



Press Release

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Citibank N.A., Indonesia Posted Net Income of Rp 2 Trillion in 2018, with 26% Loan Growth and 10% Third Party Funds Growth in 2018.

Jakarta, March, 29, 2019 - For the full year 2018, Citibank N.A., Indonesia posted net income of Rp 2 trillion from net interest income of Rp 4.3 trillion, with double-digit growth in loans and third-party funds.

Loan portfolio at the end of the quarter grew by 26% year-on-year to Rp 49.9 trillion. Institutional Banking business was the main contributor with growth seen primarily in the manufacturing and mining sectors as well as financial intermediary.

This positive performance is well supported by a sustained level of quality third-party funds which increased by 10%, enabling the Bank to maintain a strong lending-to-funding ratio (RIM) of 80.9%.

While posting significant growth in assets, the Bank's capital adequacy and asset quality continue to be robust, with Capital Adequacy Ratio (CAR) at 23.53% and gross and net NPL at 2.27% and 0.52%, respectively.

Citibank N.A., Indonesia Chief Executive Officer Batara Sianturi stated, "We are proud of the double digit credit growth. Citibank N.A. Indonesia's balance sheet remains strong, well-capitalized and highly liquid."

In Institutional Banking, Citibank continues to deliver end-to-end content and solutions in response to clients' changing needs by utilizing all of Citibank's relevant capabilities. The Corporate and Investment Banking Group provides products and services with value-add solution for its institutional clients, leverages Citibank's global scale network and focuses on industry-leading institutions in various sectors. In Global Subsidiaries Group, Citibank becomes the preferred bank for most major multinational companies, encompassing USA, UK, Europe and Asian names; with industry segments ranging from Fast Moving Consumer Goods (FMCG), Pharmaceutical, Industrials, Technology, Media and Telecommunications (TMT), to Logistics and Transportation. In the Markets and Securities Services Group, Citibank awarded as one of "Best Primary Dealer" for six consecutive years by the Ministry of Finance because of its performances in managing the state bonds. The Treasury and Trade Solutions Group has carried out digital transformation for banking products as well as automating the banking process by using the Application Program Interface (API), to be able to collaborate more quickly, flexibly and safely with partners and clients

In Consumer Banking, Citibank has successfully launched the "Live Large" campaign, which provides Citi Telkomsel cardholders with up to 20GB more data to enjoy their digital urban lifestyle together with other special benefits. Another successful campaign was the "Bring More Home" campaign, which provides extra 20 kg of baggage allowance above the current baggage provisions for economy and business class Garuda Indonesia Citi Card holders. In Digital Banking, Citibank has also revamped the look of Citi Mobile App specifically for Credit Cards customers to provide a more seamless and delightful experience, which is one of the factors that have doubled up the number of mobile active users in 2018. In Retail Banking, the Citigold Intergeneration Successor Program provided Citigold customers' sons and daughters with meaningful values in managing wealth – from basic knowledge in wealth management, public speaking to leadership.

In Corporate Social Responsibilities (CSR), Citibank strengthened its commitment in supporting to achieve Sustainable Development Goals (SDGs) to Indonesian youths by signing a Memorandum of Understanding



with the Ministry of National Development Planning Republic of Indonesia/National Development Planning Agency (Bappenas). We also supported four selected non-profit institutions to implement five programs in the 2018-2019 period, with grants from Citi Foundation.

In 2018, Citibank has won numerous prestigious awards, among others, as “Best International Bank in Indonesia” from Finance Asia magazine, “Best Consumer Digital Bank” and “Best Corporate/Institutional Digital Bank” from Global Finance magazine and “Best Bank-Global in Indonesia”, “Best Bond Adviser-Global in Indonesia”, “Best Digital Bank in Indonesia” and “Best Retail Mobile Banking Experience” from The Asset magazine.

“We are pleased with the performance of Citibank Indonesia in 2018 despite last year’s market volatilities. We would like to express our greatest appreciation to all of our clients, business partners, employees and other stakeholders for their trust, and it will be our commitment to be the best for our clients,” **Batara** concluded.

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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 2018, Citibank Indonesia received awards as **Best International Bank in Indonesia from Finance Asia, Best Bank-Global in Indonesia, Best Bond Adviser-Global in Indonesia, Best Digital Bank in Indonesia, Best Retail Mobile Banking Experience** from the Asset, **Digital Banking Initiative of the Year** from Asian Banking and Finance, as well as **Innovative Company in Digital Services** in the category of **Foreign Bank** from Warta Ekonomi. 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.

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: Citibank N.A., Indonesia Country Controller Pranadi Wangsa, Citibank N.A., Indonesia Chief Financial Officer Warren Huang, Citibank N.A., Indonesia Chief Executive Officer (CEO) Batara Sianturi and Citibank N.A., Indonesia Country Treasurer Suryadi Ong on 2018 financial announcement of Citibank N.A., Indonesia. Citibank N.A., Indonesia Posted Net Income of Rp 2 Trillion in 2018, with 26% Loan Growth and 10% Third Party Funds Growth in 2018