

# INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

26 February 2024



# Key Financial Highlights

Sustainable and Resilient Recovery post Malware Attack

## Growth

- QoQ Bookings up by 11% to Rp4,626 billion, bringing FY23 bookings to Rp19,081 bil – a decrease of 5% YoY
- Total Managed Receivables increased by 7.4% YoY to Rp22,012 bil

## Asset Quality

- NPF ratio of 1.36% in Dec-23, 65 bps lower QoQ and higher 36 bps YoY
- NPF coverage down to 2.6x, from 4.1x YoY, and increase from 2.2x QoQ
- CoC increased from 0.8% to 3.6% YoY, with continued focus in 4Q23 to manage capacity adjustment and recovery from operational disruption as a result of malware attack

## Profitability

- FY23 Net Revenue was Rp5,134 bil – 14.6% increase YoY
- OPEX increased by 11.1% YoY in line with topline growth and 17.6% QoQ
- 4Q23 PAT increased by 42.6% QoQ whilst FY23 PAT decreased by 9.0% YoY to reach Rp1,644 bil

## Other

- FY23 interim dividend of Rp28/share paid 21 Dec 2023
- Saurabh Narayan Agarwal as a new member of Board of Commissioners, since May 2023

# Balance Sheet Highlights

YoY growth in receivables, asset and equity

In Rp bil * (unless otherwise stated)	FY23	FY22	YoY Δ		Comments	4Q23	3Q23	QoQ Δ	
<b>New Bookings**</b>	19,081	20,081	↓	5.0%	Steady bookings growth in line with operational recovery	4,626	4,155	↑	11.3%
<b>Managed Receivables^</b>	22,012	20,498	↑	7.4%	Positive receivables growth after 2 quarters of contraction	22,012	21,917	↑	0.4%
<b>Total Net Receivables</b>	20,759	19,562	↑	6.1%		20,759	20,490	↑	1.3%
<b>Total Assets</b>	23,991	21,930	↑	9.4%		23,991	24,166	↓	0.7%
<b>Total Debt#</b>	13,387	11,828	↑	13.2%		13,387	13,724	↓	2.5%
<b>Total Proforma Debt^</b>	13,880	11,932	↑	16.3%	New bank loans drawdown and issuance of new bond	13,880	14,165	↓	2.0%
<b>Total Equity</b>	9,500	8,756	↑	8.5%		9,500	9,412	↑	0.9%

(\*) 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

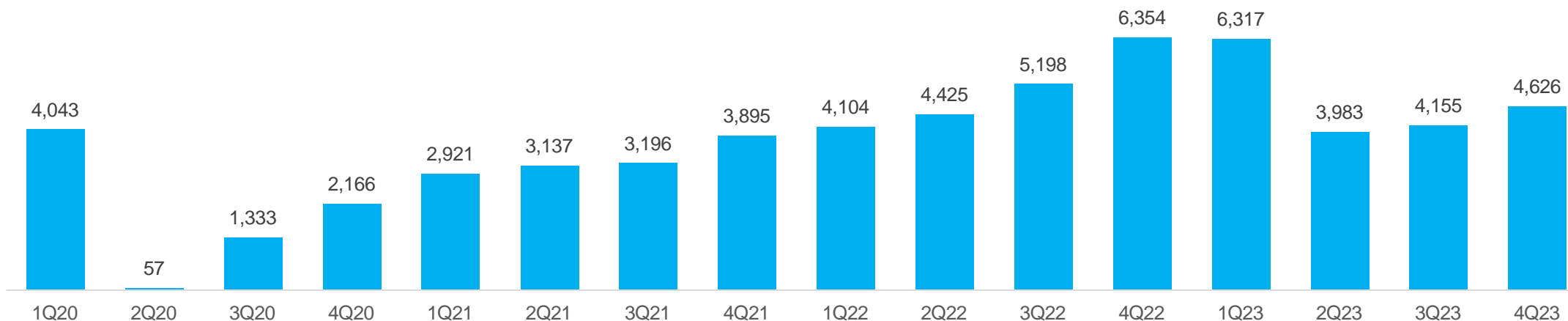
(\*\*) New booking excluding Channeling Pinjam Modal

(^) 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 (2020-2023)**



**Sources of Application (NDF only) FY23**



47%



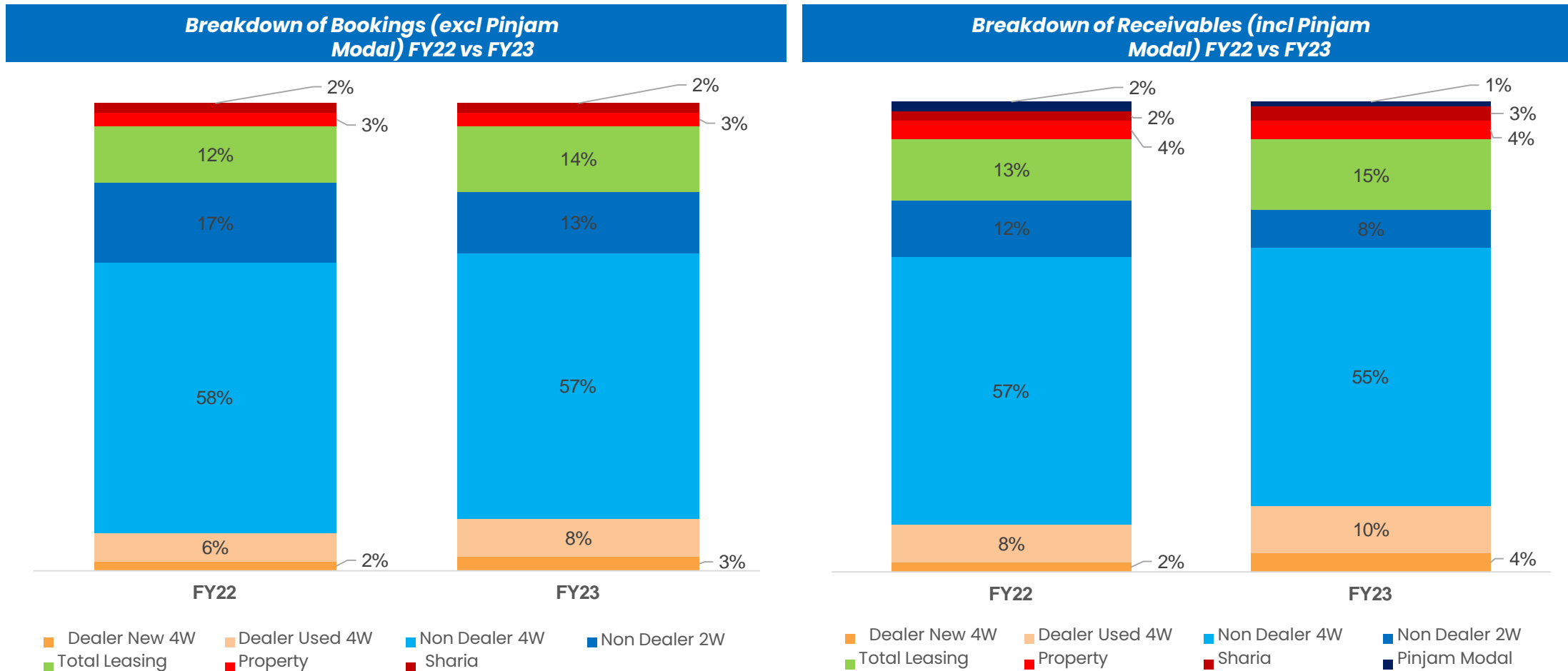
49%



4%

# Product Breakdown

Shift in Portfolio Composition to Higher Value Collateral due to Risk Mitigation



# Profit & Loss Highlights

Profitability Impacted by Higher Cost of Credit

In Rp bil * (unless otherwise stated)	FY23	FY22	YoY Δ		Comments	4Q23	3Q23	QoQ Δ	
<b>Interest Income</b>	4,377	3,541	↑	23.6%	In line with Average Net Receivables growth	1,068	1,080	↓	1.1%
<b>Financing Cost</b>	951	624	↑	52.4%	Bond issuance to support business growth, yet, CoF stable at 7.0%	231	255	↓	9.7%
<b>Net Interest Income</b>	3,426	2,917	↑	17.5%		837	825	↑	1,6%
<b>Fees &amp; Other Income</b>	1,708	1,563	↑	9.3%		427	423	↑	0.7%
<b>Net Revenue</b>	5,134	4,480	↑	14.6%		1,264	1,248	↑	1.3%
<b>Operating Expenses</b>	2,327	2,096	↑	11.1%		644	547	↑	17.6%
<b>Operating Income</b>	2,807	2,384	↑	17.8%		620	701	↓	11.5%
<b>PBT</b>	2,025	2,239	↓	9.5%		574	401	↑	43.3%
<b>PAT</b>	1,644	1,807	↓	9.0%		468	328	↑	42.6%

# Key Ratios

Asset Quality Gradually Showing Improvement since 2Q23

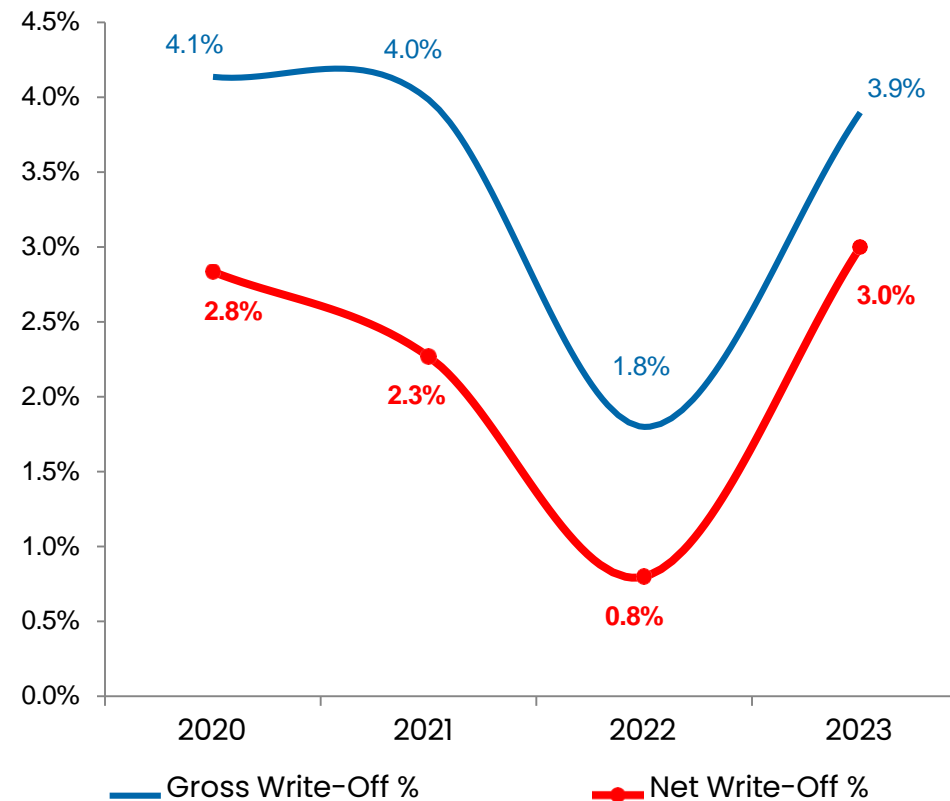
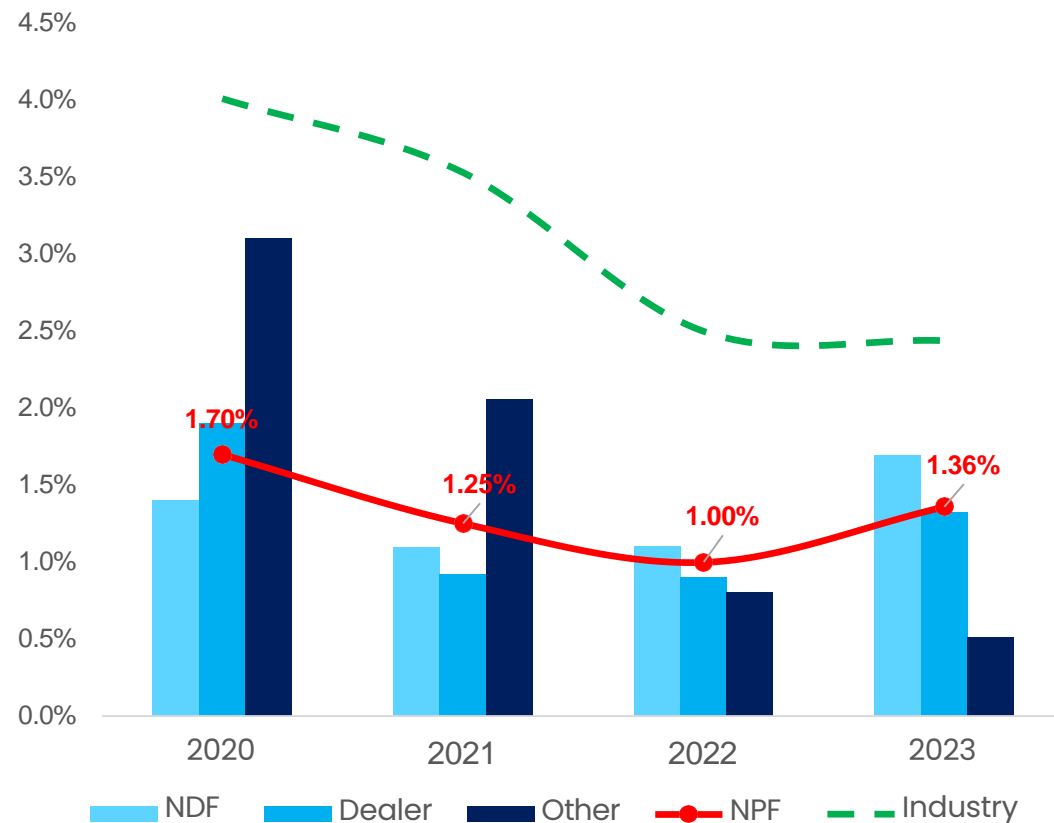
In Rp bil * (unless otherwise stated)	FY23	FY22	YoY Δ		Comments	4Q23	3Q23	QoQ Δ	
<b>Net Interest Spread</b>	12.6%	13.6%	↓	100 bps	Portfolio yield compression due to portfolio shift for risk considerations	12.3%	12.0%	↑	32 bps
<b>Cost to Income</b>	44.8%	46.5%	↓	166 bps		50.5%	43.3%	↑	715 bps
<b>CoC / Avg. Rec.</b>	3.6%	0.8%	↑	270 bps	Continuously getting better as we recover from operational disruption	0.8%	5.4%	↓	457 bps
<b>ROAA (after tax)</b>	6.8%	9.9%	↓	306 bps		7.9%	5.3%	↑	257 bps
<b>ROAE (after tax)</b>	17.7%	21.9%	↓	417 bps		19.5%	14.1%	↑	541 bps
<b>NPF**</b>	1.36%	1.00%	↑	36 bps		1.36%	2.02%	↓	65 bps
<b>NPF coverage</b>	2.6x	4.1x	↓	1.5x		2.6x	2.2x	↑	0.3x

# Superior Balance Sheet Quality

Continuous Asset Quality Improvement due to Strict and Rigorous Collections Monitoring & Origination policy

**NPF Trend  
2020-2023**

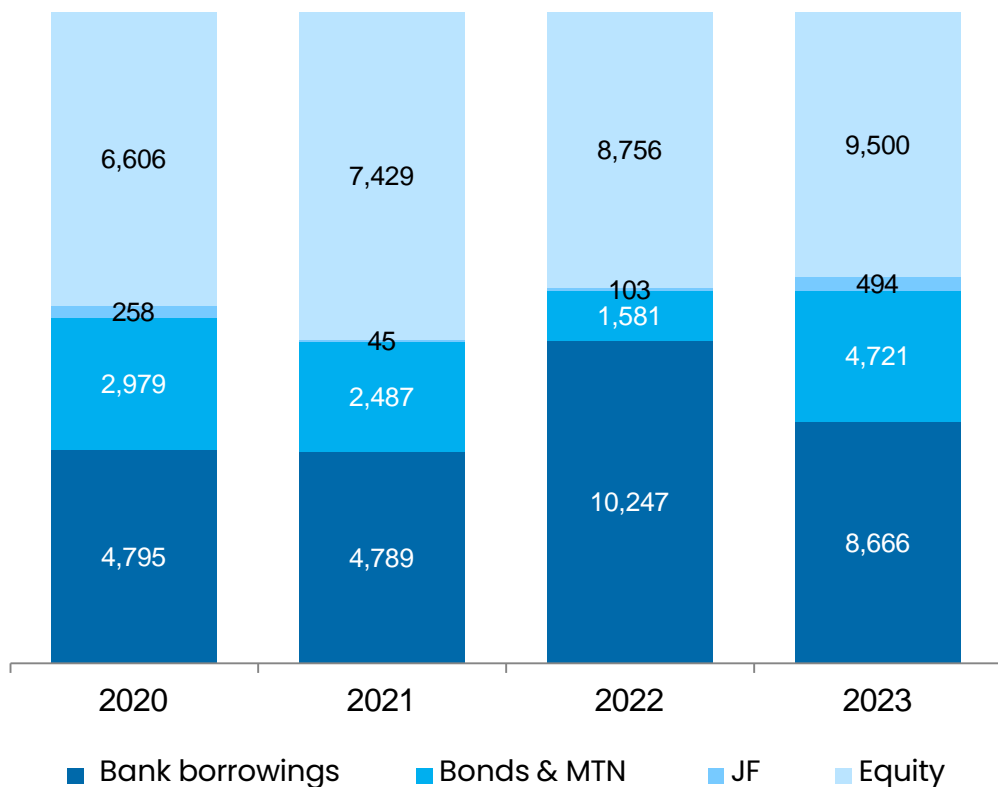
**Write-Off Trend  
2020-2023**



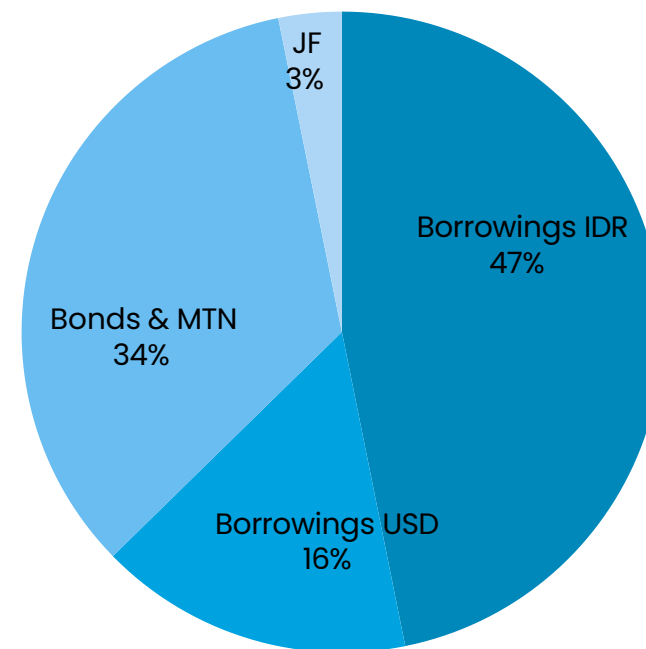
# Strong Capital Base

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

**Source of Funding 2020-2023**



**External Funding Sources 2023**

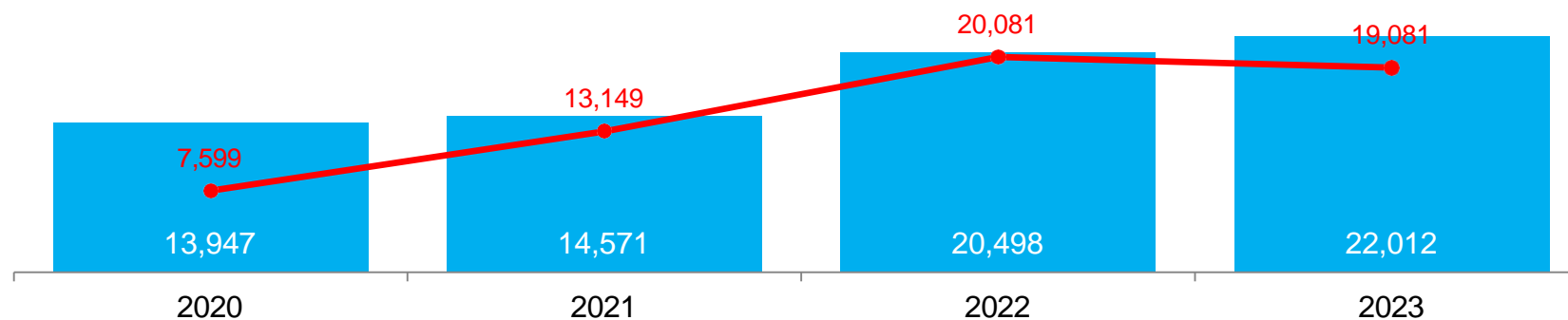


**Total : Rp13,880 billion**

# Historical Financials

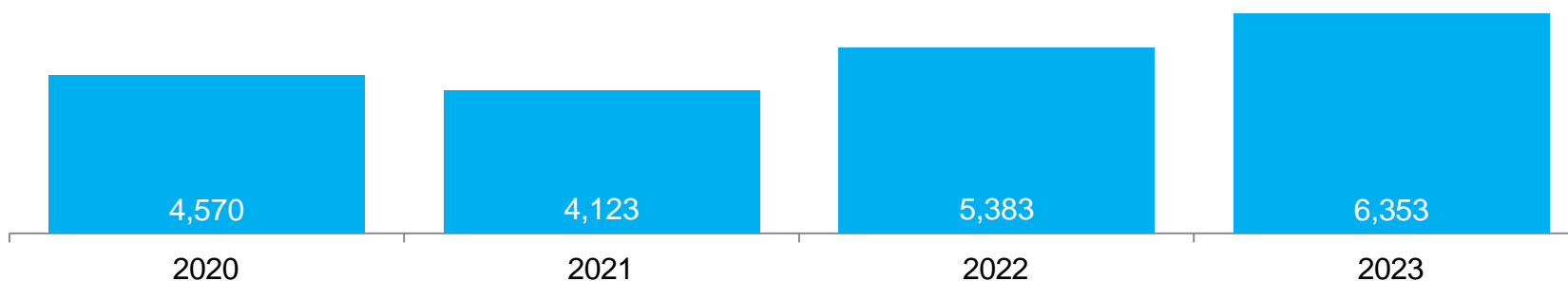
Proven Track Record with Ability to Withstand Economic Cycles

## Bookings vs Receivables (Rp bil) 2020-2023



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

## Revenue (Rp bil) 2020-2023

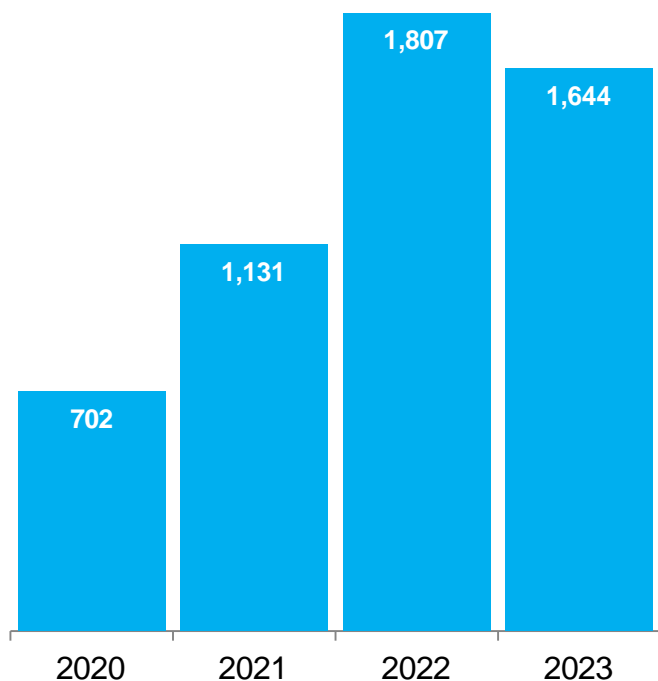


- Revenue growth remains strong, as a result of robust balance sheet growth and good spread in the last 5- years

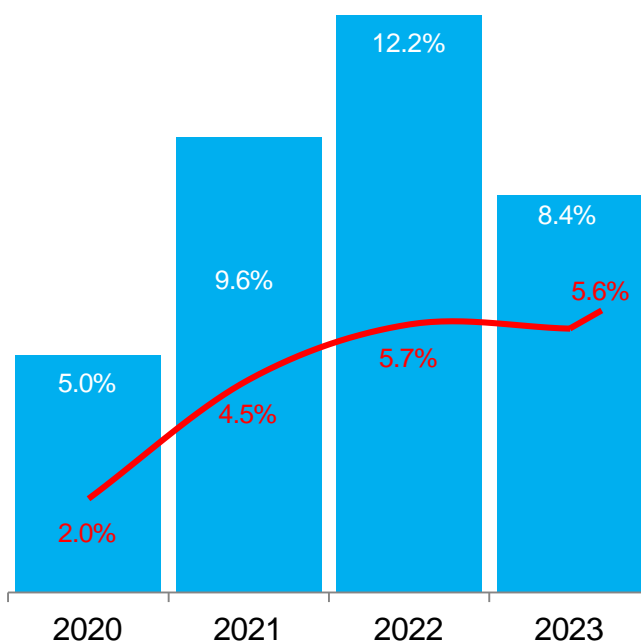
# Historical Financials

Proven Track Record – Consistently Outperforming the Industry

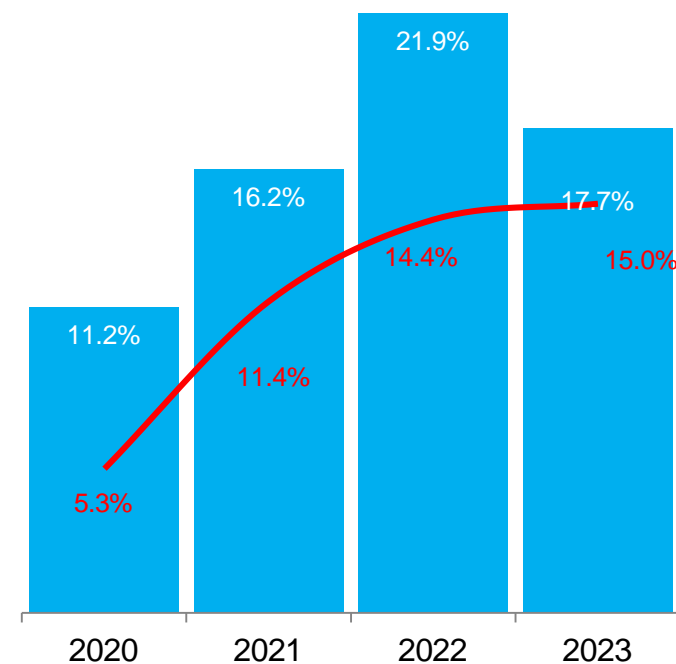
**PAT (Rp bil) Track Record  
2020–2023**



**ROA vs Industry  
2020–2023**



**ROE vs Industry  
2020–2023**



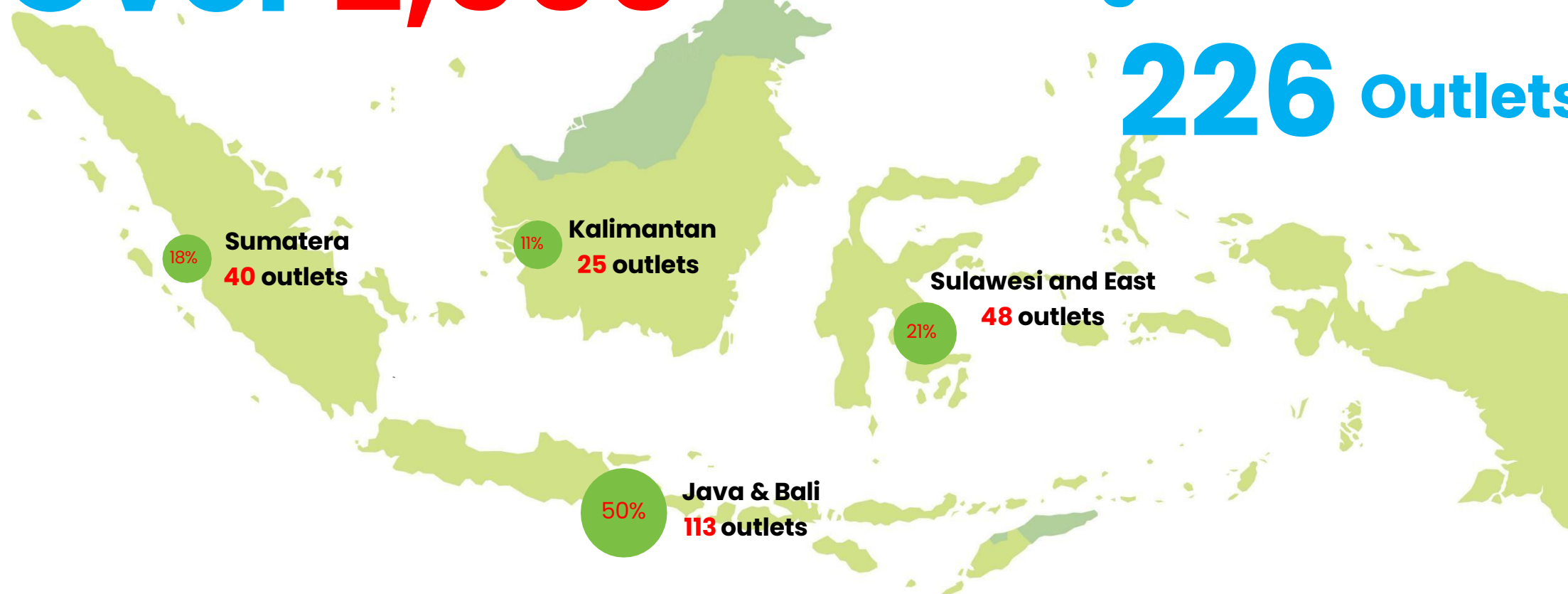
Source: Company and Industry Dec-23 figures from Seminar Nasional APPI

Notes:  
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 2,000** Productive Agents & **226 outlets\***



\* Consists of 195 branches and 31 kiosks