

11 May 2026

LIT 2026/014

To The President of the Stock Exchange of Thailand

Topic Management Discussion & Analysis for period ended 31 March 2026

Lease IT Public Company Limited would like to clarify the financial performance for the period ending on 31 March, 2026, as follows:

### **Nature of Business**

**Lease IT** continues to focus on providing integrated financial services for SMEs that primarily partner with government agencies, state enterprises, and large private corporations. As a non-bank financial institution, the company serves as an alternative funding source, creating opportunities for Thai SMEs to access business capital. We offer financial products that cater to SME needs from project start to finish with speed and deep understanding of entrepreneurs, including: (1) Factoring, (2) Project Backup Financing, (3) Term Loans, (4) Bid Bond and E-Bidding Financing, (5) Leasing and Hire Purchase, and (6) Supply Chain Finance, along with other supporting services.

The Company is committed to supporting Thai SMEs in accessing capital fairly and transparently, fostering sustainable growth together under the "True Financial Partner" concept. We provide Business Growth Advisors to offer expert financial consultation, empowering entrepreneurs to achieve stable and successful growth. Furthermore, Lease IT operates an installment sales business via an online platform through its subsidiary, Ulite Digital Co., Ltd. This expands our target customer base to the general public, particularly the younger generation looking to purchase IT and lifestyle products through a mobile application, in alignment with current Financial Technology trends.

### **Management Outlook and Key Performance Summary: Q1/2026**

The Company's operating results continue to show a positive growth trend. At the end of the first quarter of 2026, the Company recorded total revenue of Baht 50 million, representing a 20% growth compared to the same period last year. This performance was driven by an increase in credit demand from SMEs that partner with the government sector—our primary target group. Consequently, the Company's total loan portfolio for the quarter reached Baht 1,492 million, a 5% increase compared to the end of 2025. This growth was bolstered by an 11% expansion in Performing Loans, reflecting the high quality of our portfolio's growth.

Regarding net profit, the Company recorded a net profit of Baht 5.5 million, representing a 71% increase compared to the same period last year. This was primarily driven by revenue growth in both the parent company and its subsidiaries.

At the same time, the Company continues to emphasize loan portfolio growth alongside rigorous quality screening under appropriate risk levels. As a result, the NPL Ratio for new loans in 2026 is maintained within a framework of no more than 3% of new credit. This achievement stems from the commitment to maintaining debt quality, which serves as the essential foundation for sustainable growth.

### **Economic Outlook and Factors Affecting Operations**

In the first quarter of 2026, the Thai economy continued to face uncertainty from external factors, including global oil price volatility and international trade tensions. These factors, along with their impact on Thai SMEs, could potentially affect asset quality and Non-Performing Loans (NPLs). Consequently, the Company has implemented more stringent debtor screening processes and diversified its loan portfolio across various industries to reduce risk concentration.

However, government investment stimulus measures have indirectly boosted credit demand among SMEs that partner with the public sector, which is the Company's primary target group. Additionally, the continued growth of the Fintech trend in Thailand remains a positive factor contributing to the overall operating results.

### **Strategy and Business Direction for 2026**

Lease IT continues to focus on quality loan portfolio expansion by emphasizing a balance between risk management and the pursuit of business opportunities, as follows:

1. **Building a Quality SME Loan Portfolio:** The Company employs a strategy to expand its base of high-quality SME customers, primarily focusing on credit for government contractors. This is achieved through low-risk financial products, mainly Factoring, to meet the needs of government partners requiring working capital for various public projects without waiting for long disbursement periods. Additionally, the Company emphasizes short-term credit to align with the rapidly changing economic climate, such as Project Backup Financing, which provides capital for purchasing goods or raw materials for project execution. Furthermore, the Company aims to establish "Lease IT" as a Top of Mind brand for SME customers through various social media channels and by elevating service processes to enhance the customer experience.

2. **Risk Management Aligned with the Current Economy:** The Company has established clear risk policy frameworks and debt-repayment capability assessment criteria that remain current with economic conditions to prevent non-performing loans. Moreover, the Company manages its loan portfolio by diversifying across various industries to mitigate potential losses should any specific sector be adversely affected.
3. **Expansion of Hire Purchase Installment Portfolio via Subsidiary:** In 2026, the Company is focusing on expanding its target customer base to individuals, particularly the younger generation seeking installments for technology products and smartphones via online platforms and partner branches nationwide. In Q1/2026, Ulite Digital Co., Ltd. recorded revenue of Baht 16 million, a 60% growth compared to the same period last year. There are ongoing plans to develop new financial products and improve approval efficiency to support continuous customer base growth.

Financial Performance for period ended 31 March 2026

(Unit: Thousand Baht)	Consolidate Financial Statements			
	2026	2025	Change	%Change
Interest Incomes	36,587	27,391	9,196	34%
Fees and service incomes	12,279	12,945	(666)	(5%)
Other incomes	1,610	1,847	(237)	(13%)
<b>Total revenues</b>	<b>50,476</b>	<b>42,183</b>	<b>8,293</b>	<b>20%</b>
Service expense	7,435	6,736	699	10%
Administrative expense	20,024	19,061	963	5%
Expected credit losses	6,954	4,426	2,528	57%
<b>Total expenses</b>	<b>34,413</b>	<b>30,223</b>	<b>4,190</b>	<b>14%</b>
<b>Operating Profit before finance cost and tax</b>	<b>16,063</b>	<b>11,960</b>	<b>4,103</b>	<b>34%</b>
Finance cost	(9,676)	(7,956)	1,720	22%
<b>Profit before income tax expenses</b>	<b>6,387</b>	<b>4,004</b>	<b>2,383</b>	<b>60%</b>
Income tax expenses	(877)	(785)	92	12%
<b>Profit for the year</b>	<b>5,510</b>	<b>3,219</b>	<b>2,291</b>	<b>71%</b>

1. Revenue

The Company's total revenue for the first quarter of 2026 increased by Baht 8 million, or 20%, compared to the same period last year. This growth was driven by an increase in interest income resulting from loan portfolio expansion. Key factors included the rise in government budget disbursements, which led to a continuous increase in credit demand from SMEs partnering with the public sector, as well as the growth in installment sales in response to higher market demand.

### Interest Revenue

Interest Income (Unit: Thousand Baht)	Consolidate Financial Statements				Change	
	2026	%	2025	%	Amount	%
- Installment Sales	14,402	39%	8,931	33%	5,471	61%
- Loan contracts	5,026	14%	4,737	17%	289	6%
- Factoring contracts	12,858	35%	11,634	42%	1,224	11%
- Finance lease contracts	310	1%	255	1%	55	22%
- Term Loan	3,989	10%	1,831	6%	2,158	118%
- Loans to customers	2	1%	3	1%	(1)	(33%)
<b>Total</b>	<b>36,587</b>	<b>100%</b>	<b>27,391</b>	<b>100%</b>	<b>9,196</b>	<b>34%</b>

In the first quarter of 2026, the Company's interest income increased by Baht 9 million, or 34% compared to the same period last year. This growth was driven by the expansion of the loan portfolio, particularly from installment sales via the ULITE application operated by Ulite Digital Co., Ltd. (a subsidiary). Revenue from this segment rose by Baht 5 million, or 61% year-on-year, following the growing demand among the younger generation for IT and lifestyle products.

Additionally, SME customers partnering with the public sector continued to require credit to bolster liquidity amid economic volatility. This led to a 118% growth in revenue from Term Loan products, an increase of Baht 2 million, resulting from a higher volume of credit granting. Consequently, the loan portfolio expanded, and interest income increased accordingly.

### Fee and service incomes

Fees and service incomes (Unit: Thousand Baht)	Consolidate Financial Statements				Change	
	2026	%	2025	%	Amount	%
- Loan contracts	4,469	36%	4,104	32%	365	9%
- Factoring contracts	7,637	62%	8,158	63%	(521)	(6%)
- Finance lease and Hire Purchase	3	0%	5	0%	(2)	(40%)
- Term Loan	34	1%	400	3%	(366)	(92%)
- LG and Others	136	1%	278	2%	(142)	(51%)
<b>Total</b>	<b>12,279</b>	<b>100%</b>	<b>12,945</b>	<b>100%</b>	<b>(666)</b>	<b>(5%)</b>

Fee and service income decreased by Baht 0.7 million, or 5%, compared to the same period last year.

## **2. Expected Credit Loss**

In the first quarter of 2026, the Company recorded an expected credit loss (ECL) of Baht 7 million, an increase of Baht 2.5 million from the same period last year. This increase was primarily driven by the expansion of the loan portfolio, leading to higher provisions in accordance with the estimates required by Thai Financial Reporting Standard 9 (IFRS 9).

The Company remains committed to its policy of expanding the loan portfolio with quality and sustainability, ensuring credit risk considerations are stringent, cautious, and aligned with the current economic situation. Furthermore, the Company prioritizes the management of NPLs through proactive debt tracking and collection. This is achieved by enhancing the efficiency of the internal collection team and engaging external legal firms to effectively control and reduce the NPL ratio to appropriate levels

## **3. Service Expense**

Service expenses increased by Baht 0.7 million, or 10%, compared to the same period last year. This increase aligns with revenue expansion and was primarily driven by higher sales wages and increased marketing expenses.

## **4. Finance Cost**

In the first quarter of 2026, the Company's financial costs increased by Baht 1.7 million, or 22% , compared to the same period last year. This increase was in line with the rise in total borrowings, primarily from debentures, which were utilized to support the expansion of the loan portfolio

## **5. Net Profit**

The Company recorded a net profit of Baht 5.5 million, an increase of Baht 2.3 million from the same period last year. This growth resulted from higher revenue levels driven by the expansion of the loan portfolio, while the expense ratio remained without significant changes. Furthermore, the bad debt rate stayed low due to the strategic adjustments in operations, contributing to a positive trend in overall performance.

## **Liquidity and Cash Flow**

The Company had net cash used in operating activities of Baht 59 million, which was primarily utilized for credit granting in accordance with the expansion of the loan portfolio, funded by financial institutions.

Liquidity ratio as of the end of the first quarter of 2026 and the end of 2025 was 4.9 times and 8.3 times, respectively. The ratio decreased due to an increase in short-term loans from financial institutions and other parties totaling Baht 80 million during the period, which were used to expand the loan portfolio

**Financial position of the Company as of 31 March 2026 in comparison with that as of 31 December 2025.**

**Assets**

Total assets for the first quarter of 2026 amounted to Baht 1,169 million, representing an increase of approximately Baht 78 million from the end of 2025. This growth was driven by the expansion of the loan portfolio, particularly in the accounts receivable from factoring and loan agreements.

**Liabilities**

Total liabilities for the first quarter of 2026 increased by approximately Baht 73 million compared to the end of 2025. This rise was primarily due to an increase in short-term loans from financial institutions and other individuals totaling Baht 80 million, intended to support the expansion of the Company's loan portfolio.

The interest-bearing debt to equity ratio as of the first quarter of 2026 and the end of 2025 stood at 0.95 times and 0.83 times, respectively. The increase resulted from the issuance of short-term B/E to fund portfolio expansion. Nevertheless, the ratio remains at a low level due to a strong capital structure and effective funding management aligned with credit granting to ensure efficient cash flow management.

The interest coverage ratio (ICR) as of the first quarter of 2026 and the end of 2025 was 1.9 times and 1.7 times, respectively. This improvement in ICR reflects the positive of the Company's operating results. The Company continues to focus on cash flow management to further balance liquidity, ensuring stability and confidence for all stakeholders.

**Equity**

Shareholders' equity increased by Baht 5.5 million from the end of 2025, mainly from the net profit during the period.

Please be informed accordingly.

Best regards,

(Ms.Sitaphatr Nirojthanarat)

Chief Executive Officer

Lease IT Public Company Limited