



Business Overview

The Company provides financial services for SMEs and an alternative source of funds as the non-bank lending business.

Financial Statement

	6M24	6M23	2023	2022
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Income Statement (MB)

Revenues	52.01	60.32	110.11	156.57
Expenses	99.10	98.60	202.43	230.19
Net Profit (Loss)	-62.02	-51.86	-117.61	-100.03

Balance Sheet (MB)

Assets	1,343.43	1,551.63	1,424.49	2,017.46
Liabilities	414.63	495.05	433.67	909.03
Shareholders' Equity	928.80	1,056.57	990.82	1,108.43

Cash Flow (MB)

Operating	-57.01	89.97	192.27	399.39
Investing	24.16	0.15	-76.76	-0.78
Financing	-2.09	-415.80	-493.74	-1.55

Financial Ratio

EPS (Baht)	-0.14	-0.12	-0.27	-0.23
GP Margin (%)				
NP Margin (%)	-119.23	-85.97	-106.81	-63.89
D/E Ratio (x)	0.45	0.47	0.44	0.82
ROE (%)	-12.87	-9.66	-11.21	-9.77
ROA (%)	-6.99	-4.77	-5.36	-3.53

Business Plan

The Company has to adjust its competitive strategies to cope with the situation and to maintain its performance in accordance with the current industry trends and for sustainable growth in the future. The Company has elevated work processes, building corporate credibility and awareness as follows:

- 1) Upgrade marketing with a Digital Platform to reach the target customers in order to create a reliable and well-known brand.
- 2) Financing to customers who are government suppliers due to the government always has the ability to pay.
- 3) Financing in low-risk financial products such as Factoring, Leasing and Hire purchase.
- 4) Trendy industries sector for new customers support in short term project for cost management.
- 5) Focus on retaining and expanding from existing customers.
- 6) The Company has a complete range of financial products to meet the need of SMEs especially those working for government agencies from the beginning to the end of project.
- 7) The Company has developed new financial products to support customers' business operations that have changed according to economic conditions
- 8) Reserving Expected Credit Losses which based on risk and quality of customers.

Sustainable Development Plan

Sustainability Frame Work	Materialities	SDGs Goal
Governance	Corporate Governance and Ethics	1, 2, 3, 4, 5, 8, 10, 16, 17
	Risk Management	1, 2, 3, 4, 5, 8, 10, 16, 17
Economy	Company performance	1, 2, 3, 4, 5, 8, 10, 16, 17
	Brand Awareness	1, 2, 3, 4, 5, 8, 10, 16, 17
Social	Development of technology and innovation	1, 2, 3, 4, 5, 8, 10, 16, 17
	Being a source of funds that SMEs have access to	1, 2, 3, 4, 5, 8, 10, 16, 17
	Information security	1, 2, 3, 4, 5, 8, 10, 16, 17
Environment	Employee development and care	1, 2, 3, 4, 5, 8, 10, 16, 17
	Climate change	1, 2, 3, 4, 5, 8, 10, 16, 17

Business Highlight

We deliver comprehensive services specifically designed to support SMEs. We aim to be the solution for our customers to help them with their business growth and success, ultimately becoming their true financial partner.

Performance and Analysis

Business Performance Summary

The Company had a loss of 62.02 million baht for the second quarter of year 2024, compared with a prior period had a loss of 51.86 million baht due to significant decrease in revenue with the customer lacking liquidity to pay-debts and decreasing in the financing amount. As a result, the higher Expect Credit Loss (ECL).

Key Milestones

- 2006 - Lease IT Public Company (the "Company") was incorporated
- 2014 - Listed on The Stock Exchange of Thailand - MAI
- 2018 - established a new subsidiary company "LIT Service Management Co., Ltd." to provide credit analyst.
- 2020 - The Company is authorized to operate personal loan business under Bank of Thailand's Regulation.
- 2020 - LIT Service Management Co.,Ltd. The subsidiary company is licensed to operate Pico Finance (Pico Plus) under Ministry of Finance's Regulation.
- 2021 - established a new subsidiary company "Ulite Digital Co., Ltd." to provide an installment payment service.
- 2022 - The Company's registered capital for another 43 million baht (divided into 43 million shares at the par value of baht 1 each) from the existing registered capital of 558 million baht, to be new registered capital of 601 million baht to reserve for the exercise of the Warrants (LIT-W1)
- 2023 - Signed a memorandum of understanding MOU to jointly promote the ZHI EV electric motorcycle business (CHI EV) between Lease It PCL. and PKD Opportunity Co.,Ltd.
- 2023 - Launched new products, Loans for increase productivity secured by collateral.

Risk Management Policy

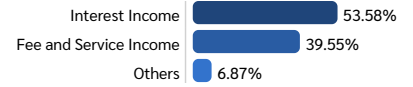
The situation of uncertainty during the economic slowdown has affected SMEs, causing an increase in non-performing loans. The Company had to carefully manage its risks while maintaining its performance under the careful selecting of customers. The company has assisted its clients during this crisis by bringing them into a suitable debt restructuring plan to enable them to survive in the business in long term and have the ability to repay the Company's debts. In this regard, the Company has taken steps to improve credit quality as follows:

- 1) The Company has upgraded the screening of customers and debtors in order to select real potential customers who have strong debt repayment ability and has continuously adjusted the frequency of reviewing the debt repayment capability of customers and debtors. Moreover, the Company also reviewed the process of rights to receive payment transferring and debt collection in order to prepare for the situation impacted. The Company also closely monitors customer behavior in order to prevent non-performing debts (NPLs) in the future.
- 2) The Company has managed to mitigate industry risk by limiting portfolio with the industrial risk management plan.
- 3) The Company continues to limit financing to new customer who construction business as it has high risk but focuses on group of business that has lower risk.
- 4) The Company development of risk management tools in various dimension though appropriate Risk Based Pricing for each customer.

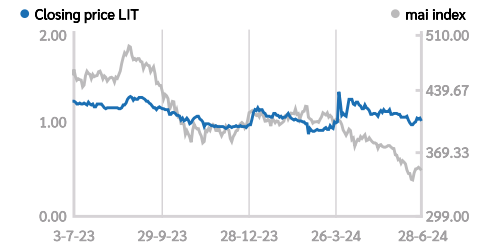
Recent Awards and Recognitions

Thailand Sustainability Investment (THSI) 2020-2023

Revenue Structure



Stock Information



as of 28/06/24	LIT	FINCIAL	mai
P/E (X)	-	30.32	40.95
P/BV (X)	0.49	1.83	1.79
Dividend yield (%)	-	1.20	2.06

	28/06/24	28/12/23	30/12/22
Market Cap (MB)	469.51	447.36	810.56
Price (B/Share)	1.06	1.01	1.83
P/E (X)	-	-	-
P/BV (X)	0.49	0.44	0.71

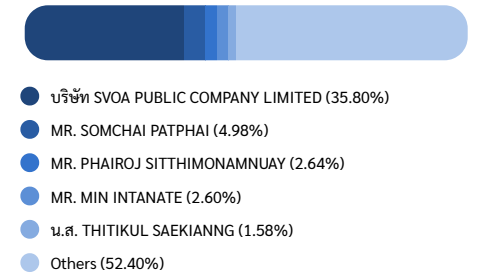
CG Report:



Company Rating: Tris : BB- Outlook "Stable"

Major Shareholders

as of 05/03/2024



Company Information and Contact

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