

# INVESTOR PRESENTATION

## PT BFI FINANCE INDONESIA TBK

28 April 2025



# Key Financial Highlights

## Bookings Consistent QoQ Despite Challenging Market Conditions

### Growth

- YoY bookings increased by 23.6% to Rp5,912 billion and increased by 1.3% QoQ
- Total Managed Receivables grew 12.8% YoY and 5.3% QoQ, at Rp25,406 billion

### Asset Quality

- NPF ratio at 1.30% in Mar-25, higher by 6 bps YoY and 5 bps QoQ
- NPF coverage at 2.8x, decrease from 2.9x YoY and increase from 2.7x QoQ
- CoC increase from 3.7% to 4.4% YoY due to additional provision for impairment losses for financing and sharia receivables, and loss on repossessed assets

### Profitability

- 1Q25 Net Revenue was Rp1,357 billion – an increase 8.0% YoY and 2.6% QoQ
- OPEX decreased by 3.8% YoY and by 2.9% QoQ to Rp586 billion
- PAT increase by 12.2% YoY whilst decreased by 9.8% QoQ, reaching Rp405 billion

### Other

- Annual and Extraordinary General Meeting will be held on 8 May 2025
- New Directors appointed to the BOD
- Cancellation of treasury shares

# Balance Sheet Highlights

Balance Sheet Continues to be Healthy – Balancing Growth and Risk

In Rp bil * (unless otherwise stated)	1Q25	1Q24	YoY Δ		1Q25	4Q24	QoQ Δ	
<b>New Bookings**</b>	5,912	4,783	↑	23.6%	5,912	5,835	↑	1.3%
<b>Managed Receivables^</b>	25,406	22,513	↑	12.8%	25,406	24,133	↑	5.3%
<b>Total Net Receivables</b>	22,795	21,186	↑	7.6%	22,795	22,096	↑	3.2%
<b>Total Assets</b>	25,687	24,168	↑	6.3%	25,687	25,120	↑	2.3%
<b>Total Debt#</b>	13,880	13,397	↑	3.6%	13,880	13,758	↑	0.9%
<b>Total Proforma Debt^</b>	15,578	13,933	↑	11.8%	15,578	14,982	↑	4.0%
<b>Total Equity</b>	10,668	9,822	↑	8.6%	10,668	10,182	↑	4.8%

(\* ) 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

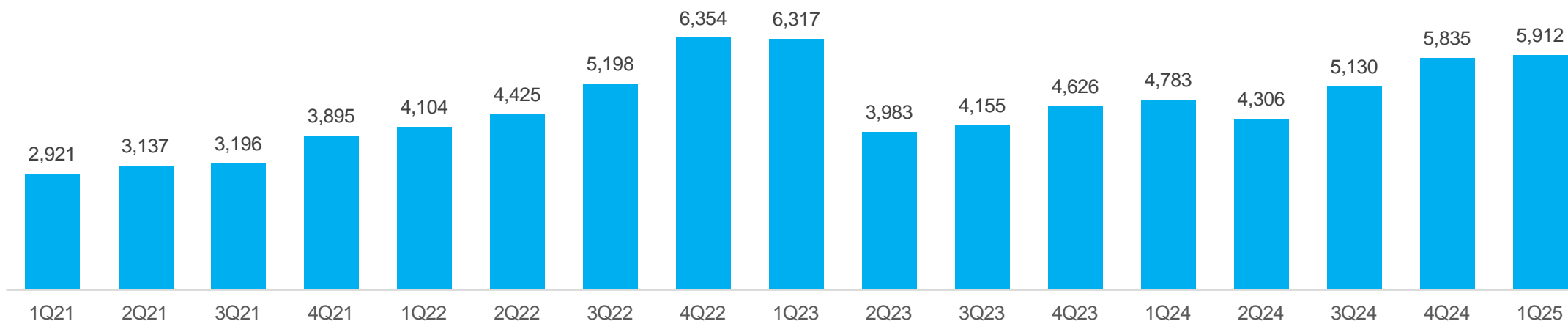
(\*\*) New booking excluding Channeling Pinjam Modal

(^ ) Includes channeling and joint financing transactions

# Balance Sheet Highlights

Consistent QOQ Bookings Improvement

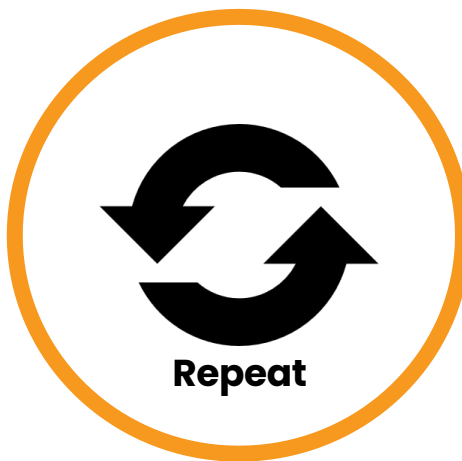
**Quarterly Bookings (excl Pinjam Modal) Trend (1Q21-1Q25)**



**Sources of Application (NDF only) 1Q25**



AGENCY  
50%

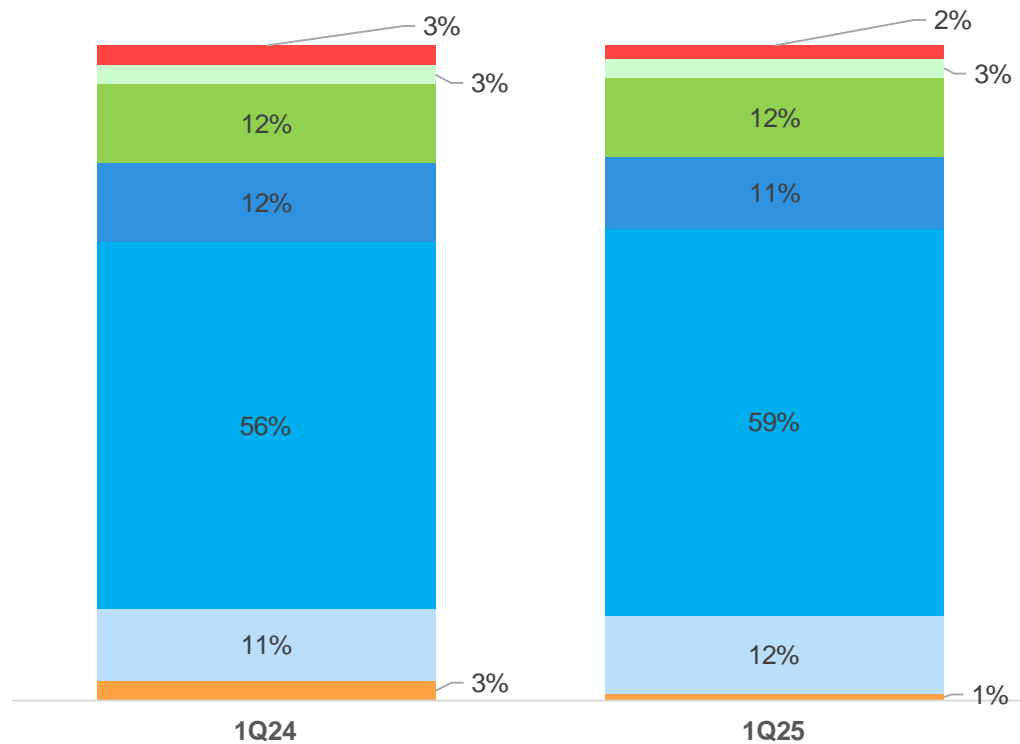


NON-AGENCY  
50%

# Product Breakdown

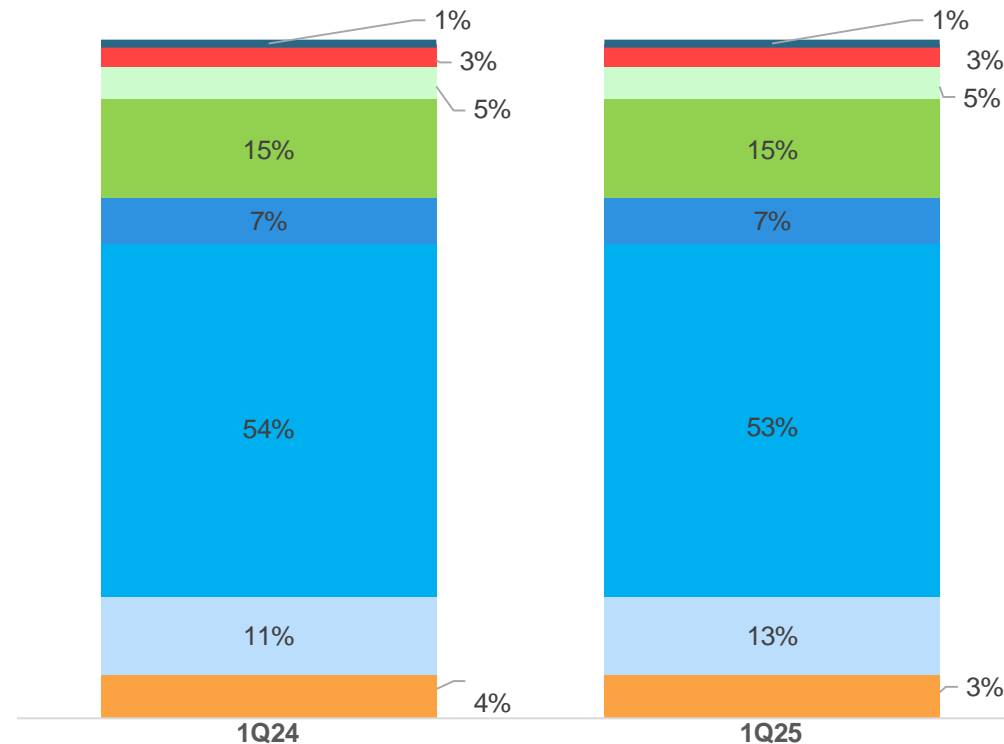
Gradually recovering momentum in NDF Book

**Breakdown of Bookings (excl Pinjam Modal)**  
1Q24 vs 1Q25



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

**Breakdown of Receivables (incl Pinjam Modal)**  
1Q24 vs 1Q25



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

# Profit & Loss Highlights

1Q25 Shows Significant Improvement in YoY Profitability

In Rp bil * (unless otherwise stated)	1Q25	1Q24	YoY Δ		1Q25	4Q24	QoQ Δ	
<b>Interest Income</b>	1,142	1,066	↑	7.1%	1,142	1,105	↑	3.4%
<b>Financing Cost</b>	233	230	↑	1.4%	233	225	↑	3.8%
<b>Net Interest Income</b>	909	836	↑	8.7%	909	880	↑	3.2%
<b>Fees &amp; Other Income</b>	448	420	↑	6.5%	448	443	↑	1.2%
<b>Net Revenue</b>	1,357	1,256	↑	8.0%	1,357	1,323	↑	2.6%
<b>Operating Expenses</b>	586	609	↓	3.8%	586	603	↓	2.9%
<b>Operating Income</b>	771	647	↑	19.0%	771	720	↑	7.1%
<b>Cost of Credit</b>	272	203	↑	33.5%	272	166	↑	63.4%
<b>PBT</b>	499	444	↑	12.4%	499	554	↓	9.8%
<b>PAT</b>	405	361	↑	12.2%	405	450	↓	9.8%

# Key Ratios

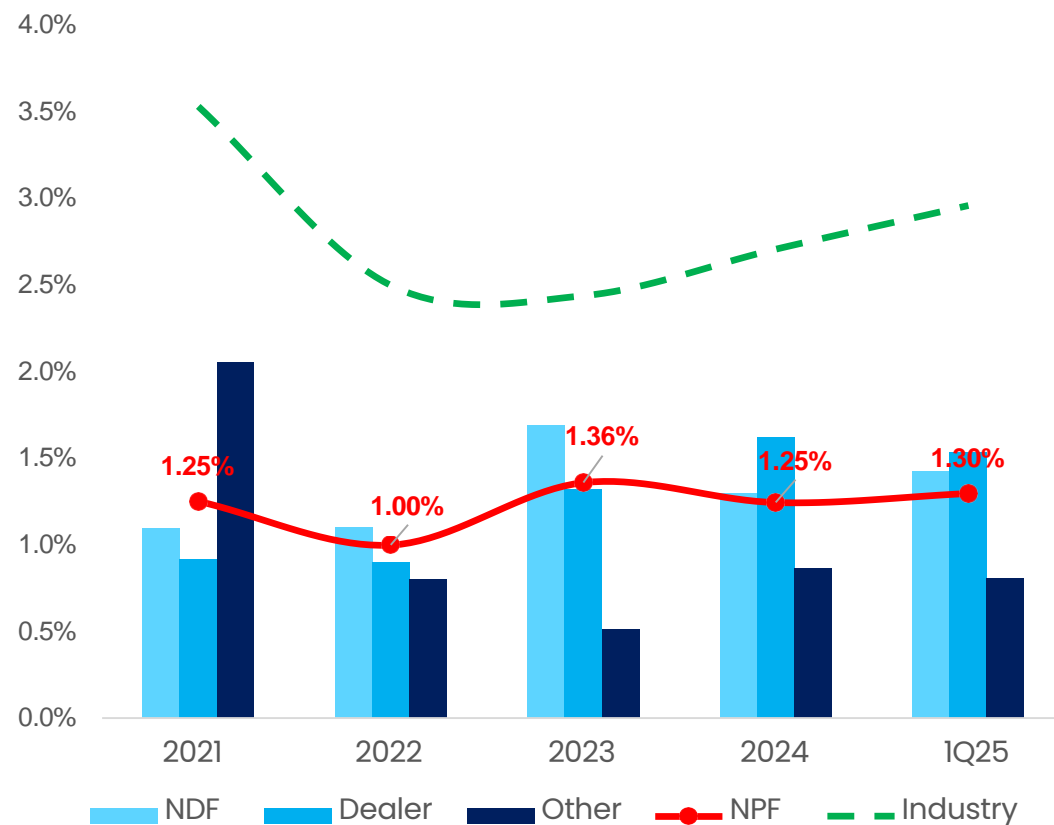
Encouraging YoY Performance – ROAA and ROAE

	1Q25	1Q24	YoYΔ		1Q25	4Q24	QoQ Δ	
<b>Net Interest Spread</b>	11.8%	12.1%	↓	29 bps	11.8%	11.9%	↓	10 bps
<b>Cost to Income</b>	42.7%	48.0%	↓	528 bps	42.7%	44.8%	↓	208 bps
<b>CoC / Avg. Rec.</b>	4.4%	3.7%	↑	74 bps	4.4%	2.8%	↑	157 bps
<b>ROAA (after tax)</b>	6.5%	6.1%	↑	42 bps	6.5%	7.4%	↓	92 bps
<b>ROAE (after tax)</b>	15.5%	14.9%	↑	61 bps	15.5%	17.4%	↓	192 bps
<b>NPF**</b>	1.30%	1.24%	↑	6 bps	1.30%	1.25%	↑	5 bps
<b>NPF coverage</b>	2.8x	2.9x	↓	0.1x	2.8x	2.7x	↑	0.0x

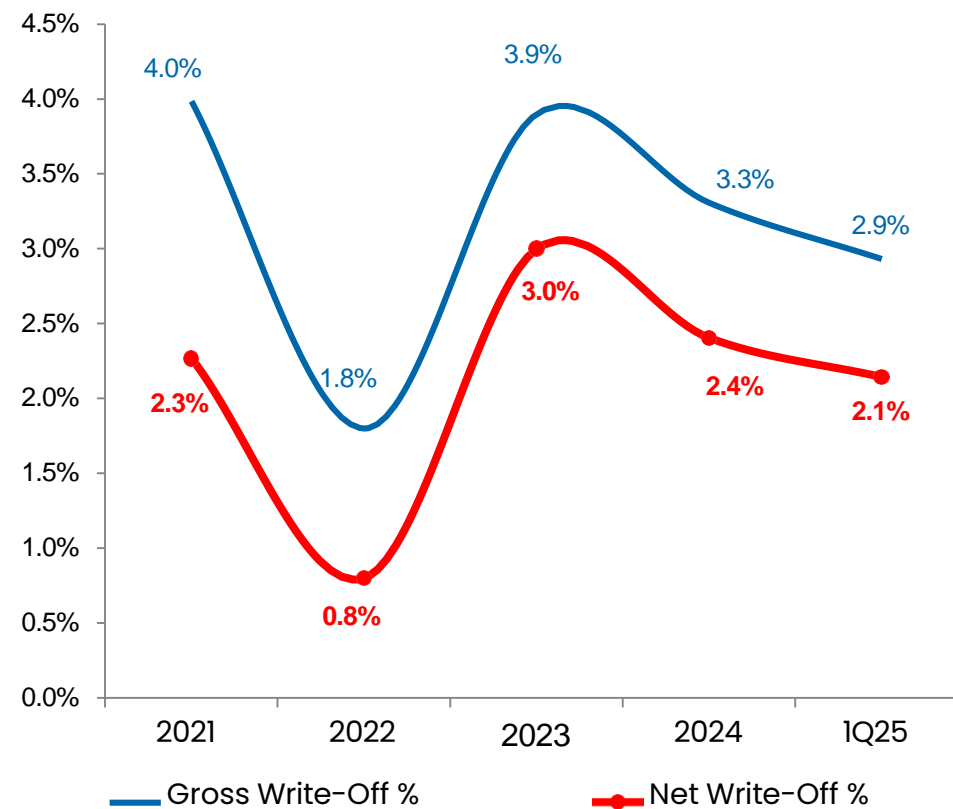
# Strong Balance Sheet Quality

NPF Trend Consistently Below Industry

**NPF Trend 2021-1Q25**



**Write-Off Trend 2021-1Q25**

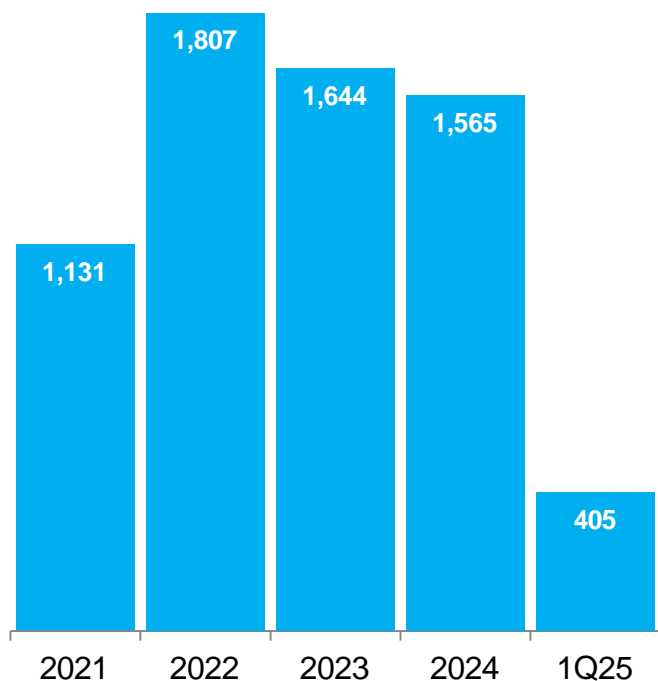


Source: Company and Industry Jan-25 figures from OJK

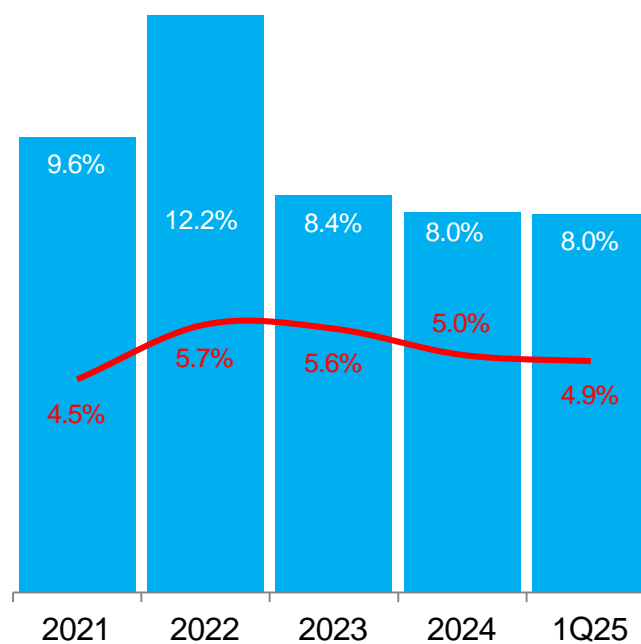
# Historical Financials

Proven Track Record – Consistently outperforming the Industry

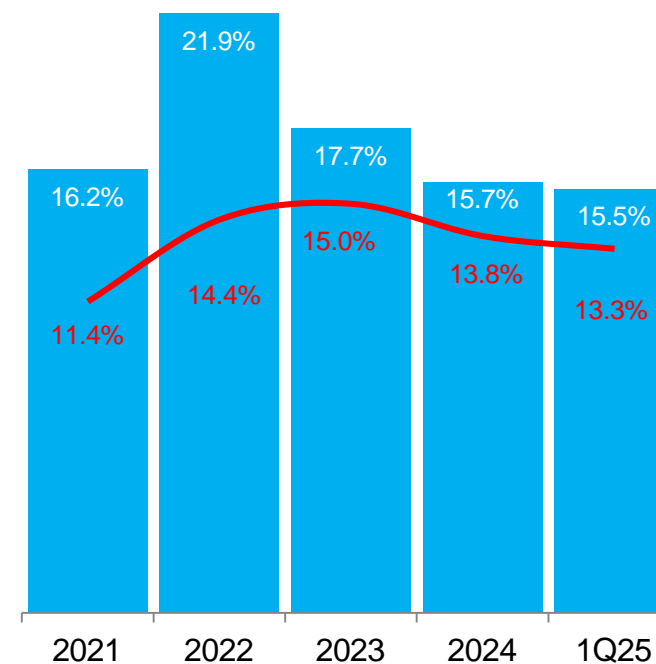
**PAT (Rp bil) Track Record  
2021-1Q25**



**ROA vs Industry  
2021-1Q25**



**ROE vs Industry  
2021-1Q25**



Source: Company and Industry Jan-25 figures from OJK

Notes:

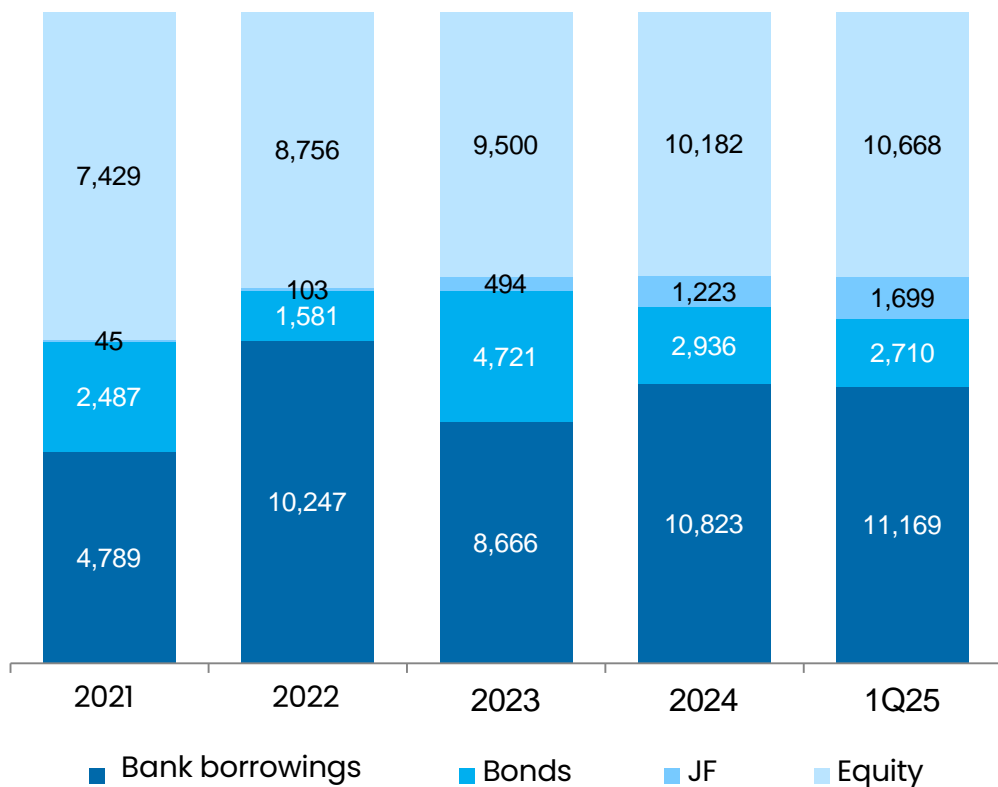
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

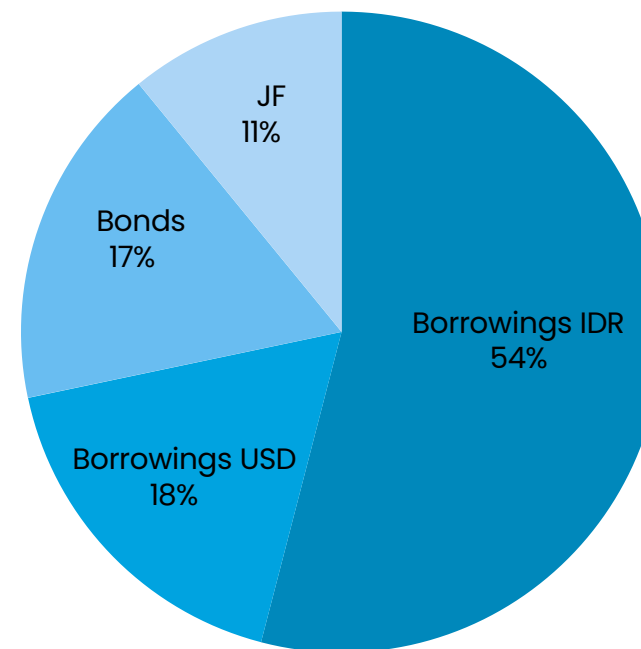
# Strong Capital Base

Funding sources still dominated by bank borrowings

**Source of Funding  
2021-1Q25**



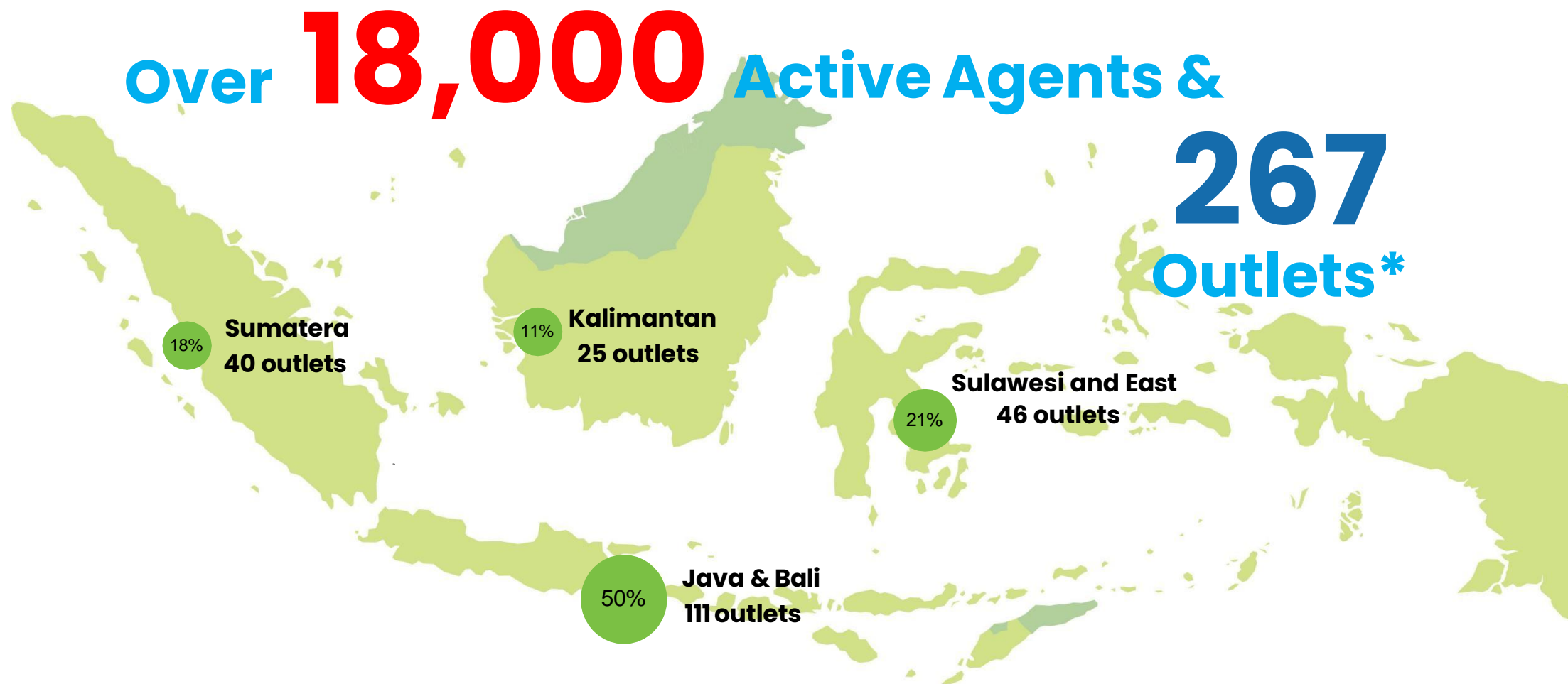
**External Funding Sources  
1Q25**



**Total : Rp15,578 billion**

# Distribution Network

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



\* Consists of 191 branches, 31 kiosks and 45 Sharia representatives

**Thank you & Q&A**