

PT Bintang Oto Global Tbk

Company Rating *ir*BBB+/Stable

Rated Issue

MTN Bintang Oto Global Tahun 2021 *ir*BBB+

Rating Period

July 22, 2024 – August 1, 2025

Rating History

July, 2023 *ir*BBB+/Stable
 July, 2022 *ir*BBB+/Stable
 August, 2021 *ir*BBB+/Stable
 February, 2021 *ir*BBB+/Stable

"Debt Securities with *ir*BBB rating has an adequate level of certainty to honor its financial obligations. However, this certainty is more likely to diminish in the future than with the higher rating categories".

The plus sign (+) indicates that the rating given is closer to the rating scale above it.

Kredit Rating Indonesia affirms '*ir*BBB+' rating to MTN Bintang Oto Global Tahun 2021 amounting to IDR500 Bn

Kredit Rating Indonesia (KRI) affirms a Company Rating of '*ir*BBB+' for PT Bintang Oto Global Tbk ("BOGA" or the "Company") with a 'Stable' outlook. At the same time, KRI affirms '*ir*BBB+' rating to BOGA's MTN Bintang Oto Global Tahun 2021 amounting to IDR500 Bn. The above ratings still reflect the Company's diversified revenue streams and moderate capital structure. However, the ratings are constrained by the Company's capacity in interest repayment as well as challenges in business expansion plan.

BOGA has more diversified revenue streams than its peers as its revenue comes from car sales (89.7%), workshop and sales of spare parts (5.1%), car rental (2.9%) and others (2.3%) in 2023. Furthermore, we are of the view that BOGA still has a good level of capitalization, shown by the Debt-to-Equity Ratio (DER) of 0.54x in 2023 and 0.55x in 1Q2024.

However, the Company's ratings are constrained by EBITDA to interest ratio that continued to slide from 1.85x in 2022 to 0.92x in 2023 and 0.88x in 1Q2024. Going forward, it is expected that interest repayment is getting better with EBITDA to interest ratio of 1.65x in FY24F. The Company plans to expand its business by entering the rental of commercial cars to serve one of the logistics companies in Indonesia using the fund from issuance of medium-term notes, yet still faces challenges in executing the plan. Furthermore, BOGA also has land purchase plan in Jabodetabek area that is expected to be completed in the end of 2024.

Established in 2011, BOGA is a national car dealer company, especially Honda. The Company's shareholder ownership as of March 31, 2024 was PT Falcon Asia Investama (29.5%) and public (70.5%).

KREDIT RATING INDONESIA

July 22, 2024

BOGA Financial Results Highlights (Consolidated)

| As of/For the year ended | Mar 2024 (Unaudited) | Dec 2023 (Audited) | Dec 2022 (Audited) | Dec 2021 (Audited) |
|-----------------------------------|-------------------------|-----------------------|-----------------------|-----------------------|
| Total Adjusted Assets (IDR, Bn) | 858.9 | 816.1 | 895.6 | 804.5 |
| Total Adjusted Debt (IDR, Bn) | 265.3 | 259.4 | 269.8 | 258.5 |
| Total Adjusted Equity (IDR, Bn) | 482.9 | 477.7 | 470.2 | 455.5 |
| Total Sales (IDR, Bn) | 193.3 | 901.8 | 733.7 | 556.3 |
| Net Income (IDR, Bn) | 5.2 | 7.5 | 14.8 | 27.7 |
| EBITDA (IDR, Bn) | 8.4 | 31.0 | 38.7 | 38.6 |
| EBITDA Margin (%) | 4.3 | 3.4 | 5.3 | 6.9 |
| EBITDA/Adjusted Debt (x) | 0.1 | 0.1 | 0.1 | 0.2 |
| Adjusted Debt/Adjusted Equity (x) | 0.6 | 0.5 | 0.6 | 0.6 |
| FFO/Adjusted Debt (%) | 0.1 | 0.1 | 0.1 | 0.1 |
| EBITDA/IFCCI (x) | 0.9 | 0.9 | 1.9 | 13.3 |
| USD Exchange Rate (IDR/USD) | 15,852 | 15,416 | 15,731 | 14,269 |

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