



No. ATP30 16/2017

7 November 2017

Subject Management Discussion and Analysis for third quarter ended 30 September 2017

Attention President
Stock Exchange of Thailand

Attachment Report and interim financial statements provided by Certified Public Accountant
(Thailand)

ATP30 Public Company Limited (“the Company”) would like to report the operating
result of

3-month and 9-month period ended 30 September 2017 according to the Company’s financial
statement which the details are as follows:

(Unit: million Baht)

Description	For 3-month period (Jul - Sep)			
	2017	2016	Change	% Increase (Decrease)
Service income	89.51	79.35	10.16	12.80%
Cost of Services	(67.13)	(60.65)	(6.48)	10.68%
Gross Profit	22.38	18.70	3.68	19.68%
Other Income	0.33	0.37	(0.04)	(10.81%)
Administrative expenses	(9.92)	(8.06)	(1.86)	23.08%
Financial cost	(3.25)	(4.03)	0.78	(19.35%)
Tax income (expenses)	(1.19)	0.96	(2.15)	(223.96%)
Net Profit	8.35	7.94	0.41	5.16%



Description	For 9-month period (Jan - Sep)			
	2017	2016	Change	% Increase (Decrease)
Service income	252.06	223.60	28.46	12.73%
Cost of Services	(195.47)	(170.34)	(25.13)	14.75%
Gross Profit	56.59	53.26	3.33	6.25%
Other Income	1.01	1.33	(0.32)	(24.06%)
Administrative expenses	(30.76)	(24.46)	(6.30)	25.76%
Financial cost	(10.08)	(11.96)	1.88	(15.72%)
Tax income (expenses)	(1.07)	0.29	(1.36)	(468.97%)
Net Profit	15.69	18.46	(2.77)	(15.01%)

Service income

For 3-month period ended 30 September 2017, the Company's revenue from services was THB 89.51 million, rose by THB 10.16 million or equivalent to a 12.80 percent growth; whereas, for 9-month period, the Company realised the revenue from services of THB 252.06 million, increased by THB 28.46 million or up 12.73 percent.

An increase in following revenue from services arises from service expansion towards existing clients and new clients. As of 30 September 2017, the Company owned a total of 296 vehicles to serve the clients which consist of 167 buses, 5 mini-buses, 6 VIP vans and 28 vans; meanwhile, the Company also was holding partnerships with 90 affiliated vehicles which can be separated into 10 buses and 80 vans.

Gross Profit and Gross Profit Margin

For 3-month period ended 30 September 2017, the Company's gross profit stood at THB 22.38 million or equivalent to gross profit margin of 25.00 percent compared to the same period last year that the Company posted gross profit of THB 18.70 million or equivalent to gross profit margin of 23.57 percent. For 9-month period ended 30 September 2017, the Company's gross profit was THB 56.59 million or equivalent to gross profit margin of 23.85 percent compared to the same period previous year that the Company recorded gross profit of THB 53.26 million or equivalent to gross profit margin of 23.82 percent.



However, in both 3-month period ended 30 September 2017, the Company's gross profit margin increased. Due to more effective cost control such fuel costs, maintenance costs etc.

Administrative expenses

For 3-month period ended 30 September 2017, the Company had administrative expenses of THB 9.92 million, increased by THB 1.86 million or equivalent to a 23.08 percent growth compared to the same period last year. Whereas, for 9-month period ended 30 September 2017, the Company's administrative expenses accounted for THB 30.76 million, grew by THB 6.30 million or equivalent to up 25.76 percent. An increase in administrative expenses was due to a growing salary expenses to extending workforce in order to accommodate business expansion. Furthermore, the Company had additional expense from the issuance of its financial instrument (The warrants to purchase newly issued shares of ATP30 Public Company Limited No.1: ATP30-W1) in four occasions exercise period on December 29, 2017, June 29, 2018, December 28, 2018, and May 23, 2019.

Financial cost

For 3-month period ended 30 September 2017, the Company had financial cost from the financial lease and hire-purchase contracts of THB 3.25 million, decreased by THB 0.78 million or equivalent to down 19.35 percent compared to the same period last year. Similarly, for 9-month period ended 30 September 2017, the Company saw its financial costs of THB 10.08 million, decreased by THB 1.88 million or down 15.72 percent year-on-year.

In 2017, the Company had constantly repaid interest for financial lease (Financial Lease and Hire-Purchase contracts) caused by investing in new 31 vehicles to accommodate its business expansion.

As of 30 September 2017, the Company has 134 vehicles under financial lease agreements in which the number of vehicles terminated in the latter half year of 2017 is 3 vehicles: 3 vehicles and last quarter respectively.

Net Profit and Net Profit Margin

For 3-month period ended 30 September 2017, the Company's net profit was THB 8.35 million or equivalent to the net profit margin of 9.29 percent compared to the same period last year that the Company's net profit was THB 7.94 million or equivalent to the net profit margin of





9.96 percent. Of which, for 9-month period ended 30 September 2017, the Company recorded the net profit of THB 15.69 million or equivalent to the net profit margin of 6.20 percent compared to the same period last year that the Company's net profit was THB 18.46 million or equivalent to the net profit margin of 8.21 percent.

For period ended 30 September 2017, the net profit margin was increased for 3-month period due to efficiency of services cost controlling. Also, still costs incurred to three buses renovated to improve service (One-time expenses), which decreased from Q1 and Q2.

Please be informed accordingly,

Yours Sincerely,

(Mr. Piya Techakul)
Managing Director

