



Q2/2023 Financial Performance

**ASIA SERMKIJ LEASING
PUBLIC COMPANY LIMITED**

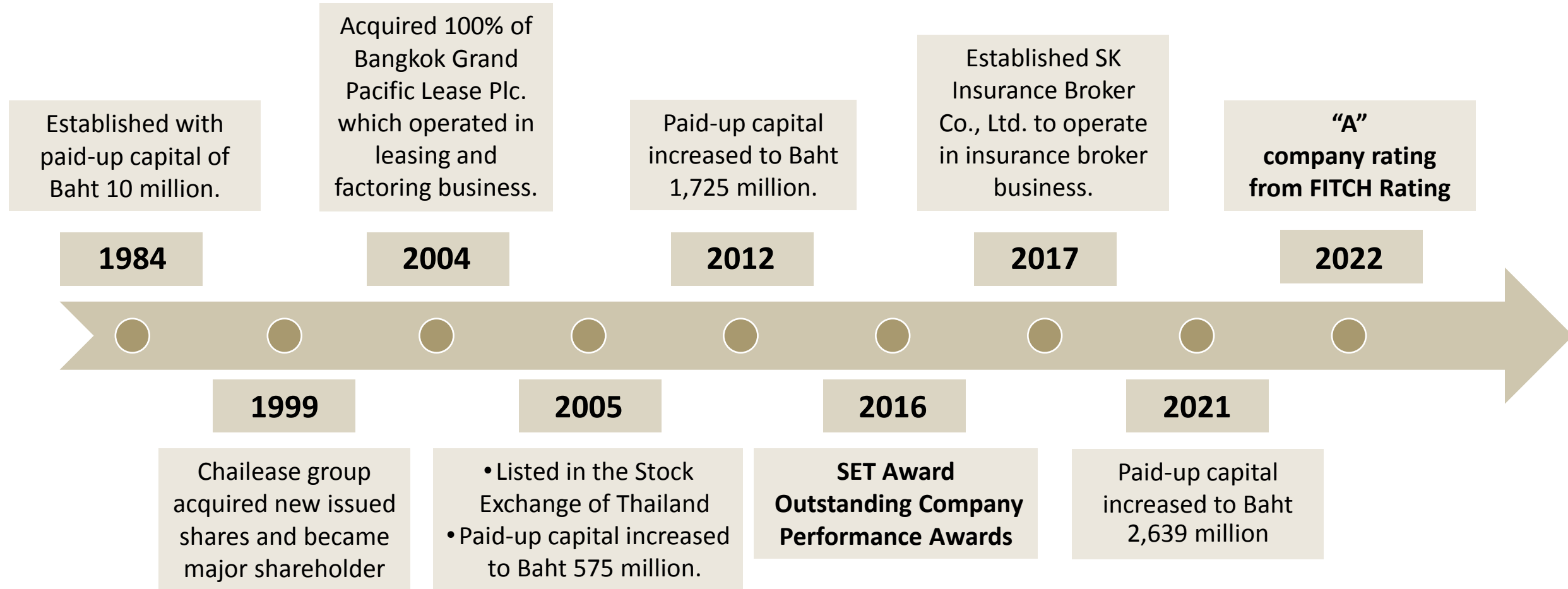


AGENDA

Company Overview

Q2/2023 Performance

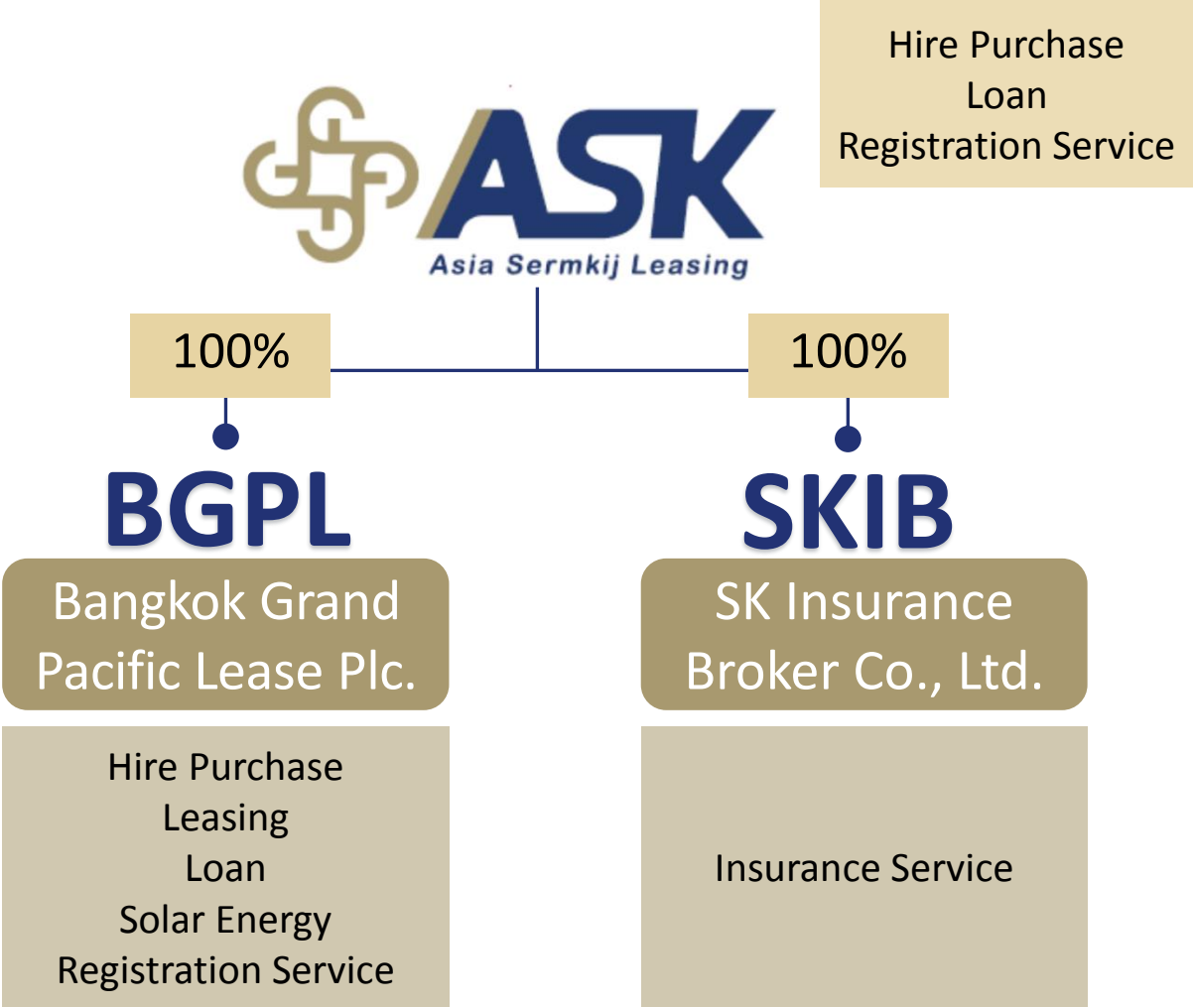
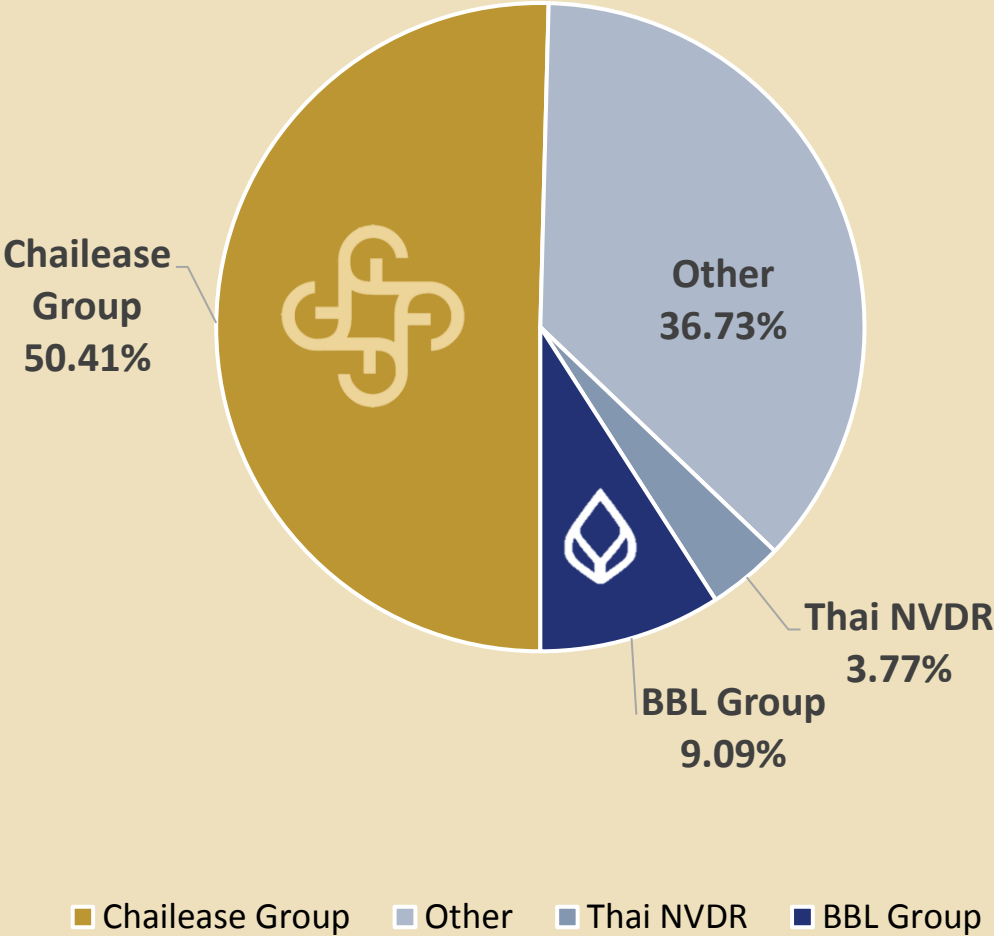
Company History



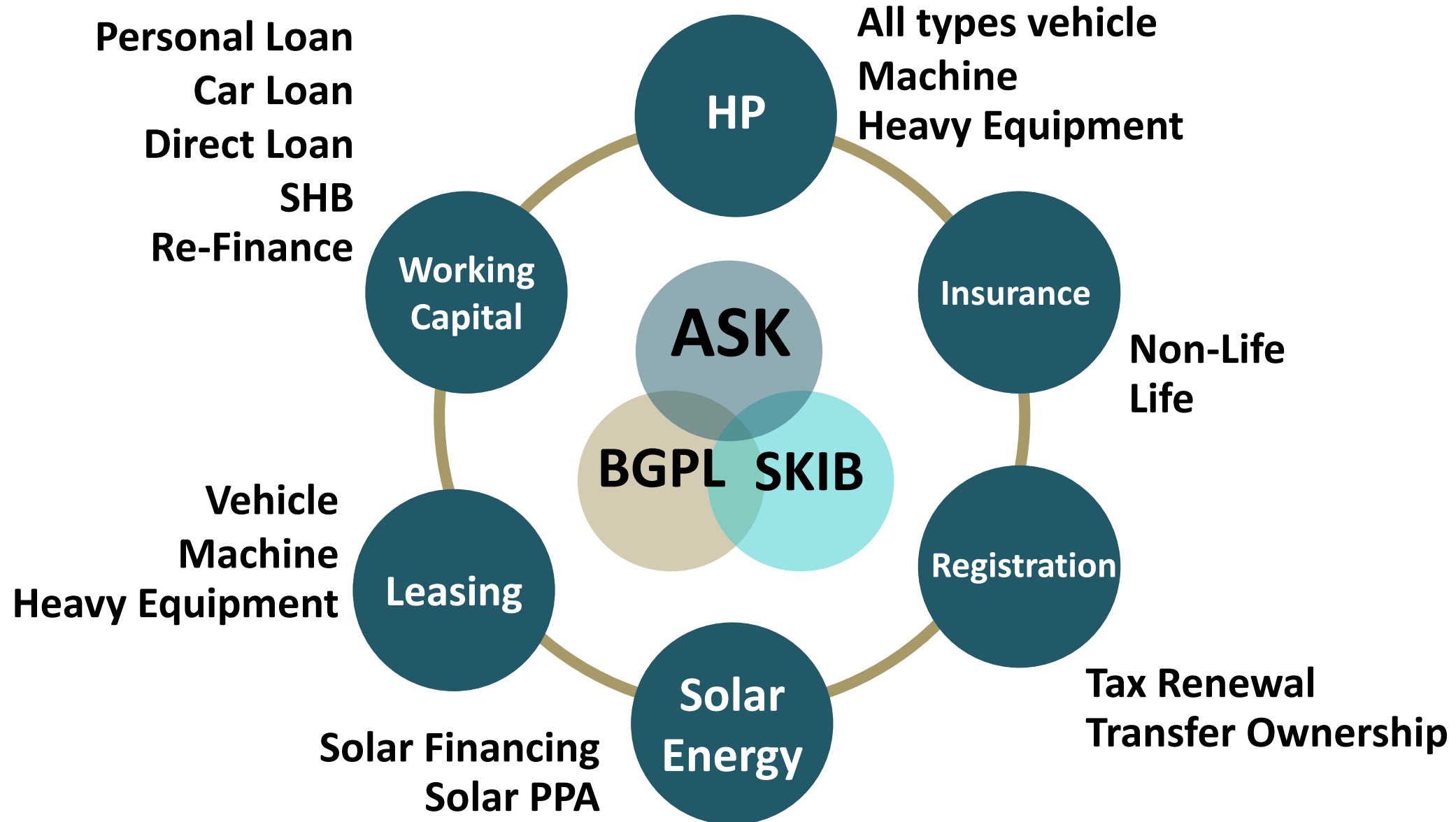
Established in 1984 by BBL group and co-operated with Chailease group from Taiwan (50%-50%) to operate in hire purchase business. After 1999, Chailease group has become major shareholder. The Company continuously develops business in order to be an expert with comprehensive services in transportation industry.

Shareholding and Company Structure

As of March 1, 2023



Products and Services



Branches coverage



19 Branches, 2 Hubs, and Headquarter

BANGKOK

Bang Khae Hub

Bang Na Hub

CENTRAL

Phitsanulok

Nakhon Sawan

NORTH

Chiang Mai

Chiang Rai

Lampang

WEST

Samut Sakhon

Kanchanaburi

NORTHEAST

Udonthani

Khon Kaen

Mukdahan

Ubon Ratchathani

Nakhon Ratchasima

Buriram

EAST

Rayong

Chonburi

Sa Kaeo

SOUTH

Surat Thani

Songkla

Phuket

**Mr. Justin
Yang**

Chairman



**Mr. Tony
Tang**

Managing
Director

Managements



**Mr. Anurit
Wongudom**
General
Manager



**Mr. Danai
Lapaviwat**
Chief
Financial
Officer



**Mr. Pattrapol
Kangwalsakul**
Chief
Legal
Officer



**Mr. Sarayuth
Chaisawadi**
Chief
Information Officer/
Head of Operation



AGENDA

Company Overview

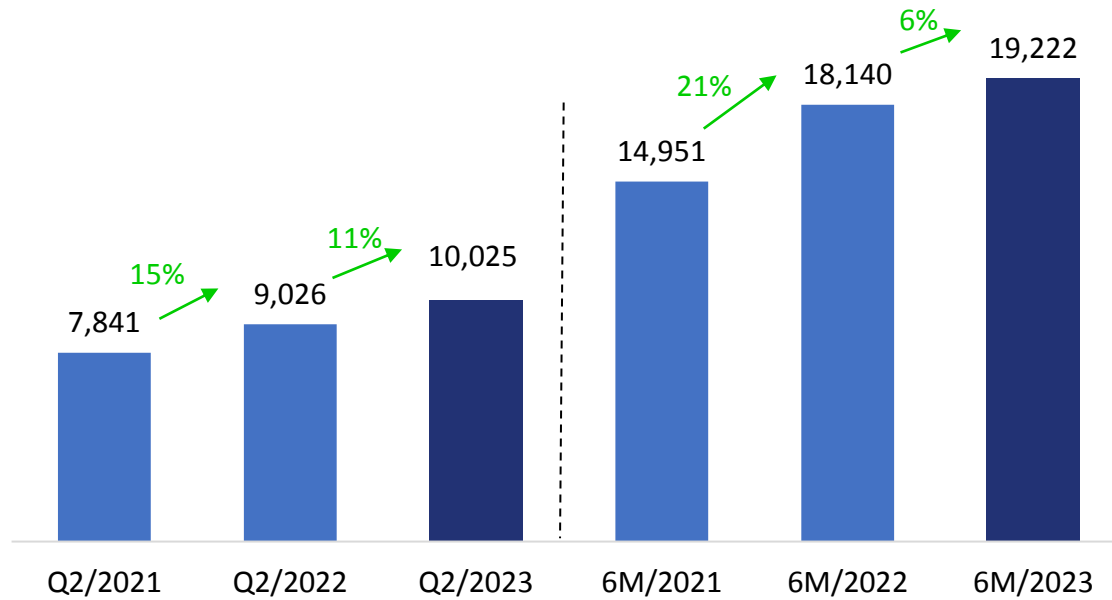
Q2/2023 Performance

Operating Result

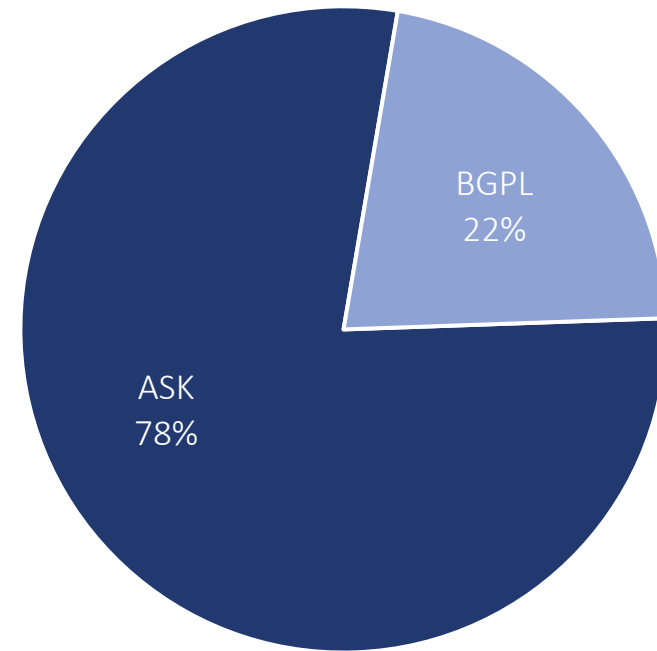
			Unit: Million Baht			Unit: Million Baht		
	2021	2022	Q2/2022	Q2/2023	%YoY	6M/2022	6M/2023	%YoY
DISBURSEMENT								
ASK	22,635	27,333	7,003	7,844	12%	13,947	15,055	8%
BGPL	8,209	8,274	2,023	2,181	8%	4,193	4,167	-1%
Total disbursement	30,844	35,607	9,026	10,025	11%	18,140	19,222	6%
REVENUES								
Interest income	3,808	4,863	1,186	1,403	18%	2,297	2,737	19%
Service income	510	638	156	187	20%	320	362	13%
Total Revenue	4,414	5,624	1,371	1,637	19%	2,672	3,183	19%
EXPENSES								
SG&A	1,049	1,127	290	334	15%	566	652	15%
Expected credit losses and impairment								
loss on assets foreclosed	817	1,265	309	420	36%	599	733	22%
Finance cost	1,039	1,336	322	459	43%	618	867	40%
Total Expenses - exclude Tax	2,905	3,727	921	1,212	32%	1,783	2,252	26%
NET PROFIT	1,203	1,512	359	337	-6%	710	739	4%

Disbursement

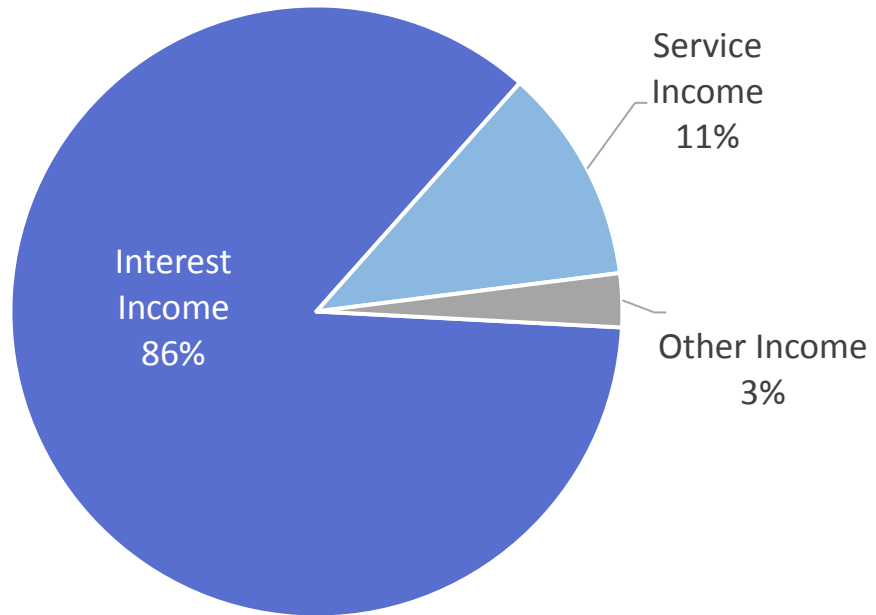
Unit : Million Baht



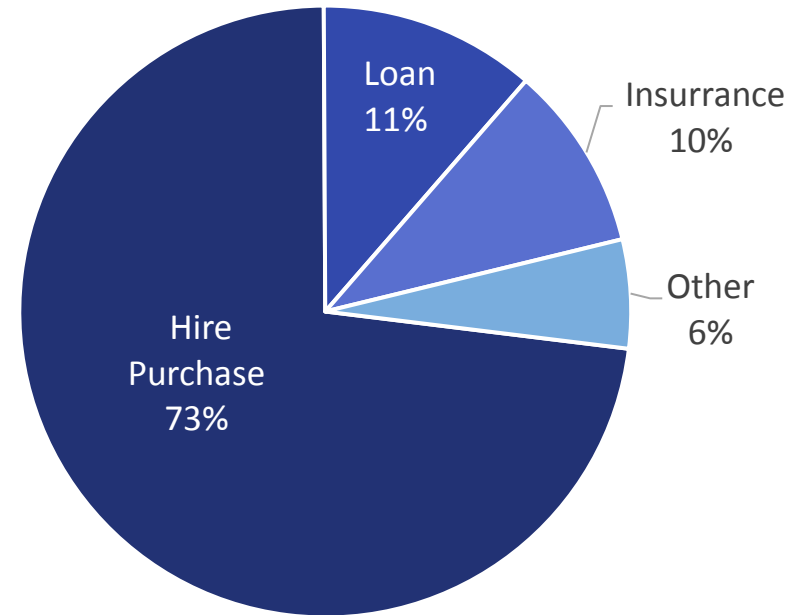
Disbursement Q2/2023



Type of Revenue

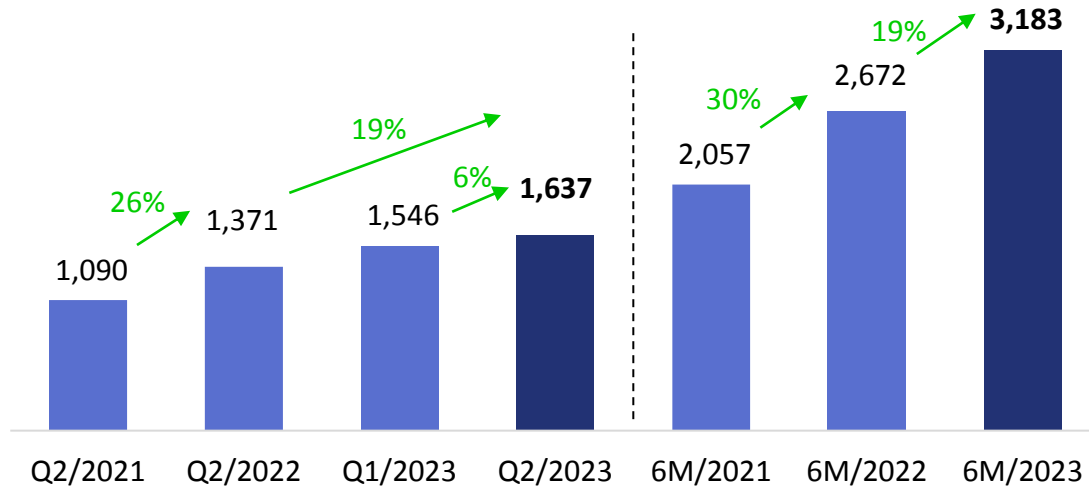


Revenue by Product and Service

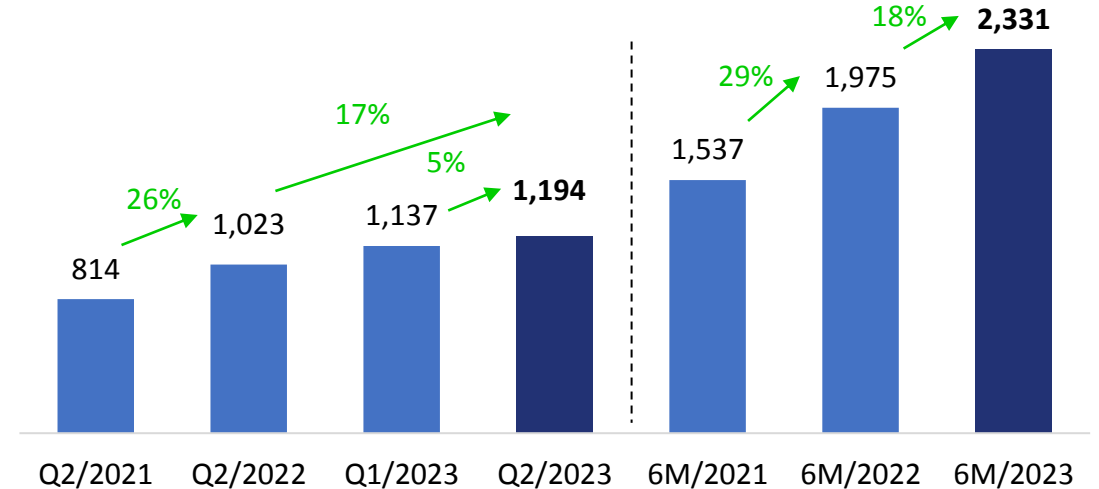


Revenue

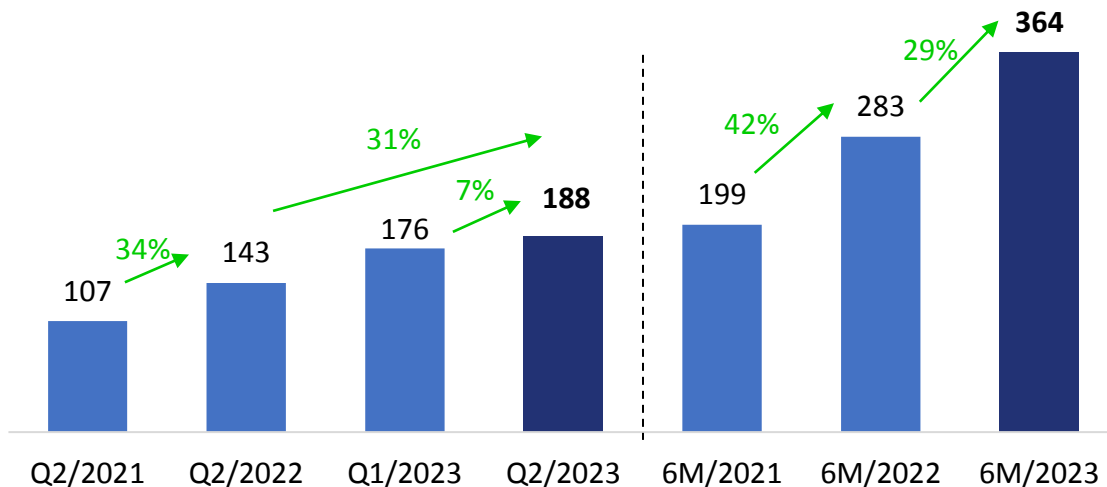
Total Revenue



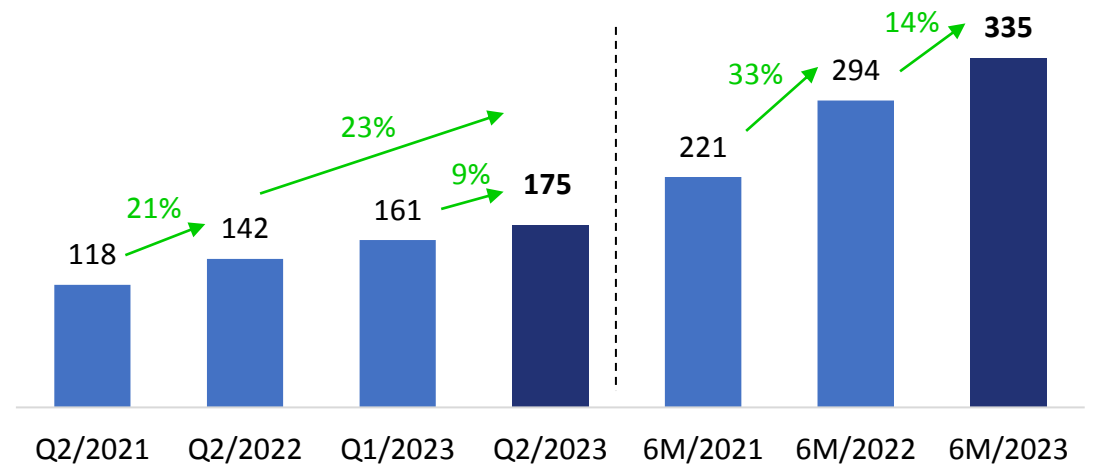
Interest Income from Hire Purchase



Interest Income from Loan Receivables

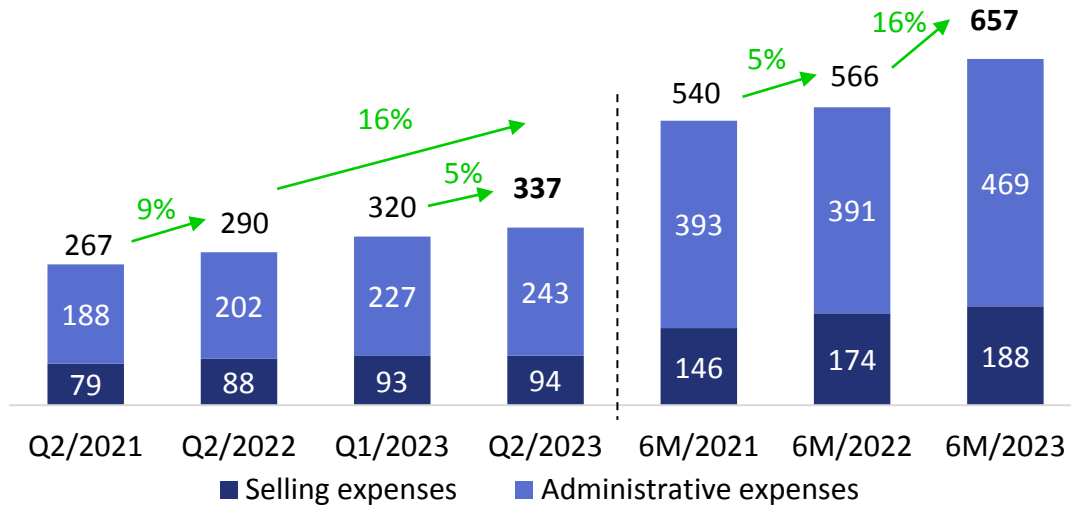


Service Income from Insurance Broker

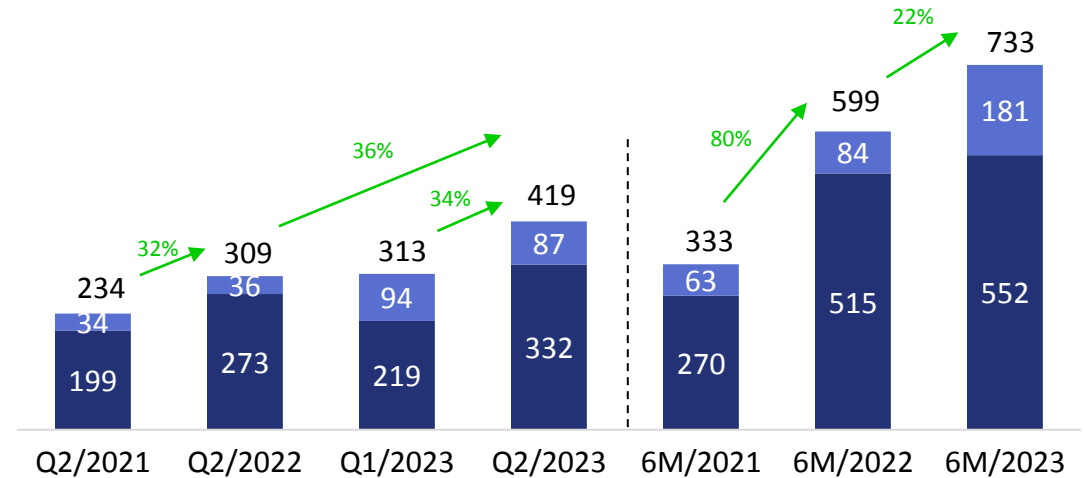


Expenses

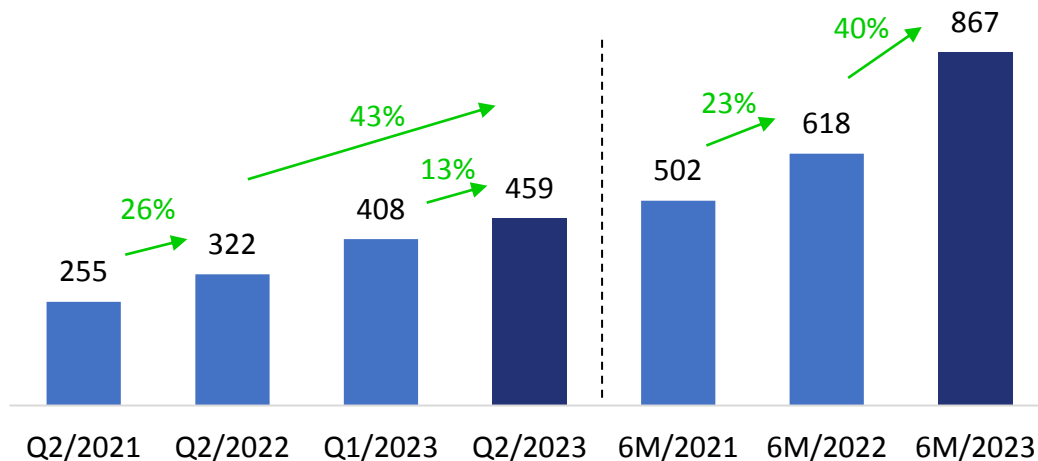
Selling and administrative expenses



Expected credit losses and Impairment loss on assets foreclosed



Finance Cost



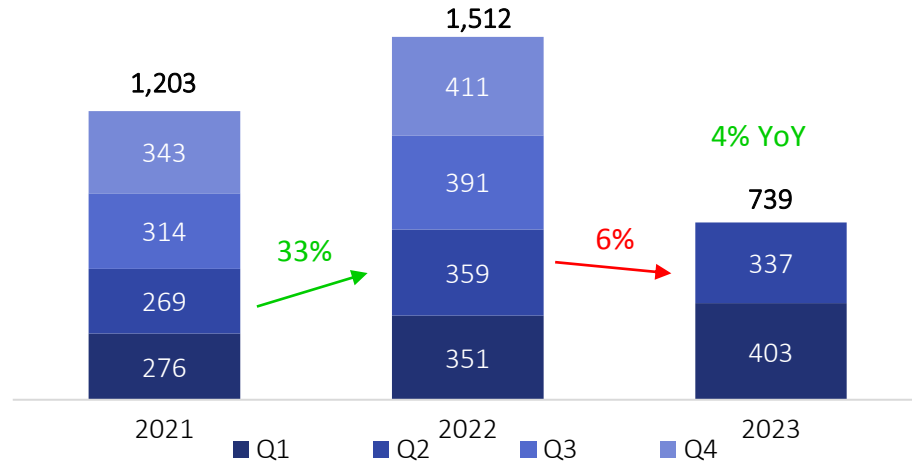
Note

- Expected credit losses and Impairment loss on assets foreclosed highly increased due to an increase in a written-off account receivables and an increase in delinquency.
- Finance cost highly increased due to an increase in an average interest rate and borrowings amount to support hire purchase portfolio growth.

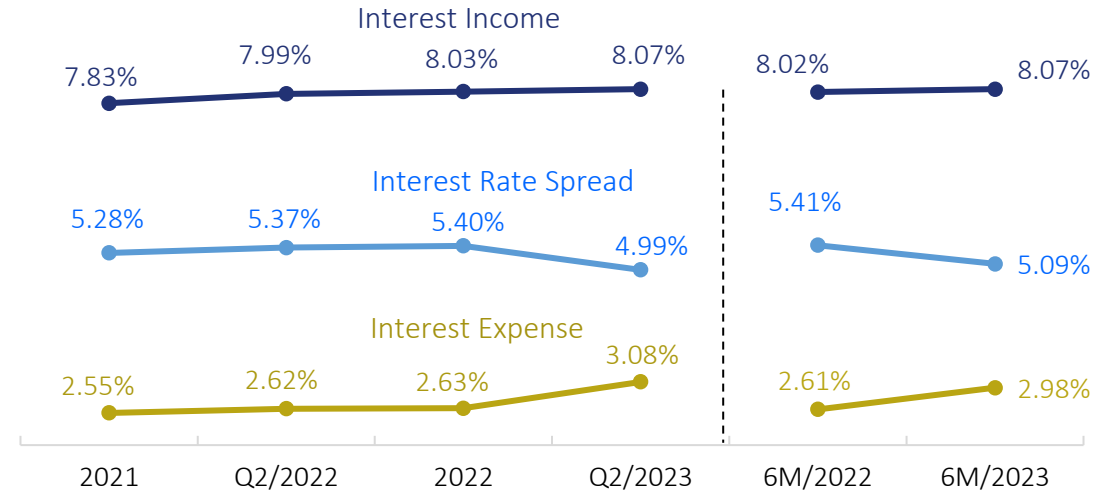
Profit and Ratios

Net Profit

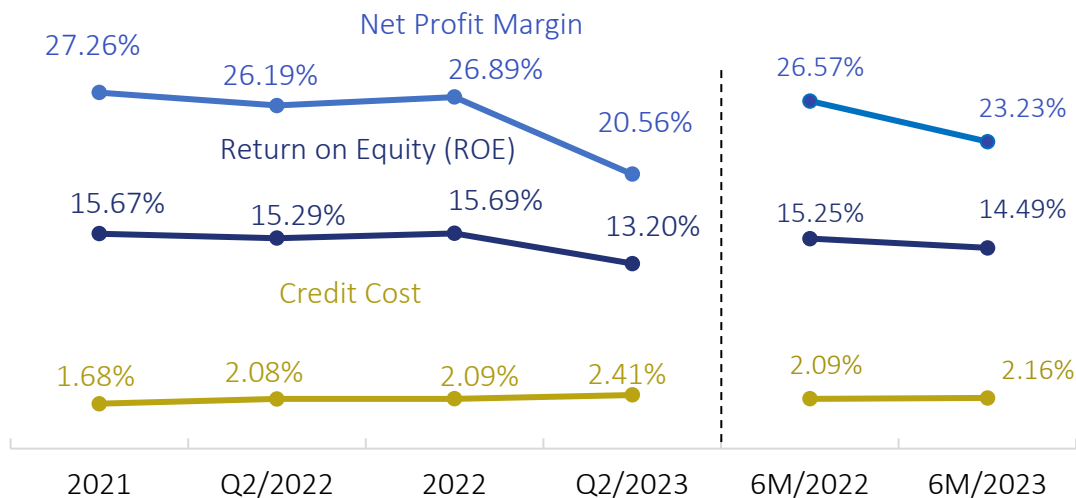
Unit : Million Baht



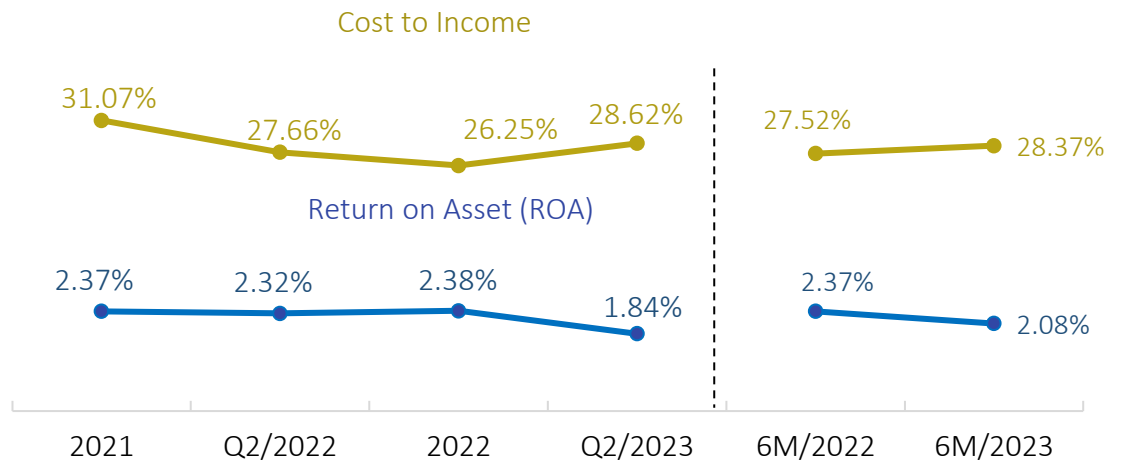
Interest Rate



Profitability Ratio



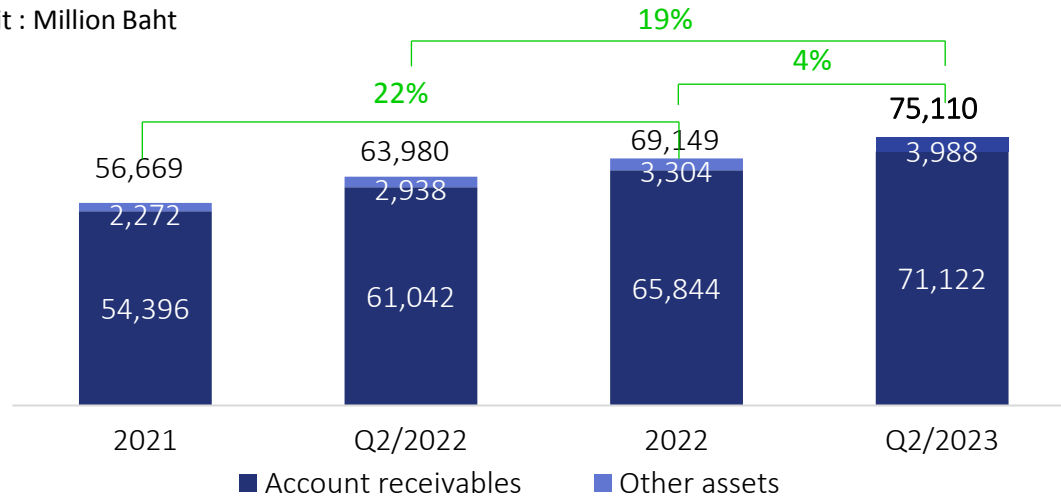
Operating Efficiency Ratio



Financial Position

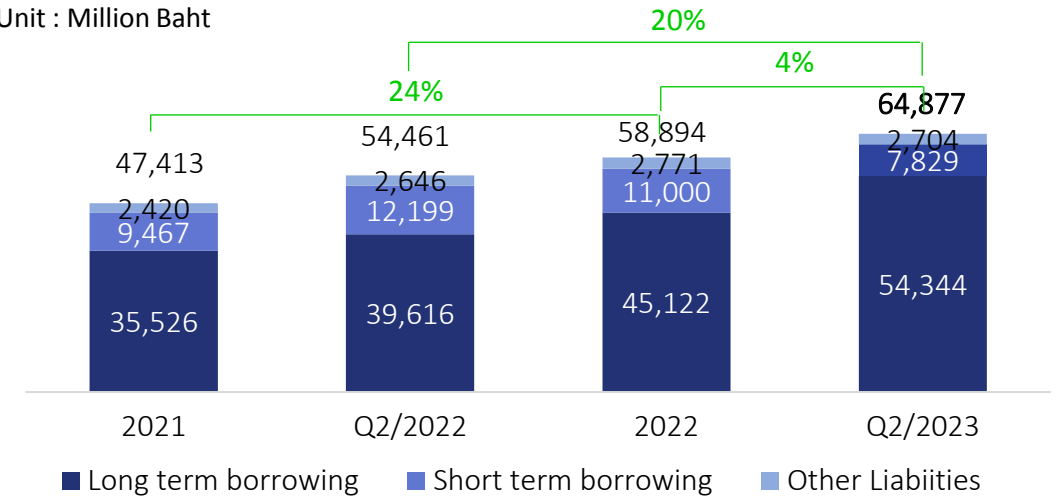
Assets

Unit : Million Baht

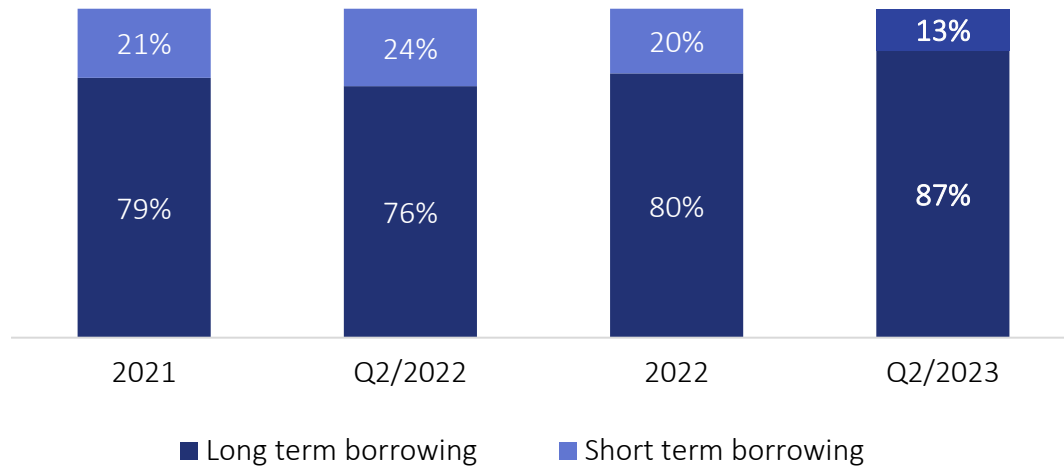


Liabilities

Unit : Million Baht

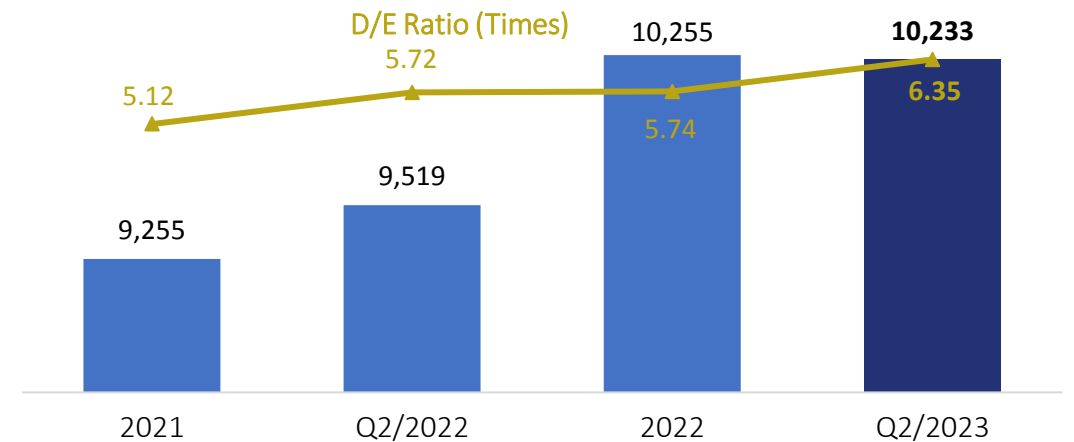


Borrowing Breakdown



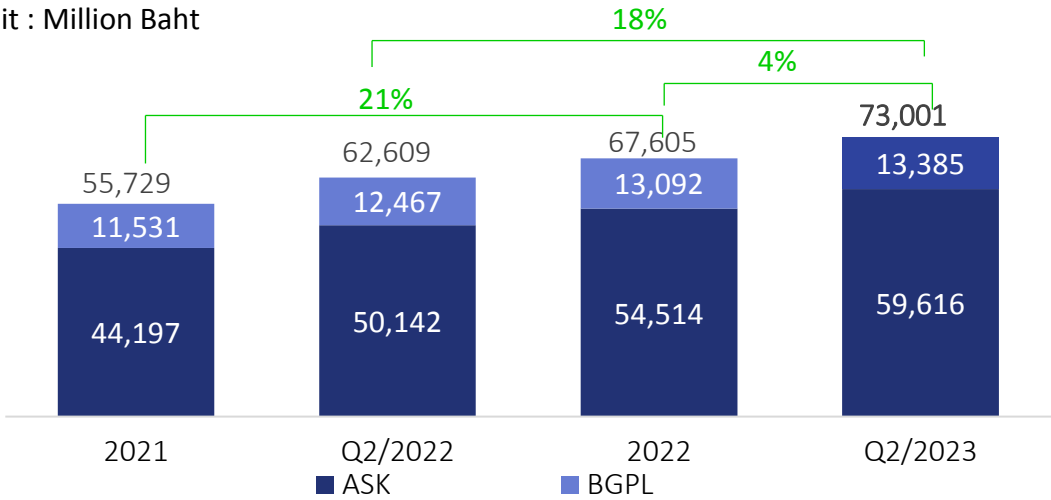
Equity

Unit : Million Baht



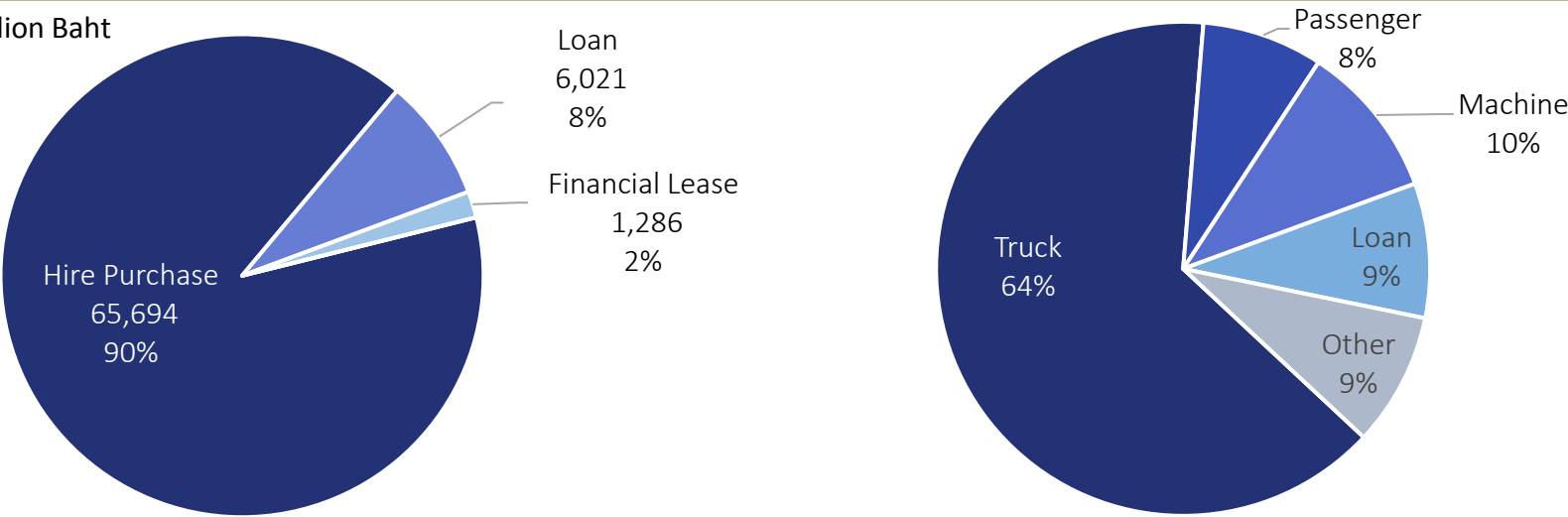
Total Portfolio

Unit : Million Baht



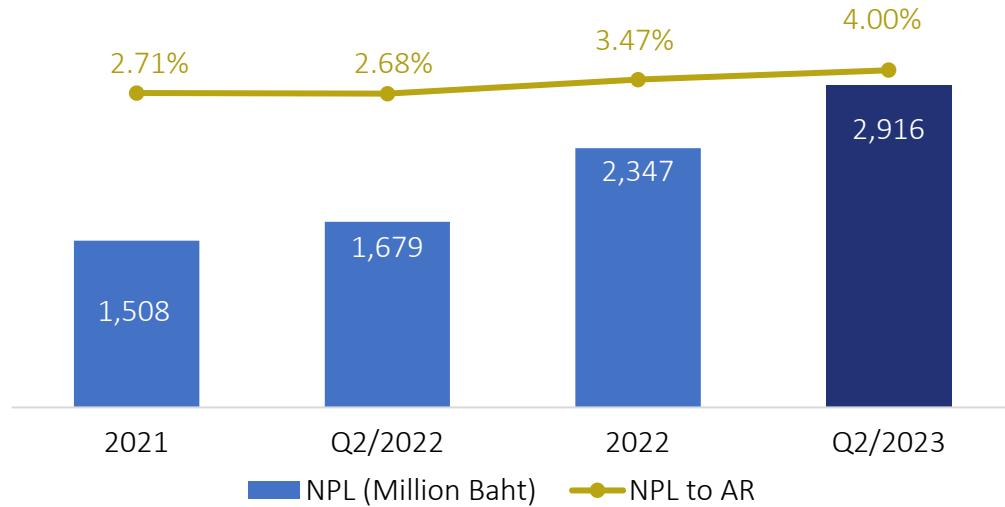
Consolidate Portfolio Breakdown Y2022

Unit : Million Baht

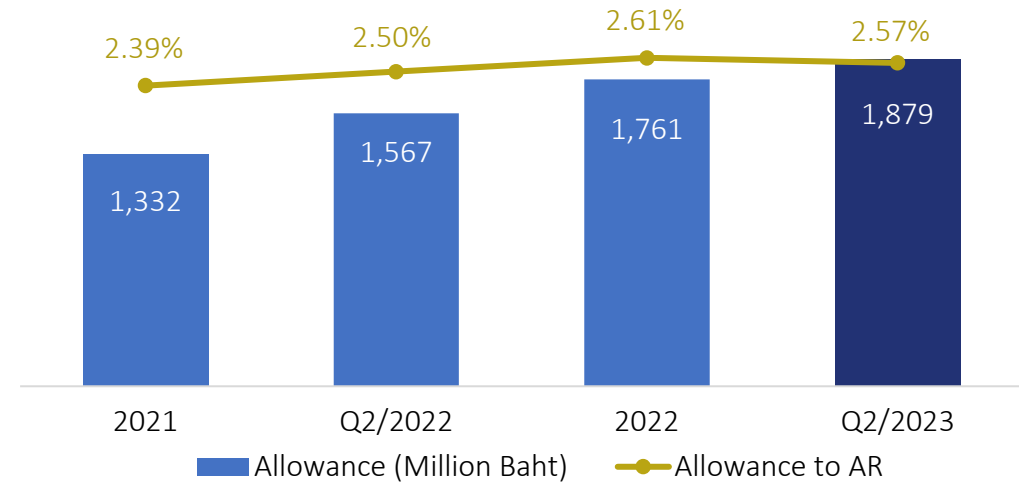


Asset Quality

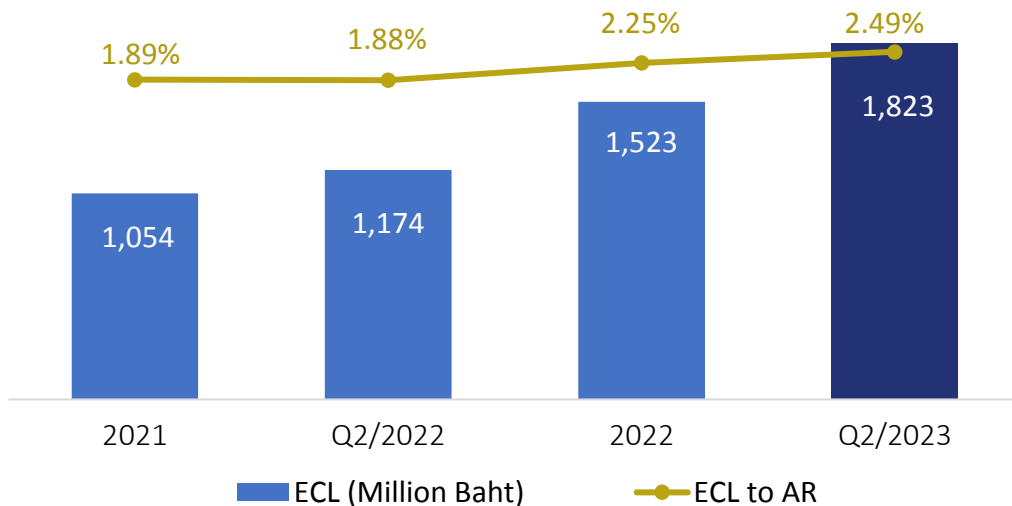
NPL and NPL to AR



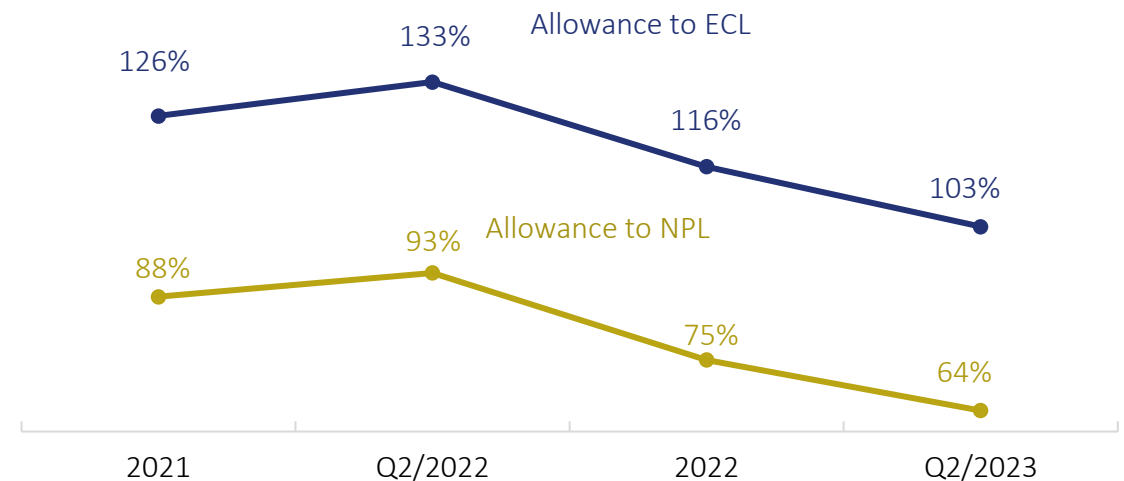
Allowance and Allowance to AR



Expected Credit Losses (ECL) and ECL to AR



Coverage Ratios



2023 Target

	2022 Actual	2023 Target	H1/2023 Actual
Disbursement Growth (%)	15%	2 Digits	6% YoY
Portfolio Growth (%)	21%	2 Digits	17% YoY
NPL Ratio (%)	3.47%	< 3.7%	4.00%
Credit Cost (%)	2.09%	< 2%	2.16%
Cost to Income Ratio (%)	26.25%	< 30%	28.37%