



SAWAD-2/2023

27 February 2023

Subject Management Discussion and Analysis for the year ended 31 December 2022

To Managing Director

The Stock Exchange of Thailand

We, Srisawad Corporation Public Company Limited (the "Company"), would like to provide an overview of the financial performance for the year ended 31 December 2022 with details as per below.

As for the financial performance for the year ended 31 December 2022, the Company and its subsidiaries had consolidated net profits totaling 4,826.73 million Baht. This represents a decrease of net profits for 211.21 million Baht or 4.19 percent from the 5,037.94 million Baht of net profits from the previous year. The contributing factors were as follows:

1. Factors Related to Income

For the year ended 31 December 2022, interest income totaling 8,779.57 million Baht, compared to the interest income from the prior year which totaling 6,855.33 million Baht. This represents an increase of 1,924.24 million Baht, or 28.07 percent. The increase was mainly due to the increase in the Accounts Receivable from 37,349.64 million Baht in YE/2021 to 58,830.23 million Baht in YE/2022 an increase of 57.51 percent.

2. Factors Related to Expenses

2.1. Operating Expenses

For the year ended 31 December 2022, operating expenses totaling 5,442.50 million Baht increased by 1,966.61 million Baht or 56.58 percent from the prior year which totaling 3,475.89 million baht due to increase in marketing expenses of new business expanded rapidly and the expense related to branch expansion from 4,908 branches to 5,316 branches for support a rising number of customers as describe above.

2.2. Expected Credit Loss

For the year ended 31 December 2022, expected credit loss totaling 78.18 million Baht increase according to an increase in outstanding balance of loan to customers as describe above.





2.3. Funding Costs

For the year ended 31 December 2022, interest expenses totaling 861.62 million Baht increased by 70.94 million Baht or 8.97 percent from the prior year which totaling 790.68 million Baht. The increase corresponds to the increase in loans during the year.

Regards,

Wanaporn Pornkitipong

(Wanaporn Pornkitipong)

Director of Finance and Accounting

