



บริษัท เอเชียเซรมกิจลีสซิ่ง จำกัด (มหาชน)
Asia Sermkij Leasing Public Company Limited

ทะเบียนเลขที่ บมจ. 0107546000393

August 23, 2021

Subject Management Discussion and Analysis of the Company's Operating Result for quarter 2/2021 ended 30 June 2021 (Reviewed)

Attention The President
The Stock Exchange of Thailand

Asia Sermkij Leasing Public Company Limited ("the Company") would like to submit Management Discussion and Analysis the operating performance for quarter 2/2021 ended 30 June 2021 (reviewed) as follows:

Overview of operating performance

For Q2-2021, the Company and its subsidiaries have profit of Baht 269.08 million, increased by Baht 38.73 million or 16.81 percent from the profit of Baht 230.35 million in Q2-2020 and total revenue of Baht 1,090.25 million, increased by Baht 245.84 million or 29.11 percent from total revenue of Baht 844.41 million in Q2-2020. The details are as follow:

Revenues

1. Hire purchase interest income

Hire purchase interest income was Baht 814.07 Million in Q2-2021, increased by Baht 123.26 Million or 17.84 percent from Baht 690.81 Million in Q2-2020. This was mainly due to an increase in hire purchase disbursement and portfolio.

2. Interest income on financial leases

Interest income on financial leases was Baht 15.38 Million in Q2-2021, increased by Baht 4.02 Million or 35.39 percent from Baht 11.36 Million in Q2-2020. This was mainly due to an increase in financial leases disbursement and portfolio.

3. Interest income from loan

Interest income from loan was Baht 106.52 Million in Q2-2021, increased by Baht 45.72 Million or 75.20 percent from Baht 60.80 Million in Q2-2020. This was mainly due to an increase in loan disbursement and portfolio.

4. Service income from insurance broker

Service income from insurance broker was Baht 117.57 Million in Q2-2021, increased by Baht 70.48 Million or 149.67 percent from Baht 47.09 Million in Q2-2020. This was mainly due to an increase in disbursement and penetration rate.

Expenses

1. Credit loss expense on receivables and impairment loss on assets foreclosed

Credit loss expense on receivables and impairment loss on assets foreclosed in Q2-2021 was Baht 233.67 Million, increased by Baht 155.64 Million or 199.46 percent from Baht 78.03 Million in Q2-2020. This was due to a special write off relating to new law.

2. Financial Cost

Financial Cost in Q2-2021 was Baht 254.68 Million, increased by Baht 20.61 Million or 8.81 percent from Baht 234.07 Million in Q2-2020. This was due to a slight increase of an average interest rate.

Please be informed accordingly.

Yours sincerely,

Asia Sermkij Leasing Public Company Limited

(Mr. Danai Lapaviwat)
Chief Financial Officer