



ราชนานี ลีสซิ่ง
Ratchthani Leasing
A Thanachart Group Company

THANI Presentation

Nov 2014



Contents

1

2014 Company Overview

2

2014 Domestic Economic Overview

3

8M2014 THANI's Performance

4

Policy

5

Risk Management under economic slow down



2014 Company Overview

Product Target

THANI Products





ราชนานีลีสซิ่ง
Ratchthani Leasing
A Thanachart Group Company

2014

Domestic Economic Overview

Economic slow down

World Economic slow down

- เศรษฐกิจสหรัฐอเมริกา ยังคงอยู่ในภาวะฟื้นตัว
- เศรษฐกิจ EURO Zone ยังคงอยู่ในภาวะถดถอย
- เศรษฐกิจจีนและญี่ปุ่น ยังคงอยู่ในภาวะทรงตัว

Thailand Economic slow down

- การเมืองในประเทศยังไม่แน่นอนต่อเนื่องจากปี 56
- เศรษฐกิจในประเทศยังคงไม่มีการขยายตัว
- ราคาผลผลิตทางการเกษตรตกต่ำ

กระทบกับธุรกิจเข้าซื้อและลิสซิ่งในประเทศ

**เศรษฐกิจในประเทศ
ยังไม่มีการขยายตัวทำ
ให้ความต้องการใช้
รถยนต์ลดลง**

- ตลาดรถยนต์นั่ง
ส่วนบุคคลลดลง
จากปี 56 ประมาณ
40-50%
- ตลาดรถยนต์เพื่อ
การพาณิชย์ลดลง
จากปี 56 ประมาณ
30-40%

กระทบกับ
การดำเนิน
ธุรกิจของ
บริษัท

- การปล่อยสินเชื่อใน
ตลาดรถยนต์เพื่อ
การพาณิชย์ลดลง
จากปี 56 ประมาณ
20-30%
- การผ่อนชำระของ
ลูกค้าเลื้อยระยะเวลา
ออกไปส่งผลให้
NPL ของบริษัท
เพิ่มขึ้น



ราชนานี ลีสซิ่ง
Ratchthani Leasing
A Thanachart Group Company

2014 Strategies & Directions



Key Principles to Support Goals

Key Underlying Strategies

Focus on
specifically
targeted
customers /
segments

Improve and
implement
THANI business
processes

Enhance human
resources
effectiveness
(Management
and Staff)

Optimization Initiatives

Success of Company Strategic Goals



3Q2014 THANI's Performance



Targets

Performance Parameters		2013A*	FY2014 Budget	9M2014** Budget	9M2014** Actual
Profitability	ROE	26.19%	22.54%	22.37%	21.53%
	ROA	3.17%	2.84%	2.78%	2.69%
	Spread	4.20%	4.31%	4.27%	4.12%
	Cost to Income Ratio	17.26%	19.03%	19.64%	20.46%
Loans	Loan Growth	42.23%	10.40%	7.71%	2.39%
	Sale Volume	16,400 MB	14,000 MB	9,900 MB	8,713 MB
Asset Quality	NPL Ratio	3.71%	3.50%	3.50%	4.77%
	Credit Cost	1.11%	1.18%	1.22%	1.40%
Capital	D/E Ratio	7.47	6.45	7.08	6.48

Source: Company data

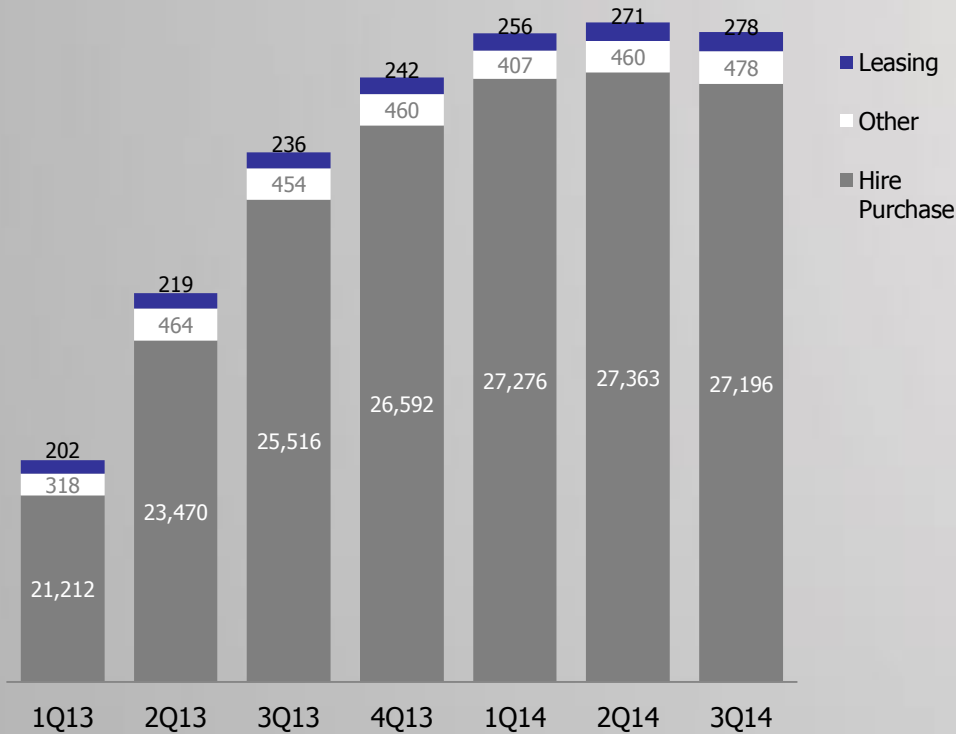
* : YOY

** : Adjusted to base on Year

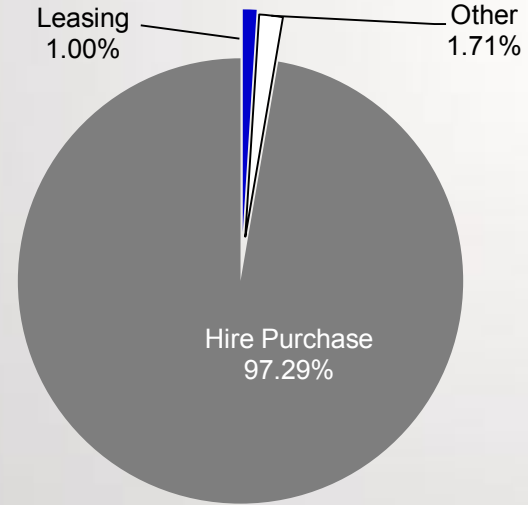
*** : Compared from end of 2013

Assets

Assets (MB)



Assets Breakdown (3Q14) (Percent)



Key Highlights

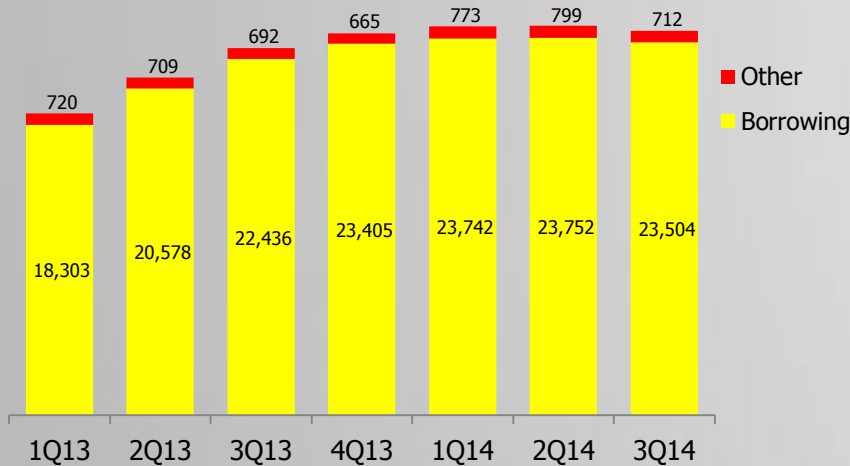
- 3Q2014 assets slightly increased with 2013 from slowly expand port effect from domestic economic slow down
- In 2014, mainly proportion of Hire purchase port is truck 75.84%

Remark: Hire purchase break down is amount before provision

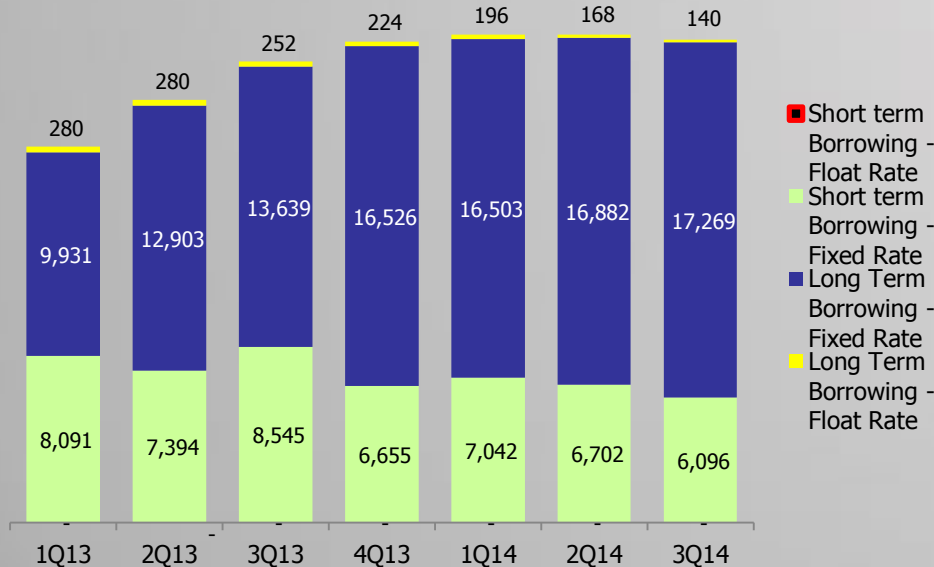
Source: Company data

Liabilities

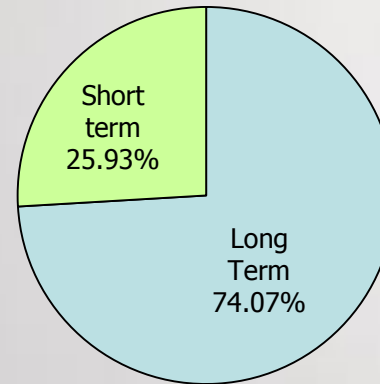
Liabilities (MB)



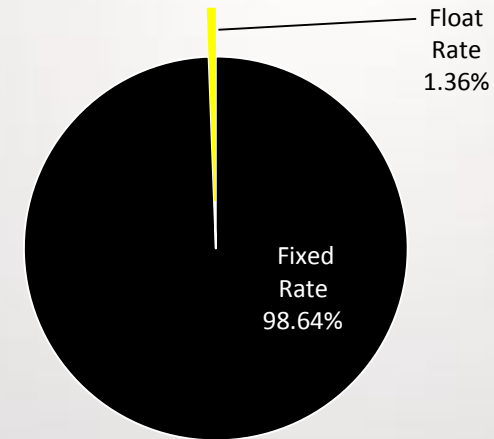
Borrowings Breakdown (MB)



Long Term & Short Term (Percent) (3Q14)



Fixed Rate & Float Rate (Percent) (3Q14)

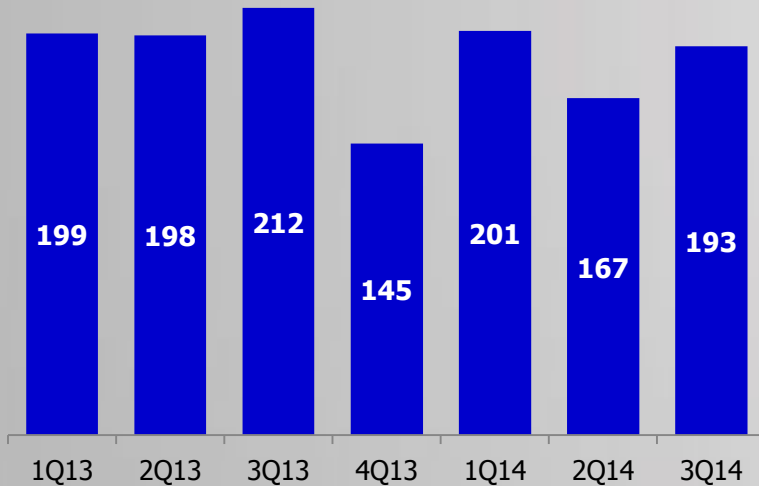


Key Highlights

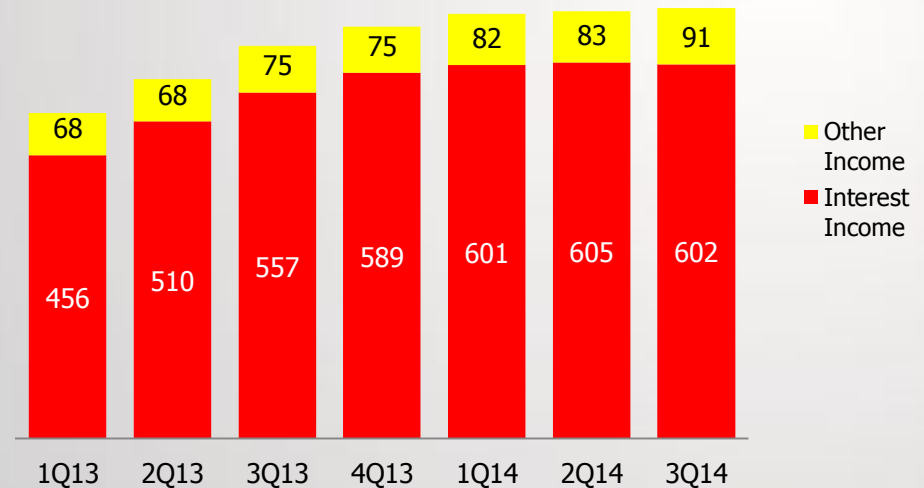
- 3Q2014 borrowings slightly increased by 99 MB or 0.42% from 2013. This was due to the company slowly expand port effect from domestic economic slow down
- 3Q2014 long term and short term proportion of borrowing as 74.07% and 25.93% respectively
- 3Q2014 Fixed interest rate proportion as 99.64% matching with fixed rate from loan yield

Profitability & Total Income

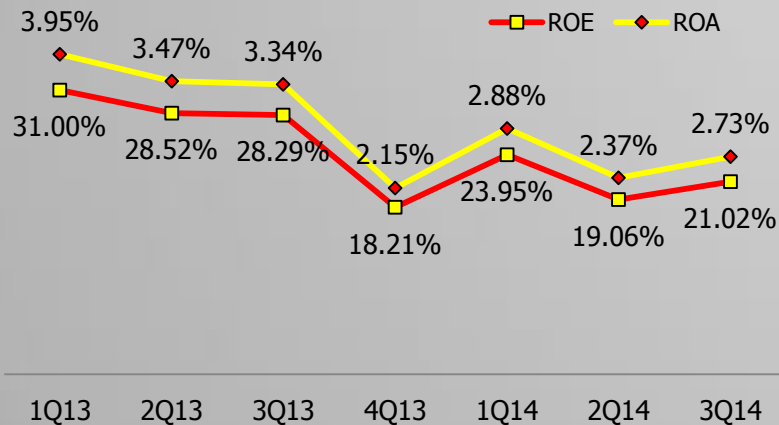
Net Profit (MB)



Total Income (MB)



ROA and ROE (Percent)

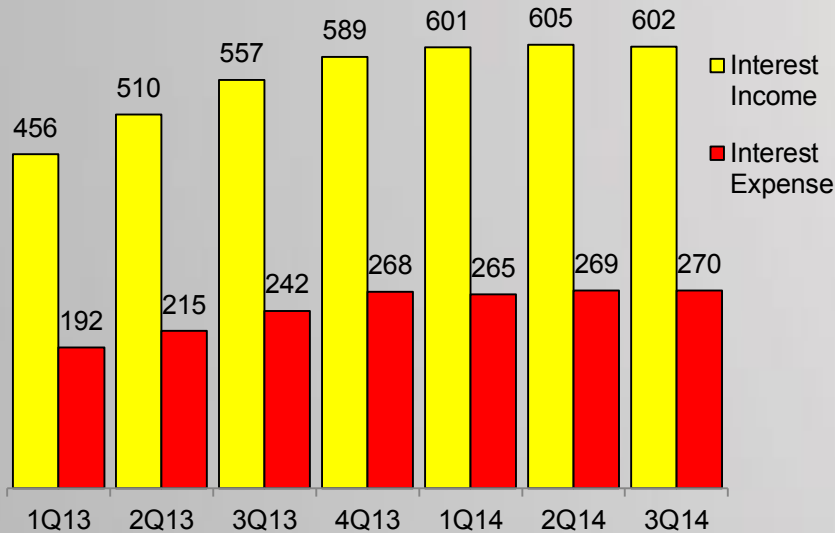


Profitability

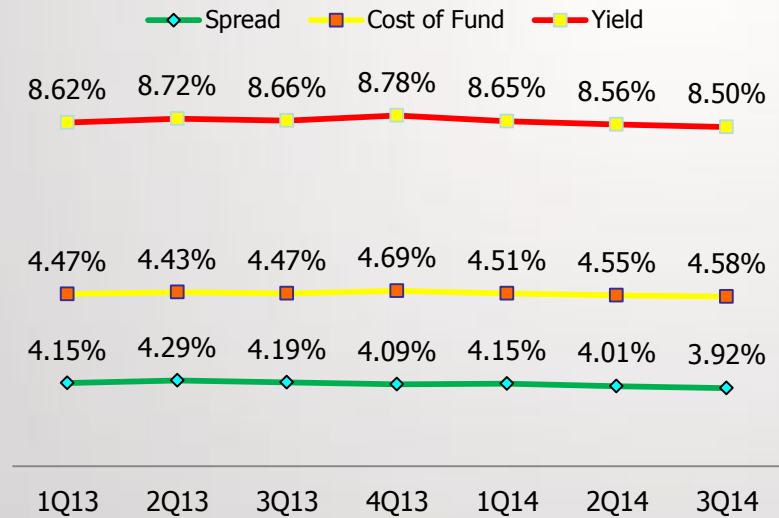
- 3Q14 net profit amounted to 193 MB
- ROAA and ROAE in 3Q14 increased at 2.73% and 21.02% respectively

Interest Income & Expenses

Interest Income and Interest Expenses (MB)



Yield, Cost of Fund, and Spread (Percent)

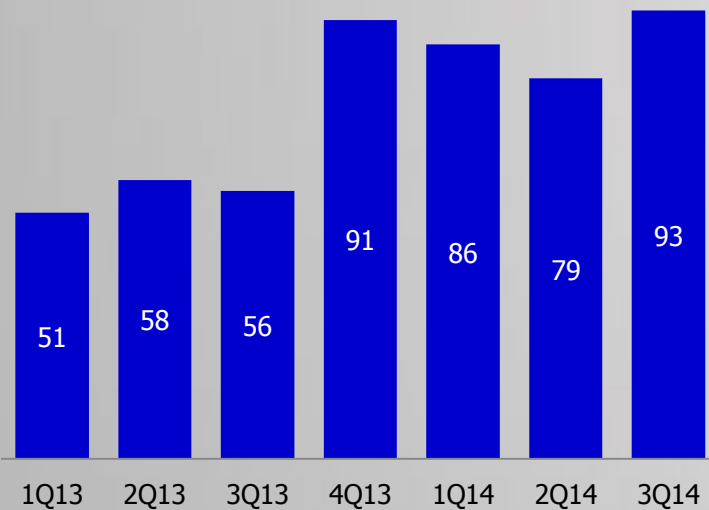


Highlights

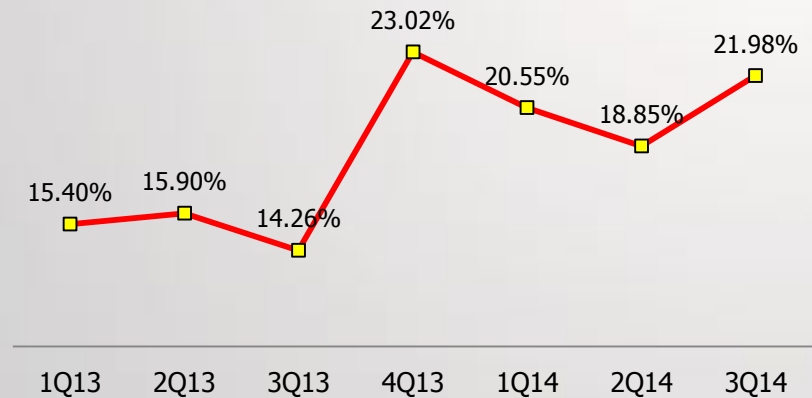
- Interest income has been slightly increased from hire purchase loans
- 3Q14 spread slightly decreased from 4Q13
- 3Q14 Yield, Cost of Fund and Spread at 8.50%, 4.58% and 3.92% respectively

Operating Expenses

Operating Expenses (MB)



Cost to Income Ratio (Percent)



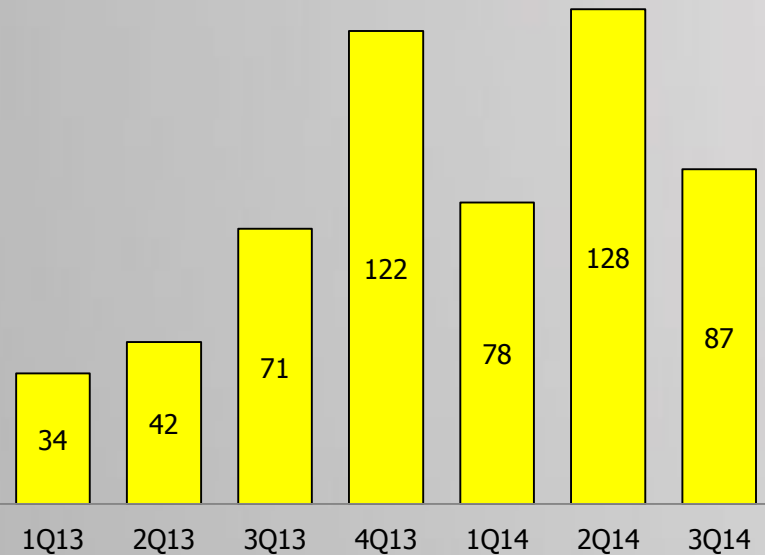
Highlights

3Q14 cost to income ratio at 21.98% slightly decreased from 4Q13

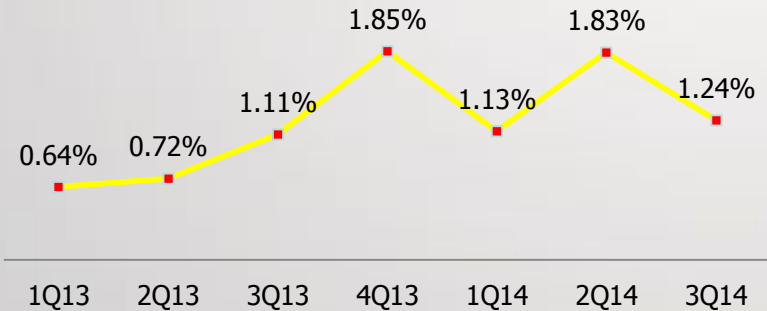


Provision Expenses

Provision expenses (MB)



Credit Cost (Percent)

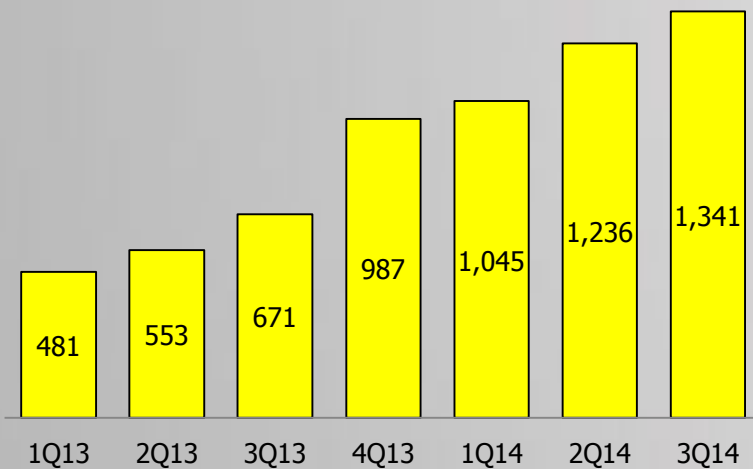


Highlights

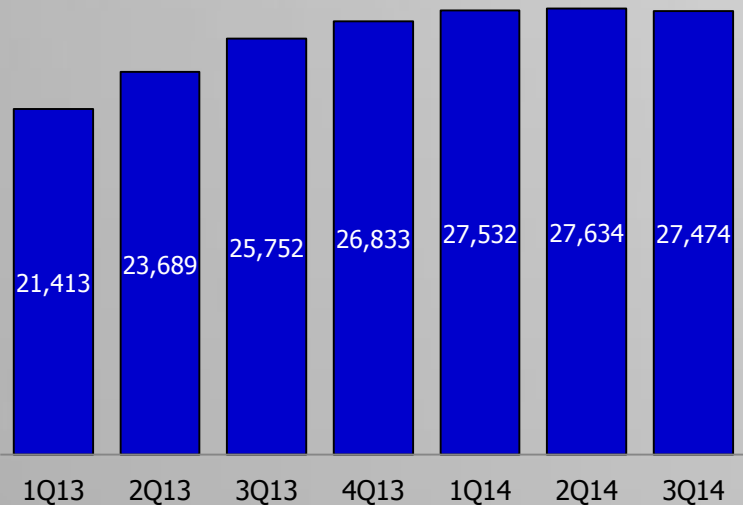
- Normal provision in 1Q14, 2Q14 and 3Q14 were at 78MB, 128MB, and 87MB
- 1Q14, 2Q14 and 3Q14 were at 1.13%, 1.83% and 1.24%

NPLs and Reserve

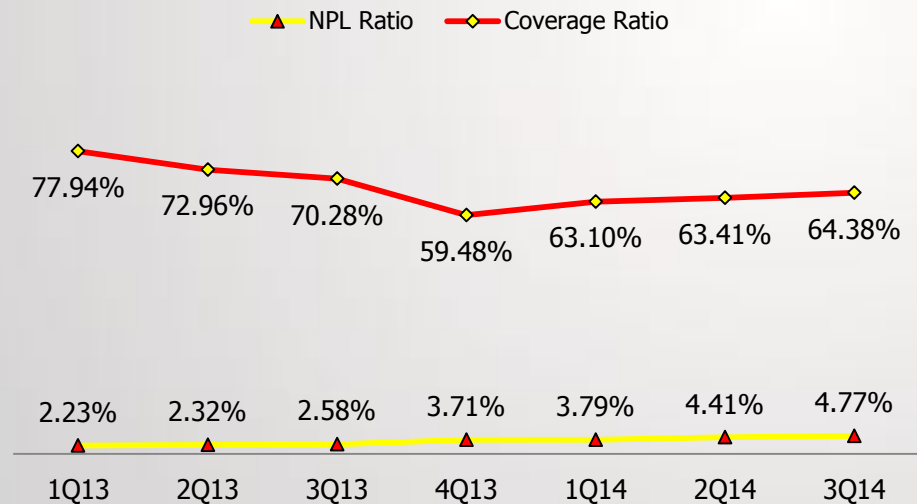
NPL (MB)



Total Loans (MB)



NPL Ratio and Coverage Ratio (Percent)



Highlights

- NPL ratio in 3Q14 was at 4.77%, an increase from 4Q13 at 3.71%
- The increase in NPLs was mainly due to domestic economic slow down that impact to our customers delay payment