BNI

Continuously and Sustainably Achieving Growth

Analyst Meeting

1H-2009

PT Bank Negara Indonesia (Persero) Tbk

Agenda

- **Management Focus & Progress to date**
  - ☑ 2009 Strategic Policy
  - ☑ Target vs. Achievement in 2009
  - ☑ Summary Results
- **Financial Performance**
  - ☑ Income Statement,
  - ☑ Balance Sheet,
  - ☑ Financial Ratio
- **Loan Quality**
- **BNI in brief**

Management Focus & Progress to date

2009 STRATEGIC POLICY

2009 Financial Target

Indicators	Initiatives	Target by end of 2009	Progress June 09	TREND
Asset Quality : **Coverage ratio**	• Establish provision policy in line with peers & economic climate • Increase recovery rate	• Coverage: 110 - 120% • Targeted recovery : Rp 750 bn – Rp 1,0 tn	• 118.5% • Rp 276 Bn	+ -
-Prevent NPL formation	• Strengthen early warning system on loan portfolio • Proactive monitoring of Pre-NPL • Resolve Top 10 NPLs	• Gross NPL below 6% • Net NPL between 1% - 1.5%	• Gross NPL 5.5% • Net NPL 1.2%	+ +
Profitability : • **Net Interest Margin** • **Increase recurring FBI**	• Increase lower cost funding base (CASA) • Selective loan growth • Increase Non-Interest Income	• CASA up to 12% - 14% • NIM 5.5% - 6.5% • Loan growth 14% - 16% • Fee Income by Rp 4 Tn	• CASA down by 4.6% • NIM 6.1% • Loan Growth 6.9% • Fee Income Rp 2.1 Tn	- + + +
Productivity : **Lower Cost Income Ratio**	• Efficiency program • Improve branch & employee productivity	• Maintain CIR max 55% • Increase Operating Income per employee to Rp 350mn – Rp 400 million	• CIR 46.2% • Operating Income per Employee: Rp 479 million p.a	+ +
Strengthen Tier-1 Capital	• Dividend Pay Out Ratio • Asset Quality	• Tier 1 Capital targeted above 10%	• Tier 1 = 10.8%:	+

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Summary Result 1H-2009

1. Asset Quality	NPL 5.5%, Coverage 118.5%, Recovery Rp. 276 billion	+
2. Low Cost Fund	CASA down 4,6%	-
3. Fee Income	Fee Income Rp 2,1 Tn	+
4. Efficiency	Cost to Income Ratio 46.2%	+
5. Tier-1 Capital	Tier-1 : 10.8%, CAR : 14.3%	+
6. Profitability	NIM 6.1%, Net Income Rp 1.200 Billion, ROA 1.62; ROE: 16.11	+
7. Spin Off / JV	On going process	+

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Summary Result 1H-2009

✓ 1H-2009 result indicate

- Turn around on track
- Fundamentals are improving
- Sustainable income growing
- NPL & CIR manageable

✓ Full Year 2009 Outlook

- Loan growth ~ 10%
- NPL Full Year below 6%
- CIR max 53%
- NIM at ~ 6%

Financial Performance

1H - 2009

I. Profit & Loss
II. Balance Sheet
III. Financial Ratio

Profit & Loss

[Rp Billions]	2007	2Q-2008 [accumulated]	2008	1Q-2009 [accumulated]	2Q-2009 [accumulated]	Y.o.Y
Net Interest Income	**7,467**	**4,629**	**9,912**	2,774	**5.595**	21%
Fee Income	4,130	**1,691**	3,549	1,215	**2,102**	24%
- Recuring Fee	**2,907**	**1,712**	**3,692**	994	**1,914**	12%
- Non Recurring Fee	1,223	**(21)**	(143)	221	**188**	
Operating Income	11,597	**6,320**	13,461	3,990	**7,697**	22%
Operating Expense	**(7,626)**	**(3,551)**	**(7,228)**	(1,605)	**(3,559)**	0.2%
Net Non Operating Income	213	**27**	58	38	**57**	111%
Pre-Provision Income	**4,185**	**2,796**	**6,291**	2,423	**4,195**	50%
Provisioning	**(2,704)**	**(2,154)**	**(4,359)**	(1,474)	**(2,588)**	20%
Net Income before Tax	1,481	**642**	1,932	949	**1,607**	150%
Net Income	**898**	**435**	**1,222**	635	**1,200**	176%
Net Income per share [full amount]	64	**28**	80	42	**79**	182%

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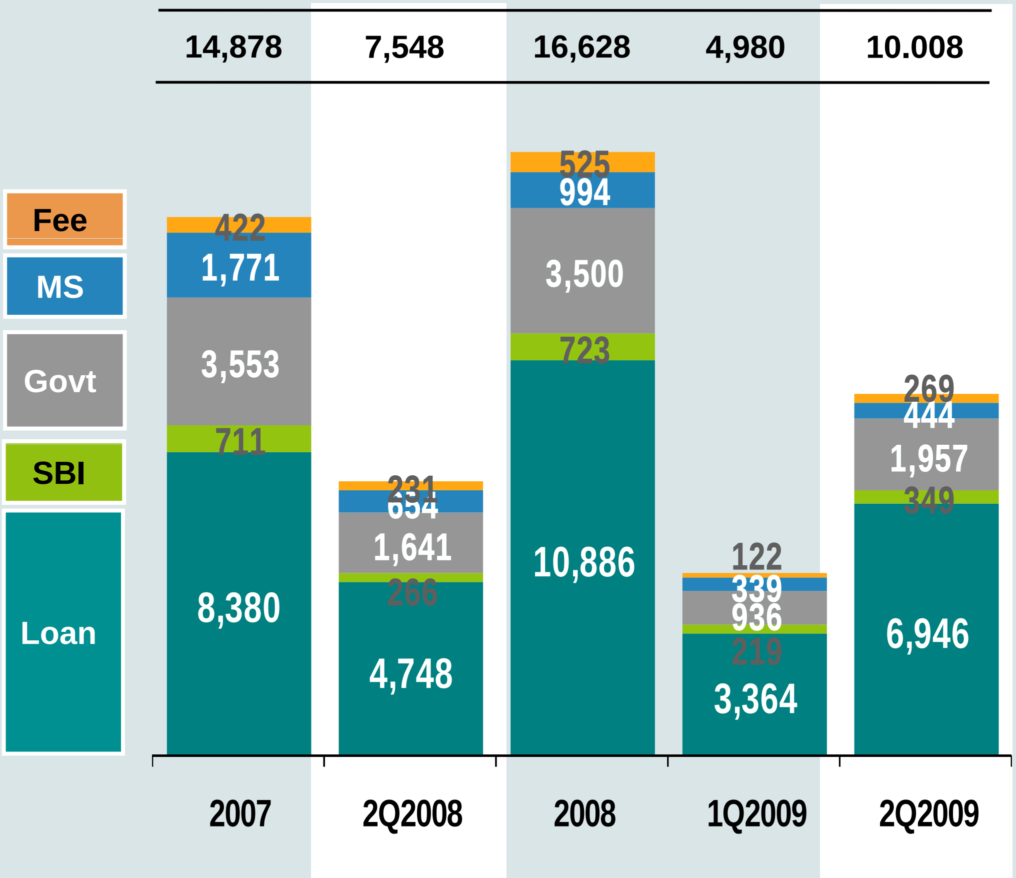
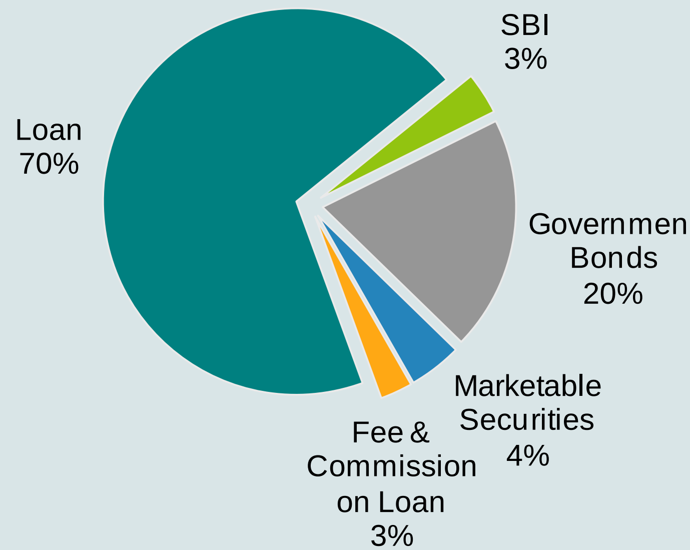
Interest Income Composition

Growth of interest income [Rp Bn]



Breakdown of interest income [%]



Total = Rp 10.0 trillion

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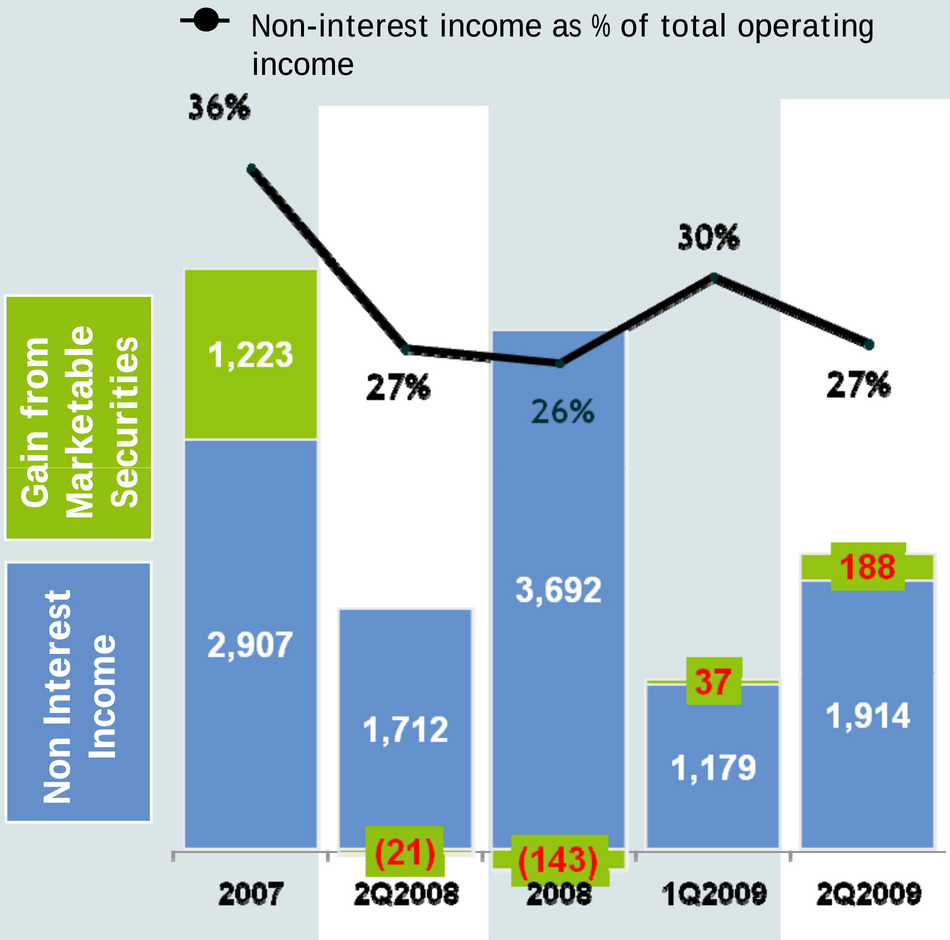
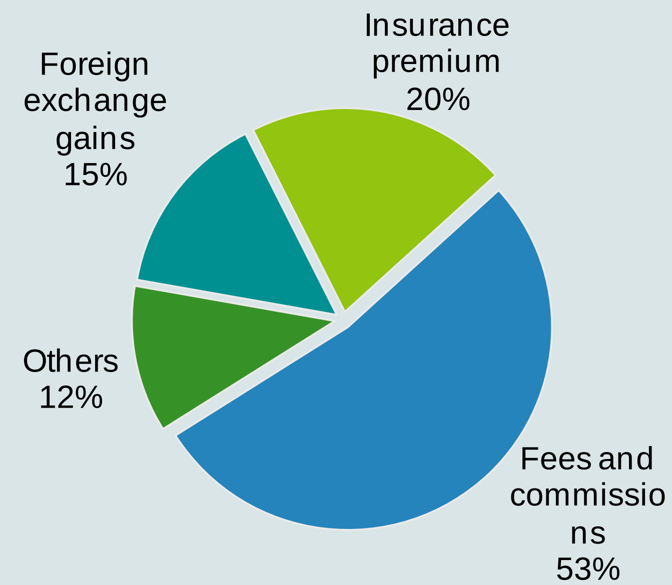
Non Interest Income

Key highlights of non-interest income (Rp Bn)



Breakdown of non-interest income (1H-2009)

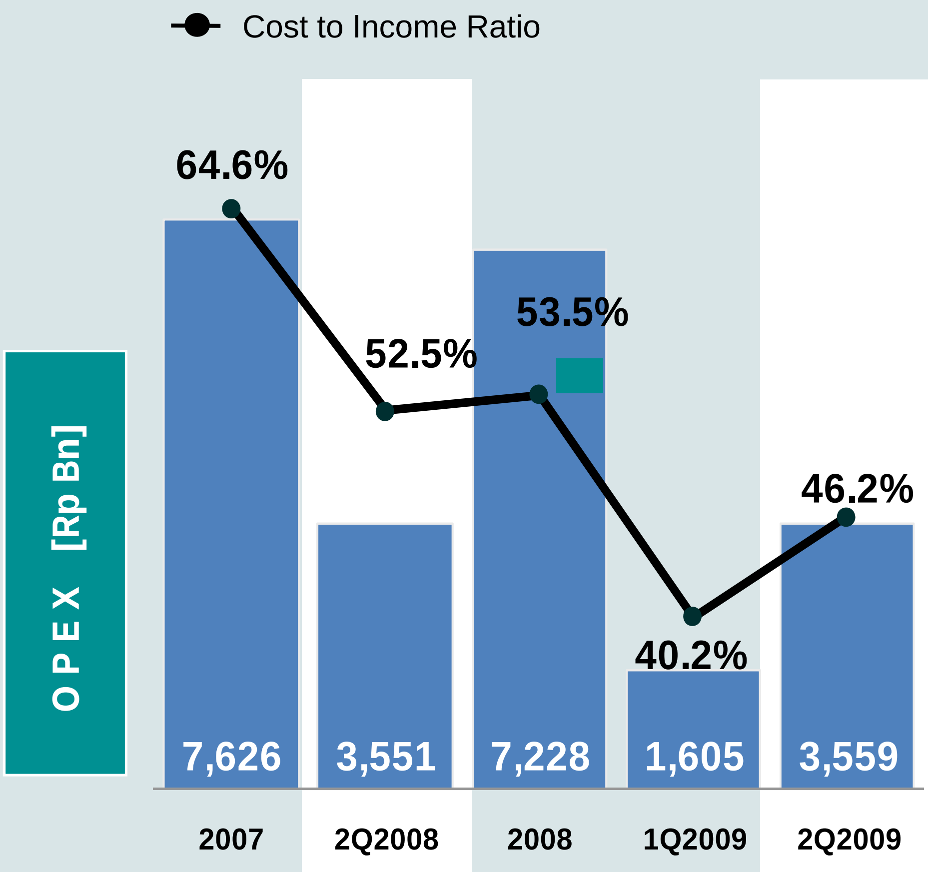
Total = Rp 1,9 trillion



Recurring Fee Income is targeted to cover operating expense

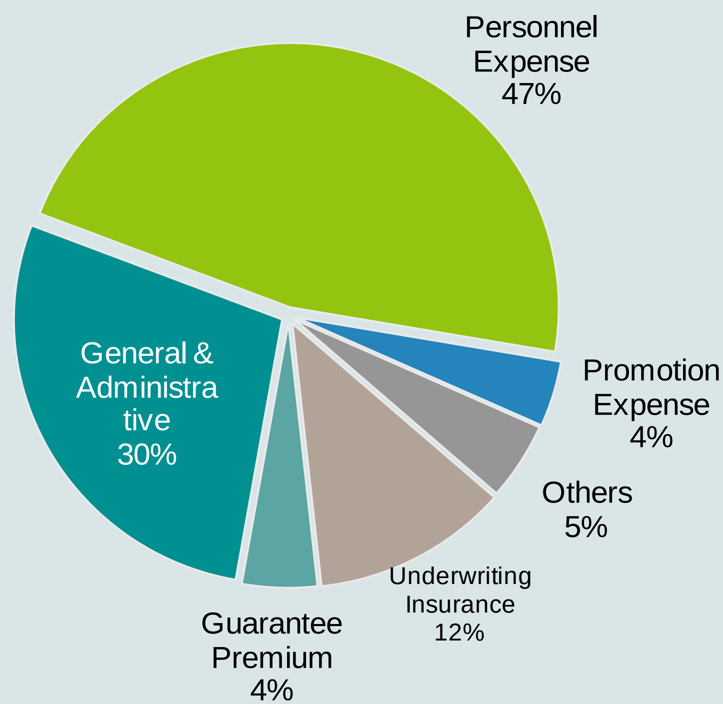
Operating Expense

Key highlights of OPEX compare to CIR



Breakdown of OPEX [%]

Total = Rp 3.6 trillion



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Balance Sheet Highlight

[Rp Billions]	2007	2Q-2008	2008	1Q-2009	2Q-2009	Y.o.Y
Total Assets	183,342	**176,047**	201,741	201,172	**203.619**	16%
Current Account with BI	17,573	**12,095**	9,351	7,477	**7,360**	-39%
Placement with other banks & BI	14,809	**12,372**	22,642	17,996	**18,474**	49%
Marketable Securities [market value]	16,201	**9,248**	9,874	15,201	**13,048**	41%
Loans (gross)	88,651	**99,023**	111,994	114,770	**119,862**	21%
Government Bonds [market value]	36,701	**34,281**	34,655	35,676	**36,094**	5%
Customer Deposits	146,189	**140,257**	163,164	165,044	**167,225**	19%
Deposits from other Banks	3,804	**4,971**	4,100	1,191	**3,658**	-26%
Marketable Securities Issued	1,269	**1,167**	1,269	1,470	**1,445**	24%
Borrowings	6,309	**3,817**	8,617	6,807	**5,257**	38%
Subordinated Debt	933	**917**	-	-	**-**	Na
Equity	17,220	**14,665**	15,431	16,566	**17,500**	19%

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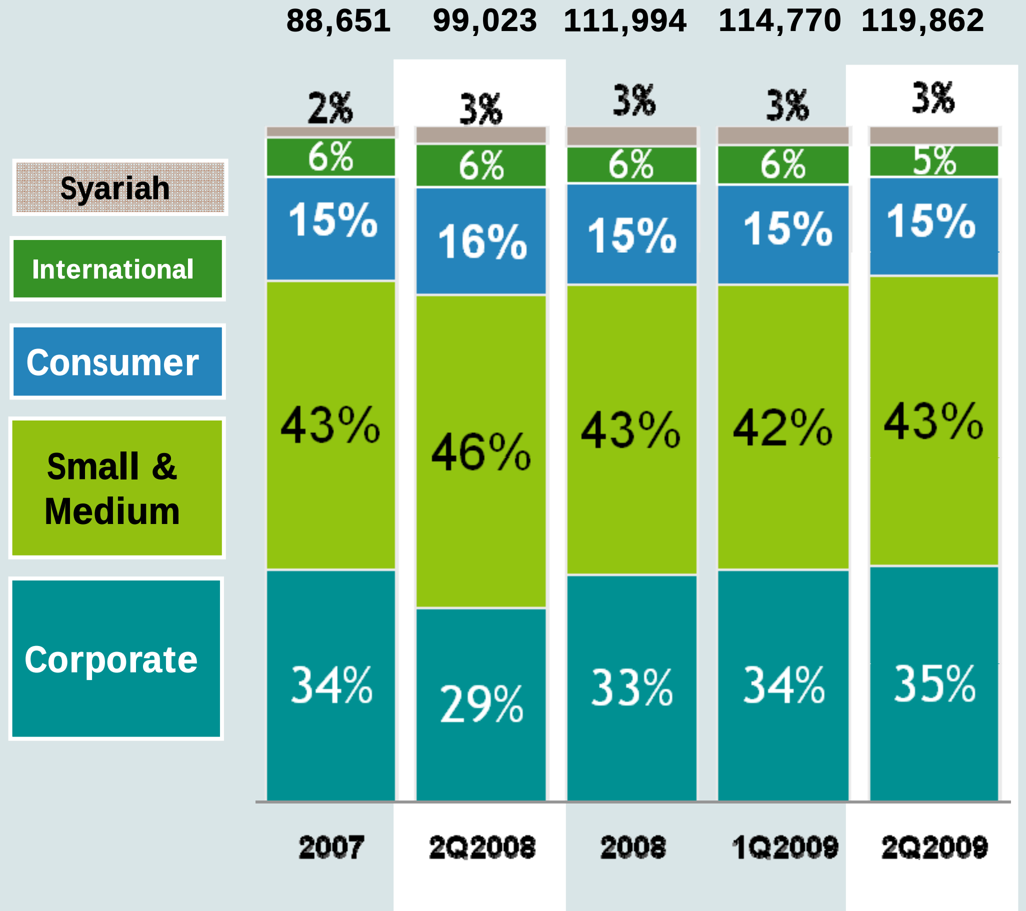
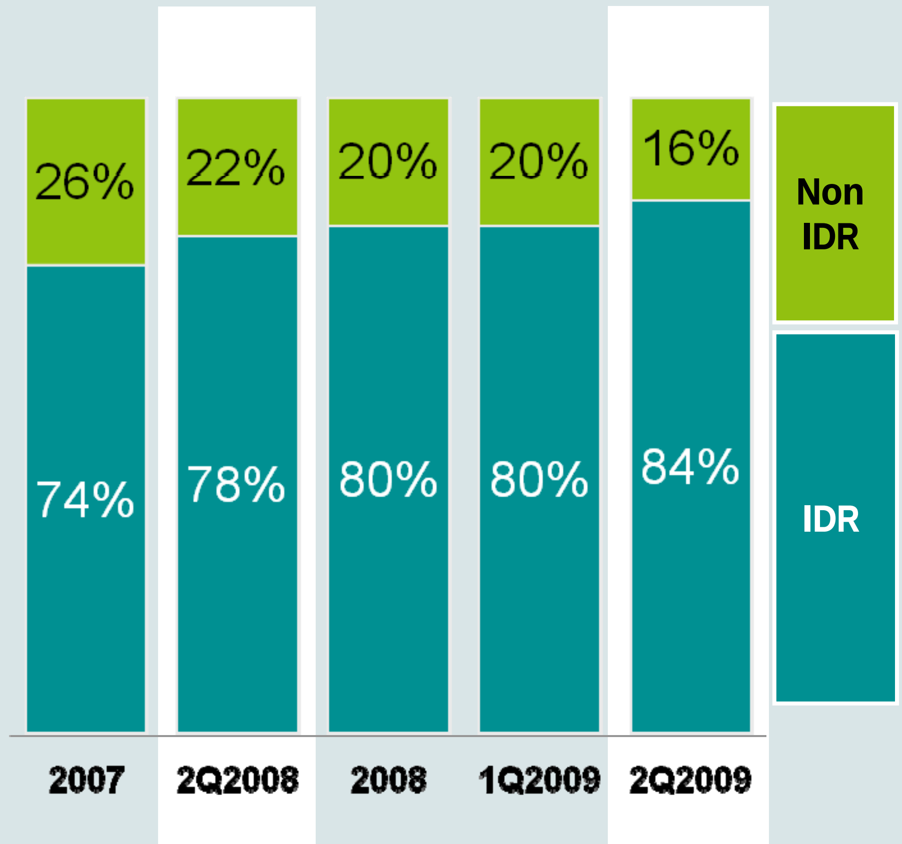
Loan Composition

Loan Composition (%, Rp bn)



IDR vs Foreign Currency loans (%)

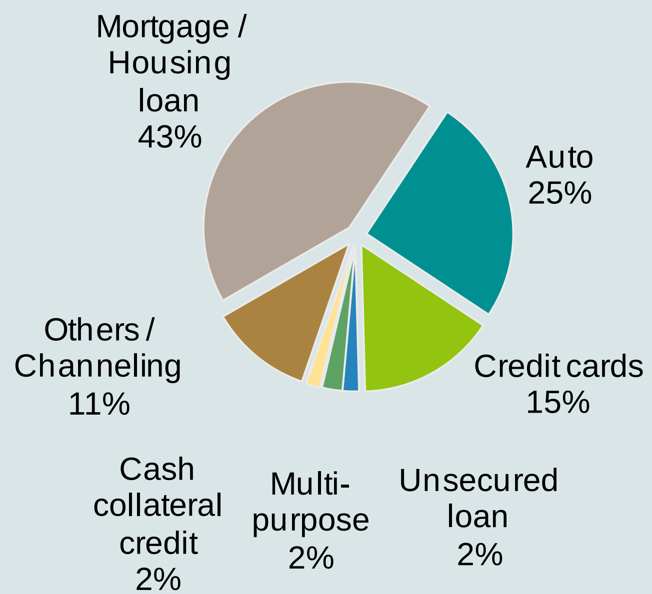


Loan diversifications

Loans by Economic Sector [2Q-2009]

Sectors	2Q-2008	2Q-2009
Manufacturing	28.1%	26.6%
Trading, Resto & Hotel	20.6%	19.0%
Agriculture	4.7%	5.2%
Business Service	9.5%	9.7%
Constructions	5.9%	5.1%
Transportation & Comm	3.5%	6.6%
Social Services	0.8%	0.9%
Mining	2.6%	2.8%
Electricity, Gas & Water	4.2%	5.8%
Others	20.1%	18.2%
TOTAL LOAN [Rp Bn]	**99,023**	**119,862**

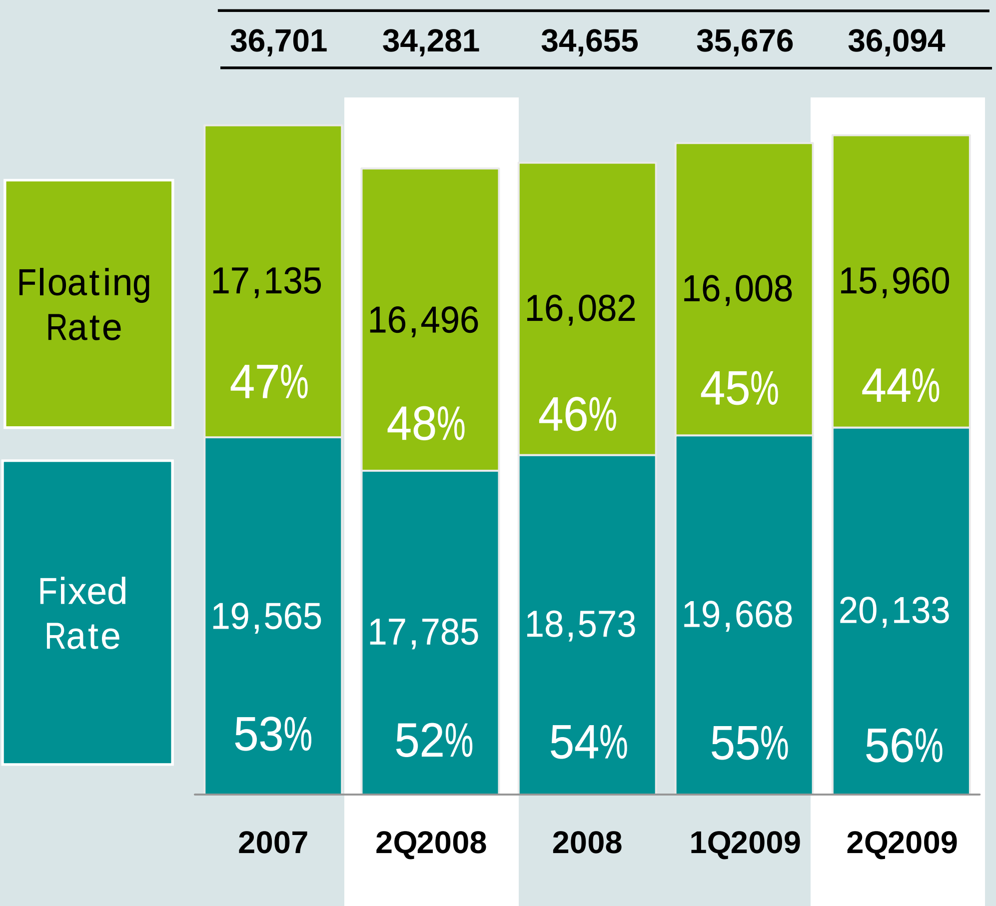
Consumer Loan Composition [2Q-2009]



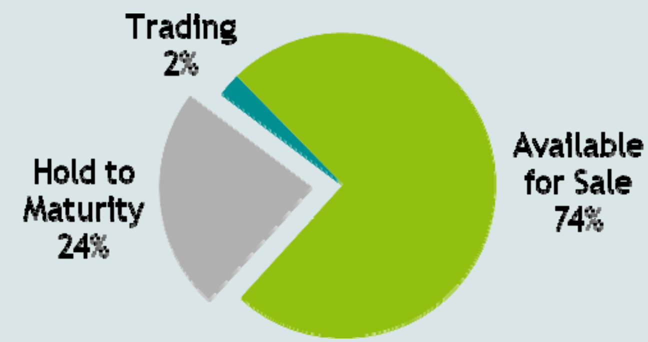
Total Consumer Loan 2Q-2009: Rp 17,5 Tn

Government Bonds

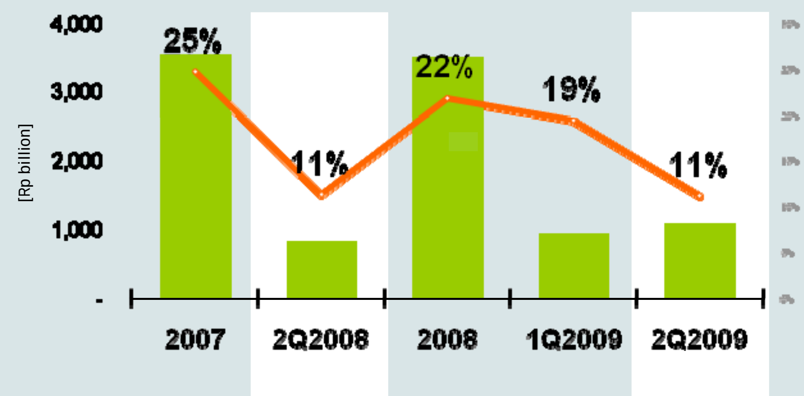
Fixed vs, floating rate
(Rp bn – market value)



Accounting Treatment



Interest Income from Govt, bonds vs % from total interest income



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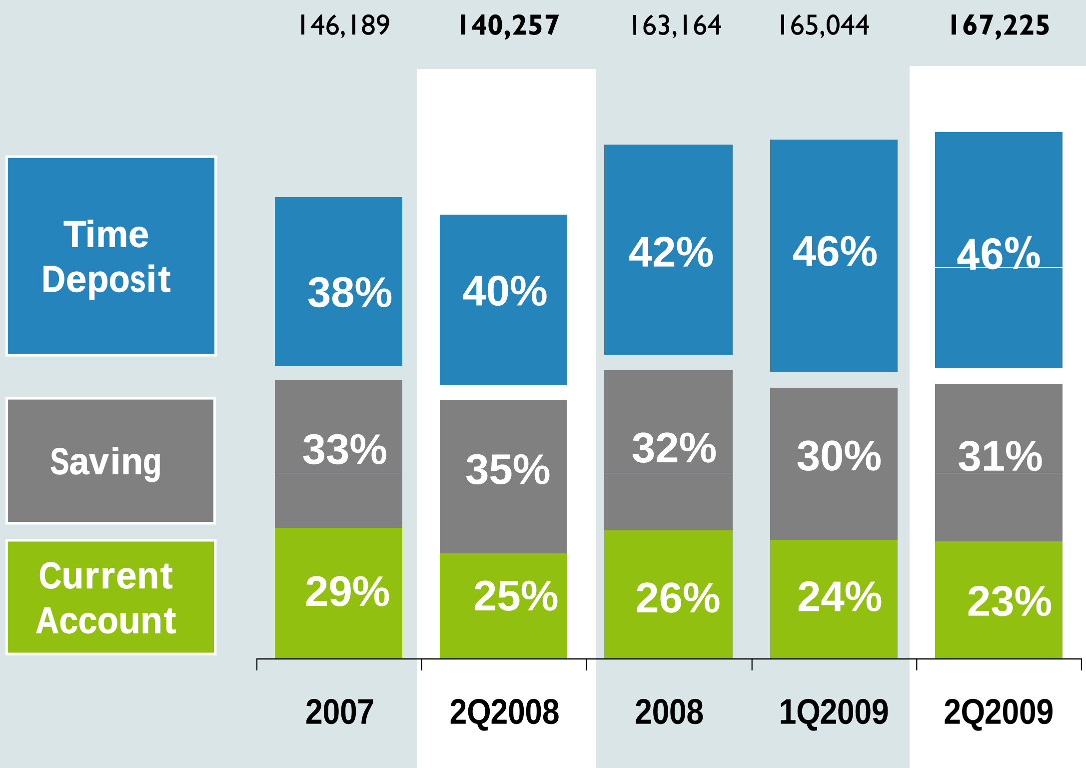
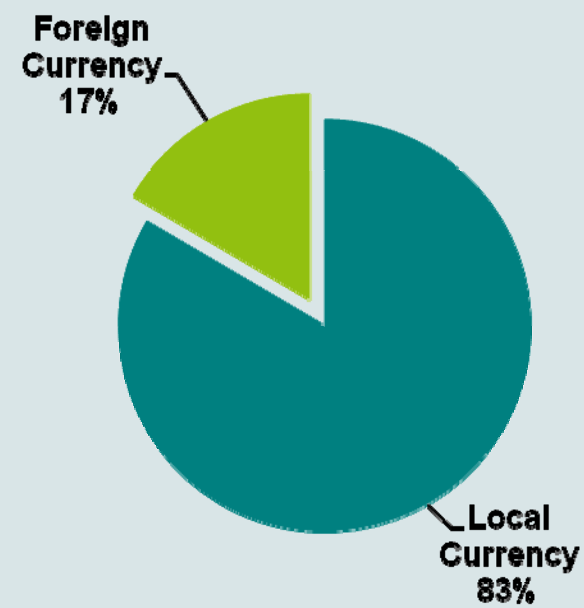
Customer Deposit

By Type (Rp Bn)



CASA	62%	60%	58%	54%	54%

By Currencies



Customer deposit increased 19% (yoy) with CASA at 54%

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Financial Ratios [%]

	2007	2Q2008	2008	1Q2009	2Q2009
CAPITAL					
Shareholders equity to total assets	9.4	**8.3**	7.7	8.2	**8.6**
Tier I – CAR	11.7	**10.8**	9.8	11.3	**10.8**
Tier II – CAR	4.6	**4.3**	4.0	4.1	**3.9**
CAR [after adjustment for credit & market risk]	15.7	**14.5**	13.5	15.0	**14.3**
ASSET QUALITY					
Net Non Performing Loan	4.0	**1.7**	1.7	1.5	**1.2**
Gross Non Performing Loan	8.2	**7.5**	4.9	5.6	**5.5**
Allowance for possible loan losses to gross NPL	71.9	**99.4**	101.0	105.8	**118.5**

Financial Ratios [%]

	2007	2Q-2008	2008	1Q-2009	2Q-2009
RENTABILITY					
ROA	0.9	**0.8**	1.1	1.9	**1.6**
ROE	8.0	**6.3**	9.0	16.7	**16.1**
Net Interest Margin	5.0	**6.1**	6.3	6.2	**6.1**
EFFICIENCY					
BOPO	93.0	**93.2**	90.2	85.0	**86.9**
Cost to Income Ratio	65.8	**52.5**	53.7	40.2	**46.2**
LIQUIDITY					
Loan to Deposit Ratio	60.6	**69.6**	68.6	68.8	**71.0**
COMPLIANCE					
Statuary Reserve Requirement (Rupiah)	14.7	**10.0**	6.7	5.0	**5.0**
Net Open Position	5.9	**6.6**	7.6	6.4	**6.4**

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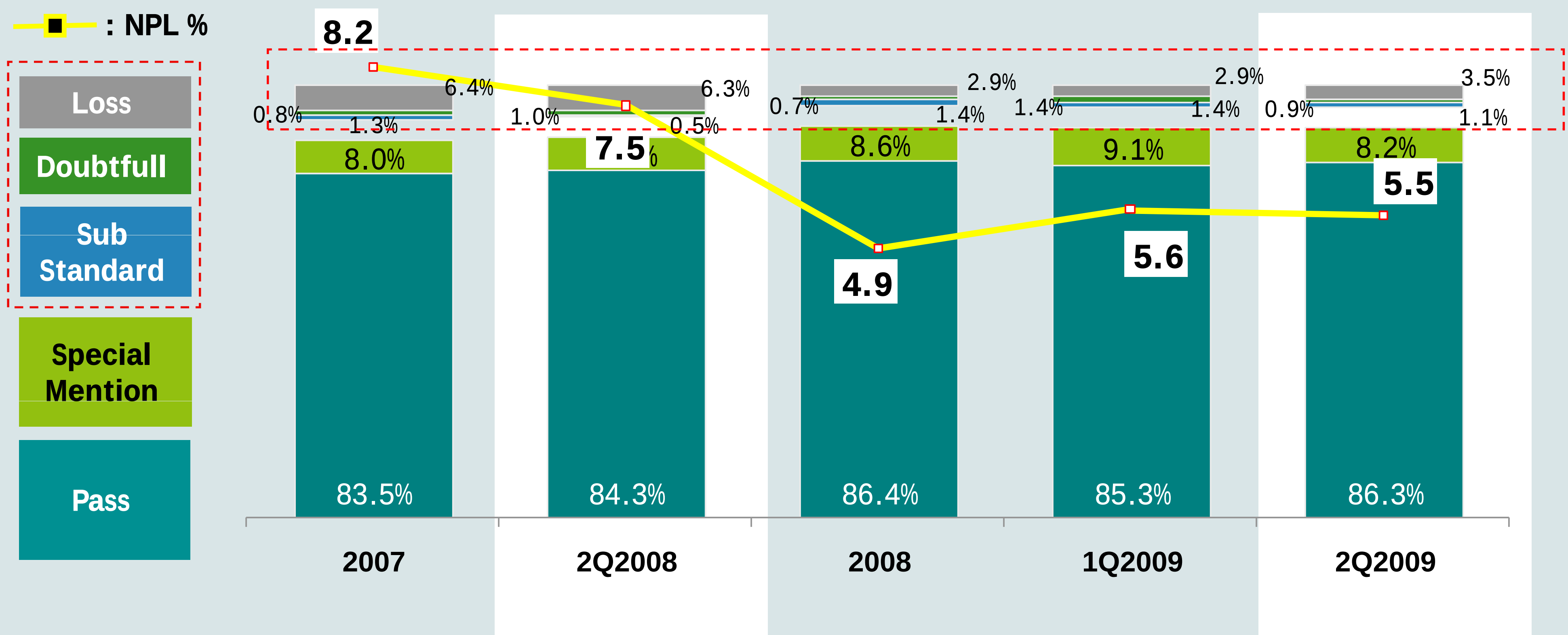
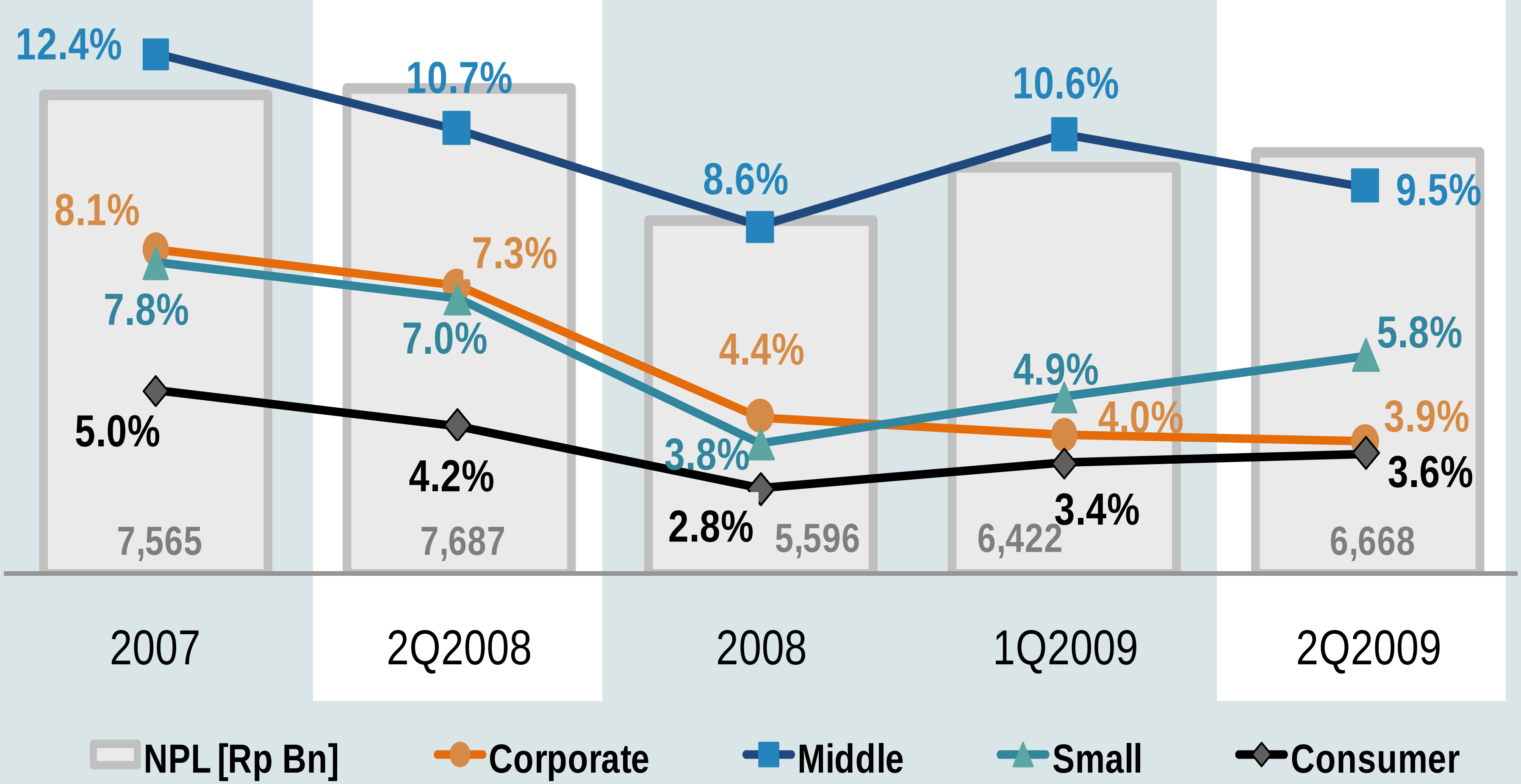
Loan Quality

Loan Collectibility

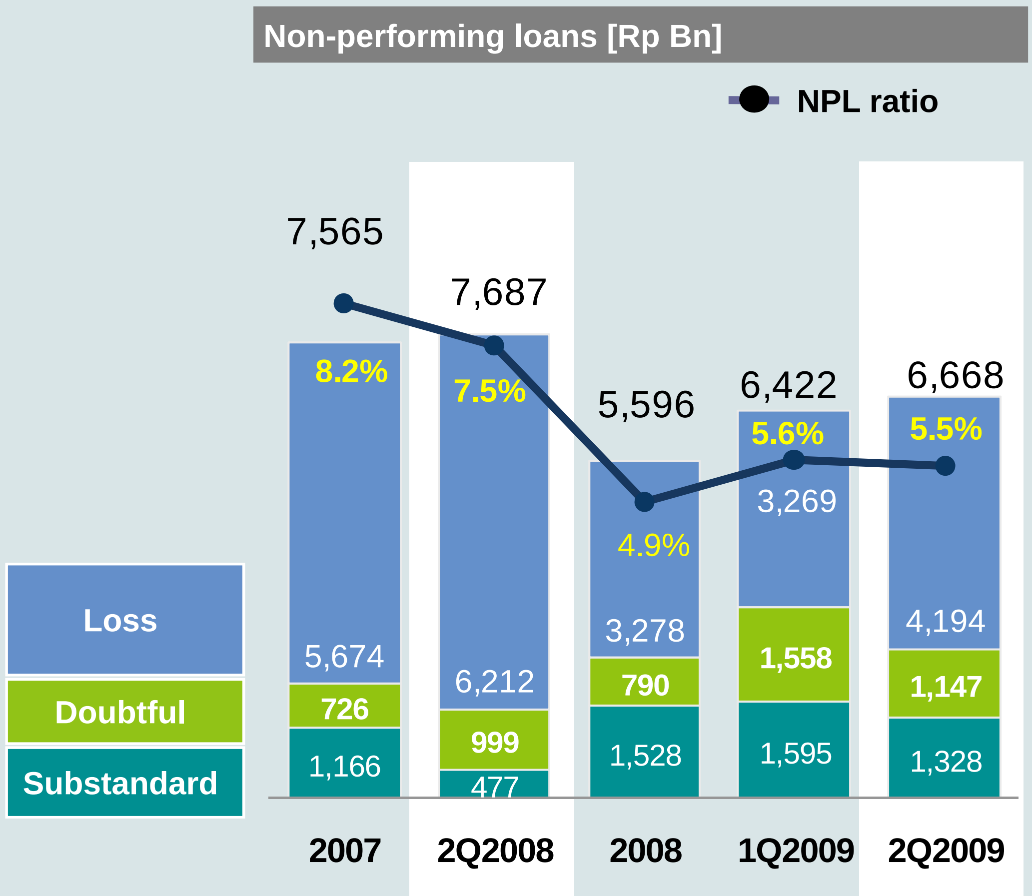


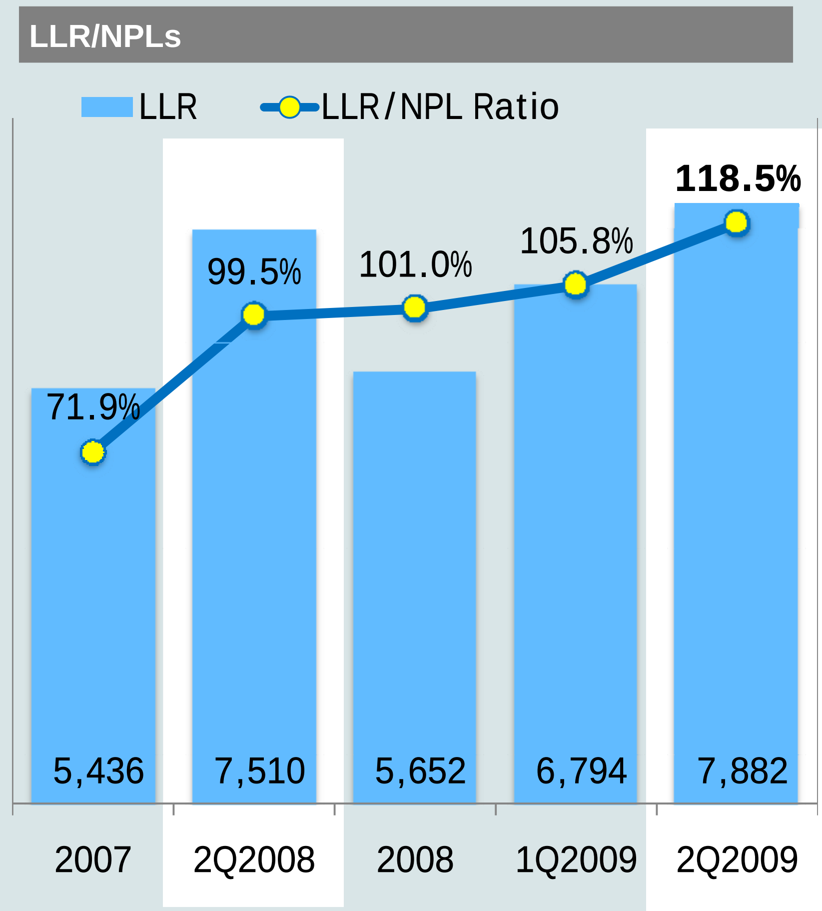
Loans (Rp bn)	**88,651**	**99.023**	**111,994**	**114,770**	**119,862**

NPL by Segment



Coverage





Coverage Ratio [LLR/NPL] increased from 99,5% to 118,5%

Top 10 Debtors

No	Debtors by Industry	Type of banking arrangement	Total outstanding of loans (Rp bn)	Loan Classifications
1	Electricity	Investment	2,666	1
2	Telecommunication	Investment	2,438	1
3	Petro-Chemical	Working Capital/ Investment	2,112	1
4	Telecommunication	Investment	2,000	1
5	Oil & Gas	Working Capital/ Investment	1,721	1
6	Steel Manufacture	Working Capital/ Investment	1,631	1
7	Oil & Gas	Working Capital/ Investment	1,531	1
8	Oil & Gas	Working Capital/ Investment	1,460	1
9	Electricity	Working Capital/ Investment	1,390	1
10	Construction	Working Capital/ Investment	1,229	1
		Total	**18,180**	
		% of total loans	**15.2%**	

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Top 10 NPL Debtors

No	Company, Industry	Type of banking arrangement	Total outstanding of loans (Rp bn)	Loan Classifications
1	Himalaya Tunas, Textiles	Working Capital/Investment	275	5
2	Prima Alloy Universal, Alloy Wheel	Working Capital/Investment	219	3
3	Duta Rendamulya, Plywood	Investment	207	5
4	Sanex Elektronik Indonesia	Working capital	142	4
5	Jakarana Tama, Food & Beverage	Working capital	136	3
6	Kusumaputra Santosa	Working capital	117	4
7	Griya Pancaloka	Working capital	115	5
8	Griya Pesona Mentari	Working capital	114	5
9	Radiance	Working capital/Investment	109	5
10	Kusumahadi Santosa	Working capital	107	4
		Total	1,543	
		% of total NPL	22.2%	
		% of total loans	1.3%	

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BNI in brief

BNI has a long track record in the Indonesian banking sector

1946:
BNI Established

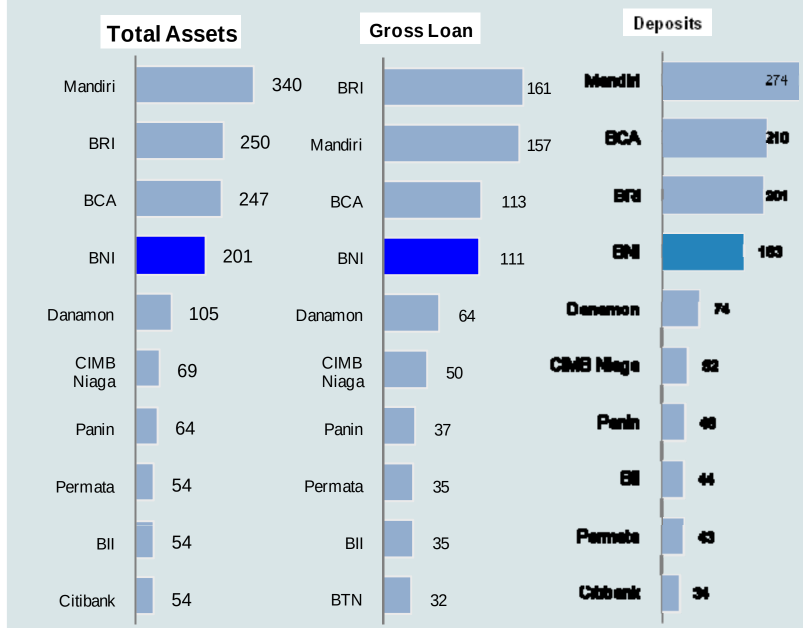
Indonesia Independence
(17 August 1945}

1996
First state-owned bank, to "go public"

2000:
Post-recap, The Government Owned 99,1% of BNI

2007: Secondary Offering, +/- US$ 445mn new Tier-1 capital

- ✓ **Strong Brand Name** – 63 years History
- ✓ **Network** (+/- 1000 Branches) including Five Overseas Branches
- ✓ **Customer Base** – (+/- 10 millions customers)



The most extensive distribution platform in Indonesia¹

The 4th largest commercial bank by asset size

One of the largest credit card issuer in Indonesia

Source: Bank Indonesia, SPI Dec 2008

Board of Commisioners

1, Peter B, Stok
President Commissioner
***(Independent)* Since 27 May 2009**
Previously: Commissioner Bank Permata, President Director Bank Niaga, President Director Bank Dagang Negara

2, Suwarsono
Vice President Commissioner
(Independent) Since July 2005
Previously: Commissioner to PT Bank Kesejahteraan Ekonomi

4, H,M,S Latif
Commissioner
Since May 2005
Previously President Director of PT Bank Syariah Ikhwanul Ummah

5, Fero Poerbonegoro
Commissioner
Since February 2008
Previously Managing Director of BNI [Treasury & Private Banking] Managing Director of Bank BCA

3, Achjar Iljas
Commissioner
(Independent) Since January 2004
Previously: Deputy Governor of Bank Indonesia

6, Achil Ridwan Djayadiningrat
Commissioner
Since February 2008
Previously: Managing Director of BNI (Compliance and Human Resource)

7, Parikesit Suprapto
Commissioner
Since May 2007
Currently Deputy Minister for Banking, Financial Services and Construction Sector, Ministry of SOE

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Board of Directors

1. Gatot M, Suwondo
President Director/ CEO,
Since February 2008
Previously: Vice President Director of BNI, Managing Director of Bank Danamon,

2. Felia Salim,
Vice President Director & CRO
Since February 2008
Previously: Independent Commissioner of BNI, Deputy Chairman - IBRA, Director, Jakarta Stock Exchange

5. Suwoko Singoasto
Managing Director (Operation)
Since February 2008
Previously: EVP Network & Operation, GM of Network Distribution Division

6. Achmad Baiquni
Managing Director (SME & Sharia)
Since Dec 2003
Previously: MD of Corporate Banking,, MD of Consumer Banking,

3. Yap Tjay Soen
Managing Director / CFO
Since February 2008
Previously: Commissioner of Bank Mandiri, Commissioner of BNI, CFO, Bank Int'l Indonesia

4. Ahdi Jumhari Luddin
Managing Director (Compliance)
Since February 2008
Previously: Director, Banking Supervisory, Bank Indonesia

7. Krishna R Suparto
Managing Director (Corporate)
Since February 2008
Previously: President Director of Barclays Securities, Managing Director of Bank Danamon

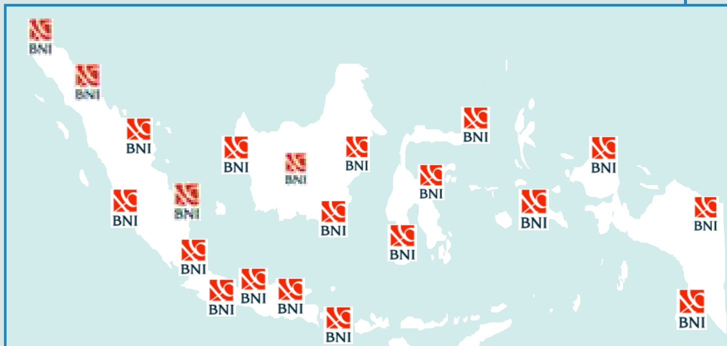
8. Bien Subiantoro
Managing Director (Intl, &Treasury)
Since Dec 2003
Previously: MD of SME & Sharia Business, MD of Risk Mgt, Group Head of Overseas Network Bank Mandiri

9. Darwin Suzandi
Managing Director (Consumer)
Since February 2008
Previously: GM of Network Distribution, GM of HR Division

Network & Distribution

BNI's multiple touch points for individual and corporate customers

- Mobile banking
- Call Center
- ATMs (3,249)
- Branches (998)
- Consumer loan centers (12)
- Small business centers (51)
- Medium business centers (20)



Indonesia (979 branches)

Overseas offices
Singapore (Nov 1955)
Hong Kong (Apr1963)
Tokyo (Sep 1969)
London (1987)
New York Agency (Apr 1971)

BNI has also entered into key arrangements with prominent companies for payment channeling, financing, loan distribution, and network/outlet development

Individual customer highlights

- ✓ 9,1mm deposit accounts
- ✓ 1,4 mm credit cards
- ✓ 74,500 mortgage customers

Corporate/SME customer highlights

- ✓ 139,000 corporate deposit accounts
- ✓ 853 corporate borrowers
- ✓ 71,700 SME lending accounts

Platform for efficient and effective cross-selling of products and services

Offering leading products…

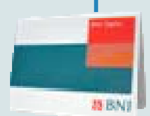
Key asset and liability products

Credit Cards (Visa & Mastercard)

Launched in October 1997
Balance: Rp, 2,3 trillion
Applications: 35,000/month
of cards holder: 1,4 millions

TAPLUS (Savings Product)

Launched in 1989
Balance: Rp, 50,0 trillion
Applications: 20,000/month
of accounts: 10,5 million



BNI Wirausaha (Commercial)

Launched in August 2005
Balance: Rp 2,58 trillion
Applications: 1,000/month
of member: 13,407

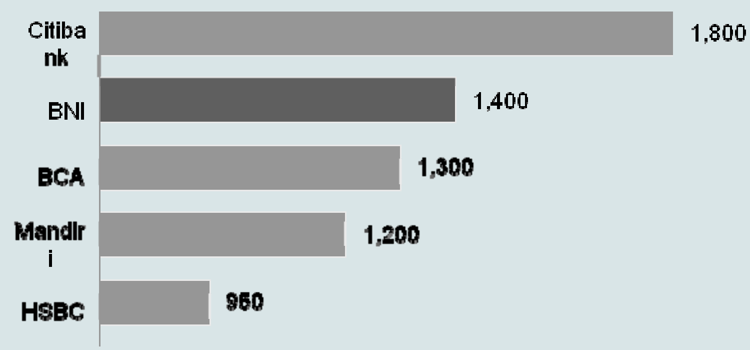
BNI Griya (Housing Loan)

Launched in 2005
Balance: Rp, 6,5 trillions
Applications: 3,000/month
of accounts: 72,226

Product Focus 2009

- **TAPLUS, [saving account]**
  - To balance CASA – Non CASA composition
  - Target growth 2008: : 12%
- **BNI Griya [housing loan]** with growth target in 2008 over 20%
- **BNI Wirausaha [loan product for Small Business]** with growth target 20%
- **Remittance**, more extensive acquisition through our overseas branches with target growth 100%

Credit cards in-force in Indonesia in 2008 ('000s)



Source: Company reports, data for credit cards in-force in Indonesia based on recent available information

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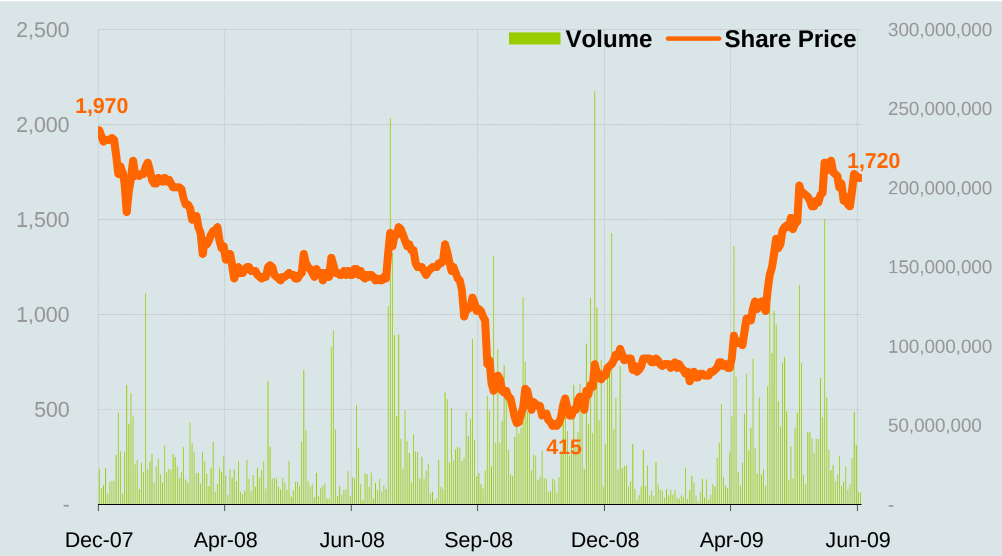
BNI Shares

BBNI Latest Movement

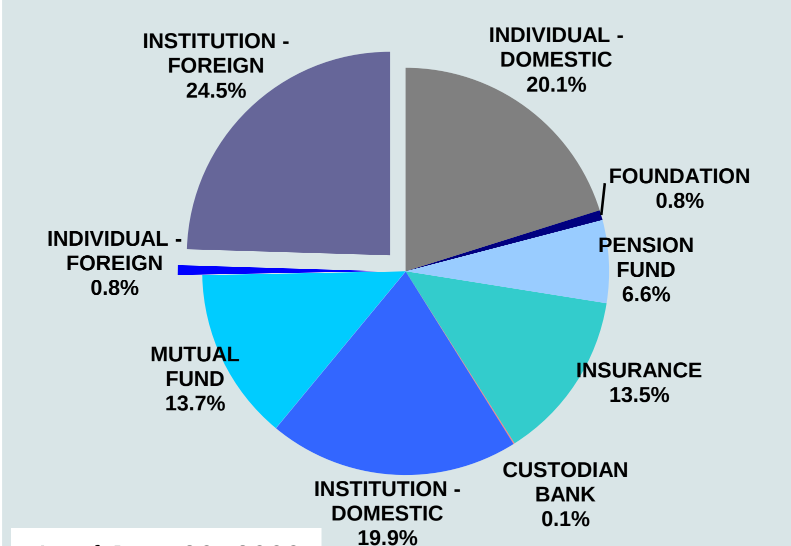


Up 153% from 31 December ‘08 (680) to 30 June ‘09 (1720)

- Issued shares 15,273,940,510 shares
- Price [June 30, 2009] : Rp 1,720,-
- Market Capitalization : Rp, 26.3 trillion

[+/- US$ 2.6 billion]

BBNI Public Ownerships [23.64%]



As of June 30, 2009

Ownerships	%
Government RI	**76.36%**
Public - Domestic	**17.66%**
Public - Foreign	**5.98%**

Thank you

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