

INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

25 February 2025



Key Financial Highlights

Gradually regaining momentum with HoH and QoQ Bookings up 20.6% and 13.7% YoY

<p>Growth</p>	<ul style="list-style-type: none"> • HoH bookings increased by 20.6% to Rp10,965 billion, QoQ bookings increased by 13.7% to Rp5,834 billion, and YTD booking increased by 5.1% YoY to Rp20,054 billion. Gradually regaining momentum through internal recalibration • Total Managed Receivables grew 9.6% YoY, 7.5% HoH and 4.9% QoQ, at Rp24,133 bn
<p>Asset Quality</p>	<ul style="list-style-type: none"> • NPF ratio at 1.25% in Dec-24, lower by 12 bps YoY, 22 bps HoH and 18 bps QoQ • NPF coverage at 2.7x, increase from 2.6x YoY, HoH and QoQ • CoC improved to 3.4% YoY from 3.6% in line with improve in delinquency
<p>Profitability</p>	<ul style="list-style-type: none"> • FY24 Net Revenue was Rp5,110 billion – an increase of 4.2% HoH and 2.9% QoQ, whilst 0.5% slightly decrease YoY • OPEX decreased by 1.7% HoH, and increased by 3.0% YoY and QoQ • HoH and QoQ PAT increased by 28.2% and 4.8% YoY whilst FY24 decreased by 4.8% YoY to reach Rp1,565 billion
<p>Other</p>	<ul style="list-style-type: none"> • The retirement of Bp Francis Lay as the Company's CEO and appointment of Bp Sutadi as the new CEO (with OJK approval dated 17-Feb-25); • Bp Francis will take on the role as Chairman of the Board after gardening period of 6 months and subject to OJK's fit & proper test

Balance Sheet Highlights

On growth trajectory with improved performance and credit quality

In Rp bil * (unless otherwise stated)	FY24	FY23	YoY Δ		2H24	1H24	HoH Δ		4Q24	3Q24	QoQ Δ	
New Bookings**	20,054	19,081	↑	5.1%	10,965	9,089	↑	20.6%	5,835	5,130	↑	13.7%
Managed Receivables^	24,133	22,012	↑	9.6%	24,133	22,449	↑	7.5%	24,133	23,003	↑	4.9%
Total Net Receivables	22,096	20,759	↑	6.4%	22,096	20,969	↑	5.4%	22,096	21,213	↑	4.2%
Total Assets	25,120	23,991	↑	4.7%	25,120	24,292	↑	3.4%	25,120	24,109	↑	4.2%
Total Debt#	13,758	13,387	↑	2.8%	13,758	13,656	↑	0.8%	13,758	12,833	↑	7.2%
Total Proforma Debt^	14,982	13,880	↑	7.9%	14,982	14,279	↑	4.9%	14,982	13,780	↑	8.7%
Total Equity	10,182	9,500	↑	7.2%	10,182	9,678	↑	5.2%	10,182	10,249	↓	0.7%

(*) 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

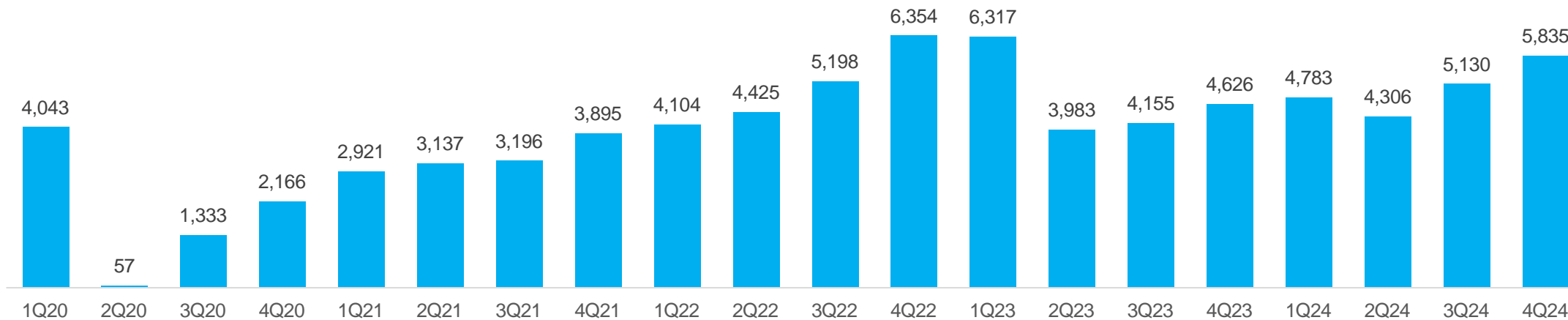
(**) New booking excluding Channeling Pinjam Modal

(^) Includes channeling and joint financing transactions

Balance Sheet Highlights

Achieved highest quarterly bookings since cyber attack amidst weak market

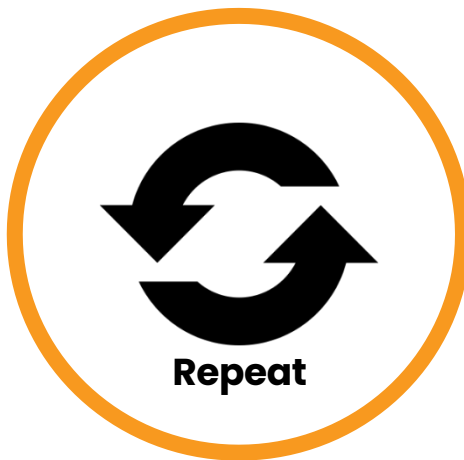
Quarterly Bookings (excl Pinjam Modal) Trend (2020-4Q24)



Sources of Application (NDF only) FY24



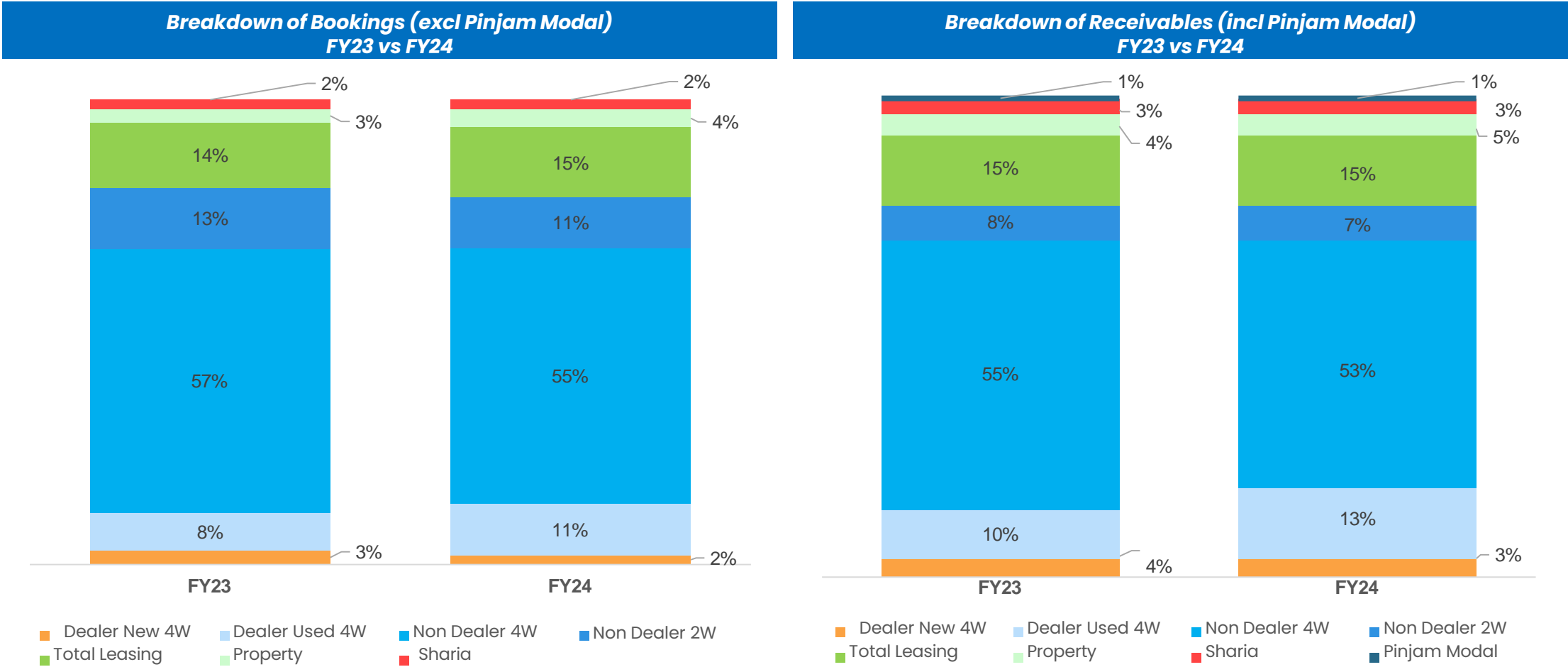
AGENCY
50%



NON-AGENCY
50%

Product Breakdown

Gradually recovering momentum in NDF book after strict mitigation for last few quarters



Profit & Loss Highlights

2H24 Shows Significant Improvement in Profitability Due to Revenue Growth, Lower CoC and Cost Rationalisation

In Rp bil * (unless otherwise stated)	FY24	FY23	YoY Δ		2H24	1H24	HoH Δ		4Q24	3Q24	QoQ Δ	
Interest Income	4,335	4,377	↓	1.0%	2,190	2,145	↑	2.1%	1,105	1,085	↑	1.9%
Financing Cost	931	951	↓	2.2%	460	471	↓	2.3%	225	235	↓	4.4%
Net Interest Income	3,404	3,426	↓	0.6%	1,730	1,674	↑	3.3%	880	850	↑	3.7%
Fees & Other Income	1,706	1,708	↓	0.2%	878	828	↑	6.1%	443	435	↑	1.5%
Net Revenue	5,110	5,134	↓	0.5%	2,608	2,502	↑	4.2%	1,323	1,285	↑	2.9%
Operating Expenses	2,398	2,327	↑	3.0%	1,189	1,209	↓	1.7%	603	586	↑	3.0%
Operating Income	2,712	2,807	↓	3.4%	1,419	1,293	↑	9.8%	720	699	↑	2.9%
Cost of Credit	785	782	↑	0.4%	337	448	↓	24.8%	166	171	↓	2.7%
PBT	1,927	2,025	↓	4.9%	1,082	845	↑	28.1%	554	528	↑	4.7%
PAT	1,565	1,644	↓	4.8%	879	686	↑	28.2%	450	429	↑	4.8%

Key Ratios

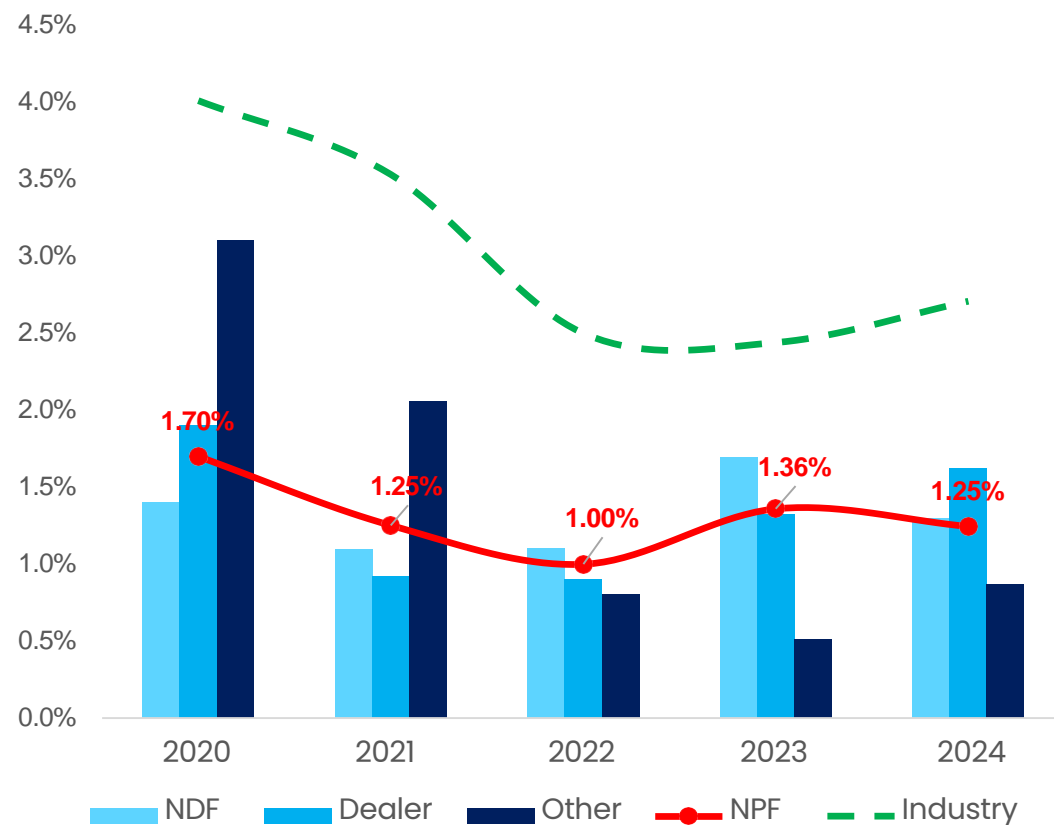
Encouraging QoQ and HoH Performance – Improvement in Almost All Metrics

	FY24	FY23	YoY Δ		2H24	1H24	HoH Δ		4Q24	3Q24	QoQ Δ	
Net Interest Spread	11.9%	12.6%	↓	74 bps	11.8%	12.0%	↓	16 bps	11.9%	11.8%	↑	3 bps
Cost to Income	46.4%	44.8%	↑	153 bps	45.0%	47.8%	↓	289 bps	44.8%	45.2%	↓	39 bps
CoC / Avg. Rec.	3.4%	3.6%	↓	10 bps	2.9%	4.0%	↓	110 bps	2.8%	3.0%	↓	17 bps
ROAA (after tax)	6.5%	6.8%	↓	28 bps	7.3%	5.7%	↑	158 bps	7.4%	7.2%	↑	25 bps
ROAE (after tax)	15.7%	17.7%	↓	198 bps	17.2%	14.1%	↑	311 bps	17.4%	17.1%	↑	37 bps
NPF**	1.25%	1.36%	↓	12 bps	1.25%	1.47%	↓	22 bps	1.25%	1.42%	↓	18 bps
NPF coverage	2.7x	2.6x	↑	0.2x	2.7x	2.6x	↑	0.1x	2.7x	2.6x	↑	0.1x

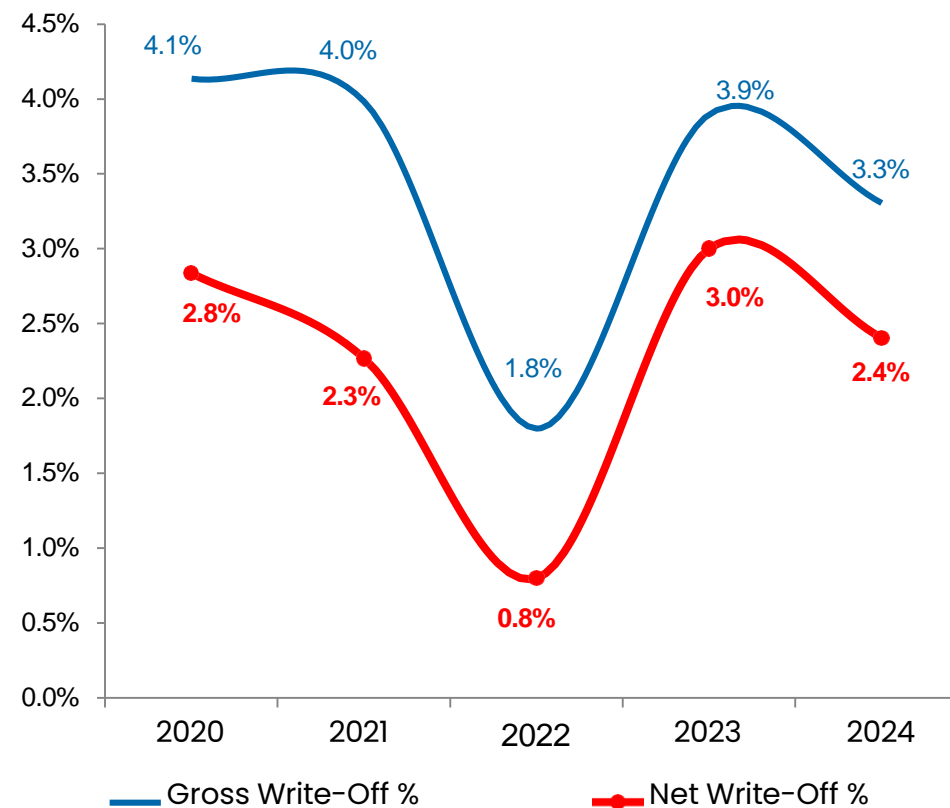
Strong Balance Sheet Quality

NFP Trend Consistently Below Industry

**NPF Trend
2020-2024**



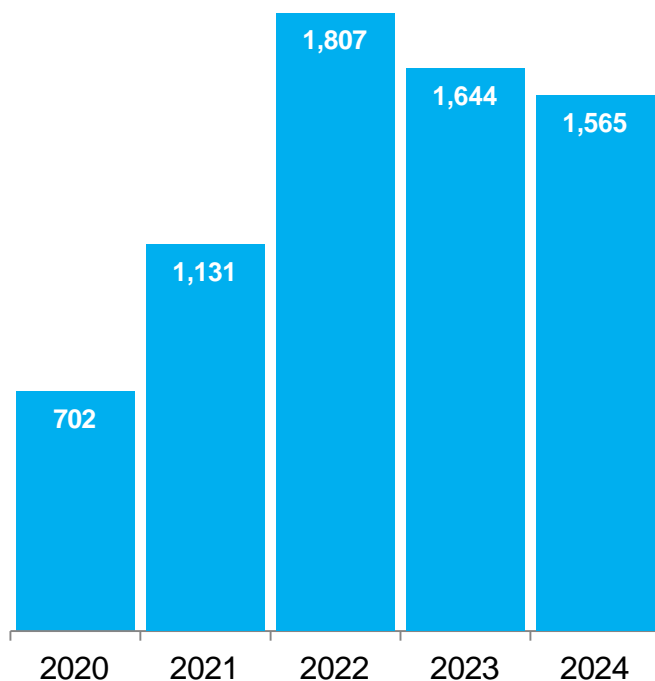
**Write-Off Trend
2020-2024**



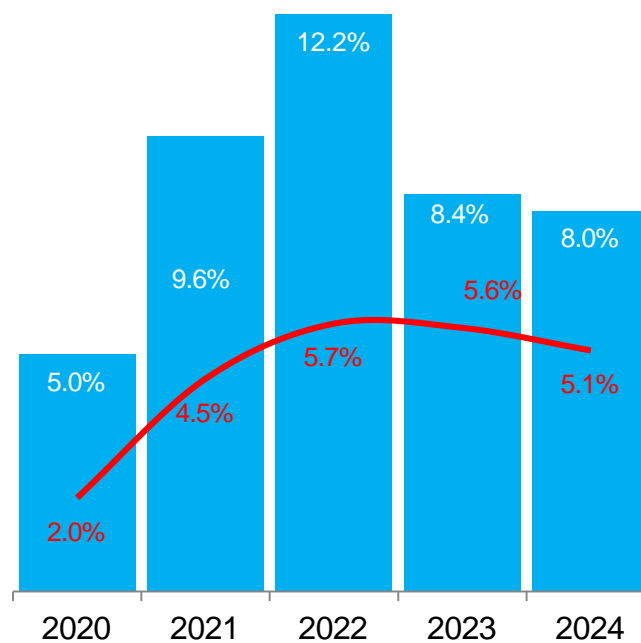
Historical Financials

Proven Track Record – Consistently Outperforming the Industry

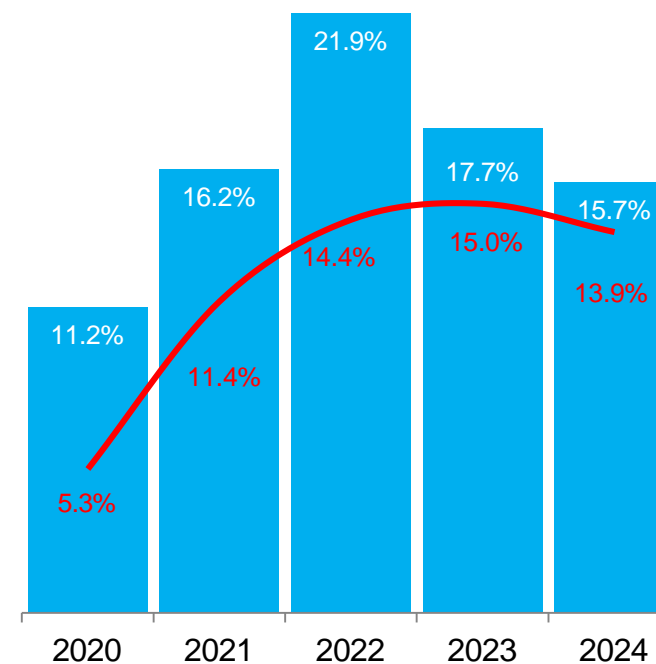
**PAT (Rp bil) Track Record
2020-2024**



**ROA vs Industry
2020-2024**



**ROE vs Industry
2020-2024**



Source: Company and Industry Nov-24 figures from OJK

Notes:

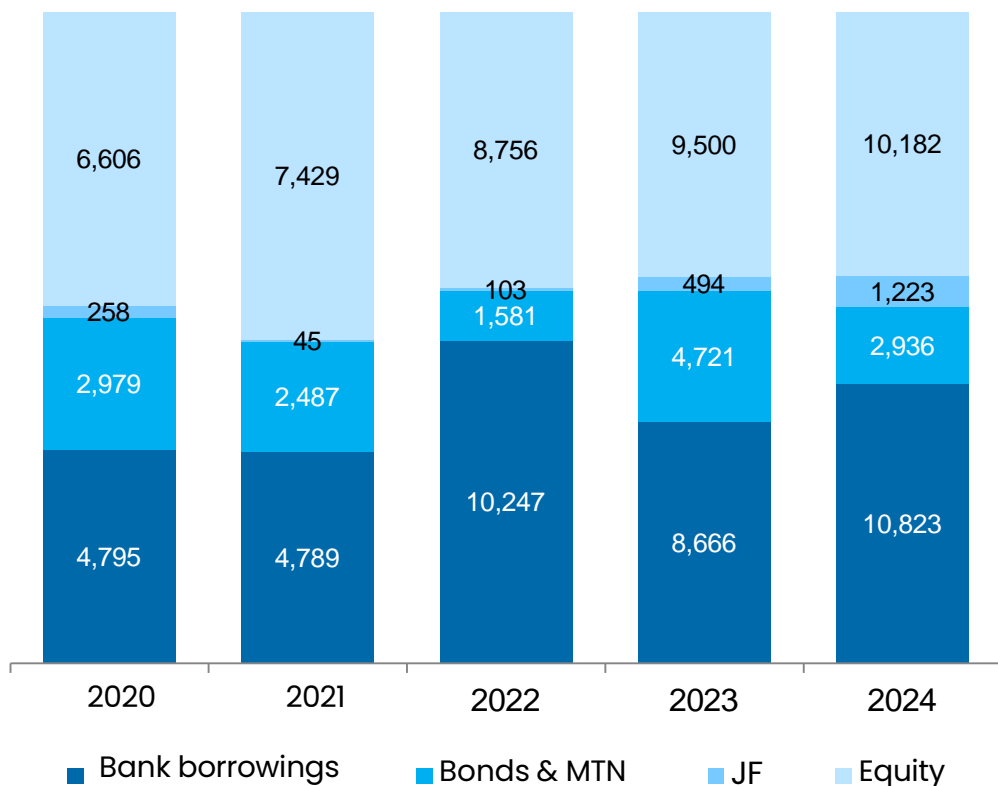
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

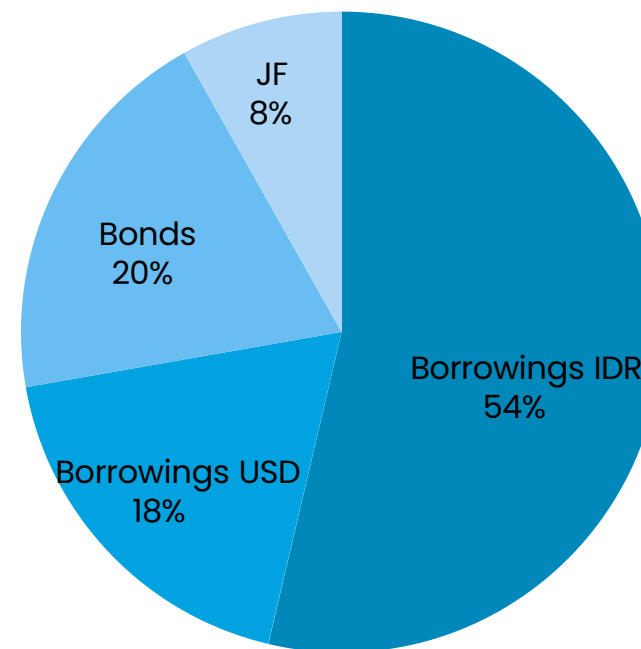
Strong Capital Base

Funding sources still dominated by bank borrowings

**Source of Funding
2020-2024**



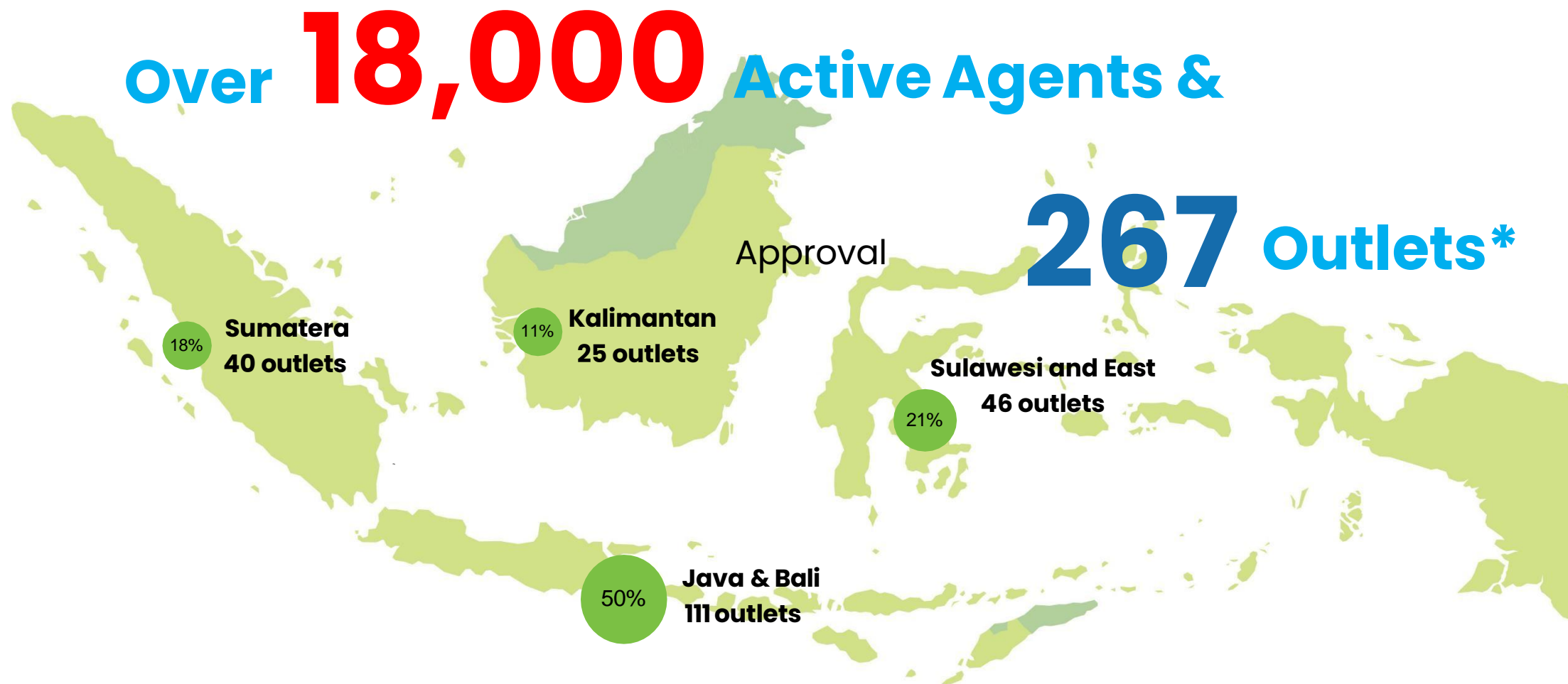
**External Funding Sources
2024**



Total : Rp14,982 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