



No. ATP 10 / 2016

August 3, 2016

Subject Management Discussion and Analysis Quarterly ended June 30, 2016

Attention President
Stock Exchange of Thailand

Attachment Auditor's report and The Company Financial Statement

ATP30 Public Company Limited ("the Company") would like to report the performance for 3-month and 6-month period ended June 30, 2016 according to the Company's financial statement which the details are as follows:

(Unit: Million baht)

	For 3 months (Jan - Mar)			
	2015	2016	Change	Change (%)
Service Revenue	74.38	65.22	9.16	14.04%
Cost of Services	(56.00)	(51.13)	(4.87)	9.52%
Gross Profit	18.38	14.09	4.29	30.45%
Other Incomes	0.74	0.80	(0.06)	(7.50%)
Administrative Expenses	(8.32)	(6.12)	(2.20)	35.95%
Financial Cost	(4.00)	(5.19)	1.19	(22.93%)
Net Profit	7.20	2.35	4.85	206.38%

(Unit: Million baht)

	For 6 months (Jan - Jun)			
	2015	2016	Change	Change (%)
Service Revenue	144.25	128.99	15.26	11.83%
Cost of Services	(109.69)	(101.05)	(8.64)	8.55%
Gross Profit	34.56	27.94	6.62	23.69%
Other Incomes	0.96	0.98	(0.02)	(2.04%)
Administrative Expenses	(16.40)	(12.84)	(3.56)	27.73%
Financial Cost	(7.93)	(9.81)	1.88	(19.16%)
Net Profit	10.52	4.04	6.48	160.40%

Revenue from Services

For 3 months period ended June 30, 2016, the Company's service revenue was THB 74.38 million, increased by THB 9.16 million or equivalent to a 14.04 percent growth compared to the same period last year. For 6 months period ended June 30, 2016, the Company's service revenue was THB 144.25 million, increased by THB 15.26 million or equivalent to an 11.83 percent growth compared to the same period last year.

An increase in the Company's service revenue arising from the service expansion for the existing accounts and new candidates. During second quarter of 2016, the Company started to serve new 3 clients whereas the 2 service contracts were terminated. As a result, the Company was holding 27 service contracts in hand at the end of June 30 2016. In terms of revenue stream, the Company began to provide shuttle services at the middle of second quarter of 2016 and recorded revenue from those clients partially. However, the Company will be likely to fully record revenue from those clients since third quarter of 2016 onwards.

Gross Profit and Gross Profit Margin

For 3 months period ended June 30, 2016, the Company's gross profit was THB 18.38 million or equivalent to the gross profit margin of 24.17 percent compared to the same period last year the Company's gross profit was THB 14.09 million or equivalent to the gross profit margin of 21.60. For 6 months period ended June 30, 2016, the Company's gross profit was THB 34.56 million or equivalent to the gross profit margin of 23.96 percent compared to the same period last year where the Company's gross profit was THB 27.94 million or equivalent to the gross profit margin of 21.66 percent.

The Company's gross profit and gross profit margin for 3 months period and 6 months period are heightened by a surge in the Company's service revenue and a reason that the Company is able to manage fuel cost and maintenance cost quite well.

Other Incomes

The Company's other incomes composes of revenue from additional management for affiliated vehicles, interest from deposits and gains from sales on deferred assets. For 3 months period ended June 30, 2016, the Company's other incomes was THB 0.74 million, fell by THB 0.06 million or equivalent to 7.50 percent margin compared to the same period last year. For 6 months period ended June 30, 2016, the Company's other incomes was THB 0.96 million, fell by THB 0.02 million or equivalent to 2.04 percent margin compared to the same period last year.

Administrative Expenses

For 3 months period ended June 30, 2016, the Company's administrative expenses was THB 8.32 million, increased by THB 2.20 million or equivalent to a 35.95 percent growth compared to the same period last year. For 6 months period ended June 30, 2016, the Company's administrative expenses was THB 16.40 million, increased by THB 3.56 million or equivalent to a 27.73 percent growth compared to the same period last year. A rise in administrative expenses during year 2016 was due to growing workforce, increasing salary rate and higher employee's benefits in line with the ongoing business expansion.



Financial Costs

For 3 months period ended June 30, 2016, the Company's had THB 4 million on its financial costs, dropped by THB 1.19 million or down 22.93 percent year-on-year. For 6 months period ended June 30, 2016, the Company's had THB 7.93 million on its financial costs, decreased by THB 1.88 million or down 19.16 percent year-on-year.

During the period of the year 2016, the Company has made an investment on new vehicles by using the tailored financial lease contracts. In the first quarter, the Company purchased additional 24 vehicles consisting of 12 buses, 11 vans and 1 operating vehicle. In the second quarter, the Company has invested another 4 buses in order to serve its business expansion. The Company has made financial lease contracts which its interest rate ranging from 4.80 - 5.13 percent deemed to be lower than the previous rate last year. This is because the Company has capitalized its raising capital from IPO to pile a down-payment in fleet expansion according to the Company's financial plan. Moreover, the interest paid from prevailing financial lease contracts is lower following by decreasing portion of outstanding balance; therefore, resulting in the diminishing level of interest burden even though the Company has purchased a number of vehicles to accommodate in its business expansion.

Net Profit and Net Profit Margin

For 3 months period ended June 30, 2016, the Company's net profit was THB 7.20 million or equivalent to the net profit margin of 9.58 percent, increased by 206.38 percent compared to the same period last year that the Company recorded the net profit of THB 2.35 million or equivalent to the net profit margin of 3.56 percent. For 6 months period ended June 30, 2016, the Company's net profit was THB 10.52 million or equivalent to the net profit margin of 7.24 percent, increased by 160.40 percent compared to the same period last year that the Company recorded the net profit of THB 6.48 million or equivalent to the net profit margin of 3.11 percent.

A gain in net profit and net profit margin results from the increasing service revenue and the efficient fuel management as mentioned above. In addition, the Company has lower financial costs and gains benefits from income tax.

Please be informed accordingly,

Yours sincerely,

(Mr. Piya Techakul)

Managing Director