



MARKET SHARE

Compared to other conventional banks, Bank Mandiri position can be seen based on the number of assets, the amount of third party funds (currents, savings, deposits), and the amount of loans distributed (home ownership loans, micro multi-purpose loans and credit cards) as follows.

MARKET SHARE BASED ON ASSET

Bank Mandiri faced fairly competitive competition, especially with the development of non-banking digital-based financial transactions (fintech) and competition with competing Banks for the Retail Banking segment, so that the scale of Bank Mandiri's business viewed from the asset side faced challenges compared to the previous year.

Diagram of Market Share Based on Asset

(in %)

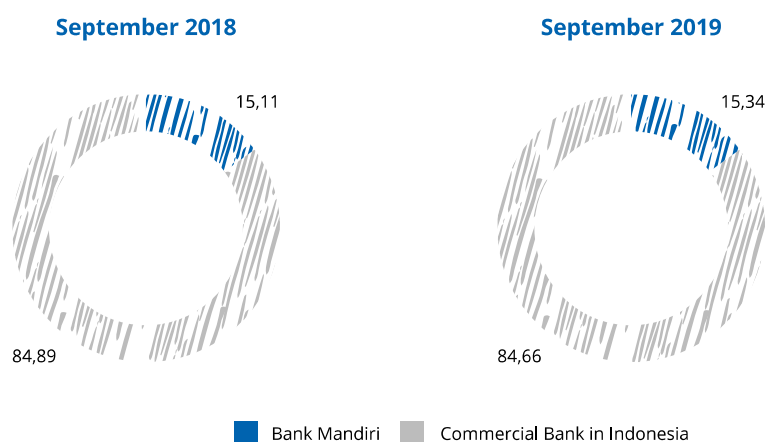


Table of Bank Mandiri Market Share compared to Commercial Bank Industry

(Consolidation in IDR billion)

Description		September 2019	December 2018	September 2018	Growth of September 2019
Total Assets	Commercial Banks in Indonesia (IDR billion)	8.318.280	8.068.346	7.768.873	7,07%
	Bank Mandiri (IDR billion)	1.275.670	1.202.252	1.173.645	8,69%
	Market share (%)	15,34%	14,90%	15,11%	0,23%

Source: Indonesian Banking Statistics (SPI) of Financial Services Authority (OJK) in September 2019, Bank Indonesia Economic and Financial Statistics (SEK) and Consolidated Financial Statements

Based on total assets owned, Bank Mandiri's asset growth reached 8.69% (YoY) or reached IDR1,276 trillion in September 2019, above the national banking industry which only grew by 7.07% (YoY). Bank Mandiri controlled the market share of assets in the period September 2019 reaching 15.34% (YoY), an increase of 0.23% compared to the same period the previous year which reached 15.11% (YoY).

MARKETS ARE BASED ON THIRD PARTY FUNDS

Diagram of Market Share Based on Third Party Funds

(in %)

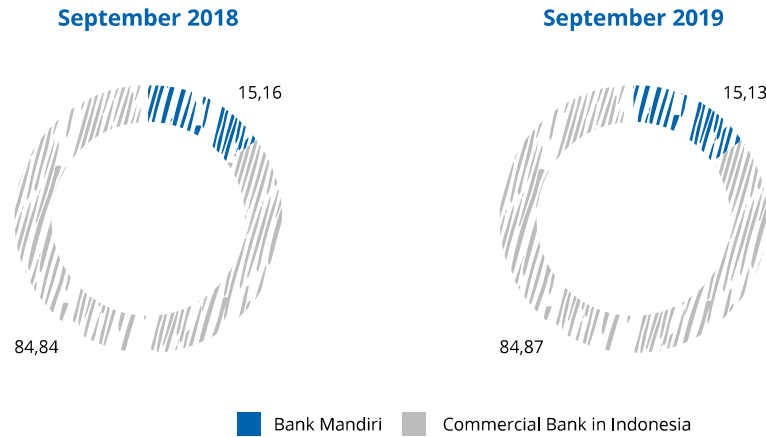


Table of Market Share Based on Third Party Funds

(Consolidation in IDR billion)

Description		September 2019	December 2018	September 2018	Growth of September 2019
Total Third party fund	Commercial Banks in Indonesia (IDR billion)	5.891.918	5.630.448	5.482.493	7,47%
	Bank Mandiri (IDR billion)	891.240	840.914	831.203	7,22%
	Market share (%)	15,13%	14,94%	15,16%	(0,03%)

Source: Indonesian Banking Statistics (SPI) Financial Services Authority (OJK) September 2019, Bank Indonesia Economic and Financial Statistics (SEKI) and Consolidated Financial Statements

In terms of total third party funds, in September 2019 Bank Mandiri's market share reached 15.13% (YoY), a 3bps decrease from September 2018 which reached the DPK market share of 15.16% (YoY). Meanwhile, Bank Mandiri's DPK on a consolidated basis grew 7.22% (YoY) to IDR831.2 trillion in the third quarter of 2019, below the national banking industry's DPK growth of 7.47% (YoY). The decline in third party funds occurred due to Bank Mandiri changing its fundraising strategy that prioritizes DPK stability and did not participate in competitions to provide special interest rates to maintain interest costs.