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November 14, 2024

Subject : Management Discussion and Analysis of AIRA Capital Public Company Limited and subsidiaries  
Consolidated Financial Results: For the nine-month period ended September 30, 2024

To : The President  
The Stock Exchange of Thailand

Operating results for 9-month period ended September 30, 2024 compared to the same period in the previous year

In terms of revenues, the significant changes are;

- Brokerage fees income and interest income from loans, predominantly from the securities business, amounted to Baht 274 million, a decreased of 9% due to continued fall in average trading volumes of the SET. In the first 9 months of 2024, the average daily trading value was down 17% from the same period of the previous year. Gains and returns on financial instruments saw a marked improvement with a higher profit of Baht 65 million due to the price recovery of securities in which the company has invested and dividends received.

- Fees and service income of the Group increased by 12% driven by strong growth in the Advisory business.

- Interest income from factoring, the primary income of the Factoring business, decreased slightly to Baht 132 million, a small decline compared to the same period last year. This reflects the company's more conservative lending approach in view of the current challenging economic landscape.

- Rental and service income grew to Baht 265 million, an increase of 28%, majority of which is derived from the Property Development business. Rental and service income from the Spring Tower office building grew by 26% as its occupancy rate has reached 85%. The rental income from the operating asset leasing business achieved a noticeable increase of 37%.

- Interest income on hire purchase and finance leases rose by 21% to Baht 65 million, in line with the growth of the used truck hire purchase loans portfolio and the upward adjustment of interest rates in accordance with the company's policy.

For the 9-month period ended September 30, 2024, the consolidated financial statements of the Company reported total revenues of Baht 912 million, marking a 22% increase.

In terms of expenses, the significant changes are;

- Personnel expenses of the Company and its subsidiaries amounted to Baht 329 million, an increased by 13% from the same period last year, mainly due to employee compensation related to improved gains from financial instruments investments.

- Fees and service expenses amounted to Baht 63 million, mostly fees paid to the Stock Exchange of Thailand, decreased by 14% from the same period last year in line with the decrease in securities trading volume of the securities business.

- Finance cost of the Company and its subsidiaries rose to Baht 173 million, an increase of 14% on account of higher borrowing costs arising from BOT's policy rate increase and increases in the cost of borrowing by the subsidiaries.

The consolidated financial statements of the Company reported total expenses of Baht 914 million for the 9-month ended September 30, 2024, reflecting a moderate 13% increase. As a result, the company and its subsidiaries made a loss of Baht 2 million.

The operating performance of the associated company, AIRA & AIFUL Public Company Limited ("A&A"), which operates the personal loan business, generated a total income of Baht 1,446 million, a 6% decrease from the same period last year as it applied a more prudent lending policy. Due to challenging market conditions and the end of the accounting relief measures by the Bank of Thailand, it made a net loss of Baht 286 million for the period. The Company recognized a share of loss from its investment of Baht 86 million.

The foreign exchange business ("Travelex (Thailand) Limited") experienced continued improvement. The associated company saw increased revenues due to increased transactions in line with the rebound in tourist arrivals. It reported a net loss of THB 6 million, a decrease of 35% from the same period last year. The Company recognized a share of loss of Baht 2 million from this investment.

Yours sincerely

AIRA Capital Plc.



(Mr.Suttiporn Tanthikul)

Managing Director