

# INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

31 October 2025



# Key Financial Highlights

Slower Growth Reflects Ongoing Weak Consumer Sentiment and Affordability



- YoY bookings increased by 15.2% to Rp16,375 billion and QoQ bookings increased by 9.9% to Rp5,480 billion
- Total Managed Receivables grew 13.0% YoY and 1.4% QoQ, at Rp25,992 billion
- NPF ratio at 1.55% in Sep-25, higher by 12 bps YoY and lower 8 bps QoQ
- NPF coverage at 2.5x, decreased from 2.6x YoY and increased from 2.4x QoQ
- CoC increased from 3.7% to 4.6% YoY due to additional provision for impairment losses, and loss on repossessed assets. Improving, however, on a QoQ basis - 4.9% to 4.5% QoQ
- 9M25 Net Revenue was Rp4,080 billion – an increase of 7.7% YoY and 4.4% QoQ
- OPEX decreased by 1.4% YoY to Rp1,769 billion and increased by 4.2% QoQ to Rp604 billion
- 9M25 Operating Income reached Rp2,311 billion – an increase of 16.0% YoY and 4.6% QoQ
- PAT increased by 4.7% YoY and 13.5% QoQ, reaching Rp1,167 billion due to higher COC
- Ares Management replaces Northstar as shareholders in Trinugraha
- Buyback of treasury shares from 4 August 2025 to 31 October 2025, with maximum number of shares repurchased equivalent to Rp500 billion
- As of 30 October 2025, >175 million shares have been repurchased

# Balance Sheet Highlights

Robust Balance Sheet Allows for Risk Absorption in Challenging Times

In Rp bil * (unless otherwise stated)	9M25	9M24	YoY Δ		3Q25	2Q25	QoQ Δ	
<b>New Bookings**</b>	16,375	14,219	↑	15.2%	5,480	4,983	↑	9.9%
<b>Managed Receivables^</b>	25,992	23,003	↑	13.0%	25,992	25,627	↑	1.4%
<b>Total Net Receivables</b>	22,432	21,213	↑	5.7%	22,432	22,536	↓	0.5%
<b>Total Assets</b>	25,429	24,109	↑	5.5%	25,429	25,337	↑	0.4%
<b>Total Debt#</b>	13,398	12,833	↑	4.4%	13,398	13,800	↓	2.9%
<b>Total Proforma Debt^</b>	15,947	13,780	↑	15.7%	15,947	15,889	↑	0.4%
<b>Total Equity</b>	10,893	10,249	↑	6.3%	10,893	10,516	↑	3.6%

(\* ) 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

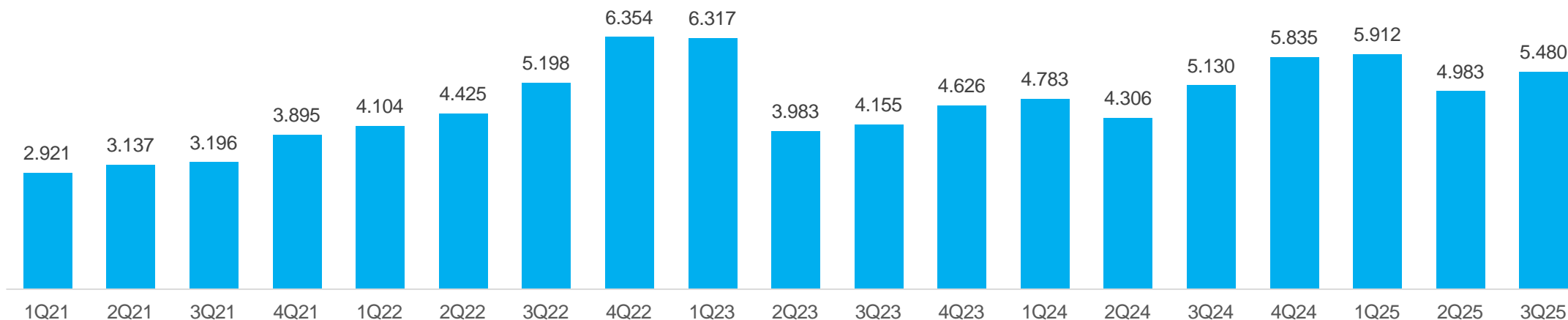
(\*\*) New booking excluding Channeling Pinjam Modal

(^ ) Includes channeling and joint financing transactions

# Balance Sheet Highlights

Gradual QoQ Recovery – Indonesia Auto Market Continues to Face Sluggish Demand and Lower Spending

**Quarterly Bookings (excl Pinjam Modal) Trend (2021-3Q25)**



**Sources of Application (NDF only) 9M25**



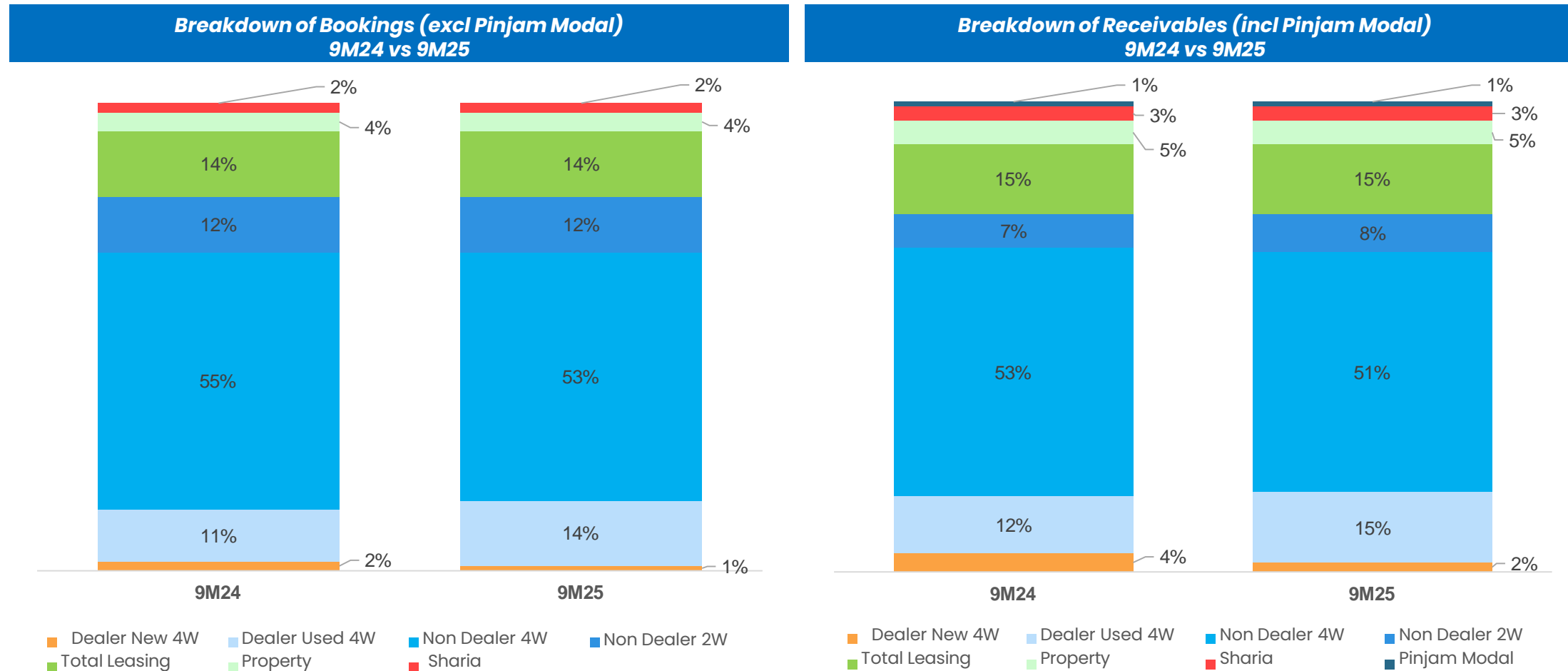
AGENCY  
49%



NON-AGENCY  
51%

# Product Breakdown

NDF Remains our Core Product and We Continue to Maintain Market Leadership in this Category



# Profit & Loss Highlights

Healthy Bottomline Amid Challenging Market – QoQ Growth is Strong

In Rp bil * (unless otherwise stated)	9M25	9M24	YoY Δ		3Q25	2Q25	QoQ Δ	
<b>Interest Income</b>	3,488	3,230	↑	8.0%	1,183	1,163	↑	1.7%
<b>Financing Cost</b>	713	706	↑	1.0%	239	241	↓	0.6%
<b>Net Interest Income</b>	2,775	2,524	↑	10.0%	944	922	↑	2.3%
<b>Fees &amp; Other Income</b>	1,305	1,263	↑	3.3%	448	409	↑	9.3%
<b>Net Revenue</b>	4,080	3,787	↑	7.7%	1,392	1,331	↑	4.4%
<b>Operating Expenses</b>	1,769	1,795	↓	1.4%	604	579	↑	4.2%
<b>Operating Income</b>	2,311	1,992	↑	16.0%	788	752	↑	4.6%
<b>Cost of Credit</b>	871	619	↑	40.7%	289	310	↓	7.2%
<b>PBT</b>	1,440	1,373	↑	4.8%	499	442	↑	12.9%
<b>PAT</b>	1,167	1,115	↑	4.7%	405	357	↑	13.5%

# Key Ratios

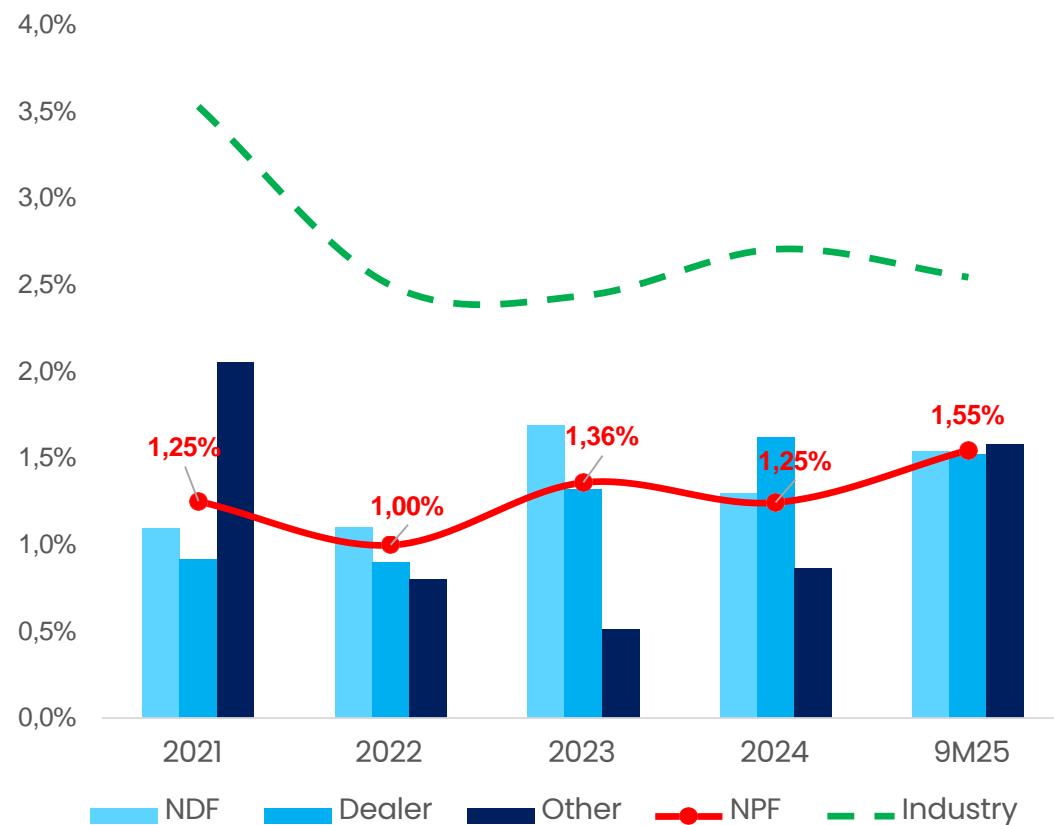
Improve on overall QoQ performance

	9M25	9M24	YoYΔ		3Q25	2Q25	QoQ Δ	
<b>Net Interest Spread</b>	11.6%	11.9%	↓	30 bps	11.6%	11.5%	↑	13 bps
<b>Cost to Income</b>	42.9%	46.9%	↓	407 bps	42.9%	43.0%	↓	2 bps
<b>CoC / Avg. Rec.</b>	4.6%	3.7%	↑	93 bps	4.5%	4.9%	↓	41 bps
<b>ROAA (after tax)</b>	6.2%	6.2%	-	0 bps	6.4%	5.7%	↑	75 bps
<b>ROAE (after tax)</b>	14.7%	15.1%	↓	45 bps	15.0%	13.5%	↑	152 bps
<b>NPF**</b>	1.55%	1.42%	↑	12 bps	1.55%	1.63%	↓	8 bps
<b>NPF coverage</b>	2.5x	2.6x	↓	0.1x	2.5x	2.4x	↑	0.1x

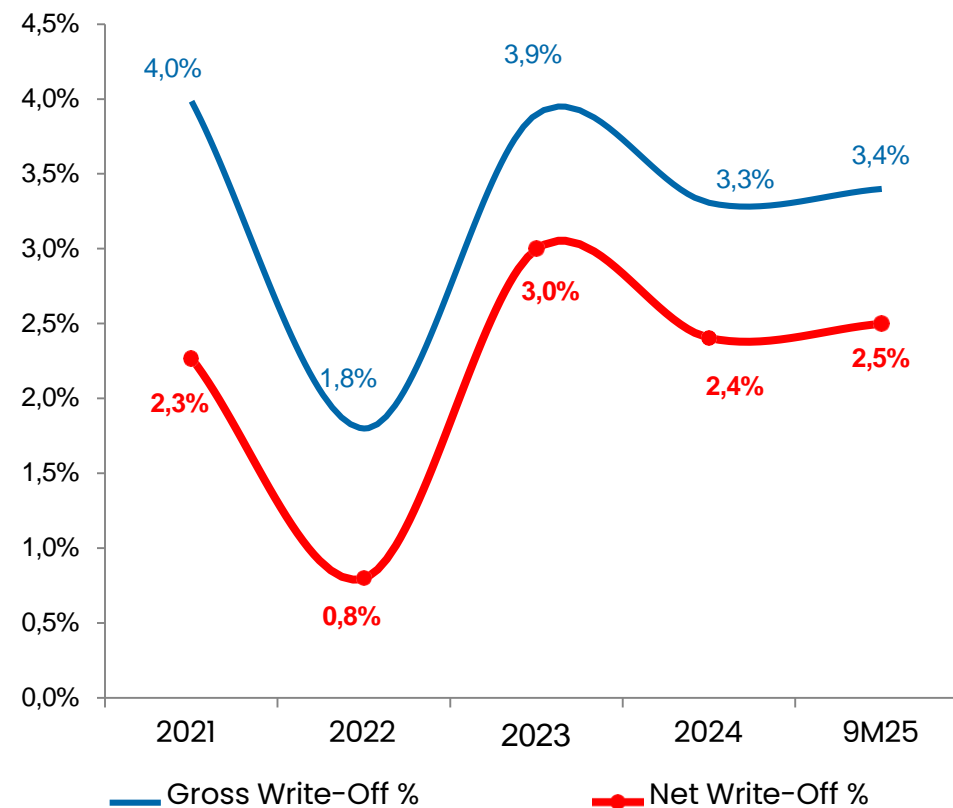
# Strong Balance Sheet Quality

NPF Trend Consistently Below Industry

**NPF Trend  
2021-9M25**



**Write-Off Trend  
2021-9M25**

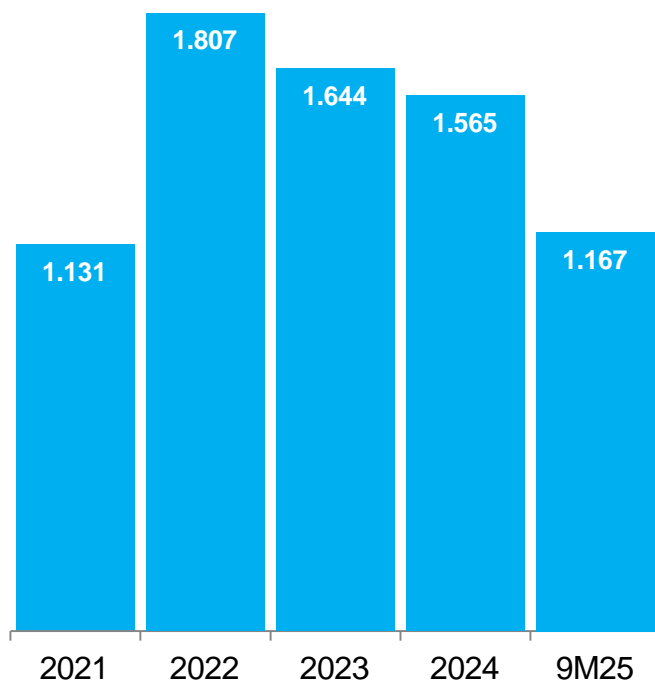


Source: Company and Industry June-25 figures from OJK

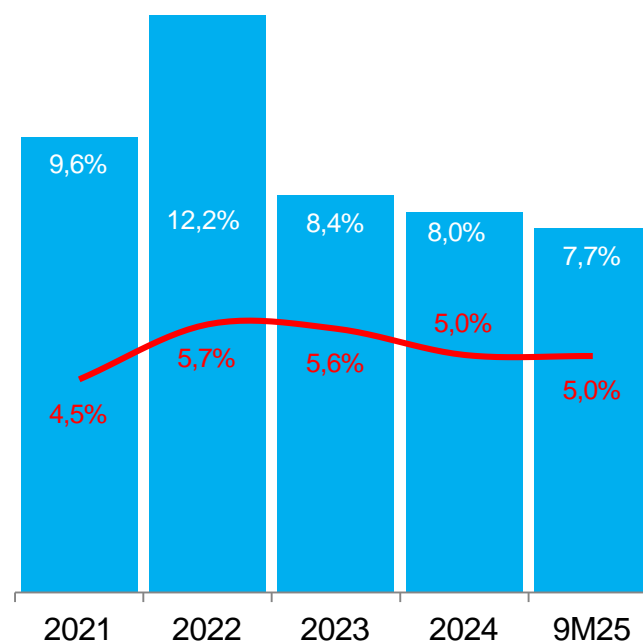
# Historical Financials

Proven Track Record – Consistently outperforming the Industry

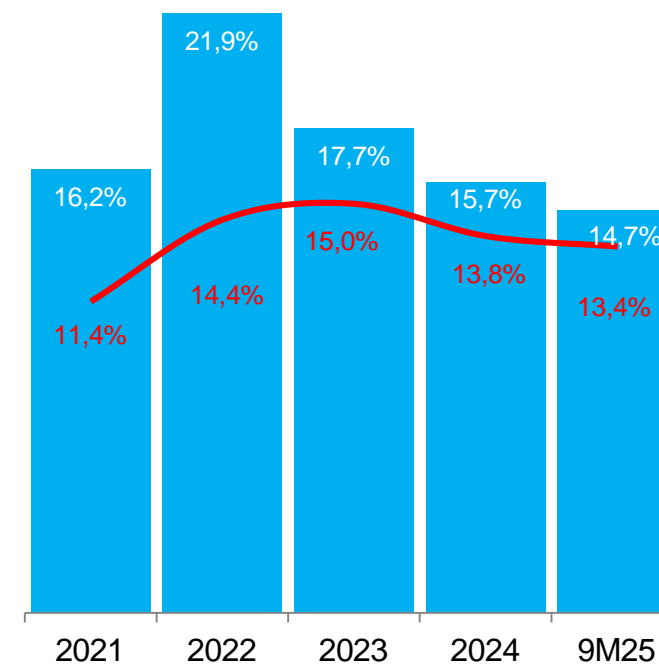
**PAT (Rp bil) Track Record  
2021-9M25**



**ROA vs Industry  
2021-9M25**



**ROE vs Industry  
2021-9M25**



Source: Company and Industry June-25 figures from OJK

Notes:

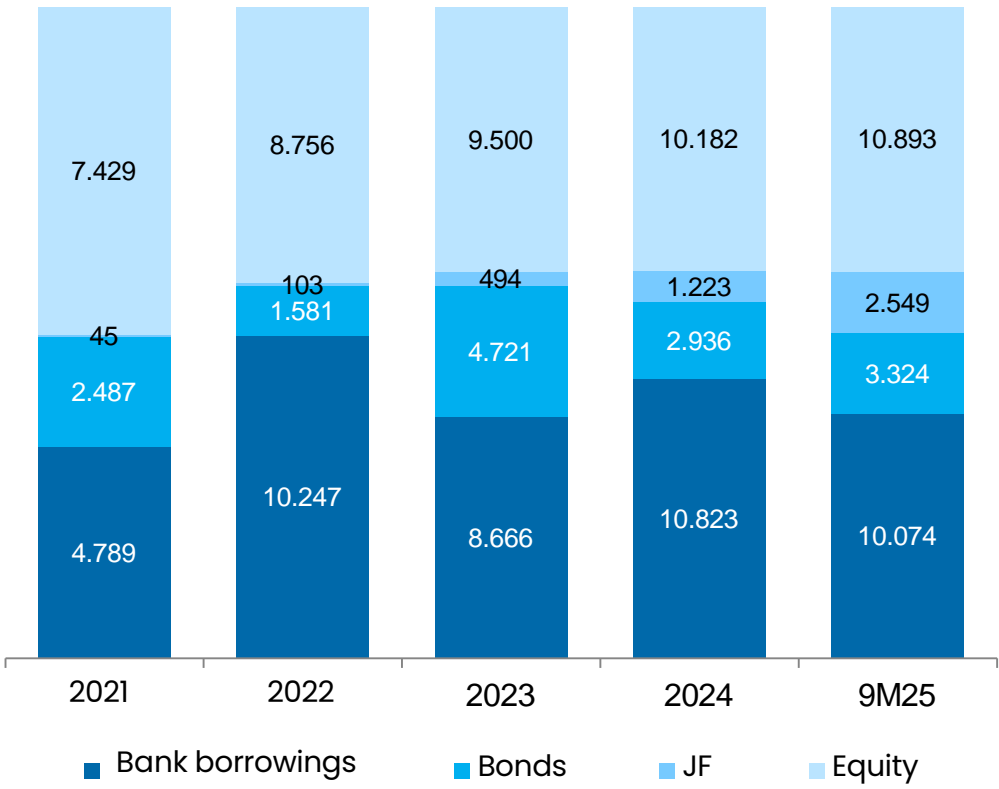
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

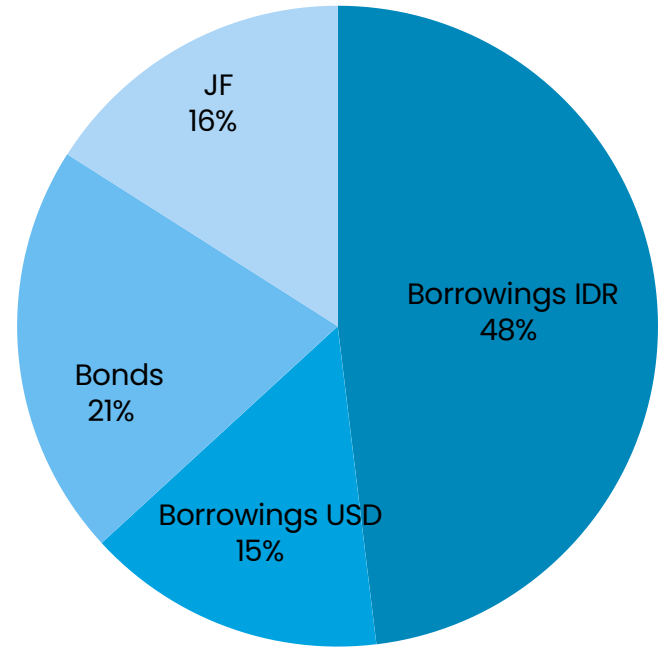
# Strong Capital Base

Funding sources still dominated by bank borrowings

**Source of Funding 2021-9M25**



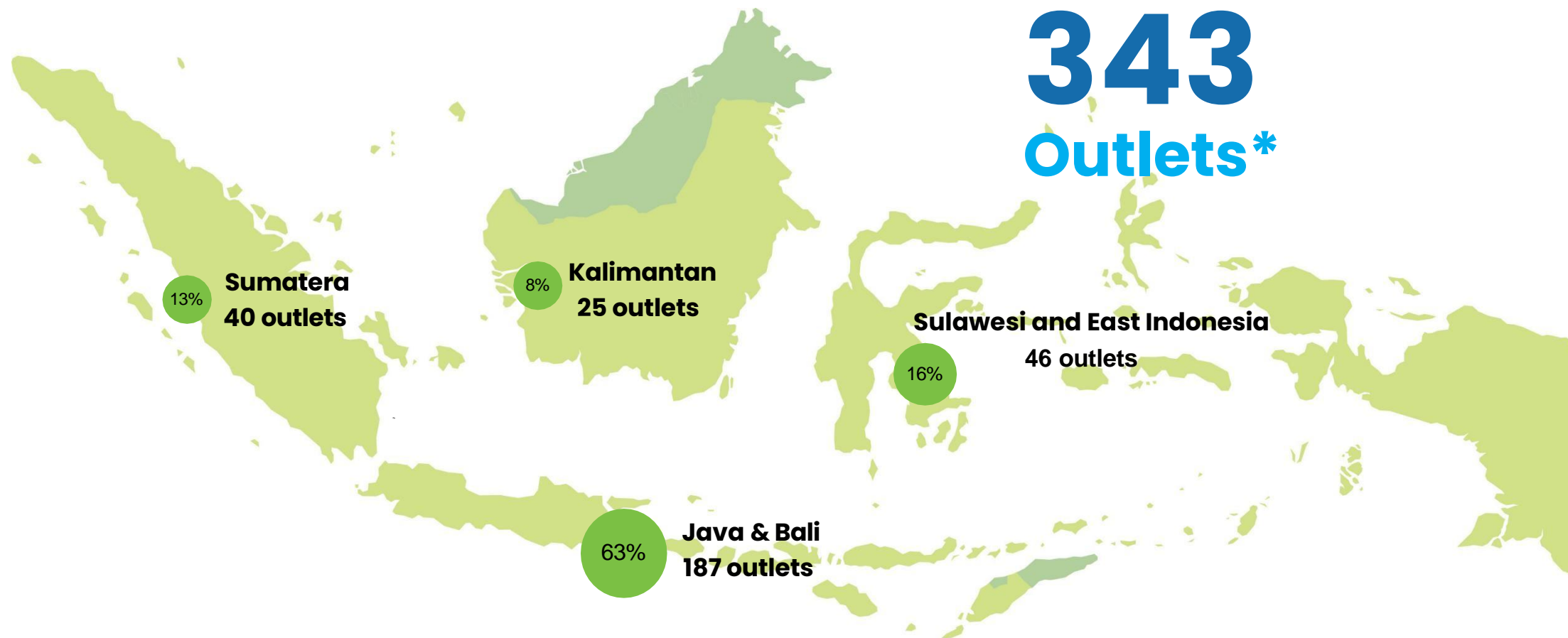
**External Funding Sources 9M25**



**Total : Rp15,947 billion**

# Distribution Network

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



\* Consists of 191 branches, 107 kiosks and POS, and 45 Sharia representatives



**Thank You**