



Status Quo and Outlook of Finance Business in Cambodian Market

28th May 2013

 **WedgeHoldings**

 www.wedge-hd.com

Cambodia Last Week







Faster



Heavier



More people



Easier





Motorcycles



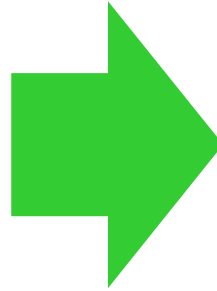
Infrastructure of Grass-root economies

Finance develops industry

Bank



Mr. Eiichi Shibusawa



Microfinance



Heavy Industries



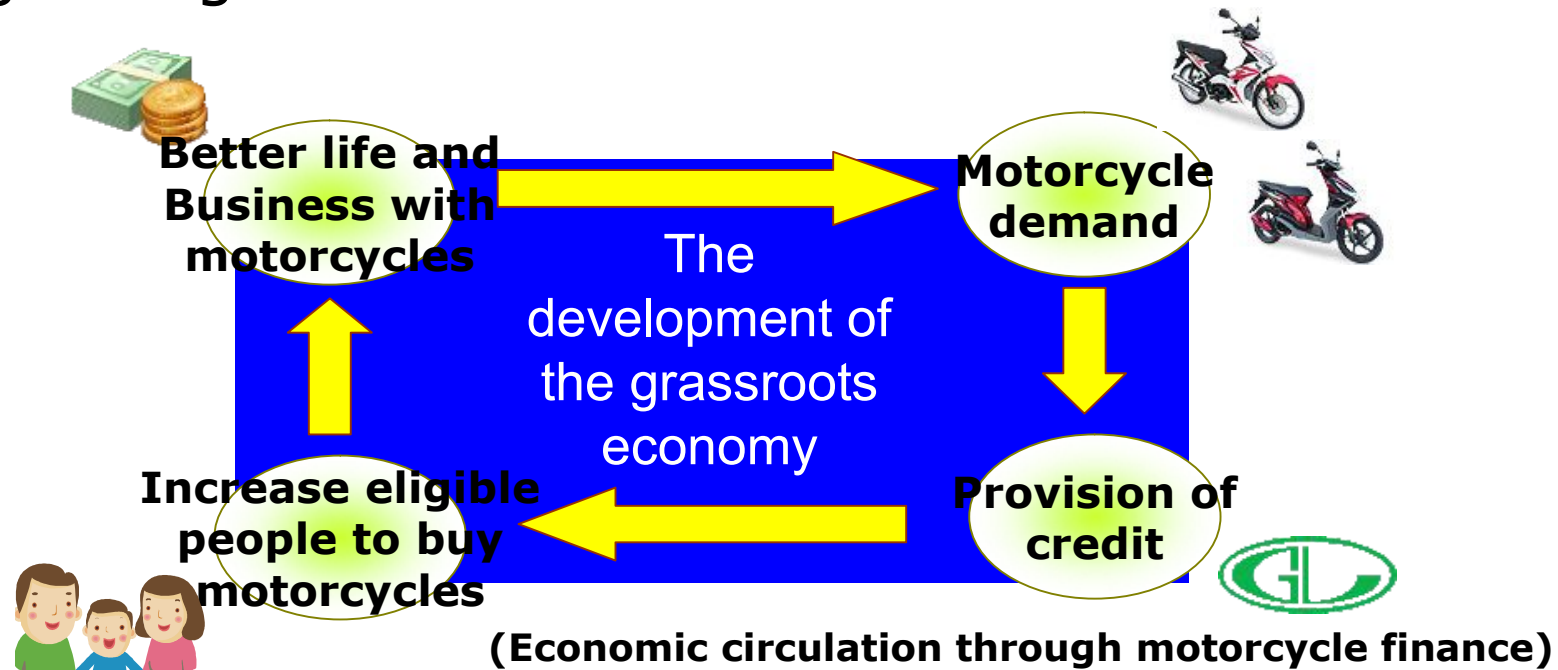
Grass Root Economy

Acceleration of industry infrastructure of Grass-root Economies with Finance



The role of the finance business

- ❖ To accelerate the economic development of the growing market

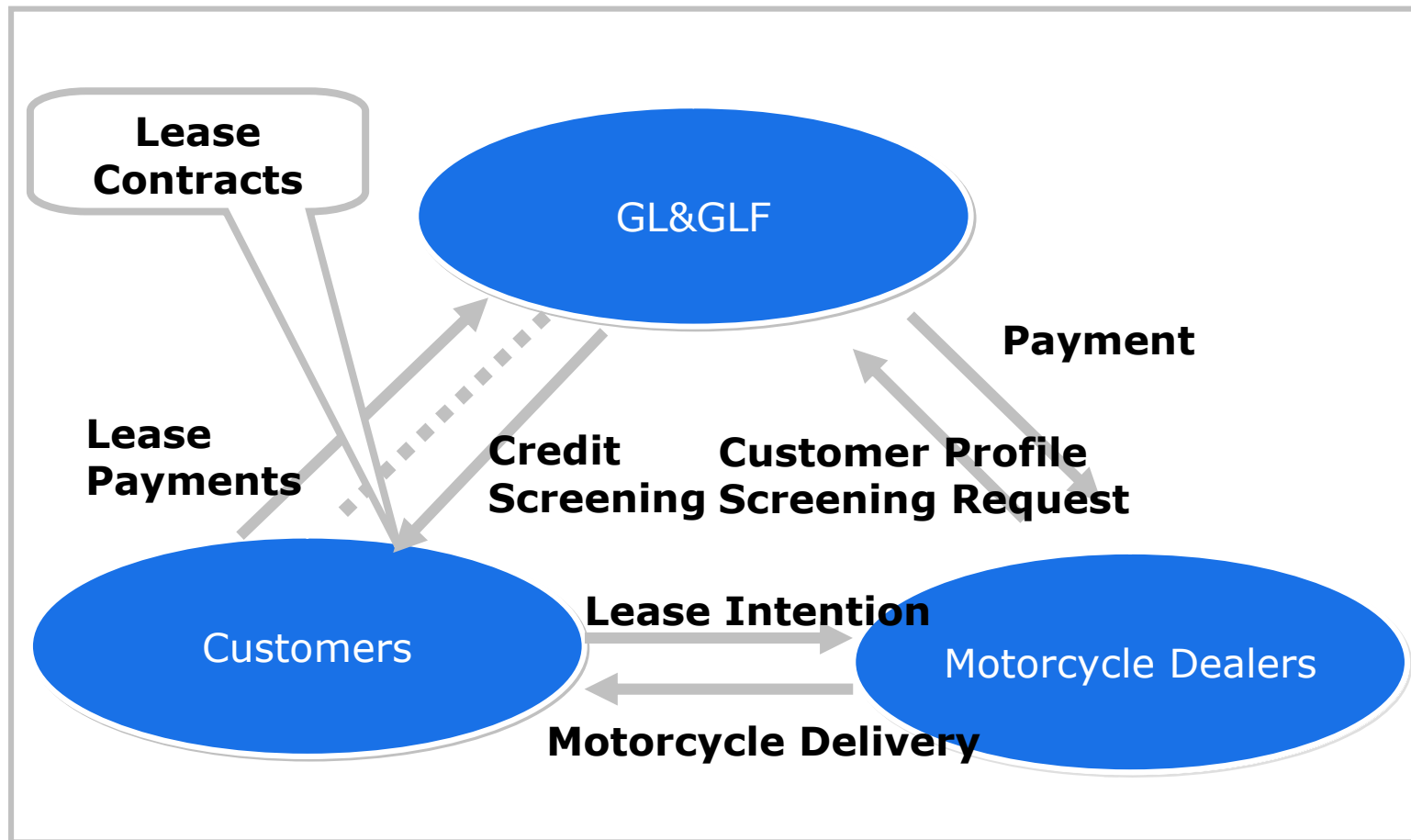


- ❖ From Thailand & Cambodia to ASEAN's economic infrastructure



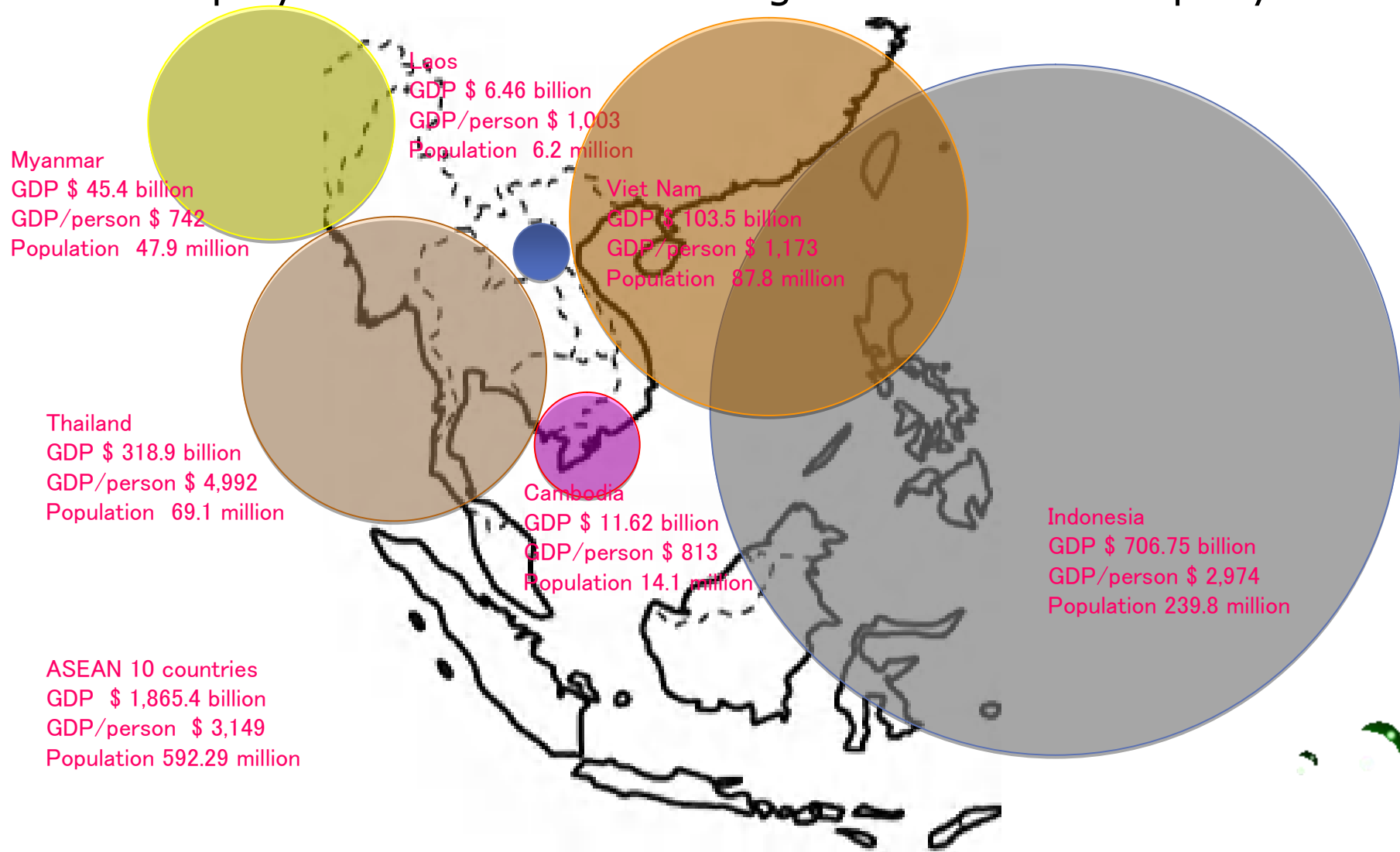
Business Model of Finance Business

Type of Business



Deployment of Finance Business : ARFC Vision

- ❖ Business expansion from Thailand throughout ASEAN
 - Deployment as an ASEAN Regional Finance Company



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Superiorities of Our Business in Cambodia



Expansion to Cambodia

- ❖ Market on the Boil.
- ❖ First & Only Leasing Company
- ❖ GL Method

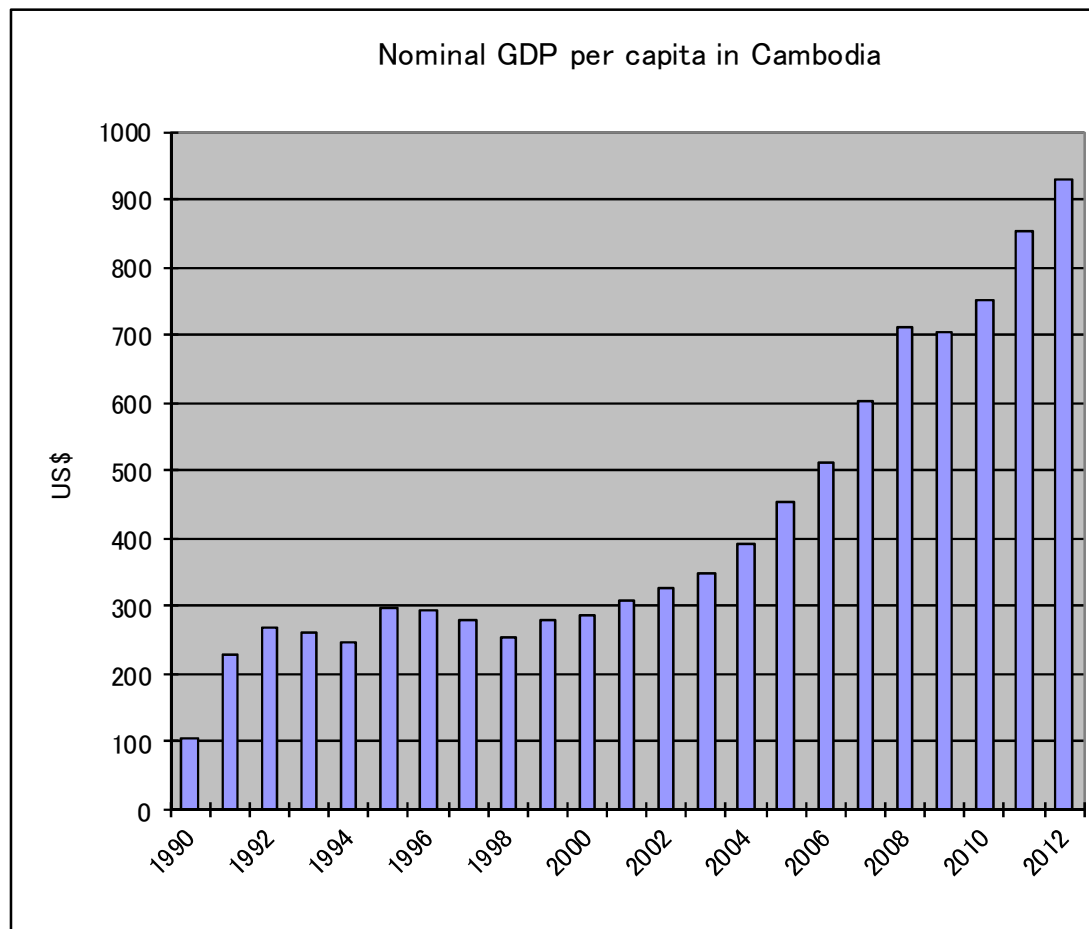


Expansion to Cambodia

Market on the Boil

High Growth Potential in Cambodia Markets

- ❖ Per capita GDP expansion and high GDP growth continues



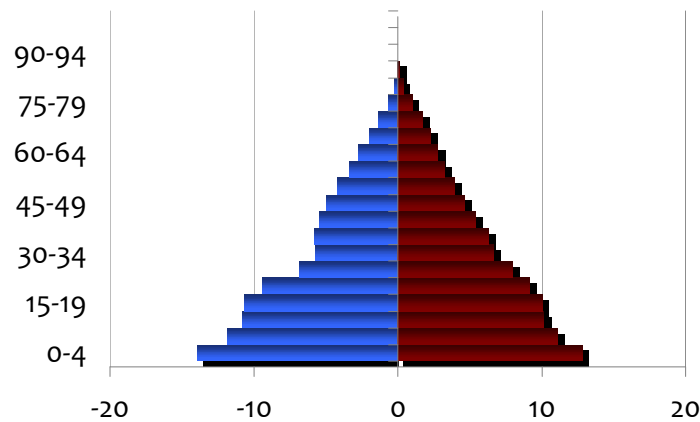
Published by: IMF World Economic
Outlook

www.imf.org
*GDP & GDP growth rates for 2012 are estimates

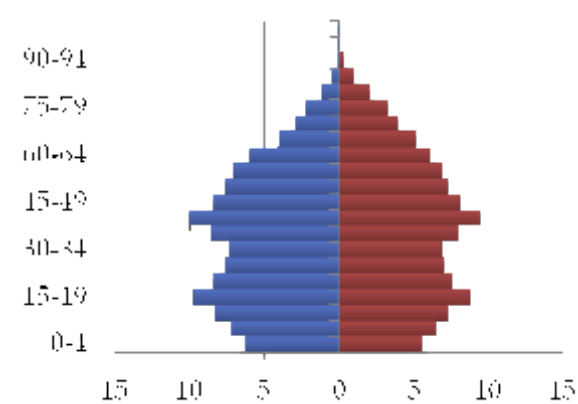
Demographic Dividend

- ❖ Long-term market growth is also expected from the demographic

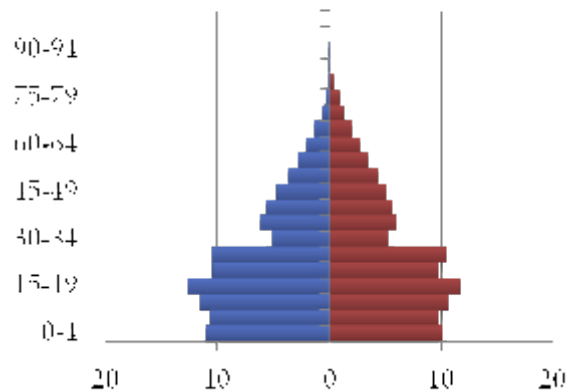
Japan 1950



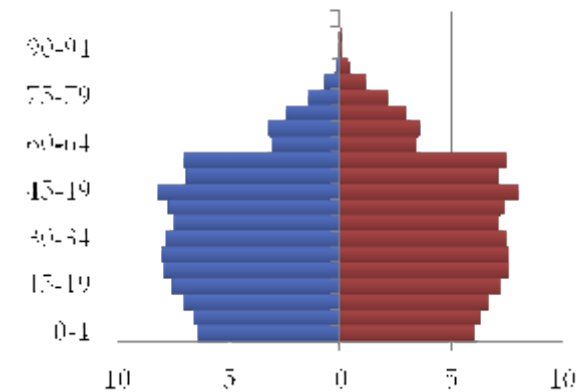
Japan 1990



Cambodia 2010

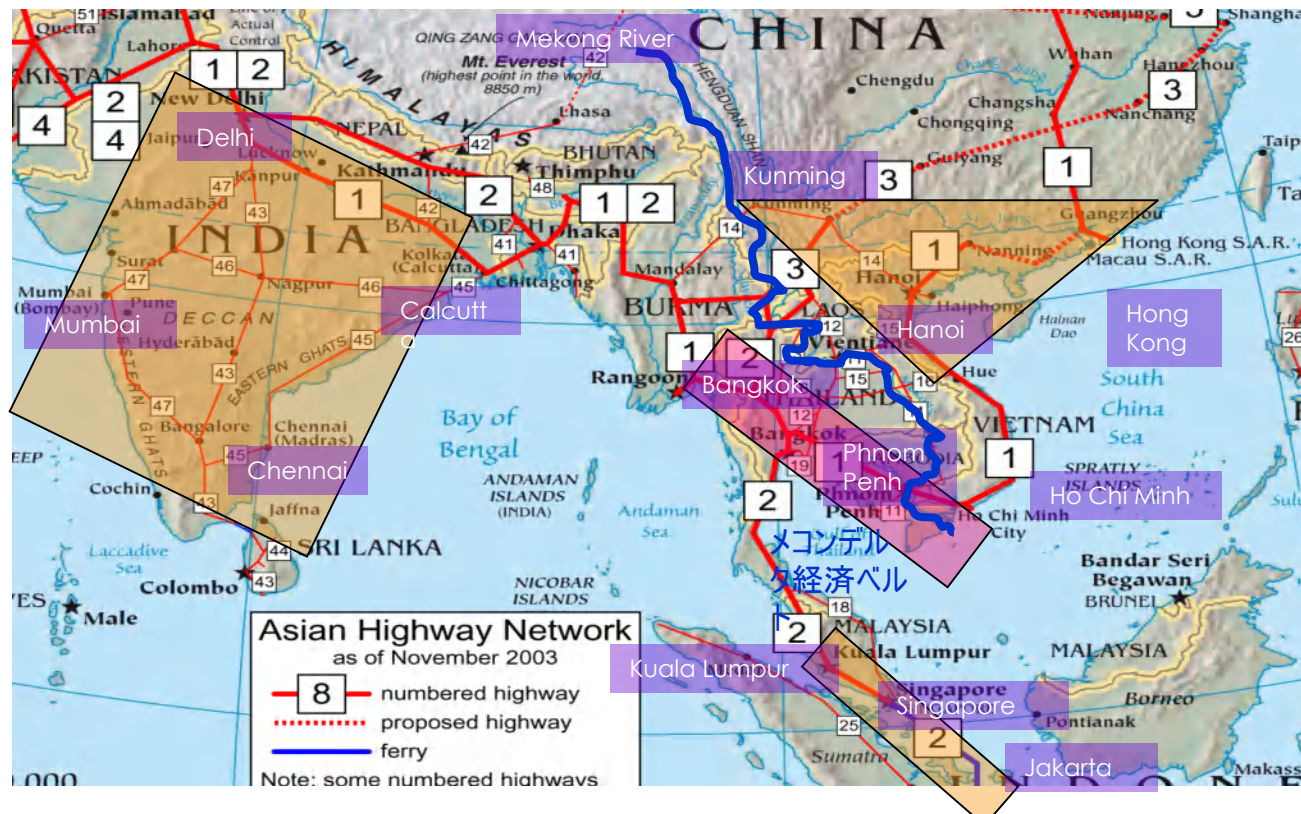


Cambodia 2040

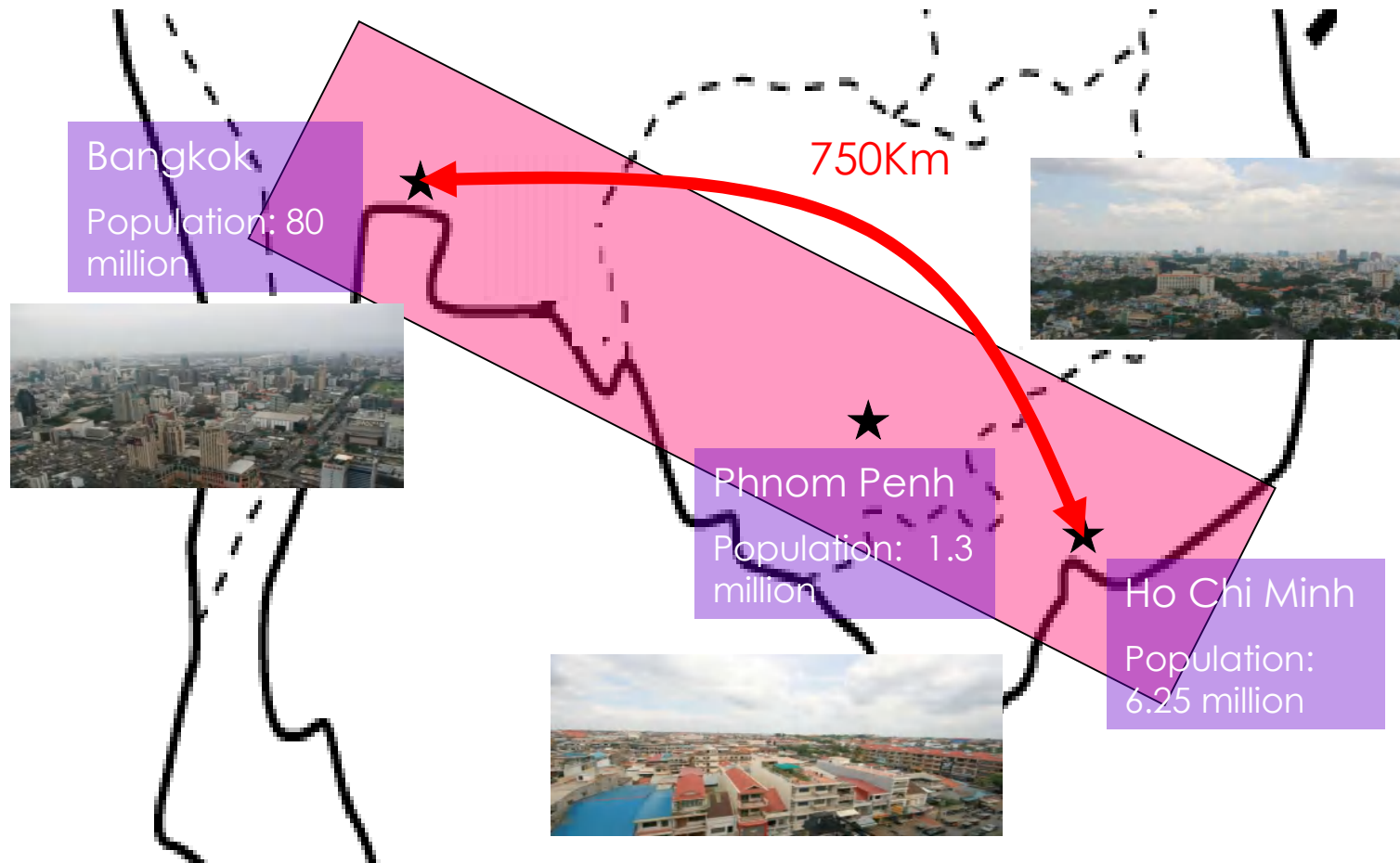


Geopolitics Potential

- Southern China-Northern Vietnam Economic Belt
- Indian Ocean Rim Economic Zone
- Straits of Malacca Economic Belt
- Mekong Delta Economic Belt



Mekong Delta Economic Belt



Reference: 'Thailand's Blazing Economy' (by Tatsuya Konoshita), Nikkei Business Online
<http://business.nikkeibp.co.jp/article/money/20071130/142083/?P=1>



Expansion in Cambodia



First & Only Leasing Company

First and Only Finance Leasing Company in Cambodia

- ❖ GLF announced commencement of operations late October.
 - **Cambodian Minister of Commerce also attended in the press conference**



Dominant market share of Honda



Exclusivity agreement for seven years with HONDA

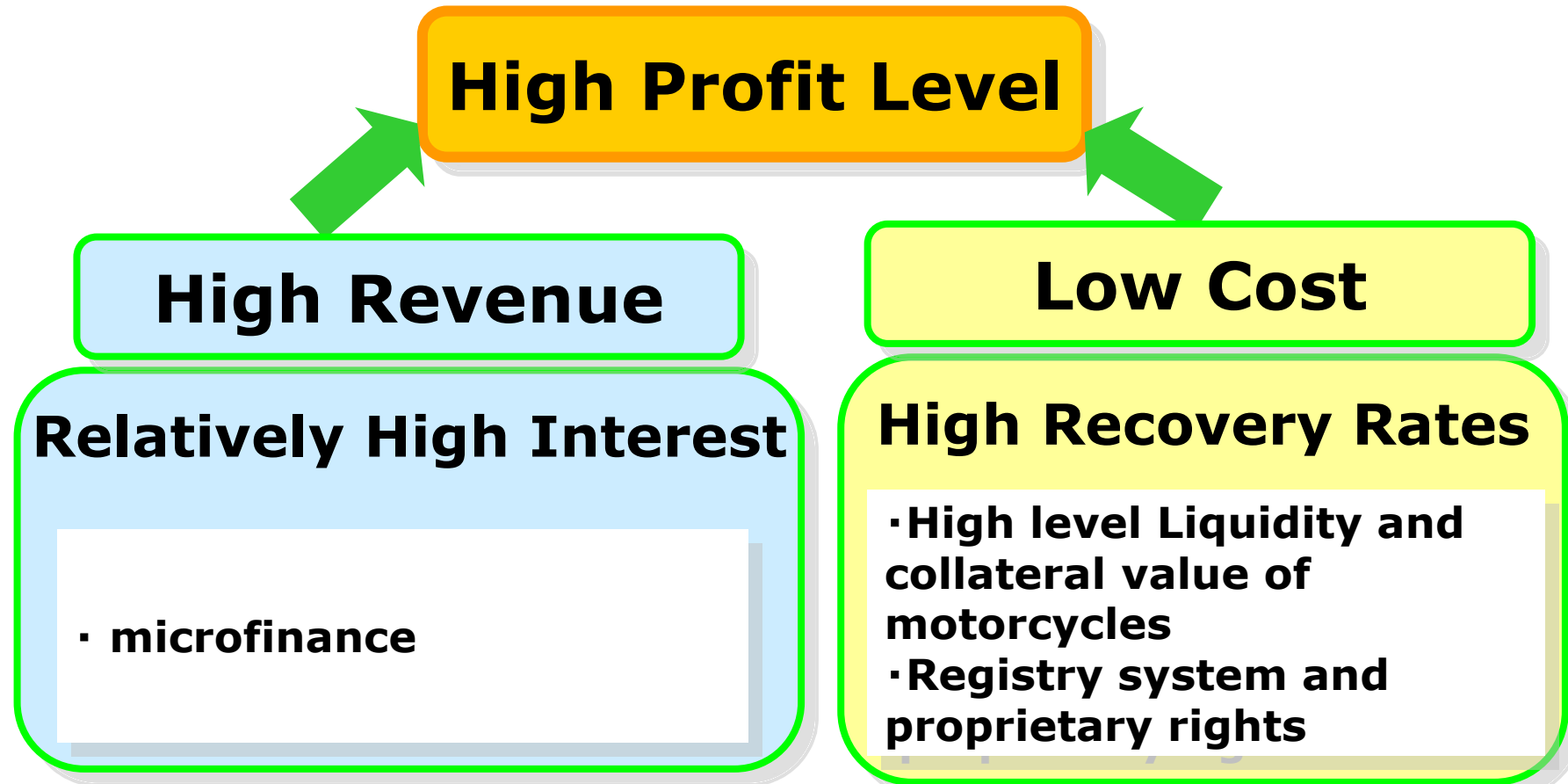




Expansion in Cambodia

GL Method

Profit structure and Method cultivated in Thailand



Scene of GL's own auction

- ❖ Company auction held in Bangkok and the north-eastern provincial areas
 - **Retrieved motorcycles are serviced at our company**
 - **Motorcycles are directly sold at company's auction**
 - **Capitals are recovered in a short period of time**



GL's Method and Customers

- ❖ GL delivers its service by focusing on the needs of both type of customers

To meet the demands of customers who want to buy motorcycles 'on the spot'

- **Speedy credit screening process**

Motorcycle Buyers



GL
Fast. Easy. Forward.

To meet the demands of dealers who want to 'sell more'

- **Provide tailored services for dealers**
- **Strong cooperation with top operation**

Motorcycle Dealers

A View at the Dealers



Utilization and Funding in the Global Development

Method supply and business base

Group Lease PCL.

GL Finance PLC.

Utilization of excellent infrastructure in Singapore

- Procurement of multi-currency
- Procurement of low interest rates

Group Lease Holdings PTE. LTD.

Method utilized in growth markets

GLF

Market on the boil

First & Only

GLF

GL Method



Business Development in Cambodia



Expansion Into Cambodia Market

- ❖ **Decision to advance into the new market of Kingdom of Cambodia in September 2012**
- ❖ **Begin consolidation with our group from the 3rd quarter 2013**



Sales system established in the capital Phnom Penh

- ❖ **Completed the establishment of sales offices in all stores in the capital area**



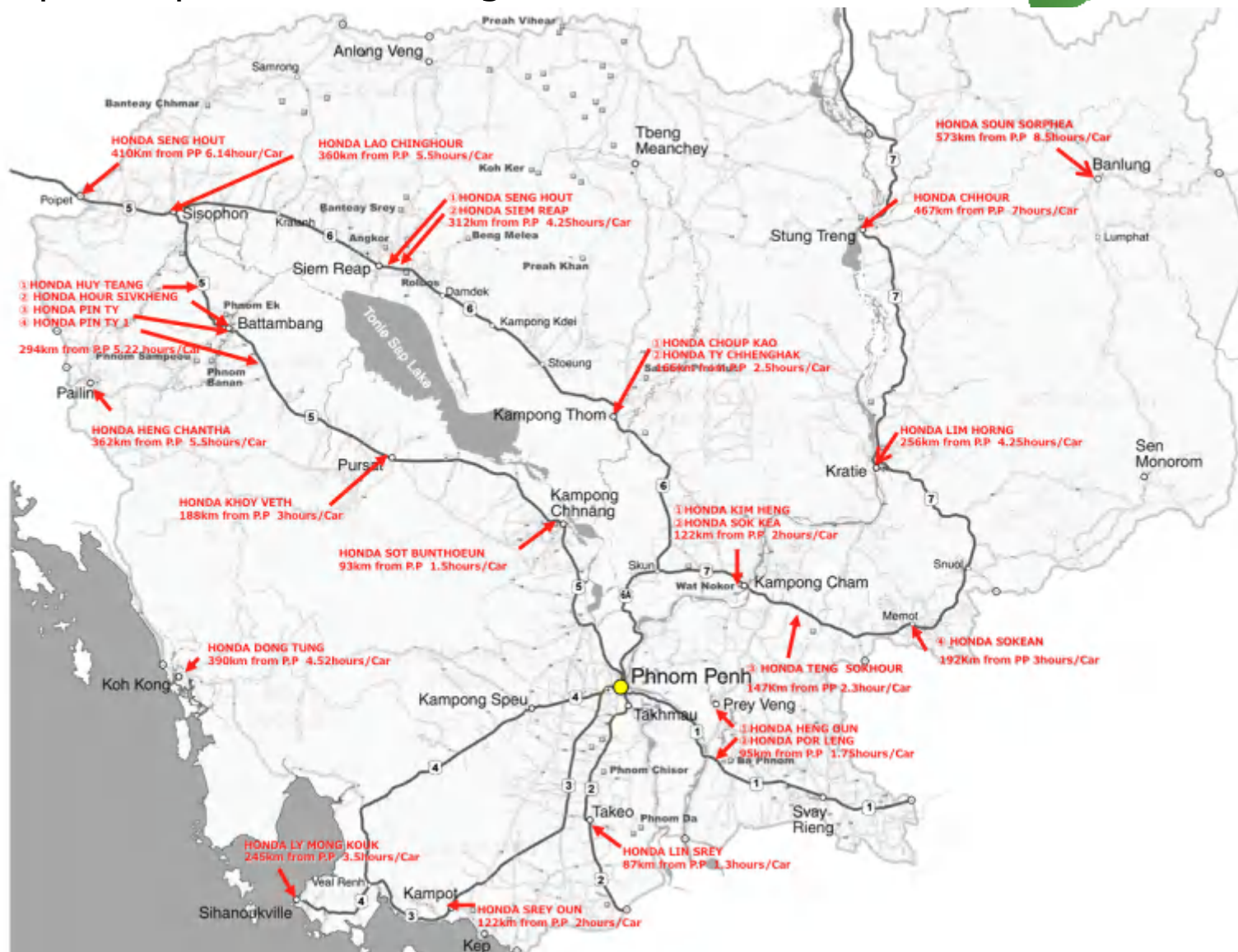
Completion of test operations,
commencing full scale operations

- ❖ **Cognitive improvement of new services, and greatly increased customers and number of new contracts**
- ❖ **Confirmed the potential number of contracts per store is equivalent to Thailand**
- ❖ **Expand operations throughout Cambodia in 2013**



Development foreseen in 2013

Expand operations throughout Cambodia in 2013





Future Goals

- ❖ July 2013 Beginning of Consolidation
 - Proceed with the enhancement of related services and product line-up
 - Continue to expand sales network
- ❖ Monthly revenue contribution of 4Q 2013 year (October-December)
 - Establish sales office at all dealers in Cambodia. Promoting provincial expansion
- ❖ Expansion of operation scale until comparable to 2012 Thailand by the end of 2015
 - Both sales and profit increases as a result of the accumulation of portfolio



Thank You!



GL FINANCE



Thank you!

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