



No. ATP30 16/2021

13 May, 2021

Subject Management Discussion and Analysis for the three-month period ended 31 March 2021

Attention President

Stock Exchange of Thailand

Attachment: Review report and interim financial information

ATP30 Public Company Limited (“the Company”) would like to report the operating result of three-month period ended 31 March, 2021 according to the Company’s financial statement which the details are as follows:

(Unit: Million Baht)

Statement of comprehensive income	For 3-month period (Jan. - Mar.)					Change from 4/2020 (QoQ)		Change from Q1/2020 (YoY)	
	Q1/21	Q4/20	Q3/20	Q2/20	Q1/20	MB.	%	MB.	%
Service income	110.35	104.55	96.75	86.79	103.00	5.80	5.55%	7.36	7.14%
Cost of services	(83.33)	(79.96)	(74.25)	(67.28)	(81.50)	(3.37)	4.22%	(1.83)	2.25%
Gross Profit	27.02	24.59	22.50	19.52	21.50	2.43	9.88%	5.53	25.70%
Other income	0.11	0.16	0.19	0.18	0.08	(0.05)	(29.22%)	0.04	48.16%
Administrative expenses	(12.47)	(10.72)	(8.27)	(12.45)	(12.10)	(1.76)	16.39%	(0.37)	3.06%
Financial income	-	0.01	-	0.03	-	(0.01)	(100.00%)	-	(100.00%)
Finance cost	(2.71)	(2.64)	(2.74)	(2.87)	(2.77)	(0.07)	2.76%	0.06	(2.04%)
Reversal (expected credit losses)	0.16	-	0.02	(0.84)	(0.62)	0.16	-	0.78	(124.95%)
Tax expenses	(2.30)	(1.61)	(1.69)	(0.07)	(0.63)	(0.69)	43.28%	(1.67)	264.84%
Profit for the period	9.81	9.80	10.00	3.49	5.45	0.01	0.08%	4.35	79.83%

Developments in Q1/2021

- The Company has issued and offered the newly issued ordinary shares of the Company to a specific investor (Private Placement), namely Toyota Tsusho Thai Holdings Company Limited, in the amount of 65,000,000 ordinary shares or equivalent to 9.53%, at the offering price of THB. 0.99 per share, totaling THB. 64.35 million, which received payment for the newly-issued ordinary shares on 8 March, 2021 and approved as securities on the SET on 18 March, 2021, became as a business partner.





- The new company's director, named "Mr. Tanin Hirunpunthaporn" has appointed according to Toyota Tsusho Thai Holdings Co., Ltd. in proportion to the said capital increase.
- The Company announced a dividend payment for the year 2020 to shareholders at the rate of THB. 0.03 per share, totaling THB. 20.50 million or equivalent to 74.95% of the net profit after allocated as legal reserve. The dividend payout is scheduled on 30 April, 2021.
- The Company has moved its head office location at 9/30 Village No. 9, Bangnang Sub-district, Panthong District, Chonburi Province 20160, effective from 1 April, 2021.
- The Company has been renewed its license, Non-regular Route Public Carrier from the Department of Land Transport for a period of 5 years.

Thailand's economic outlook

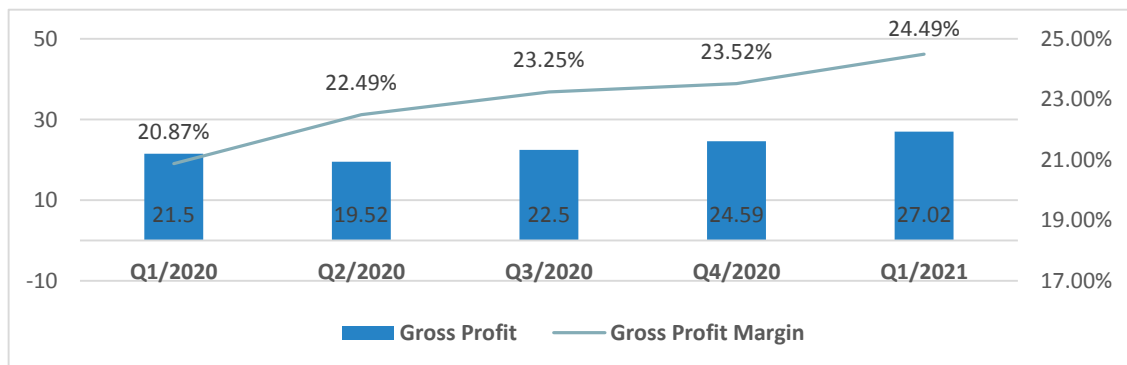
Thailand's economic in Q1/2021 is likely to continue to recover, with the growth exports to support, this reflects the increasing demand from the main trading partners. Including measures in stimulating the economy, domestic spending. The resumption of the coronavirus epidemic in early April 2021 is a major risk factor for the recovery of the tourism industry and the expansion of the domestic economy. The company therefore has to carefully adjust its business policy in this challenging situation, then the Company would like to summarize the operating results for Q1/2021 as follows:

Service income

For the three-month period in 2021, the Company had service income equal to THB. 110.35 million, an increase of THB. 7.36 million or equivalent to 7.14% compare to the same period of the previous year and an increase of THB. 5.80 million or equivalent to 5.55% compare to previous quarter, the result of the Company has 3 new client service contracts straing from January and February. In addition, one existing client has a 5-year contract extension.

As of 31 March 2021, the company has a total of 375 services vehicles, consisting of 222 buses, 42 mini-buses, 104 vans and 7 VIP vans.

Gross Profit and Gross Profit Margin





For the three-month period of 2021, the company had a gross profit of THB. 27.02 million, or a gross profit margin of 24.49%, an increase when compared to the same period of the previous year, with a gross profit of THB. 21.50 baht or equivalent to the gross profit margin of 20.87% and an increase from the previous quarter. The gross profit of THB. 24.59 million or equivalent to 23.52% of gross profit margin.

The above results from the Company have new clients and increasing efficiency in controlling the management of the operating process continuously, which can reduce the cost of service such as fuel costs, vehicle expenses, and insurance premium, etc. Also, the depreciation of the Company's vehicles began to gradually complete 10 years, consisting of the year 2021; the number of 9 vehicles, in the year 2022; the number of 16 vehicles, in the year 2023; the number of 21 vehicles, in the year 2024; the number of 25 vehicles, and in the year 2025; the number of 20 vehicles, respectively, which caused the cost, the Company's future service provision has decreased.

Administrative expenses

For the three-month period of 2021, administrative expenses were THB. 12.47 million, an increase of THB. 0.37 million or equivalent to 3.06% from the same period of the previous year. And an increase of THB. 1.76 million or 16.39% from the previous quarter. Due to operating expenses related to the capital increase of 65.00 million ordinary shares to Toyota Tsusho Thai Holdings Company Limited, such as legal consultant fees, expenses for holding the Extraordinary General Meeting of Shareholders No. 1/2021 on February 24, 2021 and other related fees, total value of THB. 0.58 million. The Company has also relocated its headquarters above. Therefore, the garage must be disposed of at the Amata City Estate. Chonburi and the cost of transporting and renovating the rental space amounted to Baht 0.47 million. Such expenses are considered one-time expenses.

Finance cost

Financial costs consist of interest on bank overdrafts. Bank loan interest equivalent under finance lease and lease interest (TFRS16), etc. For the three-month period of 2021, the Company had finance costs equal to THB. 2.71 million, a decrease of THB. 0.06 million or 2.04% from the same period of the previous year, and an increase of THB. 0.07 million or 2.76% from the previous quarter, due to the Company receiving lower interest rates under finance leases. Although during this period of the year, the Company has been continued to invest in service vehicles, the interest rate was 2.80% -3.50% (for the year 2020 was 3.20% -3.50%), the Company had no overdraft interest, result of reducing the financial cost.

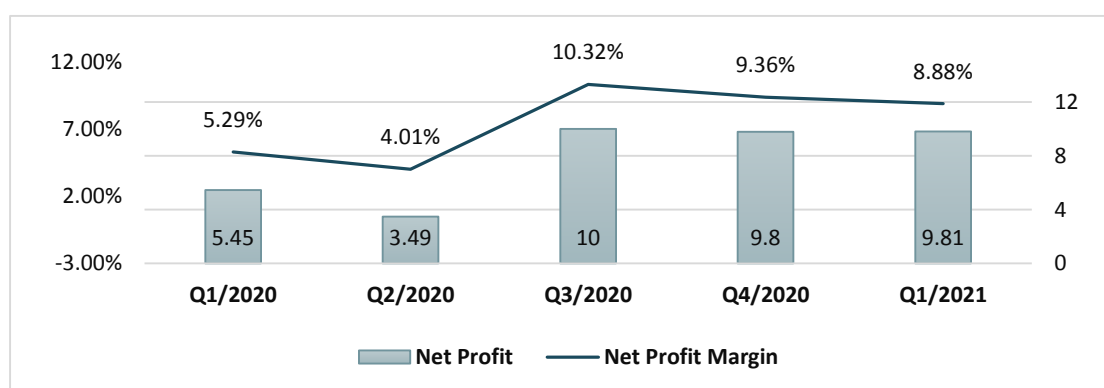
As of 31 March 2021, the Company has 209 vehicles under the finance lease agreement, with the contract to be paid in installments due as follows: the year 2021; 41 vehicles (fully paid 17 vehicles), in the year 2022; 57 vehicles, in the year 2023; 61 vehicles, in the year 2024; 18 vehicles, in the year 2025; 38 vehicles, and in the year 2026; 11 vehicles, respectively, with a total of 375 vehicles of the Company (in the year 2020; 347 vehicles)



Tax expenses

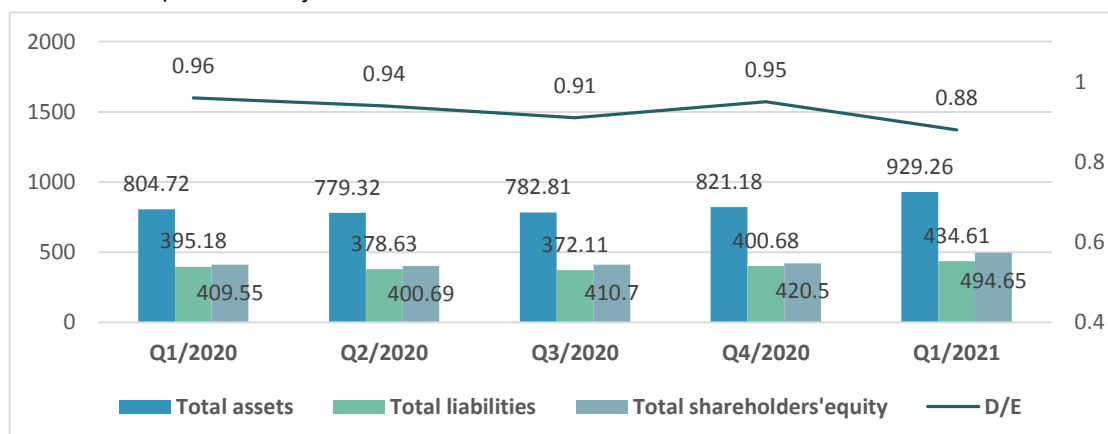
Tax expenses consist of corporate income tax (PND. 50) and Deferred tax such as Expected credit losses (reversal), Provision for long-term employee benefits, tax losses (PND. 50), asset impact, leasehold right of TFRS16 and accounting and the impact of accounting and tax on the finance lease and residual values, etc. For the three-month period of 2021, the Company had tax expenses equal to THB. 2.30 million, Consists of current income tax amounting to THB. 0.68 million and deferred tax amounting to THB. 1.62 million, an increase of THB. 1.67 million or 264.84% from the same period of the previous year, and an increase of THB. 0.69 million or 43.28% from the previous quarter. This was caused by the exercise of rights, reduced tax costs and calculation of the accounting and tax effects on financial leases and the cost of the carcass increased from the contract to purchase buses increased, as a result, the Company has to set up more deferred tax.

Net Profit and Net Profit Margin



From the factors mentioned above, the Company had a net profit for the three-month period of 2021 was THB. 9.81 million or equivalent to a net profit margin of 8.88%, an increase when compared to the same period of the previous year with a net profit of THB. 5.45 million or equivalent to the net profit margin of 5.29% and increased compared to the previous quarter with a net profit of THB. 9.80 million or net profit margin of 9.36%, The net profit margin decreased from the previous quarter was due to one-time expenses consist of Capital increase expenses, Head office and parking charges increased in this three-month period.

Statement of financial position analysis





For the three-month period of 2021, the Company had total assets of THB. 929.26 million. The increased to THB. 108.08 million or 13.16% from the previous year. A major increase from the Company has purchased 28 additional service vehicles worth THB. 67.75 million. The Company has entered into a finance lease agreement and during the period, the Company issued 65.00 million newly issued ordinary shares to Toyota Tsusho Thai Holdings Company Limited at the rate of THB. 0.99 per share, resulting in an increase of THB. 64.35 million.

Debt to equity ratio decreased from the year 2020, as the Company received fully payment for the above mention capital increase.

Yours Sincerely,

(Mr. Piya Techakul)
Managing Director

