



ราชนานี ลีสซิ่ง
Ratchthani Leasing
A Thanachart Group Company

November 11, 2020

Subject: Management Discussion and Analysis For the second quarter ended 30 September 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 September 2020 (reviewed) as follows:

Performance Overview

During the third quarter of 2020 the Coronavirus 2019 (COVID-19) situation has improved domestically. However, the continued high rate of overseas infections, the pandemic had spread to all continents. This has negatively impacted local economic activity, particularly consumption and investment in the private sector. These factors are causing customers to be cautious and delay spending.

For the third quarter of 2020, the net profit of the Company and its subsidiary was 472.20 million baht. The total income was 1,037.01 million baht, financial cost was 272.72 million baht, the selling and administrative expense was 140.26 million baht and expected credit loss was 37.34 million baht. The Total Assets was 48,830.30 million baht, the total liabilities was 40,382.98 million baht and the total equity was 8,447.31 million baht.

For the Separate financial statements, the Company had net profit of the third quarter of 2020 at 443.79 million baht, an increase of 1.09 million baht or 0.25% from the same period of the prior year. The total income was 998.16 million baht, a decrease of 26.07 million baht or 2.55%, the financial cost was 272.72 million baht, an increase of 8.82 million baht or 3.34% from the same period of the prior year, expected credit loss was 37.34 million baht, a decrease of 22.24 million baht or 37.33%. The decrease was due to closely monitor the debt collections and the better ability to pay of receivable accounts which support the better of overall quality account receivables.

As of the end of the third quarter of 2020, the Company had 48,683.91 million baht in total assets, a decrease of 2,069.87 million baht or 4.08% 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 47,007.82 million baht, a decrease of 2,598.99 million baht or 5.24% from the same period of the prior year, accounted for 96.56% of total assets. Total liabilities and shareholders' equity were 40,317.38 million baht and 8,366.54 million baht respectively.

Comparing financial position in the third quarter of 2020 and the ended of 2019, the total assets decrease 2,019.81 million baht or 3.98%. The net of total hire purchase loans decreases 2,700.79 million baht or 5.43%. Total liabilities decrease 2,828.99 million baht or 6.56% and shareholders' equity increase 809.19 million baht or 10.71% 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 third quarter of 2020 was 28.41 million baht, the selling and administrative expense was 4.04 million baht, and the total income was 39.57 million baht. Net profit for the nine-month period of 2020 was 80.36 million baht, the selling and administrative expense was 11.76 million baht, and the total income was 112.19 million baht.

Please be acknowledged

Yours sincerely,

(Mr. Kovit Rongwattanasophon)
Chairman of Executive Committee
Managing Director