



S11-013/2560

May 11, 2017

Subject: Management Discussion and Analysis for the 1st Quarter ended 31 March 2017

To: The President
The Stock Exchange of Thailand

Operating results of S 11 Group Public Company Limited ("the Company") for the 1st Quarter ended 31 March 2017, the Company generated the net profit of Baht 101.99 million or increased 3.10% from Baht 98.92 million compared to the same period of the previous year. The main reasons are as follows:

1. Total revenue for the 1st Quarter ended 31 March 2017 was Baht 347.14 million, increased 12.05% from Baht 309.81 million compared to the same period of the previous year. Major increased revenue was hire purchase interest income.

Total hire purchase interest income for the 1st Quarter ended 31 March 2017 was Baht 320.82 million, increased 13.14% from Baht 283.56 million compared to the same period of the previous year resulting from the increasing of market share.

2. Total expense for the 1st Quarter ended 31 March 2017 was increased 23.09% from Baht 156.62 million to Baht 192.78 million compared to the same period of the previous year.

Sale and administrative expense for the 1st Quarter ended 31 March 2017 increased 23.69% from Baht 57.63 million to Baht 71.29 million compared to the same period of the previous year resulting from the business expansion of the Company.

Bad debts and doubtful account for the 1st Quarter ended 31 March 2017 increased 27.37% from Baht 67.74 million to Baht 86.28 million according to the increasing of hire purchase receivables.

Loss on impairment and disposal of assets foreclosed for the 1st Quarter ended 31 March 2017 increased 12.68% from Baht 31.25 million to Baht 35.21 million that was increased at a decreasing rate compared to the increasing of hire purchase receivables.

Financial cost for the 1st Quarter ended 31 March 2017 was decreased 8.93% from Baht 29.53 million to Baht 26.89 million compared to the same period of the previous year resulting from the diversity of source of fund.

3. As at 31 March 2017, the net hire purchase receivables was Baht 4,010.96 million, increased 3.0% from Baht 3,894.25 million compared to the end of last year.

The total assets were Baht 4,427.17 million, increased 3.36% from Baht 4,283.35 million compared to the end of last year. The total liabilities increased 1.78% from Baht 2,374.71 million to Baht 2,417.04 million compared to the end of last year.

Please be informed accordingly.

Sincerely yours,

(Mrs. Katika Kusawadee)

Secretary of the Company

Authorized person for the signatory of the IT report