



Srisawad Corporation Public Company Limited

Thailand's Financial Convenience Store



Agenda

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COMPANY OVERVIEW

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FINANCIAL HIGHLIGHTS

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INVESTMENT HIGHLIGHTS

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CORPORATE SOCIAL RESPONSIBILITY



Q2 / Performance Highlights

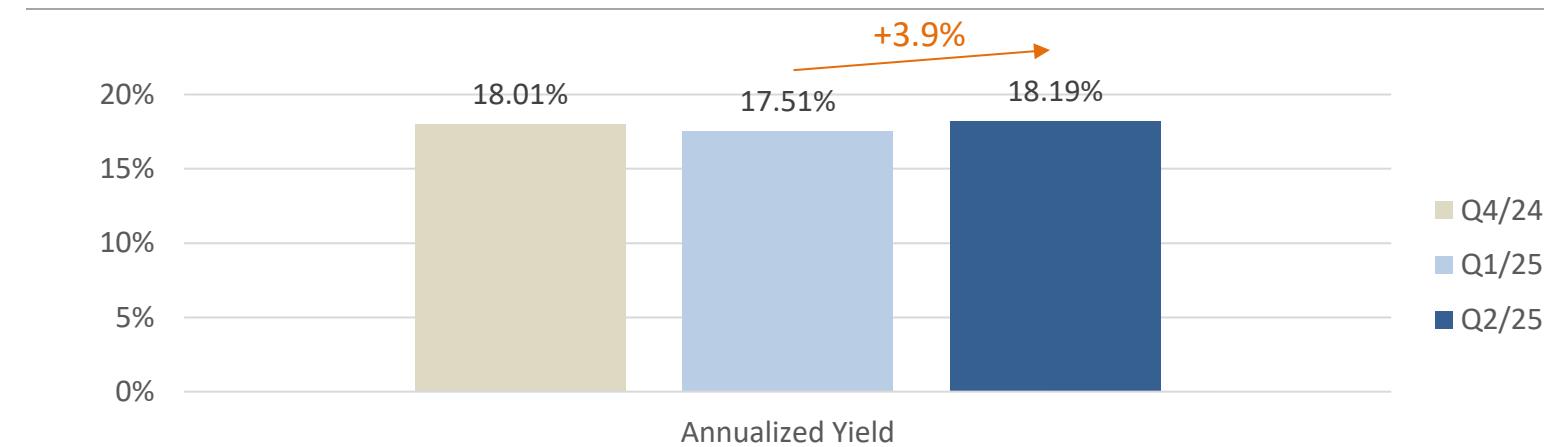
Portfolio Stability

"Overall portfolio held steady QoQ, with growth in title loans offsetting softness in HP and personal loans."



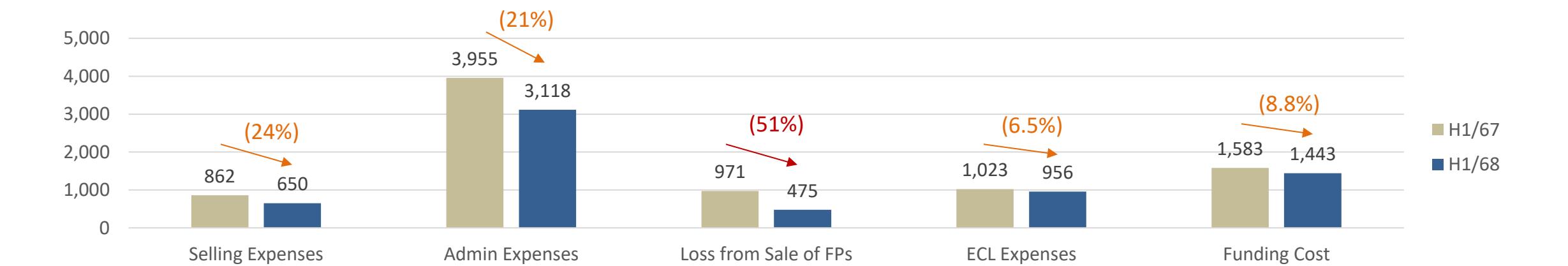
Higher Portfolio Yield

"Annualized yield improved to 18.19%, driven by product mix shift and pricing discipline."



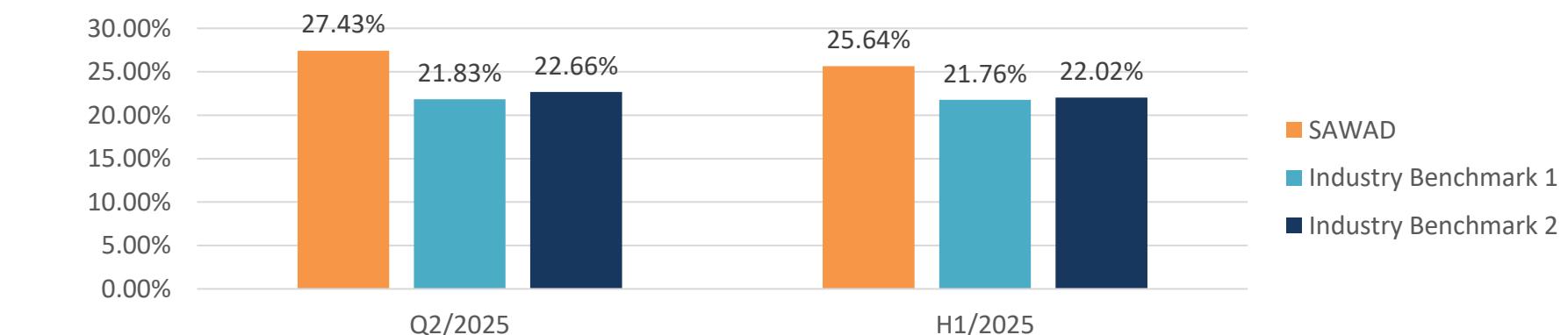
Disciplined Cost Control

"Ongoing efficiency efforts resulted in reductions across all key cost categories."



Market Leading Profit Margin

"SAWAD continues to outperform peers with the highest net profit margin in the sector."



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**)

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.

Group Company led by Kaewboota family with approximately 46% stake.

Partnership with Taiwanese Financial Group with deep expertise in digital banking.

2024

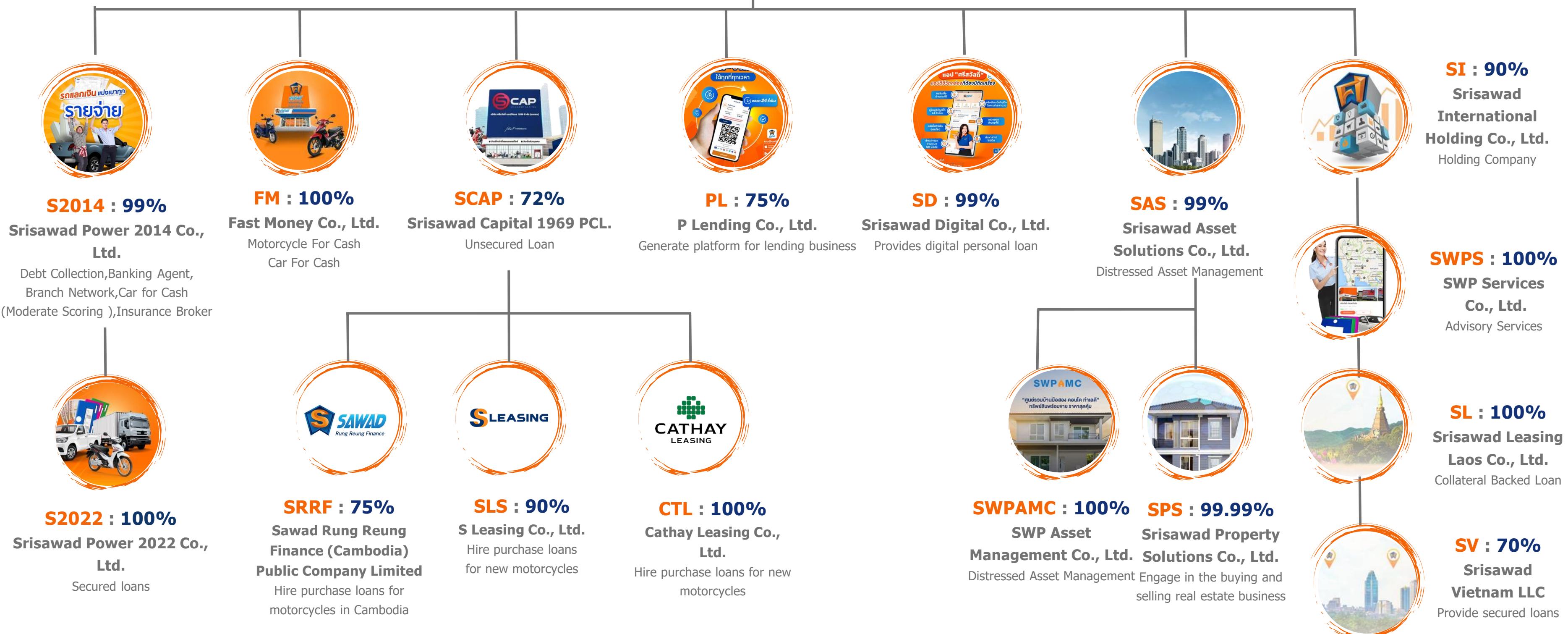
The company developed the "**Srisawad Application**" to provide convenience to customers without the need to visit branches.

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**



Srisawad Corporation Public Company Limited





MAIN PORTFOLIO FOCUS

1. Titled Loan for all vehicle types
2. Titled Loan for land and house
3. Insurance Brokerage

SECONDARY PORTFOLIO

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

LOAN SERVICE TYPES



AUTO BACKED LOANS



HOUSE & LAND BACKED LOANS



UNSECURED LOAN



NEW MOTORCYCLE HP

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

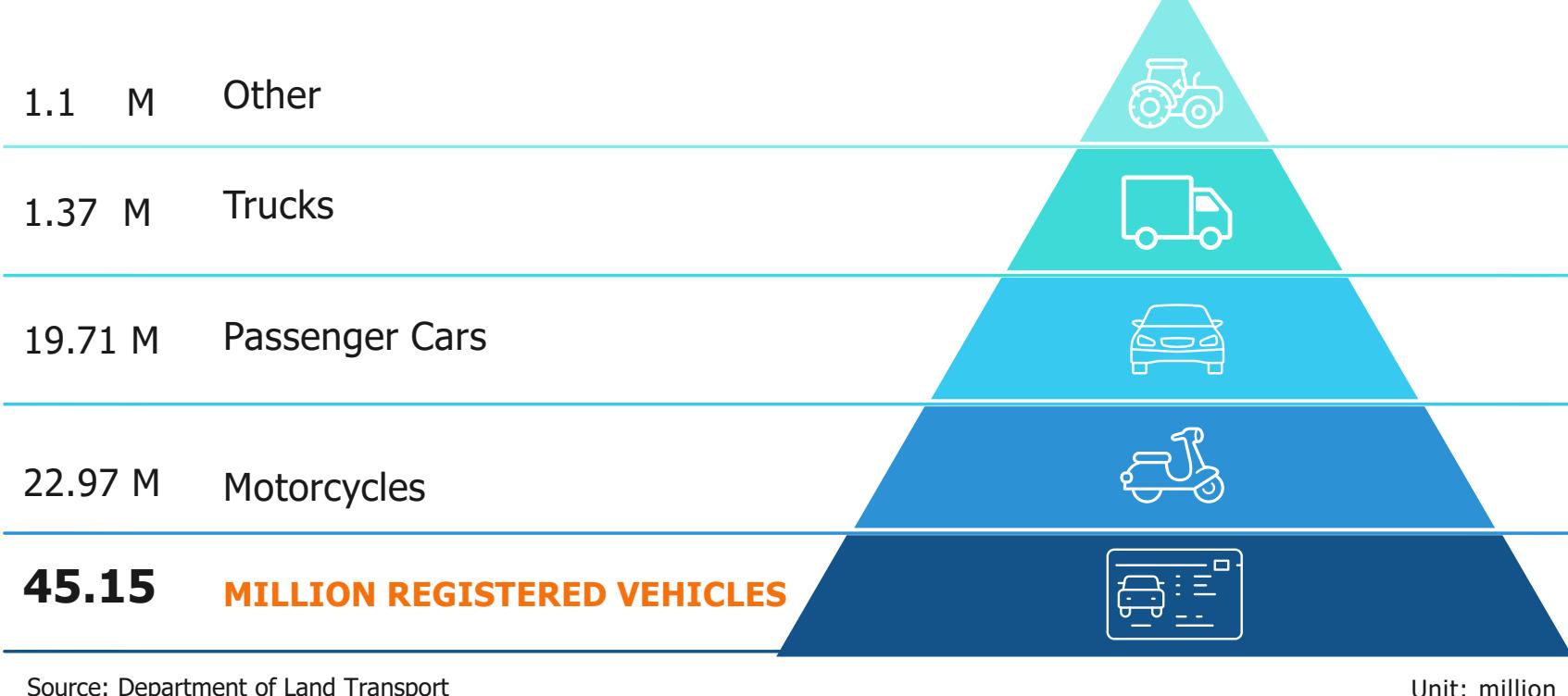
SECURED LOAN

- 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.

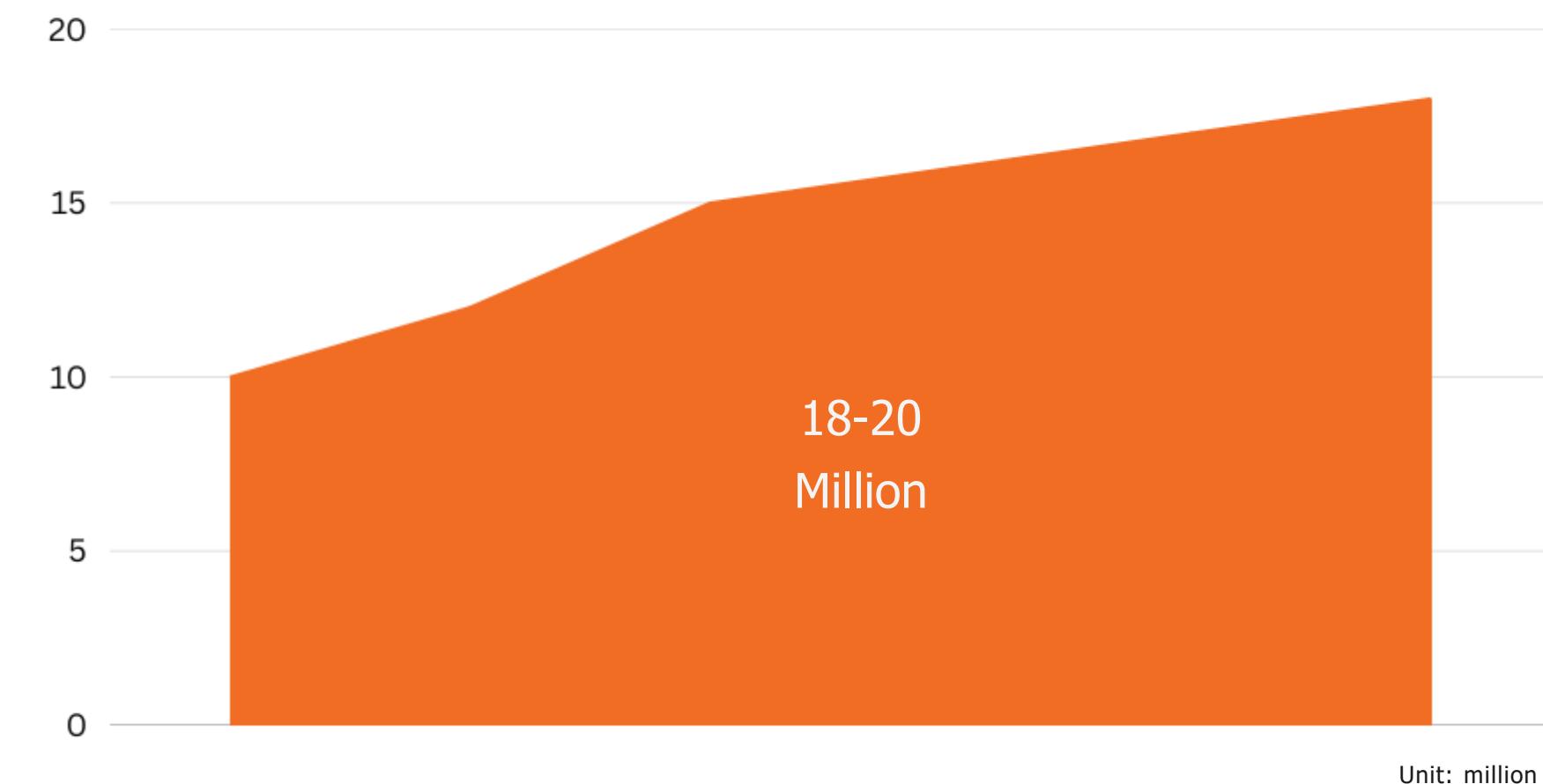
UNSECURED LOAN

- **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.

SAWAD Group plays a critical role in financial inclusion by offering secured loan products to underserved borrowers who may lack access to traditional banking services. Loans are disbursed quickly using common assets—such as motorcycles, passenger vehicles, homes, or land—as collateral, offering a safe alternative to informal lenders.



**Number of Vehicles 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

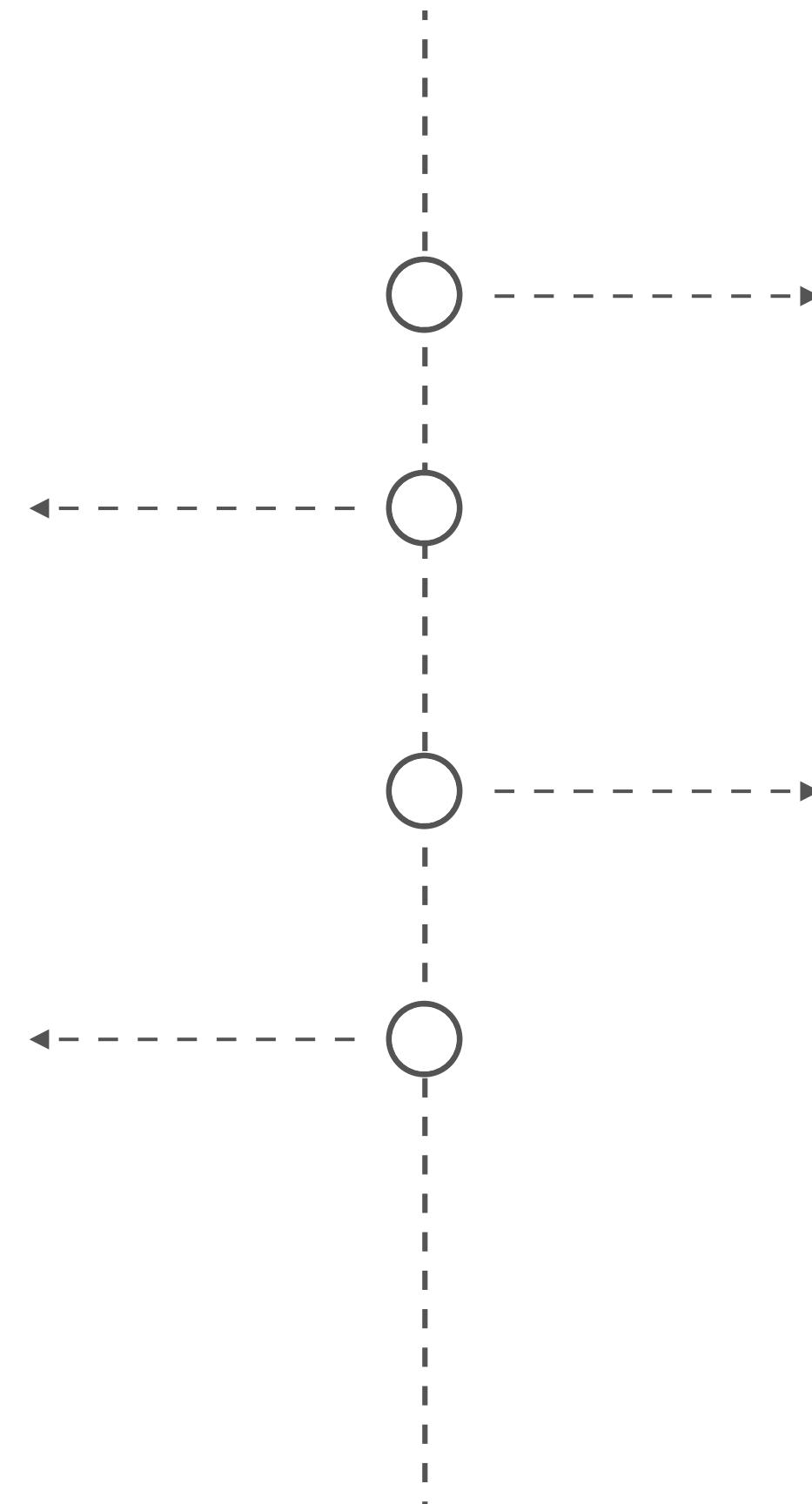
1.8-2.0%
Credit Cost

3

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

4

3-4%
NPL



1. Strengthen Community Relationships through Local Branch

Leverage the company's extensive branch network to execute localized marketing campaigns and community outreach initiatives, deepening trust and engagement at the grassroots level.

2. Maximizing Profitability Through Cost Efficiency

Drive margin improvement through ongoing cost optimization and operational streamlining.

3. Leverage Technology to Enhance Operations and Mitigate Risk

Adopt data-driven tools and digital infrastructure to improve credit assessment, reduce risk exposure, and enhance customer service response times.

4. Expand into New ASEAN Markets

Explore regional expansion opportunities to tap into underserved markets across Southeast Asia.

5. Scale Customer Outreach via Digital Channels

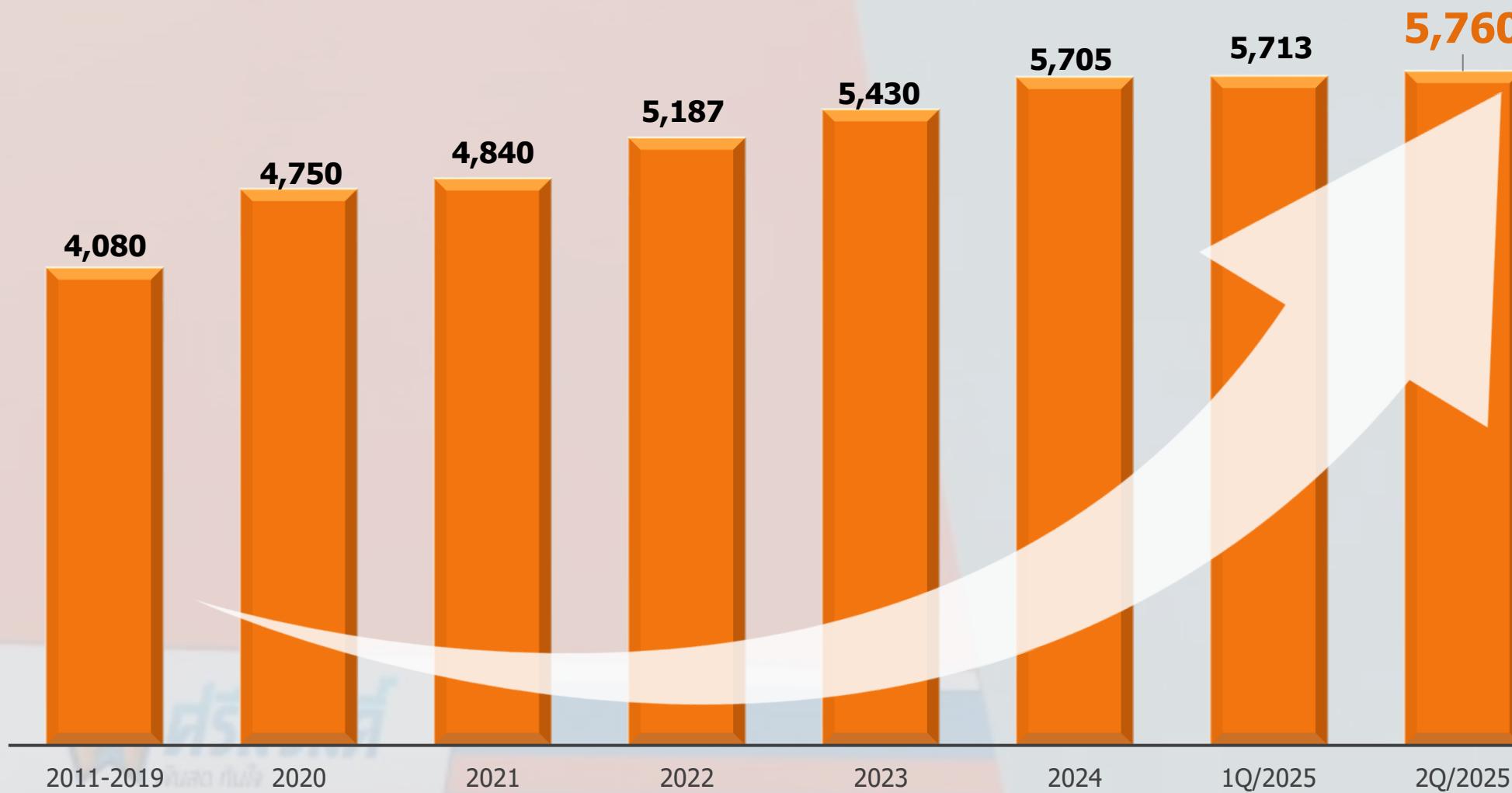
Broaden customer access through online platforms such as the Srisawad app and insurance brokerage services.

6. Diversify Financial Product Offerings

Offer a wide range of secured loan products—covering cars, motorcycles, homes, and land—to meet varied customer needs.



TOTAL BRANCHES



- **As of March 2025, SAWAD Group operates a nationwide network of 5,760 branches.**

This extensive footprint enables the company to efficiently deliver core services—loan disbursement, repayment processing, collections, and customer verification—across urban and rural areas alike.

- **With strong physical coverage, the company is also expanding its digital and mobile servicing capabilities to enhance accessibility and operational efficiency.**

Strategy

- **Maintain current branch network scale**
- **Leverage technology to reach customers beyond branch locations (e.g., “mobile branch” model)**



Srisawad Application

“Srisawad—closer than ever, faster than before.”

The Srisawad app delivers a full suite of financial services in one easy-to-use platform—covering loans, insurance, and account management.

Customers benefit from a fast, secure, and convenient experience—anytime, anywhere—essentially bringing a Srisawad branch to their mobile device.

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CORPORATE SOCIAL RESPONSIBILITY



FINANCIAL POSITION

(Consolidated financial statement of SAWAD Group)

(Unit : Million Baht)



BALANCE SHEET	2020	2021	2022	2023	2024	Q1/2025	Q2/2025
Cash and Cash Equivalent	1,838	2,689	2,823	3,962	5,813	7,118	4,120
Loans Due Within 1 Year	30,588	23,916	32,365	55,997	54,384	54,434	55,244
Loans Due Beyond 1 Year	7,559	9,039	25,718	39,281	36,579	36,885	35,720
Investment in Receivables	2,807	3,660	3,560	3,290	2,905	2,884	2,905
Other Assets	9,215	10,663	5,017	8,935	8,228	5,527	5,036
Total Assets	52,007	49,967	69,483	111,465	107,909	106,848	103,025
Deposit	5,234	170					
Loan From FI	4,438	3,255	12,980	29,866	16,390	12,878	14,992
Debenture	14,815	14,074	22,032	43,640	50,587	51,691	44,787
Other Liabilities	3,450	5,662	5,466	6,762	4,430	4,789	4,677
Total Liabilities	27,937	22,991	40,478	80,268	71,607	69,358	64,456
Paid-In Capital	1,428	1,429	1,429	1,430	1,573	1,573	1,730
Premium	6,207	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	27,439
Other Reserves	36	36	36	36	36	36	36
Other Controlling Interests	1,985	2,277	3,342	3,019	3,165	3,222	3,157
Shareholder's Equity	24,070	26,975	29,005	31,197	36,302	37,489	38,569
Debt to Equity Ratio	1.2x	1.2x	1.3x	2.5x	1.9x	1.8x	1.6x

EARNINGS & PROFITABILITY

(Consolidated financial statement of SAWAD Group)

(Unit : Million Baht)



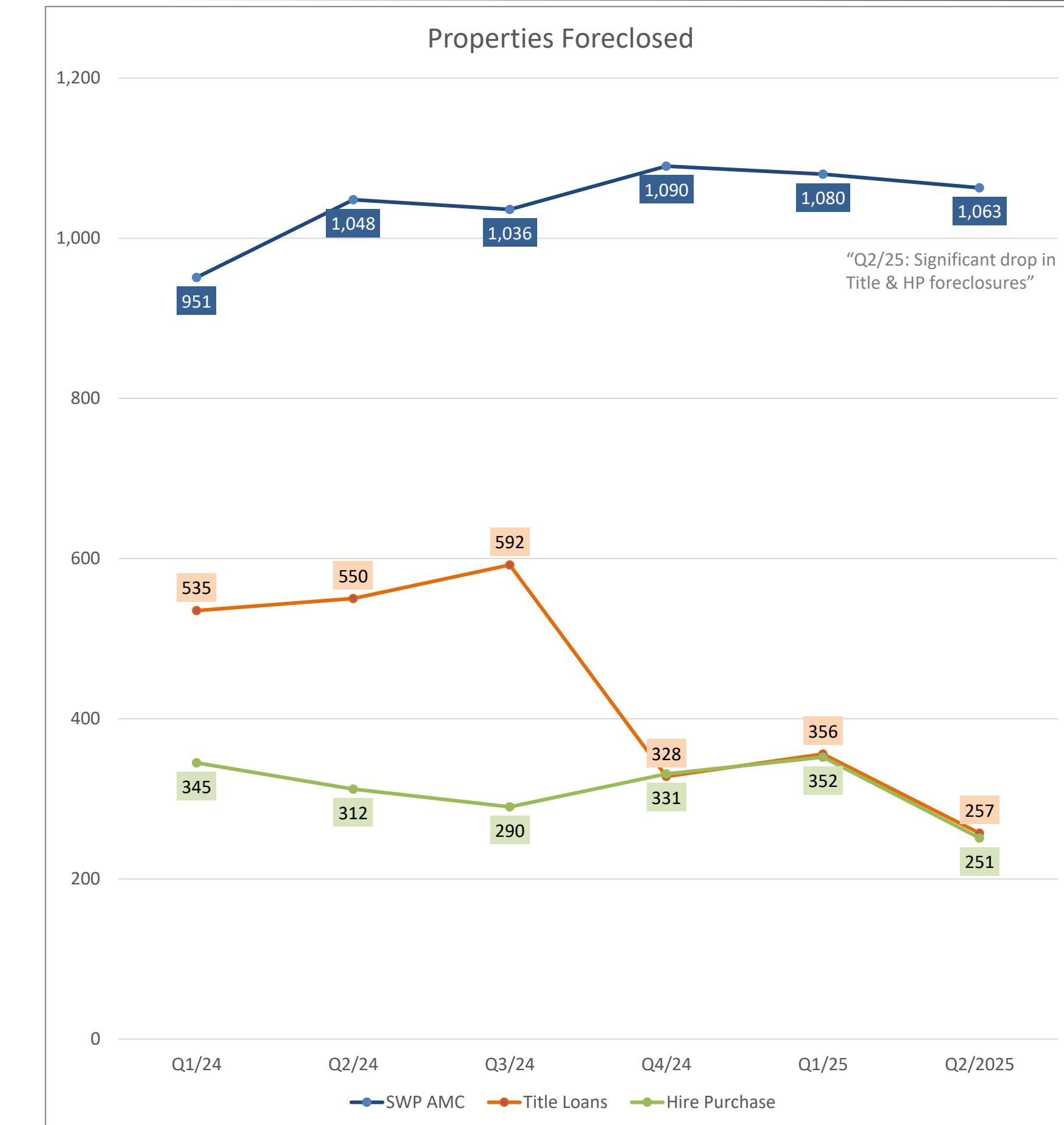
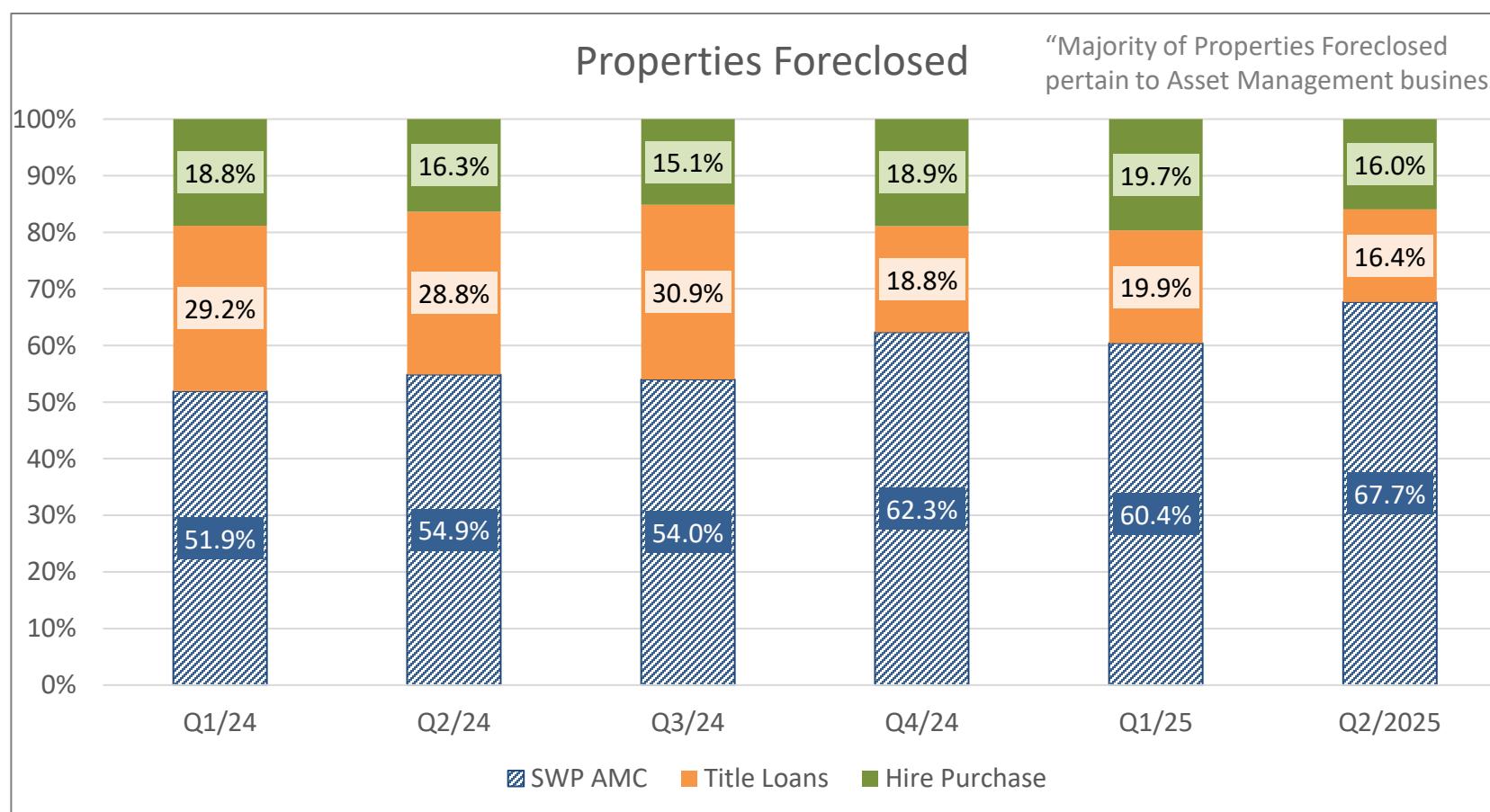
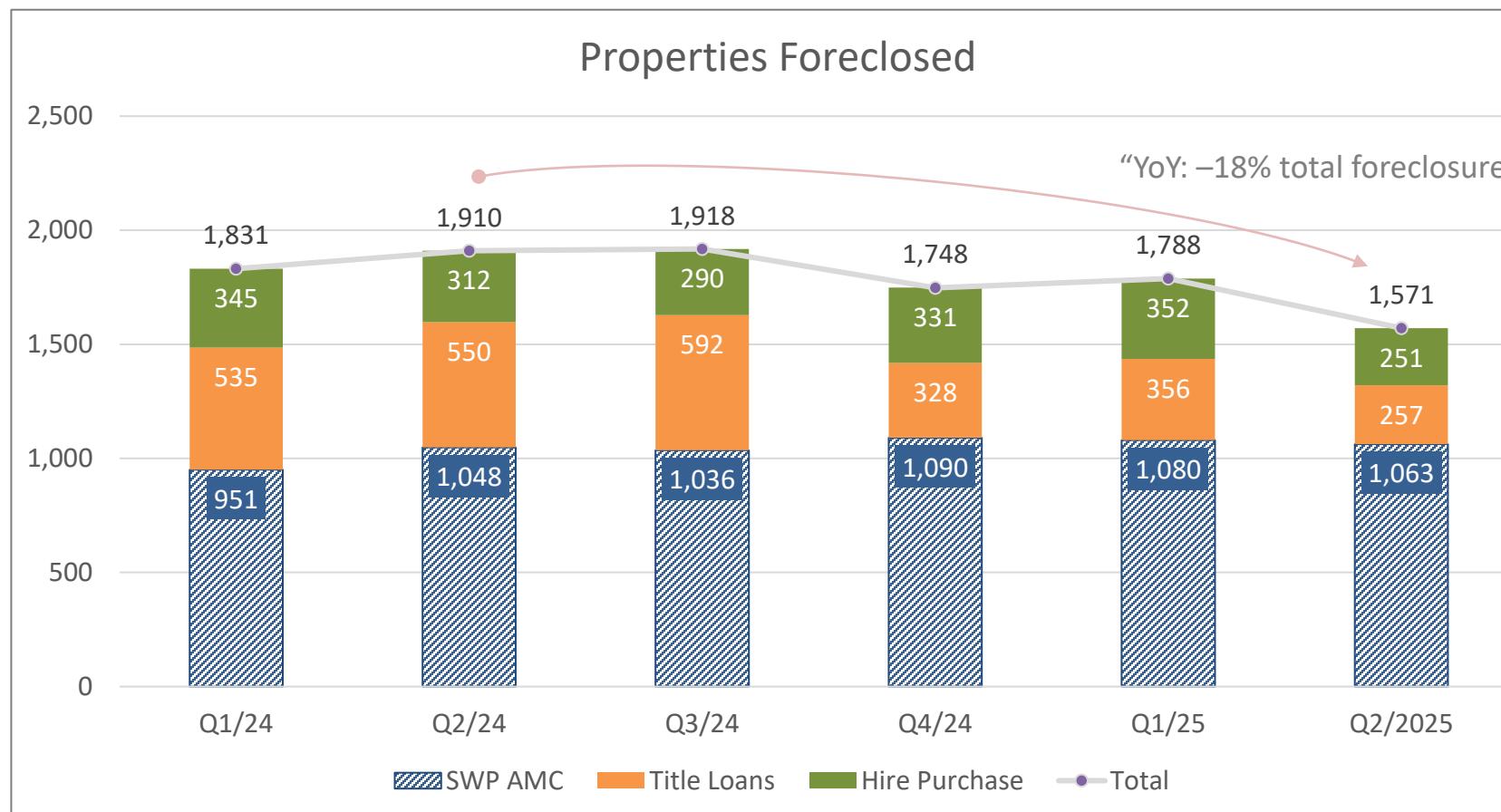
PROFIT & LOSS STATEMENT

	2020	2021	2022	2023	2024	Q1/2025	Q2/2025
Income From Interest & Fee	8,166	6,855	8,780	15,744	18,027	4,054	4,139
Other Income	2,827	3,376	3,495	3,171	3,019	720	659
Total Income	10,993	10,231	12,275	18,915	21,046	4,774	4,798
Operational Expenses	(4,108)	(3,021)	(5,521)	(10,045)	(11,234)	(2,595)	(2,413)
Profit Before Interest & Taxes	6,885	7,210	6,754	8,870	9,812	2,179	2,385
Cost of Funds	(902)	(790)	(862)	(2,266)	(3,181)	(728)	(715)
Sharing Gain	-	-	31	26	-		
Tax Expenses	(1,192)	(1,352)	(1,097) ¹⁵	(1,375)	(1,385)	(313)	(353)
Net Profit	4,971	5,038	4,827	5,254	5,246	1,138	1,317

REPOSSESSED ASSETS

(Consolidated financial statement of SAWAD Group)

(Unit : Million Baht)



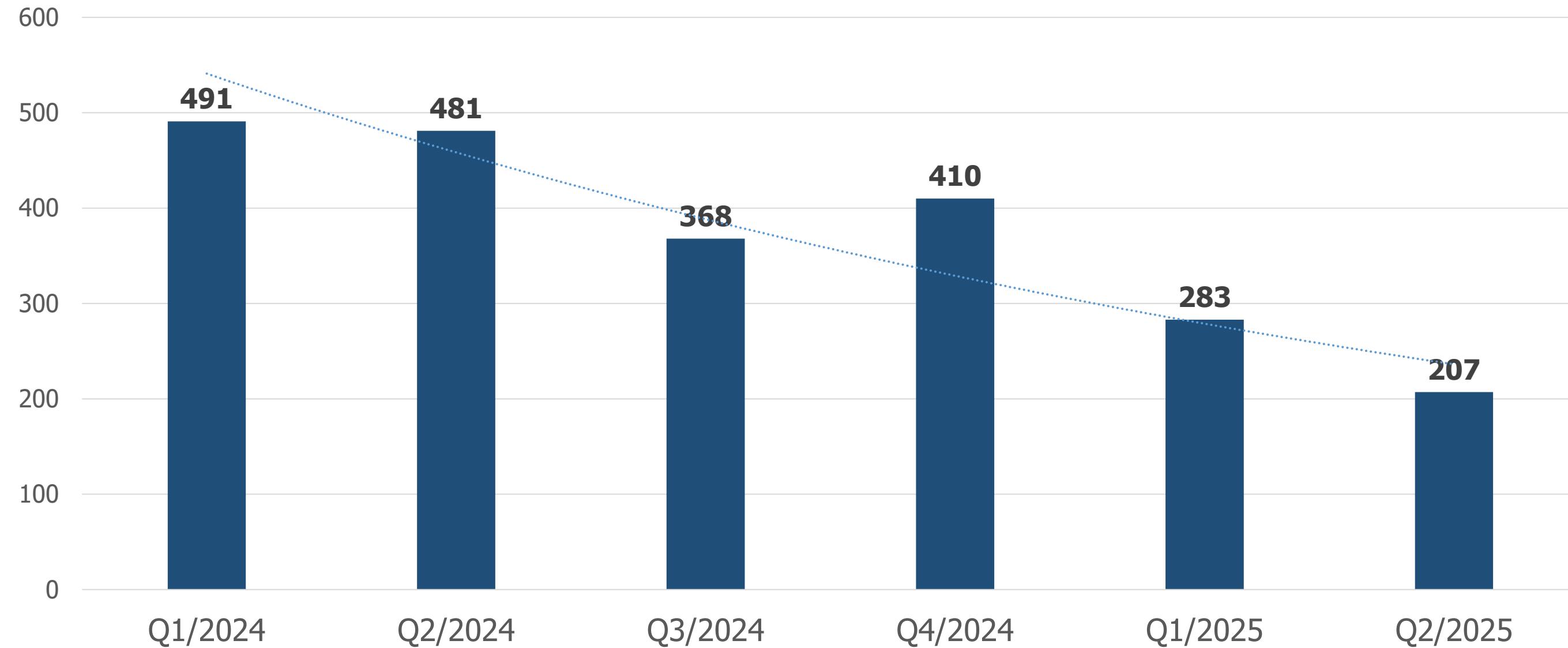
LOSS ON SALE TREND

(Consolidated financial statement of SAWAD Group)

(Unit : Million Baht)



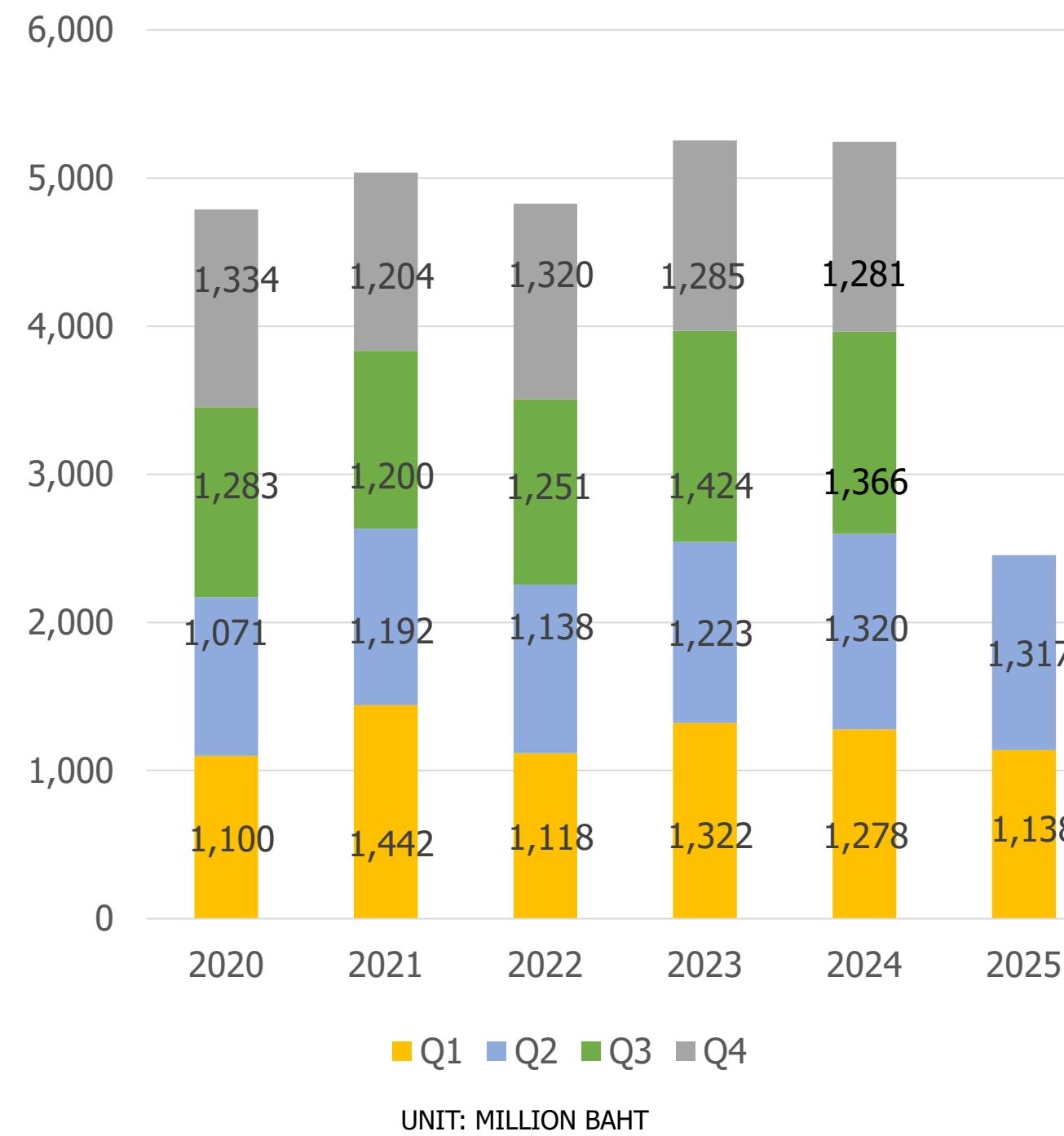
HISTORICAL LOSS ON SALE



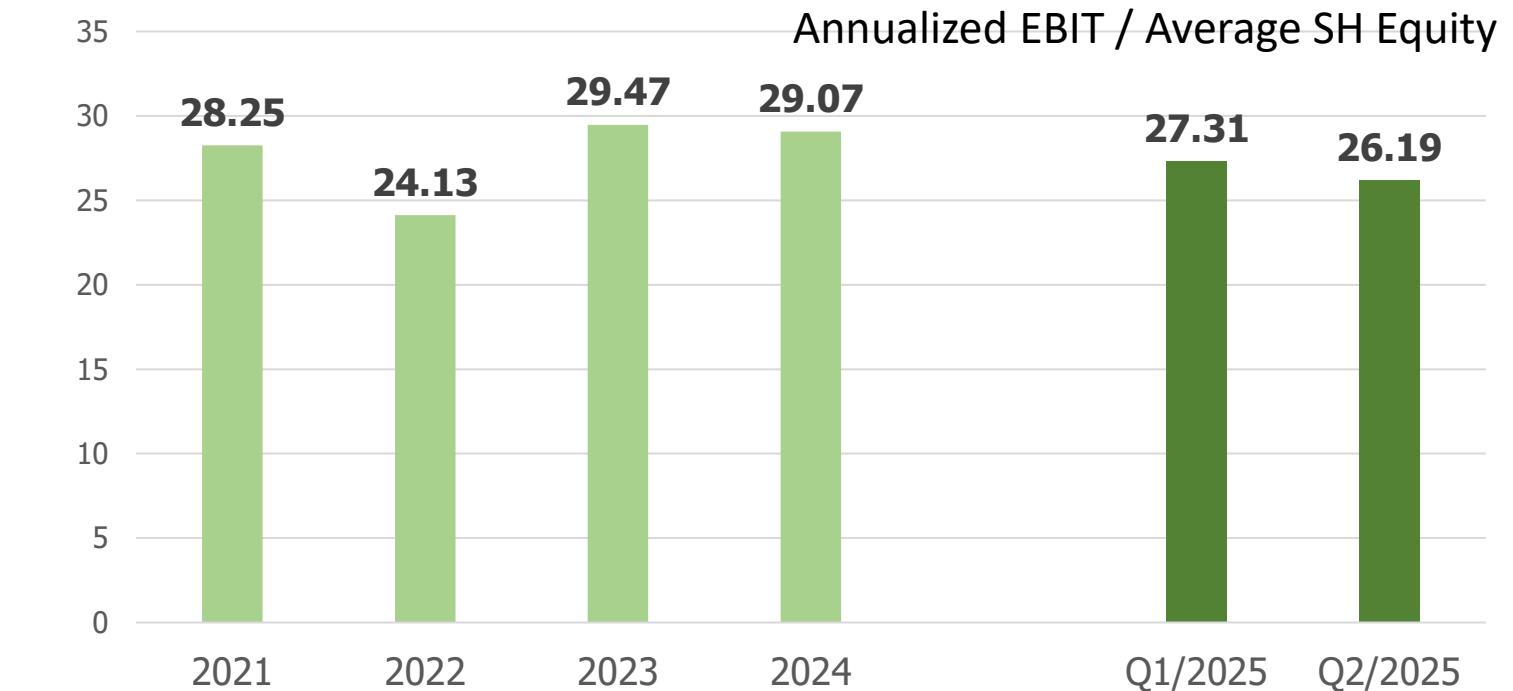
HISTORICAL NET PROFIT & RETURNS

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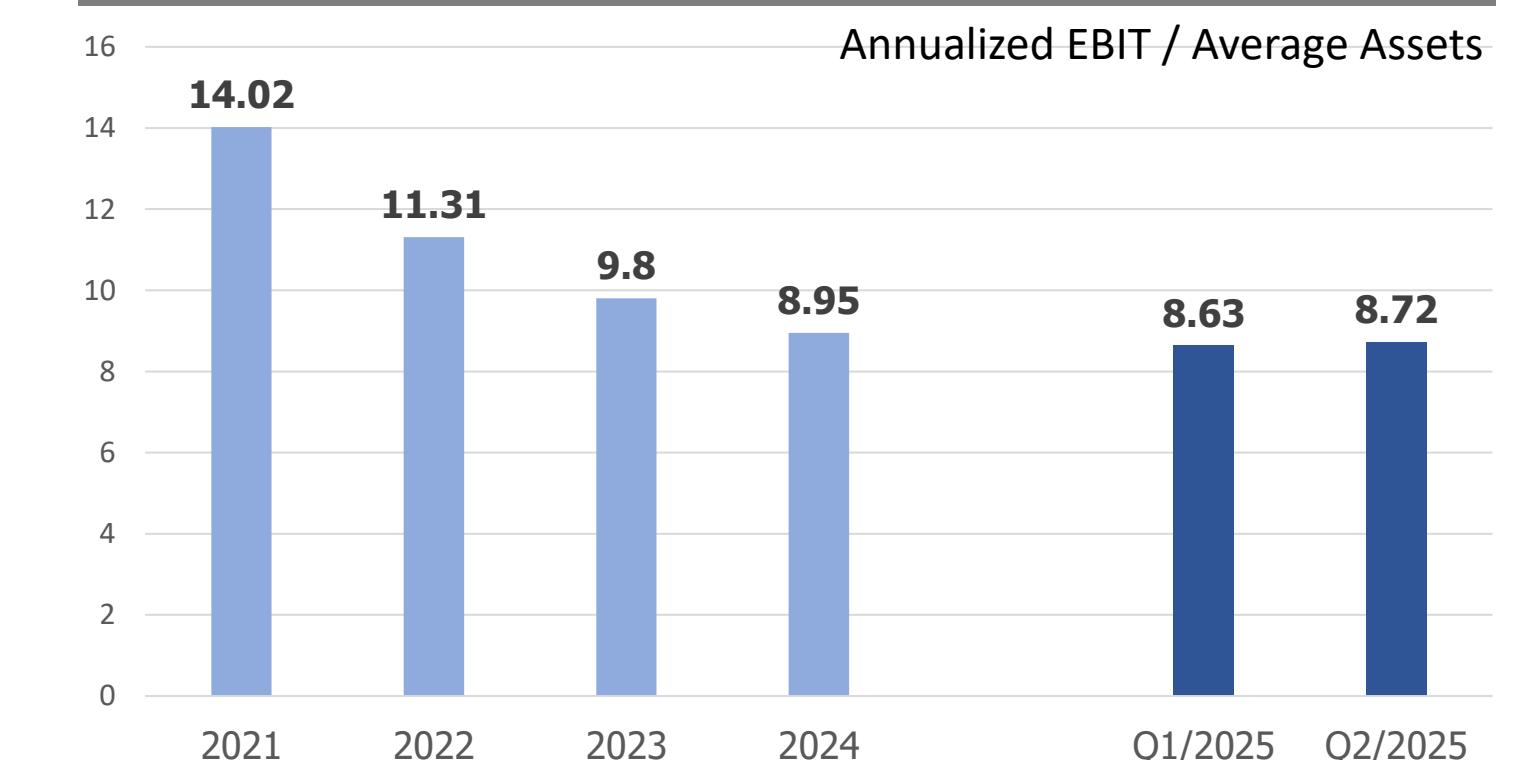
NET PROFIT QUARTER TO QUARTER COMPARISON



RETURN ON EQUITY - ROE

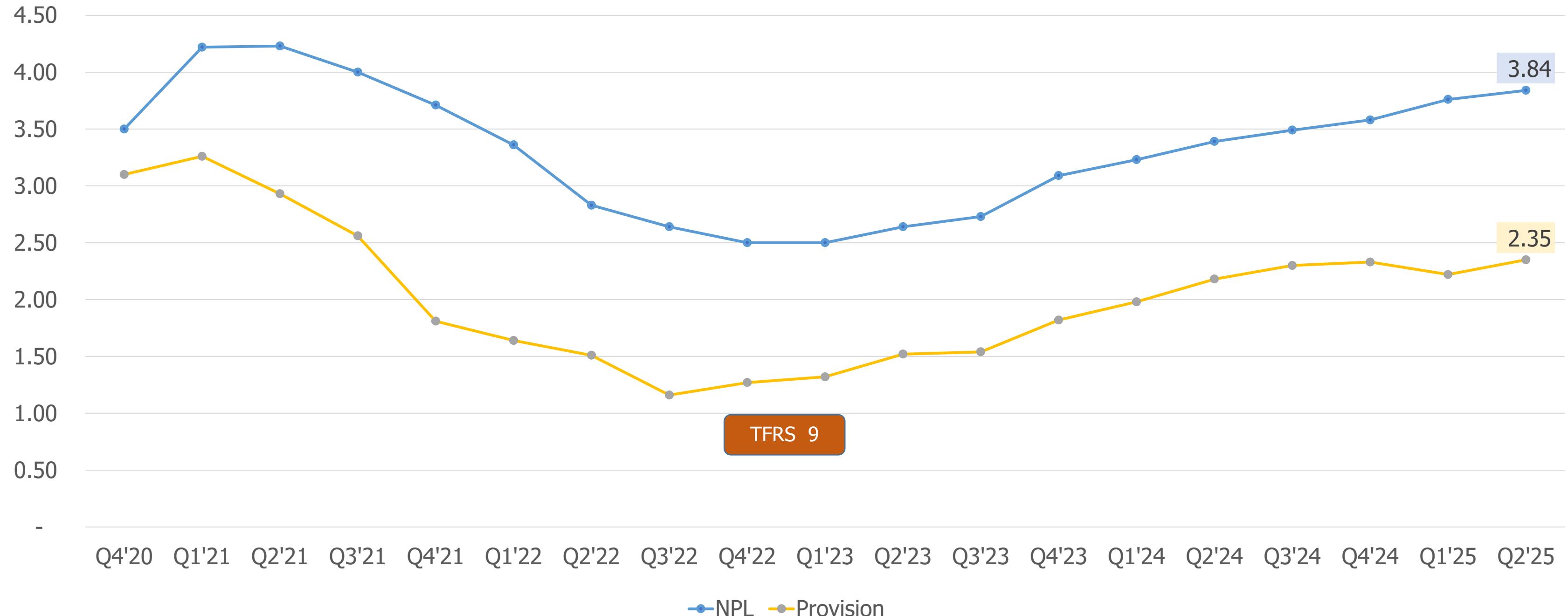


RETURN ON ASSET - ROA



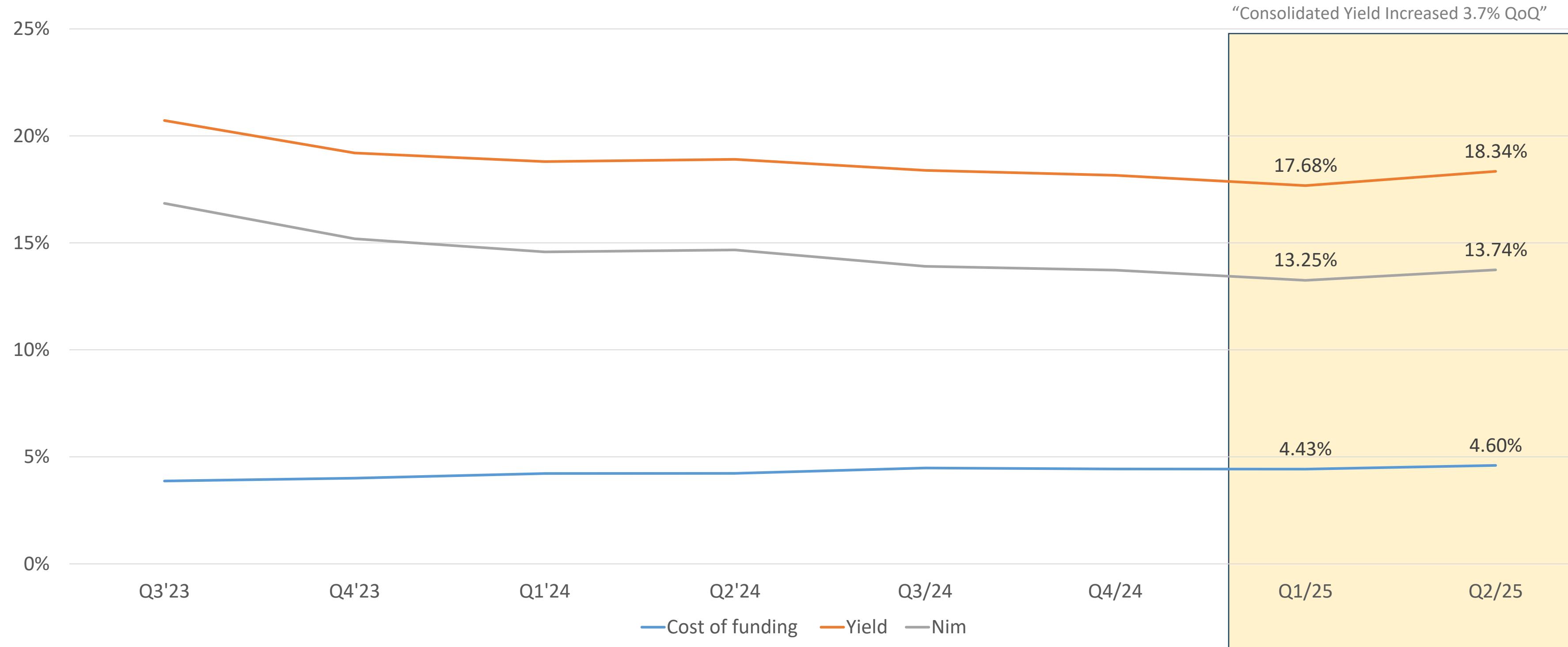
NPL & PROVISION

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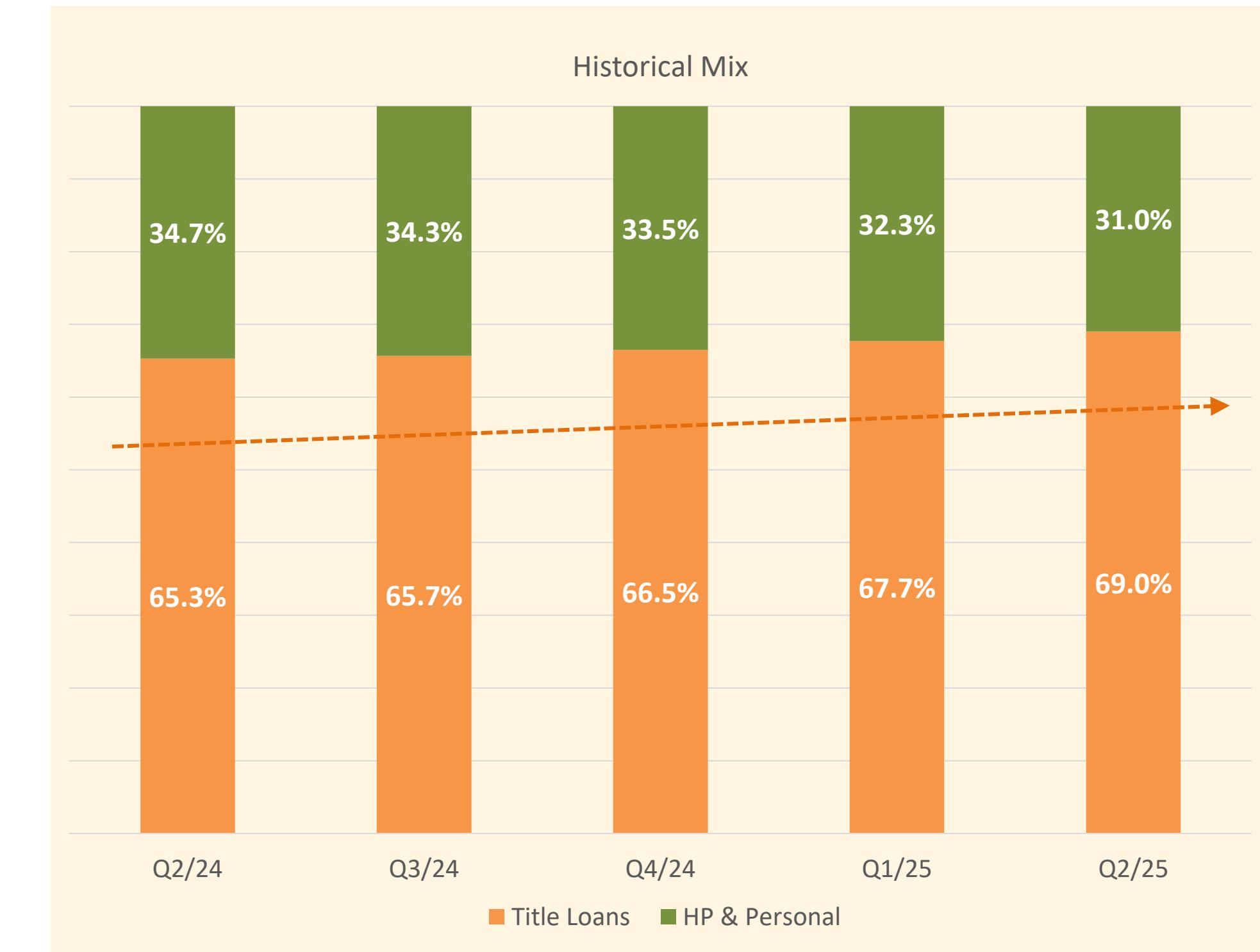
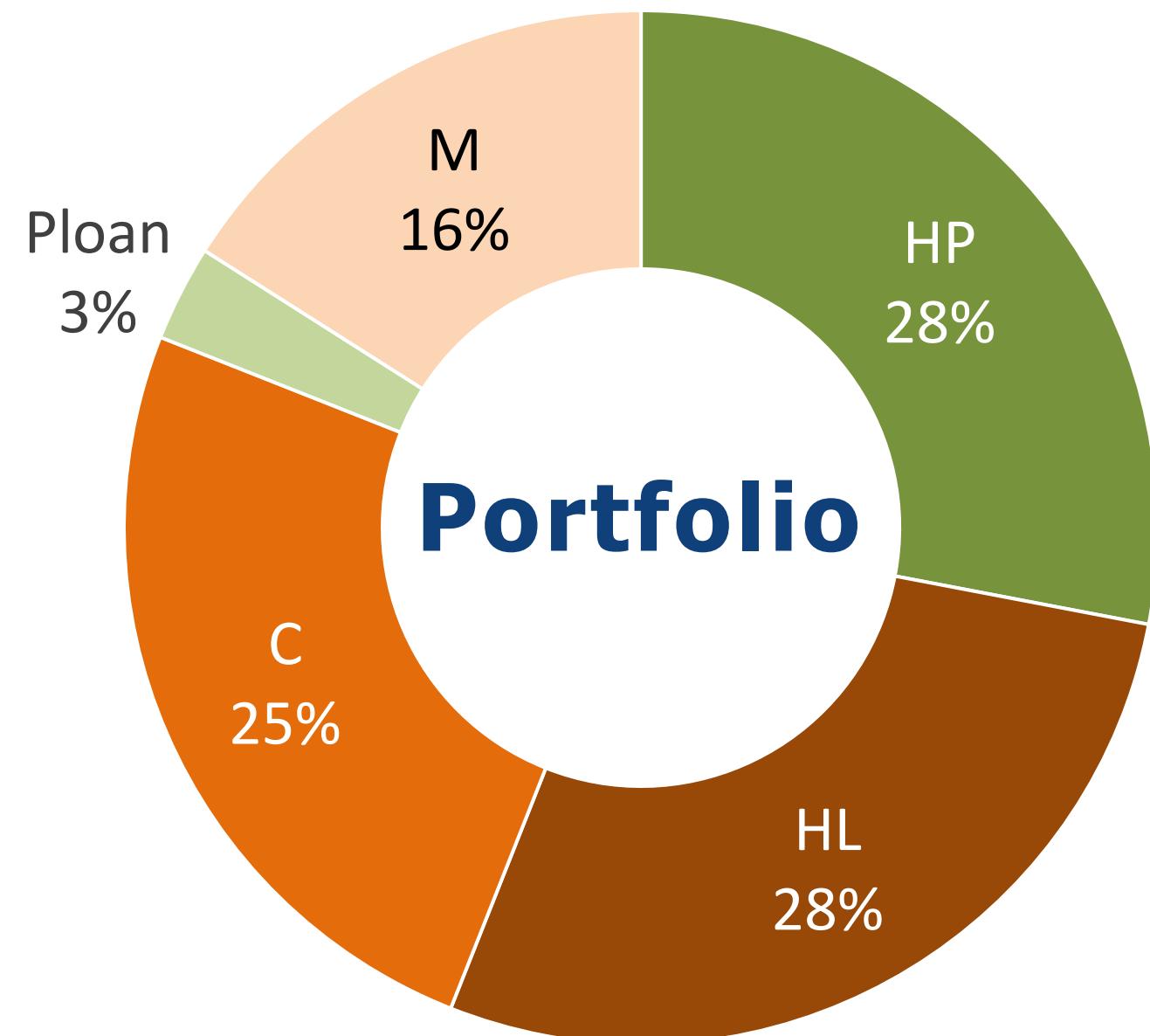


NET INTEREST MARGIN

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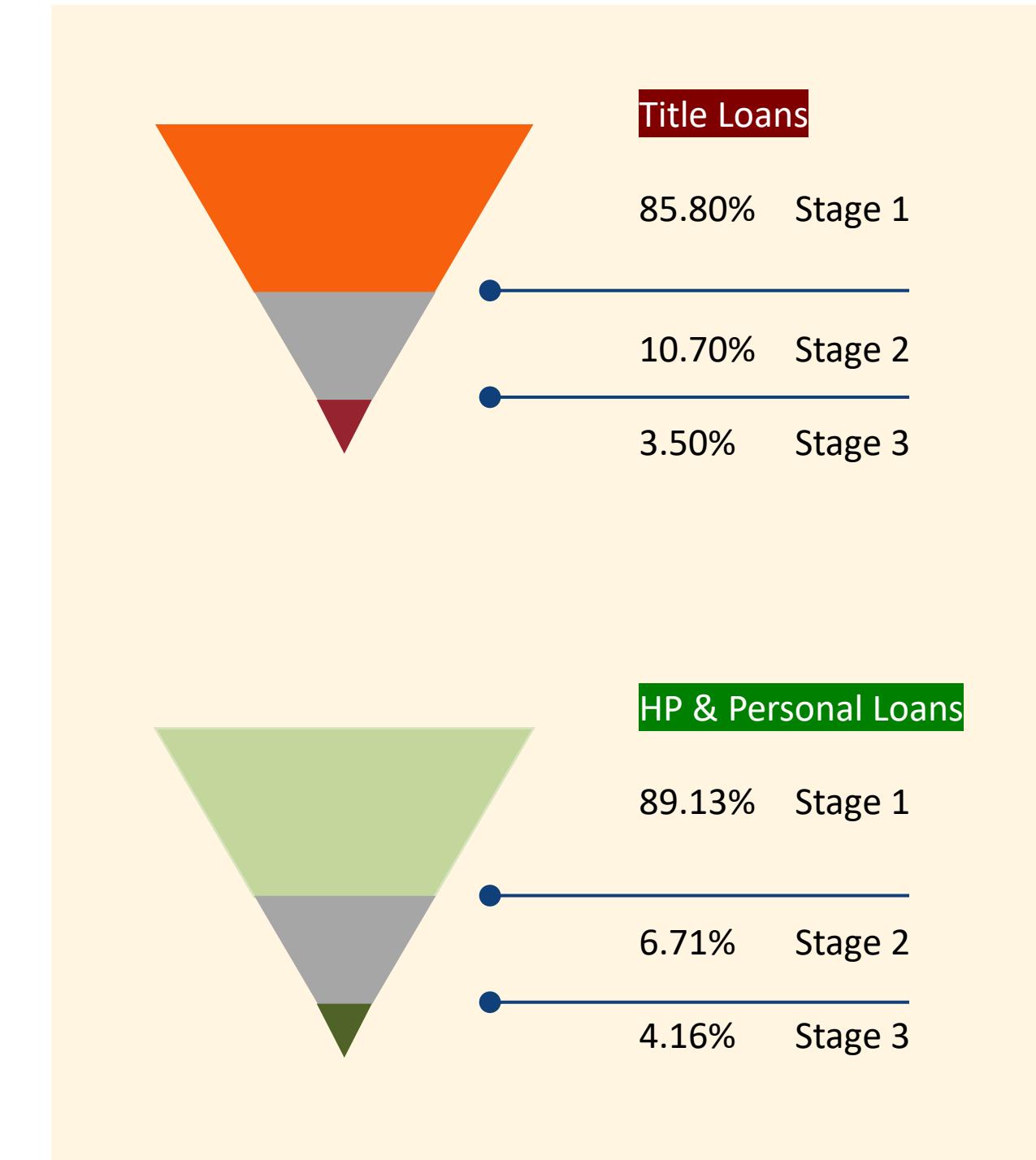
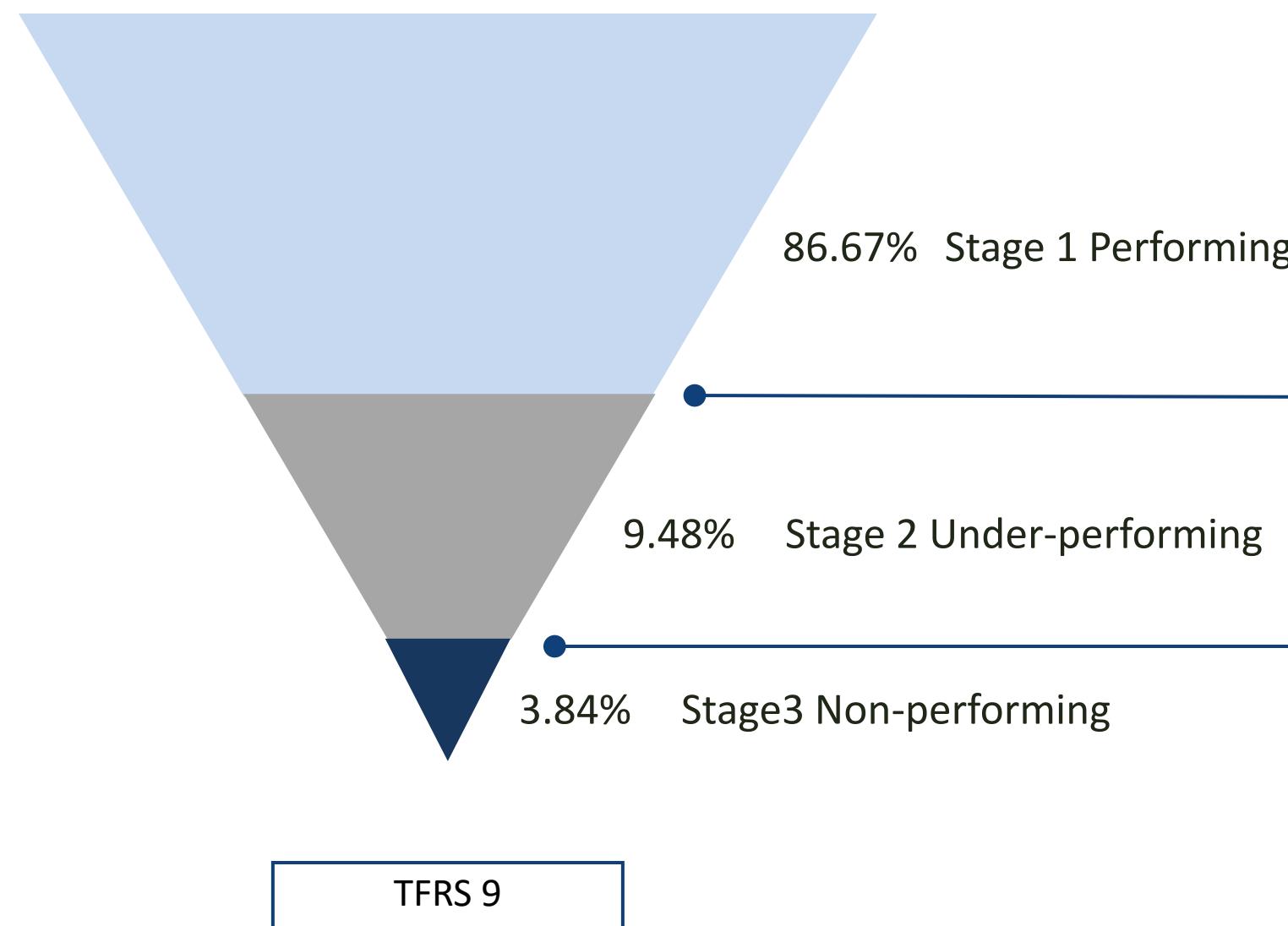


PORTFOLIO MIX



Collateral Type	Description
C	Cars / Pick-up Trucks Title Loans
HL	Home and Land Title Loans
M	Motorcycle Title Loans
HP	New Motorcycle Hir Purchase
P Loan	Personal Loans

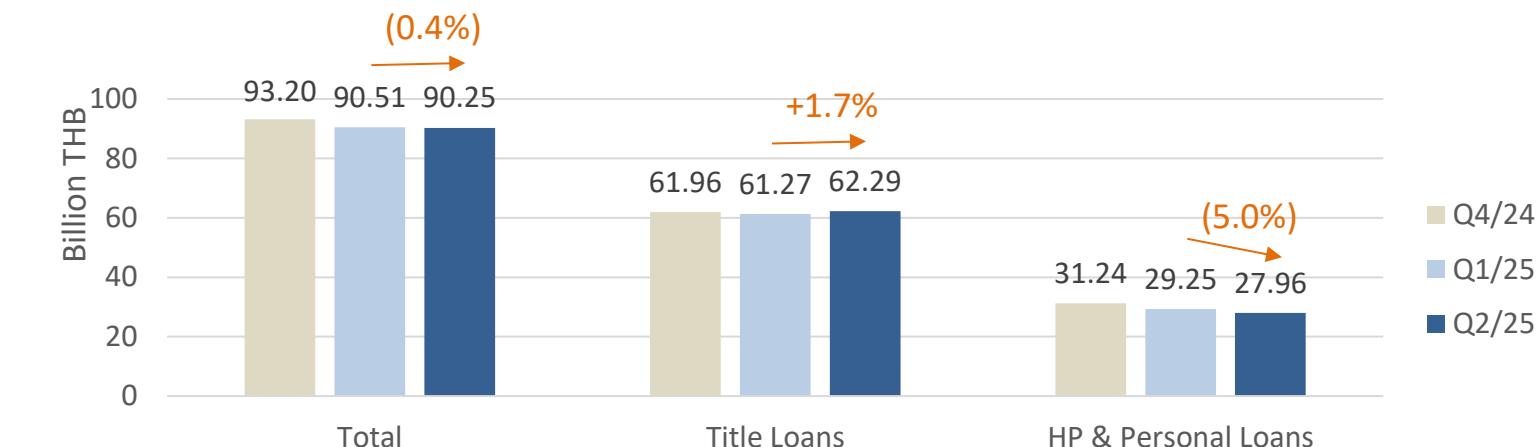
PROPORTION OF LOAN RECEIVABLE STAGING



Q2 / Recap

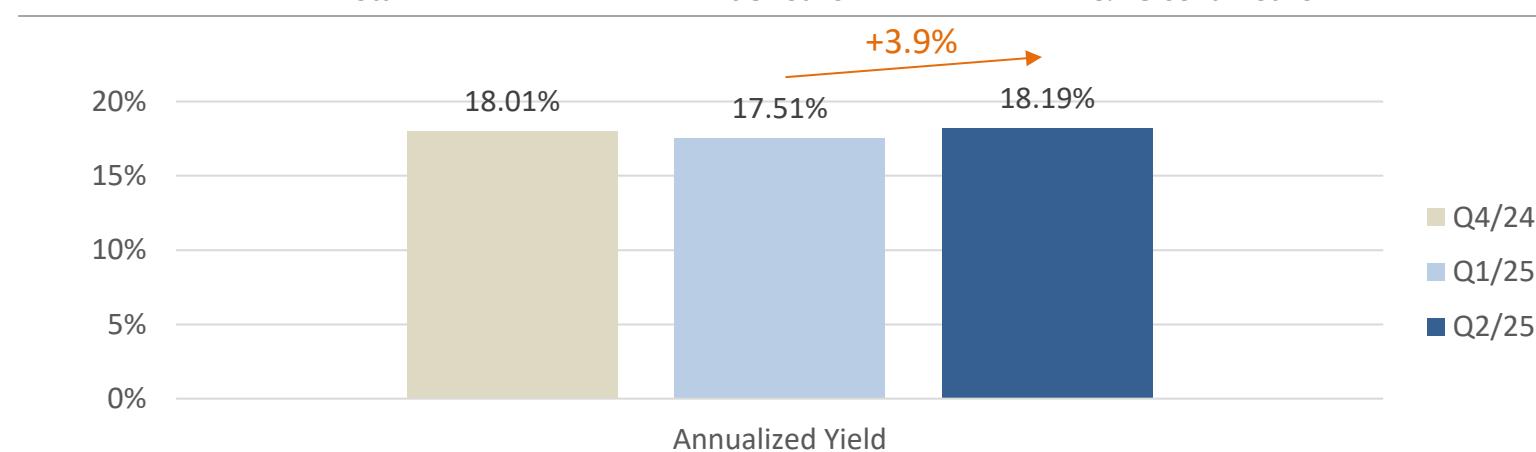
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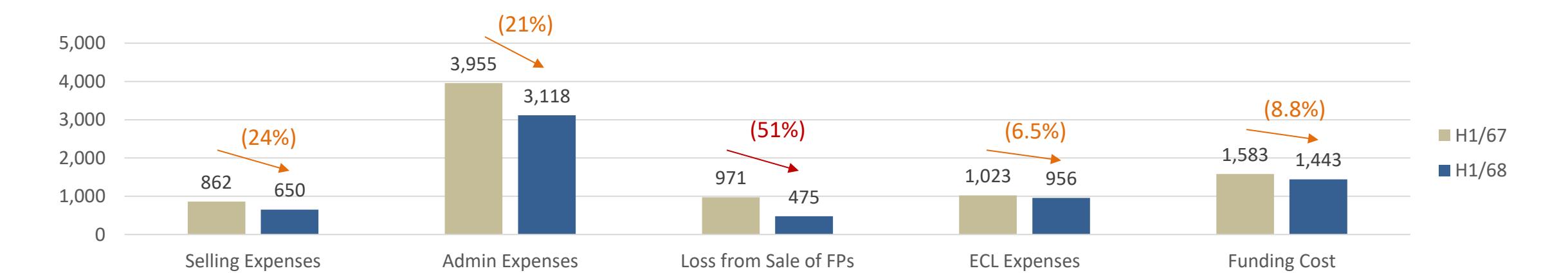
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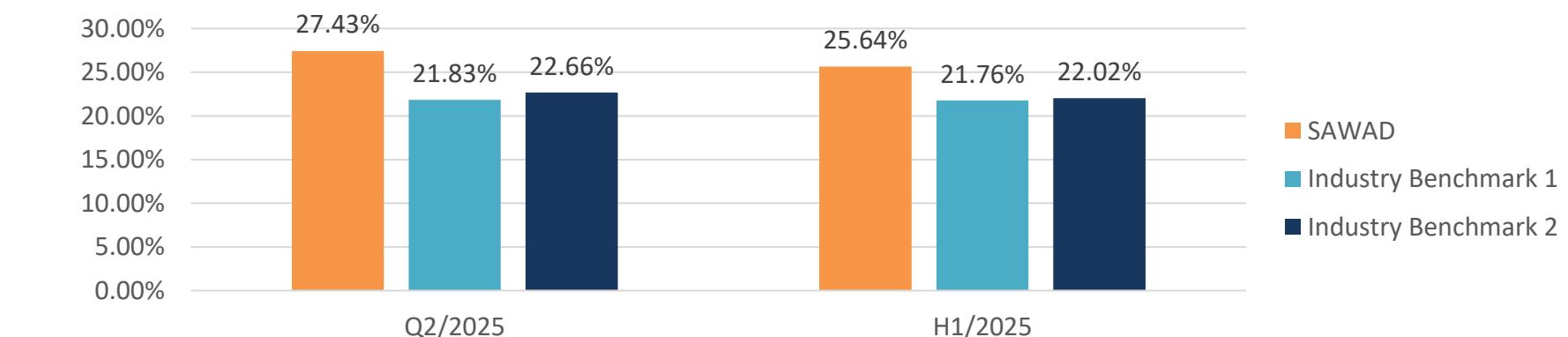
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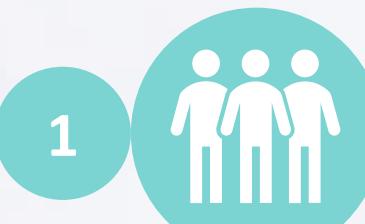
INVESTMENT HIGHLIGHTS

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CORPORATE SOCIAL RESPONSIBILITY



Inclusive Lending. Secured Assets. Proven Results.



1

Large and Underserved Market Opportunity

~18–20 million underbanked individuals in Thailand lack access to traditional financing, creating sustained demand for secured non-bank lending.



2

Diversified & Secured Loan Portfolio

Balanced exposure across motorcycle, car title, home-backed loans, and hire purchase financing—most with short tenors to manage credit risk.



3

Extensive National Branch Network + Digital Reach

Over 5,700 physical branches supplemented by mobile and digital platforms—enabling both local presence and scalable remote servicing.



4

Strong Profitability and Capital Resilience

High net margins, 8–9% ROA, and 27–29% ROE supported by high-yield lending products and efficient funding structure. Debt-to-equity improved to 1.8x in Q1/2025.



5

Disciplined Credit Quality Management

Conservative loan-to-value (LTV) ratios and a well-established asset repossession process help manage risk exposure and maintain portfolio quality across cycles.



6

Founder-Led Leadership with Deep Industry Expertise

SAWAD is led by its original founders, who remain active in day-to-day management and collectively hold a significant ownership stake, ensuring strong alignment with long-term shareholder value.

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Credit & Corporate Governance

Fitch Ratings
A-(THA)



- **Fitch Ratings (Thailand)** assigned a National Long-Term Rating of **A-(THA)** to Srisawad Corporation PCL.
- Received “**Excellent**” CG Scoring for 2024 from the Thai Institute of Directors.
- Received the **2024 SET ESG Rating** with “AA” scores, highlighting strong governance and sustainable business practices.

Sustainability & Brand Recognition



- Recognized by Thaipat Institute with the **2024 Sustainability Disclosure** Acknowledgement.
- Named “**Best Company of the Year 2024**” (Finance & Securities Category) by Money & Banking Magazine.
- Won “**Outstanding Brand Performance on Social Media**” (Financial Services) at the Thailand Social Awards 2024 for the third consecutive year.

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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Thailand's Financial Convenience Store



www.sawad.co.th