



Ngern Tid Lor Public Company Limited (TIDLOR)

3Q23 Financial Result

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Key Presenters



Piyasak Ukritnukun

Managing Director



Veerapat Viriyakovitya

Head of Finance &
Accounting Department

Agenda

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3Q23 Key Highlights & Results

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2023 Outlook

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Q&A

The background of the slide features a large, semi-transparent blue number '1' on the left side. Behind this number and across the entire left half of the slide is a collage of various images of diverse people, including students and professionals, some smiling and some in group photos. The collage is layered under the blue number. On the far left edge, there are three small, vertical rectangular blocks of color: yellow at the top, red in the middle, and blue at the bottom.

1

3Q23 Key Highlights and Results

Products and Services

Lending

1. Vehicle Title Loan

- Motorcycle, Car and Pick-ups

2. Hire Purchase

- Used truck

3. Land Title Loan

NEW

Insurance Brokerage

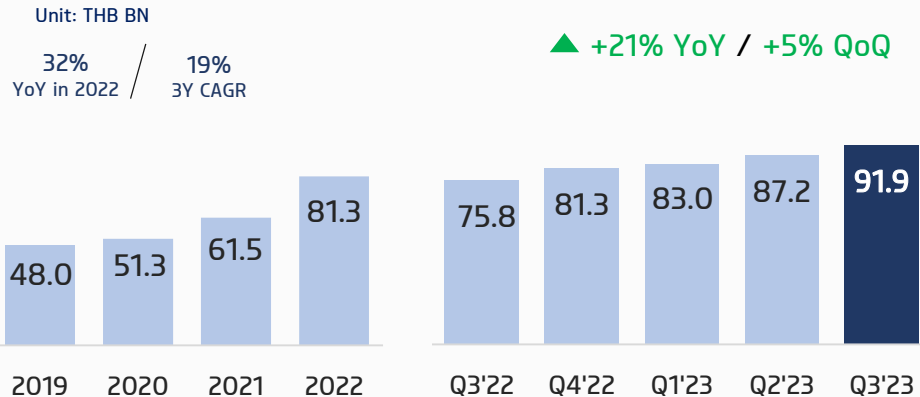
1. Non-life Insurance

2. Life Insurance

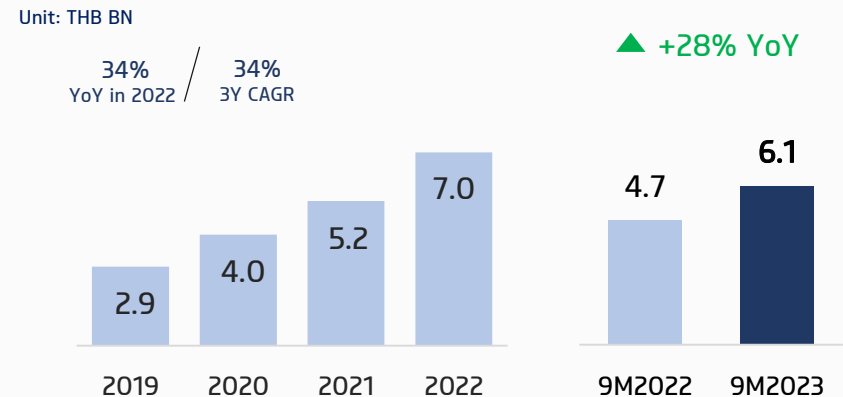


Ongoing Top-line Performance and Profitability Growth with Strategic Cost Management

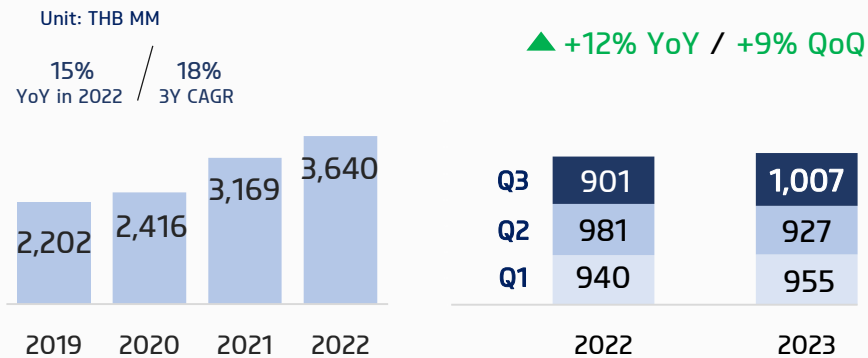
Gross Loan



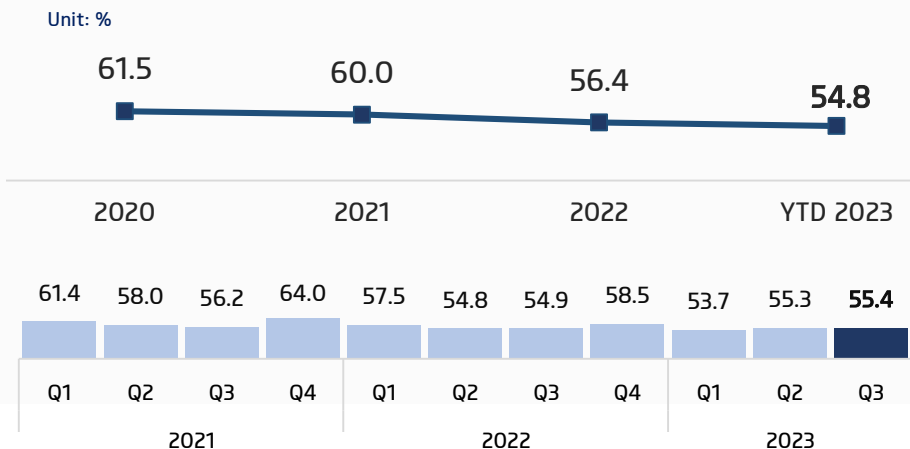
Non-Life Insurance Premium



Net Income



Cost to Income Ratio



Note:

1. Source: Company Information as of Sep-23



Strengthening Customer Access and Competitiveness through Multi-Channel with Consistent High Productivity

> 60,000 Touchpoints Nationwide

- 1,662 Branch network
 - full service with licensed staff
- Non-branch network
 - including digital channel



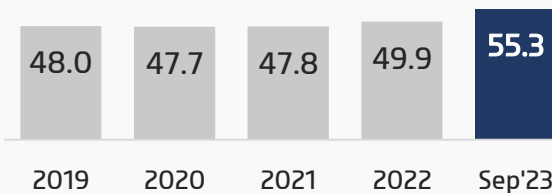
62% of active accounts to loan portfolios

> 680K withdrawal transactions during branch non-business hours

High Productivity Level

Outstanding Loans per branch are **3 times** higher than the market average

Outstanding Loans per Branch (THB MM)



Note:

1. Source: Company Information as of Sep-23

Insurance Broker Growth Bolstered by Multi-Channel Engagement, Value Products, and Advanced Technology

#1 face-to-face marketing retail-focuses insurance broker



>90% Motor Insurance Customers Are Non-loan with
>50% class 1 motor insurance

Extensive and affordable product



0% up to 10 months cash installment

16 insurance partners

Multiple acquisition Channels and well-licensed staff
to deliver better customer experience, supported by
API-led insurance back end as service platform

- **Branch and Telesales**



- **Marketplace platform for sub-broker**



> 7,000 agents
with premium growth **>110%** YoY

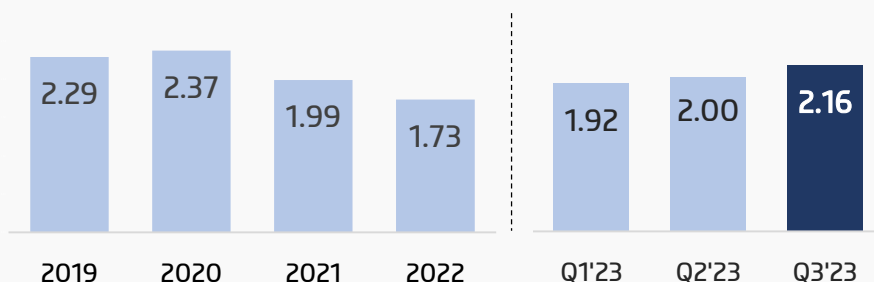
- **Self-service digital broker**



Leveraging Solid Funding Structure with 100% Fixed Rate and Superior Creditworthiness for Effective Funding Cost

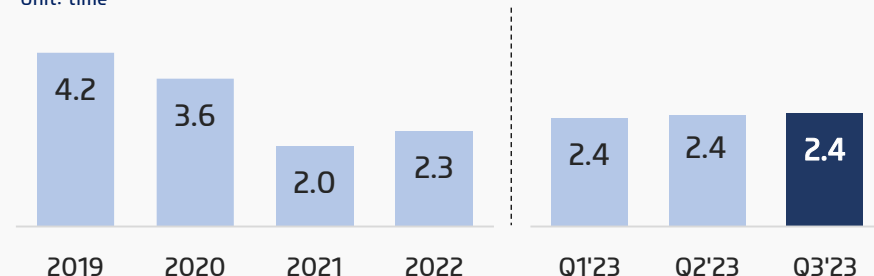
Funding Cost

Unit: % Average outstanding loan



D/E ratio

Unit: time

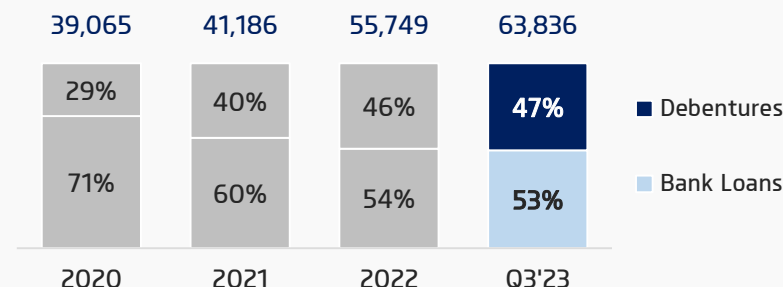


"A" TRIS Rating, Top-tier credit rating in the industry and CGR 5-stars Rating



Diversified and Matched funding, with 100% fixed rate and cross currency swap

Unit: Composition of interest-bearing debt type, THB MM



Sufficient available credit line of 23 Bn. from both domestic and international institutions, to support business growth in the long run

Note:

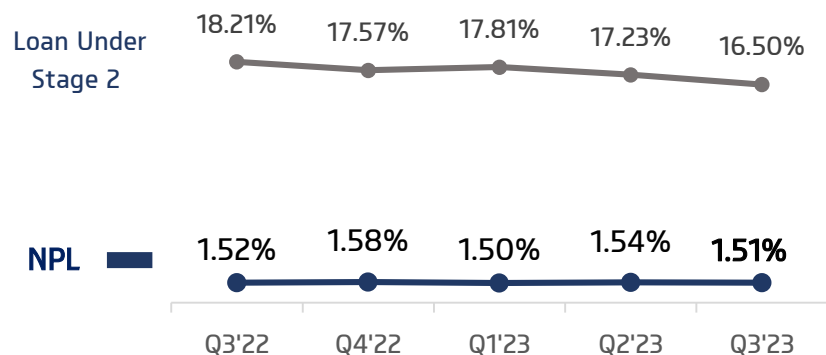
1. Source: Company Information as of Sep-23



Robust NPL Management and Strong Reserves Poise for Growth Despite Uncertainties

NPL

Unit: %

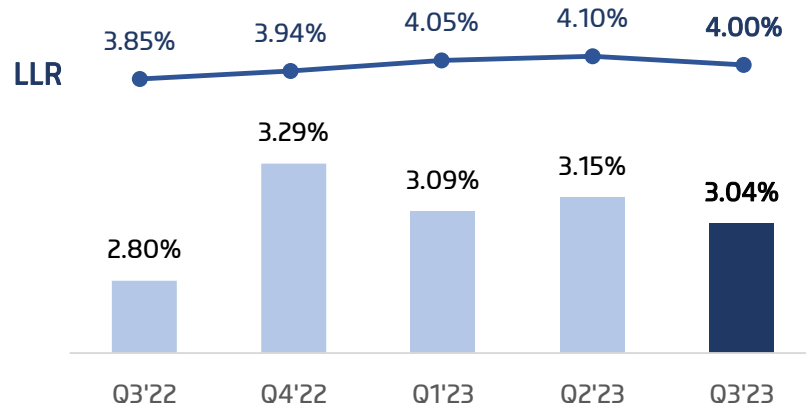


| | | | | | |
|---------------|-------|-------|-------|-------|-------|
| NPL coverage | 254% | 249% | 270% | 266% | 264% |
| NPL Formation | 2.32% | 2.51% | 2.11% | 2.48% | 2.91% |

- NPL slightly decreased to 1.51%, with maintaining a high-level cushion at 264% of NPL coverage ratio

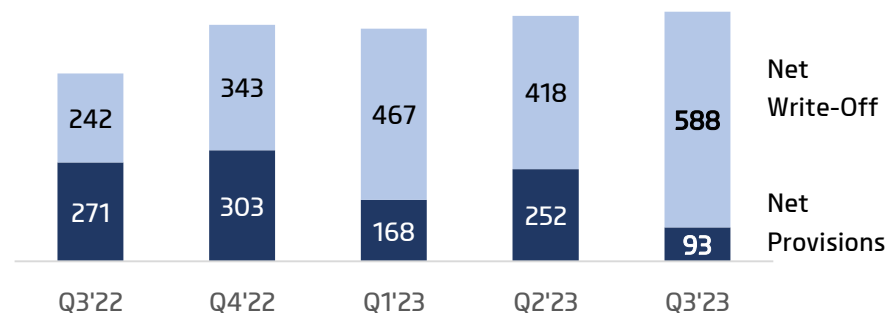
Credit Cost

Unit: %



Net Provisions and Net Write-Off

Unit: THB MM



Note:

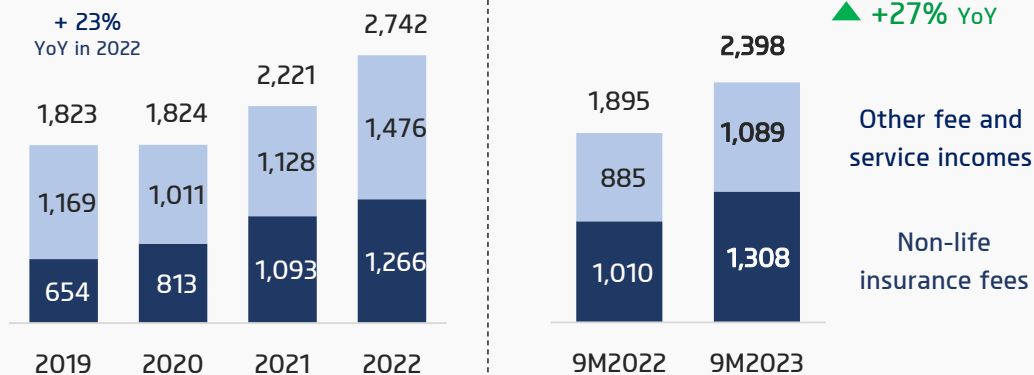
1. Source: Company Information as of Sep-23



Growing Non-interest Incomes as 2nd Revenue Source to Elevate Profitability and NIM Enhancement

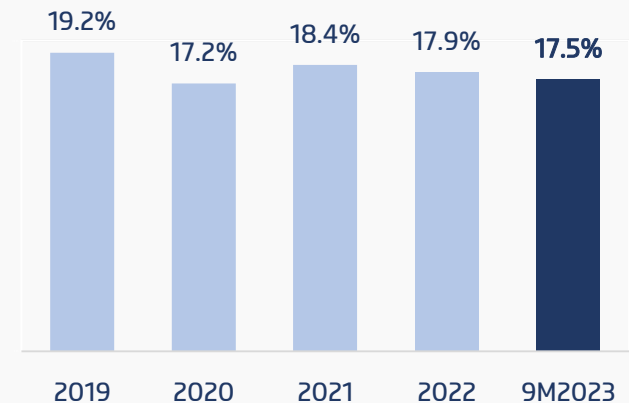
Non-Interest Incomes

Unit: THB MM



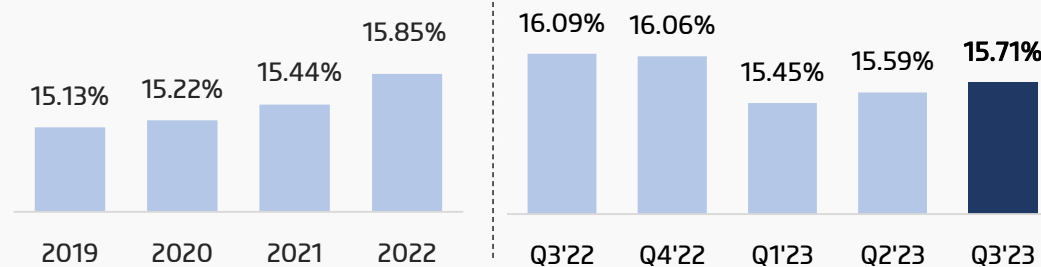
Non-interest income / Total revenue

Unit: %



Net Interest Margin

Unit: %



- Strong expansion in non-interest income, driven primarily by the ongoing growth of our insurance brokerage business
- Sustaining net interest margin in a rising interest rate environment, ensuring healthy financial performance

Note:

1. Source: Company Information as of Sep-23

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



Continuously Upgrading Our In-House Tech Capabilities Gives Us an Advantage Today and Prepares Us for the Future

Higher Accessibility & Service Quality

24/7 Multi-Channel Accessibility



Mobile Application



Tidlor Revolving Card



Self-Servicing Chatbot



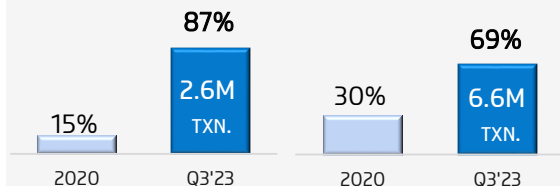
Straight Through Processing

Innovative Disbursement and Repayment Solutions

Unit: % Self-service Transaction

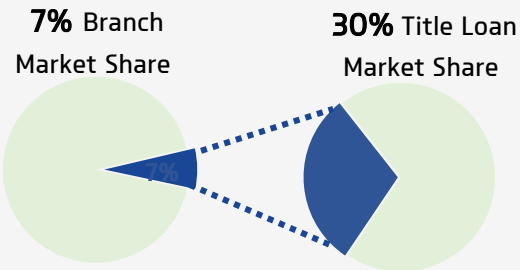
Micro -Disbursements

Convenient Repayment

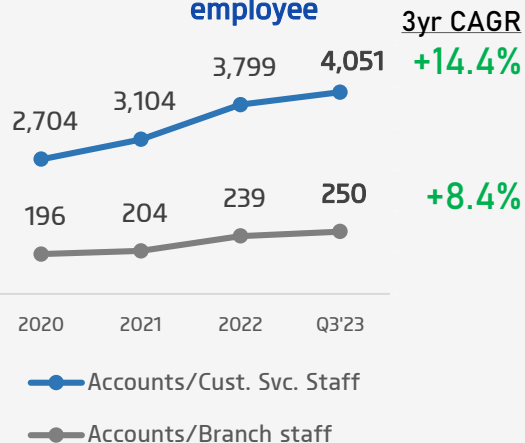


Greater Operating Leverage & Efficiency

Industry-leading Branch Productivity



More customers served per employee



Future-Proofed Business

Modular API-enabled design serves multiple partners, segments, touchpoints, brands, and products



NTL's Service APIs

Telesales



Branch



App & Ipad



Sub-Broker



Digital



More Data!



The background of the slide features a collage of various people, including students and professionals, some holding signs. A large, semi-transparent blue number '2' is overlaid on the left side of the collage. The text '2023 Outlook' is positioned to the right of the number.

2

2023 Outlook

2023 Outlook: Ongoing Business Growth with Controllable Asset Quality



| | <u>2023 Target</u> | <u>2023 Revised Target</u> | <u>9-month 2023 Actual</u> |
|---|--------------------|----------------------------|----------------------------|
| Loan Growth Portfolio (YoY) | 10-20% | 10-20% | 21% YoY |
| Non-Life Insurance Premium Growth (YoY) | 20-25% | 20-25% | 28% YoY |
| NPL | < 1.80% | < 1.65% | 1.51% |
| Credit Cost | 3.00-3.35% | 3.00-3.35% | 3.08% |



3

Q&A

