

Ref. SPVI 008/2018

November 6, 2018

Subject : Management Discussion and Analysis for the 3rd Quarter, ending 30 September 2018

To: The Director and Manager of the Stock Exchange of Thailand

S P V I Public Company Limited would like to inform the Financial Report for the 3-month period ended 30 September 2018 which is reviewed by registered auditors. The details are as follows:

Total revenues

Total revenue of the company for the 3-month period ended 30 September 2018 was Baht 601.62 million compared with total revenue from the same quarter in the previous year at Baht 498.24 million, increased by Baht 103.38 million or 20.75%

Total costs and operating expenses

Total cost and operating expenses of the company for the 3-month period ended 30 September 2018 were Baht 591.07 million compared with total cost and operating expenses from the same quarter in the previous year at Baht 487.42 million, increased by Baht 103.65 million or 21.27%.

Net profit after tax

Net profit after tax of the company for the 3-month period ended 30 September 2018 was Baht 8.46 million, compared with net profit from the same quarter in the previous year at Baht 8.83 million, decreased by Baht 0.37 million or 4.19%.

In addition, net profit after tax of the company for the 9-month period ended 30 September 2018 was Baht 26.30 million, compared with net profit from the same period of previous year at Baht 17.77 million, increased by Baht 8.53 million or 48.0%.

The 3rd operating result, ending 30 September 2018 compared with the same quarter in the previous year was decreased due to the following reasons.

- The increased of staff expenses, rental and service rental expenses from opening nine new branches during the year.

Please be informed accordingly.

Yours sincerely,



(Mr. Trisorn Volyarngosol)

Managing Director