

INVESTOR PRESENTATION

PT BFI FINANCE INDONESIA TBK

28 July 2025



Key Financial Highlights

Strong YoY Bookings Growth Despite Lower Business Productivity in 2Q

Growth

- YoY bookings increased by 19.9% to Rp10,895 billion and decreased by 15.7% QoQ
- Total Managed Receivables grew 14.2% YoY and 0.9% QoQ, at Rp25,627 billion

Asset Quality

- NPF ratio at 1.63% in Jun-25, higher by 16 bps YoY and 33 bps QoQ
- NPF coverage at 2.4x, decreased from 2.6x YoY and 2.8x QoQ
- CoC increased from 4.0% to 4.7% YoY and from 4.4% to 4.9% QoQ due to additional provision for impairment losses for financing and sharia receivables, and loss on repossessed assets

Profitability

- 1H25 Net Revenue was Rp2,688 billion – an increase 7.5% YoY and a decrease 1.8% QoQ
- OPEX decreased by 3.6% YoY and 1.0% QoQ to Rp1,165 billion
- PAT increased by 11.1% YoY whilst decreased by 12.0% QoQ, reaching Rp762 billion

Other

- Resignation of Sunata Tjiterosampurno from the Board of Commissioners
- Appointment of Karim Siregar as Chief Technology Officer
- Rp1 trillion Shelf Registration Bonds – coupon range from 6.45-6.90% pa

Balance Sheet Highlights

Balance Sheet Continues to be Healthy – Balancing Growth and Risk

In Rp bil * (unless otherwise stated)	1H25	1H24	YoY Δ		2Q25	1Q25	QoQ Δ	
New Bookings**	10,895	9,089	↑	19.9%	4,983	5,912	↓	15.7%
Managed Receivables^	25,627	22,449	↑	14.2%	25,627	25,406	↑	0.9%
Total Net Receivables	22,536	20,969	↑	7.5%	22,536	22,795	↓	1.1%
Total Assets	25,337	24,292	↑	4.3%	25,337	25,687	↓	1.4%
Total Debt#	13,800	13,656	↑	1.1%	13,800	13,880	↓	0.6%
Total Proforma Debt^	15,889	14,279	↑	11.3%	15,889	15,578	↑	2.0%
Total Equity	10,516	9,678	↑	8.7%	10,516	10,668	↓	1.4%

(*) 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

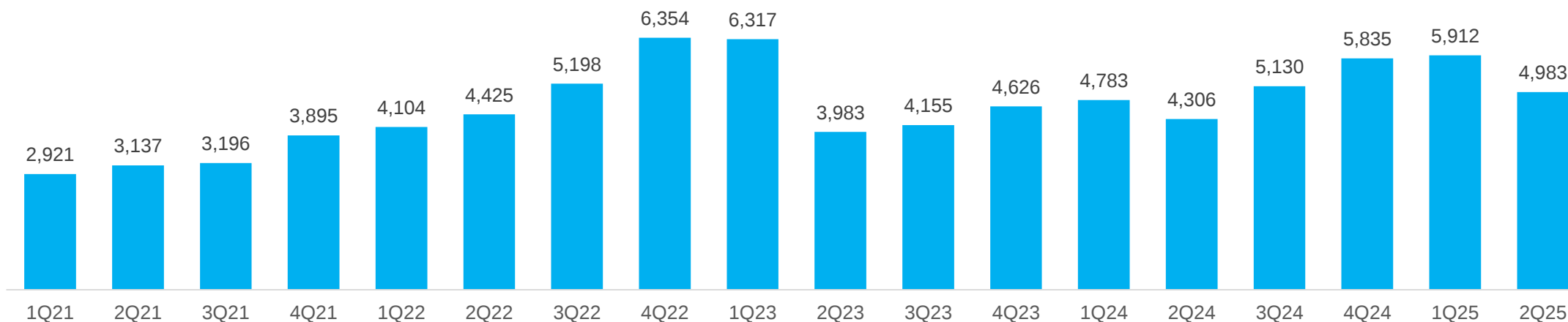
(**) New booking excluding Channeling Pinjam Modal

(^) Includes channeling and joint financing transactions

Balance Sheet Highlights

2Q25 Bookings Lower Due to Lower Business Productivity in 2Q and More Volatile Market Conditions

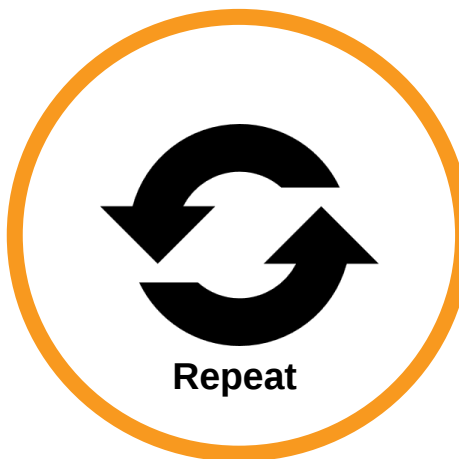
Quarterly Bookings (excl Pinjam Modal) Trend (1Q21-2Q25)



Sources of Application (NDF only)
1H25



AGENCY
50%

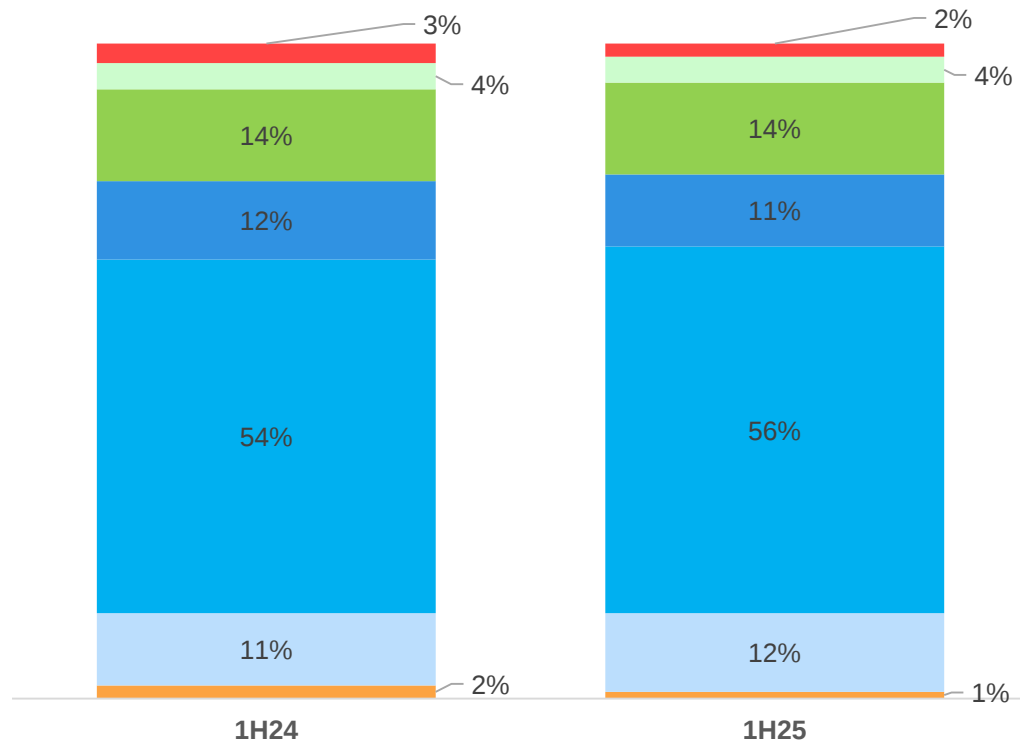


NON-AGENCY
50%

Product Breakdown

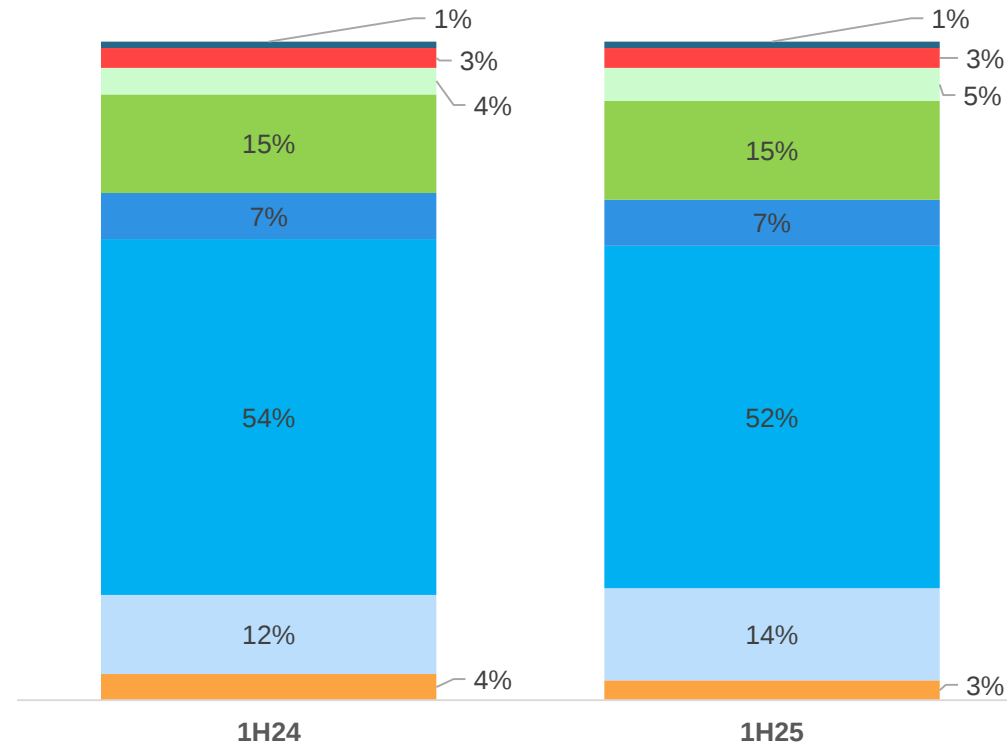
Gradually recovering momentum in NDF Book

Breakdown of Bookings (excl Pinjam Modal)
1H24 vs 1H25



Dealer New 4W Dealer Used 4W Non Dealer 4W Non Dealer 2W
Total Leasing Property Sharia

Breakdown of Receivables (incl Pinjam Modal)
1H24 vs 1H25



Dealer New 4W Dealer Used 4W Non Dealer 4W Non Dealer 2W
Total Leasing Property Sharia Pinjam Modal

Profit & Loss Highlights

Quarterly Profitability Weaker but YoY Shows Strong Growth

In Rp bil * (unless otherwise stated)	1H25	1H24	YoY Δ		2Q25	1Q25	QoQ Δ	
Interest Income	2,305	2,145	↑	7.5%	1,163	1,142	↑	1.8%
Financing Cost	474	471	↑	0.7%	241	233	↑	3.1%
Net Interest Income	1,831	1,674	↑	9.4%	922	909	↑	1.5%
Fees & Other Income	857	828	↑	3.6%	409	448	↓	8.4%
Net Revenue	2,688	2,502	↑	7.5%	1,331	1,357	↓	1.8%
Operating Expenses	1,165	1,209	↓	3.6%	579	586	↓	1.0%
Operating Income	1,523	1,293	↑	17.9%	752	771	↓	2.4%
Cost of Credit	582	448	↑	30.0%	310	272	↑	14.5%
PBT	941	845	↑	11.4%	442	499	↓	11.6%
PAT	762	686	↑	11.1%	357	405	↓	12.0%

Key Ratios

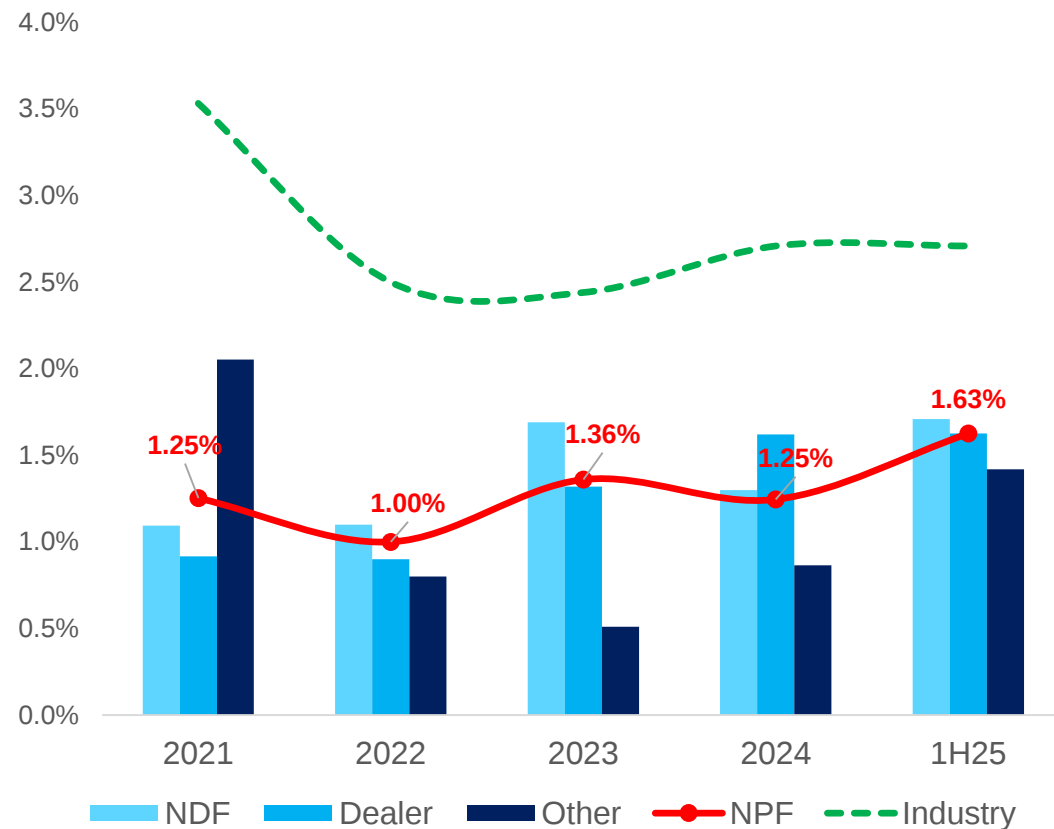
Encouraging YoY Performance – ROAA and ROAE

	1H25	1H24	YoY Δ		2Q25	1Q25	QoQ Δ	
Net Interest Spread	11.6%	12.0%	↓	37 bps	11.5%	11.8%	↓	29 bps
Cost to Income	42.8%	47.8%	↓	502 bps	43.0%	42.7%	↑	28 bps
CoC / Avg. Rec.	4.7%	4.0%	↑	64 bps	4.9%	4.4%	↑	49 bps
ROAA (after tax)	6.1%	5.7%	↑	37 bps	5.7%	6.5%	↓	83 bps
ROAE (after tax)	14.5%	14.1%	↑	37 bps	13.5%	15.5%	↓	199 bps
NPF**	1.63%	1.47%	↑	16 bps	1.63%	1.30%	↑	33 bps
NPF coverage	2.4x	2.6x	↓	0.2x	2.4x	2.8x	↓	0.4x

Strong Balance Sheet Quality

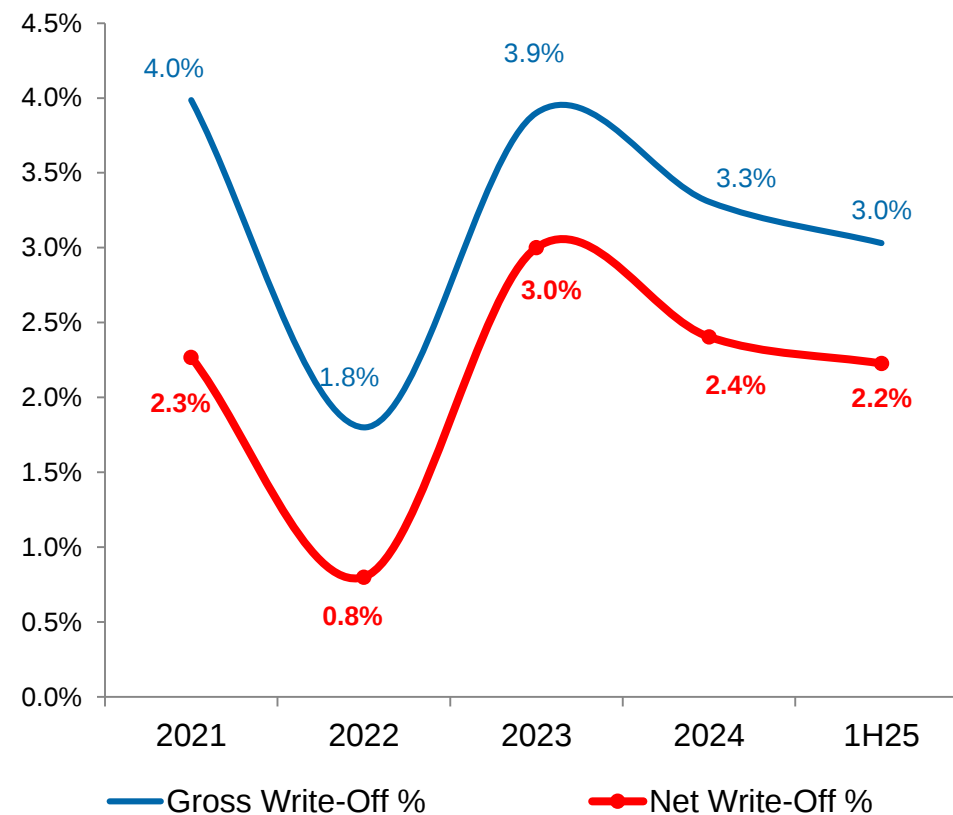
NPF Trend Consistently Below Industry

NPF Trend
2021-1H25



Source: Company and Industry March-25 figures from OJK

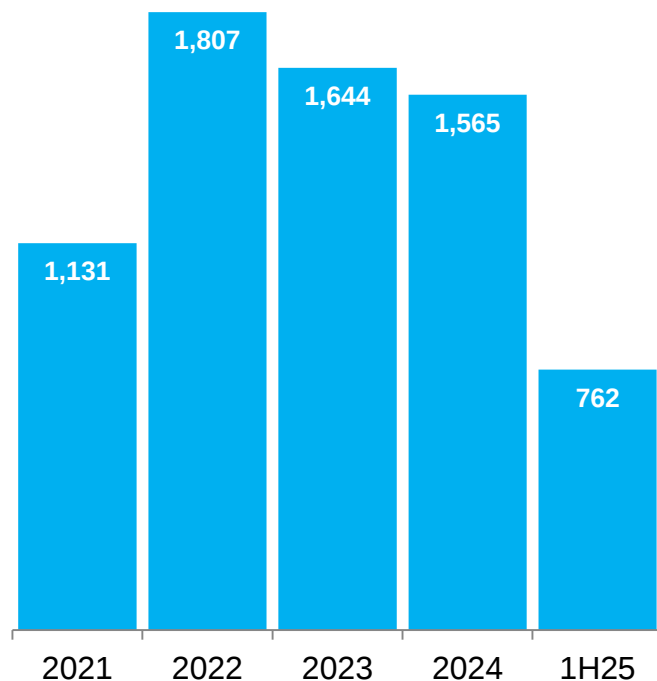
Write-Off Trend
2021-1H25



Historical Financials

Proven Track Record – Consistently outperforming the Industry

*PAT (Rp bil) Track Record
2021-1H25*



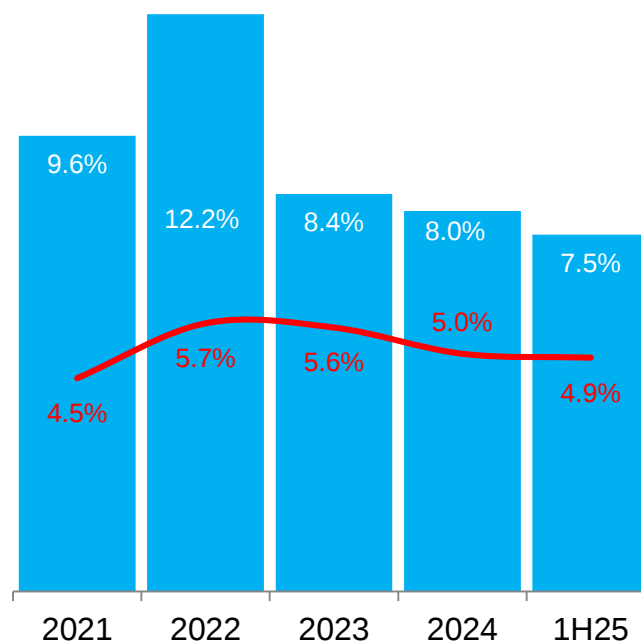
Source: Company and Industry March-25 figures from OJK

Notes:

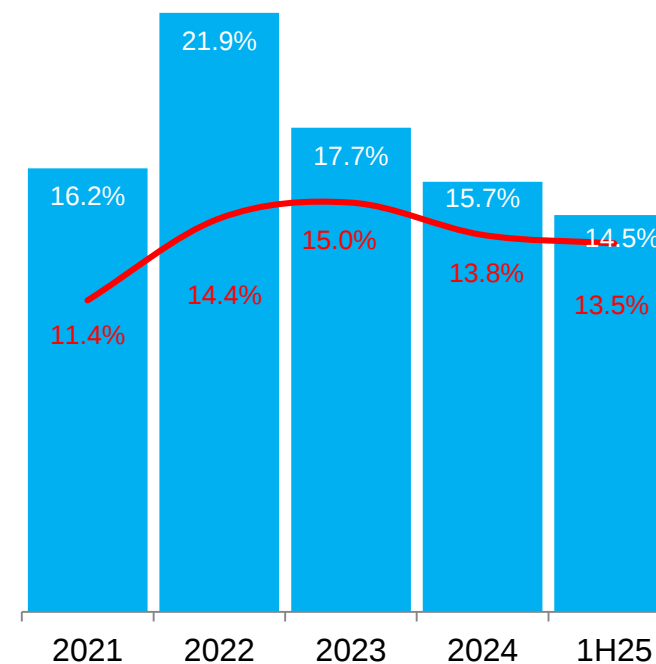
ROA Company calculated using PBT/Average Total Assets

ROE Company calculated using PAT/Average Total Equity

*ROA vs Industry
2021-1H25*



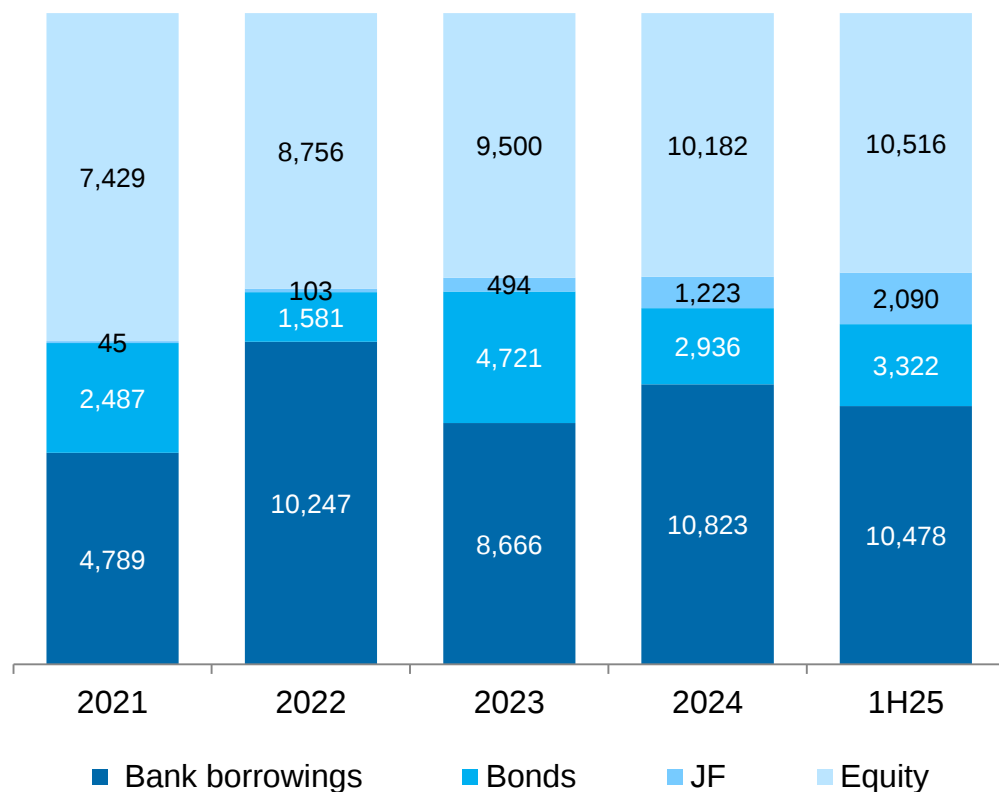
*ROE vs Industry
2021-1H25*



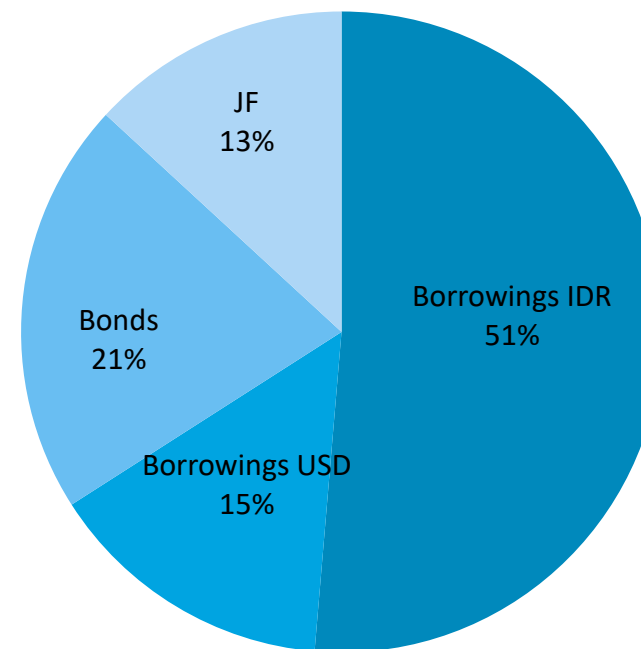
Strong Capital Base

Funding sources still dominated by bank borrowings

Source of Funding
2021-1H25



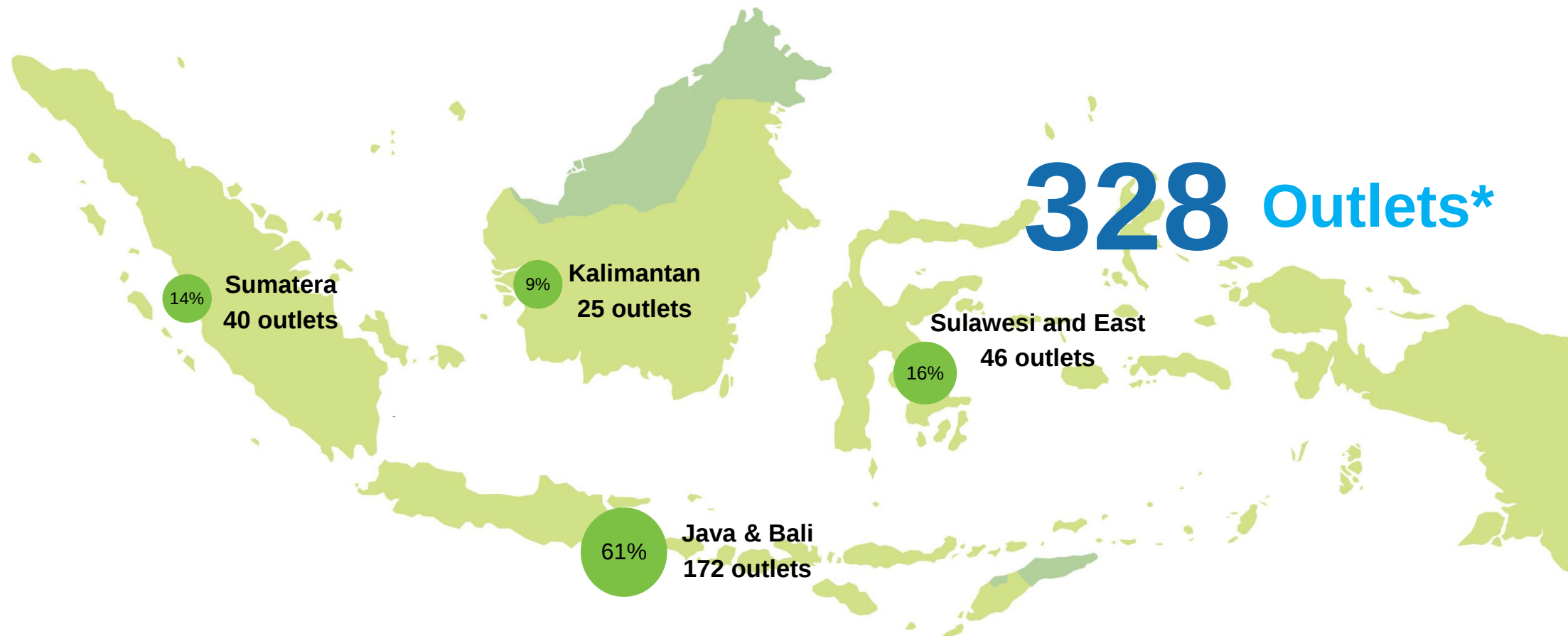
External Funding Sources
1H25



Total : Rp15,889 billion

Distribution Network

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



* Consists of 191 branches, 92 POS (Point of Sales) and 45 Sharia representatives

Thank you & Q&A