

# INVESTOR PRESENTATION

## PT BFI FINANCE INDONESIA TBK

30 April 2026



# Key Financial Highlights

Slower Growth Reflects Ongoing Global Tension and Soft Consumer Sentiment

## Growth

- Bookings stable QoQ and declined 6.5% YoY Rp5,529 billion
- Total Managed Receivables grew 5.5% YoY and 1.9% QoQ, at Rp26,795 billion

## Asset Quality

- NPF ratio at 1.57% in Mar-26, higher by 28 bps YoY and 19 bps QoQ
- NPF coverage stood at 2.7x QoQ and decreased from 2.8x YoY
- CoC increased to 5.7% from 4.4% YoY and 3.5% QoQ due to additional provision for impairment losses and write-off.

## Profitability

- 1Q26 Net Revenue was Rp1,419 billion – an increase of 4.6% YoY and 0.2% QoQ
- OPEX increased by 3.1% YoY to Rp604 billion and decreased by 7.4% QoQ
- 1Q26 Operating Income reached Rp815 billion – an increase of 5.7% YoY and 6.7% QoQ
- PAT decreased by 12.6% YoY and 14.5% QoQ, reaching Rp354 billion due to higher COC

## Other

- FIT Peer-to-Peer License to be relinquished
- Share buyback program completed on 17 Mar 2026
- AGM / EGM scheduled on 20 May 2026, with agenda - MESOP issuance & new management structure (amongst others)
- Key new hire – Harry Latif to build new vehicle financing products

# Balance Sheet Highlights

Robust Balance Sheet Allows for Risk Absorption in Challenging Times

In Rp bil * (unless otherwise stated)	1Q26	1Q25	YoY Δ		1Q26	4Q25	QoQ Δ	
<b>New Bookings**</b>	5,529	5,912	↓	6.5%	5,529	5,547	↓	0.3%
<b>Managed Receivables<sup>^</sup></b>	26,795	25,406	↑	5.5%	26,795	26,283	↑	1.9%
<b>Total Net Receivables</b>	22,585	22,795	↓	0.9%	22,585	22,485	↑	0.4%
<b>Total Assets</b>	25,261	25,687	↓	1.7%	25,261	25,473	↓	0.8%
<b>Total Debt<sup>#</sup></b>	13,130	13,880	↓	5.4%	13,130	13,596	↓	3.4%
<b>Total Proforma Debt<sup>^</sup></b>	16,198	15,578	↑	4.0%	16,198	16,413	↓	1.3%
<b>Total Equity</b>	10,953	10,668	↑	2.7%	10,953	10,653	↑	2.8%

(\*) 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

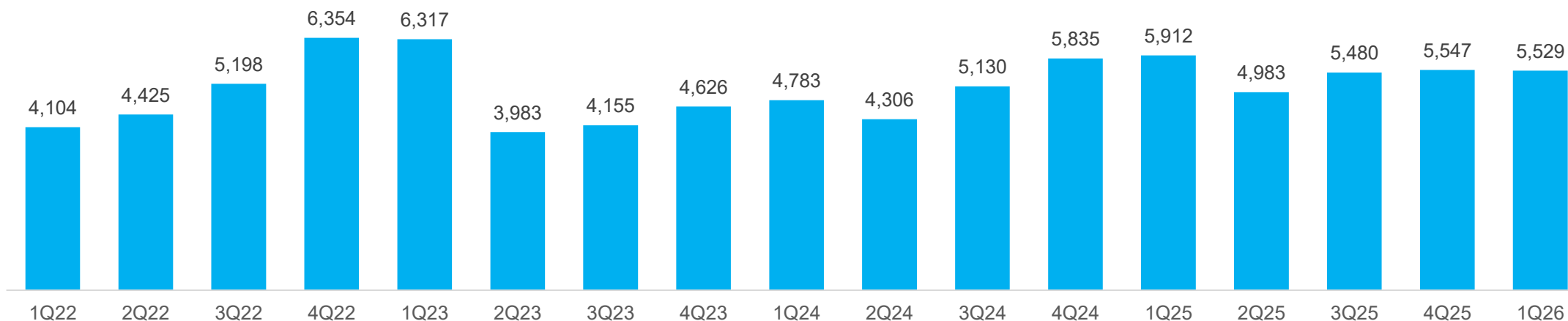
(\*\*) New booking excluding Channeling Pinjam Modal

(<sup>^</sup>) Includes channeling and joint financing transactions

# Balance Sheet Highlights

Muted growth – Ongoing Macro Risks and Soft Consumer Sentiments

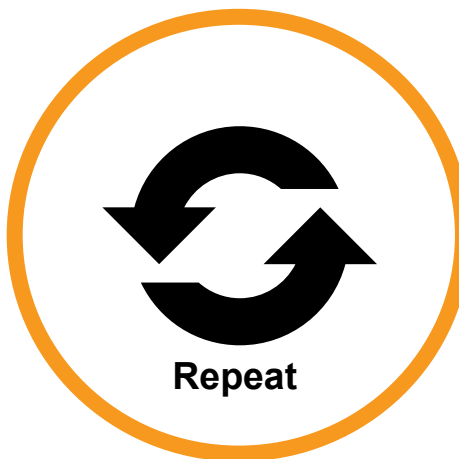
Quarterly Bookings (excl Pinjam Modal) Trend (1Q22-1Q26)



Sources of Application (NDF only)  
1Q26



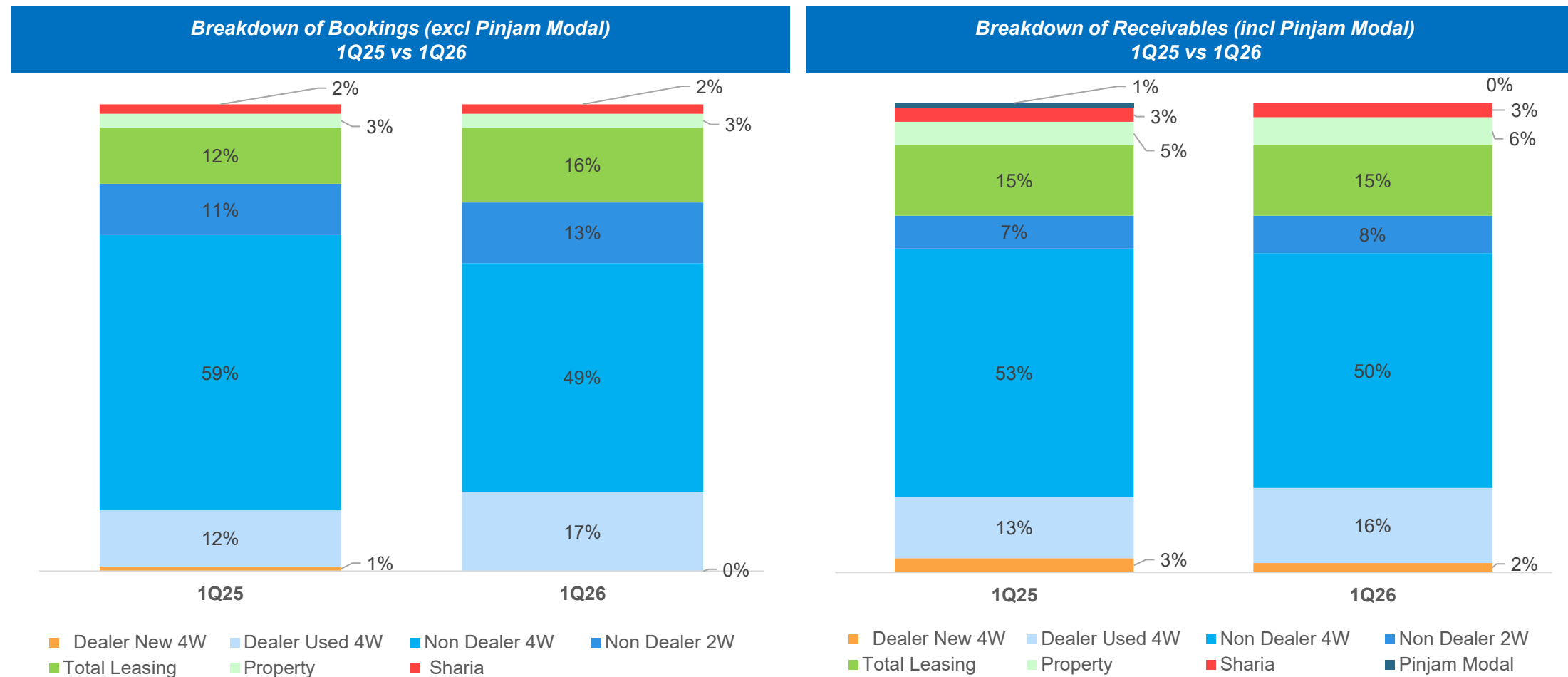
AGENCY  
47%



NON-AGENCY  
53%

# Product Breakdown

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



# Profit & Loss Highlights

Tighter Underwriting and Active Provisioning Prioritized Over Short Term Profitability

In Rp bil * (unless otherwise stated)	1Q26	1Q25	YoY Δ		1Q26	4Q25	QoQ Δ	
Interest Income	1,201	1,142	↑	5.2%	1,201	1,202	↓	0.1%
Financing Cost	219	233	↓	6.0%	219	226	↓	3.2%
Net Interest Income	982	909	↑	8.0%	982	976	↑	0.6%
Fees & Other Income	437	448	↓	2.4%	437	440	↓	0.7%
Net Revenue	1,419	1,357	↑	4.6%	1,419	1,416	↑	0.2%
Operating Expenses	604	586	↑	3.1%	604	653	↓	7.4%
Operating Income	815	771	↑	5.7%	815	763	↑	6.7%
Cost of Credit	378	272	↑	39.3%	378	230	↑	64.5%
PBT	437	499	↓	12.6%	437	533	↓	18.2%
PAT	354	405	↓	12.6%	354	414	↓	14.5%

# Key Ratios

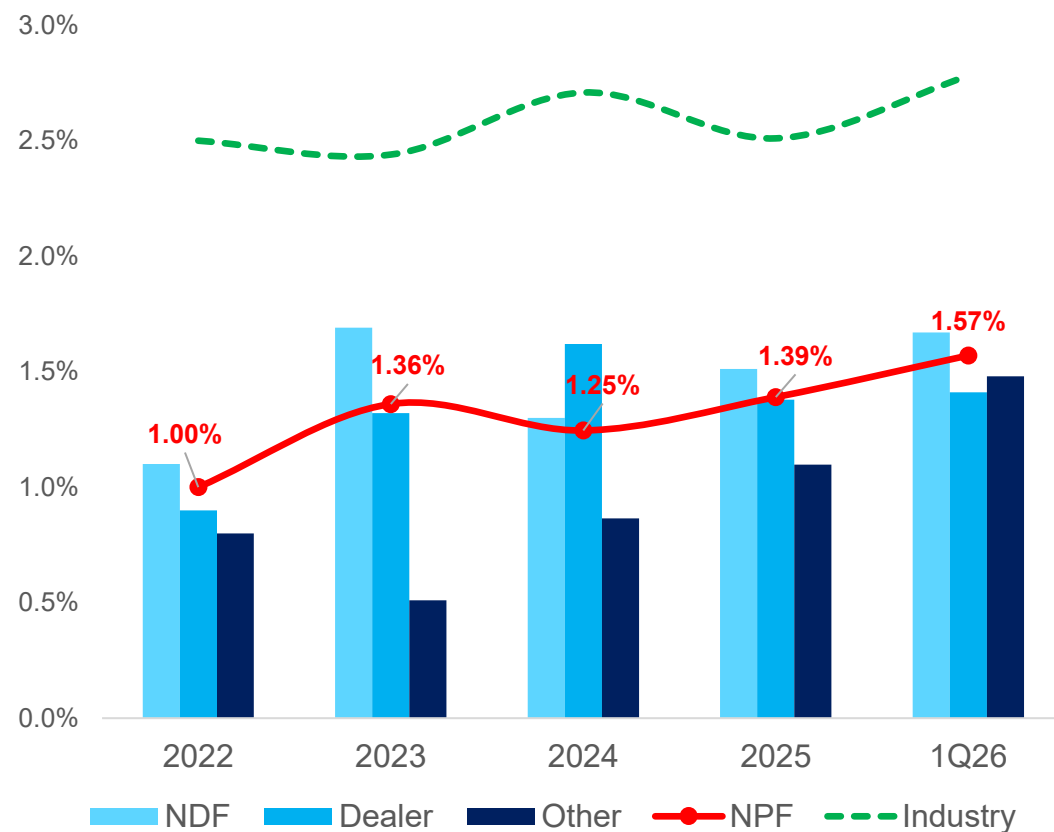
Margins Temporarily Softer But Rigorous Risk Management is in Place

	1Q26	1Q25	YoY Δ		1Q26	4Q25	QoQ Δ	
<b>Net Interest Spread</b>	11.9%	11.8%	↑	17 bps	11.9%	12.0%	↓	4 bps
<b>Cost to Income</b>	42.2%	42.7%	↓	53 bps	42.2%	48.1%	↓	599 bps
<b>CoC / Avg. Rec.</b>	5.7%	4.4%	↑	134 bps	5.7%	3.5%	↑	221 bps
<b>ROAA (after tax)</b>	5.7%	6.5%	↓	81 bps	5.7%	6.6%	↓	91 bps
<b>ROAE (after tax)</b>	13.0%	15.5%	↓	246 bps	13.0%	15.3%	↓	222 bps
<b>NPF**</b>	1.57%	1.30%	↑	28 bps	1.57%	1.39%	↑	19 bps
<b>NPF coverage</b>	2.7x	2.8x	↓	0.1x	2.7x	2.7x	-	0.0x

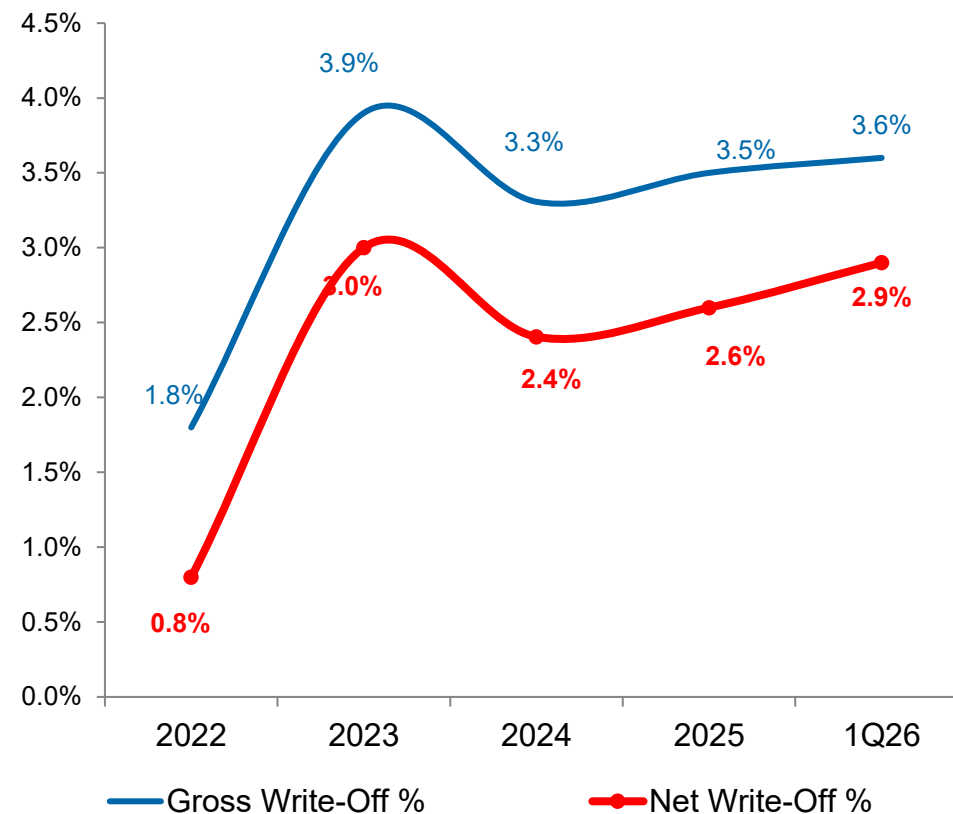
# Strong Balance Sheet Quality

NPF Trend Still Consistently Below Industry

**NPF Trend 2022-1Q26**



**Write-Off Trend 2022-1Q26**

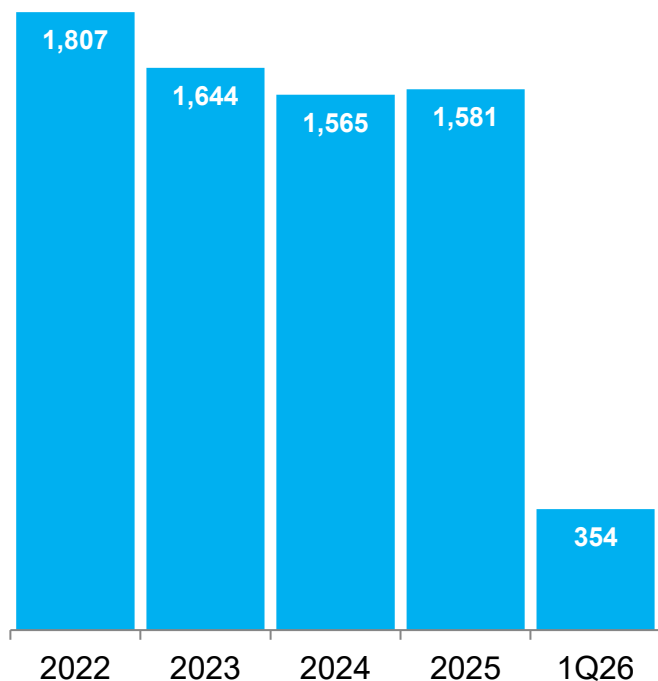


Source: Company and Industry Feb-26 figures from OJK

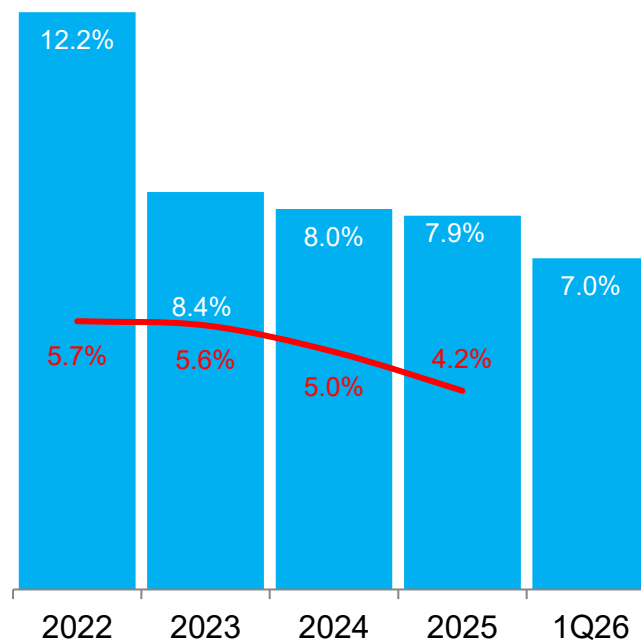
# Historical Financials

Proven Track Record – Consistently outperforming the Industry

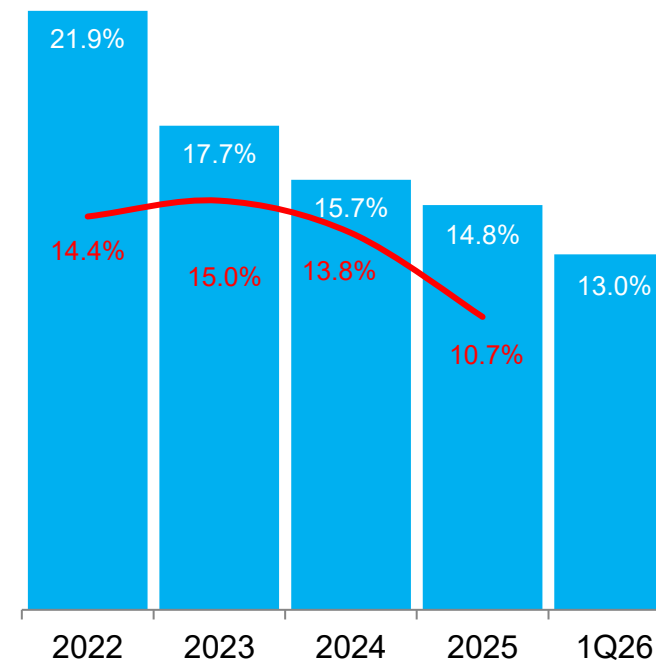
**PAT (Rp bil) Track Record  
2022-1Q26**



**ROA vs Industry  
2022-1Q26**



**ROE vs Industry  
2022-1Q26**



Source: Company and Industry December-25 figures from OJK

Notes:

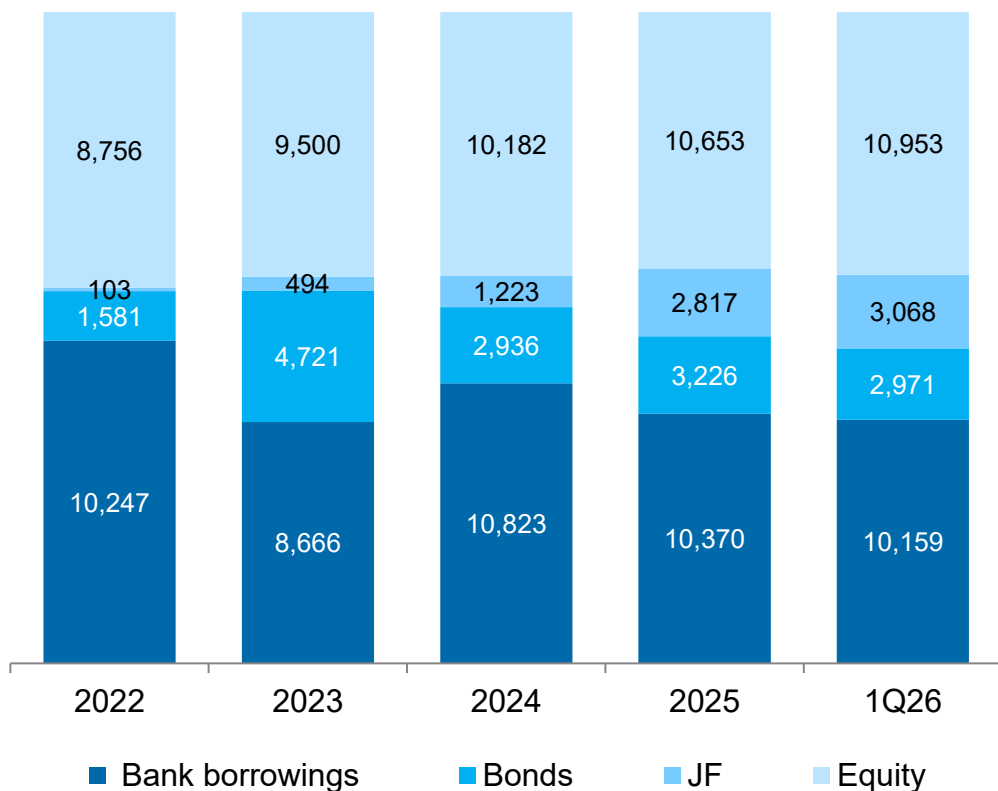
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

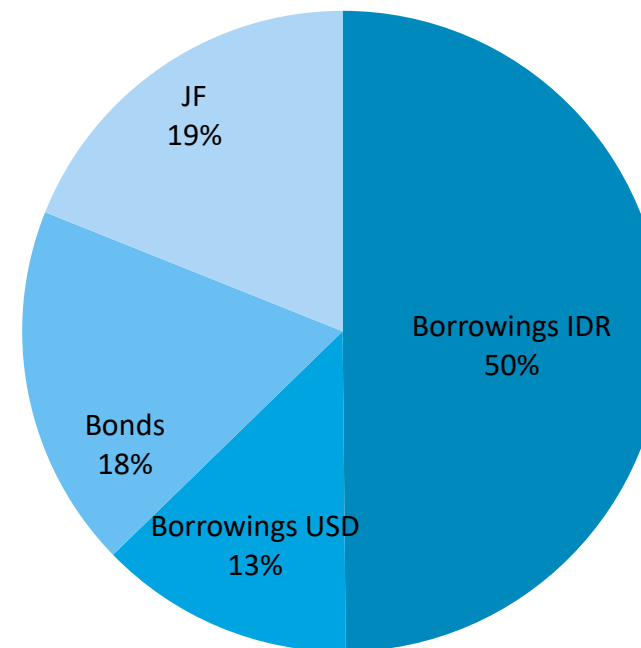
# Strong Capital Base

Funding sources still dominated by bank borrowings

**Source of Funding  
2022-1Q26**



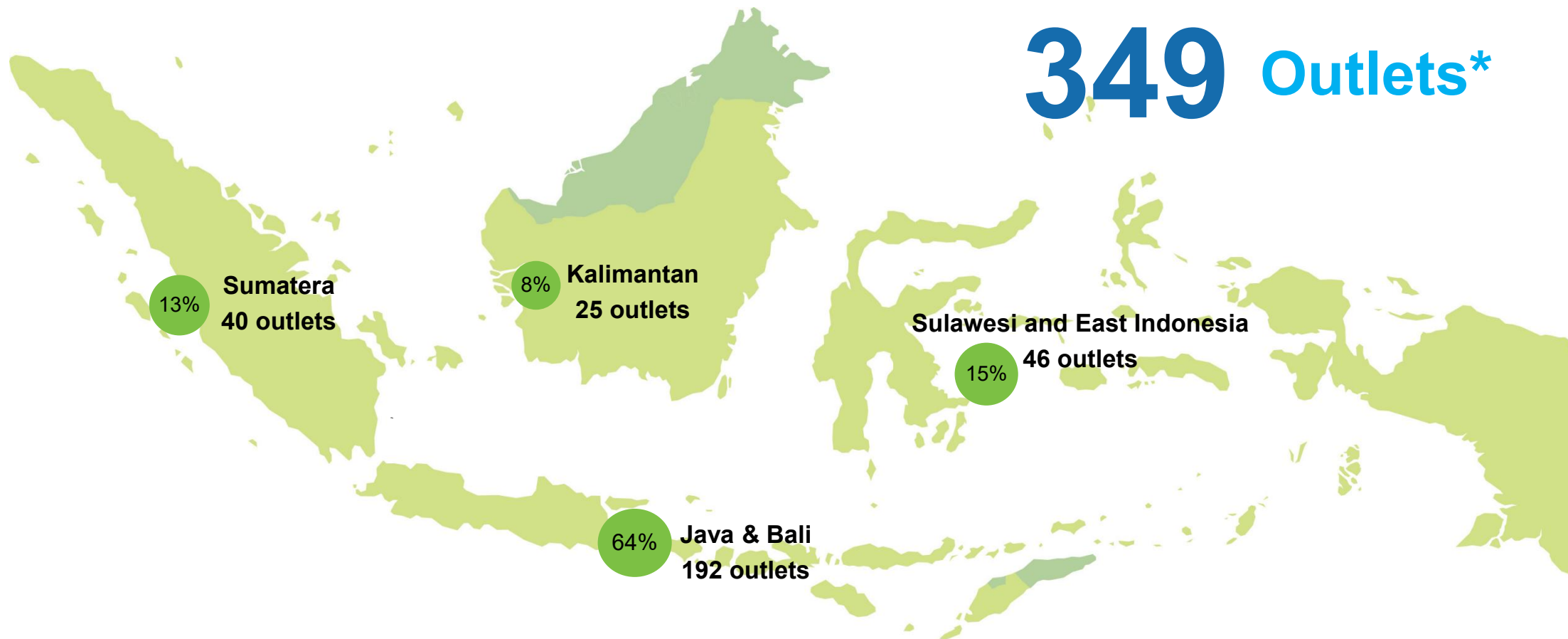
**External Funding Sources  
1Q26**



**Total : Rp16,198 billion**

# Distribution Network

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



\* Consists of 191 branches, 112 kiosks and POS, and 46 Sharia representatives



**Thank You**