

# INVESTOR PRESENTATION

## PT BFI FINANCE INDONESIA TBK

10 March 2026



# Key Financial Highlights

Slower Growth Reflects Ongoing Weak Consumer Sentiment and Affordability

<b>Growth</b>	<ul style="list-style-type: none"><li>• YoY bookings increased by 9.3% to Rp21,922 billion and QoQ bookings increased by 1.2% to Rp5,547 billion</li><li>• Total Managed Receivables grew 8.9% YoY and 1.1% QoQ, at Rp26,283 billion</li></ul>
<b>Asset Quality</b>	<ul style="list-style-type: none"><li>• NPF ratio at 1.39% in Dec-25, higher by 14 bps YoY and lower 16 bps QoQ</li><li>• NPF coverage stood at 2.7x, stable YoY and increased from 2.5x QoQ</li><li>• CoC increased from 3.4% to 4.3% YoY due to additional provision for impairment losses, and loss on repossessed assets. Improving, however, on a QoQ basis - 4.5% to 3.5% QoQ</li></ul>
<b>Profitability</b>	<ul style="list-style-type: none"><li>• FY25 Net Revenue was Rp5,496 billion – an increase of 7.6% YoY and 1.7% QoQ</li><li>• OPEX increased by 1.0% YoY to Rp2,422 billion and increased by 8.0% QoQ to Rp653 billion</li><li>• FY25 Operating Income reached Rp3,074 billion – an increase of 13.4% YoY and a decrease of 3.0% QoQ</li><li>• PAT increased by 1.1% YoY and 2.3% QoQ, reaching Rp1,581 billion due to higher COC</li></ul>
<b>Other</b>	<ul style="list-style-type: none"><li>• FIT Peer-to-Peer License to be relinquished</li><li>• Buyback of treasury shares from up to 23 May 2026. Current buyback status - Rp54 bil or 70.5 million shares</li></ul>

# Balance Sheet Highlights

Robust Balance Sheet Allows for Risk Absorption in Challenging Times

In Rp bil * (unless otherwise stated)	FY25	FY24	YoY Δ		4Q25	3Q25	QoQ Δ	
<b>New Bookings**</b>	21,922	20,054	↑	9.3%	5,547	5,480	↑	1.2%
<b>Managed Receivables<sup>^</sup></b>	26,283	24,133	↑	8.9%	26,283	25,992	↑	1.1%
<b>Total Net Receivables</b>	22,485	22,096	↑	1.8%	22,485	22,432	↑	0.2%
<b>Total Assets</b>	25,473	25,120	↑	1.4%	25,491	25,429	↑	0.2%
<b>Total Debt<sup>#</sup></b>	13,596	13,758	↓	1.2%	13,596	13,398	↑	1.5%
<b>Total Proforma Debt<sup>^</sup></b>	16,413	14,982	↑	9.6%	16,413	15,947	↑	2.9%
<b>Total Equity</b>	10,653	10,182	↑	4.6%	10,563	10,893	↓	2.2%

(\*) 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

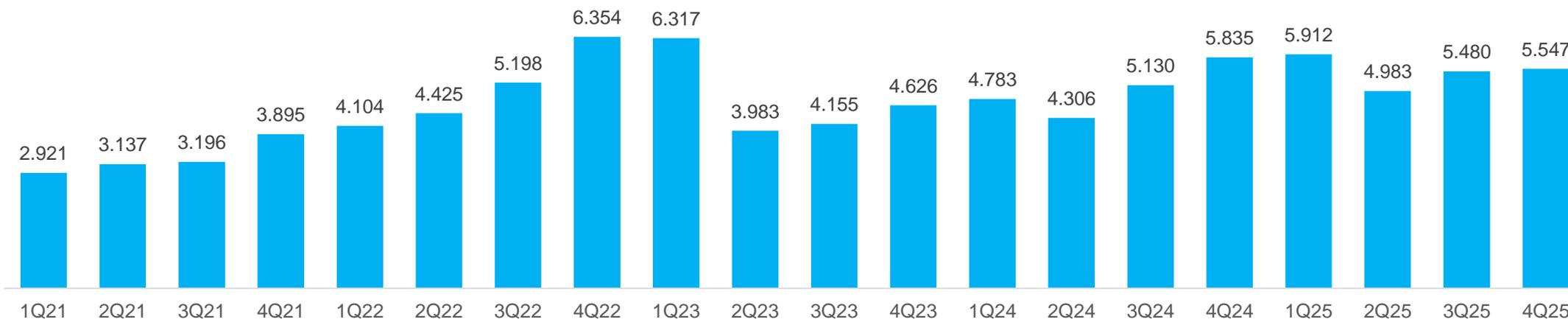
(\*\*) New booking excluding Channeling Pinjam Modal

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

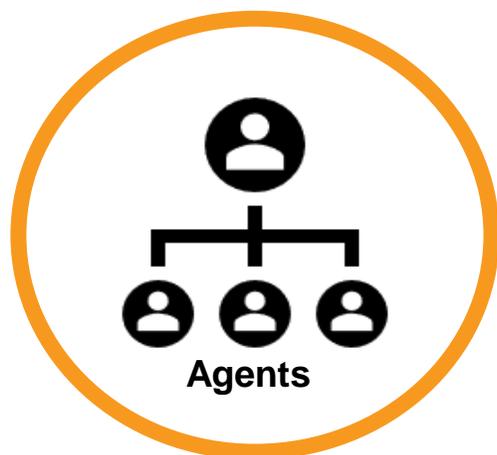
# Balance Sheet Highlights

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

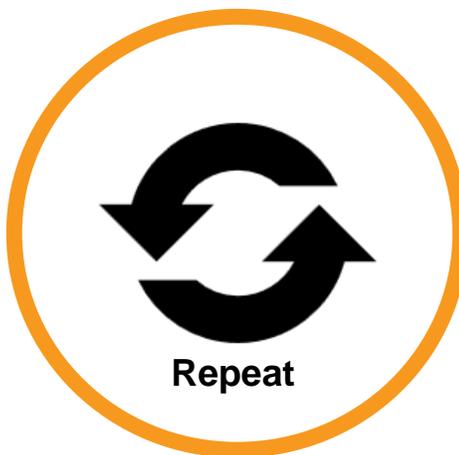
Quarterly Bookings (excl Pinjam Modal) Trend (2021-2025)



Sources of Application (NDF only)  
FY25



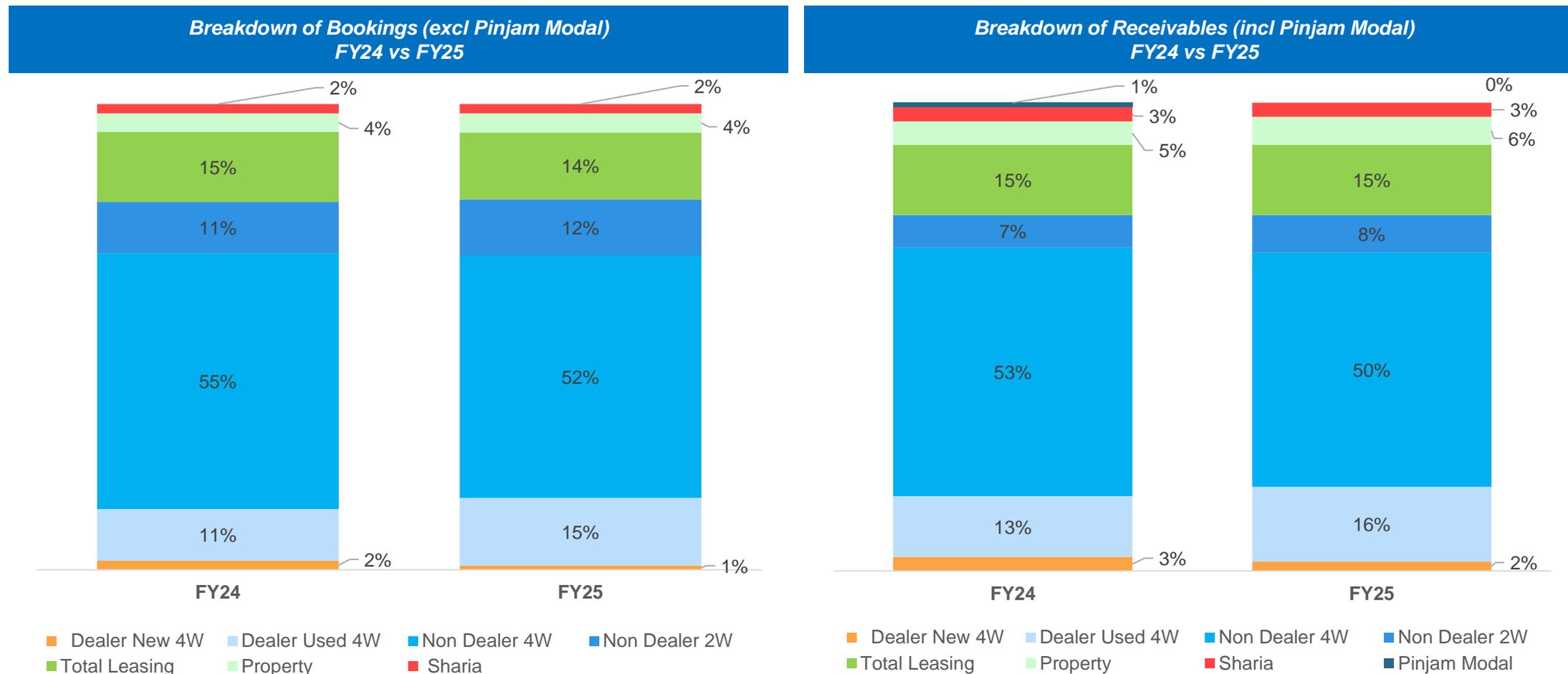
AGENCY  
48%



NON-AGENCY  
52%

# 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)	FY25	FY24	YoY Δ		4Q25	3Q25	QoQ Δ	
Interest Income	4,690	4,335	↑	8.2%	1,202	1,183	↑	1.7%
Financing Cost	939	931	↑	1.0%	226	239	↓	5.2%
Net Interest Income	3,751	3,404	↑	10.2%	976	944	↑	3.4%
Fees & Other Income	1,745	1,706	↑	2.3%	440	448	↓	1.8%
Net Revenue	5,496	5,110	↑	7.6%	1,416	1,392	↑	1.7%
Operating Expenses	2,422	2,398	↑	1.0%	653	604	↑	8.0%
Operating Income	3,074	2,712	↑	13.4%	763	788	↓	3.0%
Cost of Credit	1,101	785	↑	40.2%	230	289	↓	20.3%
PBT	1,973	1,927	↑	2.4%	533	499	↑	7.0%
PAT	1,581	1,565	↑	1.1%	414	405	↑	2.3%

\* PAT before subsidiary impairment is Rp1,617 bn, or 2.4% increase YoY

# Key Ratios

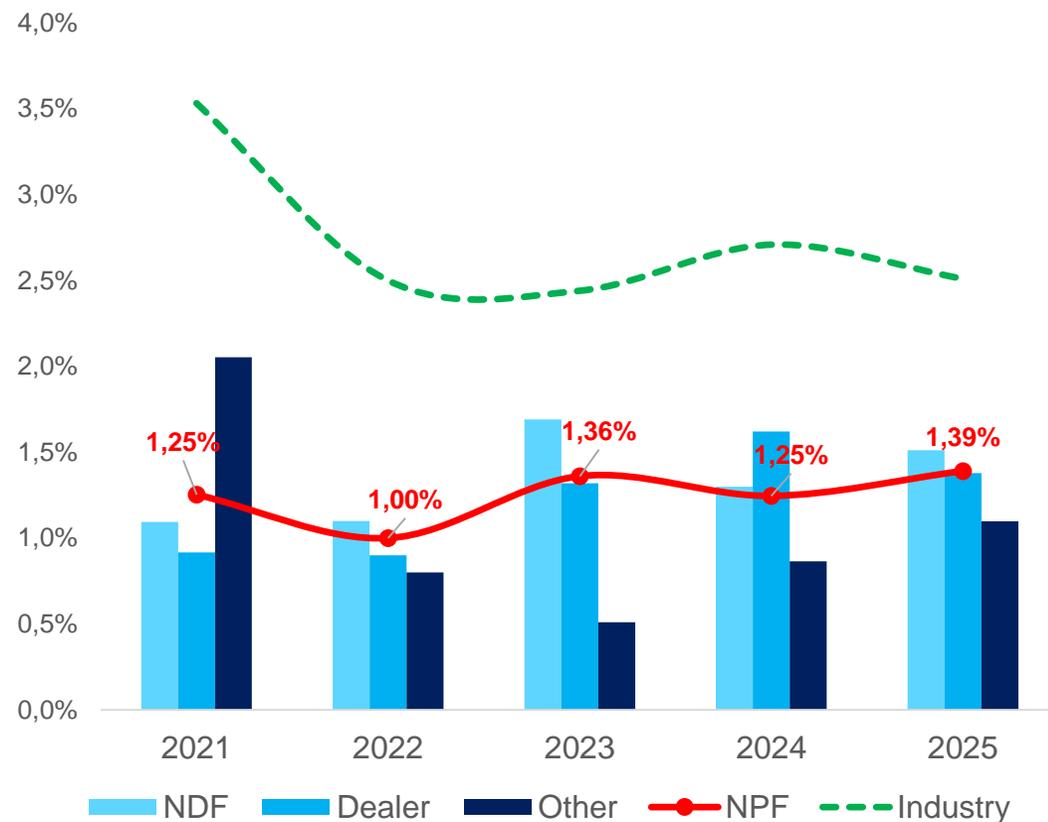
Improve on overall QoQ performance

	FY25	FY24	YoY $\Delta$		4Q25	3Q25	QoQ $\Delta$	
<b>Net Interest Spread</b>	11.7%	11.9%	↓	19 bps	12.0%	11.6%	↑	36 bps
<b>Cost to Income</b>	44.2%	46.4%	↓	214 bps	48.1%	42.9%	↑	520 bps
<b>CoC / Avg. Rec.</b>	4.3%	3.4%	↑	88 bps	3.5%	4.5%	↓	95 bps
<b>ROAA (after tax)</b>	6.3%	6.5%	↓	21 bps	6.6%	6.4%	↑	17 bps
<b>ROAE (after tax)</b>	14.8%	15.7%	↓	89 bps	15.3%	15.0%	↑	23 bps
<b>NPF**</b>	1.39%	1.25%	↑	14 bps	1.39%	1.55%	↓	16 bps
<b>NPF coverage</b>	2.7x	2.7x	↓	0.0x	2.7x	2.5x	↑	0.2x

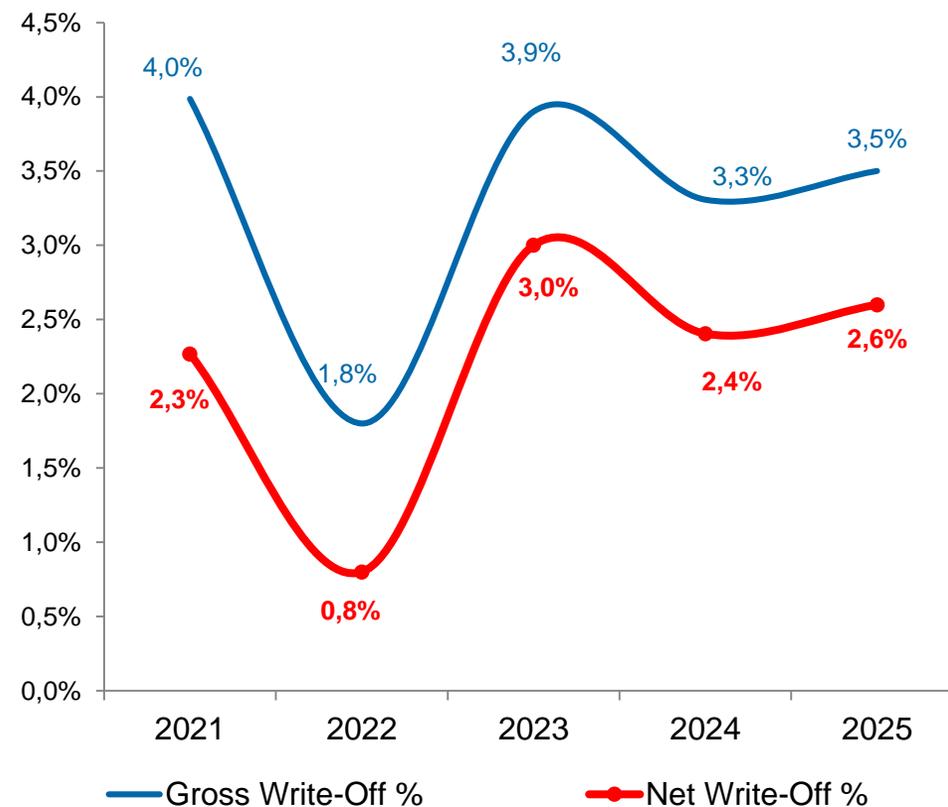
# Strong Balance Sheet Quality

NPF Trend Consistently Below Industry

**NPF Trend 2021-2025**



**Write-Off Trend 2021-2025**

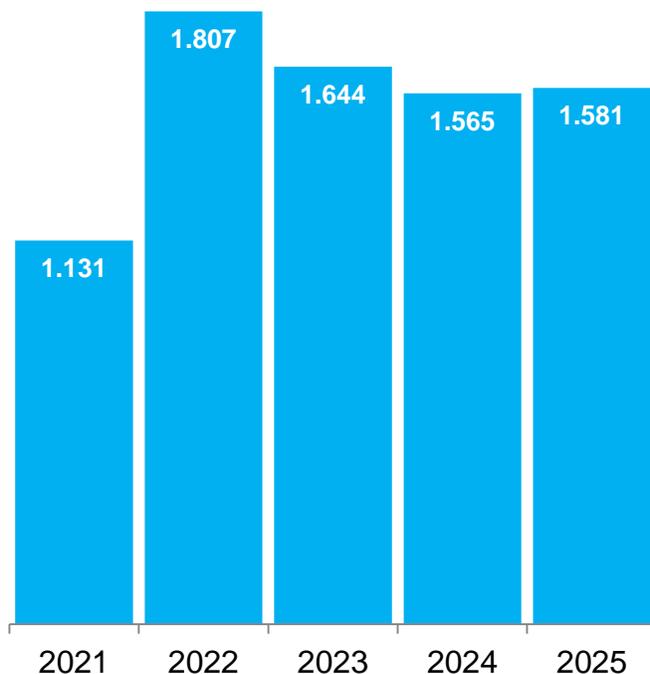


Source: Company and Industry December-25 figures from OJK

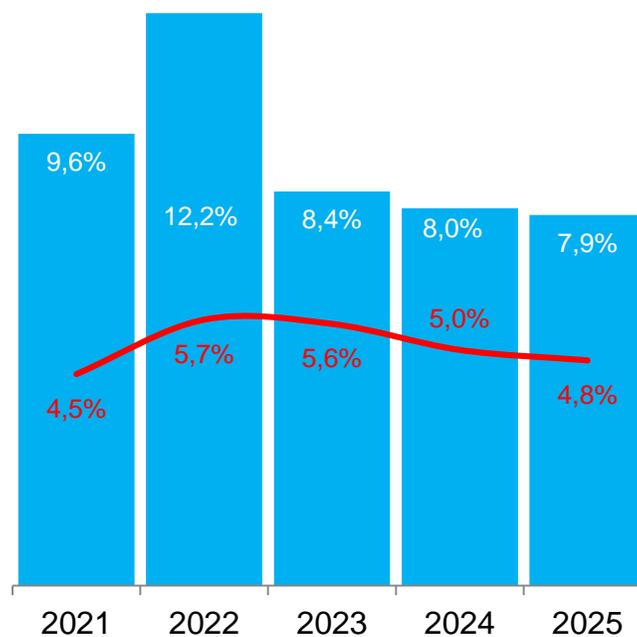
# Historical Financials

Proven Track Record – Consistently outperforming the Industry

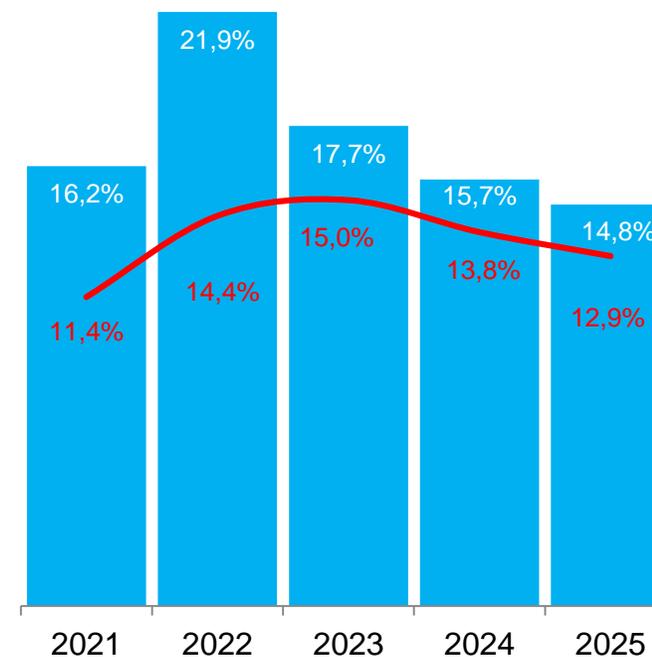
*PAT (Rp bil) Track Record  
2021-2025*



*ROA vs Industry  
2021-2025*



*ROE vs Industry  
2021-2025*



Source: Company and Industry August-25 figures from OJK

Notes:

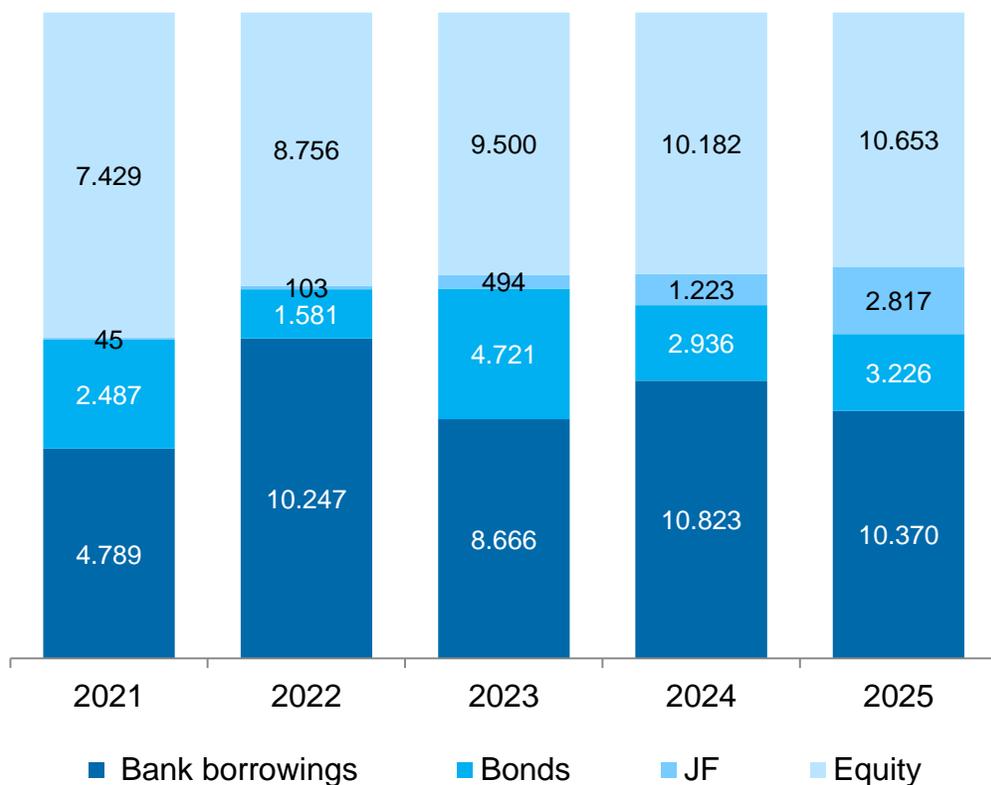
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

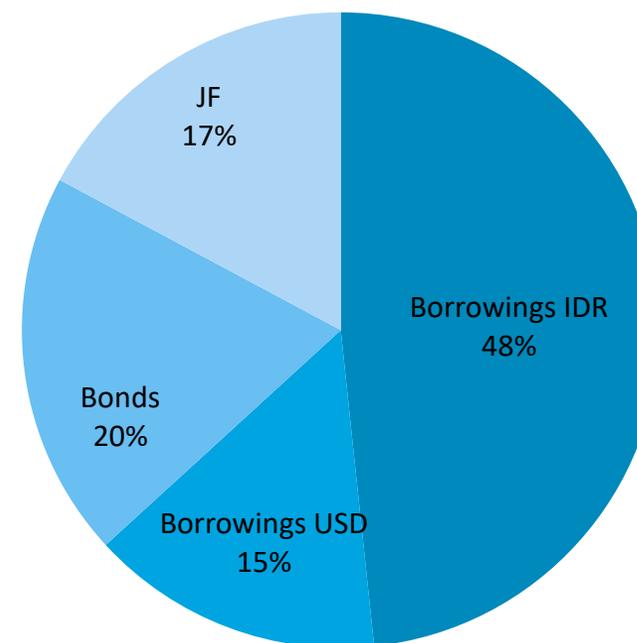
# Strong Capital Base

Funding sources still dominated by bank borrowings

Source of Funding  
2021-2025



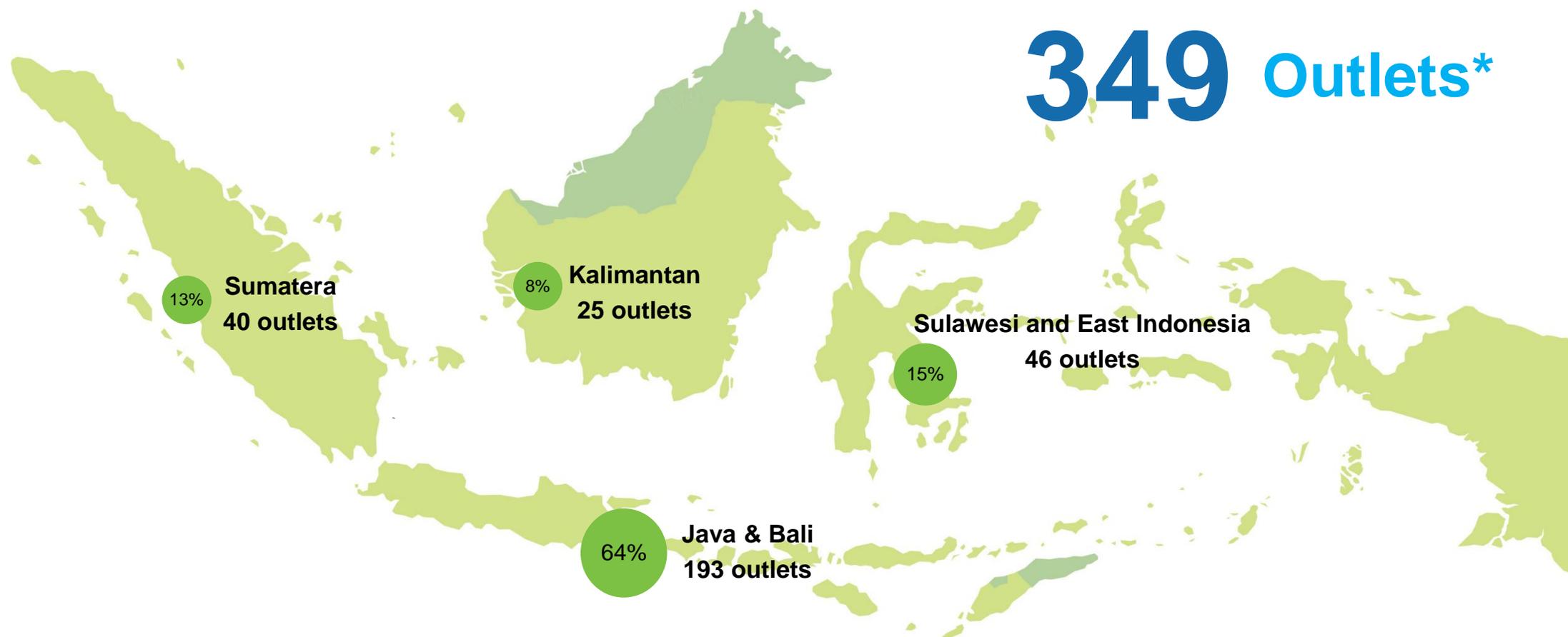
External Funding Sources  
2025



Total : Rp16,413 billion

# Distribution Network

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



\* Consists of 191 branches, 113 kiosks and POS, and 45 Sharia representatives



**Thank You**