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Press Release

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Citibank N.A., Indonesia Posted Net Profit of Rp. 2.51 Trillion, Increases 10% in 2017

Jakarta, 26 March 2018 - Closing 2017, Citibank N.A., Indonesia (Citibank) recorded a net profit of Rp 2.51 trillion, a 10% improvement from 2016. This increase in Citibank's net profit was driven by a net interest income growth of 5.1% to Rp 4.33 trillion, and fee-based income growth of 6.6% to Rp 2.1 trillion. Citibank's net interest income was supported by a balanced performance in Institutional Banking and Consumer Banking. Citibank's Institutional Banking and Consumer Banking businesses accounted for 54% and 46%, respectively, of Citibank's net interest income in 2017. This contributed to the increase in Return on Asset (ROA) to 4.34% from 4.14% the previous year and improvement in Return on Equity (ROE) to 15.51% from 14.88% in 2016.

Chief Executive Officer of Citibank N.A., Indonesia Batara Sianturi stated, "The bank's growth is also reflected in our total assets which increased by 4.8% to Rp 75 trillion. This positive performance is supported by a sustained level of quality third-party funds (DPK) in the form of demand deposits and savings. These two types of deposits account for 73.51% of Citibank's total third-party funds (DPK) as of December 31, 2017. Additionally, we continue to focus on the principle of prudent lending."

The increase in Citibank's net profit was also supported by improved credit quality. The gross and net Non-Performing Loan (NPL) ratios at the end of December 2017 also saw improvements. Gross and net NPL figures stood at 1.88% and 0.54%, respectively compared to 2.83% and 0.94% for the same period in the previous year. The bank's capital adequacy continues to be sufficiently robust, with a Capital Adequacy Ratio (KPM) of 27.48% as of December 31, 2017. The bank has been able to maintain this capital ratio while supporting an increase of 13.8% in Risk-Weighted Assets (ATMR) compared to the previous year.

In Institutional Banking, Citibank continues to deliver end-to-end content and solutions to clients in local corporates, multinationals, Financial Institutions and Public Sector. The Treasury and Trade Solutions Group enhanced its digital platform Citi Direct by launching tax payment capabilities as part of our commitment to facilitate Indonesia tax payment process for corporates. Markets & Securities Services Group was also honored to be named by the Ministry of Finance as "**Best Primary Dealer**" and "**Top 3 Best Government Sukuk Auction Participant**". The Corporate Investment Banking Group was recognized as the "**Best Bond Adviser-Global**" by The Asset, and



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the Global Subsidiary Group continues to be pivotal in the growth initiative “Asia to Asia” that links Asian multinationals to investment opportunities in Indonesia.

In Consumer Banking, Citibank relocated its Surabaya branch to Citibank Smart Branch to provide remarkable banking experiences generated through seamless processes and world-class digital capabilities, known as Citi Signature Experience. Consumer Banking digital platform Citi Mobile provides fraud alert as well as touch ID and finger alert. In Wealth Management, the introduction of “Citigold on Your Terms” campaign addresses the changing trends and preferences of customers’ financial goals through digital banking services to optimize the growth of investments. In Commercial Banking, key initiatives on e-commerce and linking Asian medium-sized companies that want to invest in Indonesia are gaining good momentum into 2018.

Early this year, Citibank moved to a new Headquarter at Lot 10 Sudirman Central Business District (SCBD) in Jakarta. This new building has been awarded the LEED Platinum Grade which meets the highest international standards in environmental protection and sustainable development. With its premium design, the new Citibank Tower provides ultra-modern space with high - end mobile connectivity. This relocation is part of Citi’s global work space concept called Citi Works, which has successfully been introduced in Singapore, Shanghai and Tokyo.

The success of the 2017 performance of Citibank as a global bank was recognized through numerous national, regional and international awards it received. Among prestigious awards received in Q4, 2017 were “**Best Corporate/Institutional Digital Bank**” and “**Best Consumer Digital Bank**” from Global Finance, “**Best Bank-Global in Indonesia**”, “**Best Bond Adviser-Global**”, “**Best Digital Bank**” and “**Best Retail Mobile Banking Experience**” from The Asset. The Bank is also honored to be named by Indonesia’s Ministry of Finance as “**Best Primary Dealer**” and “**Top 3 Best Government Sukuk Auction Participant**” and by Indonesia Design for “**Best Office Interior Design 2017**” for Citibank South Quarter Building.

"In this milestone year, where Citibank is celebrating half a century of dedication for Indonesia, we are delighted to demonstrate the strength of our franchise and we look forward to an even better 2018," closed **Batara**.

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About Citibank Indonesia

Citibank, N.A., Indonesia is a branch of Citibank, N.A, New York, USA. Citibank, N.A., Indonesia has been in Indonesia since 1968 and is one of the country's largest foreign banks. Citibank operates 10 branches in six major cities in Indonesia - Jakarta, Bandung, Surabaya, Semarang, Medan and Denpasar. Citibank has consumer transaction networks of around 33,000 payment points and corporate distribution networks of around 6,000 locations in 34 provinces. Citibank, N.A., Indonesia is connected to ATM Bersama networks with more than 70,000 ATM terminals throughout Indonesia.

In 2017, Citibank Indonesia has received various awards, including from Global Finance Magazine as both "Best Corporate/Institutional Digital Bank" and "Best Consumer Digital Bank", "Best Foreign Bank in Indonesia" from Finance Asia, "Best Bank in Compliance Reporting of Foreign Exchange Flows (LLD = Lalu Lintas Devisa) and Export Proceeds (DHE = Devisa Hasil Ekspor)" by the Indonesia Central Bank, "Best Bank in Indonesia", "Best e-Bank in Indonesia", "Best Corporate and Institutional Bank – Global in Indonesia", "Best Corporate Bond in Indonesia", "Best Liability Management in Indonesia" from The Asset magazine and "Best Perform in Custodian Bank" along with "Indonesia's Digital Innovation Award 2017 in Foreign Bank category" from Warta Ekonomi magazine. In 2016 Citibank Indonesia earned various awards from The Asset Triple-A Awards as "Best e-Bank in Indonesia" and from Global Finance as "The Best Digital Bank", from Finance Asia and Alpha Southeast Asia as the "Best Foreign Bank in Indonesia", from SWA Magazine as co-winner of the "Best Companies in Creating Leaders from Within", from Warta Ekonomi magazine for "Best Digital Innovation Award for Banking in the Category of Top 1 Foreign Bank", from Global Finance as "Best Digital Corporate/Institutional Bank", from Euromoney at the Asian level of "Best Bank for Transaction Services in Asia", as well as from Mix magazine in the Best Corporate Social Initiative 2016 as "Best Employee Volunteering". PT Citigroup Sekuritas Indonesia (PT CSI) won "Best Securities 2016" in the category of assets above IDR 1 Trillion by Investor Magazine.

Further information can be obtained at Website: www.citigroup.com | Twitter: @citi | YouTube: www.youtube.com/citi | Blog: <http://blog.citigroup.com> | Facebook: www.facebook.com/citiindonesia | LinkedIn: www.linkedin.com/company/citi
To enjoy a digital banking experience, please visit www.citibank.co.id.

Citibank N.A., Indonesia is a bank that is licensed, registered and supervised by the Indonesia Financial Services Authority (OJK).

PHOTO GALLERY



(Left-right) *Citi Indonesia Chief Financial Officer Warren Huang, Citi Indonesia CEO Batara Sianturi and Citi Indonesia Country Treasurer and Local Markets Treasury Head Suryadi Ong* on the announcement of Citi Indonesia's Q4 2017 financial result.