



11 May 2022

Subject Management Discussion and Analysis for the third quarter ended 31 March 2022

To President,
 The Stock Exchange of Thailand

We, Micro Leasing Public Company Limited (the "Company"), would like to provide an overview of the financial performance for the quarter ending 31 March 2022 with details as per below.

(Unit: Million Baht)

Statement of comprehensive income For the three-month period ended 31 March 2022 and 2021	Year		Change	
	2022	2021	Amount	%
Interest income from Hire purchase	154.66	107.28	47.38	44.16
Fees and service revenues	35.79	27.41	8.38	30.57
Other revenues ⁽¹⁾	1.52	2.01	(0.49)	(24.37)
Total revenues	191.98	136.70	55.28	40.43
Selling and administration expenses	59.74	43.48	16.26	37.39
Expected credit loss ⁽¹⁾	18.19	12.15	6.04	49.71
Loss and disposals of assets foreclosed	21.18	7.01	14.17	202.13
Total expenses	99.12	62.64	36.48	58.23
Profit before finance costs and income tax	92.86	74.06	18.80	25.38
Finance cost	(27.09)	(10.08)	17.01	168.75
Income tax expenses	(14.03)	(12.72)	(1.31)	(10.30)
Profit for the period	51.73	51.27	0.46	0.90
Earnings per share (Baht per share)	0.06	0.05	-	-

⁽¹⁾The Company has classified the transaction "Bad debts recovered" in the financial statements for the year 2020 presented for comparative purposes in order to the classification of accounting transactions in the current period. without affecting profit or shareholders' equity as reported from the original "bad debt recovery" was classified as "other income" "Expected Credit Losses"

1. Total Revenue for the quarter ended March 31,2022 was 191.98 Million Baht, compared to 136.70 Million Baht from the same period of last year, increase by 55.28 Million Baht or 40.43%. The increase was mainly from higher hire purchase interest revenue, vehicle insurance commissions revenue, and hire purchase coverage insurance commissions revenue, which increased along with the growth of hire purchase portfolio.
2. Total Expenses for the quarter ended March 31,2022 was 99.12 Million Baht, compared to 62.64 Million Baht from the same period of last year, increase of 36.48 Million Baht or 58.23%. These was due to:
 - Selling and administration expenses for quarter ended March 31,2022 was 59.74 Million Baht, increase by 16.26 Million Baht or 37.39%. It was mainly due to salary adjustment of company staff, an increasing number of credit personnel to prepare for branch expansion according to the business plan, and variable expenses arising from loan growth.
 - Expected credit losses for the quarter ended March 31,2022 totaled 18.19 Million Baht, increase by 6.04 Million Baht. This was due to the additional provision for impairment of hire - purchase receivables in the situation of COVID-19 and the write-off of bad debts of 13 Million Baht, in accordance with the Ministerial Regulation No. 374, which was issued instead of No. 186 on the disposal of bad debts from accounts receivable. which starts in the accounting period of the year 2020.
3. Financial cost for the quarter ended March 31,2022 was 27.09 Million Baht, compared to 10.08 Million Baht from the same period of last year, increase of 17.01 Million Baht or 168.75%. This was due to the increase of interest - bearing liabilities from financial institutions, Issuance and offering of debentures.
4. Income tax expenses for the quarter ended March 31,2022 was 14.03 Million Baht, compared to 12.72 Million Baht from the same period of last year, increased by 1.31 Million Baht or 10.30%. These were due to the taxable revenue slightly increasing form prior period.
5. Net profit for the quarter ended March 31,2022 was 51.73 Million Baht, compared to 51.27 Million Baht in three quarter of 2021, increase by 0.46 Million Baht or 0.90%

Statement of financial position

(Unit: Million Baht)

Statement of financial position	31 March 2022	31 December 2021	Change	
			Amount	%
Asset	4,503.70	4,034.48	469.22	11.63
Liabilities	2,444.61	2,076.12	368.49	17.74
Equity	2,059.09	1,958.36	100.73	5.14
Debt to Equity Ratio	1.18	1.06	-	-

1. Total Asset

- As of March 31,2022 the company total asset was 4,503.70 Million Baht, an increase of 469.22 Million Baht or 11.63% from the year ended 2021. This was mainly due to an increase of hire purchase receivables from the company's ability to expand the hire purchase portfolio.

2. Total Liabilities

- As of March 31,2022 the company total liabilities was 2,444.31 Million Baht, an increase of 368.49 Million Baht or 17.74%. This was in line with the expansion of the Company's hire purchase portfolio from the increase of Short-term loans from financial institutions.

3. Shareholder Equity

- As of March 31,2022 the company total equity was 2,059.09 Million Baht, an increase of 100.73 Million Baht or 5.14% from the year ended 2021 which was due to the profit from operating activities during the period and non-controlling interests of the subsidiary in the amount of 49.00 million baht

4. Debt to Equity Ratio

- As of March 31,2022 the company debt-to-equity ratio was 1.18 times, compared to 1.06 times for the year 2021. An increase of D/E ratio was due to the fact that the company used more loans from financial institutions as a source of loan for expanding the credit business.

Please be informed according

Regards,



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