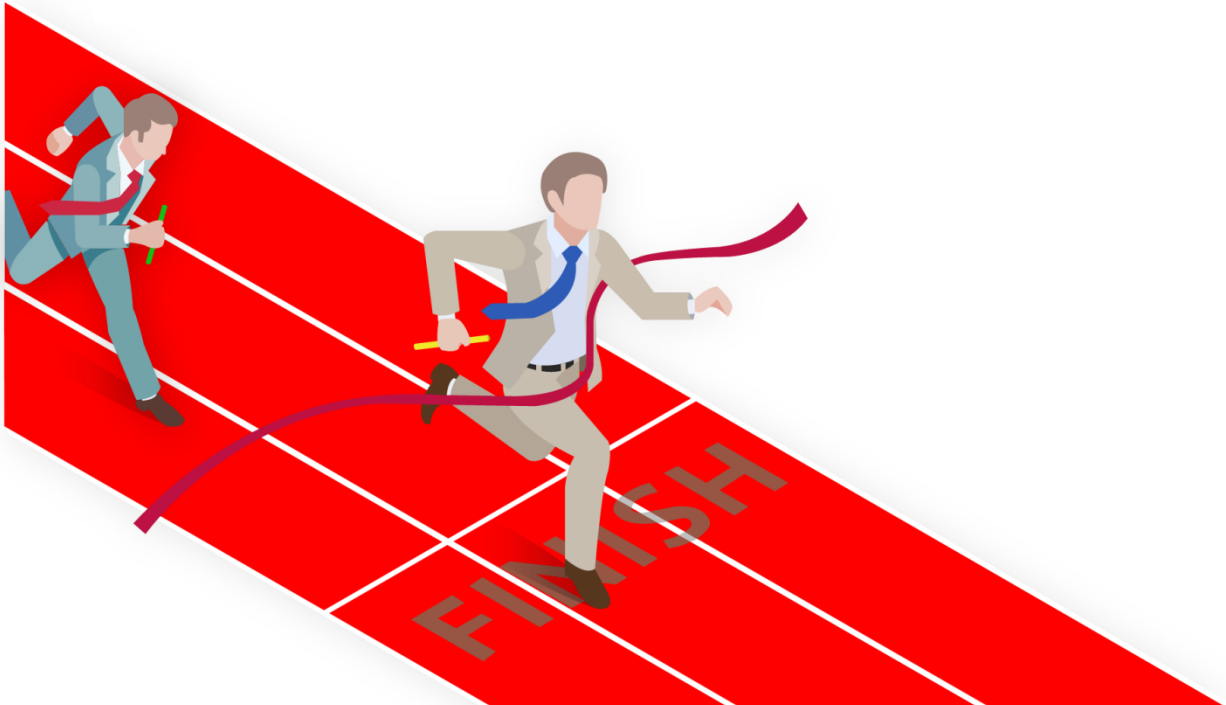


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Management Discussion and Analysis Q3/2021

Ref: IR64/020

12 November 2021

Subject Management Discussion and Analysis for the second quarter ended 30 September 2021
Attention President
The Stock Exchange of Thailand

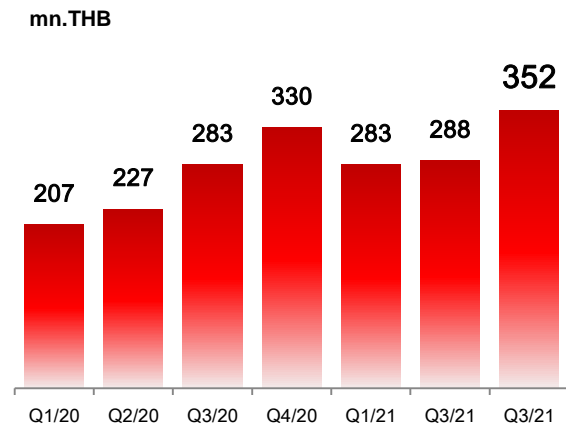
According to the resolution of the Board of Directors of JMT Network Services Public Company Limited (“the Company”) No.7/2021 on November 12, 2021. Resolved to approving the financial statements and operating results of the Company and subsidiaries for the second quarter ended September 30, 2021. This has been reviewed by the auditor of the company and with the following results:

Performance Highlights and Overall Operating Results in the Q3/2021: The highest quarterly profit in history (ATH)

- The net profit of the company grows. Total revenues in the 3rd quarter of 2021 was 948.9 million baht, a 21.1 % increase over the same quarter last year, and total revenue in the first 9 months of 2021 was 2,574.2 million baht, a 11.4% gain over the same period last year. Even amid a lockdown situation the increase was caused by an increase in investment in prospective non-performing debt as well as the expansion of the non-performing debt portfolio, which has totally depleted the investment value since the end of Q2/21
- Quarterly net profit is increasing. It is the greatest quarterly profit ever reported. The firm declared a net profit of 351.7 million baht in 3Q/2021, a 24.2 % increase over the third quarter of 2020 and a 37 % net profit margin. The net for the first 9 months of 2021 was 923.3, up from the same period the previous year, equivalent to 28.8%, resulting in a net profit margin of 36%, which may be considered a positive growth rate when managed well. Even if there is a lockdown in the 3rd quarter of 2021
- The company's collection in the 3rd quarter of 2021 was 1,241 million baht, a 26 % increase over the same period previous year. And for the 9 months, the company's collection in the first half of the year was 3,220 million baht, a hundred and 19 % increase over the same period previous year.
- The company has purchased total debt of 7,118 million baht in the last 9 months, and the entire non-performing debt portfolio value at the end of the third quarter of 2021 was 230,997 million baht. It is the country's leading NPL portfolio in terms of unsecured debt, and it is willing to form an alliance with all Thai financial institutions.

Quarterly Profit Growth for JMT

“Under the supervision of government authorities and relevant legislation, JMT restructures debt for debtors. We successfully returned hundreds of thousands of potential debtors to financial discipline for the country's financial industry. We intend to expand. And we are eager to collaborate with all financial institutions to apply our know-how and debt collection technology to the advantage of all stakeholders.”



Overview of economic conditions and Forward Looking

The COVID-19 outbreak has escalated in the last 3Q/2021, prompting the government to announce a lockdown intensively from the beginning of the 3rd quarter of 2021 to minimize the epidemic of Covid 2019, whereby the lockdown impacts the economic condition.

In the last 3Q/2021, the Bank of Thailand and several financial institutions published policies on a variety of topics for the financial industry. To assist debtors impacted by the Covid issue in repaying their obligations. Because of force majeure and looking at the overall image of the country According to Bank of Thailand data, non-performing debt in consumer debt increased to 150,369 million baht at the end of the second quarter of 2021, in keeping with the growing household debt scenario in the past. The corporation still expects to have more non-performing debt once the debtor assistance

measures expire in the future. Which, in such circumstances, The Company is one of the asset management businesses that is willing to work with all financial institutions with the availability of finances and human resources to help financial institutions accelerate the problem of non-performing debt and debt restructuring for debtors to return quality consumers and maintain the discipline to repay debt to Thailand's financial industry in the future. The company is ready in every aspect for the tracking of non-performing loans.

In terms of the finances' preparedness The parent company of the company has a new investment partner who is willing to fund the company. The Extraordinary General Meeting of Shareholders No. 1/2021, convened on November 1, 2021, authorized a proportional increase in the Company's capital (Right Offering), allowing the Company to have a solid capital basis

following the successful capital increase this year.

Furthermore, in the past, technical developments in debt collection have been regularly used to the debt collection process to promote long-term growth for the company. This involves the implementation of AI-powered consumer analytics and Big Data analytics. In the long run, this will boost debt collection efficiency. By incorporating technology into the business Jay Mart Group relies heavily on this method. establishing a foundation for future growth

According to the Company's performance and its subsidiaries, the consolidated financial statements for the 3rd quarter of 2021 had a net profit of 351.7 million baht, an increase of 24.2 % from the 3rd quarter of 2020, reflecting a net profit margin of 37%. as well as its subsidiaries According to the consolidated financial accounts for the 9 months period of 2021, the Company had a net profit of 923.3 million baht, an increase of 28.8 % over the 9 months period of 2020, reflecting a net profit margin of 36 %. Because the company earns more money from debt collection than from the sale of receivables. The investment value has been entirely amortized, particularly in this group. The following are the specifics:

Performance Summary (Summary Table)

Unit: mn.THB

	Q3/2020	Q3/2021	%change	9M/2020	9M/2021	%change
Revenue from contracts with customers	93.2	63.5	-31.9	277.3	229.9	-17.1
Interest income	420.8	509.4	21.1	1,170.4	1,450.3	23.9
Profit from loans on purchase of receivables	219.7	318.1	44.8	674.3	755.9	12.1
Income from insurance	49.8	57.8	16.1	187.6	137.7	-26.6
Total income	783.5	948.9	21.1	2,310.4	2,574.2	11.4
Cost of service	-206.7	-216.2	4.6	-633.1	-614.1	-3.0
Underwriting expenses	-30.2	-57.9	91.7	-140.9	-116.5	-17.3
Gross profit	546.6	674.8	23.5	1,536.3	1,843.6	20.0
Administrative expenses	-105.3	-146.3	38.9	-312.4	-414.5	32.7
Reversal of credit losses	-39.0	-62.6	60.5	-149.0	-140.5	-5.7
Operating profit	404.5	470.8	16.4	1,069.7	1,313.1	22.8
Financial cost	-79.2	-85.1	7.4	-224.2	-245.4	9.5

	Q3/2020	Q3/2021	%change	9M/2020	9M/2021	%change
Income tax expenses	-39.4	-44.4	12.7	-132.4	-159.6	20.5
Net profit in equity	283.2	351.7	24.2	716.9	923.3	28.8

Total Revenues

The Company's total revenue for the third quarter of 2021 is 948.9 million baht, an increase from the same period last year of 165.4 million baht, or a percentage increase of 21.1 while total income for the 9 months period of 2021 was 2,574.2 million baht, an increase from the same period of the previous year 263.8 million baht or a percent increase 11.4 details of the income change are as follows:

1. Revenue from contracts made with customers in the third quarter of 2021 was 63.5 million baht, a decrease of 31.9% and for the 9 months period of 2021, was 229.9 million baht, a decrease of 17.1% from the previous year.
2. Interest income and profit from loans for purchases of receivables was 827.5 million baht, an increase of 108.3 million baht or an increase of 29.1%, and for the 9 months period of 2021 was 2,206.2 million baht, an increase of 361.5 million baht or 19.6% from the same period. of last year with better collection efficiency and the recognition of the non-performing debt portfolio that completely writes off the investment value. accounted for 86% of the company's total revenue

3. Insurance income for the third quarter of 2021 was 57.8 million baht, an increase of 16.1% from the same period of the previous year, and for the 9 months period of 2021, the company's income from insurance business was 137.7 million baht, a decrease. 49.9 % as a result of the company adjusting its insurance strategy to control profit margins.

In the first 9 months of 2021, total revenue increase was in line with our forecasted revenue growth.

Cost of Services

The Company's cost of services for the third quarter of 2021 was 216.2 million baht, a slight decrease of 4.6 % compared to the same quarter of the previous year, and the company's cost of services for the 9 months period of 2021 was 614.1 million baht, a 3 % decrease from the same period last year. If service costs are proportionate to income, the company has effectively controlled its service costs because of increasing use of technology in the debt collection process. lower staffing expenses. In addition, the company's insurance expenditures were 57.9 million baht, a 91.7 % increase from the

same period the previous year. As a result of the covid situation Covid claims have increased.

Gross profit

The company turns a profit. According to the consolidated financial results for the third quarter of 2021, it was 674.8 million baht, a 128.2 million baht or 23.5 % increase, while the gross profit was According to the consolidated financial accounts for the first 9 months of 2021, it was 1,843.6 million baht, showing a gross profit margin of 71.6 %, an improvement over the same period the previous year.

Administrative expenses

Administrative expenses for the third quarter of 2021 were 146.3 million baht, an increase of 41 million baht or 38.9 % from the previous quarter, and administrative expenses for the 9 months period of 2021 were 414.5 million baht, an increase of 102.1 million baht or 32.7 % from increased employee expenses, administrative expenses, and depreciation expenses.

Statement of Financial Positions

Asset

The Company's total assets were 19,742.4 million baht as of September 30, 2021, an increase of 5,472 million baht from the end of 2020, or a 38.3 % increase due to an increase in cash and cash equivalents. In addition, the corporation has purchased

more non-performing debt in the last 9 months.

Liabilities and Shareholder's Equity

The Company has total liabilities of 11,260.6 million baht at the end of September 30, 2021, an increase of 2,744.7 million baht or 32.2 % from the end of 2020 due to an increase in loans from financial institutions. In the recent 9 months, there has been an increase in account payable due to the purchase of non-performing debt and the company issuing debentures. While shareholders' equity was 8,481.7 million baht, this was an increase of 2,727.2 million baht from the end of 2020 due to a greater premium on ordinary shares from warrant conversion. The equity-to-equity ratio is 1.33, while the interest-bearing debt to equity ratio is 1.15.

Forward Looking

Following the announcement by the government that lockdown restrictions would be relaxed in the beginning of the fourth quarter of 2021, the Company's outlook for the fourth quarter of 2021 is as follows:

1. The company sees this because of collection management and the increased debt purchased throughout the year. The company will be able to enhance its cash flow collection because of this. This year, the company purchased a significant amount of non-performing debt.

2. The company has a well-managed portfolio of non-performing debt. and has a well-supervised storage system This will improve cost-to-cost efficiency management.
3. The company will get a capital increase from shareholders in proportion during the fourth quarter of this year, which will be roughly 10,000 million baht, which will be a significant capital base that will

generate an advantage. By comparing the offer to acquire debt with financial institutions in 2022 and strengthening the company's capital structure in raising leverage to create returns for shareholders who support the company's capital growth.

Please be informed accordingly.

Yours faithfully,

- Singed -

(Mr. Wongsakorn Kittitrakulkarn)

Company Secretary

Mr. Panya Chutisiriwong

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