

INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

26 October 2023



Key Financial Highlights

Growth

- YTD 9M23 bookings was Rp14,455 bil – an increase of 5.3% YoY
- Total Managed Receivables increased by 19.3% YoY to Rp21,917 bil

Asset Quality

- NPF ratio of 2.02% in Sep-23, 7 bps higher QoQ and 93 bps YoY
- NPF coverage down to 2.2x, from 2.3x QoQ, and 4.2x YoY
- CoC increased from 0.8% to 4.5% YoY, with continued focus in 3Q23 to manage capacity adjustment as well as operational disruption

Profitability

- 9M23 Net Revenue was Rp3,869 bil – 20.9% increase YoY
- OPEX increased by 13.8% YoY in line with increased business activity and decreased by 1.3% QoQ
- 9M23 PAT decreased by 3.5% QoQ and 10.2% YoY to reach Rp1,176 bil

Other

- 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 and Phase V Year 2023 amounting to Rp1.1 trillion
- USD150 Million Syndicated Loan with 21 participating banks in May 2023

Balance Sheet Highlights

Receivables Grew 19% YoY Amid Operational Disruptions

In Rp bil * (unless otherwise stated)	9M23	9M22	YoY Δ		Comments	3Q23	2Q23	QoQ Δ	
New Bookings**	14,455	13,727	↑	5.3%		4,155	3,983	↑	4.3%
Managed Receivables^	21,917	18,372	↑	19.3%	Quarterly receivables contraction due to lost momentum in earlier months	21,917	22,381	↓	2.1%
Total Net Receivables	20,490	17,523	↑	16.9%		20,490	21,017	↓	2.5%
Total Assets	24,166	20,001	↑	20.8%		24,166	25,177	↓	4.0%
Total Debt#	13,724	10,289	↑	33.4%		13,724	15,058	↓	8.9%
Total Proforma Debt^	14,165	10,296	↑	37.6%	New bank loans drawdown and issuance of new bond	14,165	15,410	↓	8.1%
Total Equity	9,412	8,597	↑	9.5%		9,412	9,104	↑	3.4%

(*) 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

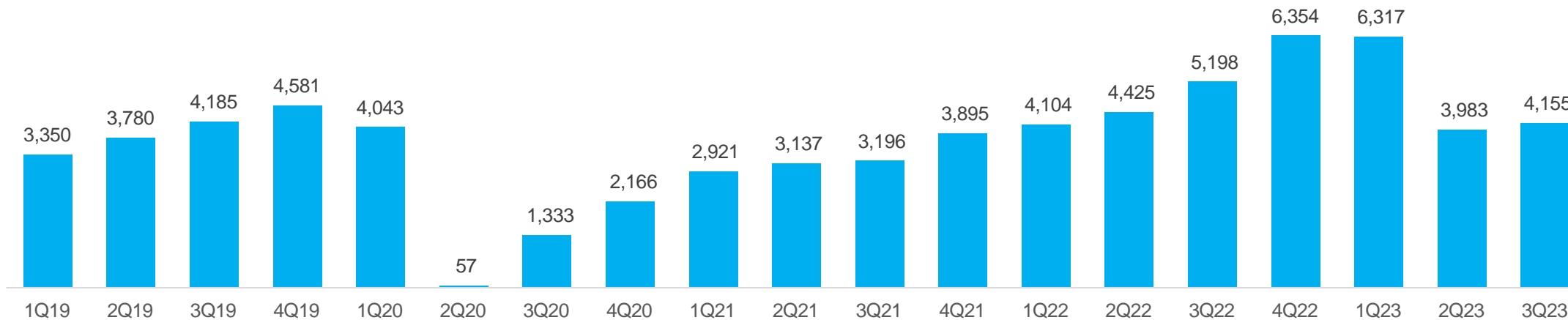
(**) New booking excluding Channeling Pinjam Modal

(^) Includes channeling and joint financing transactions

Balance Sheet Highlights

Internal Tightening Policy Resulting in Slower Pace of Quarterly Bookings

Quarterly Bookings (excl Pinjam Modal) Trend (2019-2023)



Sources of Application (NDF only) (9M23)



47%



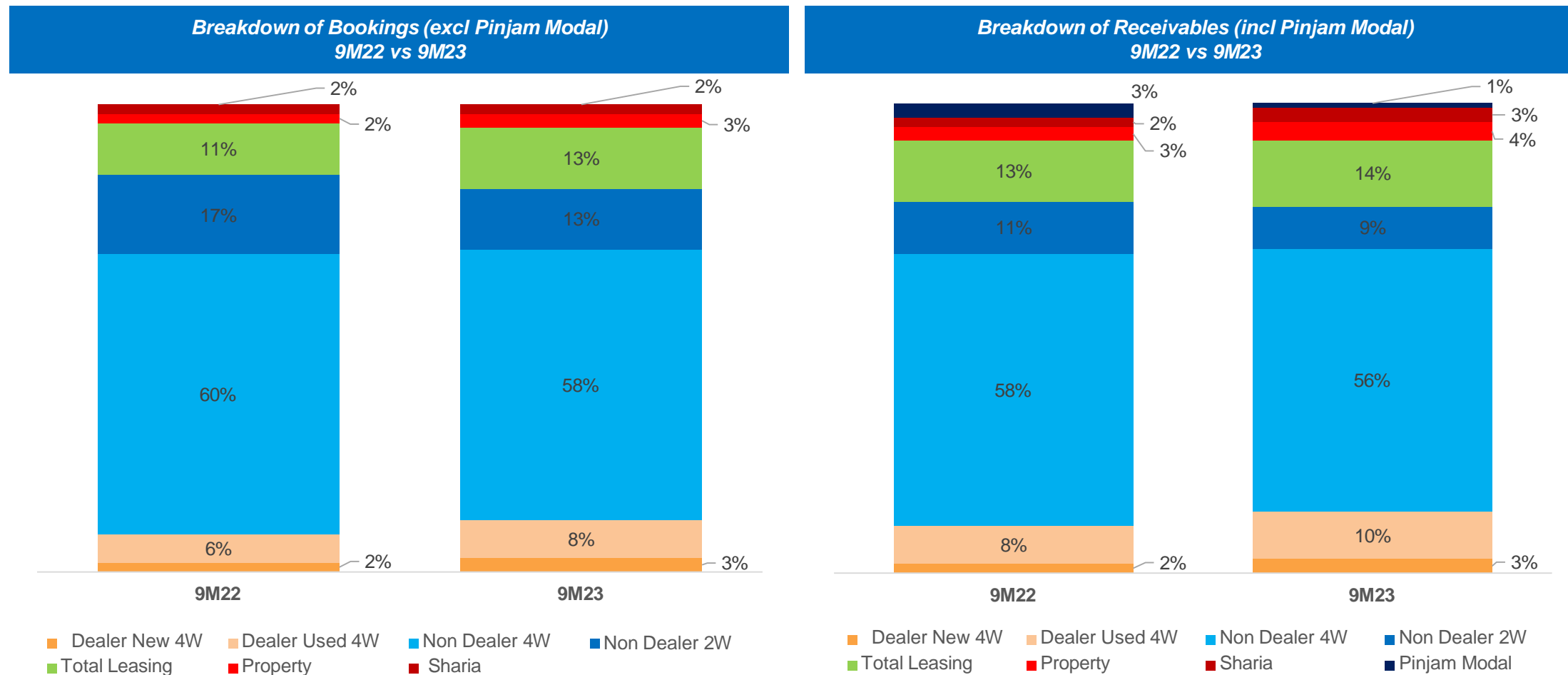
50%



3%

Product Breakdown

Despite Current Slowdown in Bookings, Non Dealer Product Continues to be Long Term Focus and Strategy



Profit & Loss Highlights

Profitability Impacted by Higher Cost of Credit

In Rp bil * (unless otherwise stated)	9M23	9M22	YoY Δ		Comments	3Q23	2Q23	QoQ Δ	
Interest Income	3,309	2,544	↑	30.1%		1,080	1,128	↓	4.3%
Financing Cost	720	441	↑	63.2%	Bond issuance to support business growth, CoF decreased by 10 bps	255	252	↑	1.5%
Net Interest Income	2,589	2,103	↑	23.1%		825	876	↓	6,0%
Fees & Other Income	1,280	1,096	↑	16.8%		423	373	↑	13.4%
Net Revenue	3,869	3,199	↑	20.9%		1,248	1,249	↓	0.1%
Operating Expenses	1,683	1,479	↑	13.8%		547	554	↓	1.3%
Operating Income	2,186	1,720	↑	27.1%		701	695	↑	0.9%
PBT	1,451	1,624	↓	10.7%		401	422	↓	5.1%
PAT	1,176	1,310	↓	10.2%		328	339	↓	3.5%

Key Ratios

Higher NPF and CoC a Result of Operational Disruptions

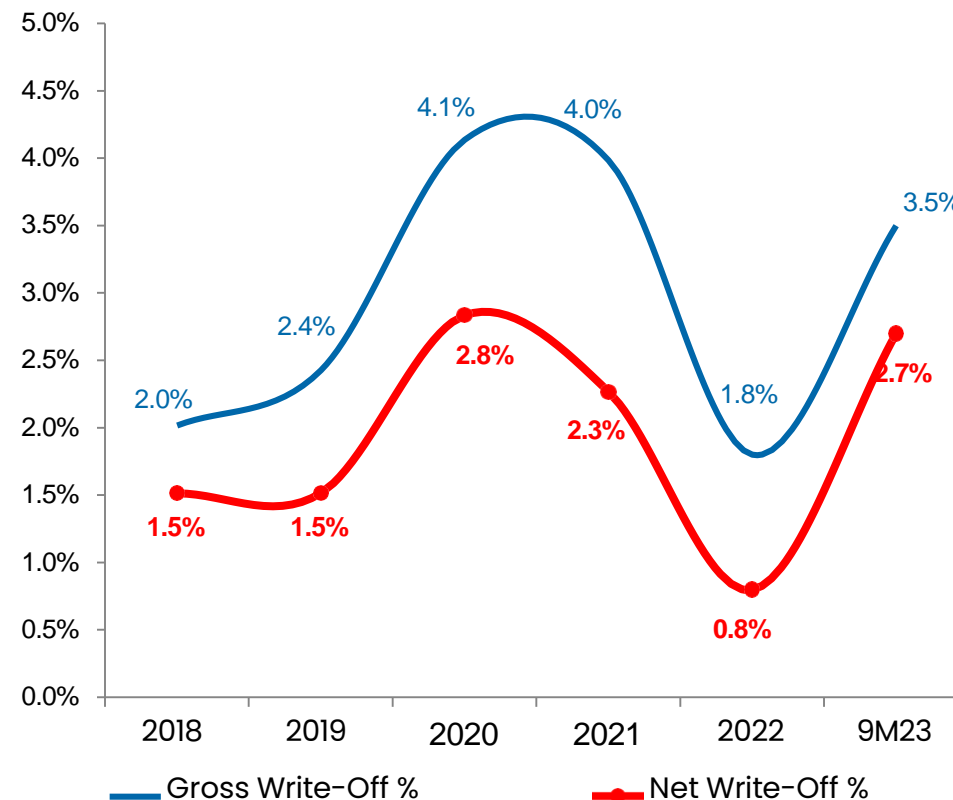
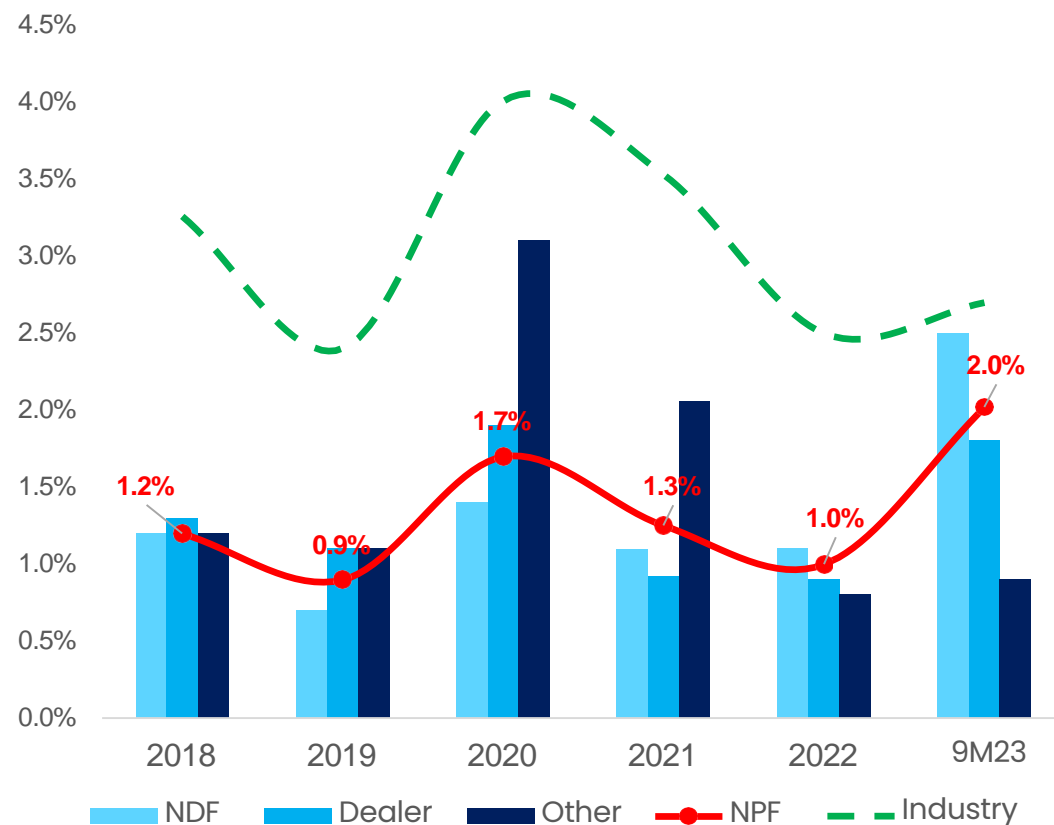
In Rp bil * (unless otherwise stated)	9M23	9M22	YoY Δ		Comments	3Q23	2Q23	QoQ Δ	
Net Interest Spread	12.7%	13.6%	↓	86 bps		12.0%	12.7%	↓	69 bps
Cost to Income	43.0%	45.9%	↓	292 bps		43.3%	43.7%	↓	34 bps
CoC / Avg. Rec.	4.5%	0.8%	↑	367 bps		5.4%	4.8%	↑	58 bps
ROAA (before tax)	8.0%	12.4%	↓	446 bps		6.5%	6.8%	↓	28 bps
ROAA (after tax)	6.5%	10.0%	↓	357 bps		5.3%	5.5%	↓	14 bps
ROAE (after tax)	17.1%	21.7%	↓	460 bps		14.1%	14.8%	↓	76 bps
NPF**	2.02%	1.09%	↑	93 bps		2.02%	1.94%	↑	7 bps

Superior Balance Sheet Quality

Uptick in NPF impact of operational disruptions in 2Q23

**NPF Trend
2018-9M23**

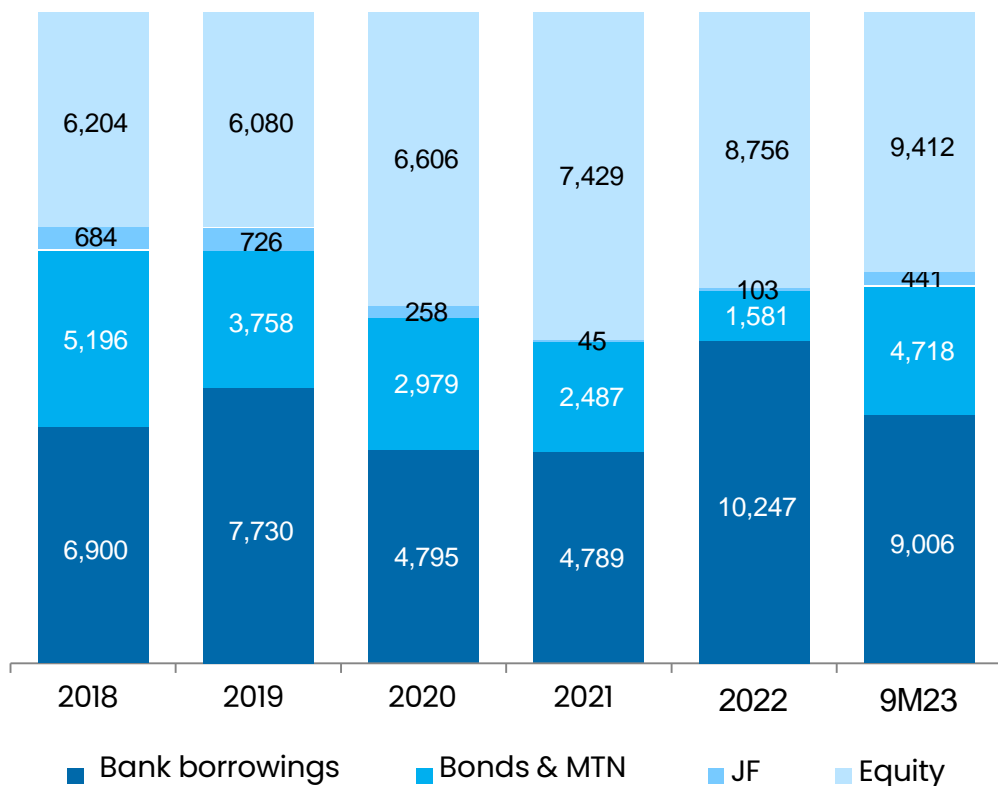
**Write-Off Trend
2018-9M23**



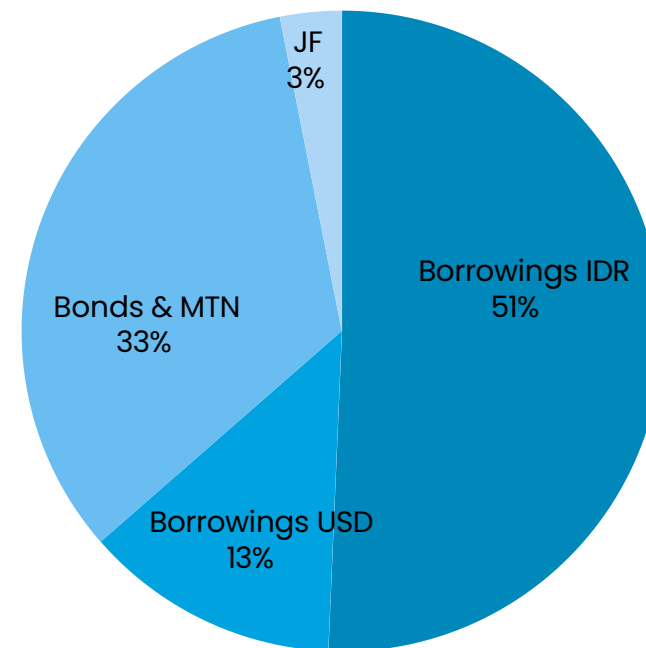
Strong Capital Base

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

**Source of Funding
2018-9M23**



**External Funding Sources
9M23**

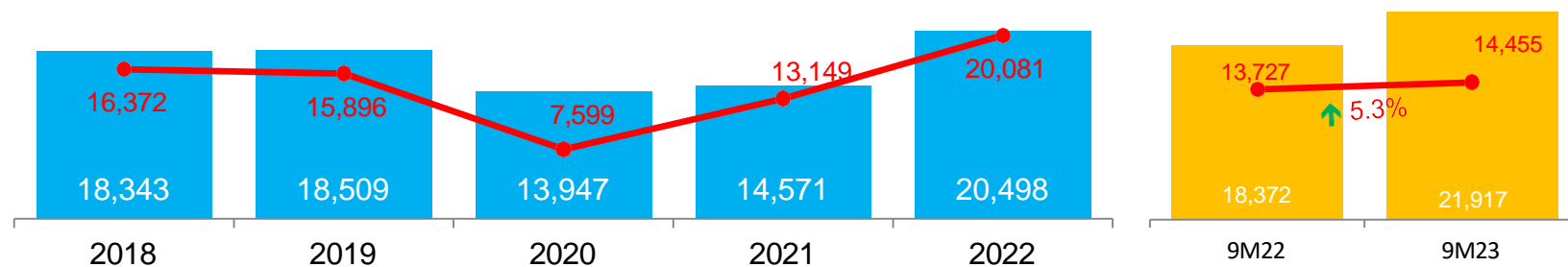


Total : Rp14,165 billion

Historical Financials

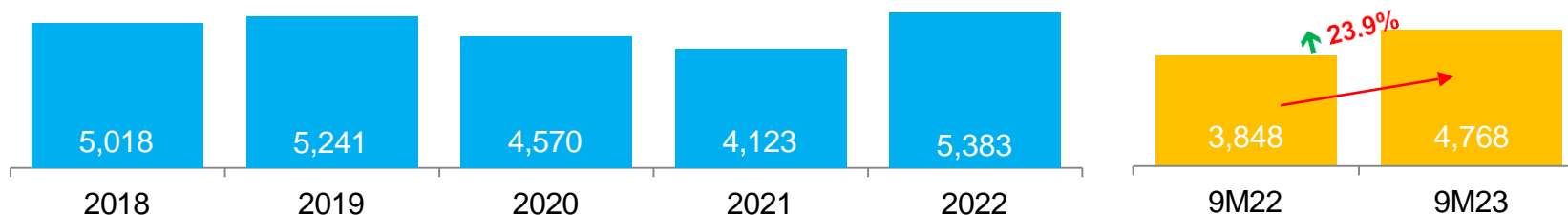
Proven Track Record with Ability to Withstand Economic Cycles

Bookings vs Receivables (Rp bil)
2018-9M23



- Maintains YoY growth momentum in spite of blip in bookings in 3Q23

Revenue (Rp bil)
2018-9M23

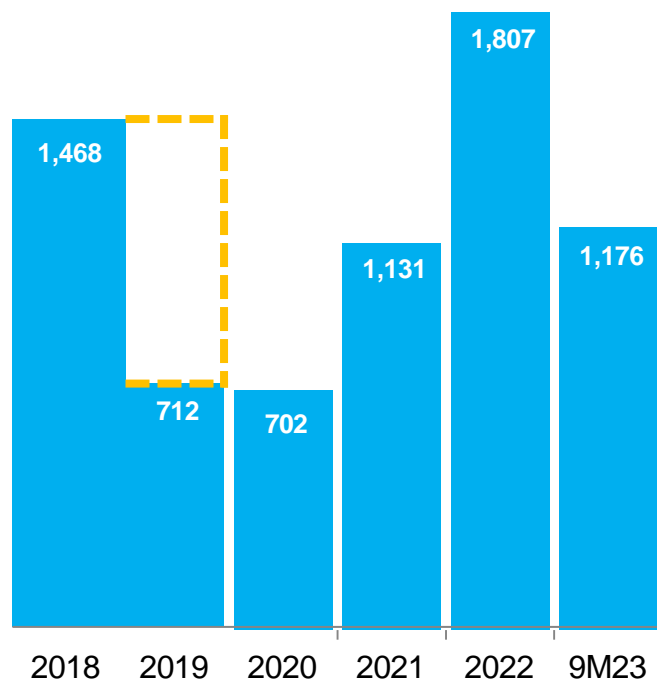


- Revenue growth remains strong, as a result of robust balance sheet growth and good spread in the last 5- years

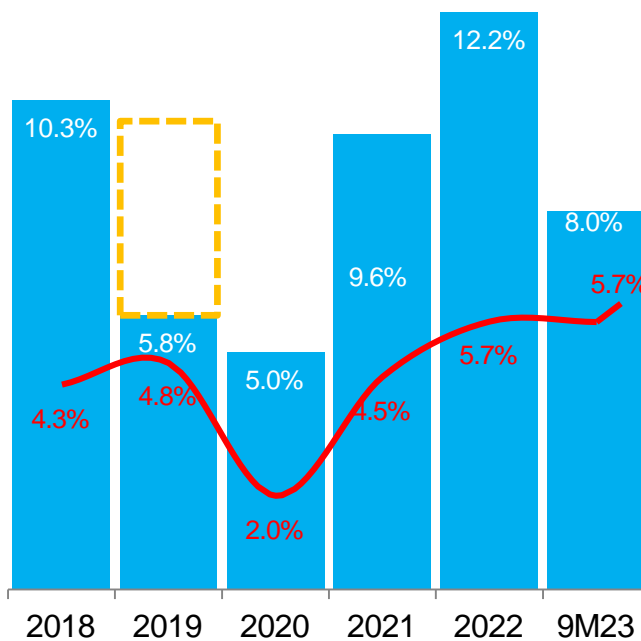
Historical Financials

Proven Track Record – Consistently Outperforming the Industry

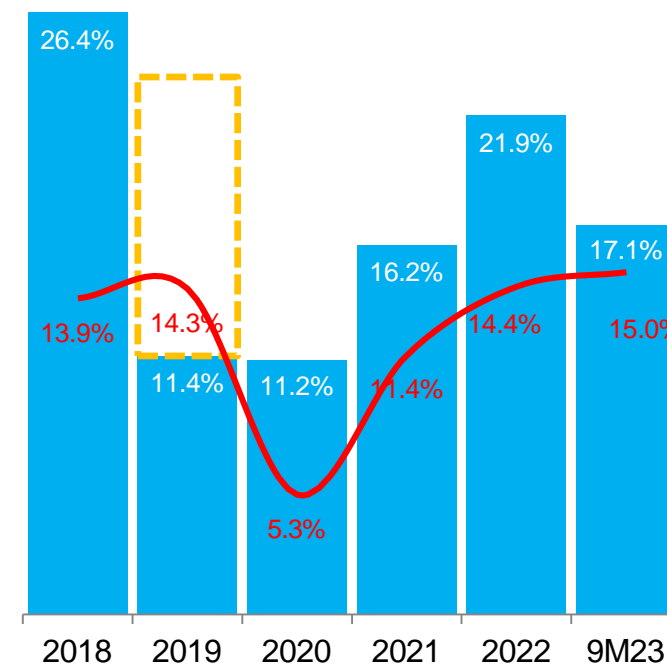
**PAT (Rp bil) Track Record
2018-9M23**



**ROA vs Industry
2018-9M23**



**ROE vs Industry
2018-9M23**



Source: Company and Industry Aug-23 figures from OJK

Notes:

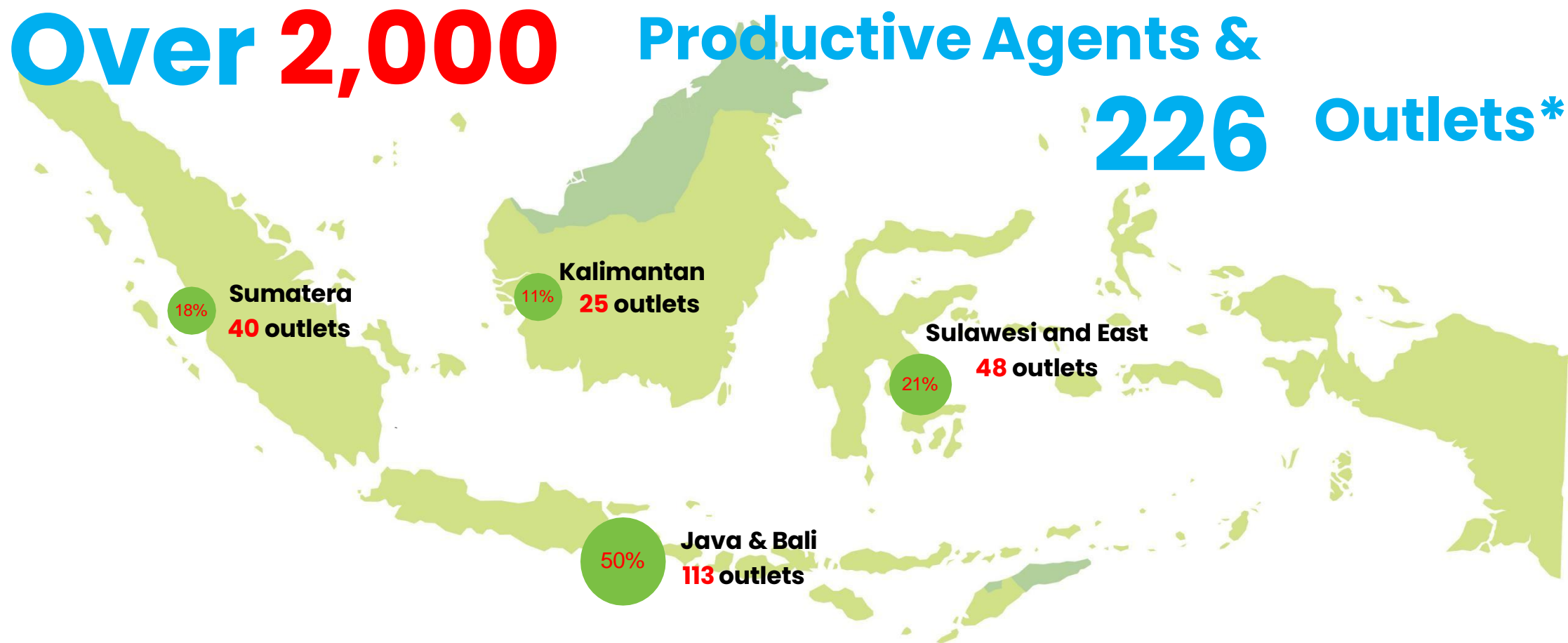
Before legal settlement expenses in 2019

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



* Consists of 195 branches and 31 kiosks



Thank You