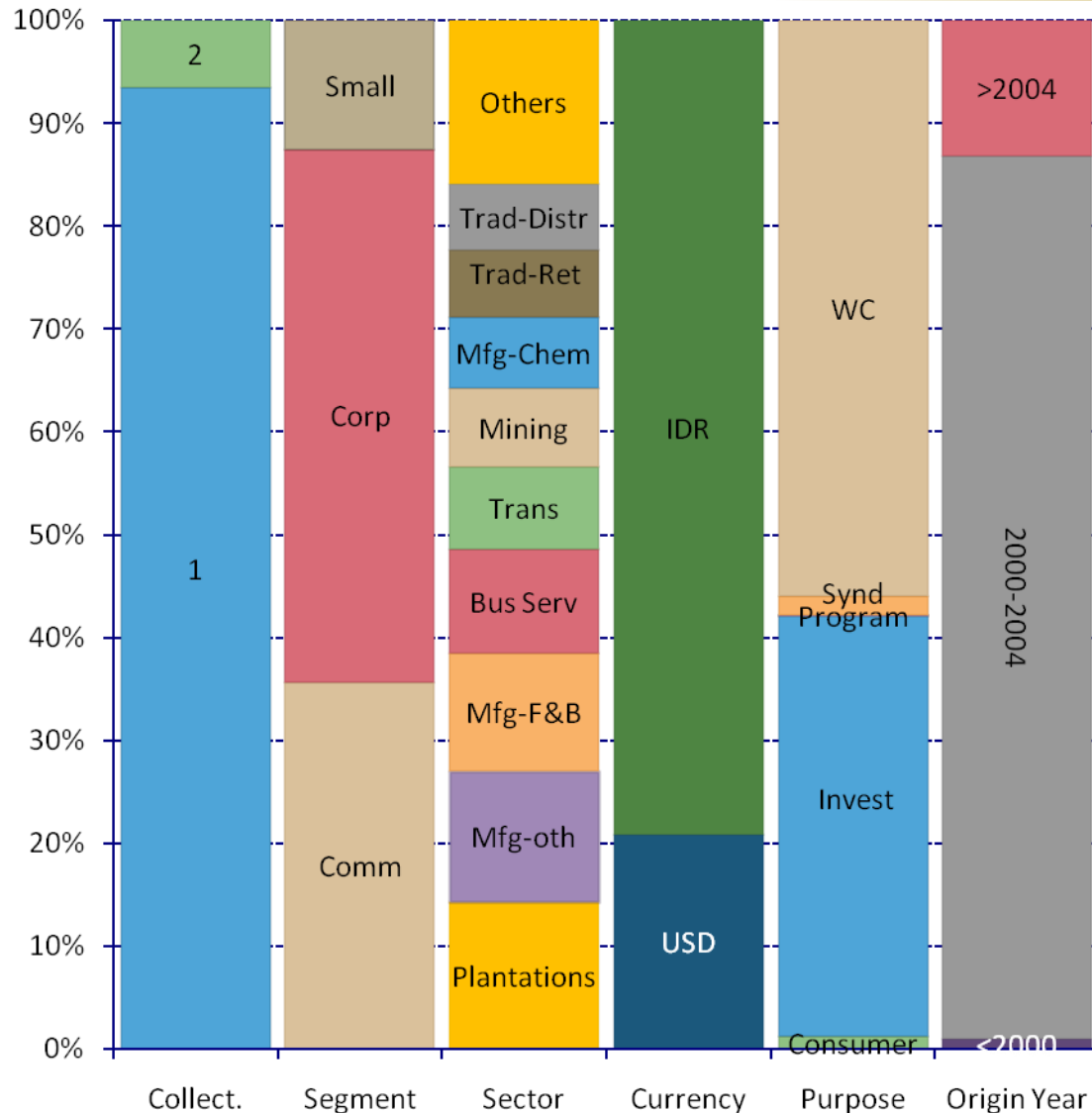
Corporate, Commercial & Small Business loans upgraded to PL in Q4 totaled Rp407.9 billion. Of these loans:

- 82.59% were to Commercial borrowers
- 65.3% originated in 2005 or later
- Largest upgrades by sector:
 - Mass Transportation
 - Port Construction
- 72.3% were IDR loans
- 70.2% were Working Capital loans
- 93.8% of upgrades to PL were NPLs moving to Category 2

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Performing Loans

Loan Profile: Q4 Performing Loans Only (Rp177,095bn) Bank Only



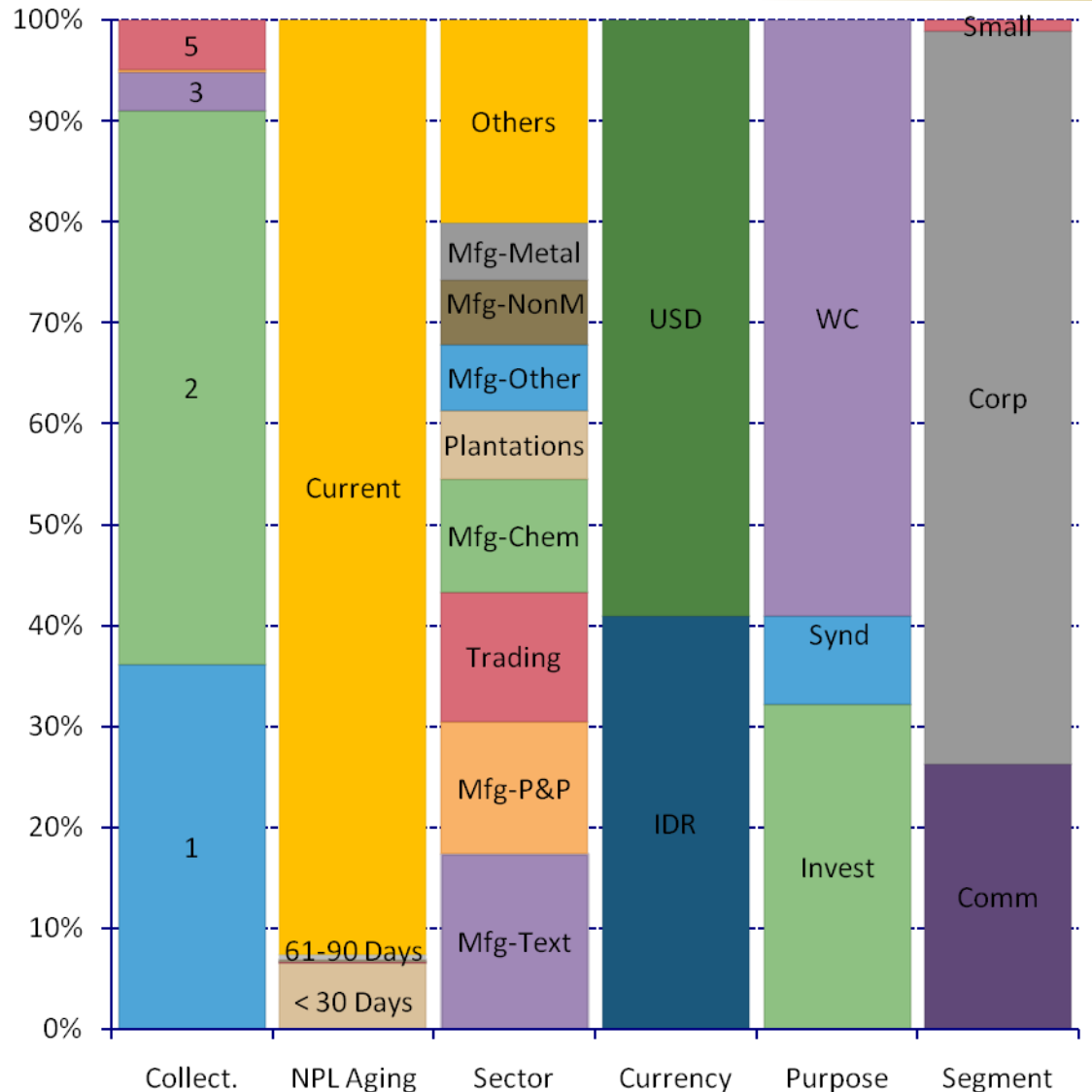
Rp177,095 billion in Corporate, Commercial & Small Business loans were performing in Q4. Of these performing loans:

- 51.8% are to Corporate customers & 35.7% are to Commercial customers
- 85.7% originated since 2005
- Primary sectors are:
 - Plantation
 - Food & Beverage Manufacturing
 - Business Services
 - Transportation
- 79.2% are Rupiah loans
- 55.9% are Working Capital loans
- 88.7% saw no change in collectibility
- 0.2% were upgraded from NPL

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Restructured Loans

Loan Profile: Q4 Restructured Loans Only (Rp14,266 bn) Bank Only



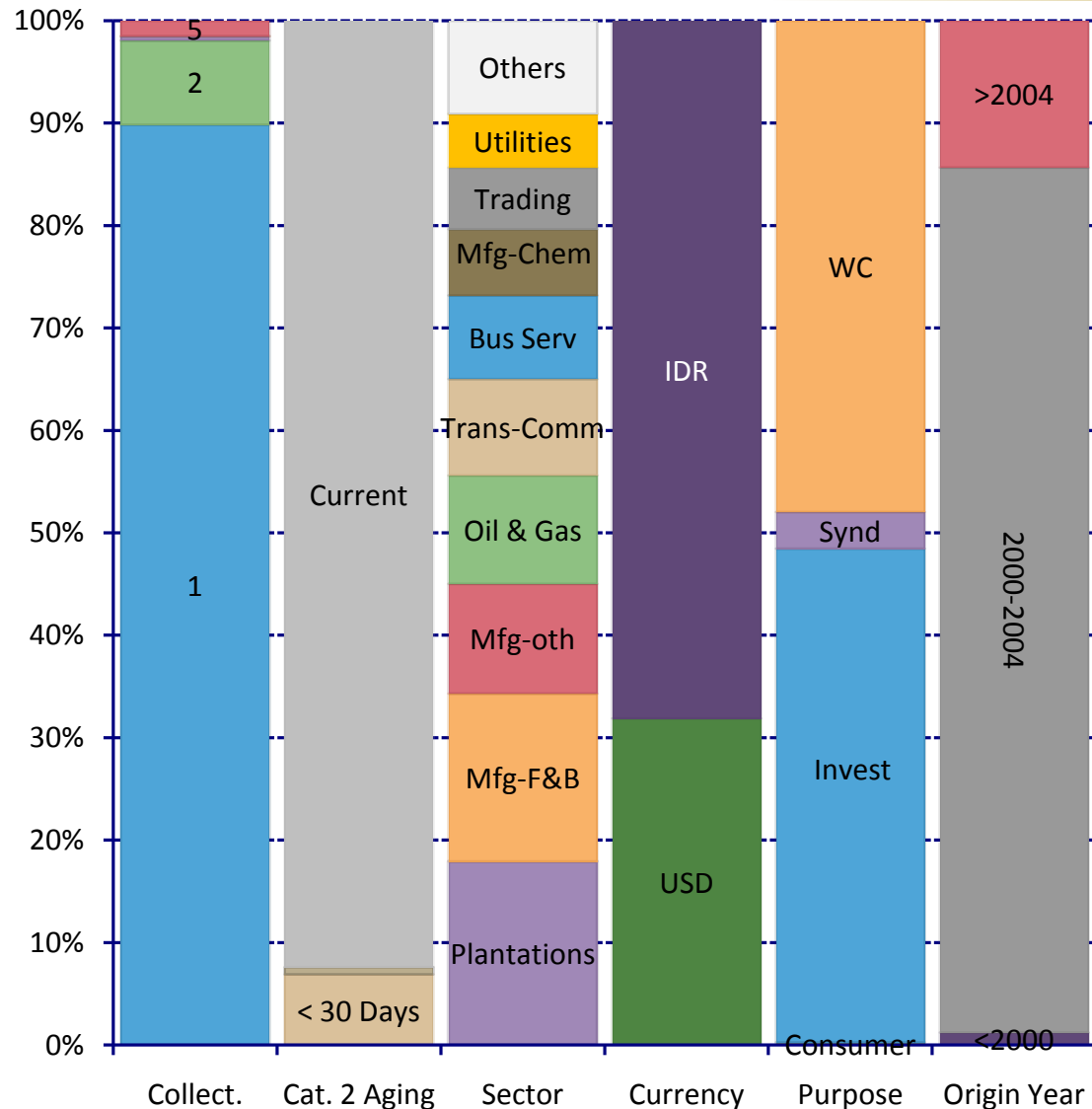
Of the remaining Rp14,266 billion in restructured Corporate, Commercial & Small Business loans in Q4 :

- 91.0% are performing
- 88.0% of Restructured Loans are current in interest payments
- Primary sectors are:
 - Manufacturing
 - Textiles
 - Pulp & Paper
 - Chemicals
 - Trading
 - Plantation
- 59.0% are Rupiah loans
- 59.1% are Working Capital loans
- 72.7% are to Corporate customers
- 4.4% deteriorated in collectibility
- 8.6% showed improved collectibility

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail: Corporate Loans

Loan Profile: Q4 Corporate Loans Only (Rp93,551 bn) Bank Only

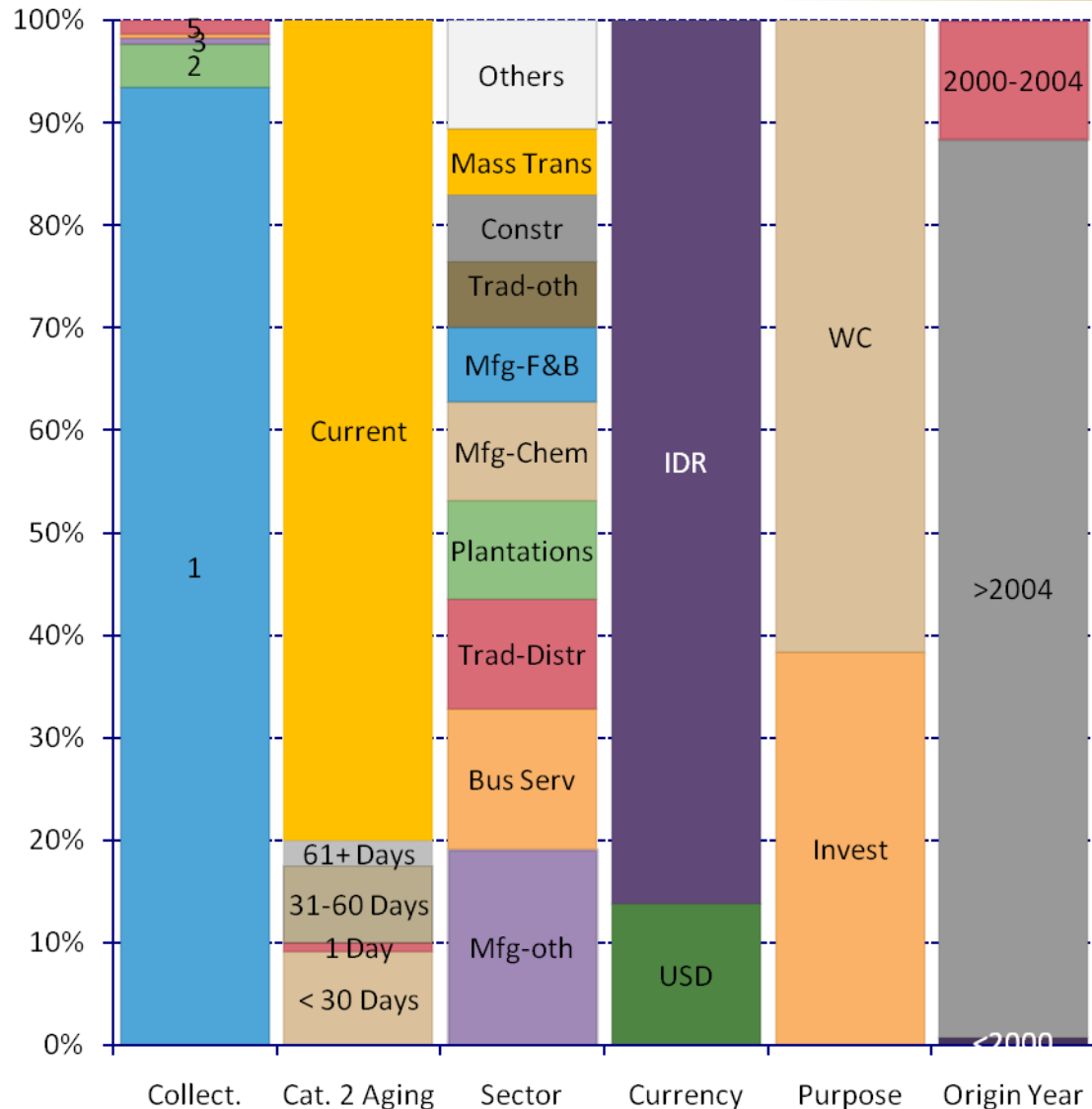


Rp93,551 billion in loans were in the Corporate portfolio in Q4. Of the Corporate Loans in Q4:

- 98.1% are performing loans, with 8.2% in Category 2
- 92.4% of Category 2 loans are current in interest payments
- 70.4% of NPLs are current in interest payments
- Primary sectors in Corporate are:
 - Plantation
 - Food & Beverage Mfg
 - Oil-Gas
- 68.1% are Rupiah loans
- 48.0% are Working Capital loans

Q4 2010 Loan Detail: Commercial Loans

Loan Profile: Q4 Commercial Loans Only (Rp64,704bn) Bank Only

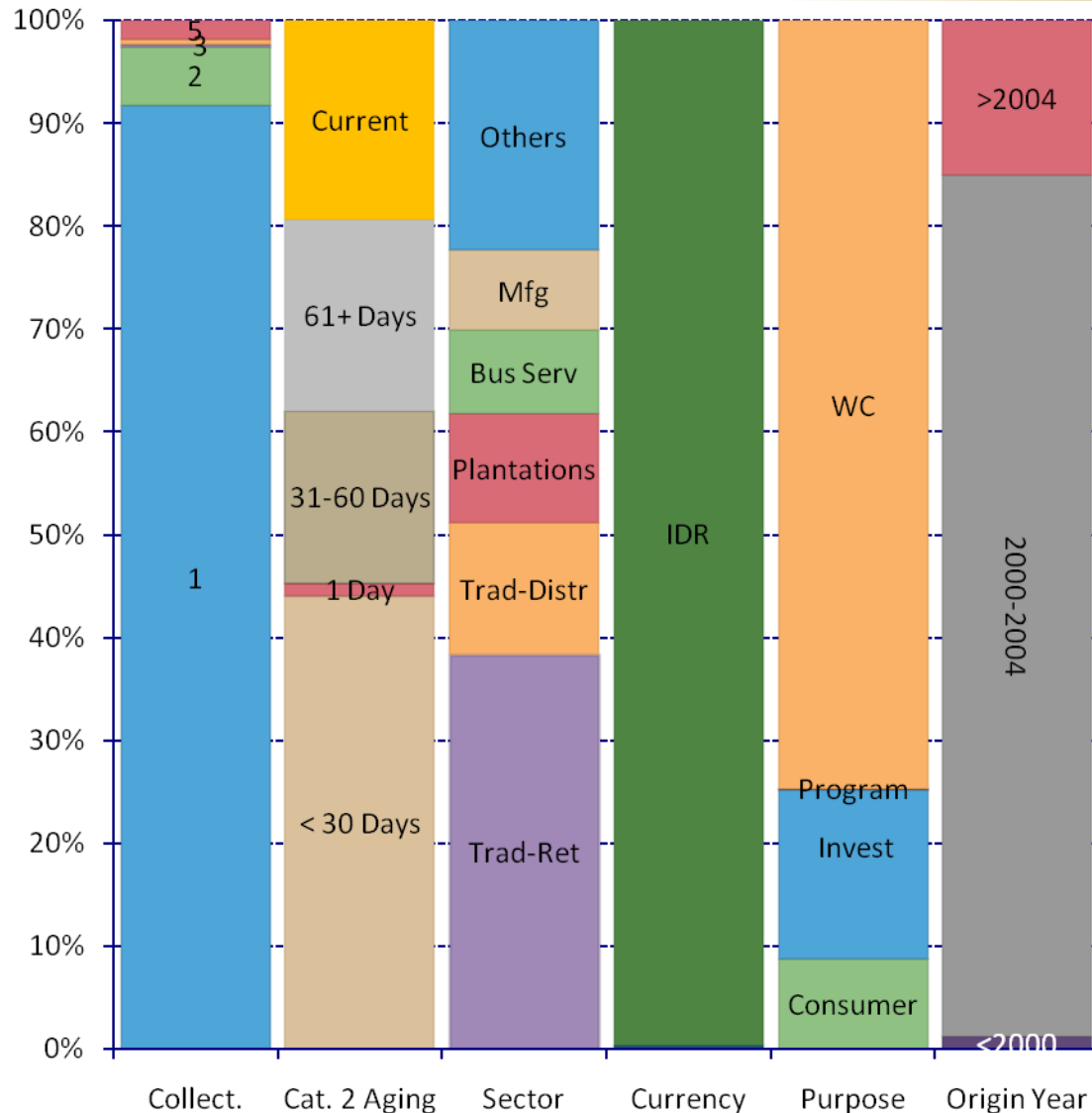


Rp64,704 billion in loans were in the Commercial portfolio in Q4. Of the Commercial Loans in Q4:

- 97.6% are performing loans, with 4.2% in Category 2
- 80.1% of Category 2 loans are current in interest payments
- 12.6% of NPLs are current in interest payments
- Primary sectors in Commercial are:
 - Business Services
 - Distribution
 - Plantations
 - Chemical Manufacturing
- 86.2% are Rupiah loans
- 61.7% are Working Capital loans

Q4 2010 Loan Detail: Small Business Loans

Loan Profile: Q4 Small Business Loans Only (Rp22,770bn) Bank Only



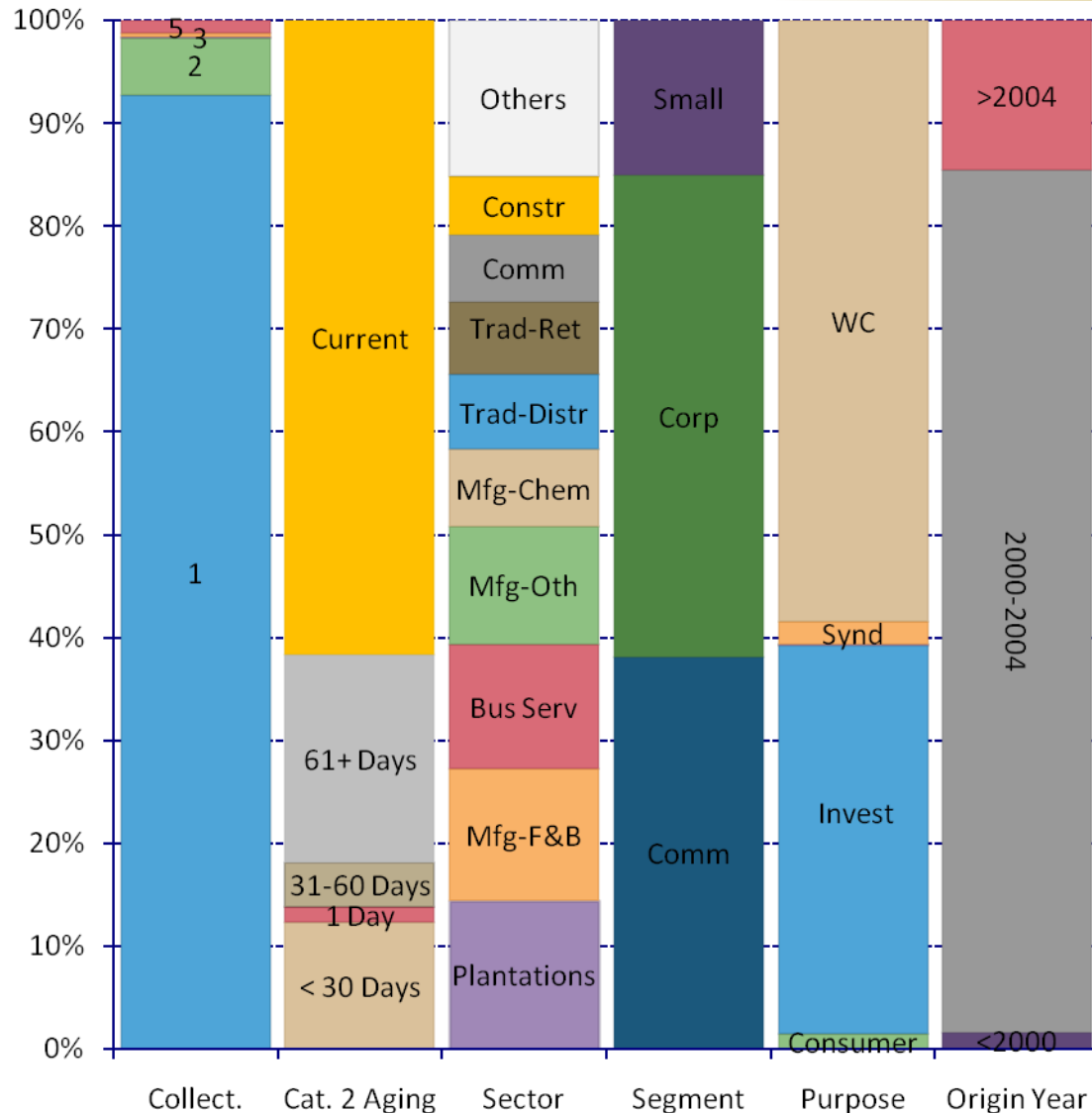
Rp22,770 billion in loans were in the Small Business portfolio in Q4. Of the Small Business Loans in Q4:

- 97.4% are performing loans, with 5.6% in Category 2
- 19.3% of Category 2 loans are current in interest payments
- 5.7% of NPLs are current in interest payments
- Primary sectors in Small Business are:
 - Retail Trading
 - Distribution
 - Plantations
 - Business Services
- 99.6% are Rupiah loans
- 74.7% are Working Capital loans

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: Rupiah Loans

Loan Profile: Q4 Rupiah Loans Only (Rp142,170 bn) Bank Only



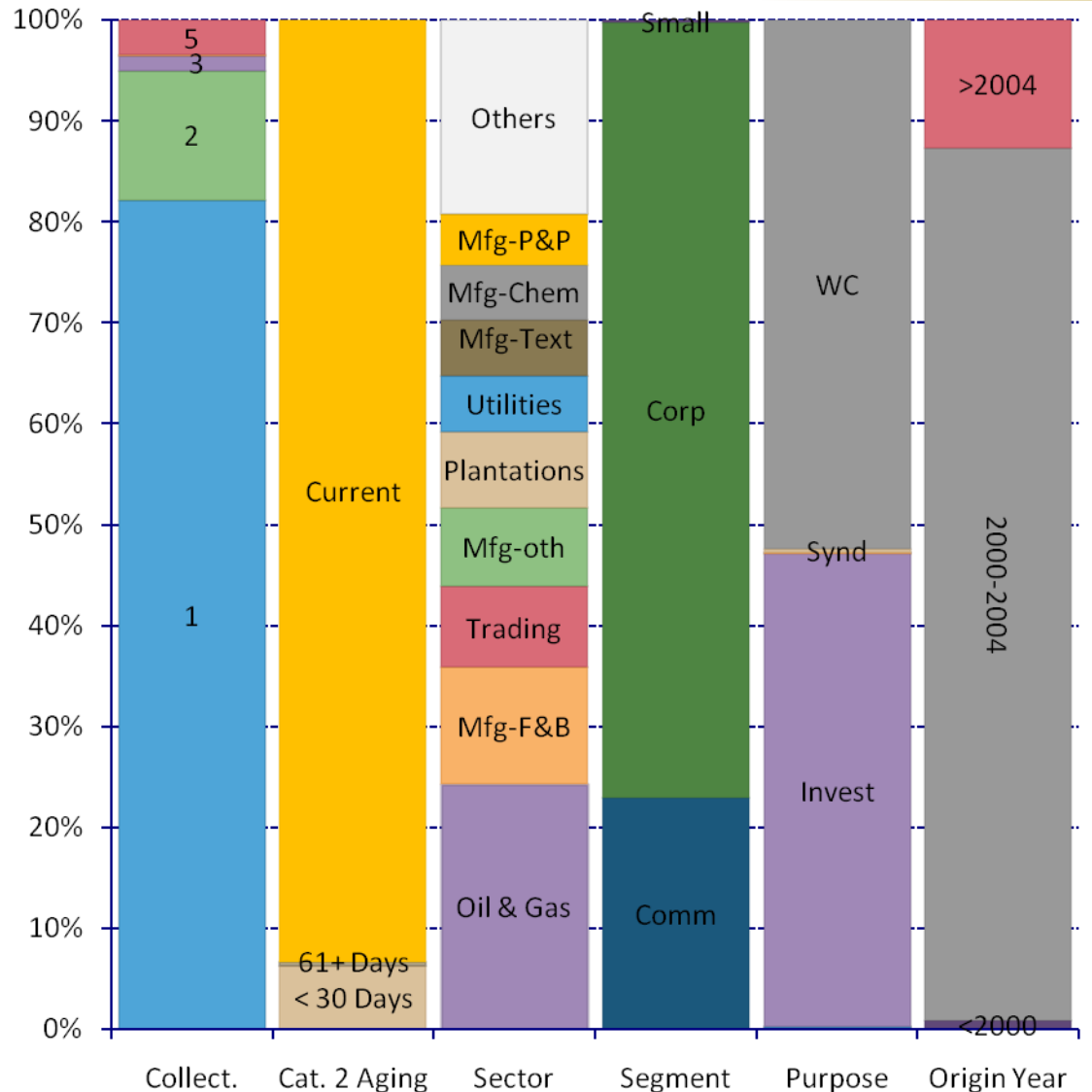
Rp142,170 billion in loans were Rupiah denominated in Q4. Of the Rupiah Loans in Q4:

- 98.6% are performing loans, with 4.7% in Category 2
- 72.6% of Category 2 loans are current in interest payments
- 8.6% of NPLs are current in interest payments
- Primary sectors in Rupiah loans are:
 - Plantations
 - Business Services
 - Food & Beverage Mfg
 - Distribution
- 44.8% are Corporate loans
- 57.3% are Working Capital loans

* Excluding Micro & Consumer Loans Only

Q4 2010 Loan Detail*: FX Loans

Loan Profile: Q4FX Loans Only (Rp38,855bn) Bank Only



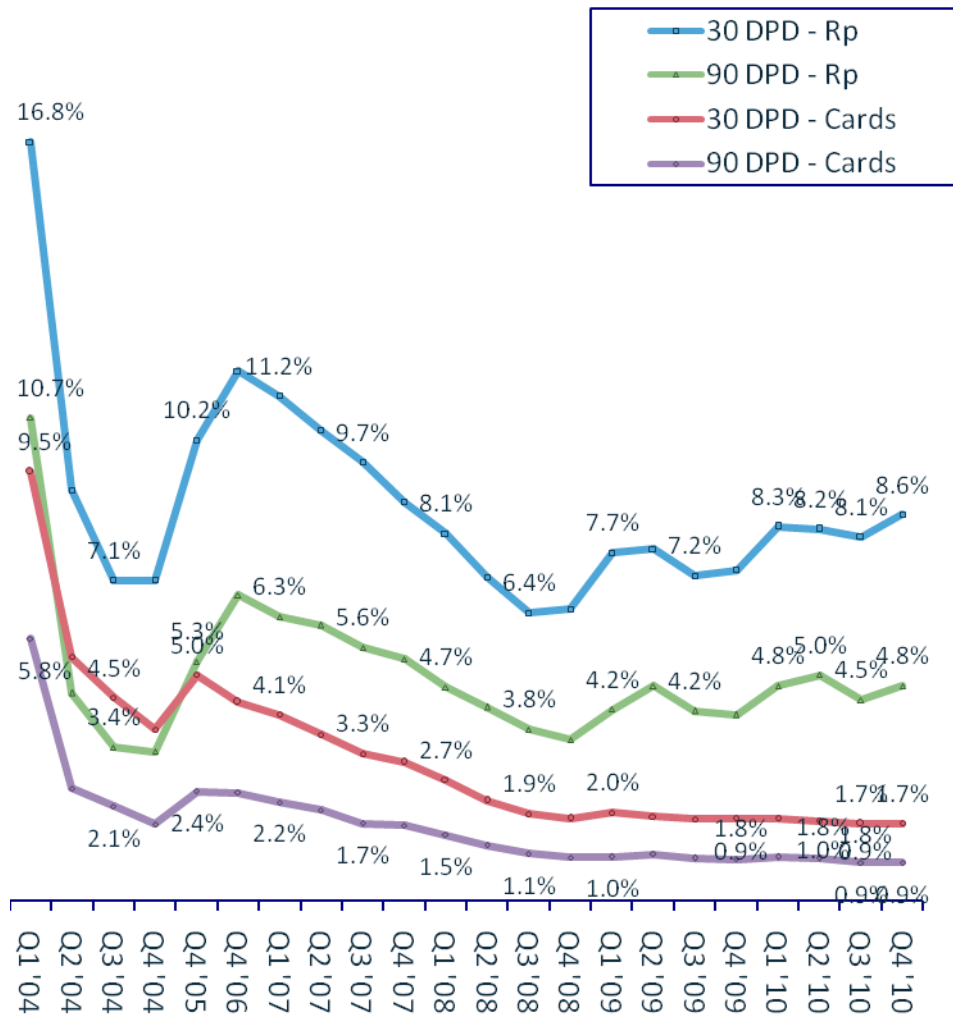
Rp38,855 billion in loans were FX denominated in Q4. Of the FX Loans in Q4:

- 95.0% are performing loans, with 12.9% in Category 2
- 93.3% of Category 2 loans are current in interest payments
- 68.4% of NPLs are current in interest payments
- Primary sectors in FX loans are:
 - Oil & Gas
 - Food & Beverage Mfg
 - Trading
 - Plantations
- 76.8% are Corporate loans
- 52.4% are Working Capital loans

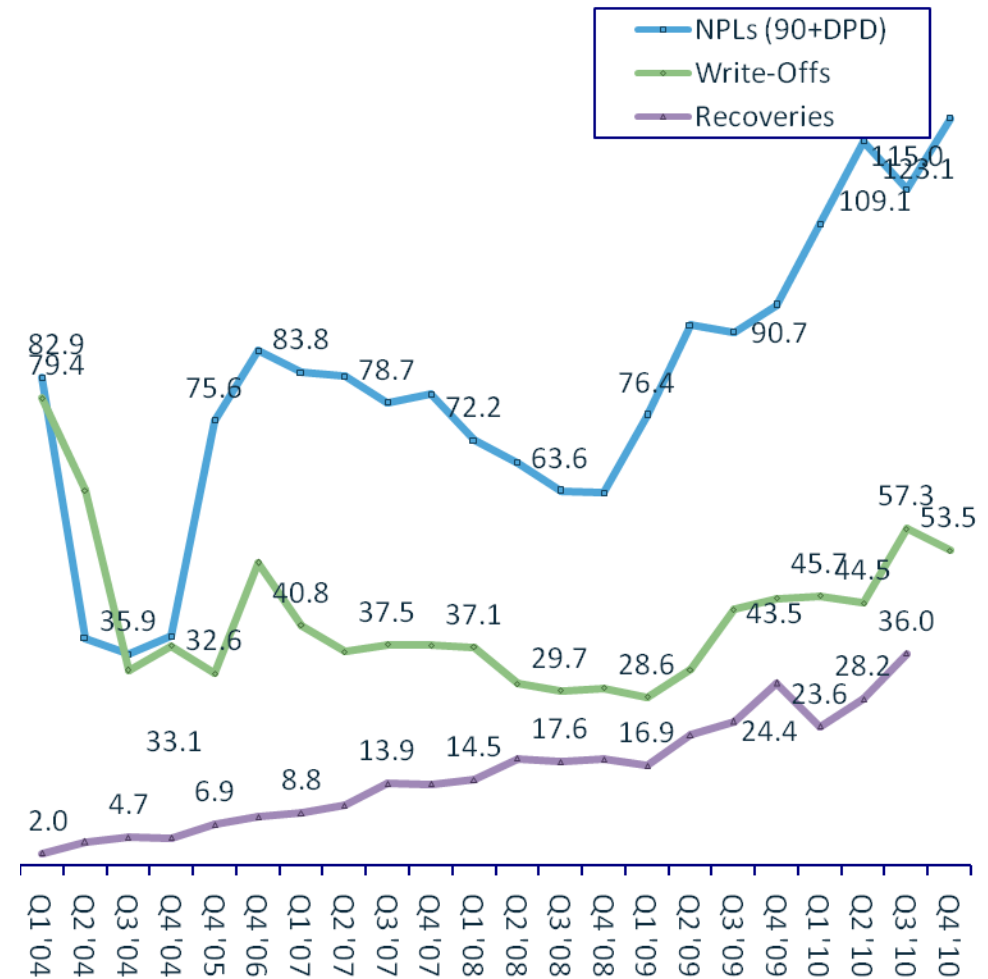
* Excluding Micro & Consumer Loans Only

Credit Card portfolio showed modest deterioration in Q4 '10

Mandiri Credit Card Delinquency Rates (%)

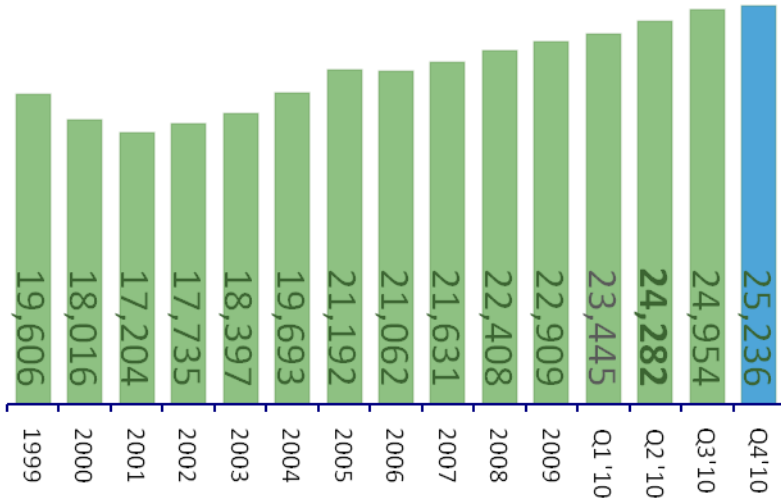


Quarterly Charge-offs, NPLs & Recoveries (Rp Bn)

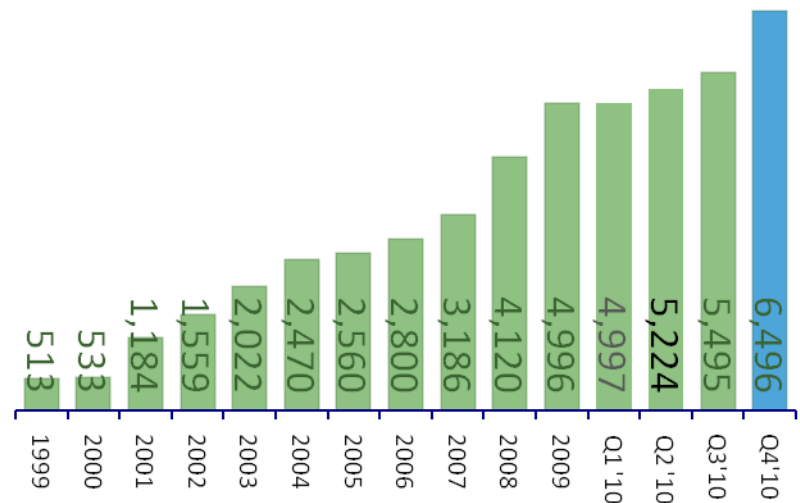


Staffing and Distribution Network Growth

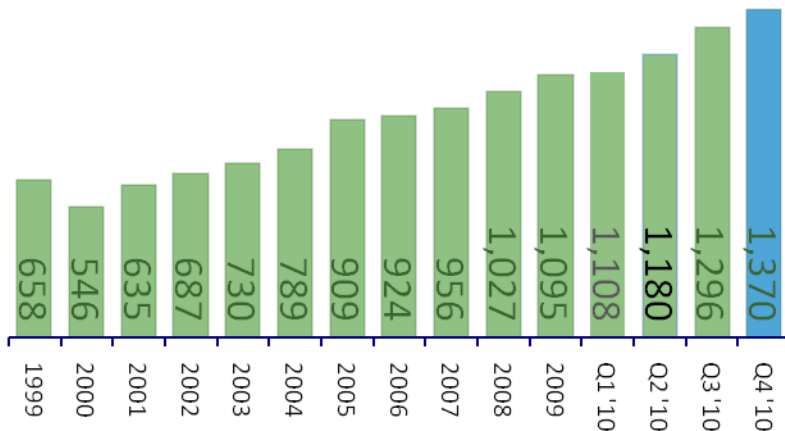
Employees



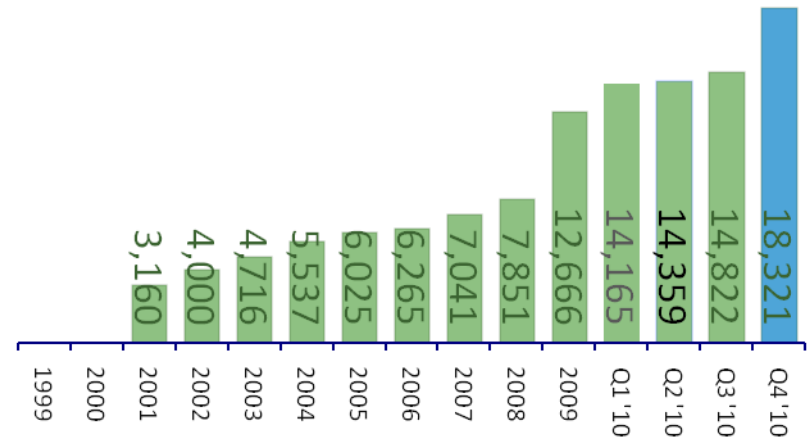
ATM Network



Domestic Branch Network



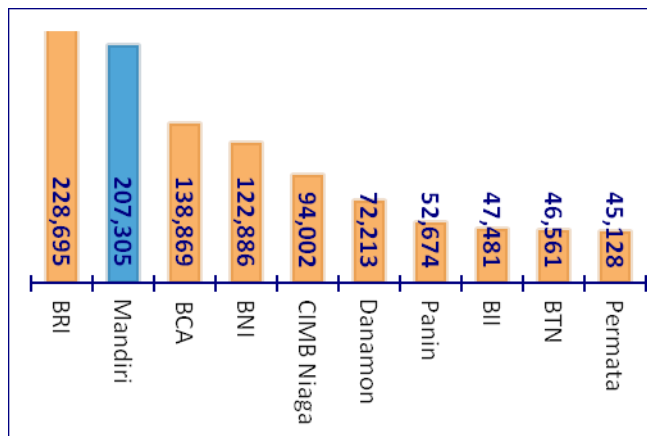
ATM-Link Network



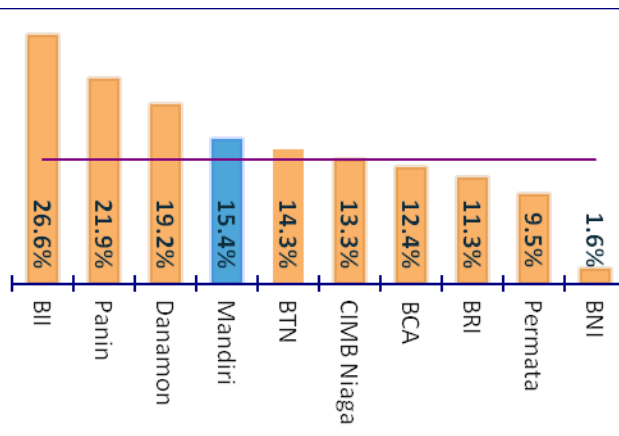
Loan growth, quality & provisioning relative to peers

Bank Only, As of September 2010

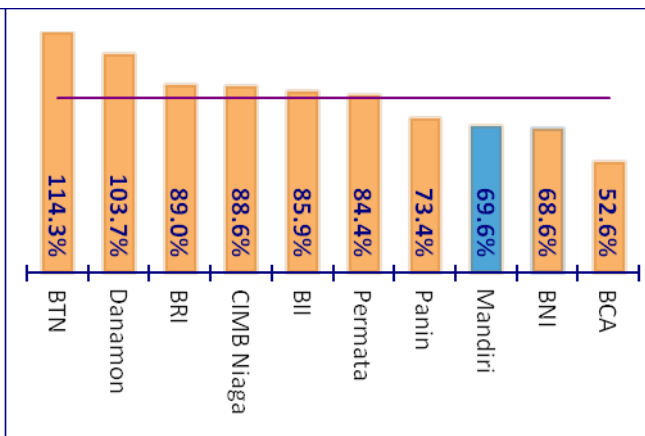
Total Loans
(Rp bn)



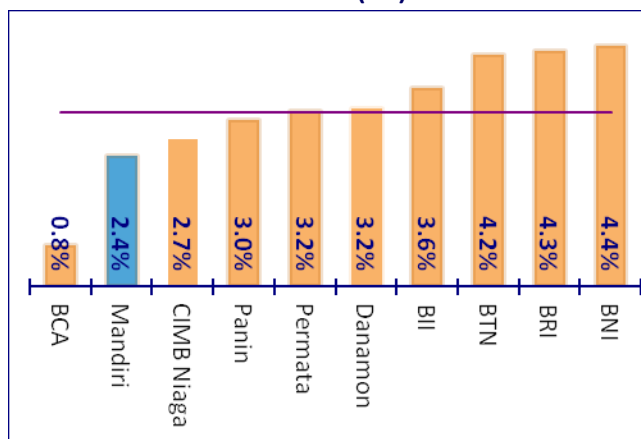
Loan Growth (YTD)
(%)



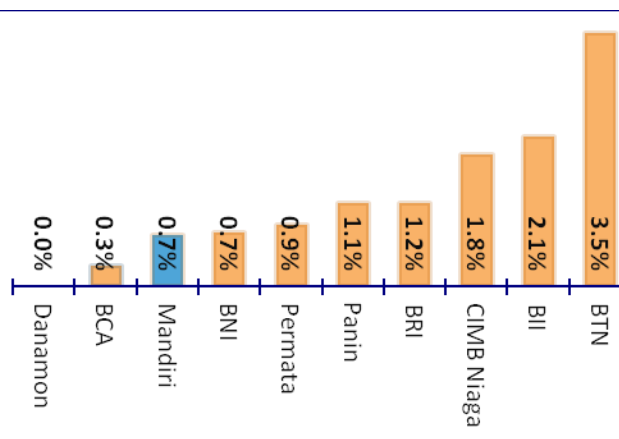
Loan to Deposit Ratio
(%)



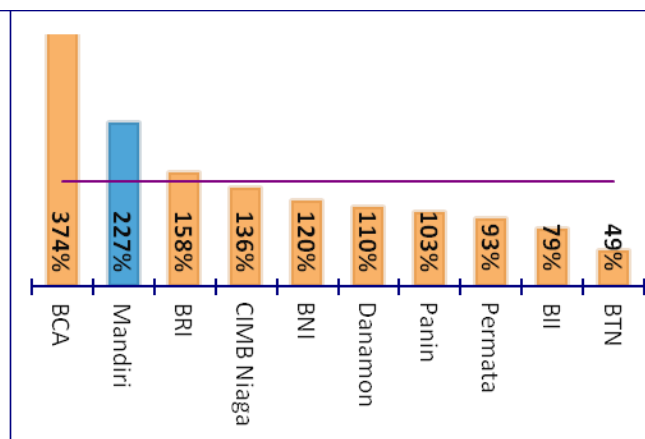
NPL Ratio (Gross)
(%)



NPL Ratio (Net)
(%)



Ratio of Provisions to NPL
(%)

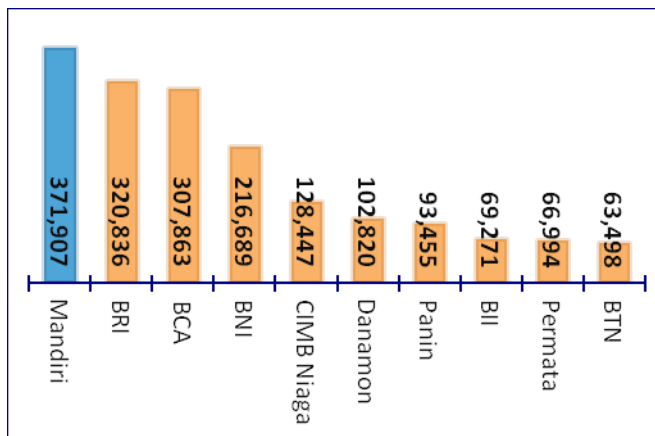


— Average

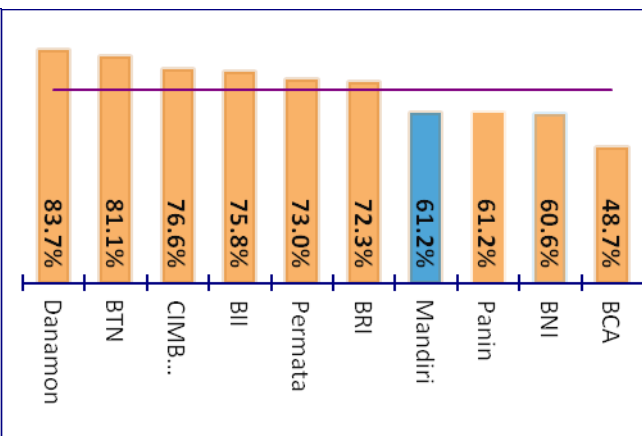
Asset and liability mix relative to peers

Bank Only, As of September 2010

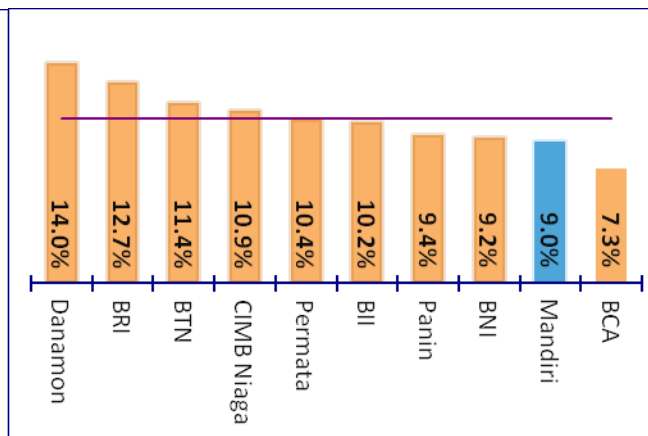
Total Assets
(Rp bn)



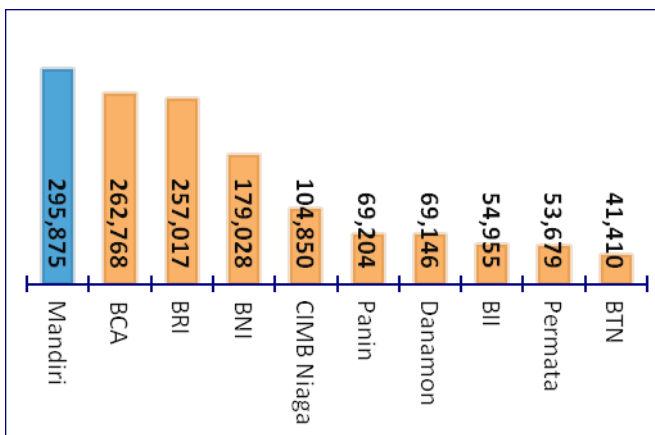
Loans to Total Earning Assets
(%)



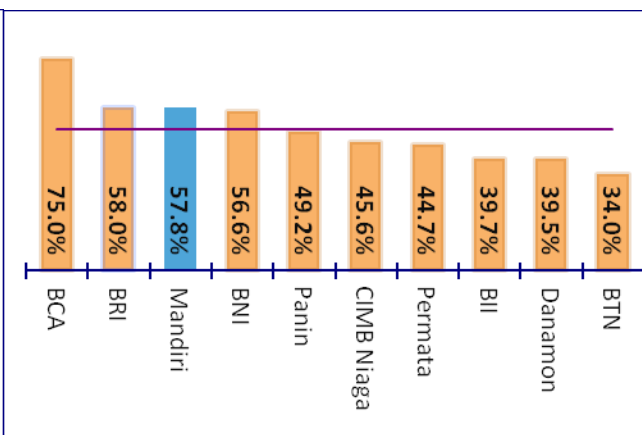
Yield on Assets (p.a.)
(%)



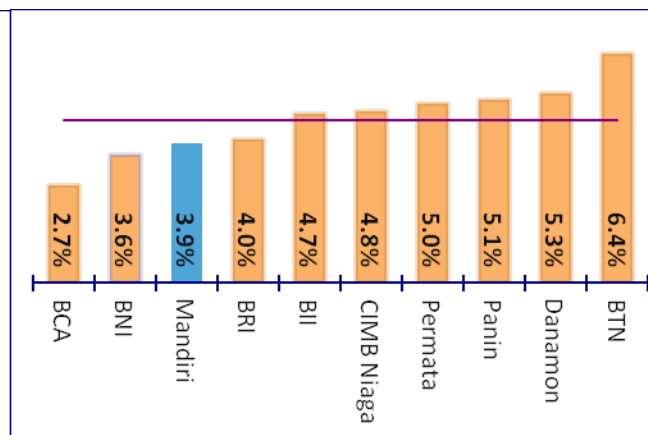
Total Deposits
(Rp tn)



Low Cost Deposit Ratio
(%)



Cost of Funds (p.a.)
(%)

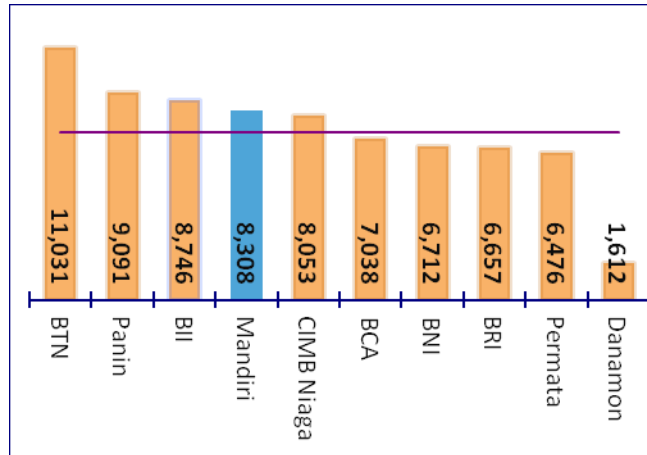


— Average

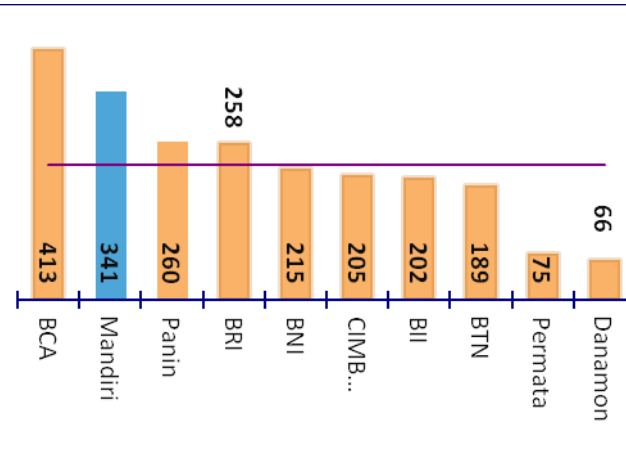
Efficiency measures relative to peers

Bank Only, As of September 2010

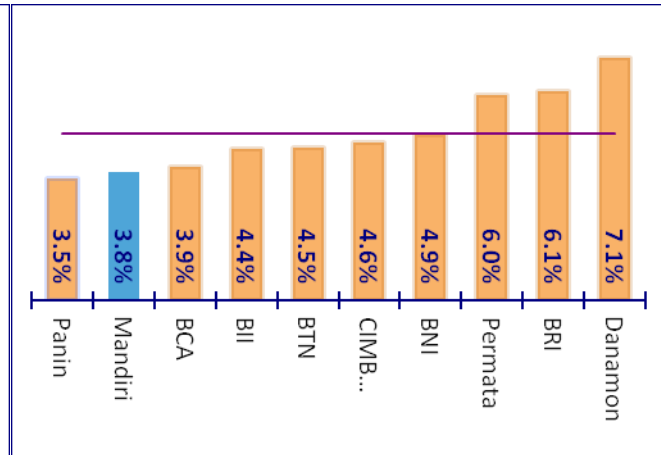
Loans/ Employee
(Rp Mn)



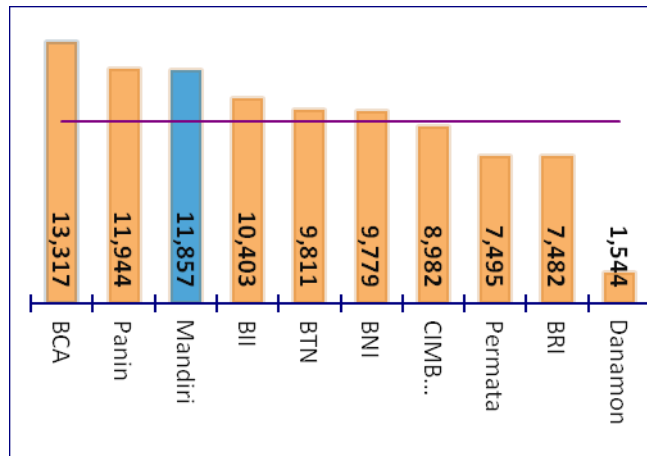
Profit/ Employee
(Rp Mn)



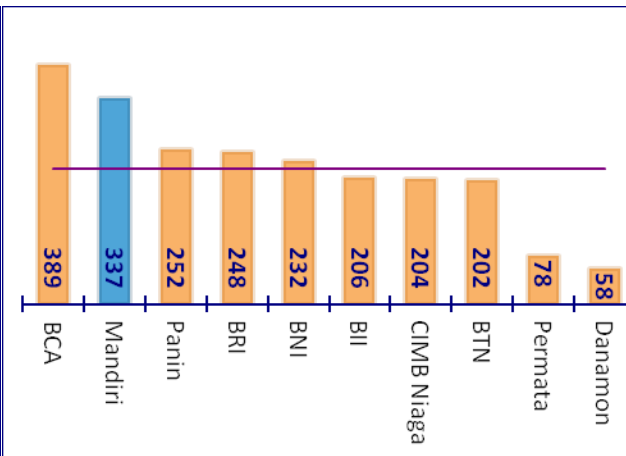
Cost/Assets
(%)*



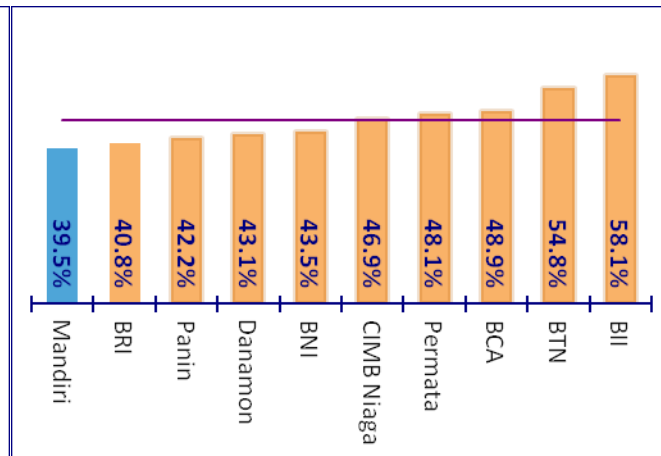
Deposits/ Employee
(Rp Mn)



Pre Tax Income/Employee
(Rp Mn)



Cost/ Income
(%)



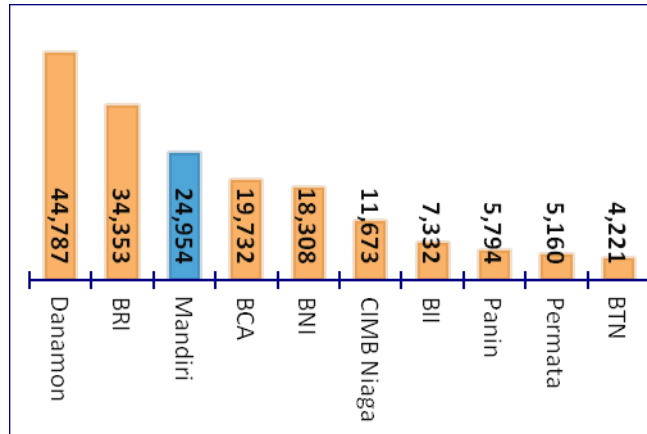
— Average

*Annualized

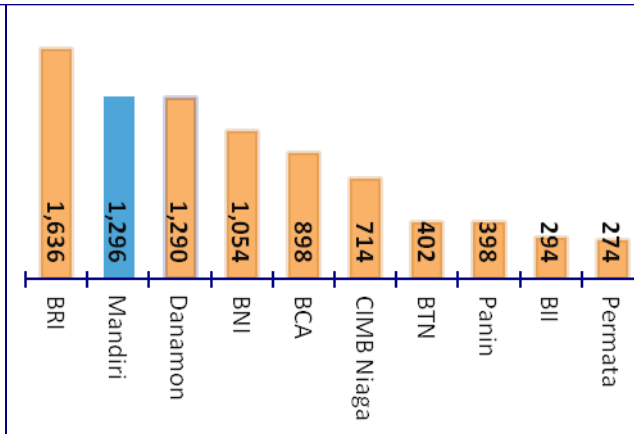
Measures of scale and returns relative to peers

Bank Only, As of September 2010

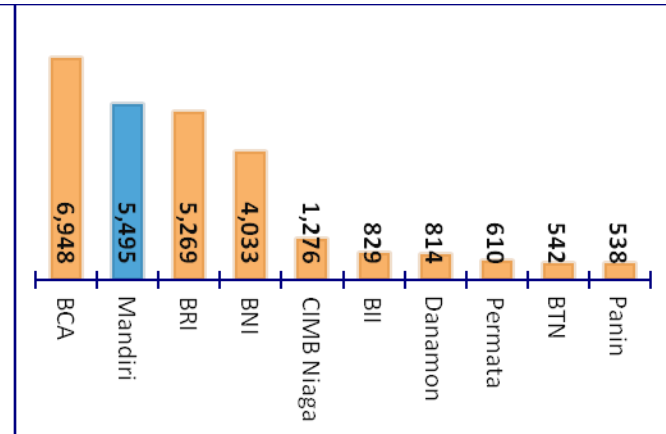
Employees



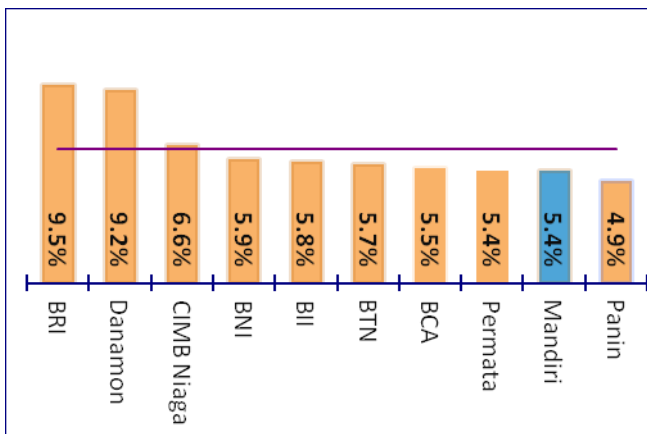
Branches



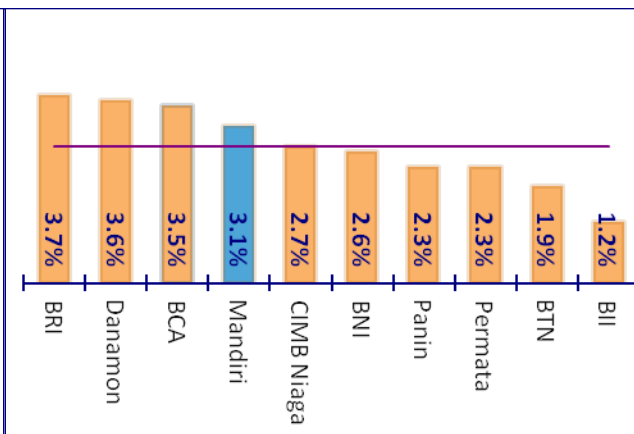
ATMs



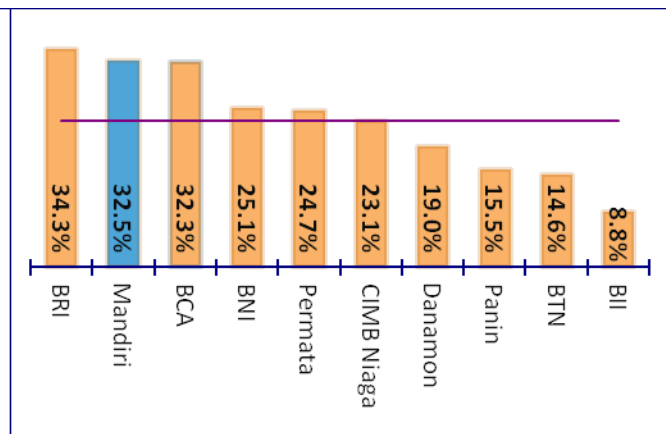
Net Interest Margins
(%)



Return on Assets (Before Tax)
(%)



Return on Equity (After Tax)
(%)



Average

Notes

Notes

Share Information



Description	No. of Investor	Per 31 December 2010		
		%	No. of shares	%
DOMESTIC				
1. Government of RI	1	0.01%	14,000,000,000	66.68%
2. Retail	9,704	50.41%	154,117,606	0.73%
3. Employees	8,059	41.86%	123,918,985	0.59%
4. Cooperatives	3	0.02%	30,000	0.00%
5. Foundations	10	0.05%	7,647,500	0.04%
6. Pension Funds	127	0.66%	169,912,000	0.81%
7. Insurance	47	0.24%	254,911,000	1.21%
8. Banks	-	-	-	0.00%
9. Corporations	114	0.59%	314,710,604	1.50%
10. Mutual Funds	112	0.58%	369,969,500	1.76%
Total	18,177	94.43%	15,395,217,195	73.32%
INTERNATIONAL				
1. Retail	51	0.26%	2,273,500	0.01%
2. Institutional	1,022	5.31%	5,599,004,047	26.67%
Total	1,073	5.57%	5,601,277,547	26.68%
TOTAL	19,250	100.00%	20,996,494,742	100.00%

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