



November 12, 2021

Subject Management Discussion and Analysis of the Company's Operating Result for quarter 3/2021 ended 30 September 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 3/2021 ended 30 September 2021 (reviewed) as follows:

Overview of operating performance

For Q3-2021, the Company and its subsidiaries have profit of Baht 314.34 Million, increased by Baht 82.80 Million or 35.76 percent from the profit of Baht 231.54 Million in Q3-2020 and total revenue of Baht 1,127.17 Million, increased by Baht 212.77 Million or 23.27 percent from total revenue of Baht 914.40 Million in Q3-2020. The details are as follow:

Revenues

1. Hire purchase interest income

Hire purchase interest income was Baht 840.62 Million in Q3-2021, increased by Baht 112.65 Million or 15.47 percent from Baht 727.97 Million in Q3-2020. 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 16.66 Million in Q3-2021, increased by Baht 4.34 Million or 35.23 percent from Baht 12.32 Million in Q3-2020. This was mainly due to an increase in financial leases disbursement and portfolio.

3. Interest income from loan

Interest income from loan was Baht 119.64 Million in Q3-2021, increased by Baht 51.10 Million or 74.56 percent from Baht 68.54 Million in Q3-2020. 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 117.19 Million in Q3-2021, increased by Baht 46.73 Million or 66.32 percent from Baht 70.46 Million in Q3-2020. 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 Q3-2021 was Baht 214.98 Million, increased by Baht 80.42 Million or 59.77 percent from Baht 134.56 Million in Q3-2020. This was due to an increase of NPL which NPL ratio at Q3-2021 was 2.79 percent of the total portfolio, and the additional Management Overlay which was Baht 52.84 Million in Q3-2021.

2. Financial Cost

Financial Cost in Q3-2021 was Baht 259.31 Million, increased by Baht 22.89 Million or 9.68 percent from Baht 236.42 Million in Q3-2020. This was due to an increase in loan.

Please be informed accordingly.

Yours sincerely,

Asia Sermkij Leasing Public Company Limited

(Mr. Danai Lapaviwat)
Chief Financial Officer