

Ngernturbo PCL Announces 2025 Annual Financial Results

For the year 2025, the Company reported a Net Profit of THB 503.1 million, representing a growth of 255.3% compared to 2024. For the fourth quarter of 2025, Net Profit stood at THB 141.5 million, an increase of 12.6% (QoQ).

This growth was mainly driven by the loan portfolio expansion and growth in the insurance brokerage business compared to the third quarter of 2025. Concurrently, the Company remains committed to its policy of AI technology integration, reflected in reduced administrative expenses compared to 2024, and the ongoing rationalization of overlapping branch operations. Furthermore, the Company has continued to improve its rigorous credit approval and debt collection processes, with the NPL ratio (Stage 3) improving from 4.18% to 3.96% between Q3 and Q4 2025.

Overview of Operating Results for Q4 2025

Quarter-on-Quarter Comparison (QoQ)

In Q4/2025, the Company recorded a net profit of THB 141.5 million, a growth of 12.6% from the previous quarter (QoQ), primarily due to the following factors:

1. **Total Income amounted to THB 814.2 million**, an increase of THB 51.3 million or 6.7% (QoQ). This resulted from the Company's loan portfolio expansion from THB 10,714.8 million to THB 11,102.5 million while maintaining a loan yield of approximately 24.0%. The insurance brokerage business also grew significantly due to increased product diversity and a higher number of insurance partners.
2. **Administrative Expenses increased by THB 27.9 million (QoQ)**, driven by seasonally higher branch renovation costs and increased personnel-related expenses, which is in line with company's performance.
3. **Expected Credit Loss (ECL) increased by THB 12.9 million (QoQ)** due to the consideration of management overlays of 5.0% of the total allowance for doubtful accounts, resulting in an increase in allowance for doubtful accounts of approximately THB 21.9 million. While this overlay was the primary factor behind the rise in the Credit Cost ratio, excluding this item would show a declining Credit Cost trend. This aligns with improved asset quality and a reduction in the Stage 3 ratio, which decreased from 4.18% in Q3 2025 to 3.96% in Q4 2025. The Management Overlay was implemented under the principle of Prudence as a precautionary measure to mitigate economic uncertainties and to prepare for the standards of Development Banks in the future.
4. **Finance Costs decreased by THB 10.2 million (QoQ)** due to changes in the capital structure following the listing on the SET, coupled with a decrease in the Company's borrowing rates, which aligned with the direction of the policy interest rate.

Year-on-Year Comparison (YoY)

In Q4/2025, the Company recorded a net profit of THB 141.5 million, a growth of 163.5% from the previous year (YoY), primarily due to the following factors:

1. **Total Income amounted to THB 814.2 million, an increase of THB 21.3 million (YoY)**, driven by significant growth in the insurance brokerage business resulting from increased product diversity and a higher number of insurance partners.
2. **Administrative Expenses decreased by THB 8.2 million (YoY)** due to efficient branch management, the optimization of overlapping branches, and the organization integration of technology.
3. **Expected Credit Loss (ECL) decreased by THB 45.2 million (YoY)** due to improved asset quality achieved through rigorous credit approval and debt collection processes, as well as an increase in bad debt recovery.
4. **Finance Costs decreased by THB 28.6 million (YoY)** due to changes in the capital structure following the listing on the Stock Exchange. Additionally, the Company's borrowing rates decreased in line with the policy interest rate.

Comparison of Financial Results for Q4/2025 (QoQ and YoY)

Consolidated Statement of Comprehensive Income	Q4'2025 (THB Million)	Change (QoQ)			Change (YoY)		
		Q3'2025 (THB Million)	Amount (THB Million)	Percentage (%)	Q4'2024 (THB Million)	Amount (THB Million)	Percentage (%)
Interest Income	682.3	664.7	17.6	2.6%	689.0	(6.7)	(1.0%)
Fee and Service Income	12.3	15.4	(3.1)	(20.1%)	20.6	(8.3)	(40.3%)
Sales of Goods	9.7	8.1	1.6	19.8%	4.4	5.3	120.5%
Other Income	110.0	74.6	35.4	47.5%	78.9	31.1	39.4%
Total Revenue	814.2	762.9	51.3	6.7%	792.9	21.3	2.7%
Cost of Goods Sold	(0.2)	(0.2)	0.0	0.0%	0.2	(0.4)	(200.0%)
Administrative Expenses	(405.0)	(377.1)	(27.9)	7.4%	(413.2)	8.2	(2.0%)
Expected Credit Losses	(145.0)	(132.1)	(12.9)	9.8%	(190.2)	45.2	(23.8%)
Finance Costs	(89.8)	(100.0)	10.2	(10.2%)	(118.4)	28.6	(24.2%)
Total Expenses	(640.0)	(609.4)	(30.6)	5.0%	(721.6)	81.6	(11.3%)
Profit (Loss) Before Income Tax	174.2	153.5	20.7	13.5%	71.3	102.9	144.3%
Income Tax Revenue (Expense)	(32.6)	(27.9)	(4.7)	16.8%	(17.5)	(15.1)	86.3%
Net Profit	141.5	125.7	15.8	12.6%	53.7	87.8	163.5%

Overview of 2025 Operating Results

For the full year of 2025, Total Income was THB 3,094.7 million, a growth of 2.0% (YoY). Net Profit for 2025 stood at THB 503.1 million, an increase of 255.3% (YoY), driven primarily by the following factors:

- Effective Loan Portfolio Management:** Interest income continued to grow robustly, even as the overall loan portfolio slightly decreased.
- Efficient Cost Management:** Administrative expenses decreased by 10.6% (YoY) to THB 1,475.6 million due to the optimization of overlapping branches and the organization-wide integration of AI technology.
- Credit Risk Management:** Expected Credit Loss (ECL) decreased by 21.3% (YoY) to THB 600.2 million, reflecting an improvement in asset quality resulting from enhanced risk management procedures in both lending and debt collection, as well as an increase in bad debt recovery.
- Reduced Finance Costs:** Finance costs decreased by 10.9% (YoY) as a result of lower interest rates and reduced borrowing from financial institutions, consistent with the cautious lending approach adopted in 2025.

Annual Operating Results for the Years Ended December 31, 2024 and 2025

Consolidated Statement of Comprehensive Income	As of		Change	
	Dec 31, 2025 (THB Million)	Dec 31, 2024 (THB Million)	Amount (THB Million)	Percentage (%)
Interest Income	2,671.0	2,595.2	75.8	2.9%
Fee and Service Income	62.5	85.3	(22.8)	(26.7%)
Sales of Goods	27.2	27.3	(0.1)	(0.4%)
Other Income	334.0	325.4	8.6	2.6%
Total Revenue	3,094.7	3,033.2	61.5	2.0%
Cost of Goods Sold	(0.7)	(8.1)	7.4	(91.4%)
Administrative Expenses	(1,475.6)	(1,650.7)	175.1	(10.6%)
Expected Credit Losses	(600.2)	(762.5)	162.3	(21.3%)

Consolidated Statement of Comprehensive Income	As of		Change	
	Dec 31, 2025 (THB Million)	Dec 31, 2024 (THB Million)	Amount (THB Million)	Percentage (%)
Finance Costs	(402.1)	(451.4)	49.3	(10.9%)
Total Expenses	(2,478.6)	(2,872.7)	394.1	(13.7%)
Profit (Loss) Before Income Tax	616.1	160.5	455.6	283.9%
Income Tax Revenue (Expense)	(113.0)	(19.0)	(94.0)	494.7%
Net Profit	503.1	141.6	361.5	255.3%

Financial Position Overview

Quarter-on-Quarter Comparison (QoQ)

- **Assets:** As of December 31, 2025, the Company had total assets of THB 12,677.2 million, a slight decrease of 2.4% from the previous quarter (QoQ). The primary cause was efficient liquidity management; cash and cash equivalents decreased by THB 664.9 million, which was utilized to support loan portfolio expansion.
- **Liabilities:** The Company's total liabilities decreased by 4.8% (QoQ), primarily driven by repayments of loans from financial institutions, resulting in an overall reduction in debt burden and finance costs.
- **Shareholders' Equity:** Shareholders' equity increased by 3.9% (QoQ), directly resulting from growth in operating performance, which led to an increase in retained earnings

Year-on-Year Comparison (YoY)

- **Assets:** As of December 31, 2025, the Company had total assets of THB 12,677.2 million, a slight decrease of 1.1% from the end of 2024. The implementation of a rigorous lending policy consistent with economic conditions resulted in a 0.3% decrease in net loans and hire purchase receivables compared to the end of 2024.
- **Liabilities:** Total liabilities decreased significantly by 12.8% from the end of 2024. The main cause was the management of excess liquidity to repay loans from financial institutions, consistent with the reduced size of the loan portfolio, thereby helping to reduce interest expenses.
- **Shareholders' Equity:** Shareholders' equity increased by 44.7% from the end of 2024. The key factor was the capital raising through the Initial Public Offering (IPO) of ordinary shares to the general public, as well as increased retained earnings from continued operational growth.

Statement of Financial Position

Consolidated Statement of Financial Position	31 Dec 2025 (THB Million)	Change (QoQ)			Change (YoY)		
		30 Sep 2025 (THB Million)	Amount (THB Million)	Percentage (%)	31 Dec 2024 (THB Million)	Amount (THB Million)	Percentage (%)
Cash and cash equivalents	239.7	904.6	(664.9)	(73.5%)	222.0	17.7	8.0%
Loans and Hire Purchase Receivables - Net	11,102.5	10,714.8	387.7	3.6%	11,131.1	(28.6)	(0.3%)
Total Assets	12,677.2	12,985.4	(308.2)	(2.4%)	12,817.0	(139.8)	(1.1%)
Total Liabilities	8,899.9	9,351.6	(451.7)	(4.8%)	10,205.9	(1,306.0)	(12.8%)
Total Equity	3,777.3	3,633.8	143.5	3.9%	2,611.1	1,166.2	44.7%

Key Financial Ratios

Key Financial Ratio	For year ended		
	31 Dec 2025	30 Sep 2025	31 Dec 2024
Net Interest Margin (%)	19.7%	20.0%	19.7%
Cost to Income (%)	54.8%	54.4%	64.3%
Stage 1 (%)	90.4%	87.9%	84.5%
Stage 3 (%)	3.96%	4.18%	4.17%
Credit Cost (%)	5.2%	5.3%	6.5%

Note: Ratios derived from the income statement for the 9-month period ended September 30, 2025, have been annualized for comparison purposes.