



Srisawad Corporation Public Company Limited

Thailand's Financial Convenience Store



Agenda

1 COMPANY PROFILE

2 FINANCIAL HIGHLIGHTS

3 INVESTMENT HIGHLIGHTS

4 CORPORATE SOCIAL RESPONSIBILITY



COMPANY HISTORY



SAWAD Group provides secured loans, collateralized by all kinds of vehicles, including personal cars, pick-up trucks, motorcycles, six-wheel / ten-wheel vehicles and vehicles used for agricultural purposes as well as other collaterals including houses, condominiums and land.

2017

The Company transformed the Company's business from lending business to holding business and **changed the Company's name to "Srisawad Corporation Plc."** in preparation to found a financial group.

2015

The Company **was granted a license for nano finance operation** by the Bank of Thailand.

1979- 2013

The Kaewboota family founded the company to provide vehicle title loans. The business had been expanded to include larger service coverage in Thailand.

2021

The Company entered into a joint investment transaction with **Government Savings Bank ("GSB")** in **Fast Money Co., Ltd. ("FM")**.

2019

Srisawad International Holding Co. , Ltd. disposed its **investment in Srisawad Vietnam LLC** from **100% to 10%** to its business partners.

2023

The Meeting approved the acquisition of ordinary shares in **Fast Money Company Limited**.

2022

Changed its name from Srisawad Finance Public Company Limited (**BFIT**) to Srisawad Capital 1969 Public Company Limited (**SCAP**)

2024

The company developed the "**Srisawad Application**" to provide convenience to customers without the need to visit branches.

The company restructures internally, sells shares of "**Srisawad Property Solutions**" to Srisawad Asset Solutions.

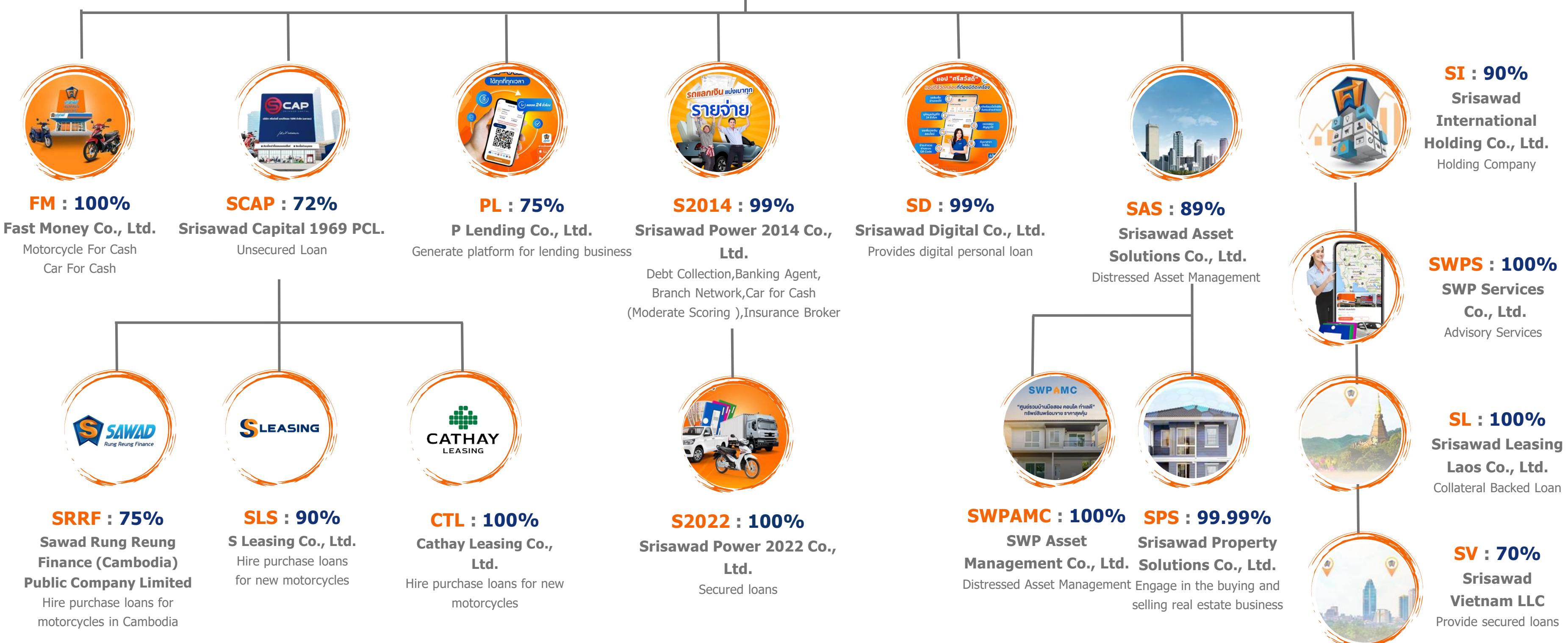
The company is committed to reducing greenhouse gas emissions to **Net Zero**

2025

Fitch Ratings (Thailand) has assigned Thailand's Srisawad Corporation Public Company Limited (**SAWAD**) a National Long-Term Rating of '**A-(tha)**' and a National Short-Term Rating of '**F2(tha)**'. The Outlook is Stable.



Srisawad Corporation Public Company Limited





SAWAD Focus

1. Titled Loan for all vehicle types
2. Titled Loan for land and house
3. Insurance Business
4. Asset Management

SCAP Focus

1. Unsecured Loan : Personal Loan
2. Secured Loan : Hire Purchase Loan for new motorcycle

TYPE OF SERVICES , SOCIAL LOANS



TYPE OF SERVICES

AUTO BACKED LOANS



HOUSE & LAND BACKED LOANS



UNSECURED LOAN



NEW MOTORCYCLE HP

PAYMENT PERIOD

6-48 Months

12-24 Months

12-60 Months

12-60 Months

LOAN APPROVAL RATE

30-70% of market price

20-30% of Government price

2.5 times of monthly income

80-100%

TYPE OF CONTRACTS

Loan

Loan (Mortgage or Sale with right of redemption)

Loan (Unsecured)

Hire Purchase

SECURED LOAN

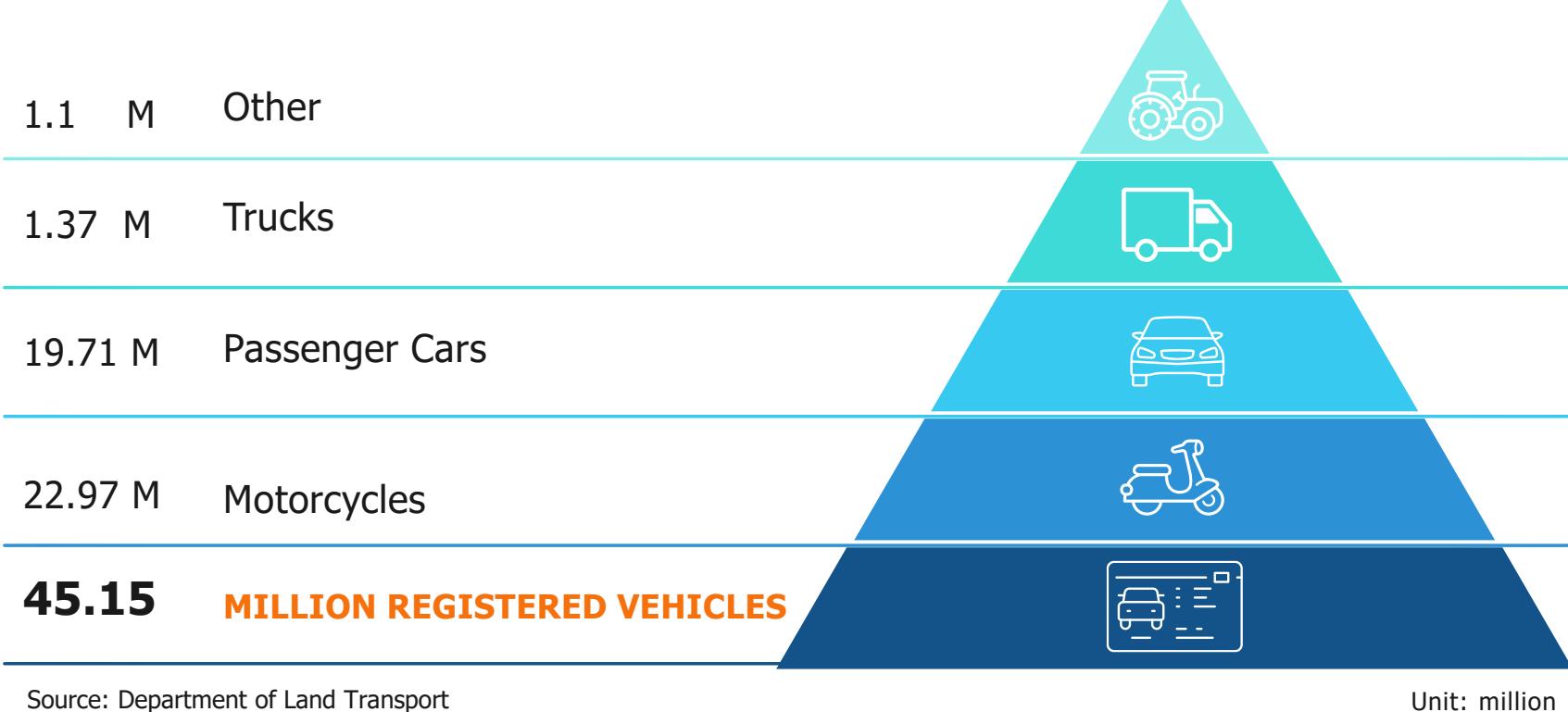
- Use vehicle title and land title as collateral.
- The company offers loan service to low income individuals that have no access to financial services from commercial bank but have ownership in vehicle or land.

UNSECURED LOAN

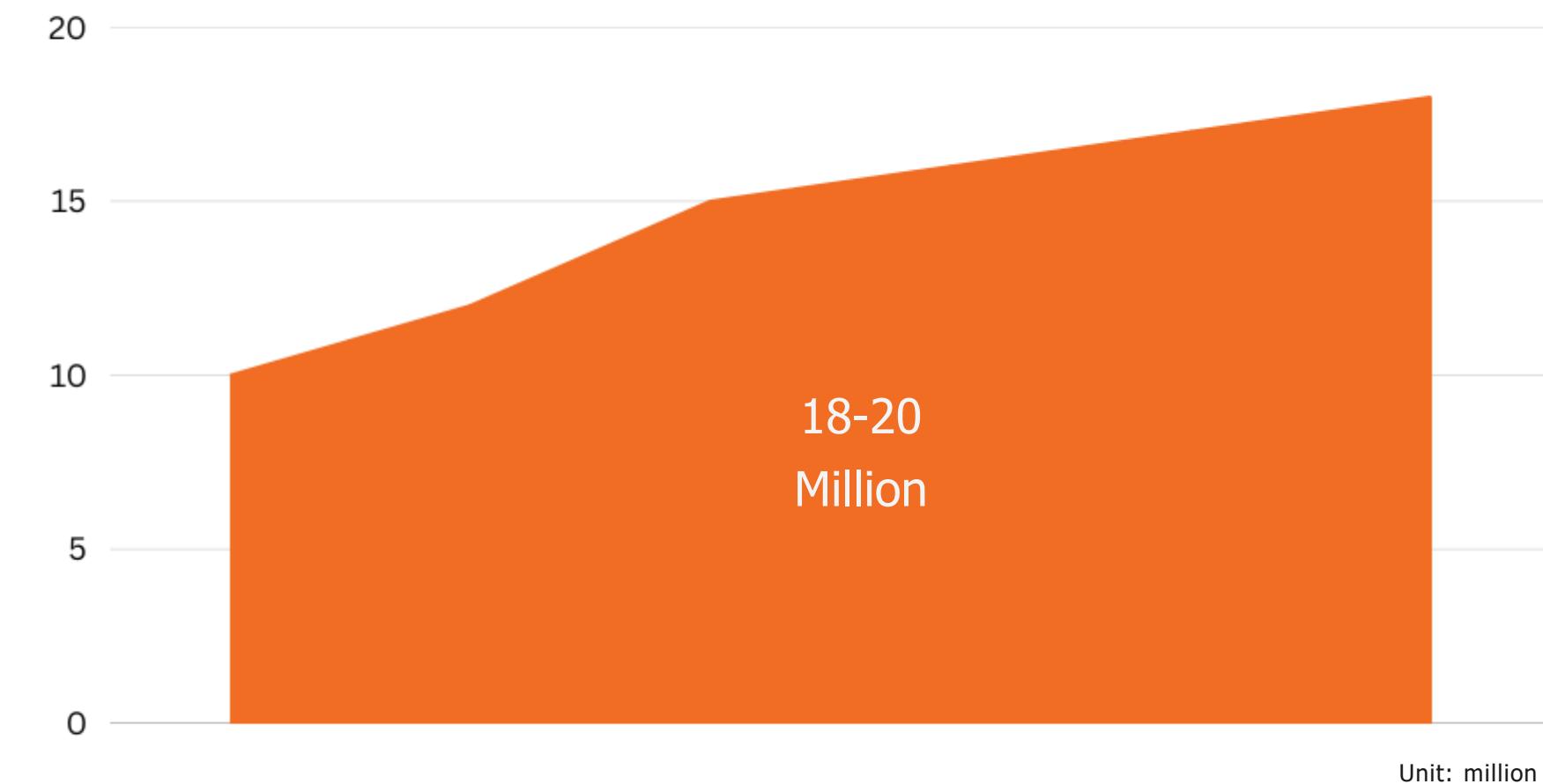
- **Personal Loan:** The company offers personal loan only to existing customers who have good payment record.
- **Nano Finance:** Credit line is limited at 100,000 baht.

MARKET OVERVIEW

SAWAD Group serves as an alternative to access loans, in place of black market lenders. borrowers have quick access to loans by using common assets as collateral such as motorcycles, cars (including pick-up trucks), houses and land properties.



**Number of Vehicle Registered in Thailand
as of 31 January 2025**



**18-20 Million Low Income Population who do not have the means
to access traditional loans of banking institutions.**

2025 OUTLOOK

1

5-10 %
Loan Growth
Portfolio (YoY)

2

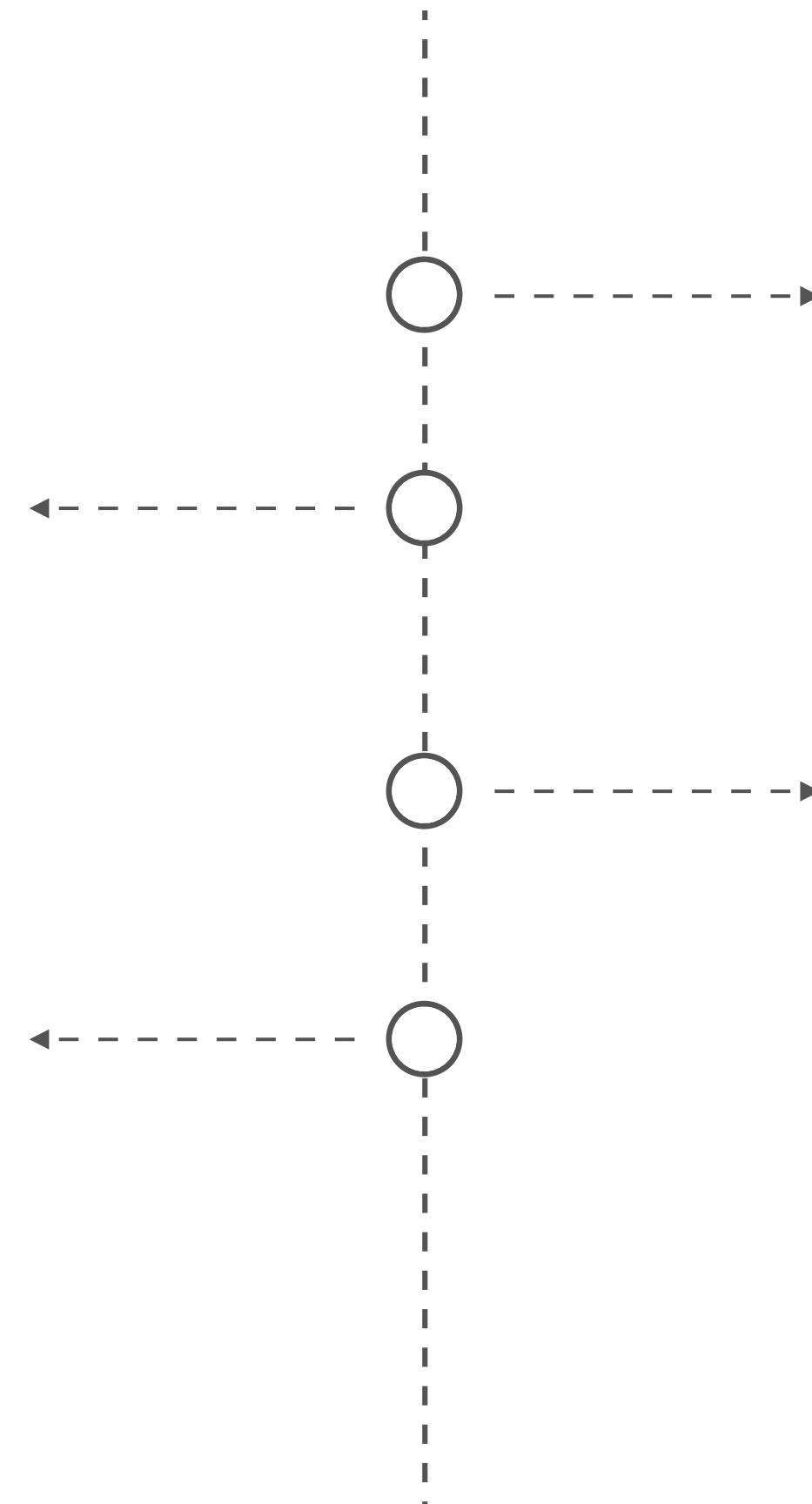
1.8-2.0%
Credit Cost

3

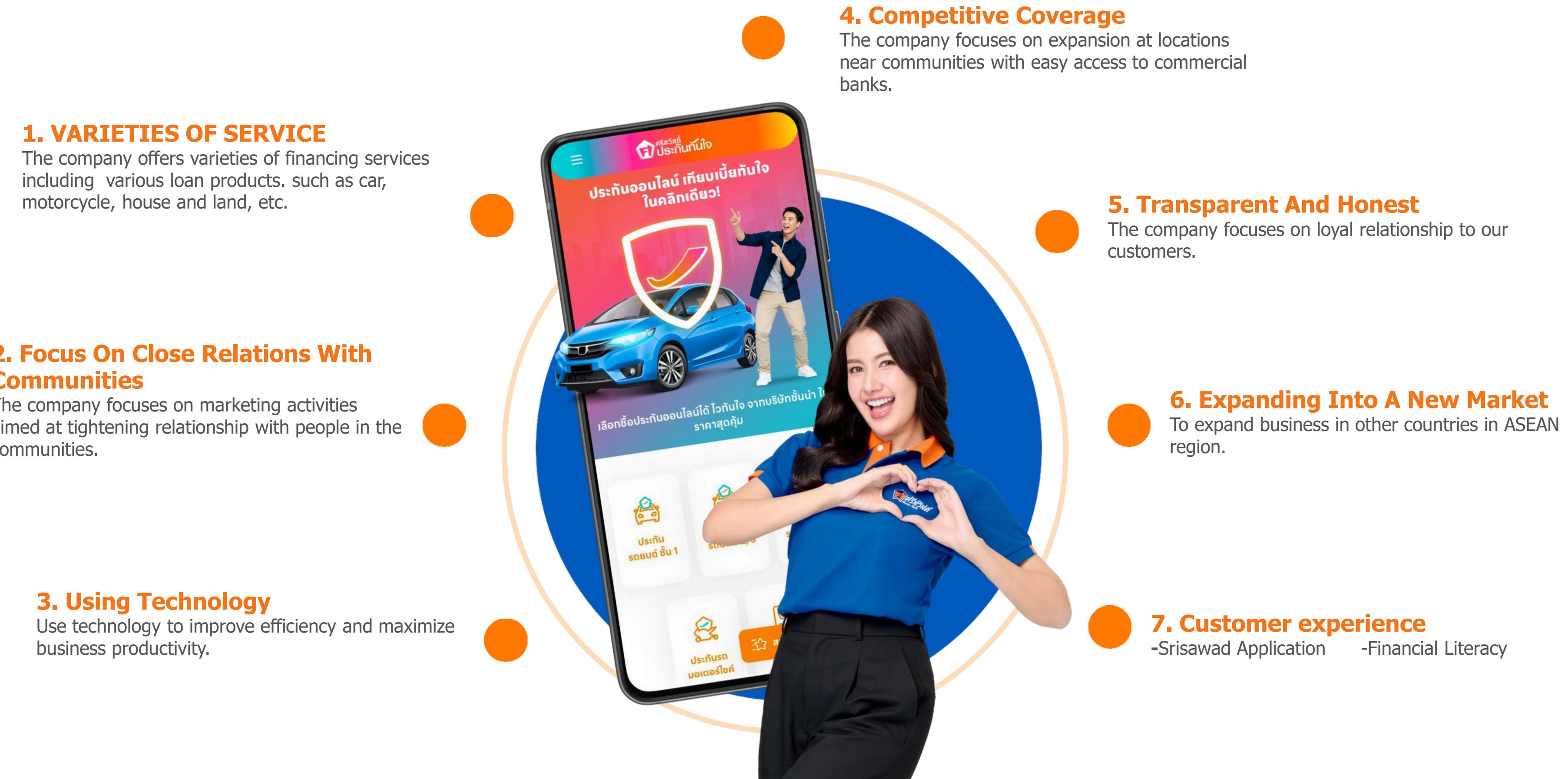
30-50%
Non-Life
Insurance Premium
Growth (YoY)

4

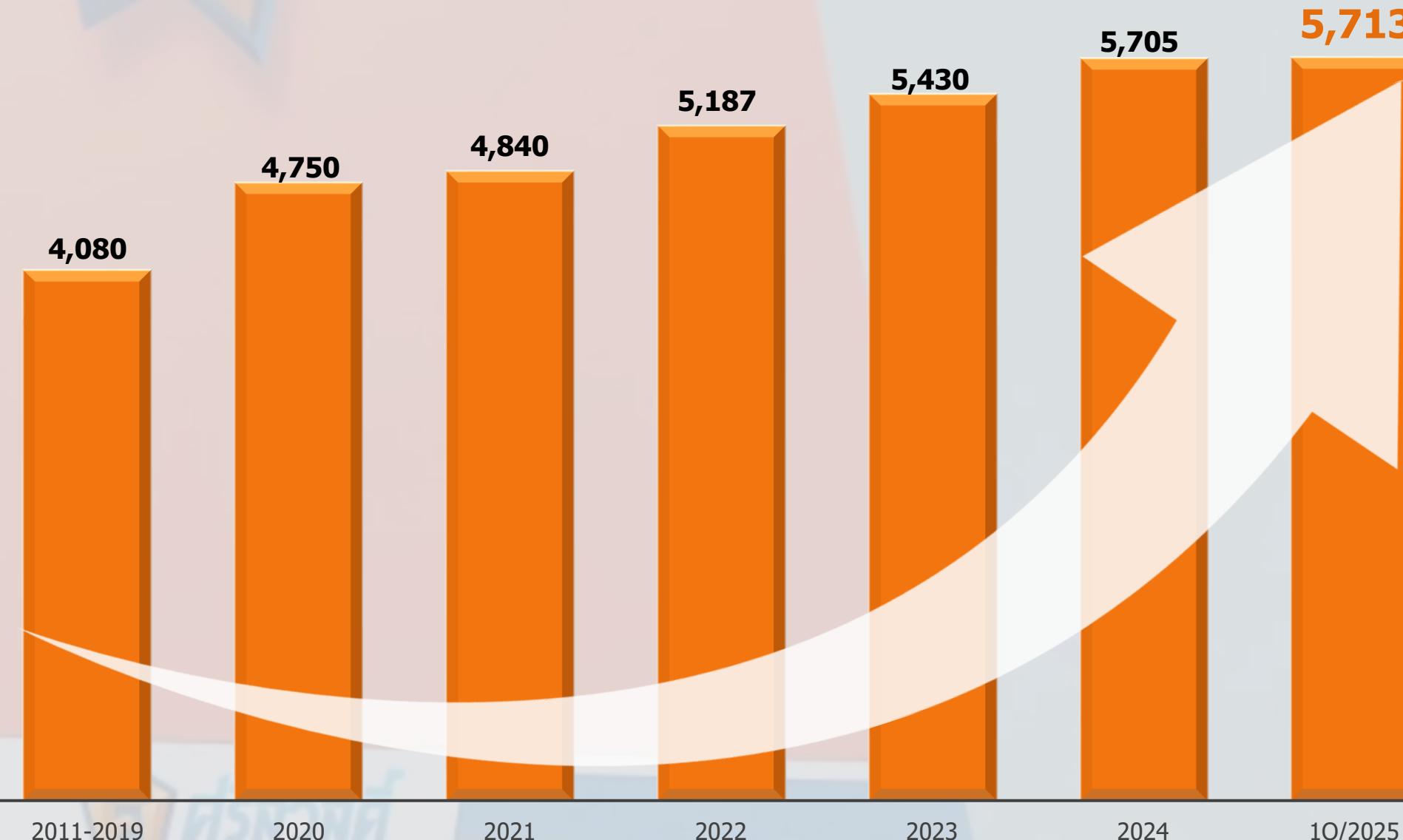
3-4%
NPL



BUSINESS STRATEGIES



TOTAL BRANCHES



SAWAD Financial Inclusion

- The company coverage network include a total of **5,713** branches at the end of March 2025.
- Hence, the company can manage to utilize its capacity for lending, handling repayment transactions, pursuing collection practices and verifying information of customers/guarantors in prompt and effective manners.



“convenience and time saving



Fast and secure

Srisawad Application

under the slogan “A good app for a smooth life that you must have on your device”

focusing on providing comprehensive financial services in a single application, including loan and insurance management, convenient, fast, and usable anywhere, anytime, like bringing the Srisawad branch to your mobile phone.

Agenda

1

COMPANY PROFILE

2

FINANCIAL HIGHLIGHTS

3

INVESTMENT HIGHLIGHTS

4

CORPORATE SOCIAL RESPONSIBILITY



FINANCIAL HIGHLIGHTS

(Consolidated financial statement of SAWAD Group)



(Unit : Million Baht)

BALANCE SHEET	2020	2021	2022	2023	2024	Q1/2025
Cash and Cash Equivalent	1,838	2,689	2,823	3,962	5,813	7,118
Loans Due Within 1 Year	30,588	23,916	32,365	55,997	54,384	54,434
Loans Due Beyond 1 Year	7,559	9,039	25,718	39,281	36,579	36,885
Investment in Receivables	2,807	3,660	3,560	3,290	2,905	2,884
Other Assets	9,215	10,663	5,017	8,935	8,228	5,527
Total Assets	52,007	49,967	69,483	111,465	107,909	106,848
Deposit	5,234	170				
Loan From FI	4,438	3,255	12,980	29,866	16,390	12,878
Debenture	14,815	14,074	22,032	43,640	50,587	51,691
Other Liabilities	3,450	5,662	5,466	6,762	4,430	4,789
Total Liabilities	27,937	22,991	40,478	80,268	71,607	69,358
Paid-In Capital	1,428	1,429	1,429	1,430	1,573	1,573
Premium	6,207	6,207	6,207	6,207	6,207	6,207
Accumulated Net Income	14,414	17,026	17,991	20,505	25,321	26,451
Other Reserves	36	36	36	36	36	36
Other Controlling Interests	1,985	2,277	3,342	3,019	3,165	3,222
Shareholder's Equity	24,070	26,975	29,005	31,197	36,302	37,489
Debt to Equity Ratio	1.2x	1.2x	1.3x	2.5x	1.9x	1.8x

FINANCIAL HIGHLIGHTS

(Consolidated financial statement of SAWAD Group)



(Unit : Million Baht)

PROFIT & LOSS STATEMENT	2020	2021	2022	2023	2024	Q1/2025
Income From Interest & Fee						
Total	8,166	6,855	8,780	15,744	18,027	4,054
Other Income	2,827	3,376	3,495	3,171	3,019	720
Total Income	10,993	10,231	12,275	18,915	21,046	4,774
Operational Expenses	(4,108)	(3,021)	(5,521)	(10,045)	(11,234)	(2,595)
Profit Before Interest & Taxes	6,885	7,210	6,754	8,870	9,812	2,179
Cost of Funds	(902)	(790)	(862)	(2,266)	(3,181)	(728)
Sharing Gain	-	-	31	26	-	
Tax Expenses	(1,192)	(1,352)	(1,097)	(1,375)	(1,385)	(313)
Net Profit	4,971	5,038	4,827	5,254	5,246	1,138

FINANCIAL HIGHLIGHTS

(Consolidated financial statement of SAWAD Group)



Repossessed Asset

	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25
TOTAL	1,831	1,910	1,918	1,748	1,788
SWP AMC	951	1,048	1,036	1,090	1,080
SAWAD	535	550	592	328	356
SCAP	345	312	290	331	352

Repo/Total Port

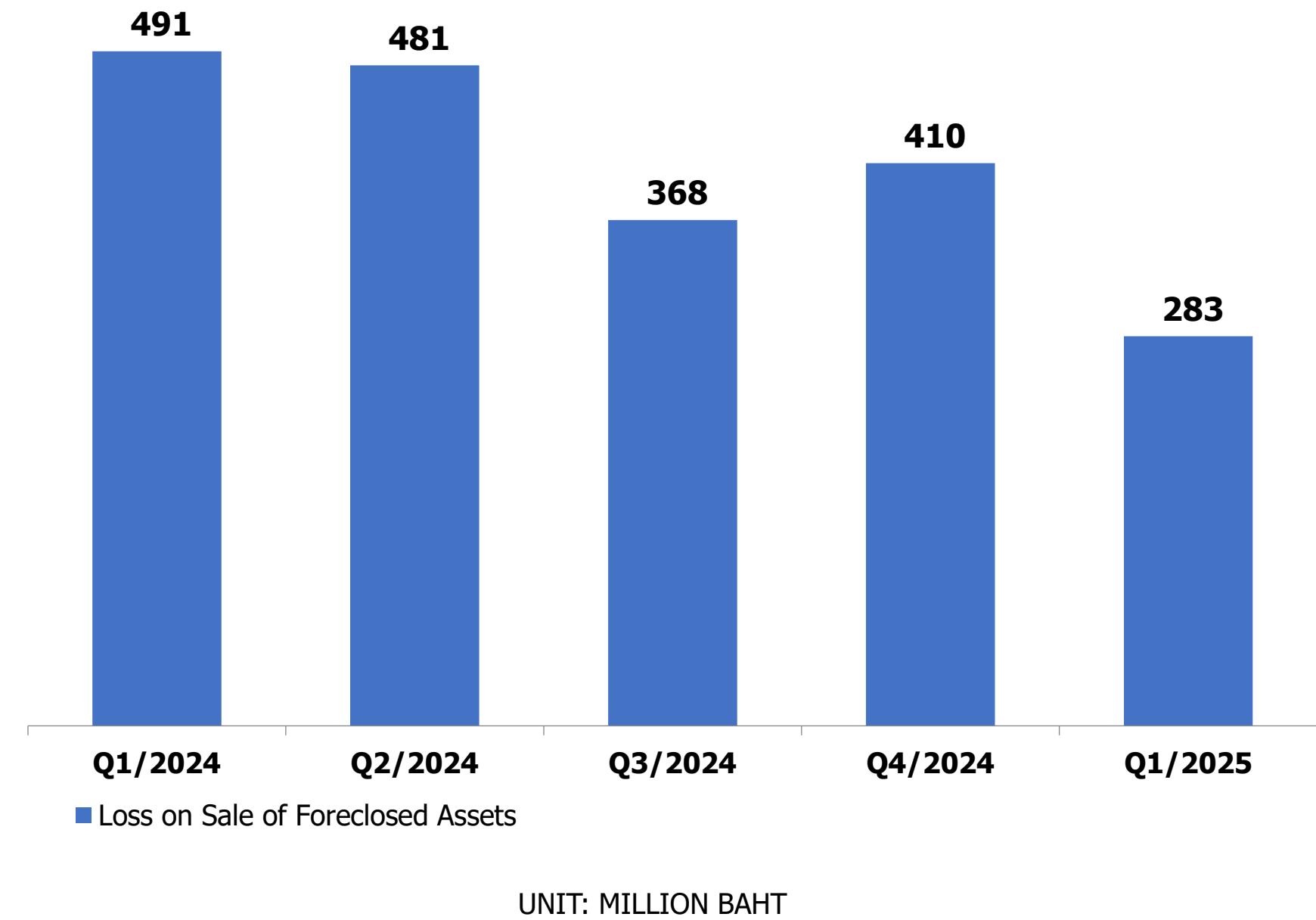
SAWAD	0.81%	0.83%	0.94%	0.53%	0.59%
SCAP	1.13%	1.02%	1.79%	1.12%	1.23%

FINANCIAL HIGHLIGHTS

(Consolidated financial statement of SAWAD Group)



LOSS ON SALE TREND

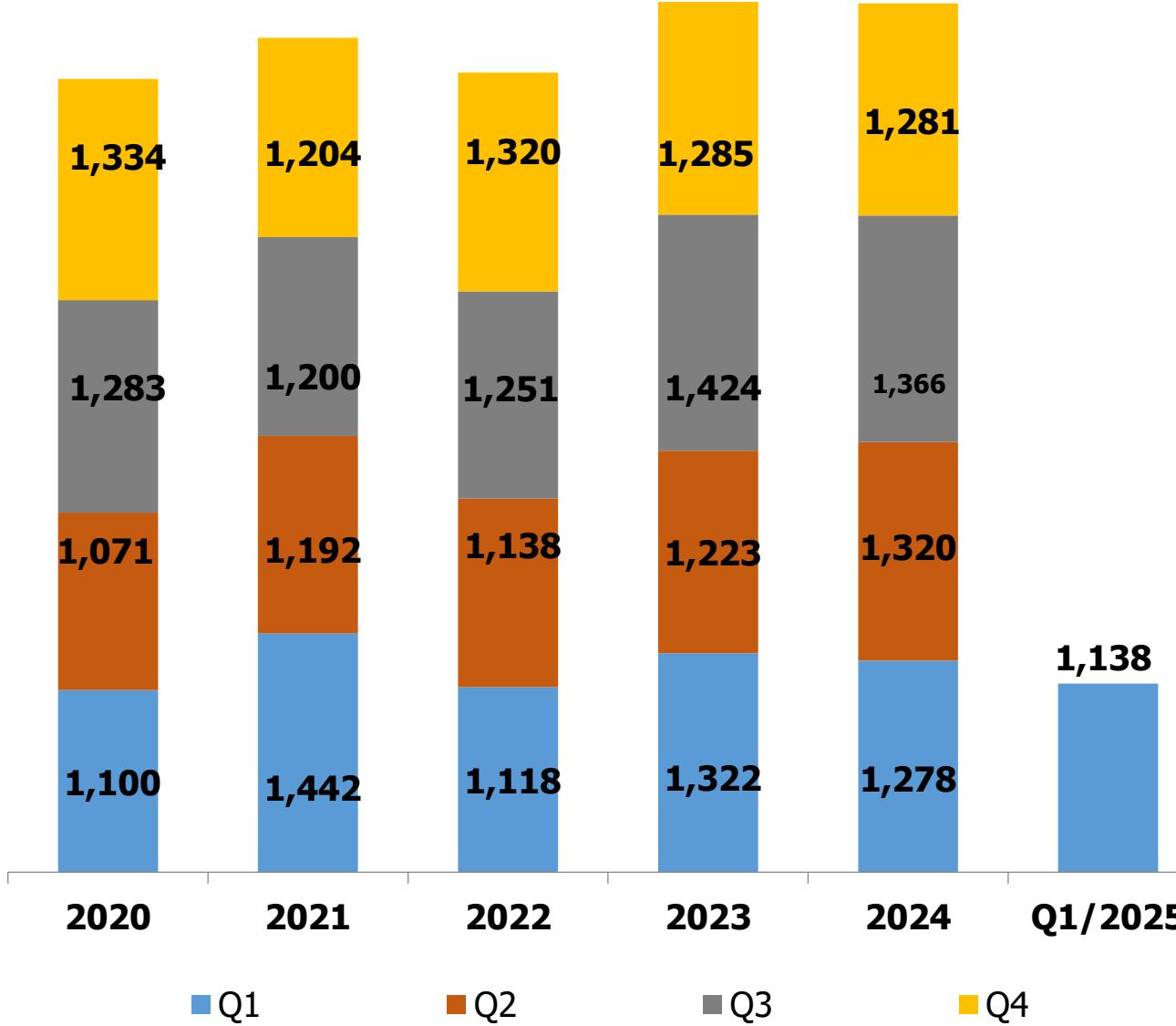


FINANCIAL HIGHLIGHTS

(Consolidated financial statement of SAWAD Group)

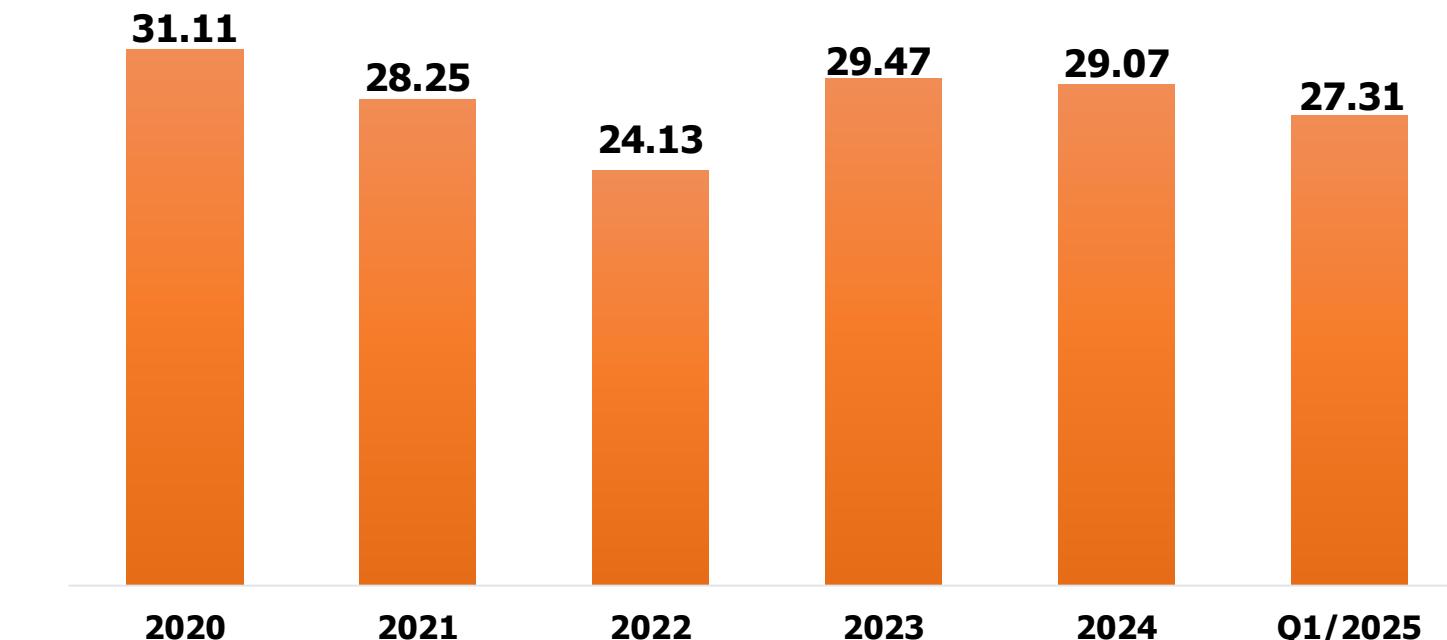


NET PROFIT QUARTER TO QUARTER COMPARISON

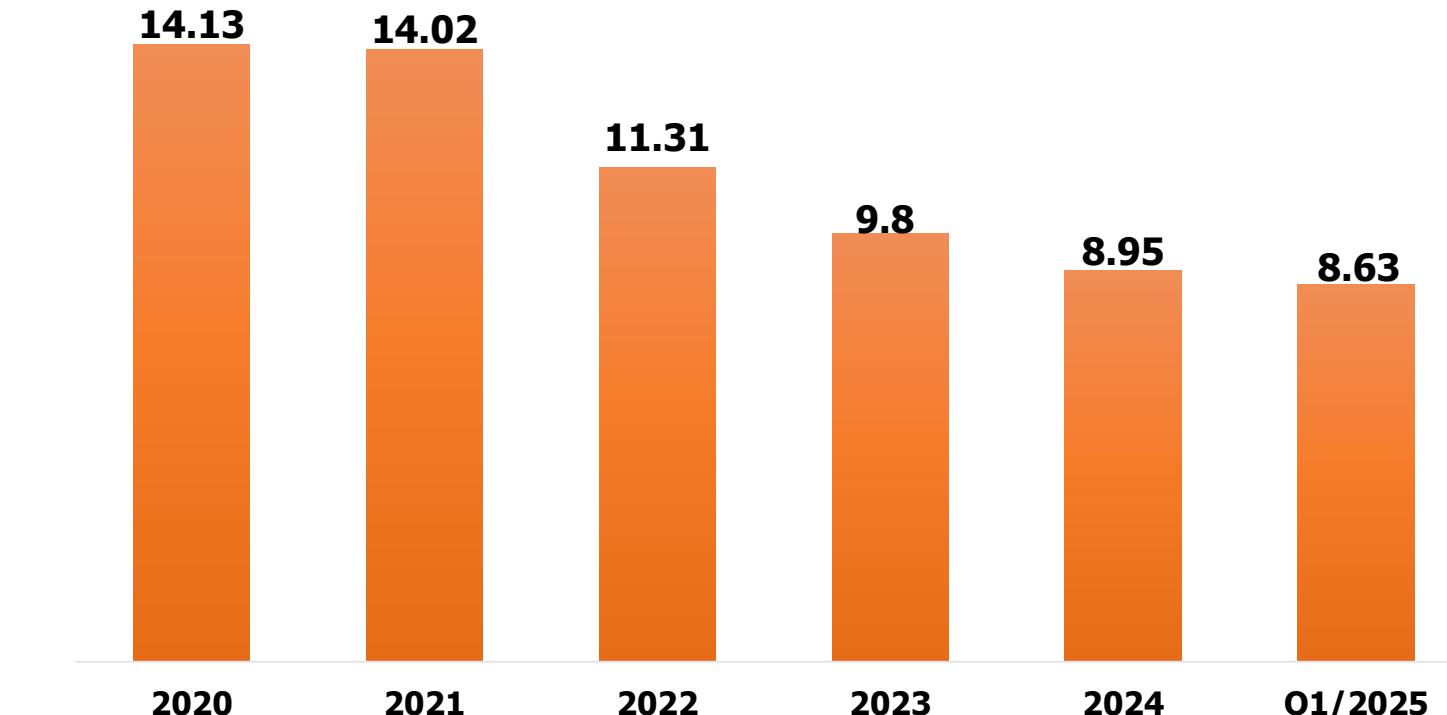


UNIT: MILLION BAHT

RETURN ON EQUITY - ROE



RETURN ON ASSET - ROA

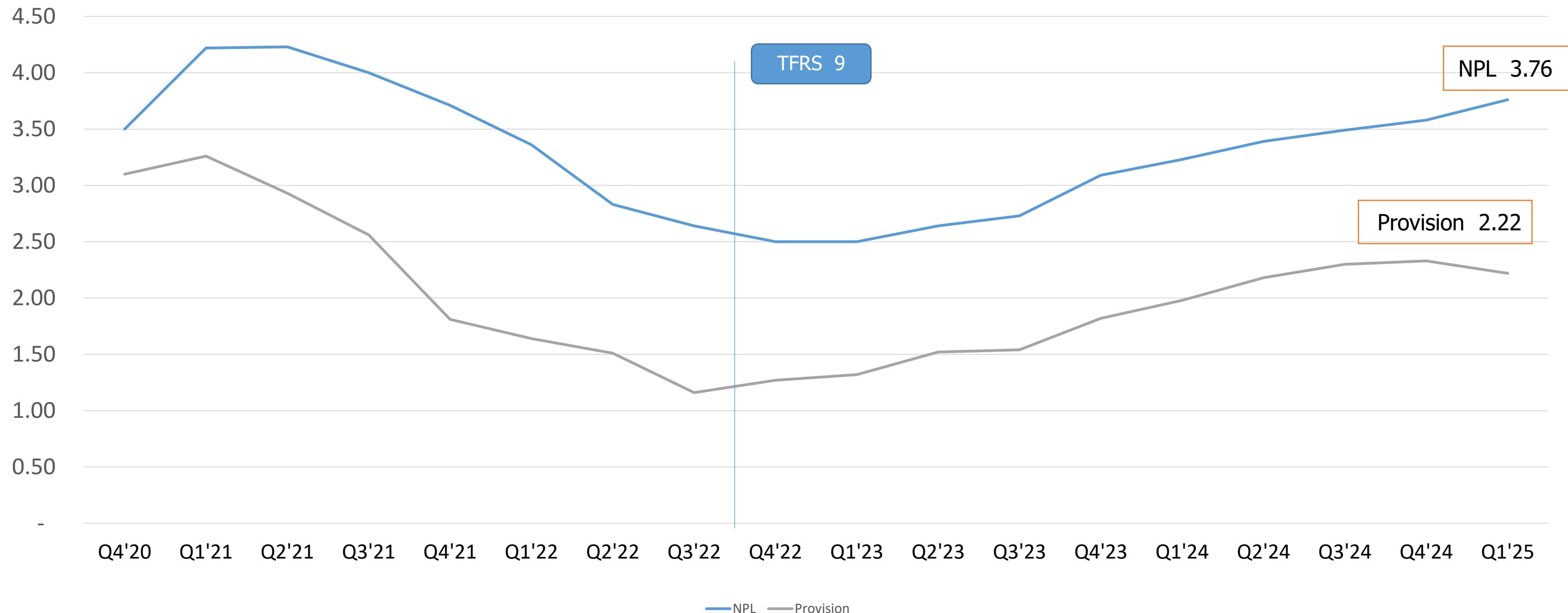


FINANCIAL HIGHLIGHTS

(Consolidated financial statement of SAWAD Group)



NPL & Provision

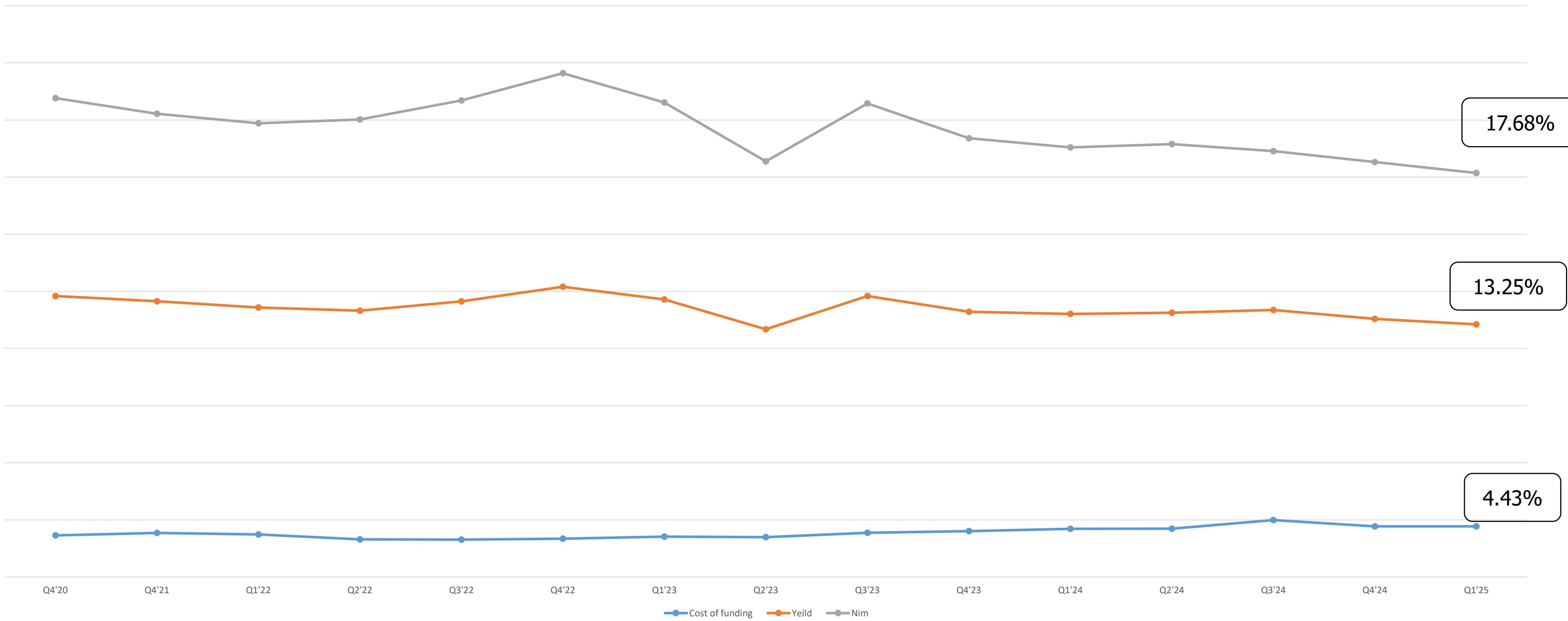


FINANCIAL HIGHLIGHTS

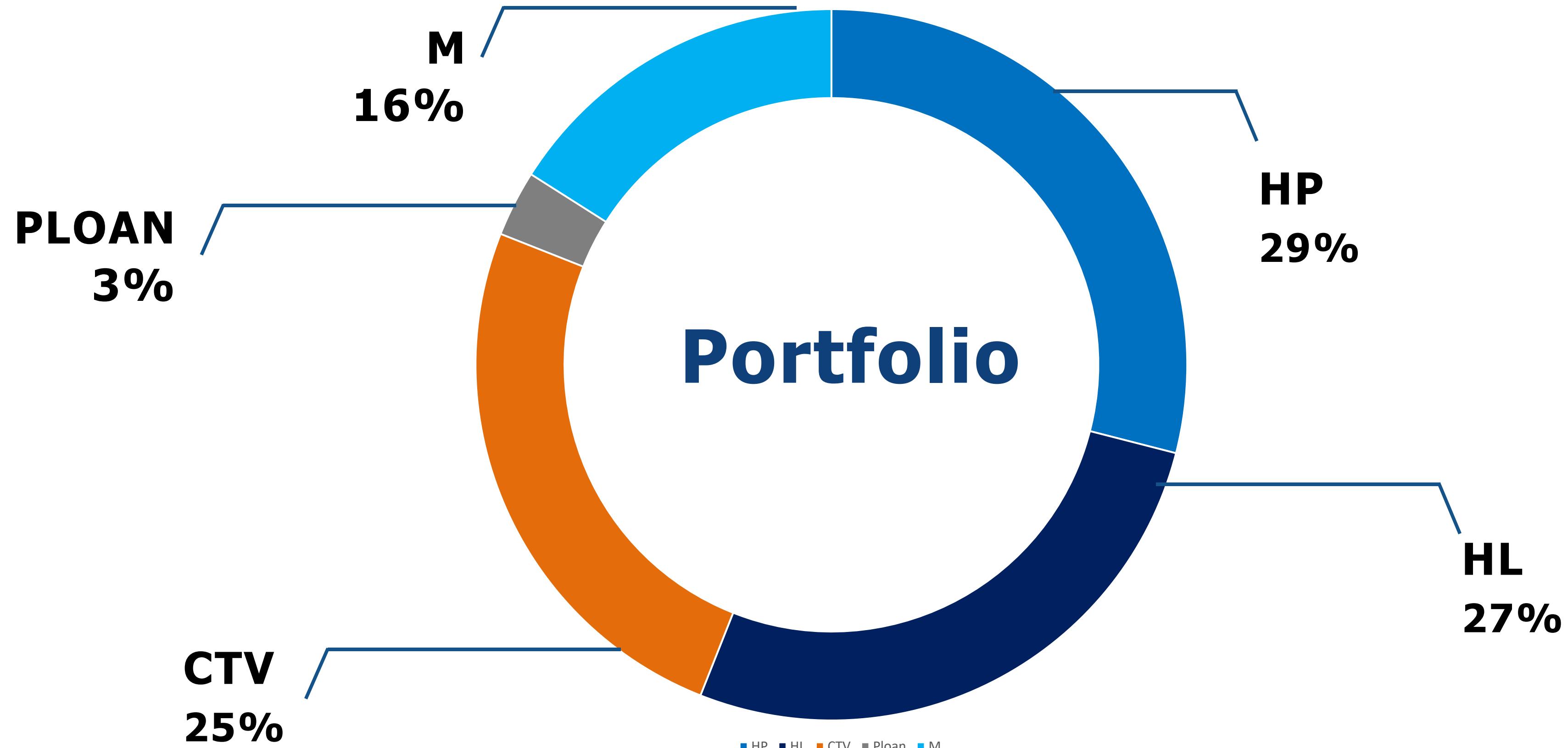
(Consolidated financial statement of SAWAD Group)



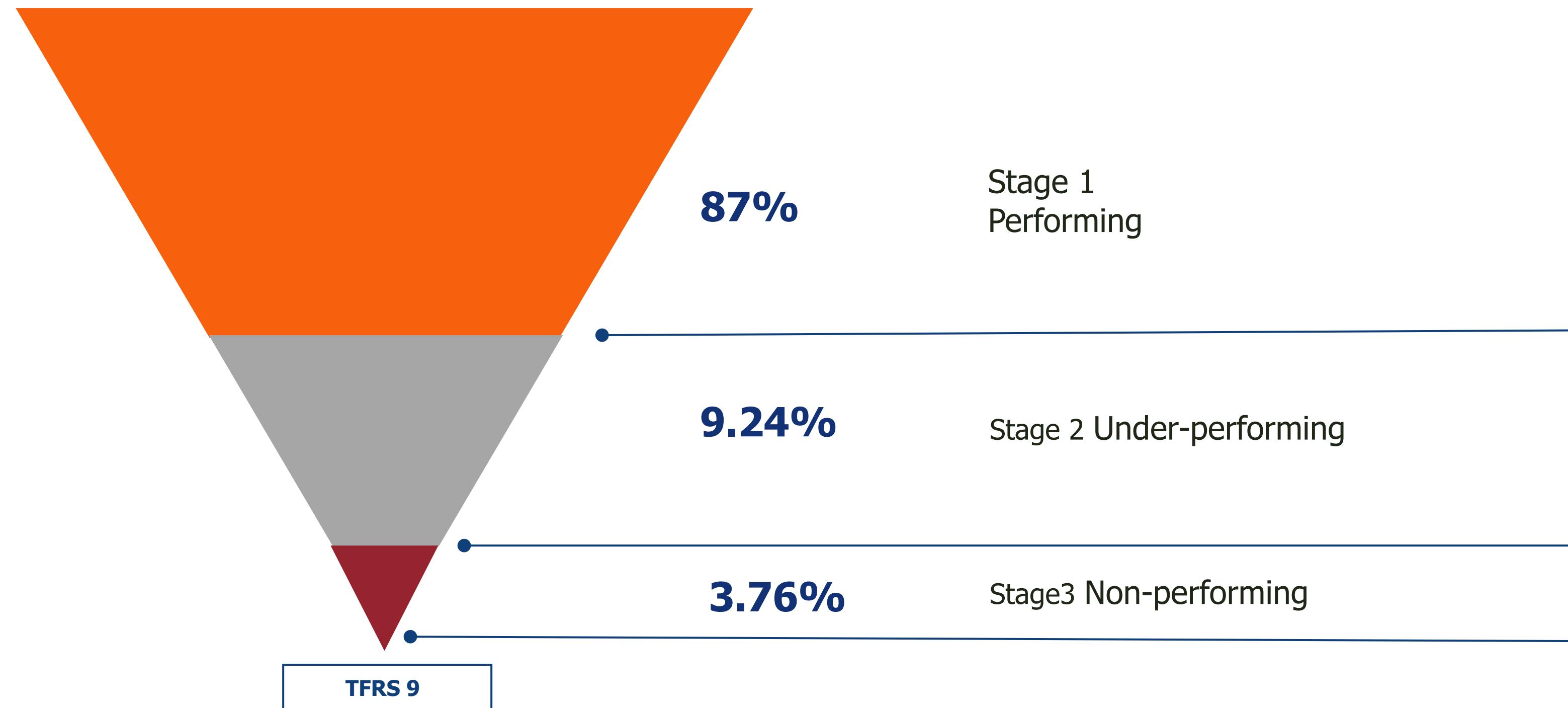
Yield



FINANCIAL HIGHLIGHTS



PROPORTION OF LOAN RECEIVABLE AGING



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1

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3

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4

CORPORATE SOCIAL RESPONSIBILITY



INVESTMENT HIGHLIGHTS

ON TRACK TO HAVING THE LARGEST NETWORK



1

HIGH AND CONTINUOUS GROWTH

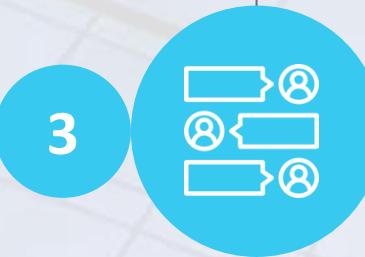
High and continuous growth in the business; with large population still without means to access the traditional banking system.



2

HIGH PROFITABILITY AND REVENUE

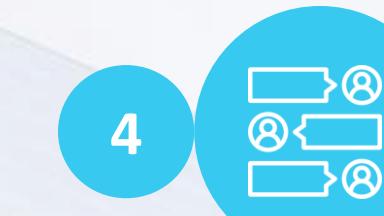
High interest and fees income sufficiently matching the risks and expenses.



3

EFFECTIVE RISK MANAGEMENT

Effective risk management process; in credit assessment and debt collection, utilizing our vast database.



4

STRICT LOAN APPROVAL POLICY

Verification of collateral/guarantor and loan to value range of 30-70%.



5

LARGEST BRANCH NETWORK

More than 6,000 branches covering all regions; managed with tight system of internal controls.



6

EXPERIENCED MANAGEMENT TEAM

Team of senior management with more than 30 years of experience in the business.

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3

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AWARDS & RECOGNITION



Fitch Ratings (Thailand) has assigned Thailand's Srisawad Corporation Public Company Limited (SAWAD) a National Long-Term Rating of 'A-(tha)'



The company received "Excellent" CG Scoring for 2024 from the Institute of Directors Association



The company received The 2024 SET ESG RATING with "AA" scores. Ranking for listed companies that have sustainable business operations.



The company received Sustainability Disclosure Acknowledgement 2024 from Thaipat Institute.



The company received "Best Company of the Year 2024 in the Finance and Securities Category" from Money & Banking Magazine at the Money & Banking Awards.



The company received the "Outstanding Brand Performance on Social Media" award in the Financial Lending Services category for the third consecutive year at the Thailand Social Award 2024.

CORPORATE SOCIAL RESPONSIBILITY



Environment

Be committed to running business with responsibility for the environment and reduce the impact of climate changes



Social

Be committed to developing good relationships with employees and the communities ,encourage financial literacy for good quality of life.



Governance

Be committed to promoting good corporate governance and creating a culture of conducting the lending business responsibly and fairly



Questions &

Answers



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www.sawad.co.th