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February 26, 2018

Subject Management's Discussion and Analysis of AIRA Capital Plc. and its subsidiaries
for the year ended December 31, 2017

To President
The Stock Exchange of Thailand

Operating results for the year ended December 31, 2017 compared with the previous year

The Company and its subsidiaries reported that revenue for 2017 was 777.4 million Baht, 4.7% decreasing compared to the previous year. Moreover, the Company and its subsidiaries had continued expanding in newly set up and invested subsidiaries since last year, resulted in accordingly increasing expenses as normal business expansion practices and reported net loss of 43.4 million Baht, compared to net profit of 29.2 million Baht in previous year. The details and significant changes of revenue in 2017 as follows;

- Interest Income from factoring business was 172.3 million Baht, 14.9% increasing from the previous year, due to expansion in purchasing of factoring receivable volume.
- Gain on investment include Interest receive and dividend was 65.7 million Baht, 18.5% up comparing to the previous year, came from investment of Proprietary Trading.
- Hire Purchase and Finance Lease income including Rental and Services income was 61.86 million Baht, 113.8 % increasing from the last year coming from Leasing business, the subsidiary which the company acquired in June 1, 2016, 91.85 % shareholding,
- Interest on margin loans was 83.6 million, 5.1% decreasing from the last year.
- Brokerage Fee was 325.6 million Baht, 21.8% decreasing from the last year, due to diminishing of total trading market volume, commission rate of subsidiary that was resulted from aggressive competition caused by new brokerage firms.

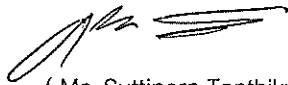
The Company and its subsidiaries had operating and administrative expenses of 696.3 million Baht, 4.3 % increasing compared to the last year. Most of expense are personal expense, depreciation and amortisation from newly invested subsidiaries. Moreover, Provision for bad debt and doubtful accounts of subsidiary, increasing by 17.9 million Baht from the last year.

Also, In 2017, the Company and its subsidiaries had Finance Cost of 100.5 million Baht, increased by 17.6% YOY, which was directly related to factoring business and securities business expansions as well as the increase of interest rate. Besides, the company and its subsidiaries had the share of loss from Initial Investments in Associates at the amount of 184.8 million Baht, comparing to 126.7 million Baht loss from the last year.

In conclusion, including share loss from investment in Associates, In 2017, the Company and its subsidiaries had net loss of 228.2 million Baht, comparing to net loss of 97.5 million Baht in the last year. Most of the loss was attributed to the subsidiary's new business and the loss on investment at the beginning of the associate's operation. However, the performance of the securities business and factoring business which are core businesses of the Group are still profitable.

Yours sincerely

AIRA Capital Plc.



(Mr. Suttiporn Tanthikul)

Managing Director