

G Cap 005/2563

3rd February 2020

Subject: Clarification on performance for the year ending December 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 – December 2019 comparing with the same period of the year 2018 as described below:

1. The Company achieved total new loan booking of 1,290 MB, increasing 9% mainly from

1.1 Sabaijai Factoring – In 2019, The Company has a new product is Sabaijai Factoring which is the type of credit that is suitable for the business that has the trade receivables to sell to the factoring company to bring money to circulate a business in short term by bring account receivable that has not been due for payment date to spending as an investment before the payment date.

1.2 Retail mortgage loan, Customer can borrow to fulfill any need by against the value of their property or land title deed.

	2017	2018	2019
Total New Booking in Jan- December (MB)	1,120	1,180	1,290
Growth	215%	5%	9%

2. The Company posted total revenues of 358.63 MB, increasing 52.23 MB accounting for 17% growth. The main contributors to such revenue growth were the increase of Income from hire-purchase contracts of 35.75 MB, the increase of interest revenues from corporation loans 13 MB. and the Income from penalty on hire-purchase contracts increased by 4.89 MB .

3. As for the net income, the Company achieved 56.22 MB, increasing by 1.33 MB or 2%. Such increase of net income was mainly from the revenue growth of 52.23 MB whereas SG&A increased by 17.60 MB and allowances for doubtful hire purchase accounts increased by 4.37 MB .

- the increase of SG&A was majorly from higher expenses related to sales such as promotion, human capital cost, rental, depreciation and legal expenses.
- the decrease of allowances for doubtful hire purchase accounts due to slightly decreased for hire purchase new booking amount. It 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.

- Doubtful debt, PL increased from Sabajjai Employee loan, which is the most customers target group are in the industrial sector that still produce products according to the order, affect to the industrial sector to reduce costs and layoffs employee, cause to the unemployment rate increased. For Freelance group (markets) that are affected by the product of farmers who suffer damage from hotter weather than usual, especially in the price of fresh food, Due to the rising cost price and due to the hot weather makes the consumer spending is reduced by focusing mainly on Modern Trade.

Please be informed accordingly.

Yours sincerely,



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(Mr. Spain Jingkaojai)

Managing Director