



ANNUAL REPORT 2020



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Message from THE CHAIRMAN

Dear Members,

The following are APPI's Annual Report for the year 2020 containing brief information regarding the association, this year's multi-finance industry's condition report, and information about APPI members.

The year 2020 was one of the toughest years for the multi-finance industry. COVID 19 has caused the world economy to shrink, including Indonesia. The multi-finance industry faced a difficult situation amidst the pandemic due to declining of purchasing power, credit restructuring, and difficulty in obtaining funding from banks and the capital market, all of which resulted in the industry's financing receivables decreasing by 18,23%.

The COVID-19 pandemic is indeed an economic crisis caused by the health sector that affects not just the multi-finance industry, but almost all of the economic sectors too.

We should be grateful that the multi-finance industry is able to survive and make profit, although the number of multi-finance companies had decreased, for they chose to change their activity and stop being multi-finance companies.

We'll take this opportunity to express our appreciation to all of our members who abide by the OJK regulation including certification regards. In the middle of this pandemic, the company still kept competency and quality human resources through online certification provided by LSPPI.

We'll also convey our gratitude to all companies that have supported and participated as members of Rapindo. With the presence of this system, we count that there will no longer be any double pledging and double financing cases in this industry.

We hope everyone working in the multi-finance industry remains optimistic, strong, and keeps growing despite the current pandemic situation.

Lastly, on behalf of the APPI Executive Committee, we send many thanks notably to all concerned parties such as those who had supported APPI as an association, so that we can continue to be trustworthy and provide more contributions in the upcoming years.

Thank you.

Regards,
Suwandi Wiratno
Chairman



FINANCE COMPANY (INCLUDING SHARIA)

Number of Finance Companies for Years 2016 – 2020

200 193 185 184 176

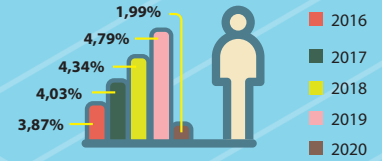
2016 2017 2018 2019 2020

The total number of Finance Company by the end of 2020 are 176 companies. The graph shows the growth of total Finance Company during the last five years.

*Source: OJK

PROFITABILITY

Multifinance Profitability Ratios as of 2016 – 2020



ROA

*Source: OJK

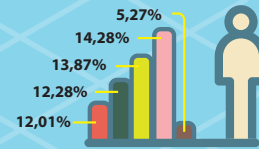
ASSETS, FINANCING RECEIVABLES, AND EQUITIES

Assets, Financing Receivables and Equities of Finance Company For Years 2016 – 2020 (Trillion Rp)

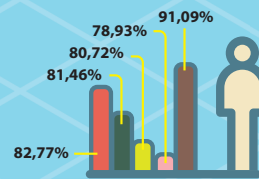


- Total Asset on 31 December 2020 Rp 456,061 trillion or a growth of -11,98% yoy
- Finance Receivables decreased by -18,23% yoy to Rp 369,758 trillion

*Source: OJK



ROE

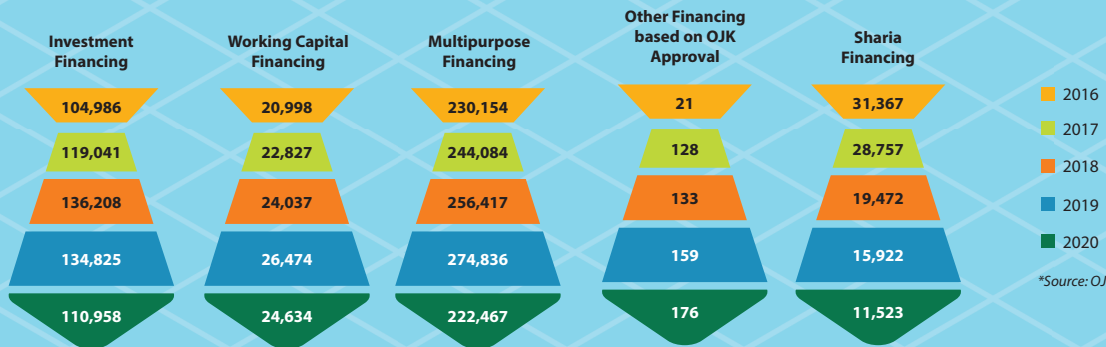


BOPO

- Industry's ROA as at December 2020 amounting 1,99%
- Industry's ROE as at December 2020 amounting 5,27%

BUSINESS ACTIVITIES

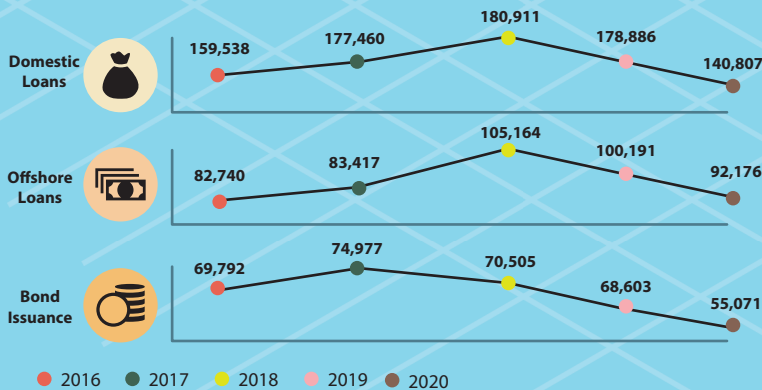
Financing Receivables based on Type of Financing Business Activities For Years 2020 (Trillion Rp)



*Source: OJK

SOURCES OF FUND

Sources of Fund for Years 2016 – 2020 (Trillion Rp)



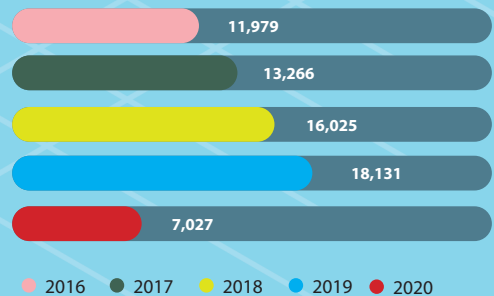
2016 2017 2018 2019 2020

Domestic and Offshore Source of Funds as well as Bonds Rp288.05 Trillion or a rose of -17.15% yoy.

*Source: OJK

PROFIT AND LOSS

Net Profit of Multifinance Company for Years 2016 – 2020 (Trillion Rp)



2016 2017 2018 2019 2020

Profit as per December 2020 Rp 7.03 trillion or decreased to -61.24% yoy.

*Source: OJK

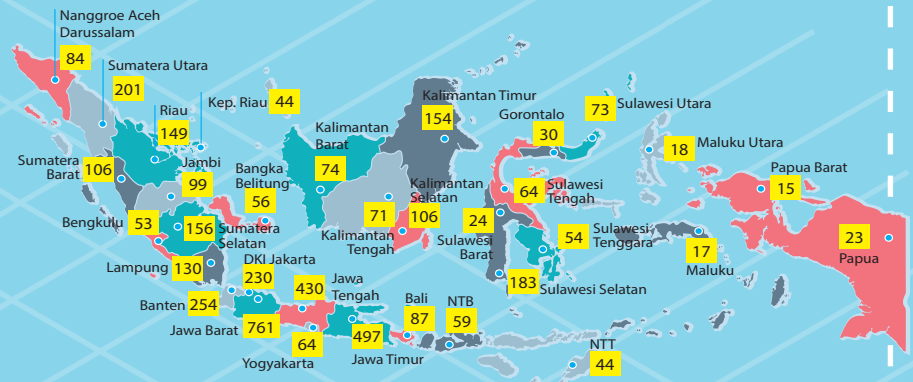
NON PERFORMING FINANCE (NPF)

| Collectibility | December 2019 | December 2020 |
|-----------------|----------------|----------------|
| Current | 90,06% | 86,83% |
| Special Mention | 7,54% | 9,16% |
| Sub-Standard | 0,46% | 0,86% |
| Doubtful | 0,57% | 0,79% |
| Loss | 1,38% | 2,36% |
| Total | 100,00% | 100,00% |

As per 31 December 2020 the NPF gross was 4.01% and the NPF nett was 1,61%.

*Source: OJK

BRANCH DISTRIBUTION

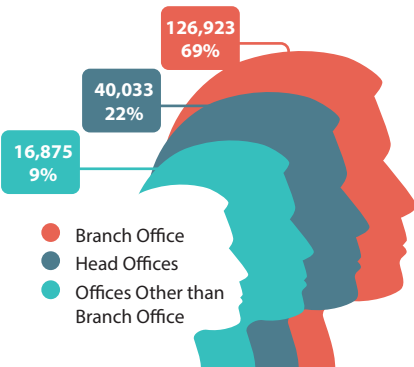


- There are 4.427 Finance Companies Branch Offices distributed across the country as of December 2020.
- Java island becomes the most densely populated location for Multifinance Companies with a total of 2,236 branch offices in Java or about 50.51%.
- 1,078 branch offices were established in Sumatera island (24.35%), 422 branch offices were formed in Kalimantan island (9.53%) and the remaining 691 offices were distributed in the islands of Sulawesi, Bali, Nusa Tenggara, Maluku and Papua.

*Source: OJK

HUMAN RESOURCES

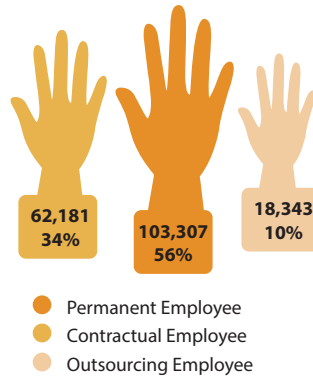
HR DISTRIBUTION BY ASSIGNMENT



The total number of Human Resources is 183.831 employees with the composition of 40.033 employees at the Head Office, 126.923 at the branch office and 16.875 at offices other than branch office.

*Source: OJK

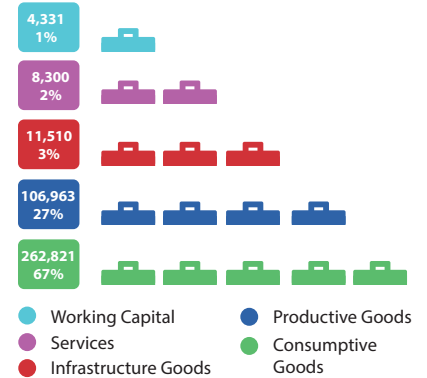
HR DISTRIBUTION BY EMPLOYEE STATUS



The number of permanent employees reach 103.307 (56%) from the total of Human Resources, the number of contractual employees are 62.181 (34%) and the remaining 18.343 (10%) are outsourcing employees.

*Source: OJK

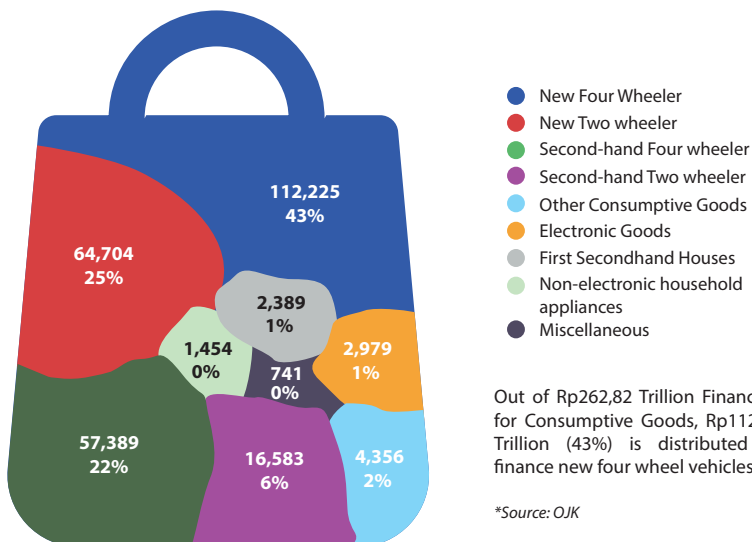
FINANCING RECEIVABLES BY OBJECTS OF FINANCING (TRILLION RP)



The Distribution of Financing Receivable is still dominated by the consumptive goods at Rp262,82 Trillion or at 67% of the total financing receivables and productive goods Rp106,96 Trillion or at 27% of the total financing receivables.

*Source: OJK

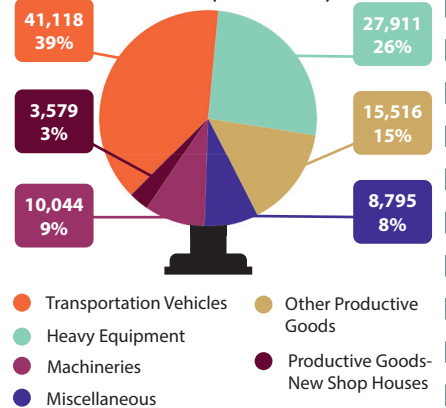
THE COMPOSITION OF CONSUMPTIVE GOODS FINANCED (TRILLION RP)



Out of Rp262,82 Trillion Financing for Consumptive Goods, Rp112,23 Trillion (43%) is distributed to finance new four wheel vehicles

*Source: OJK

THE COMPOSITION OF PRODUCTIVE GOODS FINANCED (TRILLION RP)



Out of Rp106,96 Trillion Financing for Productive Goods, Rp41,12 Trillion (39%) is distributed to finance transportation vehicles

*Source: OJK

APPI Executive Committee



Chairman
SUWANDI WIRATNO
Chandra Sakti Utama Leasing
(President Director)



Secretary General
SIGIT SEMBODO
Bussan Auto Finance
(Managing Director)



Treasurer
ROSALINA DHANUDIMULJO
Transpacific Finance
(President Director)



Chairman of Joint Venture Relationship
KOJI HAYAKAWA
Oto Multiartha
(Managing Director of New Business Unit)



Chairman of Education, Training and 4-wheeler Industry Development
RONI HASLIM
BCA Finance
(President Director)



Chairman of SME, Sharia & 2-Wheeler Industry Development
HAFID HADELI
Adira Dinamika Multi Finance
(President Director)



Chairman of Government Relationship, Heavy Equipment Industry Development & Regional Communication Forum
ANDREAS MANIK
Komatsu Astra Finance
(Vice President Director)



Chairman of Regional Communication Forum, Accounting & Tax
GUSTI WIRA SUSANTO
Pro Car International Finance
(President Director)



Executive Director
SUILO SUDJONO

Supervisory Board



Chairman of Supervisory Board
WIWIE KURNIA
Mega Central Finance (President Director)



Member of Supervisory Board
DENNIS FIRMANSAH
Aditama Finance
(President Commissioner)

Committee

Heavy Equipment Committee

Two (2) Wheel Field Committee

Four (4) Wheel Field Committee

Risk Management Committee

Financial Literacy & Inclusion Committee

Legal & Consumer Protection Committee

Accounting & Tax Committee

Sharia Financing Committee

Human Resources Development Committee

Education Scholarship Committee

Electronic and Fund Financing Committee

Bank Relationship Committee

Regional Forum Communication

1. ACEH
2. PADANG
3. MEDAN
4. PEKANBARU
5. BATAM
6. BENGKULU
7. JAMBI
8. SUMSEL & BABEL

9. LAMPUNG
10. BANTEN
11. BANDUNG
12. TASIKMALAYA
13. CIREBON
14. PURWOKERTO
15. SOLO
16. YOGYAKARTA

17. SURABAYA
18. MALANG
19. JEMBER & BONDOWOSO
20. KEDIRI
21. BALI
22. NTB
23. BANJARMASIN
24. PONTIANAK

25. PALANGKARAYA
26. SAMARINDA
27. BALIKPAPAN
28. MANADO
29. MAKASSAR
30. KENDARI
31. PALU
32. PAPUA

Regional Branch Forum Communication

1. LUBUK LINGGAU
2. BOGOR
3. GARUT
4. BANYUWANGI
5. BOJONEGORO

Members of APPI

Multifinance Members



Non Multifinance Members

