



July 18, 2017

Subject : Management Discussion and Analysis For the second quarter ended 30 June 2017  
(Unreviewed)

To : President  
The Stock Exchange of Thailand

Ratchthani Leasing Public Company Limited would like to clarify the management discussion and analysis for the second quarter ended 30 June 2017 (Unreviewed) as follows:

**Performance Overview**

In the second quarter of 2017, the net profit was 258 million Baht, an increase of 41.38 million Baht or 19.10% from the same period of the prior year. The total income was 810.30 million Baht, an increase of 69.52 million Baht or 9.38%. Finance costs were 227.06 million Baht, a decreased of 10.52 million Baht or 4.43%. The increase was due to additional borrowing to support loan expansion. For the impairment loss of loans was 146.58 million Baht, an increase of 22.68 million Baht or 18.31%. The increase was due to provided normal provision and provided general provision to support the new accounting policy change in 2019.

**Financial Position Overview**

As of the end of the second quarter of 2017, the Company had 36,287.75 million Baht in total assets, an increase of 4,843.25 million Baht or 15.40% from the same period of the prior year. The increase was due to the continuous hire purchase loan expansion, particularly from trucks. Total hire purchase loans were 35,605.17 million Baht, an increase of 4,717.54 million Baht or 15.27% from the same period of the prior year, accounted for 98.12% of total assets. Total liabilities and shareholders' equity were 31,281.96 million Baht and 5,005.79 million Baht respectively.



Comparing financial position in the second quarter of 2017 and the first quarter of 2017, the Company still has strong financial position during the domestic economic slowdown. The total assets increased 1,187.78 million Baht or 3.38%. Total hire purchase loans increased 1,300.88 million Baht or 3.79%. Total liabilities increased 1,437.49 million Baht or 4.82% and shareholders' equity decreased 249.71 million Baht or 4.75% respectively.

Please be acknowledged

Yours sincerely,

( Mr.Boonchu Wongpakdee )

Deputy Managing Director,

Chief Financial Officer