



Namyong Terminal Public Company Limited

Management analysis for the 3-month period ended 31 March 2020

Overall

Namyong Terminal Public Company Limited ("the Company") reported net profit for the first quarter period ended 31 March 2020 amounting Baht 78.8 million, decrease by Baht 37.8 million or 32.4% compared to the corresponding period of previous year. The change was more than 20%; therefore the Company would like to clarify the major courses of the change in the Company's operating results as follow.

Revenue

For 2020, the Company reported Baht 385.0 million revenue for the first quarter, decrease by 3.2% from the corresponding period of previous year as details below.

Unit: Thousand Baht

	1st Quarter			
	2020	2019	Variance	%
Service revenue	299,016	318,056	(19,040)	(6.0%)
Other service revenue	77,206	68,834	8,372	12.2%
Interest income	8,081	6,382	1,699	26.6%
Gain from investments	-	2,631	(2,631)	(100.0%)
Other income	723	2,048	(1,325)	(64.7%)
Total revenue	385,026	397,951	(12,925)	(3.2%)

1. Revenues from terminal services and related services for the first quarter of 2020 valued Baht 299.0 million, decrease by Baht 19.0 million or 6.0%, mainly due to decrease in number of cars shipped through the Company's terminal by 30,307 units or 11.3 % less than the comparing period. However, this was partly substitute by increase in revenue from yard services.
2. Revenue from warehousing services for the first quarter of 2020 increased by Baht 8.4 million or 12.2% from the corresponding period. The increase was from new customers utilized service area.



Expenses

1. Cost of services for the first quarter 2020 amounting Baht 183.7 million, decreased Baht 23.7 million or 11.4% from the comparing period. The decrease was from (1) declining in direct costs of terminal services such as port remuneration and shifting cost, in line with drop in the terminal service revenues and (2) decreasing in land rental expenses from the first time adoption of new Thai Financial Reporting Standard 19: Leases.
2. Administrative expenses of Baht 4.25 million increased by Baht 3.4 million from the corresponding period which mainly from appeal court fee in relation to the fire trucks case against Bangkok Metropolitan Administration.

Loss from investments

The Company manages excess cash by established a private fund which has been managed by a fund manager. In the first quarter 2020, the Company had net loss from investment in such private fund due to significantly drop in the market price of equity instruments resulted from COVID-19 pandemic.

Loss sharing from investment in associates

For the first 3-month of 2020, the Company realized loss from investment in associates of Baht 10.3 million, or Baht 8.0 million greater than the previous year. These losses were recorded because, in the current period, the associate had less general cargo throughputs due to the economic downturn. The recent increase in percent sharing from investment in the associate was also another factor.

Please be informed accordingly.

Sincerely yours,

(Miss Pimkam Leungsuwan)

Chief Financial Officer