

No.Sor.Kor. 50/62

August 13, 2019

Manager and Director of  
The Stock Exchange of Thailand

**Subject:** Management discussion and Analysis for the three month and six month periods of year 2019

For The three month periods ended June 30,2019

The Company would like to discuss the results of operation for the three-month periods of year 2019, the company and company venture presented net profit in the amount of Baht 26.92 million, compared with the results of operation in the three month of year 2018 presented net profit in the amount of Baht 30.72 decreasing of Baht 3.80 million or 12.37% The significant changing is detailed as follows:

Total Expenses for the three month of the year 2019 equal to Baht 186.20 million compared with the three month of 2018 which had amount of Baht 120.25 million by increasing 65.95 million or 54.84 %, cause by the Company had continuously in credit providing which resulted to the increase in finance cost 21.82 million ,Administrative expense increase 38.97 million which is mostly caused by increasing of employee benefit expenses and the company closely monitor collection and accelerated disposal of repossessed vehicles incur Loss from sale repossessed vehicles.

For The six month periods ended June 30,2019

The operation for the six month periods of year 2019, the company and company venture presented net profit in the amount of Baht 65.05 million, compared with the six month of year 2018 presented net profit in the amount of Baht 62.05 increasing of Baht 3.00 million or 4.83% The significant changing is detailed as follows:

Total income for the six month of the year 2019 equal to Baht 438.42 million compared with the six month of 2018 which had amount of Baht 308.90 million by increasing 129.52 million or 41.93 %, cause by the Company had continuously in credit providing which resulted to the increase in interest under hire-purchase agreement , and Fee services income.

Please be informed accordingly.

Sincerely yours,



(Mrs.Duangrat Jaengmongkol)

Director and Company Secretary