

# INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

JULY 2023



# Key Financial Highlights

## Growth

- YTD 1H23 bookings was Rp10,300 bil – an increase of 20.8% YoY
- Total Managed Receivables increased by 33.3% YoY to Rp22,381 bil

## Asset Quality

- NPF ratio of 1.94% in Jun-23, 89 bps higher QoQ and 87 bps YoY
- NPF coverage down to 2.3x, from 3.8x QoQ, and 4.6x YoY
- CoC increase from 0.9% to 4.0% YoY due to capacity adjustment as well as operational disruption

## Profitability

- 1H23 Net Revenue was Rp2,652 bil – 28.1% increase YoY. QoQ basis – 2Q23 showed a 9.0% decrease compared to 1Q23
- OPEX decreased by 4.7% QoQ and 1H23 increased by 20.6% YoY in line with increased business activity

## Other

- 1H23 PAT decreased by 33.3% QoQ and 1H23 increased by 2.3% YoY to reach Rp848 bil
- Dividend payout of 49.9% – cash dividend from FY22 net profit amounted to Rp60/share
- Issuance of Shelf Registration Bonds Phase IV Year 2023 amounting to Rp1.6 trillion (Coupon 6.1% for 1 yr, 7.0% for 2 yrs, 7.15% for 3 yrs) and Phase V Year 2023 amounting to Rp1.1 trillion (Coupon 6.0% for 1 yr, 7.0% for 3 yrs)
- USD150 Million Syndicated Loan with 21 participating banks in May 2023

# Balance Sheet Highlights

BFI Maintains YoY growth in spite of operational disruptions in 2Q23

In Rp bil * (unless otherwise stated)	1H23	1H22	YoY Δ		Comments	2Q23	1Q23	QoQ Δ	
<b>New Bookings**</b>	10,300	8,529	↑	20.8%	Driven by NDF 4W,HETO and DF Used	3,983	6,317	↓	37.0%
<b>Managed Receivables^</b>	22,381	16,796	↑	33.3%		22,381	22,526	↓	0.6%
<b>Total Net Receivables</b>	21,017	15,945	↑	31.8%	In line with bookings growth	21,017	21,364	↓	1.6%
<b>Total Assets</b>	25,177	18,141	↑	38.8%		25,177	23,960	↑	5.1%
<b>Total Debt#</b>	15,058	8,972	↑	67.8%		15,058	13,467	↑	11.8%
<b>Total Proforma Debt^</b>	15,410	8,982	↑	71.6%	New bank loans drawdown and issuance of new bond	15,410	13,733	↑	12.2%
<b>Total Equity</b>	9,104	8,112	↑	12.2%		9,104	9,271	↓	1.8%

(\*) 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

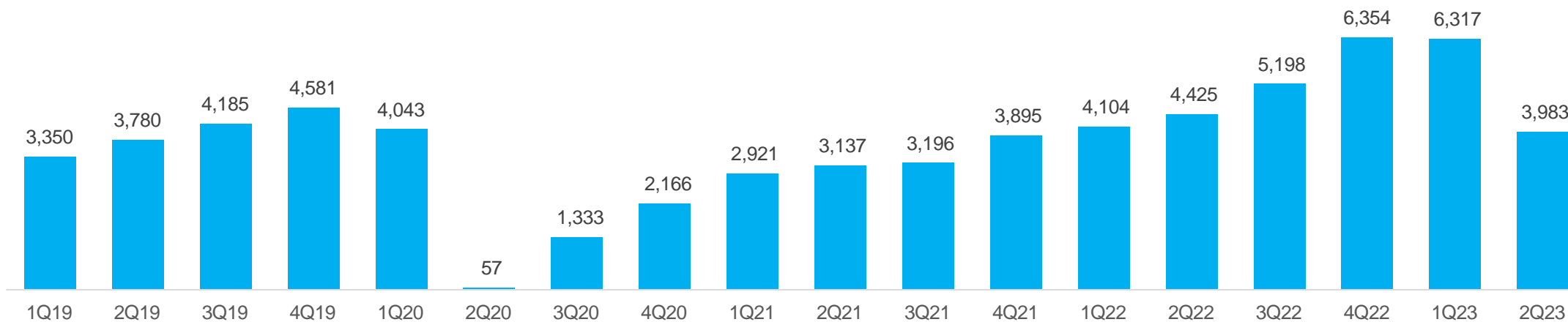
(\*\*) New booking excluding Channeling Pinjam Modal

(^) Includes channeling and joint financing transactions

# Balance Sheet Highlights

2Q23 blip caused by unanticipated operational disruptions

**Quarterly Bookings (excl Pinjam Modal) Trend (2019–2023)**



**Sources of Application (NDF only) (1H23)**



48%



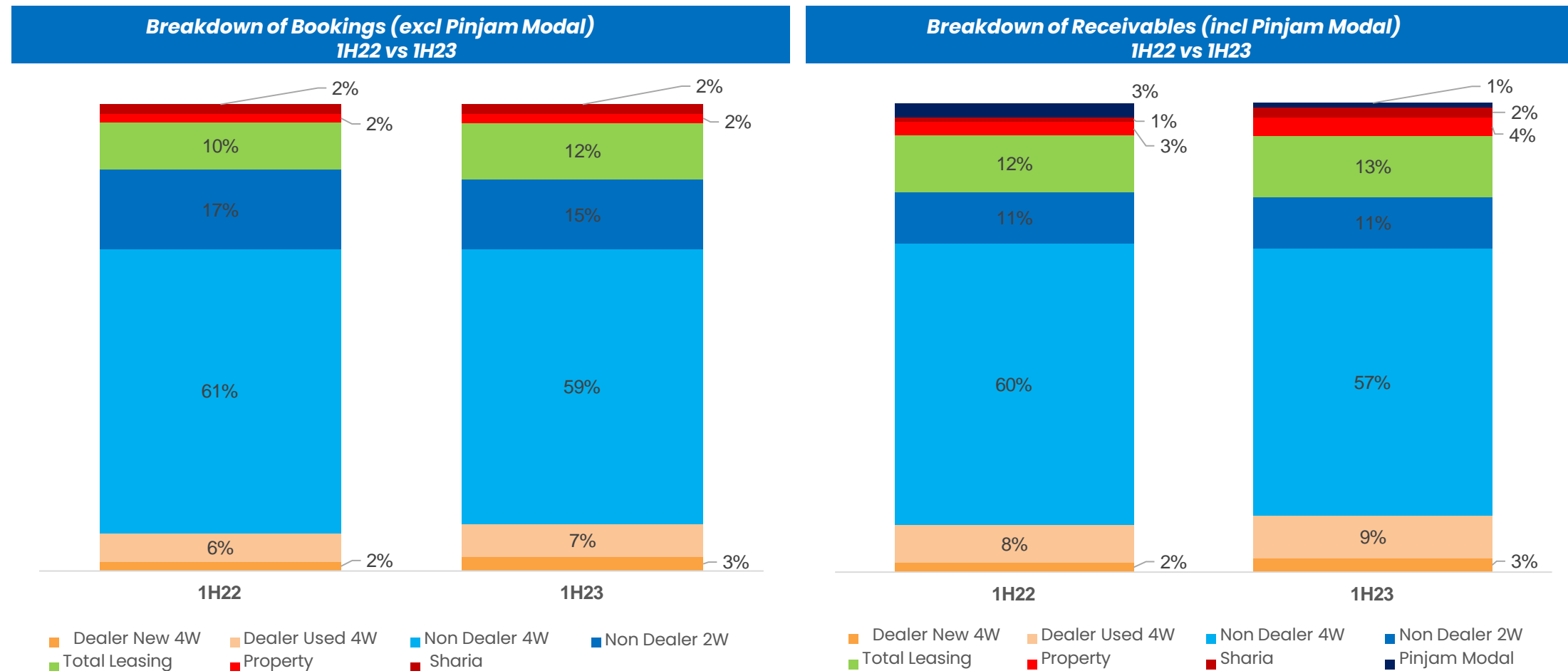
48%



4%

# Product Breakdown

Continued Focus on High Returns Product Differentiates BFI From the Rest of the Market



# Profit & Loss Highlights

BFI Maintains YoY growth in spite of operational disruptions in 2Q23

In Rp bil * (unless otherwise stated)	1H23	1H22	YoY Δ		Comments	2Q23	1Q23	QoQ Δ	
<b>Interest Income</b>	2,229	1,633	↑	36.5%	Due to higher receivables growth	1,128	1,101	↑	2.6%
<b>Financing Cost</b>	465	284	↑	63.9%	Bond issuance to support business growth, CoF decreased by 0.36%	252	213	↑	18.3%
<b>Net Interest Income</b>	1,764	1,349	↑	30.8%		876	888	↓	1.2%
<b>Fees &amp; Other Income</b>	888	722	↑	23.0%	Inline with new booking growth	387	501	↓	22.7%
<b>Net Revenue</b>	2,652	2,071	↑	28.1%		1,263	1,389	↓	9.0%
<b>Operating Expenses</b>	1,136	942	↑	20.6%	Increase in business activities	554	582	↓	4.7%
<b>Operating Income</b>	1,516	1,129	↑	34.3%		709	807	↓	12.0%
<b>PBT</b>	1,050	1,028	↑	2.1%		422	628	↓	32.7%
<b>PAT</b>	848	829	↑	2.3%		339	509	↓	33.3%

# Key Ratios

Continues to Maintain Superior Ratios vs Industry Performance

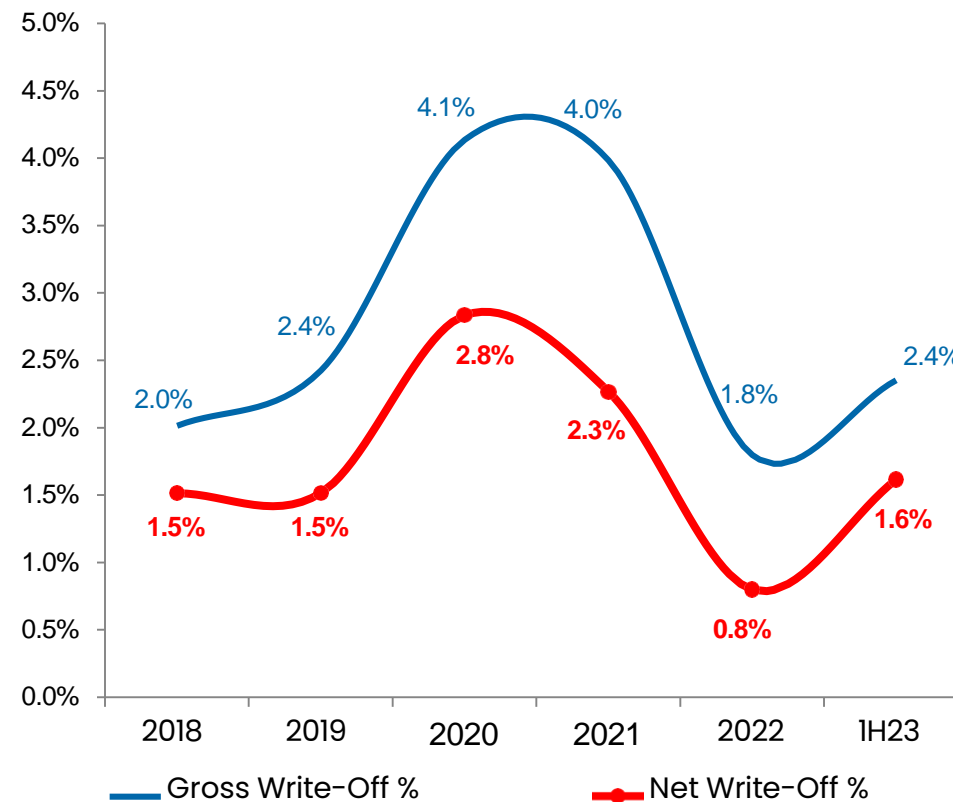
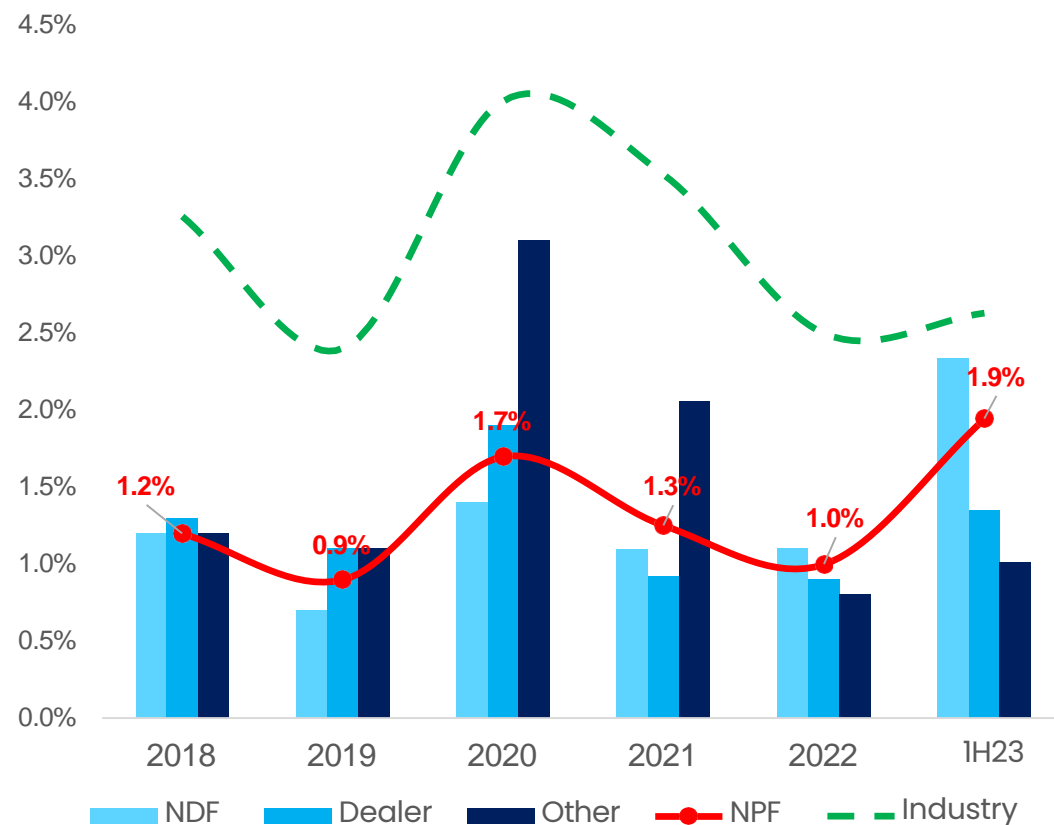
In Rp bil * (unless otherwise stated)	1H23	1H22	YoY Δ		Comments	2Q23	1Q23	QoQ Δ	
<b>Net Interest Spread</b>	13.2%	13.5%	↓	31 bps		12.7%	13.6%	↓	91 bps
<b>Cost to Income</b>	42.8%	45.9%	↓	305 bps		43.7%	42.1%	↑	155 bps
<b>CoC / Avg. Rec.</b>	4.0%	0.9%	↑	310 bps	CoC of Rp435 bn, driven largely by operational disruptions in 2Q23	4.8%	3.0%	↑	180 bps
<b>ROAA (before tax)</b>	8.7%	12.5%	↓	374 bps		6.8%	10.8%	↓	403 bps
<b>ROAA (after tax)</b>	7.0%	10.0%	↓	300 bps		5.5%	8.8%	↓	331 bps
<b>ROAE (after tax)</b>	18.6%	21.2%	↓	260 bps		14.8%	22.4%	↓	751 bps
<b>NPF**</b>	1.94%	1.08%	↑	87 bps		1.94%	1.06%	↑	89 bps

# Superior Balance Sheet Quality

Uptick in NPF due largely to operational disruptions in 2Q23

**NPF Trend  
2018-1H23**

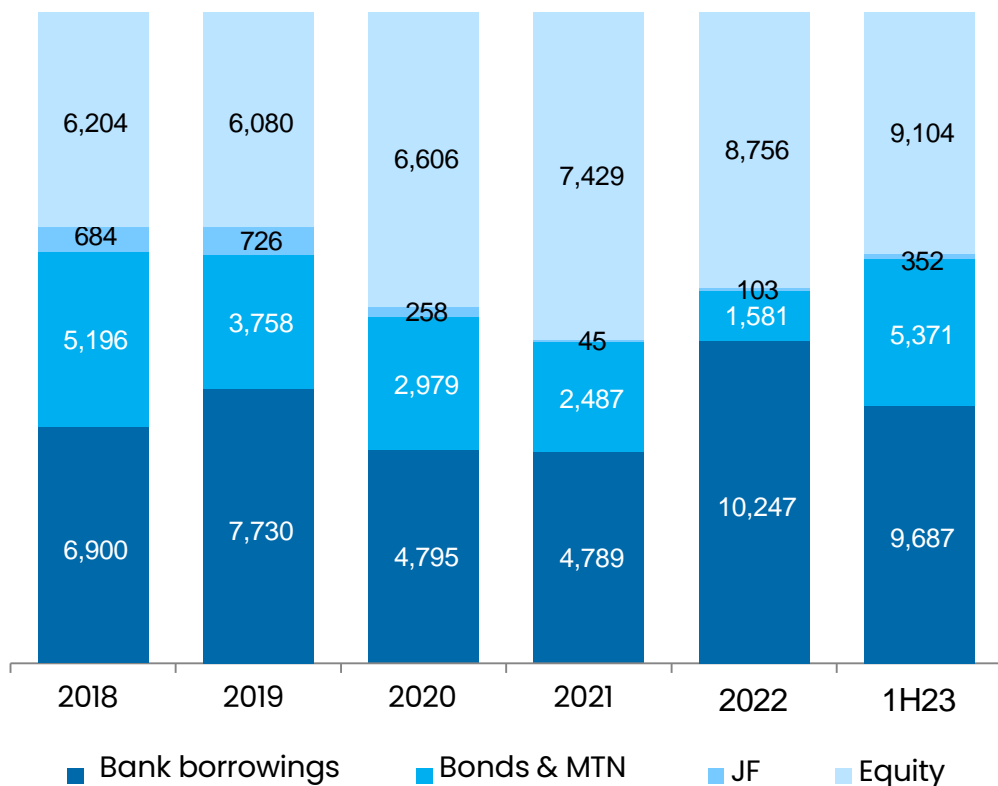
**Write-Off Trend  
2018-1H23**



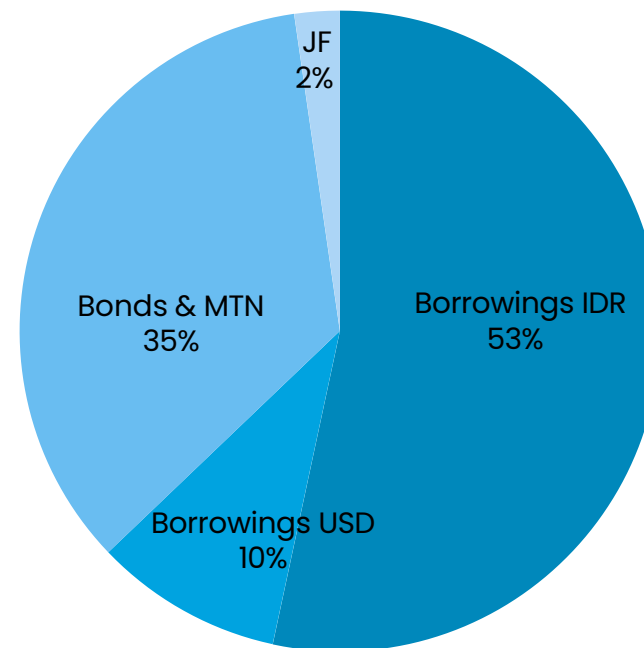
# Strong Capital Base

Funding Sources are Well-Diversified, with High Equity Levels Resulting in Low Leverage

Source of Funding  
2018-1H23



External Funding  
Sources 1H23

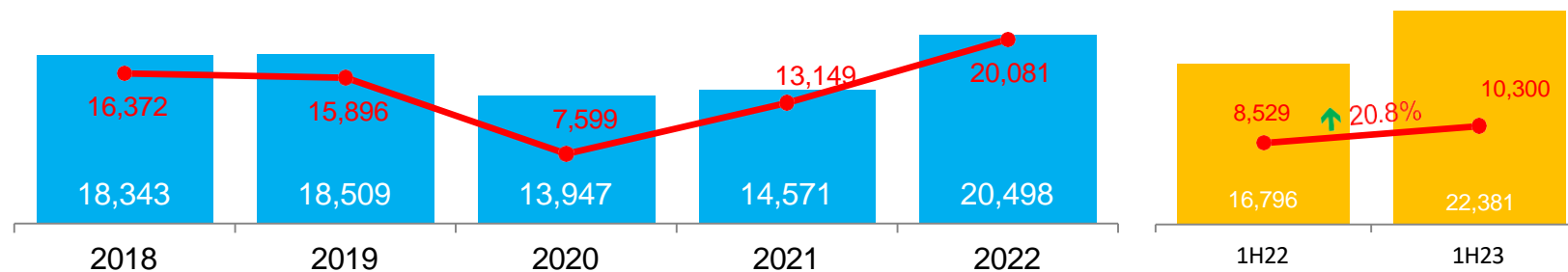


Total : Rp15,410 billion

# Historical Financials

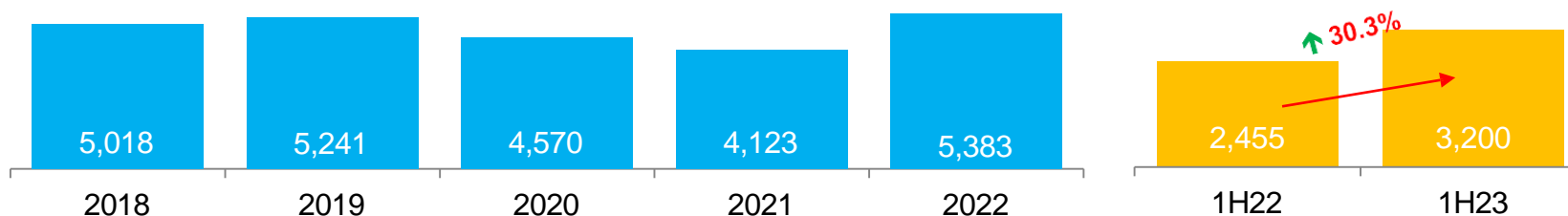
Proven Track Record with Ability to Withstand Economic Cycles

## Bookings vs Receivables (Rp bil) 2018-1H23



- Maintains YoY growth momentum in spite of blip in bookings in 2Q23

## Revenue (Rp bil) 2018-1H23

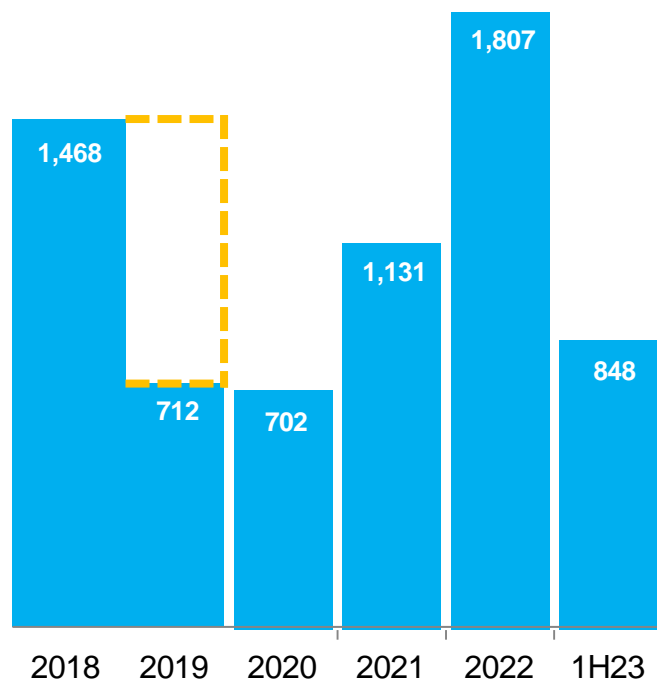


- Revenue growth remains strong, as a result of robust balance sheet growth and good spread in the last 5-years

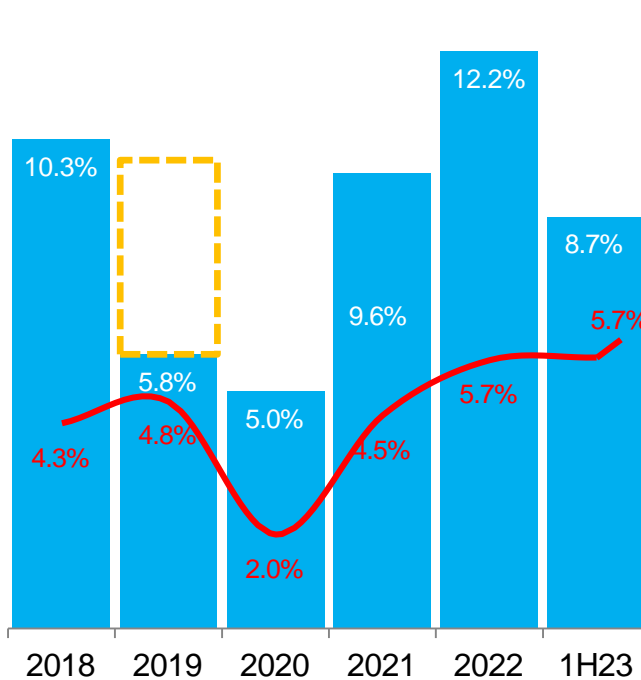
# Historical Financials

Proven Track Record – Consistently Outperforming the Industry

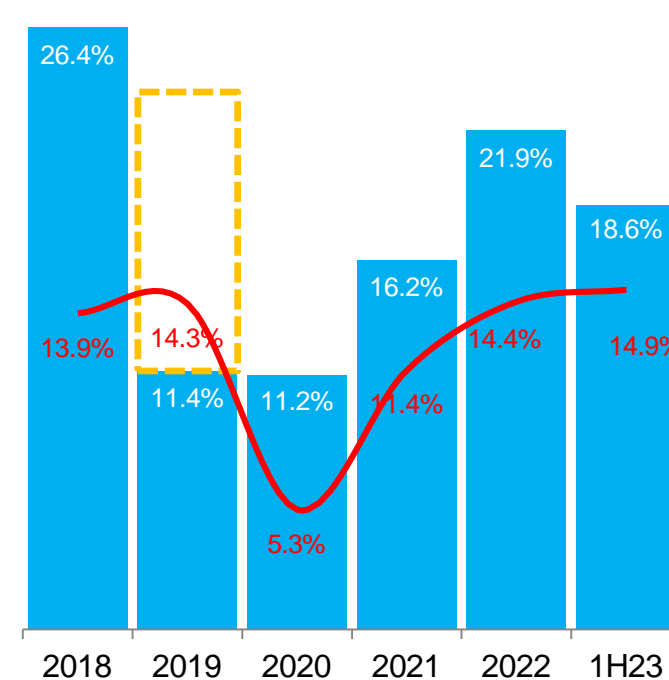
**PAT (Rp bil) Track Record  
2018-1H23**



**ROA vs Industry  
2018-1H23**



**ROE vs Industry  
2018-1H23**



Source: Company and Industry May-23 figures from OJK

Notes:

Before legal settlement expenses in 2019

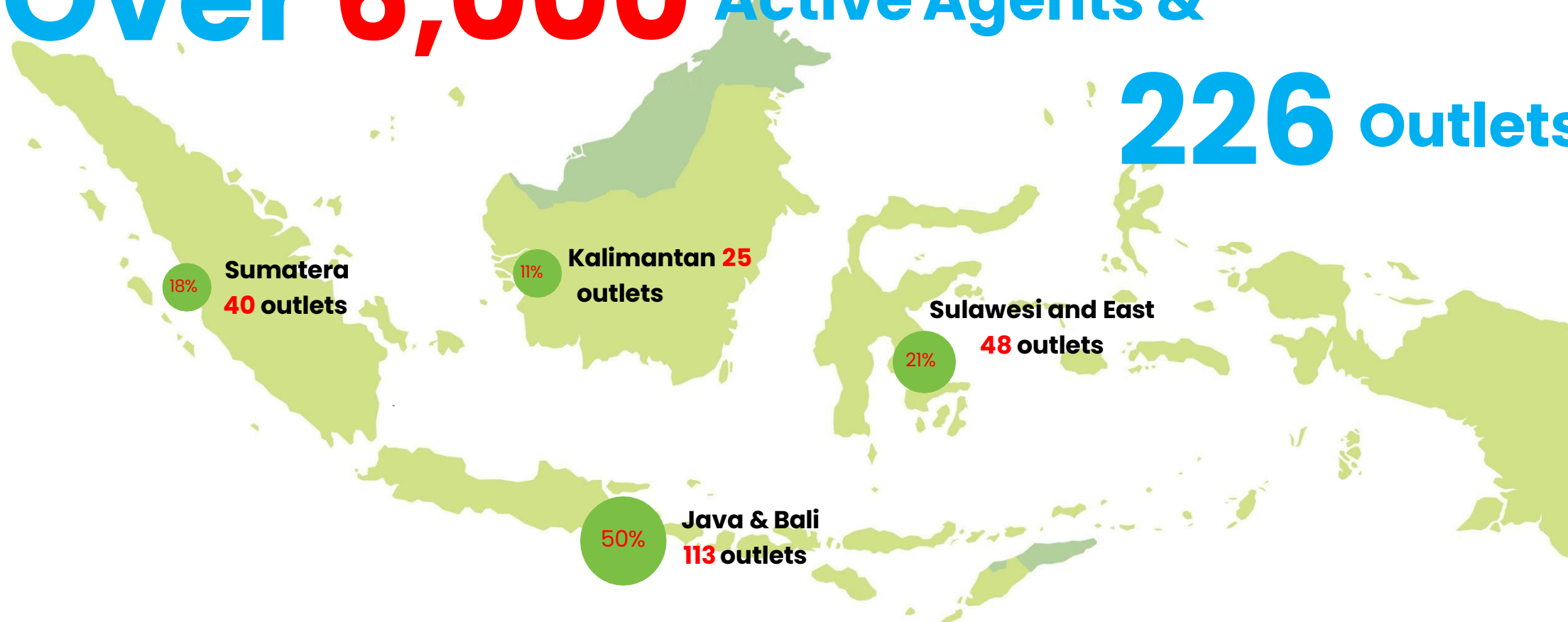
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

# Distribution Network

Multichannel Selling Strategy with Extensive Branch and Non-Branch Touchpoints Across the Archipelago

**Over 6,000** Active Agents & **226 outlets\***



\* Consists of 195 branches and 31 kiosks