

OPPORTUNITY DAY

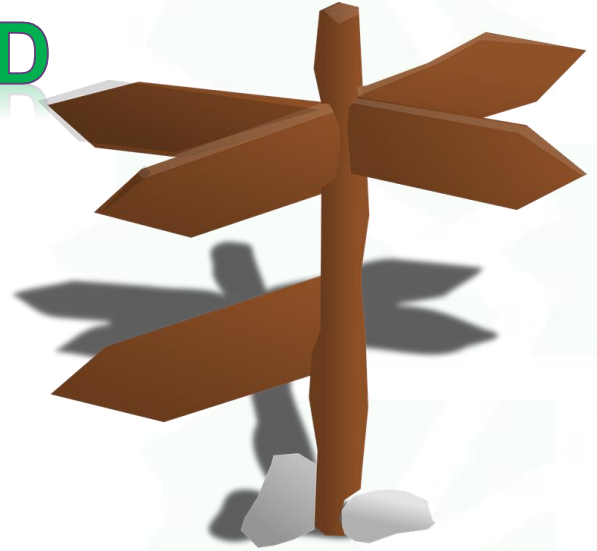
Q1/2561

AMANAH
Leasing



PRESENTATION'S OUTLINE

- I. COMPANY'S BACKGROUND
- II. OPERATING RESULTS
- III. IFRS9 PREPARATION
- IV. PLAN FOR 2018



I .COMPANY 'S BACKGROUND



I .COMPANY 'S BACKGROUND

1992

(2535)

- Incorporated under the Name “Trimitsamphan Co., Ltd” to operate Auto Hire-purchase and Leasing Businesses. Later on, the name was changed to “Nava Leasing Co., Ltd”



1995

(2538)

- Converted in to Public Company, while having Nava Finance and Securities Public Company Limited, and Thai Military Bank Public Company Limited as the major Shareholders.

2001

(2544)

- Get listed in the Stock Exchange of Thailand (SET) under the symbolic name “NVL”.

2010

(2553)

- Islamic Bank of Thailand (IBANK) acquired 49% of stocks through capital increase and tender offer, and the company’s name was changed to “Amanah Leasing Public Company Limited” (AMANAH)



I .COMPANY 'S BACKGROUND

- Board of Directors and Management were restructured.
- Board of Directors approved the new Business Plan. According to the new business plan, AMANAH ceased to conduct low yield financing (new car's hire-purchase, auto-floor plan financing, and financing to corporations). AMANAH's new business direction was to conduct retails and high yield financing : used car hire- purchase, targeting to retail customers (called " Auto to Money, ATM" product).
- 39 new branches were opened to add up to 7 existing branches, resulting in 46 branches in total to support retail financing.
(now 41 existing branches)

I .COMPANY 'S BACKGROUND



คุณไพบูลย์ ศิริภาณุเสถียร
รองประธานกรรมการ
Mr. Phaiboon Siripanoosati
Vice Chairman



พลเอกณัฐพงษ์ เม็กสมบูรณ์
ประธานกรรมการ
กรรมการอิสระ
General Natthipong Pueksakorn
Chairman
Independent Director



คุณสุวรรณา พิมพ์ภกร
กรรมการ
และรักษาการกรรมการผู้จัดการ
Mrs. Suwanna Pimphakorn
Director
and Acting Managing Director



ดร.นันทพล พงษ์ไพบูลย์
กรรมการ
Dr. Nantaphol Pongspaibool
Director



คุณธีระพันธ์ เพ็ชรสุวรรณ
กรรมการอิสระ
Mr. Theerapun Petchsuwan
Independent Director



คุณมนตรีชัย วัฒนเสถียร
กรรมการ
Mr. Montchai Ratanastien
Director



คุณชาตรี ไชโย
กรรมการอิสระ
Mr. Chatree Chochai
Independent Director



คุณสุนันต์มัย เมธิสริยพงษ์
กรรมการ
Ms. Sunsanee Methisariyapong
Director

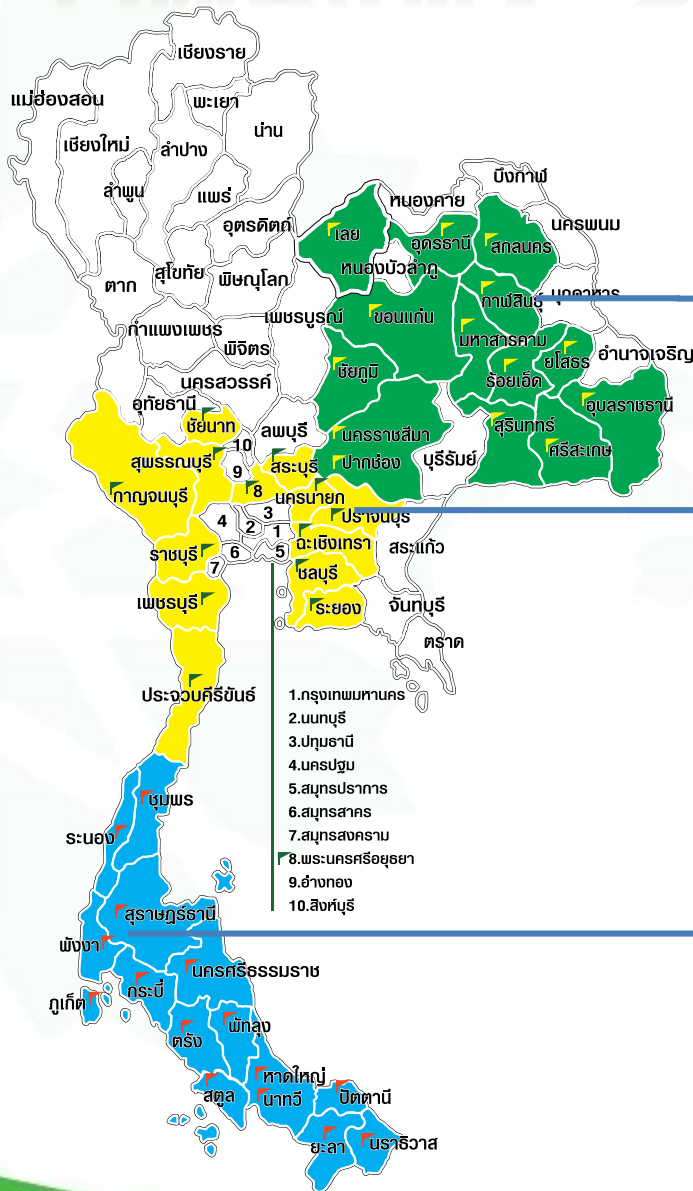


คุณสุรศักดิ์ พันธุ์สายเชื้อ
กรรมการ
Mr. Surasak Phansaichua
Director



คุณวิสุทธ์ บวรวิบูลย์
กรรมการ
Mr. Vissuit Boreriboon
Director

I .COMPANY 'S BACKGROUND



Current Branches and AEs

Northeast:
14 branches

OLD BRANCHES : 7

ADD NEW : 34

TOTAL : 41

Central & East & West :
13 branches

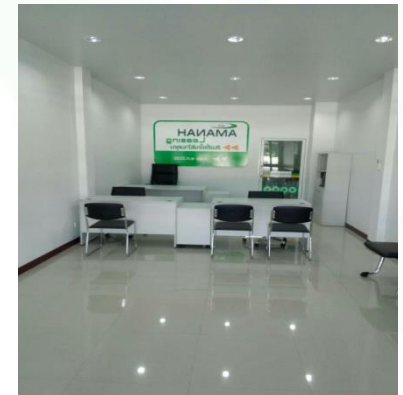
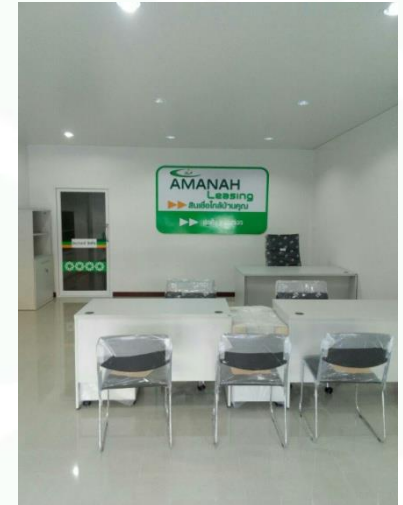
ACTIVE AMANAH EXPRESS / AE AS OF 31 MAR 2018 = 526 AEs

CAPEX PER BRANCH = 300,000 BAHT

South:
14 branches

I. COMPANY'S BACKGROUND

Branch Model



II. OPERATING RESULTS



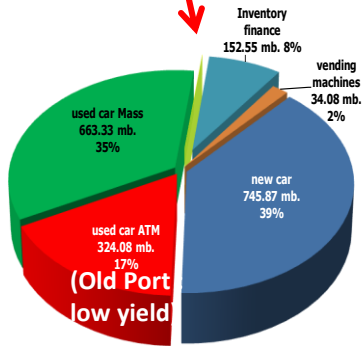
II. OPERATING RESULTS

As at Q2/2015
(Before new business direction)

Last Opp Day, As at Q3/2017
(After new business direction)

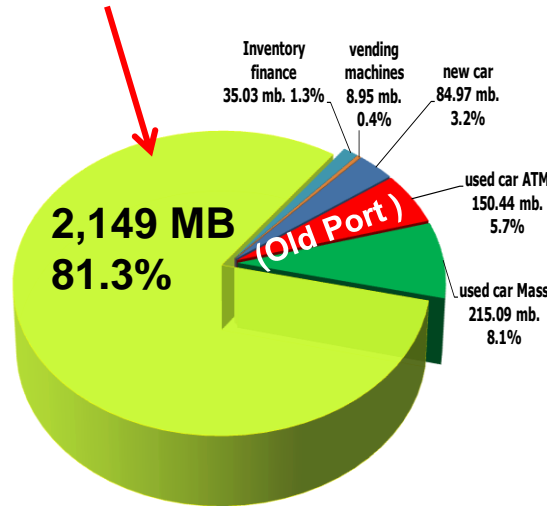
Presently, As at Q1/2018
(After new business direction)

Used car ATM 0%
(New Port)



Total port = 1,920 MB

Used car ATM (New Port)
(Yield > 20%)

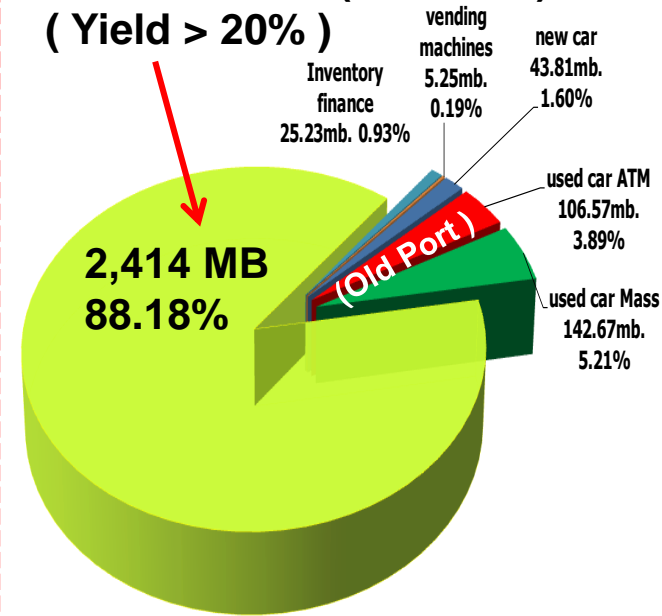


Total port = 2,643 MB

Average total port actual
yield approximately 10-11%

Average total port actual
yield approximately 16.5%

Used car ATM (New Port)
(Yield > 20%)



Total port = 2,737 MB

Average total port actual
yield approximately 19.63%

Note: used car Mass consists of fleet , Car-Tent , van, public bus, & public pickup

II. OPERATING RESULTS

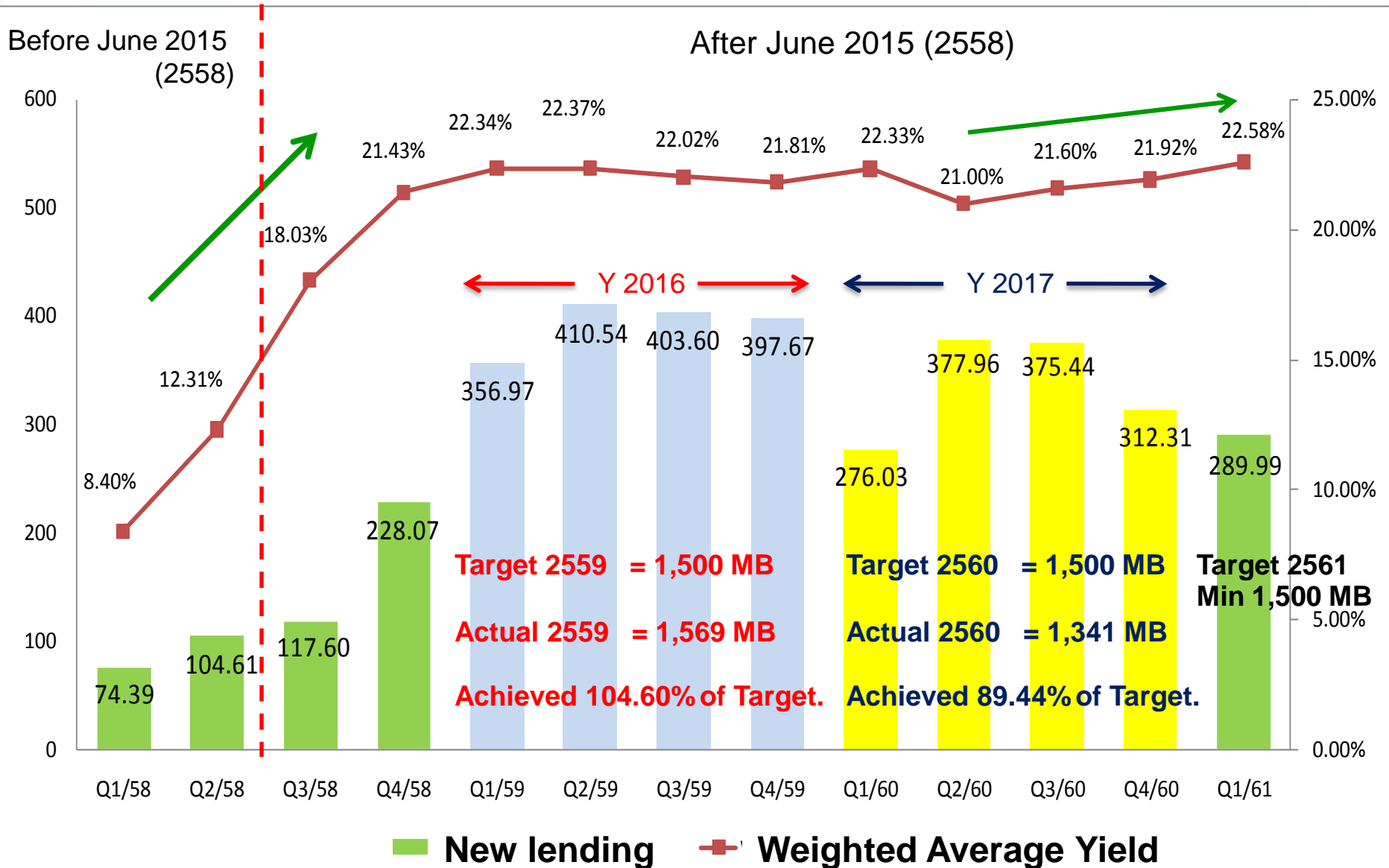
A Shift in product mix

	Actual	Actual	Target	Yield
	Jun-2015	Mar-2018	Dec-2018	
Vending machines	2%	0.2%	0%	20%
Inventory finance	7%	1.0%	1%	9%
Used car (Old Portfolio)	53%	9.2%	3%	12%
New car	38%	1.6%	1%	8%
Used car (New portfolio - High yield)	0%	88%	95%	22%
	100%	100%	100%	

II. OPERATING RESULTS

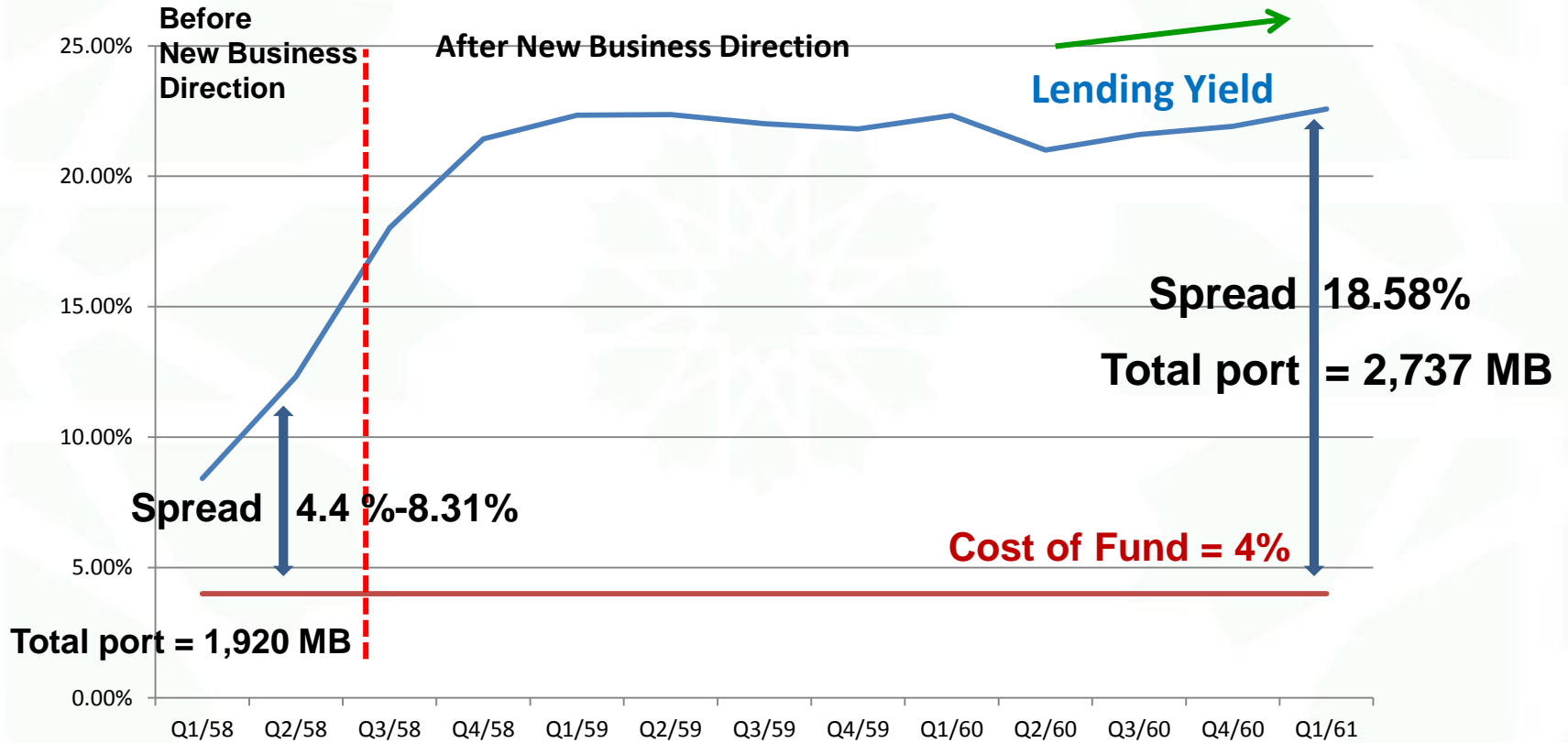
Quarterly, New Lending, and Lending Yield: before June 2015 VS after June 2015

Unit in MB



II. OPERATING RESULTS

Lending Yield, Cost of Fund, & Spread

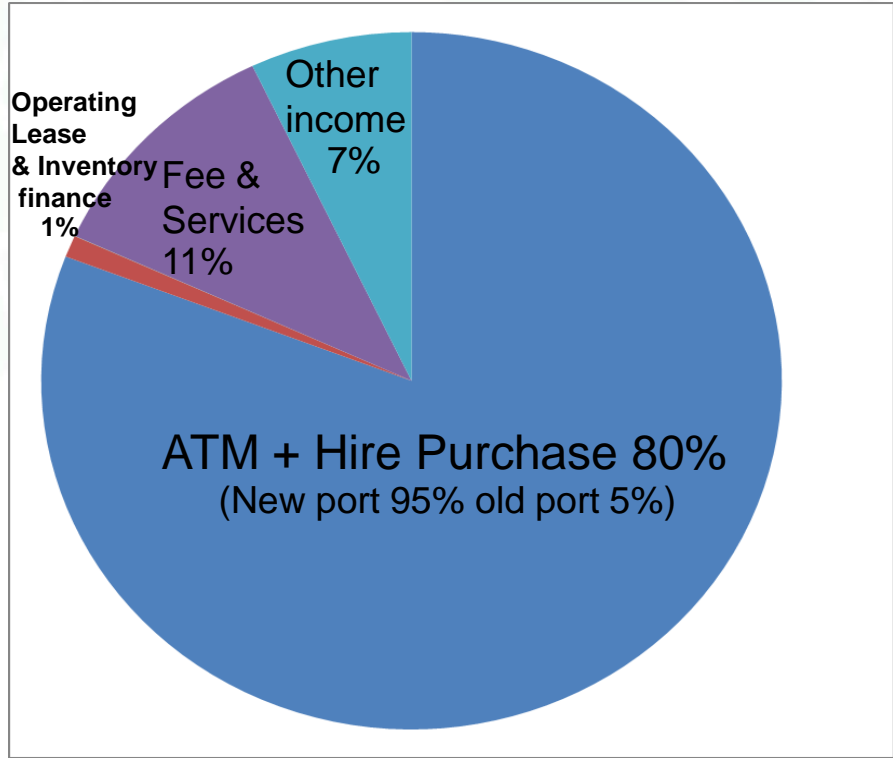
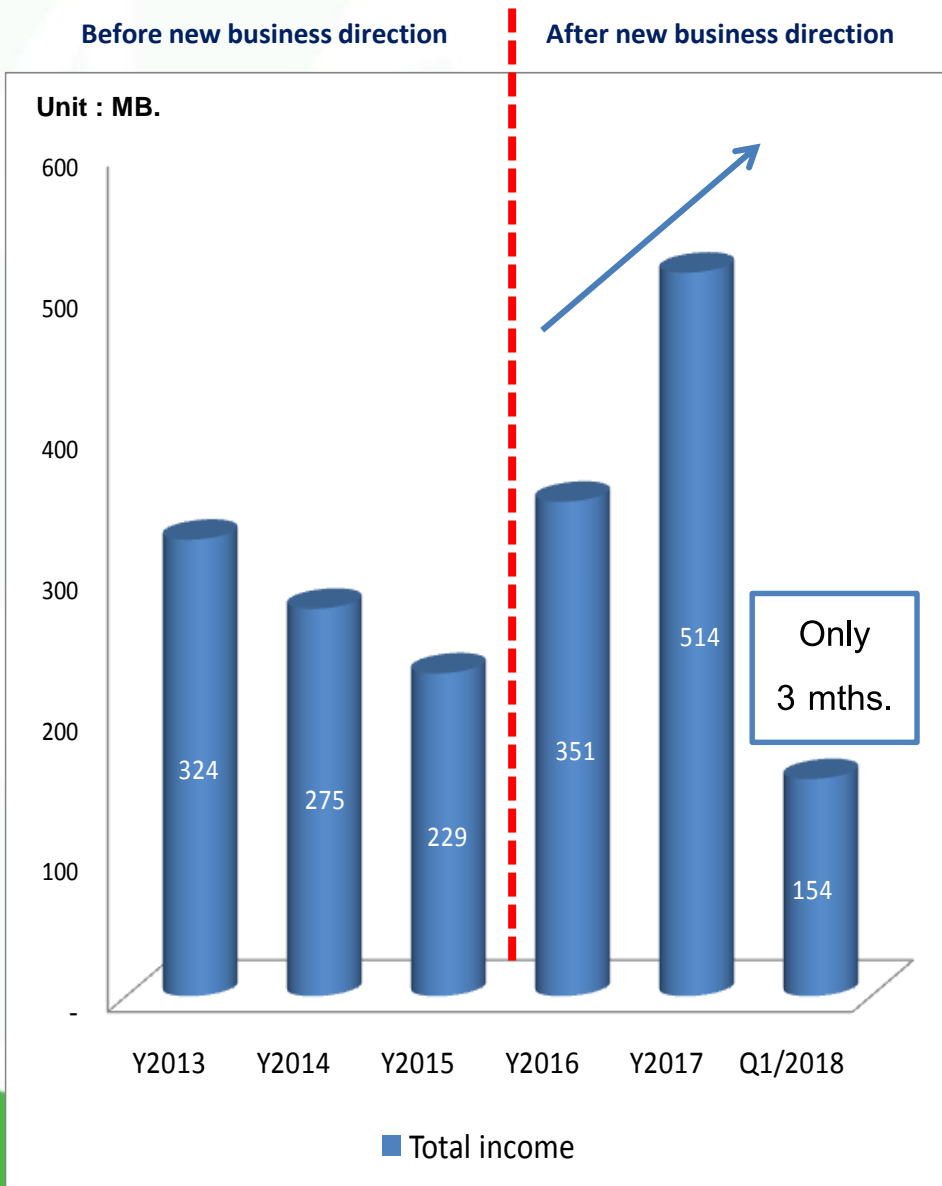


II. OPERATING RESULTS

Total Revenue (MB) Revenue Structure

Revenue Mixes

After new business direction:
Revenue mixes as at Q1 2018

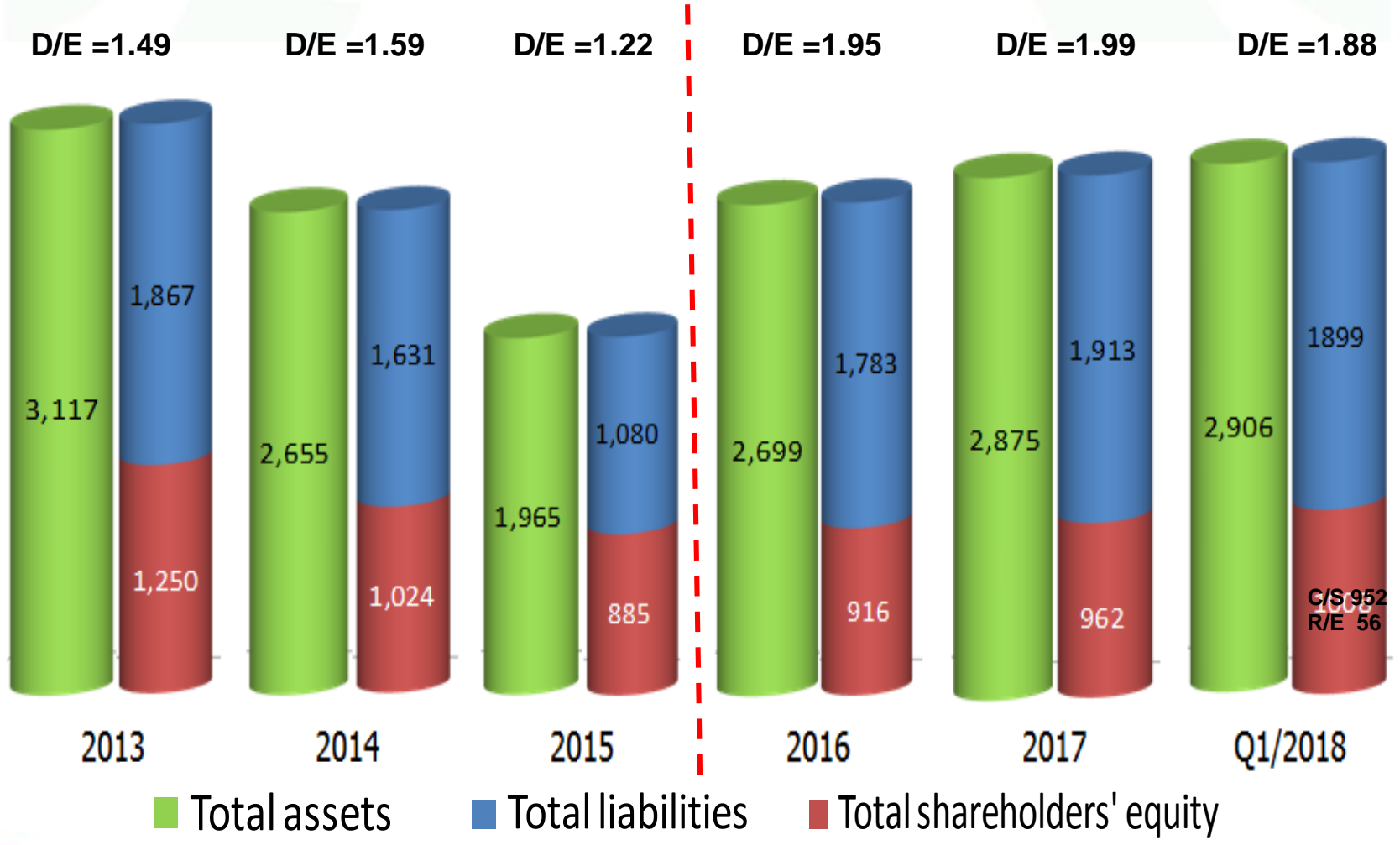


II. OPERATING RESULTS

Statements of financial position

Before new business direction

After new business direction



II. OPERATING RESULTS

Statement of Income 2013 – Q1/2018

Before new business direction

Actual Yield
11.52%

After new business direction

Actual Yield
16.50%

Actual Yield
19.63%

unit in million THB

Continuing operations	Y2013	Y2014	Y2015	Y2016	Q1/2017	Q2/2017	Q3/2017	Q4/2017	Y2017	Q1/2018
Income from hire-purchase	252.00	218.43	163.97	260.70	92.47	95.56	105.59	118.47	412.09	124.11
Income from finance lease	0.060	0.002	0.004	0.010	0.01	-	-	-	0.01	0.00
Income from operating lease	20.33	20.37	20.31	17.01	3.33	2.96	2.72	2.44	11.45	2.29
Income from inventory finance	14.07	14.22	15.27	9.46	2.73	2.74	1.76	0.76	7.99	0.71
Fee and service income	27.44	12.72	13.06	43.60	10.31	14.00	12.19	13.81	50.31	16.71
Other income	10.44	9.50	16.77	20.49	9.55	4.42	8.58	9.68	32.23	10.43
Total income	324.34	275.24	229.38	351.27	118.40	119.68	130.84	145.16	514.08	154.24
Cost of operating lease	12.82	18.86	18.98	18.85	3.89	3.43	3.78	3.16	14.26	2.64
Selling expenses	5.85	1.67	3.22	4.19	1.20	0.61	0.38	0.37	2.56	0.27
Administrative expenses	127.05	153.95	150.89	193.42	54.11	50.21	53.11	58.71	216.14	52.62
Bad debt and doubtful accounts	121.08	86.20	79.96	-15.49	19.75	88.44	-10.68	11.67	109.18	15.73
Impairment loss and loss on sales of properties foreclosed	38.51	130.81	56.62	63.54	6.45	10.43	7.22	10.61	34.71	4.33
Reversal in allowance for impairment of investment in subsidiary					-9.15	-0.23			-9.38	0.00
Finance costs	72.71	72.94	52.78	54.23	15.71	15.96	17.89	18.69	68.25	18.18
Total expenses	378.02	464.42	362.45	318.74	91.96	168.86	71.70	103.21	435.73	93.76
Profit (Loss) before income tax expenses	-53.68	-189.18	-133.07	32.53	26.44	-49.18	59.14	41.95	78.36	60.48
Income tax expense	-3.30	-42.98	0.00	1.57	9.21	3.06	10.53	8.03	30.84	15.13
Profit (Loss) from discontinued operations		7.87	-3.34	0.48						
Net Profit (Loss)	-56.98	-224.29	-136.41	31.44	17.23	-52.24	48.61	33.92	47.52	45.35

II. OPERATING RESULTS

Financial Position 2013 – Q1/2018

unit in million THB

Before new business direction

After new business direction

Statements of financial position	Y2013	Y2014	Y2015	Y2016	Q1/2017	Q2/2017	Q3/2017	Y2017	Q1/2018
Assets									
Cash and cash equivalents	33.63	267.89	162.17	99.85	32.46	36.83	40.69	97.50	90.21
loan receivables	2,573.06	1,948.67	1,488.98	2,263.74	2,191.15	2,328.70	2,451.70	2,527.50	2,561.38
finance lease receivables	150.68	168.84	67.52	87.02	90.00	48.44	35.03	18.41	28.89
Properties and equipment	108.96	120.20	104.62	86.42	81.67	79.03	77.09	72.05	65.24
Properties foreclosed	69.57	74.26	57.06	75.10	102.81	87.27	91.38	60.49	67.13
Deferred tax assets	56.40	23.38	22.48	23.43	23.38	23.23	23.10	28.01	29.06
Other assets	124.88	51.99	62.13	63.62	62.14	61.41	60.82	71.57	64.49
Total assets	3,117.18	2,655.23	1,964.97	2,699.19	2,583.61	2,664.92	2,779.81	2,875.53	2,906.40
Liabilities									
Short-term loan from Ibank	1,791.15	1,594.01	1,044.09	1,731.34	1,574.96	1,720.00	1,780.00	1,844.55	1,790.00
Other liabilities	75.91	37.42	35.81	51.86	77.37	64.26	70.41	68.79	108.77
Total liabilities	1,867.06	1,631.43	1,079.90	1,783.20	1,652.33	1,784.26	1,850.41	1,913.33	1,898.77
Shareholders' equity									
Share capital -paid up	950.00	950.00	950.00	950.00	950.00	951.48	951.48	952.18	952.18
premium	291.89	291.89	291.89	291.89	291.89	0.42	0.56	0.14	0.64
Retained earnings									
Appropriated - statutory reserve	39.54	39.54	39.54	39.54	39.54	-	-	0.56	0.56
Unappropriated (Deficit)	-31.30	-257.63	-396.36	-365.57	-350.43	-71.20	-22.63	8.75	54.25
Total shareholders' equity	1,250.13	1,023.80	885.07	915.99	931.28	880.66	929.40	962.20	1,007.63
Total liabilities and shareholders' equity	3,117.19	2,655.23	1,964.97	2,699.19	2,583.61	2,664.92	2,779.81	2,875.53	2,906.40

II. OPERATING RESULTS

Before new business direction

After new business direction

	Y2013	Y2014	Y2015	Y2016	Y2017
new loan amount	838.0	356.0	380.0	1,569.0	1,342.0
loan receivables (net balance)	2,573.1	1,948.7	1,489.0	2,263.7	2,527.5
Total income	324.3	275.2	229.4	351.3	514.1
Net Profit (Loss)	-57.0	-224.3	-136.4	31.4	47.5

unit : MB

	Q1/2018	Q1/2017	YoY%	Q4/2017	QoQ%
new loan amount	290.0	276.0	5.07%	312.3	-7.14%
loan receivables (net balance)	2,561.4	2,191.2	16.89%	2,527.5	1.34%
Total income	154.2	118.4	30.24%	145.2	6.23%
Net Profit (Loss)	45.4	17.2	163.20%	33.9	33.70%



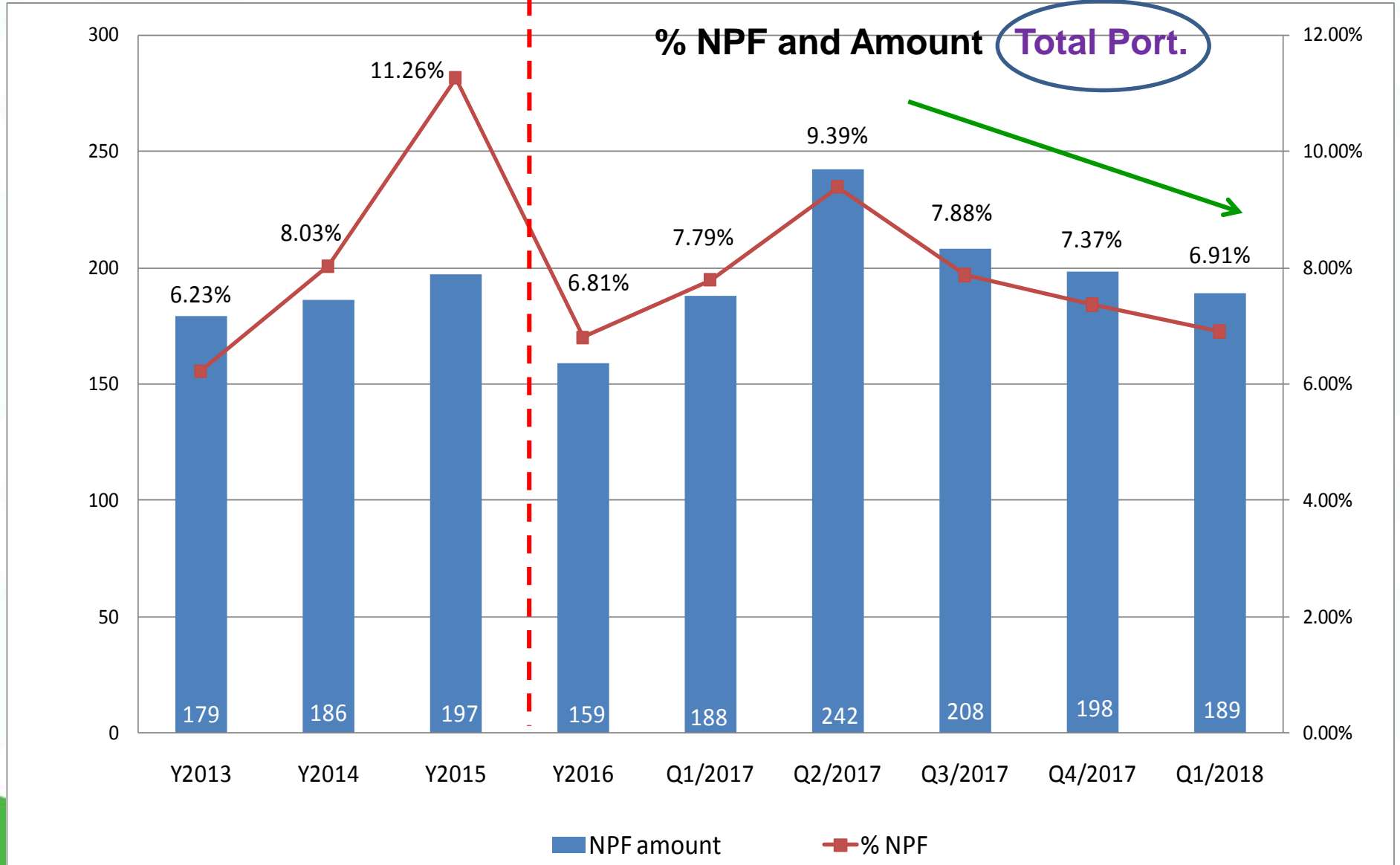
II. OPERATING RESULTS

Non Performing Finance (NPF)

Before new business direction

After new business direction

amount : MB.



II. OPERATING RESULTS

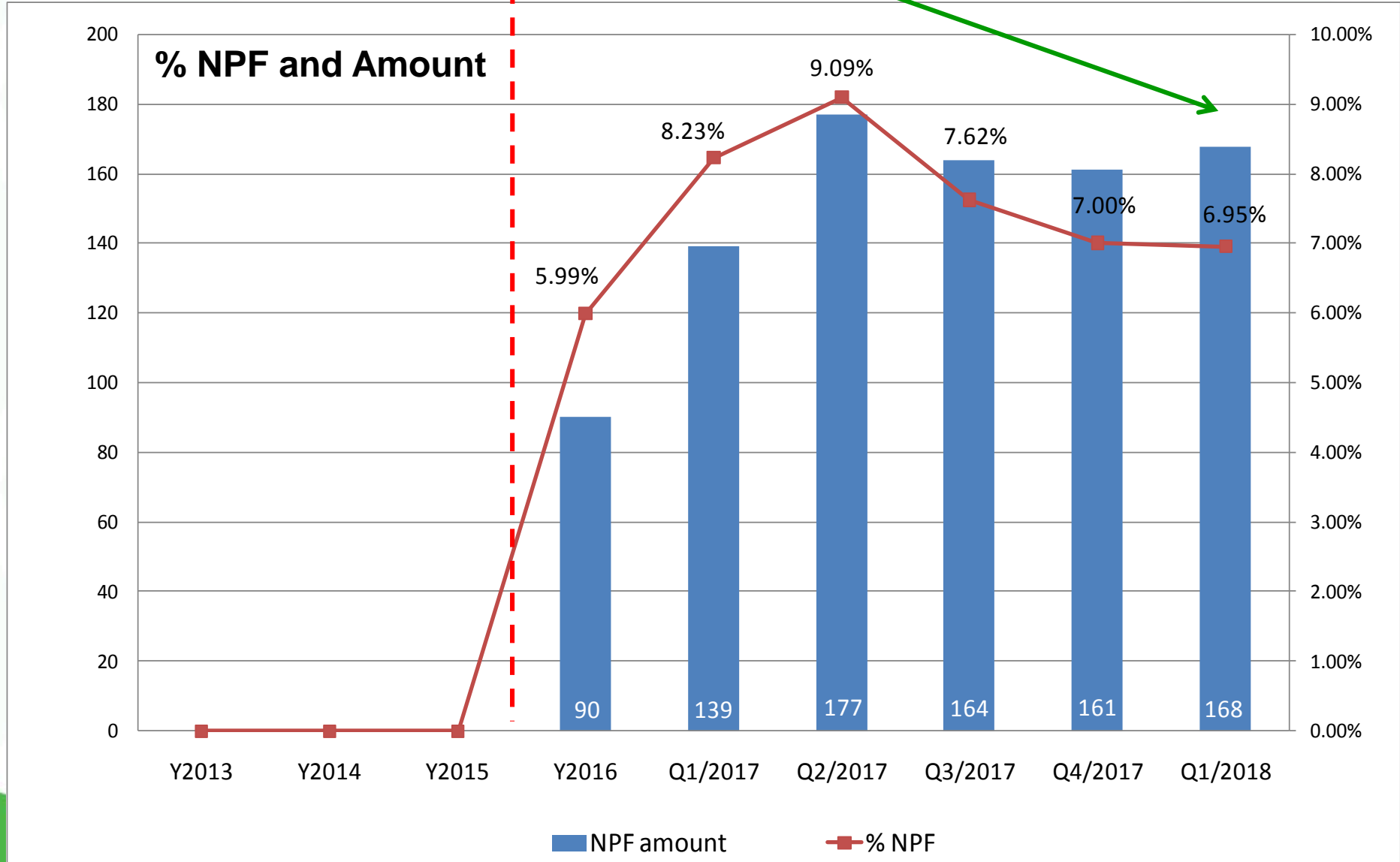
Non Performing Finance (NPF)

Before new business direction

After new business direction

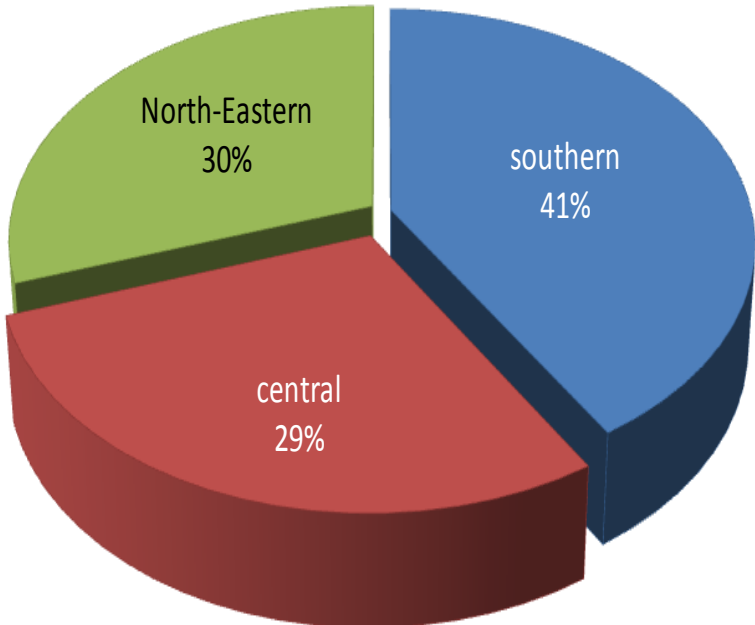
ATM Only

amount : MB.

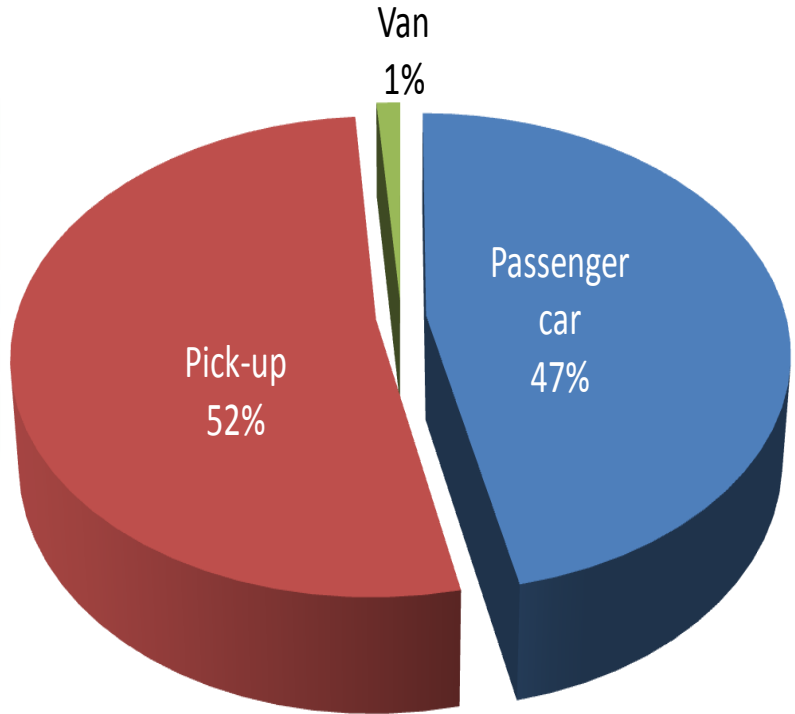


II. OPERATING RESULTS

Current Lending by Booking Areas



Current Lending by Car Types



III. PREPARATION FOR IFRS9



III. PREPARATION FOR IFRS9

สถานะสำรอง ณ 31 มีนาคม 2561

สำรองหนี้สงสัยจะสูญที่กันไว้จริง
สำรองตามวิธี collective approach/IFRS9
สำรองคำนวณตาม aging (วิธีเดิม)

ล้านบาท

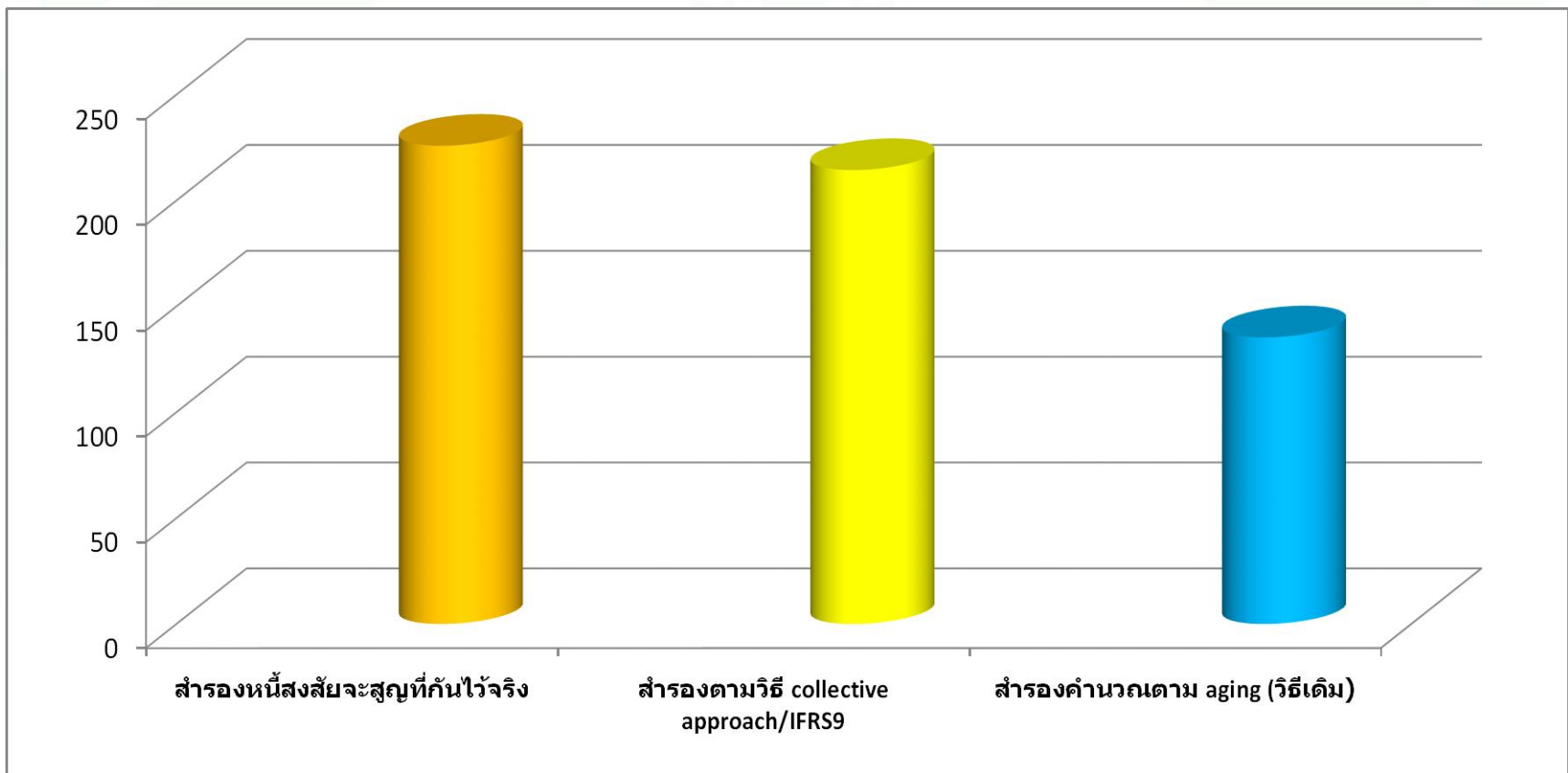
225.90

(คิดเป็น 117% ของสำรองคำนวณตามวิธี collective approach/IFRS9)

214.41

PDxLGDxEAD

135.37



PLAN FOR 2018



PLAN FOR 2018



**ROA,
ROE,
DE**



	Y2016	Y2017	Q1/2018 (NI last 4 quarters)	Q1/2018 (NI Q1 Annualized)
ROA	1.35%	1.70%	2.60%	6.24%
ROE	3.49%	5.06%	7.51%	18.00%
D/E (Times)	1.95	1.99	-	1.88



PLAN FOR 2018



To generate growth and improve ROA and ROE through :

1. Continue growing loan portfolio and yield through ATM lending
2. Increasing financial leverage (D/E) through borrowed-fund financing
3. Continue enhancing collection capability, minimizing reducing NPF



Q & A