

Subject : Report of operating results for the Q1 / 2020, net profit decrease 10.8% and total revenue decrease 24.4%  
Attention : President  
The Stock Exchange of Thailand

The operating performance for Q1 / 2020 of Thitikorn Public Company Limited and its subsidiaries reported a net profit of 100.6 Million Baht, a decrease of 10.8% from 112.8 Million Baht compared to the same period last year, total revenue of 740.9 Million Baht, a decrease of 24.4% from 979.7 Million Baht.

Since the covid-19 pandemic affecting broader negatively economy causing the domestic economy to slow down continuously from the year 2019 which grew only 2.4% .The negative affected by the contraction of export sector due to the Trade War between China and the United States, Thai Baht has continuously appreciated throughout the past 3 years, continue of prices decrease of agricultural products, including rubber, palm oil, rice, sugarcane which directly affecting domestic consumption. In addition, household debt increased to 79.1% of GDP in the third quarter of 2019. Currently, it is not possible to clearly assess the total impact of the Covid-19 pandemic, resulting to TK conservative policy in underwriting new loans.

Domestic motorcycle sales in Q1/2020 were 431,004 units, decrease 6.8% from 462,205 units from last year. Automobile sales in Q1/2020 were 200,064 units, a decrease of 24.1% from 263,549 units from last year. Directly affecting the business as follows:

1. **Total Revenue** for Q1/2020 was 740.9 Million Baht, a decrease of 24.4% from 979.7 Million Baht compared to the same period last year. As for the **hire-purchase income** in Q1/2020, the amount of 601.4 Million Baht decreased by 25.4% from 805.9 Million Baht compared to the same period last year due to the ongoing economic downturn.

2. **Other Incomes** in Q1/2020 were 135.7 Million Baht, a decrease of 18.7% from 166.9 Million Baht compared to the same period last year.

3. **Total Expenditures** for Q1/2020 were 588.9 Million Baht, a decrease of 26.8% from 804.2 Million Baht compared to the same period last year. Total selling and administrative expenses for Q1/2020 was 396.9 Million Baht, a decrease of 26.6% from 540.6 Million Baht compared to the same period last year due to:

3.1 The company has managed cost control and reduction of its administrative expenses in various departments, such as reducing paperwork and redundancy.

3.2 The increasing usage of Digital Technology.

4. **Cost of fund** for Q1/2020 were 24.4 Million Baht, a decrease of 28.2% from 34.0 Million Baht compared to the same period last year due to reduced using credit facilities to suit the situation and an effective cost of fund management.

At the end of Q1/2020, the company had a total of 6,778.0 Million Baht in Net Hire-Purchase Contract and Loan Receivables, a decrease of 8.9% from 7,438.6 Million Baht compared to the previous year due to the strict credit policy for 6 consecutive quarters. The company's Total Assets were 8,481.9 Million Baht, a decrease of 7.4% from 9,163.3 Million Baht compared to the previous year. And Total Liabilities of 3,052.3 Million Baht, a 20.5% decrease from 3,839.7 Million Baht compared to the previous year.

The company approved assistance plans for the customer who affected by the COVID-19 pandemic at the end of the Q1, which is expected to have a positive effect on the quality of the receivables in the portfolio. For the next phase of the plan, the company has prepared in all aspects in the event that the situation will continue to prolong. In addition, strict measures on credit underwriting and continuously controlling the quality of customers which is expected to benefit the company in the long run.

Please be informed accordingly.

Best regards

(Miss Prathama Phomprapha)

Managing Director