

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 %)

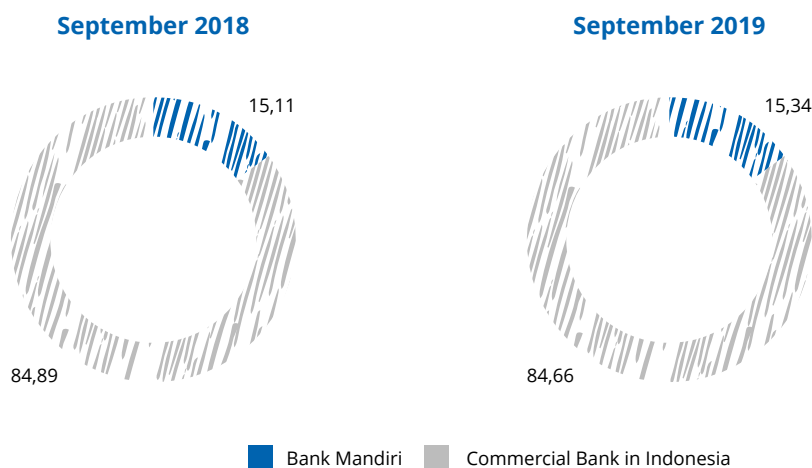


Table of Bank Mandiri Market Share compared to Commercial Bank Industry

(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 (SEKI) 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 %)

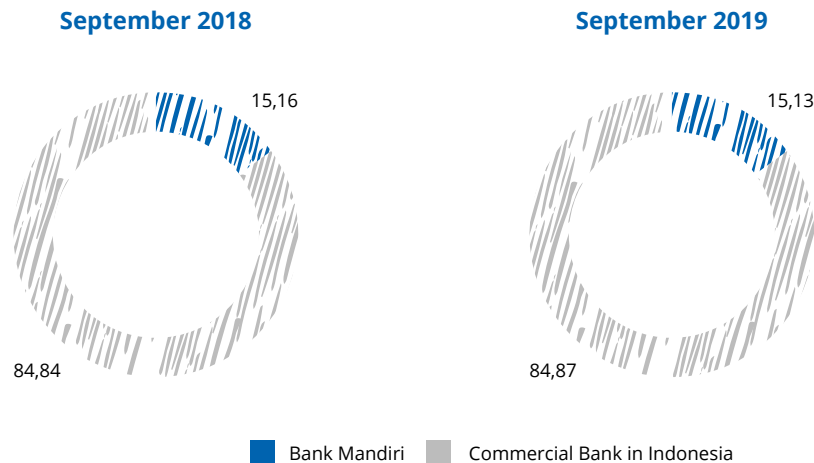


Table of Market Share Based on Third Party Funds

(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.

Table of Market Share Based on Credit Distributed

(Consolidation, in billions of IDR)

Description		September 2019	December 2018	September 2018	Growth of September 2019
Current account Amount	Commercial Banks in Indonesia (IDR billion)	1.425.445	1.315.034	1.314.411	8,45%
	Bank Mandiri (IDR billion)	222.686	200.506	204.197	9,05%
	Market share (%)	15,62%	15,25%	15,54%	0,09%
Total Savings	Commercial Banks in Indonesia (IDR billion)	1.836.786	1.825.259	1.724.208	6,53%
	Bank Mandiri (IDR billion)	343.819	338.601	331.563	3,70%
	Market share (%)	18,72%	18,55%	19,23%	(0,51%)
Deposit Amount	Commercial Banks in Indonesia (IDR billion)	2.629.687	2.490.155	2.443.874	7,60%
	Bank Mandiri (IDR billion)	323.735	301.807	295.443	9,58%
	Market share (%)	12,31%	12,12%	12,09%	0,22%

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 DPK per product, as of September 2019 Bank Mandiri controlled the current account market share of 15.62% (YoY), an increase of 9 bps from the same period the previous year which reached 15.54% (YoY). Bank Mandiri's current account growth in the third quarter of 2019 was recorded at 9.05% (YoY), above the growth of the national banking account which only grew 8.45% (YoY). Meanwhile, the Bank Mandiri savings market share in September 2019 reached 18.72%, down 51 bps from September 2018 reaching 19.23% (YoY). In addition, Bank Mandiri controlled the deposit market share of 12.31% (YoY) in September 2019 or grew 22 bps from the same period the previous year which only reached 12.09% (YoY). Bank Mandiri deposit growth in the third quarter of 2019 was 9.58% (YoY) or reached IDR 323.7 trillion, above the national banking industry deposits which grew 7.60% (YoY).

MARKETING BASED ON CREDIT

Diagram of Market Share Based on Amount of Credit Disbursed

(in %)

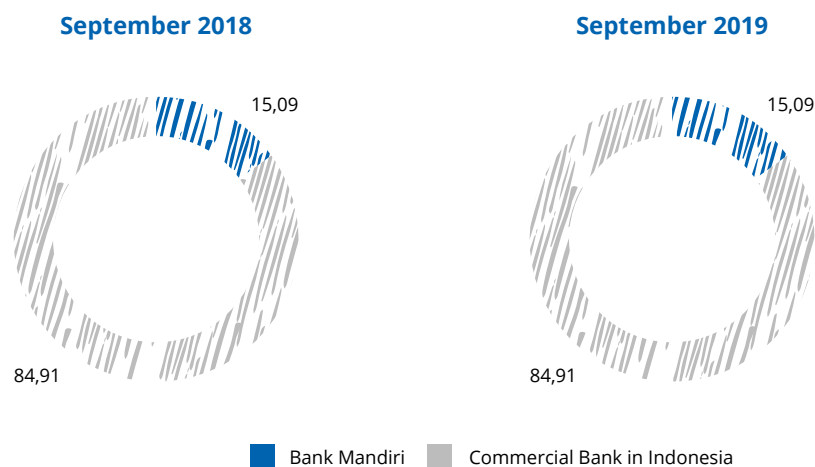


Table of Market Share Based on Amount of Credit Disbursed

(Consolidation, in IDR billion)

Description		September 2019	December 2018	September 2018	Growth of September 2019
AMOUNT OF Credits DISTRIBUTED	Commercial Banks in Indonesia (IDR billion)	5.580.714	5.294.882	5.175.052	7,84%
	Bank Mandiri (IDR billion)	841.857	820.084	781.077	7,78%
	Market share (%)	15,09%	15,31%	15,09%	0,00%

Sumber: Statistik Perbankan Indonesia (SPI) Otoritas Jasa Keuangan (OJK) September 2019, Statistik Ekonomi dan Keuangan Indonesia (SEKI) Bank Indonesia dan Laporan Keuangan Konsolidasi

Table of Market Share Information on the Amount of Distributed Loan

(Consolidation, in IDR billion)

Description		September 2019	December 2018	September 2018	Growth of September 2019
Number of Home Ownership Loans (KPR) distributed	Commercial Banks in Indonesia (IDR billion)	521.781	490.639	474.395	9,99%
	Bank Mandiri (IDR billion)	43.160	43.053	42.093	2,53%
	Market share (%)	8,27%	8,77%	8,87%	(6,76%)
Amount of New Micro Multipurpose Loans (KSM) distributed	Commercial Banks in Indonesia (IDR billion)	834.196	812.566	786.102	6,12%
	Bank Mandiri (IDR billion)	74.158	66.068	62.534	18,59%
	Market share (%)	8,89%	8,13%	7,95%	11,82%
Amount of Credit Issued - Credit Card	Commercial Banks in Indonesia (IDR billion)	84.072	80.628	78.467	7,14%
	Bank Mandiri (IDR billion)	12.968	11.534	10.773	20,38%
	Market share (%)	15,43%	14,31%	13,73%	12,38%

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

Based on the above table, it shows that customers and the public still have confidence in Bank Mandiri, indicated by the acquisition of a fairly good market share compared to other competing banks in terms of credit extended. Until September 2019, the market share of Home Ownership Loans reached 8.27% (YoY), the market share of New Micro Multipurpose Loans (KSM) reached 8.89% (YoY), and the Credit Card market share reached 15.43% (YoY).