

No.Sor.Kor. 49/63

November 12 , 2020

Manager and Director of
The Stock Exchange of Thailand

Subject: Management discussion and Analysis for the three months and nine months period of the third quarter of year 2020

For The three month periods ended September 30, 2020

The Company would like to discuss the results of operation for the three months period of year 2020, the company and company venture presented net profit Baht 33.90 million, compared with the results of operation in the three months of year 2019 presented net profit of Baht 27.98 million increasing of Baht 5.92 million or 21.16% The significant changing is detailed as follows:

Total Expenses for the three months of the year 2020 equal to Baht 170.11 million compared with the three months of 2019 which the amount of Baht 207.48 million by decreasing 37.37 million or 18.01%, The company write off Bad debt amount Baht 14.79 million decrease from last years Baht 5.32 million and allowance for doubtful account using method accounting policies IFRS9 called as allowance for expected credit loss on receivables decreasing amount of Baht 16.95 million decrease from last years 44.52 million.

For The nine months period ended September 30, 2020

The results of operation for the nine months period of year 2020, the company and company venture presented net profit of Baht 34.65 million, compared with the results of operation in the nine months of year 2019 presented net profit of Baht 93.04 million decreasing of Baht 58.39 million or 62.76% The significant changing is detailed as follows:

Total Expenses for the nine months of the year 2020 equal to Baht 637.65 million compared with the nine months of 2019 which the amount of Baht 565.58 million by increasing 72.07 million or 12.74%, The company write off Bad debt Baht 52.71 million increased from last years Baht 11.57 million and allowance for doubtful account using method accounting policies IFRS9 called as allowance for expected credit loss on receivables amount Baht 68.76 million increase from last years 0.69 million, and in year 2563 the company had Loss from sale repossessed vehicle amount 141.62 million increase from last year 67.17 million.

In the third quarter of 2020 the present customers still enrollment in October November, The debt morgue project extended continues until January 2021, The company has measure to assist debtors who were affected by the covid 19 situation the two measures as follows.

1. To suspend the repayment of principal and interest for three months for the debtors whose business was directly affected by Covid and the debtor was not overdue ,Credit limit of Motor Cycle not excess Bath 150,000 ,Credit limit of personal car not excess Bath 250,000
2. To extend the installment period by changing agreement in order of make declining installment, no additional interest charged, this measure was considered for the debtors whose overdue not excess 90 days , however after the extending the totalling of the installment period not excess 72 months.

Please be informed accordingly.

Sincerely yours,

Mrs.Duangrat Jaengmongkol

Director and Company Secretary