



ราชนานี ลีสซิ่ง
Ratchthani Leasing
A Thanachart Group Company

February 17, 2022

Subject : Management Discussion and Analysis for the year ended 31 December 2021
(Audited)

To : Director and Manager
The Stock Exchange of Thailand

Ratchthani Leasing Public Company Limited would like to clarify the management discussion and analysis for the year ended 31 December 2021 (Audited) as follows

Performance Overview

In 2021, the Thai economy continued to be significantly affected by the Covid-19 pandemic, and caused the government to reimpose the business lockdown measure throughout the nation. Thai economy was severely affected by a slowdown in economic activities, coupled with decreasing private consumption and investment. The Company continues to focus on providing assistance to impacted customers by focusing on measures as appropriate for each customer segment. The Company has continued to receive additional requests for financial assistance but the increase in new requests has not been significant. The Company will continue to assess the situation closely especially in terms of portfolio quality.

For the fourth quarter of 2021, the net profit of the Company and its subsidiary reported a net profit of Baht 453.75 million. The total income amounted to Baht 1,060.66 million, financial cost amounted to Baht 225.30 million, the selling and administrative expense amounted to Baht 155.75 million and expected credit loss amounted to Baht 108.74 million. The total Assets amounted to Baht 49,223.46 million, the total liabilities amounted to Baht 37,656.89 million and the total equity amounted to Baht 11,566.56 million.

For the Separate financial statements, the Company report net profit of the fourth quarter of 2021 amounted to Baht 415.23 million, decrease by Baht 32.18 million or 7.19% from the same period last year. The total revenue amounted to Baht 1,006.42 million, decrease by Baht 19.60 million or 1.91%. Interest expenses amounted to Baht 225.30 million, decrease by Baht 28.90 million or 11.37%. For the expected credit loss for the fourth quarter of 2021 amounted to Baht 108.73 million, an increase from the same period last year of Baht 13.13 million or 13.73%.

For the overall performance of 2021, the net profit amounted to Baht 1,678.85 million, decrease by Baht 181.80 million or 9.77% from 2020. The total revenue amounted to Baht 4,139.18 million, decrease by Baht 83.05 million or 1.97% from 2020, and interest expenses of 2021 amounted to Baht 913.21 million, decrease by Baht 150.26 million or 14.13%. For the expected credit loss amounted to Baht 585.90 million, an increase by Baht 247.99 million or 73.39%. The increasing ECL was resulted from an increase in credit risk during an economic slowdown caused by COVID-19 pandemic.

Financial Position Overview

As of 31 December 2021, total assets amounted to Baht 48,988.03 million, an increase by Baht 656.49 million or 1.36% from the same period last year. Total hire purchase loans amounted to Baht 47,911.03 million, an increase by Baht 1,163.07 million or 2.49% from the same period last year, accounted for 97.80% of total assets. Total liabilities and shareholders' equity amounted to Baht 37,565.23 million and 11,422.80 million, respectively.

Operation Performance of Subsidiary

RTN Insurance Broker Company Limited

RTN Insurance Broker Company Limited which is principally engaged in life and non-life insurance brokerages. The business is focus on support hire purchase loans insurance services of Ratchthani Leasing Public Company Limited. Net profit for the fourth quarter of 2021 amounted to Baht 38.51 million, the selling and administrative expenses amounted to Baht 6.85 million, and the total income amounted to Baht 54.99 million

Net profit for the year of 2021 amounted to Baht 143.25 million, the selling and administrative expense amounted to Baht 24.10 million, and the total income amounted to Baht 203.25 million.

Yours faithfully,

Ratchthani Leasing Public Company Limited

- Kovit Rongwattanasophon -

(Mr. Kovit Rongwattanasophon)

Chairman of the Executives Committee

and Managing Director

บริษัท ราชธานีลีสซิ่ง จำกัด (มหาชน)

Ratchthani Leasing Public Company Limited

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