



9 May 2019

LIT 2019/037

Topic Operating Result for the first quarter of the year 2019

To The President of the Stock Exchange of Thailand

According to the resolution of the Board of Directors Meeting of Lease IT Public Company Limited No.5/2019, on 9<sup>th</sup> May 2019, the Financial Statements and overall operations of the Company in the first quarter of the year 2019; ended on 31<sup>st</sup> March 2019 which has been reviewed by the auditors of EY Office Limited.

The Company had set three strategic plans for year 2019 according to Three-Years strategic framework (long-term strategy starting from 2018 - 2020) as followings:

Strategy 1: Focus on Sustainable Growth with an average of 10-20%

Strategy 2: Increase Competitiveness

Strategy 3: Risk Management

The results of operations in the first quarter of 2019 as followings:

**Revenues:** The total revenues of the Company in Quarter 1:2019 was Baht 112 million, compared with last year which was Baht 114 million; decreasing by Baht 2 million which decreased by 1.75 percent. Due to the fact that the restructure of the marketing strategy have its own process and yet to have clear results in this quarter. However, we are confident that we will have the result in the second quarter onwards.

In order to adjusting the marketing strategy, the Company has allocated marketing team to penetrate the market and support services to specific customer groups. With the marketing strategies as follows:

1. The Company aims to expand project with the government agency and state enterprise.
  2. The Company focuses on penetrating large customer based markets in order to create opportunities for SMEs
  3. The Company drives the Supplier Finance project with smart finance concept
- For the first quarter of 2019, the Company has released loans to partners who work with government agencies (Supplier Finance) in the amount of Baht 91 million.

LEASE IT PUBLIC COMPANY LIMITED

1023 , M.S. SIAM TOWER , 29<sup>TH</sup> FLOOR , CHONG NONSI YANAWA , BANGKOK 10120

TEL : 02-1634260 FAX : 02-1634291-4

บริษัท ลีซ อิท จำกัด (มหาชน)

1023 อาคารเอ็มเอส สยาม ทาวเวอร์ ชั้นที่ 29 ถนนพระราม 3 แขวงช่องนนทรี เขตยานนาวา กรุงเทพมหานคร 10120

โทรศัพท์ 02-1634260 โทรสาร 02-1634291-4





4. The Company accesses to large number of private customers (large private company) with fast and flexible services
5. The Company create sales growth from the old customer base and maintain a stable customer base.
6. The Company moving forward to penetrate digital marketing and also create brand to be known and trusted.

**Expenses:** The total expenses of the Company in Quarter 1:2019 was Baht 51.78 million, comparing with Baht 50.33 million last year; Increasing by Baht 1.45 million or 2.88 percent. Because the increasing reserve the provision of debt for comply with Thai Financing Reporting Standards 9 (TFRS9) that will be effective on January 1, 2020. Also, in order to support non-performing loans (NPLs) that occur during poor economic conditions, resulting in the Company meet the problem of NPLs. Thus, the Company given importance and focus on solving such problems by establishing a subsidiary, "LIT Service Management Company Limited" with the aim to separate the credit control transaction to be able to analyze the credit and give opinions for independent consideration in order to enhance the credit analysis of the Company to be more efficient. By doing this, the Company has able to control NPLs efficiently.

**Net Profit:** The Company outcome in the first quarter 2019 is Baht 32.62 million (net profit), comparing with last year net profit of Baht 36.78 million; Decreasing representing 11.31 percent.

**Total Assets:** Total assets at the end of Quarter 1:2019 is Baht 2,852 million, increased by Baht 189 million, compared with the end of year 2018 which has total assets of Baht 2,663 million.

Please be informed accordingly.



Best regards,  
  
(Mr. Sompon Aketerajit)  
Managing Director  
Lease IT Public Company Limited

LEASE IT PUBLIC COMPANY LIMITED

1023 , M.S. SIAM TOWER , 29<sup>TH</sup> FLOOR , CHONG NONSI YANAWA , BANGKOK 10120

TEL : 02-1634260 FAX : 02-1634291-4

บริษัท ลีซ อิท จำกัด (มหาชน)

1023 อาคารเอ็มเอส สยาม ทาวเวอร์ ชั้นที่ 29 ถนนพระราม 3 แขวงช่องนนทรี เขตยานนาวา กรุงเทพมหานคร 10120

โทรศัพท์ 02-1634260 โทรสาร 02-1634291-4