



มิทสึบ ลีสซิ่ง  
MITSIB LEASING



# MITTSIB

## Opportunity Day Q1/2024

# Agenda

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# Business Overview

# Company Profile



Mit 10 Leasing Co., Ltd. was established in 2003 providing hire purchase for motorcycles.



Rebranded and increased Mitsub Leasing Co., Ltd. registered capital to 200 million Baht.



Listed on the Stock Exchange of Thailand under "MITSIB" on 11<sup>th</sup> June 2019



Expanded business line to hire purchase for Commercial Vehicles



Mitsub Sek Ngoen expanded to 22 branches.



Expanded business line into Solar Panel leasing

Increase registered capital to 787.8 million Baht thru Right Offering

2009

2018

2019

2020

2023

2024

Nov 2003

2015

Expanded business line to hire purchase for taxis.



Converted to Public Company in 2018 and increased registered capital to 333.5 million Baht



Registered Mitsub Sek Ngoen Co., Ltd. With 50m Baht and Mitsib Pico Co., Ltd. with 10 million Baht.



Registered Best Car Center Co., Ltd. with registered capital 30 million Baht.



Expanded business line to hire purchase for EV-taxis.



# Financial Highlights

Unit : Million Baht



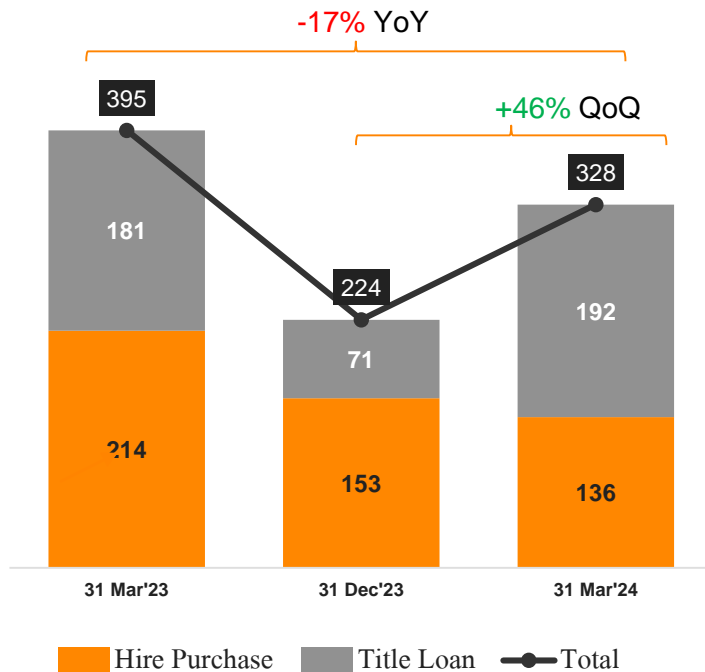
## Key Figures Q1 2024

	3M 2023	3M 2024	Change Compared to 3M 2023	% Change Compared to 3M 2023
<b>Revenue</b>	180	192	+12	+7%
<b>EBIT</b>	28	27	-1	-4%
<b>Net Profit</b>	14	11	-3	-21%
Net Profit Margin	ROA	ROE	NIM	D/E
5.77%	4.91%	4.14%	10.26%	1.57

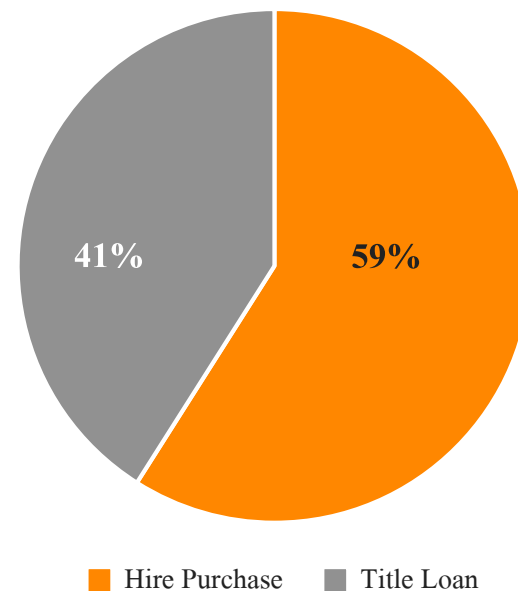
# New Loan

Unit : Million Baht

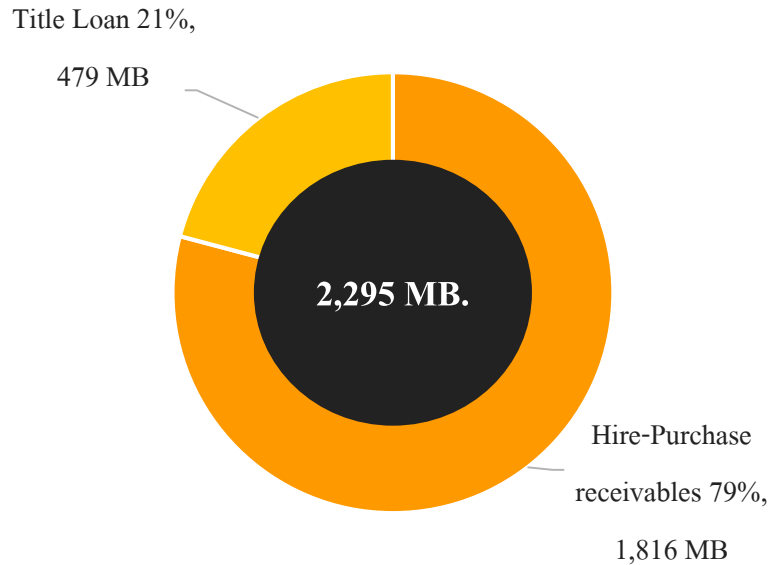
## Disbursement



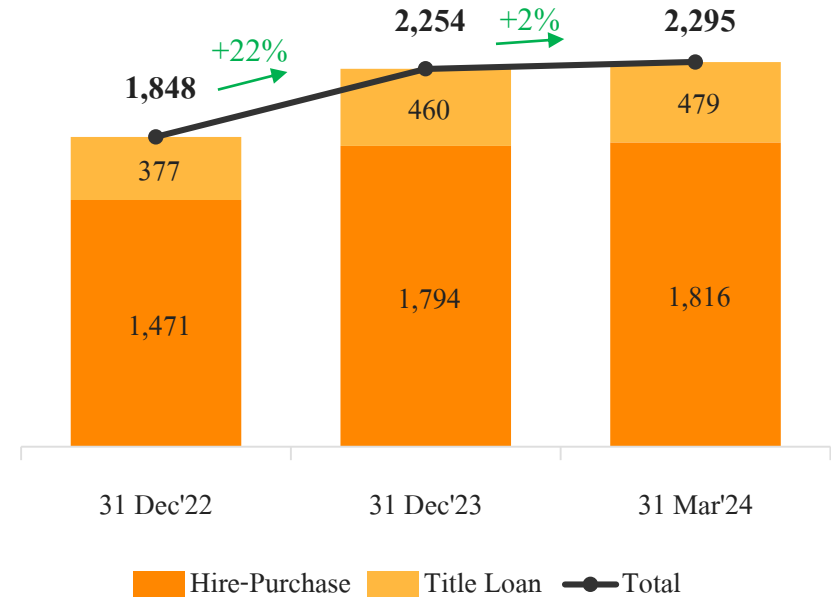
## Disbursement Q1/2024



## Total Portfolio as of Q1/2024



## Total Portfolio YoY

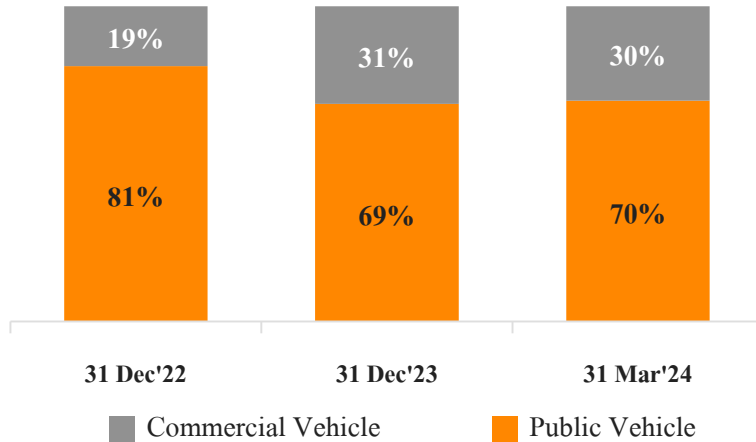


\*Remark : Hire-Purchase receivables include unearned interest income

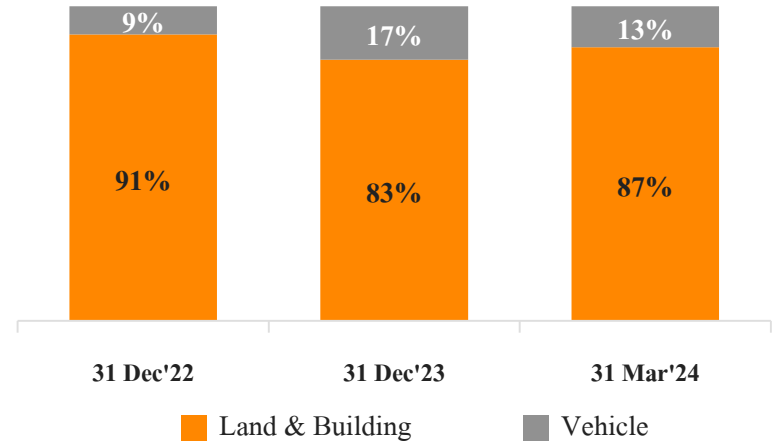
# Portfolio

Unit : Percentage

## Hire Purchase Portfolio



## Title Loan Portfolio





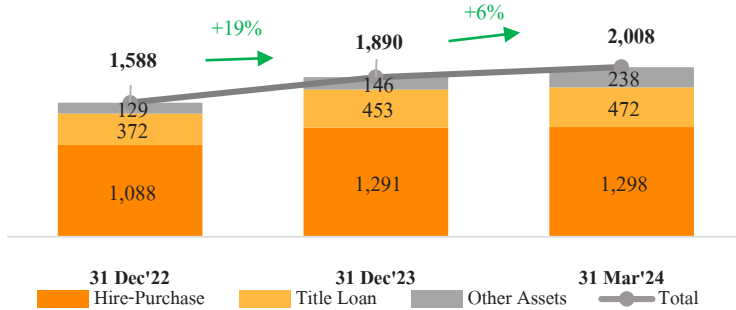
2

# Financial Highlight

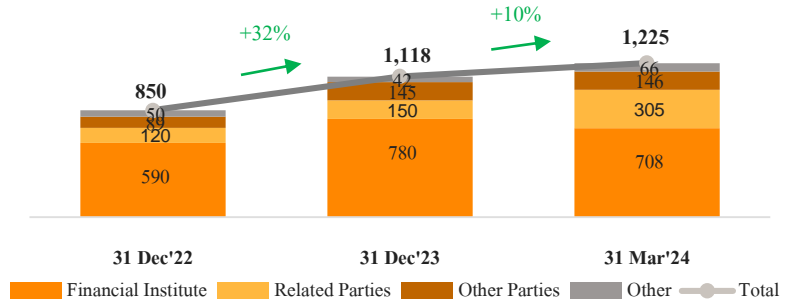
# Financial Position

Unit : Million Baht

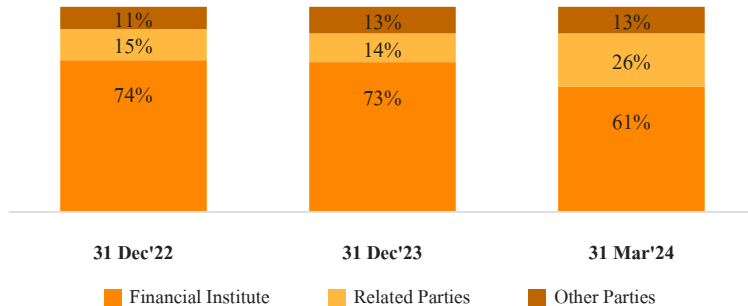
## Total Assets



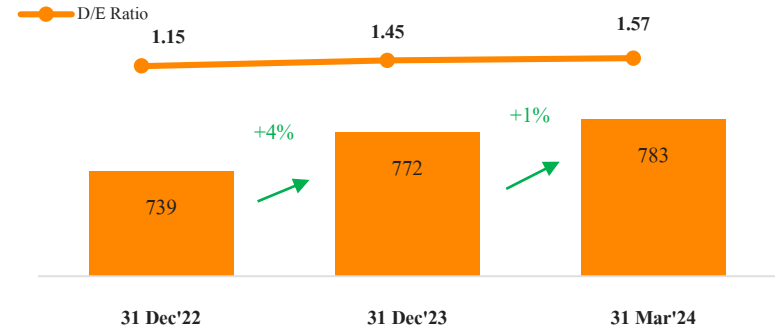
## Total Liabilities



## Borrowing



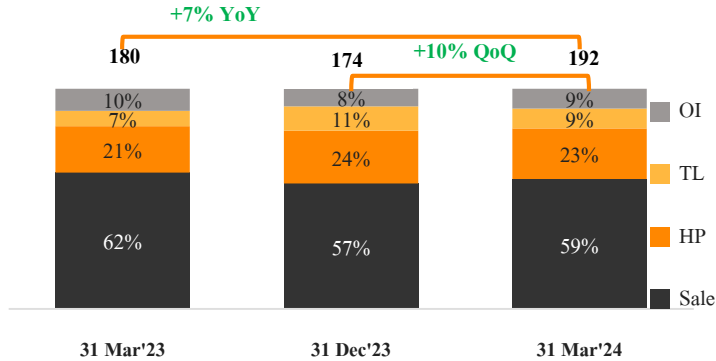
## Equity



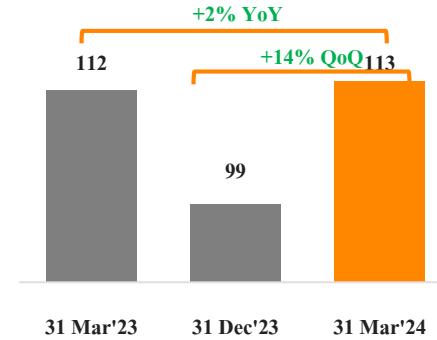
# Revenue

Unit : Million Baht

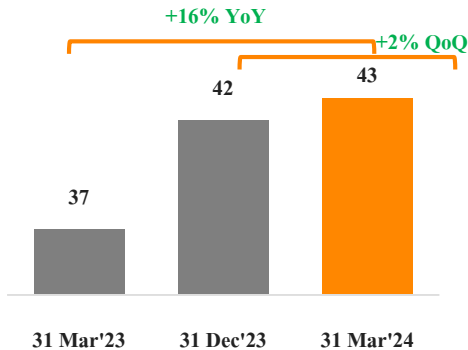
## Total Revenue



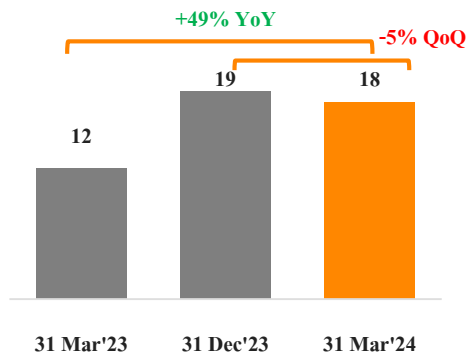
## Revenue from Sales



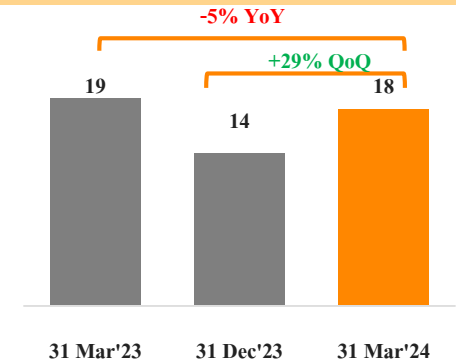
## Interest Income on Hire-Purchase Contracts



## Interest Income on Other Loan



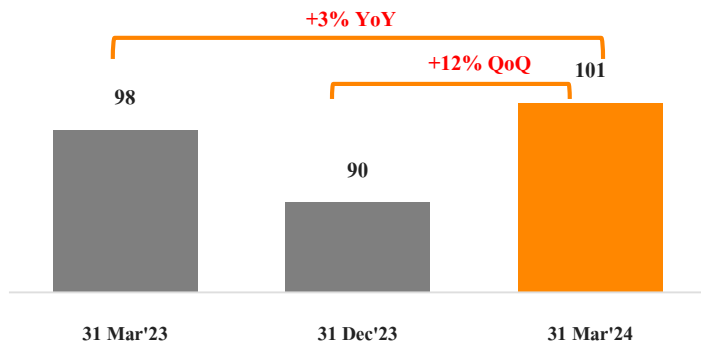
## Other Income



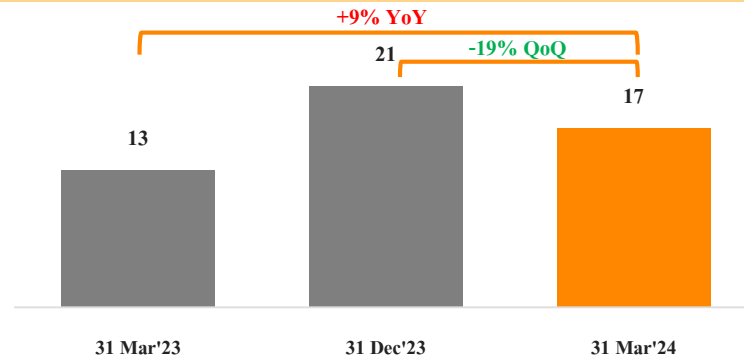
# Expenses

Unit : Million Baht

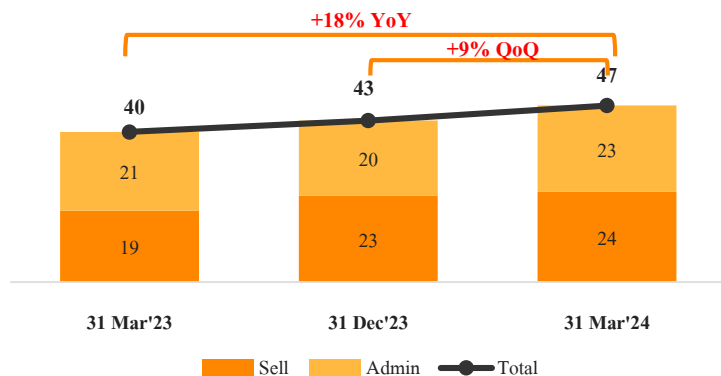
## Cost of Goods Sold



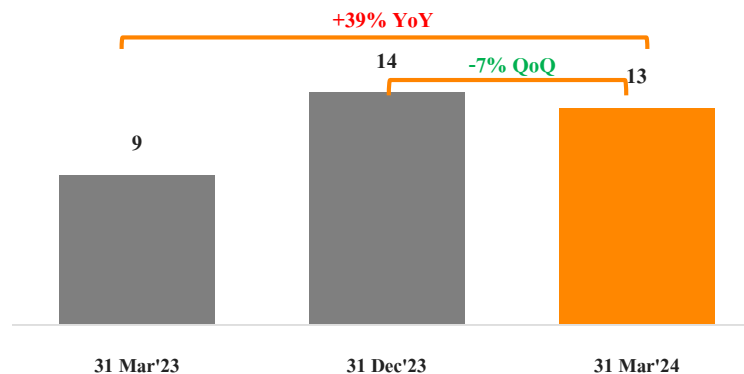
## Expected Credit Losses



## Distribution Costs & Administrative Expenses

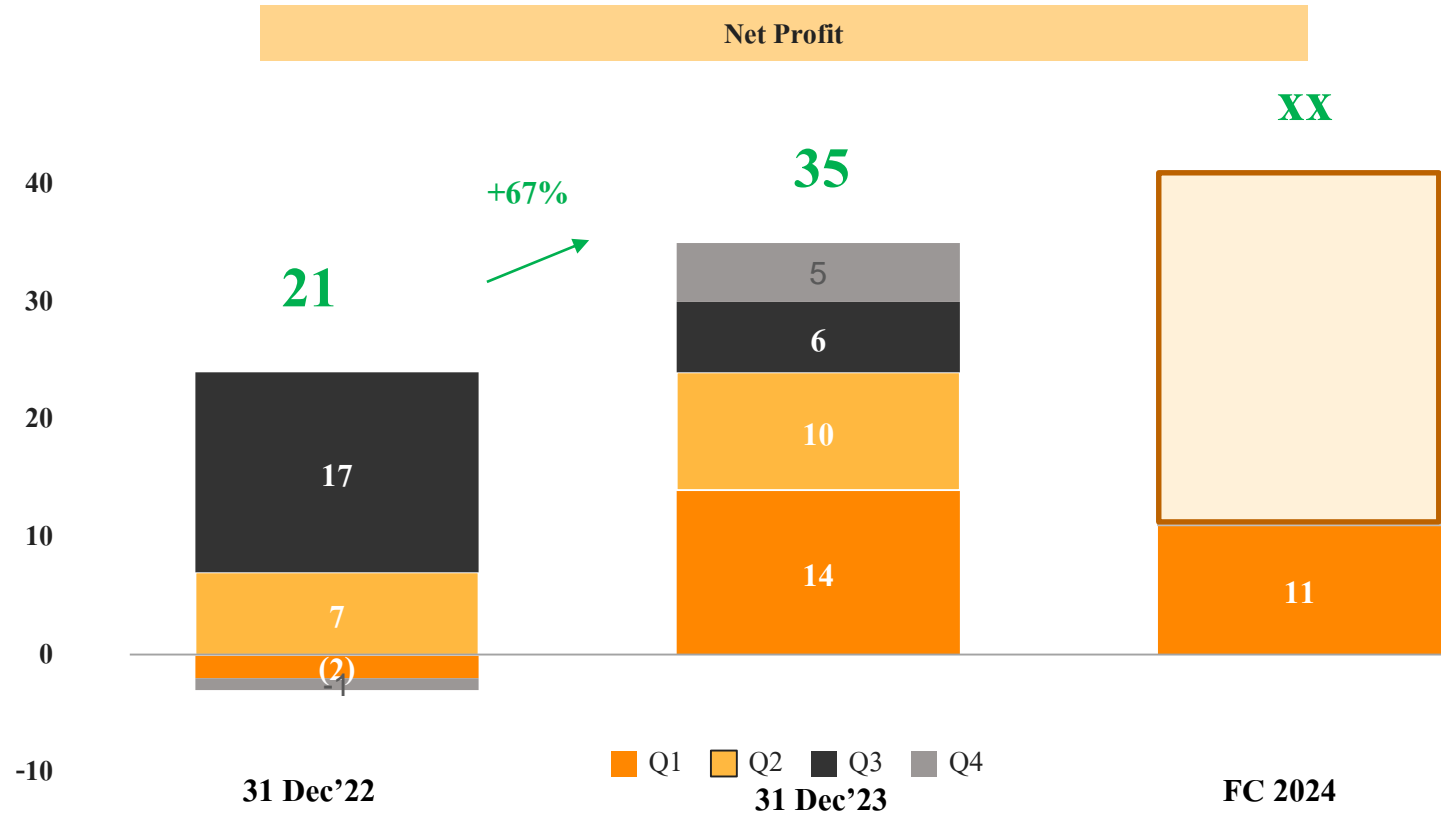


## Finance Cost



# Profit and Ratios

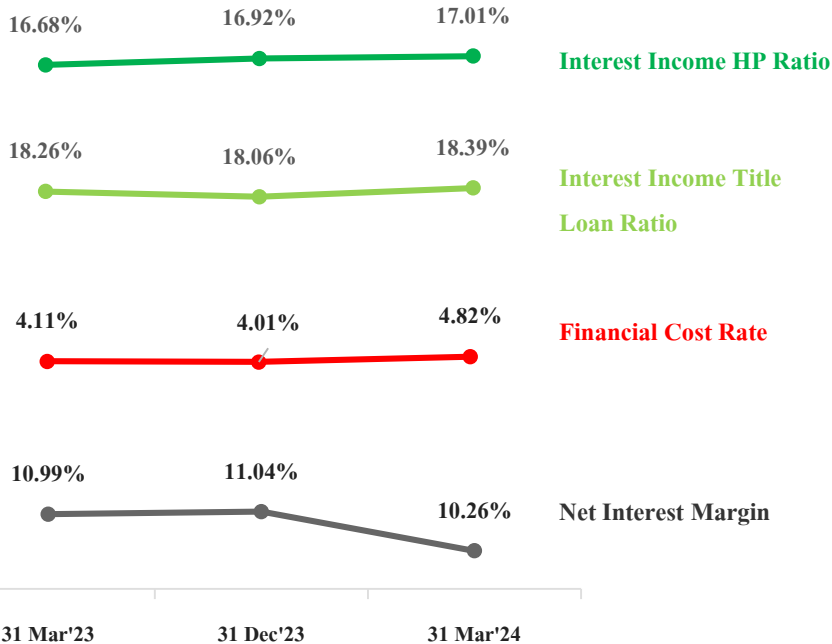
Unit : Million Baht



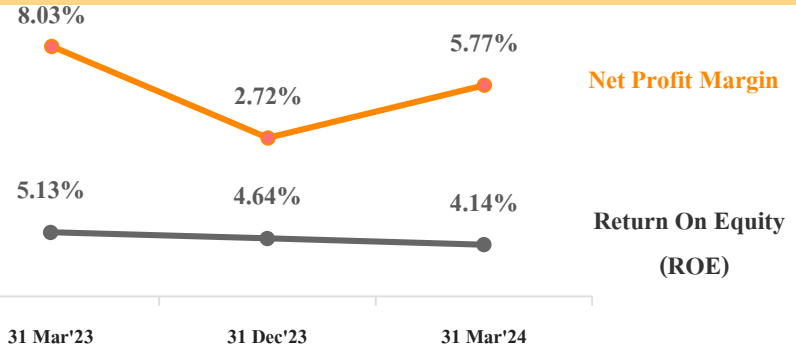
# Profit and Ratios

Unit : Percentage

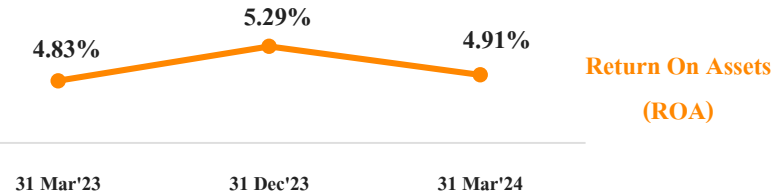
## Interest Rates



## Profitability Ratio

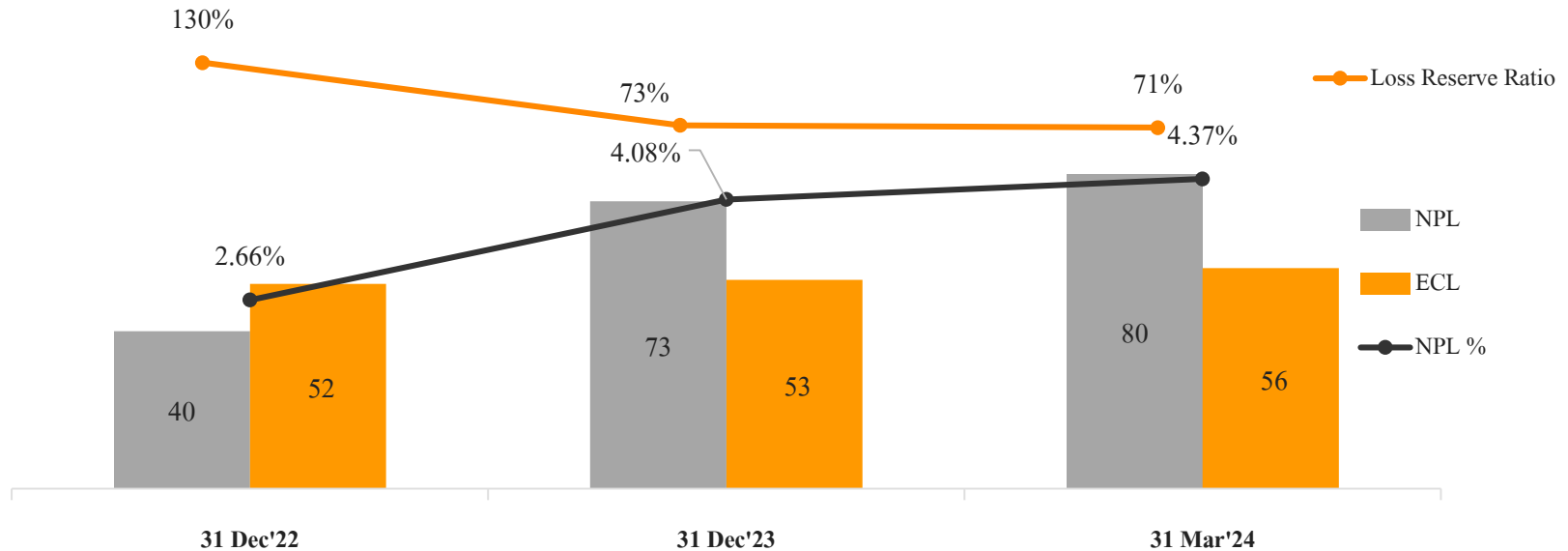


## Operating Efficiency Ratio



# Asset Quality

## NPL&ECL – Hire Purchase and Title Loan



6 Peers Average 31 Mar'2024:  
NPL 5.36% (Min 3.30% Max 8.88%)  
Loss Reserve Ratio 79.11% (Min 47.93% Max 117.98%)



# 2024 Outlook



# Right Offering Subscription (RO)

<b>Total RO Shares Issued</b>	787,892,023 Shares
<b>RO Subscription Ratio</b>	1.00 (Current) : 1.00 (New)
<b>Subscription Price (Baht/Share)</b>	0.70 Baht
<b>Subscription Date</b>	8 <sup>th</sup> May 2024 – 15 <sup>th</sup> May 2024
<b>Total RO Shares Subscribed</b>	584,746,806 Shares
<b>Total RO Amount (Baht)</b>	409,322,764.20 Baht
<b>New Paid Registered Capital</b>	686,319,414.50 Baht
<b>New Total Common Shares</b>	1,372,638,289 Shares

# 2024 Outlook and Usage of RO Capital

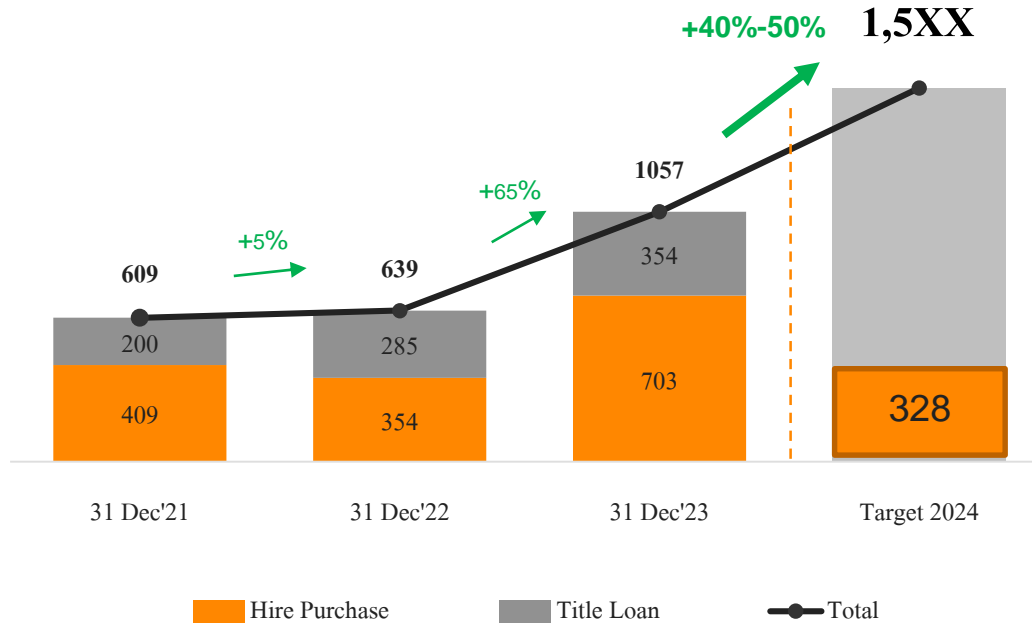
1. Increase the registered capital for subsidiary company, Mitsib Sek Ngoen Co., Ltd. on the 21<sup>st</sup> May 2024 from 50m Baht to 300m Baht.
2. To strengthen the company's registered capital and increase the revolving cash flow to coincide with the increase in new lending.
3. To partially payback high interest loans in order to save on financial costs.



# Target 2024 New Loan

Unit : Million Baht

## Target New Loan Disbursement





# Q&A