

Key Financial Highlights

Financial Highlights and Financial Ratios

Table of Financial Highlights

Description	2018	2017 ¹⁾	2016	2015	2014
(in million IDR)					
STATEMENT OF CONSOLIDATED FINANCIAL POSITION					
ASSETS					
Cash	27,348,914	24,268,563	22,906,775	25,109,124	20,704,563
Current Accounts at Bank Indonesia	59,852,761	50,188,118	52,484,974	56,314,316	50,598,840
Current Accounts at Other Banks - Net	14,830,772	12,329,947	10,360,165	10,152,214	8,983,467
Placements in BI and Other Banks - Net	22,515,696	74,600,803	73,616,927	37,320,863	61,117,605
Securities - Net	63,835,900	59,638,323	56,572,903	43,641,564	40,465,158
Government Bonds	114,284,518	103,411,188	98,933,278	103,869,361	86,153,906
Other Charges - Trade Transactions - Net	24,809,459	24,090,128	14,167,271	13,184,766	11,651,696
Charges on Securities Purchased under Agreements to Resell - Net	2,097,629	2,629,315	5,054,488	676,900	19,744,804
Derivative Charges - Net	1,798,557	817,292	470,243	700,884	71,044
Credit Provided And Sharia Receivables/Financing - Net	767,761,095	678,292,520	616,706,193	564,393,595	505,394,870
Consumer Financing Receivables - Net	16,826,865	14,782,332	11,531,838	7,907,449	5,893,135
Net Investment in Leasing Financing - Net	3,319,103	2,356,890	829,945	598,359	766,524
Acceptance Charges - Net	13,592,409	12,290,260	14,548,203	11,224,243	13,007,132
Equity Participation - Net	421,504	333,312	245,136	48,394	55,490
Prepaid Expenses	2,858,186	2,784,234	2,751,081	2,299,852	1,837,500
Prepaid Tax	1,236,027	2,688,049	2,612,707	4,817,396	2,591,982
Fixed Assets - Net	38,442,696	36,618,753	35,663,290	9,761,688	8,928,856
Intangible Assets - Net	2,764,726	2,401,467	1,955,496	1,915,192	1,644,583
Other Assets - Net	18,657,655	14,615,034	11,304,995	11,292,727	11,239,398
Deferred Tax Assets	4,997,622	5,564,319	5,990,101	4,834,522	4,189,120
TOTAL ASSETS	1,202,252,094	1,124,700,847	1,038,706,009	910,063,409	855,039,673
LIABILITIES					
Current Liabilities	3,843,194	2,838,567	1,569,911	1,156,327	1,156,366
Deposits from Customers	766,008,893	749,583,982	702,060,230	622,332,331	583,448,911
Deposits from Other Banks	16,493,815	8,349,507	9,339,196	12,636,237	17,531,845
Liabilities to Unit-Link Policy Holders	22,357,802	23,254,035	19,602,950	17,019,049	17,343,799
Liabilities on Securities Purchased under Agreements to Resell	16,611,528	3,592,883	3,353,042	4,863,171	6,112,589
Derivative Liabilities	1,117,677	644,965	749,429	299,079	157,055
Acceptance Liabilities	13,888,862	12,544,494	14,789,244	11,331,273	13,114,059
Efek-Efek Yang Diterbitkan-Neto	19,088,923	16,843,595	9,025,994	2,398,178	2,009,625
Estimated Loss on Commitments and Contingencies	125,729	381,771	207,401	395,610	196,793
Charges to Pay	4,835,467	3,938,471	3,496,536	3,490,801	3,880,273
Tax Payables	1,087,949	1,009,832	1,258,792	2,131,616	1,875,141
Employee Benefits Liability	7,987,887	8,277,388	6,763,068	5,777,077	5,181,160
Provision	370,525	375,770	435,880	676,170	667,644
Other Liabilities	15,795,137	20,496,377	15,810,036	14,189,412	16,370,686
Borrowings	51,653,982	35,703,679	35,882,757	33,764,671	24,227,104
Subordinate Borrowings - Net	685,730	191,501	215,432	3,737,703	3,746,574
TOTAL LIABILITIES	941,953,100	888,026,817	824,559,898	736,198,705	697,019,624

Description	2018	2017 ¹⁾	2016	2015	2014
TEMPORARY SYIRKAH FUNDS					
Deposits from Customers	74,905,079	66,222,609	60,440,474	54,054,930	52,933,182
Deposits from Other Banks	433,610	445,289	335,914	317,933	242,305
TOTAL TEMPORARY SYIRKAH FUNDS	75,338,689	66,667,898	60,776,388	54,372,863	53,175,487
EQUITY					
Share Capital	11,666,667	11,666,667	11,666,667	11,666,667	11,666,667
Additional Paid-in Capital/Share Agio	17,316,192	17,316,192	17,316,192	17,316,192	17,316,192
Exchange Difference Due to Translation of Financial Statements in Foreign Currencies	112,171	168,412	202,363	242,807	203,625
Unrealized Net Losses from Decreasing Fair Value of Government Bonds Available for Sale After Deducted by Deferred Taxes	(1,638,088)	1,117,864	(759,364)	(1,565,019)	(571,348)
The effective portion of cash flow hedges	(17,030)	(6,436)	-	-	-
Net Asset Revaluation Difference	26,435,307	25,666,631	25,140,523	-	-
(Loss)/Actuarial Net Profit of Defined Benefit Program - Net After Deducted by Deferred Tax	348,613	(462,008)	49,515	277,676	-
Difference in Transactions with Non-Controlling Parties	(106,001)	(106,001)	(92,751)	(92,751)	-
Retained Earnings	127,084,686	111,357,522	96,930,793	89,224,718	74,042,745
Non-controlling Interest in Net Assets of Consolidated Subsidiaries	3,757,788	3,287,289	2,915,785	2,421,551	2,186,681
TOTAL EQUITY	184,960,305	170,006,132	153,369,723	119,491,841	104,844,562
TOTAL LIABILITIES, TEMPORARY SYIRKAH FUNDS AND EQUITY	1,202,252,094	1,124,700,847	1,038,706,009	910,063,409	855,039,673
STATEMENT OF PROFIT AND LOSS AND OTHER CONSOLIDATED COMPREHENSIVE INCOME					
OPERATING INCOME AND EXPENSES					
Interest and Sharia Income - Net	54,622,632	51,988,361	51,825,369	45,363,103	39,132,424
Premium Income - Net	2,707,133	2,465,075	2,652,431	3,137,070	2,680,570
Interest, Sharia, and Premium Income - Net	57,329,765	54,453,436	54,477,800	48,500,173	41,812,994
Other Operating Income	27,672,065	22,830,407	19,286,425	18,378,678	14,687,815
Reserve Formation for Impairment Losses	(14,394,973)	(15,646,385)	(24,943,938)	(11,664,837)	(5,718,130)
Reversal/(Establishment) Allowance for Estimated Losses for Commitments and Contingencies	270,973	(173,402)	181,459	(198,450)	5,313
Other Reversal/(Establishment) Allowance	(61,498)	(132,050)	117,637	(179,242)	183,481
Unrealized Gains/(Losses) from Increase/(Decrease) Fair Value of Securities, Government Bonds and Policyholders Investment in Unit-Link Contracts	(18,483)	46,849	15,638	(18,306)	146,521
Benefits of Selling Government Securities and Bonds	674,087	779,993	745,904	275,499	234,463
Other Operating Expenses	(37,566,139)	(34,989,097)	(31,268,198)	(28,754,543)	(25,374,351)
OPERATING PROFIT	33,905,797	27,169,751	18,612,727	26,338,972	25,978,106
(Expenses)/Non-Operating Income - Net	37,572	(12,888)	(39,762)	30,458	29,909
PROFIT BEFORE TAX EXPENSES AND NON-CONTROLLING INTEREST	33,943,369	27,156,863	18,572,965	26,369,430	26,008,015
Tax Expenses - Net	(8,091,432)	(5,713,821)	(3,922,802)	(5,217,032)	(5,353,232)
CURRENT YEAR PROFIT	25,851,937	21,443,042	14,650,163	21,152,398	20,654,783

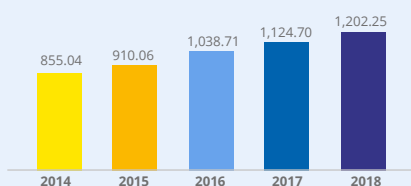
Description	2018	2017 ¹⁾	2016	2015	2014
OTHER COMPREHENSIVE INCOME					
Posts that Will Not Be Reclassified to Profit or Loss	1,585,482	9,678	24,909,438	273,737	-
Posts that Will Be Reclassified to Profit or Loss	(2,902,231)	1,868,315	785,447	(979,306)	827,897
Current Year Other Comprehensive Income/Expenses - After Income Tax	(1,316,749)	1,877,993	25,694,885	(705,569)	827,897
TOTAL CURRENT YEAR COMPREHENSIVE INCOME	24,535,188	23,321,035	40,345,048	20,446,829	21,482,680
Attributed current year profit:					
Owner of the Parent	25,015,021	20,639,683	13,806,565	20,334,968	19,871,873
Non-Controlling Interest	836,916	803,359	843,598	817,430	782,910
Total attributed current year comprehensive income:					
Owner of the Parent	23,771,531	22,491,109	39,484,138	19,658,155	20,699,770
Non-Controlling Interest	763,657	829,926	860,910	788,674	782,910
PROFIT PER SHARE (in full Rupiah)	536,04	442,28	295,85^{**}	871,50	851,66
STATEMENT OF CONSOLIDATED CASH FLO					
Net Cash Obtained from (Used for) Operating Activities	(31,962,470)	4,981,054	41,521,119	10,201,454	21,091,691
Net Cash Obtained from (Used for) Investment Activities	(21,041,189)	(5,276,211)	(6,162,781)	(28,949,323)	(7,084,002)
Net Cash Obtained from (Used for) Funding Activities	17,151,038	702,143	(1,974,522)	778,320	3,496,231
Increase(Decrease) in Net Cash and Cash Equivalents	(35,852,621)	406,986	33,383,816	(17,969,549)	17,503,920
Impact of Exchange Difference	1,754,511	808,703	(1,491,116)	4,832,573	277,305
Cash and Cash Equivalent Balance at Beginning of Year	158,775,796	157,560,107	125,667,407	138,804,383	121,023,158
Cash and Cash Equivalent Balance at End of Year	124,677,686	158,775,796	157,560,107	125,667,407	138,804,383
FINANCIAL RATIO (Bank Only)					
CAPITALIZATION					
Minimum Capital Adequacy Requirement (KPMM) Ratio	20,96%	21,64%	21,36%	18,60%	16,60%
KPMM by Calculating Credit Risk, Operational	21,14%	22,06%	21,42%	18,63%	16,66%
KPMM by Considering Credit Risk, Operational Risk, and Market Risk	20,96%	21,64%	21,36%	18,60%	16,60%
Fixed Assets to Capital	22,09%	23,11%	25,07%	8,30%	9,60%
EARNING ASSETS (%)					
Problematic Earning and Non-Earning Assets Against Total Earning and Non-Earning Assets	1,92%	2,16%	2,47%	1,56%	1,15%
Problematic Earning Assets to Total Earning Assets	2,42%	2,73%	3,07%	1,96%	1,42%
Financial Asset CKPN Against Earning Assets	3,40%	3,76%	3,97%	3,10%	2,61%
Fulfillment of CKPN Earning Assets	31,566,448	33,495,714	32,912,493	22,532,227	17,906,264
Fulfillment of CKPN Non-Earning Assets	113,236	349,404	193,144	370,727	195,147
NPL Gross	2,79%	3,45%	3,96%	2,29%	1,66%
NPL Nett	0,67%	1,06%	1,38%	0,60%	0,44%
Fixed assets to Capital	22,09%	23,11%	25,07%	8,30%	9,60%
Credit Ratio to Total Earning Assets	77,51%	72,38%	71,54%	73,84%	69,39%
Core debtor Ratio to total loans	34,49%	22,49%	21,26%	21,94%	19,85%
Profitability					
ROA	3,17%	2,72%	1,95%	3,15%	3,57%
ROE	16,23%	14,53%	11,12%	23,03%	25,81%
NIM	5,52%	5,63%	6,29%	5,90%	5,94%
Operating Expense to Operating Income	66,48%	71,78%	80,94%	69,67%	64,98%
Profit (Loss) Ratio to Total Assets	2,32%	2,05%	1,42%	2,49%	2,57%
Profit (Loss) Ratio to Total Equity	13,91%	12,54%	9,07%	17,99%	19,96%
Liability Ratio to Total Assets	83,31%	83,69%	84,31%	86,16%	87,14%

Description	2018	2017 ^{*)}	2016	2015	2014
Liability Ratio to Equity	499,08%	512,94%	537,32%	622,67%	677,79%
Fee Based Income Ratio to Total Operating Income	30,69% ^{*)}	23,29%	21,29%	22,26%	20,09%
LIQUIDITY					
Loan to Funding Ratio (LFR)	95,46%	87,16%	85,86%	87,05%	82,02%
Liquid asset ratio to total assets	6,84%	13,26%	14,64%	12,97%	11,76%
Total Liquid Asset Ratio to Short-Term Funding	9,59%	17,78%	19,54%	17,09%	15,45%
Total credit ratio to MSMEs to total credit	11,68%	12,47%	13,55%	14,14%	15,44%
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 Violation to BMPK					
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%
Primary GWM - Rupiah	6,92%	6,78%	6,50%	7,50%	8,00%
Secondary GWM - Rupiah	10,14%	8,91%	9,84%	14,35%	17,74%
Forex GWM	8,10%	8,10%	8,12%	8,50%	8,49%
GWM LFR	0,00%	0,00%	0,00%	0,00%	0,00%
Net Open Position	0,67%	1,59%	2,98%	2,91%	2,01%
OTHER RATIOS					
Gross LLR/NPL (Coverage Ratio) (%)	146,93%	142,95%	131,29%	167,02%	201,43%
CIR (Cost-to-Income Ratio) (%)	44,35%	45,43%	39,15%	39,20%	41,42%
Operating Income/Employee (in million Rupiah)	785,67	655,12	418,63	670,81	696,41

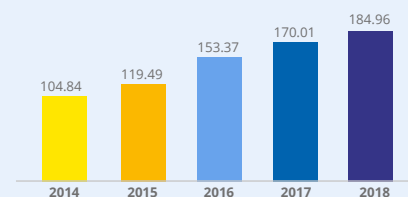
^{*)} Reclassified

^{**)} Restated

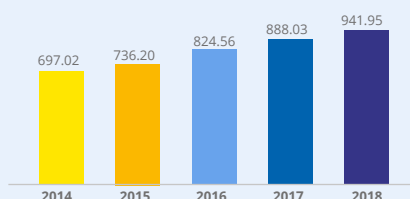
2014-2018 Asset Growth Chart
(in trillion IDR)



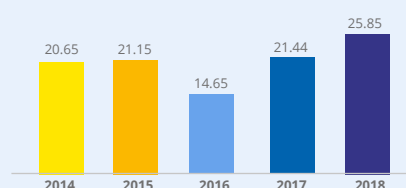
2014-2018 Equity Growth Chart
(in trillion IDR)



2014-2018 Growth Liability Chart
(in trillion IDR)



2014-2018 Current Year Profit Growth Chart
(in trillion IDR)



Operational Highlights

Table of Operational Performance of Large Corporate Segment

(in million IDR)

Product	2018 ^(*)	2017 ^(**)	2016 ^(**)	2015 ^(**)	2014 ^(*)
Third-Party Fund	127,649,737	127,011,830	178,317,626	154,150,135	141,266,862
• Current account	79,923,964	83,354,774	92,357,811	86,552,341	58,091,427
• Savings	6,533,237	7,003,356	6,051,088	4,800,091	1,656,045
• Deposit	41,192,536	36,653,700	79,908,727	62,797,703	81,519,390
Total Credit	302,625,449	248,745,671	228,664,566	196,591,585	173,292,233
Total Fee Based Income	2,517,336	2,277,649	2,166,235	1,630,213	1,066,809

Note: Business segmentation is adjusted to the organizational structure in the reporting year
^(*) The Corporate Segment is still incorporated into Institutional Banking / Institutional Relations
^(**) The Corporate Segment is not included in Institutional Banking/Institutional Relations

Table of Operational Performance of Corporate-Middle Corporate Segment

(in million IDR)

Product	2018	2017 ^(**)	2016 ^(**)	2015 ^(**)	2014 ^(*)
Third-Party Fund	59,775,005	68,145,567	66,353,326	63,629,940	24,041,853
• Current account	33,262,301	37,174,479	40,435,471	38,120,057	13,223,418
• Savings	9,324,378	11,731,448	8,143,489	8,560,670	3,344,503
• Deposit	17,188,326	19,239,640	17,774,366	16,949,213	7,473,932
Total Credit	142,581,578	155,820,017	165,157,169	160,621,315	196,182,613
Total Fee Based Income	1,020,997	1,129,285	1,774,650	1,164,406	1,579,640

Note: Business segmentation is adjusted to the organizational structure in the reporting year
^(*) Incorporation of the Commercial and Business Segments
^(**) Commercial Segments

Table of Operational Performance of Institutional Relationship Segment

(in million IDR)

Product	2018	2017 ^(**)	2016 ^(*)	2015 ^(*)	2014 ^(*)
Third-Party Fund	64,155,368	50,676,336	-	-	-
• Current account	20,358,667	20,964,557	-	-	-
• Savings	965,360	1,174,738	-	-	-
• Deposit	42,831,341	28,537,041	-	-	-
Total Credit	21,864,053	13,862,546	-	-	-
Total Fee Based Income	261,918	269,181	-	-	-

Note: Business segmentation is adjusted to the organizational structure in the reporting year
^(*) The Corporate Segment is still incorporated into Institutional Banking / Institutional Relations
^(**) In 2017 the Institutional Relation Segment was called Government & Institutional Segment

Table of Operational Performance of Retail Banking Segment

(in million IDR)

Product	2018	2017 ^(***)	2016 ^(***)	2015 ^(**)	2014 ^(*)
Third-Party Fund	480,511,134	476,371,887	435,276,455	390,013,050	402,904,084
• Current account	55,389,473	51,006,025	45,497,602	39,541,346	50,425,065
• Savings	283,926,092	283,736,956	259,483,049	232,910,746	224,423,863
• Deposit	141,195,569	141,628,906	130,295,804	117,560,958	128,055,156
Total Credit	246,570,936	223,098,142	196,193,756	175,210,948	100,736,303
Total Fee Based Income	9,160,485	8,311,567	8,572,218	8,358,521	7,068,160

Note: Business segmentation is adjusted to the organizational structure in the reporting year
^(*) Micro, Retail and Customer Segment
^(**) Micro, Business, Customer and Individual Segment
^(***) Retail Segment (still included in Micro, Business, Customer and Individual Segment)

Table of Operational Performance of Treasury Segment

(in million IDR)

Product	2018	2017 ^(**)	2016 ^(**)	2015 ^(**)	2014 ^(*)
Third-Party Fund	7,395,290	7,571,909	8,002,438	5,367,804	8,113,002
• Current account	2,477,319	2,748,140	2,268,645	2,191,203	1,302,746
• Savings	39,079	22,325	94,889	53,203	30,200
• Deposit	4,878,892	4,801,444	5,638,904	3,123,398	6,780,056
Total Credit	3,998,638	1,173,623	1,064,421	1,425,147	5,055,677
Total Fee Based Income	4,275,471	3,728,182	3,873,837	3,678,886	4,234,562

Note: Business segmentation is adjusted to the organizational structure in the reporting year
^(*) Still becomes part of the Treasury, Financial Institution and SAM (Special Asset Management) Segment
^(**) Still becomes part of the Treasury and Markets Segment