Bank Mandiri (BMRI IJ)

20 July 2018

Results Note

BUY (Unchanged)

| Stock Data | |
|----------------------------|---------|
| Target price (Rp) | Rp8,300 |
| Prior TP (Rp) | Rp9,500 |
| Share price (Rp) | Rp6,375 |
| Upside/downside (%) | +30.2 |
| Shares outstanding (m) | 46,667 |
| Market cap. (US\$ m) | 20,600 |
| Free float (%) | 40.0 |
| Avg. 6m daily T/O (US\$ m) | 21.6 |

| Price Performance | | | | | | |
|-------------------|-------|-------|---------|--|--|--|
| | 3M | 6M | 12M | | | |
| Absolute (%) | -20.3 | -21.1 | -4.5 | | | |
| Vs. JCI (%) | -12.9 | -11.4 | -5.7 | | | |
| 52w high/low (Rp |) | 6,375 | - 6,300 | | | |



| Estimate Change; Vs | . Consens | sus |
|---------------------|-----------|-------|
| | 2018F | 2019F |
| Latest EPS (Rp) | 535 | 633 |
| Vs. Prior EPS (%) | -1.1 | -2.6 |
| Vs. Consensus (%) | +1.7 | +2.3 |

Source: Bloomberg

Major Shareholders

Republic of Indonesia

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On more solid growth foundation

- 1H18 profit up 28% yoy off low-base; core profit grew 8% (in-line).
- Top line growth was lacking due to slow asset growth, lower NIMs.
- Credit cost has improved but new NPLs remain at elevated levels.
- Reiterate BUY with lower TP (Rp8,300) due to higher cost of capital.

Results in-line. BMRI reported net profit of Rp12.2tn in 1H18 (+28.7%), with its 2Q/1Q profits forming 25%/23% of our FY18F forecasts of Rp25.2tn (in-line), albeit this was partly helped by one-off tax-case provisioning reversal of Rp1.08tn in 2Q after the bank won a Supreme Court ruling in May on its long-standing tax dispute with the tax authorities. However, BMRI's strong profit growth was also off a low-base in 1Q17 and mainly driven by its falling loan provisions (-15%) while its core profit (PPOP) grew only modestly by 7.6% in 1H (or only 2% growth if excluding the tax-case provision reversal). Despite lacking top-line growth, we believe BMRI is now on a more solid foundation to grow earnings as NPL risks are diminishing and its credit costs are normalising in the coming years.

Slow top-line growth. BMRI's weak top-line growth can be attributed to its slow asset growth of 8.3% (loans: +12%; deposits: +5%) as it mitigated NIM pressure by slowing deposit growth. In our calculation, NIMs narrowed to 5.57% (-17bps) as the fall in its IDR loan yield to 9.9% in 2Q18 (-60bps yoy) was steeper than that of its IDR cost of funds (at 2.9%; -40bps yoy) despite slower growth of customer deposits vs. loan portfolio. As such, we lower our FY18F NIM assumption by 12bps to 5.43% vs. revised guidance of 5.5%-5.7% (from 5.7%-5.8%).

Asset quality. BMRI's credit cost improved significantly to 2.1% in 1H18 (1H17: 2.9%; FY17: 2.3%) while its NPL ratio declined to 3.1% in 2Q vs. 3.3% in 1Q and 3.8% a year ago. However, the bank's new NPLs formation of Rp8.2tn in 1H18 (2.6% of loans) remained at elevated levels albeit still in-line with guidance of Rp15-16tn for FY18F. New NPLs came from commercial & SME loans, each at 6% of loans vs. 4% for micro, 1.5% for consumer loans. The bank still maintained its credit cost guidance of 2.0-2.2% for FY18F and expects credit cost to normalise to a steady-state rate of 1.5% by 2020 as its loan portfolio shifts towards lower-risk corporate & consumer loans, away from commercial & SME loans.

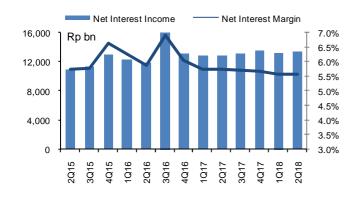
Valuation. We keep our earnings forecasts largely unchanged but lower our TP to Rp8,300 (from Rp9,500) due to our 50bps higher cost of capital assumption to reflect rising 10-yr yields during the second quarter. Our TP is based on our GGM-derived target FY18F P/B of 2x, assuming LT ROAE of 16.6%, growth of 8.5%, and cost of equity of 12.5% (from 12%). We estimate BMRI's LT ROAE based on DuPont analysis, assuming LT ROAA of 2.08% and asset/equity leverage of 8x. We maintain our BUY rating.

| Year To 31 Dec | 2016A | 2017A | 2018F | 2019F | 2020F |
|-------------------------|--------|--------|--------|--------|--------|
| Operating income (RpBn) | 70,824 | 73,718 | 80,346 | 87,819 | 96,131 |
| PPOP (RpBn) | 39,556 | 38,704 | 43,188 | 47,766 | 52,952 |
| Net profit (RpBn) | 13,807 | 20,640 | 24,970 | 29,531 | 34,952 |
| Net profit growth (%) | (32.1) | 49.5 | 21.0 | 18.3 | 18.4 |
| FD EPS (Rp) | 296 | 442 | 535 | 633 | 749 |
| P/E (x) | 21.5 | 14.4 | 11.9 | 10.1 | 8.5 |
| P/B (x) | 1.9 | 1.7 | 1.5 | 1.3 | 1.1 |
| Dividend yield (%) | 2.1 | 3.1 | 3.8 | 4.5 | 5.3 |
| ROAA (%) | 1.4 | 1.9 | 2.1 | 2.3 | 2.5 |
| ROAE (%) | 10.5 | 13.4 | 14.0 | 14.4 | 14.7 |

Source: BMRI, IndoPremier Share Price Closing as of: 19-July-2018

60.0%

Fig. 1: Net Interest Income (Rp bn) and NIMs (%)



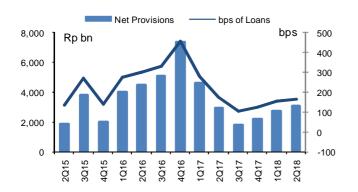
Source: Company, IndoPremier

Fig. 3: Operating Expense (Rp bn) and Cost/Income Ratio (%)



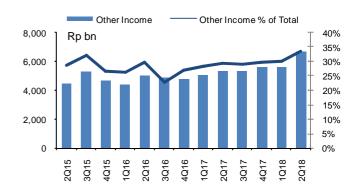
Source: Company, IndoPremier

Fig. 5: Net Loan Provisioning (Rp bn; bps of Average Loans)



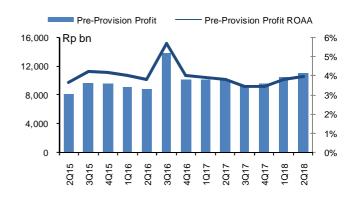
Source: Company, IndoPremier

Fig. 2: Non-Interest Income (Rp bn; % of Gross Income)



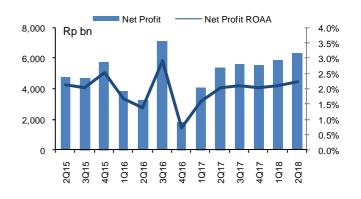
Source: Company, IndoPremier

Fig. 4: Pre-Provision Profit (Rp bn; % of Average Assets)



Source: Company, IndoPremier

Fig. 6: Net Profit (Rp bn) and ROAA (%)



Source: Company, IndoPremier

1H 2018 Results

| (Rp Bn) | 1H18 | 1H17 | % Y-Y | 2Q18 | 1Q18 | % Q-Q |
|-------------------------------|-----------|-----------|-------|-----------|-----------|-------|
| Net Interest Income | 26,565 | 25,687 | 3.4 | 13,341 | 13,224 | 0.9 |
| Fees & Commissions | 6,128 | 5,906 | 3.8 | 3,095 | 3,033 | 2.1 |
| Insurance & Other Incomes | 4,137 | 2,431 | 70.2 | 2,743 | 1,393 | 96.9 |
| Trading Income | 2,056 | 2,059 | -0.2 | 835 | 1,221 | -31.6 |
| Operating Income | 38,886 | 36,083 | 7.8 | 20,015 | 18,871 | 6.1 |
| Operating Expenses | -17,349 | -16,059 | 8.0 | -8,938 | -8,411 | 6.3 |
| Pre-Provision Profit | 21,537 | 20,024 | 7.6 | 11,076 | 10,460 | 5.9 |
| Provision for Impairment | -7,891 | -9,330 | -15.4 | -4,057 | -3,834 | 5.8 |
| Recovery of Written-Off Loans | 2,085 | 1,788 | 16.6 | 1,000 | 1,085 | -7.9 |
| Operating Profit | 15,731 | 12,482 | 26.0 | 8,020 | 7,711 | 4.0 |
| Other Non Operating Items | -33 | -47 | -30.3 | -6 | -27 | -78.6 |
| Pre-Tax Profit | 15,698 | 12,435 | 26.2 | 8,014 | 7,684 | 4.3 |
| Tax | -3,119 | -2,578 | 21.0 | -1,511 | -1,609 | -6.1 |
| Minorities | -401 | -394 | 1.7 | -185 | -216 | -14.1 |
| Net Profit | 12,178 | 9,463 | 28.7 | 6,318 | 5,860 | 7.8 |
| | | | | | | |
| Gross Loans | 762,539 | 682,043 | 11.8 | 762,539 | 703,019 | 8.5 |
| Customer Deposits | 803,027 | 760,861 | 5.5 | 803,027 | 769,288 | 4.4 |
| Non-Performing Loans (NPL) | 23,276 | 25,809 | -9.8 | 23,276 | 23,137 | 0.6 |
| Special Mention Loans | 36,800 | 30,042 | 22.5 | 36,800 | 32,750 | 12.4 |
| Loan Loss Reserves (LLR) | 31,655 | 34,962 | -9.5 | 31,655 | 31,467 | 0.6 |
| Total Assets | 1,155,548 | 1,067,411 | 8.3 | 1,155,548 | 1,098,158 | 5.2 |
| Risk-Weighted Assets | 830,913 | 739,131 | 12.4 | 830,913 | 795,076 | 4.5 |
| Shareholders' Funds | 166,834 | 154,745 | 7.8 | 166,834 | 162,128 | 2.9 |
| BV Per Share | 3,575 | 3,316 | 7.8 | 3,575 | 3,474 | 2.9 |

Source: Company, IndoPremier

| Key Ratios (%) | 1H18 | 1H17 | % Y-Y | 2Q18 | 1Q18 | % Q-Q |
|------------------------------|-------|-------|-------|-------|-------|-------|
| ROAA (annualized) | 2.18 | 1.81 | 20.1 | 2.24 | 2.11 | 6.3 |
| ROAE (annualized) | 14.7 | 12.5 | 17.6 | 15.2 | 14.3 | 6.3 |
| Net Interest Margin (bps) | 557 | 574 | -3.0 | 556 | 557 | -0.1 |
| Gross Credit Cost (bps) | 209 | 290 | -28.1 | 218 | 199 | 9.7 |
| Fee Inc/Operating Income | 15.8 | 16.4 | -3.7 | 15.5 | 16.1 | -3.8 |
| Non Int Inc/Operating Income | 31.7 | 28.8 | 10.0 | 33.3 | 29.9 | 11.4 |
| Op. Cost/ Operating Income | 44.6 | 44.5 | 0.2 | 44.7 | 44.6 | 0.2 |
| Loan-to-Deposit Ratio (LDR) | 95.0 | 89.6 | 5.9 | 95.0 | 91.4 | 3.9 |
| NPL/Loan Ratio | 3.1 | 3.8 | -19.3 | 3.1 | 3.3 | -7.3 |
| LLR/NPL Ratio | 136.0 | 135.5 | 0.4 | 136.0 | 136.0 | 0.0 |
| Tier-1 Capital Ratio | 18.9 | 19.4 | -2.5 | 18.9 | 19.2 | -1.6 |
| Total Capital Ratio | 20.0 | 20.5 | -2.3 | 20.0 | 20.3 | -1.4 |

Source: Company, IndoPremier

| Year To 31 Dec (RpBn) | 2016A | 2017A | 2018F | 2019F | 2020F |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|
| Income Statement | | | | | |
| Interest income | 76,710 | 79,502 | 81,919 | 91,870 | 103,646 |
| Interest expense | (24,885) | (27,174) | (26,295) | (29,575) | (35,052) |
| Net interest income | 51,825 | 52,327 | 55,624 | 62,294 | 68,593 |
| Fees and commissions | 11,440 | 12,483 | 13,213 | 14,535 | 15,988 |
| Trading income | 3,027 | 3,950 | 4,685 | 4,928 | 5,185 |
| Other operating income | 4,532 | 4,958 | 6,824 | 6,062 | 6,365 |
| Total operating income | 70,824 | 73,718 | 80,346 | 87,819 | 96,131 |
| Personnel expenses | (13,619) | (14,859) | (16,047) | (17,331) | (18,718) |
| G&A expenses | (13,958) | (15,406) | (16,176) | (17,470) | (18,868) |
| Other operating expenses | (3,691) | (4,750) | (4,934) | (5,252) | (5,593) |
| Pre-provision operating profit | 39,556 | 38,704 | 43,188 | 47,766 | 52,952 |
| Provisions | (24,645) | (15,952) | (15,441) | (14,266) | (13,122) |
| Loan recovery income | 3,702 | 4,417 | 4,500 | 4,500 | 5,000 |
| Operating profit | 18,613 | 27,170 | 32,247 | 37,999 | 44,831 |
| Non-operating profit | (40) | (13) | 0 | 0 | 0 |
| Exceptional items | 0 | 0 | 0 | 0 | 0 |
| Pre-tax profit | 18,573 | 27,157 | 32,247 | 37,999 | 44,831 |
| Income tax | (3,923) | (5,714) | (6,449) | (7,600) | (8,966) |
| Minority interests | (844) | (803) | (827) | (869) | (912) |
| Reported net profit | 13,807 | 20,640 | 24,970 | 29,531 | 34,952 |
| Balance Sheet | | | | | |
| Cash | 22,907 | 24,269 | 28,177 | 30,821 | 33,723 |
| Current account with BI | 52,485 | 50,188 | 60,991 | 66,434 | 72,403 |
| Placements at BI & other banks | 83,977 | 86,931 | 91,277 | 95,841 | 100,633 |
| Short-term investments | 61,606 | 62,161 | 57,354 | 53,027 | 49,133 |
| Government bonds | 98,933 | 103,411 | 103,411 | 103,411 | 103,411 |
| Gross loans | 662,013 | 729,548 | 814,896 | 917,207 | 1,032,455 |
| Loan provisions | (32,945) | (34,116) | (37,687) | (41,953) | (45,075) |
| Other assets | 89,730 | 102,309 | 111,087 | 120,852 | 131,738 |
| Total Assets | 1,038,706 | 1,124,701 | 1,229,507 | 1,345,640 | 1,478,422 |
| Customer deposits | 762,501 | 815,807 | 890,353 | 972,087 | 1,061,736 |
| Deposits from other banks | 9,675 | 8,795 | 9,074 | 9,382 | 9,720 |
| Securities and borrowings | 48,477 | 56,332 | 59,068 | 62,078 | 65,389 |
| Other liabilities | 64,683 | 73,762 | 76,824 | 78,014 | 82,148 |
| Total Liabilities | 885,337 | 954,695 | 1,035,320 | 1,121,562 | 1,218,993 |
| Share capital | 28,983 | 28,983 | 28,983 | 28,983 | 28,983 |
| Reserves and others | 24,540 | 26,378 | 25,261 | 25,261 | 25,261 |
| Retained earnings | 96,931 | 111,358 | 136,327 | 165,858 | 200,810 |
| Shareholders' equity | 150,454 | 166,719 | 190,571 | 220,101 | 255,053 |
| Minority interest | 2,916 | 3,287 | 3,616 | 3,978 | 4,375 |
| Total Liabilities & Equity | 1,038,706 | 1,124,701 | 1,229,507 | 1,345,640 | 1,478,422 |
| Courses PMDI IndePremier | | | | | |

Source: BMRI, IndoPremier

| Year To 31 Dec | 2016A | 2017A | 2018F | 2019F | 2020F |
|------------------------|--------|-------|-------|-------|-------|
| Growth Ratios (% yoy) | | | | | |
| Gross loans | 11.2 | 10.2 | 11.7 | 12.6 | 12.6 |
| Total assets | 14.1 | 8.3 | 9.3 | 9.4 | 9.9 |
| Customer deposits | 12.7 | 7.0 | 9.1 | 9.2 | 9.2 |
| Net interest income | 14.2 | 1.0 | 6.3 | 12.0 | 10.1 |
| Non-interest income | 3.6 | 12.6 | 15.6 | 3.2 | 7.9 |
| Total operating income | (29.3) | 46.0 | 18.7 | 17.8 | 18.0 |
| Operating expense | 8.7 | 12.0 | 6.1 | 7.8 | 7.8 |
| PPOP | 13.2 | (2.2) | 11.6 | 10.6 | 10.9 |
| Net profit | (32.1) | 49.5 | 21.0 | 18.3 | 18.4 |
| Profitability Ratios | | | | | |
| ROAA (%) | 1.44 | 1.94 | 2.12 | 2.29 | 2.48 |
| ROAE (%) | 10.5 | 13.4 | 14.0 | 14.4 | 14.7 |
| NIM (%) | 6.28 | 5.71 | 5.43 | 5.57 | 5.59 |
| Credit cost (bps) | 349.4 | 172.3 | 141.7 | 112.8 | 83.3 |
| Cost/income (%) | 44.1 | 47.5 | 46.2 | 45.6 | 44.9 |
| LDR (%) | 86.8 | 89.4 | 91.5 | 94.4 | 97.2 |
| CAR (%) | 20.8 | 19.1 | 18.9 | 18.8 | 18.8 |
| NPL ratio (%) | 4.0 | 3.5 | 3.2 | 3.1 | 2.8 |
| Provisions/NPL (%) | 124.6 | 134.8 | 143.5 | 148.0 | 153.8 |

Source: BMRI, IndoPremier



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INVESTMENT RATINGS

BUY : Expected total return of 10% or more within a 12-month period
HOLD : Expected total return between -10% and 10% within a 12-month period
SELL : Expected total return of -10% or worse within a 12-month period

ANALYSTS CERTIFICATION.

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