

Ngern Tid Lor Public Company Limited (TIDLOR)

Opportunity Day Q'1 2022

May 20, 2022

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Key Agenda

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Q'1 2022 Key Highlights and Financial Performances

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2022 Outlook

3

Q&A

Section 1:

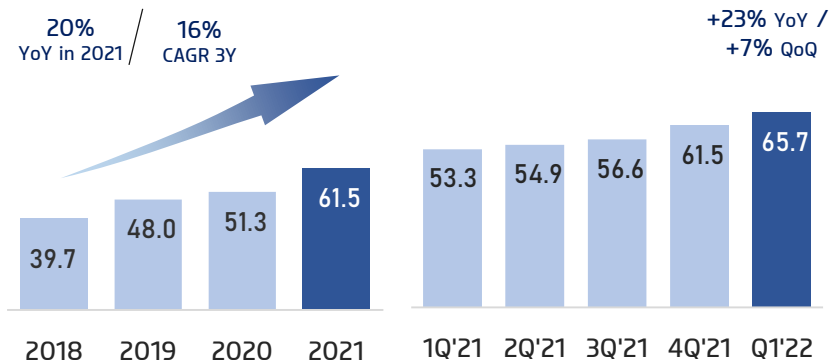
Q1'2022 Key Highlights and Financial Performances

Continuing Favorable Top-line and Bottom-line Performance Growth As Well As Gaining Cost Efficiency

Robust Top-Line and Bottom-Line Performance Growth with Healthy Profitable Return and Controllable Asset Quality

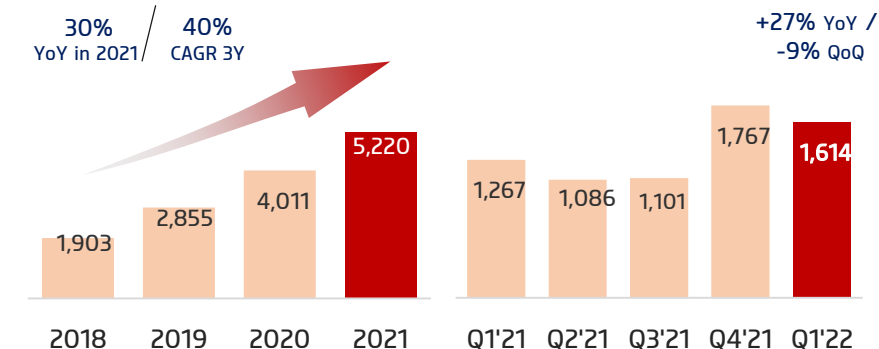
Gross Loan

Unit: THB bn



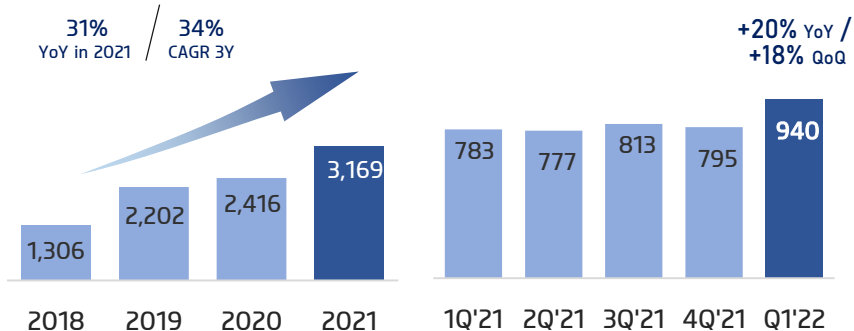
Non-Life Insurance Premium

Unit: THB MM

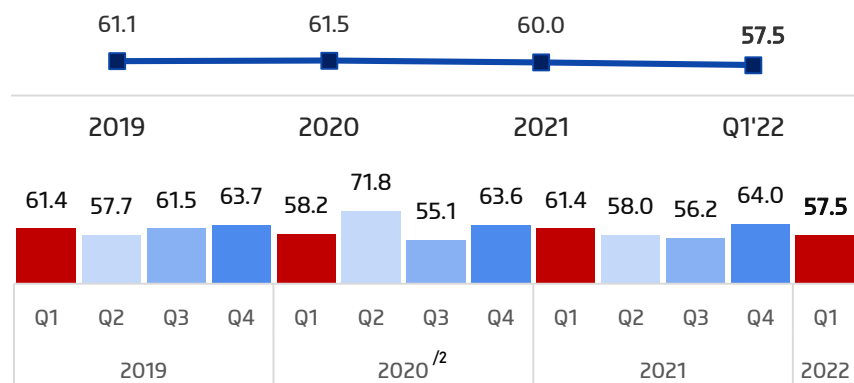


Net Income

Unit: THB bn



Cost to Income Ratio

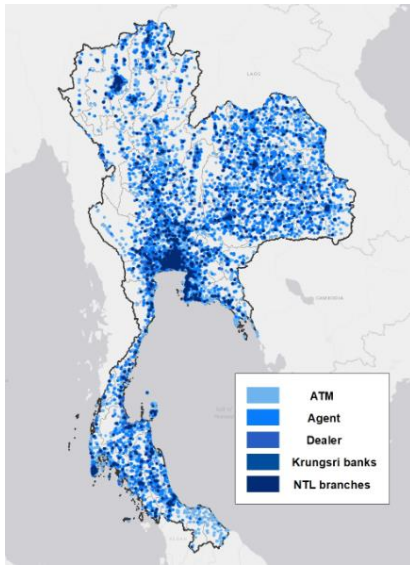


Note:

1. Source: Company Information as of Mar'22

2. Cost to income ratio in 2020 included impacts of interest income and vat waived for forbearance customers

60K Touchpoints Nationwide Providing Great Customer Experiences and Maintaining Superior Productivities



1,388 NTL branches nationwide with over 60,000 non-branch touchpoints nationwide. Based on our GIS scoring capability, we accelerated new branch coverage expansion in the potential areas and new location models to enhance customer accessibility.

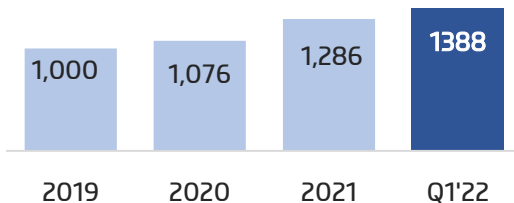


>90 branches in the Gas station and Shopping mall model with 7-day services and flexible working hours.

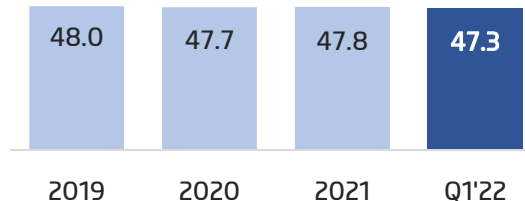


Branch

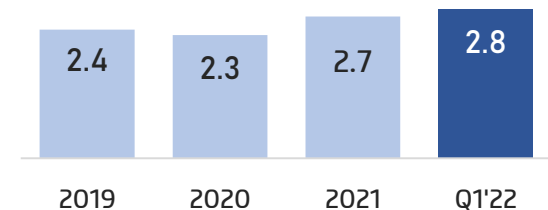
+102 branches in Q1'22



Outstanding Loan per Branch (THB MM)



Net Incomes per Avg Branch (THB MM)



Note:

1. Source: Company Information as of Mar'22

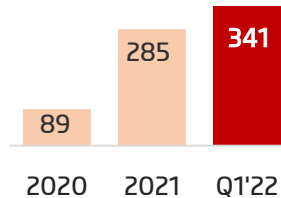
Successful Launch on Loan Products and Campaign Offerings

TIDLOR card As Our Flagship Strengthening Competitiveness

TIDLOR Card – 24/7 self-service loan via ATM nationwide, continuous growth drove to lowering acquisition cost in the long run



#TIDLOR Card ('000)



✓ Main products with 47%

Card active accounts in portfolios

✓ Low acquisition cost with 7%

New loan withdrawal amount via ATM

✓ Anytime with >275K+

Withdrawal transactions on non-branch working hour

✓ Anywhere with 28%

Withdrawal amount derived by more than 10 KM distance from loan originated branch



1 March, full launch TIDLOR card for Sedan/Pick-up with 0.79% campaign offering

Over 5 Bn. outstanding loan, high campaign response even 1 month promoting

+35%+

Truck new loan growth vs no campaign period

Truck Special Interest Rate Campaign

Offer to high ticket size loan, initiated from revisiting product profitability and finding out opportunity to grow in potential segments



Note:

1. Source: Company Information as of Mar'22

Insurance Turn Around Premium Growth with Leader Position on Superb Products and Broaden Service Platforms



2nd rank retail-focused insurance broker

with 40% 3-year CAGR beyond market growth at below 5% on average

>90% non-captive customers

motor insurances

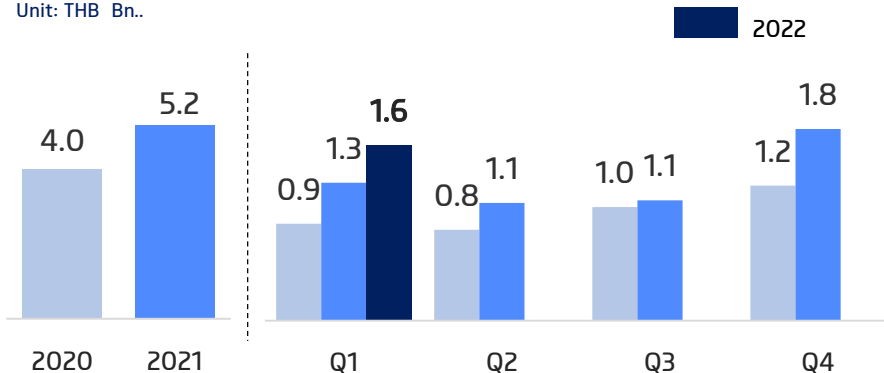
>50% Class 1 motor insurance

after launched 0% installment loan up to 10 months in Oct'21



Non-Life Insurance Premium

Unit: THB Bn..



Note:

1. Source: Company Information as of Mar'22

Strong brand recognition as a non-life insurance brokerage on extensive selling and service platforms



1,388 branches, covered >70% premium of new insurances



In-house Telesales team, served both renewal and new insurances



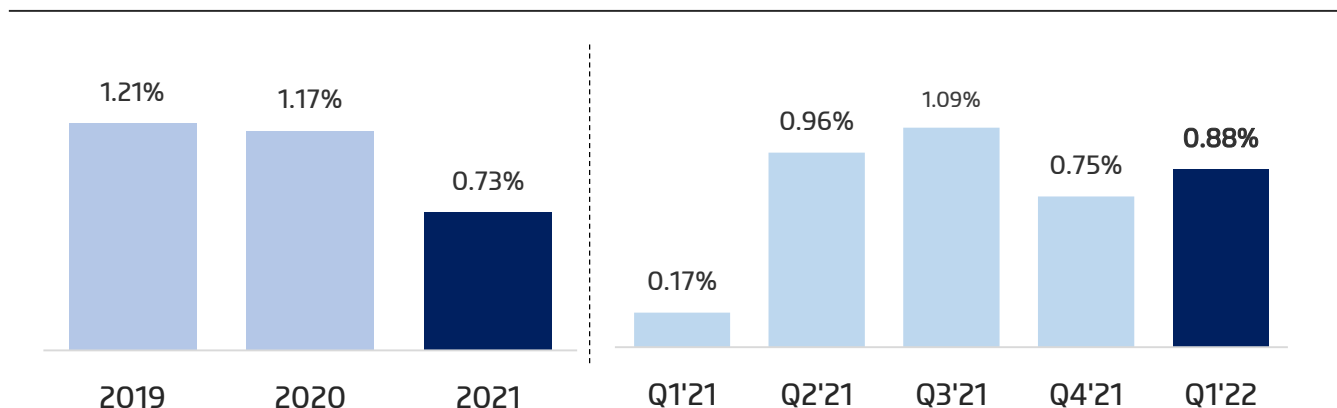
Almost 800 active agents, +120% YoY premium growth in Q1'22



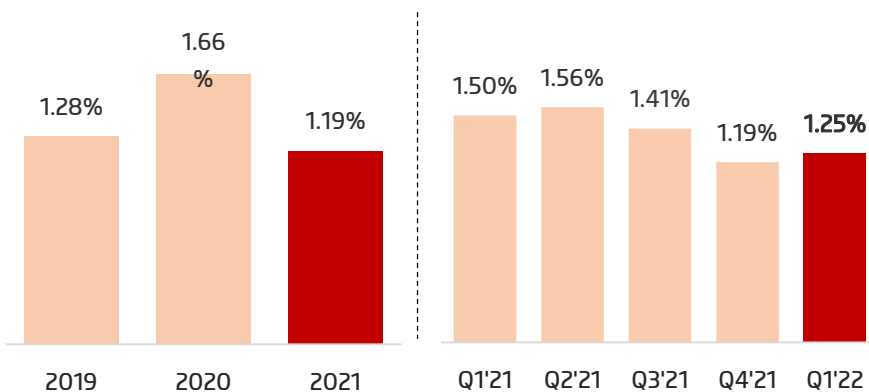
200K avg. monthly site traffic on TIDLOR website, +24% YoY lead growth

Healthy Asset Quality and Credit Cost on High Reserve Cushion to Support Loan Growth and Uncertainty Situation

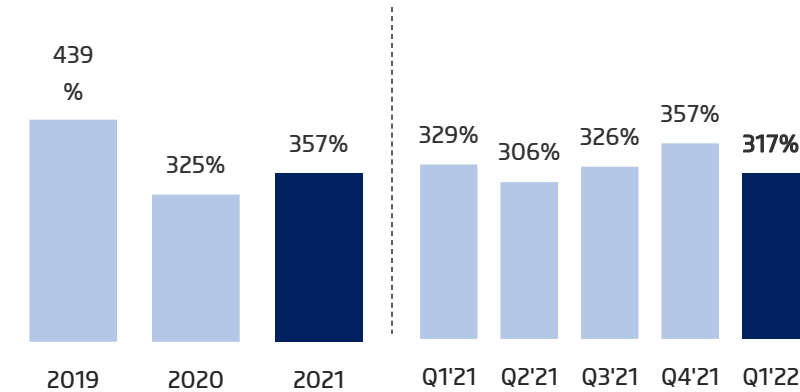
Credit Cost



NPL



NPL Coverage Ratio



Note:

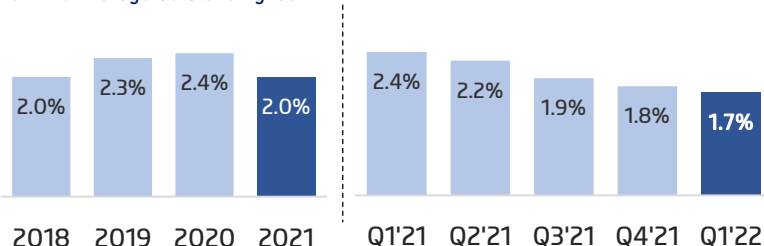
1. Source: Company Information as of Mar'22

Solid Funding Structure and Credit Rating Resulting to Less Pressures on Uptrend Cost of Fund and Debt Capital Market Volatility

Improving funding cost over time, gaining competitive advantage against peers

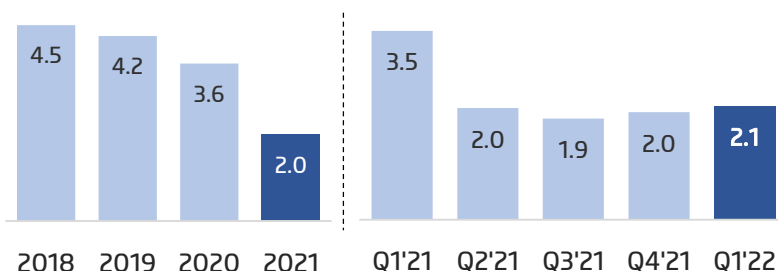
Funding Cost

Unit: % Average outstanding loan



D/E ratio of 2.1X, Ample room for growth

Debt to Equity

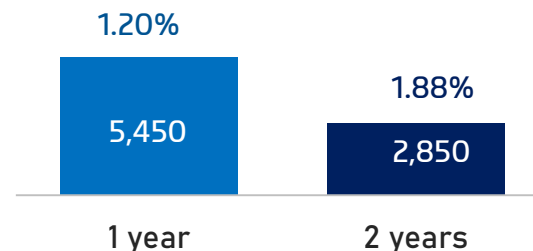


"A" TRIS Rating , superior credit rating in the industry



8.3 Bn. the latest debenture issuance in April on favorable coupon rate, confirmed the confident of investors to us among market volatility

Unit: THB Bn. / % Coupon Rate



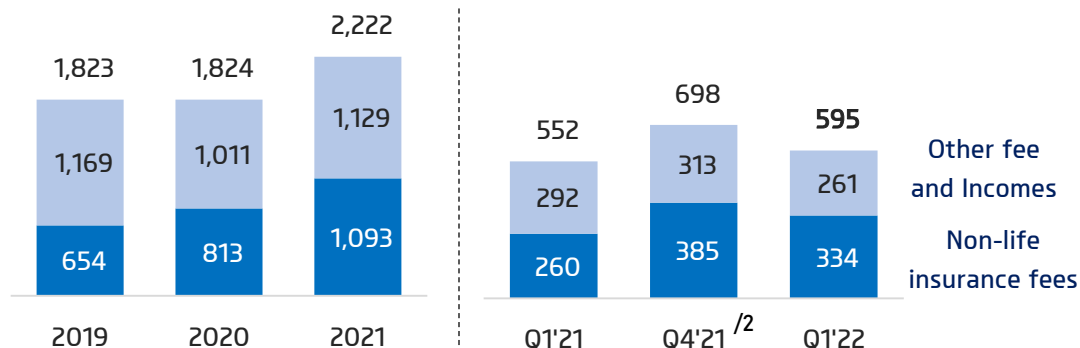
Sufficient available credit line from both domestic and international institutions

Note:

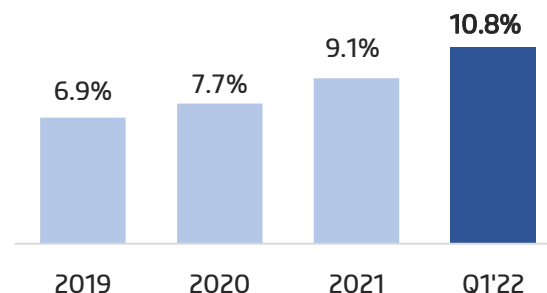
1. Source: Company Information as of Mar'22
2. Key competitors obtained TRIS rating at BBB+

Further Enhanced Profitability from Non-Interest Income Growth and Robust Balance Sheet

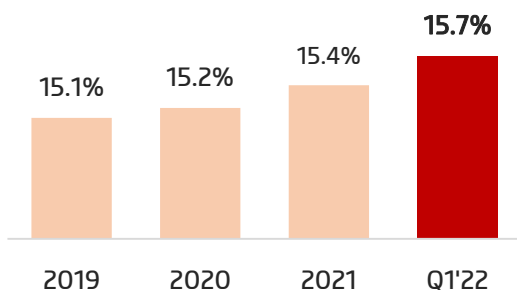
Non-Interest Incomes
(THB mm)



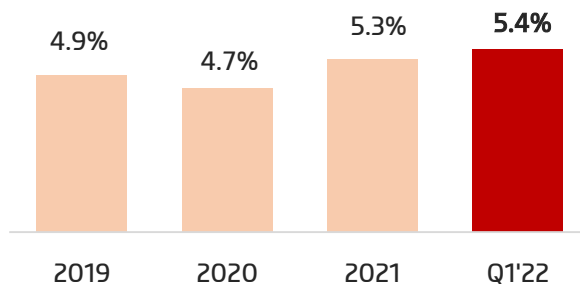
Non-life Insurance Fee/
Total Revenue



Net Interest Margin³



Return on Average Asset



- Robust non-interest income growth, primarily from non-life insurance businesses
- Net interest margin recorded improving resulted from significantly lowering cost of fund
- Upward ROA up to 5.4% from favorable earnings on quality asset growth.

Notes:

1. Source: Company Information as of Mar'22

2. High non-interest incomes included the insurer annual bonus, normally recognized in 4th quarter

3. Net Interest Margin is defined as annualized total interest income divided by average balance of gross total loans

Section 2: 2022 Outlook

2022 Outlook: Strategy Remains Focused on Customers, Digital, Data, and Innovation

Headwind

- Inflation, economic recession and high cost of living could delay customer's investment decisions, lowering purchasing power and ability to pay debts.
- Potential steeper interest rate as well as the debt capital market volatility could impact to upward cost of borrowing
- Expecting intensified competition and new rivals

Tailwind

- Title loan market is still growing in a range of 15 to 20%
- Market consolidation in both title loan and auto insurance brokerage business would benefit big players
- Digital adoption in suburban is growing from government stimuli thru digital channel
- Thailand reopening to tourism sector recovery
- Thailand election push to positive private consumptions

Continue Improving Operational Efficiency and Adding More Values to Customers



Continue positive top-line performance momentum with exploring for inorganic growth



Maintain our leadership in the vehicle title loan market through network expansion and innovation in risk and technology

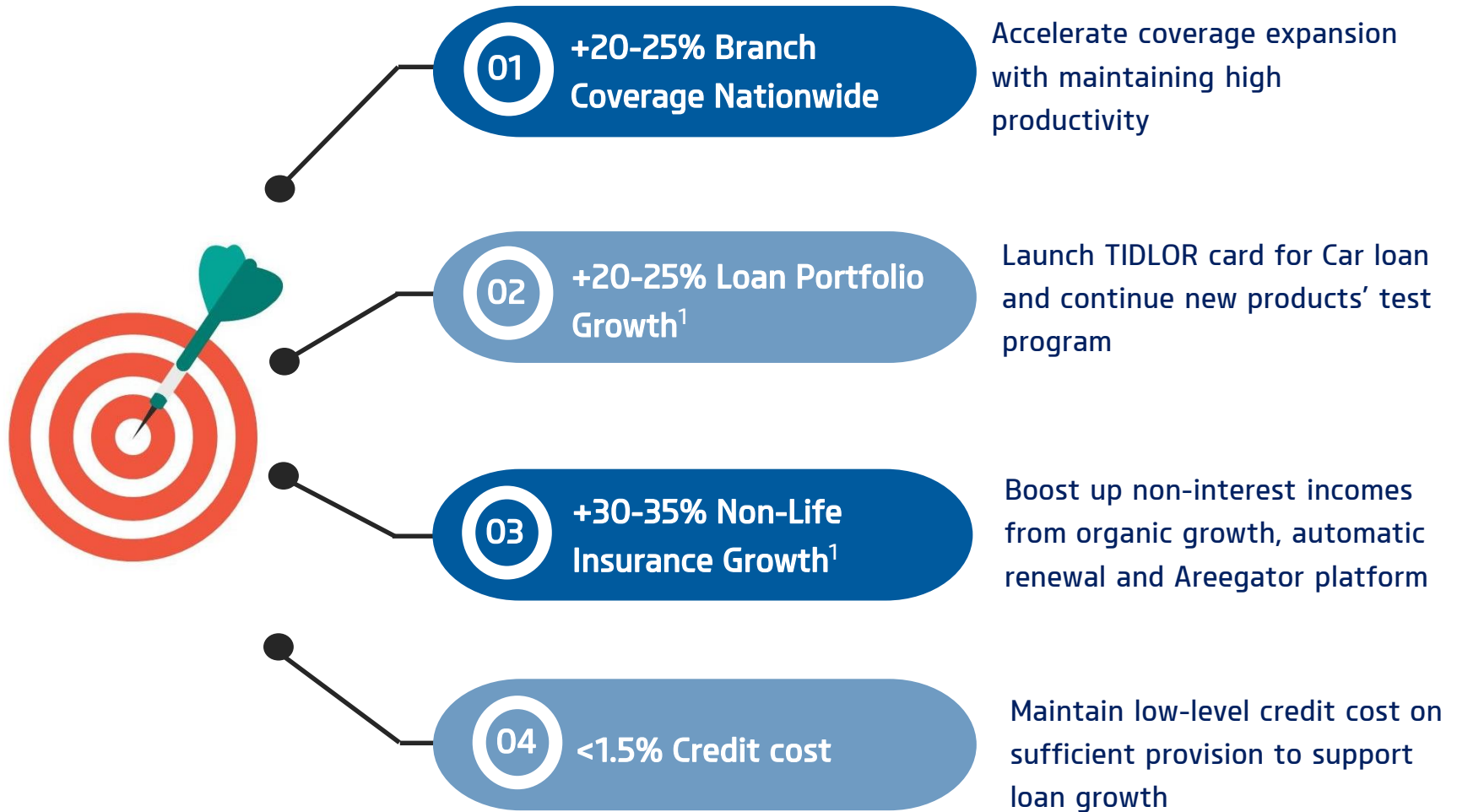


Continue to strengthen our insurance brokerage platform and aspire to be one of the leading insurance brokers in Thailand



Continue to increase our productivity through core strategy of digital transformation

2022 Outlook : Ongoing Business and Return Growth on Controllable Asset Quality



Note:

1. In case of no lockdown situation



Evolution of Money

#คุ้ม TIDLOR

Section 3: Q&A



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