

Performance Highlights

Financial Highlights

Table of Financial Highlights

(in million Rupiah)

Description	2017	2016	2015	2014	2013
CONSOLIDATION STATEMENT OF FINANCIAL POSITION					
ASSETS					
Cash	24,268,563	22,906,775	25,109,124	20,704,563	19,051,934
Current Accounts with Bank Indonesia	50,188,118	52,484,974	56,314,316	50,598,840	43,904,419
Current Accounts with Other Banks - Net	12,329,947	10,360,165	10,152,214	8,983,467	14,036,484
Placements with Bank Indonesia and Other Banks - Net	74,600,803	73,616,927	37,320,863	61,117,605	45,113,834
Securities - Net	59,609,972	56,551,643	43,641,564	40,465,158	26,802,548
Government Bonds	103,411,188	98,933,278	103,869,361	86,153,906	82,227,428
Other Receivables - Trade Transactions - Net	24,090,128	14,167,271	13,184,766	11,651,696	7,523,929
Securities Purchased under Resale Agreements - Net	2,629,315	5,054,488	676,900	19,744,804	3,737,613
Derivative Receivables - Net	446,459	239,260	700,884	71,044	170,878
Loans and Sharia Financing/Receivables - Net	678,292,520	616,706,193	564,393,595	505,394,870	450,634,798
Consumer Financing Receivables - Net	14,782,332	11,531,838	7,907,449	5,893,135	4,511,545
Investment in Lease Financing - Net	2,356,890	829,945	598,359	766,524	612,154
Acceptance Receivables - Net	12,290,260	14,548,203	11,224,243	13,007,132	10,114,889
Investment in Shares - Net	333,312	245,136	48,394	55,490	4,667
Accrued Expenses	2,784,234	2,751,081	2,299,852	1,837,500	1,489,010
Prepaid Tax	2,688,049	2,612,707	4,817,396	2,591,982	1,126,549
Fixed Assets - Net	36,618,753	35,663,290	9,761,688	8,928,856	7,645,598
Intangible Assets - Net	2,401,467	1,955,496	1,915,192	1,644,583	1,160,255
Other Assets - Net	15,014,218	11,557,238	11,292,727	11,239,398	8,908,732
Deferred Tax Assets	5,564,319	5,990,101	4,834,522	4,189,120	4,322,498
TOTAL ASSETS	1,124,700,847	1,038,706,009	910,063,409	855,039,673	733,099,762
LIABILITIES					
Obligations due Immediately	2,838,567	1,569,911	1,156,327	1,156,366	762,130
Deposits from Customers	749,583,982	702,060,230	622,332,331	583,448,911	508,996,256
Deposits from Other Banks	8,349,507	9,339,196	12,636,237	17,531,845	12,443,313



Description	2017	2016	2015	2014	2013
Liabilities to Unit-Link Policyholders	23,254,035	19,602,950	17,019,049	17,343,799	12,002,997
Liabilities to Securities Sold under Repurchase Agreement	3,592,883	3,353,042	4,863,171	6,112,589	4,656,149
Derivative Liabilities	276,243	502,469	299,079	157,055	226,168
Acceptance Liabilities	12,544,494	14,789,244	11,331,273	13,114,059	10,178,370
Marketable Securities Issued	16,843,595	9,025,994	2,398,178	2,009,625	1,779,597
Estimated Losses on Commitments and Contingencies	381,771	207,401	395,610	196,793	200,501
Accrued Expenses	4,307,193	3,743,496	3,490,801	3,880,273	3,326,475
Taxes Payable	1,009,832	1,258,792	2,131,616	1,875,141	2,126,864
Employee Benefit Liabilities	8,277,388	6,763,068	5,777,077	5,181,160	4,585,069
Fees	375,770	435,880	676,170	667,644	822,582
Other Liabilities	20,496,377	15,810,036	14,189,412	16,370,686	14,166,214
Borrowings	35,703,679	35,882,757	33,764,671	24,227,104	15,997,188
Subordinated Loans	191,501	215,432	3,737,703	3,746,574	4,465,615
TOTAL LIABILITIES	888,026,817	824,559,898	736,198,705	697,019,624	596,735,488
TEMPORARY SYIRKAH FUNDS					
Deposits from Customers	66,222,609	60,440,474	54,054,930	52,933,182	47,345,405
Deposits from Other Banks	445,289	335,914	317,933	242,305	228,273
TOTAL TEMPORARY SYIRKAH FUNDS	66,667,898	60,776,388	54,372,863	53,175,487	47,573,678
EQUITY					
Share Capital	11,666,667	11,666,667	11,666,667	11,666,667	11,666,667
Additional Paid-in Capital/Agio	17,316,192	17,316,192	17,316,192	17,316,192	17,316,192
Difference Arising from Translation of Financial Statements in Foreign Currencies	168,412	202,363	242,807	203,625	221,620
Net Profit/(Loss) Unrealized From Increase/(Decrease) Fair Value of Available Government Securities and Government Bonds for Sale After Less Deferred Tax	1,117,864	(759,364)	(1,565,019)	(571,348)	(1,417,240)
The effective part of the cash flow hedge	(6,436)	-	-	-	-
Net Differences on Fixed Assets Revaluation	25,666,631	25,140,523	-	-	-
(Loss)/Net Actuarial Gain on Reward Programs - of Deferred Tax	(462,008)	49,515	277,676	-	-
Difference in Transactions With Non-Controlling Parties	(106,001)	(92,751)	(92,751)	-	-
Retained Earnings	111,357,522	96,930,793	89,224,718	74,042,745	59,631,998
Non-Controlling Interests in Net Assets of Consolidated Subsidiaries	3,287,289	2,915,785	2,421,551	2,186,681	1,371,359
TOTAL EQUITY	170,006,132	153,369,723	119,491,841	104,844,562	88,790,596
TOTAL LIABILITIES, TEMPORARY SYIRKAH FUNDS, AND EQUITY	1,124,700,847	1,038,706,009	910,063,409	855,039,673	733,099,762

Description	2017	2016	2015	2014	2013
CONSOLIDATION STATEMENT OF INCOME AND OTHER COMPREHENSIVE INCOME					
OPERATING INCOME AND EXPENSE					
Interest Income and Sharia Income - Net	52,327,159	51,825,369	45,363,103	39,132,424	33,809,418
Premium Income - Net	2,465,075	2,652,431	3,137,070	2,680,570	2,626,006
Interest Income, Sharia Income, and Premium Income - Net	54,792,234	54,477,800	48,500,173	41,812,994	36,435,424
Other Operating Income	22,281,641	19,286,425	18,378,678	14,687,815	14,686,637
Allowance for Impairment Losses	(15,646,385)	(24,943,938)	(11,664,837)	(5,718,130)	(4,871,442)
(Provision for)/Reversal of Allowance for Estimated Losses on Commitments and Contingencies	(173,402)	181,459	(198,450)	5,313	10,784
(Provision for)/Reversal of Other Allowances	(132,050)	117,637	(179,242)	183,481	4,324
Unrealized Gains/(Losses) from Increase/(Decrease) in Fair Value of Marketable Securities, Government Bonds, and Policyholders' Investment in Unit-Link Contracts	167,892	15,638	(18,306)	146,521	(219,353)
Gains on Sale of Marketable Securities and Government Bonds	893,570	745,904	275,499	234,463	39,116
Other Operating Expenses	(35,013,749)	(31,268,198)	(28,754,543)	(25,374,351)	(22,533,779)
Operating Income	27,169,751	18,612,727	26,338,972	25,978,106	23,551,711
Non-Operating Income/(Expense) - Net	(12,888)	(39,762)	30,458	29,909	510,126
Income before Tax Expense and Non-Controlling Interest	27,156,863	18,572,965	26,369,430	26,008,015	24,061,837
Tax Expense - Net	(5,713,821)	(3,922,802)	(5,217,032)	(5,353,232)	(5,231,903)
CURRENT YEAR PROFIT	21,443,042	14,650,163	21,152,398	20,654,783	18,829,934
OTHER COMPREHENSIVE INCOME					
Items that will not be Reclassified to Profit or Loss	9,678	24,909,438	273,737	-	-
Items that will be Reclassified to Profit or Loss	1,868,315	785,447	(979,306)	827,897	(833,848)
Other Comprehensive Income/(Loss) for the Current Year - Net of Income Tax	1,877,993	25,694,885	(705,569)	827,897	(833,848)
TOTAL COMPREHENSIVE INCOME FOR THE CURRENT YEAR	23,321,035	40,345,048	20,446,829	21,482,680	17,996,086
Net Income Attributable to					
Parent Entity	20,639,683	13,806,565	20,334,968	19,871,873	18,203,753
Non-Controlling Interest	803,359	843,598	817,430	782,910	626,181
Total Comprehensive Income Attributable to					
Parent Entity	22,491,109	39,484,138	19,658,155	20,699,770	17,369,905
Non-Controlling Interest	829,926	860,910	788,674	782,910	626,181
EARNINGS PER SHARE (in full Rupiah)	442,28	295,85*	871,50	851,66	780,16
CONSOLIDATION STATEMENT OF CASH FLOW					
Cash Flow from (for) Operating Activities	4,952,703	41,521,119	10,201,454	21,091,691	12,733,517
Cash Flow from (for) Investing Activities	(5,247,860)	(6,162,781)	(28,949,323)	(7,084,002)	(12,561,665)
Cash Flow from (for) Financing Activities	702,143	(1,974,522)	778,320	3,496,231	6,354,122
Net Increase (Decrease) in Cash and Cash Equivalents	406,986	33,383,816	(17,969,549)	17,503,920	6,525,974
Effects of Exchange Rate Changes	808,703	(1,491,116)	4,832,573	277,305	2,993,395
Cash and Cash Equivalents at Beginning of Year	157,560,107	125,667,407	138,804,383	121,023,158	111,503,789
Cash and Cash Equivalents at End of Year	158,775,796	157,560,107	125,667,407	138,804,383	121,023,158
FINANCIAL RATIOS (Bank Only)					
CAPITAL					
Capital Adequacy Ratio (CAR)	21.64%	21.36%	18.60%	16.60%	14.93%
CAR for Credit Risk and Operational Risk	22.06%	21.42%	18.63%	16.66%	14.99%
CAR for Credit Risk, Operational Risk, and Market Risk	21.64%	21.36%	18.60%	16.60%	14.93%
Fixed Assets to Capital	23.11%	25.07%	8.30%	9.60%	9.40%

Description	2017	2016	2015	2014	2013
EARNING ASSETS (%)					
Productive and Non-Productive Assets to Total Productive Assets and Non-Productive Assets	2.16%	2.47%	1.56%	1.15%	1.17%
Non-Performing Productive Assets to Total Productive Assets	2.73%	3.07%	1.96%	1.42%	1.43%
Allowance for Impairment Losses on Financial Assets to Productive Assets	3.76%	3.97%	3.10%	2.61%	2.86%
Fulfillment of Allowance for Impairment Losses on Productive Assets (in million rupiah)	33,495,714	32,912,493	22,532,227	17,906,264	16,828,352
Fulfillment of Allowance for Impairment Losses on Non-Productive Assets (in million rupiah)	349,404	193,144	370,727	195,147	197,807
NPL - Gross	3.45%	3.96%	2.29%	1.66%	1.60%
NPL - Net	1.06%	1.38%	0.60%	0.44%	0.37%
Fixed Assets to Capital	23.11%	25.07%	8.30%	9.60%	9.40%
Loan to Assets Ratio	72.38%	71.54%	73.84%	69.39%	70.83%
Main Debtor to Loan Ratio	22.49%	21.26%	21.94%	19.85%	19.58%
PROFITABILITY					
ROA	2.72%	1.95%	3.15%	3.57%	3.66%
ROE	14.53%	11.12%	23.03%	25.81%	27.31%
NIM	5.63%	6.29%	5.90%	5.94%	5.68%
Operating Expense to Operating Income	71.78%	80.94%	69.67%	64.98%	62.41%
Income to Asset Ratio	2.05%	1.42%	2.49%	2.57%	2.66%
Income to Equity Ratio	12.54%	9.07%	17.99%	19.96%	20.85%
Liability to Asset Ratio	83.69%	84.31%	86.16%	87.14%	87.26%
Liability to Equity Ratio	512.94%	537.32%	622.67%	677.79%	685.17%
Fee-Based Income to Operating Income Ratio	23.29%	21.29%	22.26%	20.09%	23.48%
LIQUIDITY					
Loan to Funding Ratio (LFR)	89.25%	85.86%	87.05%	82.02%	82.97%
Liquid Asset to Asset Ratio	14.31%	14.64%	12.97%	11.76%	14.44%
Liquid Asset to Short-Term Funding Ratio	19.83%	19.54%	17.09%	15.45%	18.70%
MSME Loan to Loan Ratio	12.47%	13.55%	14.14%	15.44%	15.49%
COMPLIANCE					
Percentage of LLL Violation					
Related Party	0.00%	0.00%	0.00%	0.00%	0.00%
Non-Related Parties	0.00%	0.00%	0.00%	0.00%	0.00%
Percentage of LLL Exceedance					
Related Parties	0.00%	0.00%	0.00%	0.00%	0.00%
Non-Related Parties	0.00%	0.00%	0.00%	0.00%	0.00%
Statutory Reserve - Rupiah	6.78%	6.50%	7.50%	8.00%	8.00%
Secondary Reserve - Rupiah	8.91%	9.84%	14.35%	17.74%	18.08%
Foreign Exchange Reserve	8.10%	8.12%	8.50%	8.49%	8.10%
LFR Reserve	0.00%	0.00%	0.00%	0.00%	0.00%
Net Open Position	1.59%	2.98%	2.91%	2.01%	2.40%
OTHER RATIOS					
Gross LLR/NPL (Coverage Ratio)	142.95%	131.29%	167.02%	201.43%	223.54%
CIR (Cost to Income Ratio) (Consolidated)	40.68%	39.15%	39.20%	41.42%	41.21%
Operating Income/Employee (in million Rupiah)	655,12	418,63	670,81	696,41	626,93

Note
*)Restated

Operational Highlights

Table of Operational Performance for Corporate Segment

(in million Rupiah)

Products	2017	2016**)	2015	2014*)	2013*)
Third-Party Funds	127,011,830	178,317,626	154,150,135	141,266,862	125,423,707
• Current Accounts	83,354,774	92,357,811	86,552,341	58,091,427	56,168,520
• Savings	7,003,356	6,051,088	4,800,091	1,656,045	1,385,196
• Time Deposits	36,653,700	79,908,727	62,797,703	81,519,390	67,869,991
Total Loans	248,745,671	228,664,566	196,591,585	173,292,233	163,747,852
Total Fee-Based Income	2,277,649	2,166,235	1,630,213	1,066,809	1,076,471

*) In 2013 and 2014 Corporate Segment still incorporated with the Institutional Banking Segment

**) In 2016 Corporate Segment still incorporated with the Government and Institutional Banking Segment

Table of Operational Performance for Commercial Segment

(in million Rupiah)

Products	2017	2016	2015	2014*)	2013*)
Third-Party Funds	68,145,567	66,353,326	63,629,940	24,041,853	27,257,494
• Current Accounts	37,174,479	40,435,471	38,120,057	13,223,418	17,056,237
• Savings	11,731,448	8,143,489	8,560,670	3,344,503	3,736,665
• Time Deposits	19,239,640	17,774,366	16,949,213	7,473,932	6,464,592
Total Loans	155,820,017	165,157,169	160,621,315	196,182,613	163,402,908
Total Fee-Based Income	1,129,285	1,774,650	1,164,406	1,579,640	1,534,071

*) Commercial and Business Segments

Table of Operational Performance for Government and
Institutional Segment

(in million Rupiah)

Products	2017	2016*)	2015*)	2014*)	2013*)
Third-Party Funds	50,676,336	0	0	0	0
• Current Accounts	20,964,557	0	0	0	0
• Savings	1,174,738	0	0	0	0
• Time Deposits	28,537,041	0	0	0	0
Total Loans	13,862,546	0	0	0	0
Total Fee-based Income	269,181	0	0	0	0

*) Still Incorporated With The Commercial and Business Banking



Table of Operational Performance for Retail Segment

(in million Rupiah)

Products	2017	2016	2015*)	2014**)	2013**)
Third-Party Funds	476,371,887	435,276,455	390,013,050	402,904,084	341,665,787
• Current Accounts	51,006,025	45,497,602	39,541,346	50,425,065	41,827,746
• Savings	283,736,956	259,483,049	232,910,746	224,423,863	208,994,444
• Time Deposits	141,628,906	130,295,804	117,560,958	128,055,156	90,843,597
Total Loans	223,098,142	196,193,756	175,210,948	100,736,303	83,653,157
Total Fee-Based Income	8,311,567	8,572,218	8,358,521	7,068,160	6,166,470

*) Micro, Business, Consumer, and Individual Segments

**) Micro, Retail and Consumer Segments

Table of Operational Performance for Treasury and Market Segment

(in million Rupiah)

Products	2017	2016**)	2015**)	2014*)	2013*)
Third-Party Funds	7,571,909	8,002,438	5,367,804	8,113,002	5,371,052
• Current Accounts	2,748,140	2,268,645	2,191,203	1,302,746	1,198,359
• Savings	22,325	94,889	53,203	30,200	12,349
• Time Deposits	4,801,444	5,638,904	3,123,398	6,780,056	4,160,344
Total Loans	1,173,623	1,064,421	1,425,147	5,055,677	6,174,114
Total Fee-Based Income	3,728,182	3,873,837	3,678,886	4,234,562	4,831,477

*) Treasury, Financial Institution, and Special Asset Management (SAM) Segments

**) Segment Treasury and Markets