



25 Agustus 2008



**Price:**

**Rp. 2,825**

**Intrinsic Value:**

**Rp. 3,620 ▲ 28.14%**

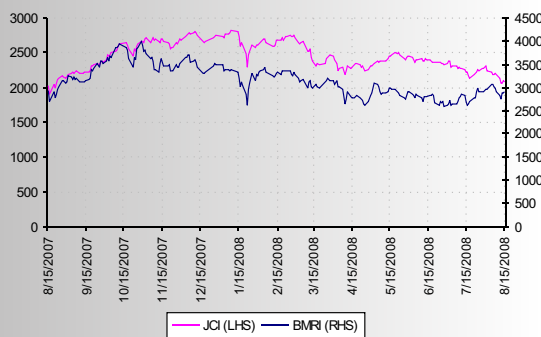
**Recommendation:**

**BUY**

**Market Profile**

Ticker Code	BMRI
52 Week High	4,000
52 Week Low	2,600
Average Daily Volume	47905979.5
Beta	1
Dividend Yield	4.2%
Shares Outstanding, mn shares	20905.1262
Market Capitalization (Rp.Bn)	59056981.52
Free float, %	33.03%
Book Value per Share	1,693
Return on Equity	16.48%
Share Price	2,825

BMRI vs JCI



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**PT. BANK MANDIRI (PERSERO) Tbk.**

(in Rp. Billion - unless otherwise stated)

	2006	2007	2008F	2009F	2010F	2011F	2012F
Operating Income	12,677.0	15,730.1	17,787.5	20,983.4	23,514.2	27,560.3	30,990.5
Pre-Provision Operating Profit	6,216.3	7,952.5	9,249.5	10,806.4	12,580.1	14,469.2	16,270.0
Profit Before Tax	2,831.2	6,333.4	7,585.8	8,871.8	11,765.1	13,331.2	11,968.7
Net Income	2,421.4	4,346.2	5,310.1	6,210.3	8,235.6	9,331.9	8,378.1
EPS (nominal value) - Rp.	119	210	256	296	394	442	397
DPS (nominal value) - Rp.	-	105	128	148	197	221	198
BVPS (nominal value) - Rp.	1,295	1,409	1,553	1,705	1,937	2,205	2,367
Dividend Yield	0.00%	2.99%	3.66%	4.23%	5.63%	6.31%	5.67%
ROE	9.19%	14.86%	16.48%	17.38%	20.35%	20.03%	16.76%
PBV (x) *	2.24	2.48	2.25	2.05	1.81	1.59	1.48
PER (x) *	24.35	16.68	13.68	11.81	8.88	7.92	8.82

Source: Erdikha Research

❖ **Menurunnya Non Performing Loan (NPL)**

Salah satu pencapaian yang sangat mengesankan dari Bank Mandiri pada semester satu 2008 adalah perbaikan *Non Performing Loan* (NPL). *Non performing loan* turun drastis sebesar 1076 *basis point* menjadi 4.74% (YoY). Penurunan *non performing loan* terjadi di seluruh kategori kredit. Penurunan paling drastis terjadi pada kategori kredit macet (*loss*). Pada semester satu 2007, kategori kredit macet dibandingkan dengan jumlah kredit yang di salurkan kepada pihak ketiga adalah 13.74%, sedangkan pada semester satu 2008 adalah 3.8% atau turun 994 *basis point*

Figure 1: credit by category

Categori	current	special mention	sub standart	doubtful	loss
1H2007	73.3	15.9	1.7	0.7	14.6
FY2007	99.7	15.1	1.3	0.3	9.8
1H2008	113.3	13.5	1.3	0.7	5.1

Source: Company

❖ **Perbaikan pengelolaan aktiva produktif dan hutang bank**

Aktiva produktif mengalami perbaikan akibat penurunan penempatan bank pada surat berharga yang diikuti meningkatnya penempatan pada kredit. Pada Juni 2008 porsi kredit dibandingkan dengan total aset adalah sebesar 49.1% atau naik 52 *basis point* dari tahun sebelumnya pada periode yang sama.

Hutang Bank Mandiri juga mengalami perbaikan. Perbaikan ini terlihat dari *low cost ratio* yang tinggi yaitu 64.8% atau naik 64 *basis point*. Kenaikan *low cost ratio* ini mengakibatkan hutang bunga bank mengalami penurunan 6 %, menjadi Rp 5.1 triliun.

❖ **Laba bersih in line dengan proyeksi kami**

Bank Mandiri berhasil membukukan laba bersih sebesar Rp 2.6 triliun atau naik 21.97 % (YoY). Laba bersih ini *in line* dengan proyeksi yang pernah kami buat sebelumnya yaitu sebesar 49%. Peningkatan laba ini, dikarenakan keberhasilan bank menekan biaya dana. Hal ini tercermin dari penurunan *Cost of Fund* (COF) sebesar 100 *basis point* menjadi 3.8% (YoY) dan berkurangnya porsi deposito pada Dana Pihak Ketiga. Peningkatan laba juga di karenakan kenaikan pendapatan fee dan komisi sebesar 45.9 % atau menjadi Rp. 1.6 triliun.

### ❖ Pendapatan dan beban

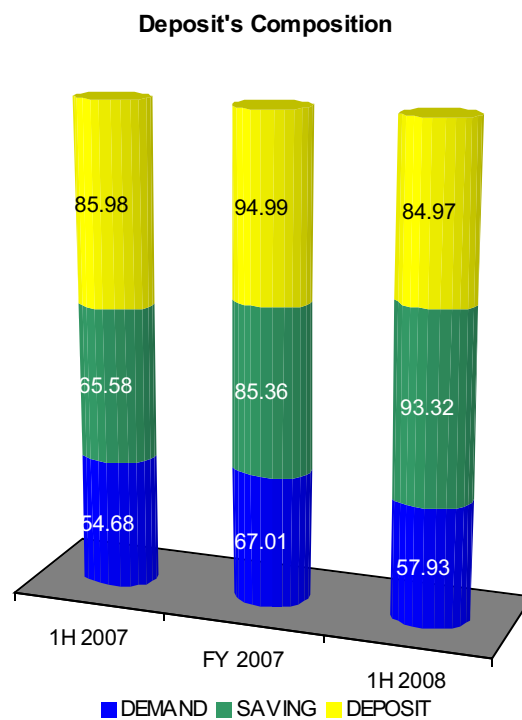
*Net interest margin* (NIM) bank mengalami kenaikan sebesar 60 *basis point* menjadi 5.5 %. Namun demikian, pendapatan bunga bank mengalami penurunan 1.3% menjadi Rp 12.17 triliun. Kami melihat penurunan pendapatan bunga ini diakibat berkurang penyaluran kredit valuta asing sebesar 24.58 % menjadi Rp 1.42 triliun serta penurunan tingkat suku bunga pinjaman rata-rata bank mandiri. Suku bunga rata-rata pinjaman dalam mata uang rupiah turun 170 *basis point* menjadi 11.14% dan dalam mata uang asing turun 258 *basis point* menjadi 6.22%. Peningkatan *net interest margin*, lebih diakibatkan oleh penurunan beban bunga sebesar 8.3% menjadi Rp 5.17 triliun sehingga pendapatan bunga bersih bank mengalami kenaikan 4.6% menjadi 7 triliun.

Sementara itu untuk pendapatan non operasional, bank mandiri mencatat pencapaian kenaikan sebesar 13.73% menjadi Rp. 1.9 triliun. Hal ini ditunjang oleh pendapatan provisi, komisi, dan fee yang mengalami kenaikan 46% menjadi Rp 1.6 trilun. Beban operasional sendiri naik 26.4% menjadi Rp 4.45 triliun.

### ❖ Simpanan Nasabah

Jumlah simpanan nasabah meningkat 14.5% menjadi Rp 14.27 triliun dibandingkan dengan periode yang sama tahun 2007. Jumlah giro dan tabungan masing-masing meningkat 5.9% dan 42.3%. Bersama-sama, posisi dana murah tersebut mencapai 64.8% dari total simpanan nasabah, atau meningkat 11.05 %.

Figure 2: Deposit's Composition



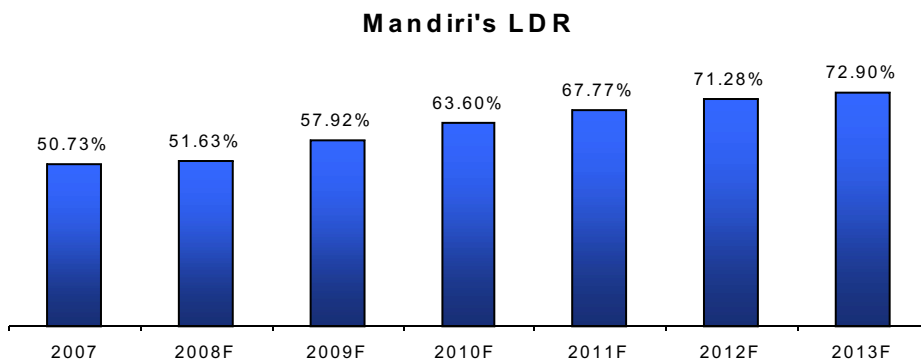
Source : Company

### ❖ Pinjaman

*Loan to deposit ratio (LDR)* meningkat 577 *basis point* menjadi 62.16 %. Jumlah kredit yang disalurkan hingga semester satu 2008 adalah Rp 149.61 triliun atau meningkat 28.6% (YoY).

Sehubungan dengan kenaikan inflasi yang diikuti dengan kenaikan suku bunga acuan Bank Indonesia (*Bi rate*), maka kami melakukan revisi terhadap target pertumbuhan kredit Bank Mandiri menjadi 18 % untuk tahun 2008. Sehingga kami menargetkan pada akhir tahun 2008 jumlah kredit yang di salurkan Bank Mandiri sejumlah Rp. 141.7 triliun

Figure 3: Mandiri's LDR



Source : Company

### ❖ Valuasi dan Rekomendasi

Perubahan kondisi makro ekonomi yang dibayangi oleh tekanan inflasi membuat kami harus mengubah asumsi *discount rate*, *risk free (Rf)*, dan *risk premium (Rm)* untuk penilaian saham ini.

Penilaian yang kami lakukan menggunakan model Gordon Growth, dengan perubahan asumsi sebagai berikut; *risk free* sebesar 9.75%, *risk premium* 4.5%, *discount rate* 14.3%. Dari hasil penilaian kami, nilai intrinsik saham yang kami peroleh adalah Rp 3.620. Untuk itu kami merekomendasikan beli. Pada harga saham Rp 2.825 untuk PER 2009 adalah 8.95x dan PBV 2009 adalah 1.82x. Rata-rata PER Bank Mandiri selama 3 tahun terakhir (termasuk 2008) adalah 14.11x dan PBV 2.27x. Artinya PER memiliki potensi meningkat 24% dan PBV juga 24%.

#### VALUATION - GORDON GROWTH

	2008E
Equity	32,228
Loan Quality adjustments :	
Bank Only	
Provision +/+	1,664
NPL -/-	(10,125)
Category 2 Loan -/- (50%)	-
IBRA Loan	
Total Loan Outstanding -/-	-
Provision -/-	-
Adjusted Equity (Rp. Billion)	<b>23,766</b>
No.of Share (million)	20,750
BVPS	<b>1,553.2</b>
adj BVPS	<b>1,145.4</b>
Gordon Growth Model	
a. Normalized ROE	21.7%
b. Dividend Payout ratio	50.0%
c. Normalized growth	( a x (1-b) ) <b>10.8%</b>
d. Risk Free rate (5 year govt bond yield)	9.75%
e. Equity Risk Premium	4.5%
f. Assigned Beta	1.0
g. Required rate of Return (discount Rate)	( d + [ e x f ] ) <b>14.3%</b>
Int Value to FY 2008F Adjusted Book Value (x)	( [ a - c ] : [ g - c ] ) <b>3.16</b>
<b>Intrinsic Value (Rp. per share):</b>	<b>3,620</b>

## Appendix

### Accumulated 3M Profit & Loss

Rp bn	6M '06	9M '06	12M '06	3M '07	6M '07	9M '07	12M '07	3M '08	6M '08
Interest income	13,266.3	19,826.9	26,261.1	6,761.3	12,334.8	17,973.7	23,928.5	6,142.0	12,175.0
Interest expense	(8,416.4)	(12,349.7)	(15,915.9)	(2,961.9)	(5,643.0)	(8,289.4)	(11,142.6)	(2,757.0)	(5,170.6)
<b>Net interest income</b>	<b>4,849.9</b>	<b>7,477.2</b>	<b>10,345.2</b>	<b>3,799.4</b>	<b>6,691.9</b>	<b>9,684.3</b>	<b>12,785.9</b>	<b>3,384.9</b>	<b>7,004.4</b>
Fee-based income	777.4	1,228.1	1,755.0	485.9	1,102.5	1,773.4	2,447.5	765.0	1,608.6
Other operating income	520.0	820.7	978.0	289.1	655.0	812.3	941.2	162.1	390.3
<b>Non interest income</b>	<b>1,297.4</b>	<b>2,048.8</b>	<b>2,733.0</b>	<b>775.0</b>	<b>1,757.5</b>	<b>2,585.7</b>	<b>3,388.7</b>	<b>927.1</b>	<b>1,998.9</b>
<b>Total operating income</b>	<b>6,147.3</b>	<b>9,526.0</b>	<b>13,078.3</b>	<b>4,574.4</b>	<b>8,449.4</b>	<b>12,270.0</b>	<b>16,174.6</b>	<b>4,312.0</b>	<b>9,003.3</b>
G&A expenses	(1,306.6)	(2,015.6)	(2,844.1)	(648.1)	(1,337.3)	(2,161.7)	(2,989.4)	(665.4)	(1,511.6)
Personnel expenses	(1,438.9)	(2,148.0)	(3,017.5)	(794.9)	(1,723.8)	(2,780.2)	(4,082.2)	(1,020.2)	(2,195.2)
Other operating expenses	(399.7)	(651.9)	(1,000.4)	(262.7)	(465.7)	(781.1)	(1,150.5)	(339.2)	(752.4)
<b>Total operating exp</b>	<b>(3,145.3)</b>	<b>(4,815.6)</b>	<b>(6,862.0)</b>	<b>(1,705.7)</b>	<b>(3,526.7)</b>	<b>(5,723.0)</b>	<b>(8,222.1)</b>	<b>(2,024.9)</b>	<b>(4,459.2)</b>
<b>Pre-provision opr profit</b>	<b>3,002.0</b>	<b>4,710.4</b>	<b>6,216.3</b>	<b>2,868.7</b>	<b>4,922.7</b>	<b>6,547.0</b>	<b>7,952.5</b>	<b>2,287.1</b>	<b>4,544.0</b>
Provisions	(1,826.0)	(2,937.9)	(3,505.2)	(1,398.0)	(1,857.0)	(1,982.5)	(1,739.6)	(308.4)	(855.2)
Other income/expenses	2.1	26.0	120.1	9.1	15.3	13.4	120.5	26.9	71.8
<b>Profit before tax</b>	<b>1,178.1</b>	<b>1,798.5</b>	<b>2,831.2</b>	<b>1,479.8</b>	<b>3,081.0</b>	<b>4,577.8</b>	<b>6,333.4</b>	<b>2,005.7</b>	<b>3,760.6</b>
Taxes	(362.7)	(611.6)	(408.7)	(453.1)	(941.1)	(1,424.0)	(1,985.9)	(615.9)	(1,150.3)
Minority interest&others	(0.4)	(0.4)	(1.1)	(0.3)	(0.7)	(0.9)	(1.3)	(0.3)	(1.1)
<b>Net Profit</b>	<b>815.1</b>	<b>1,186.6</b>	<b>2,421.4</b>	<b>1,026.4</b>	<b>2,139.2</b>	<b>3,152.9</b>	<b>4,346.2</b>	<b>1,389.4</b>	<b>2,609.2</b>

### Per Qtr Profit & Loss

Rp bn	Q2 '06	Q3 '06	Q4 '06	Q1 '07	Q2 '07	Q3 '07	Q4 '07	Q1 '08	Q2 '08
Interest income	6,759.4	6,560.5	6,434.3	6,761.3	5,573.5	5,638.9	5,954.8	6,142.0	6,033.0
Interest expense	(4,119.2)	(3,933.3)	(3,566.2)	(2,961.9)	(2,681.0)	(2,646.5)	(2,853.2)	(2,757.0)	(2,413.5)
<b>Net interest income</b>	<b>2,640.2</b>	<b>2,627.2</b>	<b>2,868.1</b>	<b>3,799.4</b>	<b>2,892.5</b>	<b>2,992.4</b>	<b>3,101.6</b>	<b>3,384.9</b>	<b>3,619.5</b>
Fee-based income	438.7	450.8	526.9	485.9	616.6	670.9	674.1	765.0	843.6
Other operating income	(49.5)	300.6	157.3	289.1	365.8	157.3	128.9	162.1	228.2
<b>Non interest income</b>	<b>389.2</b>	<b>751.4</b>	<b>684.2</b>	<b>775.0</b>	<b>982.5</b>	<b>828.2</b>	<b>803.0</b>	<b>927.1</b>	<b>1,071.8</b>
<b>Total operating income</b>	<b>3,029.4</b>	<b>3,378.7</b>	<b>3,552.3</b>	<b>4,574.4</b>	<b>3,874.9</b>	<b>3,820.6</b>	<b>3,904.7</b>	<b>4,312.0</b>	<b>4,691.3</b>
G&A expenses	(702.0)	(709.0)	(828.4)	(648.1)	(689.2)	(824.5)	(827.7)	(665.4)	(846.2)
Personnel expenses	(743.6)	(709.1)	(869.5)	(794.9)	(928.9)	(1,056.4)	(1,302.1)	(1,020.2)	(1,175.0)
Other operating expenses	(234.5)	(252.2)	(348.5)	(262.7)	(202.9)	(315.5)	(369.4)	(339.2)	(413.2)
<b>Total operating exp</b>	<b>(1,680.1)</b>	<b>(1,670.3)</b>	<b>(2,046.4)</b>	<b>(1,705.7)</b>	<b>(1,821.0)</b>	<b>(2,196.3)</b>	<b>(2,499.1)</b>	<b>(2,024.9)</b>	<b>(2,434.4)</b>
<b>Pre-provision opr profit</b>	<b>1,349.4</b>	<b>1,708.4</b>	<b>1,505.9</b>	<b>2,868.7</b>	<b>2,053.9</b>	<b>1,624.3</b>	<b>1,405.5</b>	<b>2,287.1</b>	<b>2,256.9</b>
Provisions	(953.9)	(1,111.8)	(567.3)	(1,398.0)	(458.9)	(125.5)	243.0	(308.4)	(546.9)
Other income/expenses	(4.4)	23.9	94.1	9.1	6.2	(2.0)	107.1	26.9	44.9
<b>Profit before tax</b>	<b>391.1</b>	<b>620.4</b>	<b>1,032.7</b>	<b>1,479.8</b>	<b>1,601.2</b>	<b>1,496.8</b>	<b>1,755.6</b>	<b>2,005.7</b>	<b>1,755.0</b>
Taxes	(85.9)	(248.9)	202.8	(453.1)	(488.0)	(482.9)	(561.9)	(615.9)	(534.3)
Minority interest&others	(0.2)	(0.0)	(0.7)	(0.3)	(0.4)	(0.2)	(0.4)	(0.3)	(0.8)
<b>Net Profit</b>	<b>305.0</b>	<b>371.5</b>	<b>1,234.8</b>	<b>1,026.4</b>	<b>1,112.8</b>	<b>1,013.7</b>	<b>1,193.3</b>	<b>1,389.4</b>	<b>1,219.8</b>

### Balance Sheet

Rp bn	6M '06	9M '06	12M '06	3M '07	6M '07	9M '07	12M '07	3M '08	6M '08
Placement at BI & oth banks	32,773.9	33,392.1	31,551.9	33,026.7	39,461.9	35,445.2	35,182.9	35,351.7	35,639.8
Marketable securities	14,128.7	12,183.3	18,361.0	15,659.4	9,226.9	11,375.9	27,316.6	18,341.4	5,967.6
Government bonds	92,338.1	90,957.9	90,648.0	90,629.2	89,490.6	90,791.0	89,466.3	88,588.5	88,386.4
Gross loan incl. Sharia fin.	107,827.5	108,796.1	117,670.9	114,306.3	116,305.7	121,737.7	138,530.1	135,510.6	149,611.5
Loan Provision	(13,158.0)	(13,258.9)	(14,388.7)	(15,513.0)	(15,596.2)	(13,214.5)	(13,041.7)	(9,183.1)	(9,570.5)
Net loan	94,669.5	95,537.2	103,282.2	98,793.3	100,709.5	108,523.2	125,488.4	126,327.5	140,041.0
<b>Total Assets</b>	<b>255,278.5</b>	<b>253,713.4</b>	<b>267,517.2</b>	<b>261,025.7</b>	<b>265,021.9</b>	<b>273,714.0</b>	<b>319,085.6</b>	<b>299,585.4</b>	<b>304,680.5</b>
Demand deposit	42,287.9	42,960.3	48,812.8	47,925.0	54,683.1	53,252.9	67,011.0	50,339.7	57,931.4
Saving deposit	46,999.6	48,849.0	60,303.6	60,103.8	65,582.8	69,054.6	85,358.8	85,849.6	93,314.5
Time deposit & CDs	107,739.1	102,663.8	96,591.2	90,268.9	85,974.9	87,788.6	94,985.3	87,728.4	84,967.2
Deposits from customers	197,026.6	194,473.1	205,707.5	198,297.7	206,240.9	210,096.1	247,355.0	223,917.8	236,213.0
Deposits from oth banks	9,194.2	6,693.9	8,189.3	5,611.3	4,331.4	5,668.9	5,410.3	5,616.0	5,253.2
Repo	1,593.6	2,648.1	1,859.8	3,270.8	1,694.8	1,503.0	2,914.3	5,107.7	1,905.7
Securities issued	3,831.6	3,776.8	3,793.9	3,933.2	3,890.6	3,805.1	4,050.6	3,996.1	1,208.1
Borrowings	3,284.2	3,642.9	3,424.9	3,293.2	2,951.6	6,765.8	9,345.1	10,802.3	9,806.7
Other liabilities&accrued	11,394.4	12,895.1	13,155.7	14,293.2	13,719.0	13,650.0	16,775.4	15,090.9	17,933.3
Subordinated loan	4,269.6	4,223.7	4,157.4	4,136.4	4,116.3	2,963.6	2,935.3	2,906.2	2,895.5
<b>Total Liabilities</b>	<b>231,422.9</b>	<b>229,332.6</b>	<b>241,176.5</b>	<b>233,664.2</b>	<b>238,072.7</b>	<b>245,681.0</b>	<b>289,841.9</b>	<b>269,017.0</b>	<b>276,969.8</b>
<b>Equity</b>	<b>23,855.5</b>	<b>24,380.8</b>	<b>26,340.7</b>	<b>27,361.5</b>	<b>26,949.2</b>	<b>28,033.0</b>	<b>29,243.7</b>	<b>30,568.4</b>	<b>27,710.7</b>

### Key Ratios

%	6M '06	9M '06	12M '06	3M '07	6M '07	9M '07	12M '07	3M '08	6M '08
NIM (annualized)	4.17%	4.31%	4.44%	6.38%	5.63%	5.38%	5.20%	5.08%	5.28%
Cost to Income	51.17%	50.55%	52.47%	37.29%	41.74%	46.64%	50.83%	46.96%	49.53%
Opr Cost/Opr Income	91.93%	91.90%	90.65%	80.49%	78.25%	77.80%	77.26%	72.01%	73.97%
Opr Cost/Opr Income (other ver)	91.93%	91.90%	90.65%	80.49%	78.25%	77.80%	77.26%	72.01%	73.97%
LDR	52.36%	53.54%	55.02%	55.33%	53.64%	55.10%	52.02%	56.64%	59.53%
NPL gross ratio	26.45%	26.03%	17.08%	17.02%	16.18%	12.90%	7.33%	5.14%	4.74%
CAR	25.13%	25.45%	25.30%	27.14%	25.13%	22.96%	21.11%	22.42%	17.72%
NPL coverage ratio	49.71%	50.51%	77.04%	86.32%	90.19%	91.98%	115.17%	126.57%	134.62%
ROA	0.93%	0.96%	1.12%	2.31%	2.42%	2.38%	2.40%	2.78%	2.62%
ROE	7.49%	7.28%	11.12%	17.88%	18.83%	18.53%	19.07%	22.35%	21.65%
Low Cost Deposit Ratio	45.32%	47.21%	53.04%	54.48%	58.31%	58.22%	61.60%	60.82%	64.03%

**MANDIRI - QUARTERLY RESULT**

Rp bn	2006A	2007A	2008F	2009F	2010F	2011F	2012F
<b>Profit and loss</b>							
<b>Interest revenues</b>	<b>26,261.1</b>	<b>23,928.5</b>	<b>29,694.3</b>	<b>31,689.6</b>	<b>34,109.7</b>	<b>37,353.1</b>	<b>41,576.8</b>
Loans	11,319.2	12,629.8	15,255.3	19,246.3	22,400.5	24,925.1	28,663.8
Marketable Securities	12,487.8	9,177.9	12,615.6	10,444.9	9,344.6	9,704.5	9,851.3
Placement with Other Banks	1,067.5	755.7	824.8	712.4	754.4	855.5	937.8
Others	782.9	669.3	145.7	278.3	411.9	473.5	520.3
Provisions and comm rev	603.7	695.8	852.9	1,007.7	1,198.3	1,394.5	1,603.7
<b>Interest expenses</b>	<b>(16,317.1)</b>	<b>(11,573.1)</b>	<b>(15,814.0)</b>	<b>(15,305.7)</b>	<b>(15,953.9)</b>	<b>(16,055.9)</b>	<b>(17,929.0)</b>
Interest incurred from:	(16,317.1)	(11,573.1)	(15,814.0)	(15,305.7)	(15,953.9)	(16,055.9)	(17,929.0)
Deposits from customers	(14,845.0)	(10,027.8)	(12,527.7)	(11,464.6)	(11,634.0)	(11,219.7)	(12,450.3)
Deposits from other banks	-	-	(201.7)	(175.8)	(187.7)	(202.3)	(242.2)
Gov.guarantee premiums	(401.2)	(430.5)	(521.9)	(573.8)	(625.5)	(681.8)	(743.1)
Borrowings	(331.8)	(332.7)	(631.1)	(501.6)	(524.6)	(475.0)	(568.5)
Securities issued	(252.0)	(269.6)	(324.8)	(64.5)	(75.8)	(70.4)	(84.2)
Subordinated Loan	(129.7)	(162.5)	(566.3)	(935.2)	(1,141.0)	(1,377.6)	(1,610.9)
Others	(357.3)	(350.0)	(1,040.6)	(1,590.2)	(1,765.3)	(2,029.3)	(2,229.8)
Commissions and fees	-	-	-	-	-	-	-
<b>NET INTEREST INCOME</b>	<b>9,944.0</b>	<b>12,355.4</b>	<b>13,880.2</b>	<b>16,383.9</b>	<b>18,155.8</b>	<b>21,297.1</b>	<b>23,647.8</b>
<b>Other operating revenues</b>	<b>2,733.0</b>	<b>3,374.6</b>	<b>3,907.2</b>	<b>4,599.5</b>	<b>5,358.4</b>	<b>6,263.2</b>	<b>7,342.6</b>
Commissions and fees	1,755.0	2,447.5	2,937.0	3,583.1	4,299.7	5,159.7	6,191.6
Other Fees & Commissions	-	-	-	-	-	-	-
Gains on forex, net	379.7	311.5	311.5	311.5	311.5	311.5	311.5
Others	598.3	615.7	658.8	704.9	747.2	792.1	839.6
<b>OPERATING INCOME</b>	<b>12,677.0</b>	<b>15,730.1</b>	<b>17,787.5</b>	<b>20,983.4</b>	<b>23,514.2</b>	<b>27,560.3</b>	<b>30,990.5</b>
<b>Other operating exp.</b>	<b>(6,460.8)</b>	<b>(7,777.6)</b>	<b>(8,538.0)</b>	<b>(10,176.9)</b>	<b>(10,934.1)</b>	<b>(13,091.1)</b>	<b>(14,720.5)</b>
General&Administrative	(3,250.9)	(3,409.3)	(3,913.2)	(4,616.3)	(2,939.3)	(3,445.0)	(3,873.8)
Personnel	(3,017.5)	(4,082.2)	(4,269.0)	(5,245.8)	(6,819.1)	(8,268.1)	(9,297.1)
Others	(192.4)	(286.1)	(355.7)	(314.8)	(1,175.7)	(1,378.0)	(1,549.5)
<b>PRE PROVISIONS OP.PROFIT</b>	<b>6,216.3</b>	<b>7,952.5</b>	<b>9,249.5</b>	<b>10,806.4</b>	<b>12,580.1</b>	<b>14,469.2</b>	<b>16,270.0</b>
Provision (Reversal of provisions)	(3,505.2)	(1,739.6)	(1,663.7)	(1,934.6)	(815.0)	(1,137.9)	(4,301.3)
<b>OPERATING PROFIT</b>	<b>2,711.1</b>	<b>6,212.9</b>	<b>7,585.8</b>	<b>8,871.8</b>	<b>11,765.1</b>	<b>13,331.2</b>	<b>11,968.7</b>
Non Operating Inc.(Expenses)	120.1	120.5	-	-	-	-	-
<b>PROFIT BEFORE TAX</b>	<b>2,831.2</b>	<b>6,333.4</b>	<b>7,585.8</b>	<b>8,871.8</b>	<b>11,765.1</b>	<b>13,331.2</b>	<b>11,968.7</b>
Taxes	(408.7)	(1,985.9)	(2,275.7)	(2,661.5)	(3,529.5)	(3,999.4)	(3,590.6)
Minority Interest	(1.1)	(1.3)	-	-	-	-	-
<b>NET INCOME</b>	<b>2,421.4</b>	<b>4,346.2</b>	<b>5,310.1</b>	<b>6,210.3</b>	<b>8,235.6</b>	<b>9,331.9</b>	<b>8,378.1</b>
Dividend	(301.7)	(1,452.8)	(2,173.1)	(2,655.0)	(3,105.1)	(4,117.8)	(4,665.9)
Others	(12.1)	48.4	(185.9)	(217.4)	(288.2)	(326.6)	(293.2)
Additional to R/E	2,107.7	2,941.8	2,951.1	3,337.9	4,842.2	4,887.5	3,418.9
<b>Number of shares (mn)</b>	<b>20,335</b>	<b>20,750</b>	<b>20,905</b>	<b>21,105</b>	<b>21,052</b>	<b>21,277</b>	<b>21,277</b>

**MANDIRI - YEARLY RESULT**

Rp bn	2006A	2007A	2008F	2009F	2010F	2011F	2012F
<b>ASSETS</b>							
Cash	3,965.7	5,909.4	5,462.7	5,305.7	5,665.7	6,345.6	6,980.2
BI (LRR)	21,579.2	28,161.1	27,313.7	30,318.2	34,430.1	38,561.8	42,417.9
Due from Other Banks:	9,972.8	18,220.9	14,339.7	15,159.1	17,433.0	19,524.9	21,477.4
Rupiah	3,751.6	11,430.2	6,472.9	6,842.8	7,869.2	8,813.5	9,694.9
Foreign Currencies	6,330.3	6,864.3	7,911.4	8,363.4	9,618.0	10,772.1	11,849.3
Provisions	(109.1)	(73.6)	(44.6)	(47.1)	(54.2)	(60.7)	(66.8)
Marketable Securities:	18,361.0	27,316.6	30,727.9	36,002.9	41,403.3	44,907.4	48,324.2
Rupiah	17,460.6	26,404.9	25,606.6	29,540.8	33,972.0	36,621.7	39,328.0
Foreign Currencies	2,046.2	2,026.2	6,401.7	7,385.2	8,493.0	9,155.4	9,832.0
Provisions	(1,145.8)	(1,114.5)	(1,280.3)	(923.2)	(1,061.6)	(869.8)	(835.7)
Government Recap Bonds:	90,648.0	89,466.3	95,598.0	56,846.7	65,373.7	58,574.8	64,432.3
Loans:	103,282.2	125,488.4	141,759.3	173,325.1	207,472.2	240,955.2	276,270.4
Rupiah	82,253.3	96,729.6	112,505.5	180,330.2	212,789.7	244,708.1	281,414.3
Foreign Currencies	35,504.0	41,824.0	48,216.6	12,536.3	14,792.9	17,011.8	19,563.6
Total Gross Loan	117,757.3	138,553.6	160,722.1	192,866.5	227,582.5	261,719.9	300,977.9
Provisions	(14,475.1)	(13,065.2)	(18,962.8)	(19,541.4)	(20,110.4)	(20,764.7)	(24,707.5)
Investments-net	84.9	124.9	102.4	113.7	130.7	146.4	161.1
Fixed Assets	4,709.2	4,531.6	4,361.9	4,152.7	3,981.2	3,758.4	3,570.0
Cost	8,101.9	8,502.6	8,927.8	9,284.9	9,656.3	9,946.0	10,244.4
Acc Depreciation	(3,392.7)	(3,971.1)	(4,565.9)	(5,132.2)	(5,675.0)	(6,187.6)	(6,674.4)
Other Assets	14,914.2	19,866.5	21,755.8	57,753.7	59,934.6	75,349.0	73,302.4
<b>TOTAL ASSETS</b>	<b>267,517.2</b>	<b>319,085.6</b>	<b>341,421.6</b>	<b>378,978.0</b>	<b>435,824.6</b>	<b>488,123.6</b>	<b>536,936.0</b>
<b>LIABILITIES</b>							
Deposits from customers	205,707.5	247,355.0	274,564.1	299,274.8	326,209.6	355,568.4	387,569.6
Demand Deposits:	48,812.8	67,011.0	50,794.4	55,365.8	60,348.8	65,780.2	71,700.4
Rupiah	35,450.1	52,048.5	45,968.9	50,106.1	54,313.9	58,544.3	63,813.3
Foreign Currencies	13,362.6	14,962.5	4,673.1	5,093.7	5,431.4	5,920.2	6,453.0
Saving Deposits	60,303.6	85,358.8	123,553.8	134,673.7	146,794.3	160,005.8	174,406.3
Rupiah	60,303.6	85,358.8	123,059.6	134,135.0	145,326.4	158,405.7	172,313.4
Foreign Currencies	-	-	-	-	-	-	-
Time Deposits:	96,591.2	94,985.3	100,215.9	109,235.3	119,066.5	129,782.5	141,462.9
Rupiah	83,539.2	78,535.8	90,695.4	98,858.0	107,398.0	116,804.2	127,316.6
Foreign Currencies	13,052.1	16,449.5	9,019.4	9,831.2	10,716.0	11,680.4	12,731.7
Deposits from other banks	8,189.3	5,410.3	4,931.6	6,056.3	7,350.2	8,835.5	10,536.9
Securities Issued	3,793.9	4,050.6	428.8	526.6	639.2	768.3	916.3
Borrowings:	3,424.9	9,345.1	6,432.5	7,899.5	9,587.3	11,524.6	13,743.8
Rupiah	1,910.6	1,624.0	5,789.3	7,109.5	8,532.7	10,256.9	12,094.5
Foreign Currencies	1,514.3	7,721.0	643.3	789.9	1,054.6	1,267.7	1,649.3
Subordinated Loan	4,157.4	2,935.3	9,648.8	11,849.2	14,380.9	17,286.9	20,615.7
Other Liabilities	15,898.4	20,739.2	13,187.6	17,643.4	37,183.1	47,561.6	53,556.7
<b>TOTAL LIABILITIES</b>	<b>241,171.3</b>	<b>289,835.5</b>	<b>309,193.5</b>	<b>343,249.9</b>	<b>395,350.3</b>	<b>441,545.4</b>	<b>486,938.9</b>
MINORITY INTEREST	5.2	6.3	-	-	-	-	-
<b>EQUITY</b>							
Paid up capital	10,315.6	10,374.8	10,383.4	10,483.2	10,457.0	10,569.5	10,569.5
Additional (Discount) paid capital	6,433.9	6,698.6	6,723.2	6,785.5	6,715.8	7,819.7	7,819.7
Other Equity Adjustments	3,478.0	3,265.6	3,265.6	3,265.6	3,265.6	3,265.6	3,265.6
Retained Earnings	6,113.1	8,904.8	11,855.9	15,193.8	20,036.0	24,923.5	28,342.4
<b>TOTAL EQUITY</b>	<b>26,340.7</b>	<b>29,243.7</b>	<b>32,228.1</b>	<b>35,728.1</b>	<b>40,474.4</b>	<b>46,578.2</b>	<b>49,997.1</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>267,517.2</b>	<b>319,085.6</b>	<b>341,421.6</b>	<b>378,978.0</b>	<b>435,824.6</b>	<b>488,123.6</b>	<b>536,936.0</b>

**MANDIRI - YEARLY RESULT**

<b>PROFITABILITY</b>	<b>2006A</b>	<b>2007A</b>	<b>2008F</b>	<b>2009F</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
NIM	3.96%	4.92%	5.39%	5.78%	5.57%	5.76%	5.79%
Interest Differential	5.20%	5.20%	5.90%	5.20%	5.20%	5.50%	5.50%
Fee Based/Total Income	21.56%	21.45%	21.97%	21.92%	22.79%	22.73%	23.69%
Cost/Income	50.96%	49.44%	48.00%	48.50%	46.50%	47.50%	47.50%
Opr Cost to Opr Income (BOPO)	90.65%	77.24%	77.42%	75.55%	70.19%	69.44%	75.53%
ROE	9.19%	14.86%	16.48%	17.38%	20.35%	20.03%	16.76%
ROAE	9.77%	15.64%	17.28%	18.28%	21.61%	21.44%	17.35%
ROA	0.91%	1.36%	1.56%	1.64%	1.89%	1.91%	1.56%
ROAA	0.91%	1.48%	1.61%	1.72%	2.02%	2.02%	1.63%
Interest Income Growth	25.06%	-8.88%	24.10%	6.72%	7.64%	9.51%	11.31%
Interest Expense Growth	30.67%	-29.07%	36.64%	-3.21%	4.23%	0.64%	11.67%
Net Interest Income Growth	16.82%	24.25%	12.34%	18.04%	10.82%	17.30%	11.04%
Non-Interest Income Growth	9.80%	23.48%	15.78%	17.72%	16.50%	16.89%	17.23%
Total Income Growth	15.23%	24.08%	13.08%	17.97%	12.06%	17.21%	12.45%
Cost Growth	0.56%	20.38%	9.78%	19.20%	7.44%	19.73%	12.45%
Pre Provision Opr Income Growth	35.84%	27.93%	16.31%	16.83%	16.41%	15.02%	12.45%
Pretax Income Growth	129.64%	123.70%	19.77%	16.95%	32.61%	13.31%	-10.22%
Net Profit Growth	301.31%	79.49%	22.18%	16.95%	32.61%	13.31%	-10.22%
Operating Exp/Avg Earning	54.57%	54.76%	3.50%	3.50%	3.50%	3.70%	3.70%
Effective Dividend Payout Ratio	50.00%	60.00%	50.00%	50.00%	50.00%	50.00%	50.00%
Dividend Yield	0.00%	2.99%	3.63%	4.20%	5.59%	6.27%	5.63%

**Assumptions and ratios (2) - In Rp bn, unless otherwise stated**

	<b>2006A</b>	<b>2007A</b>	<b>2008F</b>	<b>2009F</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
<b>PER SHARE, Rp</b>							
Price - Year End	2,900	3,500	3,500	3500	3500	3500	3500
EPS	119.1	209.8	254.0	294.3	391.2	438.6	393.8
DPS	-	104.7	127.0	147.1	195.6	219.3	196.9
BVPS	1,295.4	1,409.4	1,541.6	1,692.9	1,922.5	2,189.1	2,349.8
PER (X)	24.35	16.68	13.78	11.89	8.95	7.98	8.89
PBV (X)	2.24	2.48	2.27	2.07	1.82	1.60	1.49

<b>Rp bn</b>	<b>2006A</b>	<b>2007A</b>	<b>2008F</b>	<b>2009F</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
<b>CAPITAL</b>							
Estimated Total CAR	27.27%	27.27%	25.56%	23.00%	22.12%	21.70%	21.70%
Tier 1 CAR	19.63%	19.63%	18.89%	17.00%	16.35%	16.04%	16.04%
Tier 1 Capital	22,012.0	22,012.0	29,020.8	32,213.1	37,045.1	41,490.5	45,639.6
Tier 2 Capital	8,564.3	8,564.3	10,242.6	11,369.3	13,074.7	14,643.7	16,108.1
Zero Risk Assets	25,544.9	34,070.4	32,776.5	35,623.9	40,095.9	44,907.4	49,398.1
RWA	112,138.8	112,138.8	153,639.7	189,489.0	226,628.8	258,705.5	284,576.1
Equity/Assets	9.85%	9.16%	9.44%	9.43%	9.29%	9.54%	9.31%
Tier 1 Capital/Assets	8.23%	6.90%	8.50%	8.50%	8.50%	8.50%	8.50%
Tier 2 Capital/Assets	3.20%	2.68%	3.00%	3.00%	3.00%	3.00%	3.00%
RWA/Assets	41.92%	35.14%	45.00%	50.00%	52.00%	53.00%	53.00%

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