

INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

29 July 2024



Key Financial Highlights

Consumer Lending Continues to Face Market Headwinds in 1H24

Growth	<ul style="list-style-type: none">• QoQ Bookings down by 10.0% to Rp4,306 billion and YTD booking down 11.8% YoY. Slower growth due to risk appetite amidst challenging market conditions• Total Managed Receivables stable at Rp22,449 bn both QoQ and YoY
Asset Quality	<ul style="list-style-type: none">• NPF ratio at 1.47% in Jun-24, 23 bps higher QoQ and lower by 48 bps YoY• NPF coverage at 2.6x, increase from 2.3x YoY• CoC stay at 4.0% YoY, due to higher net credit loss from previous year bookings
Profitability	<ul style="list-style-type: none">• 1H24 Net Revenue was Rp2,502 bil – 4.6% decrease YoY due to slower booking• OPEX increased by 6.4% YoY and decrease 1.4% QoQ• 1H24 PAT decreased by 10.3% QoQ and 19.2% YoY to reach Rp686 bil
Other	<ul style="list-style-type: none">• Dividend payout of 50.3% - cash dividend from FY23 net profit amounted to Rp55/share• Issuance of Shelf Registration Bonds Phase VI Year 2024 amounting to Rp6 trillion; 1st issuance target at Rp600 bn in Sep-24; rating AA- (idn) from FitchRatings

Balance Sheet Highlights

Continued Risk Weighing on Booking Growth

In Rpbil * (unless otherwise stated)	1H24	1H23	YoY Δ		Comments	2Q24	1Q24	QoQ Δ	
New Bookings**	9,089	10,300	↓	11.8%	Continued risk and soft market conditions resulting in a more cautious business approach	4,306	4,783	↓	10.0%
Managed Receivables[^]	22,449	22,381	↑	0.3%		22,449	22,513	↓	0.3%
Total Net Receivables	20,969	21,017	↓	0.2%		20,969	21,186	↓	1.0%
Total Assets	24,292	25,177	↓	3.5%		24,292	24,168	↑	0.5%
Total Debt[#]	13,656	15,058	↓	9.3%		13,656	13,397	↑	1.9%
Total Proforma Debt[^]	14,279	15,410	↓	7.3%		14,279	13,933	↑	2.5%
Total Equity	9,678	9,104	↑	6.3%		9,678	9,822	↓	1.5%

(*) All absolute figures have been rounded to the closest Rpbillion and therefore may have some discrepancies with percentage calculations

(#) Consists of borrowings and debt securities issued

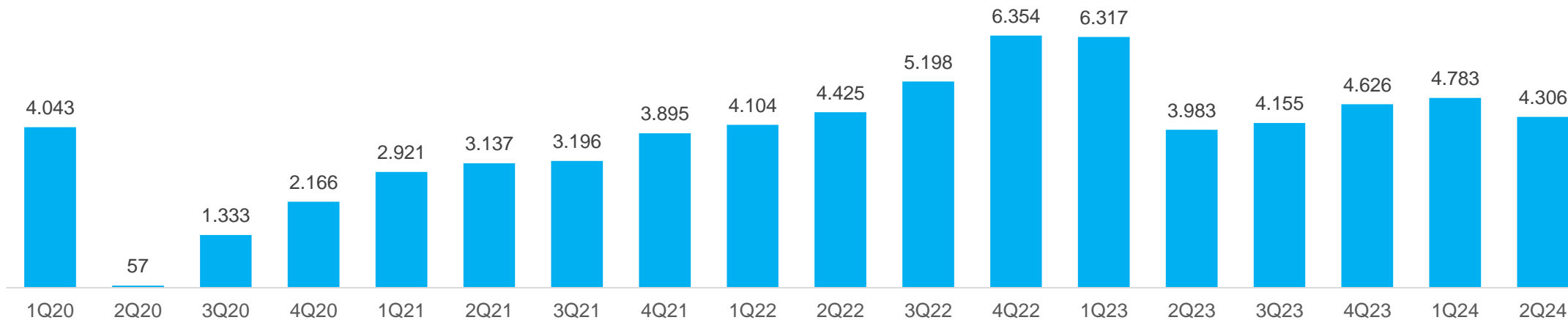
(**) New booking excluding Channeling Pinjam Modal

([^]) Includes channeling and joint financing transactions

Balance Sheet Highlights

Internal Tightening Policy Resulting in Slower Pace of Quarterly Bookings

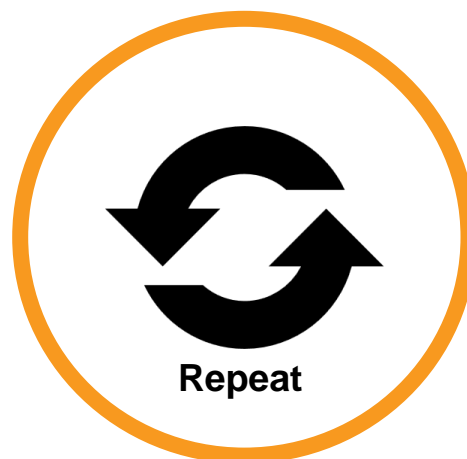
Quarterly Bookings (excl Pinjam Modal) Trend (2020-2Q24)



Sources of Application (NDF only)
1H24



52%



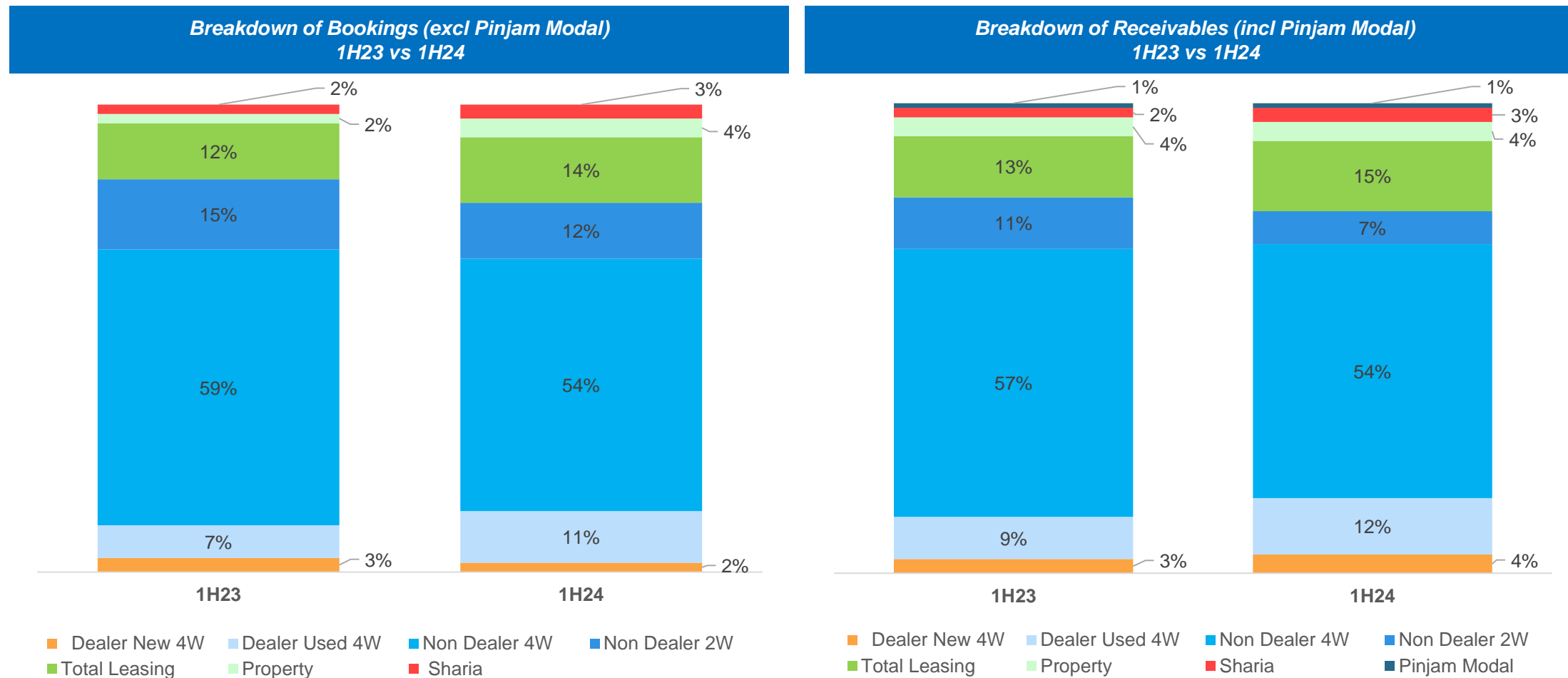
42%



6%

Product Breakdown

Shift in Portfolio Composition to Higher Value Collateral due to Risk Mitigation



Profit & Loss Highlights

Slower booking impacted to overall performance

In Rpbil * (unless otherwise stated)	1H24	1H23	YoY Δ		Comments	2Q24	1Q24	QoQ Δ	
Interest Income	2,145	2,229	↓	3.8%	Due to lower receivables balance	1,079	1,066	↑	1.1%
Financing Cost	471	465	↑	1.3%		241	230	↑	4.5%
Net Interest Income	1,674	1,764	↓	5.1%		838	836	↑	0,2%
Fees & Other Income	828	857	↓	3.4%		408	420	↓	3.0%
Net Revenue	2,502	2,621	↓	4.6%		1,246	1,256	↓	0.9%
Operating Expenses	1,209	1,136	↑	6.4%		600	609	↓	1.4%
Operating Income	1,293	1,485	↓	13.0%		646	647	↓	0.4%
PBT	845	1,050	↓	19.6%	Impacted by Cost-of-Credit	401	444	↓	9.9%
PAT	686	848	↓	19.2%		325	361	↓	10.3%

Key Ratios

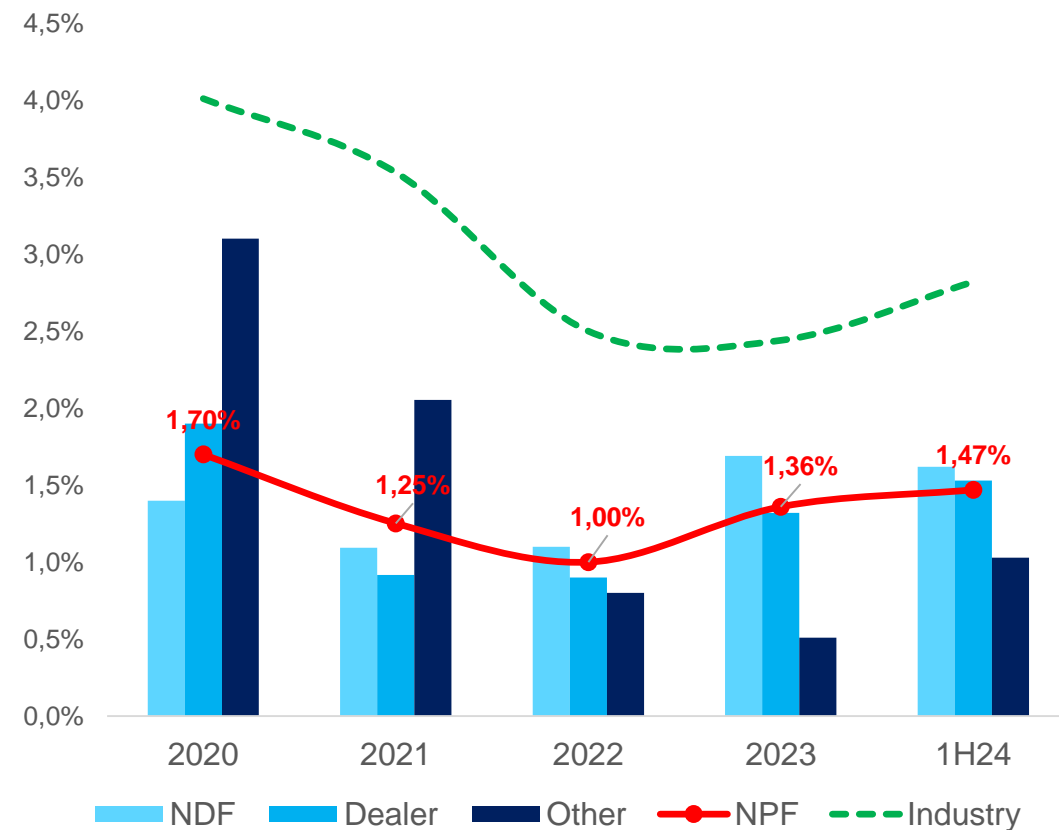
NPF Gradually Showing Improvement since 1H23

In Rpbil * (unless otherwise stated)	1H24	1H23	YoY Δ		Comments	2Q24	1Q24	QoQ Δ	
Net Interest Spread	12.0%	13.2%	↓	117 bps	NDF yield remains resilient but some compression in DF yields	11.9%	12.1%	↓	13 bps
Cost to Income	47.8%	42.8%	↑	500 bps		47.7%	48.0%	↓	23 bps
CoC / Avg. Rec.	4.0%	4.0%	↑	5 bps	Higher CoC triggered by write-offs due to higher probability of default	4.4%	3.7%	↑	70 bps
ROAA (after tax)	5.7%	7.0%	↓	131 bps		5.4%	6.1%	↓	72 bps
ROAE (after tax)	14.1%	18.6%	↓	447 bps		13.4%	14.9%	↓	153 bps
NPF**	1.47%	1.94%	↓	48 bps	Industry NPF at 2.77% in May-24	1.47%	1.24%	↑	23 bps
NPF coverage	2.6x	2.3x	↓	0.3x		2.6x	2.9x	↓	0.3x

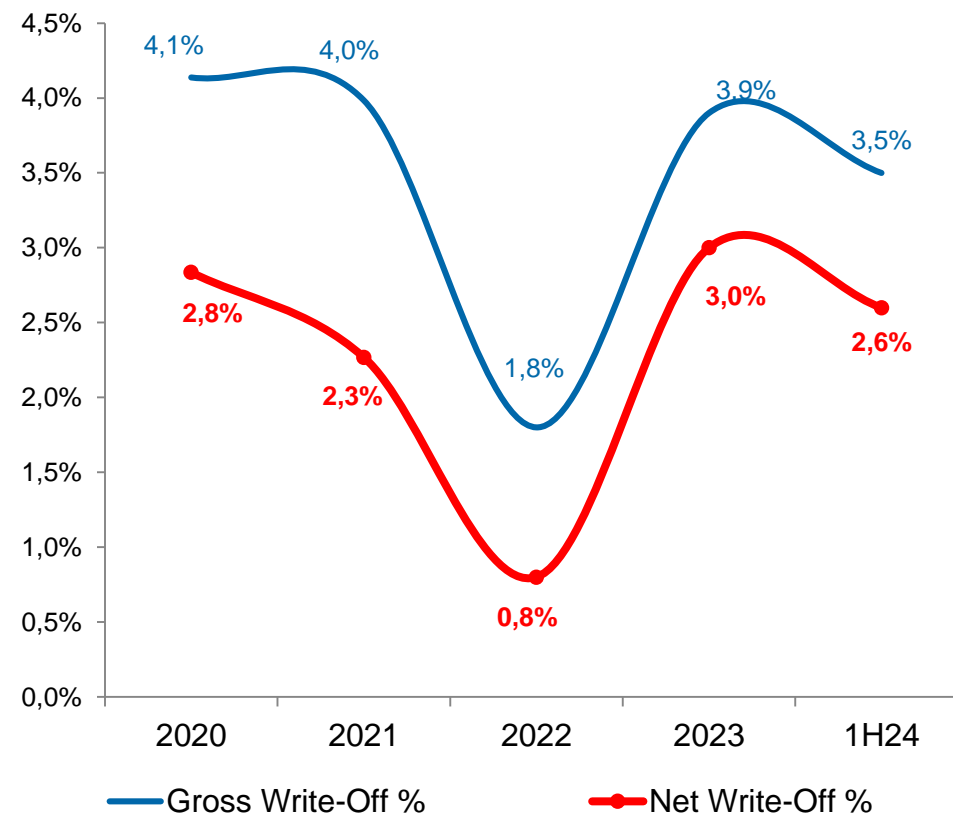
Strong Balance Sheet Quality

Slight Deterioration in NPF QoQ Due to Seasonality Factor

**NPF Trend
2020-1H24**



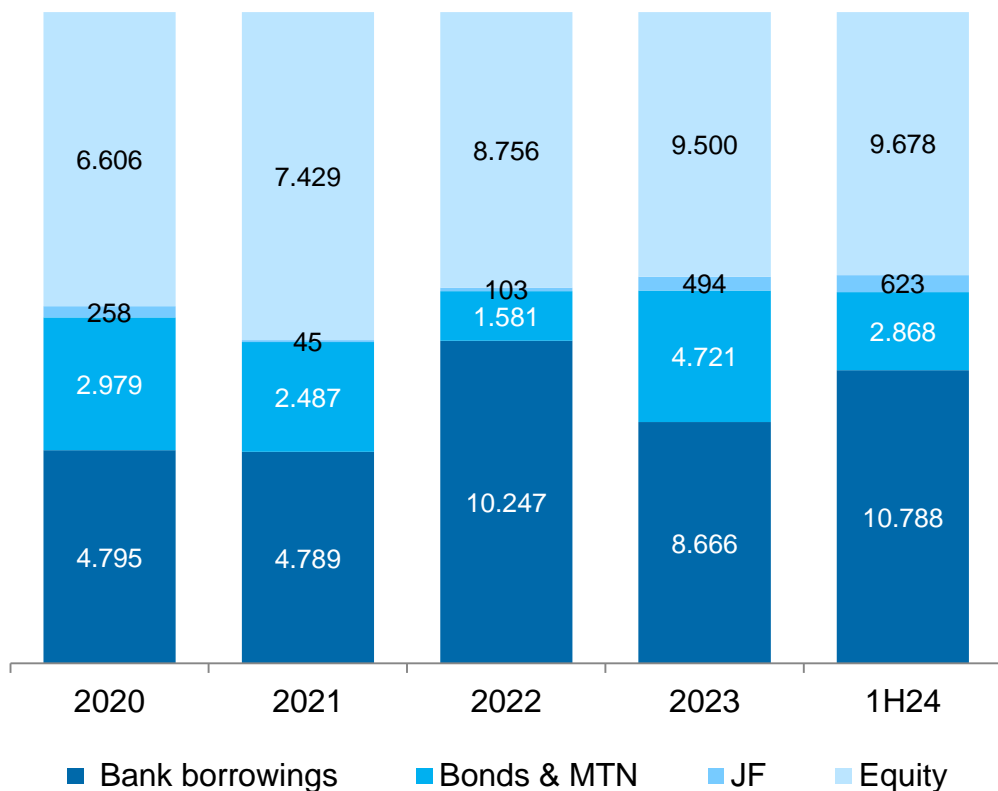
**Write-Off Trend
2020-1H24**



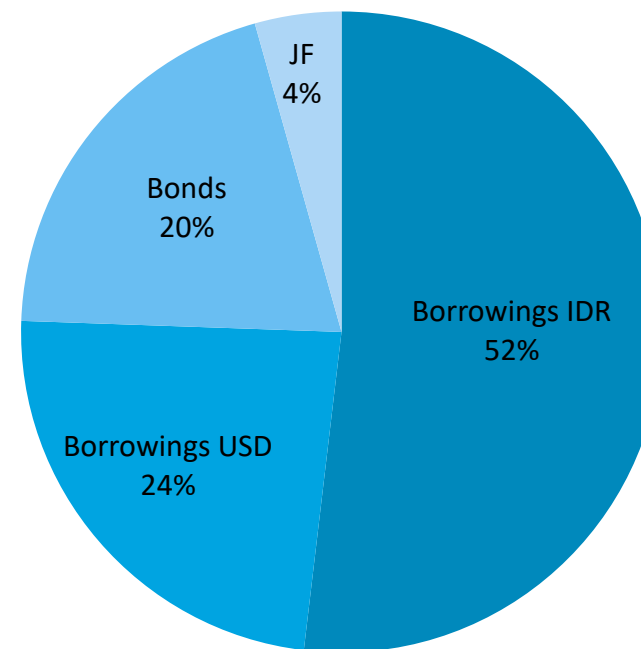
Strong Capital Base

Funding Sources are Well-Diversified, with High Equity Levels Resulting in Low Leverage

Source of Funding
2020-1H24



External Funding Sources
1H24



Total : Rp14,279 billion

THANK YOU