



AEON Thana Sinsap (Thailand) PCL.



Financial Performance of 2Q2025

Ended August 31, 2025

Company Overview



AEONTS FINANCIAL PRODUCTS & SERVICES

Interest Incomes

Other Incomes



Credit Cards & Cash Advances

AEON Credit Cards, AEON Digital Credit Card, etc.

16% p.a. Interest Rate Cap

Credit Card/Virtual Credit Card
Operate under BOT's Credit Card license



Personal Loans

25% p.a.

Interest Rate Cap

Happy Loan, Digital Your Cash, Happy Pay

Revolving Credit Line
Operate under BOT's Personal Loan under Supervision



Motorcycle & Used Car HP

15% p.a. Used Car ; 23% p.a. Motorcycles Interest Rate Cap

Used vehicle hire purchase regulated by BOT

Vehicle Title Loan

24% p.a.

Interest Rate Cap

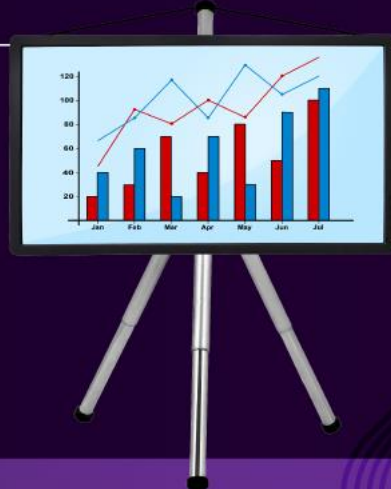
Auto Quick Cash

Operate under BOT's Personal Loan under Supervision



Insurance Brokerage

Life and Non-life Insurance
Regulated by OIC Thailand



Debt Collection Service

Subsidiary – ACS Servicing (Thailand) Company Limited

One-Stop Debt Collection Service with Advanced Technology



Asset Management

Subsidiary – AEON Asset Management (Thailand) Company Limited

Purchasing & Acquiring Distressed Assets from Financial Institution.
Operate under BOT's AMC license.



AEON Thana Sinsap (Thailand) PCL

AEONTS:TB

About the Company

AEON Thana Sinsap (Thailand) Public Company Limited provides consumer financial services. The Company offers financial products and services, including consumer loans and credit cards, under supervision of the Bank of Thailand. It also has investments in neighboring countries, namely Cambodia and Lao.

Address

EXCHANGE TOWER, FLOOR 27, 388
SUKHUMVIT ROAD, KHLONG
Khlong Toei, Bangkok
Thailand




Website

www.aeon.co.th

Executive Directors

Mr. Toshiya Shimakata	Director & MD
Ms. Suporn Wattanavekin	Director
Mr. Kazumasa Oshima	Director & CFO
Mr. Junichi Iwakami	Director
Mr. Katsushi Iwamoto	Director & CMO
Mr. Amorn Jirachaiprasitti	Director & CCO

Corporate Governance & ESG Recognitions

ESG Rating	 MSCI ESG RATINGS CCC B BB BBB A AA AAA
CG Score	
GHG Verification	



AEON Thana Sinsap (Thailand) PCL

AEONTS:TB

Top 5 Major Shareholders (as of August 2025)

Rank	Shareholders	No. of Shares	% Share Holding
1	AEON Financial Service Ltd.	87,800,000	35.12%
2	ACS Capital Corporation Co., Ltd.	48,000,000	19.30%
3	AEON Holdings (Thailand) Co., Ltd.	22,000,000	8.80%
4	Thai NVDR	14,346,352	5.74%
5	Tisco Master Pooled Registered Provident Fund	9,114,900	3.65%

Stock Statistics (as of June 2025)

No. of Share Registration	250,000,000 shares
Par value	1.00 Baht
Free Float	30.95%

Dividend Payment Policy

The policy for dividend payment of the Company is at the rate of **not less than 30%** of the Company's consolidated net profit.

The Board of Directors' resolution of dividend payment has to be approved at the Shareholders' Meeting unless it is an interim dividend distribution.

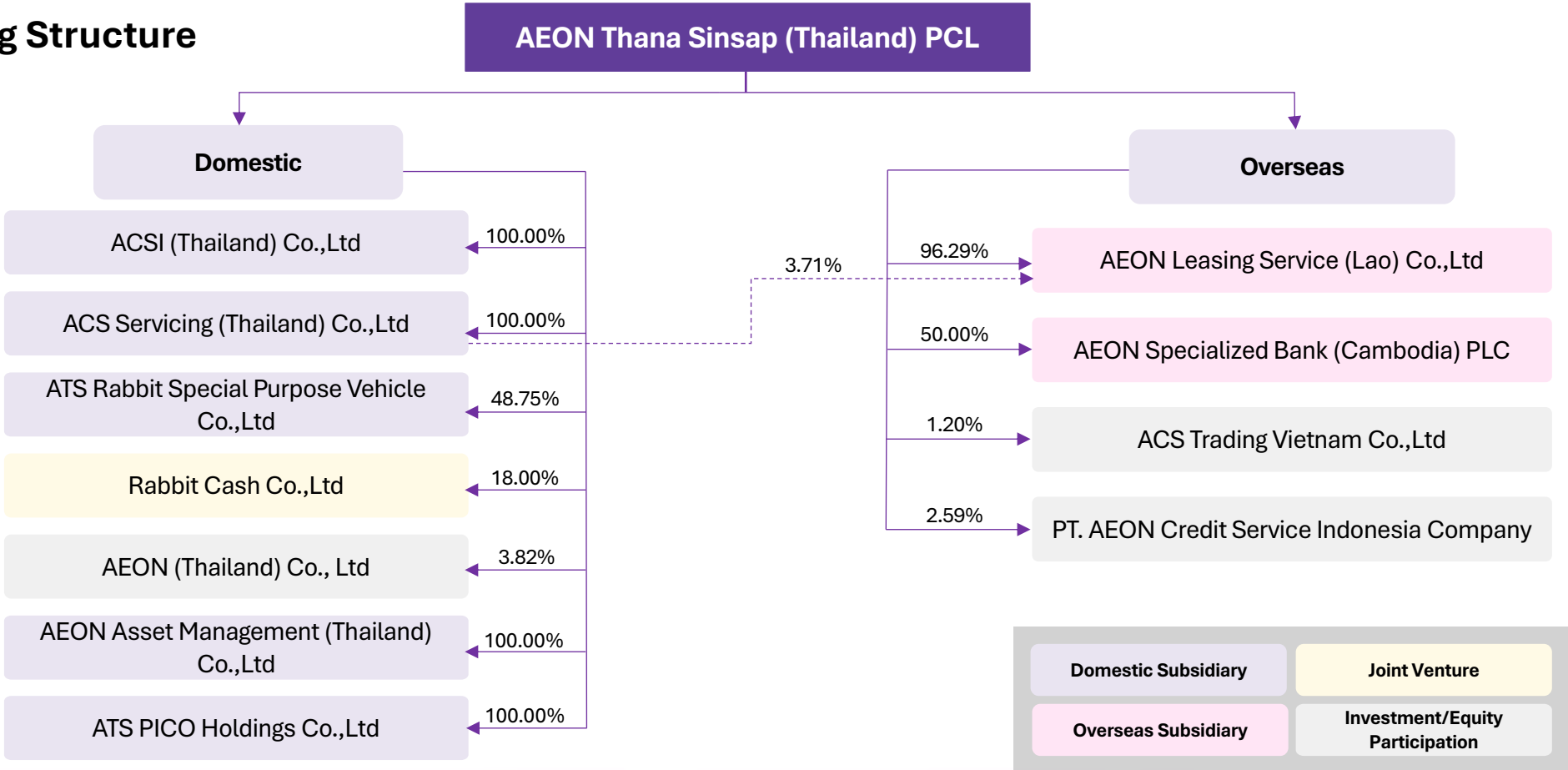
The Board of Directors authorized to approve the interim dividend payment before reporting it at the next Shareholders' Meeting.



AEON Thana Sinsap (Thailand) PCL

AEONTS:TB

Shareholding Structure



AEONTS HIGHLIGHTS

**Optimize Portfolio to Enhance
Profitability & Financial Health**

01 Asset Quality Management

02 Products/Sales Management

03 Cost Management



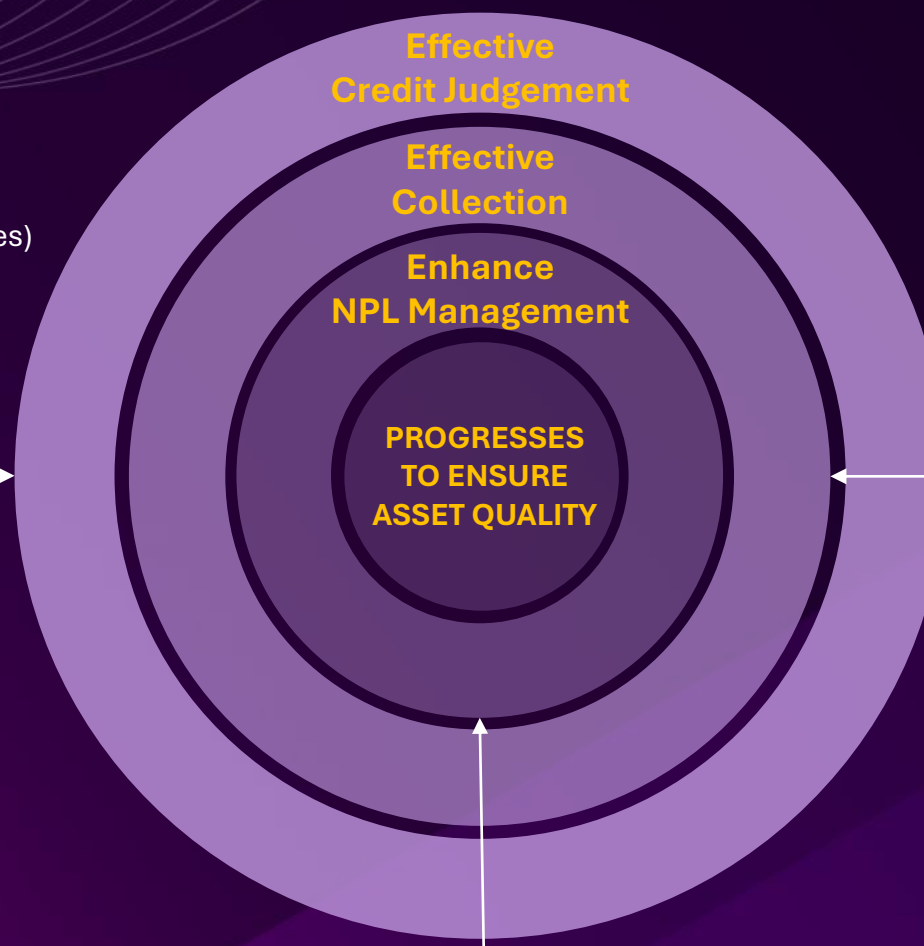
01 STRATEGIES TO SUPPORT ASSET QUALITY

New Credit Scoring System Launched in 2Q25

- Improve Approval Ratio (Secured Loan/Motorcycles)
- Change Criteria to Reflect Future Risks

New Collection System

- **Performance Improved:**
Real-time customer engagement
- **Profitability Enhanced:**
Optimize cost through AI Talkbot automation
- **Flexible collection:** uses automation to support human resources



Debt Mediation Programs & You Fight, We Help

Actively participating in government-led (10 events) and in-house (1 event) debt mediation schemes, while continuing engagement in the “You Fight, We Help” program

02

UNLOCKING SELECTIVE GROWTH

SUSTAINABLE PRODUCT PORTFOLIO & TOUCHPOINTS

Enhance Customer Acquisition Channels

Strengthening direct sales efforts & upgrading customer gateways

Targeting Selective Loan Growth

Driving loan growth through the launch of new PL product

Boosting Fee Incomes

Boost insurance, build end-to-end financial services

GROWTH DRIVING STRATEGIES

1. Expanding Customer Acquisition Channel/Network

- **Pivot to Direct Sales:** Branch-based face-to-face and tele-sales
- **Broader EDC Coverage:** Using bank EDCs to boost hire purchase sales
- **QR code – A merchant:** QR-based applications for installment loans

2. New Product Launching in 3Q25

- House cards + new promotion schemes
- Introducing a Term-loan product for selective customers, with risk-based pricing designed to enhance portfolio quality and support sustainable growth

3. Key Driver to Strengthen Fee Incomes

- Bad debt recovery
- Insurance
- AMC

03

ADVANCING COST MANAGEMENT

PROFITABILITY IMPROVEMENT

OPEX

Branch strategy to remodel, redesign and reduce in size and continued development of digitalization

Marketing

Value-driven, effective, crafted to drive growth promotions

Funding

Downtrend policy rate, support margin and lending cost

NEXT-WAVE COST INITIATIVES

1. Adopt AI Talkbot

Automating debt collection to enhance efficiency and reduce operating costs

2. Leverage Card Benefit Programs towards Targeted Customers

The Company revamps promotion schemes & marketing activities to improve cost efficiency while refining criteria to better match target segments-both aimed at strengthening engagement with customers

3. Optimize Thai Baht Funding

Shifting towards THB-denominated financing to optimize funding mix and reduce funding cost

Financial Performance 2Q2025





1H2025 Financial Highlights

Loan Portfolio (AR)

THB
million **88,279**



(0.75) YTD

Revenues

THB
million **10,867**



(3.16%) Y-Y

Net Income
Attributable to the
Owners of the Parent

THB
million **1,563**



16% Y-Y

Net Profit Margin

14.3%

ROE
11.9%

ROA
3.3%

Asset Quality

Separate Company Consolidated

4.9% / 5.2%

ECL Stage 3

5.2%

Net Credit Cost

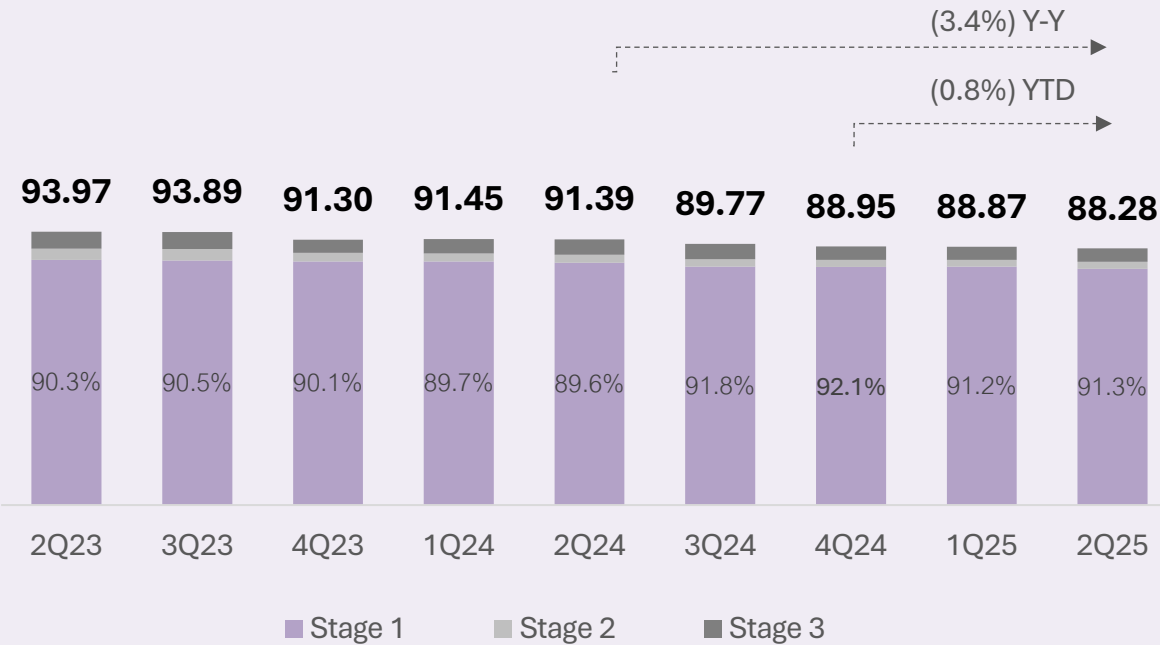
167%

Coverage Ratio

Accounts Receivable

Accounts Receivable

Unit: Billion Baht



Accounts Receivable Segmentation

Credit card

41%
Yield 18.6%

Hire Purchase

11%
Yield 15.4%

Average Yield
20.11%

Personal Loan

48%
Yield 22.5%

Profit & Loss Summary

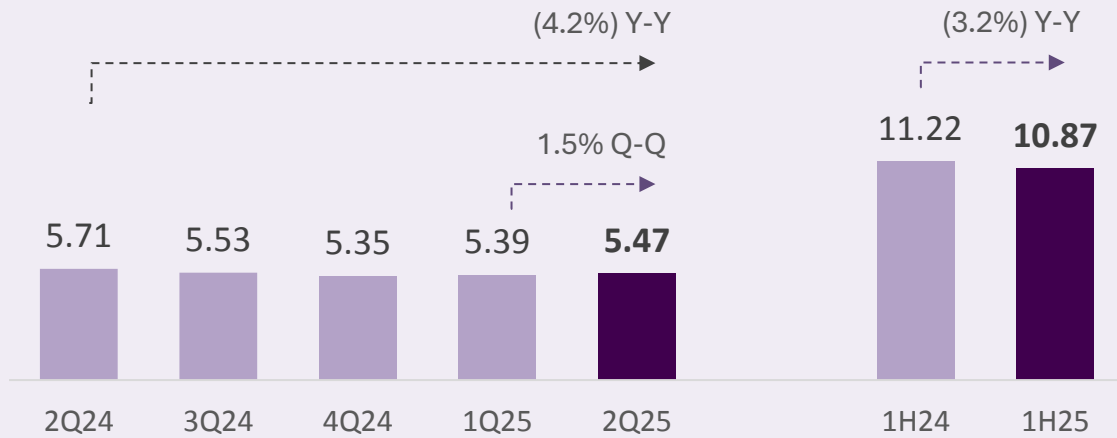
Profit and Loss Statement Unit : Million Baht	Quarterly					First-Half Year		
	2Q2025	2Q2024	%YoY	1Q2025	%QoQ	1H2025	1H2024	%YoY
Credit card income	1,710	1,920	(11%)	1,706	0.2%	3,415	3,818	(11%)
Loan income	2,371	2,453	(3%)	2,385	(0.6%)	4,756	4,928	(3%)
Hire-purchase income	362	311	16%	371	(2%)	733	594	23%
Other income	1,031	1,030	0.1%	931	11%	1,962	1,881	4%
Total Revenues	5,474	5,714	(4%)	5,393	1%	10,867	11,221	(3%)
Operating & Admin expense	2,024	2,132	(5%)	2,073	(2%)	4,098	4,319	(5%)
Expected credit loss	1,908	1,986	(4%)	1,766	7%	3,674	4,075	(10%)
Finance costs	538	558	(4%)	537	0.2%	1,074	1,116	(4%)
Other expenses	0.6	(0.3)	335%	5	(87%)	5	1	287%
Total Expenses	4,471	4,676	(4%)	4,381	2%	8,851	9,511	(7%)
Profit before tax income	1,003	1,039	(3%)	1,012	(1%)	2,015	1,710	18%
Income tax expenses	218	207	5%	204	7%	422	340	24%
Net profit Attribute to Owner of the Parent	792	822	(4%)	772	3%	1,563	1,346	16%
Earnings Per Share (Baht per share)	3.17	3.29	(4%)	3.09	3%	6.26	5.39	16%

Remark: Operating Exp includes Directors & Managements' remuneration

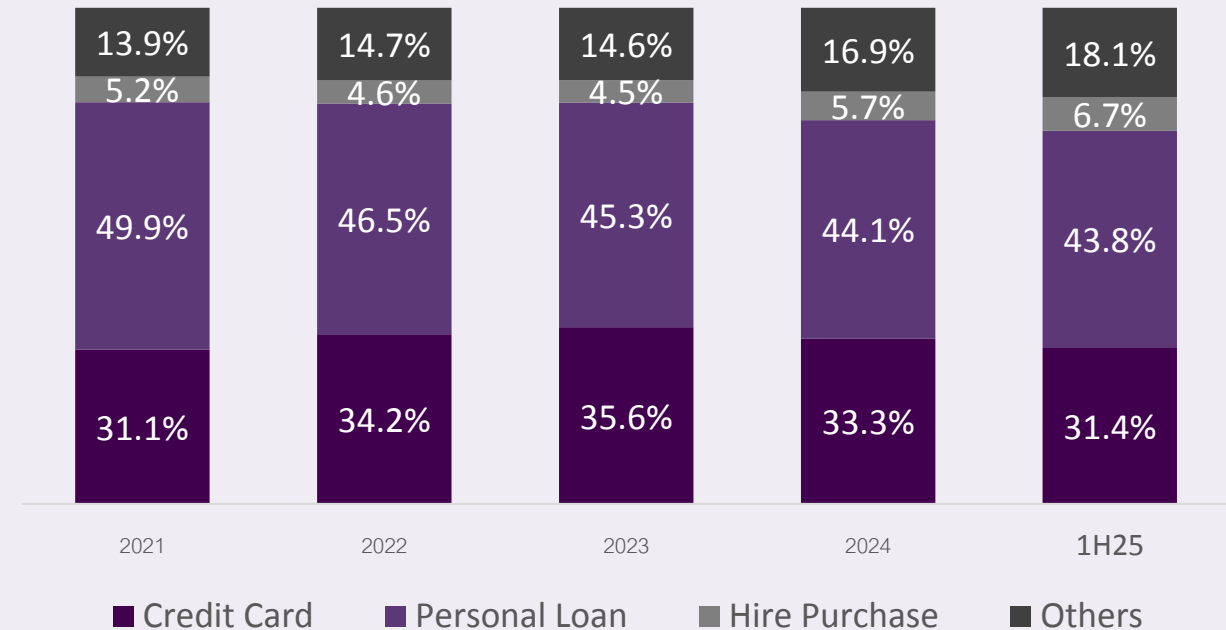
Revenues

Revenues

Unit: Billion Baht



Revenue Segmentation



Other Incomes Expansion

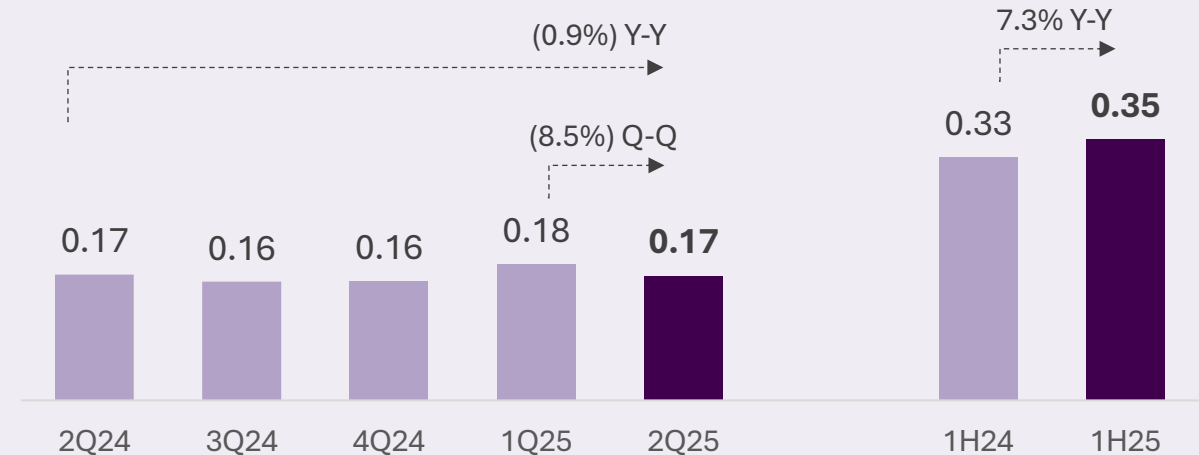
Bad Debt Recovery

Unit: Billion Baht



Insurance Brokerage Fee

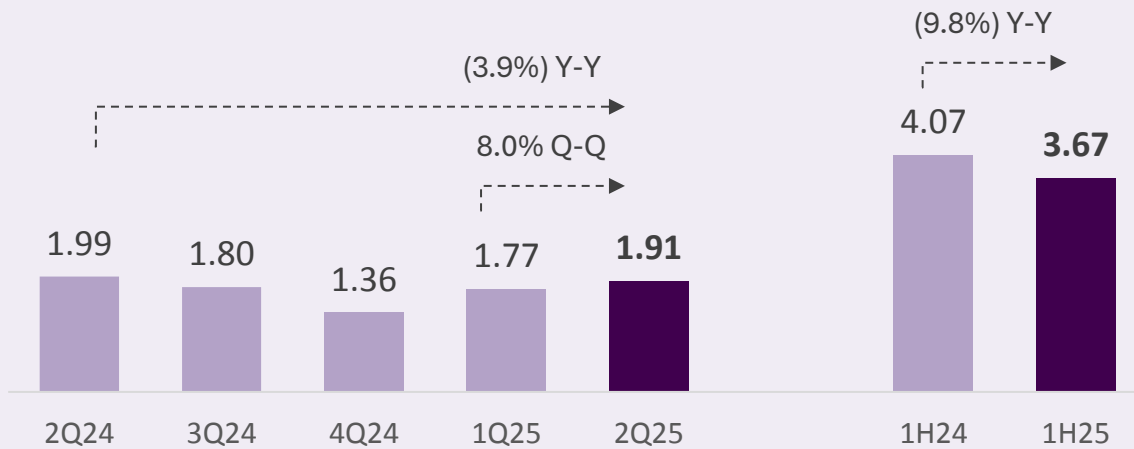
Unit: Billion Baht



Expenses

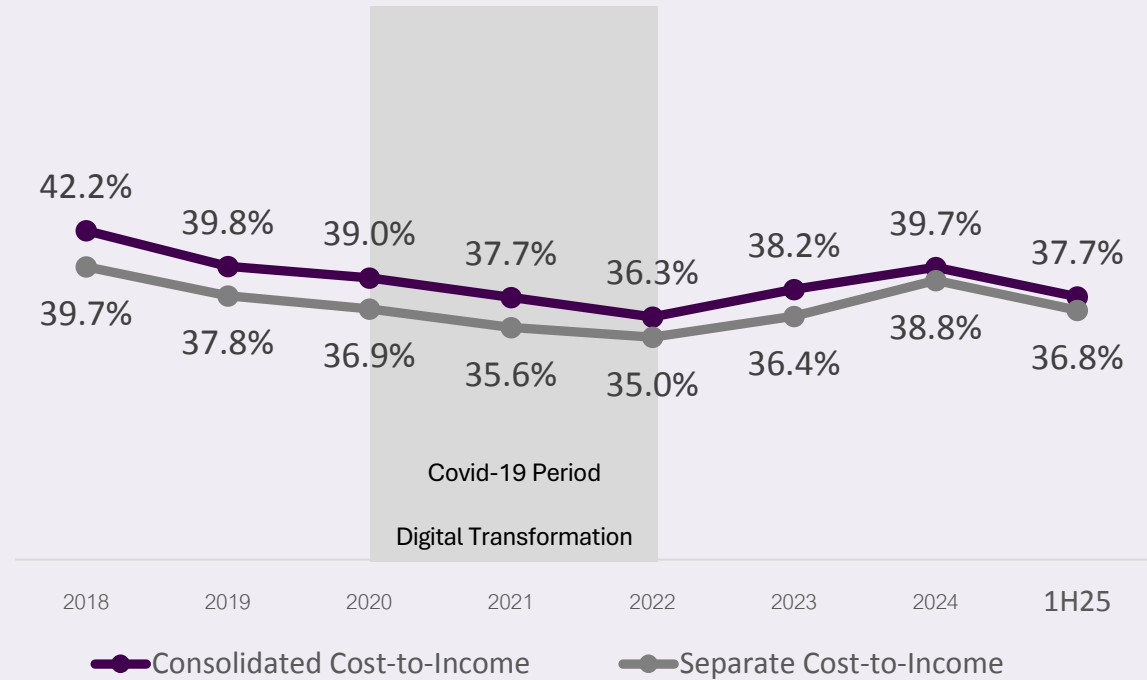
Expected Credit Loss

Unit: Billion Baht



Cost-to-Income Ratio

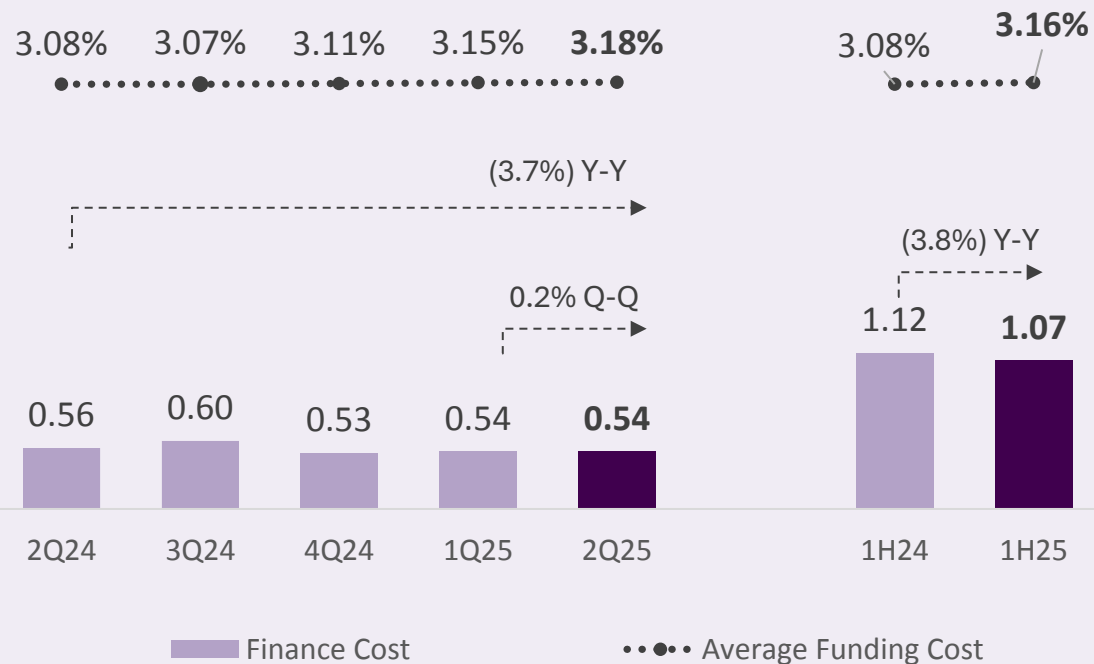
Unit: %



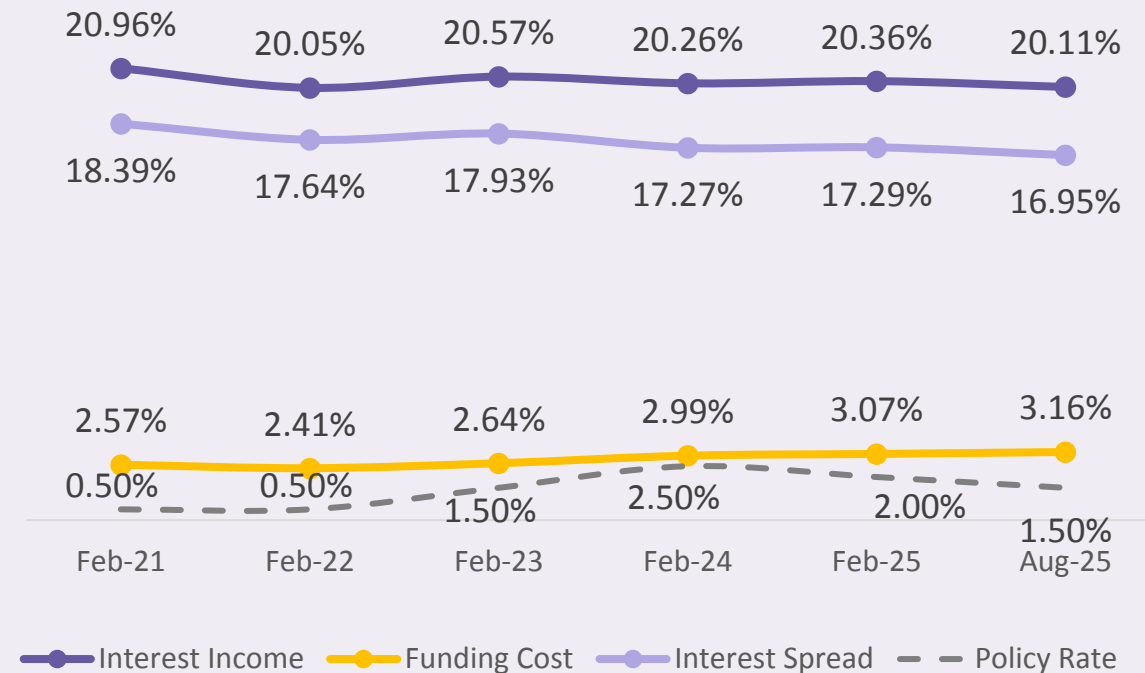
Interest Expense vs Spread

Finance Cost

Unit: Billion Baht



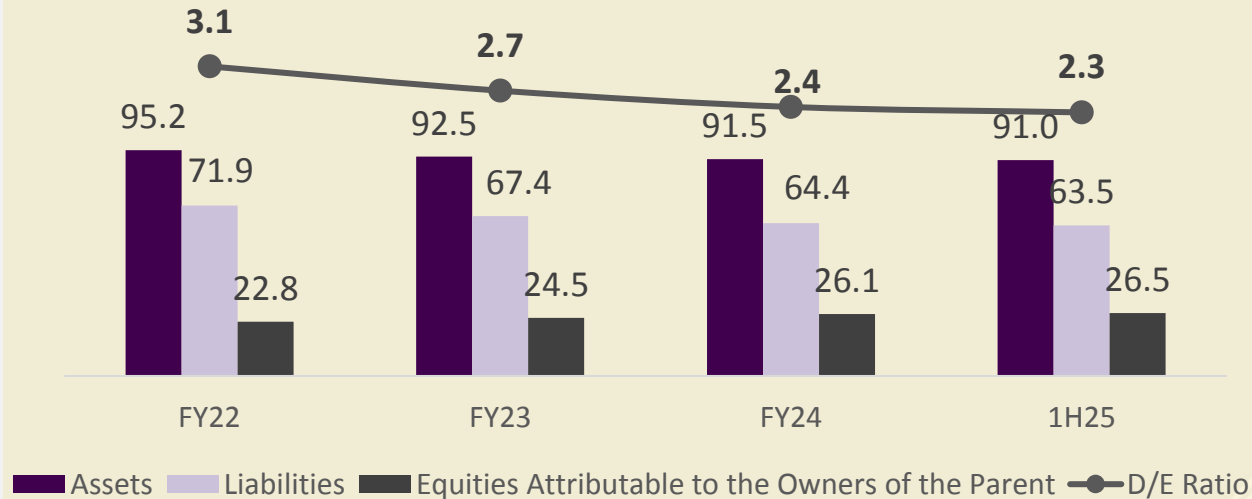
Interest Income vs Cost



Financial Solvency

Financial Positions

Unit : Billion Baht; D/E : Times



Credit Ratings

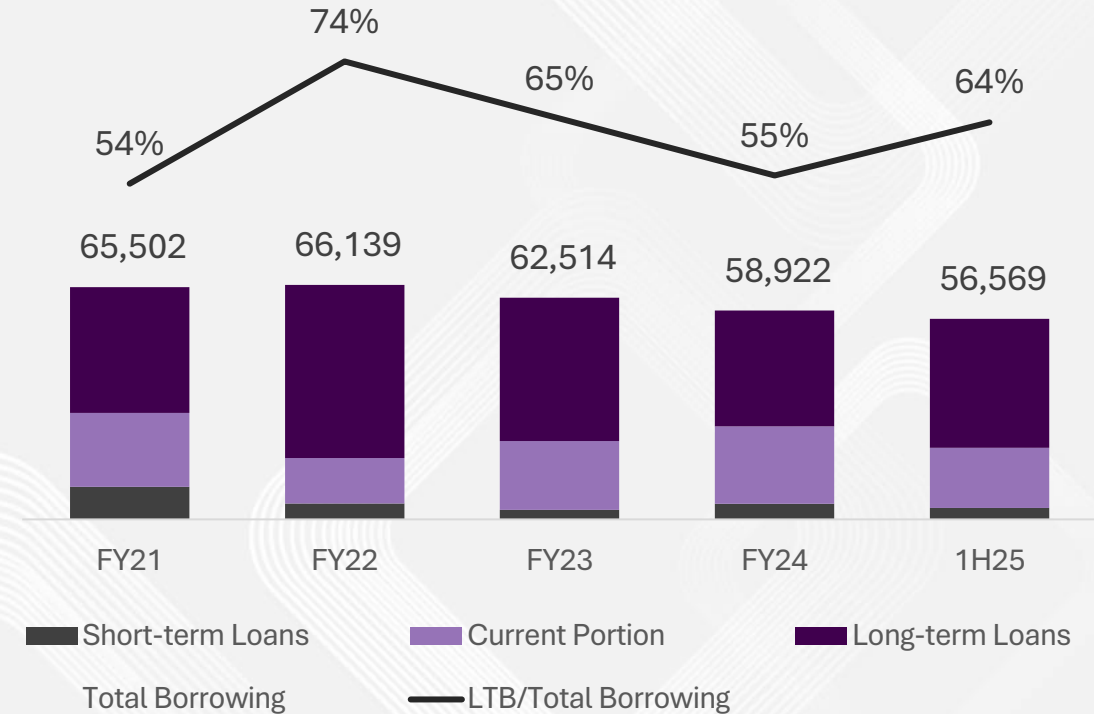
FitchRatings

Affirm A-(tha)/Stable

Announced Date: 17 February 2025

Interest Bearing Debts

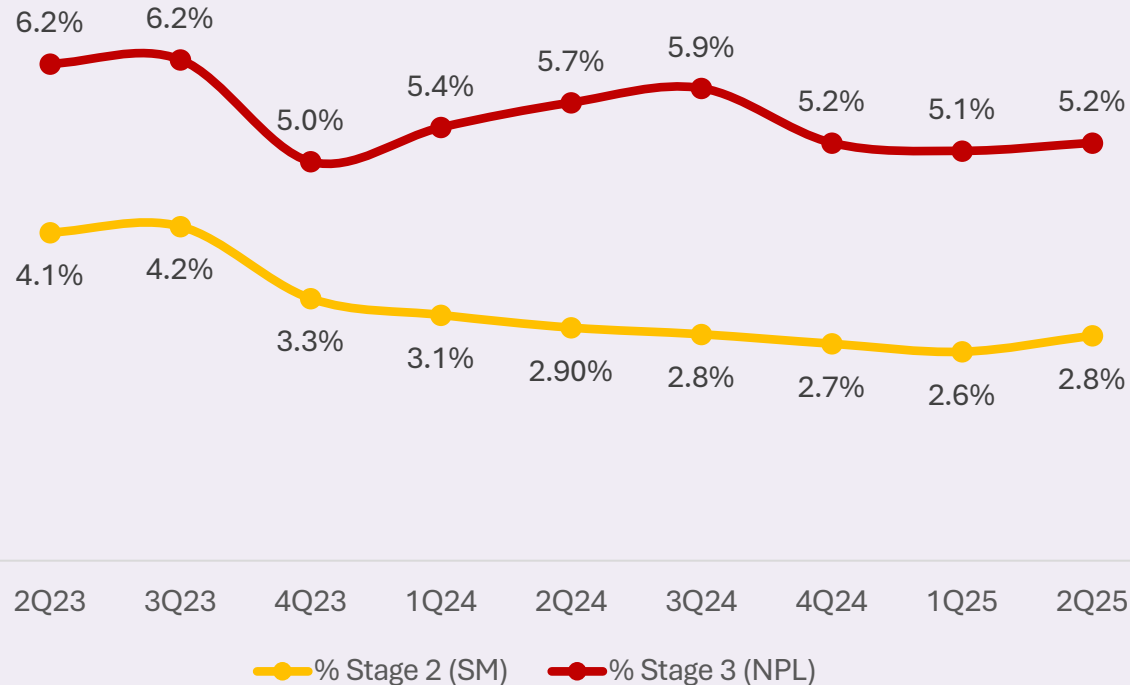
Unit : Billion Baht; LTB/Total Borrowing : %



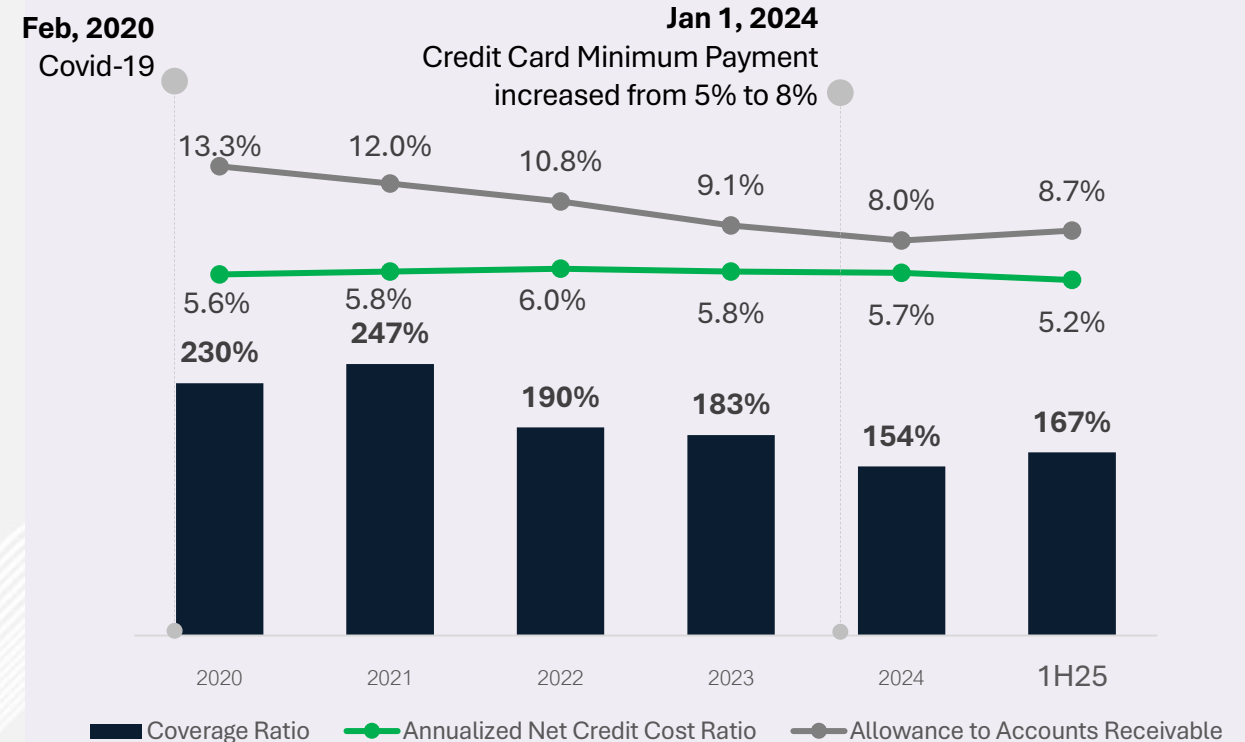
Asset Quality

Asset Quality

Unit : Billion Baht



Annualized Net Credit Cost Ratio (%)



Subsidiaries Driving Growth : 1H25

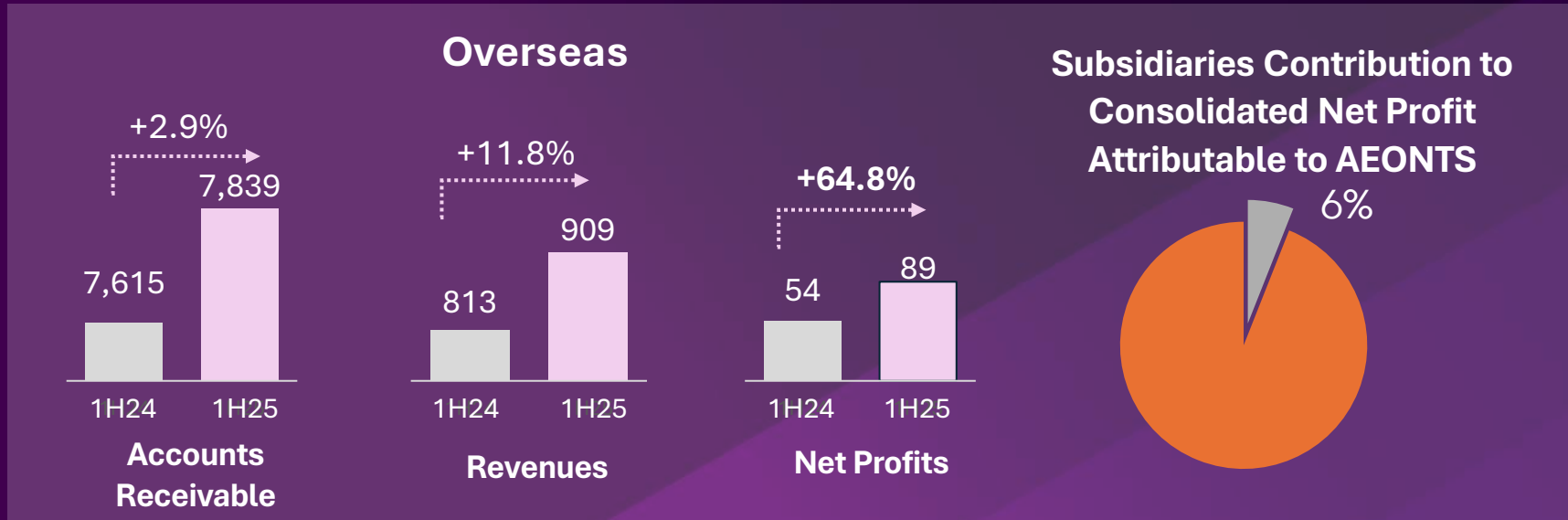
Unit: Million Baht	Overseas	ACSS	AMC	Total*
Accounts Receivable	7,839	58	-	7,897
Assets	8,245	526	360	9,131
Revenues	909	384	54	1,347
Net Profit	89	46	2	137

Remark: Overseas's Net Profit Attributable to AEONTS is 38.6 MB since AEON Cambodia is 50% owned by AEONTS.

* The PICO subsidiaries are on the process of having licenses, not included in the table.

Key Highlights:

- Subsidiaries reported net profit 137 MB
- Strong growth in Cambodia: Loan portfolio expanded 5% YoY
- Expanded branch network : 19 Location in overseas (Cambodia 16 branches , Laos 3 branches)
- AMC recorded revenue of 54 MB, starts monthly profits.





Significant Financial Ratio

		FY21	FY22	FY23	FY24	1H25
		Feb,22	Feb,23	Feb,24	Feb,25	Aug,25
Book Value per share	Baht	68.2	91.3	97.9	104.2	106.3
EPS	Baht	14.21	15.26	13.04	11.44	6.26
Return on Equity	%	19.2	17.9	13.8	11.3	11.9
Return on Asset	%	4.0	4.1	3.5	3.1	3.3
Dividend Payment	Baht	5.15	5.50	5.50	5.50	2.55
Interim	Baht	2.50	2.55	2.55	2.55	2.55
Final	Baht	2.65	2.95	2.95	2.95	-
Dividend Payout	%	36.2	36.0	42.2	48.1	40.7



Disclaimer

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THANK YOU

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