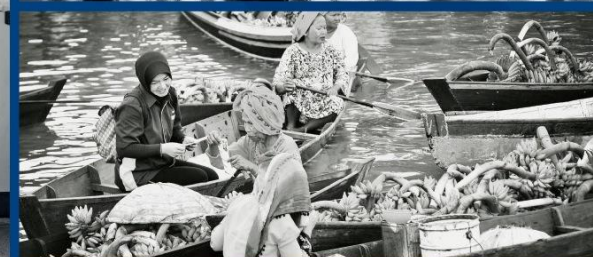


PT Bank Mandiri (Persero) Tbk Q3 2012 Results Presentation



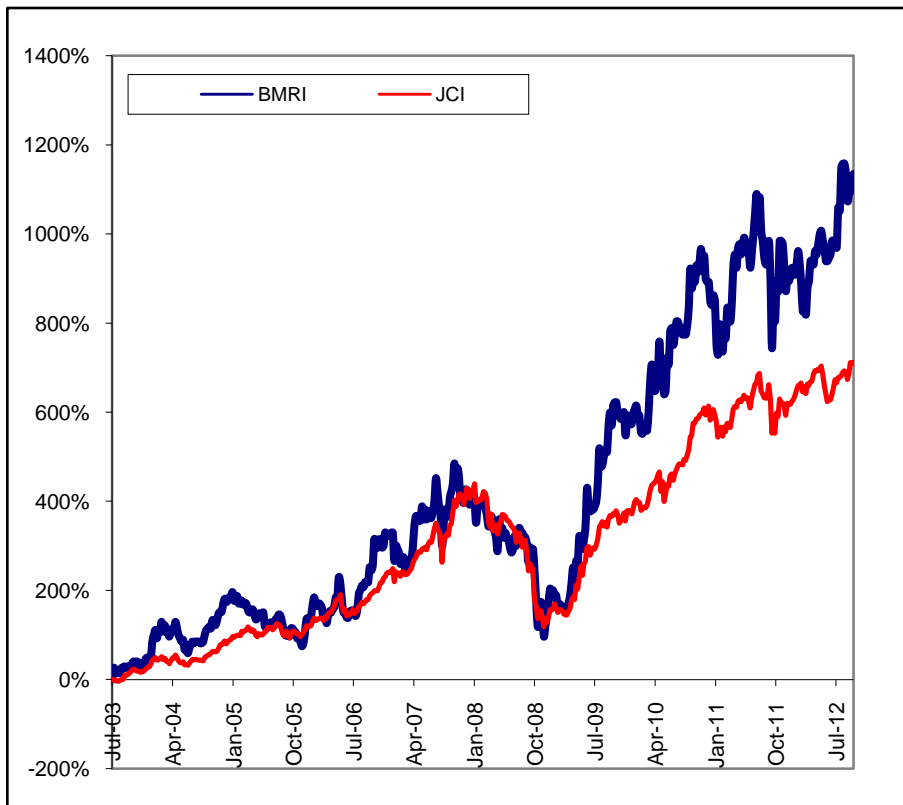

mandiri

KESUNGGUHAN DALAM MENJAWAB SETIAP KEINGINAN

October 29th , 2012



Share Information



Δ from:	IPO	Sept 30, 2012
BMRI	+916.57%	+21.48%
JCI	+628.43%	+11.53%

No.	Description	Per 30 September 2012			
		No. of Investor	%	No. of shares	%
I	DOMESTIC				
1.	Government of RI	1	0.01%	14,000,000,000	60.00%
2.	Retail	7,944	44.74%	121,172,325	0.52%
3.	Employees	7,828	44.09%	112,118,818	0.48%
4.	Cooperatives	3	0.02%	33,056	0.00%
5.	Foundations	14	0.08%	10,746,035	0.05%
6.	Pension Funds	137	0.77%	214,528,701	0.92%
7.	Insurance	52	0.29%	327,049,557	1.40%
8.	Banks	-	0.00%	-	0.00%
9.	Corporations	104	0.59%	285,468,786	1.22%
11.	Mutual Funds	139	0.78%	663,852,954	2.85%
	Total	16,222	91.37%	15,734,970,232	67.44%
II	INTERNATIONAL				
1.	Retail	61	0.34%	1,278,617	0.01%
2.	Institutional	1,472	8.29%	7,597,084,484	32.56%
	Total	1,533	8.63%	7,598,363,101	32.56%
III	TOTAL	17,755	100.00%	23,333,333,333	100.00%

Bank Mandiri Presentation Contents

<u>Results Overview</u>	<u>Page #</u>
▪ Q3 2012 Highlights	3-5
▪ SBU Performance Highlights	6-7
▪ Loan Growth & LDR	8-12
▪ CIR & ROE	13-14
▪ Strategy Overview	15
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▪ High-Yield Lending Activities	27-28
▪ NPL Movement	29-31
▪ SBU Alliances & Subsidiaries	32-33
▪ BMRI Targets	34
<u>Operating Performance Highlights</u>	
<u>Supporting Materials</u>	

Bank Mandiri remains on track to become Indonesia's Most Admired Financial Institution



of Accounts

- Deposits 12.73 Mn
- Loans 1.42 Mn



of new Accounts (YTD)

- Deposit 2.76 Mn
- Loans 468.450



of Outlets

- 1,733 Branches
- 2,164 Micro Outlets
- 10,466 ATMS



e-Channel Tx

- 939 Mn YTD
- 30.9% Growth



of Cards Issued

- Credit 2.68 Mn
- Debit 9.99 Mn
- Prepaid 2.24 Mn



Cash Management

- 11,660 Customers
- 9.6 Mn Tx YTD 2012 ⁽²⁾



Retails Loans ⁽¹⁾

- Rp 96.3 Tn
- 30.2% of Loans



Subsidiaries Income

- Total Rp 1.46 Tn
- Sum of income of 5 subsidiaries (13.1 % of EAT)



Alliances (total)

- Card From Alliances 192.692 cards
- Alliance Payroll Accounts: 469.100

(1) Small Business, Micro and Consumers

(2) Exclude Mandiri Transaction System

Key Financial Highlights

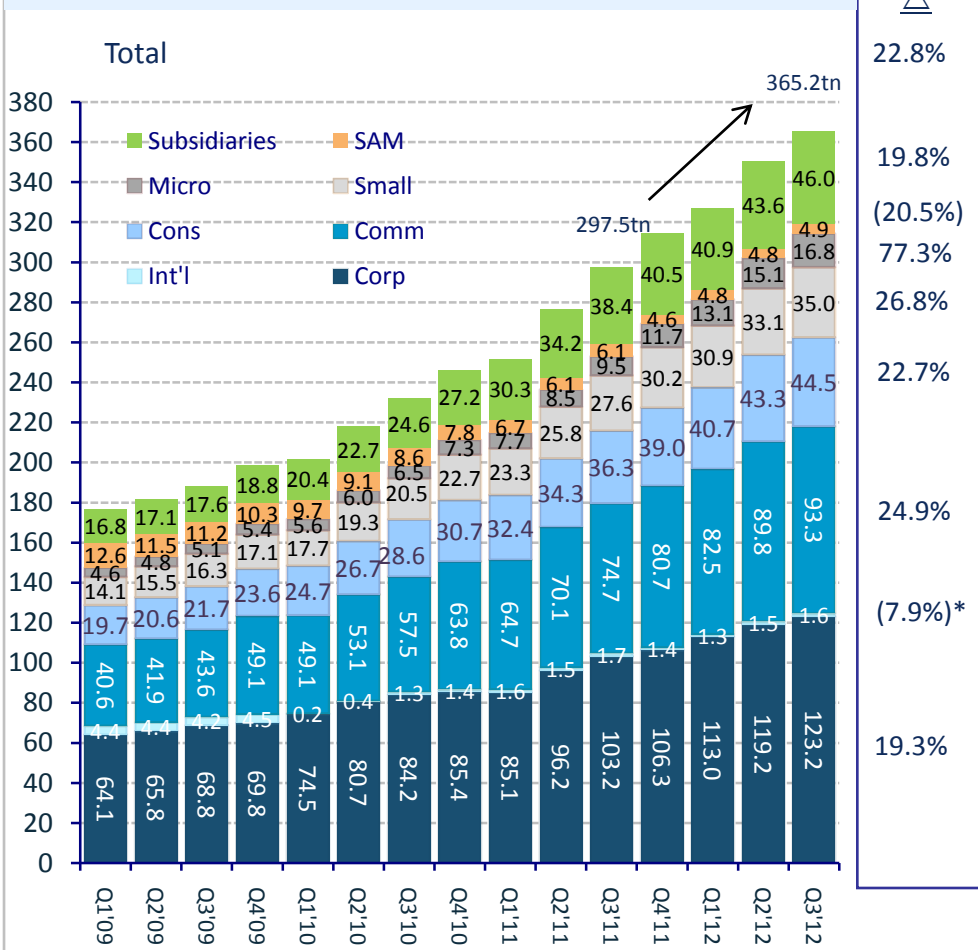
Bank Mandiri's 9-Month 2012 Performance continued to demonstrate marked improvements in several key indicators:

	9M'11		9M '12		Δ%
Loans	Rp297.5 tn	→	Rp365.2tn	↑	22.8%
Net NPL Ratio	0.66%	→	0.52%	↓	(21.2%)
Gross NPL Ratio	2.56%		2.04%		(20.3%)
Low Cost Funds Ratio	58.7%	→	63.0%	↑	7.4%
[Low Cost Funds (Rp)]	Rp221.1tn		Rp271.6 tn		22.9%
NIM	5.14%	→	5.41%	↑	5.3%
Efficiency Ratio	39.0%*	→	43.3%	↑	11.0%
Earnings After Tax	9,173 bn	→	11,119 bn	↑	21.2%

*excluding Garuda Recovery, CER 41.2%

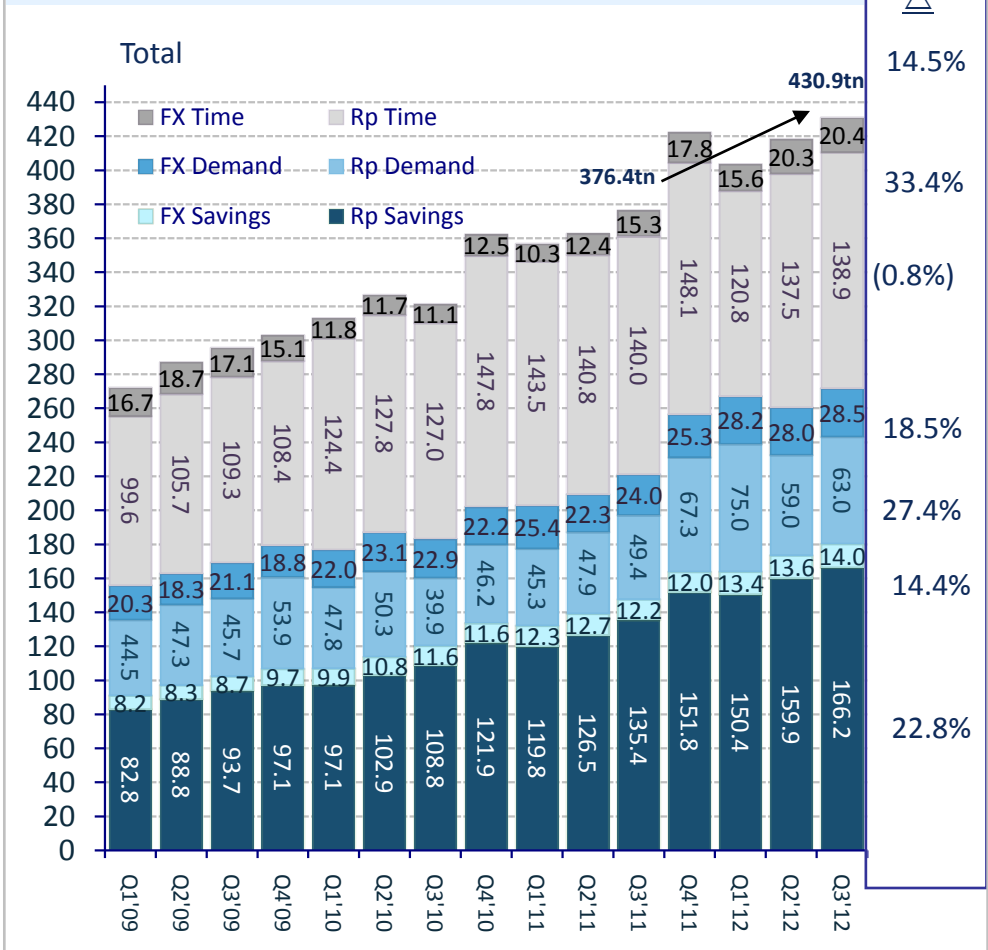
Maintaining momentum for growth

Loans by SBU + Subsidiaries (Rp Tn)



Y-o-Y
 △
 22.8%
 19.8%
 (20.5%)
 77.3%
 26.8%
 22.7%
 24.9%
 (7.9%)*
 19.3%

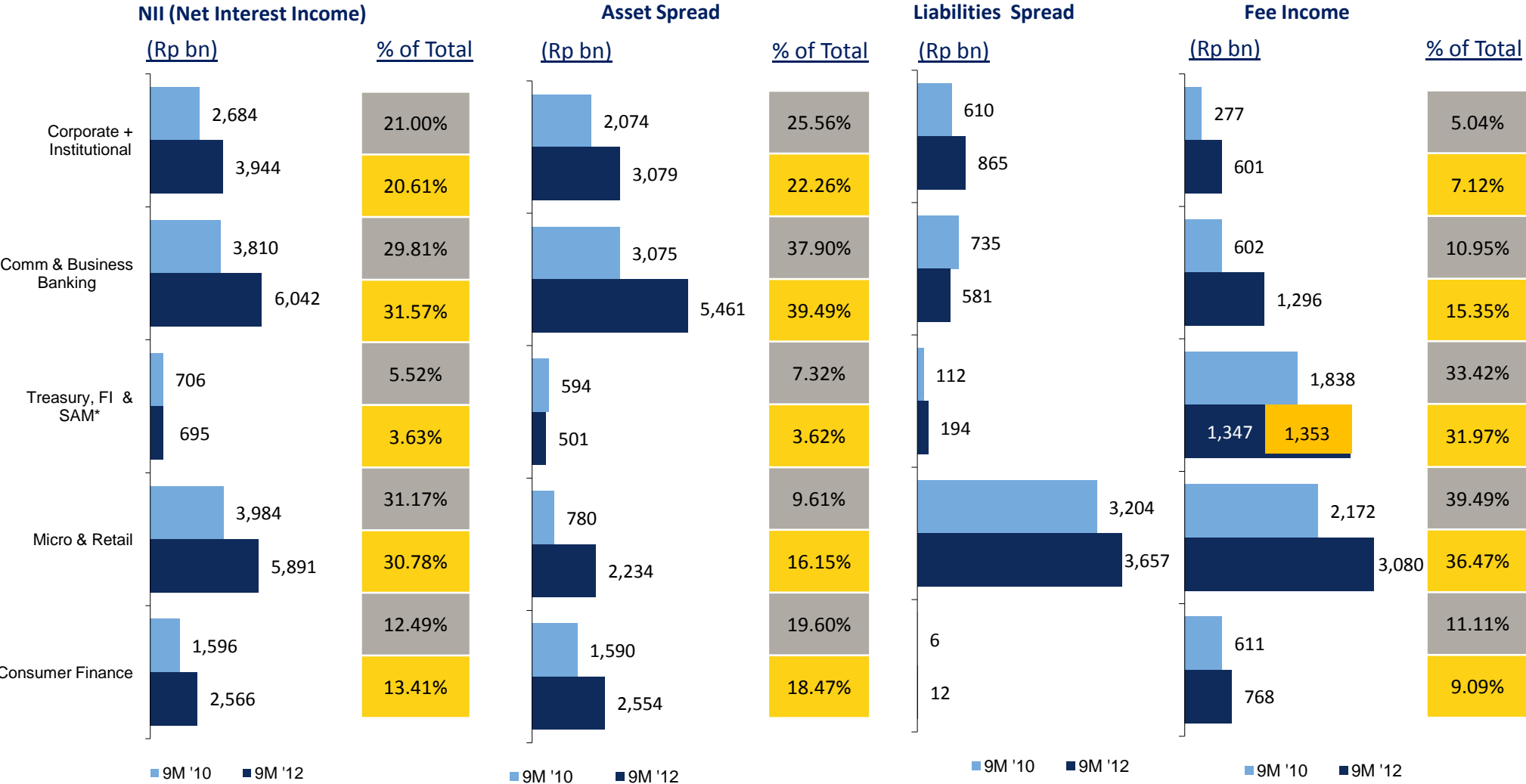
Deposits by Product – Consolidated (Rp Tn)



Y-o-Y
 △
 14.5%
 33.4%
 (0.8%)
 18.5%
 27.4%
 14.4%
 22.8%

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

Balanced Earnings from All Business Units



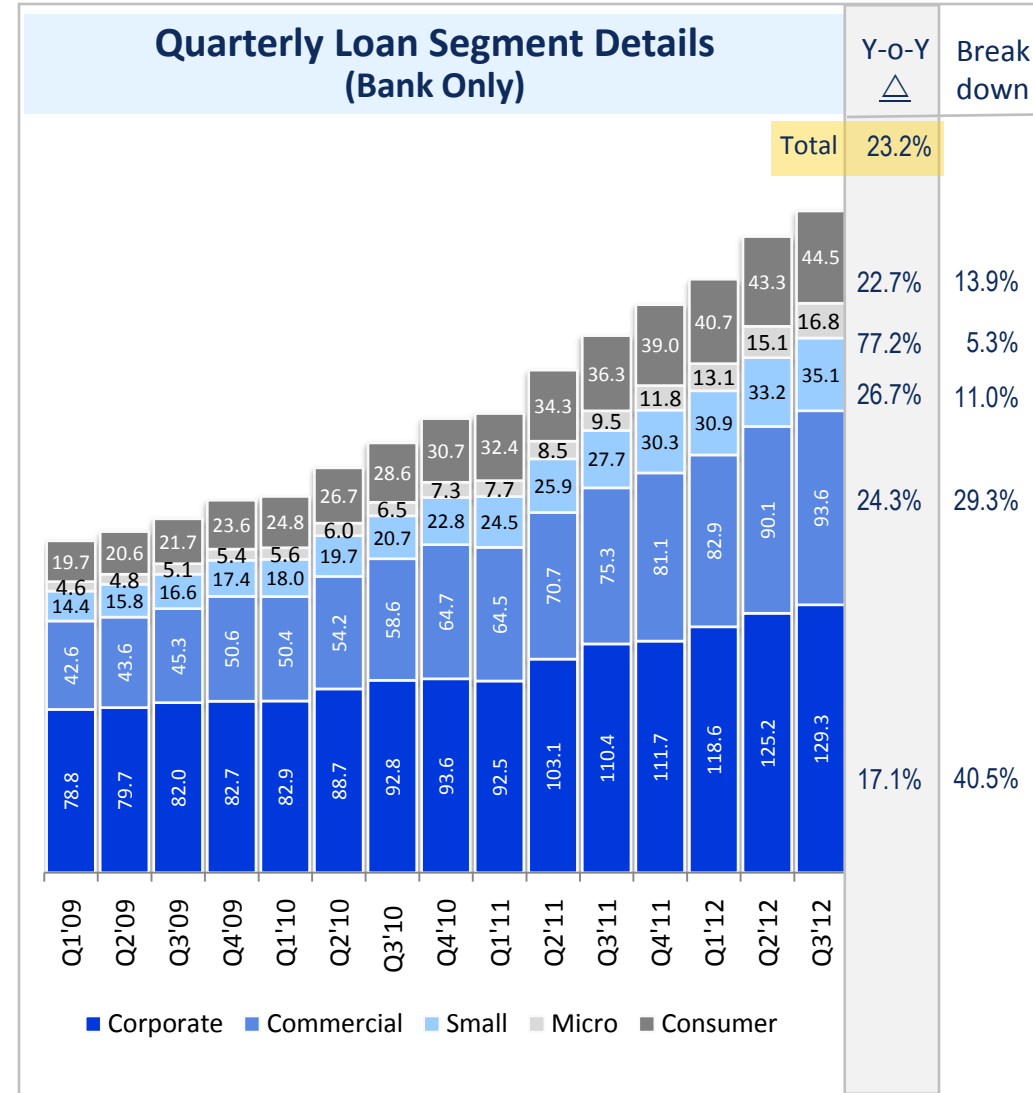
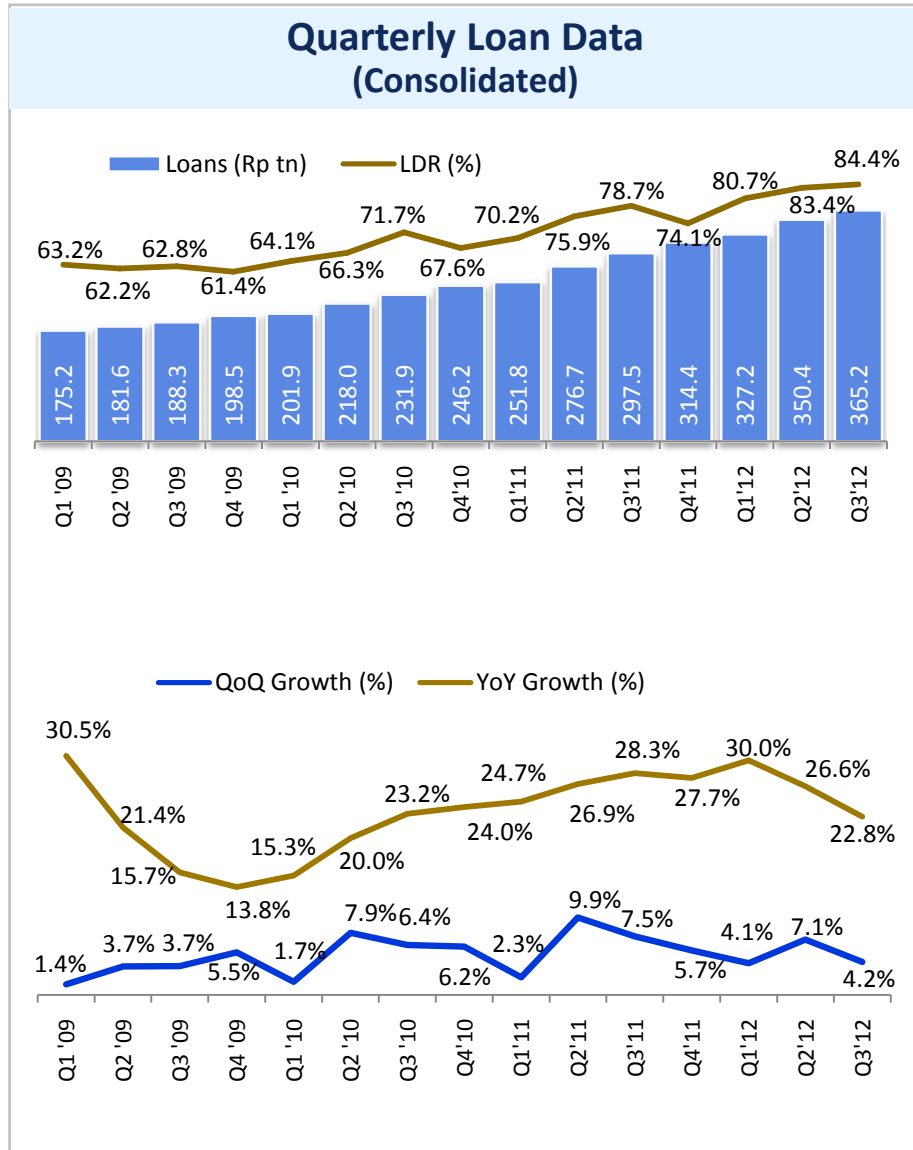
*Rp 1,353Bn from SAM recoveries on W/O loans and non SAM cash recoveries Rp 336Bn

Strong and liquid balance sheet

(Rp Bn, Consolidated)

Assets	9Mo 2012	9Mo 2011	Liabilities	9Mo 2012	9Mo 2011
Cash	11,476	10,373	Current Account	91,441	73,433
Current Acc w/ BI & Other Banks	45,046	40,327	Savings	180,206	147,623
Placement w/ BI & Other Banks	43,378	34,396	Time Deposits	159,269	155,314
Advances (Other)	12,756	12,321			
Marketable Securities	10,977	13,173	Total Deposits	430,916	376,370
Government Bonds	77,915	78,095			
Loans (Gross)	365,163	297,482	Securities Issued	1,605	1,938
Provisions of Loans	(14,202)	(11,904)	Deposits from other banks	27,938	14,200
Reverse Repo	6,793	2,195	Borrowings	12,141	9,858
Other Provisions	(1,513)	(1,512)	Other Int. Bearing Liabilities	6,613	6,229
Investments	10,616	7,959	Non Int. Bearing Liabilities	37,898	33,586
Deferred Tax Assets	2,633	3,319	Equity incl. Minority Interest	71,295	59,764
Other Assets	17,368	15,721			
Total	588,406	501,945	Total	588,406	501,945

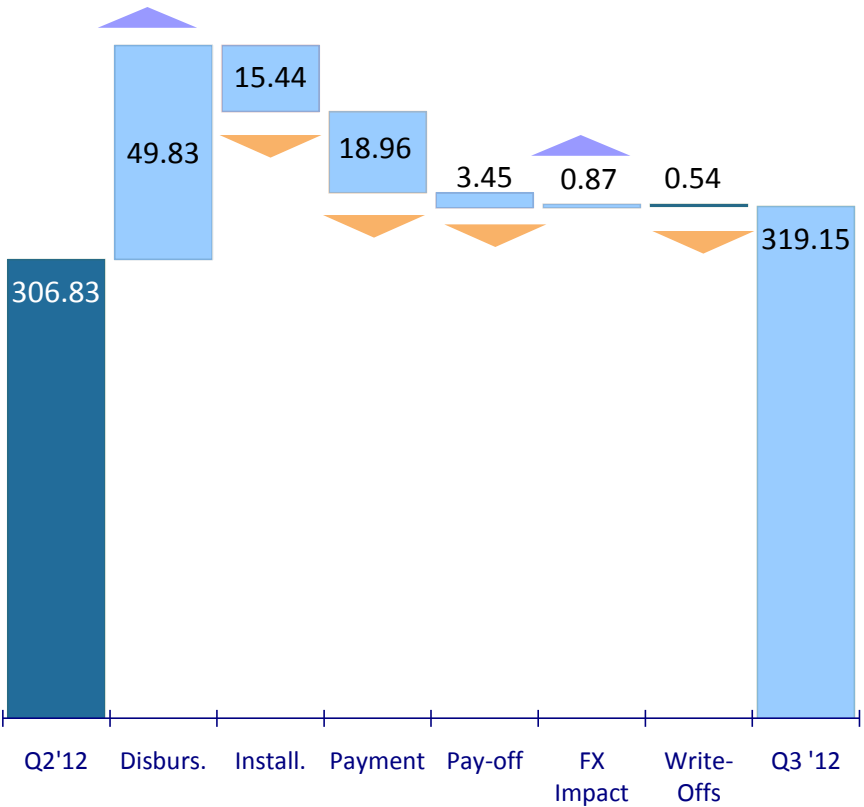
LDR increased to 84.4% , Bank-only loan growth of 23.2%



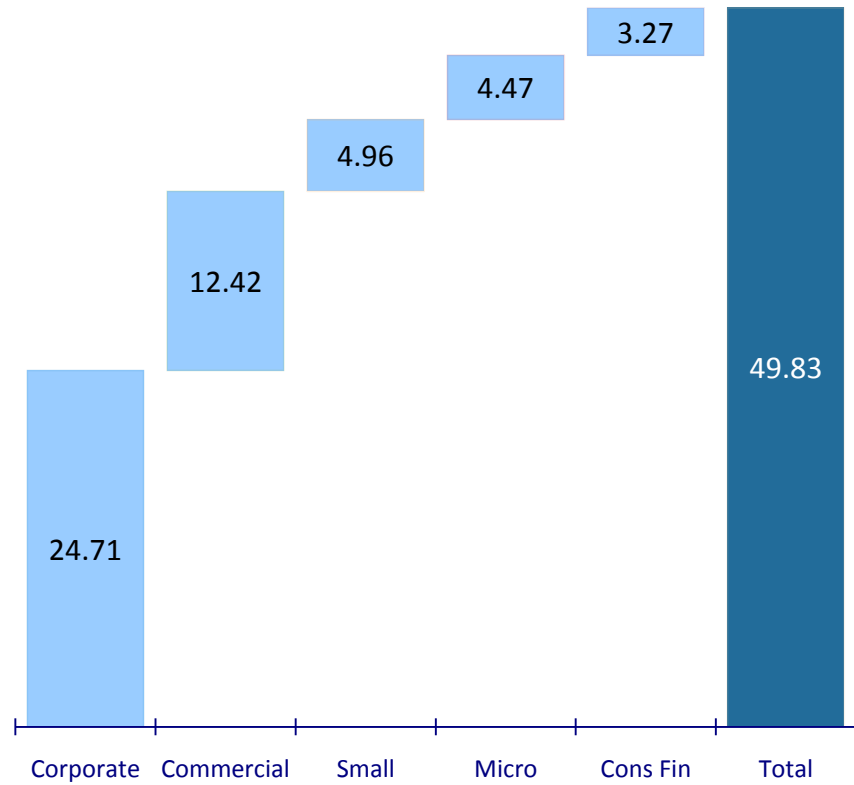
As of Sep2012; Non-consolidated numbers

Rp49.8 tn in loans disbursed in Q3 2012

Loan Movement (Rp tn) – Bank Only (Q3 2012)



Loan Disbursement by Segment in Q3(Rp tn) – Bank Only

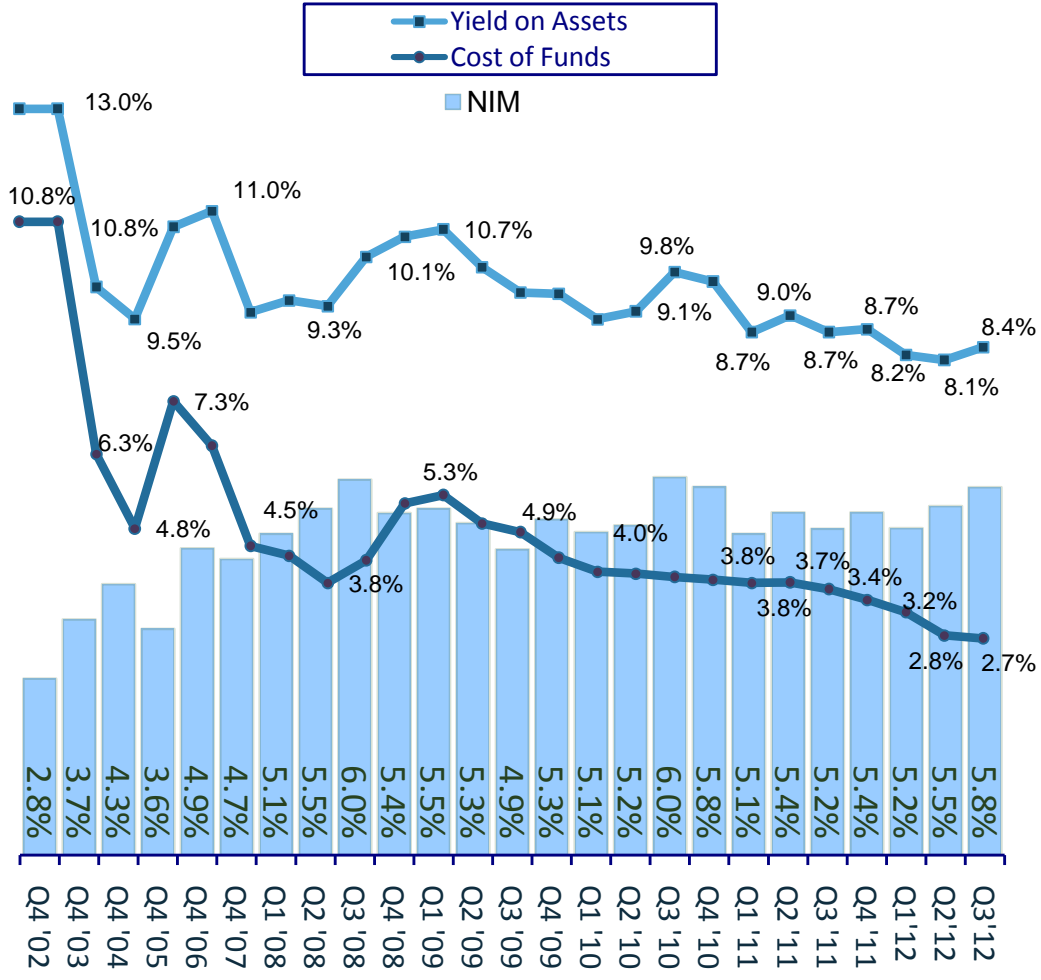


Strong Revenue Growth

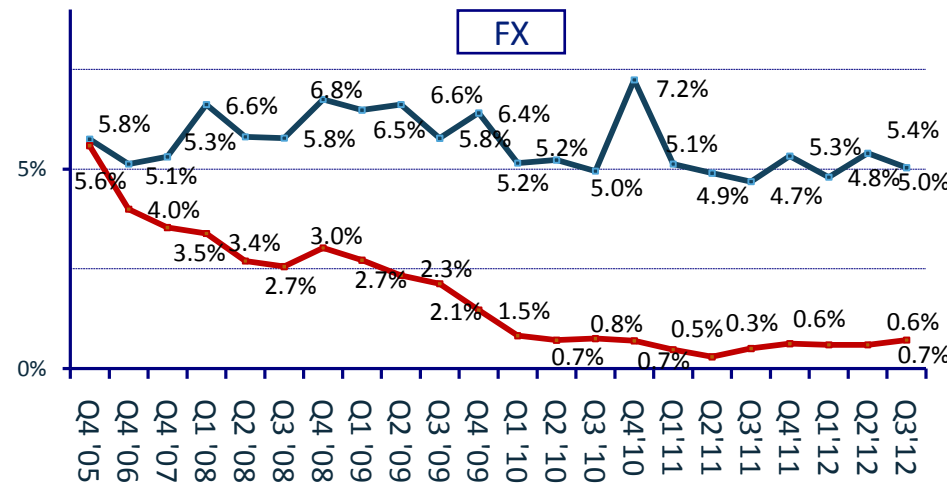
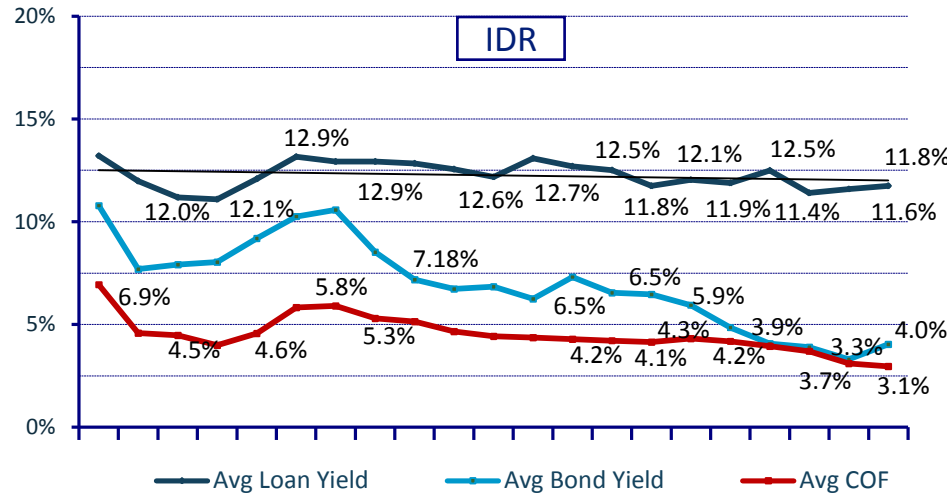
Summary P&L	Q3 2012 Rp (Bn)	Q2 2012 Rp (Bn)	Q3 2011 Rp (Bn)	9Mo 2012 Rp (Bn)	9Mo 2011 Rp (Bn)	Y-o-Y Δ (%)	Q-o-Q Δ (%)
Interest Income	10,929	10,284	9,391	31,152	27,512	16.4%	6.3%
Interest Expense	3,654	3,599	4,058	11,190	11,796	(10.0%)	1.5%
Net Interest Income	7,275	6,685	5,333	19,962	15,716	36.4%	8.8%
Net Premium Income	550	571	467	1,649	1,302	17.8%	(3.7%)
Net Interest Income & Premium Income	7,825	7,256	5,800	21,611	17,018	34.9%	7.8%
Other Non Interest Income							
* Other Fees and Commissions	1,773	1,837	1,591	5,314	4,659	11.4%	(3.5%)
* Foreign Exchange Gains - Net	247	405	169	862	480	46.2%	(39.0%)
* Gain fr sale & Incr. in Val & Sale of Bonds	81	(134)	34	81	97	138.2%	n/a
* Others	731	900	614	2,325	3,349	19.1%	(18.7%)
Total Non Interest Income	2,833	3,008	2,408	8,583	8,585	17.6%	(5.8%)
Total Operating Income	10,658	10,264	8,209	30,194	25,603	29.8%	3.8%
Provisions, Net	(996)	(863)	(661)	(2,795)	(2,791)	50.7%	15.4%
Personnel Expenses	(1,869)	(1,939)	(1,686)	(5,674)	(4,863)	10.9%	(3.6%)
G&A Expenses	(2,071)	(2,004)	(1,611)	(5,689)	(4,471)	28.6%	3.3%
Loss from decr. in value of Sec & Gov Bonds	15	(15)	(30)	-	(111)	n/a	n/a
Other Expenses	(578)	(545)	(341)	(1,663)	(1,063)	69.5%	6.1%
Total Expense	(4,503)	(4,503)	(3,668)	(13,026)	(10,508)	22.8%	0.0%
Profit from Operations	5,159	4,896	3,881	14,372	12,303	32.9%	5.4%
Non Operating Income	33	25	32	232	111	3.1%	32.0%
Net Income Before Tax	5,192	4,921	3,913	14,604	12,415	32.7%	5.5%
Net Income After Tax	3,973	3,744	2,850	11,119	9,173	39.4%	6.1%

Q3 NIM of 5.8% as Cost of Funds Declined

Quarterly Net Interest Margins



Quarterly Yields & Costs by Currency



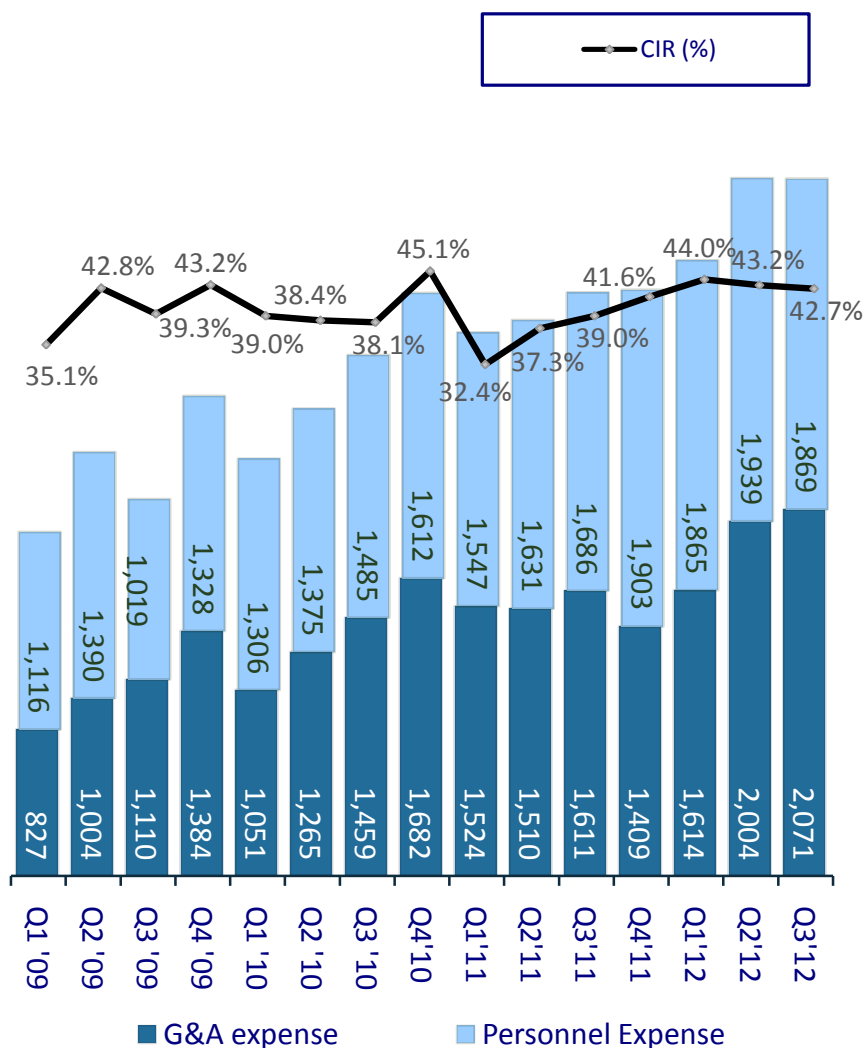
...into Fee-based Income

Breakdown of Q3 2012 Non-Loan Related Fees & Commissions (Rp bn)

Non-Loan Related Fees & Commissions	Q3-2012	Q2-2012	Q3-2011	9Mo 2012	9Mo 2011	Y-o-Y △%	Q-o-Q △%
Administration Fees	494	544	465	1,479	1,301	6.2%	(9.2%)
Opening L/C, BG & Cap Market (custodian & trustee)	159	150	117	461	339	35.9%	6.0%
Subsidiaries	344	362	302	1,111	1,054	13.9%	(5.0%)
Transfer, Retail Transaction	299	259	234	801	636	27.8%	15.4%
Credit Cards	250	234	240	726	689	4.2%	6.8%
Mutual Fund, ORI & Bancassurance	87	86	78	255	224	11.5%	1.2%
Syndications	19	72	59	127	153	(67.8%)	(73.6%)
Payroll Package	22	21	21	60	51	4.8%	4.8%
Others	98	110	75	293	212	30.7%	(10.9%)
Total	1,773	1,837	1,591	5,314	4,659	11.4%	(3.5%)
Foreign Exchange Gains	247	405	169	862	480	46.2%	(39.0%)
Gains Fr Sale & Incr. in Value of Sec. & Gov. Bonds	81	(134)	34	81	97	138.2%	n/a
Cash Recoveries	505	661	505	1,689	2,816	0.0%	(23.6%)
Total Operating Income	10,658	10,263	8,209	30,193	25,603	29.8%	3.8%
% of Non Loan Related fees to total opr. income	16.6%	17.9%	19.4%	17.6%	18.2%	(14.4%)	(7.3%)

Q3 Cost to Income Ratio of 42.7 %

Quarterly Consolidated Operating Expenses & CIR

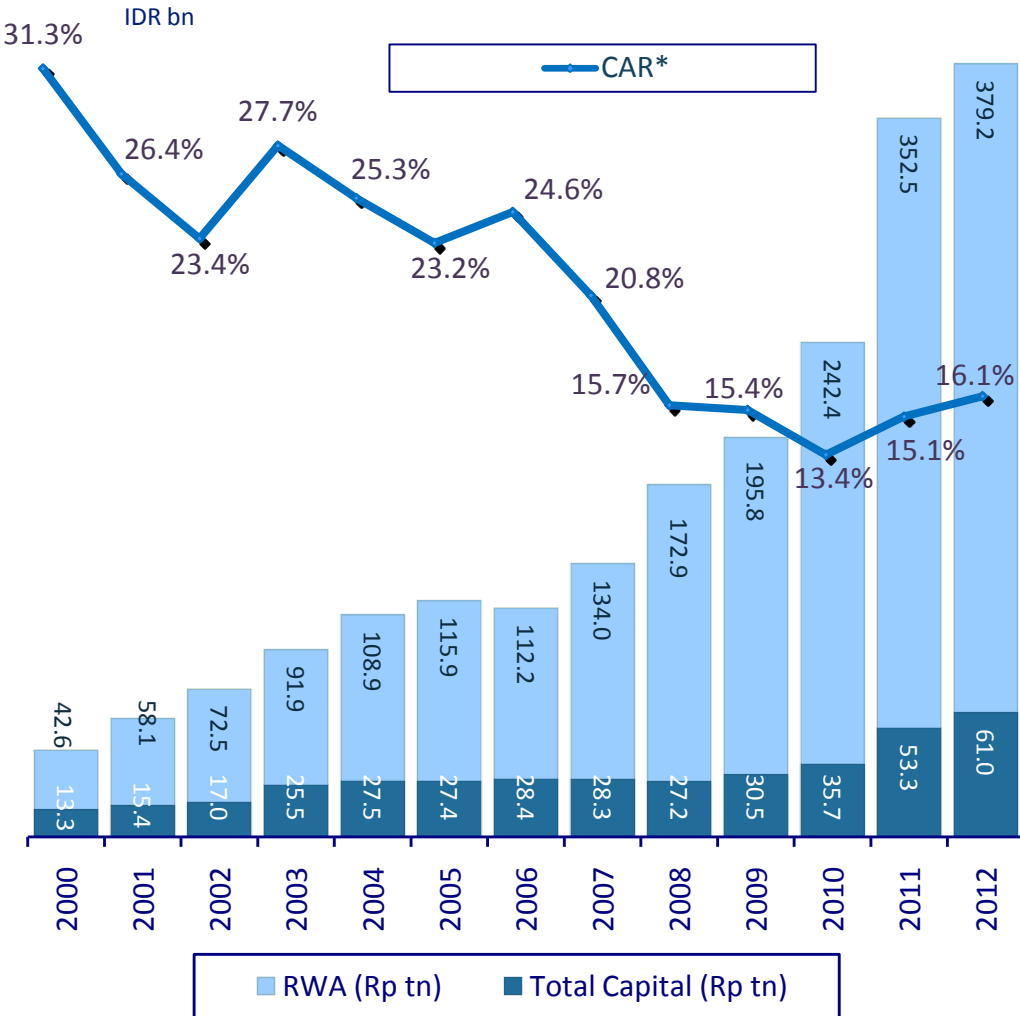


Breakdown of Q3 2012 Operating Expenses

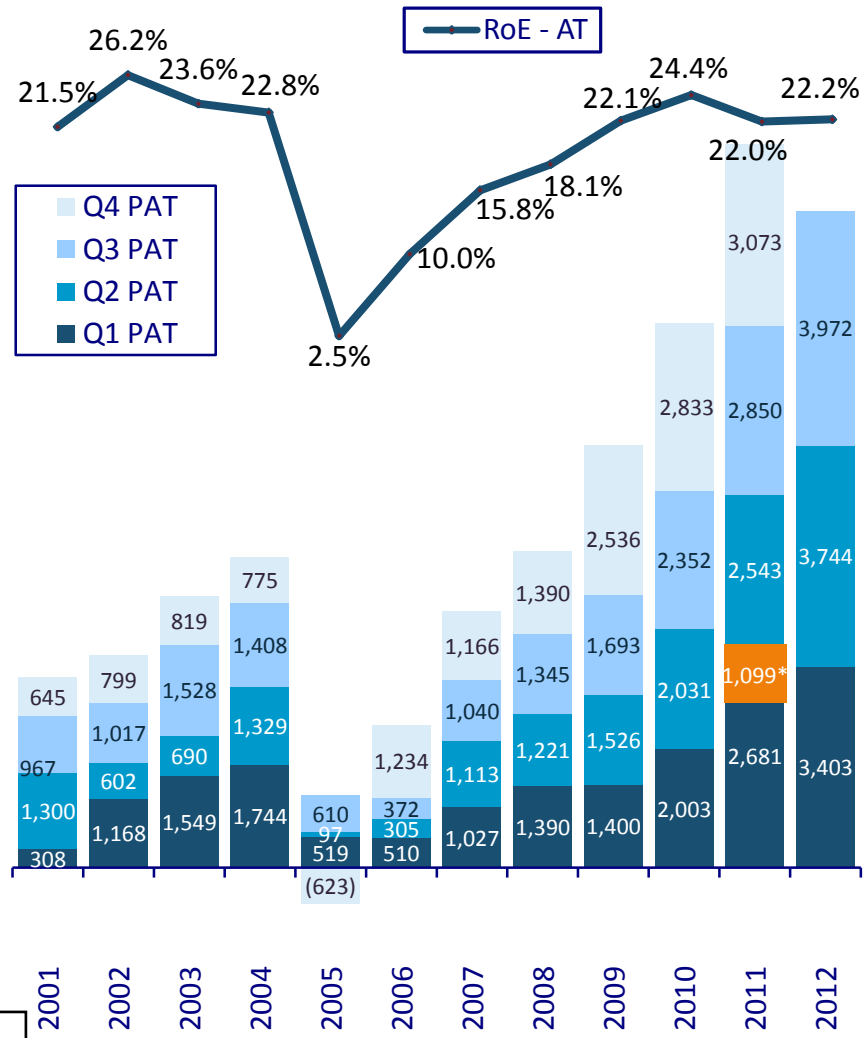
	Q3'12	Q2'12	Q3'11	Growth (%)	
				QoQ	YoY
Personnel Expenses					
Base Salary	540	530	471	1.9%	14.6%
Other Allowances	847	903	748	(6.2%)	13.2%
Post Empl. Benefits	69	53	55	30.2%	25.5%
Training	57	94	64	(39.4%)	(10.9%)
Subsidiaries	356	359	348	(0.8%)	2.3%
Total Personnel Expenses	1,869	1,939	1,686	(3.6%)	10.9%
G&A Expenses					
IT & telecoms	250	242	187	31.5%	33.7%
Occupancy Related	384	427	409	17.0%	(6.1%)
Promo & Sponsor	231	237	223	11.7%	3.6%
Transport & Travel	116	119	100	20.2%	16.0%
Goods, Prof. Services & Oth.	260	276	202	61.4%	28.7%
Employee Related	293	270	176	29.8%	66.5%
Subsidiaries*	433	433	212	15.2%	71.0%
Total G&A Expenses	2,071	2,004	1,611	24.2%	28.6%
Other Expenses	578	545	341	0.9%	69.5%
Total Operating Expenses	4,519	4,489	3,637	11.7%	24.3%

22.2% ROE, supported by a strong capital position

Capital & RWA Movement



Profit After Tax & ROE



- CAR inclusive of Credit and Market Risk started in December 2004
- CAR inclusive of Credit, Market and Operational Risk started in January 2010
- CAR under BASEL III in December 2011 was 17.17%

*1.1Tn from GIAA Recovery

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 Rp2.0 Tn¹⁾
- Total Wholesale Low Cost Deposits Rp69.2 Tn
- Growth of Tx cash management 77.1% YoY²⁾

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 Rp4.1 Tn
- Total Retail Low Cost Funds Rp179.4 Tn
- YoY increase in # of E-channel transaction: 30.9%

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 Rp96.3 Tn
- Assets Spread Rp6.8 Tn
- 30.2% of total loans

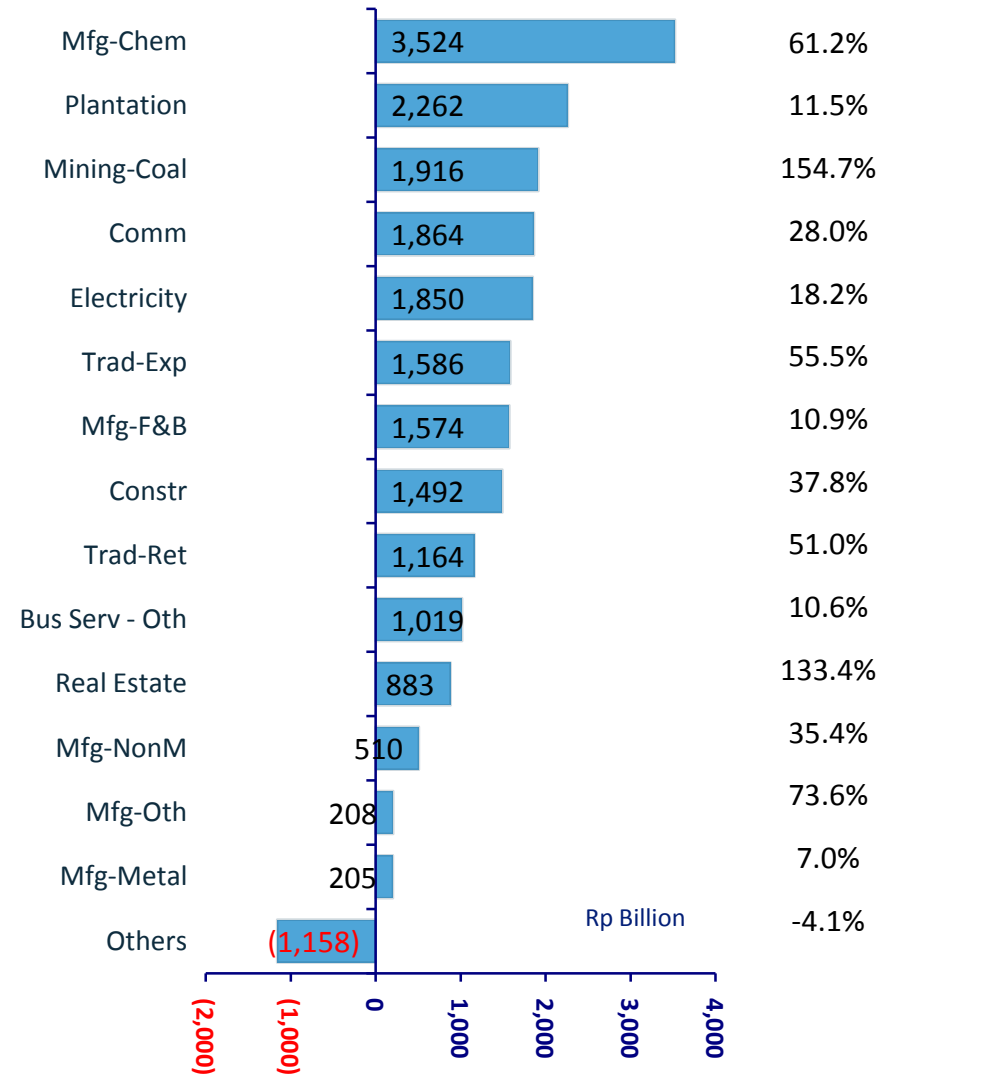
1) Excluding collection extracomtable Rp 88.6bn

2) Excluding Mandiri Transaction System

Diversifying our strength in Wholesale lending...

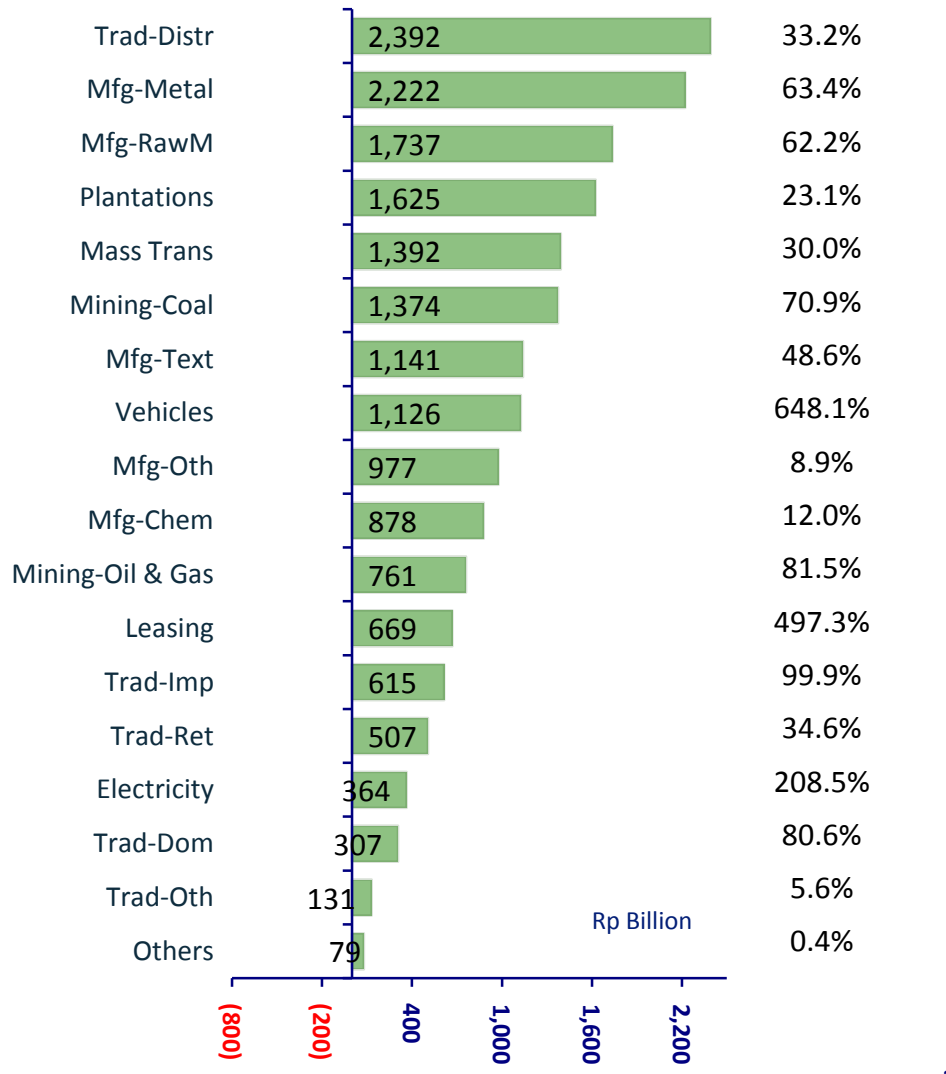
Breakdown of Net Expansion in Corporate Lending

Q3 '12 – Q3 '11 (Total Rp18.90 tn) △%



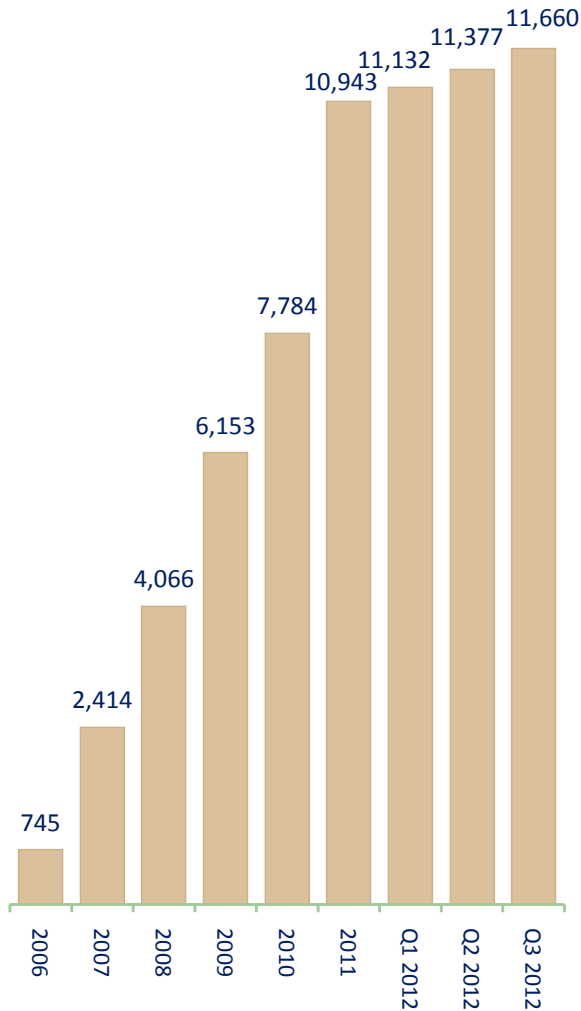
Breakdown of Net Expansion in Commercial Lending

Q3 '12 – Q3 '11 (Total Rp18.30 tn) △%



Wholesale Transactions driving CASA higher

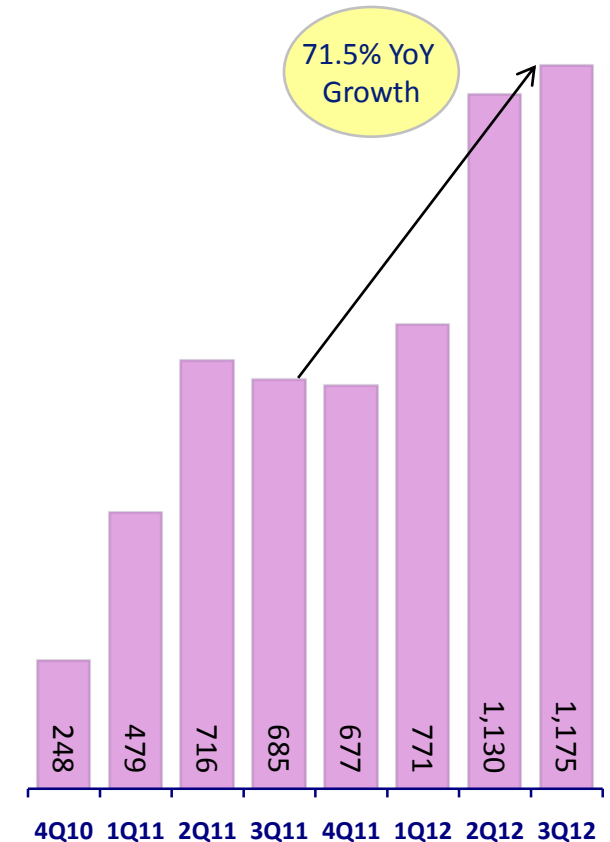
Cash Management Users



Wholesale CASA Deposits

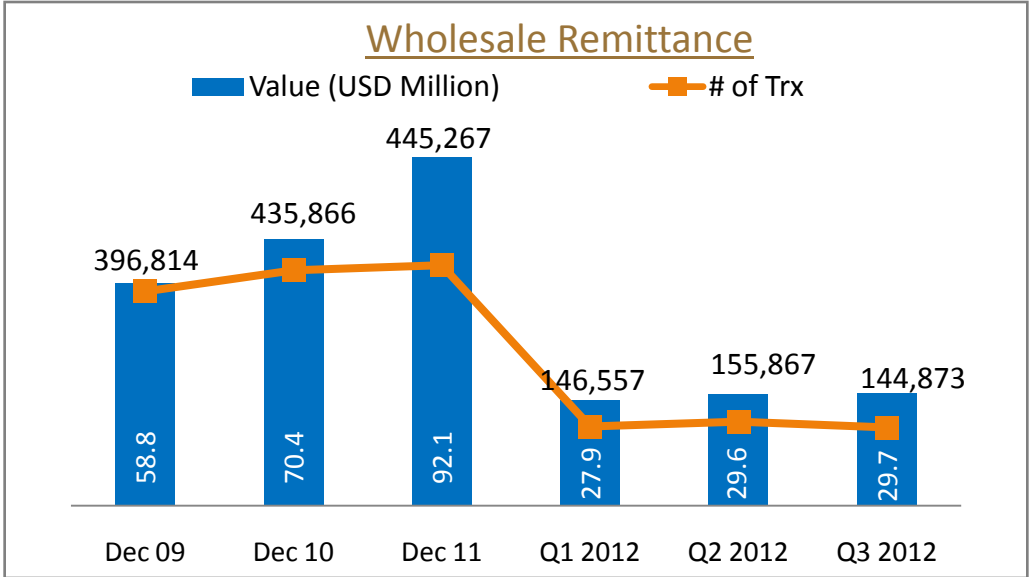
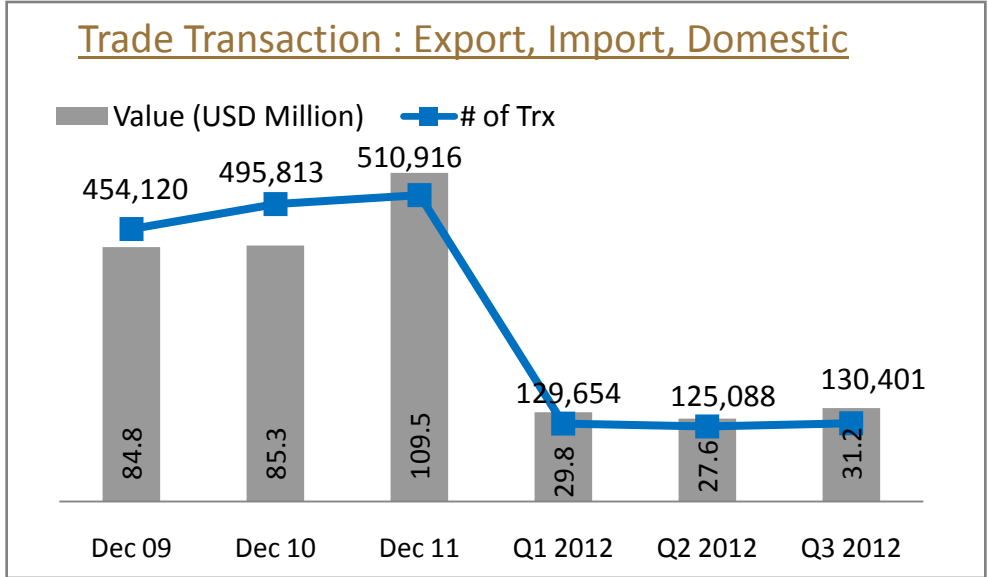
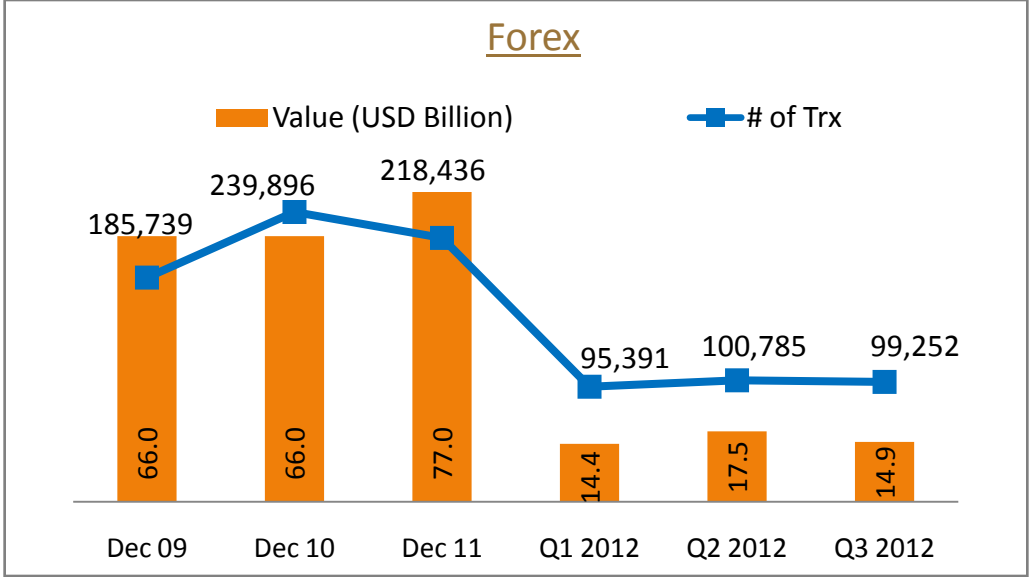
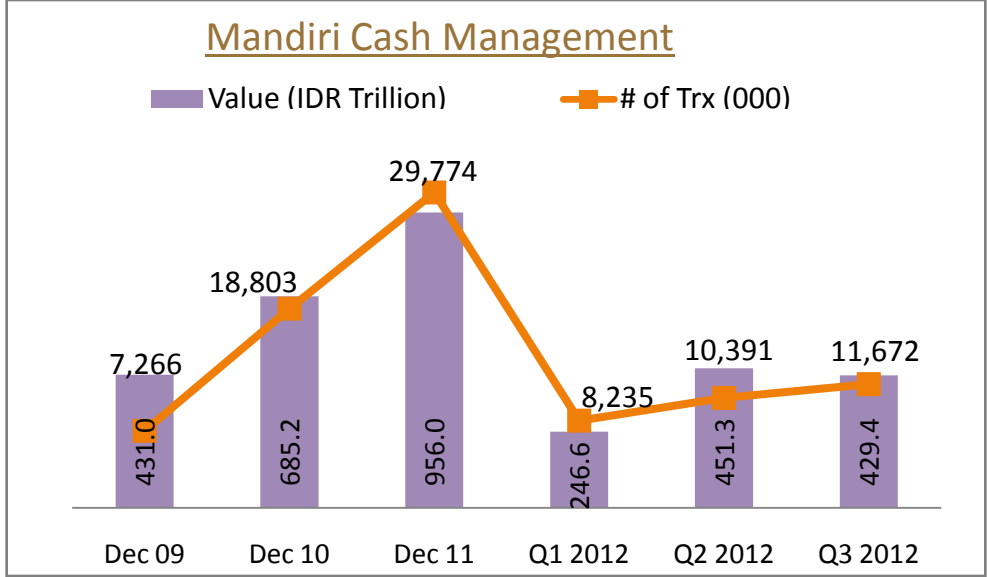


Average # of Cash Management Tx (000), total 9.6 Mn transaction in 2012*



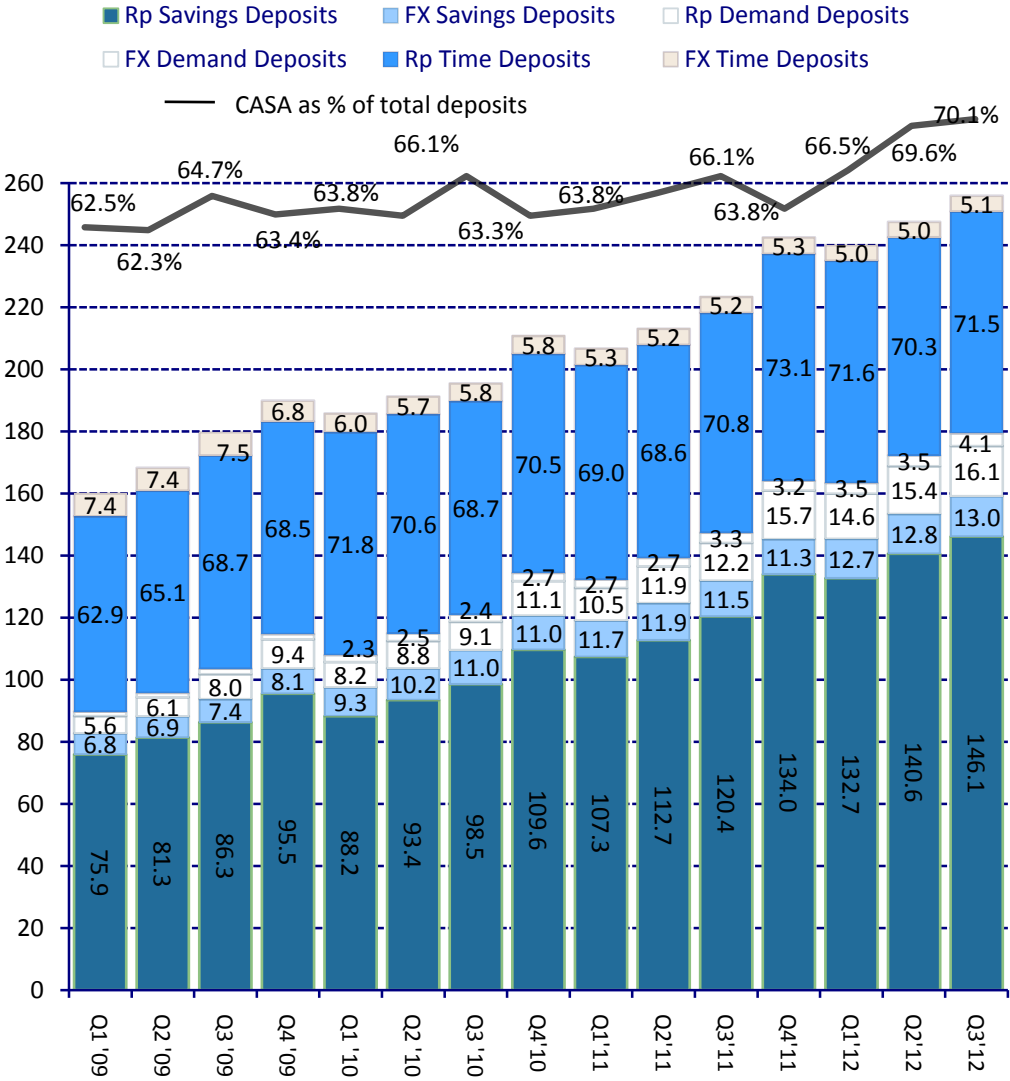
* Exclude Mandiri Transaction System

Growing Volume in Wholesale Transaction Business

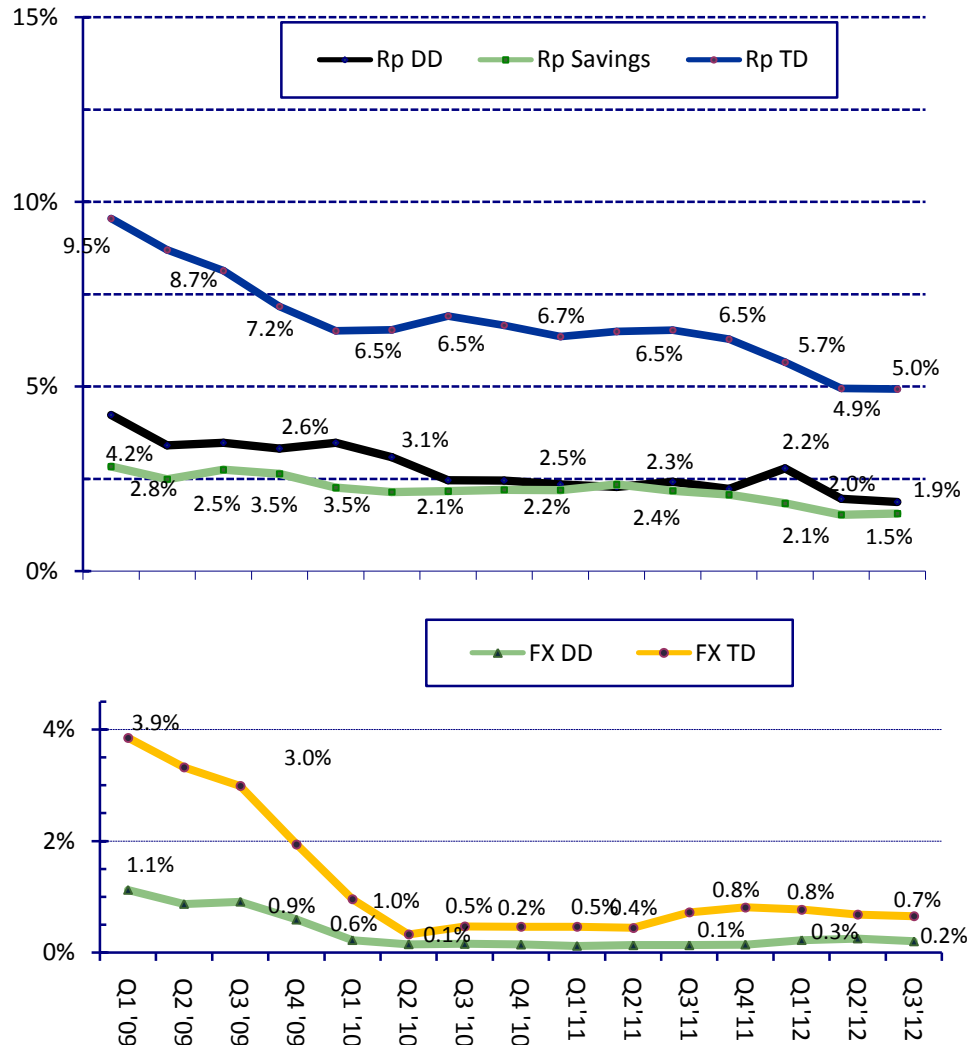


Retail Deposit rose by 14.6% Y-o-Y

Retail Deposit Analysis – Bank Only

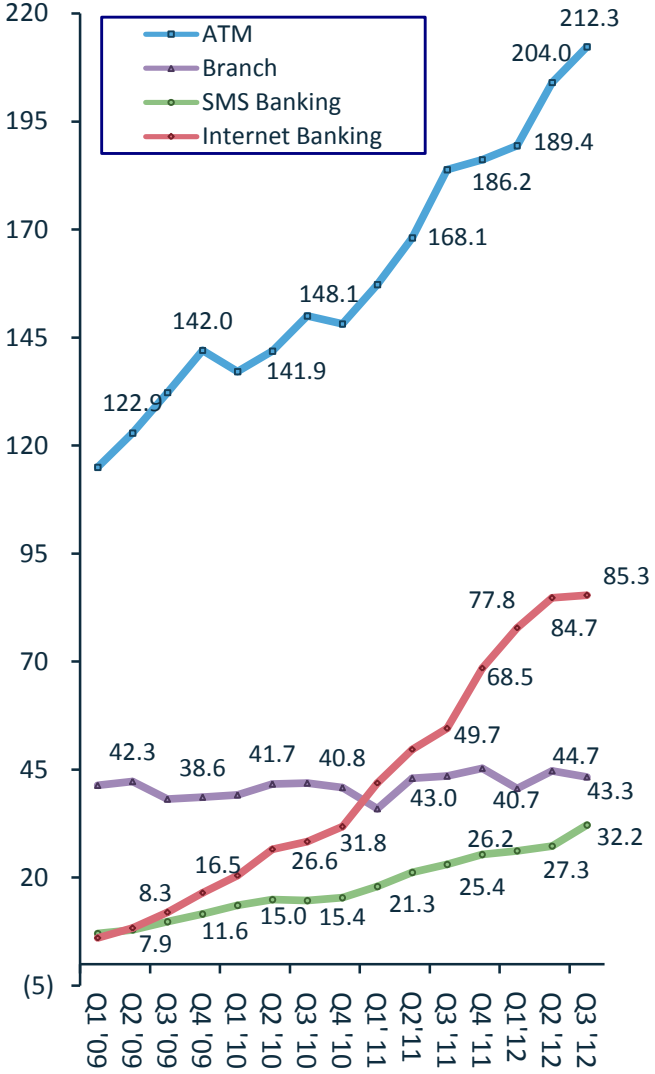


Average Quarterly Deposit Costs (%)

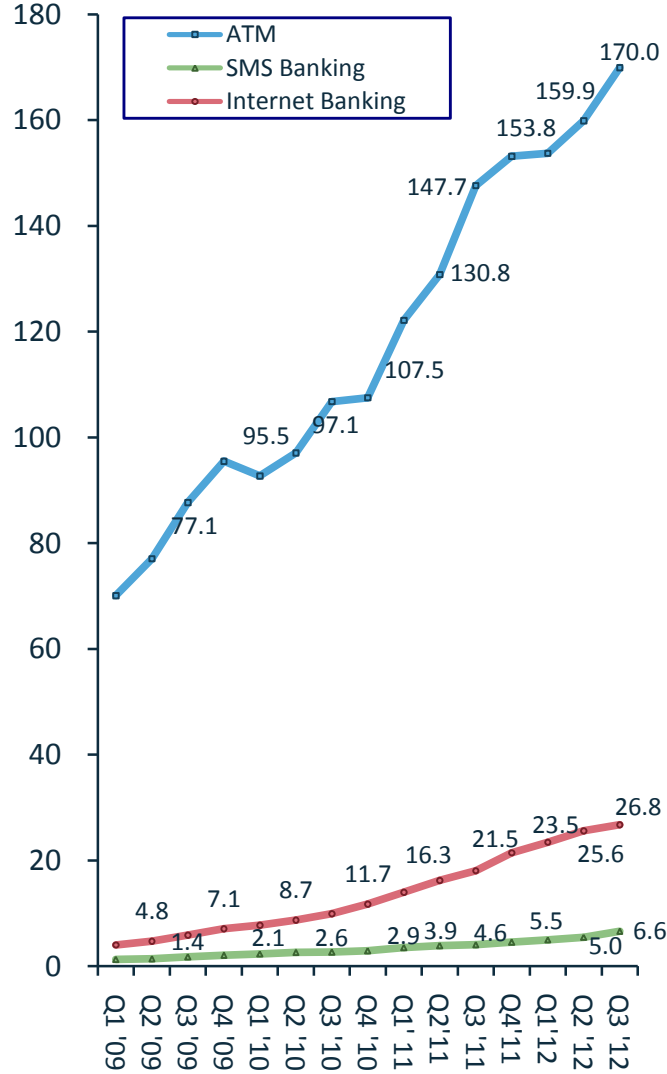


...through enhanced transaction capabilities

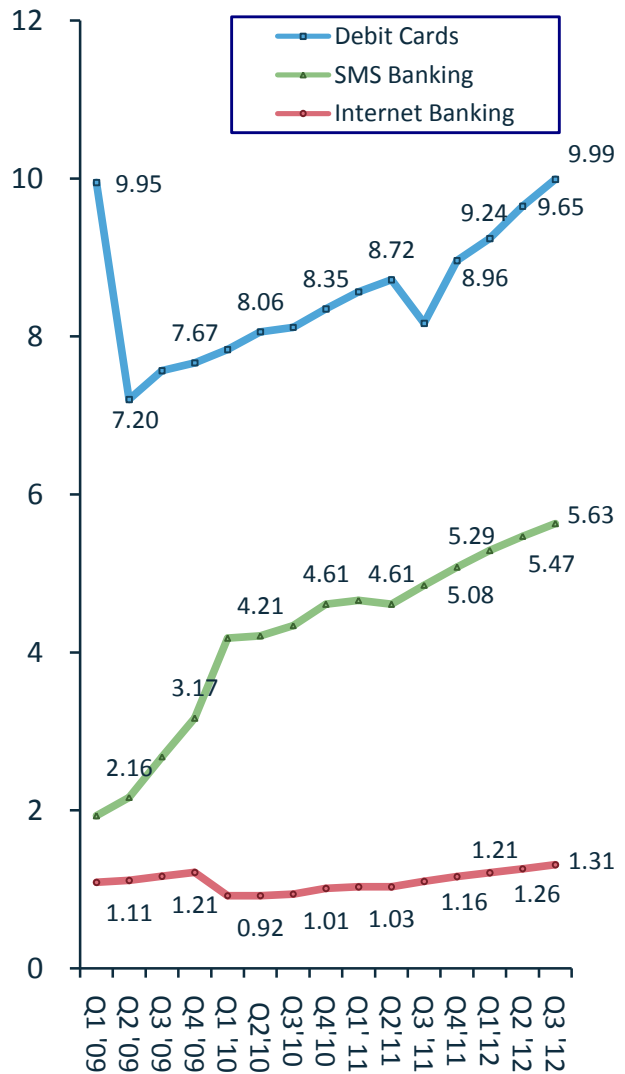
Quarterly Transaction Volume (Mn)



Quarterly Transaction Value (Rp tn)



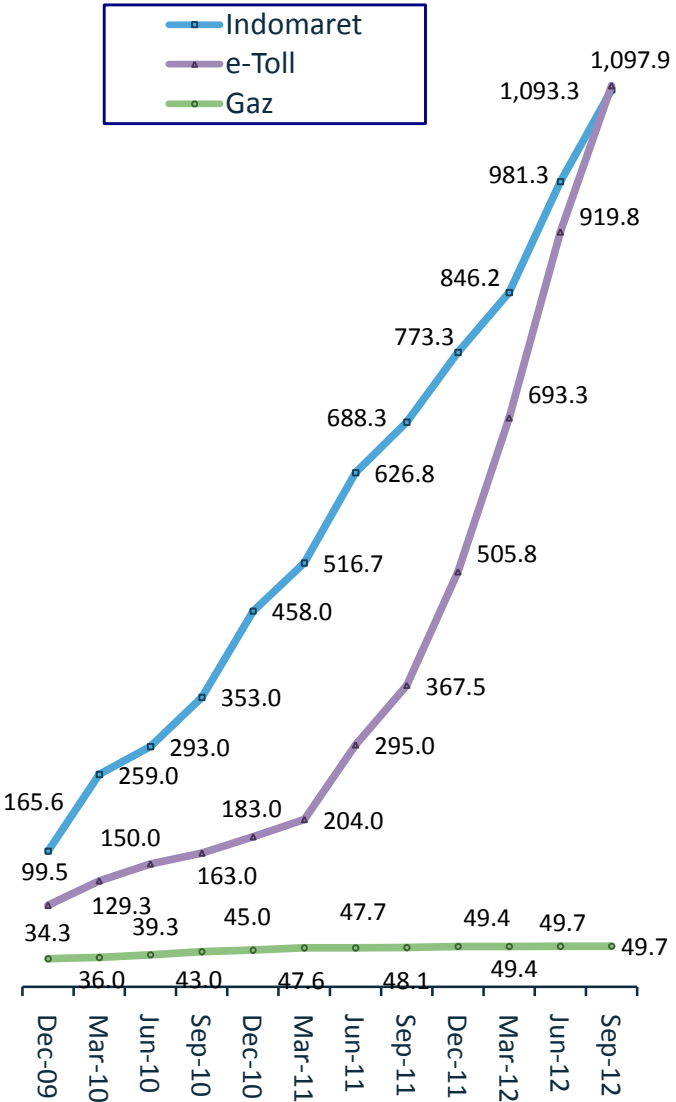
Quarterly Users (Mn)



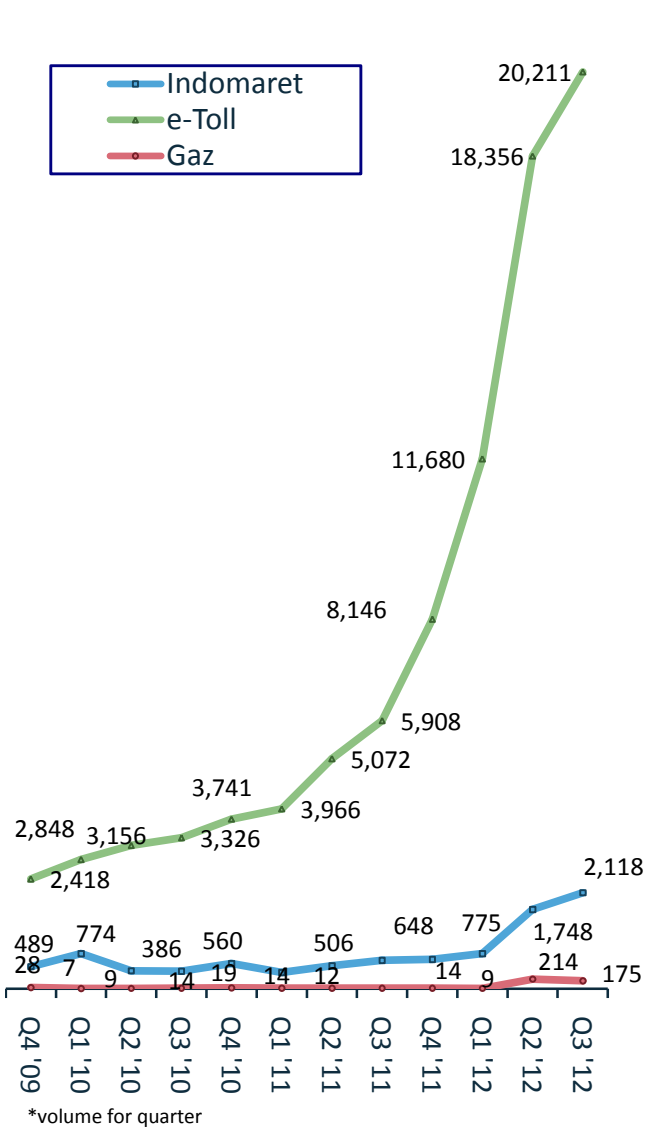
* Inactive cards have been purged

...and Innovative Payment Solutions

Pre-Paid Card Volume (000s)

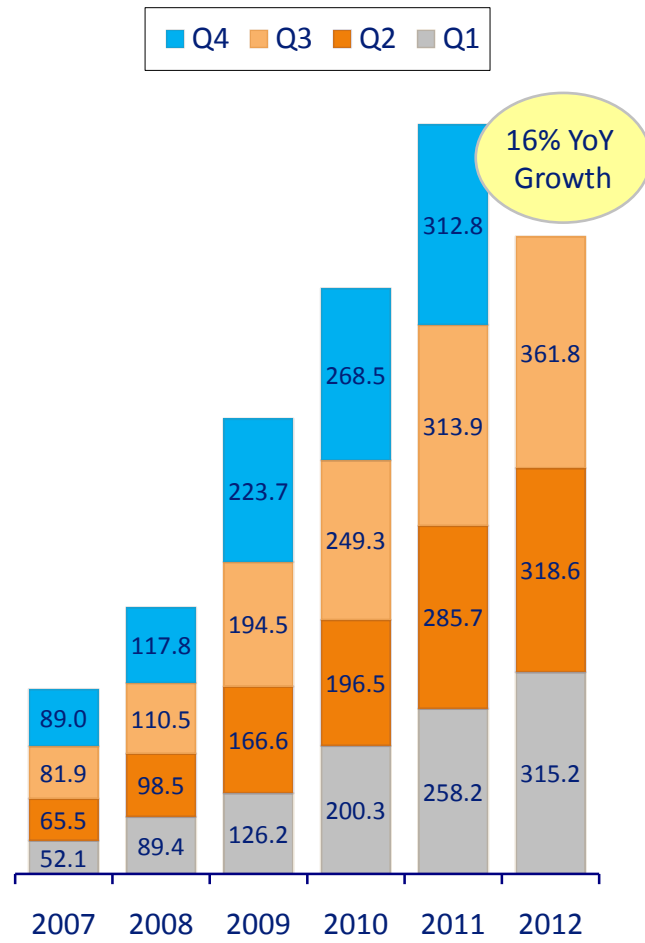


Pre-Paid Transaction Volume (000s)*

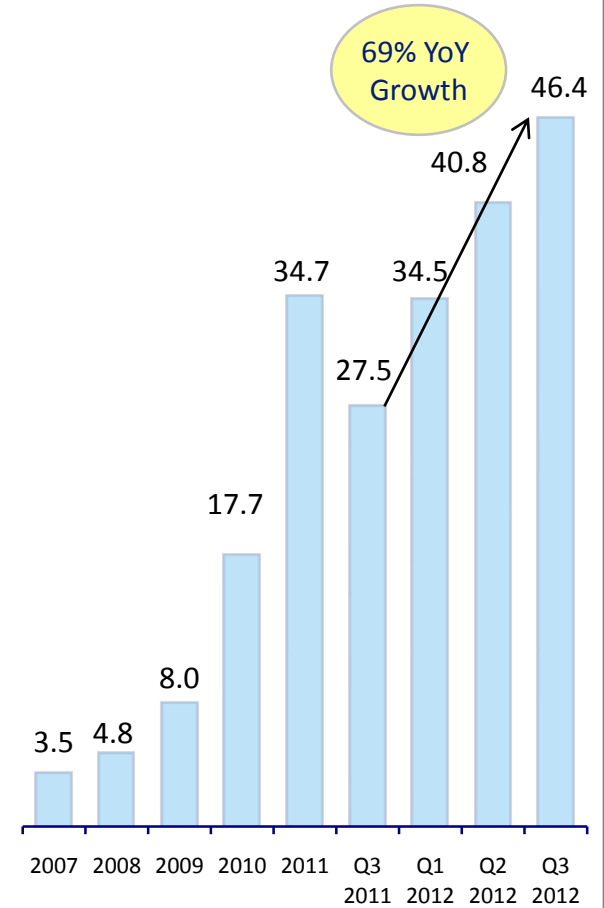


Retail Payment system gaining Traction

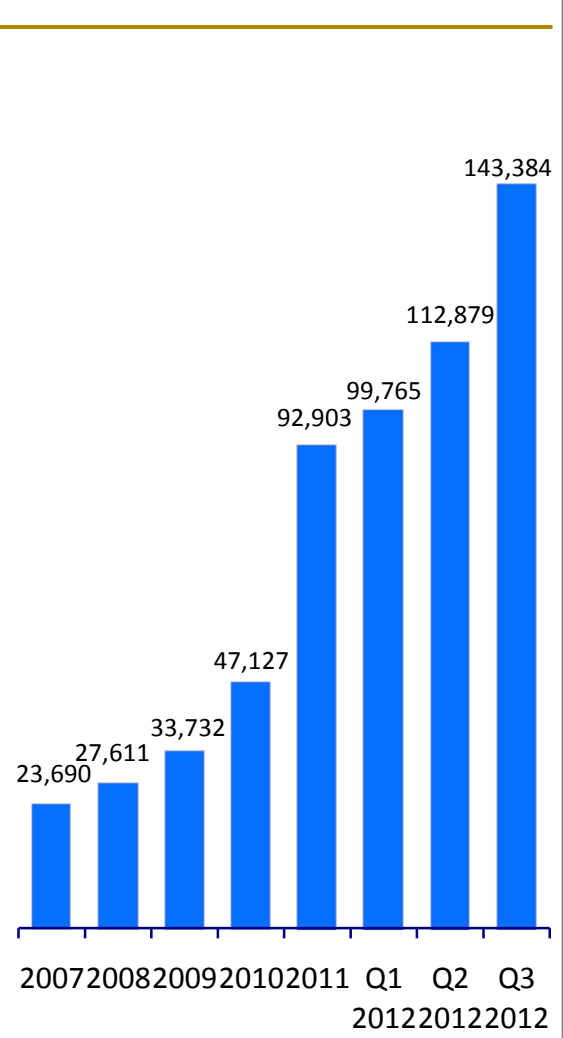
Fee Income from e-channel Tx (Bn)



Volume Mandiri Business Saving Account (Tn)

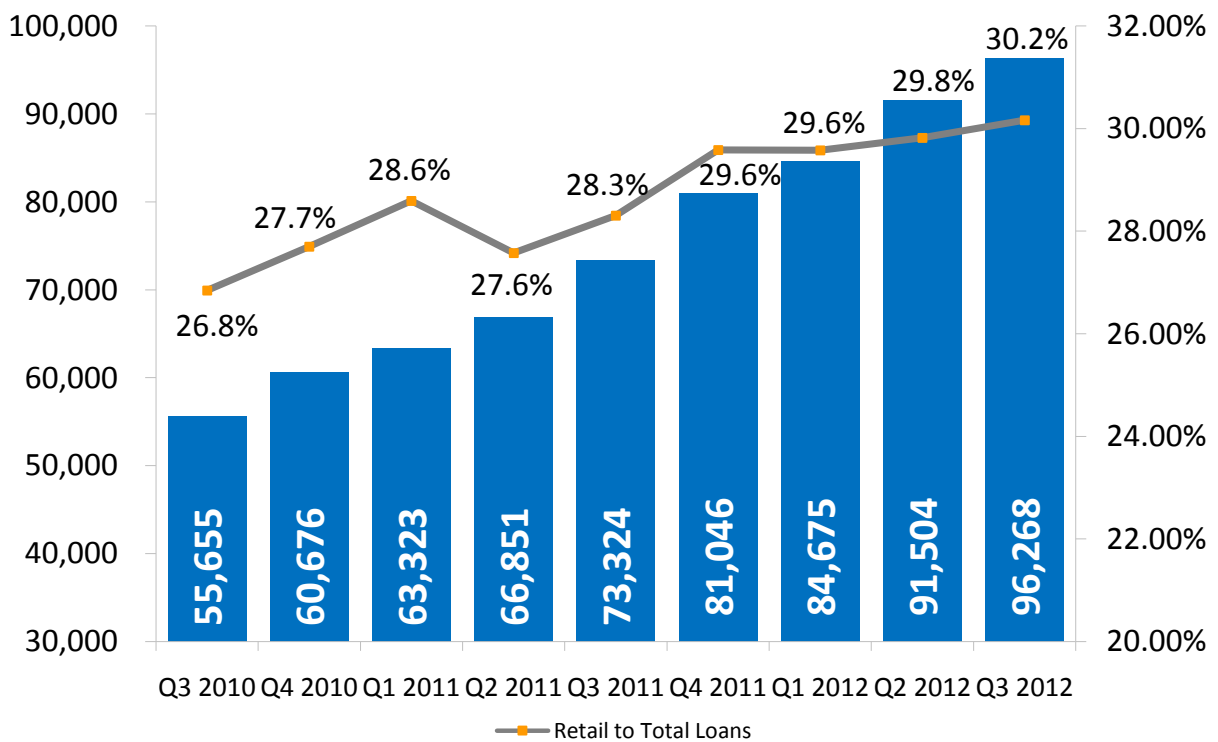


Numbers of EDC

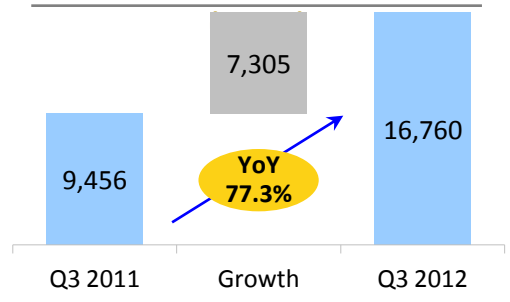


Building our high yield business in Micro & Small...

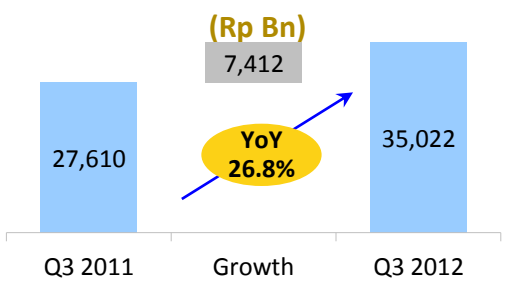
Retail to Total Loans



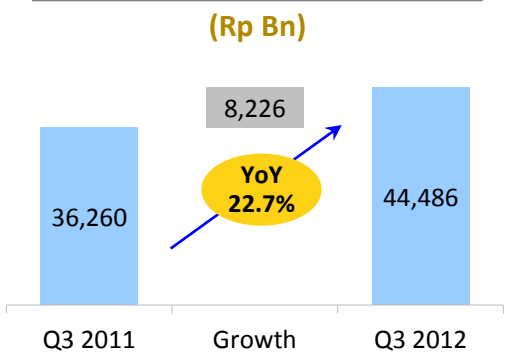
Micro Credit



Business Banking



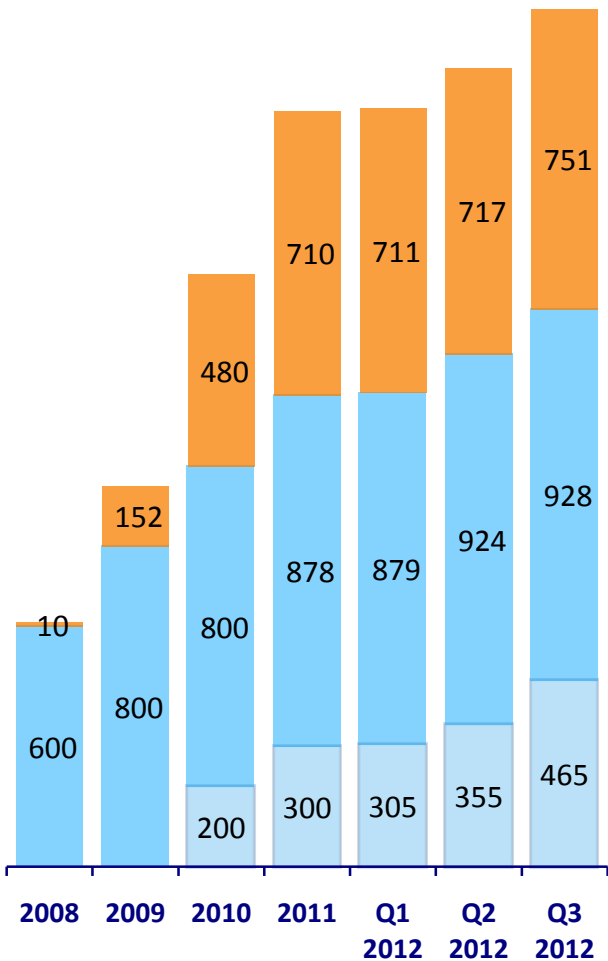
Consumer Finance



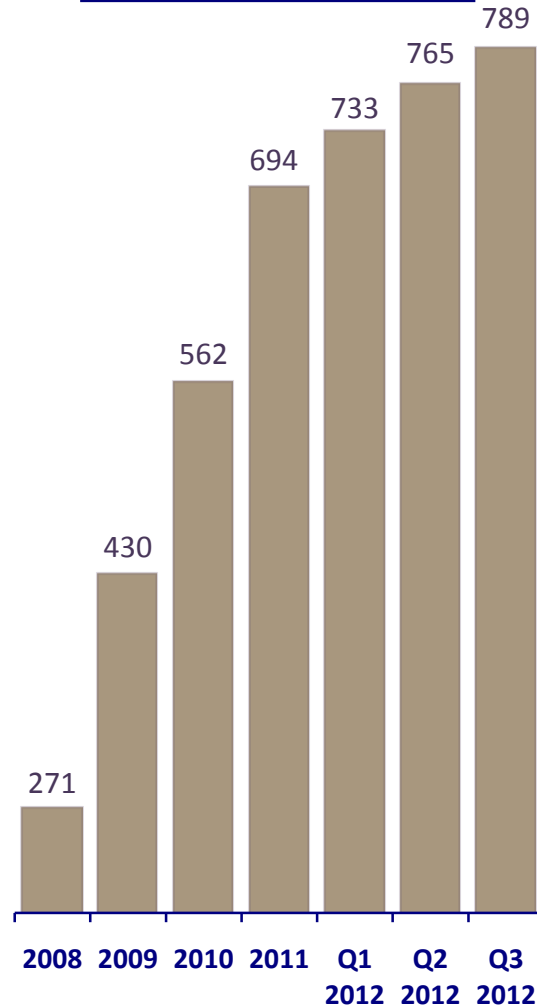
Strong Microfinance Growth (1)

Network

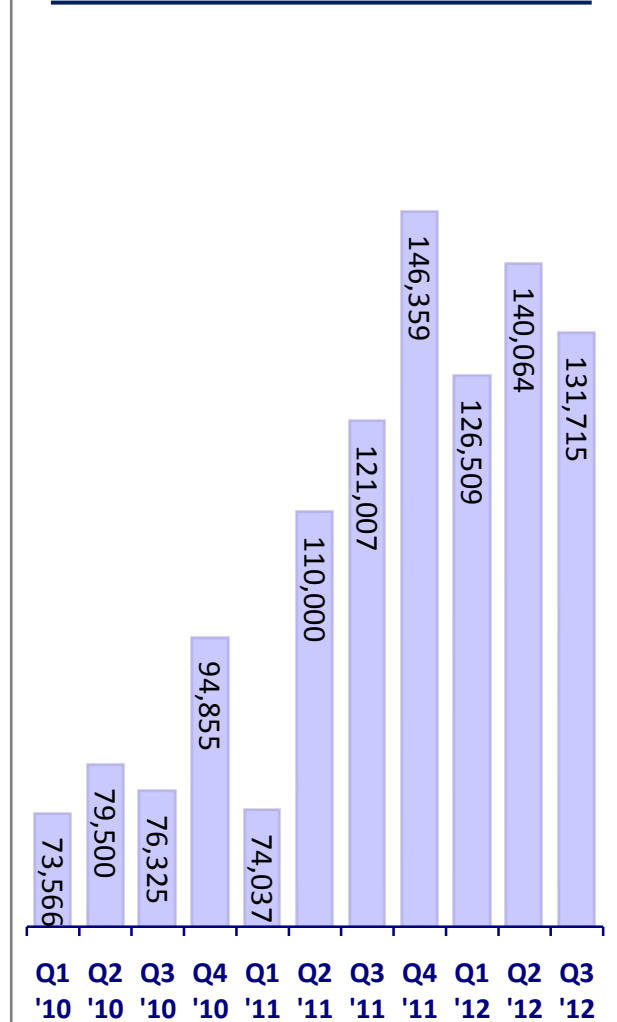
Branch Unit Kiosk



Customers (000)

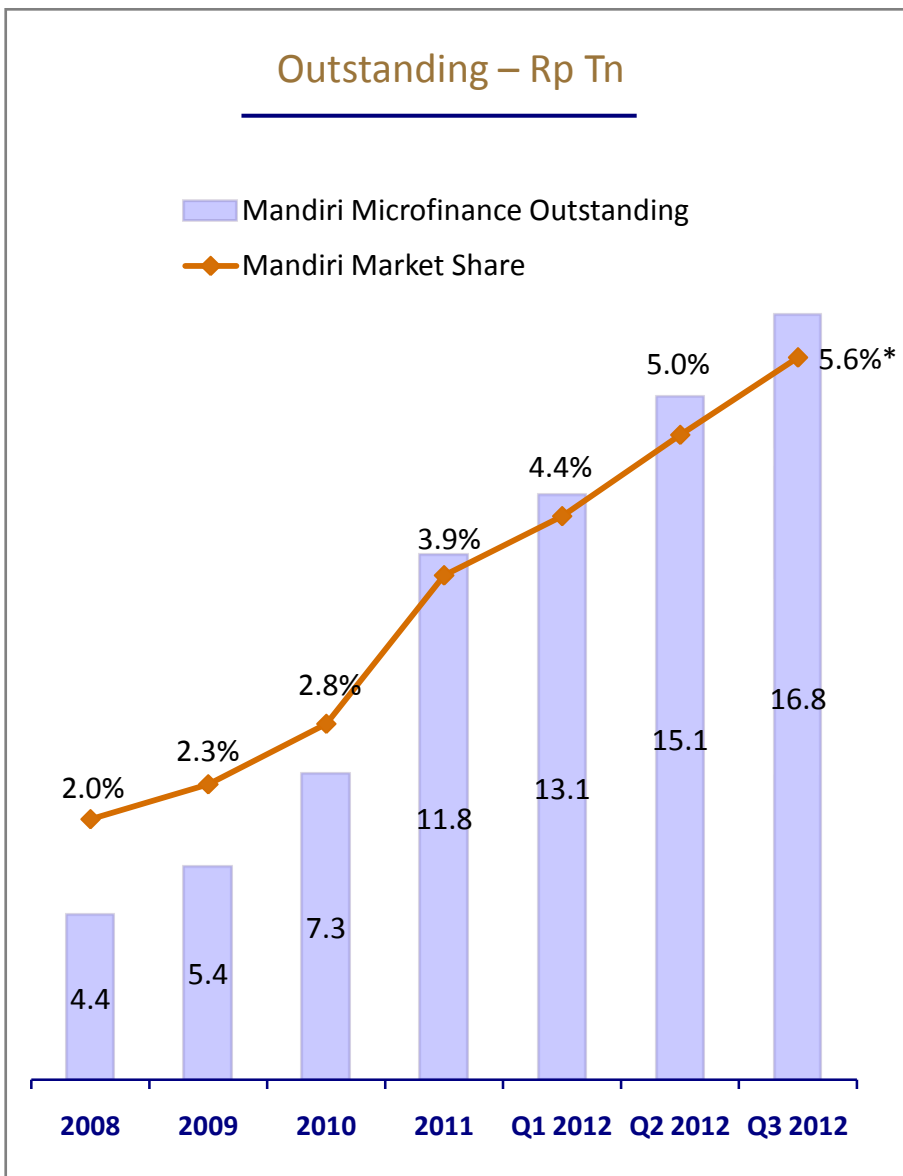


Of New Customers

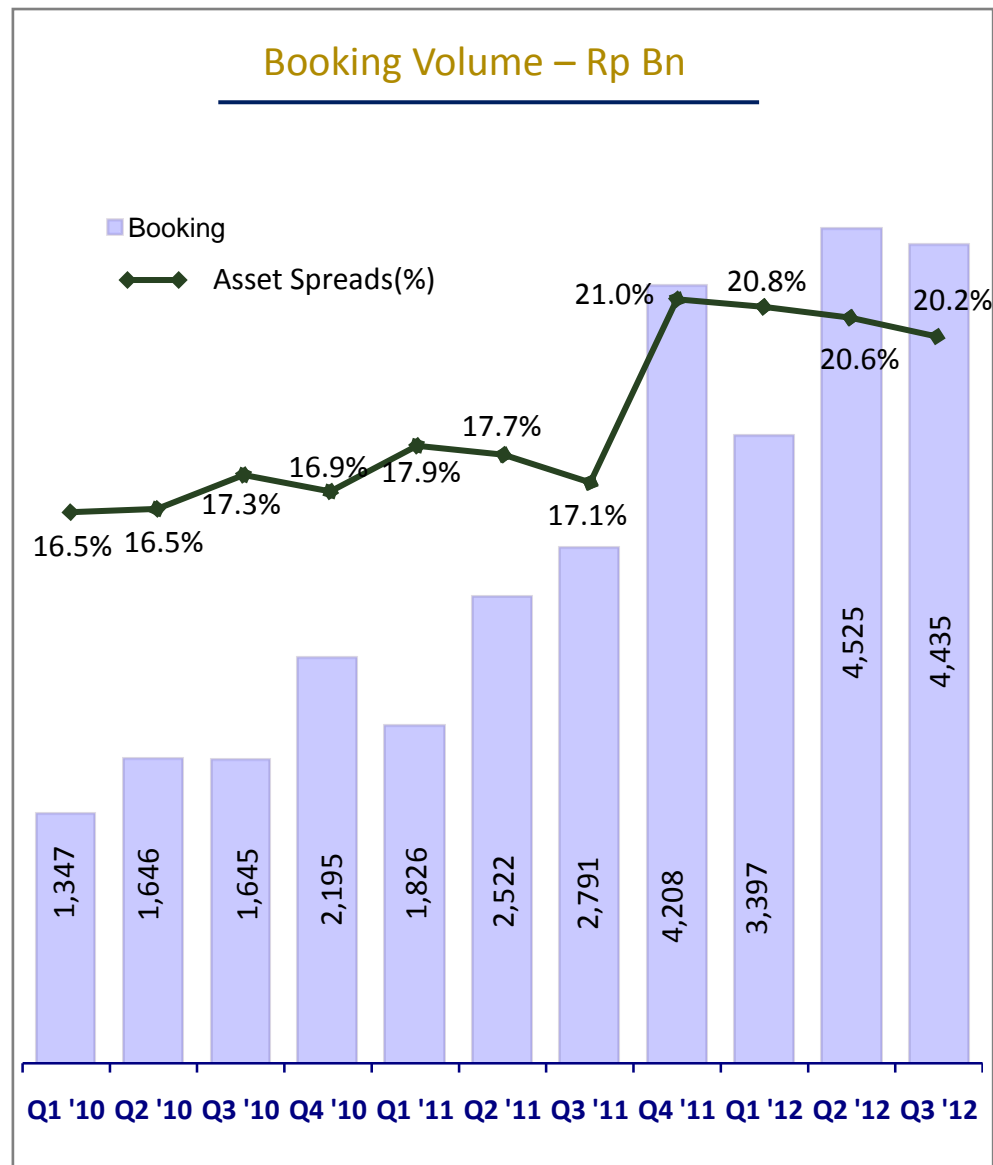


Strong Microfinance Growth (2)

Outstanding – Rp Tn

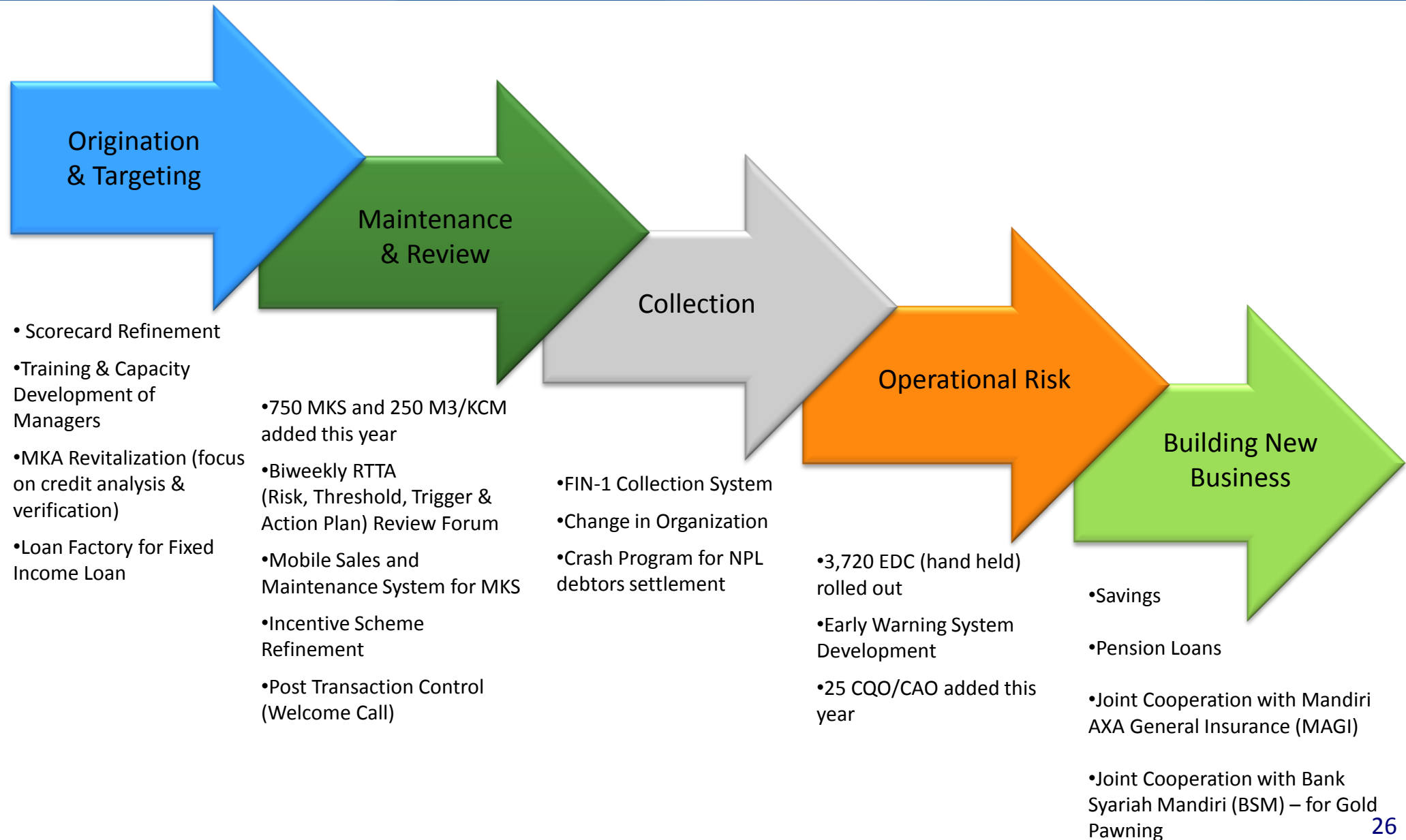


Booking Volume – Rp Bn



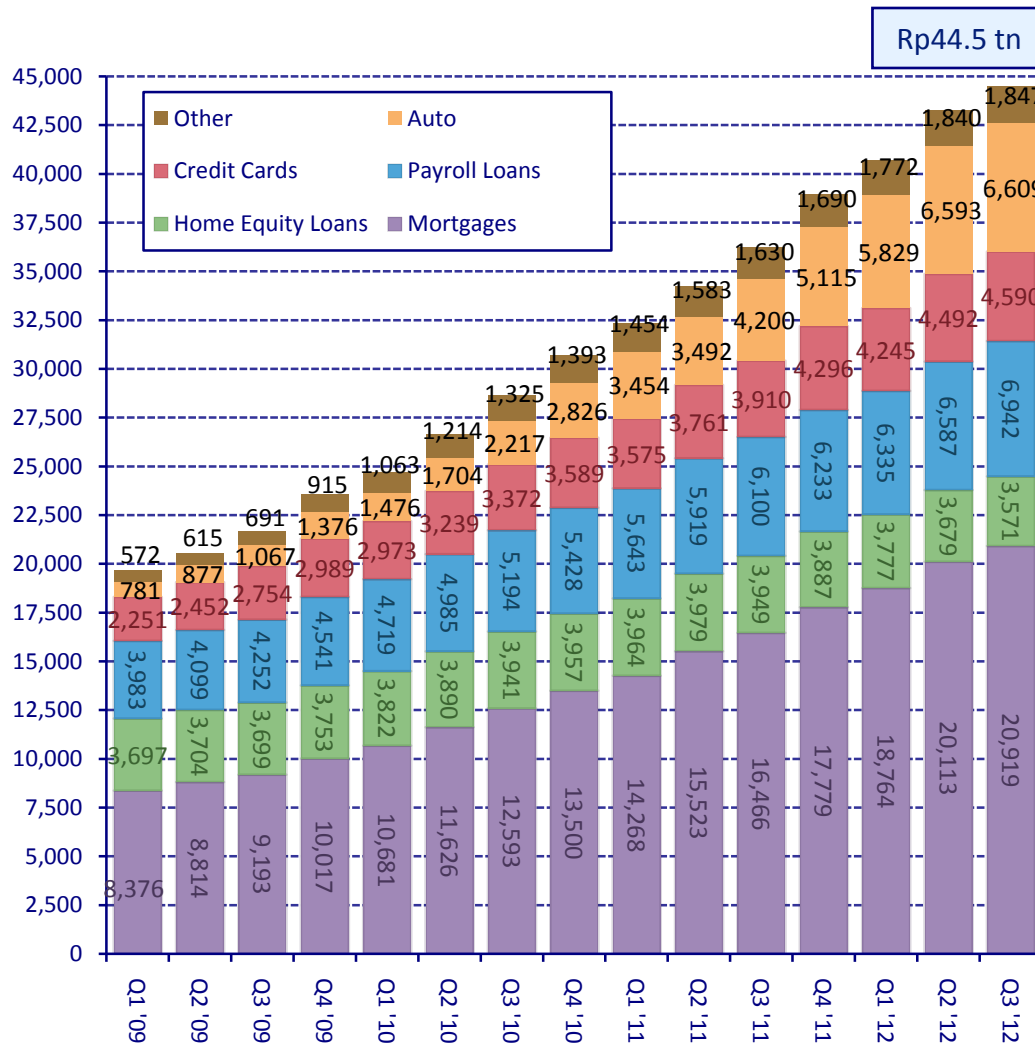
*August 2012

Continuous End to End Improvement in the Micro Business



...as well as Consumer lending, which rose 22.69% Y-o-Y on Mortgages and Vehicles

Quarterly Consumer Loan Balances by Type



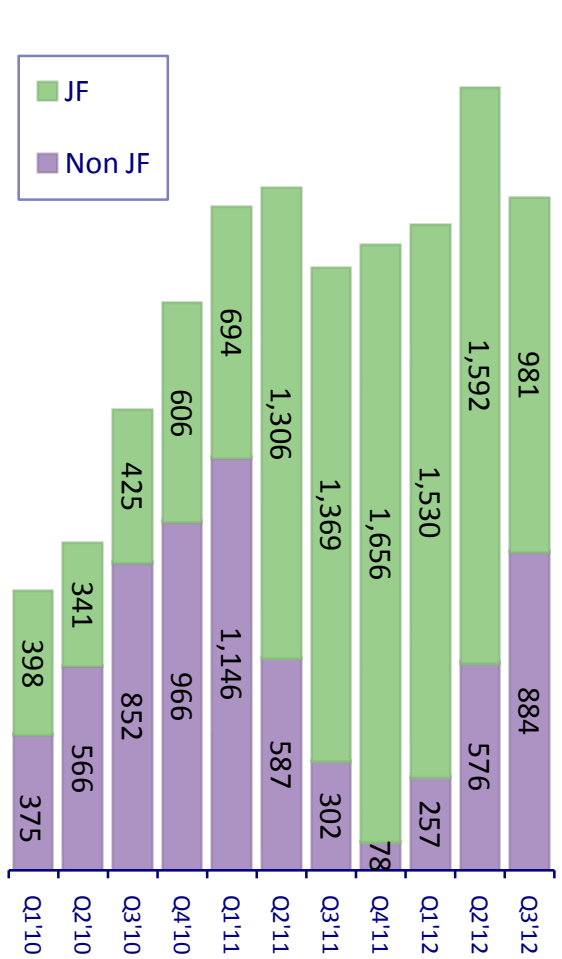
Consumer Loan Growth by Type

Loan Type	Growth (%)	
	Y-o-Y	Q-o-Q
Other	13.02%	0.39%
Auto Loans*	57.38%	0.25%
Credit Cards	17.39%	2.20%
Payroll Loans	13.81%	5.39%
Home Equity Loans	(9.41%)	(2.77%)
Mortgages	27.04%	4.01%
Total Consumer	22.69%	6.34%

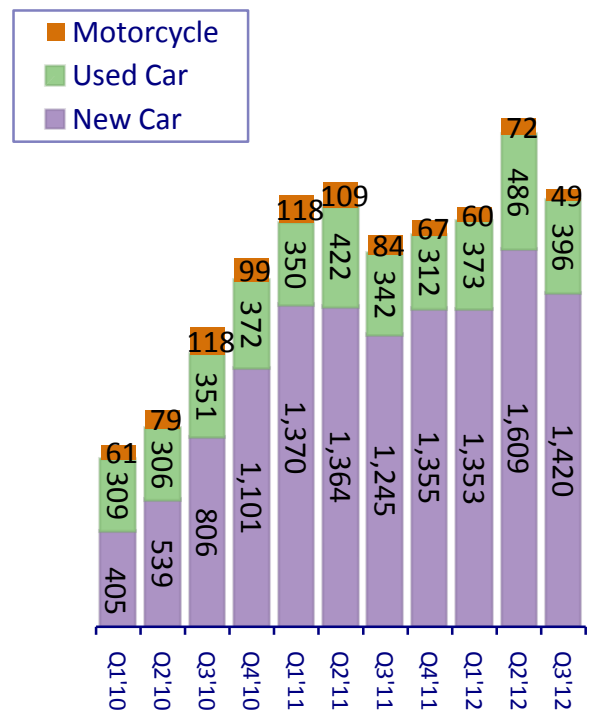
*Auto & Motorcycle Loans channeled or executed through finance companies = Rp 7.45Tn in our Commercial Loan Portfolio

Mandiri Tunas Finance: Total Financing YTD of Rp. 5.8 Tn

Total Booking and the Breakdown for Joint Financing and Non JF



Breakdown of Financing



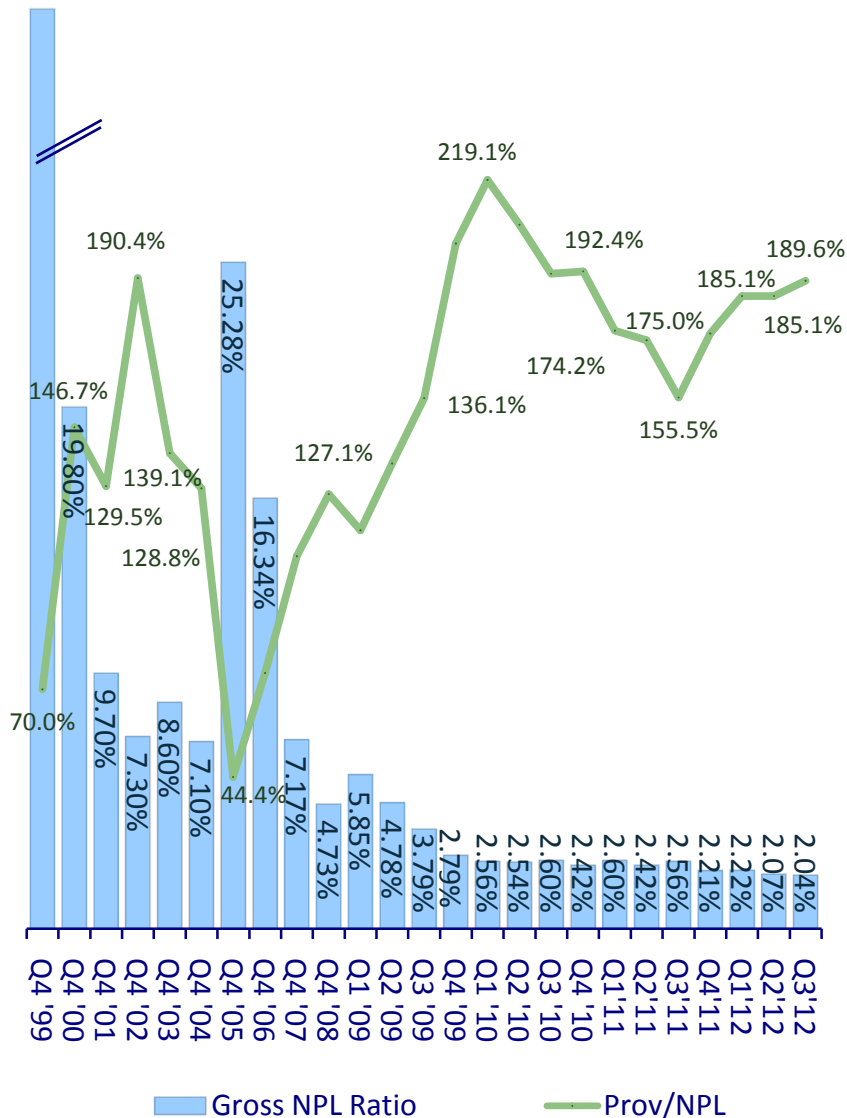
9M 2012 Performance

(Rp Bn)	9M 2012	9M 2011	Change
Loans	10,411	7,672	35.70%
Net Income (after tax)	81.80	46.95	74.23%
Approval Rate (%)	86.94	85.77	1.36%
Disbursement	5,819	5,405	7.66%
NIM (%)	3.17	2.75	15.27%
ROA (%)	4.21	2.67	57.68%
ROE (%)	24.28	16.34	48.59%
CER (%)	47.63	46.23	3.03%
NPL (%)	1.19	1.15	3.48%

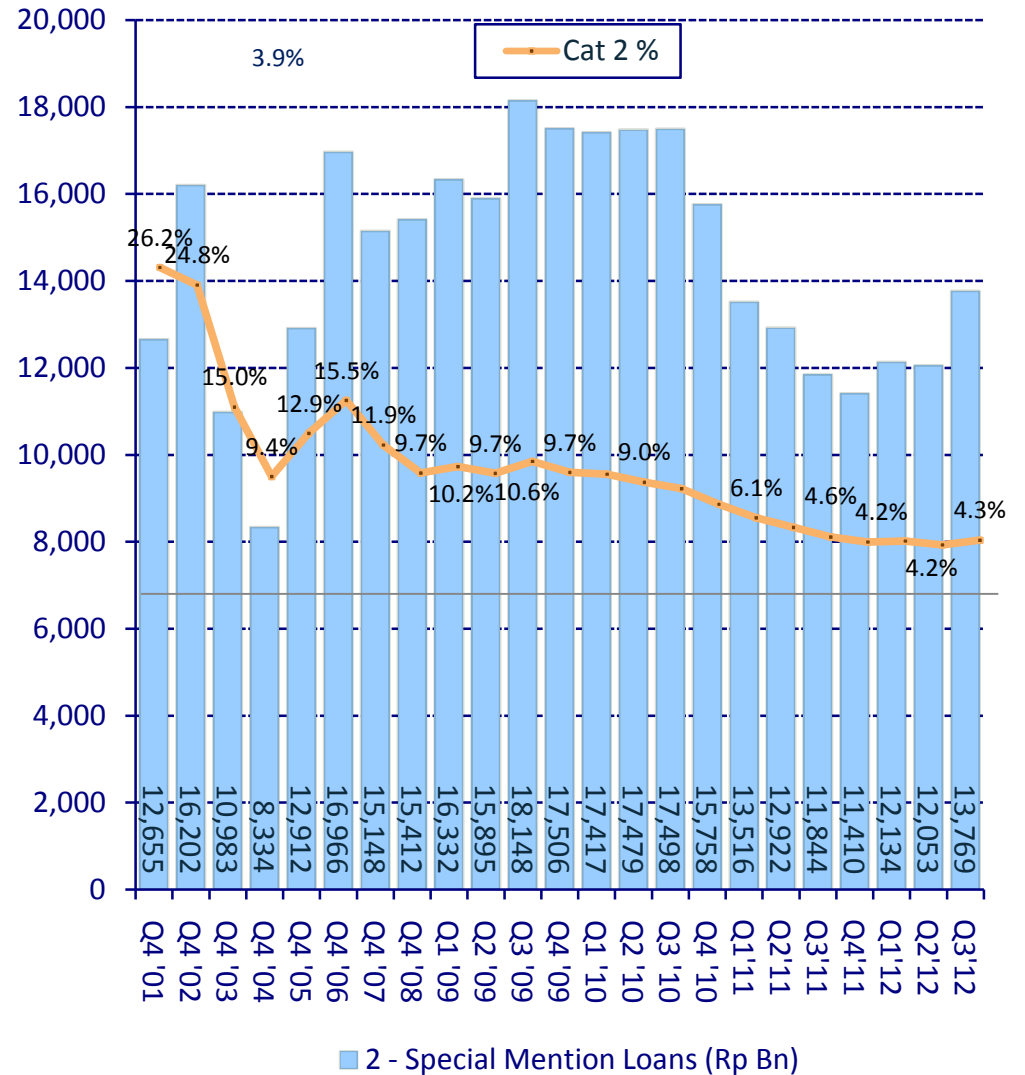


Gross NPLs 2.0% , coverage at 189.6% - Category 2 loan stable at 4.3%

NPL Movement - Consolidated

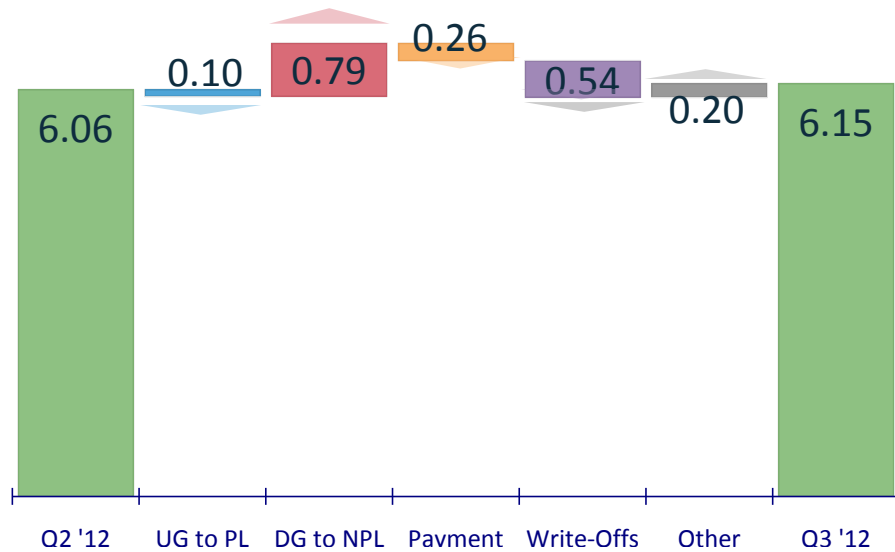


Category 2 Loans – Bank Only

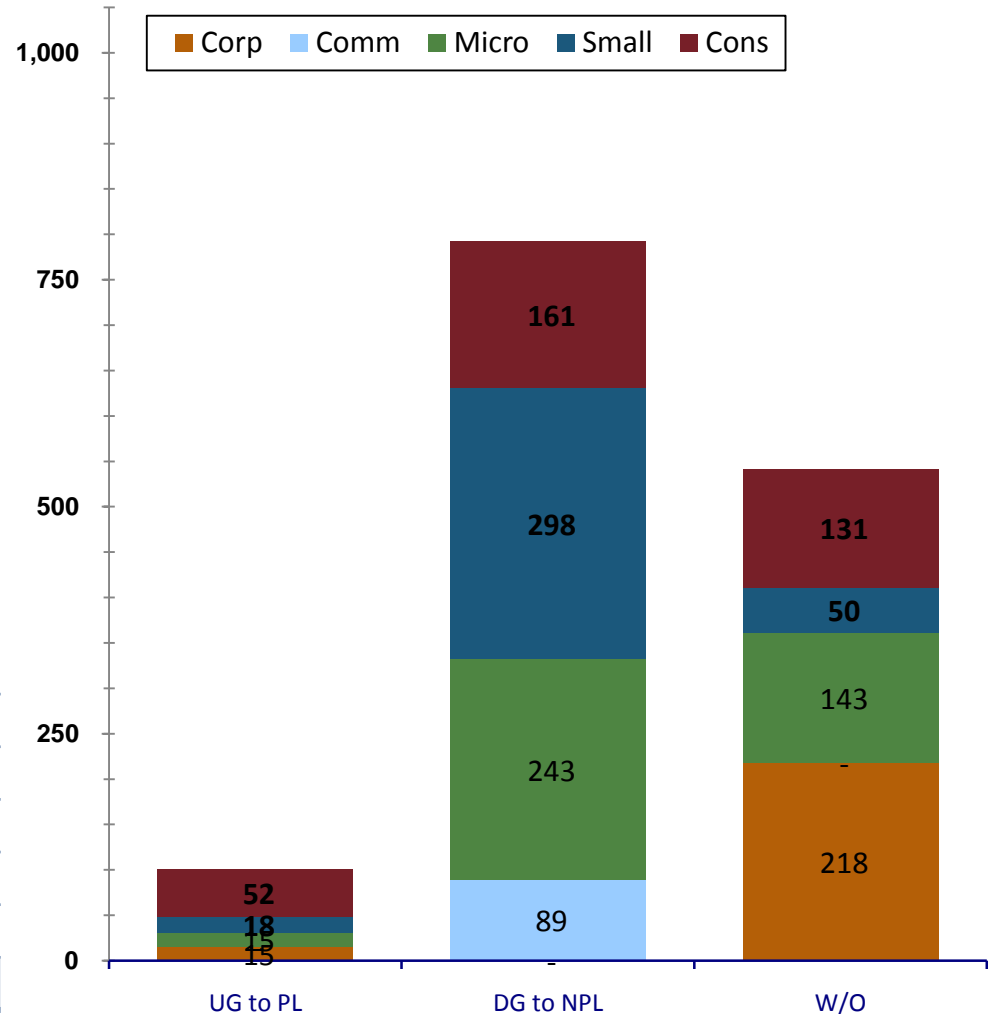


Q3 Total NPLs Rp6.15 tn with Rp541 bn write-offs

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



Movement by Customer Segment (Rp Bn)



Non-Performing Loans by Segment

	NPLs (Rp tn)	QΔ (Rp tn)	NPLs (%)
Corporate	2.70	(0.27)	2.09%
Commercial	0.96	0.09	1.03%
Small	0.98	0.18	2.79%
Micro	0.61	0.05	3.67%
Consumer	0.89	0.04	2.00%
Total	6.15	0.09	1.91%*

* Excluding loans to other banks.











Q3 2012 annualized net down grades of 0.9% on loans originated since 2005.

Total Loans originated since 2005

Loan Background	Q3'12 Balance (Rp bn)	Net Upgrades(%)/Downgrades(%)#									Q3 2012 Details	
		Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	DG to NPL %	UG to PL %
Corporate	113,481.84	0.18	0.05	0.45	-	0.20	0.29	-	0.03	0.01	-	0.01
Commercial	87,136.85	0.13	0.04	0.27	0.05	0.13	0.00	0.25	0.15	0.05	0.05	-
Small	31,556.17	0.83	0.37	0.92	0.91	0.91	0.29	0.77	0.70	0.84	0.90	0.06
Micro	16,649.02	2.17	1.51	2.08	1.69	1.93	1.03	1.51	1.30	1.37	1.46	0.09
Consumer	43,794.09	0.35	0.14	0.45	0.28	0.33	0.08	0.32	0.24	0.25	0.36	0.11
Total	292,617.96	0.33	0.12	0.51	0.22	0.34	0.21	0.28	0.23	0.22	0.25	0.03

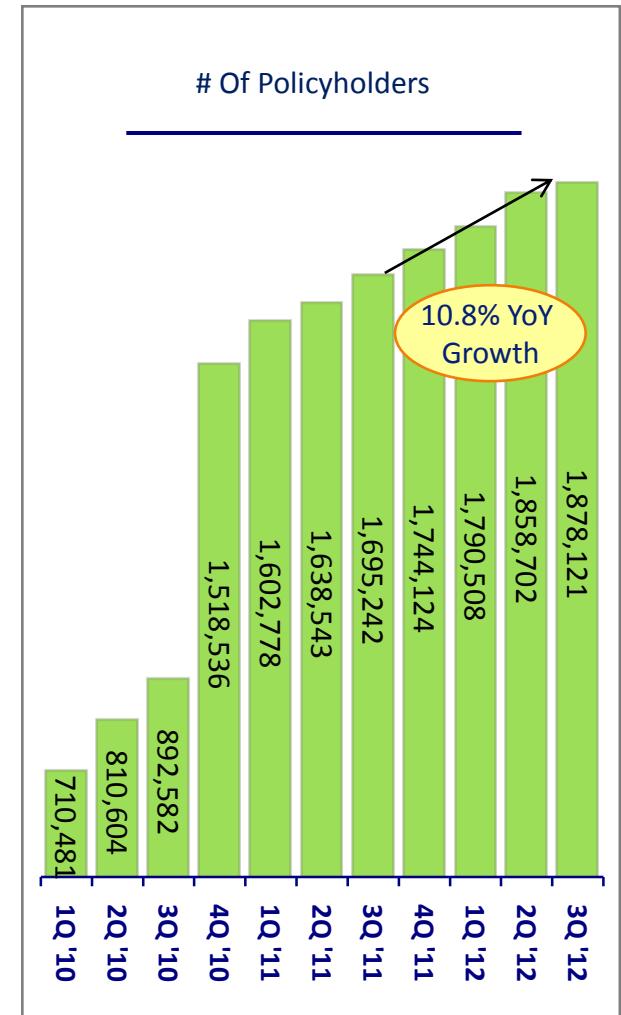
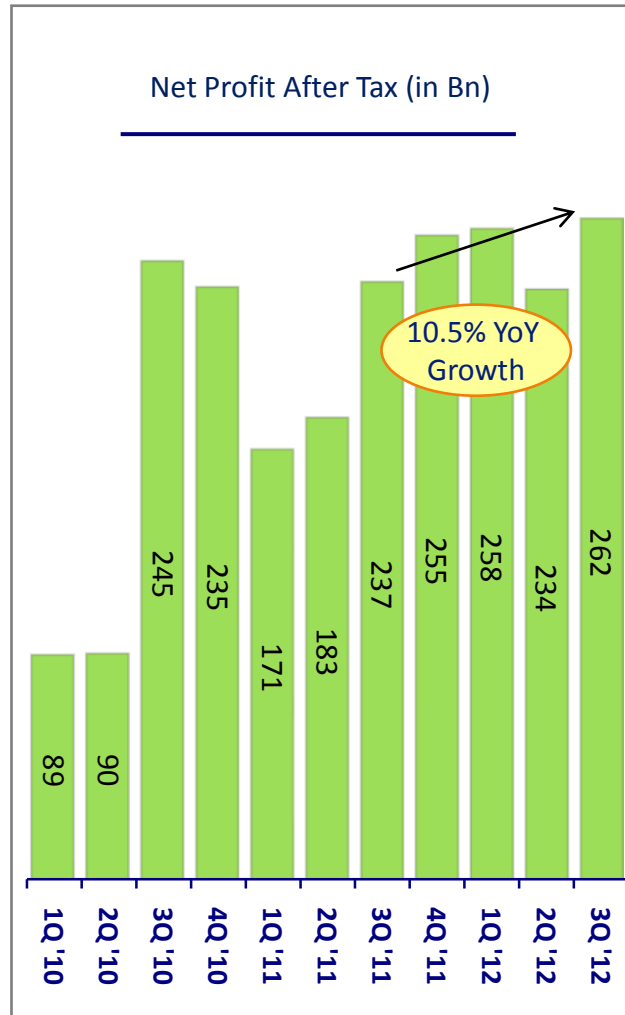
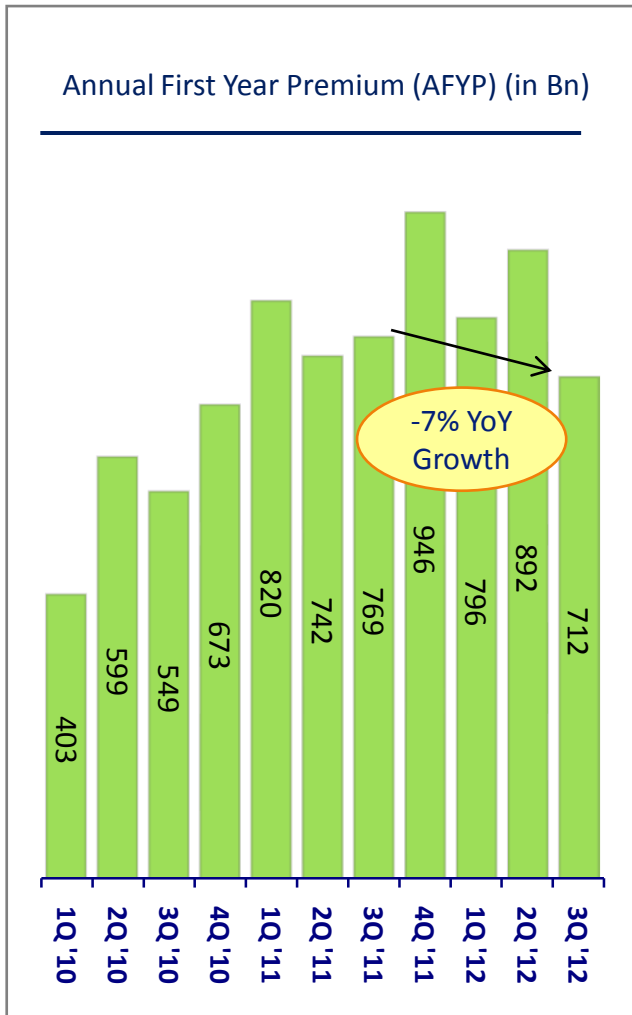
% downgrades and upgrades are quarterly % figures

Enhancing synergies & values from subsidiaries

Syariah Banking	Investment Banking	Insurance	Niche Banking	Multi-Finance
				
Total Assets Rp51.2 tn	Bond Trading Volume Rp49.3 tn	Total Assets Rp13.5 tn	Total Loans Rp625bn	Total Financing Rp5.8tn
Total Financing Rp41.8 tn	Equity & FI Underwriting Rp7.7 tn	Annual FYP Rp 2.4 tn	Net Interest Margin 10.32 %	Net Interest Margin 3.17%
Total Deposits Rp44.5 tn	Equity Trading Volume Rp47.4 tn	Fee Contribution Rp341.1 bn	ROA 2.07%	ROA 4.21%
ROE 25.22%	ROE* (4.7%)	ROE 78.18%	ROE 11.10%	ROE 24.28%
 <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 and customer throughout Indonesia to develop multi-finance segment, especially in vehicle-ownership financing.

* Loss of Rp52 Bn from the sale of Garuda shares

AXA Mandiri Financial Services Performances



As of Jun 30 (RpTn)	<u>2012</u>	<u>2011</u>
Appraisal Value	32.1	24.1

BMRI 2012 Targets

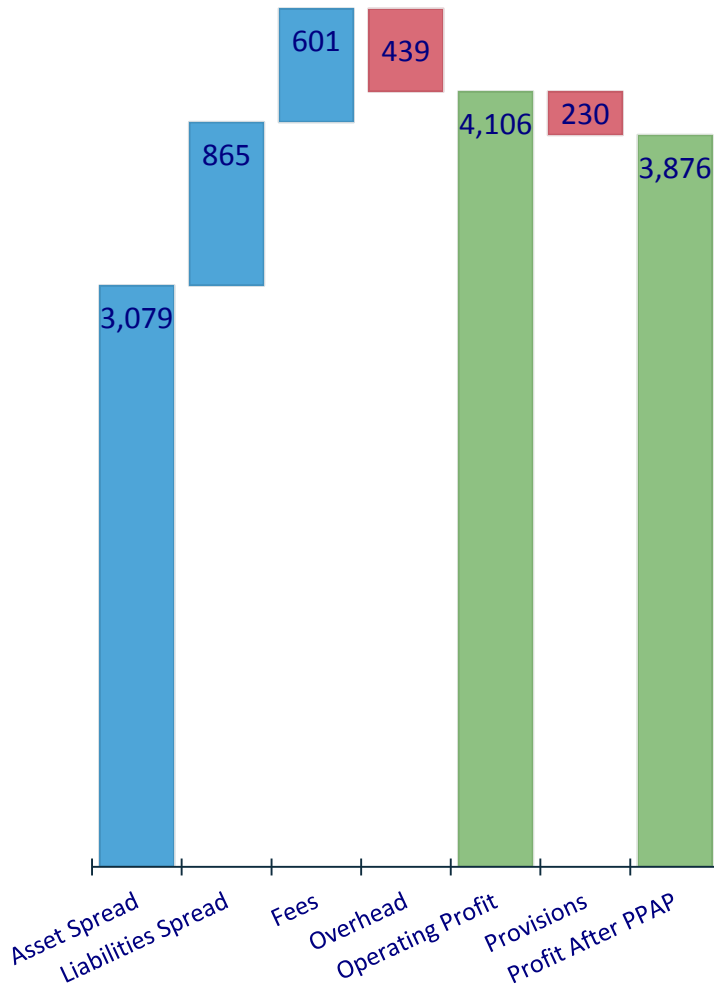
	Target 2012	9Mo Realization
Gross Loan Growth (YoY)	22% - 24%	22.8%
Low Cost Deposits (Consolidated)	> 300 Tn	271.6 Tn
Net Interest Margins	~ 5.20%	5.41%
Efficiency Ratio	~ 45%	43.3%
Gross NPLs	<3%	2.04%
Cost of Credit	~ 1 – 1.2%	1.2%
# of New ATMs	1,500	1,450
# of New EDCs	70,000	43,619
# of New Micro Outlets	300	256
# of New Branches	60	196

Operating Performance Highlights

Corporate + Institutional Banking: Contribution Margin increased on provision

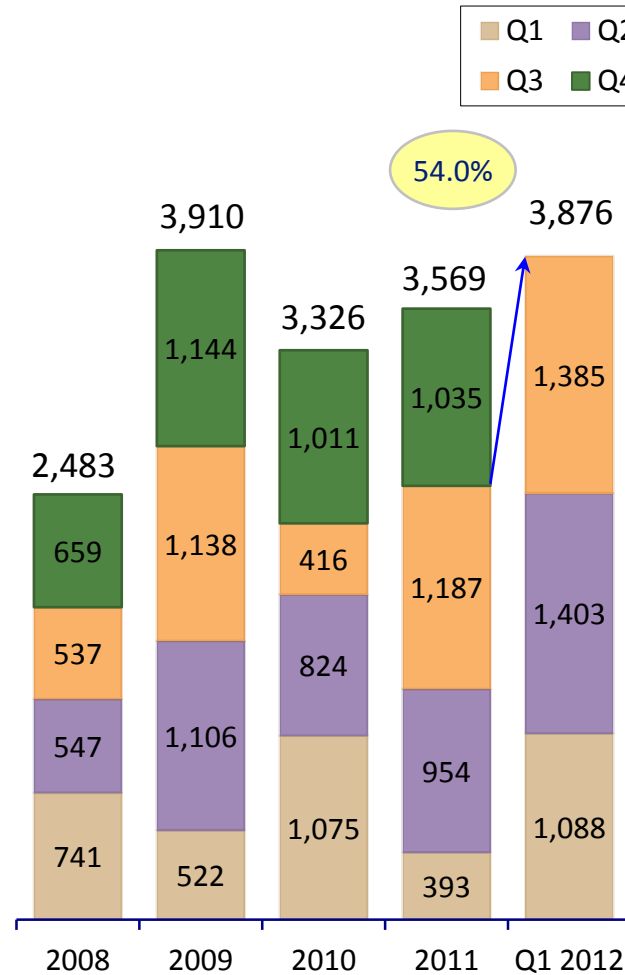
Performance to Date: 9M 2012

Rp bn



Contribution Margin (after PPAP)

Rp bn



Strategies for 2012

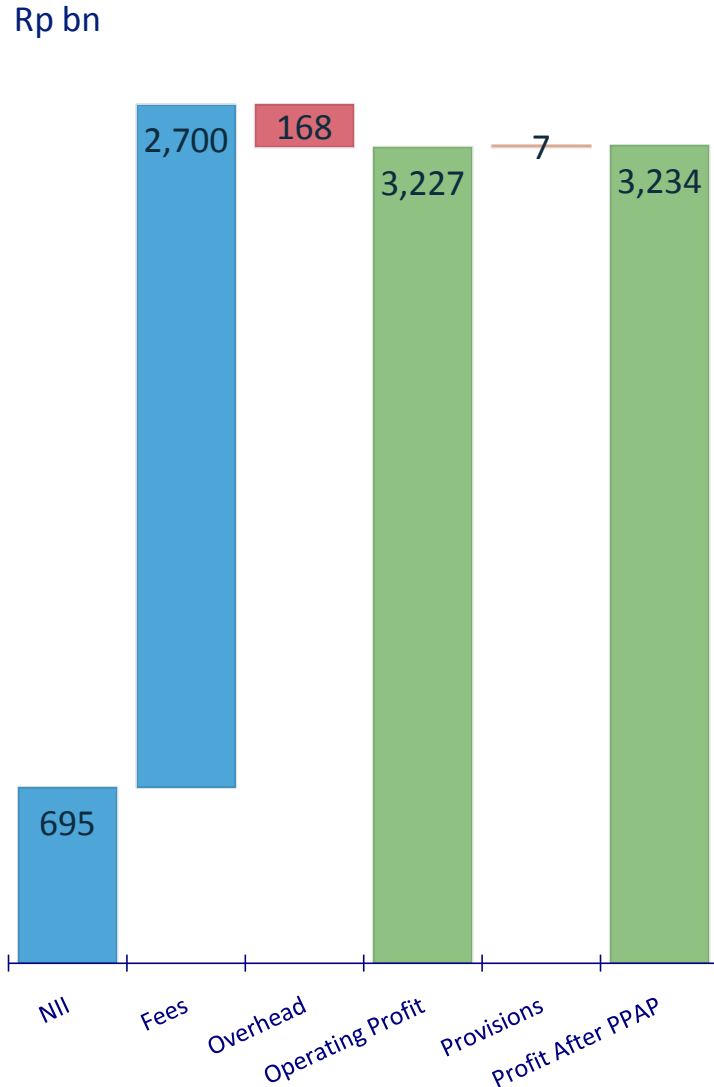
1. Implement The Account Plan for top Corporate Banking Customers to re-identify and have better understanding of the client's business needs. Improve the organizational alignment by implementation of the Client Coverage Concept to execute the Account Plan Strategy.
2. Strengthen business alliances with Mandiri Sekuritas by offering other external funding solutions to Corporate Banking client and vice versa.
3. Refocusing overseas branches business to Indonesian related companies which are located abroad and extent its business exposure by offering Wealth Management Products.

Mandiri Sekuritas' financial performance

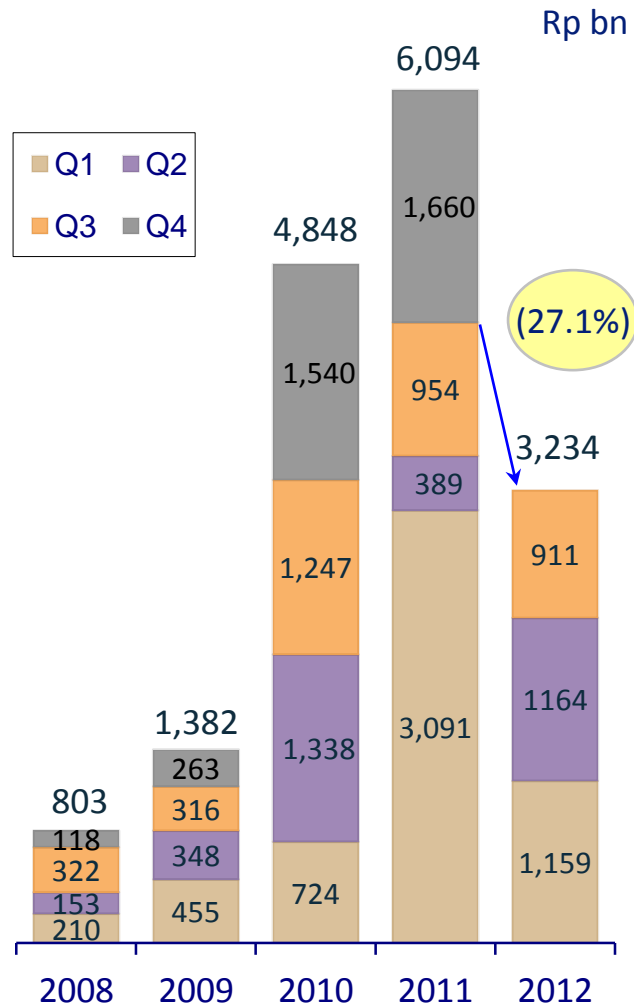
(Rp Bn)	Q3 2012	Q3 2011	Y-o-Y Δ (%)
Revenues	268	337	(20%)
• Investment Banking	49	127	(61%)
• Capital Market	154	150	3%
• Investment Mgt	65	60	8%
• Asset Recovery			
Operating Expenses	232	211	10%
Earnings After Tax	(29)	(58)	50%
Equity Transactions – bn	47,568	59,291	(23%)
SUN Transactions - bn	49,280	33,226	48%
Bonds Underwritten - bn	7,741	11,340	(32%)
ROA	(2.3%)	(0.6%)	(283%)
ROE	(4.7%)	(9.9%)	(53%)

Treasury, FI & SAM

Performance to Date: 9M 2012



Contribution Margin (after PPAP)



• 2010 – 2012 : Including collection from SAM and excluding International branches (except Cayman)

• 2011 Including collection from Garuda Indonesia (non recurring)

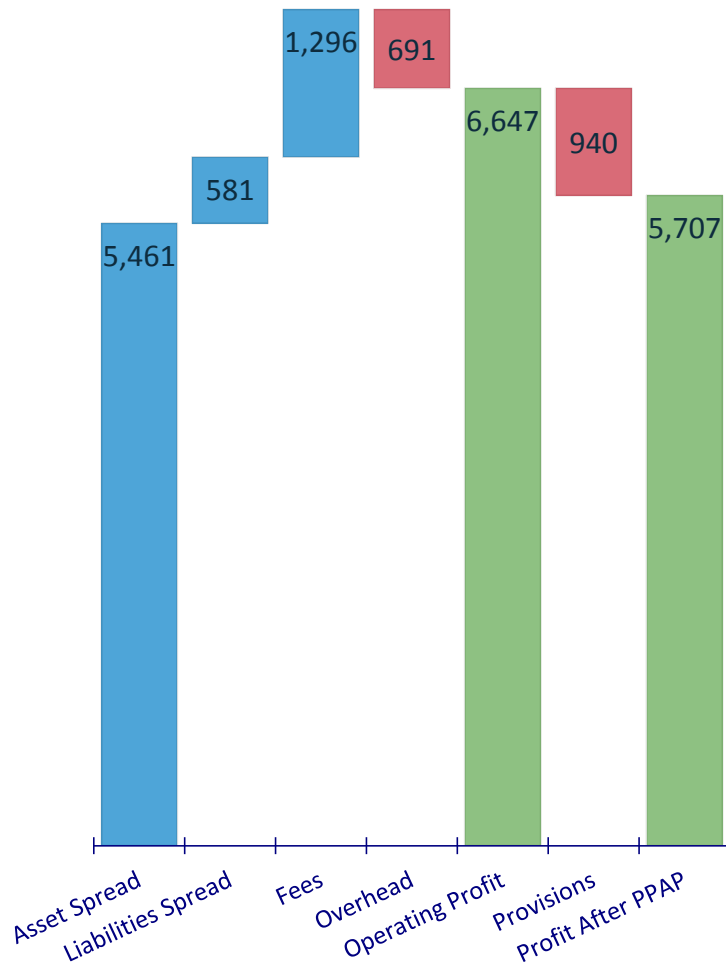
Strategies for 2012

1. Optimizing Online FX Dealing System, 99 Mandiri Money Changer and 91 Regional Treasury Marketing.
2. Enhancing Treasury core system.
3. Intensifying cooperation with correspondent banks.
4. Developing infrastructure to focus on remittance, trade and capital market businesses.
5. Maintaining NPL ratio by optimizing joint effort and early warning system (EWS).
6. Optimizing legal actions in collecting written off loans.
7. Developing procurement partnership for long term relationship.
8. Optimizing e-auction for procurement process.

Commercial Banking: Strong revenues from Assets

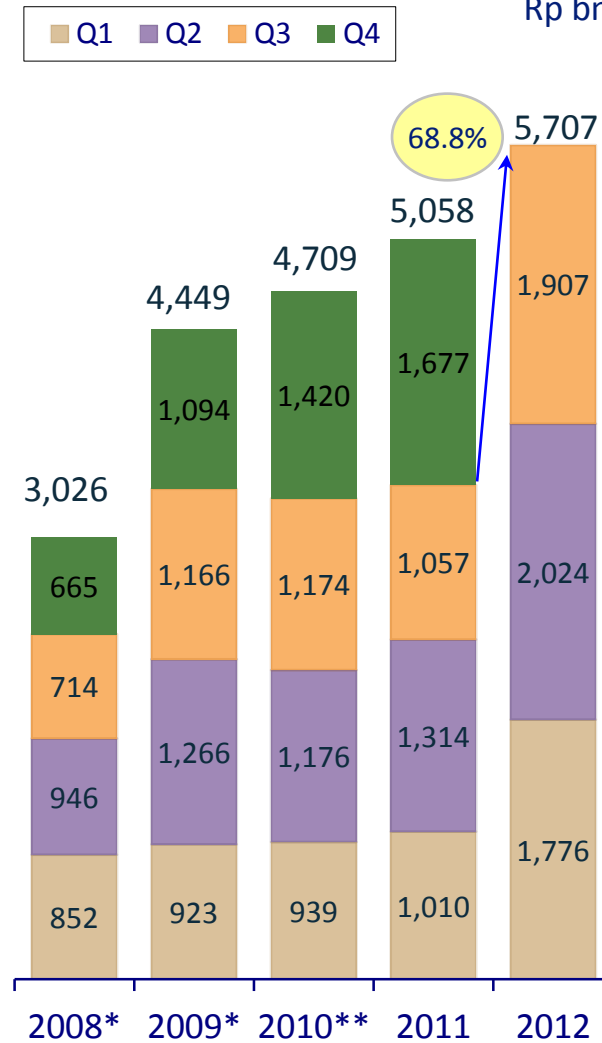
Performance to Date: 9M 2012

Rp bn



Contribution Margin (after PPAP)

Rp bn



* incl CM of Small Business & BSM**in June 2010 Decline due to PSAK50&55Implementation

Strategies for 2012

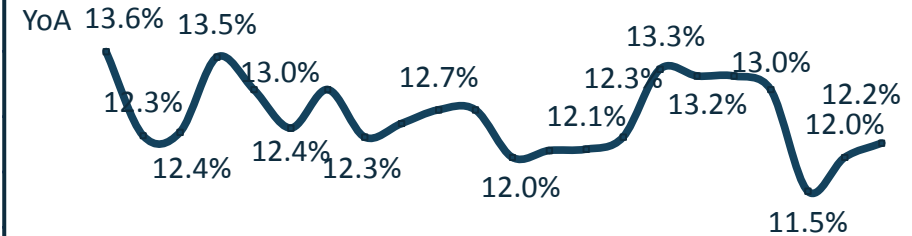
1. Supporting Bank Mandiri Wholesale Banking vision as an Integrated Wholesale Bank through sophisticated, customized and completed services can increase revenue especially through potential business like Wholesale Banking Deposit and Fee Income.
2. Increasing profit and market share through customer 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.

Strong growth from Bank Syariah Mandiri

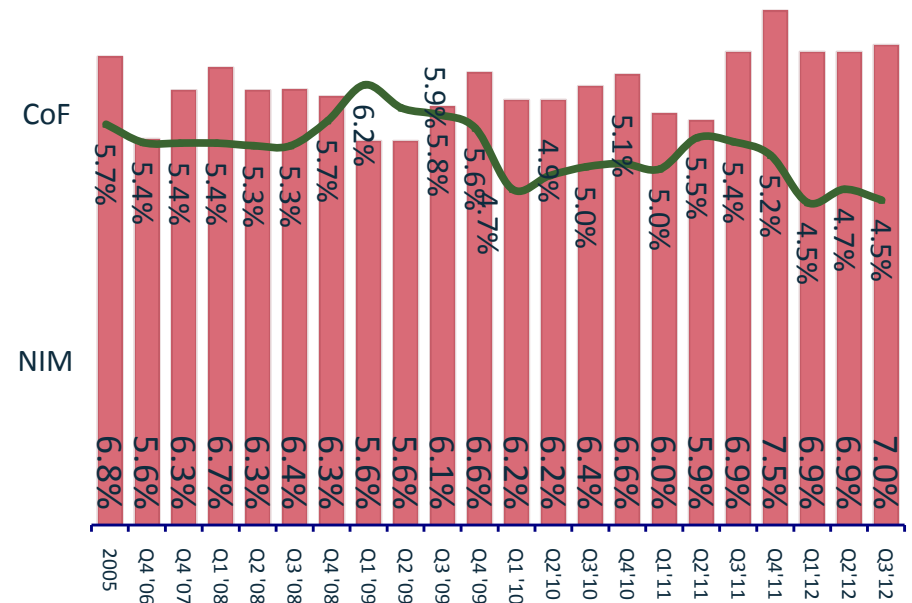
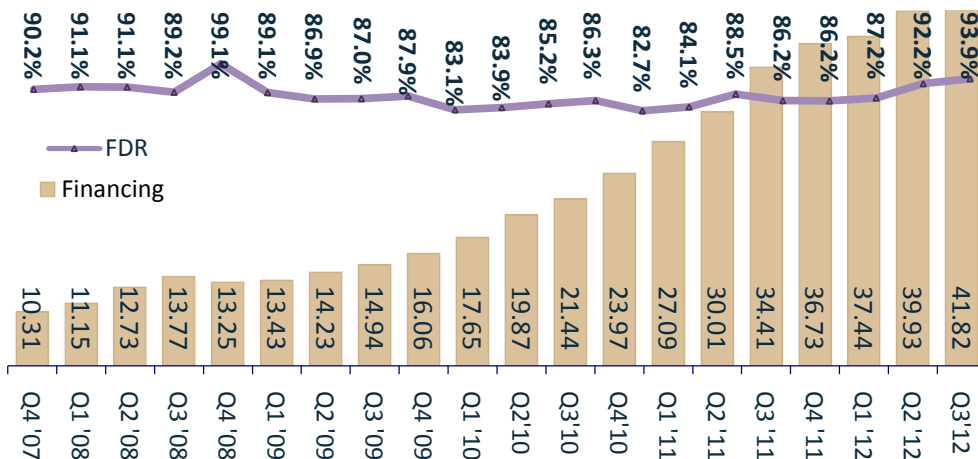
Financial Performance (Rp bn)

	FY '07	FY '08	FY '09	FY '10	FY'11	3Q'12
Financing	10,305	13,278	16,063	23,968	36,727	41,820
Deposits	11,106	14,899	19,338	28,998	42,618	44,536
Assets	12,888	17,066	22,037	32,481	48,672	51,204
EAT	114.64	196.42	290.94	418.52	551.07	594.42
Ratios:						
ROA	1.54%	1.83%	2.23%	2.21%	1.95%	2.22%
ROE	15.94%	21.34%	21.40%	25.05%	24.24%	25.22%
Net NPF	3.43%	2.37%	1.34%	1.29%	0.95%	1.55%

Net Interest Margin & Cost of Funds

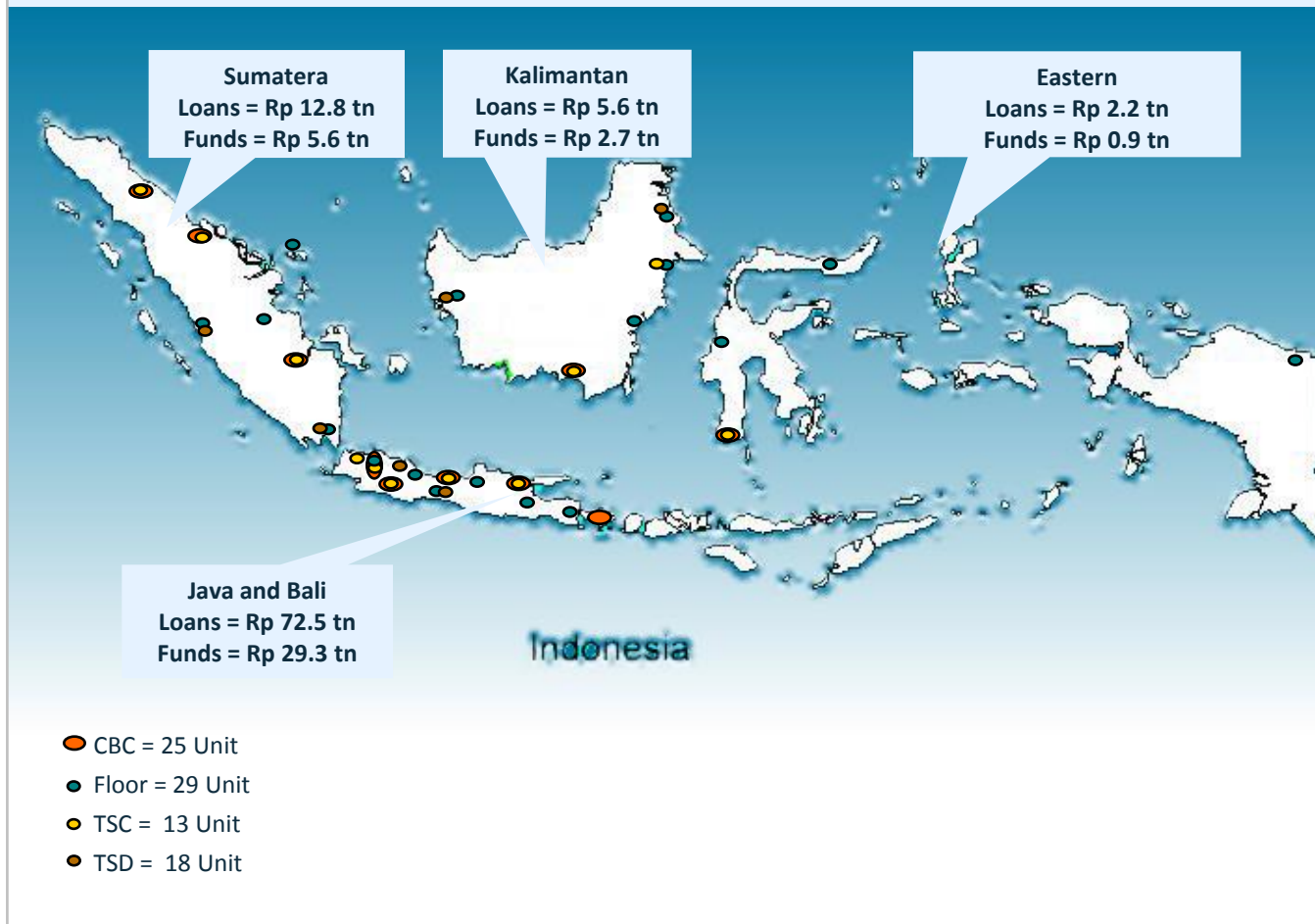


Syariah Financing (Rp tn)



Commercial Banking : Stronger Platform & Improved Distribution Capability

Expanding Scope of Distribution, 2012



Solid & Stable Source of Low Cost Funds

Rp Tn **

Product	Q3 2012	Q3 2011	Growth
Demand Deposit	23.91	22.29	7.27%
Rupiah	16.44	14.65	12.22%
FX	7.47	7.64	(2.23%)
Saving Deposit*	2.32	2.25	3.11%
Total Low Cost Fund	26.23	24.54	6.89%
Total Funding	38.92	37.94	2.58%

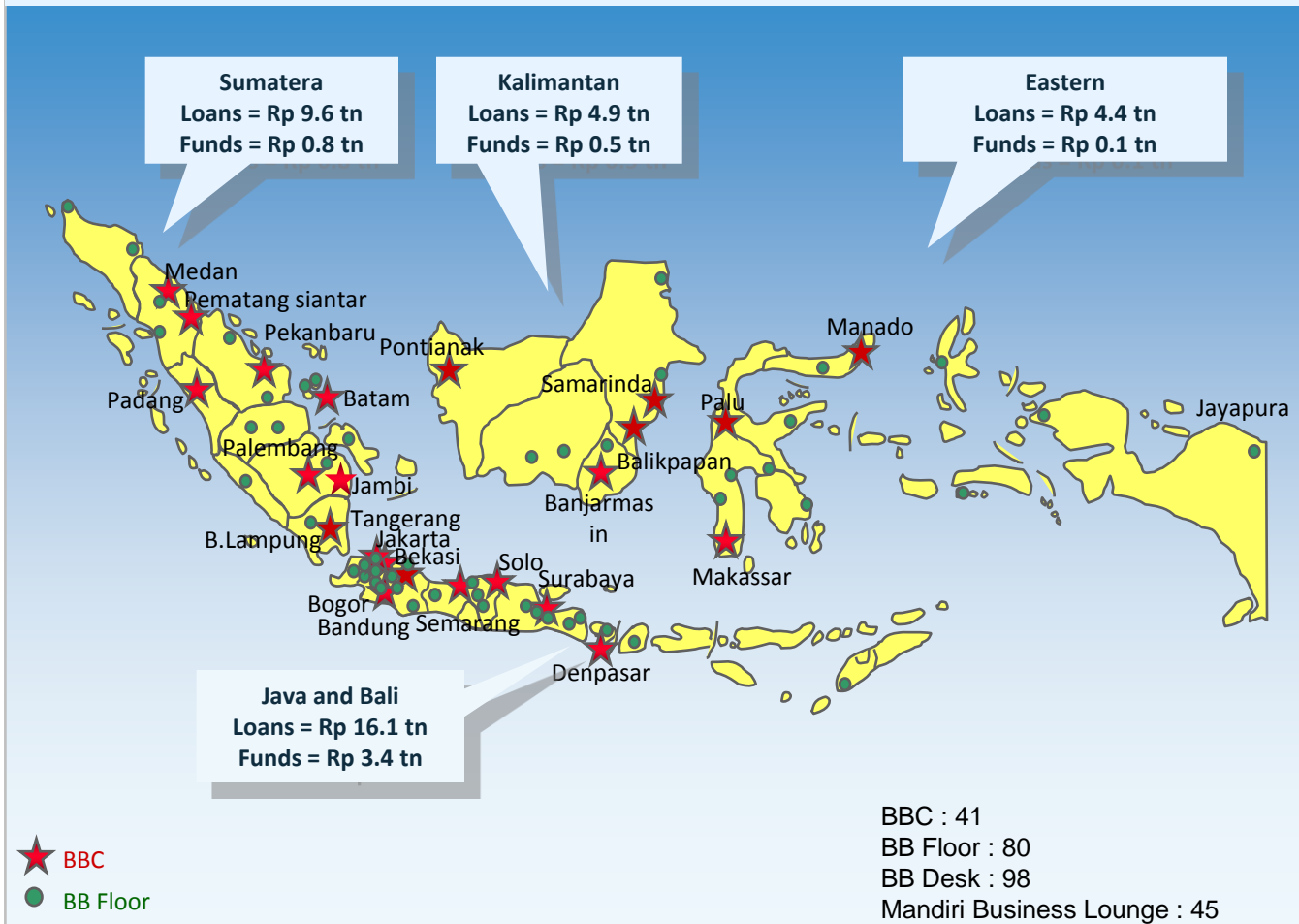
Low Cost Fund Ratio = 67.4%
Funding from Java & Bali = 76.0%
of total funding

* Business Savings Product

** excl. BB

Business Banking :

Expanding Scope of Distribution, 2012



Solid & Stable Source of Low Cost Funds

Product	Rp Tn**		
	Q3 2012	Q3 2011	Growth
Demand Deposit	3.08	2.49	23.69%
Saving Deposit*	0.99	0.66	50.00%
Total Low Cost Fund	4.08	3.15	29.52%
Total Funding	4.98	3.95	26.08%

Low Cost Fund Ratio = 81.9%
 Funding from Java & Bali = 69.8%
 of total funding

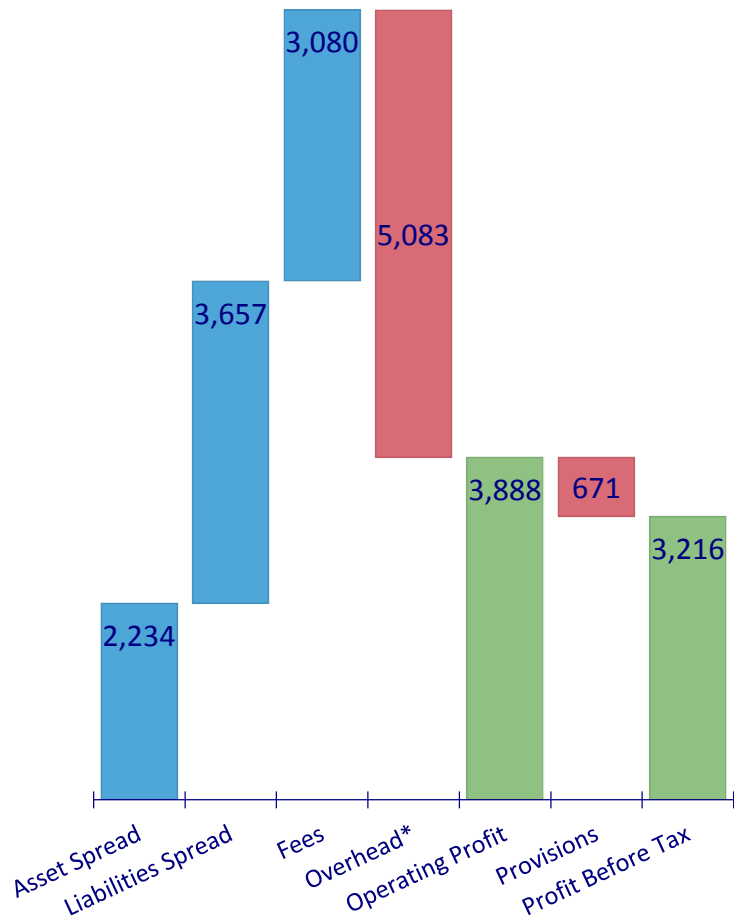
• Business Savings Product

** Exclude mirroring with MRB Directorate

Micro & Retail Banking: Rapidly growing our high margin business

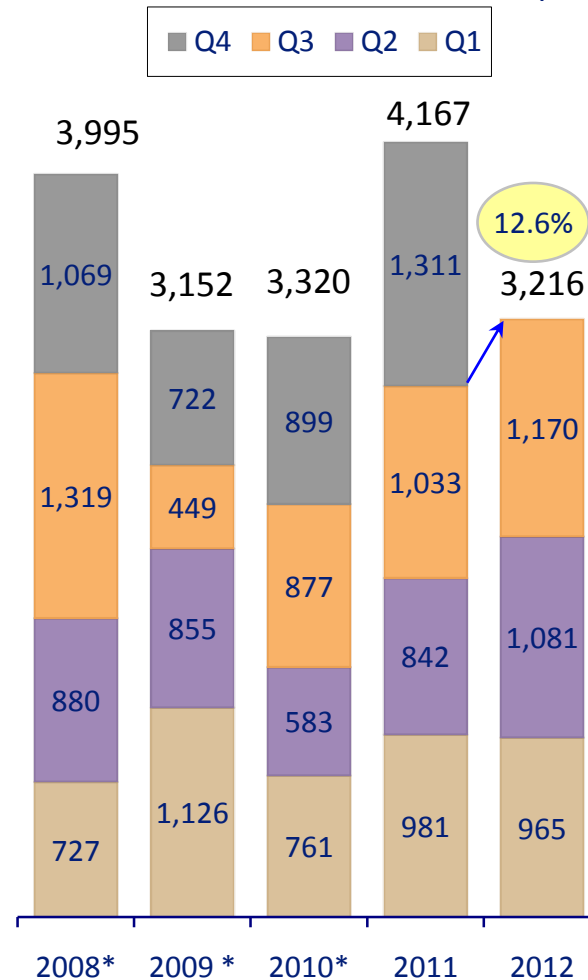
Performance to Date: 9M 2012

Rp bn



Contribution Margin (after PPAP)

Rp bn



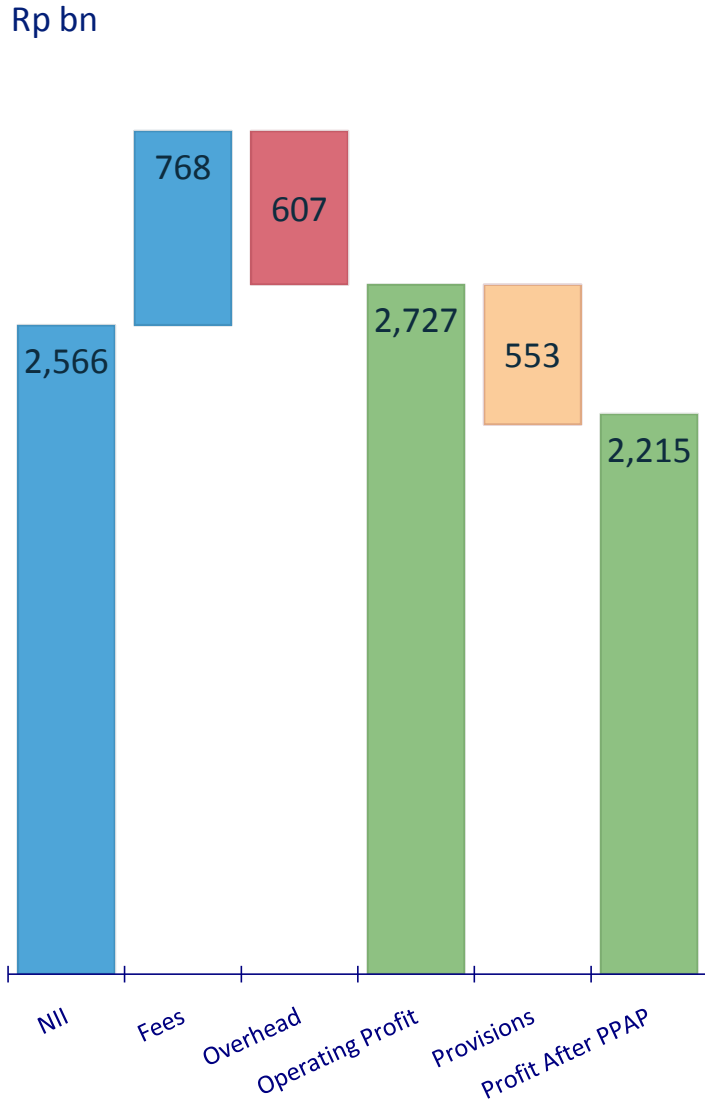
Strategies for 2012

1. Continue to develop retail payment solutions for top retail industry value chains and business clusters in order to increase low cost deposit and fee-based income
2. Develop customer education to further increase usage of new retail products (e.g., pre-paid) as well as e-channel transactions in order to increase customer's loyalty and balances.
3. Continue to develop integrated branding, marketing strategies and comprehensive distribution strategy (ATMs, Branches, EDCs located at optimal locations)

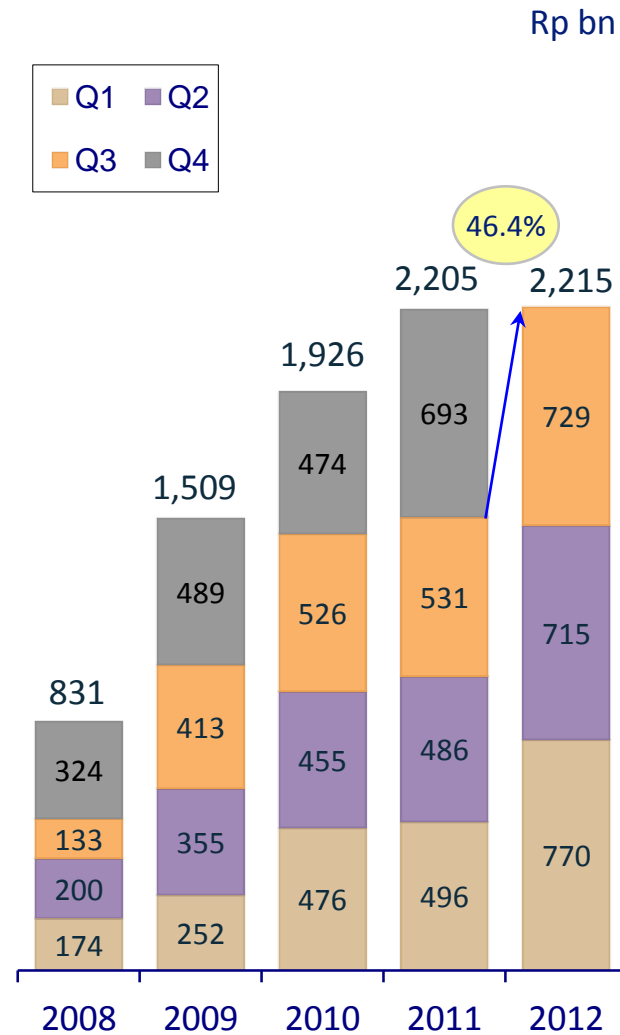
*Including Small Business

Consumer Finance: Significant growth in spread and fee income

Performance to Date: 9M 2012



Contribution Margin (after PPAP)

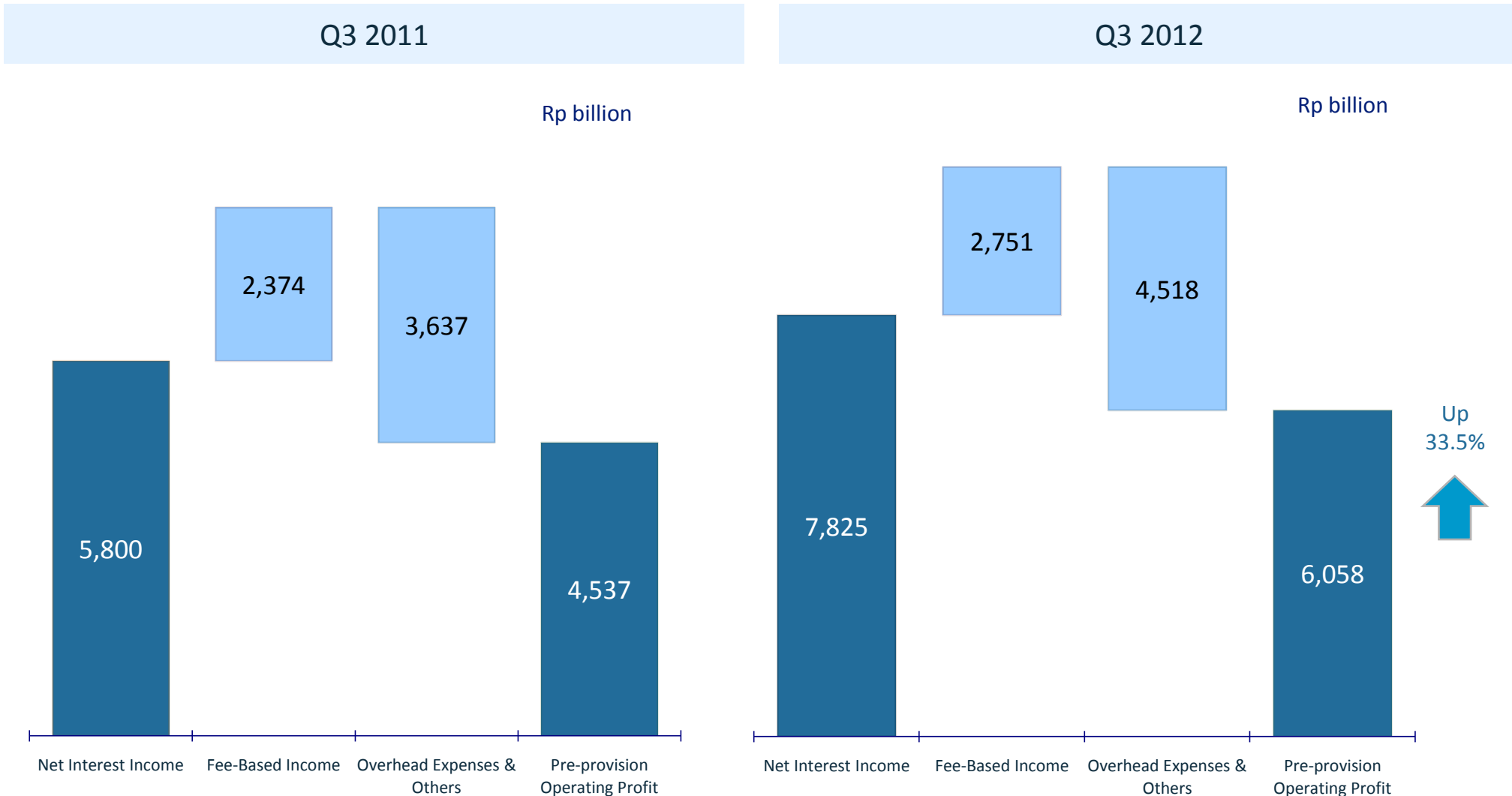


Strategies for 2012

1. Develop clear portfolio strategy, targeted to key customer segments
2. Differentiate acquisition strategy by markets
3. Increase existing cards productivity
4. Strengthen Consumer Loan organization structure to support the achievement of business target, internal portfolio growth and the increasing proportion of market share
5. Improving technology in credit process through Loan Factory project (shared with Cons Card, Small & Micro) to shorten credit turn around time
6. Increasing alliance with other BU to support the achievement of business target

Supporting Materials

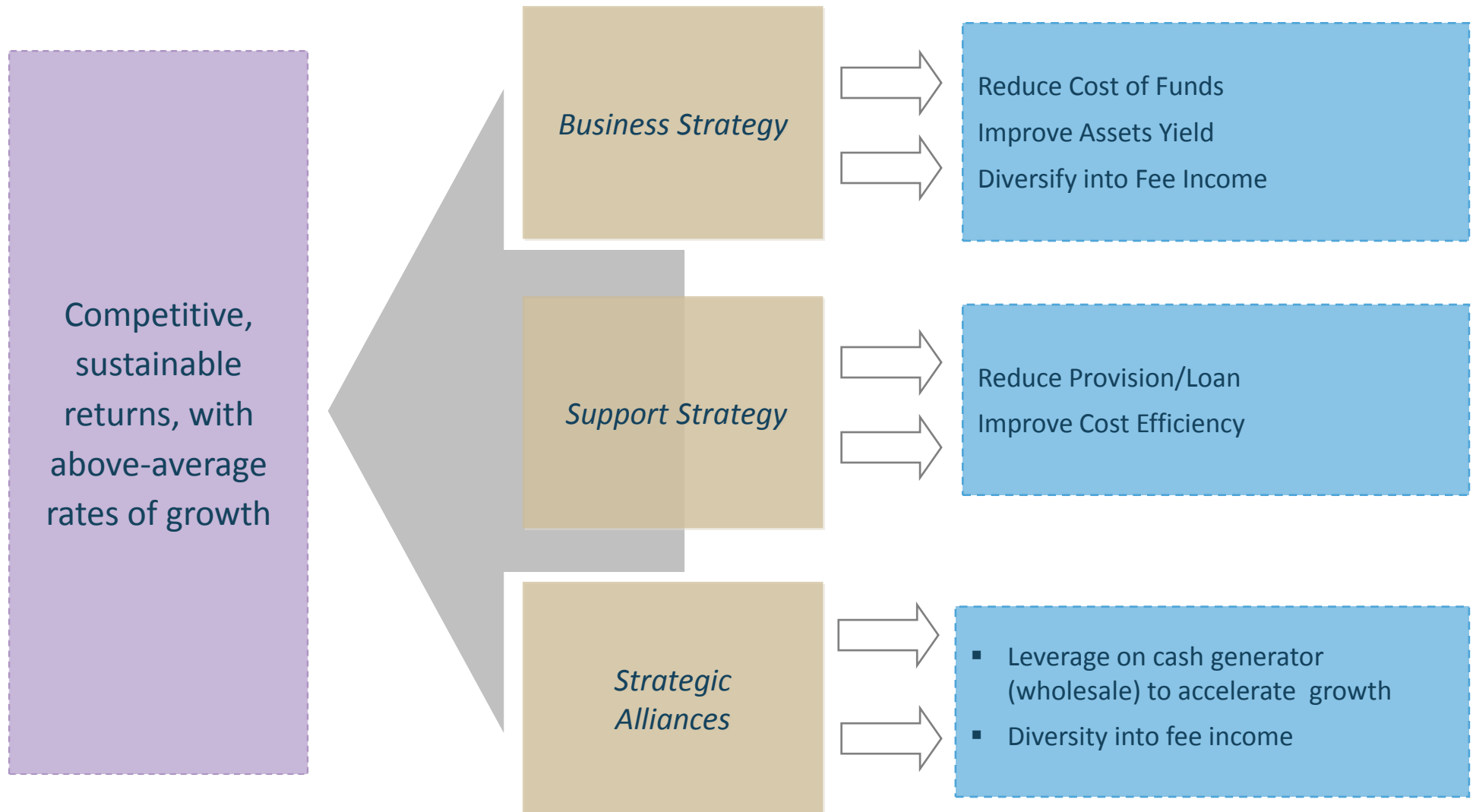
Q3 2012 operating profit increased by 33.5% from Q3 2011 on higher NII



Notes :

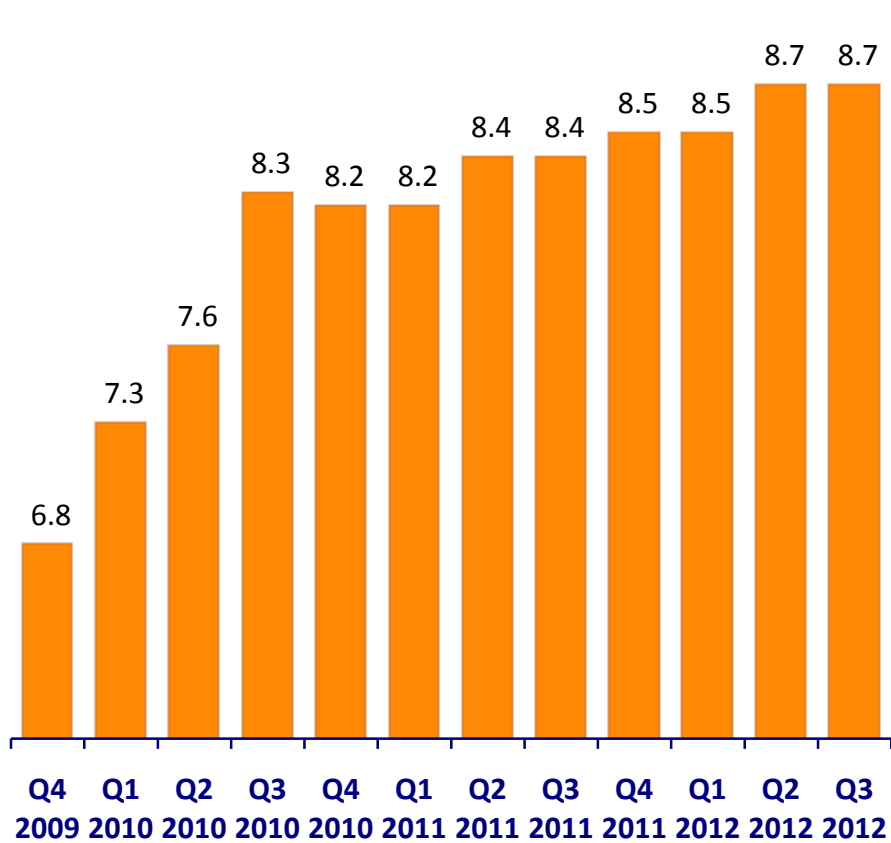
1. Fee based income excluding gain on sale & increasing value GB & securities
2. Overhead expenses + others excluding provisions

Committed to Improving Shareholder Value

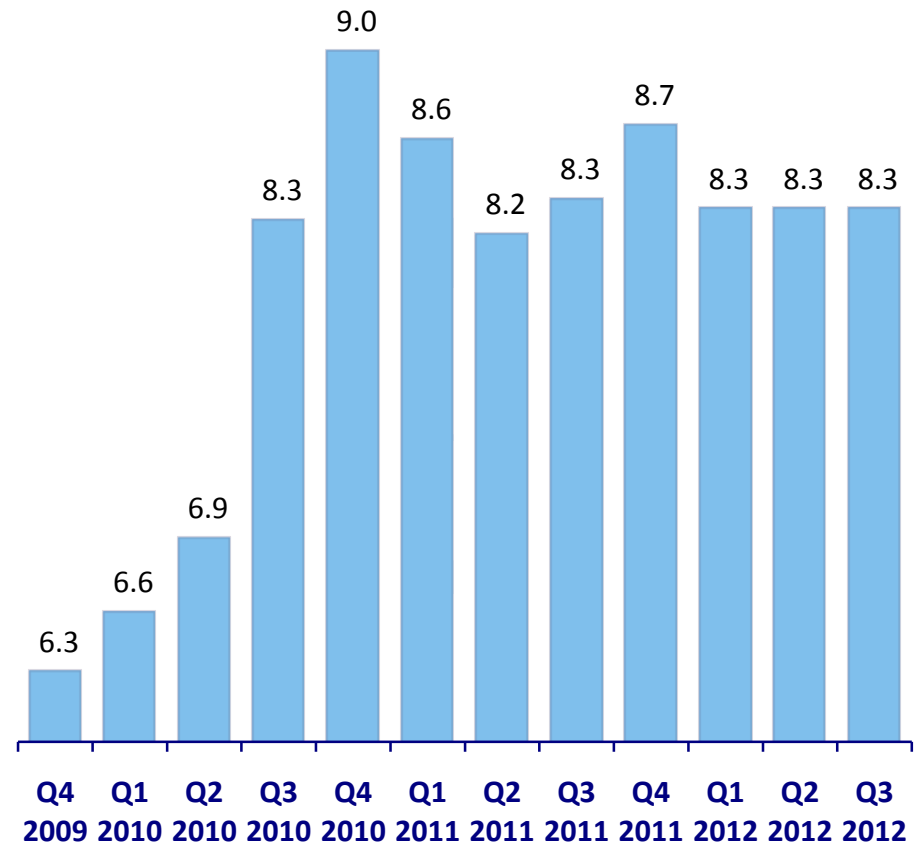


Product Holding for Commercial & Corporate

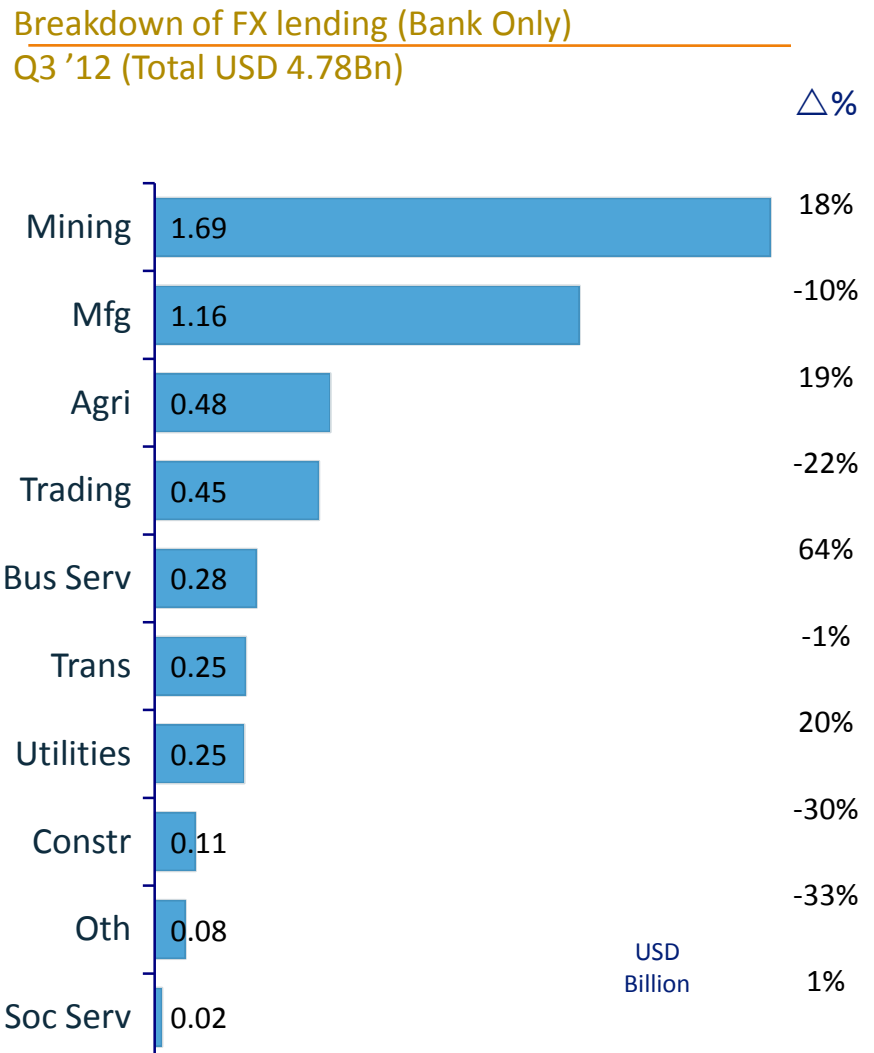
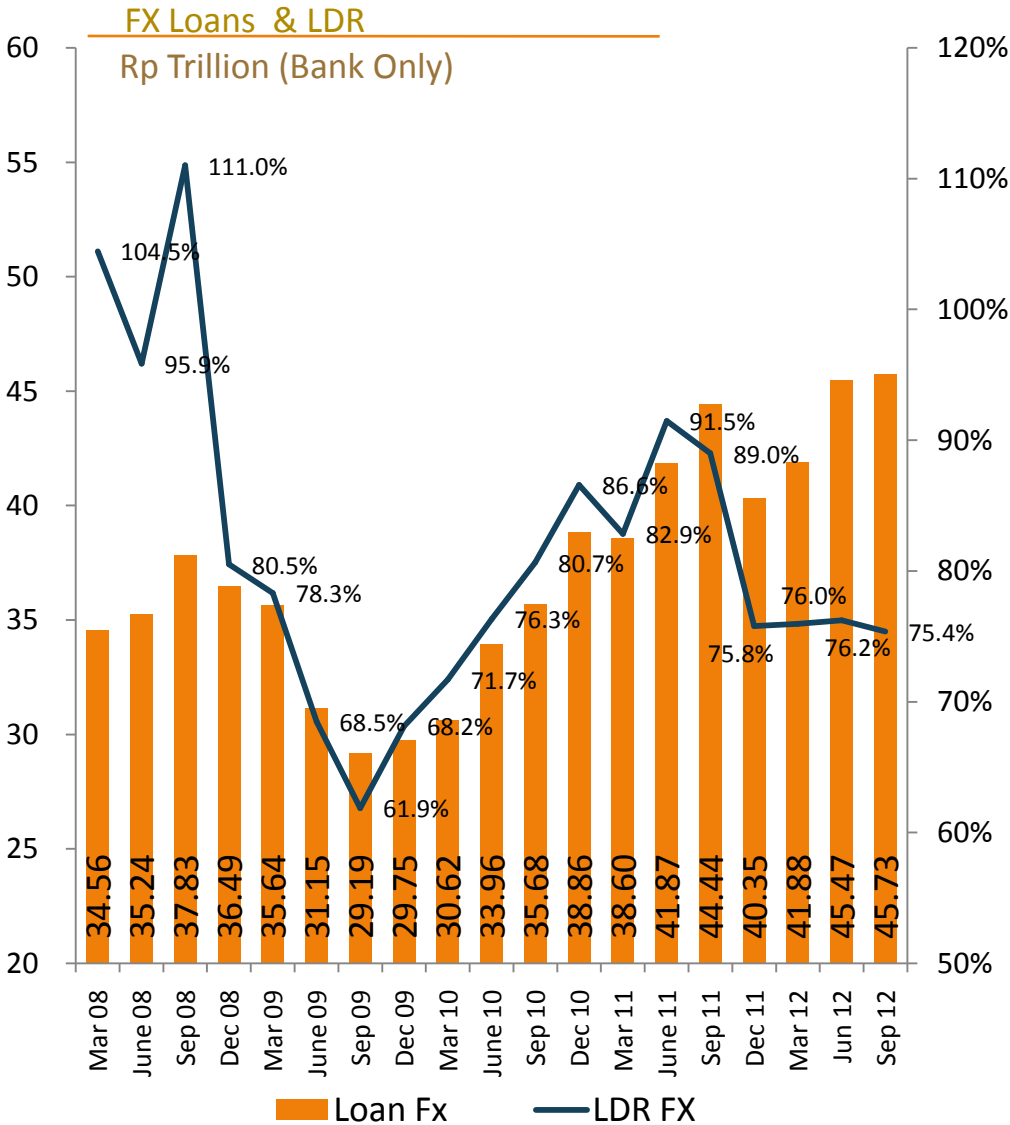
Product Holding Commercial



Product Holding Corporate

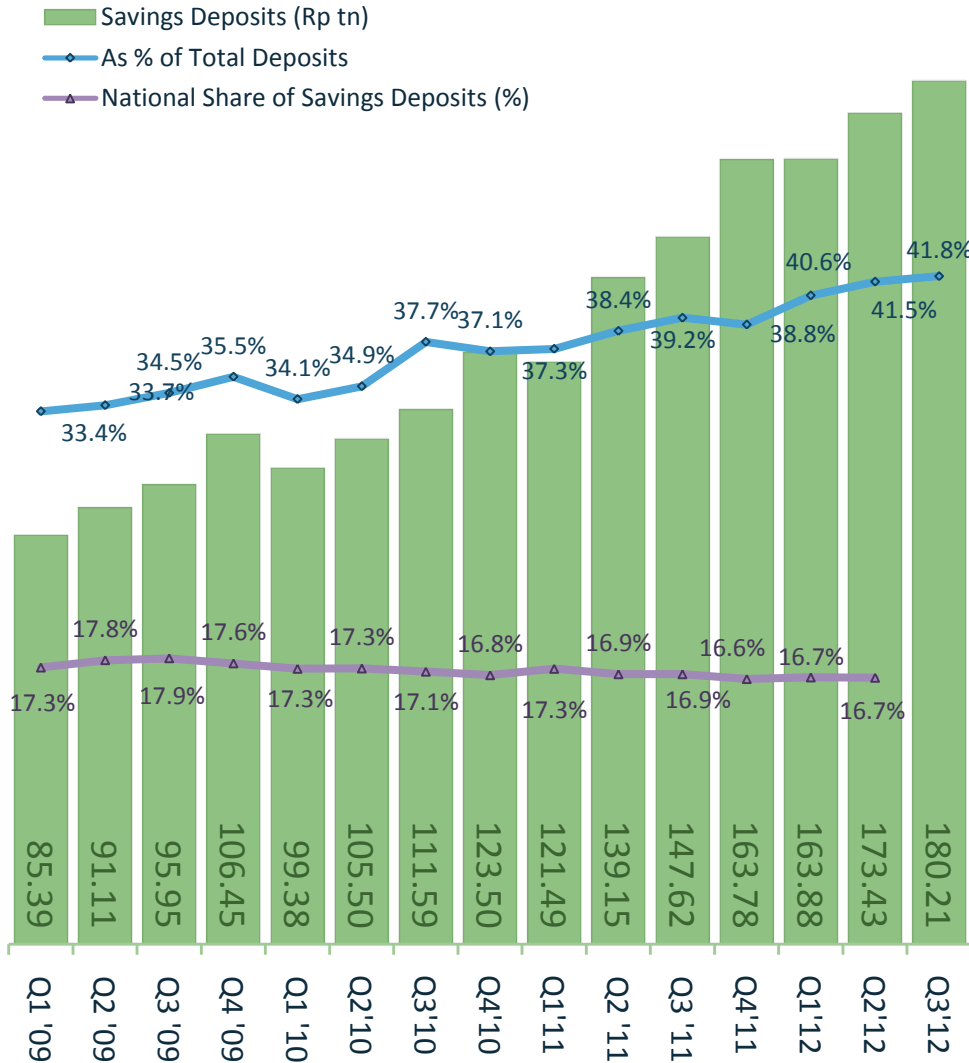


Prudent Management of FX Balance Sheet

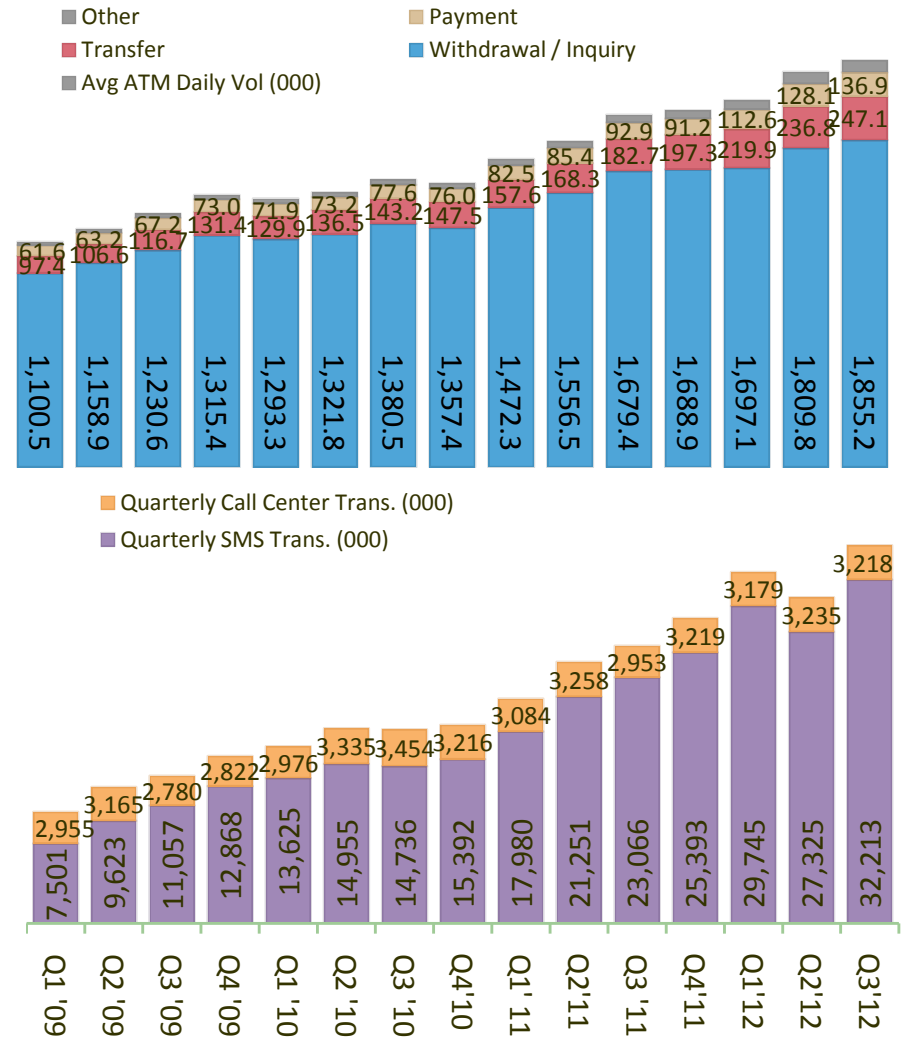


Building a strong savings deposit franchise...

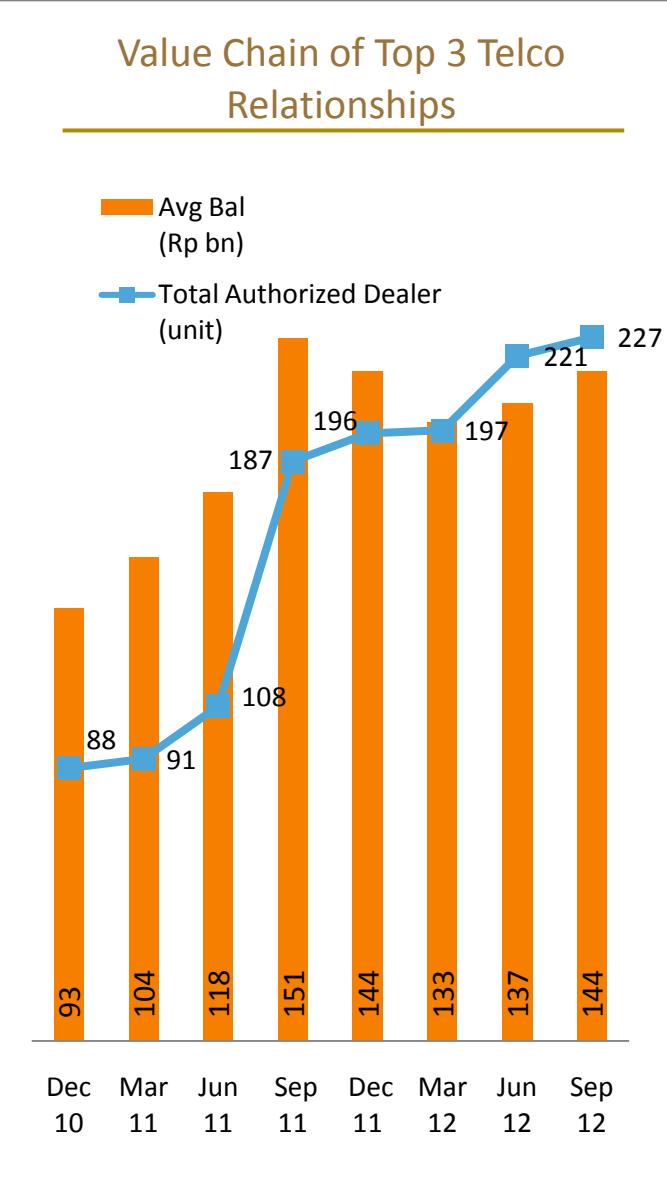
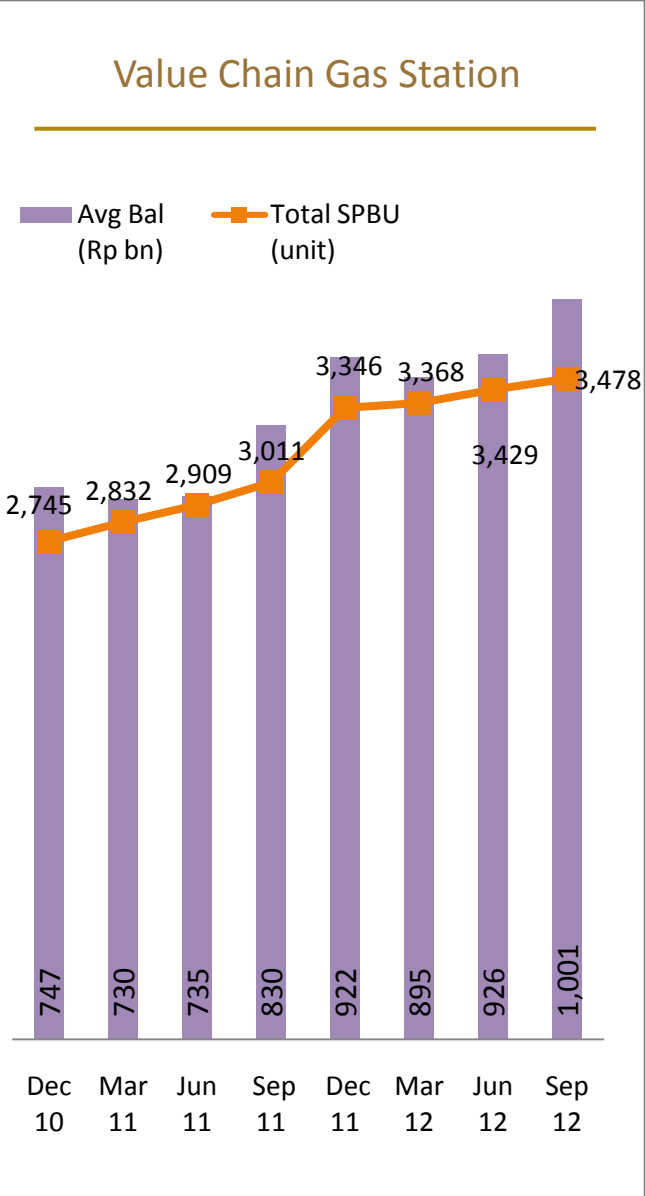
Savings Deposit Growth



Transaction channel growth



Retail Value Chain in Gas Station & Telco Industry



GRATIS* Pertamina dengan mandiri debit

mandiri call 14000 atau (021) 5299-7777

Terdepan, Terpercaya. Tumbuh bersama Anda.

mandiri debit

Dapatkan gratis 1 Liter Pertamina untuk setiap pembelian Pertamina/Pertamax Plus Rp 150.000,- (berlaku kelipatan) dengan mandiri debit di ratusan SPBU Pertamina se-Indonesia. Gunakan selalu mandiri debit untuk setiap transaksi Anda dan nikmati segala keuntungannya.

Periode program : 15 Desember 2011 - 15 Maret 2012
 Transaksi apapun, mandiri saja.
*Syarat & ketentuan berlaku

@mandirifiesta
 Mandiri Fiesta
www.bankmandiri.co.id

PERTAMINA

mandiri

Leveraging cash generator to accelerate high yield growth and deposit franchise

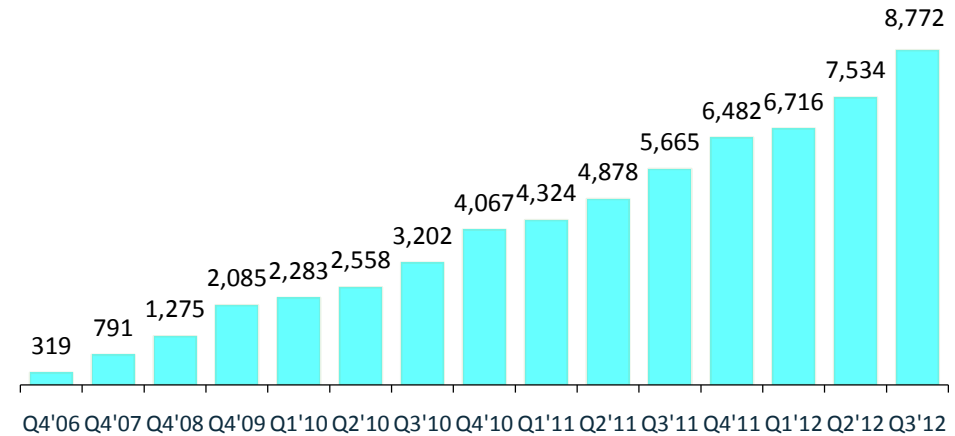
Co-Branding Prepaid Card Program



Consumer Loans from Alliance Program

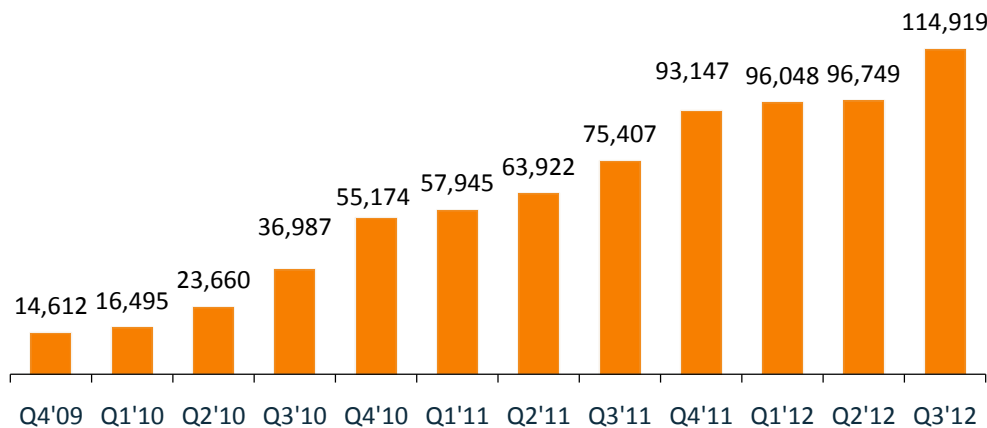
(10 top corporate clients)

Rp Billion



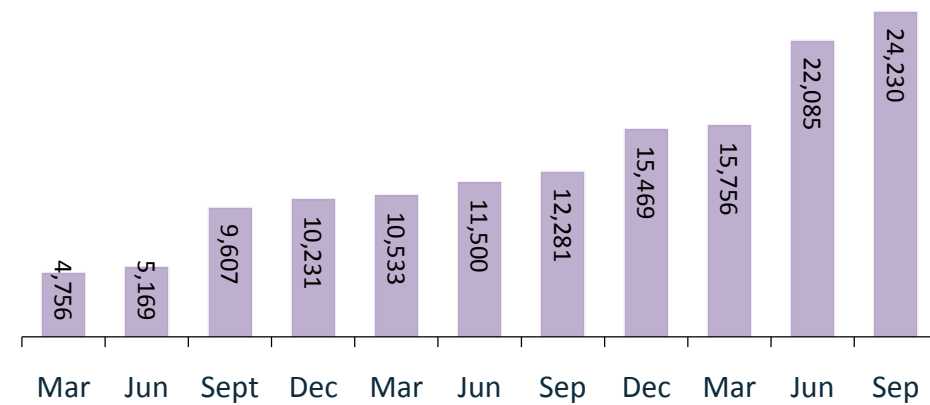
Corporate Card Holder from Alliance Program

(10 top corporate clients)



Total Payroll in 2010-2012(*)

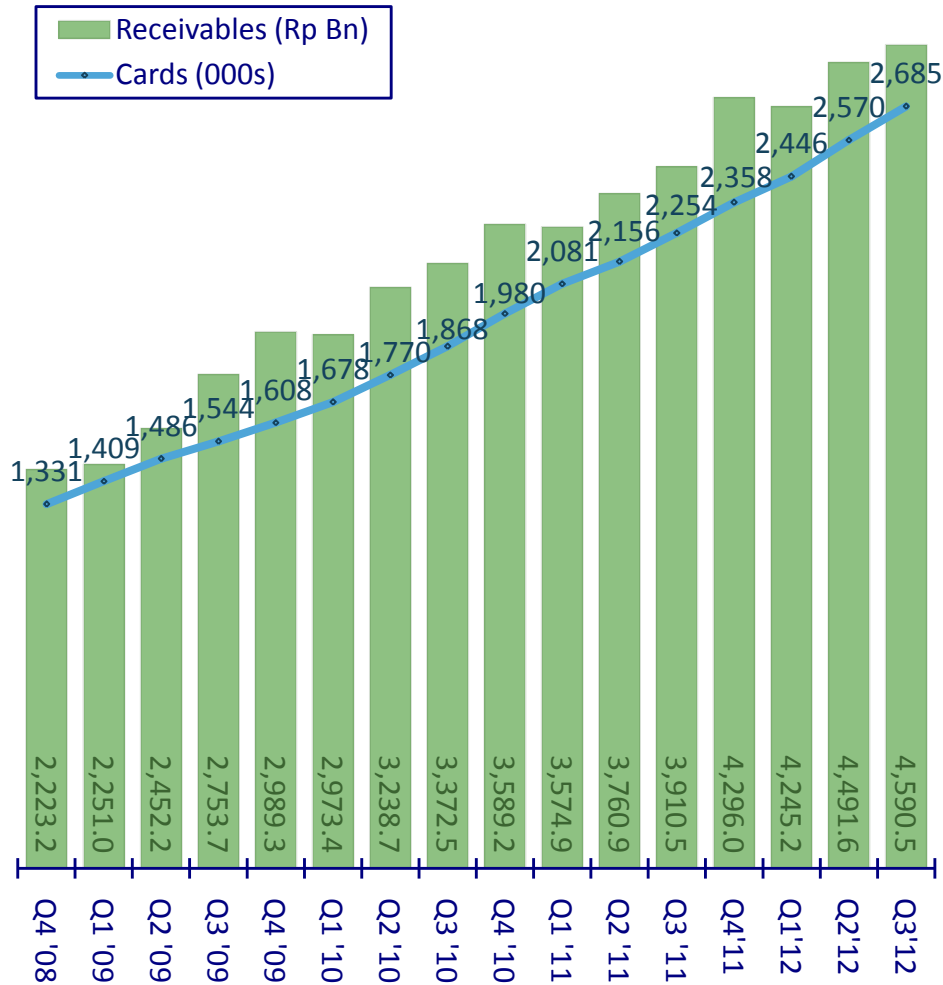
Rp Billion



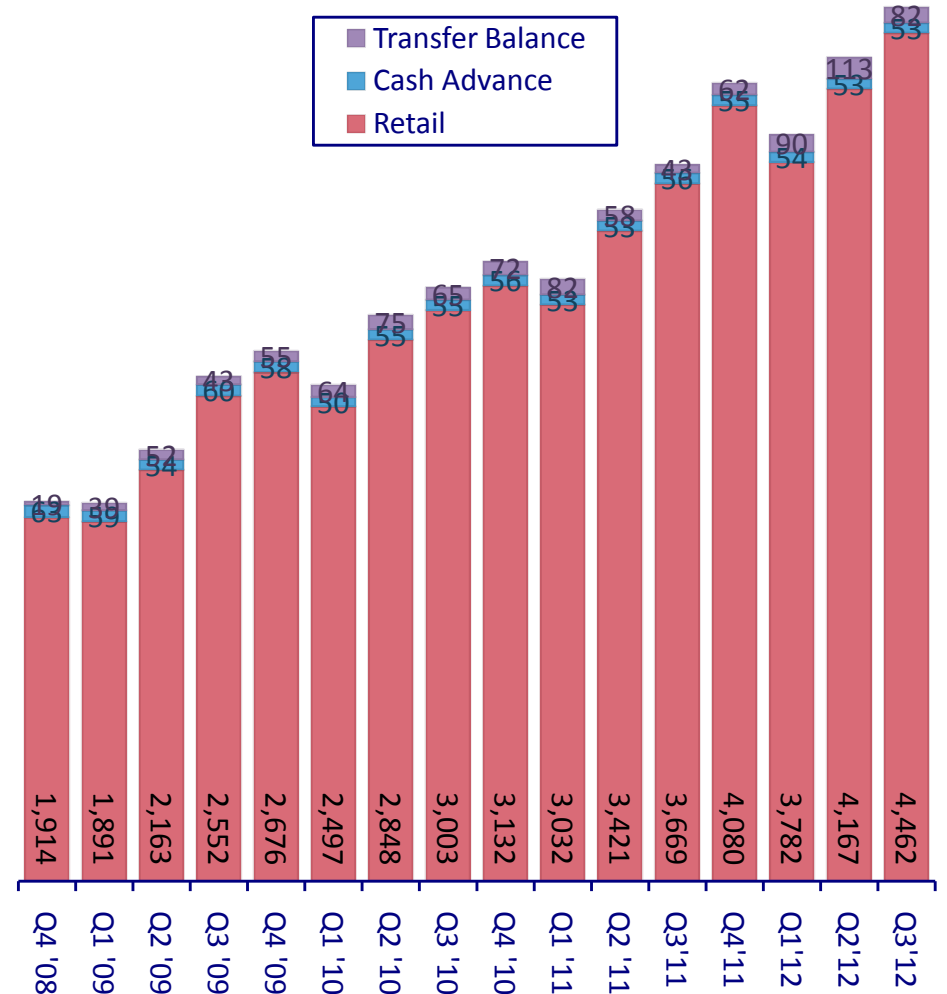
(*) Including all payments to the employees

2,685k Visa & Mastercards transacted Rp4.59tn in Q3 2012

Mandiri Visa & Mastercards and EOQ Receivables

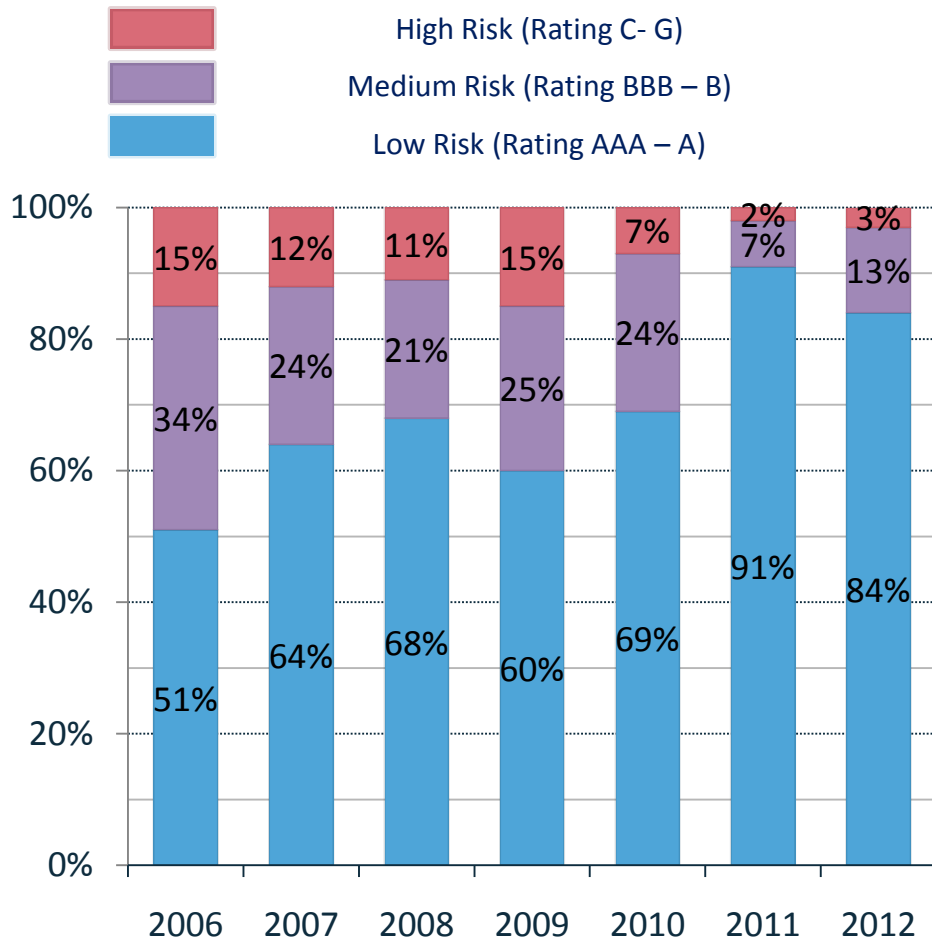


Total Card Quarterly Sales by Type of Transaction (Rp Bn)



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

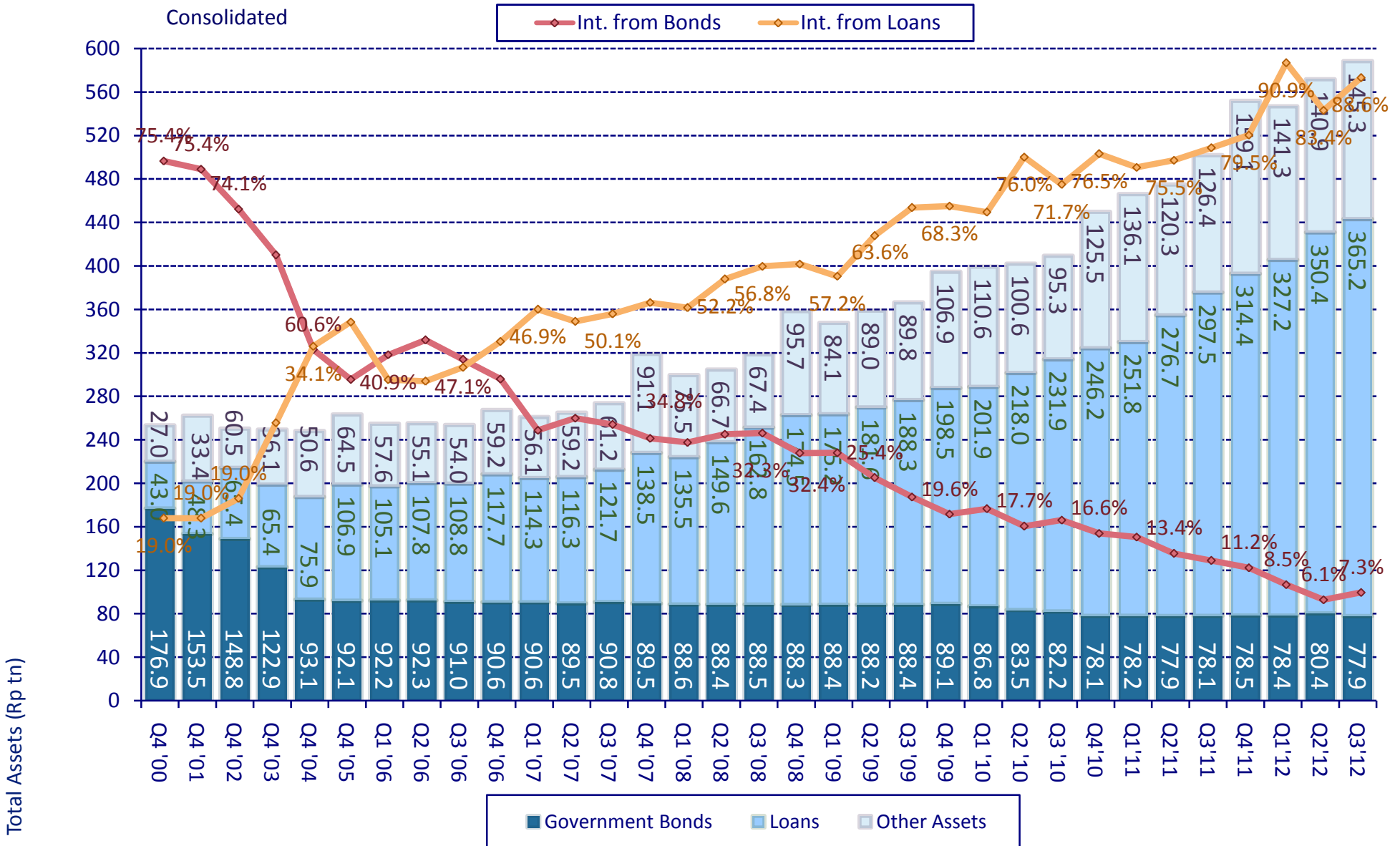
- ORM implementation in all unit, incl. overseas offices & subsidiary
- Bring Op. Risk top issues into Management
- Review Op. Risk on new procedures & new products

Key Quarterly Balance Sheet Items & Financial Ratios

IDR billion / % (Cons)	Q3 2012	FY'11	Q3 2011	Y-o-Y Δ (%)
Gross Loans	365,163	314,381	297,482	22.75%
Government Bonds	77,915	78,459	78,095	(0.23%)
Total Assets	588,406	551,892	501,945	17.23%
Customer Deposits	430,916	422,251	376,370	14.49%
Total Equity	71,295	62,654	59,764	19.29%
RoA - before tax (p.a.)	3.45%	3.38%	3.50%	
RoE – after tax (p.a.)	22.18%	21.98%	22.65%	
Cost to Income	43.26%	46.13%	40.77%	
NIM (p.a.)	5.41%	5.11%	5.14%	
LDR	84.37%	74.06%	78.66%	
Gross NPL / Total Loans	2.04%	2.21%	2.56%	
Provisions / NPLs	189.59%	174.17%	155.47%	
Tier 1 CAR *	16.13%	14.86%	15.49%	
CAR Under Basel III	-	17.17%	-	
Total CAR incl. Credit, Opr & Market Risk*	16.08%	15.13%	16.13%	
EPS (Rp)	476.55	529.33	393.11	21.23%
Book Value/Share (Rp)	3,056	2,708	2,561	19.29%

* Bank Only

Total Assets grew 17.2% Y-o-Y to Rp588.4 tn



Additional Factors

Written-off Loans

- Aggregate of Rp32.797 tn (US\$ 3,427 bn) in written-off loans as of end-of Sep 2012, with significant recoveries and write back 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)
 - Q1 '11: Rp0.468 tn (US\$53.8 mn)
 - Q2 '11: Rp0.446 tn (US\$51.9 mn)
 - Q3 '11 : Rp0.508 tn (US\$57.8 mn)
 - Q4 '11 : Rp0.78 tn (US\$86.1 mn)
 - Q1'12 : Rp1.647tn (US\$180.1mn)
 - Q2'12: Rp0.721tn (US\$76.8mn)
 - Q3'12: Rp0.489tn (US\$51.1mn)

* 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: Q3'11 – Q3'12

Summary BS	Q3'12	Q2 '12	Q1 '12	Q4'11	Q3 '11	Y-o-Y
	Rp (tn)	Rp (tn)	Rp (tn)	Rp (tn)	Rp (tn)	% Δ
Total Assets	588.41	571.76	546.85	551.89	501.95	17.2%
Cash	11.48	11.38	9.30	11.36	10.37	10.6%
Current Acc w/ BI & other banks	45.05	60.36	45.35	45.98	40.33	11.7%
Placement w/ BI & other banks	43.38	21.04	36.20	51.54	34.40	26.1%
Securities	10.98	7.59	9.16	12.25	13.17	(16.7%)
Government Bonds	77.92	80.43	78.40	78.46	78.10	(0.2%)
- Trading	1.76	1.21	1.21	1.41	0.98	80.7%
- AFS	52.77	55.84	53.82	53.67	53.75	(1.8%)
- HTM	23.39	23.38	23.37	23.38	23.38	0.1%
Loans	365.16	350.42	327.17	314.38	297.48	22.8%
- Performing Loans	357.66	343.08	319.82	307.37	289.81	23.4%
- Non-Performing Loans	7.50	7.34	16.05	7.01	7.67	(2.2%)
Allowances	(14.20)	(13.55)	(13.53)	(12.20)	(11.90)	19.3%
Loans – Net	350.96	336.87	313.64	302.21	285.58	22.9%
Total Deposits – Non Bank	430.92	418.22	403.53	422.25	376.37	14.5%
- Demand Deposits	91.44	87.00	80.49	92.62	73.43	24.5%
- Savings Deposits	180.21	173.43	163.88	163.78	147.62	22.1%
- Time Deposits	159.27	157.79	159.16	165.85	155.31	2.5%
Shareholders' Equity*	71.30	67.10	66.26	62.65	59.76	19.3%

* incl. Minority Interest

USD1 = Rp9,570.0

Summary Quarterly P&L Q3 2011 – Q3 2012

Summary P&L	Q3 2012		Q2 2012		Q3 2011		Y-o-Y	Q-o-Q
	Rp (Bn)	% of Av.Assets*	Rp (Bn)	% of Av.Assets*	Rp (Bn)	% of Av.Assets*	△ (%)	△ (%)
Interest Income	10,929	7.5%	10,284	7.2%	9,391	7.7%	13.2%	6.3%
Interest Expense	3,654	2.5%	3,599	2.5%	4,058	3.3%	(5.1%)	1.5%
Net Interest Income	7,275	5.0%	6,685	4.7%	5,333	4.4%	27.0%	8.8%
Net Premium Income	550	0.4%	571	0.4%	467	0.4%	26.6%	(3.7%)
Net Interest Income & Premium Income	7,825	5.4%	7,256	5.1%	5,800	4.7%	27.0%	7.9%
Other Non Interest Income								
*Other Fees and Commissions	1,773	1.2%	1,837	1.3%	1,591	1.3%	14.1%	(3.5%)
*Foreign Exchange Gains – Net	247	0.2%	405	0.3%	169	0.1%	79.5%	(39.1%)
*Gain from Incr in value of sec & sale of Gov.Bonds	82	0.1%	(134)	(0.1%)	34	0.0%	(15.7%)	n/a
*Others	731	0.5%	900	0.6%	614	0.5%	(30.6%)	(18.7%)
Total Non Interest Income	2,833	2.0%	3,008	2.1%	2,408	2.0%	0.0%	(5.8%)
Total Operating Income	10,658	7.3%	10,263	7.2%	8,209	6.7%	17.9%	3.8%
Provisions, Net	(996)	(0.7%)	(863)	(0.6%)	(661)	(0.5%)	0.1%	15.3%
Personnel Expense	(1,869)	(1.3%)	(1,939)	(1.4%)	(1,686)	(1.4%)	16.7%	(3.6%)
G&A Expenses	(2,071)	(1.4%)	(2,004)	(1.4%)	(1,611)	(1.3%)	27.2%	3.3%
Loss from decr in value of sec & Gov Bonds	15	0.0%	(15)	0.0%	(30)	0.0%	n/a	n/a
Other Expenses	(578)	(0.4%)	(545)	(0.4%)	(341)	(0.3%)	56.4%	6.1%
Total Expense	(4,503)	(3.1%)	(4,504)	(3.2%)	(3,667)	(3.0%)	24.0%	0.0%
Profit from Operations	5,160	3.6%	4,896	3.5%	3,881	3.2%	16.8%	5.4%
Non Operating Income	33	0.0%	25	0.0%	32	0.0%	108.4%	32.4%
Net Income Before Tax	5,193	3.6%	4,921	3.5%	3,913	3.2%	17.6%	5.5%
Net Income After Tax	3,973	2.7%	3,744	2.6%	2,850	2.3%	21.2%	6.1%

* % of Average Assets on an annualized basis

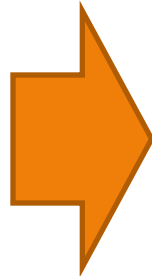
Three Options to Pursue in Recap Bonds Resolution

Bank Indonesia



- BI will gradually replace their use of SBI for market operations with SUN
- BI could buy the Recap bonds gradually and this includes potential purchases of SUN VR

Ministry of Finance



- The Ministry of Finance will consider to buyback the SUN VR
- Potential for debt switching with a different tenor of fixed rate bonds.

Market Sale



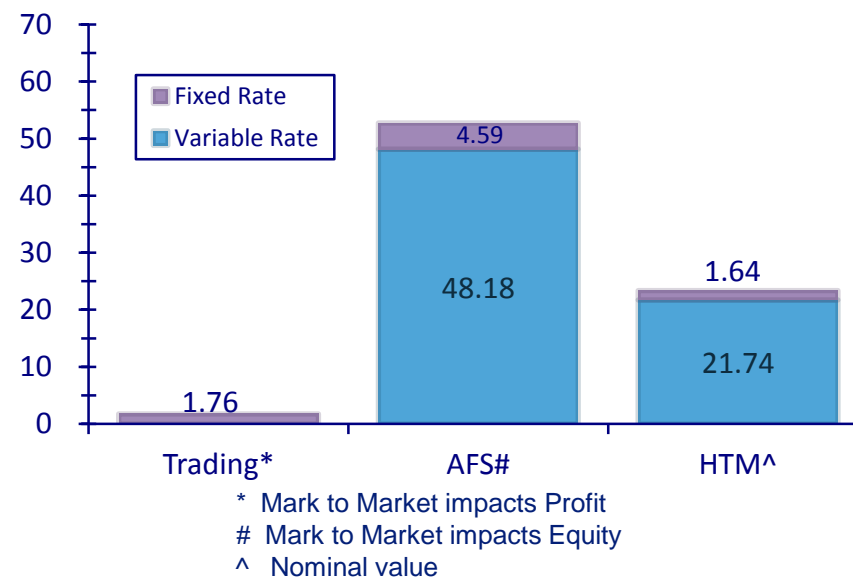
- Bundle the recap bonds with assets creating an asset backed security and sell it to the market.
- Sell the bonds, borrowing FX and use the liquidity to increase lending.

Limited Impact on Government Bonds

Gov't Bond Portfolio by Type and Maturity (Rp77,915bn)

Maturity/ Rp bn	Trading Portfolio		Available for Sale		Held to Maturity
	Nominal	MTM	Nominal	MTM	
Fixed Rate Bonds					
< 1 year	572	564	-	-	97
1 - 5 year	355	379	-	-	1,357
5 - 10 year	152	185	1,780	1,880	79
> 10 year	551	635	2,560	2,709	111
Sub Total	1,630	1,763	4,340	4,589	1,644
Variable Rate Bonds					
< 1 year	-	-	-	-	-
1 - 5 year	-	-	2,103	2,089	20,599
5 - 10 year	-	-	49,638	46,086	1,145
> 10 year	-	-	-	-	-
Sub Total	-	-	48,741	48,175	21,744
Total	1,630	1,763	53,081	52,764	23,388

Bonds by Rate Type & Portfolio as of Sept 2012 (Rp bn)



Q3 '12 Gov't Bond Gains/(Losses) (Rp bn)

	Q4 '11	Q1'12	Q2'12	Q3'12
Realized Gains/Losses on Bonds	(51.43)	52.54	(68.86)	80.39
Unrealized Gains/Losses on Bonds	31.78	19.39	(22.19)	12.77
Total	(19.66)	71.93	(91.05)	93.16

Ex-Recap Bond Portfolio, 30 Sep'12 – 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	110.52	-	-	291	
Sub Total				-	-	291		-	-	291	
Variable Rate											
1	VR0019	25-Dec-14	4.02%		1,900,000	1,114,300	99.38	-	1,888,163	1,114,300	
2	VR0020	25-Apr-15	3.99%		-	391,029	99.30	-	-	391,029	
3	VR0021	25-Nov-15	4.05%		100,000	690	99.21	-	99,209	690	
4	VR0022	25-Mar-16	4.02%		92,844	6,796,813	99.16	-	92,063	6,796,813	
5	VR0023	25-Oct-16	3.99%		9,738	4,086,068	99.07	-	9,648	4,086,068	
6	VR0024	25-Feb-17	4.05%		-	8,210,550	99.04	-	-	8,210,550	
7	VR0025	25-Sep-17	4.02%		65,402	1,145,148	98.98	-	64,737	1,145,148	
8	VR0026	25-Jan-18	3.99%		3,475,267	-	98.94	-	3,438,499	-	
9	VR0027	25-Jul-18	3.99%		3,475,267	-	98.90	-	3,437,004	-	
10	VR0028	25-Aug-18	4.05%		5,171,695	-	98.90	-	5,114,858	-	
11	VR0029	25-Aug-19	4.05%		8,819,688	-	98.82	-	8,715,968	-	
12	VR0030	25-Dec-19	4.02%		8,016,765	-	98.80	-	7,920,564	-	
13	VR0031	25-Jul-20	3.99%		17,614,108	-	98.75	-	17,394,460	-	
Sub Total				-	48,740,774	21,744,598		-	48,175,173	21,744,598	
Grand Total				-	48,740,774	21,744,889		-	48,175,173	21,744,889	
				0.00%	69.15%	30.85%		0.00%	68.90%	31.10%	
				Total Nominal Value			70,485,663	Total Fair Value			69,920,062

(Stated in Rp Millions)

Bank Mandiri Credit Ratings

Moody's

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

Pefindo

Outlook	STABLE
LT General Obligation	idAAA
Subordinated Debt	idAA+

Fitch

Outlook	POS
LT FC Issuer Default	BBB-
LT LC Issuer Default	BBB-
Subordinated Debt	BB-
ST Issuer Default Rating	F3
Individual Rating	C/D
Support Rating	2

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 2011 of Rp12,246,043,872,179.50 was distributed as follows:

- 20%, or Rp2,449,208,774,435.90, for the annual dividend
- Total Dividend Payment of Rp104.96 per share

Schedule :

a. Cum Date:

Regular and Negotiated Market: May 15, 2012

Cash Market: May 22, 2012

b. Ex Date:

Regular and Negotiated Market: May 16, 2012

Cash Market: May 23, 2012

c. Payment Date:

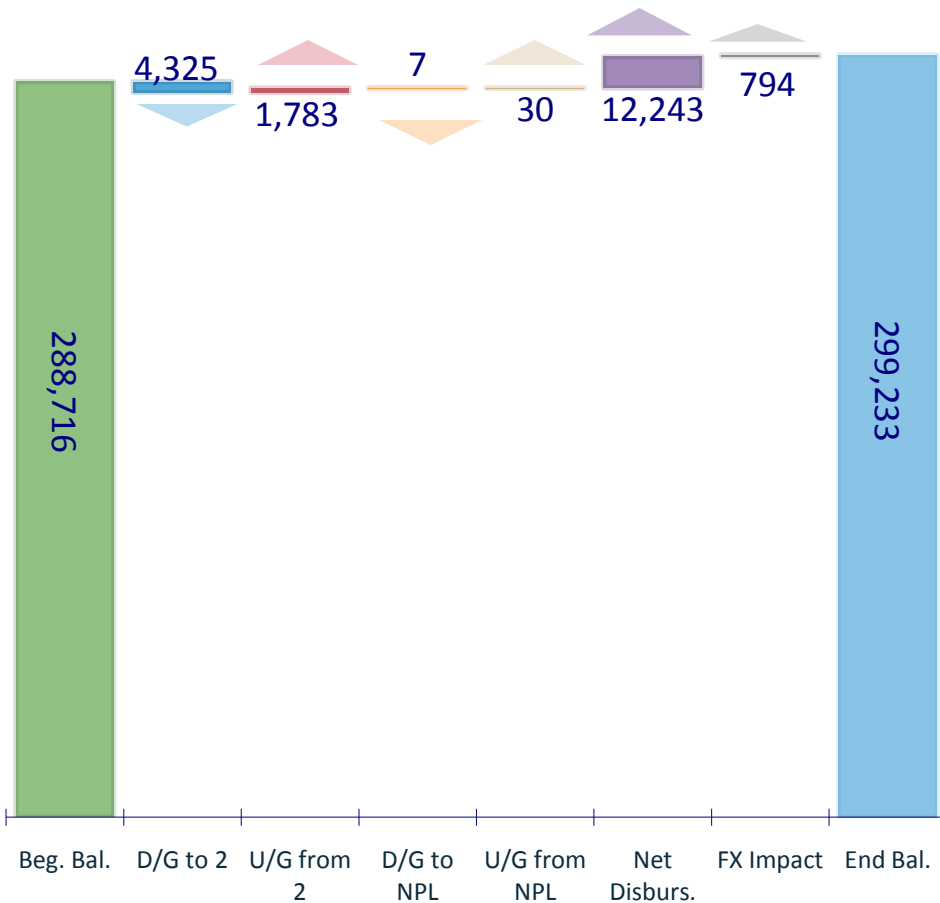
June 5, 2012

Net Profit for the financial year of 2010 of Rp9,218,297,786,087.18 was distributed as follows:

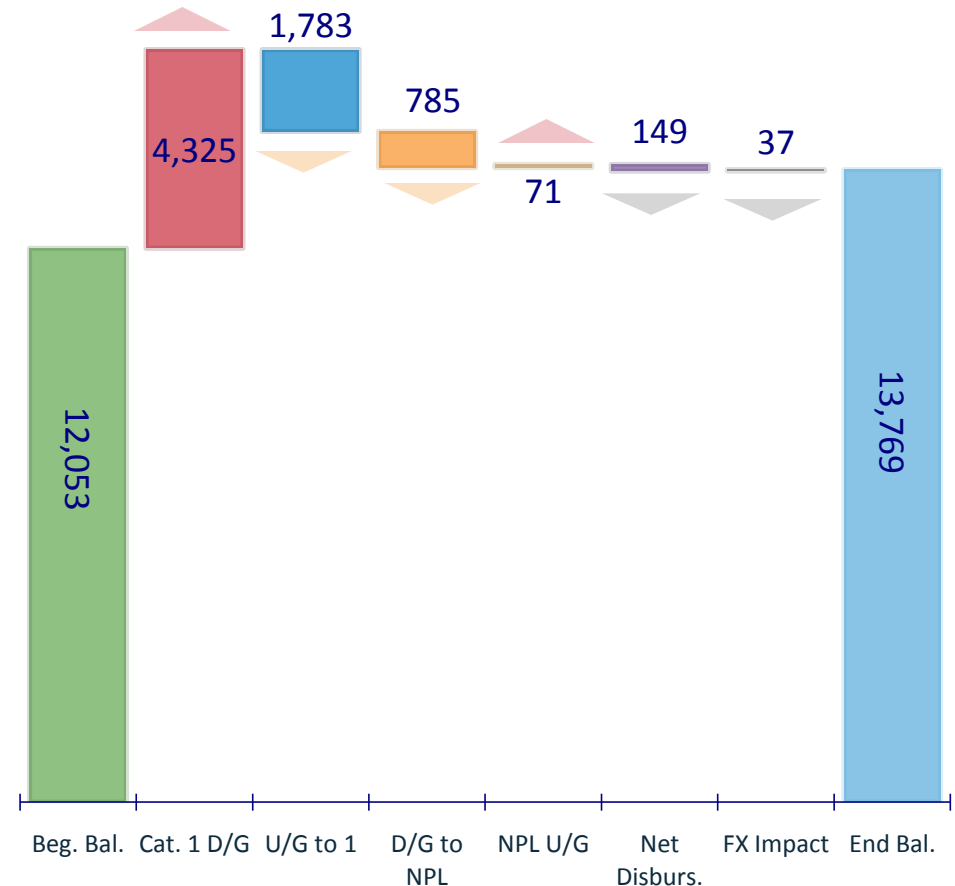
- 35%, or Rp3,226,404,225,130.51, for the annual dividend
- Total Dividend Payment of Rp138.27 per share
- Interim dividend of Rp19.64 paid on 30 December 2010

Q3 2012 Movement in Category 1 and 2 Loans

Category 1 Loan Movements (Rp bn) – Bank Only



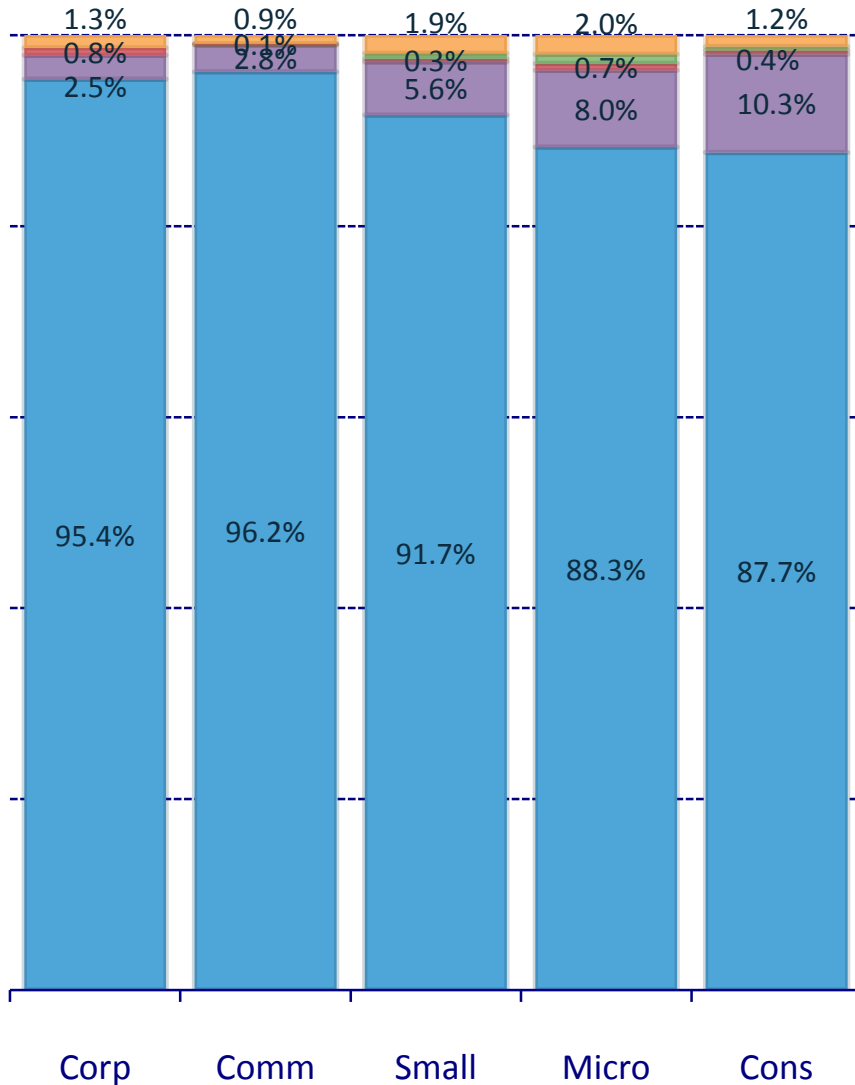
Category 2 Loan Movements (Rp bn) – Bank Only



Q3 2012 Loan Detail: Collectability by Segment

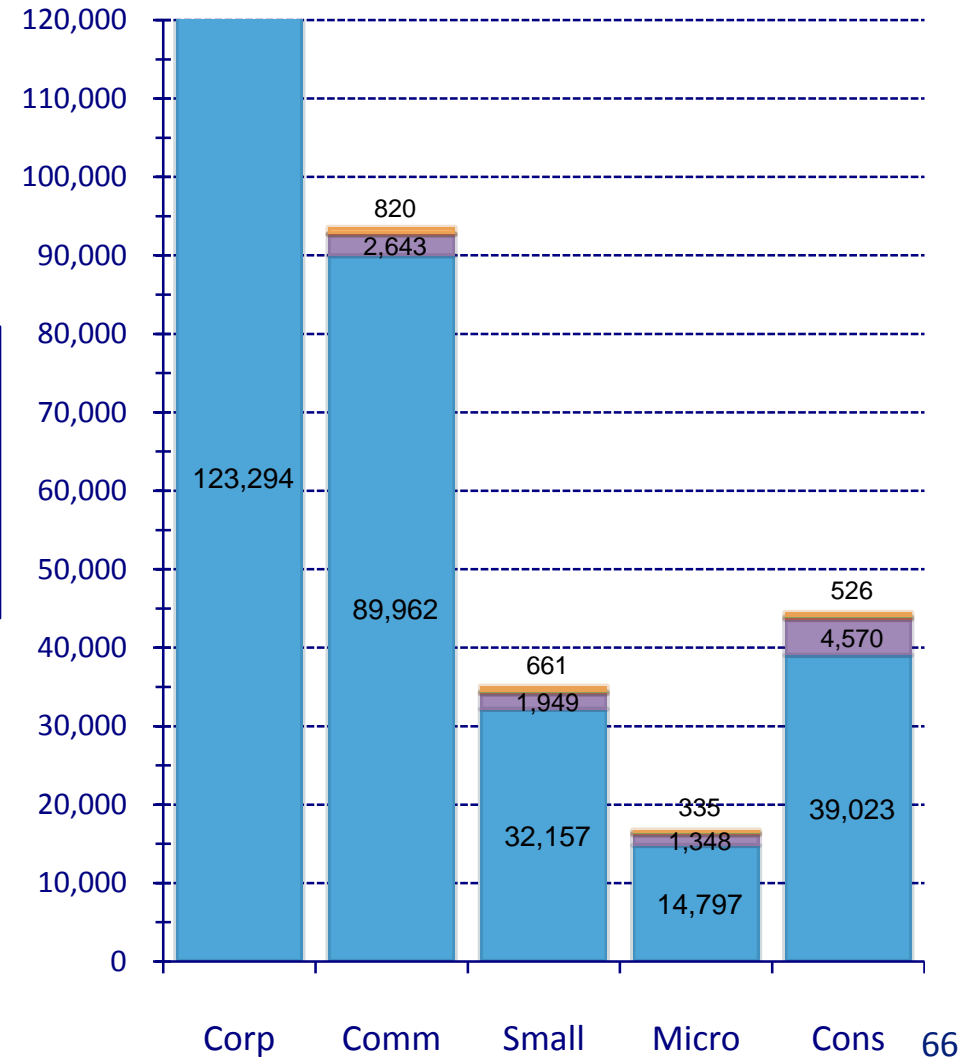
Loan Profile: Q3 Collectability (%) by Segment

Bank Only



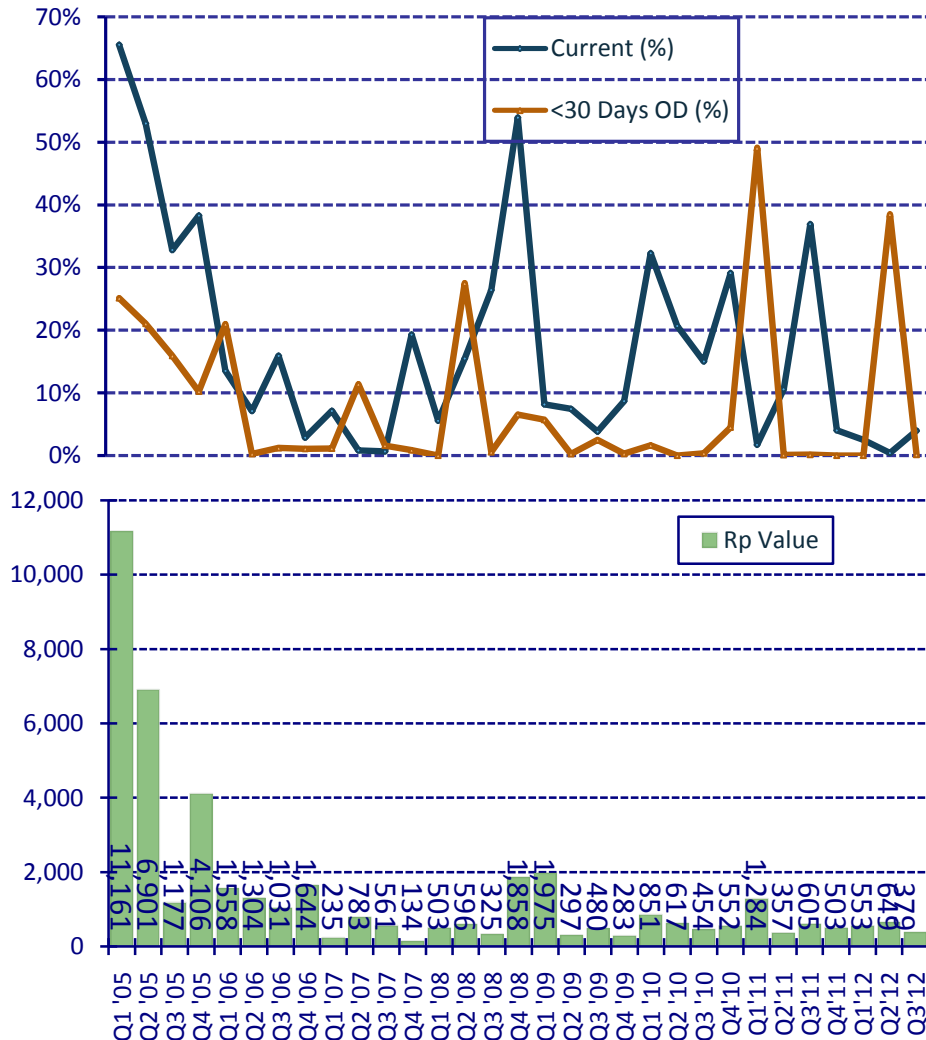
Loan Profile: Q3 Collectability (Rp bn) by Segment

Bank Only

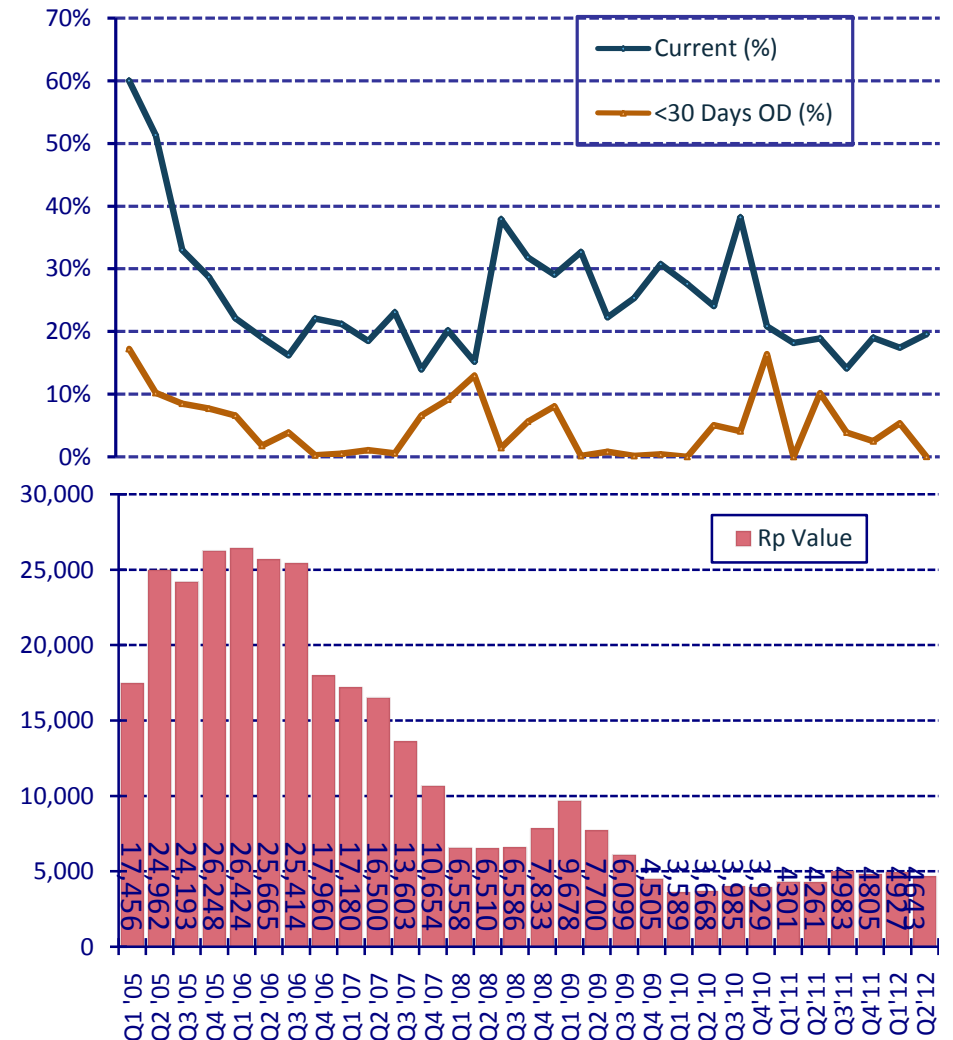


NPL Loan Detail*: Quarterly by Days Past Due

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



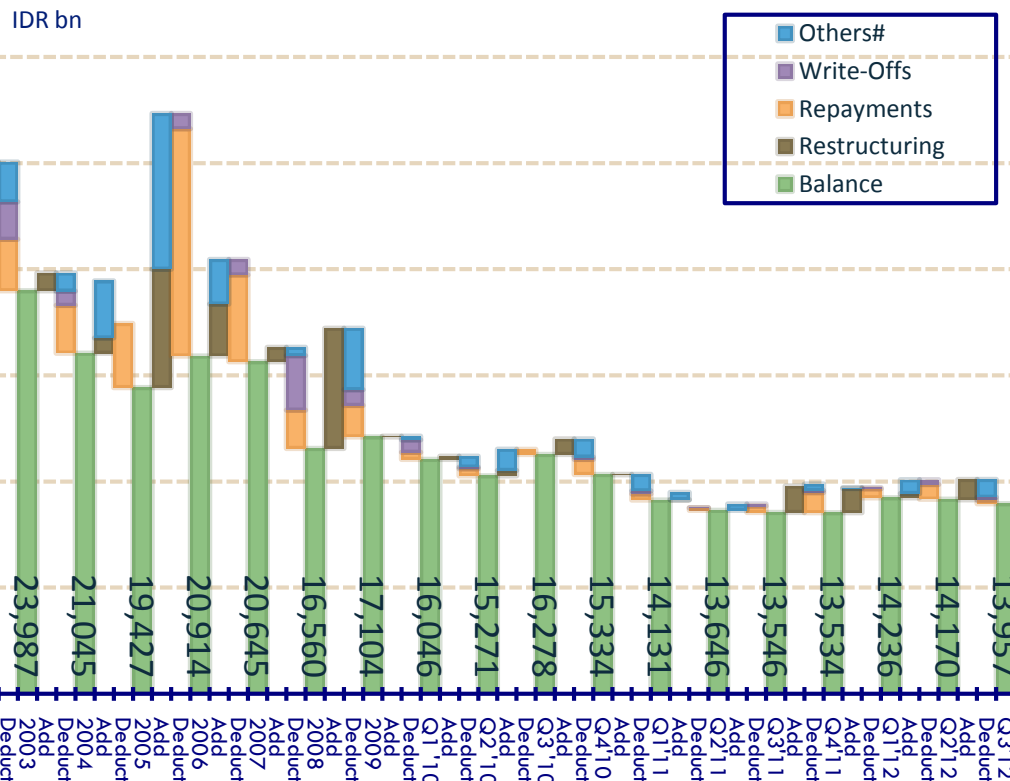
Quarterly NPL Stock & Interest DPD - Bank Only



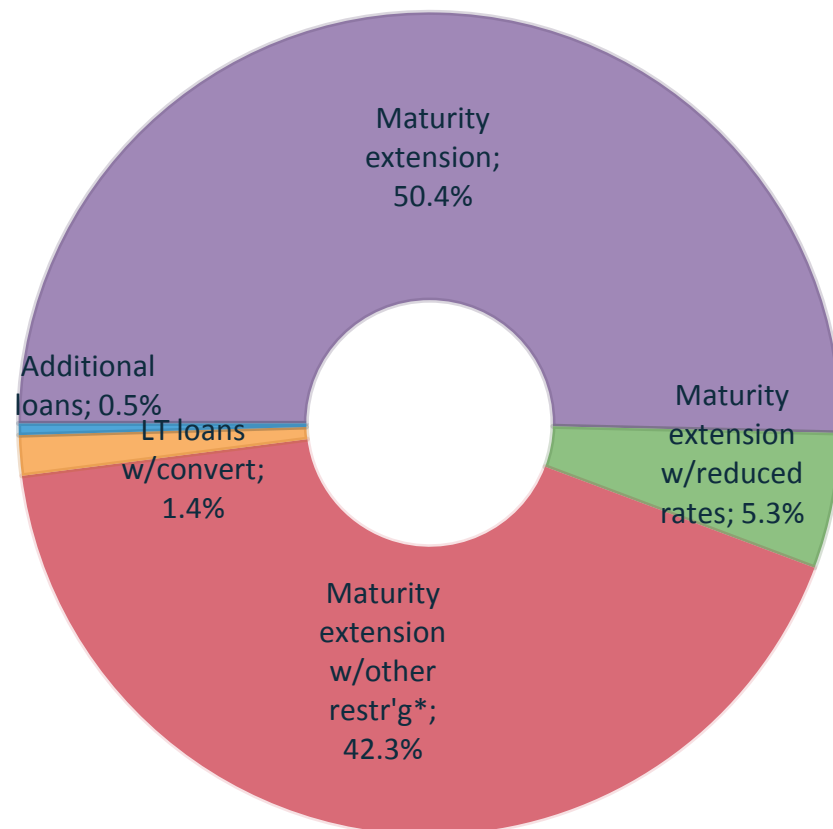
* Excluding Micro & Consumer Loans Only

Rp1,104bn in loans were restructured or repaid in Q3 '12

Restructured Loan Movement 2002 - 2012



Loans by Restructuring Type in Q3 2012

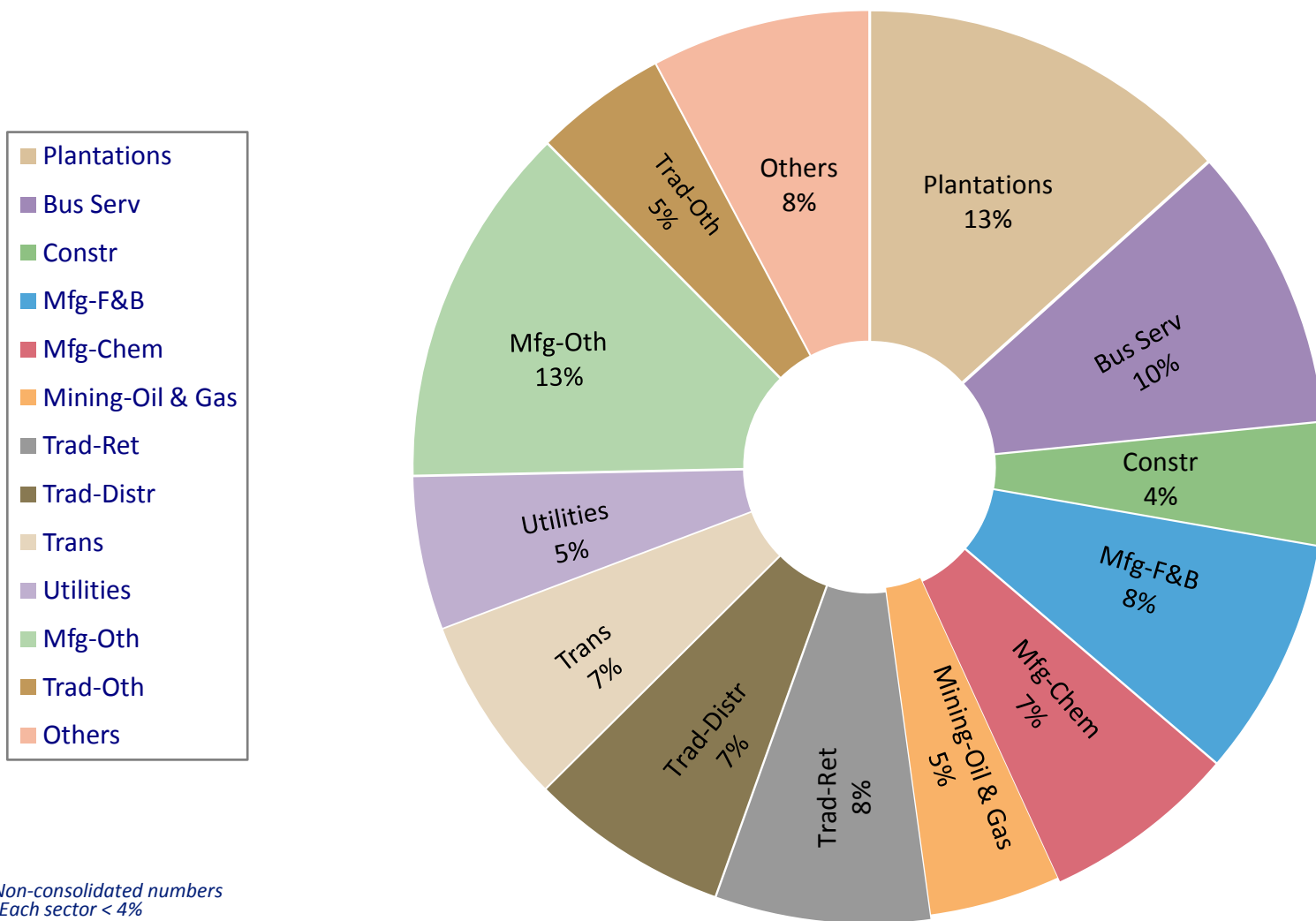


*Other Restructuring includes reduction of interest rates, rescheduling of unpaid interest & extension of repayment period for unpaid interest

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

(Rp billions)	Q1 '11	Q2 '11	Q3 '11	Q4 '11	Q1 '12	Q2 '12	Q3 '12
Loans Restructured	4	16	-	1,247	1,144	202	956
NPL Collections	104	143	222	931	195	164	148

Loan Portfolio Sector Analysis, Q3 2012

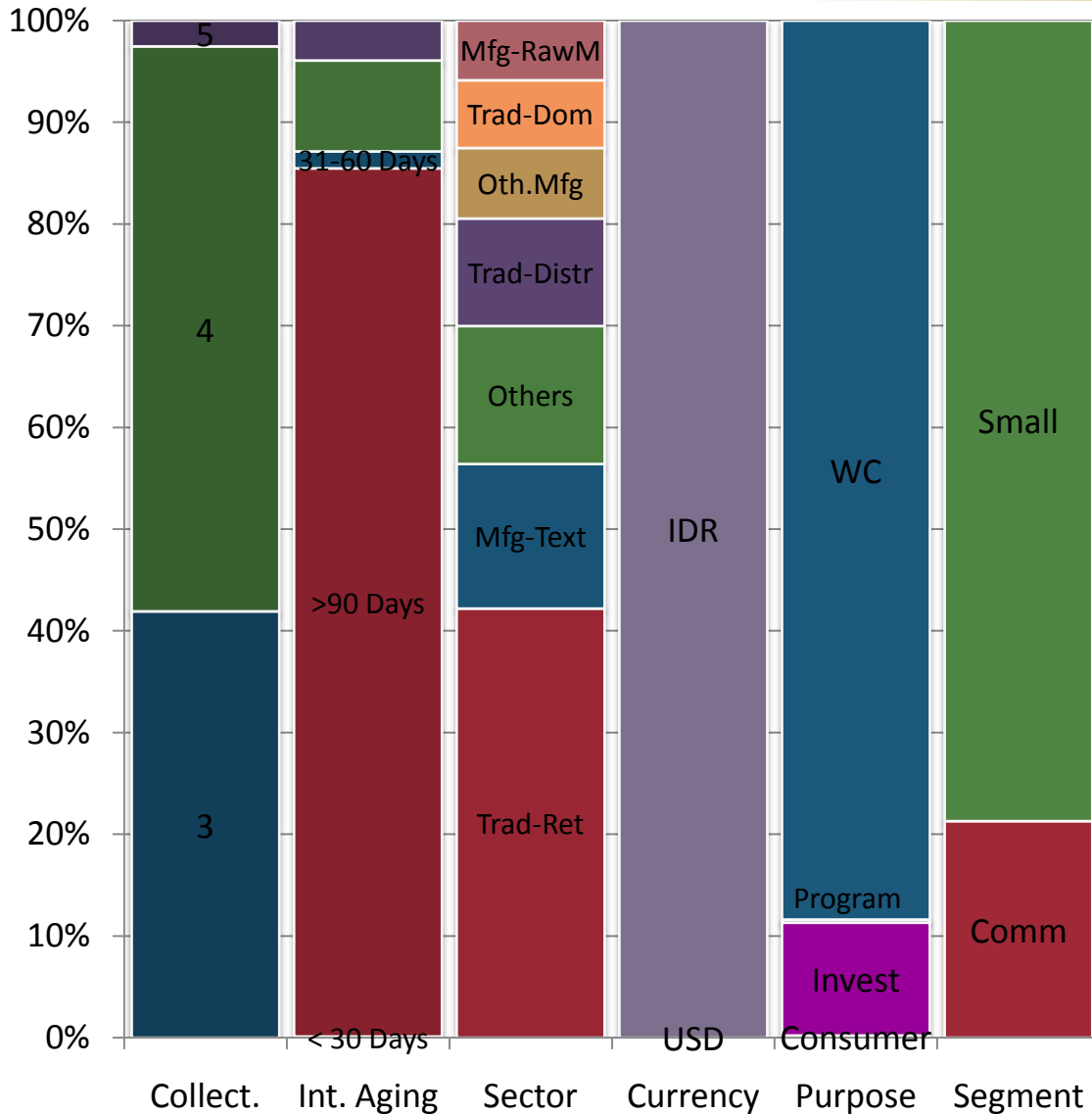


(1) Non-consolidated numbers
* Each sector < 4%

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Downgrades to NPL

Loan Profile: Q3NPL Downgrades Only (Rp379.1bn) Bank Only

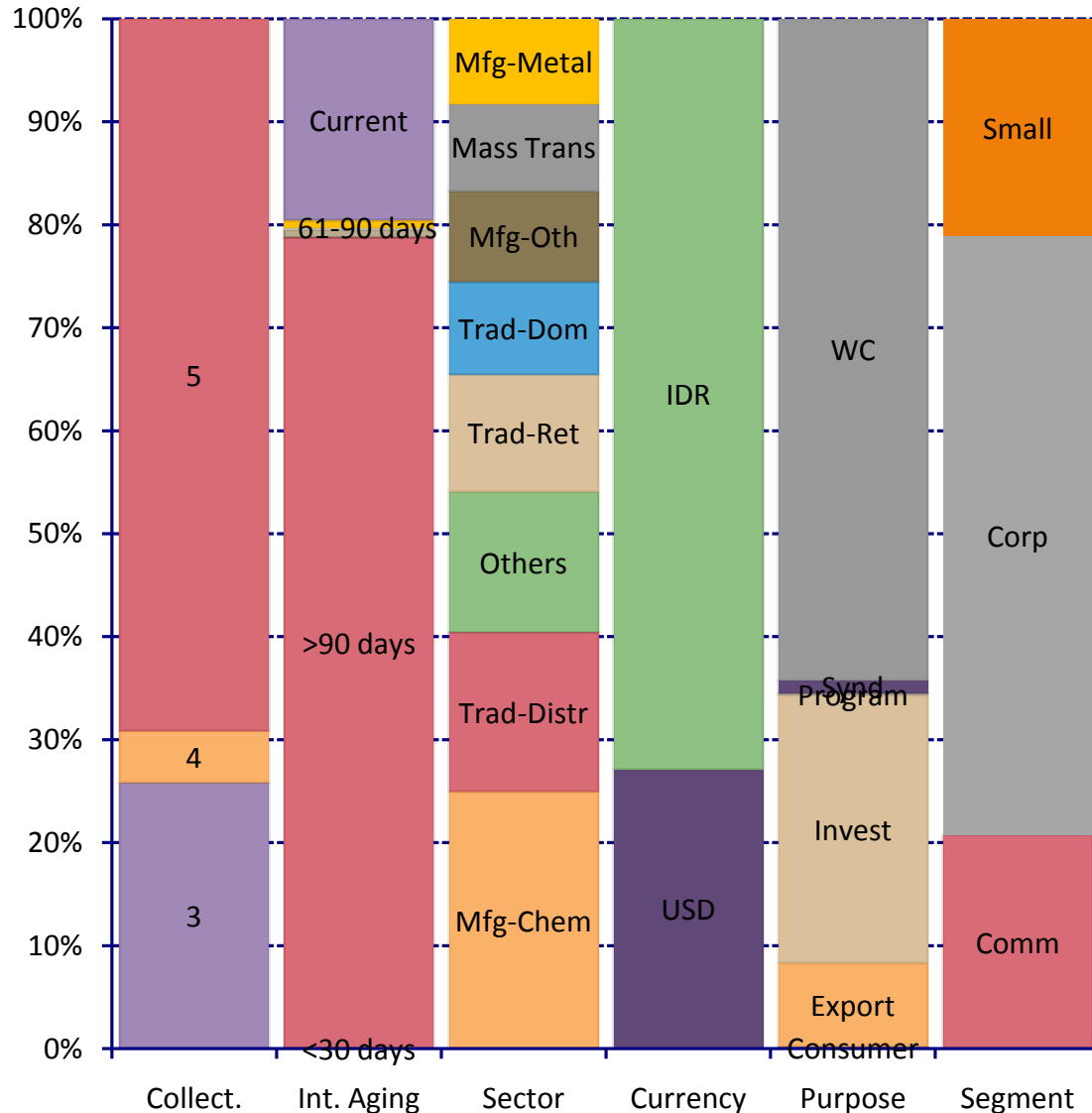


- Corporate, Commercial & Small Business loans downgraded to NPL in Q3 totaled Rp379.12billion. Of these loans:
- 85.34% were more than 90 days overdue on interest payments
 - 78.7% came from our Corporate portfolio
 - Largest downgrades by sector:
 - Retail Trading
 - Manufacturing Textile
 - Distribution Trading
 - 100% were IDR loans
 - 88.4% were Working Capital loans, 11.1% were Investment Loans

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Non-Performing Loans

Loan Profile: Q3 Non-Performing Loans Only (Rp4,644Bn) Bank Only



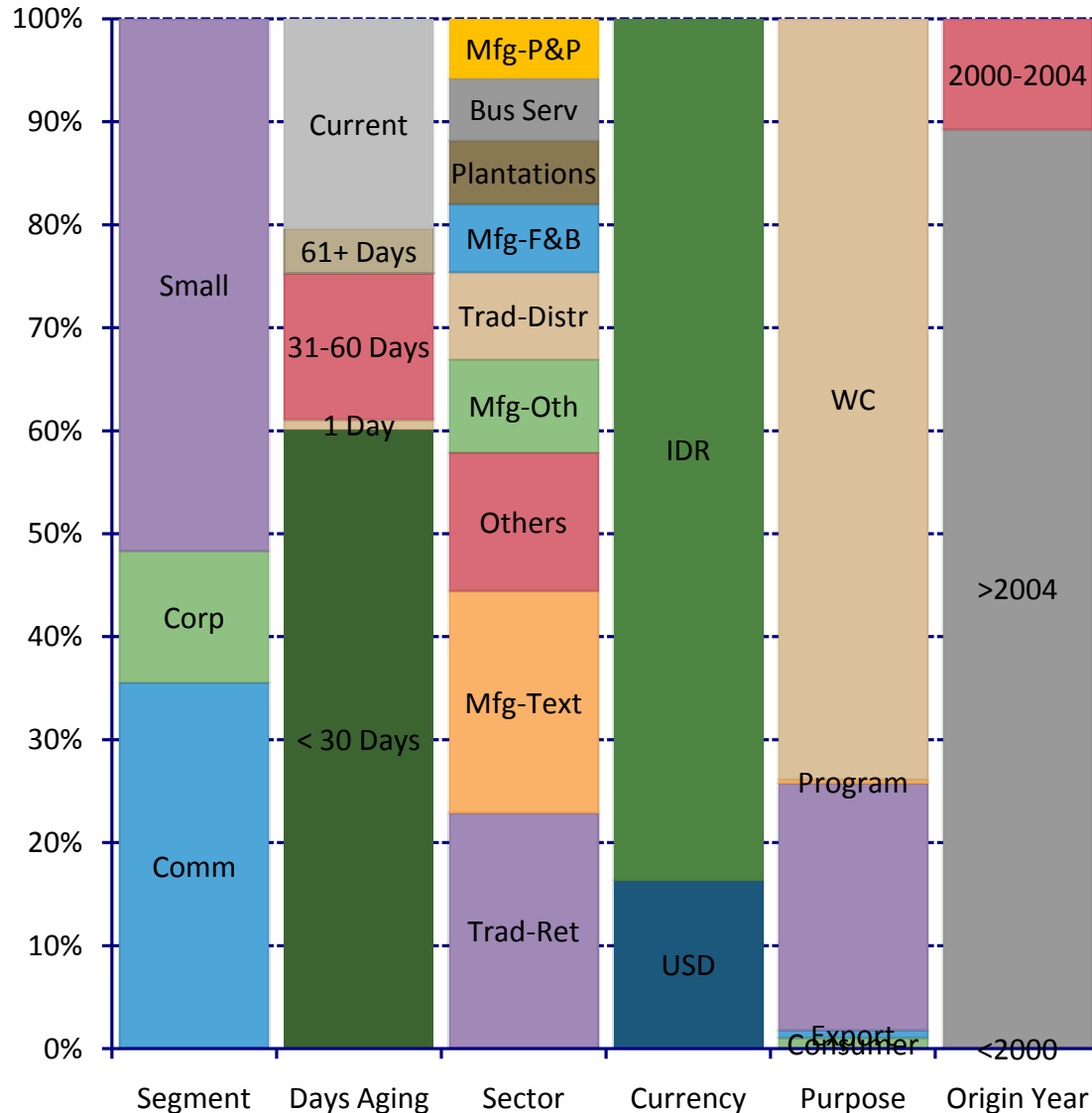
Corporate, Commercial & Small Business NPLs totaled Rp4,644 Billion in Q3. Of these NPLs in Q3:

- 19.6% remain current on interest payments and an additional 1.7% are less than 90 days overdue
- 58.2% are to Corporate customers
- 64.2% are Working Capital loans and 26.0% are Investment loans
- Primary sectors are:
 - Chemical Manufacturing
 - Distribution Trading
 - Retail Trading
- 72.9% are Rp loans
- 25.8% are Cat. 3 & 5.0% are Cat. 4

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Downgrades to Cat. 2

Loan Profile: Q3 Downgrades to Cat 2 Only (Rp2,164Bn) Bank Only



Rp2,164 Billion in

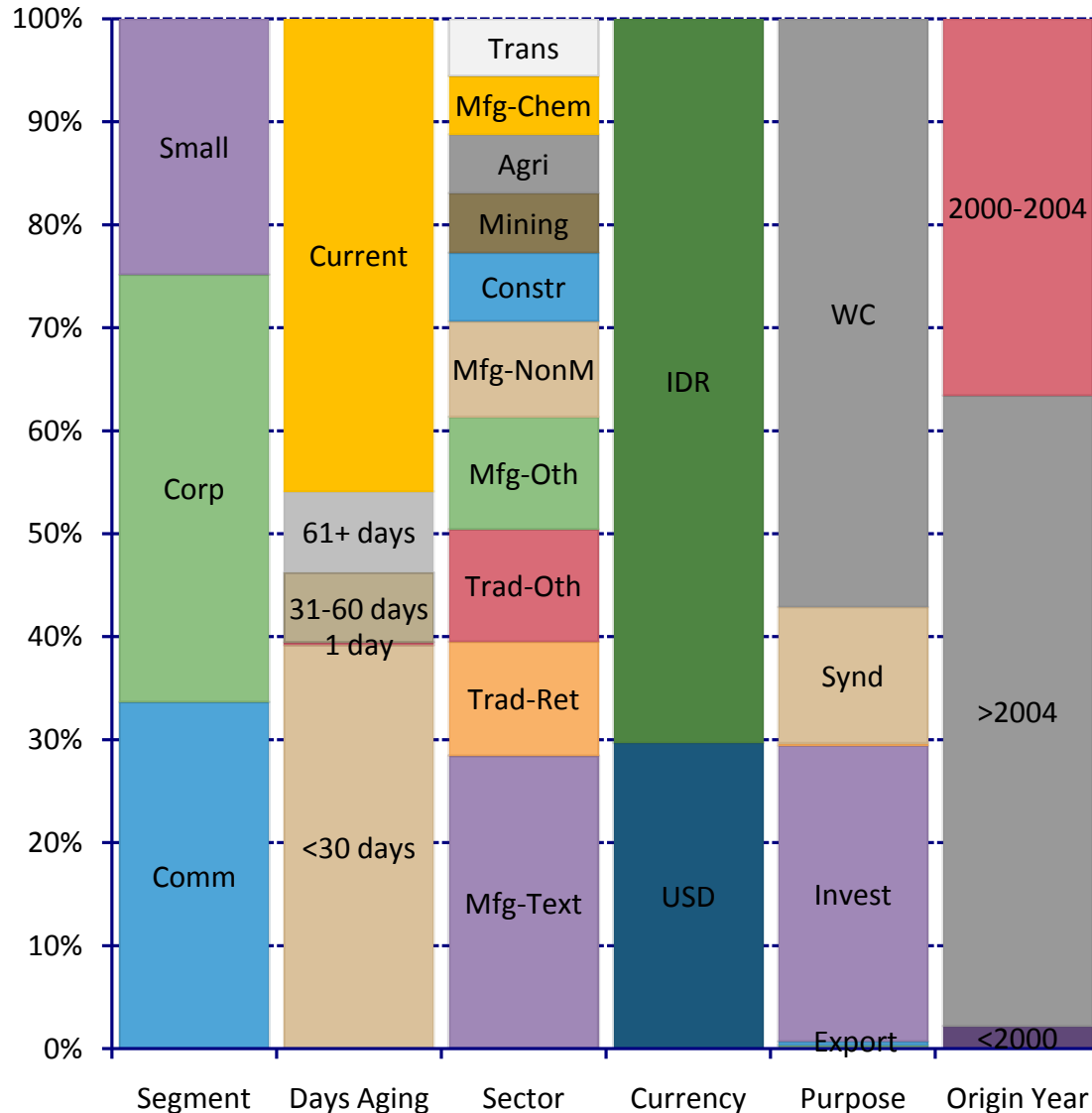
Corporate, Commercial & Small Business loans were downgraded to Category 2 in Q3. Of the Special Mention Loans downgraded:

- 51.7% are for Small Business & 35.6% are to Commercial customers
- 20.3% are current & 0.9% are 1 day overdue in interest payments
- Primary sectors downgraded are:
 - Retail Trading
 - Textile Manufacturing
 - Trade Distribution
- 83.6% are Rupiah loans
- 73.8% are Working Capital loans

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Category 2 Loans

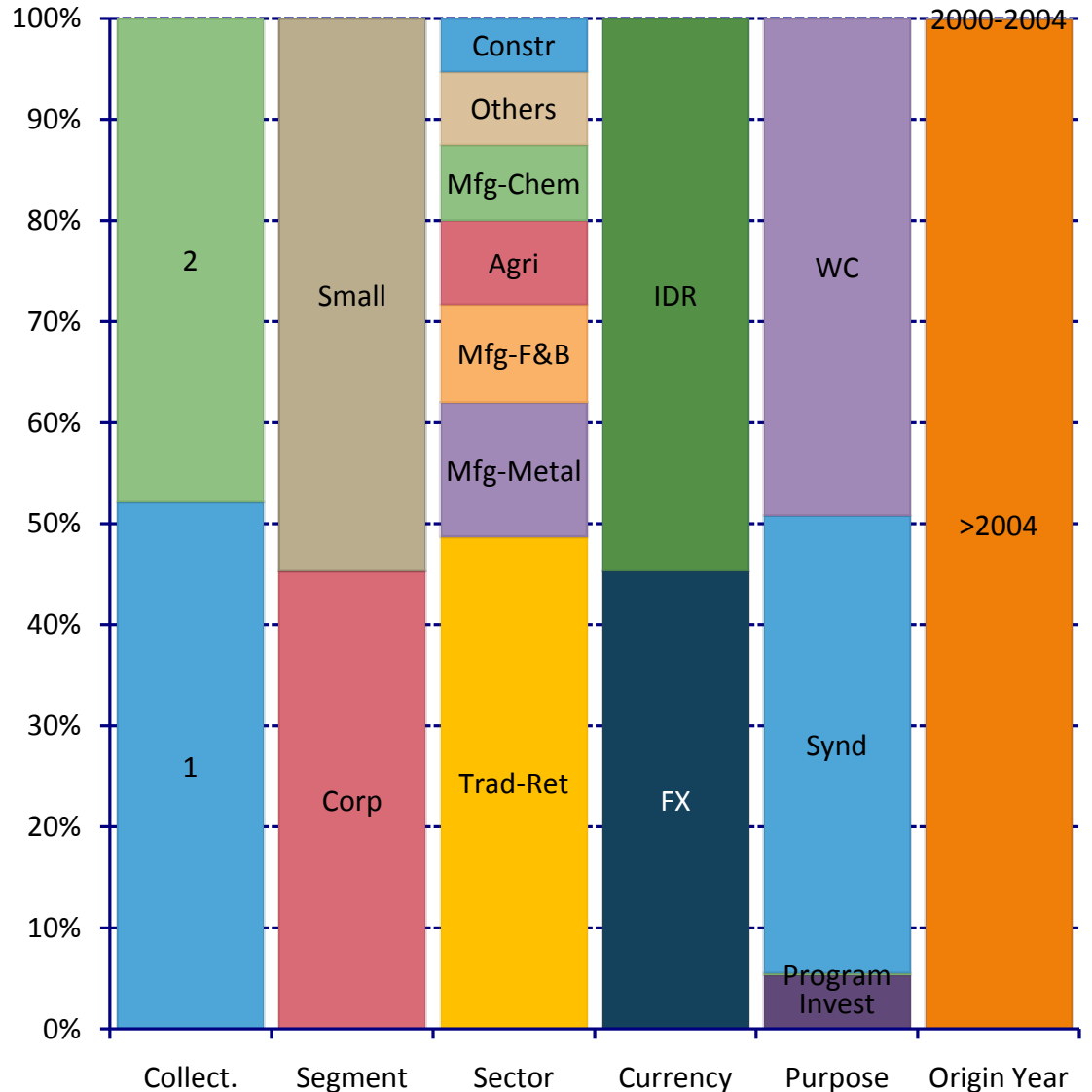
Loan Profile: Q3 Category 2 Loans Only (Rp7,851bn) Bank Only



- Rp7,851 billion in Corporate, Commercial & Small Business loans were in Category 2 in Q3. Of these Special Mention loans:
- 41.5% are to Corporate customers
 - 45.9% are current or 1 day overdue, with an additional 39.2% less than 30 days overdue
 - Primary sectors in Category 2 are:
 - Textile Manufacturing
 - Retail Trading
 - Non Metal Manufacturing
 - 70.3% are IDR loans
 - 57.1% are Working Capital loans
 - 70.8% were Category 2 in Q2 '12
- * Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Upgrades to PL

Loan Profile: Q3 Upgrades to PL (Rp33.5 bn) Bank Only

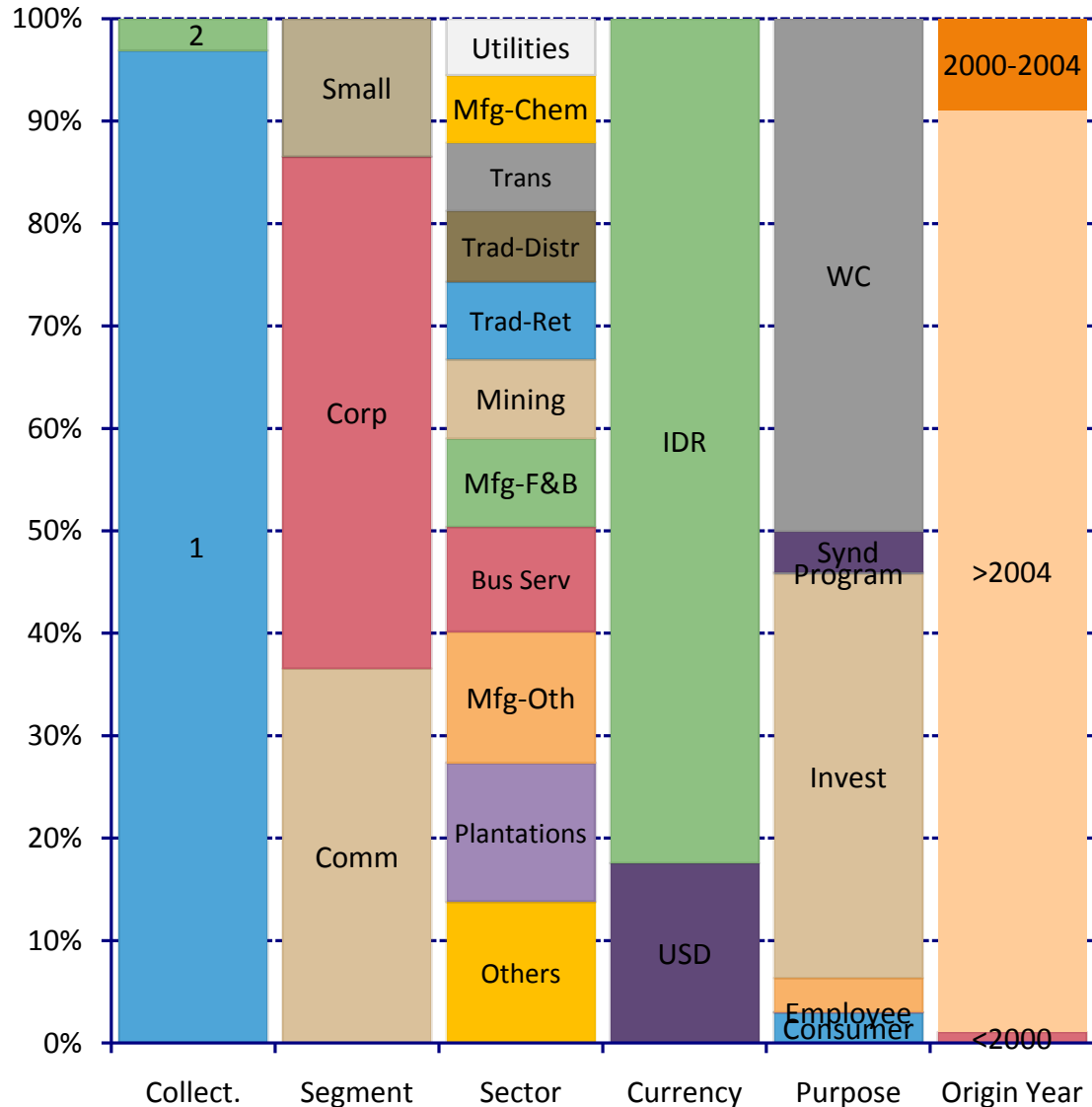


- Corporate, Commercial & Small Business loans upgraded to PL in Q2 totaled Rp33.5bn. Of these loans:
 - 45.3% were to Corporate borrowers
 - 99.9% originated later than 2004
 - Largest upgrades by sector:
 - Retail Trading
 - Raw Metal Manufacturing
 - Food & Beverage Manufacturing
 - 54.7% were IDR loans
 - 49.2% were Working Capital loans

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Performing Loans

Loan Profile: Q3 Performing Loans Only (Rp253,26bn) Bank Only



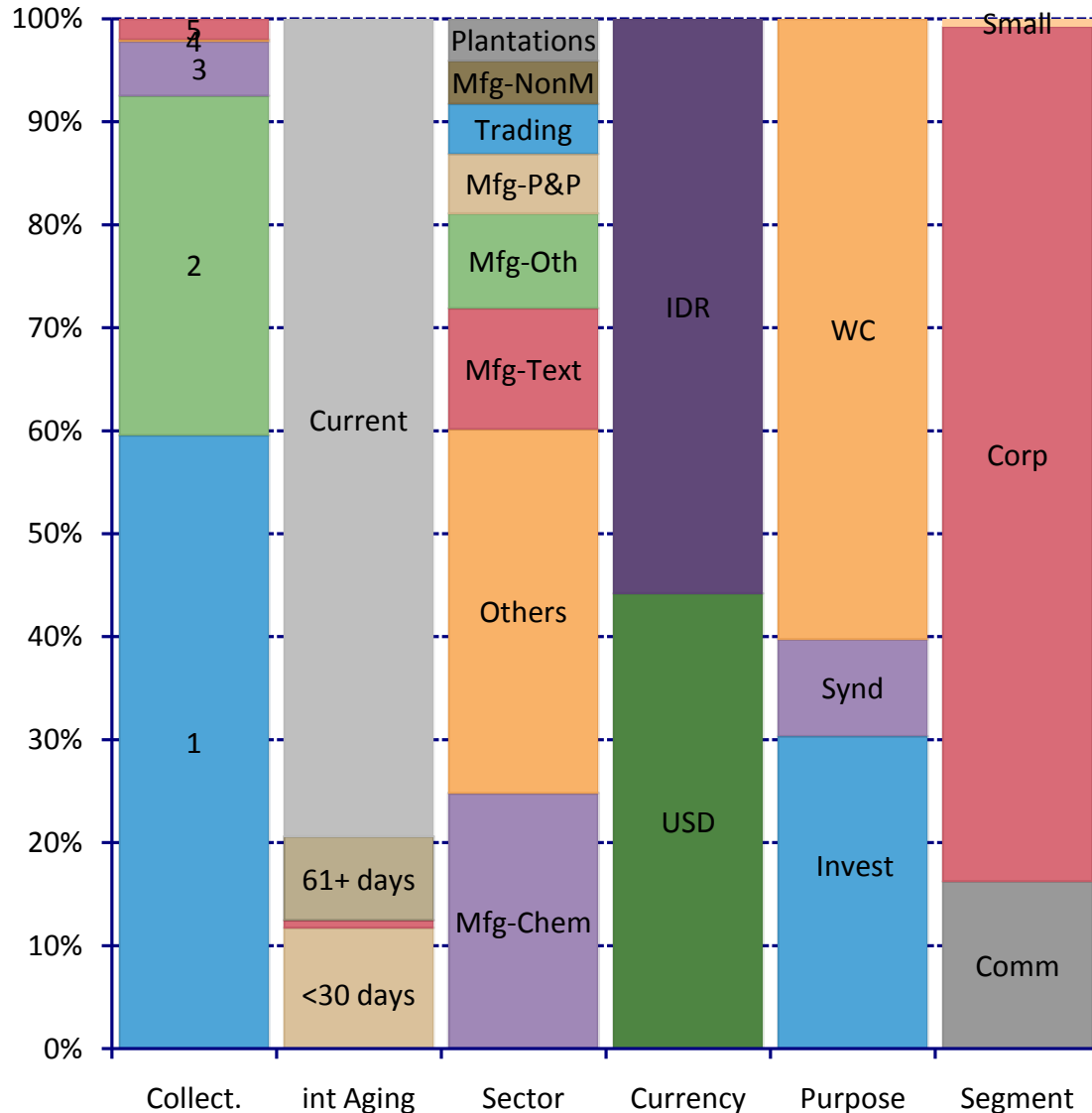
Rp253,26bn in Corporate, Commercial & Small Business loans were performing in Q3. Of these performing loans:

- 49.9% are to Corporate customers & 36.6% are to Commercial customers
- 90.0% originated since 2005
- Primary sectors are:
 - Plantations
 - Business Service
 - F&B Manufacturing
- 82.4% are Rupiah loans
- 50.1% are Working Capital loans, 39.5% are Investment loans

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Restructured Loans

Loan Profile: Q3 Restructured Loans Only (Rp13,96bn) Bank Only



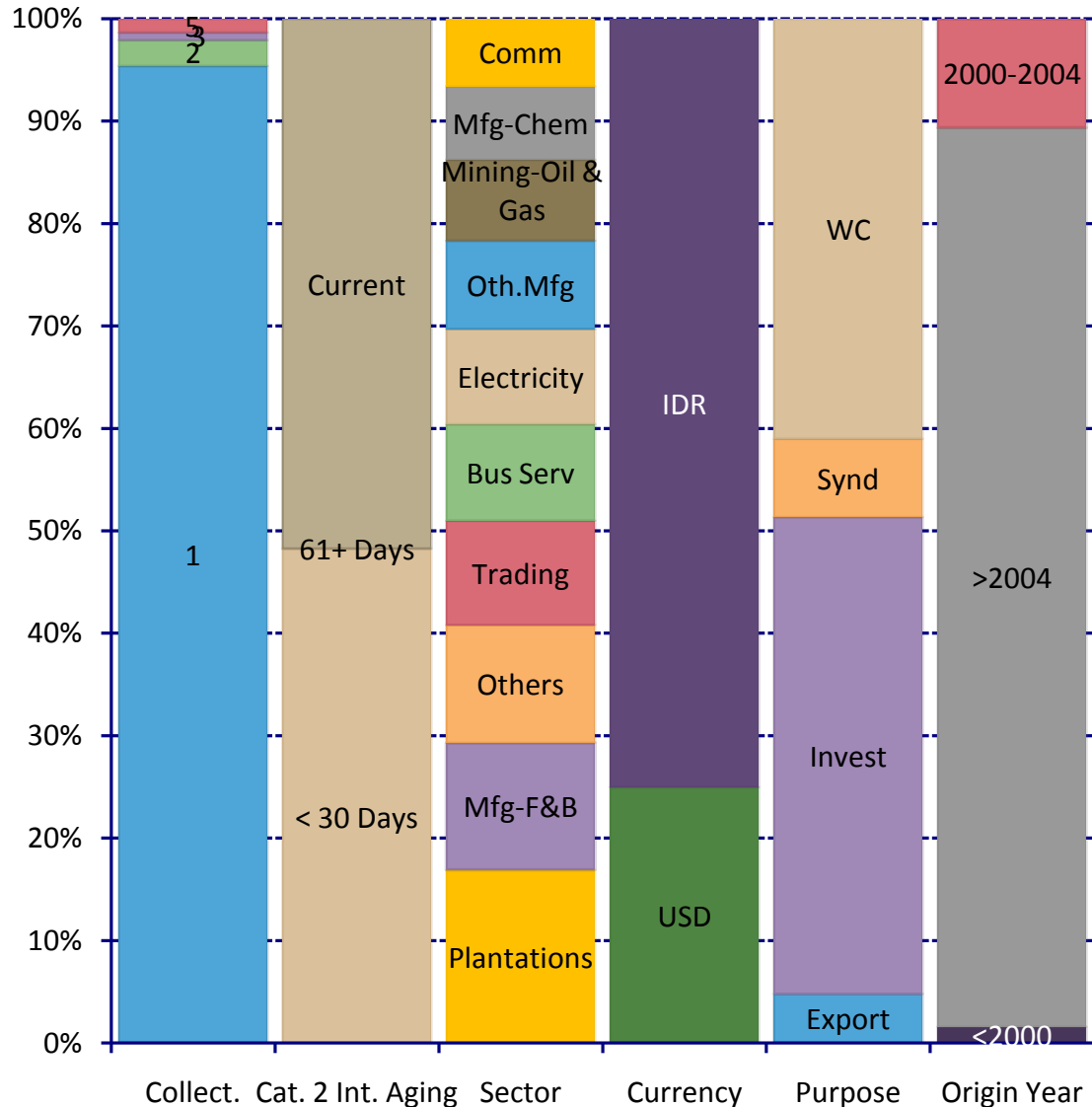
Of the remaining Rp13,96 billion in restructured Corporate, Commercial & Small Business loans in Q3 :

- 92.5% are performing
- 79.2% of Restructured Loans are current in interest payments
- Primary sectors are:
 - Manufacturing
 - Chemicals
 - Textiles
 - Pulp & Paper
 - Trading
- 55.8% are Rupiah loans
- 60.2% are Working Capital loans
- 83.0% are to Corporate customers
- 3.5% deteriorated in collectability
- 0.2% showed improved collectability

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail: Corporate Loans

Loan Profile: Q2 Corporate Loans Only (Rp129,254bn) Bank Only

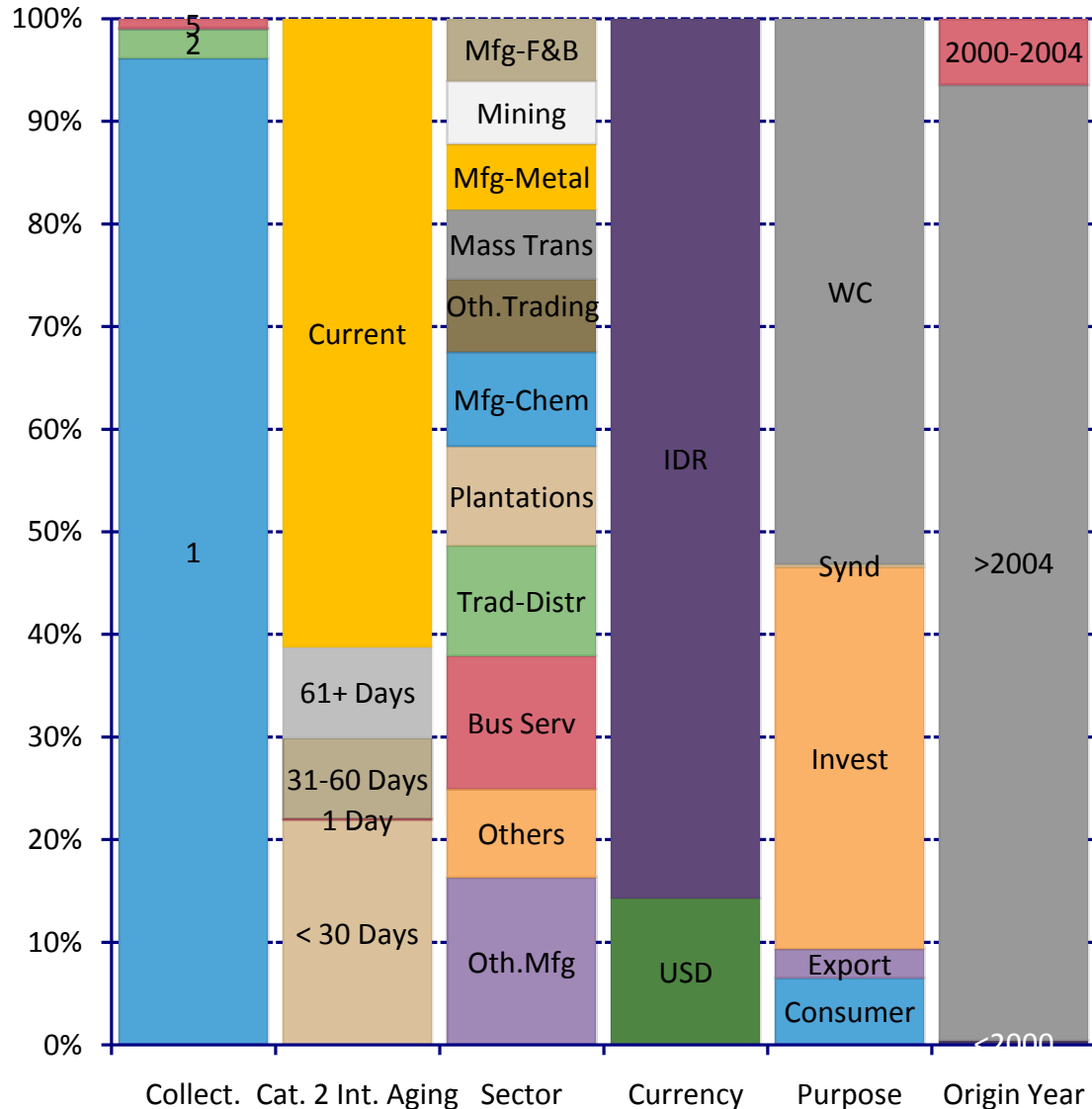


Rp129,294billion in loans were in the Corporate portfolio in Q2. Of the Corporate Loans in Q3:

- 95.4% are performing loans, with 2.5% in Category 2
- 51.7% of Category 2 loans are current in interest payments
- Primary sectors in Corporate are:
 - Plantations
 - Food & Beverage Mfg
 - Trading
 - Business Services
- 75.0% are Rupiah loans
- 46.5% are Investment loans; 41.0% are Working Capital loans

Q3 2012 Loan Detail: Commercial Loans

Loan Profile: Q3 Commercial Loans Only (Rp93,569bn) Bank Only

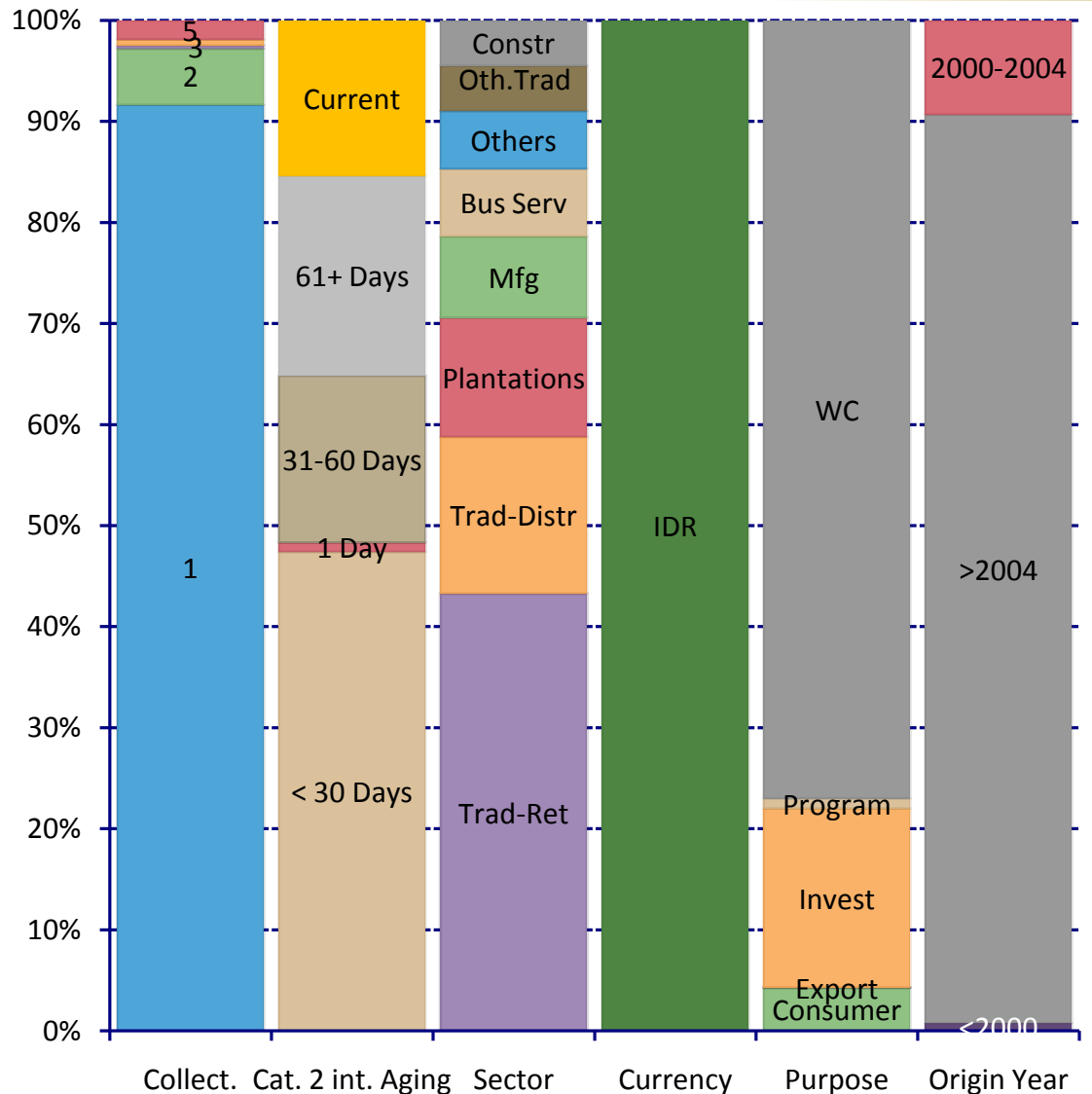


Rp93,569 billion in loans were in the Commercial portfolio in Q3. Of the Commercial Loans in Q3:

- 96.1% are performing loans, with 2.8% in Category 2
- 61.2% of Category 2 loans are current in interest payments
- Primary sectors in Commercial are:
 - Other Manufacturing
 - Business Service
 - Distribution Trading
 - Plantations
- 85.7% are Rupiah loans
- 54.2% are Working Capital loans, 37.2% are Investment loans

Q3 2012 Loan Detail: Small Business Loans

Loan Profile: Q3 Small Business Loans Only (Rp35,086bn) Bank Only



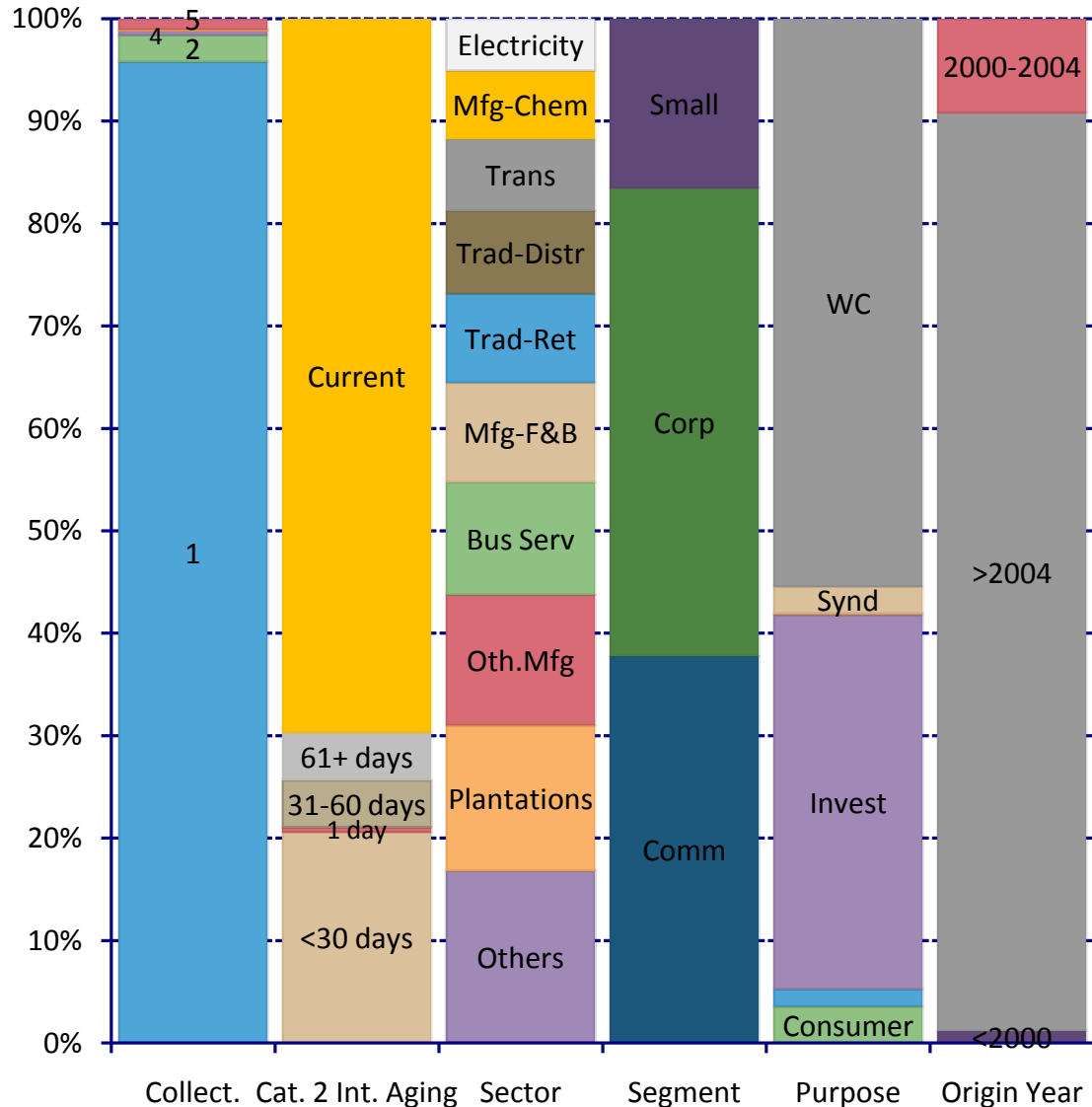
Rp35,086 billion in loans were in the Small Business portfolio in Q3 Of the Small Business Loans in Q3:

- 91.7% are performing loans, with 5.6% in Category 2
- 15.4% of Category 2 loans are current in interest payments
- Primary sectors in Small Business are:
 - Retail Trading
 - Distribution
 - Plantations
- 99.8% are Rupiah loans
- 76.9% are Working Capital loans

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: Rupiah Loans

Loan Profile: Q3 Rupiah Loans Only (Rp212,182bn) Bank Only



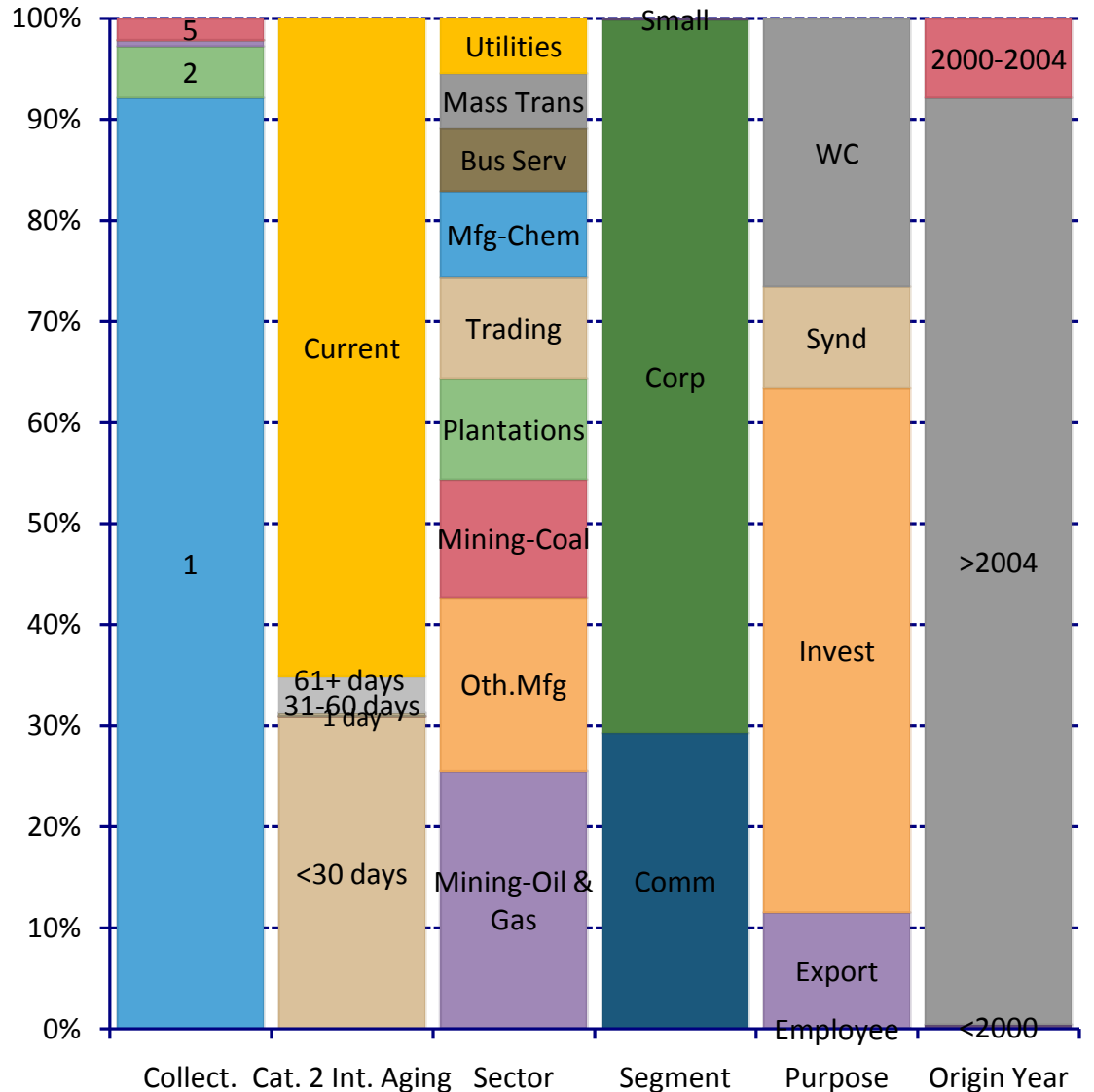
Rp212,182 billion in loans were Rupiah denominated in Q3 Of the Rupiah Loans in Q3:

- 95.8% are performing loans, with 2.6% in Category 2
- 69.7% of Category 2 loans are current in interest payments
- Primary sectors in Rupiah loans are:
 - Plantations
 - Other Manufacturing
 - Business Services
 - Food & Beverage Mfg
- 45.7% are Corporate loans
- 55.4% are Working Capital loans, 36.5% Investment loans

* Excluding Micro & Consumer Loans Only

Q3 2012 Loan Detail*: FX Loans

Loan Profile: Q3 FX Loans Only (Rp45,727bn) Bank Only



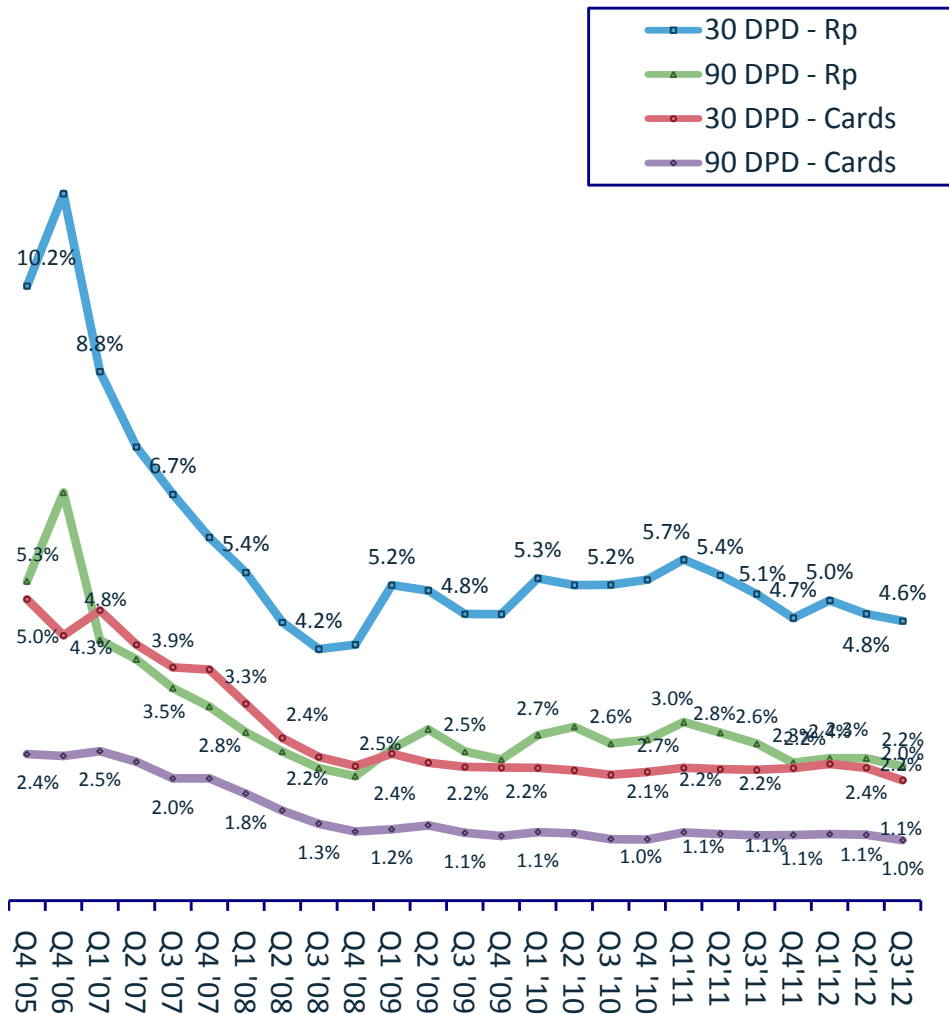
Rp45,727 billion in loans were FX denominated in Q3. Of the FX Loans in Q3:

- 92.1% are performing loans
- 65.1% of Category 2 loans are current in interest payments
- Primary sectors in FX loans are:
 - Mining Oil & Gas
 - Other Manufacturing
 - Mining - Coal
 - Plantations
- 71.6% are Corporate loans
- 49.4% are Investment loans ; 25.2% are Working Capital loans

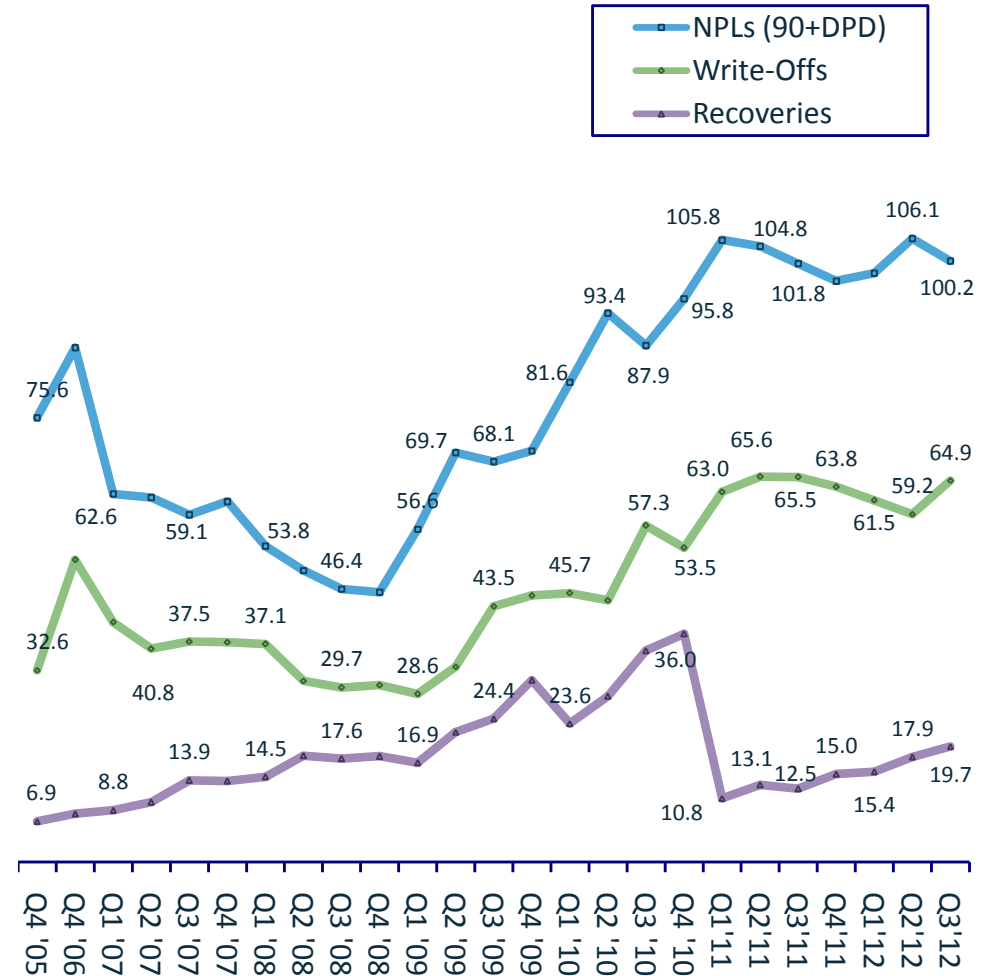
* Excluding Micro & Consumer Loans Only

Credit Card portfolio showed modest deterioration in Q3 '12

Mandiri Credit Card Delinquency Rates (%)

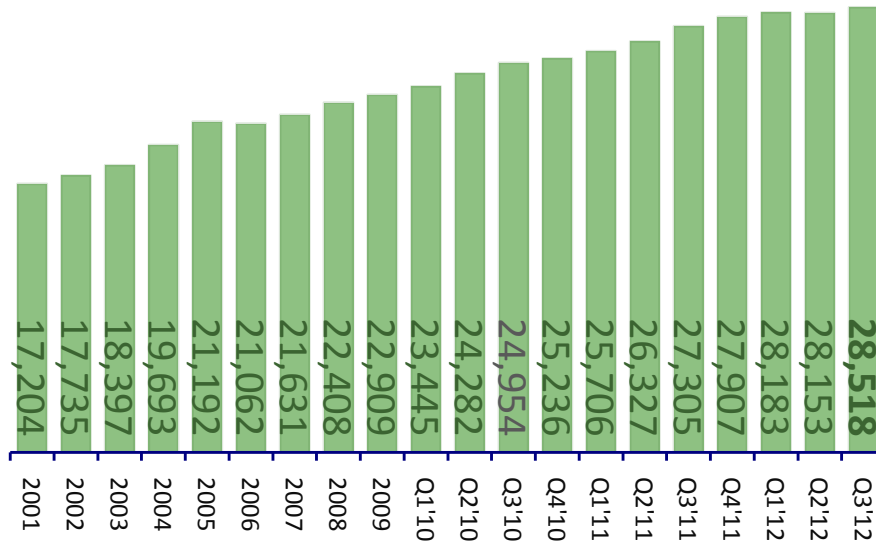


Quarterly Charge-offs, NPLs & Recoveries (Rp Bn)

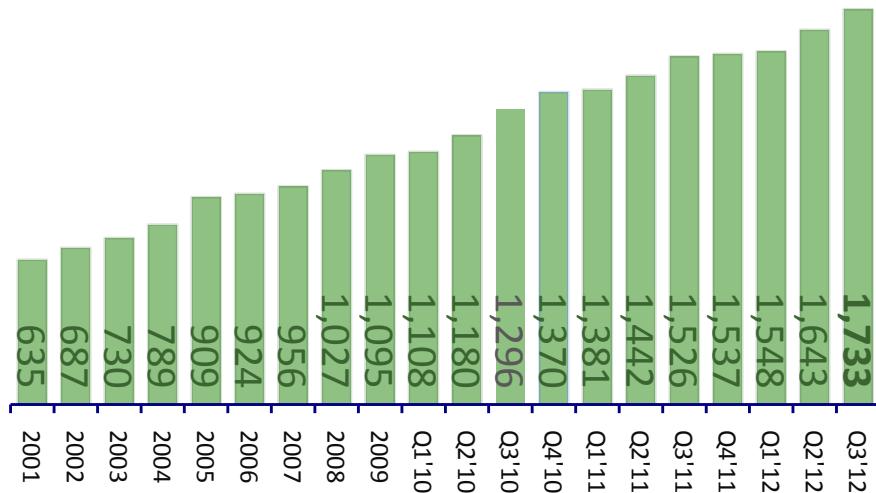


Staffing and Distribution Network Growth

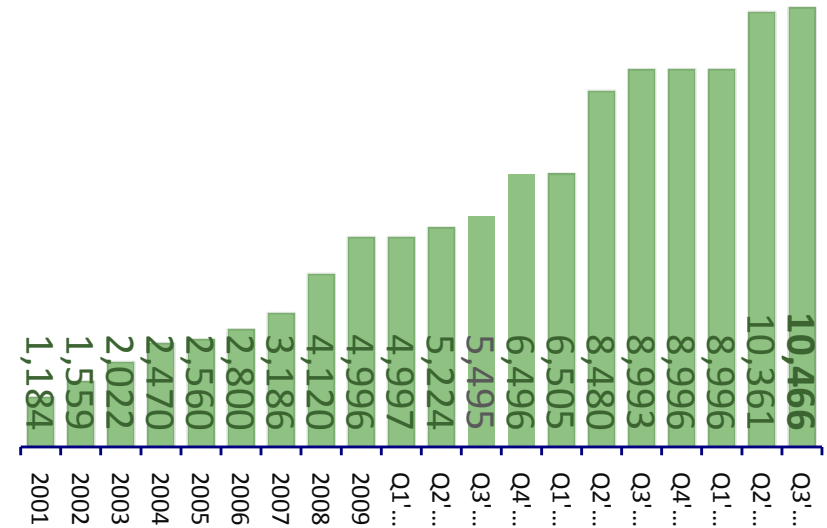
Employees



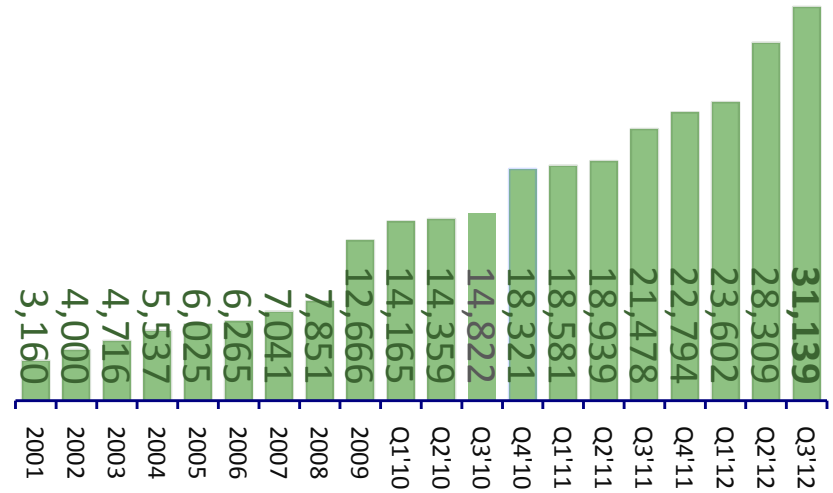
Domestic Branch Network



ATM Network



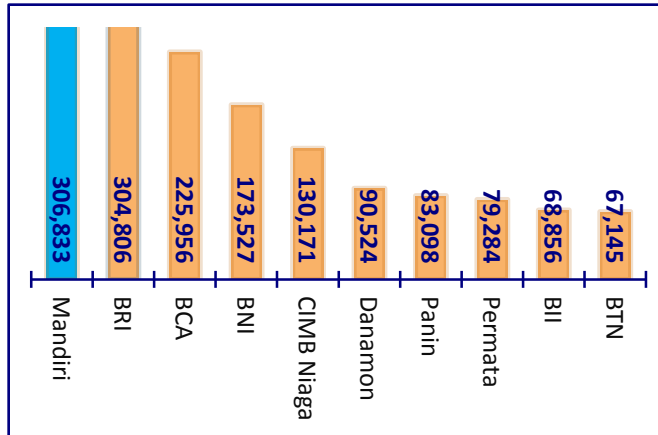
ATM-Link Network



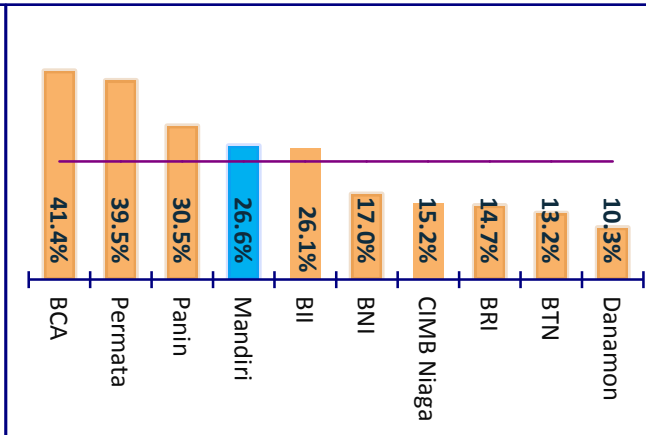
Loan growth, quality & provisioning relative to peers

Bank Only, As of June 2012

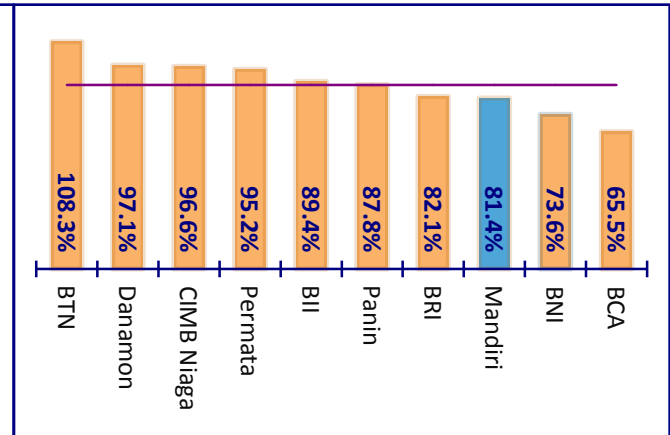
Total Loans
(Rp bn)



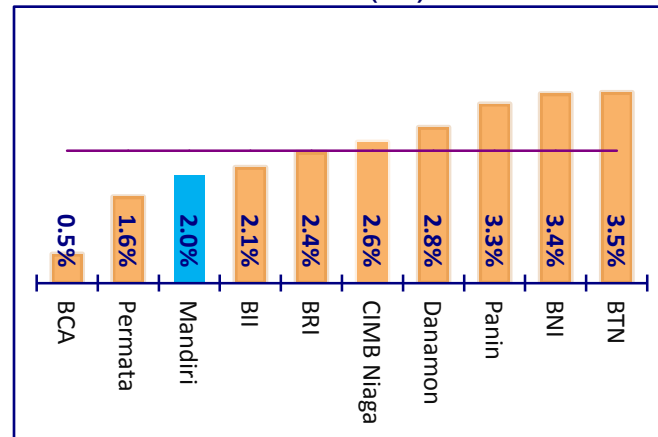
Loan Growth
(%)



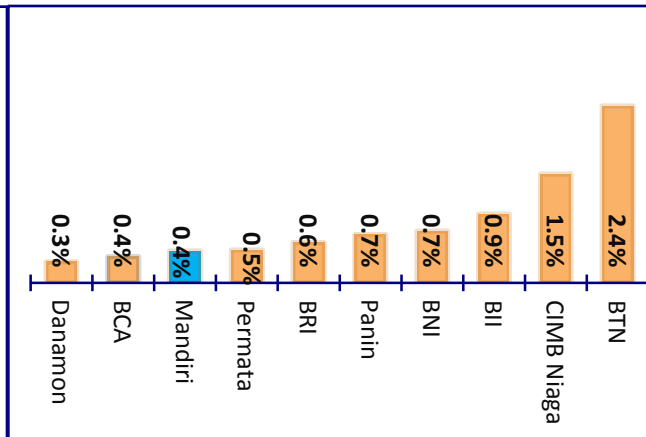
Loan to Deposit Ratio
(%)



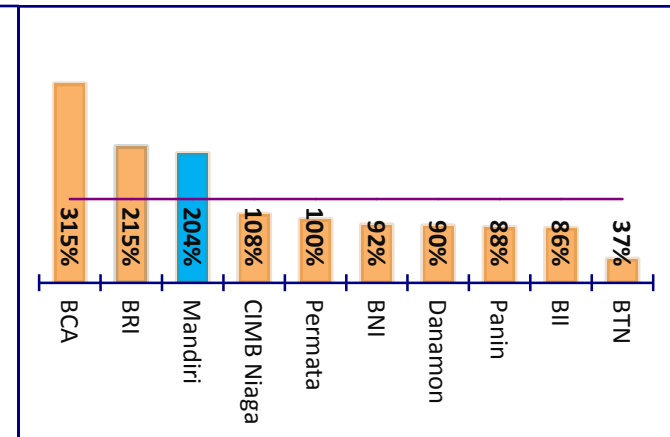
NPL Ratio (Gross)
(%)



NPL Ratio (Net)
(%)



Ratio of Provisions to NPL
(%)

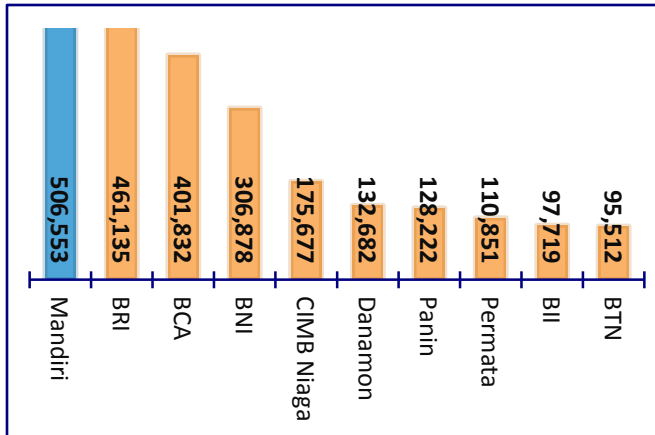


— Average

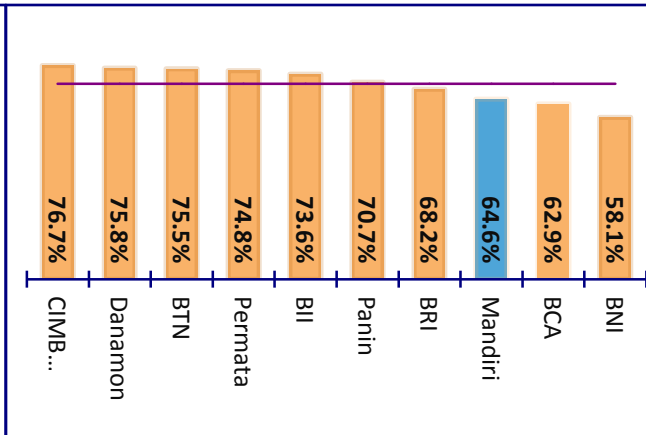
Asset and liability mix relative to peers

Bank Only, As of June 2012

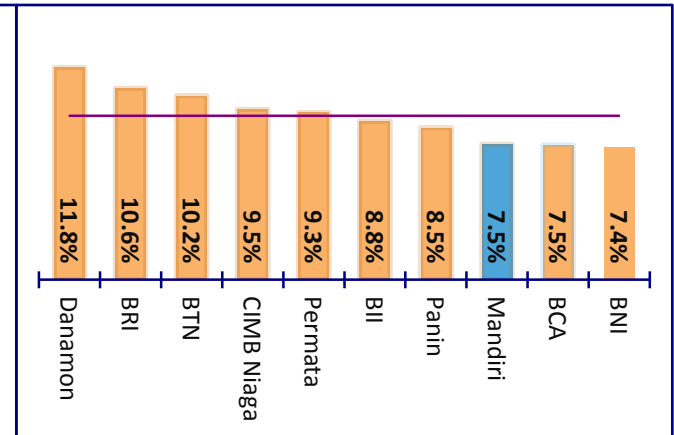
Total Assets
(Rp bn)



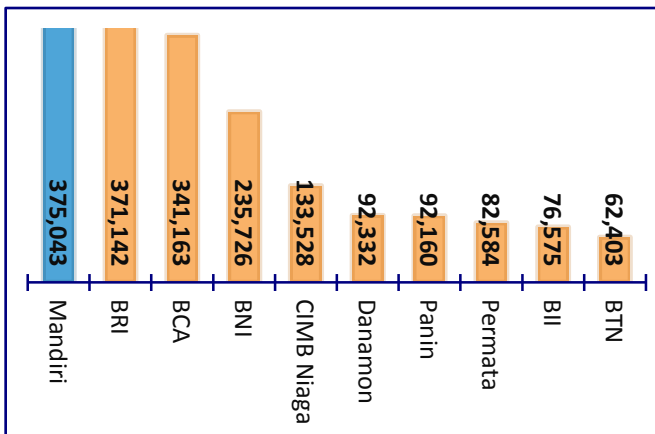
Loans to Total Earning Assets
(%)



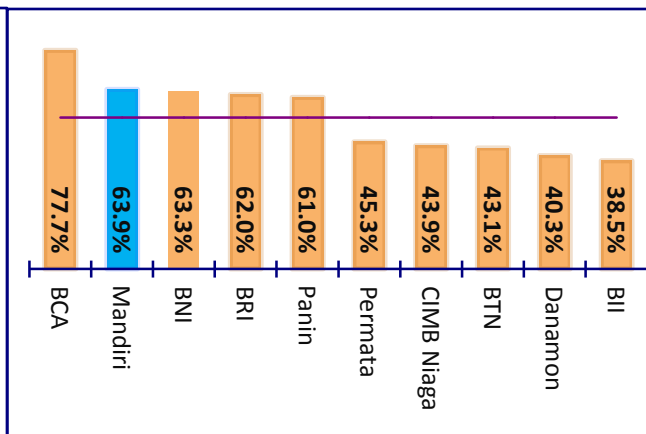
Yield on Assets (p.a.)
(%)



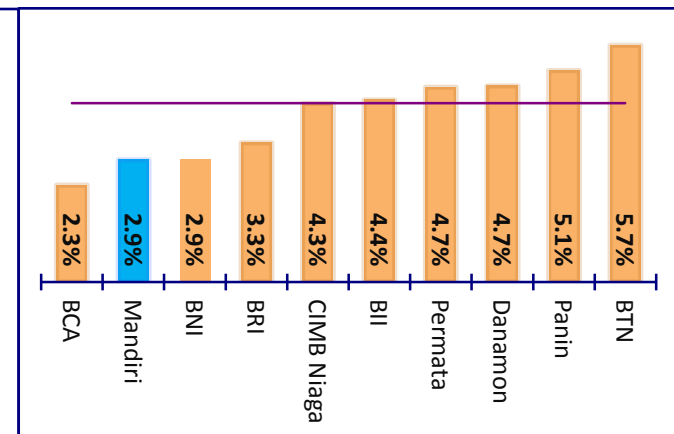
Total Deposits
(Rp tn)



Low Cost Deposit Ratio
(%)



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

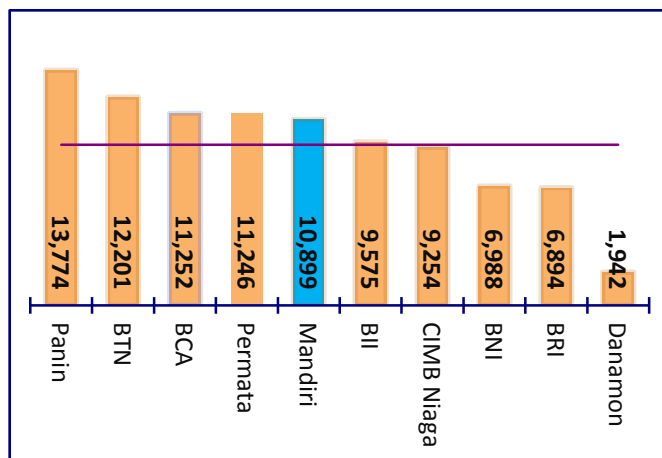


— Average

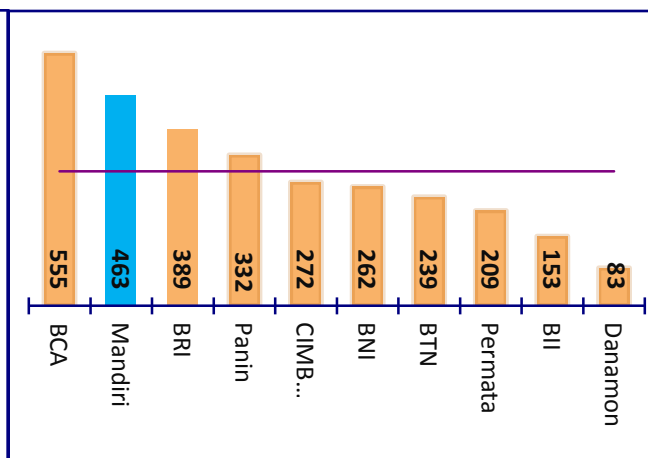
Efficiency measures relative to peers

Bank Only, As of June 2012

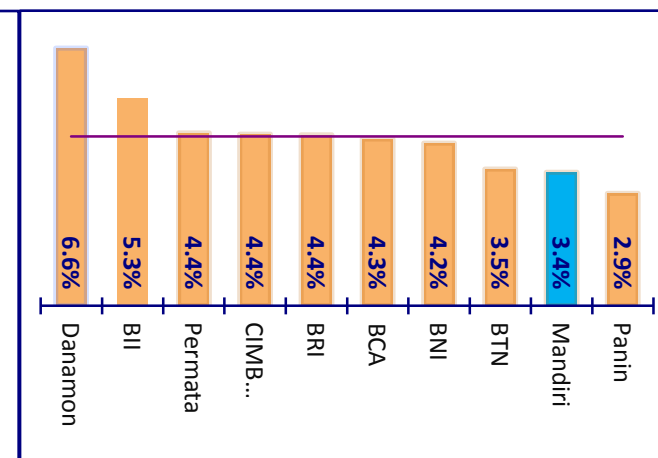
Loans/ Employee
(Rp Mn)



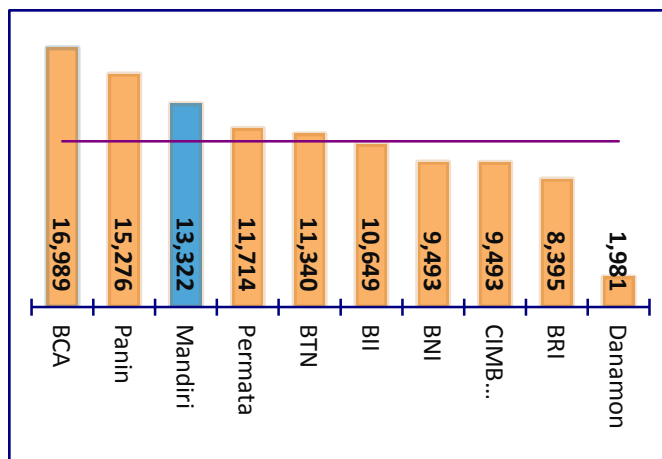
Profit/ Employee
(Rp Mn)



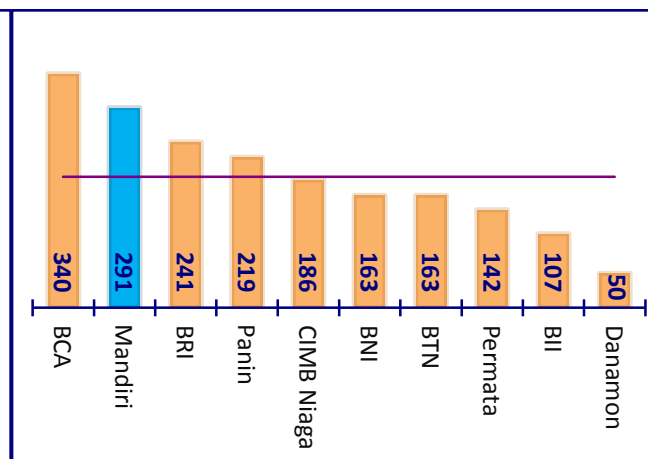
Cost/Assets
(%)*



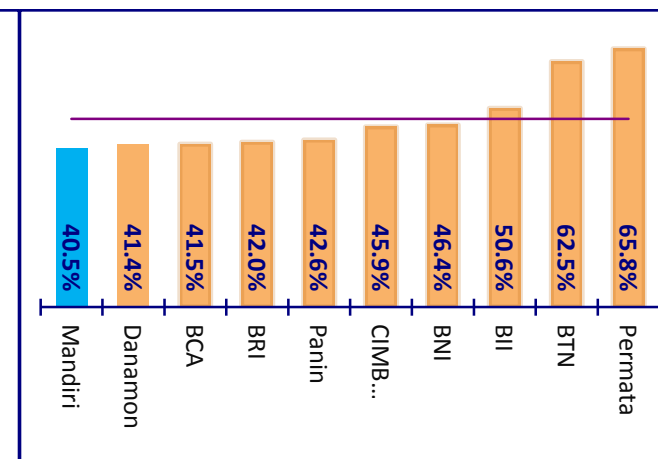
Deposits/ Employee
(Rp Mn)



Pre Tax Income/Employee
(Rp Mn)



Cost/ Income
(%)

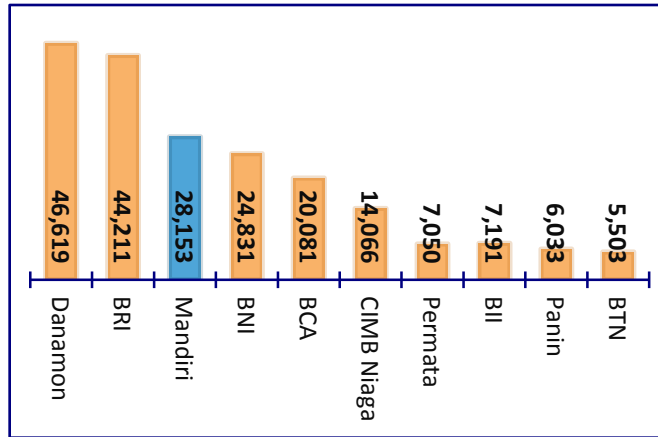


— Average

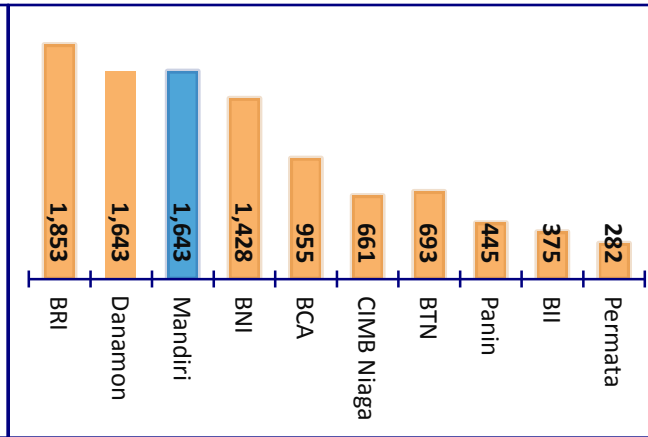
Measures of scale and returns relative to peers

Bank Only, As of June 2012

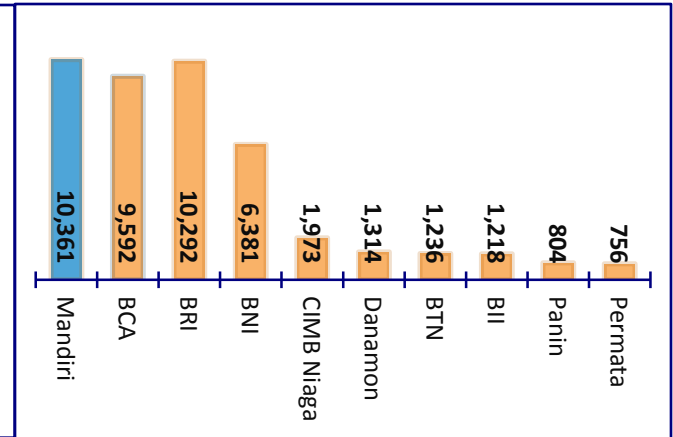
Employees



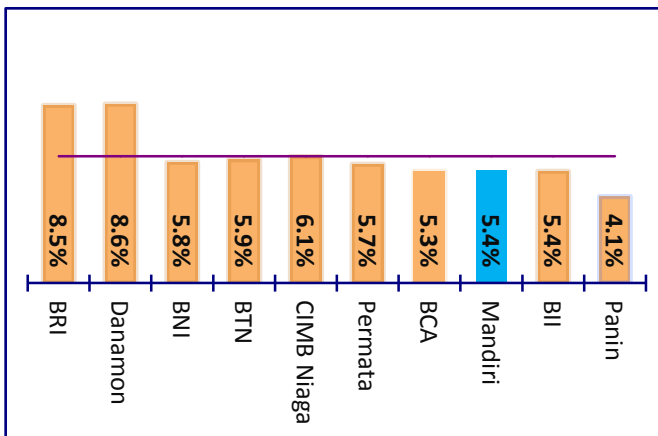
Branches



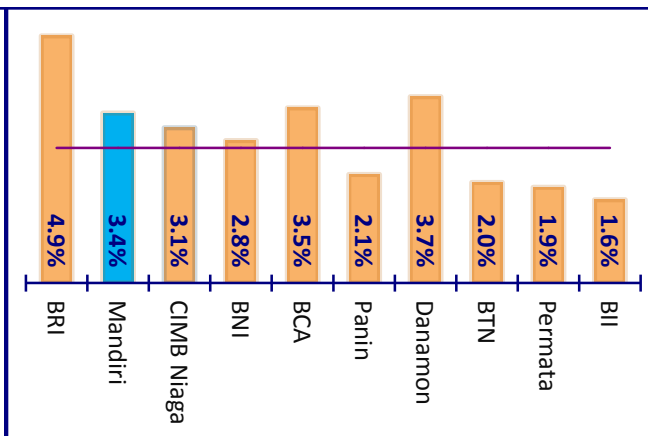
ATMs



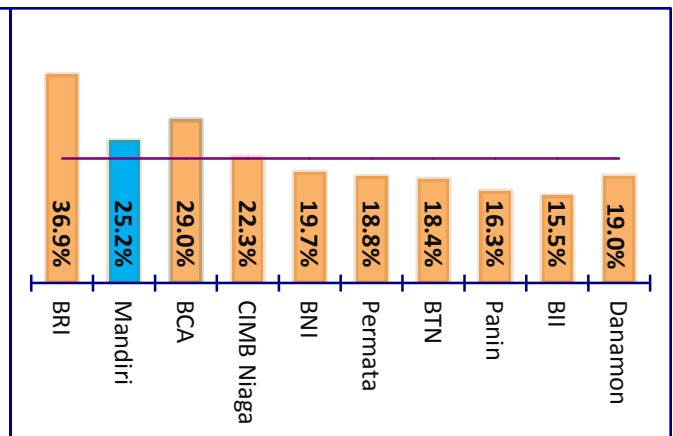
Net Interest Margins
(%)



Return on Assets (Before Tax)
(%)



Return on Equity (After Tax)
(%)



— Average

Notes

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