

G Cap 021/2562

10th May 2019

Subject: Clarification on performance on 3-month periods ended March 31,2019

Attention : The President

The Stock Exchange of Thailand

G Capital Public Company Limited (the "Company") would like to explain the Company's performance on January – March 2019 comparing with the same period of the year 2018 as described below:

1. The Company achieved total new loan booking of 285 MB, decreasing 4% mainly from
 - 1.1 The order amount of the manufacturer's harvesters decreased. And the number of cars released during the first quarter decreased Due to customers waiting to see the drought situation that will affect the amount of agricultural production that will be harvested
 - 1.2 The slowdown in the tourism business in the southern region, which affects from the end of the year 2018, causes operators to delay orders for ships. And delay investment in hire purchase business Due to the release amount

	2014	2015	2016	2017	2018	2018
Total New Booking in Jan- March (MB)	66	28	33	110	296	285
Growth	-25%	-58%	18%	233%	169%	-4%

2. The Company posted total revenues of 83.88 MB, increasing 13.28 MB accounting for 18.81% growth. The main contributors to such revenue growth were the increase of Income from hire-purchase contracts of 11.99 MB, the increase of interest revenues from corporation loans and of 1.60 MB. and the Income from penalty on hire-purchase contracts increased by 1.05 MB .

3. As for the net income, the Company achieved 8.76 MB, decreasing by 4.48 MB or 33.84%. Such increase of SG&A increased by 7.23 MB and allowances for doubtful hire purchase accounts increased by 7.24 MB .

- the increase of SG&A was majorly from higher expenses related to sales such as rental, depreciation and legal expenses, together with an increase in salary expenses, due to higher number of personals in order to support future business growth.
- the increase of allowances for doubtful hire purchase accounts was in accordance with the Company's policy. For example, as for the hire purchase, the Company reserves 2.5% of hire purchase receivables immediately when there is new booking. Therefore, when there is new booking, the allowances for doubtful hire purchase accounts would increase automatically which shows the quality of our reserve for possible doubtful accounts in the future.

Doubtful debt, PL increased from the credit group. Employee Benefits Is a customer group in the industrial sector That has been affected by the slowdown from inventory reduction Which focuses on the production according to the order of the customers, which affects the production capacity of the industrial sector continuously And credit groups that let independent professionals (markets) affected by agricultural product prices that farmers reduce production areas due to past problems that oversupply products Causing the product price to rise due to the cost of production Increased as well as continuously increasing oil prices Resulting in decreased purchasing power of consumers Together with the consumers want to use money during Songkran Causing such customers to delay debt payment

Please be informed accordingly.

Yours sincerely,



(Mr. Spain Jingkaojai)
บริษัท จี แคปิตอล จำกัด (มหาชน) Managing Director