

PT Usaha Pembiayaan RelianceIndonesia (REFI)

Company Rating

*ir*BBB/Stable

Rated Issue

Obligasi I REFI Tahun 2022 (Seri A, Seri B, dan Seri C)

*ir*BBB

Rating Period

May 22, 2025 – May 2, 2026

Rating History

May, 2024

*ir*BBB/Stable

April, 2023

*ir*BBB/Stable

April, 2022

*ir*BBB/Stable

October, 2021

*ir*BBB/Stable

May, 2021

*ir*BBB/Stable

Kredit Rating Indonesia has affirmed a Company Rating of “*ir*BBB” for PT Usaha Pembiayaan RelianceIndonesia with “Stable” Outlook

Kredit Rating Indonesia (“KRI”) has affirmed a Company rating of “*ir*BBB” for PT Usaha Pembiayaan RelianceIndonesia (“REFI” or “the Company”) with a “Stable” Outlook. At the same time, KRI has also affirmed “*ir*BBB” rating to Obligasi I REFI Tahun 2022 (Seri A, Seri B, dan Seri C) totaling IDR400 Billion. The ratings reflect REFI's moderate leverage and favourable asset quality. However, the Company's relatively small market share, and the execution risks associated with its new strategic focus have been considered in the ratings.

Established in 1989 as PT Sebaru Sejahtera Finance Corporation, the Company adopted its current name in 2012 after being acquired by PT Reliance Capital Management. Initially focused on working capital and investment financing, REFI shifted in 2020 toward mortgage, productive, and multipurpose financing, primarily through its digital platform RELI.ID, which is integrated within the Reliance Group's financial services ecosystem.

REFI is 85% owned by PT Reliance Capital Management and 15% by PT Asuransi Reliance Indonesia. Since mid-2022, REFI has focused on fully digital, non-cash productive financing for supply chains, targeting four key sectors-agriculture, fast moving consumer goods, automotive, and healthcare-through partnerships with several partners. Its data-driven approach aims to improve access to working capital and ensure payment certainty.

REFI's leverage is considered moderate with a Debt to Equity ratio of below the industry average during the past few years (1.74x in FY24, 1.52x in FY23, 1.87 in FY22, respectively). The Company plans to maintain its ratio at 1.9x further at end 2025. At the same time, the equity-to-assets ratio stood at 35.15%, 33.96%, and 32.91%, yet still reflecting moderate capitalization.

KRI is in the view that the Company has implemented prudent risk management to maintain favorable asset quality. The Company's Gross Non-Performing Financing ratio stood at favorable level 1.64% in FY24 well below the industry average of 2.70% during the period (1.76% in FY22 and 1.66% in FY23). Along with the expansion, the management plans to maintain its asset quality at healthy level hovering at below 2% level at end 2025.

The Company's limited market scale remains a constraint to further rating uplift. REFI will continue to enhance its digital technology platform, RELI.ID to improve its market share in the multifinance industry. To support this action, REFI has broadened its funding base by securing facilities from *Pusat Investasi Pemerintah* (Ultra Micro Credit), PT Sarana Multigriya Finansial (mortgage), as well as banks and capital market. KRI views REFI's pivot toward enhancing its digital technology platform by prioritizing selling its productive and multipurpose financing as a positive strategic development but acknowledges the competitive pressures from banks that dominate this segment.

A potential upgrade could be considered if REFI demonstrates sustained improvements in total financing. KRI continues to monitor an execution of improvement fully digital platform RELI.ID to scale up its market share supported by competitive funding sources, thus result better profitability.

REFI Financial Result Highlights

As of/For the years ended	Mar 2025 (Unaudited)	Dec 2024 (Audited)	Dec 2023 (Audited)	Dec 2022 (Audited)
Total Assets (IDR, Bn)	717.41	730.43	708.69	702.53
Total Debt (IDR, Bn)	412.85	445.74	365.18	432.53
Total Equity (IDR, Bn)	260.73	256.73	240.67	231.2
Total Revenue (IDR, Bn)	16.37	80.04	70.1	88.34
Net Interest Revenue (IDR, Bn)	5.80	40.02	34.43	48.36
Net Income (IDR, Bn)	1.41	16.05	9.47	18.13
Debt to Equity (x)	1.58	1.74	1.52	1.87
Equity/Assets (%)	36.34	35.15	33.96	32.91
Net Interest Margin (%)	3.43	5.93	5.30	9.10
Cost/Income (%)	65.04	50.20	63.81	54.90
Return On Asset (%)	0.78	2.23	1.34	3.06
Return On Equity (%)	2.18	6.45	4.02	8.17
Gross NPF (%)	1.76	1.64	1.66	1.76

Analysts : Rizky Fajri Nursahadi (rizky.nursahadi@kreditratingindonesia.com)
 Gromy Pilipi Pranata Purba (gromy.purba@kreditratingindonesia.com)

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