# The Nine - Month Report 2022

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# 1. Mahathuen Leasing Public Company

## 1.1 General Information of Company

| | | |
|---|---|---|
| Company Name | : | Mahathuen Leasing Public Company |
| Business type | : | Financial Leasing |
| Symbol | : | MHTL |
| Registered Office | : | House number 628, (kilometer 5) Kaison Road, Phonphanao Village, Xaysettha District, Vientiane Capital |
| Foreign Investment License | : | Foreign Investment License, No: 196-11/MPI/IPD3 date 10 August 2011 |
| Enterprise registration certificate | : | 1593/ERO date 24 July 2022 |
| Enterprise tax certificate | : | 725714405-9-00 |
| Register capital | : | 40.000.000.000 Kip |
| Number of share | : | 400.000.000 shares |
| Email | : | info@mahathuen.com |
| Website | : | www.mahathuen.com |
| Tel | : | (856) 21 418065 |
| Fax | : | (856) 21 418066 |

# 2. Company Background

Mahathuen Leasing Public Company (hereinafter "the Company" or "MHTL"). The Company was established as a limited company on 02 September 2011 with a registered capital of USD 300,000 and enterprise registration certificate No. 3151/RO with the business category of financial leasing (non-real estate). MHTL has been established by two experienced individuals who have more than 20 years of experience in doing business in Lao PDR; Mrs. Inthavilay Oudom, a Lao investor, which held 12% in the Company and Mr Chakrit Naksorn, a Thai investor held 88%.

To establish a Leasing business in Lao PDR a business license from the Bank of Lao PDR is required therefore the Company is under the supervision of Financial Institution Supervision Department of the Bank of Lao PDR.

MHTL is engaged in the leasing business in Lao PDR, particularly retail finance (non-real estate) since the establishment of the company. In the early stage, the Company mainly focused on Japanese made motorcycle financing such as HONDA, SUZUKI, YAMAHA and others to build client base, obtain knowledge, gain experience for the organization, develop capacity building and appropriate working system, as well as learning about consuming behaviors and business operation in Lao PRD before expanding its investment in other retail financial products.

During the first three years of business operations and Company's short-term plan, MHTL was focusing on the development of the organization culture and capacity building. Therefore, the business policy was more conservative in terms of marketing with a concrete action plan for financial leasing evaluation and approval. A proper plan for small size leasing with low capital investment by professional approach was established, which led to the internal working policy, regulations as well as other requirements for the consideration of leasing approvals, however the process can be flexible according to the market situation and business competition.

From 2014 – 2016, the Company focused on expanding customer base by strengthening customer relationships and build market leadership, by increasing the proportion of market share in order to expand more branches and service units in Vientiane capital in the future. In addition, the Company also planned to broaden its products such as: financing of used motorcycles including refinancing for existing customers base on payments history to build customer base for expansion to other products.

Since 2017, the Company plans to expand its branches and service units to other provinces in Lao PDR including other products by having the Company listed in Lao Securities Exchange to raise capital fund. In preparation for the Company to be listed in Lao Securities Exchange, an increase of aggressive business strategy will need to be implemented including a strong internal control and risk management as well as good corporate governance to strengthen the business operations by creating a balance between the stakeholders such as customers, partners, investors and shareholders of the Company.

The Company converted into a public Company on 20 November 2017, with a registered capital of LAK 27,760,000,000, and has been operating as financial leasing (non-real estate) under the Law of Lao PDR (hereinafter "Conversion date") with the Company's shares held by MAHATHUEN Holding Company Limited Thailand totaling 97.5792507204611%, Mrs. Inthavilay Oudom, Lao individual 2.420432276571% and 11 other shareholders at approximately 0.0003170028818%.

Before IPO of MHTL, the Company had increased its registered capital 6 times. On the date of establishment, the registered capital was USD 300,000 and in 2012 it was converted in to Lao kip currency at around LAK 5.6 billion. In 2014 the Company raised additional capital twice, to LAK 12.8 and LAK 17.76 billion. In 2015 the Capital was raised up to LAK 23.36 billion and in 2016, the Capital also increased to LAK 25.6 billion and LAK 27.76 billion.

In 2018, the company had increased its registered capital 12. 240. 000 Shares with a par value of LAK 1,000 per share for Initial Public Officering and Approval by Lao Securities Commission Office on 13 June 2018, after the company completed IPO 40. 000. 000 Shares or Capital LAK 40.000.000.000 which the company is list company in Lao Security Exchange on 18 September 2019 and the and MHTL was the eighth company to list. Please see the details of capital increasing on the table below:

In 2019, the company has established a Service Center in Savannakhet province. Donghen Service Center located at 254/ 259 Donghen village, Road 9, Artsaphangthong District, Savannakhet Province Page 3 of 22

In June 2019, the company has started the financial service for Agricultural Equipment, which focused on the hand tractor as a trial project and expected to expand the financial service to cover more kinds of Agricultural Equipment further

In 2020, the company has started the new financial service, which has provided the refinance for Used car since September 2020.

On December 4, 2020, the Extra-ordinary General Shareholders meeting no.1 of the year 2020 has approved with special resolution as below.

1. to amend the proportion of the Promoters' share and change the proportion of floating shares in the Lao Security Exchange, which as much as possible with be allowed by the related Laws and the Regulations.
2. change the par value from LAK 1,000 per share to LAK 100 per share by increase the number of total shares to 400,000,000 shares from 40,000,000 shares with the registered and paid-up capital is equal to LAK 40,000,000,000, which remains unchanged.

In 2021, the company had completed stock split since June 24th, 2021 which the par value is equal LAK 100 a share and the number of total shares is equal 400,000,000 shares.

On August 13, 2021, the Board of Directors approved the company has expanded the additional service area in Khammouane province to provide financial services for customers. Khammouane office located at No. 1 9 0 , Unit 1 3 , Viengvilai Village, Thakhek District, Khammouane Province.

On October 25, 2021, the company launched the M HUK Mobile application, which is an application that facilitates the retrieval of customer credit information and is also a channel for introducing the company's products via smartphone, as well as for faster communication between customers and the company.

## 3. Philosophy and the core business operation

### 3.1 Company Philosophy

**(Slogan)**

"All Financial is possible here"

**(Vision)**

"We will be a good governance company on Lao Securities Exchange and the leader of Leasing business in Lao PDR"

**(Mission)**

"All Financial is possible here" a commitment in our business operation for stakeholders with this mission below:

| | | |
|---|---|---|
| **For client** | : | To win customer's heart with excellent customer service by a professional team with financial innovations |
| **For staff** | : | To promote professional development and stability on work – life balance |
| **For shareholder's** | : | To be a good governance company on Lao securities Exchange and give good returns. |
| **For partner** | : | To build trust with business partners who are ready to grow and succeed together. |
| **For society** | : | To be an alternative investment for Lao people |

### 3.2 The core business operation

The Company has 3 types of leasing service such as:

1. New motorcycle
2. Used motorcycle
3. Refinance

#### 3.2.1 New motorcycle leasing service

The Company provides motorcycle leasing service by focusing on well-know Japanese brands including HONDA, YAMAHA, SUSUKI, and other. Approximately, 90 percent of all motorcycle leases are HONDA that includes the target group of customer that fall under the low to medium income.

For the motorcycle leases service, customer may not have enough money to purchase a new motorcycle of the shop and require installment payment, in such case customers will need to pay

initial payment or down payment (minimum amount) and the remaining amount will be in the leases contact with installment payment period. Once the contract is signed, customers can utilize the motorbike but maintenance lies under the responsibility of the customers and the ownership of the motorbike will be under the company until the customers made payment in full and the ownership will be transferred to customers. If the installment left unpaid for three month, then contract will be canceled automatically and the motorbike must be returned to the Company.

In the process of leases service, there's a team specialized in evaluating the customer credit who constantly contracting the motorcycle partner in Vientiane Capital including big and small dealers covering more than 100 shops. When a customer is interested in purchasing a motorcycle through financing, the company will provide leasing information to the customer, evaluate the credit and qualification of the customer before approving the lease. For time saving, the Company have placed a representative at the motorcycle shops instead of asking the customer to come to the company.

### 3.2.2 Second- hand Motorcycle

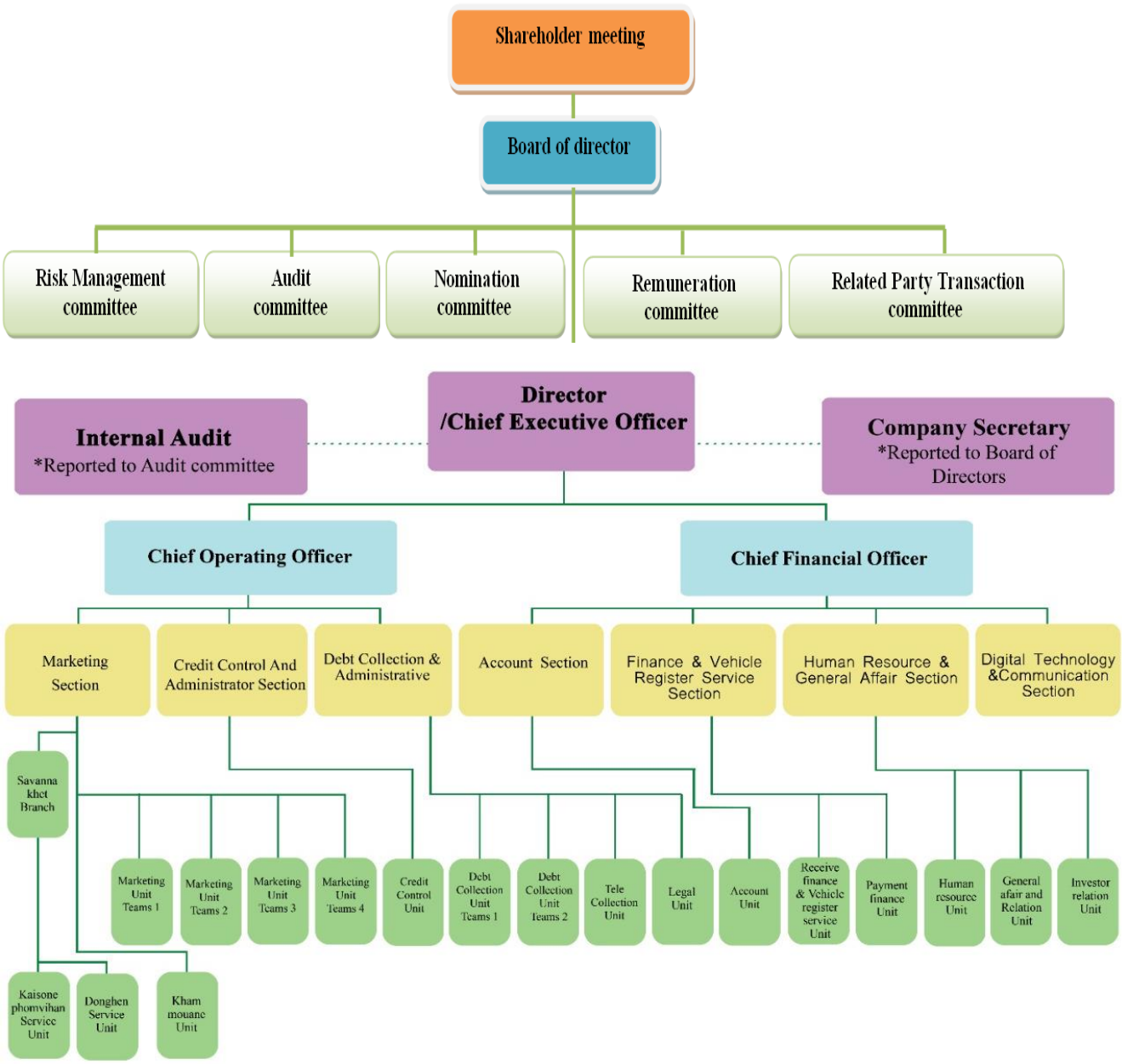
The Company provides second-hand motorcycle leasing from the confiscated motorcycle and the used motorcycle from second-hand dealer and individual. The process of credit evaluation is similar to the first-hand motorcycle leasing. Second-hand motorcycle leasing gave the Company the opportunity to expands its customer base also provides the opportunity to customer who want motorcycle but do not have enough fund to purchase first-hand.

### 3.2.3 Refinance

The Company provides refinancing service to customer with the existing loan either with the company or other financing companies by using the motorcycle under the loan contract as a collateral or the customer' own motorcycle. The applicant must be specific on the objective of refinance; the Company will evaluate the cost of motorcycle base on the Company's policy to calculation the interest rate and fees will be different form motorcycle leasing, but the procedures will be the same.

# 4. Management and Corporate Governance

## 4.1 Organization chart



## 4.2 Committee

- **Board of Director**

Table: Name list of Board of Directors

| No. | Photo | (Board of Directors) | Nationality | Position |
|---|---|---|---|---|
| 1 |  | **Mr. Teera Chutivarapon** | Thai | Chairman |
| 2 |  | **Mr. Wichien Luknatin** | Thai | Vice Chairman |
| 3 |  | **Mr. Manop Tririthvilai** | Thai | Member of BOARD OF DIRECTORS/CEO |
| 4 |  | **Mr. Chakrit Naksorn** | Thai | Member of BOARD OF DIRECTORS |
| 5 |  | **Mr. Wairung Minakul** | Thai | Member of BOARD OF DIRECTORS |
| 6 |  | **Mr. Kovit Kerdsirirak** | Thai | Member of BOARD OF DIRECTORS |
| 7 |  | **Mr. Vankham Voravong** | Lao | Member of BOARD OF DIRECTORS (Independent) |
| 8 |  | **Mr. Theeramate Vuttipadhpibul** | Thai | Member of BOARD OF DIRECTORS (Independent) |
| 9 |  | **Mr. Winyou jeeraprapakan** | Thai | Member of BOARD OF DIRECTORS (Independent) |

- **Committee of the Board of Directors**

The Committee of the Board of Directors consist as following;

1. Audit Committee
2. Risk Management Committee
3. Nomination Committee
4. Remuneration Committee
5. Related party Transaction Committee

### 4.2.1 Audit Committee

Table: Name list Audit Committee

| No. | Audit Committee | Nationality | Position |
|---|---|---|---|
| 1 | Mr. Vankham Voravong | Lao | Chairman |
| 3 | Mr. Theeramate Vuttipadhpibul | Thai | Audit Committee/Independent |
| 4 | Mr. Winyou Jeeraprapakan | Thai | Audit Committee/Independent |

### 4.2.2 Risk Management Committee

Table: Name list Risk Management Committee

| No. | Name list | Nationality | Position |
|---|---|---|---|
| 1 | Mr. Teera Chutivarapon | Thai | Chairman of Risk management committee |
| 2 | Mr. Wichien Luknatin | Thai | Risk management committee |
| 4 | Mr. Winyou Jeeraprapakan | Thai | Risk management committee/ Independent |

### 4.2.3 Nomination Committee

Table: Name list Nomination Committee

| No. | Name list | Nationality | Position |
|---|---|---|---|
| 1 | Mr. Teera Chutivarapon | Thai | Chairman of nominating committee |
| 2 | Mr. Wichien Luknatin | Thai | Nominating committee |
| 3 | Mr. Theeramate Vuttipadhpibul | Thai | Nominating committee/ independent member |

### 4.2.4 Remuneration Committee

Table: Name list Remuneration Committee

| No. | Name list | Nationality | Position |
|---|---|---|---|
| 1 | Mr. Teera Chutivarapon | Thai | Chairman of Remuneration Committee |
| 2 | Mr. Wichien Luknatin | Thai | Remuneration Committee |
| 3 | Mr. Winyou Jeeraprapakan | Thai | Remuneration Committee/ Independent member |

### 2.4.5 Related party Transaction Committee

Table: Name list Related party Transaction Committee

| No. | Name list | Nationality | Position |
|---|---|---|---|
| 1 | Mr. Kovit Kerdsirirak | Thai | Chairman of Related Party Transaction Committee/Independent director |
| 2 | Mr. Wairung Minakul | Thai | Related party transaction committee |
| 3 | Mr. Theeramate Vuttipadhpibul | Thai | Related party transaction Committee/ Independent director |

# 5. Business Performance

## 5.1 Marketing Performance

In the Nine – month of 2022 the company has the number of new loan of leasing business equal to 3.555 Unit or LAK 56.048,7 million.

Table: New loan of lease business

| The new loan of leasing business for the Nine – month report of 2021 and 2022 comparison | | | | |
|---|---|---|---|---|
| | for Nine – month report 2022 | for Nine – month report 2022 | Change | percent |
| Number of contract (unit) | 4.170 | 3.555 | -615 | -14,7% |
| Loan Amount (Million Kip) | 52.928,5 | 56.048,7 | +3.120,2 | +5,9% |

## 5.2 Revenues

The third quarter of 2021 and third quarter of 2022 the Company had total revenues of LAK 6.896,0 million, and LAK 8.043,6 million respectively, which increased LAK 1.147,6 million or about 16,6 percent.

Table: Revenues of The Third quarter

| **REVENUES** | The third quarter of 2021 | | The third quarter of 2022 | | **Change** | |
|---|---|---|---|---|---|---|
| | **LAK: Million** | **%** | **LAK: Million** | **%** | **LAK: Million** | **%** |
| Interest income | 6.585,3 | 95,5 | 7.602,3 | 94,5 | +1.017,0 | +15,4 |
| Other incomes | 310,7 | 4,5 | 441,3 | 5,5 | +130,6 | +42,0 |
| **Total Revenues** | **6.896,0** | **100,0** | **8.043,6** | **100,0** | **+1.147,6** | **+16,6** |

In the Nine - month of 2021 and nine - month of 2022 the Company had total revenues of LAK 20.586,1 million, and LAK 24.082,4 million respectively, increased LAK 3.496,3 million or about 17,0 percent.

Table: Revenues of The Nine Months

| REVENUES | Nine - months of 2021 | | Nine - months of 2022 | | Change | |
|---|---|---|---|---|---|---|
| | LAK: Million | % | LAK: Million | % | LAK: Million | % |
| Interest income | 19.628,3 | 95,3 | 22.956,4 | 95,3 | +3.328,1 | +17,0 |
| Other incomes | 957,8 | 4,7 | 1.126,0 | 4,7 | +168,2 | +17,6 |
| **Total Revenues** | **20.586,1** | **100,0** | **24.082,4** | **100,0** | **+3.496,3** | **+17,0** |

### 5.3 Expanses

The third quarter of 2021 and third quarter of 2022 the Company had total expenses include financial expense of LAK 4.917,6 million and LAK 7.291,2 million Respectively, which increased LAK 2.373,6 million or about 48,3 percent. The increased expenses came from the loss on exchange rate, which increased by LAK 2.133,0 million or about 503,5 percent.

Table: Expenses of The Third quarter

| Expanses | The third quarter of 2021 | | The third quarter of 2022 | | Changed | |
|---|---|---|---|---|---|---|
| | LAK:million | % | LAK:million | % | LAK:million | % |
| Administrative expense | 3.631,2 | 73,8 | 3.270,6 | 44,9 | -360,6 | -9,9 |
| Doubtful account expense | 357,5 | 7,3 | 466,5 | 6,4 | +109,0 | +30,5 |
| Net loss on change rate | 423,6 | 8,6 | 2.556,6 | 35,1 | +2.133,0 | +503,5 |
| Finance cost | 505,3 | 10,3 | 997,5 | 13,7 | +492,2 | +97,4 |
| **Total Expenses** | **4.917,6** | **100,0** | **7.291,2** | **100,0** | **+2.373,6** | **+48,3** |

In the Nine - month of 2021 and the Nine - month of 2022 the Company had total expenses include financial expense of LAK 13.322,2 million and LAK 22.753,1 million Respectively, The increased expenses came from the loss on exchange rate, which increased by 7.423,9 million kip or 744,2 percent.

Table: Expenses of Nine months

| Expanses | Nine - months of 2021 | | Nine - months of 2022 | | Changed | |
|---|---|---|---|---|---|---|
| | LAK:million | % | LAK:million | % | LAK:million | % |
| Administrative expense | 10.162,5 | 76,3 | 10.491,7 | 46,1 | +329,2 | +3,2 |
| Doubtful account expense | 824,9 | 6,2 | 1.264,8 | 5,6 | +439,9 | +53,3 |
| Net loss on change rate | 997,6 | 7,5 | 8.421,5 | 37,0 | +7.423,9 | +744,2 |
| Finance cost | 1.337,2 | 10,0 | 2.575,1 | 11,3 | +1.237,9 | +92,6 |
| **Total Expenses** | **13.322,2** | **100,0** | **22.753,1** | **100,0** | **+9.430,8** | **+70,8** |

### 5.4 Net profit

The third quarter of 2022 the Company has total net profit is equal to LAK 52,8 million, and while in the third quarter of 2021, there was a net profit of LAK 1.623.4 million, the net profit decreased by LAK 1.570.6 million or about 96.7 percent.

Table: Expenses of The Third quarter

| NET PROFIT | The third quarter of 2021 | The third quarter of 2022 | Change | |
|---|---|---|---|---|
| | LAK: Million | LAK: Million | LAK: Million | % |
| Net Profit after Taxable | 1.623,4 | 52,8 | -1.570,6 | -96,7 |
| Net Profit Margin | 23,5 | 0,7 | -22,8 | -97,0 |
| Earnings per share | 4,06 | 0,13 | -3,93 | -96,8 |

In the Nine - month of 2022 the company had a net loss of LAK 669,7 million and while in the third quarter of 2021 the company has total net profit is equal to LAK 6.167,9 million, the net profit decreased by LAK 6,837.6 million or about 110.8 percent.

Table: Expenses of Nine months

| NET PROFIT | Nine Months of 2021 | Nine Months of 2022 | Change | |
|---|---|---|---|---|
| | LAK: Million | LAK: Million | LAK: Million | % |
| Net Profit after Taxable | 6.167,9 | -669,7 | -6.837,6 | -110,9 |
| Net Profit Margin | 30,0 | -2,8 | -32,8 | -109,3 |
| Earnings per share | 15,42 | -1,67 | -17,09 | -110,8 |

**5.5 Taxes**

MHTL is a public company and listed in LSX, and operates its business under Lao PDR law. MHTL obligates to pay tax to the Government of Laos including Dividend Tax, VAT, Personal income tax, The total amount of tax for in the Nine - month of 2022 was 1.003,6 million kip and represents as below:

Table: Taxes

| NO. | Details | LAK: Million |
|---|---|---|
| 1 | VAT | 222,0 |
| 2 | Personal Income Tax | 681,6 |
| 3 | Corporate Income Tax | 100,0 |
| Total Taxes | | 1.003,6 |

**Chief Executive Officer.**

MAHATHUEN LEASING PUBLIC COMPANY

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Mr. Manop Triritvilai