



บริษัท เอส 11 กรุ๊ป จำกัด (มหาชน) ทะเบียนเลขที่ 0107556000698

S 11 GROUP PUBLIC COMPANY LIMITED

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S11-015/2563

November 12, 2020

Subject: Management Discussion and Analysis for the 3<sup>rd</sup> Quarter ended 30 September 2020

To: The President  
The Stock Exchange of Thailand

Operating results of S 11 Group Public Company Limited ("the Company") for the 3<sup>rd</sup> Quarter ended 30 September 2020, the Company generated the net profit of Baht 120.27 million or decreased 9.24% from Baht 132.51 million compared to the same period of the previous year. The main reasons are as follows:

1. Total revenue for the 3<sup>rd</sup> Quarter ended 30 September 2020 was Baht 504.93 million, increased 2.87% from Baht 490.84 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 3<sup>rd</sup> Quarter ended 30 September 2020 was Baht 472.22 million, increased 2.14% from Baht 462.35 million compared to the same period of the previous year.

2. Total expense for the 3<sup>rd</sup> Quarter ended 30 September 2020 was increased 11.81% from Baht 285.50 million to Baht 319.22 million compared to the same period of the previous year.

Sale and administrative expense for the 3<sup>rd</sup> Quarter ended 30 September 2020 increased 3.77% from Baht 88.15 million to Baht 91.47 million compared to the same period of the previous year.

Bad debts and doubtful account for the 3<sup>rd</sup> Quarter ended 30 September 2020 increased 30.44% from Baht 133.72 million to Baht 174.42 million compared to the same period of the previous year resulting from the assistance measures for debtors who affected from the COVID-19 crisis.

Loss on impairment and disposal of assets foreclosed for the 3<sup>rd</sup> Quarter ended 30 September 2020 decreased 24.82% from Baht 63.63 million to Baht 47.83 million compared to the same period of the previous year.

Financial cost for the 3<sup>rd</sup> Quarter ended 30 September 2020 was decreased 10.83% from Baht 39.61 million to Baht 35.32 million compared to the same period of the previous year.

3. As at 30 September 2020, the net hire purchase receivables was Baht 6,158.79 million, decreased 0.42% from Baht 6,184.58 million compared to the end of last year.

The total assets were Baht 6,690.17 million, decreased 0.29% from Baht 6,709.44 million compared to the end of last year. The total liabilities decreased 4.79% from Baht 4,089.44 million to Baht 3,893.49 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