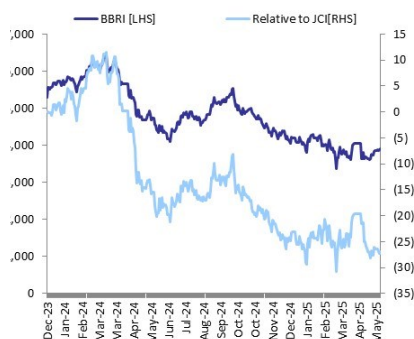


## Not Rated

Last Price (Rp)	3,910
Target Price (Rp)	n/a
Previous Target Price (Rp)	n/a
Upside/Downside	n/a
No. of Shares (mn)	151,559
Mkt Cap (Rpbn/US\$mn)	592,596/35,837
Avg, Daily T/O (Rpbn/US\$mn)	1,130.7/68.4
Free Float (%)	46.3
Major Shareholder (%)	
Government of Indonesia	53.2
EPS Consensus (Rp)	
	2025F 2026F 2027F
BRIDS	n/a n/a n/a
Consensus	388.1 428.0 471.4
BRIDS/Cons (%)	n/a n/a n/a

### BBRI relative to JCI Index



Source: Bloomberg

## Bank Rakyat Indonesia (BBRI IJ)

### KTA from Pegadaian's Galeri 24 Site Visit

- Galeri 24's profitability continues to grow rapidly as shown by its net profit of Rp250bn in 1Q25, reaching 50% of its FY25 target.
- Its gold sales have been robust, with a 70% own-brand contribution, while plans are underway to expand refinery capacity.
- BBRI currently trades at 1.8x FY25C PBV, near -1SD of its 5-year mean, with an implied CoE of 11.9% (-2.5SD of its 5-year mean).

### Galeri 24: Strong profitability from diversified product offerings

Galeri 24 operates across multiple business lines, including gold bar and jewelry sales, manufacturing, after-sales services, and refinery operations. This diversified model has supported strong profit growth, with net profit surging to Rp408bn in 2024 (+219% yoy), partly driven by the acquisition of two subsidiaries i.e., POJ and PIJ, in Jun24. As of 1Q25, its net profits reached Rp250bn (50% of its FY25 target of Rp500bn), driving a remarkable ROAE of 69.1%. The company's strong performance has been supported by high demand for gold, especially during supply shortages from other vendors.

### Shifting demand and sales volume targets

In the current economic environment, Galeri 24 has noted a shift in consumer preferences toward smaller gold denominations (5g, 10g, 25g), compared to the previous year's dominant sizes of 10g, 25g, and 30g. This trend is likely driven by the continued increase in gold prices. The company's core customer base remains predominantly female (80%), aged 25 to 45. As of Mar25, Galeri 24 recorded total gold sales volume of 6.6 tons, or avg. of 2.2 tons/month (vs. FY24's avg. of 1 ton/month). Notably, April alone added another 4 tons. The company is targeting Rp27tr in total sales this year, of which Rp25tr will come from gold sales, equivalent to roughly 18 tons, up from 11 tons sold in 2024.

### Own-brand focus and refinery expansion plans

Galeri 24's own-brand products now contribute 70% of its total gold sales. It enforces a strict inventory policy, only selling once stock is secured. On the refinery side, current production stands at 100kg/month, with expansion underway. In the long term, the company aims to obtain LBMA accreditation, a de facto benchmark for global bullion trade, which requires five years of continuous operations and a minimum output of 10 tons per year. The primary challenge remains securing sufficient raw material.

### Improving gold business but micro remains challenging

Galeri 24's strong gold business stands to benefit BBRI; however, its contribution remained modest at just 1.8% of BBRI's 1Q25 net profits. BBRI's share price has declined by 4.2% YTD, bringing its PBV valuation down to 1.8x (vs. 2.8x a year ago), which is at -1.0SD below its 5-year avg, driven by the challenging micro business conditions.

### Key Financials

Year to 31 Dec	2020A	2021A	2022A	2023A	2024A
PPOP (Rpbn)	65,059	80,435	91,285	106,508	116,752
Net profit (Rpbn)	21,036	33,467	51,170	60,100	60,155
EPS (Rp)	170.5	220.8	337.6	396.5	396.9
EPS growth (%)	(38.8)	29.5	52.9	17.5	0.1
BVPS (Rp)	1,839.7	1,905.1	1,974.8	2,054.4	2,092.2
PER (x)	22.9	17.7	11.6	9.9	9.9
PBV (x)	2.1	2.1	2.0	1.9	1.8
Dividend yield (%)	2.5	4.5	7.4	8.2	8.8
ROAE (%)	9.7	13.0	17.4	19.7	19.1

Source: BBRI, BRIDS

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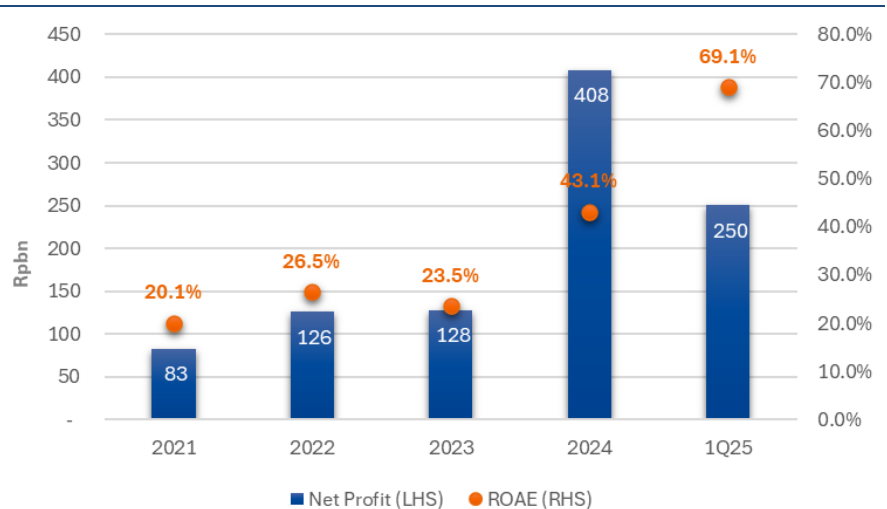
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### Exhibit 1. Galeri 24's Business Lines

Business Line	Description
Gold Bar & Jewelry Sales	Sales of gold bars from 0.001g to 12.5kg in various brands.
	Sales of jewelry and diamonds in various colors, types, and brands, including diamond-adorned pieces.
	Custom jewelry orders where customers can personalize the design, gold content, and weight.
Manufacture	Production of minted and kilo gold bars, producing SNI-certified products with 99.99% purity.
	Production of jewelry of various types and gold content, with SNI certification.
After-Sales Services	Buyback: Repurchase of gold bars, jewelry, and diamonds bought from any Galeri 24 outlet.
	Consignment: Customers may consign their gold for sale at Galeri 24 outlets with a commission. Acceptable denominations range from 1g to 100g.
	Buyback Channeling: Buyback service for gold bars purchased from Pegadaian Group, available at 201 Pegadaian outlets.
Refinery	Refining services for dore (mined gold) and scrap (used jewelry) containing mixed materials, producing highly pure metal with 99.99% (24K) purity.

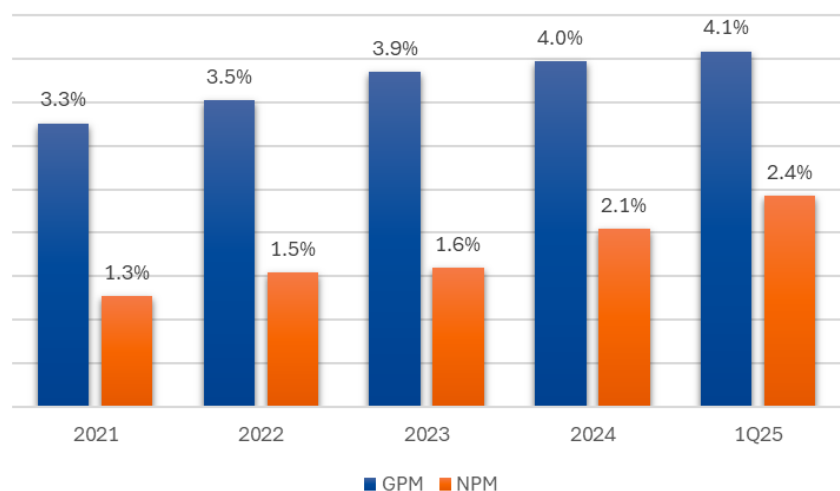
Source: Company, BRIDS

### Exhibit 2. Galeri 24's Net Profit and ROAE



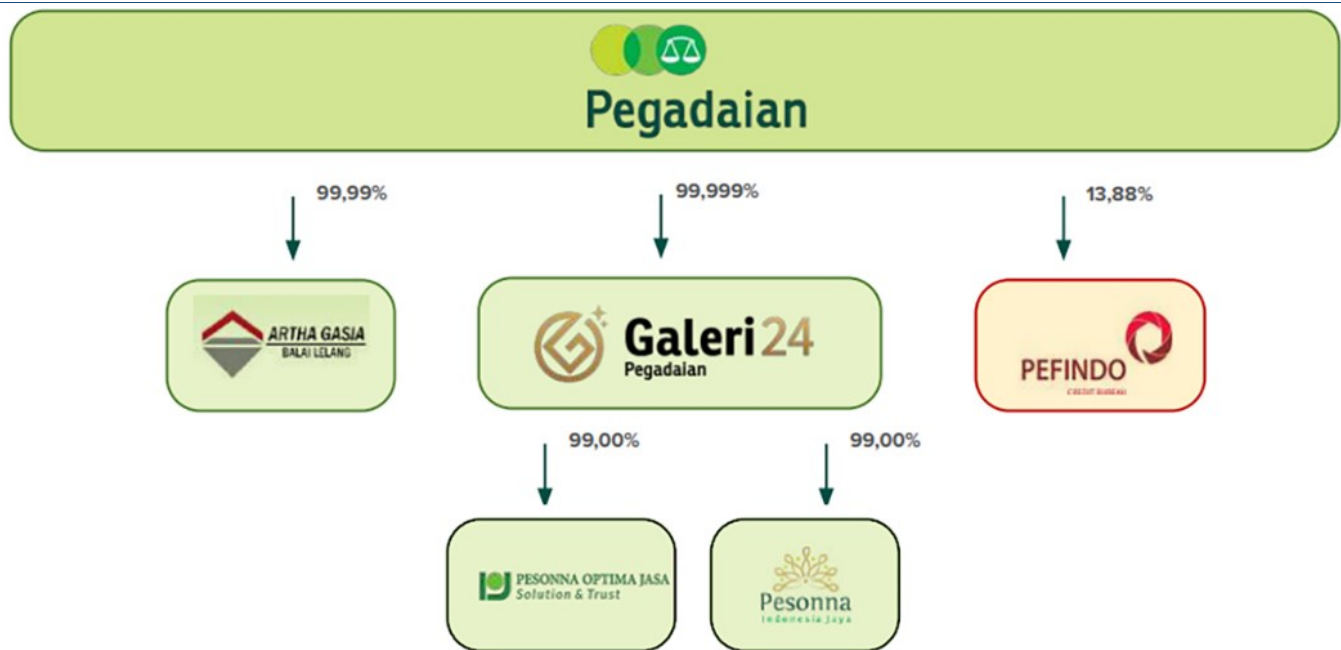
Source: Company, BRIDS

### Exhibit 3. Galeri 24's Gross Profit and Net Profit Margin



Source: Company, BRIDS

Exhibit 4. Corporate structure



Source: Company

Exhibit 5. Galeri 24's Subsidiary Businesses

Pesonna Optima Jasa (POJ)	Description	As of March 2025
Outsourcing	Provision of professional and integrated manpower outsourcing services, including security guards, office boys, drivers, IT staff, and other workers tailored to specific client needs.	Fulfilled 18,783 outsourced personnel.
Rental	Provision of rental services and operational assets to support logistics, mobility, and infrastructure needs. Includes vehicle rentals such as cars and motorcycles, as well as heavy equipment and its derivatives.	91 cars, 84 motorcycles, and 152 units of equipment rented out.
Expedition	Goods delivery services, including valuables like gold, to support the Parent Company. Coverage area will be expanded to reach national and international scales.	Plans to expand delivery coverage to include Java and Bali regions.
Corporate Pawn Services	Expansion of pawn-based financial services targeting businesses and the general public, supported by a system integrated with Pegadaian's SOPs. Services include pawn, gold savings, and microloans.	Operates 11 corporate pawn service outlets.
Used Asset Sales	Sales of used (ex-rental) assets to optimize asset cycles. Assets sold are those no longer in use but still in good condition and have economic value.	Revenue from used asset sales reached Rp8.4 billion.


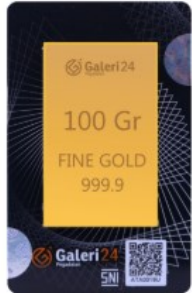
Pesonna Indonesia Jaya (PIJ)	Description	As of March 2025
Travel Management	Professional and efficient travel services for companies and individuals. Includes transportation management (ticketing), tour packages (tour & travel), and event organizer services.	Handled >20 corporate tours and >1,000 e-ticketing transactions.
Building Management	Focused on comprehensive building maintenance and management. Services include building structure, electrical, AC, elevators, plumbing, and security systems to ensure optimal property operations.	Managing 3 Pegadaian-owned buildings.
The Gade Coffee & Gold	Innovative concept combining coffee shop business and gold investment education to reach millennials. Acts as a marketing and engagement platform for Pegadaian to connect with younger audiences.	Operates 45 outlets across Indonesia.
Construction	Services include planning, design, construction, and renovation of infrastructure to create functional, safe, and sustainable facilities. Supports operational infrastructure strengthening across Indonesia.	–

Source: Company, BRIDS

### Galeri24 gold: lower bid-ask spread percentage than ANTM's

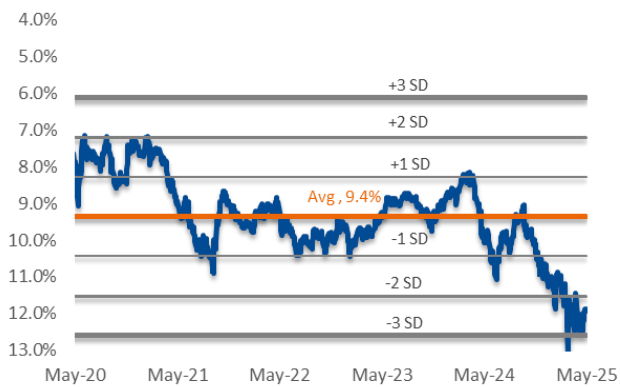
The bid-ask spread for Galeri 24's gold is generally lower than ANTM's. For 100g, ANTM's bid-ask spread percentage is at 8.1%, while Galeri 24's is at 5.1%. This indicates that Galeri24's gold may be perceived as more cost-efficient for customers, making it an attractive option for those seeking to maximize value.

#### Exhibit 6. Galeri 24's gold product offerings (as of May 7, 2025)

 <p><b>Stok Habis</b> Logam Mulia Antam 100 gram</p> <p>Emas Batangan</p> <p>Emas Batangan Antam - 100 gram</p> <p><b>Rp197.215.000</b></p>	 <p>Logam Mulia Galeri 24 100 gram</p> <p>Emas Batangan</p> <p>Emas Batangan Galeri 24 - 100</p> <p><b>Rp191.105.000</b></p>
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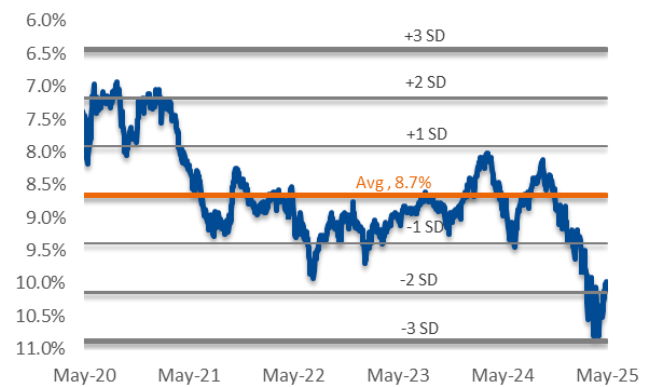
Source: Company

**Exhibit 7. BBRI's cost of equity band chart (5-year)**



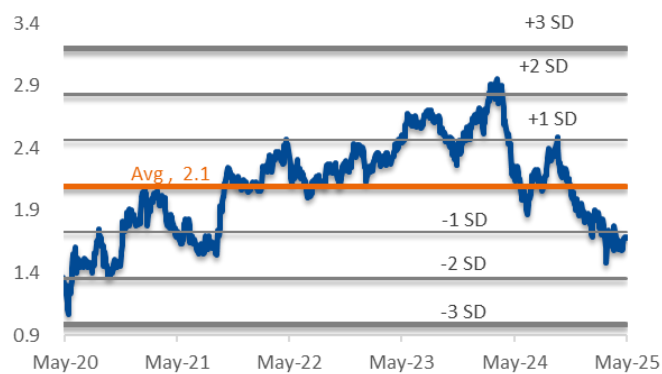
Source: Company, Bloomberg, BRIDS

**Exhibit 8. Sector's cost of equity band chart (5-year)**



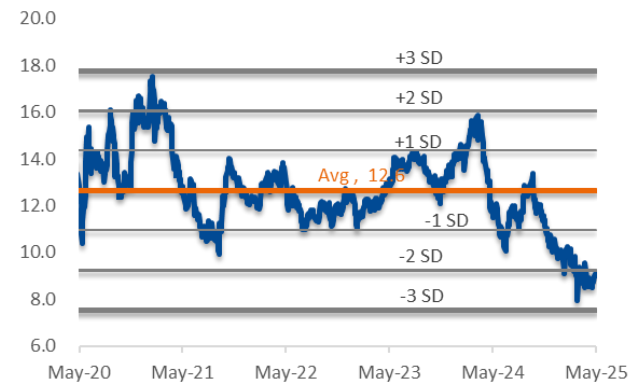
Source: Company, Bloomberg, BRIDS

**Exhibit 9. BBRI's P/BV band chart (5-year)**



Source: Company, Bloomberg, BRIDS

**Exhibit 10. BBRI's P/E band chart (5-year)**



Source: Company, Bloomberg, BRIDS

**Exhibit 11. Income Statement**

Year to 31 Dec (Rpbn)	2020A	2021A	2022A	2023A	2024A
Interest Income	135,765	143,523	151,875	181,215	199,266
Interest Expense	(42,180)	(29,429)	(27,278)	(43,813)	(57,209)
<b>Net Interest Income</b>	<b>93,584</b>	<b>114,094</b>	<b>124,597</b>	<b>137,402</b>	<b>142,057</b>
Non-Interest Income (NII)	35,765	38,686	47,216	43,775	55,602
<b>Oper. Income</b>	<b>129,349</b>	<b>152,780</b>	<b>171,813</b>	<b>181,177</b>	<b>197,659</b>
Oper. Expenses	(67,504)	(75,918)	(82,192)	(76,782)	(82,913)
<b>Pre-provisions profit</b>	<b>65,059</b>	<b>80,435</b>	<b>91,285</b>	<b>106,508</b>	<b>116,752</b>
Provisions & Allowances	(35,280)	(39,291)	(26,979)	(29,679)	(38,174)
<b>Operating Profits</b>	<b>29,779</b>	<b>41,144</b>	<b>64,306</b>	<b>76,829</b>	<b>78,578</b>
Non-Operating Income	215	(152)	291	(399)	(979)
Exceptionals	0	0	0	0	0
<b>Pre-tax Profit</b>	<b>29,993</b>	<b>40,992</b>	<b>64,597</b>	<b>76,430</b>	<b>77,599</b>
Income Tax	(8,952)	(7,836)	(13,188)	(16,005)	(16,955)
Minorities	(6)	311	(238)	(325)	(489)
<b>Net Profit</b>	<b>21,036</b>	<b>33,467</b>	<b>51,170</b>	<b>60,100</b>	<b>60,155</b>

**Exhibit 12. Balance Sheet**

Year to 31 Dec (Rpbn)	2020A	2021A	2022A	2023A	2024A
Gross Loans	943,788	994,417	1,079,275	1,212,578	1,298,318
Provisions	(66,810)	(84,834)	(88,324)	(81,924)	(76,903)
<b>Net Loans</b>	<b>876,977</b>	<b>909,583</b>	<b>990,951</b>	<b>1,130,654</b>	<b>1,221,415</b>
Govt. Bonds	0	0	0	0	0
Securities	326,957	371,738	330,242	331,010	326,477
Other Earnings Assets	72,821	45,455	55,038	50,274	52,162
<b>Total Earnings Assets</b>	<b>1,504,484</b>	<b>1,577,855</b>	<b>1,652,810</b>	<b>1,777,688</b>	<b>1,827,703</b>
Fixed Assets	60,885	65,038	73,951	81,464	88,480
Non-Earnings Assets	33,492	32,023	42,374	53,142	40,099
<b>Total Assets</b>	<b>1,610,065</b>	<b>1,678,098</b>	<b>1,865,639</b>	<b>1,965,007</b>	<b>1,992,983</b>
Customer Deposits	1,071,919	1,138,743	1,307,884	1,358,329	1,365,450
Banks Deposits	23,786	13,329	9,335	11,958	14,679
Int. Bearing Liab. - Others	49,003	0	0	0	0
<b>Total Liabilities</b>	<b>1,380,598</b>	<b>1,386,311</b>	<b>1,562,244</b>	<b>1,648,535</b>	<b>1,669,794</b>
Share capital & Reserves	58,642	101,967	98,124	97,652	99,001
Retained Earnings	168,274	186,768	201,170	213,711	218,093
<b>Shareholders' Funds</b>	<b>226,916</b>	<b>288,735</b>	<b>299,294</b>	<b>311,364</b>	<b>317,094</b>
Minority interests	2,551	3,052	4,101	5,109	6,095
<b>Total Equity &amp; Liabilities</b>	<b>1,610,065</b>	<b>1,678,098</b>	<b>1,865,639</b>	<b>1,965,007</b>	<b>1,992,983</b>

**Exhibit 13. Key Ratios**

Year to 31 Dec	2020A	2021A	2022A	2023A	2024A
Yield on Earning Assets	9.7	9.3	9.4	10.6	11.1
Cost of funds	3.4	2.2	1.9	2.8	3.6
Interest Spread	6.3	7.1	7.5	7.7	7.5
Net Interest Margin	6.7	7.4	7.7	8.0	7.9
Cost/Income Ratio	50.9	48.6	47.4	41.9	41.5
Oper. Exp./Oper. Gross Inc.	83.0	77.9	68.0	66.2	69.4
Gross NPL Ratio	3.0	3.1	2.7	3.0	2.8
LLP/Gross NPL	236.8	277.0	306.5	223.6	208.9
Cost of Credit	3.9	4.1	2.6	2.6	3.0
Loan to Deposit Ratio	88.0	87.3	82.5	89.3	95.1
Loan to Funding Ratio	83.5	83.3	78.7	86.1	92.9
CASA Mix	58.9	62.3	66.2	63.8	66.6
ROAE	9.7	13.0	17.4	19.7	19.1
ROAA	1.4	2.0	2.9	3.1	3.0
CAR	19.3	25.3	23.3	20.2	18.3

**Exhibit 14. Dupont and Growth**

Year to 31 Dec	2020A	2021A	2022A	2023A	2024A
<b>Dupont</b>					
Pre-Tax ROAA	2.0	2.5	3.6	4.0	3.9
Tax Retention rate	70.2	80.9	79.6	79.1	78.2
Post-Tax ROAA	1.4	2.0	2.9	3.2	3.1
Goodwil, Assoc& Min	0.0	0.0	0.0	0.0	0.0
Leverage	7.0	6.4	6.0	6.3	6.3
ROAE	9.7	13.0	17.4	19.7	19.1
<b>Growth (%)</b>					
Interest income	11.5	5.7	5.8	19.3	10.0
Net Interest Income	14.5	21.9	9.2	10.3	3.4
Other Oper. Expenses	50.1	12.5	8.3	(6.6)	8.0
Fee Based Income	11.5	5.4	10.2	(1.5)	10.6
Pre-Provision Oper. Profit	(1.7)	23.6	13.5	16.7	9.6
Net Profit	(38.8)	59.1	52.9	17.5	0.1
Shareholders' Equity	10.0	27.2	3.7	4.0	1.8
Loan	7.6	5.4	8.5	12.4	7.1
Earnings Asset	16.0	4.9	4.8	7.6	2.8
Deposit	9.0	5.1	14.3	4.0	0.7
Int. Bearing Liab.	13.8	(0.4)	12.7	5.1	2.2
CASA	12.4	11.3	21.5	0.2	5.1
Total Asset	13.6	4.2	11.2	5.3	1.4

Source: BBRI, BRIDS



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**INVESTMENT RATING**

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

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