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For Immediate Release

BFI FINANCE CONTINUES SOLID PERFORMANCE IN QUARTER I 2018

- New financing growth was recorded at 31% yoy to Rp4.2 trillion
- Total assets increased by 34% yoy to Rp17.8 trillion
- The Company's net income increased by 38% yoy to Rp351 billion
- Non-Performing Financing (NPF) ratio was stable at 1%

JAKARTA, APRIL 17, 2018 - At the end of first quarter of 2018, PT BFI Finance Indonesia Tbk (BFI Finance) succeeded to maintain its positive performance by posting a financing value of Rp4.2 trillion or 24% of the 2018 target of Rp17.2 trillion. The financing achievement was also 31% higher than the same period in 2017.

This encouraging and solid performance of the Company successfully elevated its total assets. As of March 31, BFI Finance recorded total assets at Rp17.8 trillion, or 34% higher than the total assets of the same period in 2017 amounting to Rp13.3 trillion. This increase in assets was supported by a 32% increase in the Company's net receivables to reach Rp16.6 trillion, or accounted for 93% of the Company's total assets.

The Company's net income was reported at Rp351 billion, a 38% increase compared to the first quarter of 2017 with a nominal value of Rp254 billion. This was driven by the Company's success in leveraging its revenue by 30% or Rp275 billion, while operating expenses (including credit and interest expense) increased by 26% or were recorded at Rp152 billion.

Of all new financing disbursed up to March 31, 2018, used cars financing contributed the most with a percentage of 67.7%, followed by the motorcycles financing of 15.4%, heavy equipment (including machinery) of 14.6%, new cars financing of 1.6% and property contributing 0.6%.



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"Business development achieved by BFI Finance in the first quarter was better than the previous period. We are grateful for the results we achieved in early 2018 and will sustain the momentum for this growth by focusing on the Company's core business and new innovations to address the people's needs of financing," said **Mr. Sudjono, Finance Director of BFI Finance**.

Other than the positive financial statements, the Company's performance is also owing to its success in controlling Non-Performing Financing (NPF) ratio at 1%, better than the industry average percentage ranging from 3 to 2.95% based on the Finance Institution Statistics released by the Financial Services Authority (OJK) as of February 2018.

"We are continuously implementing an integrated risk control strategy from beginning to end and still prioritize the prudent principle of disbursing financing, from the credit analysis process to the effective and efficient billing management, and ensuring the adequacy of allowance for impairment of receivables from time to time," explained **Mr. Sigit Hendra Gunawan, Corporate Risk Director of BFI Finance**.

The Company not only maintains NPF stability, but also continues to expand its market share coverage. During the first quarter of 2018, the Company has opened 10 new outlets too add the number of its outlet to become 352, which spread across Indonesia from North Sumatra to Papua serving more than 500 thousand customers. 4 of the 352 outlets located in the Jabodetabek area provide Sharia financing services.

In 2018, BFI Finance projects its financing portfolio to grow at 20% and expands its network by targeting around 50 new outlets across Indonesia. The Company has also launched its new product, BFI Finance Sharia, which currently focuses on halal tourism financing segment and religious travels such as Umrah.

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About BFI Finance

PT BFI Finance Indonesia Tbk ("BFI Finance") is a private public company engaging in multifinance founded on April 7, 1982, focusing on the financing of four-wheeled and two-wheeled vehicles, heavy equipment, machinery, property and so on. BFI Finance has now operational network in 352 regions throughout Indonesia, extending from North Sumatra to Papua, with the support of more than 9,000 employees.

BFI Finance has demonstrated its expertise in the multifinance business in Indonesia by garnering various awards from year to year. During 2017, BFI Finance was again awarded as First Rank of "Infobank Multifinance Awards" based on Top 171 Multifinance Company in 2017 from Infobank Magazine in the category of "Multifinance Company with Assets of IDR 10 Trillion and Above" and "Excellent Performance in 2016", also receiving Platinum Award for ten years in a row. BFI Finance was also awarded as "The Best Multifinance Company" for Top Multifinance Company (With Assets Up to IDR 10 Trillion) in "Bisnis Indonesia Financial Award 2017" by Bisnis Indonesia Daily; Platinum Award in 'Indonesia CSR Award 2017' Category Multifinance Public Company by Economic Review magazine, Awarded "The IICD CG Appreciation" for First Ranking Category Best Overall and 50 Public Companies with Medium Market Capitalization and Best GCG Practices (Top 50 MidCap Issuers) by Indonesian Institute for Corporate Directorship (IICD), and one of the winners of the 'Best of the Best Awards 2017' Award of Top 50 Best Performing Public Companies in Indonesia from Forbes Indonesia magazine.

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