



มิทสึบ ลีสซิ่ง
MITSIB LEASING



MITTSIB

Opportunity Day Q2/2024

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1

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 11th June 2019



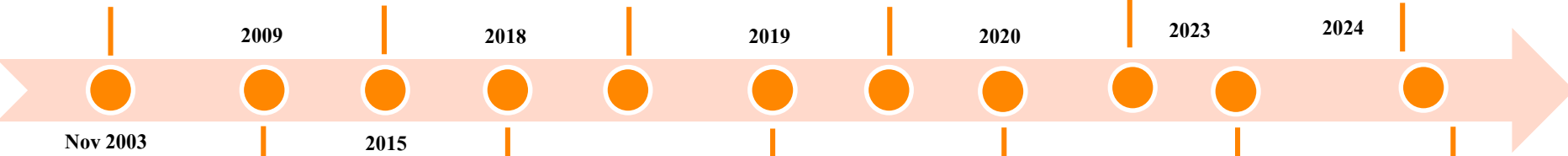
Expanded business line to hire purchase for Commercial Vehicles



Mitsub Sek Ngoen expanded to 22 branches.



Expanded business line into Leasing Solar Panel and Medical Equipment.



Nov 2003

2009

Expanded business line to hire purchase for taxis.



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

Increase registered capital to 787.8 million Baht through Rights Offering.

Use of Capital from Rights Offering

The company offered to sell additional shares to existing shareholders (Rights Offering) between 8-15 May 2024, resulting in 584,749,806 shares subscribed at a price of 0.70 Baht per share.

After costs deduction the remaining amount received was 409,322,764.20 Baht.

Unit: Million Baht

Purpose of Money Usage	Money Spending Plan	Amount Spent as of 30 June 2024	Remaining Amount as of 30 June 2024
1.Increase capital in subsidiaries to support the expansion of the loan service business and expand branches.	250	250	-
2.Partial repayment of loans.	106	106	-
3.To use as working capital.	53	44	9
Total	409	400	9

โครงการมือใหม่ที่เคียงข้าง ณ โรงเรียนด่านสำโรง สนับสนุนเด็กพิเศษ



Financial Highlights

Unit : Million Baht



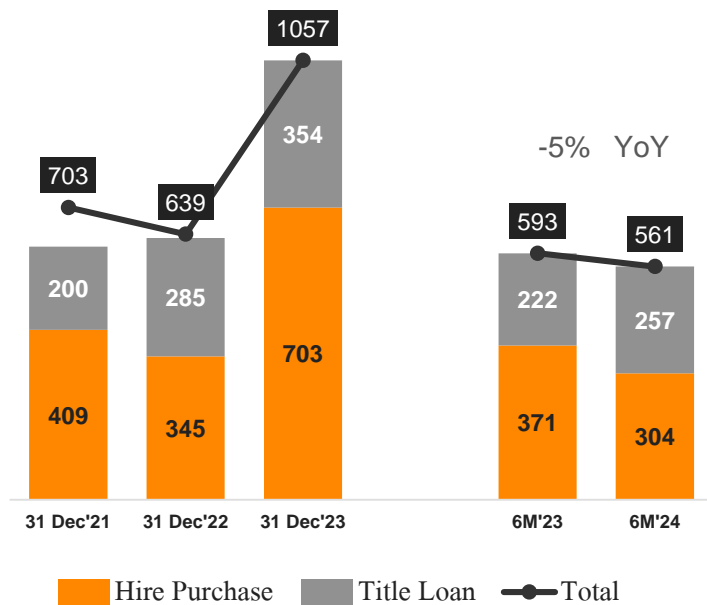
Key Figures Q2 2024

	6M 2023	6M 2024	Change Compared to 6M 2023	% Change Compared to 6M 2023
Revenue	349	406	+57	+16%
EBIT	52	40	-12	-23%
Net Profit	24	5	-19	-79%
Net Profit Margin	ROA	ROE	NIM	D/E
1.14%	4.27%	1.62%	11.47%	0.68

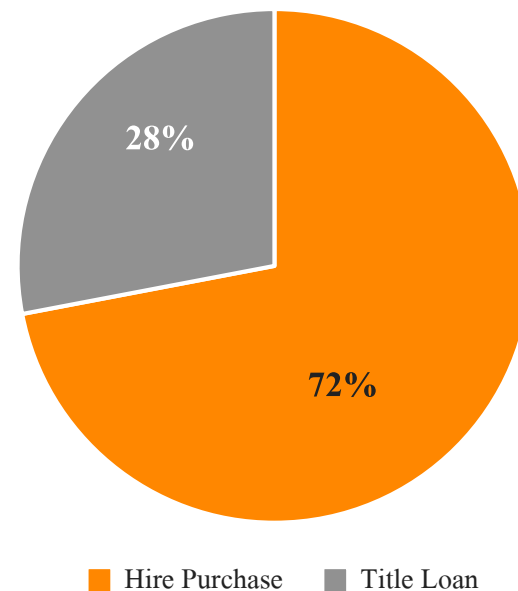
New Loan

Unit : Million Baht

Disbursement



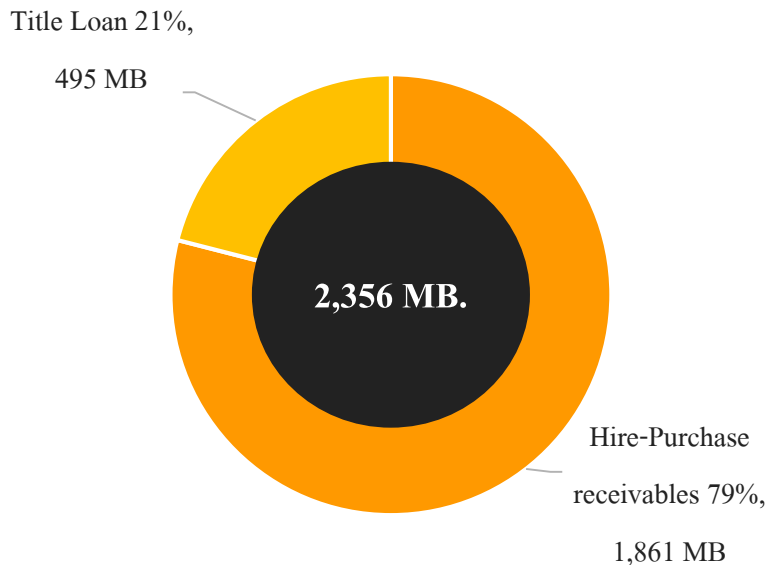
Disbursement Q2/2024



Portfolio

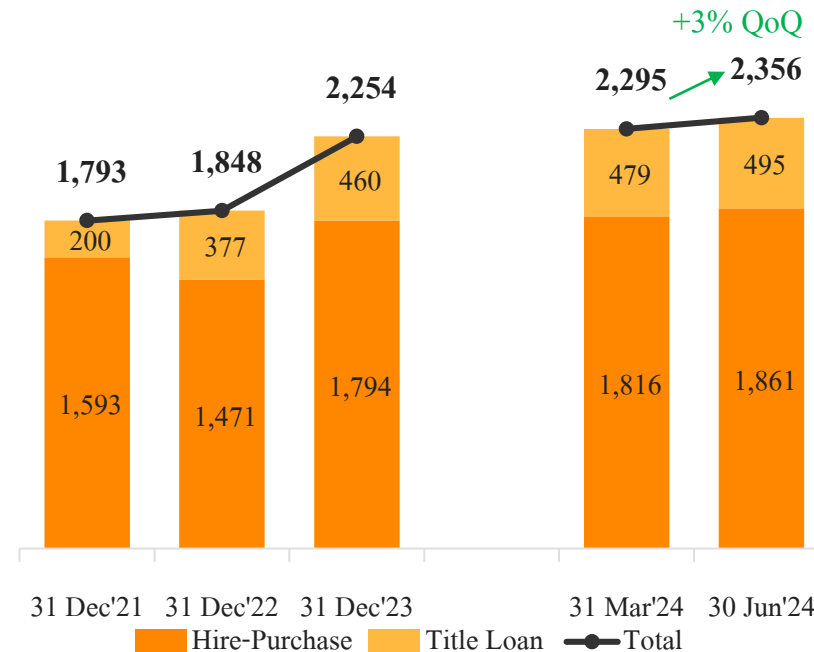
Unit : Million Baht

Total Portfolio as of Q2/2024



*Remark : Hire-Purchase receivables include unearned interest income

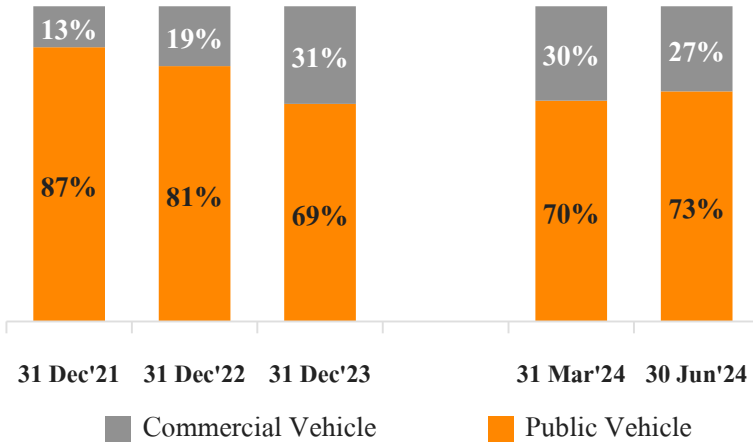
Total Portfolio YoY



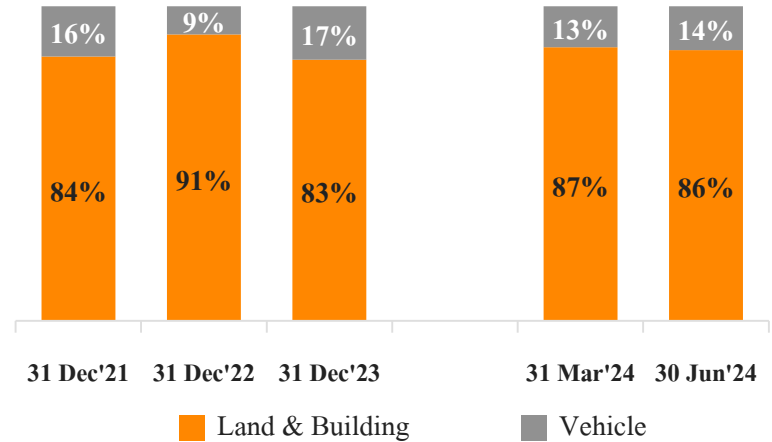
Portfolio

Unit : Percentage

Hire Purchase Portfolio



Title Loan Portfolio



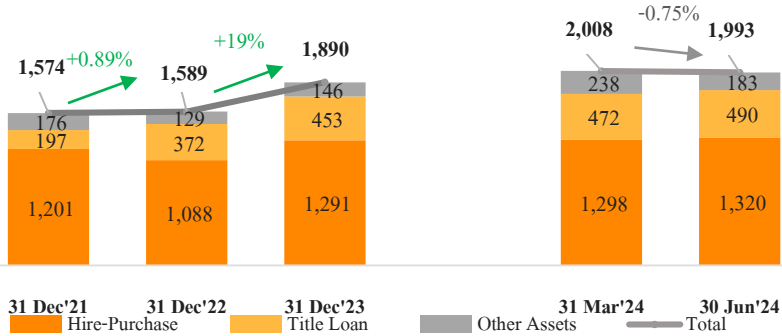
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Financial Highlight

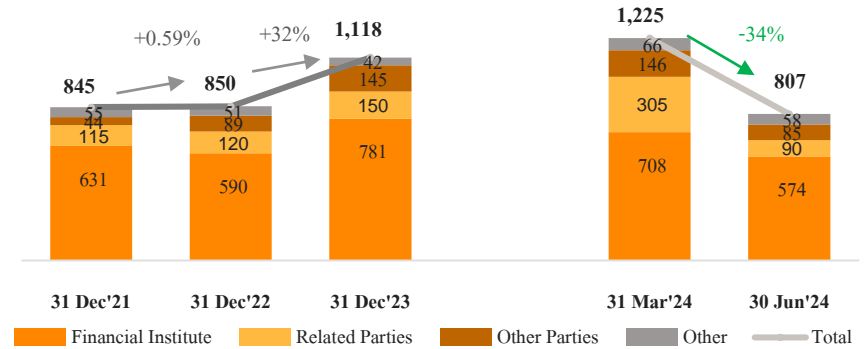
Financial Position

Unit : Million Baht

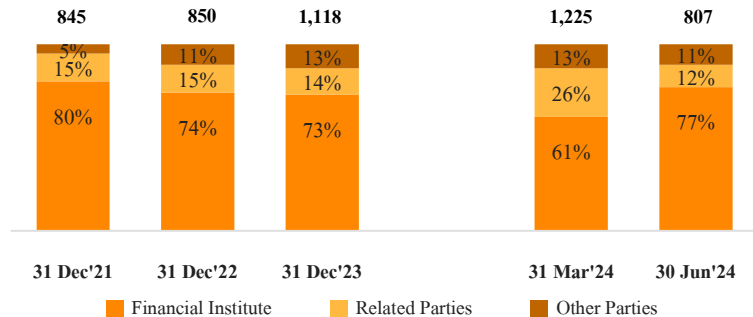
Total Assets



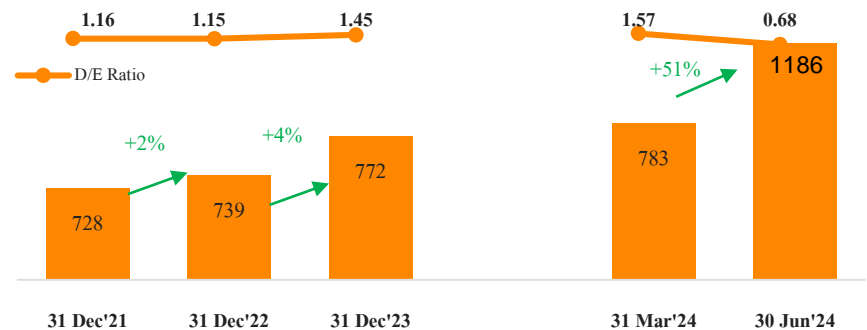
Total Liabilities



Borrowing



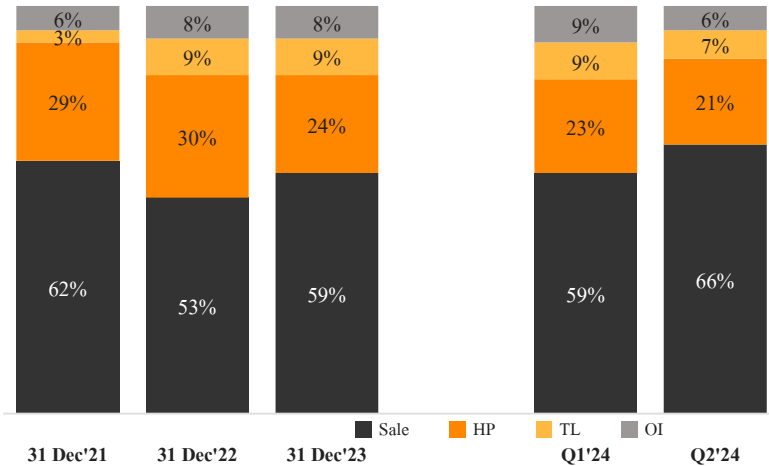
Equity



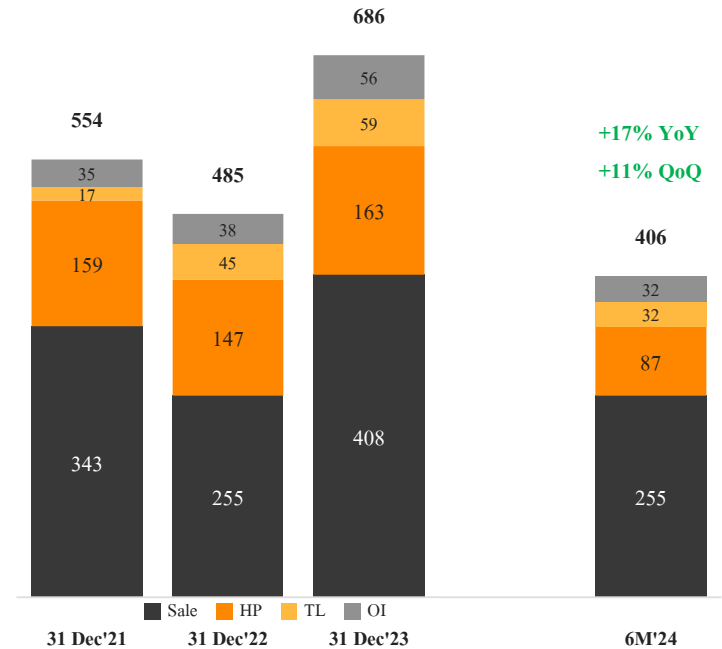
Revenue

Unit : Million Baht

Revenue Structure



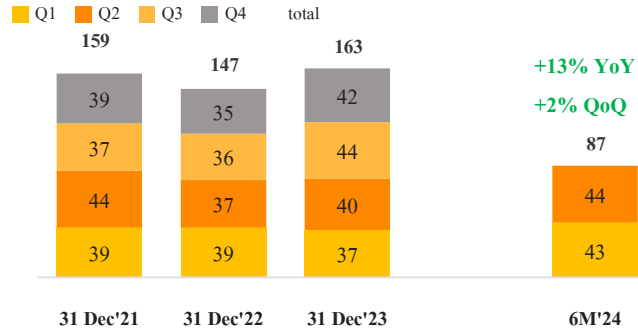
Total Revenue



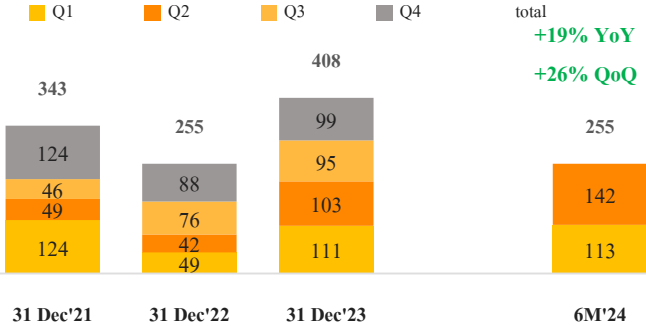
Revenue

Unit : Million Baht

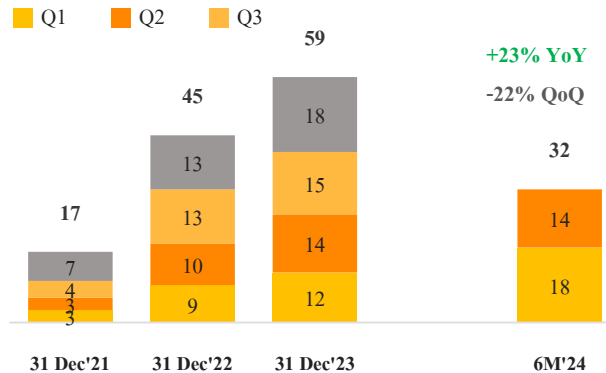
Interest Income on Hire-Purchase Contracts



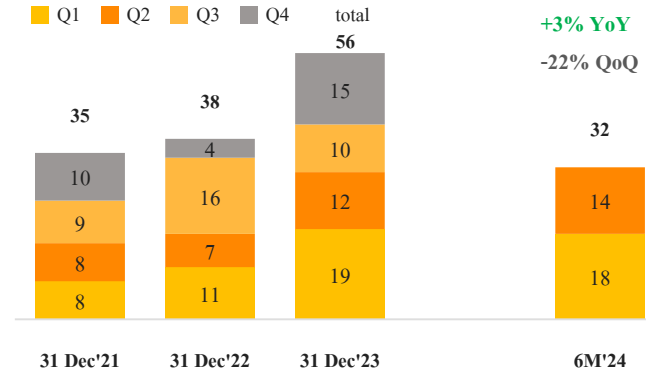
Revenue from Sales



Interest Income on Other Loan



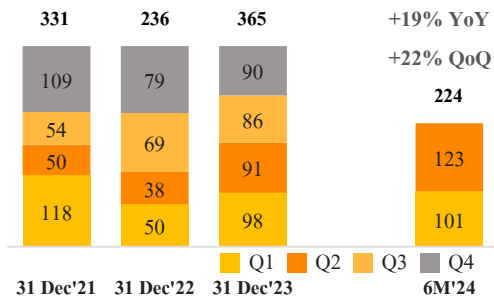
Other Income



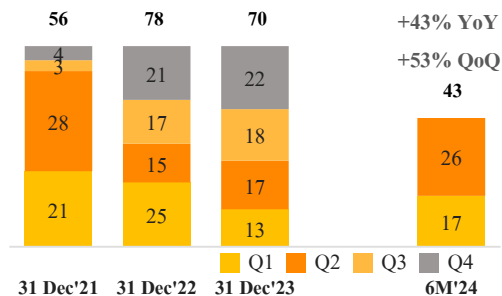
Expenses

Unit : Million Baht

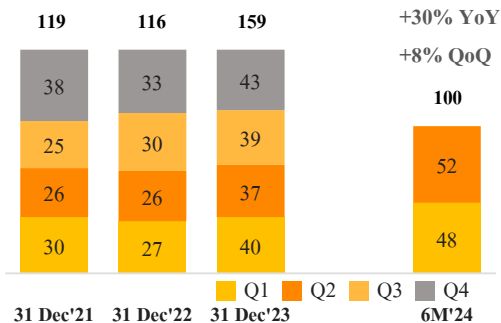
Cost of Goods Sold



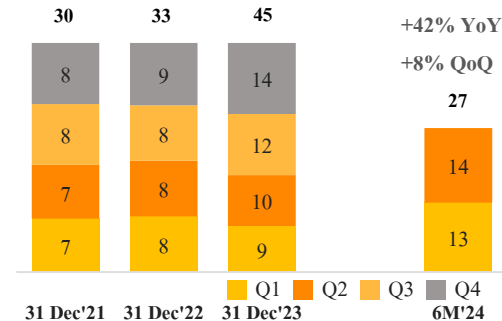
Expected Credit Losses



Distribution Costs & Administrative Expenses

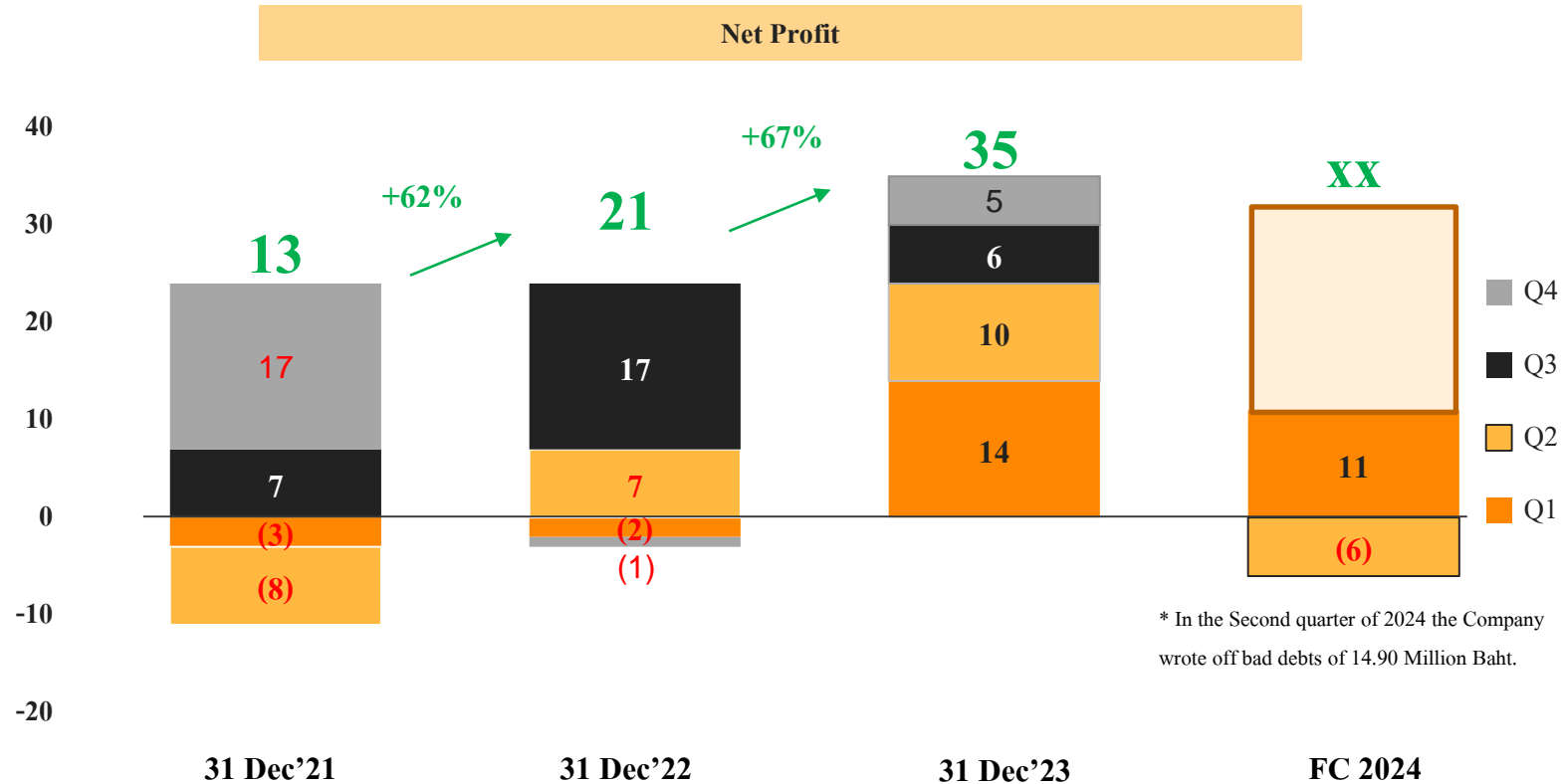


Finance Cost



Profit and Ratios

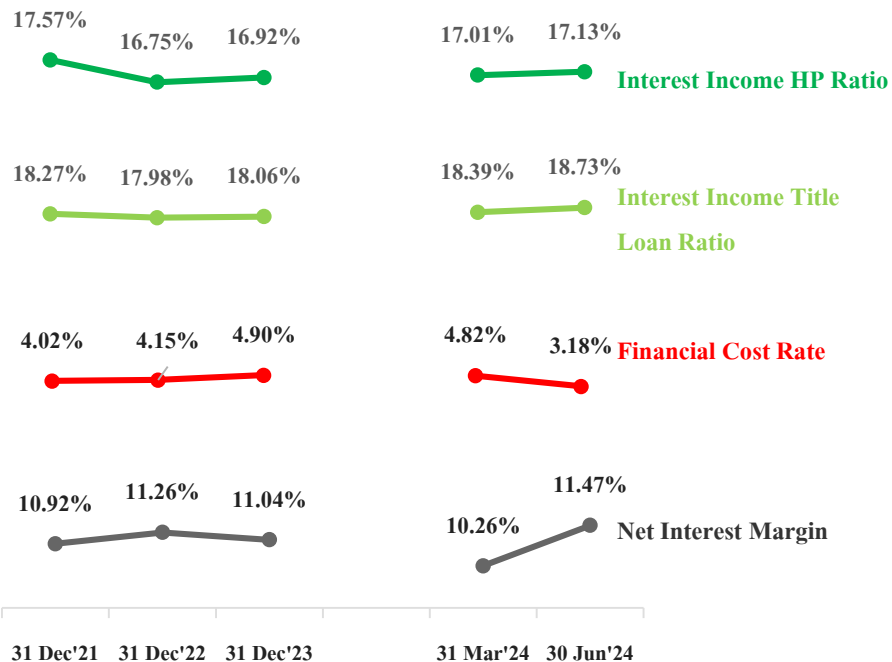
Unit : Million Baht



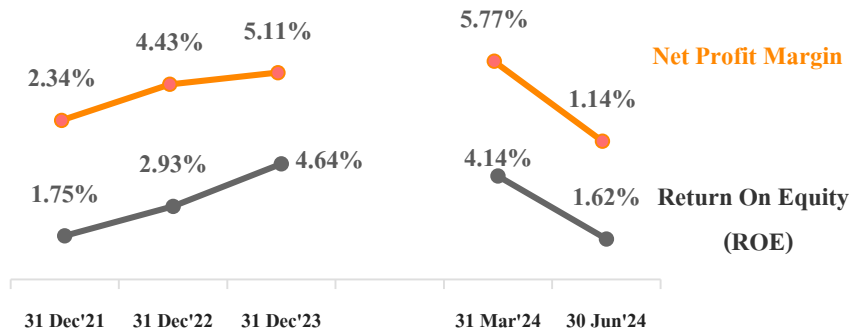
Profit and Ratios

Unit : Percentage

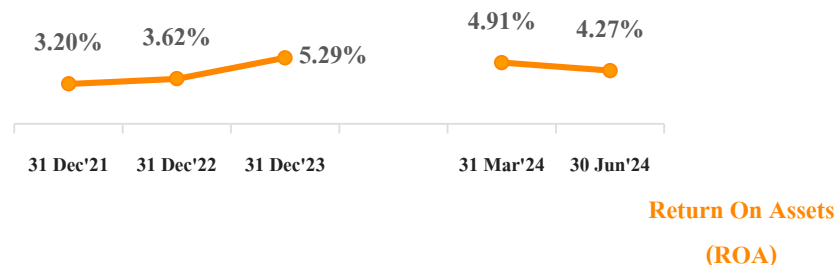
Interest Rates



Profitability Ratio

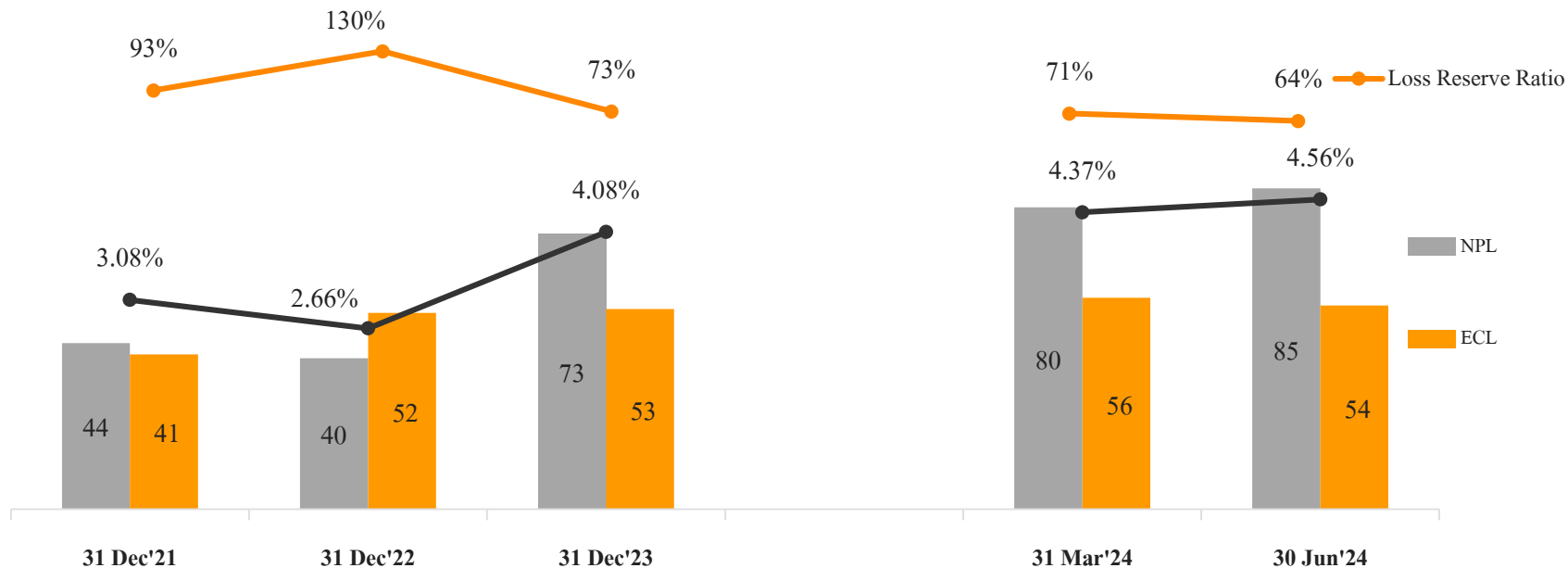


Operating Efficiency Ratio



Asset Quality

NPL&ECL – Hire Purchase and Title Loan



6 Peers Average 30 Jun'2024:
 NPL 5.73% (Min 3.42% Max 9.36%)
 Loss Reserve Ratio 76.12% (Min 44.87% Max 115.78%)



2024 Outlook

2024 Outlook

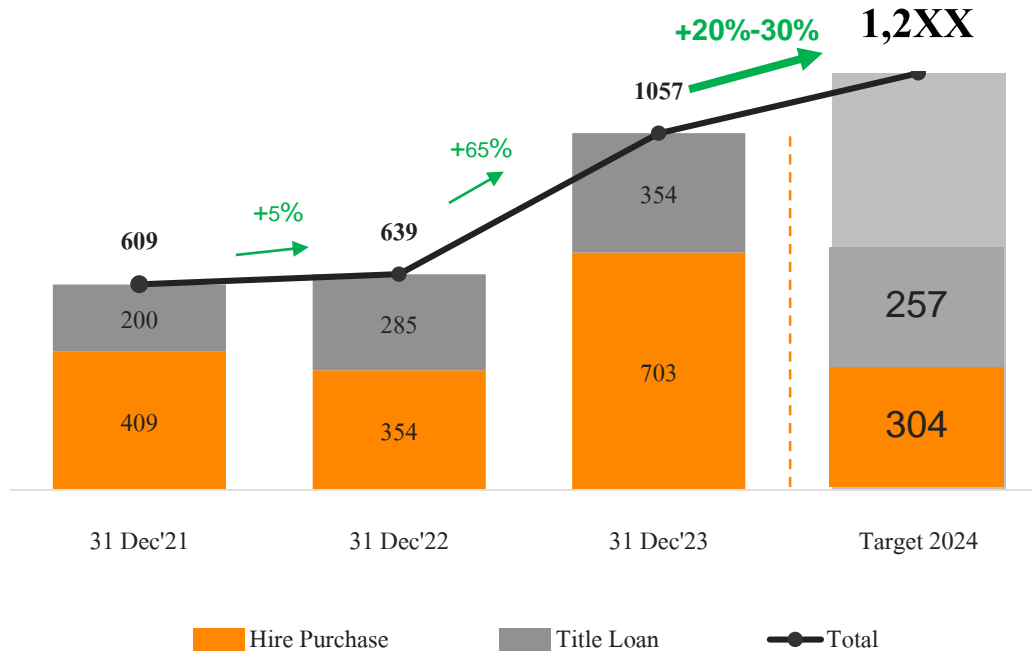
1. Our target for portfolio diversification into leasing solar panels and medical equipment is around 50 million Baht in FY2024 and expected to grow exponentially in the following years with the market trend.
2. We have retargeted leasing new public vehicle to 250 million Baht for FY2024 which initially was for leasing commercial vehicles that is currently not performing as well.
3. Mitsib Sek Ngeon has opened 5 pop-up stores in convenient store premises which is currently performing well. For FY2024 Mitsib Sek Ngeon is on plan to open additional 10 branches.



Target 2024 New Loan

Unit : Million Baht

Target New Loan Disbursement





Q&A