



August 14, 2018

Subject : Management Discussion and Analysis For the second quarter ended 30 June 2018  
(Reviewed)

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 2018 (Reviewed) as follows:

**Performance Overview**

In the second quarter of 2018, the net profit was 391.83 million Baht, an increase of 133.83 million Baht or 51.87% from the same period of the prior year. The total income was 943.62 million Baht, an increase of 133.32 million Baht or 16.45%. Finance costs were 214.97 million Baht, a decreased of 12.09 million Baht or 5.32%. The increase was due to additional borrowing to support loan expansion. For the impairment loss of loans was 114.07 million Baht, a decrease of 32.51 million Baht or 22.18%. The decrease was due to the good improvement of receivables quality affected from the government stimulus and provides general provision to support the new accounting policy change.

**Financial Position Overview**

As of the end of the second quarter of 2018, the Company had 44,034.30 million Baht in total assets, an increase of 7,746.55 million Baht or 21.35% 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 43,130.96 million Baht, an increase of 7,525.79 million Baht or 21.14% from the same period of the prior year, accounted for 97.95% of total assets. Total liabilities and shareholders' equity were 37,724.12 million Baht and 6,310.18 million Baht respectively.



Comparing financial position in the second quarter of 2018 and the first quarter of 2018, the Company still has strong financial position. The total assets increased 2,116.60 million Baht or 5.05%. Total hire purchase loans increased 2,074.57 million Baht or 5.05%. Total liabilities increased 1,797.26 million Baht or 5.00% and shareholders' equity increased 319.34 million Baht or 5.33% respectively.

Please be acknowledged

Yours sincerely,

( Mr.Boonchu Wongpakdee )

Deputy Managing Director,

Chief Financial Officer