

1Q 2024 SIGNIFICANT EVENTS

4 January 2024, the Company reported the results of the fourth exercise of the conversion of RABBIT-P to RABBIT shares. The total converted shares were 43,310,865. The outstanding shares after conversion were 6,945,032,675 RABBIT common shares and 24,874,138,308 RABBIT-P preferred shares.

(For more details, please see the news in the SET [RABBIT.SET 2024](#))

28 February 2024, the Board of Directors' meeting No.2/2024 approved the Company to enter into the share sale and purchase agreement in relation to shares in Singer Thailand Public Company Limited ("SINGER"). The transaction will be the sale of 195,165,296 ordinary shares of SINGER, at the price of THB 20 per share. The total transaction is valued at THB 3,903mn, with completion being within 3 years from the date that the effective condition of the agreement is completely fulfilled.

(For more details, please see the news in the SET [RABBIT.SET 001/2024](#))

7 March 2024, the Board of Directors' Meeting No. 3/2024 approved of all the proposed agendas at Annual General Meeting of Shareholders for the year 2024

- I. To acknowledge the report of the Company's business operation for the fiscal year ended 31 December 2023
- II. To approve the Company's and its subsidiaries' report and consolidated financial statements for the fiscal year ended 31 December 2023
- III. To approve no distribution of dividend payment for the fiscal year ended 31 December 2023
- IV. The election of directors to replace those who will retire by rotation
- V. The remuneration of the Board of Directors and Sub-Committees for the year 2024
- VI. To approve the appointment of auditors and determination of the audit fee for the fiscal year ended 31 December 2024

(For more details, please see the news in the SET [RABBIT.SET 003/2024](#))

1 April 2024, the Company reported the results of the fifth exercise of the conversion of RABBIT-P to RABBIT shares. The total converted shares were 500,888,900. The outstanding shares after conversion were 7,445,921,575 RABBIT common shares and 24,373,249,408 RABBIT-P preferred shares.

(For more details, please see the news in the SET [RABBIT.SET 2024](#))

25 April 2024, the Annual General Meeting of Shareholders for the year 2024 was convened and all proposed resolutions were approved.

(For more details, please see the news in the SET [RABBIT.SET 005/2024](#))

1Q 2024 PERFORMANCE

1Q 2024 P&L SNAPSHOT AND ANALYSIS

(THB mn)	1Q 2024	1Q 2023	% YoY	4Q 2023	% QoQ
Total consolidated revenue	1,612	1,082	48.9%	1,567	2.8%
Total consolidated expenses	(1,463)	(949)	54.2%	(3,059)	(52.2%)
EBITDA	406	327	24.2%	(1,214)	n.a.
Finance costs	(301)	(216)	39.5%	(297)	1.4%
Share of profit/(loss) from JVs/associates (equity income)	(67)	(288)	(76.6%)	(117)	(42.2%)
Reported Net Profit/(Loss)	(231)	(372)	(37.8%)	(1,736)	(86.7%)
EBITDA margin (%)	25.2%	30.2%		(77.4%)	
Operating EBITDA margin (%)¹	10.1%	21.8%		25.8%	
Reported Net profit margin (%)	(14.3%)	(34.4%)		(110.7%)	

¹Exclude FX gain/(loss), impairments, gain (loss) from the disposal of assets, gain/(loss) from the disposal of investment in subsidiary/associates/JV and gain/(loss) from change in fair value of investments in financial assets.

In 1Q 2024, the Company reported **total consolidated revenue** of THB 1,612mn representing an increase of THB 530mn or 48.9% YoY compared to 1Q 2023. The increase in total revenue was chiefly attributed to (i) higher revenue of THB 289mn (or 76.1%) YoY from hotel operations, attributable to the recovery of the hotel business and tourism sector across Thailand (owing to the opening of the Eastin Grand Phayathai Hotel that started operations in May 2023), (ii) higher gain on exchange rate of THB 201mn or 299.5% YoY and (iii) higher rental income of THB 135mn or 57.0% YoY (from the shift of our European hotels towards a leasing model). However, the increase was partially offset by (iv) no recognition of sale of real estate in 1Q 2024, compared to THB 38mn which was recorded in 1Q 2023, (v) lower insurance revenue of THB 33mn or 24.3% YoY and (vi) no gain on sales in subsidiaries in 1Q 2024, compared to the gain on sales of THB 27mn in subsidiaries from the disposal of the ordinary shares of Lombard Estate Capital GmbH ("LEC", previously known as Vienna House Capital GmbH) recorded in 1Q 2023.

Total consolidated expenses were THB 1,463mn in 1Q 2024, increasing by THB 514mn or 54.2% YoY. The increase was primarily from (i) the increase in insurance expenses of THB 262mn or 146.3% due to insurance reserves and (ii) higher cost of hotel operations of THB 89mn owing to the recovery of the tourism sector.

The reported **share of loss from associates/JVs** was THB 67mn, compared with a greater share of loss of THB 288mn in 1Q 2023. The share of loss was comprised of (i) THB 52mn share of loss from investment in other associates/JVs, and (ii) THB 17mn share of loss from JV with Sansiri Public Company Limited.

Finance costs were THB 301mn, increasing by THB 85mn or 39.5% YoY. The increase stemmed from the extended loan payment schedule.

The Company reported a **Net loss** of THB 231mn for this quarter, an improvement from the net loss of THB 372mn in 1Q 2023, primarily due to the factors previously mentioned.

1Q 2024 SEGMENTAL PERFORMANCE

Revenue (THB mn)	1Q 2024	% of Total	1Q 2023	% of Total	% Change (YoY)
Financial services business	209	13.0%	204	18.9%	2.5%
Insurance	176	10.9%	204	18.9%	(13.7%)
NPL & NPA management	33	2.1%	n.a	n.a	n.a
Real estate business	1,076	66.8%	682	63.0%	57.9%
Hotel	668	41.5%	379	35.0%	76.1%
Rental properties	373	23.1%	237	21.9%	57.0%
Property management	36	2.2%	27	2.5%	32.6%
Sale of real estate	n.a	n.a	39	3.6%	n.a
Other income	326	20.2%	196	18.1%	66.2%
Total Revenue	1,612		1,082		48.9%

FINANCIAL SERVICES BUSINESS

The financial services business comprises of 1) a life insurance business under Rabbit Life, 2) NPL & NPA management business under Prime Zone 3) a 50.0% stake in a fund management business under Metha Asset Management Co., Ltd. ("Metha") acquired on 20 November 2023, and 4) other financial investment businesses.

In 1Q 2024, the revenue of the financial services business was THB 209mn (contributing 13.0% of the total revenue) increasing by THB 5mn or 2.5% YoY. The slight growth can be attributed from the consolidation of the NPL & NPA management business under Prime Zone (since 3 July 2023) which was not accounted for in 1Q 2023.

LIFE INSURANCE BUSINESS

Revenue in 1Q 2024 was THB 176mn decreasing by 13.7% or THB 28mn YoY. This was mainly from lower premiums earned, which decreased by 24.4% mainly from the decrease in single premiums.

Insurance segment performance (THB mn)	1Q 2024	1Q 2023	% Change
Premiums earned	102	135	(24.4%)
First-year premiums (FYP)	49	48	2.1%
Renewal premiums (RP)	48	64	(25.0%)
Single premiums (SP)	5	23	(78.3%)
Investment income and other income	74	69	7.2%
Revenue from insurance segment	176	204	(13.7%)

- Revenue from first-year premiums was THB 49mn, slightly increasing by 2.1% or THB 1mn YoY.
- Revenue from renewal premiums was THB 48mn, decreasing by 25.0% or THB 16mn YoY, attributed to lapsed policies arising from policyholders.
- Revenue from single premiums decreased by THB 18mn YoY to THB 5mn, due to lower sales volume from the current low season of the insurance business.

Investment income and other income was THB 74mn, increasing by 7.2% or THB 5mn YoY.

Total costs and expenses from the insurance segment was THB 537mn, increasing by 93.6% or THB 260mn compared to THB 277mn in 1Q 2023, primarily from the increase in insurance reserves that ensued from the lapsed policies arising from renewal premiums for long-term insurance contracts.

In 1Q 2024, the Company recorded a **net loss** in the insurance segment of THB 316mn, compared to a net loss of THB 83mn YoY, mainly due to the increased expenses utilised as reserves stemming from the lapsed policies, subdued demand and lower purchasing activity among consumers.

At the end of March 2024, the Company's **Capital Adequacy Ratio (CAR)** was at 259%, lower than 372% at the end of March 2023 mainly from Rabbit Life's declined earnings (attributed to the reserve's movement). However, the CAR Ratio in this period remained higher than the minimum threshold of 140% set by the Office of Insurance Commission (OIC).

	As of 31 March 24	As of 31 March 23
Capital Adequacy Ratio	259%	372%

NPL & NPA MANAGEMENT BUSINESS

In 1Q 2024, the Company recognised revenue from NPL & NPA management business of THB 33mn.

As of 1Q 2024, Prime Zone's NPL portfolio was valued at THB 1,514mn and recorded total cash collections from its NPL & NPA management in the amount of THB 18mn.

Prime Zone's NPL Portfolio (THB mn)	1Q 2024
Total Non-Performing Loans	1,514
Total Collateral Assets	1,340
Total Non-Performing Loans Acquisition Costs ⁽¹⁾	876

⁽¹⁾ The cumulative acquisition value of all NPL portfolios.

ASSET MANAGEMENT BUSINESS

On 20 November 2023, RBV entered into a share subscription agreement with Metha, a private fund management company. The total purchase price is THB 70mn and the investment is equivalent to 50% of the total issued shares. During 1Q 2024, Metha was able to capitalise on new opportunities expanding its clientele and strengthening its presence in the asset management sector by leveraging through the extensive affiliate networks of both Rabbit Holdings and BTS Group's 3M platform.

REAL ESTATE BUSINESS

Our real estate portfolio comprises of 1) hotel business, 2) office and commercial units, 3) residential property, and 4) others. However, in terms of revenue contribution, the Company realised revenues under the real estate business as per the following segments, 1) hotel segment, 2) rental properties, 3) property management segment, and 4) sale of real estate segment.

In 1Q 2024, **the revenue of the real estate business** increased by THB 395mn or 58.0% YoY to THB 1,077mn, a contribution to total revenue of 66.8%. The increase was owed to higher hotel segment revenue and higher rental segment revenue.

Hotel segment revenue was THB 668mn, increasing by 76.1% YoY mainly due to the recovery of tourism sector. Within the first-four months of 2024, tourism has shown promising growth as Thailand welcomed 11.9mn foreign arrivals¹, a significant increase compared to the same period last year, which saw 8.7mn foreign arrivals².

Therefore, this led to improvements in all key metrics that include the Average Daily Rates (ADR), Occupancy Rates (OCC) and Revenue Per Available Room (RevPAR) compared to 1Q 2023. For operational keys, the disposal of ordinary shares in European hotel business held by LEC and the disposal of 40% investment in Absolute Hotel Services Co. Ltd., led to decrease in the number of managed hotels by 5,771 keys, whereas owned and leased hotels by 16 keys. However, the opening of the Eastin Grand Hotel Phayathai in May 2023, added 494 new keys, partially offsetting the overall decrease.

Hotel segment operation	1Q 2024	1Q 2023	+/-
Total operational keys	1,819	7,112	-5,293
ADR (THB/ night)	3,636	2,662	974
Occupancy Rate (%)	70.7	60.5	10.2
RevPAR (THB/ night)	2,569	1,611	958

Rental properties segment revenue grew by THB 135mn or 57.0% YoY to THB 373mn in 1Q 2024. The increase was mainly due to additional rental revenue from leasing the European hotel properties and office areas under The Unicorn. Furthermore, with the opening of The Unicorn's office areas, this contributed to the increase of the NFA by 21,171 sqm to 51,603 sqm. Looking ahead, the Company aims to continue to actively seek out new potential tenants for the remaining office buildings.

Office segment operation	1Q 2024	1Q 2023	+/-
Overall net floor area (NFA)	51,603	30,332	21,171
Occupancy Rate (%)	59.2	87.7	(28.5)

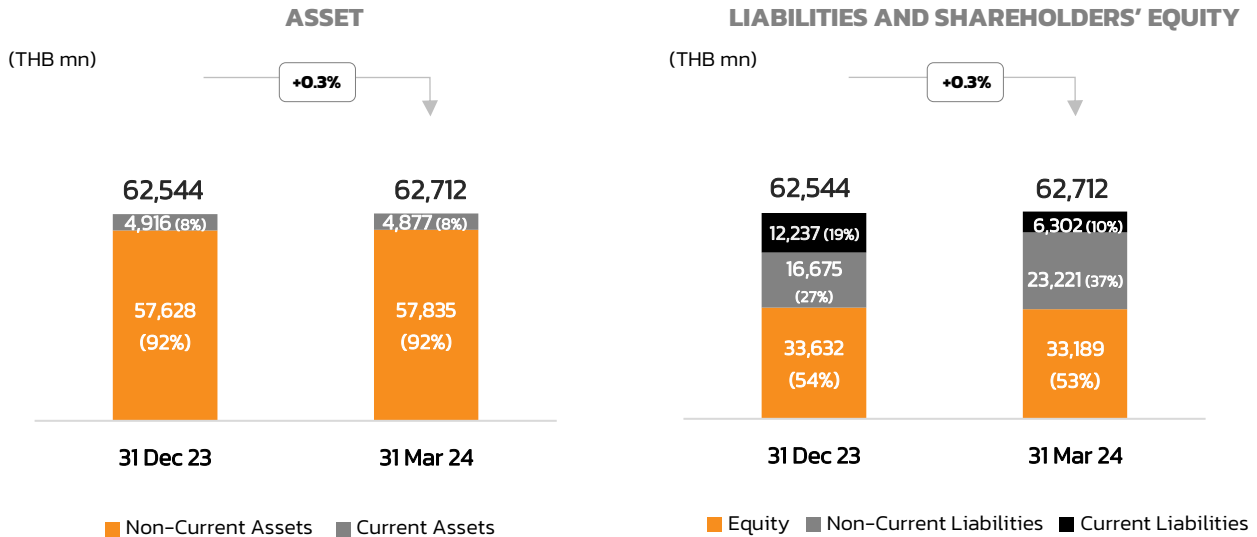
The Company invests in various commercial units in buildings across Bangkok to increase its recurring revenue. The commercial units have a total net rental area of 15,824 sqm. The overall occupancy rate for Commercial unit buildings remained the same as the previous quarter at 100.0% and generated revenue of approximately THB 134mn per annum.

Property management segment revenue increased by THB 9mn or 32.6% YoY to THB 36mn, mainly from higher management fees from the Company's hotel operations.

The Company has a residential property business under our real estate portfolio, which comprises JV projects with Sansiri PCL. There are currently two condominium projects on sale, consisting of the LINE Phahonyothin Park and the LINE Vibe. Lastly, there is one condominium project currently under construction which is The LINE Sathorn. During the period of 2024 – 2025, the presales backlog was THB 2,596mn.

¹ Reuters: Thailand records nearly 12mn tourists in first four months

² Support data from the Ministry of Tourism & Sports 2023: International Tourist Arrivals to Thailand Jan – Dec 2023

FINANCIAL POSITION


Total Assets as of 31 March 2024 were THB 62,712mn, increasing by THB 168mn or 0.3%, from THB 62,544mn at the end of 2023. The increase was chiefly due to an increase in (i) cash and cash equivalents of THB 274mn, (ii) investment properties of THB 240mn, and (iii) property, plant, and equipment of THB 47mn. However, the increase was partially offset by a decrease in (iv) investments in short-term and long-term financial assets of THB 236mn and (v) trade and other receivables of THB 223mn.

Total Liabilities as of 31 March 2024 were THB 29,523mn increasing by 2.1% or THB 611mn from THB 28,912mn at the end of 2023. The increase was attributed chiefly to (i) an increase in investment contract liabilities from higher sale of investment contracts of THB 400mn and (ii) an increase in insurance contract liabilities of THB 171mn, partially offset by (iii) short-term loans from other parties of THB 77mn and (iv) other current liabilities of THB 63mn.

Total Equity stood at THB 33,189mn at the end of March 2024, decreasing by THB 443mn, or 1.3%, from THB 33,632mn at the end of 2023. The decrease was chiefly from (i) a decrease in other components of shareholders' equity of THB 295mn, mainly from mark-to-market loss on the financial investment portfolio and (ii) lower retained earnings resulting mainly from the net loss for 1Q 2024 of THB 148mn.

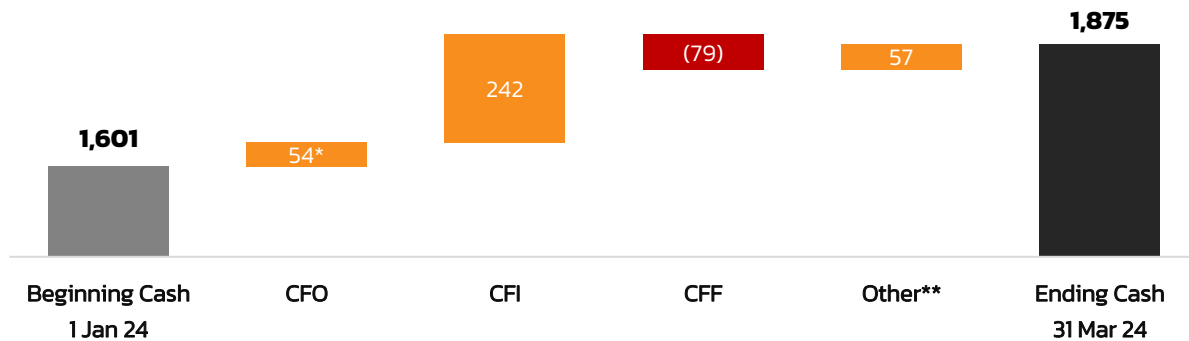
CAPITAL STRUCTURE

As of 31 March 2024, Rabbit Holdings' total interest-bearing debt was THB 19,029mn, decreasing by THB 45mn from THB 19,074mn at the end of 2023. The net decrease resulted from the partial repayment of long-term loans from financial institutions. The interest-bearing debt to equity ratio remained at 0.57x, compared to the end of 2023.

In 1Q 2024, the Company spent THB 140mn on capital expenditures and investments, primarily for purchases in property, plant, and equipment and investment properties, as well as other investments.

CASH FLOW

(THB mn)



*CFO before income tax, net interest expenses and dividends was THB 304mn

**Includes translation adjustment.

As of 31 March 2024, cash and cash equivalents were THB 1,875mn, increasing THB 274mn from THB 1,601mn at the beginning of the year.

Cash from operating activities before income tax, net interest expenses and dividends was THB 304mn. This was derived from a loss before tax of THB 219mn, being supplemented by non-cash reconciling items of THB 264mn and net increase in working capital of THB 259mn. After deducting net cash paid for interest expenses of THB 200mn and net cash paid for income tax of THB 50mn, slightly offset by cash received from dividends of THB 0.6mn; **net cash from operating activities** was THB 54mn.

Net cash from investing activities was THB 242mn. The key activities were: (i) net cash received from sales of investment properties of THB 291mn, (ii) decrease in long-term loans to related parties of THB 27mn mainly from loan repayments and (iii) cash received from interest income of THB 23mn, partly offset with (iv) net cash paid for purchases of property, plant and equipment of THB 77mn and (v) cash paid for purchases of intangible assets of THB 17mn.

Net cash used in financing activities was THB 79mn. The key component was the net repayment of long-term loans from financial institutions of THB 455mn, partly offset by cash received from short-term loans from financial institutions of THB 374mn.

SUSTAINABILITY AT RABBIT HOLDINGS

The Company is dedicated to sustainability through the adoption of ESG (“Environmental, Social and Governance”) practices across its operations. In relation to **Environmental practices**, the Unicorn project (mixed-used building) received the LEED Gold certification, in recognition of its excellence in environmental sustainability to improve energy efficiency and reduce carbon emissions, enhancing the surroundings for both visiting patrons and the environment. Under the **Social dimension**, Rabbit Holdings continued its social and community development programme through its longstanding support via donation activities aimed to provide underprivileged children the access to quality education through newly built educational facilities. Lastly under **Governance**, the Company secured its second consecutive certification as a member (CAC member since 2015) of the “Thai Private Sector Collective Action Against Corruption (“CAC”) illustrating the Company’s zero tolerance against corruption.

BUSINESS PLAN AND OUTLOOK

In relation to the Thai economy, the policy interest rate is expected to remain steady at 2.50% throughout the year. This stance has been in response to certain economic factors, notably from subdued inflation juxtaposed against the backdrop of elevated household debt. Due to this, the Bank of Thailand has adopted a vigilant approach, striking a balance between stimulating the economic growth and safeguarding the country's financial stability. However, for the first two months of 2024, Thailand's tourism sector witnessed a resurgence – bringing in approximately 6.4mn tourists, increasing by 50% YoY³. Despite the positive sentiment in tourism, the Office of the National Economic and Social Development Council has revised down Thailand's GDP growth projections. The range has been adjusted from an earlier forecast of 2.7 – 3.7% to a conservative estimate of 2.2 – 3.2%. Domestically, there are uncertainties such as the burden of elevated household debt, with household indebtedness accounting for 86.8% of Thailand's GDP (or approximately THB 14.9tn). Globally, the economic landscape also presents headwinds, brought on by geopolitical tensions and characterised by sluggish growth from key trading partners, which brings further unpredictability in the economic outlook.

For financial services, Rabbit Life experienced a drop in its revenue by 13.9% YoY due to low seasonality within the insurance sector. However, Rabbit Life has proactively implemented strategies to address these issues, by introducing specialised insurance packages and subscription programmes through BTS Group's 3M platform. These aim to enhance customer engagement and attract new policyholders by offering tailored solutions to meet their diverse needs. Furthermore, Prime Zone will strategically focus on the expansion of its NPL portfolio targeting a growth of THB 2,000mn; as the country's outstanding NPLs have reached THB 1.04tn⁴ (as of FY 2023), marking an increase of 6.6% YoY. Lastly, Metha (asset management business) has been able to tap into new opportunities, broadening its client base and solidifying its position within the competitive asset management landscape leveraging through both RBH's and BTS Group's extensive affiliate networks.

Within the real estate business, the hospitality sector has experienced positive sentiment from the recovery of tourism, resulting from the increase of revenue by 57.9% YoY. Particularly, the Eastin Grand Phayathai, the hotel under the Unicorn project, achieved its highest occupancy rate of 85% (as of March 2024). Furthermore, while the economic outlook presents a mix of opportunities and challenges, Rabbit Holdings will continue to pursue its real estate divestments plans and will focus on optimising the growth of its financial services for 2024, whilst adapting and evolving towards this dynamic environment.

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(Ms. Soraya Satiangoset)

Director, Executive Director, Acting Chief Executive Officer,
and Chief Financial Officer

³ Kasikorn Research: number of international tourist arrivals in Thailand projected to reach 36mn in 2024

⁴ Deloitte Research: Thailand's Economic Outlook IQ 2024