



**ราชนานี ลีสซิ่ง**  
**Ratchthani Leasing**  
A Thanachart Group Company

August 11, 2020

Subject : Management Discussion and Analysis for the second quarter ended 30 June 2020  
(reviewed)

To : Director and Manager  
The Stock Exchange of Thailand

Ratchthani Leasing Public Company Limited would like to clarify the management discussion and analysis for the second quarter ended 30 June 2020 (reviewed) as follows:

#### **Performance Overview**

For the second quarter of 2020, the net profit of the Company and its subsidiary was 443.50 million baht. The total income was 1,046.19 million baht, financial cost was 286.71 million baht, the selling and administrative expense was 130.28 million baht and expected credit loss was 64.92 million baht. The Total Assets was 52,560.49 million baht, the total liabilities were 44,585.37 million baht and the total equity was 7,975.11 million baht

For the Separate financial statements, the Company had net profit of the second quarter of 2020 at 533.18 million baht, an increase of 53.53 million baht or 11.16% from the same period of the prior year. The total income was 1,126.87 million baht, an increase of 105.44 million baht or 10.32%, the financial cost was 286.71 million baht, an increase of 39.55 million baht or 16.00% from the same period of the prior year, expected credit loss was 64.92 million baht, an increase of 24.11 million baht or 59.08%.

As of the end of the second quarter of 2020, the Company had 52,451.03 million baht in total assets, an increase of 2,520.11 million baht or 5.05% from the same period of the prior year. The increase was due to the continuous hire purchase loan expansion, particularly from trucks. The net of total hire purchase and financial leasing loans were 47,760.36 million baht, a decrease of 1,215.18 million baht or 2.48% from the same period of the prior year, accounted for 91.06% of total assets. Total liabilities and shareholders' equity were 44,528.28 million baht and 7,922.75 million baht respectively.

Comparing financial position in the second quarter of 2020 and the first of 2020, the total assets increased 2,166.62 million baht or 4.31%. The net of total hire purchase loans decrease 1,583.08 million baht or 3.21%. Total liabilities increased 1,633.43 million baht or 3.81% and shareholders' equity increased 533.19 million baht or 7.22% respectively.

**Operation Performance of Subsidiary**

**RTN Insurance Broker Company Limited**

RTN Insurance Broker Company Limited which is principally engaged in life and non-life insurance brokerages. The business is focus on support hire purchase loans insurance services of Ratchthani Leasing Public Company Limited. Net profit for the second quarter of 2020 was 23.57 million baht, the selling and administrative expense was 3.81 million baht, and the total income was 33.30 million baht. Net profit for the six-month period of 2020 was 51.96 million baht, the selling and administrative expense was 7.69 million baht, and the total income was 72.62 million baht.

Please be acknowledged

Yours sincerely

(Mr. Kovit Rongwattanasophon)

Managing Director