



No. ATP30 12/2020

10 November 2020

Subject Management Discussion and Analysis for the third quarter ended 30 September 2020

Attention President  
Stock Exchange of Thailand

Attachment: Independent Auditor's Report and financial statement

ATP30 Public Company Limited ("the Company") would like to inform the operating result of 3-month ended 30 September, 2020 according to the Company's financial statement which the details are as follows:

(Unit: Million Baht)

P/L	For the three-month period					Change Q2'2020		Change Q3'2019	
	Q3' 2020	Q2' 2020	Q1' 2020	Q4' 2019	Q3' 2019	MB	%	MB	%
Service income	96.75	86.79	103.00	113.45	116.97	9.96	11.48%	-20.22	-17.29%
Cost of services	-74.25	-67.28	-81.50	-86.09	-87.00	-6.97	10.36%	12.75	-14.66%
<b>Gross of Profit</b>	<b>22.50</b>	<b>19.51</b>	<b>21.50</b>	<b>27.36</b>	<b>29.97</b>	<b>2.99</b>	<b>15.33%</b>	<b>-7.47</b>	<b>-24.92%</b>
Other income	0.19	0.21	0.08	0.26	0.36	-0.02	-9.52%	-0.17	-47.22%
Administrative expenses	-8.27	-12.45	-12.10	-12.33	-12.34	4.18	-33.57%	4.07	-32.98%
Finance cost	-2.75	2.86	-2.77	-2.83	-3.05	0.11	-3.85%	0.30	-9.84%
Impairment loss on trade accounts receivable	0.03	-0.85	-0.62	0.00	0.00	0.88	-103.53%	0.03	-
Tax expenses	-1.70	-0.07	-0.63	-1.72	-2.27	-1.63	2,328.57%	0.57	-25.11%
<b>Profit for the period</b>	<b>10.00</b>	<b>3.49</b>	<b>5.46</b>	<b>10.74</b>	<b>12.67</b>	<b>6.51</b>	<b>186.53%</b>	<b>-2.67</b>	<b>-21.07%</b>
<b>Gross profit margin</b>	<b>23.26%</b>	<b>22.48%</b>	<b>20.87%</b>	<b>24.12%</b>	<b>25.62%</b>				
<b>Net profit margin</b>	<b>10.32%</b>	<b>4.01%</b>	<b>5.30%</b>	<b>9.45%</b>	<b>10.80%</b>				

#### Summary of the operating results

For the first 9-month period in 2020, the Thai economy is confronted problems due to the spread of the coronavirus, to impact on the company's service business directly to the tourism section, and affect to the auto parts manufacturing industry deceleration. Such effect is not only beginning at the end of Q1/2020, but also continued the worst in Q2/2020, and Q3/2020 began to recover, especially auto parts manufacturing industry,

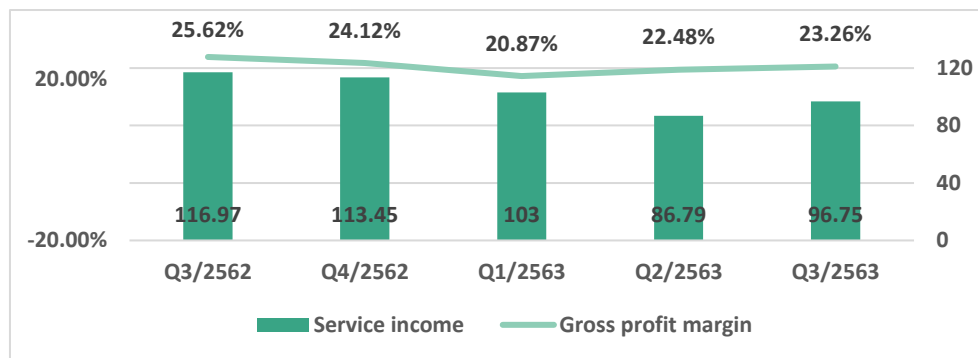


which is approximately 20% of all customers returning to normal services, in addition some tourism section has begun to use services. The expectation in the Q4/2020 will be increase as similar as per the service usage volume of existing clients and expand to new client group. The tourism industry has returned to use the service, but still continue to monitor government policies.

### Service income

For the 3th quarter in 2020, the service income equal to 96.75 MB, when comparisons to Q2/2020, the business recovery to normal service approximately 80%-90% due to the easing epidemic situation. In September 2020, the result of services revenue is increased by 9.96 MB or 11.48%, which Q2/2020 is the company's lowest income from the past operations, the expectation in the Q4/2020 will be increase as similar to the same period of the previous year.

### Gross profit and Gross profit margin



For the third quarter in 2020, the company had gross profit equal to 22.50 million baht or 23.26%, which improve from Q1/2020 and Q2/2020. The company strict to limit and control the cost of services to be efficiency, in order to maintain a good gross margin such as: used B10 fuel instead of B7, reducing insurance premiums, to manage cost of affiliate vehicles and control the cost of vehicle expenses etc. the result is gross profit margin increase.

### Administrative expenses

For the third quarter in 2020, the company had administrative expenses of 8.27 million baht, a decrease of 4.07 MB. or 32.98% from the same period of 2019, the administrative expenses of 12.34 MB., due to the company having strict of cost control such as reducing company's activities, deducing office space rental, and other expenses as appropriate. Therefore, the expenses are continually reduced.

### Finance cost

Finance cost consist of Interest for bank overdrafts interest, bank loans interest, and interest under finance lease and interest expense under lease agreement (TFRS16). For the 3rd quarter in 2020, the company had financial cost of 2.75 million baht, a decrease of 0.30 million baht or equivalent to 9.84 percent from the



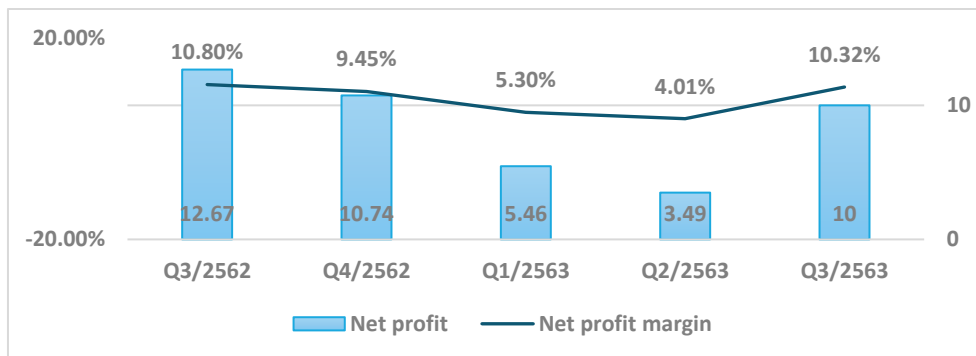
same period of 2019, the company had financial cost of 3.05 million baht, mainly course is the interest under financial lease, according to the company received a low interest rate of financial leases at 3.20-3.50 (Previously 3.58%-3.85%), although the company has continued to invest in its vehicles.

As of 30 September 2020, the company has 186 vehicles under the remaining finance lease, with the installments due in 2020, such 3 vehicles within Quarter 4. In year 2021, amount of 41 vehicles, in year 2022, amount of 57 vehicles, in year 2023, amount of 61 vehicles, in year 2024, amount of 8 buses and in the year 2025, amount of 16 vehicles, respectively.

### Tax expenses

Tax expenses consist of corporate income tax (Por Ngor Dor 50) and deferred income tax consist of provision for employee benefits. Tax losses (Por Ngor Dor 50) accounting and tax implications under financial lease agreements and residual values of transportation vehicles. For the 3rd quarter in 2020, the company had tax expense equal to 1.70 million baht, a decrease of 0.57 million baht or 25.11%, from the same period of 2019, the company had tax expense equal to 2.27 million baht.

### Net Profit and Net Profit Margin



For the 3rd quarter in 2020, the company has a net profit of 10.00 MB. or 10.32%, when comparison to Q2/2020, the net profit increased by 6.51 million baht or 186.53% due to the increasing of clients services and the company's liquidity preservation measure, reduce unnecessary expenses in all aspects. Increase efficiency in cost control of services and focus on developing a more efficient bus management system

Please be informed accordingly,

Yours Sincerely,

(Mr. Piya Techakul)  
Managing Director

