

G Cap 005/2562

1<sup>st</sup> February 2019

Subject: Clarification on performance for the year ending December 31,2019

Attention : The President

The Stock Exchange of Thailand

G Capital Public Company Limited (the "Company") would like to explain the Company's performance on January – December 2018 comparing with the same period of the year 2017 as described below:

1. The Company achieved total new loan booking of 1,180 MB, increasing 5% mainly from higher new booking of hire purchase, including the new booking of tractor hire purchase from the Company's business alliance, CNH Industrial (Thailand) Limited and the new booking of speedboat hire purchase in Phuket and surrounding areas.

	2014	2015	2016	2017	2018
Total New Booking in Jan- December (MB)	429	270	355	1,120	1,180
Growth	-11%	-37%	31%	215%	5%

2. The Company posted total revenues of 306.40 MB, increasing 107.80 MB accounting for 54.28% growth. The main contributors to such revenue growth were the increase of Income from hire-purchase contracts of 88.25 MB, the increase of interest revenues from personal loans of 24.70 MB and the increase of interest revenues from corporation loans and of 3.74 MB. whereas the Income from penalty on hire-purchase contracts decreased by 7.33 MB due to improved aging of hire-purchase accounts.
3. As for the net income, the Company achieved 54.89 MB, increasing by 27.87 MB or 103.12%. Such increase of net income was mainly from the revenue growth of 107.80 MB whereas SG&A increased by 28.78 MB and finance costs increased by 48.62 MB.


- the increase of SG&A was majorly from higher expenses related to sales such as rental, 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 because the Company has issued new debentures, resulting in net increase of total 378 MB (Issuance of new debentures of 900.70 MB and repayment of 522.70 MB), in order to support its new loan booking.

Please be informed accordingly.



บริษัท จี แคปปิตอล จำกัด (มหาชน)

Yours sincerely,

  
(Mr. Spain Jingkaojai)  
Managing Director