



May 9, 2022

Subject Management Discussion and Analysis of the Company's Operating Result for quarter 1/2022 ended 31 March 2022 (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 1/2022 ended 31 March 2022 (reviewed) as follows:

Overview of operating performance

For Q1-2022, the Company and its subsidiaries have profit of Baht 351.04 Million, increased by Baht 74.84 Million or 27.10 percent from the profit of Baht 276.20 Million in Q1-2021 and total revenue of Baht 1,301.05 Million, increased by Baht 333.91 Million or 34.53 percent from total revenue of Baht 967.14 Million in Q1-2021. The details are as follow:

Revenues

1. Hire purchase interest income

Hire purchase interest income was Baht 952.10 Million in Q1-2022, increased by Baht 229.46 Million or 31.75 percent from Baht 722.64 Million in Q1-2021. 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 18.41 Million in Q1-2022, increased by Baht 4.58 Million or 33.12 percent from Baht 13.83 Million in Q1-2021. This was mainly due to an increase in financial leases disbursement and portfolio.

3. Interest income from loan

Interest income from loan was Baht 140.12 Million in Q1-2022, increased by Baht 47.79 Million or 51.76 percent from Baht 92.33 Million in Q1-2021. 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 139.39 Million in Q1-2022, increased by Baht 36.02 Million or 34.85 percent from Baht 103.37 Million in Q1-2021. 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 Q1-2022 was Baht 290.51 Million, increased by Baht 191.35 Million or 192.97 percent from Baht 99.16 Million in Q1-2021. This was due to a write-off and the management overlay in the amount of Baht 85.98 million while the Non-performing loan decreased. The NPL ratio at Q1-2022 was 2.56 percent of the total portfolio.

2. Financial Cost

Financial Cost in Q1-2022 was Baht 295.72 Million, increased by Baht 48.03 Million or 19.39 percent from Baht 247.69 Million in Q1-2021. This was due to an increase in loan while an average interest rate remained constant.

Please be informed accordingly.

Yours sincerely,

Asia Sermkij Leasing Public Company Limited

(Mr. Danai Lapaviwat)
Chief Financial Officer