



**PT BFI Finance Indonesia Tbk**

# **1H22 Results**

28 July 2022



BFI Finance berizin dan diawasi oleh Otoritas Jasa Keuangan

*#SelaluAdaJalan*

# Key Highlights

## Growth

- YTD 1H:22 booking was Rp8,529\* bn, 7.8% QoQ increase, and 40.8% YoY – the highest quarterly booking ever
- Total managed receivables increase of 7.6% QoQ and 23.2% to Rp16,796 bn YoY, while net receivables increase 8.2% QoQ and 26.7% YoY to Rp15,945 bn

## Asset Quality

- NPF ratio was 1.08%, improved from 2.26% YoY and increased from 1.06% QoQ
- LLR decreased from 5.4% to 5.0% QoQ, and from 6.7% YoY. NPF coverage down to 4.6x, from 5.1x QoQ, and increased from 3.1x YoY
- NCL ratio was 0.53%, a decrease from 1.02% QoQ and from 3.50% to 0.76% YoY, with lower Net WO and gains on repossession
- COC ratio decline from 2.37% to 0.86% YoY and from 1.12% to 0.63% QoQ

## Profitability

- Net Revenue increased 11.3% QoQ to Rp1,091 bn and 32.7% YoY to Rp2,071 bn
- OPEX increased 21.0% YoY to Rp 942 bn in line with increased business activity; and increase 10.3% QoQ from Rp448 bn
- 1H22 PBT and PAT improved 9.8% and 9.3% QoQ whilst 1H22 PBT and PAT increased 66.3% and 70.1% YoY to reach Rp1,028 bn and Rp829 bn respectively

## Other

- Dividend payout of 22.5% : a cash dividend from net profit in 2021 amounted to Rp 17 (full amount) per share
- Approval to sell Treasury Stock to a maximum of 927,732,000 shares & MESOP of 75,000,000 shares

(\* ) New Booking Excluding Channeling Pinjam Modal

# Balance Sheet Highlights

| In Rp bil *<br>(unless otherwise stated) | 1H22   | 1H21   | YoY     | Comments                                    | 2Q22   | 1Q22   | QoQ     |
|--|--------|--------|---------|---|--------|--------|---------|
| <b>New Bookings</b>                      | 8,529  | 6,058  | ↑ 40.8% | Strong growth drive largely by NDF products | 4,425  | 4,104  | ↑ 7.8%  |
| <b>Managed Receivables<sup>^</sup></b>   | 16,796 | 13,628 | ↑ 23.2% | Recording strongest growth since pandemic   | 16,796 | 15,605 | ↑ 7.6%  |
| <b>Total Net Receivables</b>             | 15,945 | 12,590 | ↑ 26.7% |   | 15,945 | 14,734 | ↑ 8.2%  |
| <b>Total Assets</b>                      | 18,141 | 14,211 | ↑ 27.6% |   | 18,141 | 16,355 | ↑ 10.9% |
| <b>Total Debt<sup>#</sup></b>            | 8,972  | 6,599  | ↑ 36.0% |   | 8,972  | 7,670  | ↑ 17.0% |
| <b>Total Proforma Debt<sup>^</sup></b>   | 8,982  | 6,718  | ↑ 33.7% |   | 8,982  | 7,694  | ↑ 16.7% |
| <b>Total Equity</b>                      | 8,112  | 6,875  | ↑ 18.0% |   | 8,112  | 7,824  | ↑ 3.7%  |

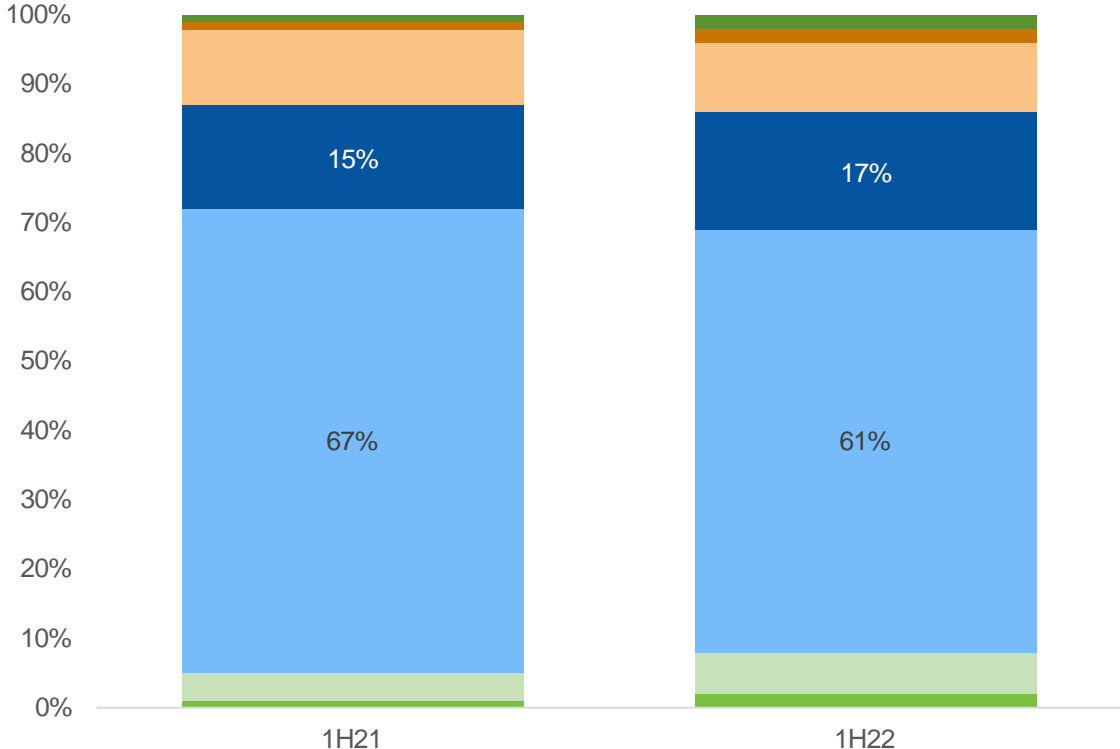
(\*) All absolute figures have been rounded to the closest Rp billion and therefore may have some discrepancies with percentage calculations

(#) Consists of borrowings and debt securities issued

(^) Includes channeling and joint financing transactions

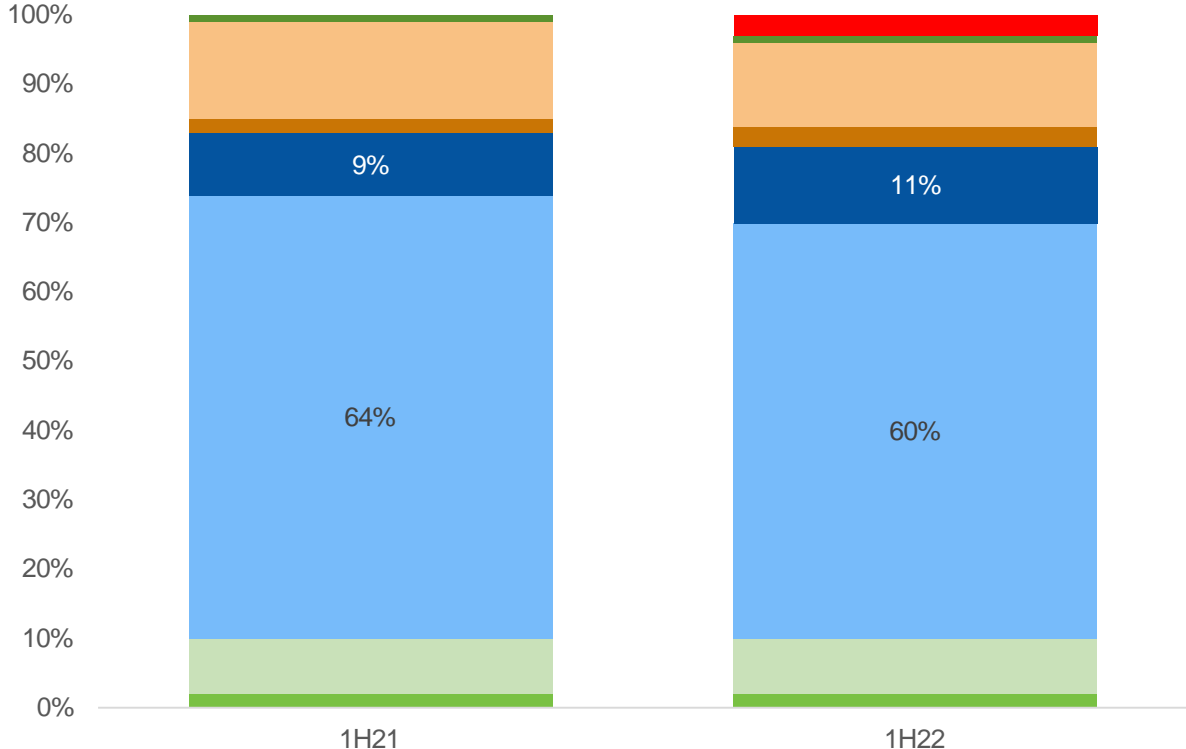
# Product Breakdown

**Breakdown of Bookings  
1H21 vs 1H22**



- Dealer New 4W
- Dealer Used 4W
- Non Dealer 4W
- Non Dealer 2W
- Total Leasing
- Property
- Sharia

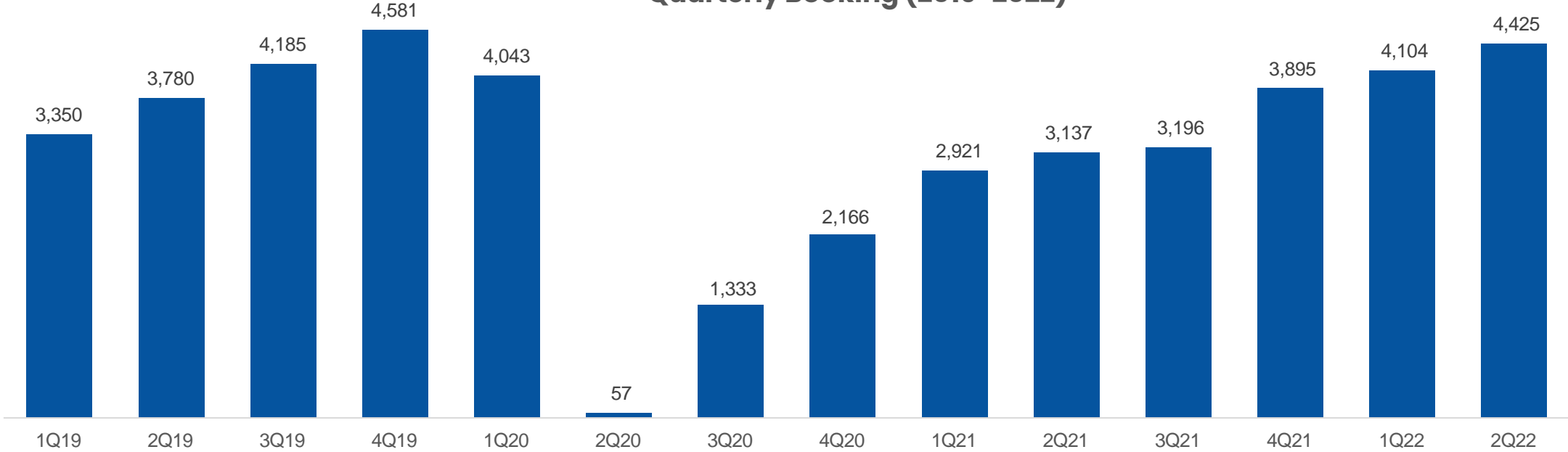
**Breakdown of Receivables  
1H21 vs 1H22**



- Dealer New 4W
- Dealer Used 4W
- Non Dealer 4W
- Non Dealer 2W
- Total Leasing
- Property
- Channeling Pinjam Modal
- Sharia

# Quarterly Bookings Show Strong Recovery

Quarterly Booking (2019-2022)



38%

Agents



43%

Repeat



19%

Other

New Booking Excluding Channeling Pinjam Modal

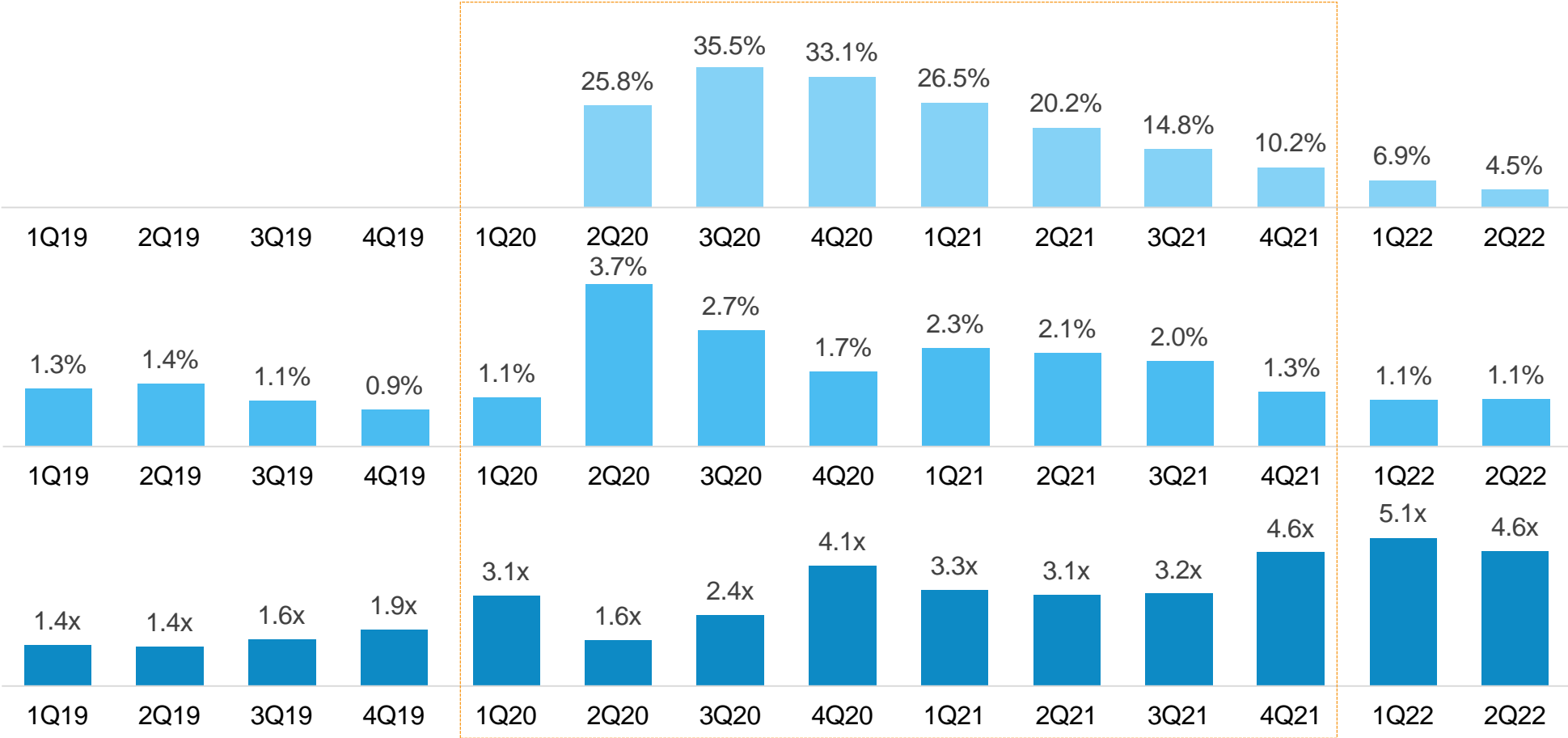
# BFI today – Coming out of the pandemic stronger

**Restructured Loans**  
% of total ENR

**NPL**  
%

**NPL Coverage**  
LLR vs NPL

Covid-19 Pandemic



# Profit & Loss Highlights

| In Rp bil *<br>(unless otherwise stated) | 1H22  | 1H21  | YoYΔ    | Comments                          | 2Q22  | 1Q22 | QoQΔ    |
|--|-------|-------|---------|-----------------------------------|-------|------|---------|
| Interest Income                          | 1,633 | 1,364 | ↑ 19.7% | Due to higher receivables balance | 848   | 785  | ↑ 8.0%  |
| Financing Cost                           | 284   | 295   | ↓ 3.8%  |                                   | 146   | 138  | ↑ 5.9%  |
| Net Interest Income                      | 1,349 | 1,069 | ↑ 26.2% |                                   | 702   | 647  | ↑ 8.5%  |
| Fees & Other Income                      | 722   | 491   | ↑ 46.9% | Inline with new booking growth    | 389   | 333  | ↑ 16.7% |
| Net Revenue                              | 2,071 | 1,560 | ↑ 32.7% |                                   | 1,091 | 980  | ↑ 11.3% |
| Operating Expenses                       | 942   | 779   | ↑ 21.0% | Increase in business activities   | 494   | 448  | ↑ 10.3% |
| Operating Income                         | 1,129 | 781   | ↑ 44.5% |                                   | 597   | 532  | ↑ 12.1% |

(\*) All absolute figures have been rounded to the closest Rp billion and therefore may have some discrepancies with percentage calculations

(#) Consists of borrowings and debt securities issued

(^) Includes channeling and joint financing transactions

# Key Ratios

| In Rp bil *<br>(unless otherwise stated) | 1H22   | 1H21   | YoY D     | Comments  | 2Q22   | 1Q22   | QoQD     |
|--|--------|--------|-----------|---|--------|--------|----------|
| <b>Net Interest Spread</b>               | 13.48% | 11.24% | ↑ 224 bps | Improvement in both yield and CoF                               | 13.71% | 13.20% | ↑ 51 bps |
| <b>Cost to Income</b>                    | 45.89% | 49.32% | ↓ 342 bps |   | 46.37% | 45.38% | ↑ 99 bps |
| <b>CoC / Avg. Rec.</b>                   | 0.86%  | 2.37%  | ↓ 151 bps | CoC decreased by 58.6% YoY to Rp67 bn                           | 0.63%  | 1.12%  | ↓ 49 bps |
| <b>ROAA (before tax)</b>                 | 12.46% | 8.56%  | ↑ 390 bps |   | 12.56% | 12.38% | ↑ 18 bps |
| <b>ROAA (after tax)</b>                  | 10.04% | 6.77%  | ↑ 327 bps | PAT growth driven by decreased CoC, CoF                         | 10.11% | 10.00% | ↑ 10 bps |
| <b>ROAE (after tax)</b>                  | 21.19% | 14.58% | ↑ 661 bps |   | 21.60% | 20.76% | ↑ 84 bps |
| <b>NPF**</b>                             | 1.08%  | 2.15%  | ↓ 107 bps | YoY improvement in NPF due to rigorous risk mitigation strategy | 1.08%  | 1.06%  | ↑ 2 bps  |

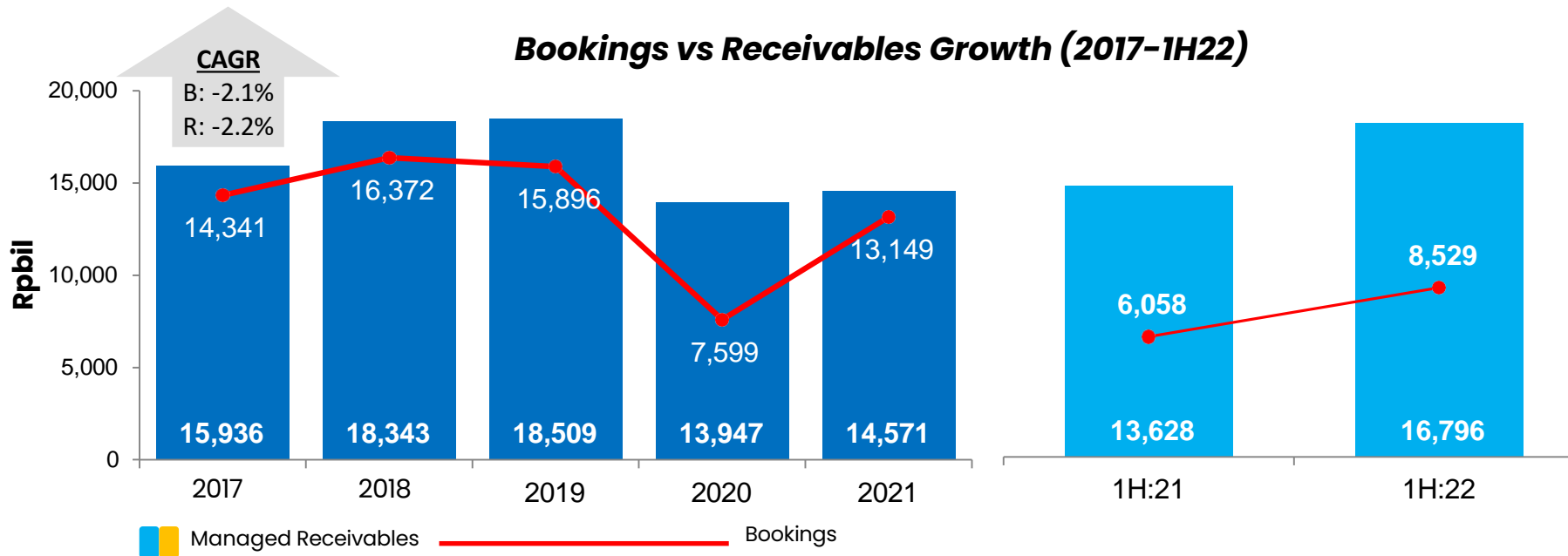
(\*) All absolute figures have been rounded to the closest Rp billion and therefore may have some discrepancies with percentage calculations

(#) Consists of borrowings and debt securities issued

(^) Includes channeling and joint financing transactions

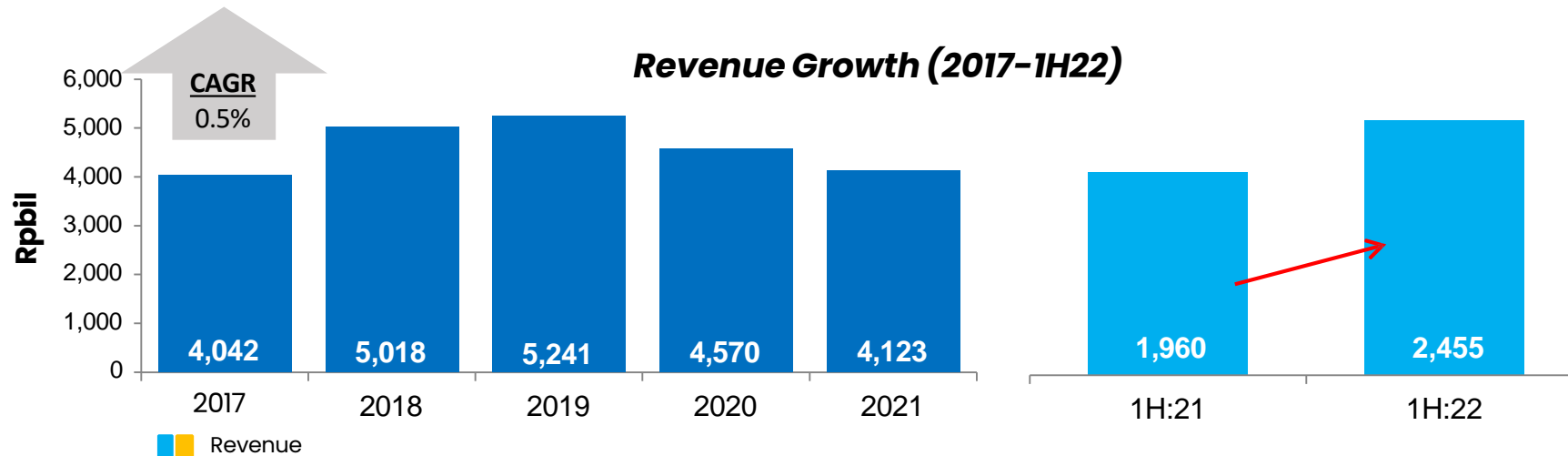
# Historical Financials

## Bookings vs Receivables Growth (2017-1H22)



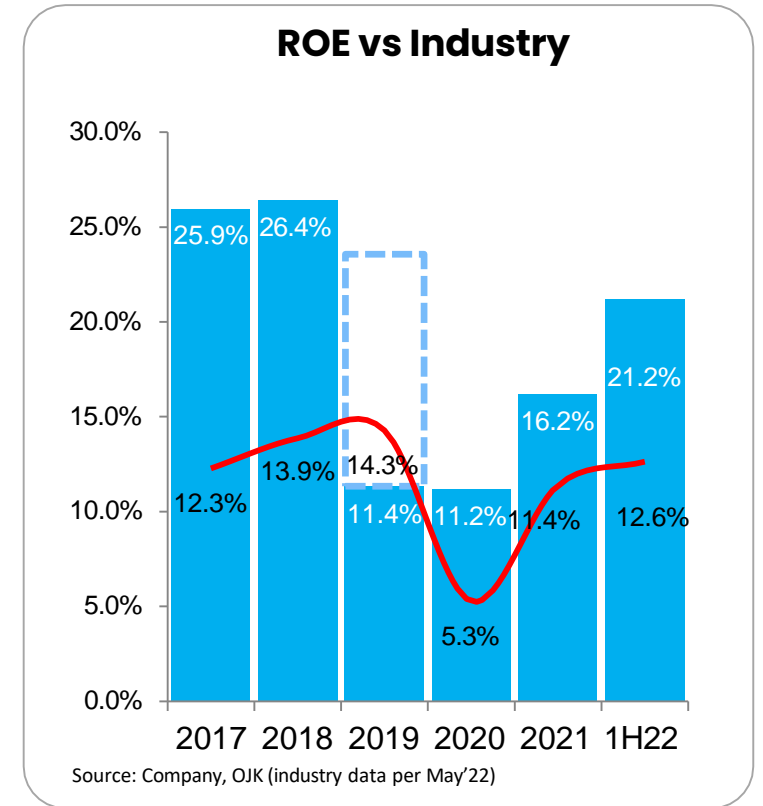
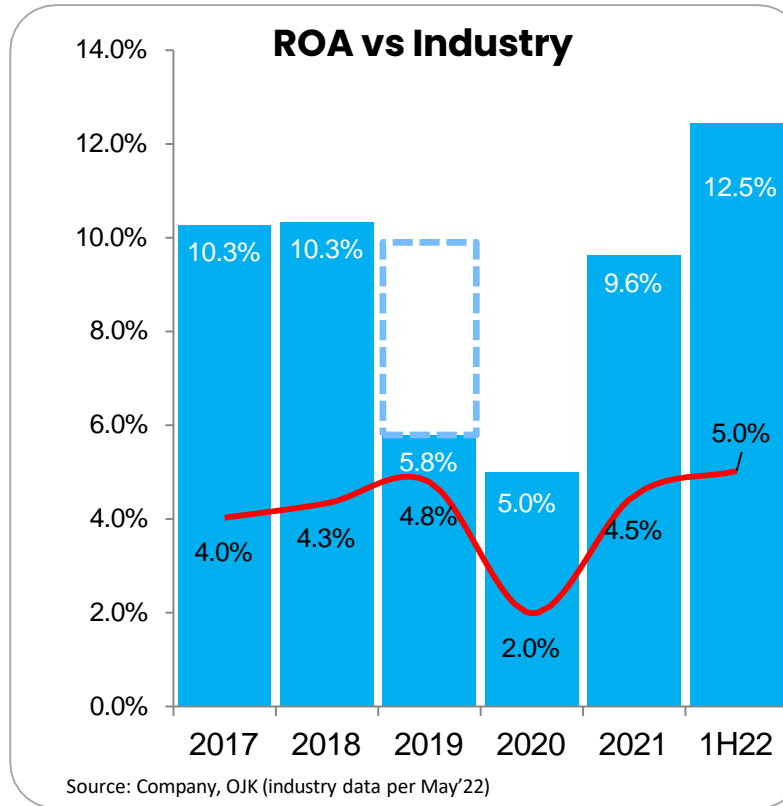
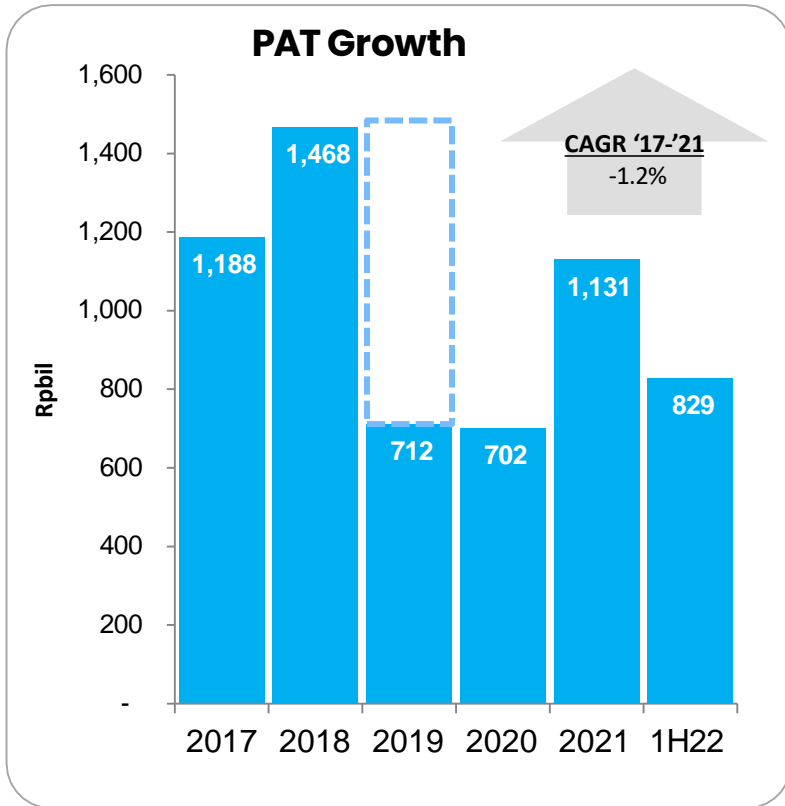
- Consistently outpacing industry growth even through the pandemic
- Higher receivables in 1H22 due to growth in new booking

## Revenue Growth (2017-1H22)



- Revenue growth remains strong, as a result of robust balance sheet growth and good spread in the last 5-years
- Higher revenue in 1H22 due to higher receivables balance

# Consistently Outperforming Industry



**PAT negatively impacted due to challenging market condition and declining managed receivables because of pandemic**

**One of the highest ROA companies in the industry and consistently outperformed industry.**

**ROE remains consistently stable and high above average industry.**



Show result w/o settlement-related expenses

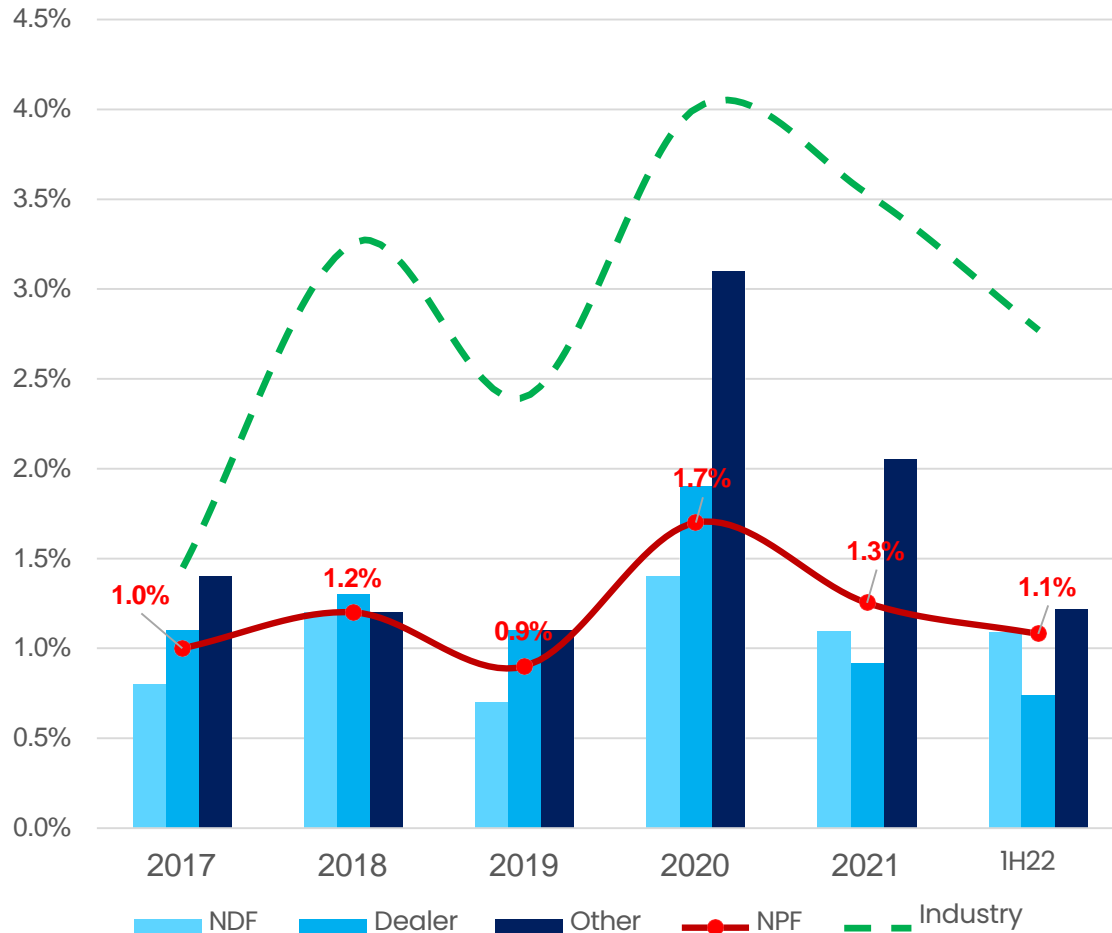
ROA Company is calculated using PBT/Average Total Assets

ROE Company is calculated using PAT/Average Total Equity

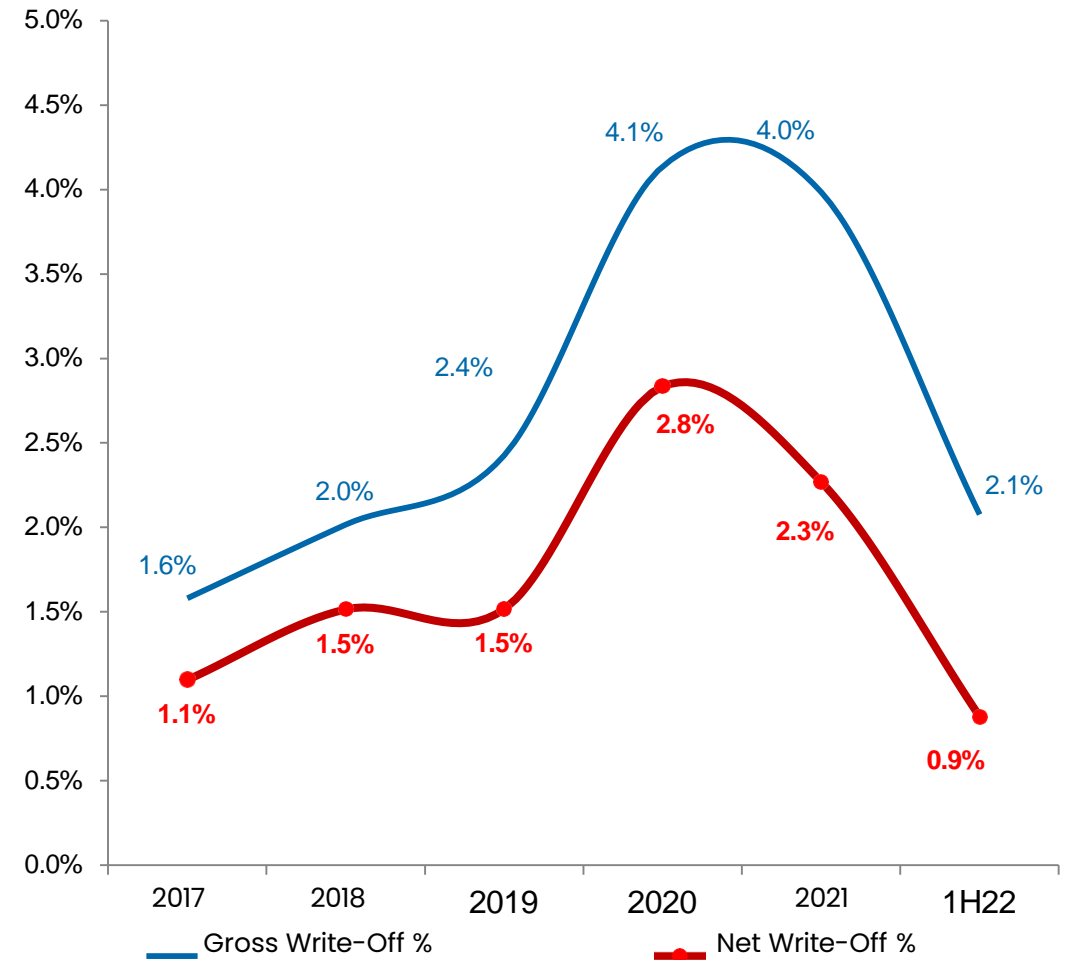
# Rigorous Risk Management

NPF and Writeoff Continues to Improve, with Excess Provisioning

**NPF Trend (2017-1H22)**



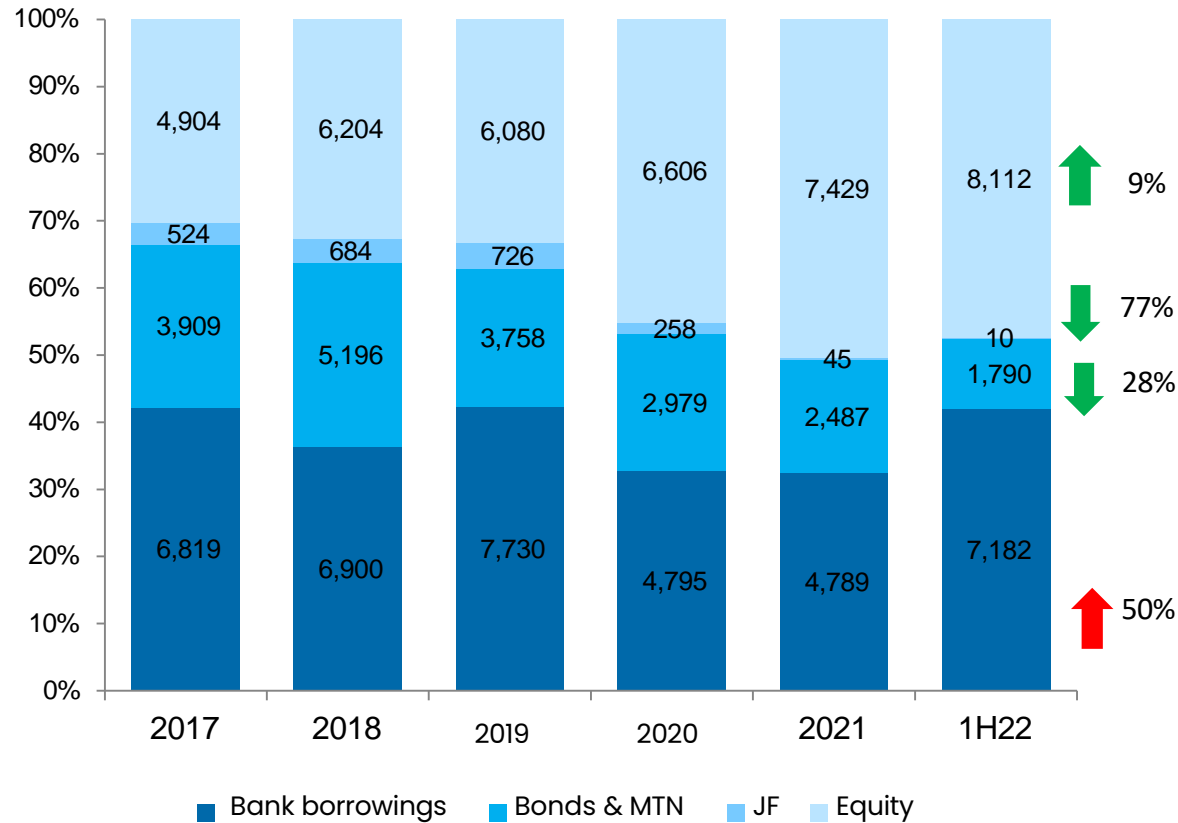
**Write-Offs (2017-1H22)**



# Strong Capital Base

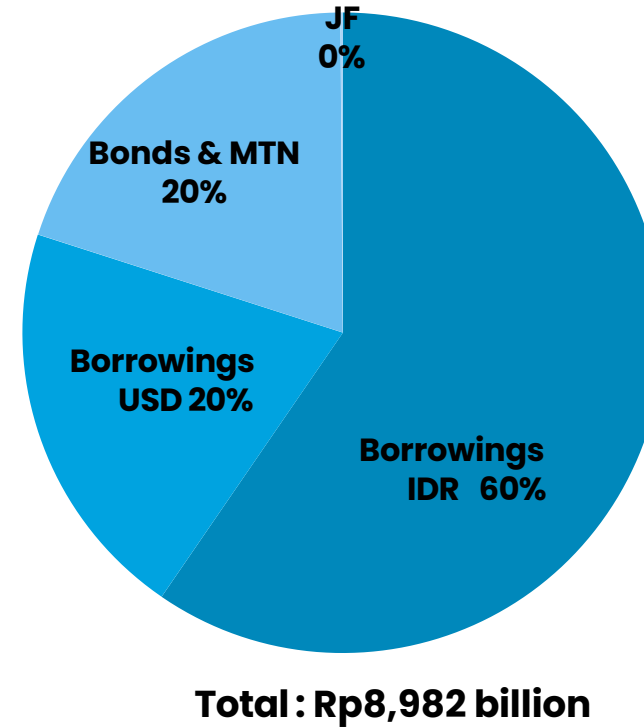
## Diversified Funding Sources with Strong Capital Base

### Source of Funding (2017-1H22)



- Decline in Bonds & MTN and JF caused by repayment of due principal

### External Funding Sources

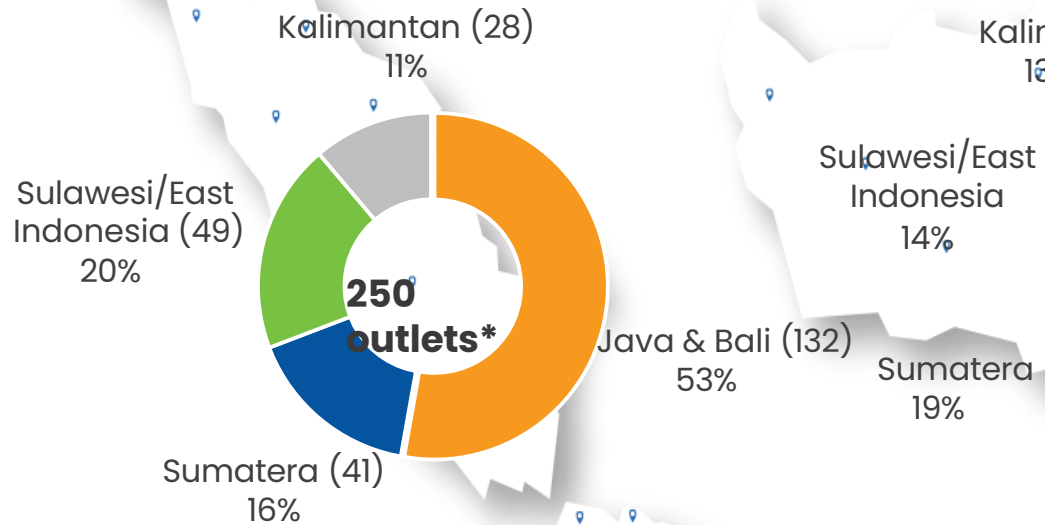


- Well-diversified funding sources is important to reduce dependency and risk
- Adequate facilities in pipeline to support daily operational and further business expansion

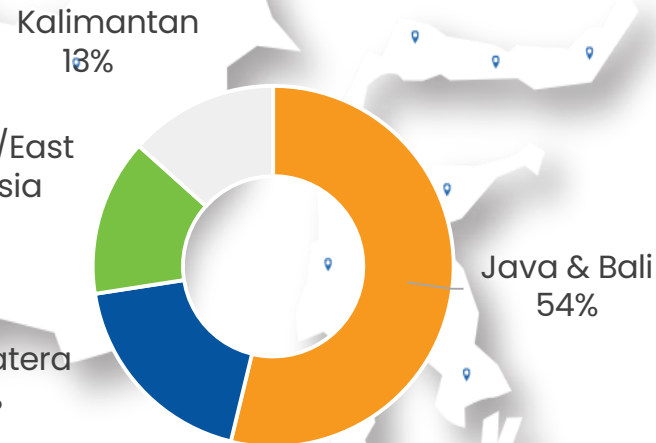
# Distribution Network (Jun-2022)

Network Optimization Strategy in line with Business Focus and Growth Strategy

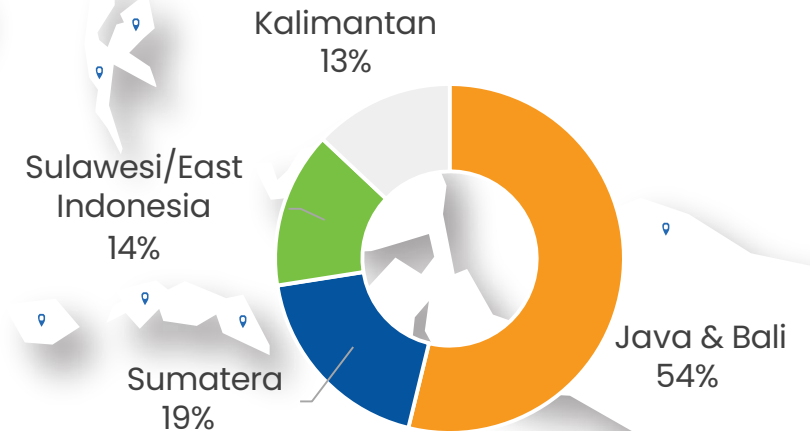
## Outlets



## Managed Receivables



## Bookings



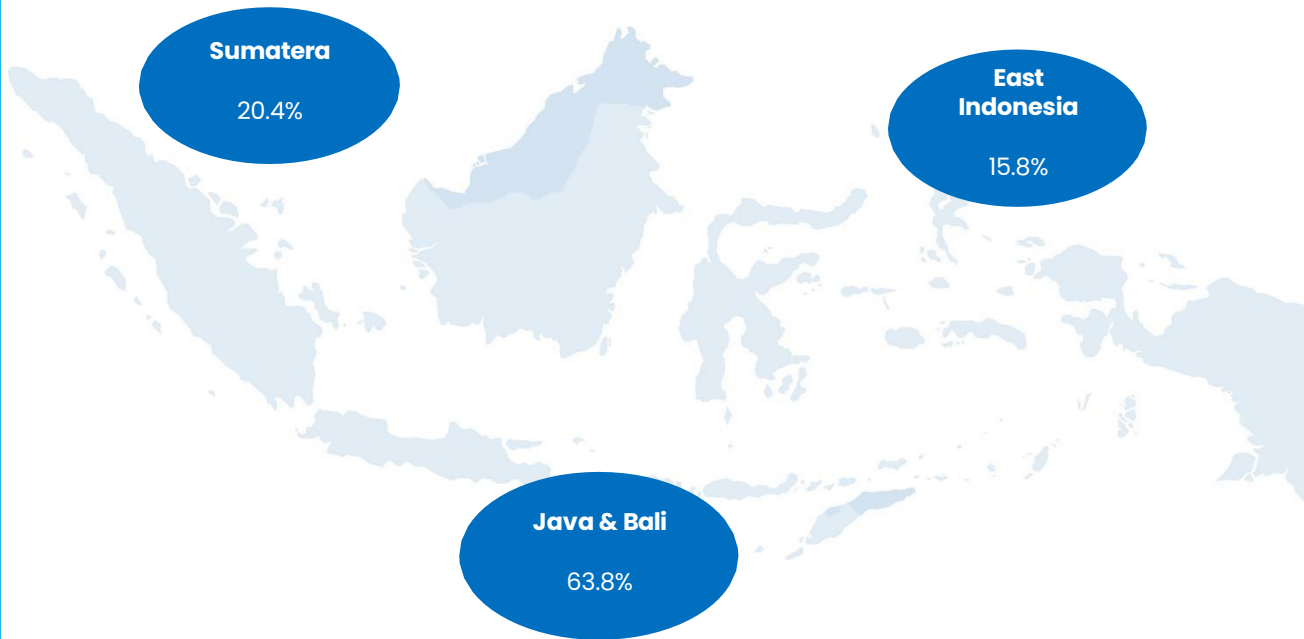
\* Includes 45 Sharia branches sharing premises with existing branches

# Market Potential

## Large Untapped Vehicle Market with Even Larger Under- and Unbanked Population

### LARGE UNTAPPED MARKET

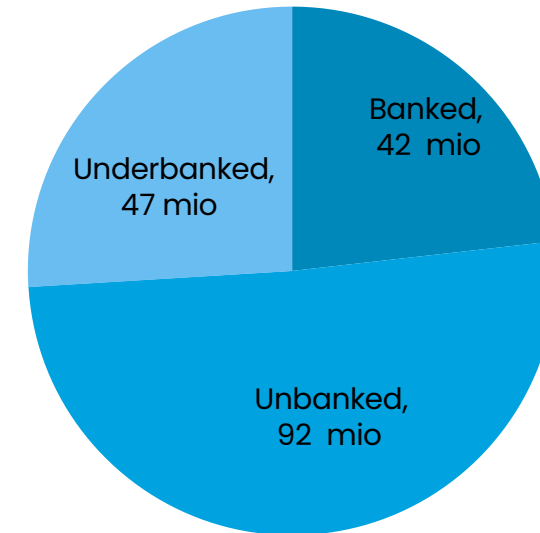
Total 146 million registered vehicles per Jan-2022



Source: <https://oto.detik.com/mobil/d-5902120/populasi-kendaraan-di-indonesia-tembus-145-juta-unit-paling-banyak-bukan-di-jakarta>

### LARGE POPULATION OF UNBANKED/UNDERBANKED.

Fintech has increased financial inclusion rate in Indonesia tremendously but the rural population is still significantly underbanked



Source: 2020 e-Conomy SEA Report by Google, Temasek, Bain & Company



# Thank You

# Q & A



BFI Finance berizin dan diawasi oleh Otoritas Jasa Keuangan

#SelaluAdaJalan