

Ngern Tid Lor Public Company Limited (TIDLOR)

Analyst Meeting Q3'2022 Performance
November 16, 2022

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Key Presenters



Piyasak Ukritnukun

Managing Director



Veerapat Viriyakovitya

Head of Finance &
Accounting Department



Bernard Tso

Head of Marketing & Business
Development and IT



Athitaya Phoonwathu

Head of Human Resources and
Insurance Brokerage

Key Agendas

1

Q'3 2022 Key Highlights and Financial Performances

2

2022 Outlook

3

Q&A

Section 1:

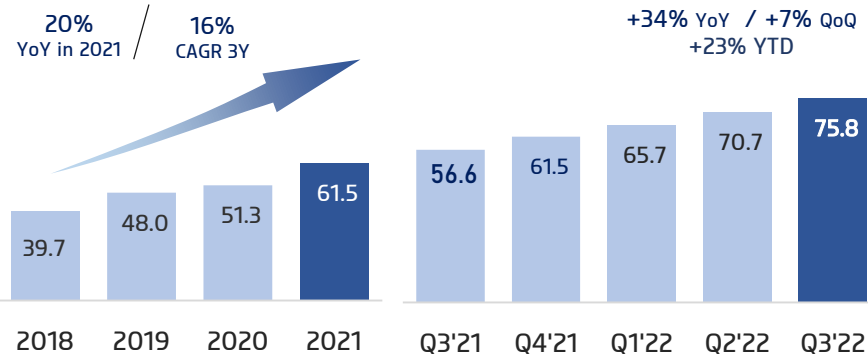
Q3'2022 Key Highlights and Financial Performances

Top-Line Performance Continued Robust Ongoing Growth As Well As Improving Cost-to-Income Efficiency

Favorable Momentum Top-Line Performance Growth With Manageable Cost

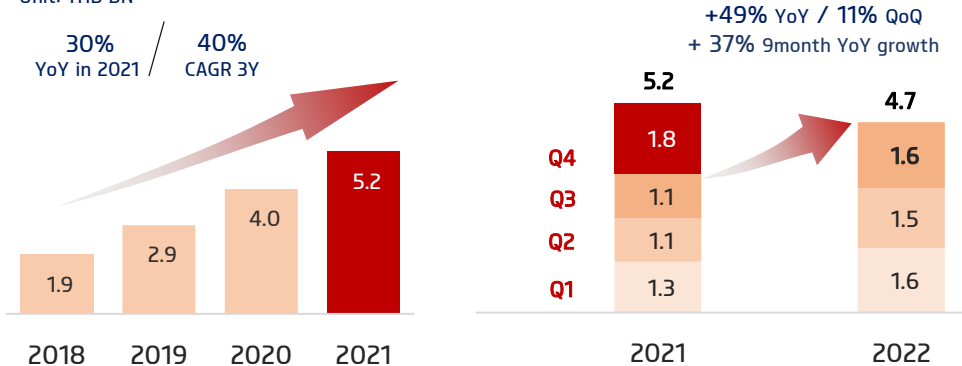
Gross Loan

Unit: THB BN



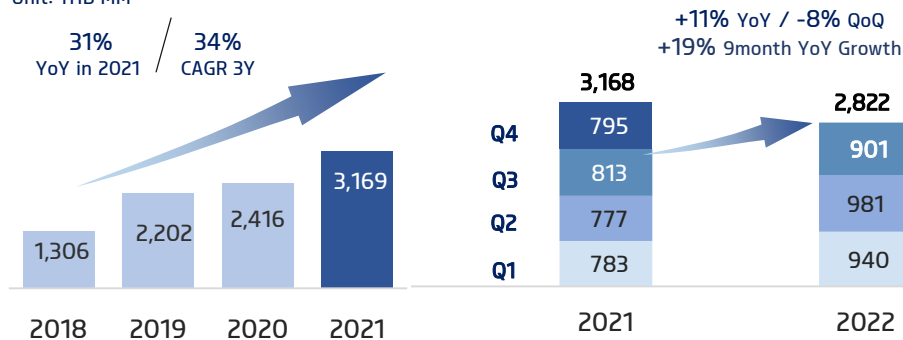
Non-Life Insurance Premium

Unit: THB BN

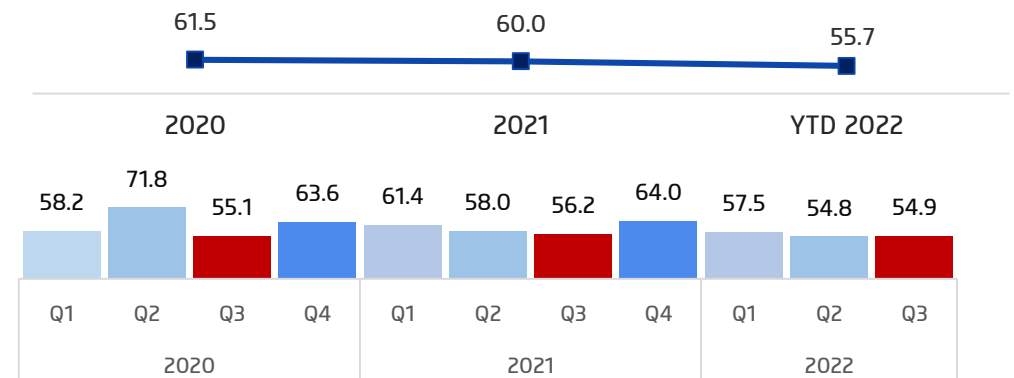


Net Income

Unit: THB MM



Cost to Income Ratio

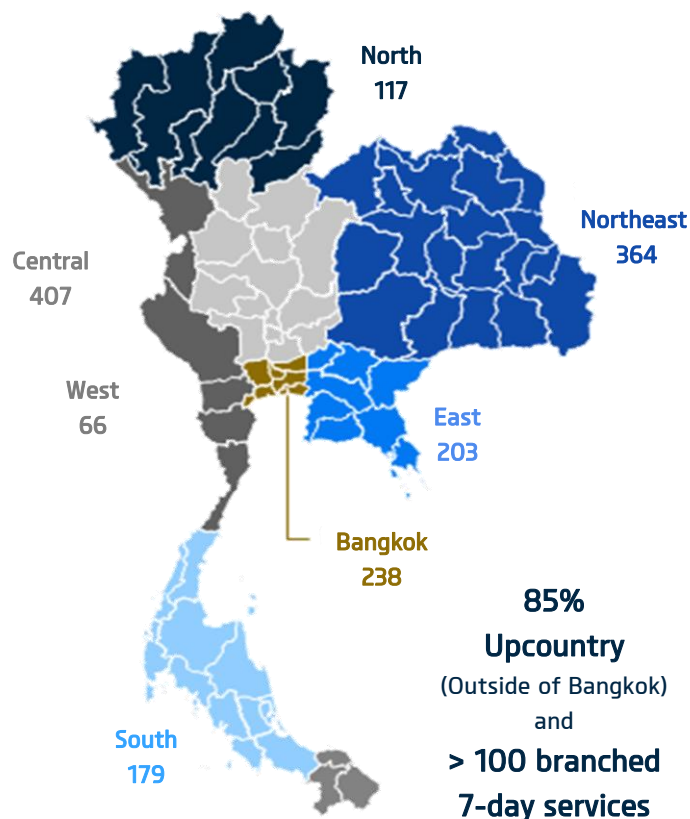


Note:

- Source: Company Information as of Sep'22
- Cost to income ratio in 2020 included impacts of interest income and vat waived for forbearance customers

60K Touchpoints Nationwide Strengthening Customer Accessibility on Sustaining High-Level Productivity

Nationwide Network of 1,574 Branches¹



Non-Branch Touch Points¹



> 580
Krungsri
Branches



> 6,500
Agents



> 500
Used Truck
Dealers



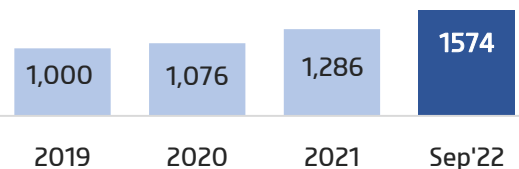
> 600
Telesales



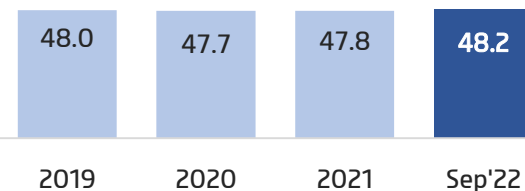
> 50,000
ATMs

Branch

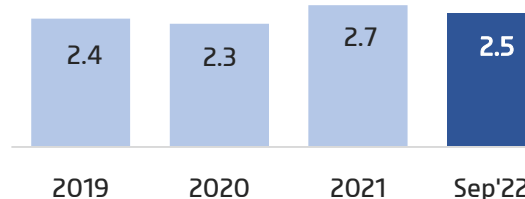
+288 branches YTD



Outstanding Loan per Branch (THB MM)



Net Income per Avg Branch (THB MM)



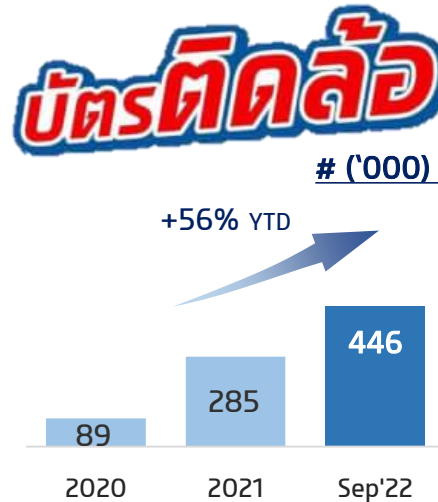
* Figures in term of last twelve-month performance

Note:

1. Source: Company Information as of Sep'22

TIDLOR Card As Our Flagship Product Enhancing Competitiveness Including with Solid Lending Growth Runway

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



Main products with 54%

Card active accounts in portfolios

Anytime with > 488K

Withdrawal transactions on non-branch working hour

Anywhere with 33 %

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



TIDLOR, as a National Credit Bureau's member, helps fix bad credit scores and build good credit

to create a reference for future loan approval and sustainable financial life

Note:

1. Source: Company Information as of Sep'22

Strong Insurance Brand Recognition and Premium Growth Consistency, Promptly Launch Auto Insurance Renewal Via NTL Application in September



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

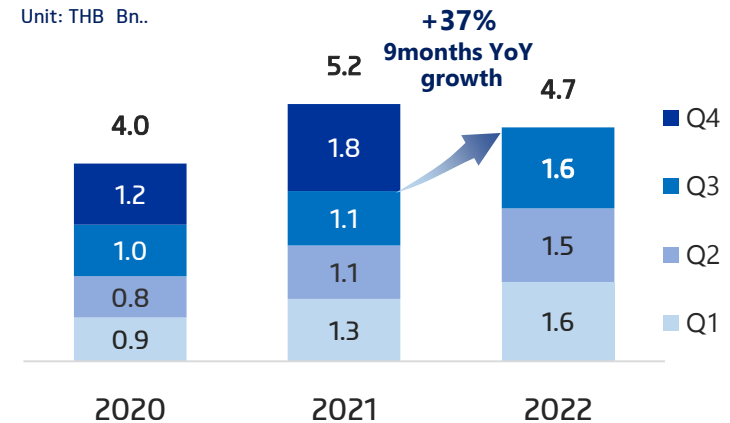
Areegator premium growth > 150% YoY, recorded uptrend continuously

Note:

1. Source: Company Information as of Sep'22

Non-Life Insurance Premium

Unit: THB Bn..



Strong brand 'PRAKAN TIDLOR', an insurance brokerage on extensive selling and service platforms



1,574 physical branches nationwide

Telesales team served new & renewal insurances



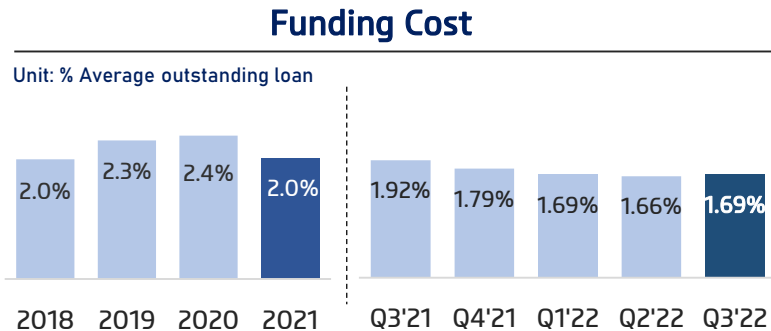
1000++ active agents our insurance platform for sub-broker

Auto insurance renewal via NTL App. launched in Sep'22

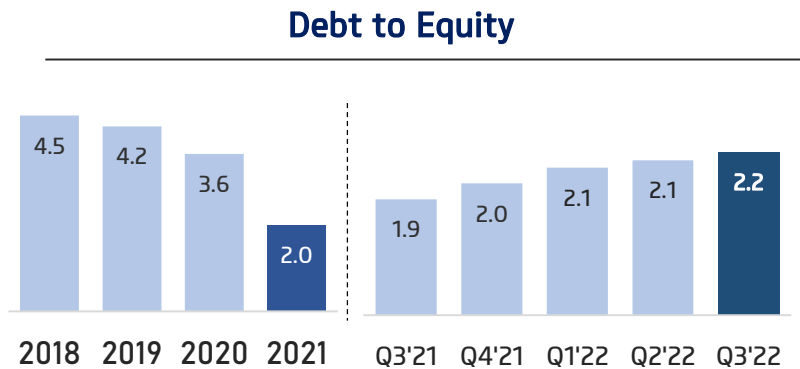


Complied Matched Funding on Superior Credit Rating in Accordance with Insulating Impacts of Uptrend Interest Rate

Efficient funding cost, gaining competitive advantage against peers



D/E ratio slightly rose to 2.2X, Ample room for growth



Note:

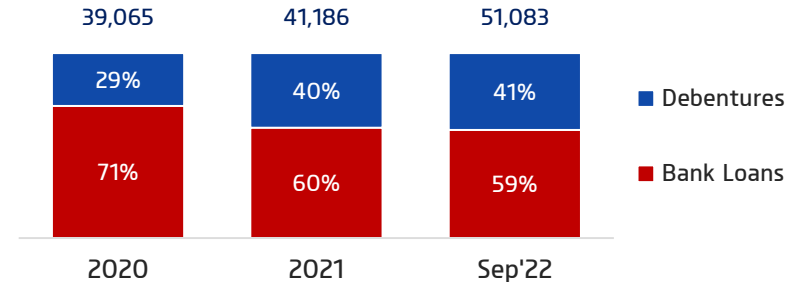
1. Source: Company Information as of Sep'22
2. Key competitors obtained TRIS rating at BBB+

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



Diversified and Matched funding, with 100% fixed rate and foreign exchange swap

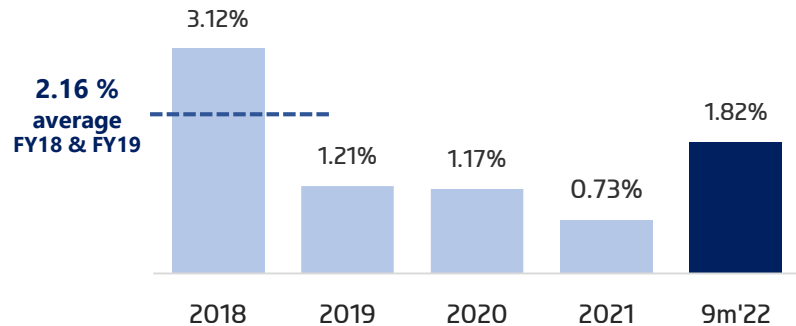
Unit: Mix by interest bearing debt type, THB MM



Sufficient available credit line of more than 21 Bn. from both domestic and international institutions, to support business growth in the long run

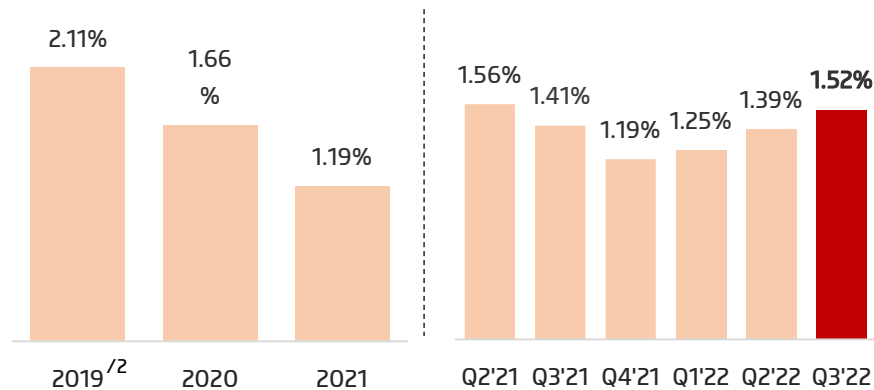
Sufficient Reserve Cushion with Liquidity Buffering on Balance Sheet to Support Ongoing Loan Growth and Uncertain Situation

Credit Cost

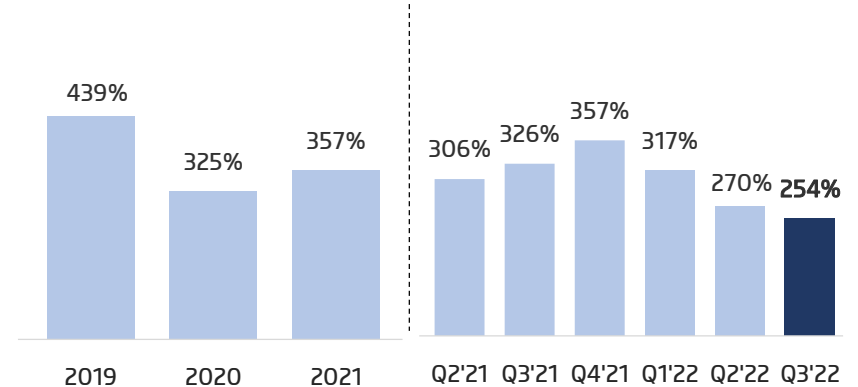


- Asset quality and credit cost reverse back to normal
- Credit cost increased to 1.82% mainly from loan loss reserve booking to support accelerated loan portfolio growth and future uncertainty
- NPL slightly rose to 1.52% primarily from inflation and the end of debt relief program, with high cushion at 254% of NPL coverage ratio

NPL



NPL Coverage Ratio

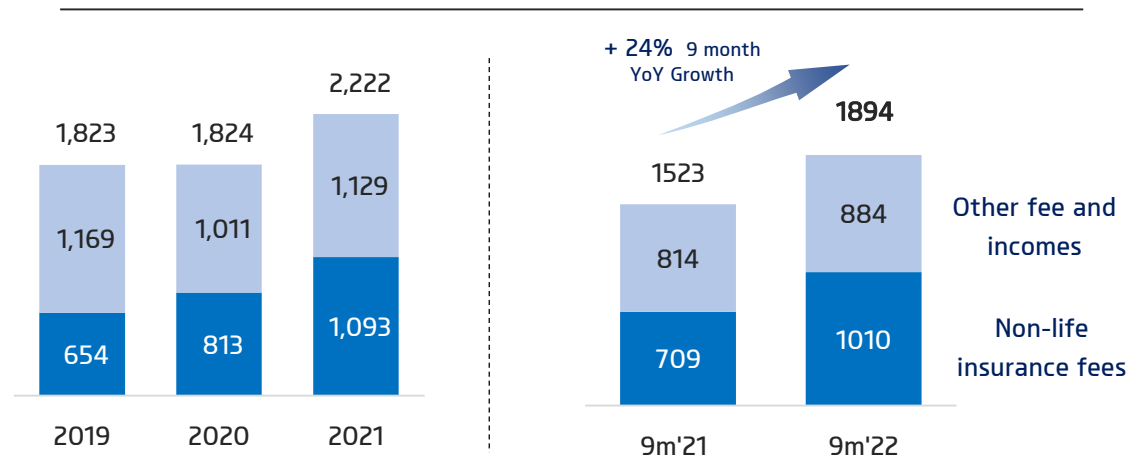


Note:

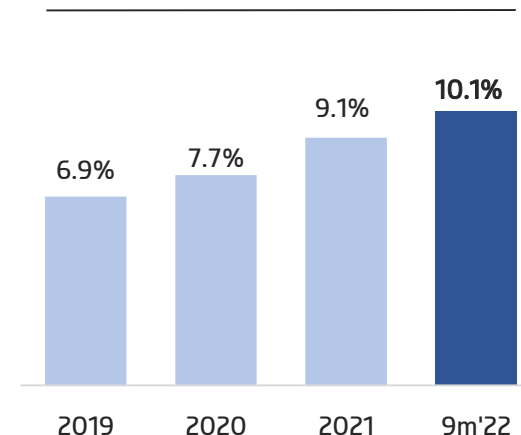
1. Source: Company Information as of Sep'22
2. NPL was in term of TFRS 9 practice

Outstanding Non-Interest Income on 2nd Revenue Source from Strategic Insurance Businesses. Also, Robust Balance Sheet with Enhanced Margin

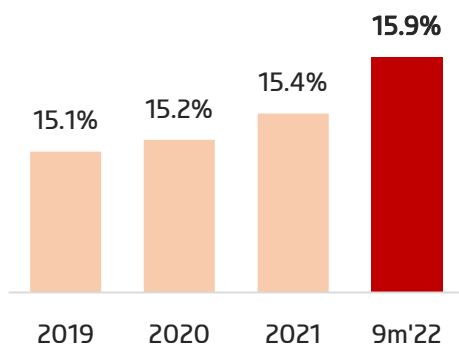
Non-Interest Incomes
(THB mm)



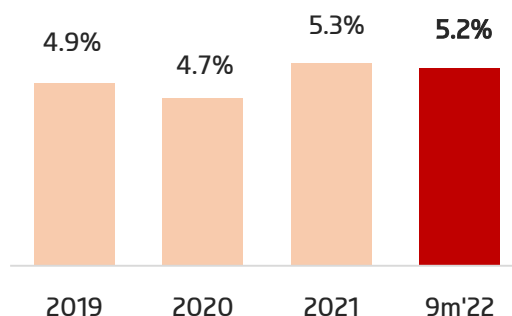
Non-life Insurance Fee/
Total Revenue



Net Interest Margin²



Return on Average Asset



- Ongoing favorable non-interest income growth, mainly from its growing insurance broker business.
- Net interest margin recorded improving resulted from better yield and saving borrowing rate
- ROA remains around 5.2% from higher revenue growth for both interest and fee income

Notes:

1. Source: Company Information as of Sep'22

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

Section 2:

2022 Outlook

2022 Outlook: Business Strategy Maintains to Focus on Customers, Digital Transformation, Data, and Innovation

Headwind

- Inflation and economic recession could delay customer's investment decisions, lowering purchasing power and ability to pay debts as well as higher company's operating costs.
- 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

- 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 consumption

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

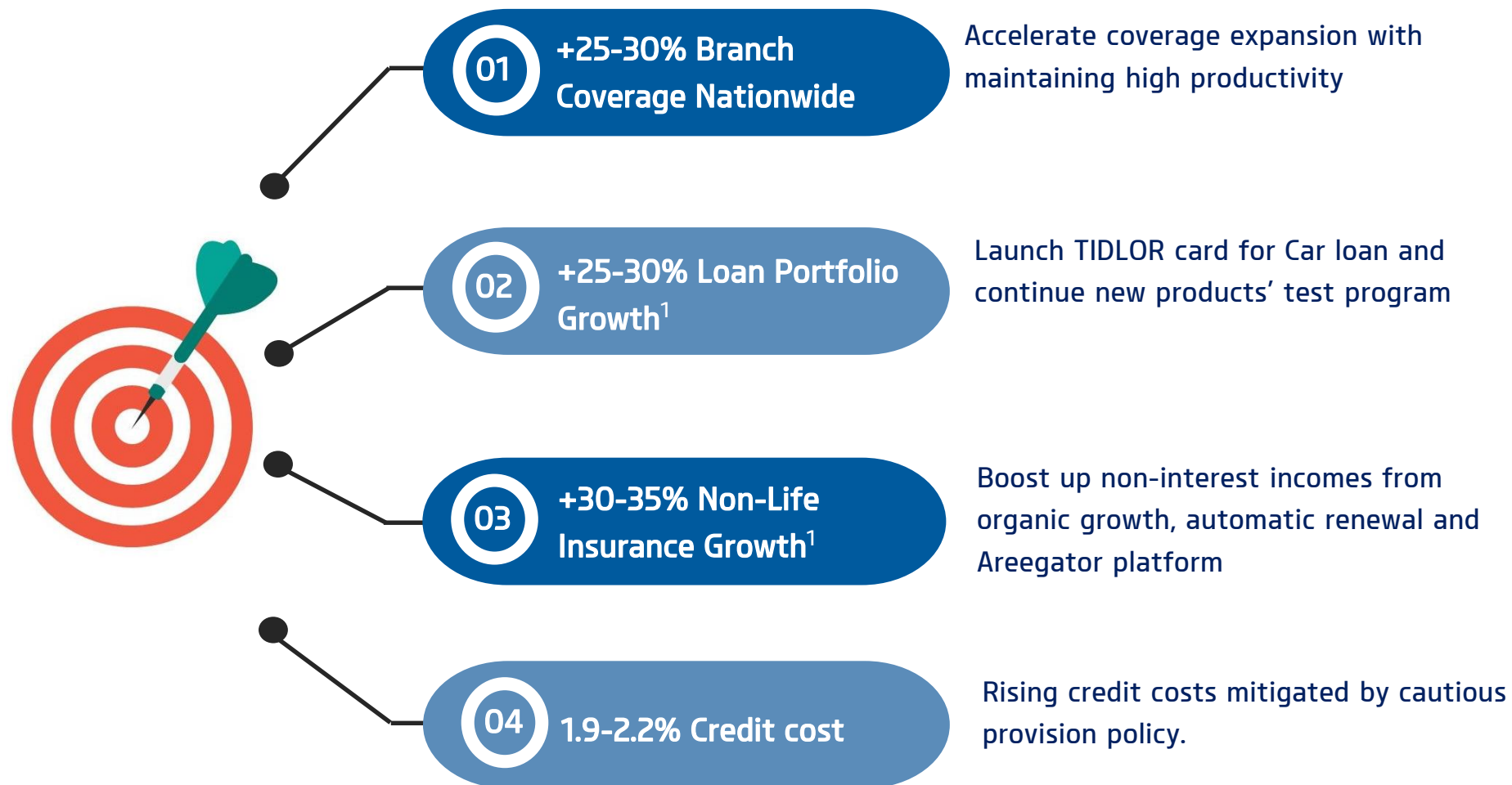


Continue to strengthen our insurance brokerage platform and aspire to be one of the leading insurance brokers in Thailand



Continue to increase our productivity through core strategy of digital transformation

2022 Outlook : Favorable Business and Return Growth On Manageable Asset Quality



Note:

1. In case of no lockdown situation



นินติดลื้อ



ประกันติดลื้อ



อารีเกเตอร์

 **TIDLOR**

Section 3:

Q&A



www.tidlur.com  ngerntidlur

Domestic and International Recognition on TIDLOR Stock, Inclusion, Digital, Culture, Advertising, and Sustainability

TIDLOR stock is listed in prominent indices both local and global



30 awards in 2011 - 2020

Reflected TIDLOR consecutive effort to contribute a sustainable impact to our customers and society.



ESG Recognition



Bronze medal from Ecovadis Scorecard

Collective Action Against Corruption



Corporate Governance CG Rating

Winning 10 awards in 2022

Marked TIDLOR success in Branding, Innovation and Employee

16 awards in 2021

Marked a huge success in TIDLOR technology leveraging to improve customers' quality of life through innovation.



Best Brand Performance on Social Media (Financial Service) 2022



Innovations & Martech (Silver) 2022



Best Employer Brand Award 2022



Thailand's Most Admired Brand 2022



Product and Innovation Awards 2022



Excellence in Innovation Broker



Finance Company of the Year – Thailand, Insurance Product Innovation of the Year - Thailand



Companies To Work For In Asia Award 2022 (Thailand Edition)



Thailand Technology Excellence Award for API - Financial Services



CEO of the Year 2022