



SAWAD-2/2025

26 February 2025

Subject Management Discussion and Analysis for the year ended 31 December 2024

To Managing Director

The Stock Exchange of Thailand

We, Srisawad Corporation Public Company Limited (the “Company”), would like to provide an overview of the financial performance for the year ended 31 December 2024 with detail as per below:

Company Overview:

In the past year, 2024, the Company focused on improving the quality of its loan portfolio by tightening customer selection criteria to ensure higher-quality borrowers and reducing the loan-to-value ratio to better align with the current economic conditions.

During Q3/2024, the financial market, particularly the corporate bond market, faced a crisis of investor confidence due to delays in principal and interest payments, as well as defaults by several listed companies. This led to widespread impacts. However, the situation improved in the final month of the year.

During Q4/2024, a major flood occurred in northern Thailand, significantly affecting the regional economy. In response, the Company aided impacted customers in the affected areas by waiving interest charges for those who met the Company's eligibility criteria.

**Performance of the Company**

Statement of Profit or Loss	31-Dec-24	31-Dec-23	Change	
	Baht million	Baht million	Baht million	%
Interest income	18,027	15,744	2,283	14.50
Dividend income	1	-	1	100.00
Other income	3,018	3,170	(152)	(4.79)
Total revenue	21,046	18,914	2,132	11.27
Servicing expenses	1,613	1,553	60	3.86
Administrative expenses	7,708	6,729	979	14.55
Expected credit losses	1,913	1,763	150	8.51
Total expenses	11,234	10,045	1,189	11.84
Profit before finance costs and income tax	9,812	8,869	943	10.63
Finance costs	(3,181)	(2,266)	(915)	40.38
Share of profit of associate accounted for using the equity method	-	26	(26)	(100.00)
Profit before income tax	6,631	6,629	2	0.03
Income tax expense	(1,385)	(1,375)	(10)	0.73
Net profit for the year	5,246	5,254	(8)	(0.15)

For the year ended 31 December 2024, the Company and its subsidiaries reported a consolidated net profit totaling Baht 5,246 million, compared to the prior year of Baht 5,254 million, a decrease of Baht 8 million or 0.15%. One of the primary reasons for this decline is the Company's financial assistance to customers affected by flooding in Q4/2024. The Company waived interest payments for customers in government-declared disaster areas, as previously mentioned in the Company overview.

1. Factors Related to Income

For the year ended 31 December 2024, the Company reported total revenue of Baht 21,046 million, compared to the prior year of Baht 18,914 million, an increase of Baht 2,132 million or 11.27% which is driven by higher interest income of Baht 2,283 million, while other income declined by Baht 485 million



1) Interest Income

For the year ended 31 December 2024, the Company reported an interest income of Baht 18,027 million, compared to the prior year of Baht 15,744 million, an increase of Baht 2,283 million or 14.50%. This was mainly because in 2024, interest income included the revenue from Fast Money Company Limited for all four quarters, whereas in 2023, interest income from Fast Money Company Limited was only reported for Q3/2023 and Q4/2023.

Additionally, the Company provided financial relief to customers in flood-affected areas by waiving interest payments for eligible customers, which amounted to approximately Baht 30 million in Q4/2024.

2) Other Income

For the year ended 31 December 2024, the Company reported an other income of Baht 3,019 million, compared to the prior year of Baht 3,171 million, a decrease of Baht 152 million or 4.79%. This decline was mainly due to lower management fee income from following acquisition of the share capital of Fast Money Company Limited.

2. Factors Related to Income to Expenses

1) Operating Expenses

For the year ended 31 December 2024, the Company reported an operating expense of Baht 9,321 million, compared to the prior year of Baht 8,282 million, an increase of Baht 1,039 million or 12.55%. The increase was due to the inclusion of Fast Money Company Limited's operating expenses for all four quarters in 2024, whereas in 2023, only Q3/2023 and Q4/2023 expenses were included. Additionally, the Company reported a higher net loss from sales and impairment of properties foreclosed, which increased by Baht 518 million compared to the prior year. This was primarily driven by the new motorcycle hire-purchase business, which carried over from 2023, in line with the conditions of the used motorcycle market. However, net losses from sales and impairment of properties foreclosed have been gradually declining since Q2/2024.



2) Expected Credit Loss

For the year ended 31 December 2024, the Company reported an expected credit loss of Baht 1,913 million, an increase of Baht 150 million or 8.51% from the prior year. This reflects the Company's prudent approach to potential credit risks and recognizing them in 2024 to ensure a cautious and well-managed performance in the future.

3) Finance Costs

For the year ended 31 December 2024, the Company reported a finance cost of Baht 3,181 million, compared to the prior year of Baht 2,266 million, an increase of Baht 915 million. This increase was driven by rising market reference interest rates and the inclusion of interest expenses from Fast Money Company Limited for all four quarters in 2024, whereas only Q3/2023 and Q4/2023 were included in 2023.

Financial Position as of 31 December 2024

Consolidated Statement of Financial Position	31 Dec 24	31 Dec 23	Change	
Baht million	Amount	Amount	Amount	%
Current Assets	67,388	68,210	(822)	(1.21)
Non-current Assets	40,521	43,254	(2,734)	(6.32)
Total Assets	107,909	111,464	(3,556)	(3.19)
Current Liabilities	34,820	40,603	(5,783)	(14.24)
Non-Current Liabilities	36,787	39,665	(2,878)	(7.26)
Total Liabilities	71,607	80,268	(8,661)	(10.79)
Total Equity	36,302	31,197	5,105	16.36
Total Liabilities and Equity	107,909	111,465	(3,556)	(3.19)

1. Total Assets

Total assets amounted to Baht 107,909 million, compared to Baht 111,465 million at the end of 2023, a decrease of Baht 3,556 million or 3.19%. The primary reason for this decline is a reduction in the loan portfolio due to the Company's stricter credit issuance practices, in line with management's policy to focus on issuing high-quality loans.



2. Total Liabilities

Total liabilities amounted to Baht 71,607 million, compared to Baht 80,268 million at the end of 2023, a decrease of Baht 8,661 million or 10.77%. The primary reason for this reduction is due to strict cash flow management in line with the Company's management policy.

Best Regards,

Wanaporn Pornkitipong

Director of Finance and Accounting