

PRESS RELEASE

INCREASING THE FEE BASED INCOME, BANK JATIM SIGNED THE COOPERATION AGREEMENT WITH SUB AGENT ORI- 012 WITH TRIMEGAH SECURITIES

Jakarta, September 1st, 2015 - As **bankjatim** implementation of the Business Plan (RBB) of 2015, **bankjatim** signed a Cooperation Agreement with Trimegah Securities Dealers for Sub Indonesian Retail Bonds (ORI) 012 in Trimegah Securities office, Sudirman street Jakarta (01/09).

Several factors behind **bankjatim** in the business implementation of Sub Agent ORI 012, are an effort to provide the best service for its customers, especially for those who have the need for an investment instrument that is safe and competitive, but it is also a form of differ preparation products of **bankjatim** for middle and affluent segment.

The Managing director of **bankjatim** R. Soeroso conveys that **bankjatim** wants to participate in supporting the government program for selling ORI according to plan that will be used for economic development, while ORI was selected since it is an investment product from the Government that is relatively safe for the individual customer.

"We want to participate in supporting the government program for selling ORI according to plan that will be used for economic development. In this case we chose ORI as a product of government investment which is relatively safe for the individual customer. This cooperation may increase fee-based income from sharing fee on ORI sales" R. Soeroso said.

R. Soeroso hopes that by cooperating with Trimegah Securities, **bankjatim** can further develop the business potential that has been untapped and owns huge potential.

"In this Cooperation Agreement, **bankjatim** has chosen to be the partner of Trimegah Securities (TRIM), which is one of the ORI Selling Agents who has long been designated by the Government and became one of the selling agents who have a good performance in ORI sales. We expect, by partnering with TRIM, bankjatim can further expand the business potential that has been untapped." R. Soeroso hoped.

For the start-up phase, **bankjatim** plans to open ORI outlet sales services on a branch in Surabaya, Sidoarjo, Malang and Jakarta. However, information of the services can be obtained in all branches of **bankjatim** with Treasury Marketing Staff (TMS) as the spearhead of the sales.

Cooperating with TRIM, **bankjatim** will conduct marketing activities for the sale of ORI both above the line and below the line through a road show gathering, advertising, media and others to optimize the cooperation that has been agreed.

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