

G Cap 039/2561

14th November 2018

Subject: Clarification on performance on 3-month period ended September 30, 2018

Attention : The President

The Stock Exchange of Thailand

G Capital Public Company Limited (the "Company") would like to explain the Company's 3-month performance ended September 30, 2018 comparing with the same period of the year 2017 as described below:

1. The Company achieved total new loan booking of 319 MB, increasing 2% approximately mainly from new booking of the new products including "New Holland" tractor hire purchase from the Company's business alliance, CNH Industrial (Thailand) Limited and "Andaman Happy Loan"

	2014	2015	2016	2017	2018
Total New Booking in July-September (MB)	108	64	99	314	319
Growth	-19%	-41%	55%	217%	2%

2. The Company posted total revenues of 77.06 MB, increasing 25.72 MB accounting for 50.11% growth. The main contributors to such revenue growth were the increase of Income from hire-purchase contracts of 21.62 MB, the increase of interest revenues from personal loans of 4.23 MB and the increase of interest revenues from corporation loans and of 0.47 MB. whereas the Income from penalty on hire-purchase contracts decreased by 0.40 MB due to improved aging of hire-purchase accounts.

3. As for the net income, the Company achieved 7.09 MB, increasing by 0.23 MB or 3.32%. Such increase of net income was mainly from the revenue growth of 25.72 MB whereas SG&A increased by 7.20 MB and finance costs increased by 11.62 MB.

- the increase of SG&A was majorly from higher expenses related to sales such as sales commission, transportation expenses and customers' insurance fees, together with an increase in salary expenses, due to higher number of personals in order to support future business growth.
- Finance costs increased mainly because the Company has issued additional debentures to support its new loan booking growth. As of September 30, 2018, the Company has outstanding debentures of total 1,398.97 MB comparing with 912 MB as of September 30, 2017.

Please be informed accordingly.

บริษัท จี แคปปิตอล จำกัด (มหาชน)

Yours sincerely,

(Mr. Spait Jingskajai)

Managing Director