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Press Release

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Citibank N.A., Indonesia Posted Rp 584 Billion Net Profit and 11% Loan Growth in the First Quarter of 2018

Jakarta, 7 May 2018 – Citibank N.A., Indonesia posted a net profit of Rp 584 billion in the first quarter of 2018, with net interest income of Rp 1.05 trillion and net fee-based income of Rp 540 billion. Institutional Banking business and Consumer Banking business contributed 55% and 45%, respectively, of the total net interest income. Return ratios for the first quarter were solid, with Return on Assets (ROA) of 3.95% and Return on Equity (ROE) of 14.31%.

In the first quarter of 2018, Citibank's loan portfolio increased by 11% compared to the same quarter last year, driven by the growth in the Institutional Banking business. Third-party-funds grew by 4%, with 70% comprising of current and saving accounts. Citibank continues to maintain an adequate and optimum level of Loan-to-Funding Ratio (LFR) of 75%.

Chief Executive Officer Citibank N.A., Indonesia Batara Sianturi stated, "This year Citibank is celebrating its 50th anniversary in Indonesia. Citibank is committed to support growth in the Indonesian economy as reflected in our double-digit year-on-year loan growth. In doing so, we continuously adhere to prudential lending principles, resulting in improvements in overall credit quality. Our gross and net NPL improved from 2.58% and 1.06% in Q1 2017, down to 1.78% and 0.47% in Q1 2018, respectively."

The bank's capital adequacy continues to be robust, with Capital Adequacy Ratio (KPM) of 25.95% as of 31 March 2018. The bank has been able to maintain its capital adequacy to support loan growth.

In Institutional Banking, the Treasury and Trade Solutions Group (TTS) was appointed by Coca-Cola Amatil Indonesia (CCAI) to provide Cash Management and Trade Finance Solutions. TTS also hosted its inaugural Indonesia Insurance Forum to address evolving trends, innovations, and digital solutions that could take the insurance industry to the next level of growth. In Corporate and Investment Banking, Citi was appointed as Joint Lead Bookrunners for the Republic of Indonesia's US\$ 3 billion, dual tranche bond issuance, comprising of a US\$ 1.25 billion 5-Year Green Sukuk and a US\$ 1.75 billion 10-Year Sukuk. In Markets and Securities Services, several Citibankers were named among the region's best local currency bond individuals in research, sales and trading in the 2018 The Asset Benchmark Research.

In Consumer Banking, Citibank relocated its Prince branch to Citibank Tower, SCBD flagship branch, to provide remarkable banking experiences generated through seamless processes and world-class digital capabilities, known as Citi Signature Experience. In Wealth Management, the introduction of its newest bancassurance product "Prosper Plan Assurance" further helps customers to meet their financial goals through greater wealth diversification opportunities. Furthermore, Citibank upgrades its wealth management digital advisory to keep customers up to speed with quality market news for a more informed investment decision making process.



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In line with the campaign “Celebrating 50 Years of Dedication for Indonesia”, Citibank Cards and Visa, the official FIFA partner, launched a program to fly 25 Visa cardholders and partners (a total of 50 people) to the biggest football event of the year, 2018 FIFA World Cup™ live in Russia. Citibank Cards also launched various promotions giving 50% discounts for repeat purchases with key partners in groceries, e-commerce, travel, and dining. In the first quarter this year, Citibank Cards collaborated with top e-commerce names Blibli.com, Bukalapak.com, Lazada.co.id, Shopee.co.id, and Tokopedia.com to introduce 50 % discount promotions, as well as at Grand Lucky, Ranch Market, Sushi Tei, Seribu Rasa, Traveloka, and many more. Apart from everyday spend categories, Citibank Cards continues to focus its efforts to cater to the growing needs of customers at the e-commerce and travel space. Citibank rejuvenated its Cards co-branding program with Garuda Indonesia by introducing “Bring More Home” campaign. In Digital Banking, Citibank leveraged Application Programming Interface (API) protocol to collaborate with business partners, such as e-commerce and financial comparison sites as part of its digital customer acquisition initiative.

Through Citi PeKa (Peduli dan Berkarya, or ‘caring and creating something impactful’), Citibank also announced the winners of Citi Microentrepreneurship Awards (CMA) for the period of 2017-2018. The awards were presented to eight Indonesian microentrepreneurs, with an additional award for the best micro finance institution.

“We are gratified with the performance of Citibank in the first quarter of 2018, and herewith we express our greatest appreciation to all of our clients, business partners, employees, and other stakeholders for their trust,” closed **Batara**.

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For further info, please contact:

Elvera N. Makki

Director, Country Head Corporate Affairs Citi Indonesia

corporateaffairs.indonesia@citi.com

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).



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PHOTO GALLERY



(Left-right) *Citi Indonesia Country Controller Pranadi Wangsa*, *Citi Indonesia CEO Batara Sianturi*, *Citi Indonesia Chief Financial Officer Warren Huang* and *Citi Indonesia Country Treasurer Suryadi Ong* on the announcement of Citi Indonesia's Q1 2018 financial result.