



มิทสึบ ลีสซิ่ง  
MITSIB LEASING



# MITSIB

## Opportunity Day Q3/2024

# Agenda

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Business Overview

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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



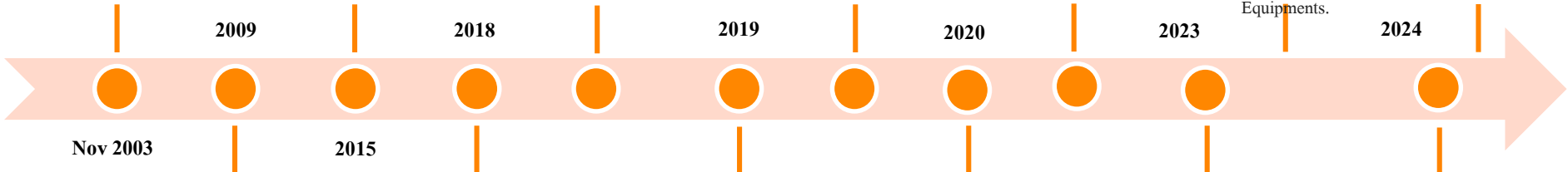
Mitsub Sek Ngoen expanded to 22 branches.



Expanded business line into hire purchase for Solar Panels and Medical Equipments.



Mitsub Sek Ngoen opened first branch in convenience stores.



Nov 2003

Expanded business line to hire purchase for taxis.



2009

2015

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



2018

2019

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



2020

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



2023

Expanded business line to hire purchase for EV-taxis.



2024

Increased registered capital to 787.8 million Baht through Rights Offering of Common Stock.

# Mitsib Leasing Services

## TECHONOLOGY AND CUSTOMER RELATIONS MANAGEMENT



จ่ายด้วย QR code

จ่ายได้ 24 ชม.

เช็กยอด

จ่ายได้ทุกธนาคาร

แอดไลน์เลย!  
@mitsubfam

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www.mitsubleasing.com



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รับจัดไฟแนนซ์ รถเก๋งป้ายแดง และมือสอง

ประวัติกี๋ เอนกาสครบ อนุมัติไว

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สืมนิคมิตสึบ

สินเชื่อโซลาร์รูฟท็อป

ประหยัดตั้งแต่ครั้งแรกที่ติดตั้ง

สนใจสินเชื่อ ติดต่อได้เลย!!

- ✓ เงินสูง
- ✓ อนุมัติไว
- ✓ ผ่อนสูงสุด 7 ปี
- ✓ ง่ายแล้วติดตั้งได้เลย

สืมนิคมิตสึบ เข้าถึงง่าย สบายใจ...

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# Financial Highlights

Unit : Million Baht

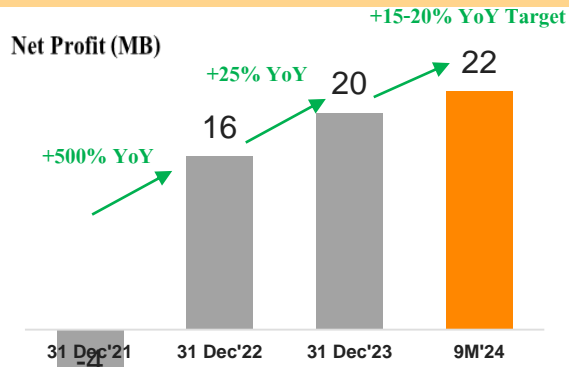


## Key Figures 9M 2024

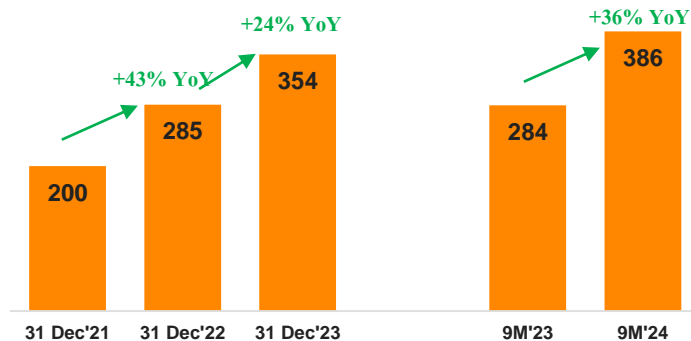
	9M 2023	9M 2024	Change Compared to 9M 2023	% Change Compared to 9M 2023
<b>Revenue</b>	513	629	+116	+23%
<b>EBIT</b>	73	54	-19	-26%
<b>Net Profit</b>	30	7	-23	-77%
Net Profit Margin	ROA	ROE	NIM	D/E
1.04%	3.74%	1.15%	10.92%	0.77

# 2024 Highlight : Mitsib Sek Ngoen

## Net Profit (Unit : Million Baht)



## Disbursement (Unit : Million Baht)



■ Title Loan

- Expanded 6 new branches in convenience stores as of 9M'24 and target 4 more branches in Q4'24 with target total of 34 branches as of FY2024.
- Strong growth in property loan segment.



**ต้องการเงินด่วน เราช่วยคุณได้**  
ไม่ต้องรอรถ แค่มีเล่ม  
สินเชื่อจำนำเล่มทะเบียนรถทุกประเภท

บริการฟรี!!

- ✓ ไม่ต้องจอด
- ✓ ไม่ต้องโอน
- ✓ ไม่ต้องค่าบริการ

บริการสินเชื่อทุกประเภท

ลูกค้าที่จำเป็นและชำระคืนได้

02-743-8787 n2 | @sekngoeng | Mitsib Leasing



**ไม่ต้องรอรถ แค่มีเล่ม**  
สินเชื่อจำนำเล่มทะเบียนรถทุกประเภท

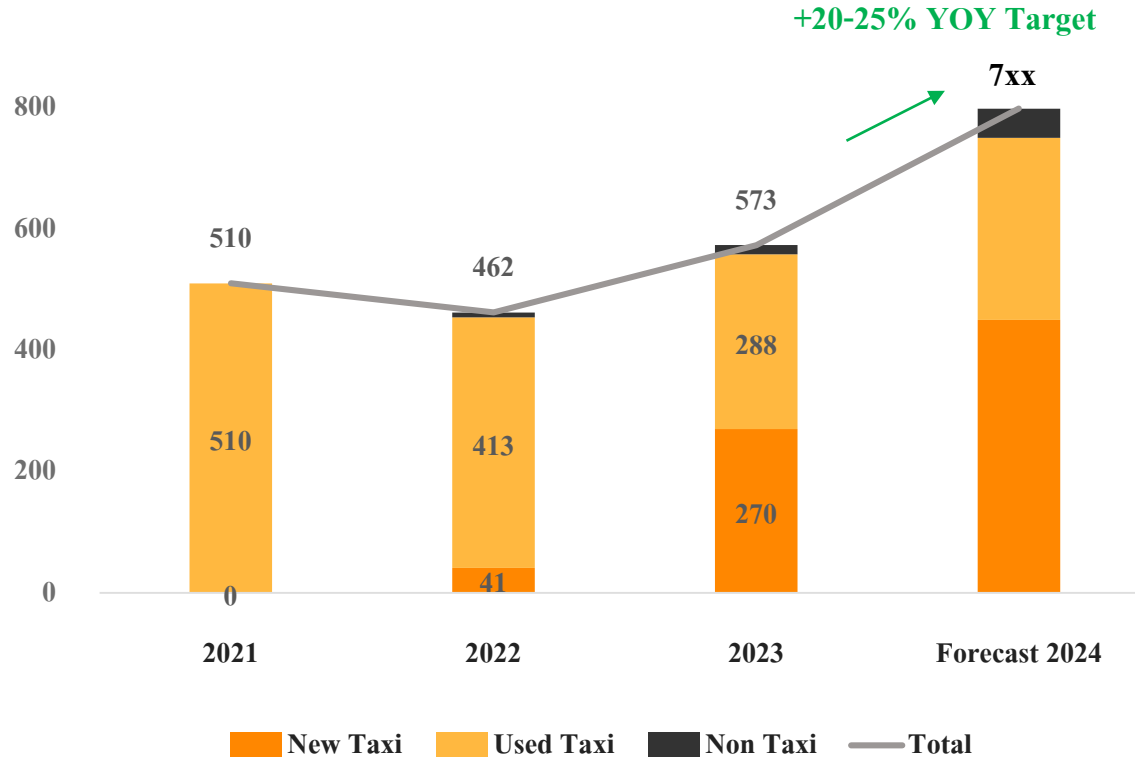
ไม่ต้องโอน  
ไม่ต้องค่า  
บริการสินเชื่อ

รับเงินเต็มๆ

มิตสึบ ลีสซิ่ง  
MITSIB SEK NGOEN

02-743-8787 n2 | มิตสึบ ลีสซิ่ง

# 2024 Highlight : BCC Sales New High



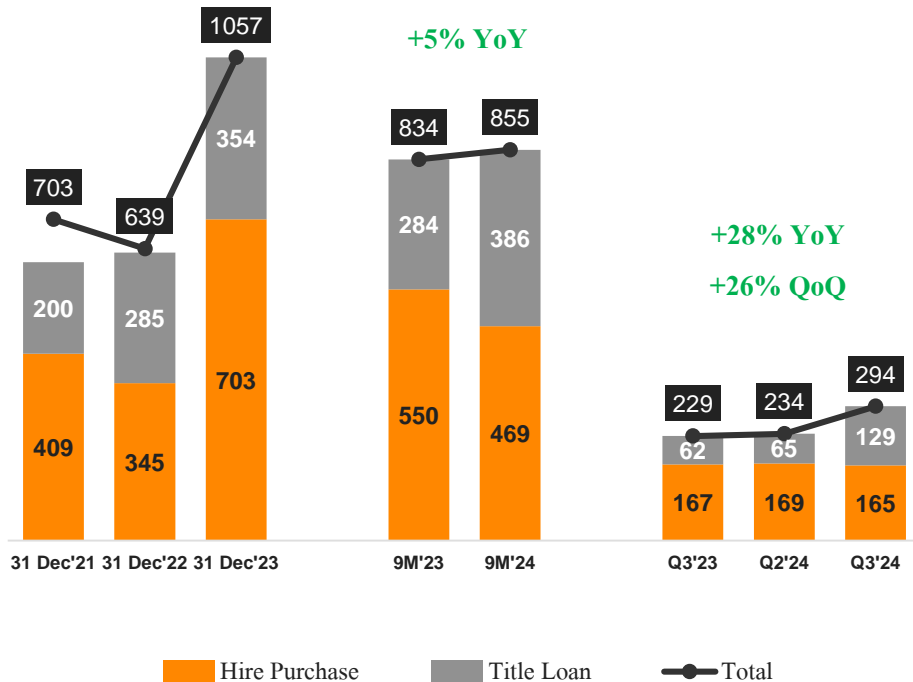
- Total sales as of 9M2024 nearly exceed FY2023 sales and expected to grow by 20-25% YOY.
- New Taxis sales have been growing with the recovery of tourism industry post-covid and expected to grow 50-60% in FY2024.
- 9M2024 more than 200 Taxis sold in Southern Thailand a growth of 70% from FY2023.
- EV Taxis and Non Taxis products e.g. Minibus sales expected to reach 10% of total sales with customer trend and diversification of sales portfolio.



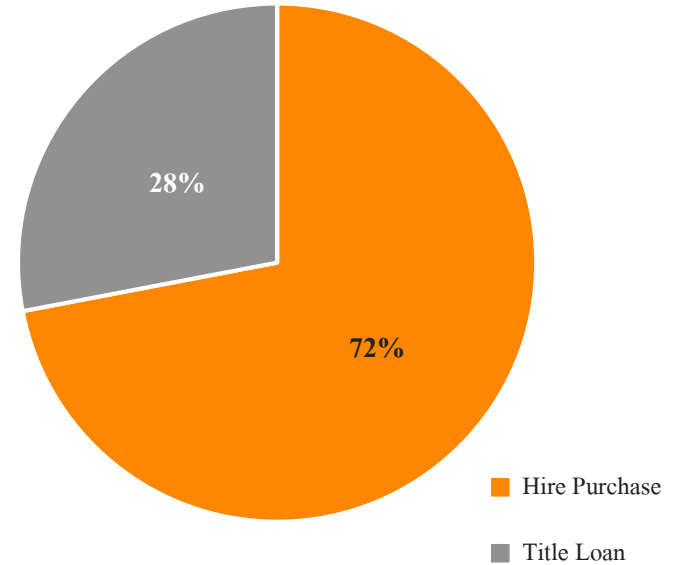


# 2024 Highlight : New Loan New High

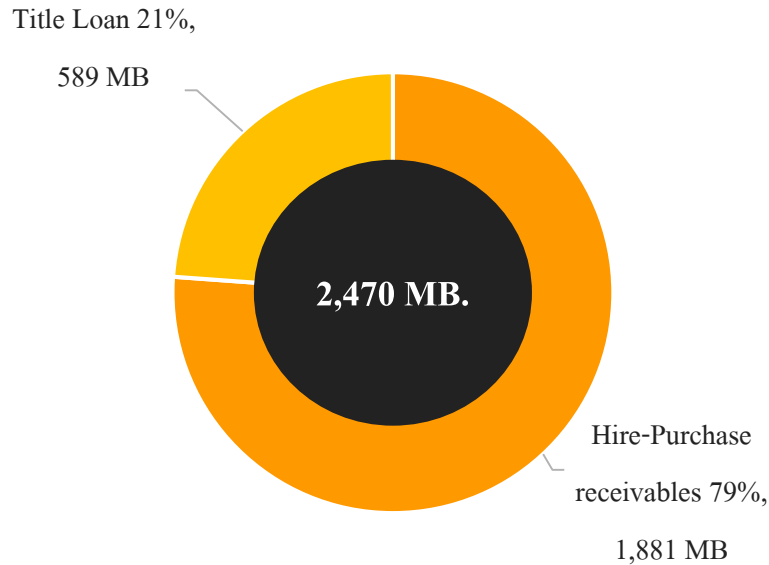
Disbursement (Unit : Million Baht)



Disbursement Q3/2024

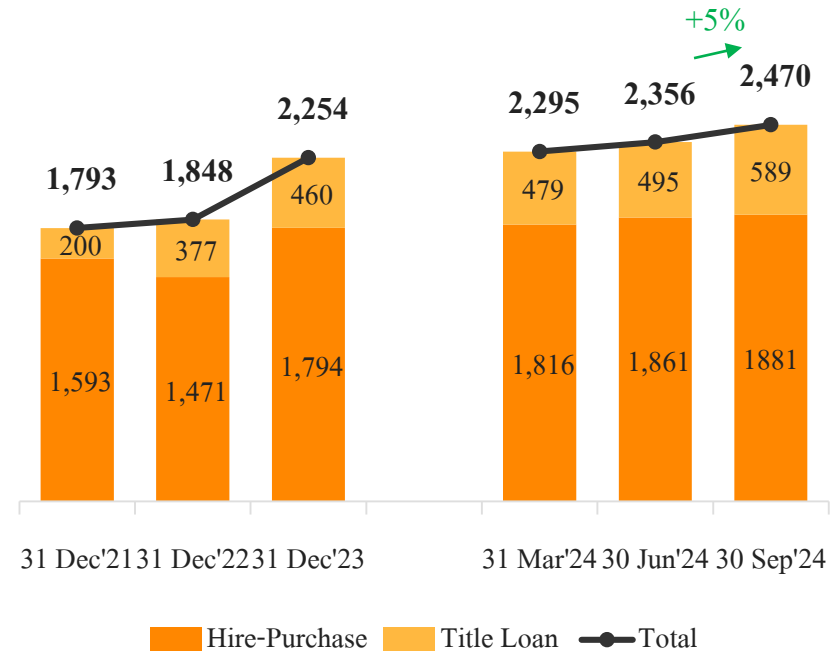


## Total Portfolio as of Q3/2024



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

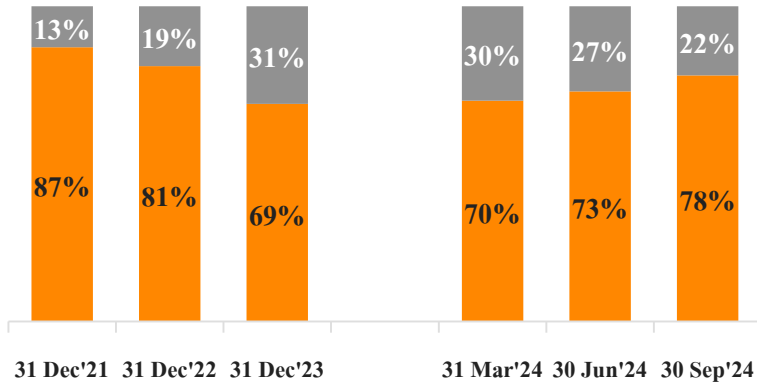
## Total Portfolio YoY



# Portfolio

Unit : Percentage

## Hire Purchase Portfolio

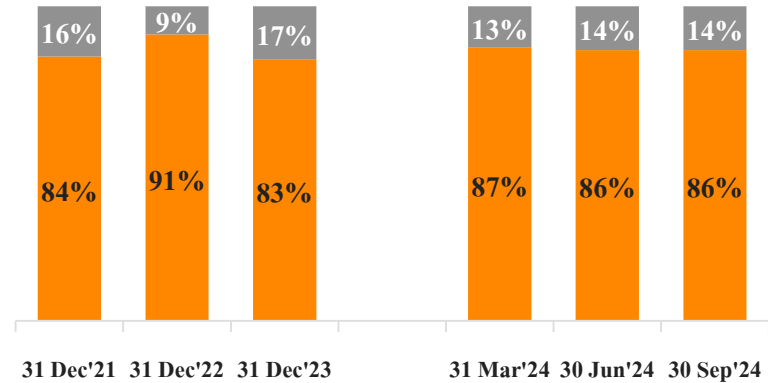


Commercial Vehicle

Public Vehicle



## Title Loan Portfolio



Land & Building

Vehicle





# Financial Highlight

# Financial Position

Unit : Million Baht

## Consolidated financial statements (D/E 0.77)

as of 30 Sep 2024

**2,099 MB.**

### Asset

(+11% from ending 2023)

Other loan receivables increased  
Hire purchase receivables increased  
Foreclosed assets increased

**912 MB.**

### Liabilities

(-18% from ending 2023)

Repayment of loans from financial  
institutions

**1,187 MB.**

### Equities

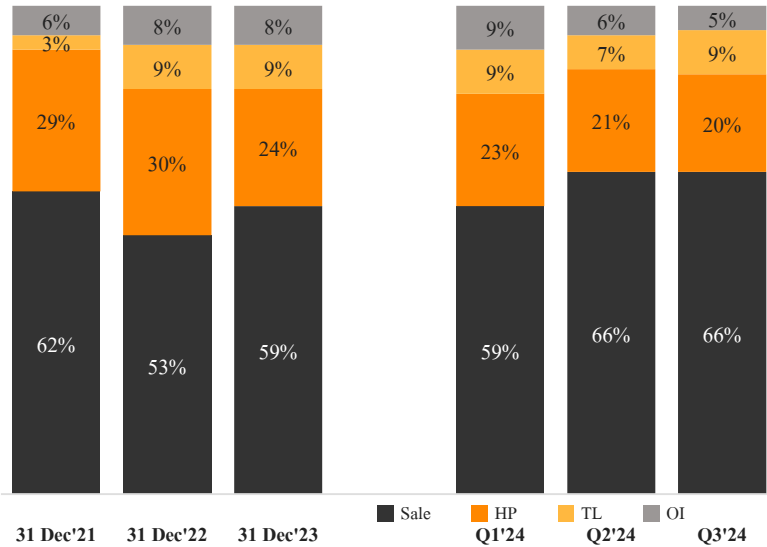
(+35% from ending 2023)

Increase in common stock capital during the  
year

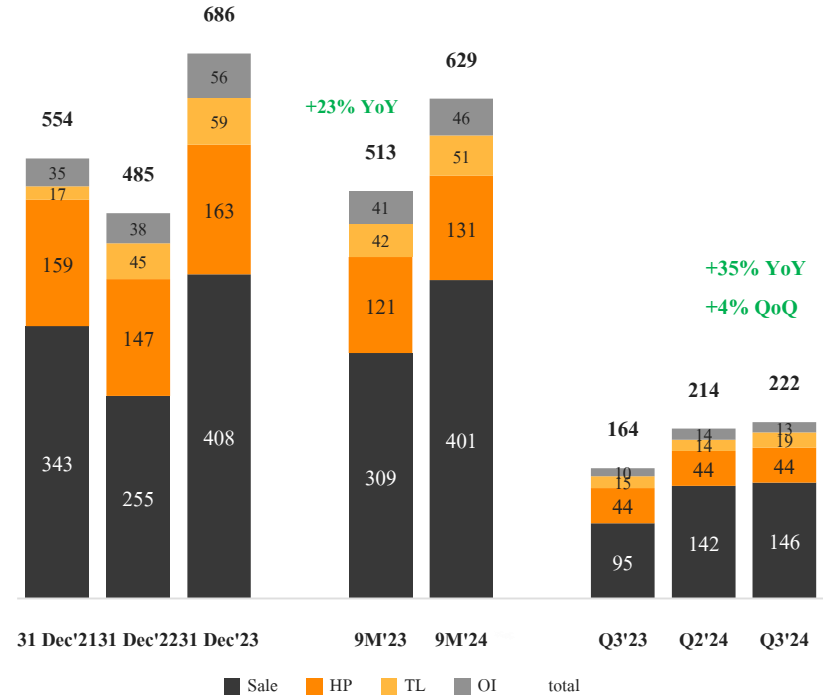
# Revenue

Unit : Million Baht

## Revenue Structure



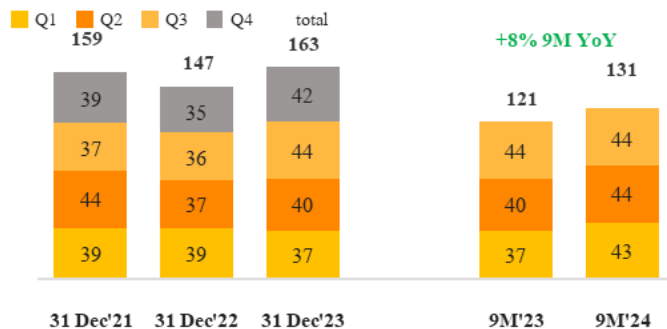
## Total Revenue



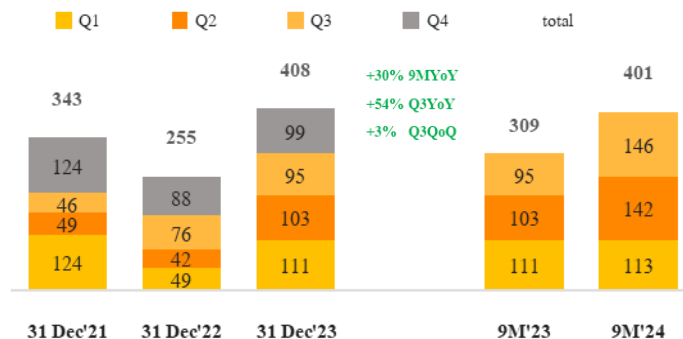
# Revenue

Unit : Million Baht

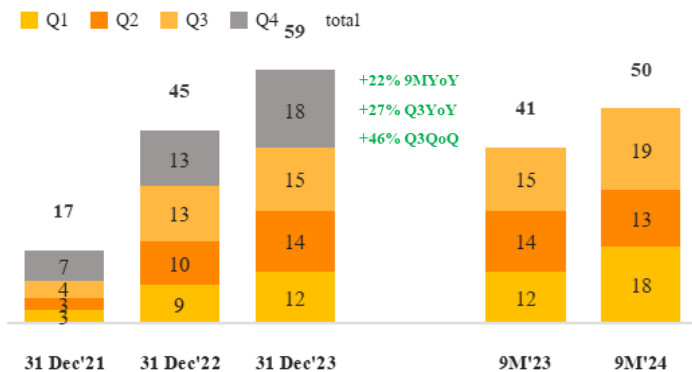
## Interest Income on Hire-Purchase Contracts



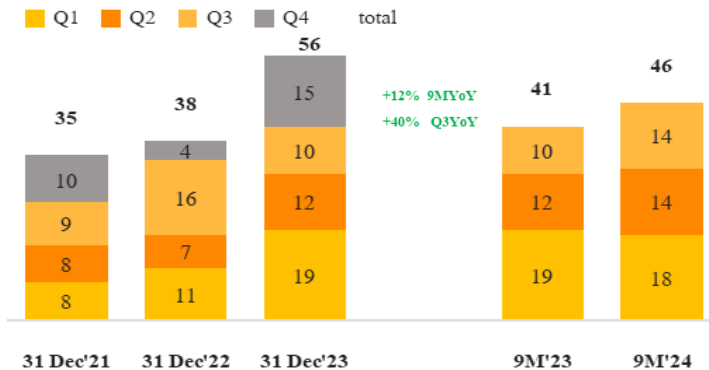
## Revenue from Sales



## Interest Income on Other Loan



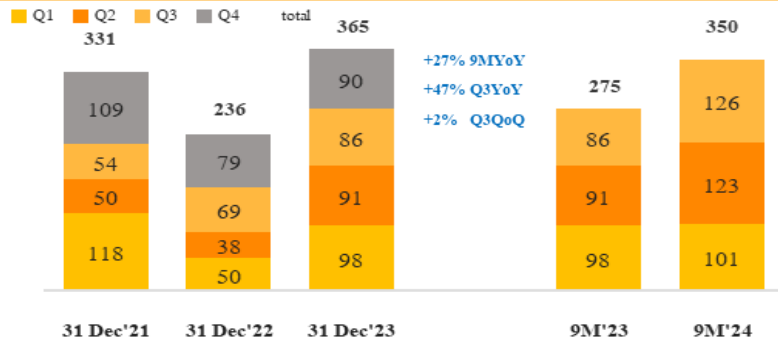
## Other Income



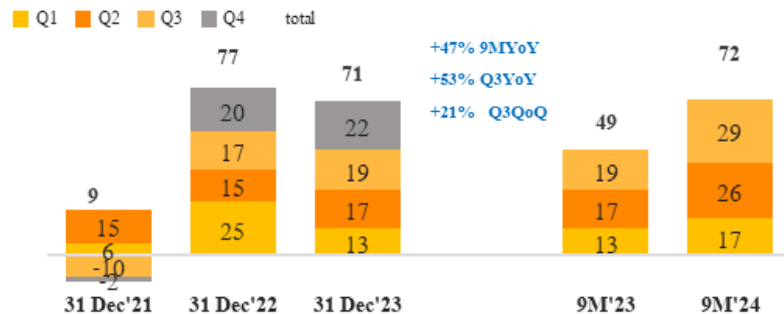
# Expenses

Unit : Million Baht

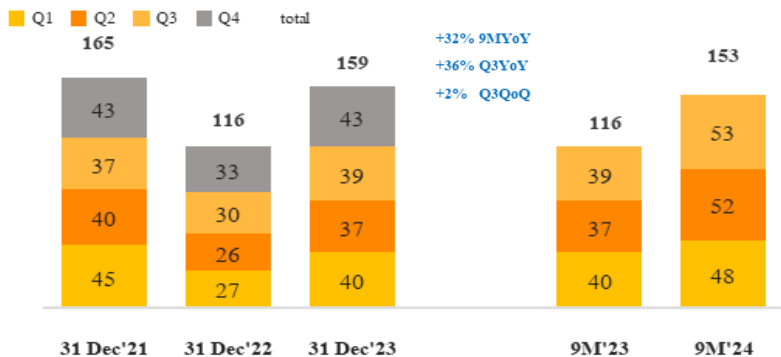
## Cost of Goods Sold



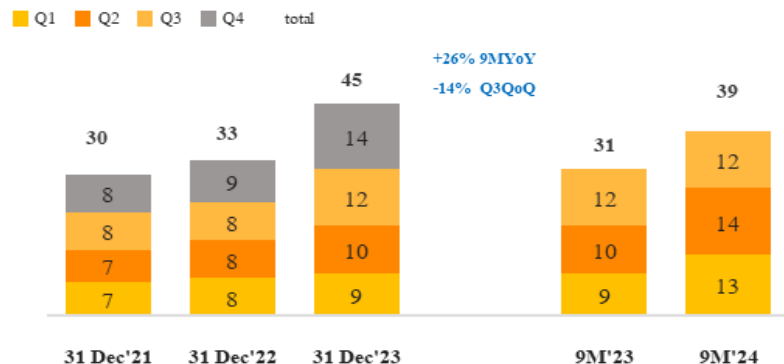
## Expected Credit Losses



## Distribution Costs & Administrative Expenses



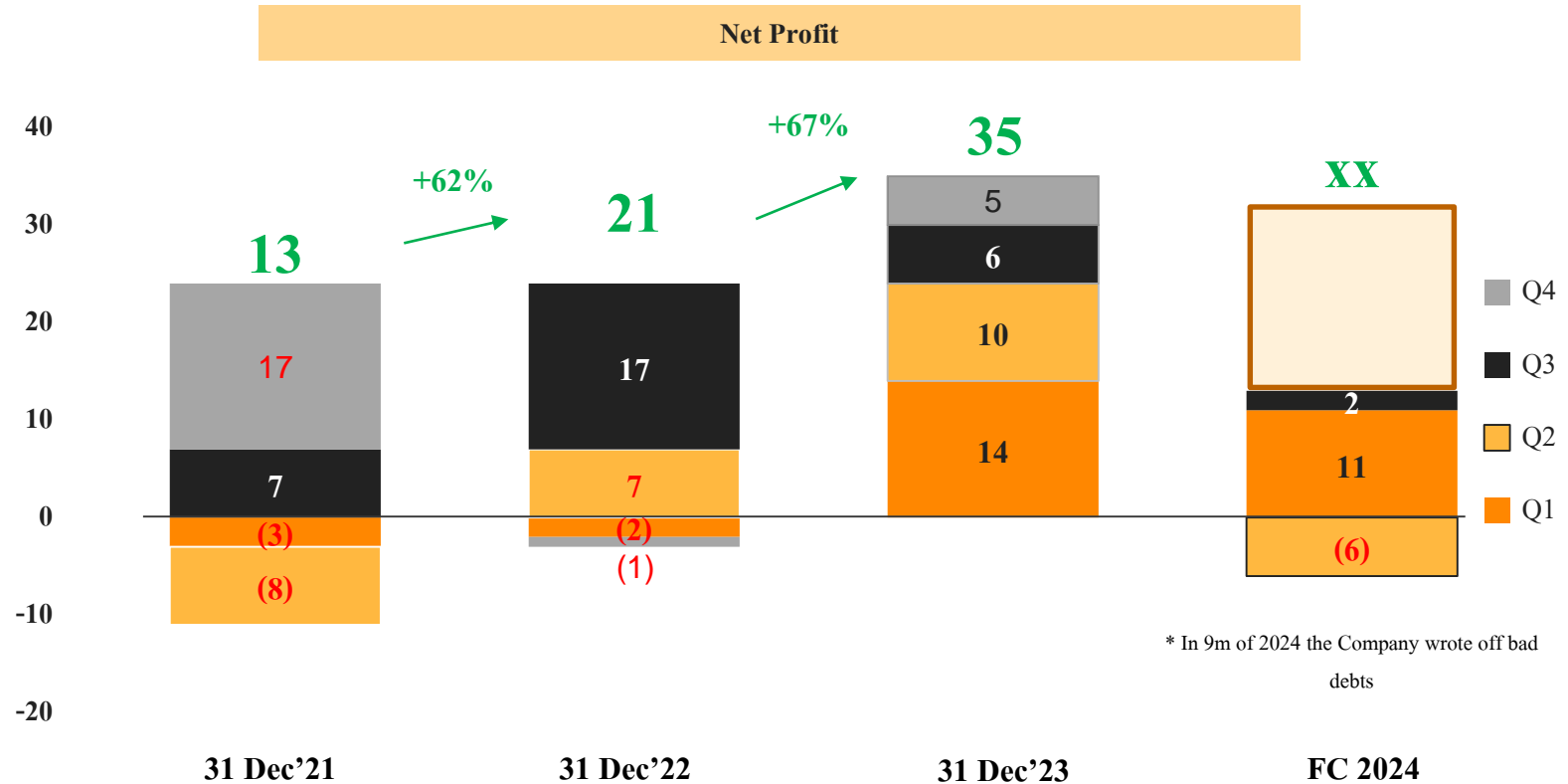
## Finance Cost





# Profit and Ratios

Unit : Million Baht

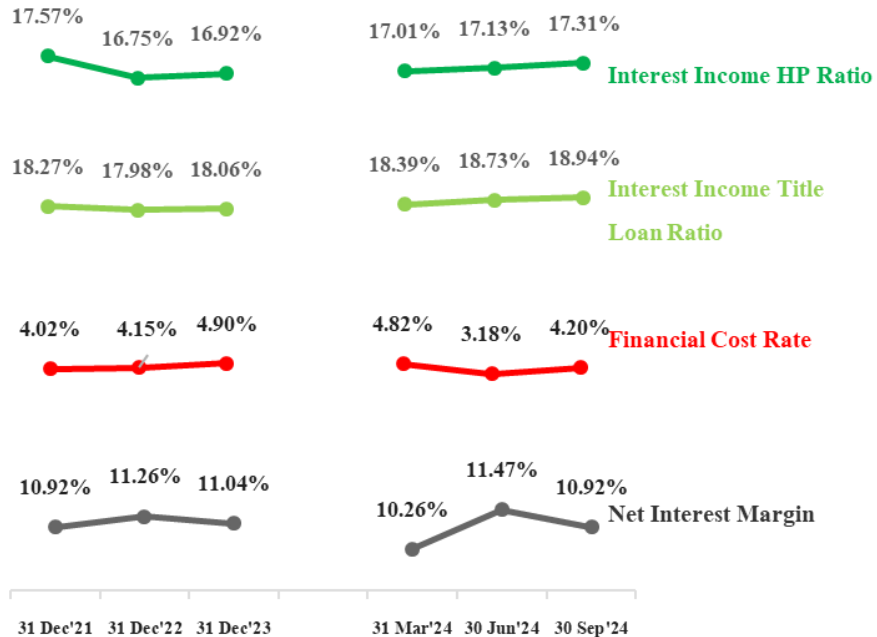


# Profit and Ratios

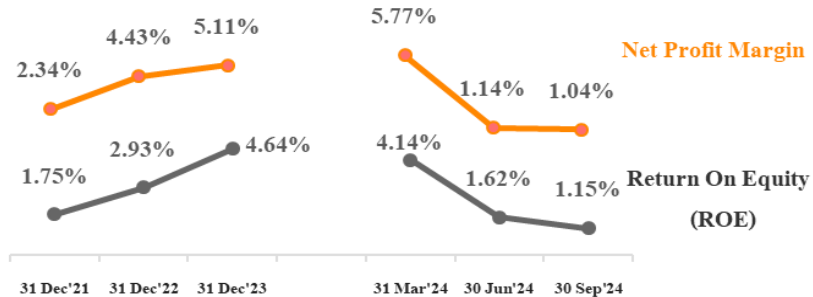
Unit : Percentage



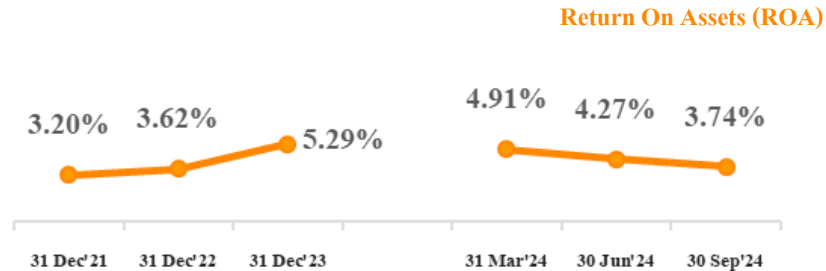
## Interest Rates



## Profitability Ratio

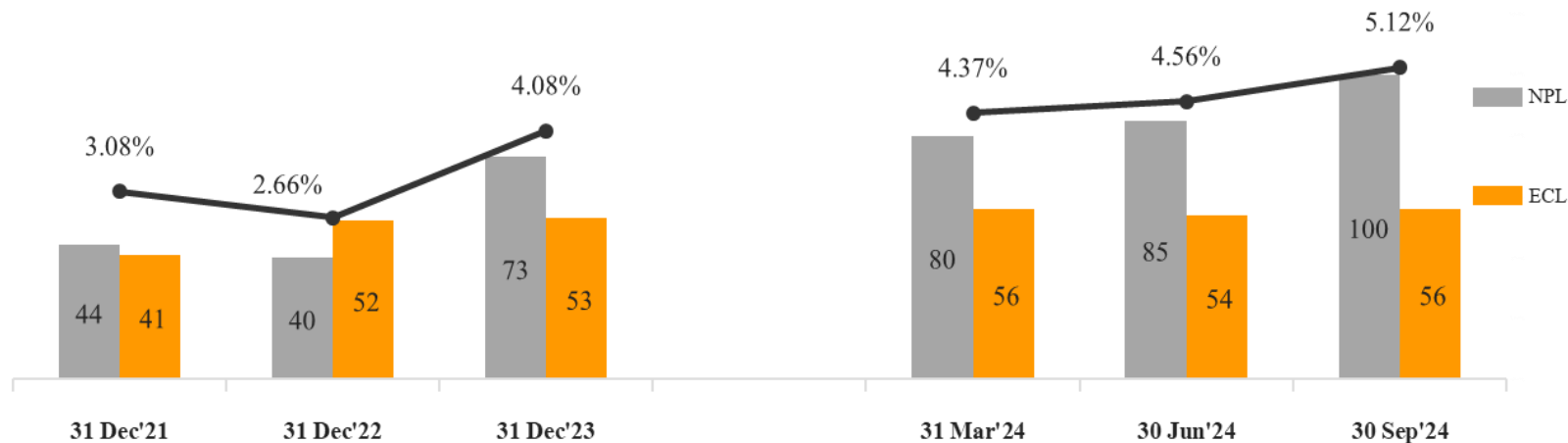


## Operating Efficiency Ratio



# Asset Quality

## NPL&ECL – Hire Purchase and Title Loan



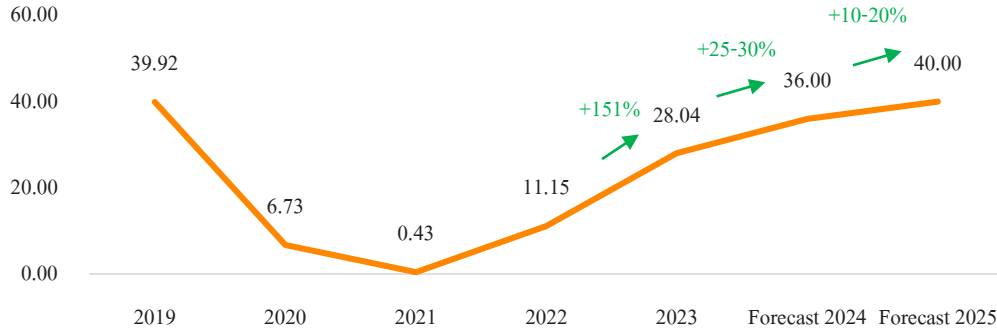
6 Peers Average 30 Sep'2024:  
NPL 6.08% (Min 3.42% Max 9.24%)  
Loss Reserve Ratio 75.10% (Min 47.79% Max 112.00%)



# 2025 Outlook

# New High of New Registered Taxis Expected

Number of Tourists (Unit : Million)

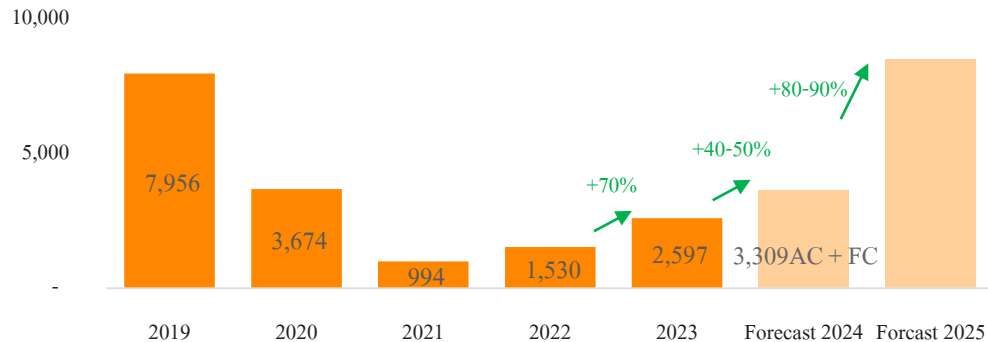


Source: Ministry of Tourism and Sports

## Tourism and Service Industry

- As of 9M2024 foreign tourists have reach 26.0 million and is expected to reach 36.0 million in FY2024.
- Authorities expects the number of foreign tourists to reach 40.00 million by end of FY2025.

Number of New Taxi Registration 2019 - Q3/2024



Source: Department of Land Transport

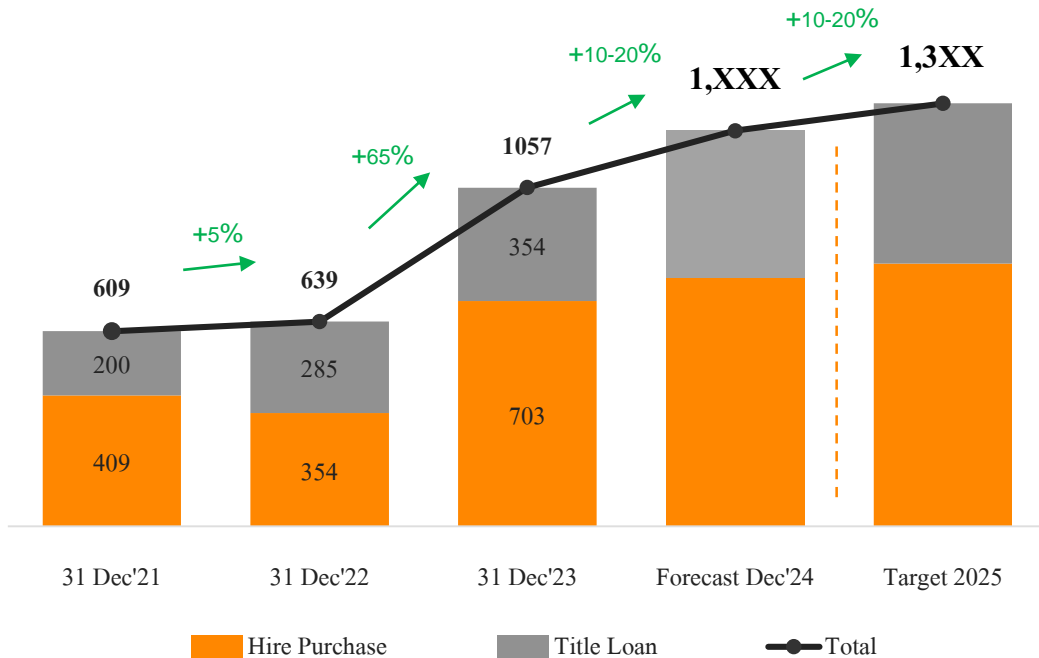
## Number newly registered taxis

- As of 9M2024 there are 3,309 newly registered taxis and expected to reach 4,300-4,500 taxis by of FY2024.
- FY2025 forecast new high of newly registered taxis around 8,000-10,000 units due to expected to expire vehicles and recovering of tourism industry.

# Target 2025 New Loan

Unit : Million Baht

## Target New Loan Disbursement



- Target Public Vehicle portfolio to grow 10-20% FY 2025 from 8,000-10,000 Taxis expected to expire in the coming year.
- Target EV Taxis new loan to grow 50% in FY2025 from expansion to fleet customer.



- Target 10 new branches in FY2025 following success in convenient store premises.
- Target new loan to grow 10-15% in FY2025.



- Total sales expected to grow 10-15% from expected to expire taxis and recovering of tourism industry.
- Increase sales from other types of vehicles such as vans, minibuses, and trucks.



# Q&A