



**2019**

# ANNUAL REPORT

## 2562

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## Vision, Mission, Strategy



### Vision

*" Moving Your Wealth Forward "*

### Mission

- To provide and integrated full-service to customers
- To increase the standard of services
- To operate with transparency and accountability
- To expand the scope of business internationally

### Strategy

The Company has provided different strategies for four different core businesses as follow :

- Securities Brokerage
- Investment Management
- Investment Banking
- Investment innovation

AEC securities Public Company Limited has concentrated our strategy towards providing an integrated and full service to our customers in a variety of products such as stocks, derivatives, debt instruments, mutual funds, or investment banking services for customers in both the private and public sector. To this objective, the Company has employed many qualified and experienced individuals, effort into various systems that related business and strategic partnerships in both domestically and internationally, which is not only limited to our Bangkok office since our Company has planned to offer its service to all regions of Thailand.

Therefore, the Company is confident that with the right strategy, quality of service and personnel, operation system and plan, the Company will be able to follow the objectives as directed by the Board of Directors.



## Message from Chairman of the Board of Directors



**Mom Rajawongse Somlabh Kitiyakara**  
Chairman of the Board of Directors

*Dear Stakeholders,*

In 2020, the pandemic of coronavirus (COVID-19) has a significant impact on Thailand's economy. The outbreak has caused turmoil in the stock market, weighed on global financial markets and heavily impacted other business sectors.

The company continues to focus on generating more income by expanding its new line of services; Wealth Management while placing importance on Investment Banking. Moreover, the company aims to improve our financial services by integrating new innovation and technology to keeping up the pace and exceeding modern consumer.

The company is thrive to effectively improve its business management, develop new businesses, and seizes new opportunities for wider corporation. Moreover, the company will operate the business under the principle of good corporate governance and good corporate social responsibility for all stakeholders and the society.

On behalf of the Board of directors, we wish to extend our heartfelt gratitude to all our stakeholders, customers and business partners for your support and staffs for your devotion in performing your duty in accordance with the company ethics and corporate governance.

## Directors

### Mom Rajawongse Somlabh Kitiyakara

Chairman of the Board of Directors /  
Independent Director



#### Age (Year)

: 69

#### Appointment as a Director

: 30 April 2013

#### Number of years in position

: 6 Year 8 Months

#### Education

- Bachelor of Business Administration, Hotel Management : Hawaii School of Business, USA

#### Training

##### Thai Institute of Directors (IOD)

- Corporate Governance for Capital Market Intermediaries (CGI 8/2015)
- Director Accreditation Program (DAP 106/2013)

#### Shareholding (%)

-None-

#### Relationship between Directors and Executive

-None-

## Work Experience in Listed Companies :

2013 – Present Chairman of the Board of Directors / Independent Director : AEC Securities PLC.

## Work Experience in Non-Listed Companies / Other entities :

2019 – Present Director (Authorized Director): King Aibo Pastic Industry (Thailand) Co.,Ltd.

2019 – Present Director: Mitsu Auto Work Co.,Ltd.

2017 – Present Director (Authorized Director): King Aibo Environmental and Industry Holding (Thailand) Co., Ltd.

2012 – Present Director (Authorized Director): King Win International Travel Group Co., Ltd.

2010 – Present Director: Chatuchak Place Co., Ltd.

2004 – Present Director (Authorized Director): King Dragon International Tourist Group Co., Ltd.

1992 – Present Princess Soamsawali, the Princess Suddhanarinatha's Private Secretary : Deves Palace

## Work Experience in the past

- Chairman of Saving and Credit Cooperative: Muangthong of Savings and Credit Cooperative
- Director: King Travel International Group Co.,Ltd.

## Other Position that may cause a conflict of interest with the Company

- None -

## Legal disputes in a criminal court case, not a misdemeanor

- None -

## Attendance in 2019

- Board of Directors 6/6 Time





## Mr. Paisit Kaenchan

Chairman of Audit Committee / Independent  
Director / Member of Risk Management  
Committee and Member of Nomination  
and Remuneration Committee

### Age (Year)

: 59

### Appointment as a Director

: 30 April 2013

### Number of years in position

: 6 Year 8 Months

### Education

- Master of Business Administration, (Executive M.B.A.) : Sasin Graduate Institute of Business Administration of Chulalongkorn University
- Master of International Development Administration : Western Michigan University, USA
- Master of Political Science : Western Michigan University, USA
- Bachelor of Political Science : Thammasat University

### Training

#### Thai Institute of Directors (IOD)

- Corporate Governance for Capital Market Intermediaries (CGI 8/2015)
- Role of Compensation Committee Program (RCC 18/2014)
- Role of Nomination and Governance Committee Program (RNG 6/2014)
- Risk Management Committee Program (RMP 4/2014)
- Advance Audit Committee Program (AACP 13/2013)
- Director Certification Program (DCP 56/2005)

#### Other Training Courses

- Thammasat Leadership Program (TLP1), Thammasat University Alumni Relations Office
- Certificate in Hotel Real Estate Investment & Asset Management 2008

## Shareholding (%)

-None-

## Relationship between Directors and Executive

-None

## Work Experience in Listed Companies:

- 2019 – Present Director (Authorized Director) / President and Company Secretary: Proud Real Estate PLC.
- 2019 – Present Chairman of Audit Committee: AEC Securities PLC.
- 2014 – Present Member of Risk Management Committee: AEC Securities PLC.
- 2013 – Present Independent Director / Member of Audit Committee and Member of Nomination and Remuneration Committee: AEC Securities PLC.

## Work Experience in Non-Listed Companies / Other entities:

- 2019 – Present Director: Hua Hin Alpha 71 Co.,Ltd.
- 2019 – Present Director: Sky Living Co.,Ltd.
- 2019 – Present Director (Authorized Director): 168 Lucky Trade Co.,Ltd.
- 2018 – Present Director (Authorized Director): AIM Real Estate Management Co.,Ltd.
- 2016 – Present Director (Authorized Director): AIM Reit Management Co.,Ltd.
- 2012 – Present Director (Authorized Director): Hospitality Advisory Services Co.,Ltd.

## Work Experience in the past

- Chief Representative Development : Marriott Hotel & Resort Asia
- Executive Vice President: The Erawan Group PLC.
- SEVP and Chief Operation Officer : TCC Hotel Group
- SEVP and Chief Investment Officer : TCC Land Development
- President: Grande Asset Development PLC.
- Investment Manager: JF Thanakhom Securities PLC.
- Vice President Provident Fund Management Dept.: TISCO Finance and Securities PLC.

## Other Position that may cause a conflict of interest with the Company

-None-

## Legal disputes in a criminal court case, not a misdemeanor

-None-

## Attendance in 2019

- Board of Directors 6/6 Time
- Audit Committee 7/7 Time
- Nomination and Remuneration Committee 6/6 Time
- Risk Management Committee 12/12 Time





## Dr. Vichya Kreangam

Independent Director

Member of Audit Committee and  
Chairman of Nomination and Remuneration Committee

### Age (Year)

: 38

### Appointment as a Director

: 12 July 2019

### Number of years in position

: 2 Months

### Education

- Doctor of the Science of Laws (J.S.D.), University of California, Berkeley, USA
- Master of Laws (LL.M.), University of California, Berkeley, USA
- Certificate of Thai Barrister at Law : Institute of Legal Education , The Thai Bar Under The Royal Patronage
- Bachelor of Laws (LL.B.) (Honors), Chulalongkorn University

### Training

#### Thai Institute of Directors (IOD)

- Board Matters and Trends (BMT 6/2018)
- Role of the Chairman Program (RCP 42/2018)
- Corporate Governance for Executives (CGE 6/2016)
- Advanced Audit Committee Program (AACP 22/2016)
- Corporate Governance for Capital Market Intermediaries (CGI 8/2015)
- Director Accreditation Program (DAP 116/2015)

#### Other Training Courses

- Certificate of the rule of Jurisprudence for Democracy, Class 7 : The Constitutional Court of the Kingdom of Thailand

- Certificate of Administrative Justice for Senior Executives, Class 6 : Administrative Court
- Certificate of Senior Executives on Justice Administration, Class 16 : Office of the Judicial Training Institute
- Certificate of New Era Leadership in the Democratic Systems, Class 1: King Prajadhipok's Institute
- Diploma of Advocacy and Lawyer License : Lawyers Council Under the Royal Patronage

## Shareholding (%)

-None-

## Relationship between Directors and Executive

-None

## Work Experience in Listed Companies:

2019 – Present	Independent Director / Member of Audit Committee and Chairman of Nomination and Remuneration Committee: AEC Securities PLC.
2019 – Present	Member of Audit Committee: Sikarin PLC.
2016 – Present	Member of the Nominating and Remuneration Committee: Sikarin PLC.
2016 – 2017	Member of Risk Management and Member of Nomination and Remuneration Committee: AEC Securities PLC.
2014 – 2017	Member of Audit Committee / Independent Director: AEC Securities PLC.
2014 – Present	Independent Director: Sikarin PLC.
2014 – Present	Independent Director / Member of the Audit Committee / Chairman of Corporate Governance Committee and Member of the Nominating and Remuneration Committee: General Engineering PLC.
2014 – Present	Independent Director / Member of the Audit Committee and Member of the Nomination, Compensation and Corporate Governance Committee: Namyong Terminal PLC.
2010 – Present	Head of Legal Counsel: True Corporation PLC.

## Work Experience in Non-Listed Companies / Other entities:

2020 – Present	Speaker : The Thai Bar Under The Royal Patronage
2018 – Present	Sub – committee : Sub – committee on scrutinization laws relating to energy business operations: Energy Regulatory Commission
2018 – Present	Sub – committee : Sub – committee on Participation, Follow –up examination, evaluation law on the National Reform
2017 – 2019	Chairman of the Sub-Committee: Public Relations and Hearing Sub-Committee
2013 – Present	Executive Director: The Badminton Associate of Thailand under Royal Patronage of His Majesty the King
2010 –Present	Lecturer: Faculty of Law: Assumption University

## Work Experience in the past

- Scholar Committee for the sports, Arts, Cultures, Religion, Ethics and Morals : National Reform Steering Assembly
- Advisor of the Sub-Committee of the National Reform Steering Assembly: National Reform Steering Assembly
- Member of the Board : Chulalongkorn Law School Alumni Association
- Sub-Committee on ICT and Public Media : The Senate
- Advisor to Sub-Committee on Research for Regulation, Order and Laws relating to ICT and Telecommunications : The House of Representatives
- Visiting Lecturer : School of Law, Bangkok University
- Visiting Lecturer : School of Law, Nakorn Sri Thammarat Rajabhat University
- Associate Lawyer: White& Case (Thailand) Co.,Ltd.

## Other Position that may cause a conflict of interest with the Company

-None-

## Legal disputes in a criminal court case, not a misdemeanor

-None-

## Attendance in 2019

- Board of Directors 2/6 Time \*\* Appointment as a Director on 12 July 2019
- Audit Committee 2/7 Time \*\* Appointment as Member of Audit Committee on 12 July 2019
- Nomination and Remuneration Committee 1/6 Time \*\* Appointment as Member of Nomination and Remuneration Committee on 11 November 2019



## Dr. Siridech Kumsuprom

Independent Director /  
Chairman of Risk Management Committee  
and Member of Nomination and  
Remuneration Committee



### Age (Year)

: 46

### Appointment as a Director

: 11 November 2019

### Number of years in position

: 2 Months

### Education

- Ph.D. in Business Information Systems (IT Audit, Control and Governance) : RMIT University, Australia
- Master of Information Systems : Griffith University, Australia
- Master of Business Administration (Accounting) : Dhurakij Pundit University
- Bachelor of Accounting : Dhurakij Pundit University

### Training

#### Thai Institute of Directors (IOD)

- Driving Company Success with IT Governance (ITG 1/2016)
- Director Accreditation Program (DAP 122/2015)
- Risk Management Program (RMP 2/2015)

### Shareholding (%)

-None-

### Relationship between Directors and Executive

-None-

## Work Experience in Listed Companies:

- 2019 – Present Independent Director / Chairman of Risk Management Committee and Member of Nomination and Remuneration Committee: AEC Securities PLC.
- 2018 – Present Chairman of Corporate Governance: Eastern Technical Engineering PLC.
- 2018 – Present Independent Director: Hydrotek PLC.
- 2015 – Present Independent Director and Chairman of Risk Management Committee: Eastern Technical Engineering PLC.

## Work Experience in Non-Listed Companies / Other entities:

- 2017 – Present Director of Professional Accounting Committee on Accounting Education and Technology : Federation of Accounting Professions under the Royal Patronage of His Majesty the King
- 2017 – Present Dean of College of Innovative Business and Accountancy: Dhurakij Pundit University
- 2017 – Present Director of Doctorate Business Administration Programs: Dhurakij Pundit University

## Work Experience in the past

- Deputy Dean for Academic Affairs and Director of Master of Accounting: Dhurakij Pundit University
- Advisor to Accounting and Accounting System Design: Center Auto Lease Co.,Ltd.
- Advisor to Risk Management: Dental Corporation PLC.
- Deputy Dean for Academic Affairs, Faculty of Accounting : Dhurakij Pundit University
- Director of Institute for Professional Accountant Development, Faculty of Accounting : Dhurakij Pundit University
- Advisor to Risk Management: FN Factory Outlet PLC.
- Advisor to Accounting and Accounting System Design: ASN Broker PLC.
- Head of Accounting System Information Section, Faculty of Accounting : Dhurakij Pundit University
- Advisor to Accounting, Accounting System Design and Risk Management: Nok Airline PLC.

## Other Position that may cause a conflict of interest with the Company

-None-

## Legal disputes in a criminal court case, not a misdemeanor

-None-

## Attendance in 2019

- Board of Directors 0/6 Time \*\* Appointment as a Director on 11 November 2019
- Nomination and Remuneration Committee 0/6 Time \*\* Appointment as Member of Nomination and Remuneration Committee on 11 November 2019
- Risk Management Committee 1/12 Time \*\* Appointment as Member of Risk Management Committee on 11 November 2019



## Dr. Pattanant Petchchedchoo

Independent Director and  
Member of Audit Committee

### Age (Year)

: 48

### Appointment as a Director

: 11 November 2019

### Number of years in position

: 2 Months

### Education

- Ph.D. (Accounting): University of Manchester, United Kingdom
- Master of Accountancy: Ohio State University, USA
- Master of Science in Information Technology in Business : Chulalongkorn University
- Master of Business Administration : Assumption University
- Bachelor of Accounting : Thammasat University

### Training

#### Thai Institute of Directors (IOD)

- Strategy Formulation and Execution (SFE 27/2016)
- Advanced Audit Committee Program (AACP 19/2015)
- Risk Management for Corporate Leader (RCL 16/2015)
- Director Certification Program (DCP 19/2014)

### Shareholding (%)

-None-

### Relationship between Directors and Executive

-None-



## Work Experience in Listed Companies:

2019 – Present Independent Director and Member of Audit Committee: AEC Securities PLC.

2019 – Present Independent Director / Chairman of Audit Committee and Member of Risk Management Committee: Selic Corp PLC.

## Work Experience in Non-Listed Companies / Other entities :

2018 – Present Senior Expert: Federation of Accounting Professions, Dhurakij Pundit University

2018 – Present Vice President for Strategic Alliances: Dhurakij Pundit University

2017 – 2019 Chief Executive Officer of College of Innovative Business and Accountancy: Dhurakij Pundit University

2019 – Present Director: nForce Secure Co.,Ltd.

2017 – Present Director of the Accounting Professional Committee on Auditing: Federation of Accounting Professions under the Royal Patronage of His Majesty the King

2015 – 2017 Advisor to the Board of Director on Accounting Education and Technology: Federation of Accounting Professions under the Royal Patronage of His Majesty the King

2015 – Present Sub – Committee of Standards on Auditing: Federation of Accounting Professions under the Royal Patronage of His Majesty the King

2013 – Present Sub – Committee of Audit: Deposit Protection Agency

## Work Experience in the past

- Dean of College of Innovative Business and Accountancy: Dhurakij Pundit University
- Dean of Faculty of Accounting : Dhurakij Pundit University
- Advisor to Risk Management: NokScoot Co.,Ltd.
- Advisor to Risk Management: Nok Airline PLC.
- Internal Auditor (International Branch): Bangkok Bank PLC

## Other Position that may cause a conflict of interest with the Company

-None-

## Legal disputes in a criminal court case, not a misdemeanor

-None-

## Attendance in 2019

- Board of Directors 0/6 Time \*\* Appointment as a Director on 11 November 2019
- Audit Committee 0/7 Time \*\* Appointment as Member of Audit Committee on 11 November 2019



## Mr. Waiwit Udayachalerm

Director  
(Authorized Director)  
and Executive Director

### Age (Year)

: 56

### Appointment as a Director

: 22 April 2019

### Number of years in position

: 8 Months

### Education

- Master of Economics (International Economics and Finance ): Chulalongkorn University
- Bachelor of Business Administration (Finance and Banking): Chulalongkorn University

### Training

#### Thai Institute of Directors (IOD)

- Director Certification Program (DCP 276/2019)

#### Other Training Courses

- Certificate of Police Administration in Digital Age (PADA 3)
- Certificate of Chief Executive for Metropolitan Development Institute (Metropolitan, Class 6)
- Certificate of Development Security Network for Executive, Class 7 (ISOC)
- Certificate of Security Psychology, Class 114, Institute of Security Psychology
- Diploma of Public Law for Executive, Class 12
- Certificate of Digital Marketing Mini-MBA, Class 1

### Shareholding (%)

-None-

### Relationship between Directors and Executive

-None-

## Shareholding (%)

-None-

## Relationship between Directors and Executive

-None-

## Work Experience in Listed Companies :

2019 – Present Director (Authorized Director): AEC Securities PLC.

2019 – Dec 2019 Chief Executive Officer: AEC Securities PLC.

2018 – Present Executive Director: AEC Securities PLC.

## Work Experience in Non-Listed Companies / Other entities :

2014 – Present Director (Authorized Director) : W.U. Consultant Co., Ltd.

2014 – Present Director (Authorized Director) : Speed Auto Park Co., Ltd.

## Work Experience in the past

- Chief Executive Officer: Kimeng Asset Management Co.,Ltd.
- Managing Director: Zmico Asset Management Co.,Ltd.
- Managing Director: PCL Planner Co.,Ltd.
- Deputy Managing Director: Ploenchit Capital Co.,Ltd.
- Assistant Managing Director: BT Asset Management Co., Ltd.
- Vice President: ING Asset Management Co., Ltd.

## Other Position that may cause a conflict of interest with the Company

-None-

## Legal disputes in a criminal court case, not a misdemeanor

-None-

## Attendance in 2019

- Board of Directors 3/6 Time\*\* Appointment as a Director on 22 April 2019
- Executive Director 15/16 Time





## Mr. Thaveedeej Uyawong

Director (Authorized Director) /  
Executive Director and Company Secretary

### Age (Year)

: 61

### Appointment as a Director

: 11 October 2017

### Number of years in position

: 2 Years 3 Months

### Education

- Master of Science (Human Resource and Organization Development) : National Institute of Development Administration
- Certificate of Thai Barrister at Law : Institute of Legal Education , The Thai Bar Under The Royal Patronage
- Bachelor of Laws : Ramkhamhaeng University

### Training

#### Thai Institute of Directors (IOD)

- Director Certification Program (DCP 251/2018)
- Corporate Governance for Capital Market Intermediaries (CGI 20/2018)
- Board Nomination and Compensation Program (BNCP 5/2018)

#### Other Training Courses

- Certificate of Executive Training Program (Mini MBA 56) : Thammasat University
- Certificate of Arbitration : the Best Practice for Practitioners : Asian Law Association (Thailand)
- Certificate of Accomplishment Intellectual Property Law : Institute of Legal Education, The Thai Bar Under The Royal Patronage

## Shareholding (%)

-None-

## Relationship between Directors and Executive

-None-

## Work Experience in Listed Companies :

2017 – Present Director (Authorized Director) and Executive Director: AEC Securities PLC.

2014 – Present Company Secretary and Head of Office of Directors and Company Secretary: AEC Securities PLC.

## Work Experience in Non-Listed Companies / Other entities :

2018 – Present Director (Authorized Director): ACE Incorporation Co., Ltd.

## Work Experience in the past

- Company Secretary / Vice President Department of Legal and General Affairs: RHB Securities (Thailand) PLC.
- Assistant CEO / Company Secretary: Thai-German Ceramics Industries PLC.
- General Manager: Nong - Khae Industrial Estate Thai-German Ceramics Industries PLC.
- Director (Authorize Director): Asia Leisure Development Co.,Ltd.
- Lawyer : Kloy Padsuwan Law Office

## Other Position that may cause a conflict of interest with the Company

-None-

## Legal disputes in a criminal court case, not a misdemeanor

-None-

## Attendance in 2019

- Board of Directors 6/6 Time
- Executive Director 16/16 Time

## Executive Director

### Mr. Waiwit Udayachalerm

Director (Authorized Director) and  
Executive Director

#### Age (Year)

56

#### Education

- Master of Economics International Economics and Finance , Chulalongkorn University
- Bachelor of Business Administration (Finance and Banking), Chulalongkorn University

#### Relationship With Executive

None

#### Shareholding (%)

None

#### Working Experience During the Past Five Year

2019 – Present	Director (Authorized Director) : AEC Securities PLC.
2019 – Dec 2019	Chief Executive Officer : AEC Securities PLC.
2018 – Present	Executive Director : AEC Securities PLC.
2018 – Present	Director (Authorized Director) : W.U.Consultant Co.,Ltd.
2018 – Present	Director (Authorized Director) : Speed Auto Park Co.,Ltd.

### Mr. Thaveedeej Uyawong

Director (Authorized Director) / Executive Director  
and Company Secretary

#### Age (Year)

61

#### Education

- Master of Science (Human Resource and Organization Development),National Institute of Development Administration
- Certificate of Thai Barrister at Law : Institute of Legal Education, The Thai Bar Under The Royal Patronage
- Bachelor of Laws, Ramkhamhaeng University

#### Relationship With Executive

None

#### Shareholding (%)

None

#### Working Experience During the Past Five Year

2018 – Present	Director (Authorized Director) : ACE Incorporation Co.,Ltd.
2017 – Present	Director (Authorized Director) and Executive Director : AEC Securities PLC.
2014 – Present	Company Secretary and Head of Officer directors and Company Secretary : AEC Securities PLC.



## Mrs. Vallapa Sunakorn

Executive Director and Chief Operating Officer

### Age (Year)

63

### Education

- Bachelor of Business Administration (Accountancy), Krirk University

### Relationship With Executive

None

### Shareholding (%)

None

### Working Experience During the Past Five Year

- 2015 – Present Executive Director and Chief Operating Officer  
: AEC Securities PLC.
- 2015 – 2016 Independent Director and Audit Committee  
: Asia Capital Group PLC.
- 2013 – 2015 Managing Director  
: Apple Wealth Securities PLC.
- 2011 – 2013 Deputy Managing Director (Compliance & Internal Audit)  
: Finansia Syrus Securities PLC.
- 2009 – 2011 Assistant Managing Director (Compliance & Internal Audit)  
: Globex Securities PLC.

## Mrs. Rachaya Kantamaturapod

Executive Director and Executive Vice President of Human Resource and Administration Dept.

### Age (Year)

56

### Education

- Master of Business Administration (Marketing Management), Dhurakijpundit University
- Bachelor of Business Administration (Public Relation), Ramkhamhang University

### Relationship With Executive

None

### Shareholding (%)

None

### Working Experience During the Past Five Year

- 2019 – Present Executive Director and Executive Vice President of Human Resource and Administration Dept.  
: AEC Securities PLC.
- 2016 – Present Director (Authorized Director)  
: Thai Trade Salt Co.,Ltd
- 2018 – 2019 Advisor  
: AAMC Asset Management Co.,Ltd.
- 2016 – 2018 Advisor  
: PMP Advisory Co.,Ltd
- 2014 – 2015 Advisor  
: Sukhothai Energy Co.,Ltd

**Mr. Wiwat Augsupipat**

Executive Vice President of Internal Control and Compliance Dept.

**Age (Year)**

46

**Education**

- Master of Business Administration, Kasetsart University
- Bachelor of Business Administration, Assumption University

**Relationship With Executive**

None

**Shareholding (%)**

None

**Working Experience During the Past Five Year**

2019 – Present Executive Vice President of Internal Control and Compliance Dept.  
: AEC Securities PLC.

2016 – 2019 Senior Vice President of Credit Control Dept.  
: AEC Securities PLC.

2015 – 2016 Vice President of Internal Control and Compliance Dept. Merchant Partners Asset  
: Management Co.,Ltd.

2014 – 2015 Senior Vice President of Internal Control and Compliance Dept.  
: Apple wealth Securities PLC.

**Ms. Obom Rattanapol**

Senior Vice President of Finance Dept.

**Age (Year)**

55

**Education**

- Master of Science (Applied Statistics), National Institute of Development Administration
- Bachelor of Economics Kasetsart University

**Relationship With Executive**

None

**Shareholding (%)**

None

**Working Experience During the Past Five Year**

2014 – Present Senior Vice President  
: AEC Securities PLC.

2004 – 2014 Senior Vice President  
: Finansia Syrus Securities PLC.

## Ms. Manee Khemthong

Vice President of Accounting Dept.

## Age (Year)

54

## Education

- Bachelor of Accounting, Ramkhamhang University

## Relationship With Executive

None

## Shareholding (%)




None

## Working Experience During the Past Five Year

2015 – Present	Vice President of Accounting Dept. : AEC Securities PLC.
2013 – 2015	Assistant Vice President of Accounting Dept. : RHB OSK Securities (Thailand) PLC.
2012 – 2013	Vice President of Accounting Dept. : CIMB International (Thailand) PLC.
1998 – 2012	Assistant Vice President of Accounting Dept. : SICCO Securities PLC.

## Company Highlights

Unit : Million Baht

Period As of	  		
	Year Ended 2017 December 31, 2017	Year Ended 2018 December 31, 2018	Year Ended 2019 December 31, 2019
<b>Financial Data</b>			
Assets	2,899.46	2,072.19	1,316.99
Liabilities	1,823.01	1,134.90	533.17
Shareholders' Equities	1,076.46	937.29	783.82
Paid - up Capital	1,224.25	1,224.25	1,224.25
Total Revenue	729.34	655.24	256.82
Loss for the Year	(77.38)	(85.95)	(268.04)
Loss per share (Baht)	(0.06)	(0.07)	(0.19)
<b>Financial Ratio</b>			
ROA (%)	(2.75)	(3.46)	(15.82)
ROE (%)	(6.97)	(8.54)	(31.15)
Net Profit Margin (%)	(10.61)	(13.12)	(104.37)
<b>Statistics as of</b>	<b>December 31, 2017</b>	<b>December 31, 2018</b>	<b>December 31, 2019</b>
Close Price (Baht)	0.58	0.49	0.33
Market Cap.	710.06	599.88	404.00
P/E (Times)	N/A	N/A	N/A
P/B (Times)	0.66	0.64	0.52
Book Value per share (Baht)	0.88	0.77	0.64
Dividend Yield (Baht)	N/A	N/A	N/A

Note: - Consolidated Financial Statement for the year 2019

- Consolidated Financial Statement for the year 2018 due to have investment in subsidiary.

- Separate Financial Statement for the year 2017.







## General Information

Name of Company	:	AEC Securities Public Company Limited
Nature of Business	:	Securities Business <ul style="list-style-type: none"><li>• Securities Brokerage<ul style="list-style-type: none"><li>- Internet Trading</li><li>- AIPRO Trading System</li></ul></li><li>• Derivatives Business</li><li>• Securities Trading</li><li>• Investment Banking</li><li>• Underwriting</li><li>• Lending and borrowing</li><li>• Selling Agent</li><li>• Wealth Management</li></ul>
Head Office Address	:	63 Athenee Tower, 17 <sup>th</sup> Floor, Unit No. 1701, 1705-1707, Wireless Road, Lumpini, Pathumwan, Bangkok 10330
Company Registration No.	:	0107536001575 (formerly Bor.Mor.Jor. 231)
Company Website	:	www.aecs.com
Telephone	:	0-2659-3456
Facsimile	:	0-2659-3457
Registered Capital	:	2,414,615,498 Baht (As of 31 December 2019)
Paid-up Capital	:	1,244,249,008 Baht (As of 31 December 2019)
Number of Share	:	1,244,249,008 Shares
Par Value	:	1 Baht
Type of Share	:	Ordinary shares
External Auditors	:	Ms.Wannawat Hemachayart Certified Public Accountant Registration No.7049 and/or Mr.Sompop Pholprasarn Certified Public Accountant Registration No.6941 and/or <b>Mazars Company Limited</b> Empire Tower, Tower 2, 12 <sup>th</sup> Floor, South Sathorn Road, Bangkok 10120



<b>Company's Registrar</b>	:	<b>Thailand Securities Depository Co., Ltd.</b> 93 Ratchadaphisek Road, Dindaeng, Bangkok 10400 Tel.: 0-2009-9000 Fax : 0-2009-9991 Website: <a href="http://www.set.or.th/tsd">http://www.set.or.th/tsd</a> E-mail: SETContactCenter@set.or.th
<b>Legal Advisor</b>	:	<ul style="list-style-type: none"> <li>• <b>Siam Premier International Law Officer Limited</b>              The Offices of Central World, 26<sup>th</sup> Floor, 999/9 Rama 1 Road,              Pathumwan, Bangkok 10330</li> <li>• <b>Kudan and Partners Limited</b>              127 Gaysorn Towers, 23<sup>rd</sup> Floor, Unit C&amp;F Ratchadamri Road,              Lumpini, Pathumwan, Bangkok 10330</li> <li>• <b>Thammarat Law Company Limited</b>              370/10 Supatra Building, 6<sup>th</sup> Floor, Pharam 9 Road, Bang Kapi,              Huai Khwang, Bangkok 10320</li> <li>• <b>APS Law Company Limited</b>              190/319 Moo.6, Phraek Sa, Muang Samut Prakarn,              Samut Prakarn 10280</li> <li>• <b>Yong Law Office</b>              62/122, Ban Chang, Muang, Pathum Thani, 12000</li> <li>• <b>Sivakorn Legal Counsellors Office Limited</b>              7, Soi Ladprao 43 (Santikam 47),Ladprao Road,              Samsennok,Huaykwang,Bangkok 10310</li> </ul>
<b>Investor Relations</b>	:	<b>The Office of Director and Company Secretary</b> <b>AEC Securities Public Company Limited</b> 63 Athenee Tower, 17 <sup>th</sup> Floor, Unit No. 1701,1705-1707, Wireless Road, Lumpini, Pathumwan, Bangkok 10330 Tel.: 0-2659-3317 Fax : 0-2659-3388 E-mail: <a href="mailto:thaveedej.u@aeccs.com">thaveedej.u@aeccs.com</a> ; <a href="mailto:pranpriya.h@aeccs.com">pranpriya.h@aeccs.com</a>

## History of the Company

AEC Securities Public Company Limited (formerly United Securities Public Company Limited) (the “Company”) was incorporated under the laws of the Kingdom of Thailand on 6 July 1971 and became a public company on 15 December 1993 under the Public Companies Act. The Company became listed on the Stock Exchange of Thailand on 8 August 2001.

The Company operates its business in Thailand with the core business as Securities and Derivatives Brokerage. The Company has received the following licenses to operate as a securities company from the Ministry of Finance, the Securities Exchange Commission (“SEC”) and the Stock Exchange of Thailand (“SET”):

- 1) Securities Brokerage
- 2) Securities Trading
- 3) Investment Advisory
- 4) Underwriting
- 5) Securities Borrowing and Lending
- 6) Capital Fund
- 7) Derivatives Agent/Brokerage.

Currently, the Company has 1 branches is Mahatun Plaza Branch,

### Year 2019

- On 28 February 2019, the Meeting of the Board of Directors No. 1/2019 has resolved as following ;
  - 1.Acknowledge to resign of Dr. Noppadol Mingchinda from the Director (Authorized Director) of the Company, effective since 1 March 2019 onwards.
  - 2.Appointment to Dr. Sathi Limpongpan as Advisor of the Company.
- On 22 April 2019, The Annual General Meeting for the Year 2019 has resolved to appointment Mr. Waiwit Udayachalerm as a Director (Authorized Director) in replacement Dr. Noppadol Mingchinda who director was resigned before the end of term )
- 22 April 2019, the Meeting of the Board of Directors No. 2/2019 has resolved to appointment Professor Dr. Chaiya Yimwilai as Chairman of Executive Committee, effective since 22 April 2019 onwards.
- On 2 May 2019, Mr. Seree Suwanpanont has resigned from Independent Director and Audit Committee, effective since 1 May 2019 onwards.
- On 12 July 2019, the Meeting of the Board of Directors No. 4/2019 has resolved as following;
  - 1.Acknowledge to resign of Mr. Chanachai Joonjiraporn as a Director (Authorized Director), Executive Director and Chief Executive Officer of the Company, effective since 25 July 2019 onwards.

2. Appointment to Mr. Waiwit Udayachalerm as Acting Chief Executive Officer, effective since 26 July 2019 onwards.

3. Appointment to Dr. Vichya Krea-ngam as Independent Director and Audit Committee in replacement Mr. Seree Suwanpanont who director was resigned from the Company, effective since 12 July 2019 onwards.

- On 26 July 2019, the Company change the Head Office's address of the Company, effective since 26 July 2019 onwards.

- On 27 August 2019, the Meeting of the Board of Directors No. 5/2019 has an appointment Mr. Waiwit Udayachalerm as Chief Executive Officer, effective since 1 August 2019 onwards.

- On 30 August 2019, Associate Professor Suchart Laopreeda has resigned from Independent Director, Chairman of Audit Committee and Nomination and Remuneration Committee, effective since 1 September 2019 onwards.

- On 13 September 2019, Professor Dr. Chaiya Yimwilai has resigned from Vice Chairman of the Board of Director and Chairman of Executive Committee, effective since 15 September 2019 onwards.

- On 11 November 2019, the Meeting of the Board of Directors No. 6/2019 has resolved as following;

1. Appointment to Mr.Paisit Kaenchan as Chairman of Audit Committee

2. Appointment to Dr. Pattanant Petchchedchoo as Independent Director and Audit Committee in replace of Assoc. Suchart Laopreeda Independent Director and Audit Committee who director has resigned.

3. Appointment to Dr.Siridech Kumsuprom as Independent Director in replace of Professor.Dr.Chaiya Yimwilai has resigned, Chairman of Risk Management Committee and Nomination and Remuneration Committee in replace of Assoc. Suchart Laopreeda who director has resigned.

## Year 2018

- On 24 January 2018, the resignation of **Mr.Sombat Narawutthichai**, Director and Chairman of Executive Committee and other positions in the Company.

- On 19 February 2018, the Meeting of the Board of Directors No. 2/2018 appointed Director replacement of Director who resigns as follows:

1. Appointment of **Pro.Dr.Chaiya Yimwilai** as Vice Chairman of the Board of Directors replace of **Mr.Weerasak Kosurat** who resigns, effective on 19 February 2018 onwards.

2. Appointment of **Pro.Dr.Chaiya Yimwilai** as Acting of Chairman of Executive Committee replace of **Mr.Sombat Narawutthichai** who resigns, effective on 19 February 2018 onwards. This is until the recruitment of qualified candidates is considered.



- On 10 May 2018, the Meeting of the Board of Director No.4/2018 appointed **Dr.Noppadol Mingchinda** as Director (Authorized Director) and Executive Director, replacement of Director who resigns effective on 10 May 2018 onwards.
- On 31 May 2018, the Company would like to inform the changing of paid-up capital of the Company as the follows detail;
  - 1) The paid-up capital of the Company amount of Baht 1,224,249,008 (One Thousand Two Hundred Twenty Four Million Two Hundred Forty Nine Thousand and Eight Baht Only)
  - 2) The number of issued and paid-up share amount of 1,224,249,008 shares (One Thousand Two Hundred Twenty Four Million Two Hundred Forty Nine Thousand and Eight Shares) and which is the whole amount of ordinary share.
- On 8 June 2018, The company report on Utilization of increase Capital, according the Company to warrants to purchase ordinary shares of AEC Securities Public Company Limited No.4 (AEC W-4) in an amount of 114,501,049 units issued by AEC Securities Public Company Limited and allocated to the existing shareholders based on the shareholding ratio and the last warrants No.4 (AEC-W4) conversion right, which was exercised on 25 May 2018 in the ratio of 1 new ordinary share per 1 unit of warrant at 1 baht per share, in which two shareholder exercised conversion right accounting for a 3,550 capital increase of ordinary shares in the total amount of 3,550 baht (at a par value of 1 baht) as detailed in the referenced document and warrants to purchase the remaining ordinary shares shall be cancelled. Therefore, the Company used it as a revolving fund for the Company's business operation as per its objectives.
- On 5 October 2018, the Company closed its **Park Venture branch** effective as of 15 November 2018 onward.
- On 8 October 2018, the Company closed its **Phoyothin branch** effective as of 8 November 2018 onward.
- On 12 October 2018, according a resolution of the Meeting of Board of Director No.5/2108 held on 12 July 2018 has approved to enter into the memorandum of an agreement for acquisition of share of **O Money Co., Ltd. ("O Money")** and **O Mobile Co., Ltd. ("O Mobile")** Totaling baht 50 million. And assigned to the Executive Committee investigate the investment which the Executive Committee Meeting No.15/2018 held on 28 September 2018 has approved investigate the investment in accordance with the resolution of the above mentioned.
- On 31 October 2018, the Company closed its **Nakhon Sri Thamarat branch** effective as of 30 November 2018 onward.
  - On 9 November 2018, the Company closed 9 branch
    - 1) Hadyai branch
    - 2) Silom branch
    - 3) Saraburi branch
    - 4) Fashion Island branch
    - 5) Nakhon Ratchasima branch
    - 6) Chiang mai-Mahidol branch

7) Chiangmai-Changkran branch

8) Bangna branch

9) Soi Soonvijai branch

and effective on 11 December 2018 onward

- On 12 November 2018, the Meeting of the Board of Director No.8/2018 held on 12 November 2018 has resolved to grant approval for the Company to dispose of the Company's assets in respect of securities and derivative retail brokerage business to **UOB Kay Hian Securities (Thailand) Public Company Limited** and **Country Group Securities Public Company Limited**, totally nine branches of the Company, with a total transaction value of not exceeding 244.10 million baht. In this regard, the Board of Directors' Meeting authorized the Executive Committee to have power to take actions in connection with the entry into the Asset Disposition Transaction, including the negotiation of conditions and other obligations pertaining to such transaction and to amend, agree upon, enter into and execute an asset purchase agreement with each purchaser.

- On 20 December 2018, the Company establishment of new subsidiary as **ACE Incorporation Co., Ltd.** has a register capital 1,000,000 baht divide into amount of 100,000 ordinary shares. Par value 10 baht per share. Objective are Investment in a limited company and a public company limited and being shareholders or partnerships including investment with person and juristic person for operating all types of lawful business both domestic and international.

- On 21 December 2018, the Board of Director No.6/2018 held on 28 August 2018 and the Executive Committee No.17/2018 held on 9 November 2018 has approved to investment in **Zipmex Co., Ltd.** ("Zipmex") and **Zipmex Asia Pte.Ltd.** ("Zipmex Asia") amount baht 15 million and baht 17.69 million and The Board of Directors No.5/2018 held on 12 July, 2018 has approved to investment in ACE Incorporation Co.,Ltd. amount baht 0.99 million. Totaling baht 33.68 million.

## Year 2017

- On January 31, 2017, the resignation of **Mr.Thada Chanprasit**, Executive director and Co-Chief Executive Officer

- On 31 March 2017, the Company sold its shareholding in AAMC in the amount of 299,996 shares at 61.25 THB per share, totaling at 18,374,755 THB. The sale was in accordance with the resolution of the meeting the Board of Directors No. 1/2016, held on 26 February 2016, to sell the ordinary shares in AAMC, and as a result, the Company has to reserve for non-performing assets, impacting the balance sheet of the Company. The proceeds from the sale will be used as cash flow for the Company, to be determined by the Executive Committee of the Company.

- On 10 April 2017, the Warrant of the Company No. AEC-W2 had its last exercise date in the amount of 165,660,189 units, which was allocated to existing shareholders at the ratio of 1:1 with the exercise price of 2 THB per share. There was 1 shareholder who exercised their right at 700 shares, totaling 14,000 THB

(Par value at 1 THB), the proceed of which will be used as cash flow for the Company. The remaining warrants shall be cancelled.

- On 24 April 2017, the Company changed its registered capital of the Company to 1,224,245,458 THB and changed its paid-up capital of the Company to 1,224,245,458 shares.

- On 11 May 2017, the Board of Directors of the Company appointed **Mr.Sombat Narawuttichai** as Authorized Director and Member of the Executive Committee in replacement of **Mr.Praphol Milindachinla**. The Board of Directors of the Company also appointed **Dr.Vichaya Krea-Ngam** as Independent Director.

- On 2 June 2017, **Mr.Polchet Likittanasombat** and **Mr.Pissanu Wichitcholachai** both resigned as Director and Member of the Executive Committee of the Company

- On 8 June 2017, **Miss Siriporn Tongkam** resigned as Independent Director, Member of the Audit Committee and other positions in the Company.

- On 19 June 2017, **Mr.Weerasak Kowsurat** resigned as Independent Director and other positions in the Company.

- On 27 June 2017, the Board of Directors of the Company appointed Associate **Professor Suchart Laopreeda** as Independent Director and Member of the Audit Committee in replacement of **Miss Siriporn Tongkam**.

- On 4 August 2017, **Mr.Angkoon Pimpakorn** resigned as Director and Chairman of the Executive Committee.

- On 22 August 2017, the Company closed its **Ladprao office** effective as of 25 September 2017.

- On 30 August 2017, the Meeting of the Board of Directors No. 6/2017 appointed **Mr.Sombat Narawuttichai** as Chairman of the Executive Committee instead of **Mr.Angkoon Pimpakorn**.

- On 15 September 2017, **Professor Dr.Chaiya Yimwilai**, Independent Director and Chairman of the Audit Committee, and **Dr.Vichaya Krea-Ngam**, Independent Director, both resigned as Directors of the Company and other positions in the Company.

- On 11 October 2017, the Meeting of the Board of Directors No. 7/2017 appointed the following Directors:

- Mr.Thaveedej Uyawong** as Authorized Director instead of **Mr.Polchet Likittanasombat**.
- Mr.Seri Suwannapanon** as Independent Director and Member of the Audit Committee

instead of Professor **Dr.Chaiya Yimwilai**.

## Year 2016

- On 21 March 2016, the resignation of **Mrs.Amporn Chiammunchit** from the position of Acting Chief Executive Officer

- On 21 March 2016, the Board of Directors Meeting No. 2/2016 resolved to appoint **Mr.Chanachai Joonjiraporn** as a Director (Authorized Director) and Executive Director in replacement of **Dr.Chaipant Pongtanakorn** who resign.

- On 21 March 2016, the Board of Directors Meeting No. 2/2016 **Mr.Chanachai Joonjiraporn** as a Chief Executive Officer in replacement of **Mrs.Amporn Chiammunchit** who resign.

- On 21 March 2016, the Board of Directors Meeting No. 2/2016 resolved to approved the change of the Company's authorized signatories from "**Mr.Praphol Milindachinla; Mr.Polchet Likittanasombat ; Mr.Thada Chanprasit and Mr.Angoon Phimphkorn** two of four directors jointly sign and affix with the Common seal of the Company" to be "**Mr.Praphol Milindachinla; Mr.Polchet Likittanasombat; Mr.Thada Chanprasit; Mr.Angoon Phimphkorn and Mr.Chanachai Joonjiraporn** two of five directors jointly sign and affix with the Common seal of the Company

- On 29 April 2016, The Annual General Meeting of Shareholder for the year 2016 has approved the issuance and offering of the debenture in the amount not exceeding THB 2,000 billion to enhance business operations as well as working capital and expansion. Including repayment of debt and other purpose as the Board of Director deems appropriate.

- On 13 June 2016, the resignation of **Mr.Pisit Phatumban**, Executive director and Co-Chief Executive Officer

- On 29 June 2016, the Board of Director Meeting No.1/2016 held on 26 February 2016 to approved the sale of common shares of The AAMC Asset Management Company Limited ("AAMC") a subsidiary of the Company of 899,996 shares, representing 90 percent of the total shares of the AAMC. The Executive Committee or the authorized person that Executive Committee approves is tasked with the implementation of the agreed conditions and the preparation of contract documents.

With the aim to reduce the impact of the AAMC's business is to buy distressed property for management and the company must set aside assets in the financial statements. This will have an impact on the financial statements of the Company and payment for shares is to be used as working capital to operate its business.



The transaction was to buy shares of the AAMC amount 600,000 shares (the shares paid up share 40 percent or 40 baht per share) at a price of 61.25 baht per share, totaling 36.75 million baht.

After transaction, **Mr.Polchet Likittanasombat** and **Mr.Angoon Phimpkorm** representative of AEC Securities Public Company Limited is resignation as Director of the AAMC and AAMC end condition, a subsidiary of the company.

- On 27 June 2016, the resignation of **Mr.Thada Chanprasit** for the positions of Co-Chief Executive Officer
- On 11 December 2016, **Mr.Weerasak Futrakul** has resigned from Director of Corporate Governance and Social Responsibility Committee

## Year 2015

- On 26 January 2015, the Board of Director Meeting No.1/2015 approved the issuance and allotment of newly issued ordinary shares to specific person under private placement, with the condition that any subscription of 2 new ordinary shares and a type 1 Warrant (AEC-W3) amount to 50,000,000 shares and that the price of any sale of ordinary shares through PP must not be less than 90 percent of the average price of such ordinary shares 15 days before establishing the price. Together with warrant (AEC-W3) in the amount of 0 Baht per warrant, a share conversion ratio of 1:1 and a conversion price of 3 Baht, convertible on the last business day of March and September of every year.

- On 12 March 2015, the Board of Director Meeting No.3/2015 acknowledge to **Mr.Praphol Milindachinla** is resigned from Acting of Chief Executive Officer will be effective on 1 April 2015 onward and the meeting resolved to appointment as follows;

1. Appointment **Mr.Thada Chanprasit** as Director (authorized) Executive Director and Co-Chief Executive Officer replace to **Mr.Kobkiat Boontherawara**.

2. Appointment **Mr.Pisit Patumban** as Executive Director and Co-Chief Executive Officer and has been approved by Securities and Exchange Commission on 22 April 2015.

- On 30 April 2015, The Annual General Meeting of Shareholder for the year 2015 has approve as follows;

1. The reduction of the registered capital of the Company and amendment of Clause 4. Of Memorandum of Association of the Company from Baht 1,331,716,928 to Baht 1,325,403,898

2. The increase of the registered capital of the Company and amendment of Clause 4. Of Memorandum of Association of the Company from Baht 1,325,403,898 to Baht 2,414,615,498.

And has registered capital reduction and increase Department of Business Development on 14 May 2015

3. The issuance and offering of the newly issued ordinary shares of the Company in the amount not exceeding 300,000,000 shares at the par value of Baht 1 each to the existing shareholders of the Company in proportion to their respective shareholding (“Right Offering: RO”) in combination with the Warrant to purchase the ordinary shares of the Company -Type 4 (AEC-W4) (“AEC-W4” or “Warrants-Type 4”) in the amount not exceeding 300,000,000 units.

The newly issued ordinary shares as aforementioned shall be offered to the existing shareholders at the ratio of 4 existing ordinary shares to 1 newly issued ordinary share in combination with 1 unit of the Warrants to purchase the ordinary shares of the Company -Type 4 (i.e. 1 newly issued ordinary share to 1 unit of the Warrants). The offering price for newly issued ordinary shares shall be Baht 1 per share and for the Warrants-Type 4 shall be Baht 0 per unit. The exercise price for the Warrants-Type 4 shall be Baht 1 per share (except in case of rights adjustment), provided that any fraction of shares or Warrants derived from the calculations shall be disregarded and the existing shareholders who exercise their right to subscribe the newly issued shares are required to subscribe all Warrants-Type 4 at the same time and in line with their proportion.

4. The issuance and offering of the newly issued ordinary shares of the Company in the amount not exceeding 200,000,000 shares at the par value of Baht 1 each to the Private Placement subscriber(s) (Private Placement : PP) pursuant to the Notification of the Capital Market Advisory Board TorChor. 28/2551 re: the Application for Approval of Offer for Sale of Newly Issued Shares (as amended) in combination with the Warrants to purchase the ordinary shares of the Company-Type 5 (AEC-W5) (“AEC-W5” or “Warrants-Type 5”) in the amount not exceeding 200,000,000 units.

The subscription is subject to the conditions that 1 newly issued ordinary shares in combination with 1 unit of the Warrants-Type 5. The offering price for the newly issued ordinary shares shall be Baht 1 per share and for the Warrants-Type 5 shall be baht 0 per unit. The exercise price for the Warrants-Type 5 shall be Baht 1 per share (except in case of rights adjustment).

5. The allocation of the newly issued ordinary shares in the amount of 89,211,600 shares in order to be reserved for the rights adjustment of Warrants - Type 2 (AEC-W2) and Warrants - Type 3 (AEC-W3). The Company must adjust the rights of Warrants-Type 2 (AEC-W2) and Warrants-Type 3 (AEC-W3) once the Company has issued and offering the newly issued ordinary shares. Warrants-Type 4 (AEC-W4) and Warrants-Type 5 (AEC-W5) in order to be in line with the conditions concerning the rights adjustment as stipulated in Item 4.2.1) (b) and (c) of the indicative terms and conditions of Warrants-Type 2 (AEC-W2) and Warrants-Type3 (AEC-W3).

- On 16 July 2015, **Mr.Apichai Taechaubol**, Directors/Non-Authorized Director resigned from Board of Directors of the company.

- On 24 July 2015, **Mr.Chaipant Pongtanakorn**, Executive Director and Director resigned from Executive Director and Directors.

- On 27 July 2015, the Board of Directors Meeting No. 6/2015 resolved to appoint **Mr.Angoon**

**Phimphorn** as Executive Director and Director (Authorized Director), replacing **Mr.Apichai Taechaubol** and received approval from the Securities and Exchange Commission on 21 August 2015.

- On 27 August, 2015, **Mr.Chaiwat Utaiwan**, Advisor to the Board of Directors resigned from Advisor to the Board of Director.
- On 24 December, 2015, the Company appointed **Mrs.Amporn Chiammunchit**, Chief Operating Officer as Acting Chief Executive Officer and received approval from the Securities and Exchange Commission on 25 January, 2016.



## Business

### 1. Revenue and Expense Structure of the Company

Revenue	2019		2018		2017	
	Baht	%	Baht	%	Baht	%
Brokerage fees from Securities business	41,500,439	16.16	339,428,092	51.80	414,824,982	56.88
Brokerage fees from Derivatives business	10,604,989	4.13	89,061,188	13.59	66,106,944	9.06
Fees and service income	84,939,122	33.07	104,174,091	15.90	103,192,712	14.15
Interest on margin loans	4,822,027	1.88	19,955,151	3.05	34,943,692	4.79
Gain and return on financial instruments	106,602,100	41.51	67,481,392	10.30	105,960,756	14.53
Gain on disposal of associate	-	-	-	-	4,375	0.00
Other income	8,352,677	3.25	35,139,022	5.36	4,309,619	0.59
<b>Total Revenues</b>	<b>256,821,354</b>	<b>100.00</b>	<b>655,238,936</b>	<b>100.00</b>	<b>729,343,080</b>	<b>100.00</b>

Expense	2019		2018		2017	
	Baht	%	Baht	%	Baht	%
Employee benefit expenses	172,771,310	32.92	387,365,568	52.19	433,719,162	53.66
Fee and service expenses	35,380,212	6.74	107,254,589	14.45	94,265,695	11.66
Reverse of bad debt and doubtful accounts	139,903,265	26.66	-	-	-	-
Share of loss of investment in associate	4,482,177	0.85	45,283	0.01	-	-
Finance costs	18,526,345	3.53	44,155,093	5.95	48,064,855	5.95
Other expenses	153,752,641	29.30	203,322,060	27.40	232,254,112	28.73
<b>Total Expense</b>	<b>524,815,950</b>	<b>100.00</b>	<b>742,142,593</b>	<b>100.00</b>	<b>808,303,824</b>	<b>100.00</b>

- Note:
- Consolidated Financial Statement for the year 2019.
  - Consolidated Financial Statement for the year 2018 due to have investment in subsidiary.
  - Separate Financial Statement for the year 2017.
  - Consolidated Financial Statement for the year 2016.
  - Statement of comprehensive income transaction for the year period ended 31 December 2017, some transactions have been reclassified in accordance with the Statement of comprehensive income transactions for the year period ended 31 December 2018 as follows:

(Thousand Baht)

	Separate financial statements		
	For the period ended 31 December 2017		
	Before reclassifications	Reclassifications	After reclassifications
<b>Statement of comprehensive income</b>			
Fees and service income	103,368	(175)	103,193
Other incomes	4,135	175	4,310
Bad debt and doubtful accounts	3,123	(3,123)	-
Other expenses	229,131	3,123	232,254

The reclassifications have been made because, in the opinion of management, the new classification is more appropriate to the Company's business.



## 2. Business Lines

AEC Securities Public Company Limited operates a core business as securities brokerage for securities and Derivatives listed on the Stock Exchange of Thailand (SET) and the Thailand Futures Exchange (TFEX) by providing investment opportunities to customers.

In addition to operating as securities brokerage for securities and derivatives listed on SET and TFEX, the Company also operates the following business:

- Securities Brokering
- Derivatives Brokering
- E-Trading
- Investment Banking
- Mutual Funds
- Securities Borrowing and Lending
- Private Funds
- AIPRO Trading System

### ◉ **Securities Brokerage**

In the goal towards earning trust from the customers in providing investment opportunities, the Company is prepared with qualified personnel that are experienced in providing investment advice for a variety of purposes. In addition, the Company has a complete research department who provide excellent content and guidance as tools for the customers to make their investment decisions more effectively.

#### **Types of Securities Trading Account**

##### **• Cash Account**

A cash account is a type of securities trading account that the customer can trade under a trading limit that is considered and evaluated from the amount of cash that the customer provided according to the rules and regulations of the Company. The cash or security that the customer provides must have a value of 20% of the trading limit (according to the regulation of SET effective on 2 May 2013). All cash provided by the customer and held by the Company will receive interest (as stipulated under the rules and regulations of the Company), and any payments for the purchase or sale of securities must be provided within 3 (three) days commencing from the date of purchase or sale (T+3). The deduction of such payments will be through the Account Automatic Transfer Service (ATS), and in the case of receiving payments from the sale of securities, the customer will receive such payments within 3 (three) business days commencing from the date of sale through the ATS system.

Under a cash account, the customer will receive the right to purchase additional securities once the Company receives the payment from the purchase of securities from the customer.

##### **• Cash Balance Account**

Under a cash balance account, the customer is allowed to purchase or sell securities according to the amount of cash that they provided to the Company. The cash provided by the customer and held by the Company will receive interest, similar to a cash account.

Under a cash balance account, the customer will receive the right to purchase additional securities when the customer provides more cash to the Company.

- **Credit Balance Account**

A credit balance account allows the customer to borrow capital from the Company to purchase or sell securities but the customer must initially provide a minimum amount of cash or securities as collateral to the debt (also known as the initial margin rate). Under a credit balance account, the Company will calculate the value of the margin every day and if the margin is below the maintenance margin as stipulated by the Company, the Company will call the margin and request the customer to provide additional margin up to the amount of the maintenance margin. The Company may also force sell the margin and/or the collateral should the customer fail to provide additional margin.

- **Derivatives Brokerage**

In its objective to protect against the risks associated with investment and providing returns to investors, The Company also operates its business as a derivatives brokerage to provide additional investment opportunities to investors. Currently, the derivatives that the Company can trade on TFEX are Futures, Options and Options on Futures.

- **E-Trading**

Investing in securities and derivatives through electronic/internet trading presents another channel for investors to invest. Regardless of their location, investors can see the price of securities and make trading orders efficiently and quickly to adapt to the changing situations.

- **Investment Banking**

- **Financial Advisory (FA)**

The Company provides financial advisory services on business and financial valuation, project viability and feasibility, financial planning, issuance of warrants, issuing employee stock ownership plans (ESOP), underwriting, providing liquidity to businesses, and de-listing from SET.

- **Mergers and Acquisitions**

The Company provides advice on business and financial valuation towards a merger or acquisition, cooperating with quality investors through a network of affiliates and clients, evaluating business positions, providing advice on appropriate price for merger or acquisition, as well as providing advice on the appropriate structure, negotiation strategy and merger and acquisition process.

- **Initial Public Offerings (IPO)**

The Company provides advice on raising capital through Initial Public Offerings (IPO), listing of securities, Public Offerings (PO) and through Private Placement (PP).

- **Real Estate Investment Trust (REIT)/Infrastructure Fund**

The Company provides advice of structuring mutual funds, relevant regulations, issues on law and tax, distribution, and raising capital through REIT and infrastructure funds.

- **Debt Restructuring**

The Company provides advice on debt restructuring such as providing financial restructuring plans and process for debt restructuring, guidelines in rehabilitation, and purchasing of bad debts.

- **Corporate Structuring**

The Company provides advice on corporate structuring such as shareholding structure, exchange of shares and corporate restructuring. This includes advice and recommendation on the various choices and procedure involved, issues on law and tax, and any relevant procedure related to government agencies.

- **Capital Restructuring**

The Company provides advice on capital restructuring such as finding the appropriate balance between raising capital through debt and equity, changing the structure of assets and liabilities to reduce costs and maximize value for organizations for both return on equity and return on assets.

- **Mutual Funds**

The Company provides services in selling and repurchasing units in mutual funds with efficiency, effectiveness and ease, and customers are able to quickly change their investment in a variety of funds from many leading asset management companies through the Company. Furthermore, customers can follow their investments portfolio with ease through summaries of investments in one statement without any additional fees; and customers has access to information from the Company regarding their investment through detailed research articles, comparison charts of funds, and performance of funds. All of these services are provided by experienced personnel who can advise customers according to their choices.

**The Company represents the following asset management companies:**

- Krung Thai Asset Management Public Company Limited
- Kasikorn Asset management Company Limited
- SCB Asset Management Company Limited
- Phatra Asset Management Company Limited
- CIMB-Principal Asset Management Company Limited
- TMB Asset Management Company Limited
- Krungsri Asset Management Company Limited
- MFC Asset Management Public Company Limited
- Asset Plus Fund Management Company Limited
- UOB Asset Management (Thailand) Company Limited
- Innotech Asset Management Company Limited
- One Asset Management Limited
- Land and House Fund Management Company Limited
- Tisco Asset Management Company Limited
- Philip Asset Management Limited
- Manulife Asset Management Limited
- Capital Link Fund Management Limited

- **Securities Borrowing and Lending (SBL)**

In order to increase diversity in services and to respond to the needs of customers and investors, AEC Securities also provide Securities Borrowing and Lending (SBL) services to its customers

- **Private Funds**

The private fund department of AEC Securities focuses on managing private funds that create wealth and value to customers under the principle of “Tailor Made”. This principle allows AEC Securities to respond to customers’ needs by converging ideas and investment strategies together, which is different from investing in mutual funds where the scope is wider and broader.

AEC Securities provide tailor-made solutions for each customer who requires different needs and the private management team, who possess over 20 years of experience of analyzing and crafting investment strategies in the capital markets.

- **AIPRO Trading System**

The provision of investment services in security exchange with the program trading system refers to the application of computer system in improving the efficiency of management and trading through the artificial intelligence process of decision making, which evaluates information on interesting stocks at the time, using fundamental, technical and qualitative analyses, as well as functions of port risk management with the processing system in market and liquidity risks. The services also include an automatic forwarding of trading orders. The company calls this system “AIPRO” or automatic trading system. The provision of these services is for the purpose of increasing service channels and responding better to customers and investors’ demands.

### **3. Market Overview and Competition**

#### **2019 Overview of Stock Exchange:**

2019 was the year that the Thai stock market index (SET Index) was highly volatile. The index had increased (bullish) since the opening of the market at the beginning of the year, before continuing to create the highest point of the year at the level of 1,748.15 points in mid-July after receiving 2 domestic driving factors: 1) the election of the Prime Minister on 24th March 2019 and later the establishment of a new government to run the country on 5th June 2019 which was the consolidation of MPs from Palangpracharath Party and other joint parties, under the leadership of General Prayut Chan-o-cha who has been elected as the current Prime Minister; and 2) there was another additional driving factor which was the issuance of measures to support the continuing economic growth through large-scale investment projects by the government sector focusing on planning infrastructure system and investment in new industrial zones, such as investment in the Eastern Economic Corridor Special Development Zone (EEC).

However, after the SET index created the highest point of 2019, it continuously went down (bearish) to the lowest point of the year during mid-December, due to the main factor of the US-China trade war, whereby both the countries implemented countermeasures through tax policies.

In May, the US began raising taxes from 10% to 25% on imported goods from China, worth 200 billion USD. After that in June, China responded to the US by raising taxes from 10% to 25% as well, on imported goods from the US, worth 60 billion USD. There was also an additional tax increase in the 2nd

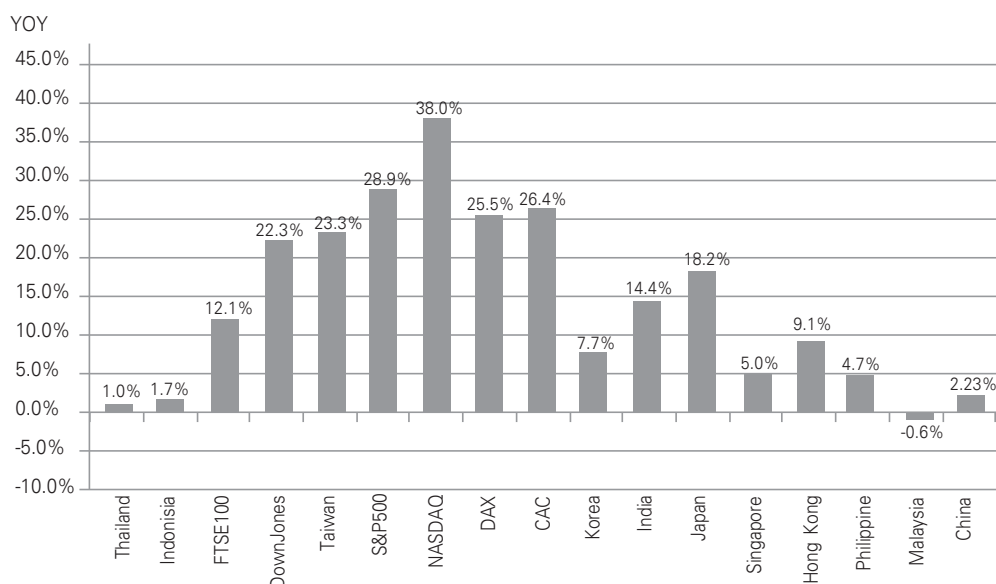
round in September, with the US raising taxes on imported goods from China to 25%, worth 120 billion USD. China responded to the US by raising taxes to 5-10% on imported goods from the US, worth 75 billion USD, affecting the economy of the countries within the supply chain to be likely to slow down.

The slowdown in the economy led the Federal Reserve (the Fed) to cut the policy interest rate 3 times, down by 25 bps per time in July, September and October in 2019 respectively, from 2.25-2.50% to 1.50-1.75% to prevent the economic recession. In addition, the appreciation of Thai Baht is another factor affecting Thai exports from the demand side from foreign countries that had contracted sharply from both automotive parts and equipment parts of electronics. As for the Nominal Effective Exchange Rate (NEER), in January, it was at 119.11, then it strengthened to 126.84 in November, resulting in an overall Thai exports from January to November 2019 having the value of exports at 7,054,236.99 million Baht, contracting 5.61% YoY.

In addition, the slowdown in the Thai economy due to both domestic and foreign factors had put pressure on the profits of listed companies in the stock exchange of Thailand during 3rd quarter of 2019, which were in a declining trend, resulting in a gradual reduction of the listed company's earnings forecasts. Consensus data showed the diluted earnings per share decreased from the beginning of the year 2019, expected from 115.13 Baht to just 93.64 Baht, representing a contracted 18.67% YTD, resulting in the expected rate on return of investment in the capital market being lower. However, the situation of US-China trade conflicts began to be resolved after both sides had canceled the taxes on imported goods. Both the US and China were prepared to enforce the import tax cancellation on 15th December 2019, and could negotiate the signing of the phase 1 trade agreement.

Overall, in the year 2019, the SET Index rose to the highest point of the year at the level of 1,748.15 points on 11th July 2019 (SET Index made the lowest point of the year at 1,543.22 points as of 17th December 2019) before at the end of the year, SET Index would close at 1,579.84 points, with Thai stock market yielding + 1.02% YTD (as shown in the graph) and average daily trading value (including SET and MAI) (including prop trade) at 52.4 billion Baht, down by 6.98 % YoY (if excluding prop trade, the value would be 45.2 billion Baht, down by 8.18% YoY).

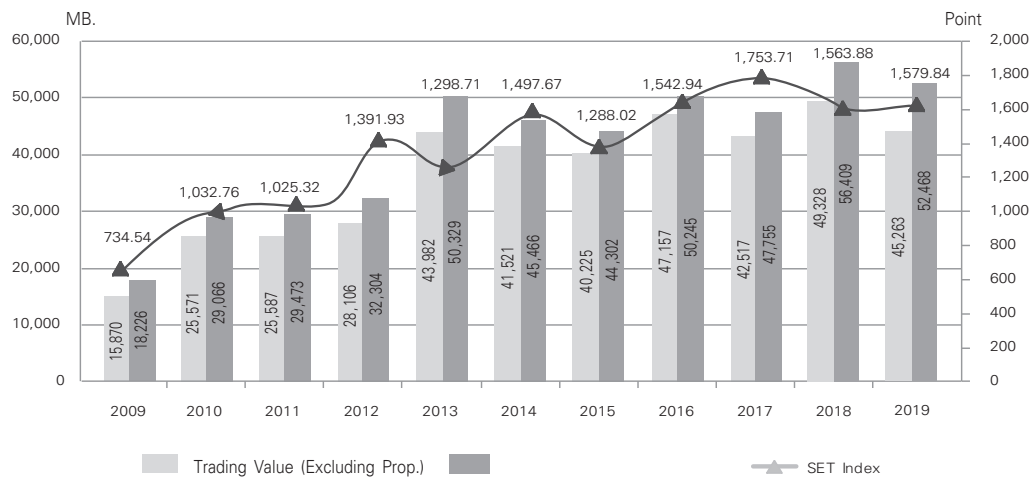
#### Stock Market Index Worldwide



Source: Bloomberg



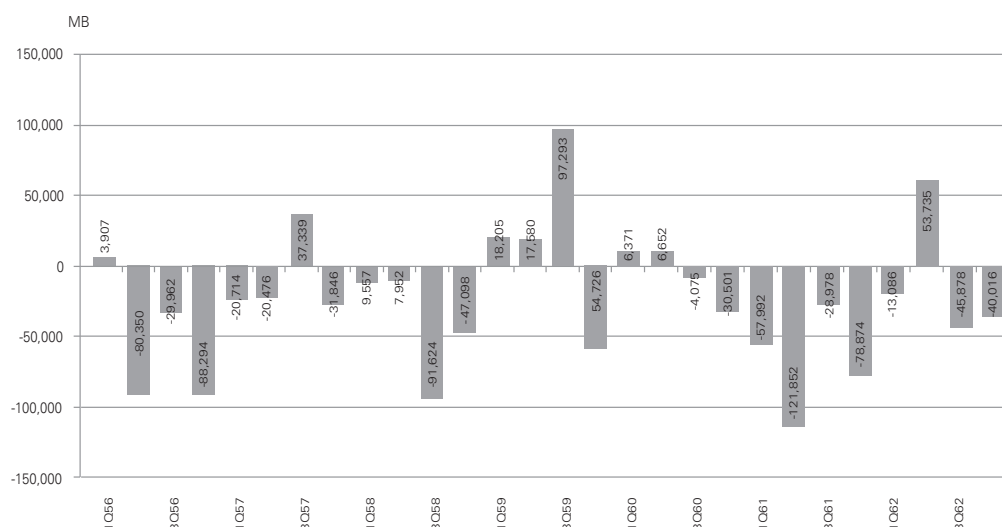
## Trading Value and SET Index



Source: SETSMART

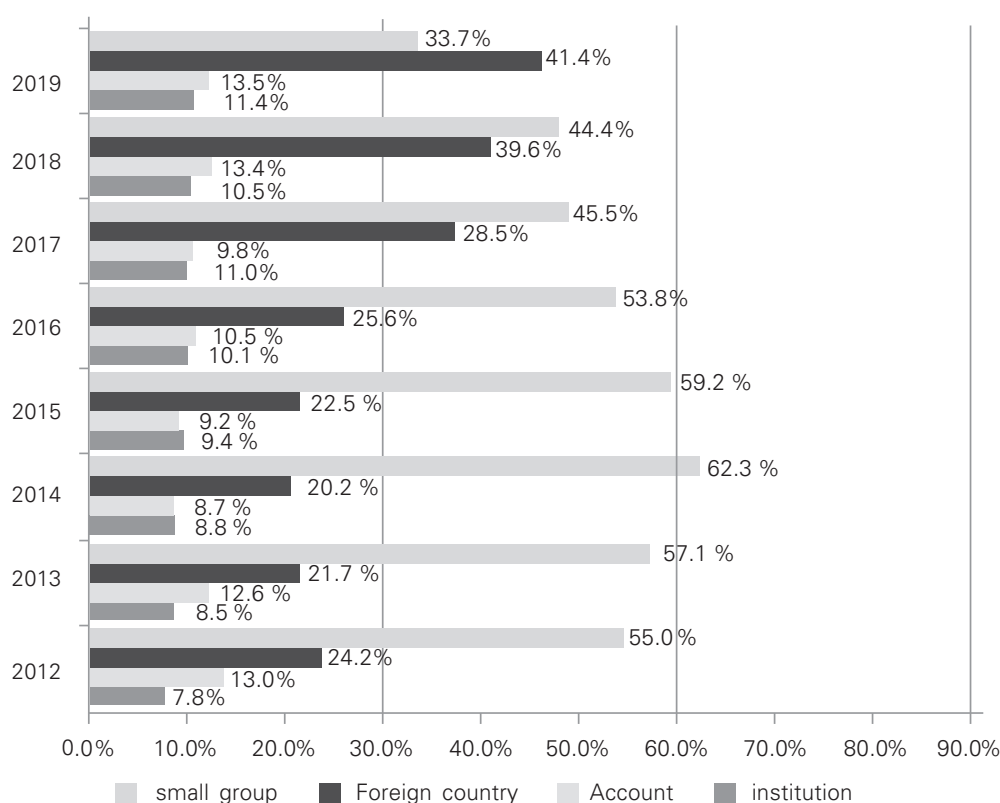
In the year 2019, institutional investors played a very important role in driving the Thai stock index, with a net purchase (in both SET and MAI) of around 51.3 billion Baht, which was a continuous net purchase for the 7th year and had 11.4% of the total trading value, while retail investors sold a net of around 21.4 billion Baht, accounting for 33.7% of the total trading value. Foreign investors still had net sales of 44.7 billion Baht, selling for the 3rd consecutive year, with 41.4% of the total trading value, while securities company accounts turned back to have a net purchase of 14.9 billion Baht, accounting for 13.5% of the total trading value.

## Quarterly Net Trading Volume of Foreign Investors



Source: SETSMART

### Proportion of Turnover of Each Group of Investors



Source: SETSMART

## 2019 Overview of Securities Business

In 2019, profits from securities business decreased from 2018, mainly due to the investors' confidence that was concerned about the economic slowdown caused by both negative factors both domestic and foreign. SET Index since the beginning of the year was at 1,563.88 points and rose with positive expectations, resulting in the SET Index reaching the highest level at 1,748.15 points before falling in the second half because many economic numbers did not go as expected. This was followed by a reduction of the listed companies' earnings forecast, closing at the end of the year at 1,579.84 points. In 2019, the Thai stock market yielded +1.02% YTD, resulting in the profits from portfolios of securities companies not growing, compared to the previous year.

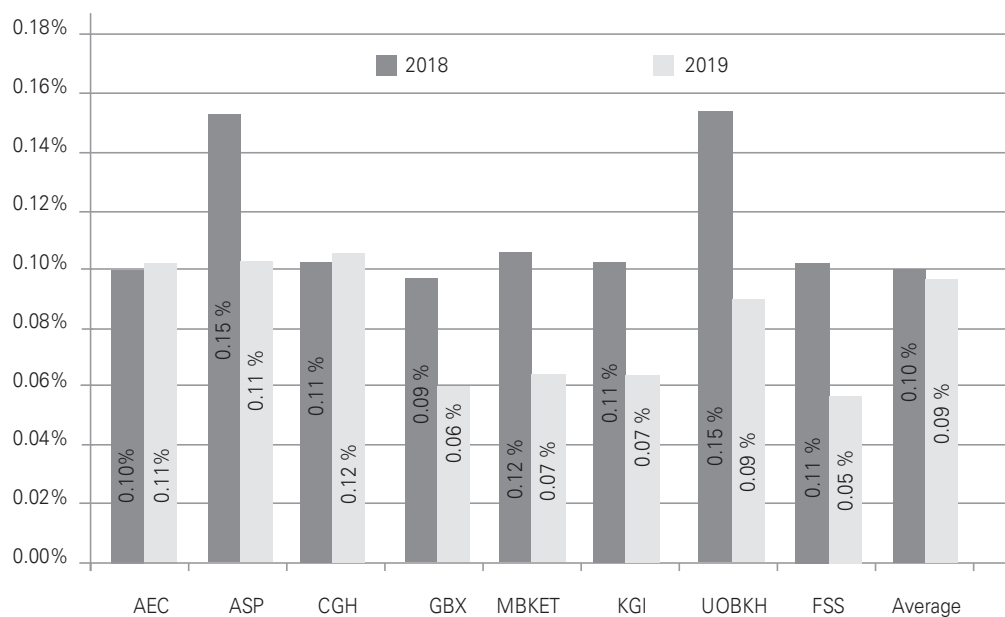
Revenues from the investment banking business had grown slightly because in 2019 the Thai stock market had 34 new securities registered (divided into SET for 13, MAI for 17, IFF for 1 and REIT for 3), increased from the year 2018 where there were only 23 (IPO) securities (divided into SET for 8, MAI for 11, IFF for 1 and REIT for 3). The fundraising value throughout the year 2019 increased by 10.95% YoY, to reach 90.8 billion Baht.

The highest fundraising securities company in 2019 was Asset World Corp Public Company Limited (AWC), with a fundraising value of 48.0 billion Baht, followed by S Hotel and Resort Public Company Limited (SHR), with a fundraising value of 7.47 billion Baht and Bangkok Commercial Asset Management Public Company Limited (BAM), with a fundraising value of 4.90 billion Baht, respectively. In addition, the main income which was the securities business, was undermined by the effect of the very high price competition in the securities

brokerage business, as new securities companies had launched during the past 4-5 years and due to the effort from large securities companies to maintain market share, resulting in strategy campaigns (e.g. charging low commissions) being implemented to compete for market share.

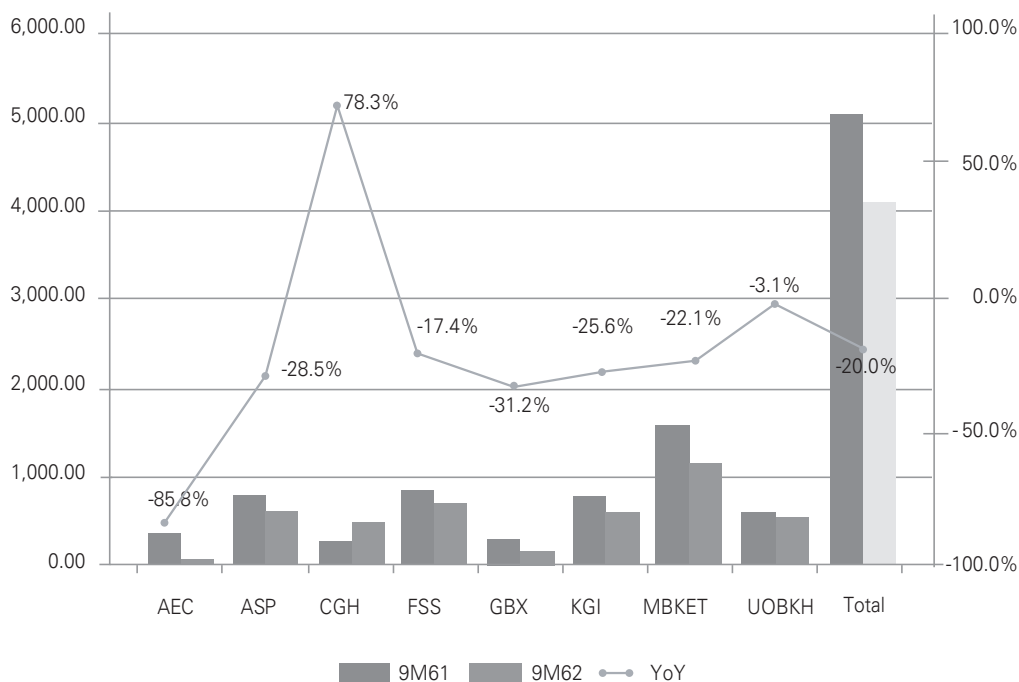
In 2019, the Thai stock market (including SET and MAI) (including prop trade) decreased to 22.95 trillion Baht, down by 8.17% YoY (if excluding prop trade, the full-year trading value of 2019 would decrease to 22.44 trillion Baht, down by 9.47% YoY). As the price war pressured profitability, during 9M62 the commission rate for net securities trading (excluding prop trade) of the securities group still decreased to at 0.09%, from 2018 at 0.10%, therefore causing 2019 income of the brokerage business to decrease significantly from the year 2018.

Net Commission Rate of Securities Groups Listed on The SET  
and The Industry Average (Excluding Prop Trade)



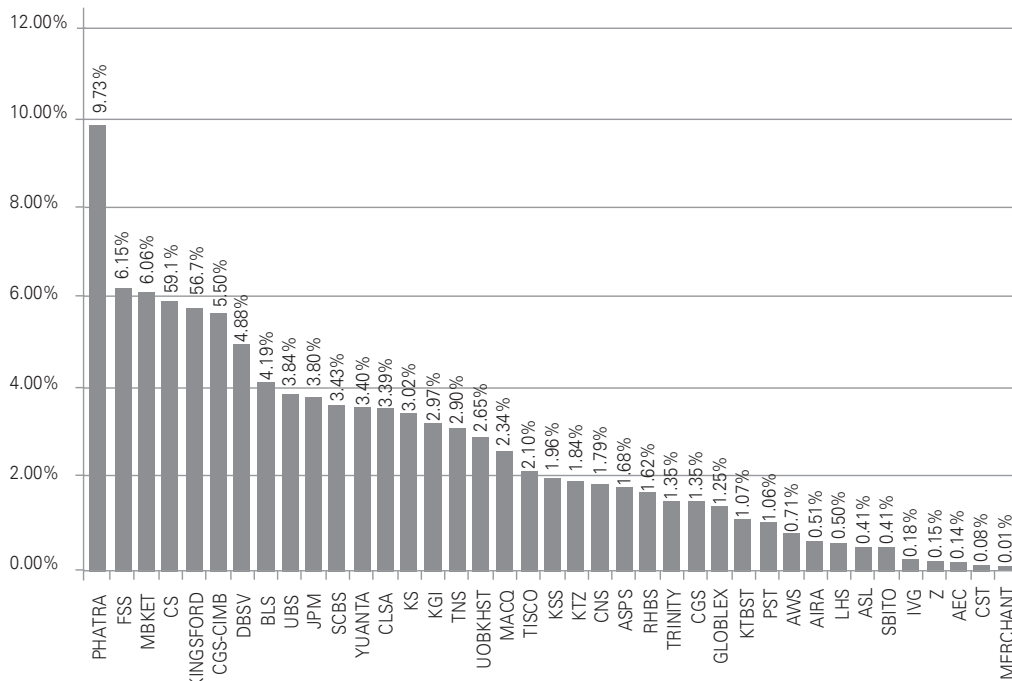
Source: AECS Research

### Commission Income from Securities Trading in 2019 (Listed)



Source: SETSMART

### Market Share of Securities Companies in 2019 (SET + MAI)



Source: SETSMART

## 2020 Trend of Thai Stock Market and Securities Business

2020 is seen as the year that the Thai stock market has a chance to swing highly volatily in a broad range. We estimate the SET Index target of 2020 based on the PER of 14.5-16.5 times, resulting in an index target range of 1,469.4 - 1,671.1 points, under the assumptions of listed companies' operating performance having a potential for 8.5% YoY growth and an expansion of Thai economy (GDP) at 2.5-3.0% YoY. The direction of the Thai economy is likely to grow at a rate similar to that of 2019, with positive factors in the country that helped the economic recovery during the first half of the year, based on the main consideration of the draft Budget Act of 2020, which is expected through the consideration process until it comes into effect in mid-February 2020, believing that when the Budget Act of 2020 is in effect, it will help stimulate and accelerate budget disbursements for both large-scale government and private projects, which is good for the liquidity of the economy to be more streamlined.

However, we estimate that the Thai economy is still exposed to risks that could turn from a recovery to a slowing economy if unable to cope with the following 3 main risk factors: 1) domestic consumption that is fragile from the problem of household debt accelerated in 2019. According to data from the Bank of Thailand which revealed that the proportion of Thai household debt at the end of 3rd quarter of 2019 accounted for 79.3% of GDP, increasing from 77.9% of the previous year. In addition, this year's drought is likely to be severe and lasts longer than usual, which will weaken the purchasing power of the household sector even further. 2) The global economic slowdown, which resulted in business and private sectors both slowing down their orders, putting pressure on the demand side which contracted continuously. Also, the decision to postpone the investment directly affected the Thai export sector that had a chance to slowly recover 3) Foreign geopolitical risks that are highly uncertain, as well as the US-China trade war issue, which we must follow the progress from both sides after the first phase of the agreement is reached in mid-January.

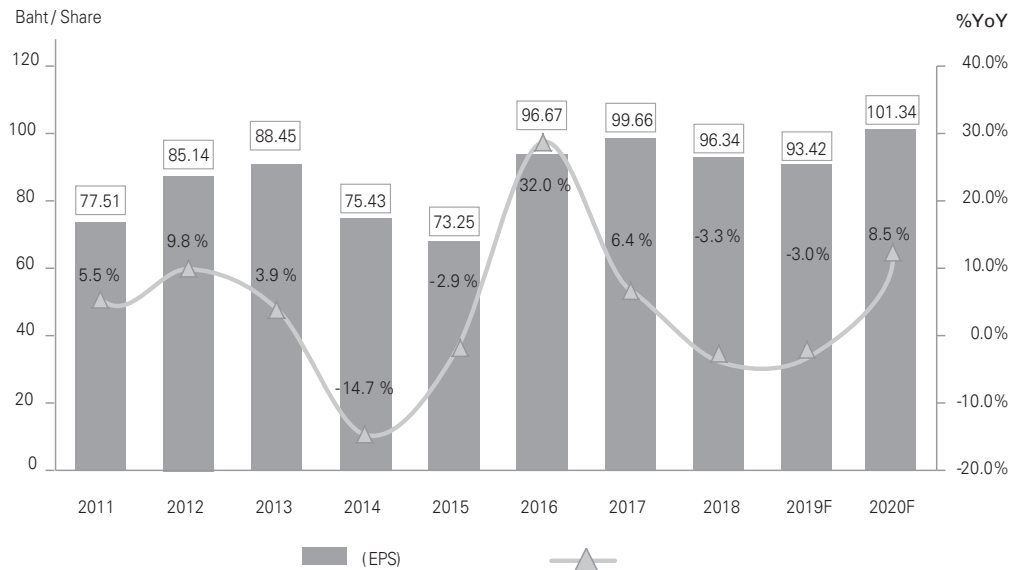
Meanwhile, the issue of the separation of England from the Euro Zone (Brexit) is a factor that must be continuously monitored as well, as it is considered as a factor that will increase uncertainty in the global economy. Besides, the issue of conflicts in Middle East between US-Iran following the killing of a senior Iranian military leader, has a tendency and risk to deteriorate and form a military war at any time. Although the US has announced the choice to retaliate or punish Iran through economic measures and through calling on alliances to punish Iran instead, it does not guarantee that both parties agree to choose to respond to each other in this form forever.

As for the securities business in 2020, it is expected to still face higher competition in the brokerage business. Currently there are 39 securities companies, so it may be difficult to avoid price competition. However, in order to survive under the liberalization of commissions, each securities company should prepare to maintain the existing customer base and expand a new customer base by increasing service quality, including investment advice and quality analysis as well as accelerating the increase of new innovative products such as 1) automatic stock trading services using artificial intelligence (AI) technology, which is like a human brain to adapt to ongoing events and situations 2) Securities Borrowing and Lending (SBL) which is securities borrowing and lending between the lender and the borrower 3) trading Single Stock Futures that brokers will



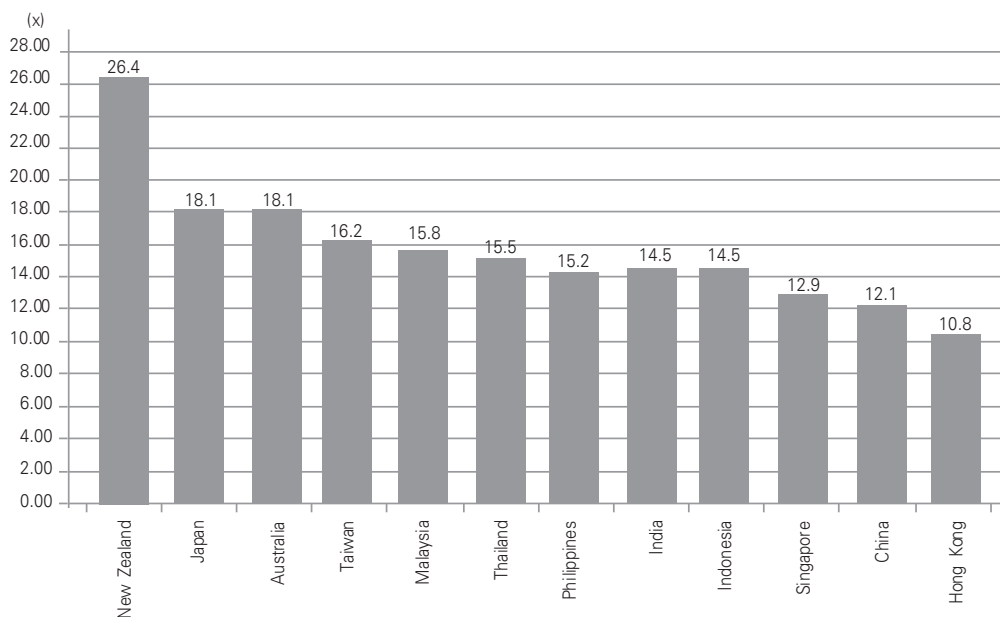
enter into contract pairs, opposite to the customers, for trading Single Stock Futures, whether Long or Short or the Block Trade, as well as the distribution of income to other businesses such as investment banking, private fund management business etc., to reduce the risk of relying solely on revenue from the brokerage business.

#### The Growth Rate of Earnings Per Share of The Thai Stock Market



Source: Bloomberg (10 JAN 2020)

#### Forward PER 2020



Source: Bloomberg

## Risk Factors

AEC Securities Public Company Limited considers the importance of risk management according to the constantly rapid changing environment that affects the Company directly and indirectly. As a result, the Company has a risk control and management department that is essential and to the Company. The risk control and management department is responsible to regulate and must follow the policies of the Board of Directors Executive Committee and Risk Management Committee and also report to the working group's risk management and anti-money laundering monitoring the results of the risk. Moreover, there is a Compliance and Internal Audit Department that functions independently and is responsible for auditing and reviewing the affairs of the Company.

Risks that can affect the Company are as follows: strategic risks, operational risks, financial risks and compliance risks, all of which the Company has developed measures to control as follows

### 1. Strategic Risk

The strategic risk is the risk relating to the mapping out of the strategic plan, operational plan and the application of such plan for practical implementation. In addition, it includes the changes derived from the external and internal factors consequently affecting the mapping out of the strategic plan or operations in attaining the main objective, goal and operational guidelines of the company.

The Company has organized the business structure in accordance with market fluctuations and rapidly technological changes by adhering to the distribution of revenue structure in various businesses more than the securities and derivatives brokerage business. Such as securities underwriting business and bond issue business.

- **Risk associated with underwriting**

The company carries out the investment banking business by taking the jobs as the underwriter. The risk which could possibly occur is a loss from taking the securities remaining left from the underwriting service for putting into the investment account of the company. Because of the reason that the underwriting service which is in an inappropriate quantity and price or affected from the securities trade condition fluctuation in the Stock Exchange of Thailand, the interest rates and foreign currency exchange rates have consequently resulted in the investors to not subscribe or subscribe the securities which the company is the underwriter not in fully complete account which may affect the company's liquidity. To reduce such risk, the company then conducted comprehensive analysis together with the tests on market demands, Net Capital Rule (NCR) level of the company in the case for which the company has provided any underwriting service and that not all the securities could be distributed. Prior to submitting to the Investment Banking Committee, the company Executive Board of Directors and Board of Directors have made a consideration first before agreeing to enter into such Underwriting Service Contract (in accordance with the approval power level and the transaction volume). Provided, however, that the company has maintained NCR at the rate higher than the criteria prescribed by Office of Securities Exchange Commission (SEC) the whole time which as at 31 December 2019, the company accounted for the NCR of 65.79% or in monetary amount of 111,850,109 Baht.

- **Bond Issue Business Risk**

A risk associated with bond trader business may be arisen from the counterparty who cannot comply with the obligations prescribed under the bond or as agreed upon including the bond issuer's credit risk ranking which has been reduced that may affect the returning income from the bond to be lessened, as well. For deb instrument, The Company has set criteria guideline and standards of debt that can be invested. For providing service to clients wishing to issue bonds for distribution, the Company has developed personnel to be understating about rules and regulations regarding to be able to perform correctly. In addition, the Company has fix income committee to be consider and selecting debt instrument that the Company will distribute to customer to ensure that the debt instrument are quality. This is for the Company to be able operate the business correctly, transparently and to achieve the set goals.

## 2. Operational Risk

Operational risks is a risks associated with the operation of the system and personnel in each of the activities Within the company and risks associated with managing information technology, including information in order to achieve the performance targets. The operational risk will affect the efficiency of the process and the mail objectives of the company as a whole.

- **Risk associated with personnel**

In presently, the securities business is a highly competitive environment, personnel with knowledge, experience and expertise is essential to the success of the Company. In such a competitive environment, there are always risks in personnel moving within and out of the Company. If experienced personnel leave the Company, this will affect the revenues of the Company.

Nevertheless, the Company recognizes the importance of human resources to carry out its business steadily and consistently. So, the company has continually developing personnel with training, including provides effective ongoing as well as increase awareness of ethical awareness to the personnel of the Company and clear and appropriate remuneration. In addition, the company also has a policy of personnel aimed at creating a new generation of effective and ethical behavior.

- **Corruption Risk**

Corruption means all forms of bribes and/or the use of information or the exercise of position power wrongfully in order to acquire a benefit for which a person is not entitled. Forms of the corruption include an offer to give, a covenant, giving, giving a promise, requesting, giving or receiving money or property or any other benefits which are improper or inappropriate to government officials and organizations, private organizations or persons having duty to perform, whether directly or indirectly, in order to bribe such person to perform or omit to perform in order to enable the briber to acquire or maintain a business or any other benefits which are unsuitable in the business way.

The company upholds ideal in carrying out business operations with righteousness in the

way of good corporate governance and declares its intention in firmly adhering to its obligations on social responsibility to the societies and all related parties as well as become a member of the “Collective Action Coalition Against Corruption (CAC)”. In order to express its intention and firm determination on counter corruption of all forms, the company has therefore mapped out a policy defining suitable responsibilities, practical guidelines and operational requirements to prevent corruption practice with all company’s business activities and that in order to enable the decision making including the business operations which may pose a risk on the corruption to be brought up for consideration and carefully implemented, the company therefore make the “Anti-corruption Policy” in writing for use as expressly practical guidelines in carrying out the business operations and development toward a sustainable organization and as the principle of executions for all Directors, Executives, staff and employees including persons related to the business operation to strictly comply with.

The company has mapped out the Regulation, Standard Operating Procedure (SOP), Customer Service Manual in writing for the staff and employees to strictly comply and that the punishment will intensely be inflicted upon persons committing the corruption-related offence.

### 3. Financial Risk

Financial risks are risks that affect the financial position of the Company and such risks may be divided into 1) Credit Risks, which are caused by customers defaulting due to breaches in the agreements and not paying their debts, and 2) Market Risks, which are caused by fluctuations in interest rates, exchange rates and prices of securities. The risk factors are below;

- **Credit Risk**
  - **Risks from Credit Balance Accounts**

The Company has established policies and guidelines for the control of risks associated with credit balance accounts by evaluating the trading limit in accordance to the financial position of customers to trade securities and discharge their debts. The Company constantly revises the trading limit of customers and adjusts them to the financial position and trading behavior of customers. In addition, the Company also limits the credit limit of each customer not to exceed the overall credit limit of all customers to protect against financial risks.

Furthermore, the Company also determines lists of approved securities for trading on credit balance accounts in order to determine securities with quality and standard. The Company will consider basic factors and liquidity in the trading of securities (Market Capitalization, Daily Turnover Ratio, Price-Earnings Ratio, Price/Book Value Ratio), as well as determining the volume of securities to be used for trading or as margin, in order to limit over-possession of any single security. To this end, the Company constantly monitors such measures on a daily basis, including determining the policies for using securities as margin, calling margin, force selling, to limit losses that may occur to customers and the Company. Furthermore, the credit control committee meets on a monthly basis to consider all issues related to loans and risks associated with providing loans for securities trading.

- **Risks from Derivatives Trading**

In futures trading, the Company holds risks from the margin provided by customers to settle debts at the Futures Exchange Clearing House derived from customers making losses in futures contracts. Therefore, to reduce such risks, the Company will only consider customers who are knowledgeable and experienced in futures trading as stipulated by the Company and determine the appropriate trading limit. The financial position, ability to settle debts and ability to provide cash before making trading orders are essential in determining customers. The Company is constantly evaluating trading limits and monitors the trading of futures by customers, as well as making sure that the margin is at the appropriate level according to the relevant regulations. This is to limit huge losses suffered by customers, including force selling should customers breach their agreements.

- **Market Risk**

- **Risks associated with Market Fluctuations**

The economic situation is still uncertain; the market fluctuations are still going on which, all these, may have an effect on the movements of the capitals and investors' confidences in the Stock Exchange of Thailand and may result in the securities trade value to decrease which will eventually affect the securities trade commission which is the company's important income. Nevertheless, the company still has the goal to maintain the market share not to be lower than the existing one and is trying to compete in order to increase the market share to be higher. By having modern financial and investment innovations Artificial intelligence (AI) is used as a tool for customer service. As well as the company has prepared guidelines for expanding its business overseas. In addition, the company will increase the income proportion by expanding its other businesses rather than being the underwriter such as the investment banking and bond trader.

- **Risks associated with the investment impairment**

The company has the investment in the equity with the associated risk from the fluctuations in the price of the securities according to the market situation. The company implements the risk preventive measure on such particular matter. Which, in this respect, on the part of being the investment for the account, the company has distributed the investments to be short-term and long-term investments in various categories of the instruments and designated the Investment Committee to map out policy and guidelines on the investments for the Investment Department for use as practical guidelines on the investments. The investments in any securities have been defined to be in accordance with the policy for use as the practically operational guidelines and that on the part of the investment for risk management associated with the derivative instrument, the Investment Committee has been entrusted to map out the policy and guidelines on the investment for risk management, as well.



#### 4. Compliance Risk

Securities companies operate under the laws, rules and regulations of the SEC SET and AMLO. Should such rules and regulations change, they may affect the competitiveness, financial costs and operations of the Company. Any breach of the rules or regulations by intention or negligence may cause the Company to be suspended or lose its variety of licenses.

To protect against such risks, the Company has appointed the audit and compliance department, which is independent from management, to monitor and follow the operations of the Company under the relevant regulations and policies of the Company, as well as informing the government sector and related person.

The group of major shareholders to influence corporate policy, management or operation of the company significantly (as of December 30, 2019) is a Milindachinla Group (Mr. Praphol Milindachinla, holds as 23.557% and Mrs. Vimolwan Milindachinla holds as 2.962%). The Company there is no shareholding agreement between the major shareholders in matters that affect the management of the Company.



## Other Important Information

### Events after 31 December 2019;

- On 6 January 2020, the Meeting of the Board of Directors No.1/2020, has resolved as following ;

1) Changing the position of Mr. Waiwit Udayachalerm has resigned from Chief Executive Officer but remain as Director (Authorized Director) and Executive Director.

2) Appointment to Mr. Suntawatt Sinacharoen as Chief Executive Officer and Executive Director, effective from January 7, 2020 onwards.

On 1 March 2020, Mr. Suntawatt Sinacharoen has resigned from Chief Executive Officer and Executive Director, effective from 29 February 2020 onwards.



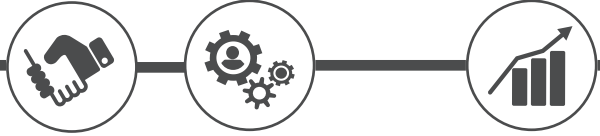
## Shareholder Information

### 1.Amount of Registered Capital

As of 30 December 2019, the Company has a registered capital of THB 2,414,615,498 and a paid-up capital of THB 1,224,249,008 in the amount of 1,224, 249,008 ordinary shares (no preferred shares) at a par value of THB 1.00

### 2.Shareholders

The top twenty major shareholders of the Company as of the Book Closing Date on December 30, 2019.



No.	Shareholder	Amount of Shares	Percentage of Registered Ca
1	Mr.Praphol Milindachinla	288,400,000	23.557
2	Ms.Yuwadee Wachiraprapa	117,894,200	9.630
3	Mrs.Kingkarn Samitanon	79,000,000	6.453
4	Mrs.Anunya Ruangsakvichit	59,896,300	4.892
5	Ms.Pimsuda Suttisonk	43,470,000	3.551
6	Mr.Tanet Panichiwa	41,800,000	3.414
7	Mrs.Vimolwan Milindachinla	36,262,300	2.962
8	Mrs.Nirumol Mangthab	33,758,400	2.757
9	Mr.Anurot Saneepakornkai	25,000,000	2.042
10	Mr.Suchaicharn Wongpiyabaworn	22,381,400	1.828
11	PP Prime Public Company Limited	18,500,200	1.511
12	LGT BANK (SINGAPORE) LTD.	17,232,500	1.408
13	Mrs.Duangta Jaiyen	15,500,000	1.266
14	Mr. Sukiatt Surabotsopol	14,657,700	1.197
15	Mr.Chuchart Jareanudompol	14,574,000	1.190
16	Mr.Kasin Wangsawangkul	12,179,900	0.995
17	Ms.Siriwna Panichiwa	12,000,000	0.980
18	Mr.Pailak Wongwaisayawon	11,000,100	0.899
19	Ms.Kantakorn Smittanon	10,000,000	0.817
20	Mrs. Tanatunyarat Tungpadungrat	9,897,050	0.808
	<b>Total</b>	<b>883,404,050</b>	<b>72.157</b>

Major shareholders with influence on policy-making, management and operation of the Company.

### 3.Public Offering

#### 1) Increase of ordinary shares of AEC Securities Public Company Limited

##### A) Decrease of Capital

The Annual General Meeting of Shareholders year 2015 held on 30 April 2015 approve the reduction of the registered capital of the Company from Baht 1,331,716,928 to Baht 1,325,403,898 by cancelling 6,313,030 authorized but unissued ordinary shares at a par value of Baht 1 each (save for the authorized but unissued ordinary shares amounting to 89,211,600 shares which have been reserved for exercising of the holders of the Warrants to purchase the ordinary shares of the Company -Type 2 (“AEC - W2” or “Warrants-Type 2”) and the Warrants to purchase the ordinary shares of the Company -Type 3 (“AEC - W3” or (“Warrants-Type 3”))

##### B) Increase of Capital

The Annual General Meeting of Shareholders year 2015 held on 30 April 2015 approve the increase of the registered capital of the Company from Baht 1,325,403,898 to Baht 2,414,615,498 by issuing 1,089,211,600 new ordinary shares at a par value of Baht 1 each. Detail as follows;

Type of capital increase	Type of Shares Issued	Number of shares (shares)	Par Value (THB/Share)	Total (THB)
Specifying the use of proceeds	Ordinary	1,089,211,600	1.00	1,089,211,600
	Preferred	-	-	-

##### C) Allotment of Newly Issued Ordinary Shares

Allotted to	Number of shares (shares)	Ratio (Old : New)	Sale Price (THB/Share)	Subscription and payment period	Note
Existing Shareholders (Right Offering)	300,000,000	4 : 1	1.00	16-22 June 2015	-
Private Placement	200,000,000	-	1.00	16-22 June 2015	-
To be reserved for exercising rights of the warrants (AEC-W4) to be issued to the existing shareholders who subscribe for the right offering shares <sup>(1)</sup>	300,000,000	N/A	N/A	16-22 June 2015	Exercise Price = 1.00 Baht/ common share
To be reserved for exercising rights of the warrants (AEC-W5) to be issued to the investors who subscribe for the privately placed shares <sup>(2)</sup>	200,000,000	N/A	N/A	16-22 June 2015	Exercise Price = 1.00 Baht/ common share

Allotted to	Number of shares (shares)	Ratio (Old : New)	Sale Price (THB/Share)	Subscription and payment period	Note
To be reserved for adjustment of exercising rights of the warrants (AEC-W2 and AEC-W3)	89,211,600	N/A	N/A	-	-

## 2) Details of the Warrants to Purchase the Ordinary Shares of the Company Series #3 Issued to the Private Placement Subscribers (AEC-W3)

Type of Warrants	The third series of warrants to purchase the newly issued ordinary shares of the Company (“AEC-W3”)
Category of Warrants	Stated the name of the holder and transferable
Maturity	Not more than 3 years from the Issuance Date
Amounts of Warrants Issued	50,000,000 Units
Selling Price/Unit	-0-
Allocation Method	AEC-W3 will be allocated to the Private Placement subscriber at the ratio of 1 unit of warrant for each 2 newly issued ordinary shares.
Number of Ordinary Shares Reserved for the Exercise of AEC-W3	50,000,000 common shares with 1.00 Baht par value each, or 5.92% of the current outstanding common shares as of 19 December 2013
Conversion Ratio	1 unit of warrant can be converted to 1 ordinary share (except there is any adjustment to rights)
Exercise Price	3.00 Baht/share (except there is any adjustment to rights)
Exercise Periods	<p>The warrant holders can exercise their rights on the last business day of every March and September between 9.00 am to 3.30 pm over the tenor of the warrants.</p> <p>The first exercising date is 31 March 2015 and the last exercising date is 26 March 2018 the date when the warrants are mature. If the exercising date is a holiday, the exercise date will be the last business day before the exercise date.</p>
Declaration of Exercising Rights	Within 5 days before the exercising period
Last Declaration of Exercising Rights	Not fewer than 15 days before the last exercising period





Conditions on Warrant Exercising Rights	According to the terms and conditions of AEC-W3, as approved by the Shareholders.
Conditions on Issuing Additional Ordinary Shares in case of Right Adjustment	When there is an adjustment of exercise price and conversion ratio as stipulated within the terms and conditions of AEC-W3.
Offering Period for AEC-W3:	The allocation of AEC-W3 to the existing shareholders who subscribe to the Private Placement will be made within one year after the Approval of the Shareholders.
Secondary Market for AEC-W3	None
Secondary Market for the Ordinary Shares Issued for the Exercised Warrants	The Stock Exchange of Thailand
Benefits of the New Ordinary Shares Issued for the Conversion of Warrants	The New Ordinary Shares Issued from the Conversion of Warrants will have the same rights and benefits as the existing ordinary shares
Conditions for Right Adjustment	<p>Exercise Price and Conversion Ratio can be adjusted over before the maturity of the warrants, AEC-W3, in order to maintain the rights and benefits of the warrant holders under the following circumstances,</p> <ol style="list-style-type: none"> <li>1. when there is a change in the par value of the shares of the Company as a result of the share merger or share splits,</li> <li>2. when the Company sell newly issued shares at the price below 90% of the market price,</li> <li>3. when the Company sell convertible securities with the exercise price below 90% of the market price,</li> <li>4. when the Company pays stock dividends, fully or partially, to the shareholders,</li> <li>5. when the Company pays cash dividends at the payout rate which is higher than the rate stipulated in the terms and conditions, and</li> <li>6. where there are other circumstances similar to the above which worsen the rights and benefits of the warrant holders.</li> </ol> <p>The Board of Directors or any assigned Person will make decisions on changes in terms and conditions related to the adjustment in exercise price and conversion ratio.</p>
Remaining Warrants after Expiry Date	To be cancelled

Other Conditions	<p>Assign the Board of Directors or any Person assigned to have the authority to set conditions and details of the AEC-W3, including the offering and allocation methods, negotiation, entering into any contract or agreement, acquiring permission from any state agency (if needed), or any necessary transaction related to the issuance of AEC-W3, and to register the AEC-W3 with the Stock Exchange of Thailand.</p> <p>The Company will not extend the maturity of AEC-W3 or make any adjustment other than those stated herein.</p>
Registrar of the Warrants	AEC Securities Public Company Limited

### 3) Details of the Warrants to Purchase the Ordinary Shares of the Company Series #4 Issued to the Existing Shareholders who subscribe to the Right Offering (AEC-W4)

Type of Warrants	The fourth series of warrants to purchase the newly issued ordinary shares of the Company (AEC-W4)
Category of Warrants	Stated the name of the holder and transferable
Maturity	Not more than 3 years from the Issuance Date
Amounts of Warrants Issued	300,000,000 units
Selling Price/Unit	-0-
Offering Method	The Company will allocate AEC-W4 to the shareholders who subscribe to the Right Offering.
Allocation Method	<p>AEC-W4 will be allocated to the shareholders who subscribe to the Right Offering. The list of the shareholders who are eligible for the Right Offering will be determined on May 28, 2015 (Record Date) and the book closing date will be May 29, 2015.</p> <p>The newly issued ordinary shares as aforementioned shall be offered to the existing shareholders at the ratio of 4 existing ordinary shares to 1 newly issued ordinary share in combination with 1 unit of the Warrants to purchase the ordinary shares of the Company - Type 4 (i.e. 1 newly issued ordinary share to 1 unit of the Warrants). The offering price for newly issued ordinary shares shall be Baht 1 per share and for the Warrants-Type 4 shall be Baht 0 per unit. The exercise price for the Warrants-Type 4 shall be Baht 1 per share (except in case of rights adjustment), provided that any fraction of shares or Warrants derived from the calculations shall be disregarded and the existing shareholders who exercise their right to subscribe the newly issued shares are required to subscribe all Warrants</p>

	- Type 4 at the same time and in line with their proportion.
Number of Ordinary Shares Reserved for the Exercise of AEC-W4	300,000,000 common shares with 1.00 Baht par value each, or 27.03% of the current outstanding common shares as of February 3, 2015.
Conversion Ratio	1 unit of warrant can be converted to 1 ordinary share (except there is any adjustment to rights)
Exercise Price	1.00 Baht/share (except there is any adjustment to rights)
Exercise Periods	<p>The warrant holders can exercise their rights on the last business day of every June and December between 9.00 am to 3.30 pm over the tenor of the warrants.</p> <p>The first exercising date is December 30, 2015 and the last exercising date is May 27, 2018 the date when the warrants are mature. If the exercising date is a holiday, the exercise date will be the last business day before the exercise date.</p>
Declaration of Exercising Rights	Within 5 days before the exercising period.
Last Declaration of Exercising Rights	Not fewer than 15 days before the last exercising period.
Conditions on Warrant Exercising Rights	According to the terms and conditions of AEC-W4, as approved by the Shareholders
Conditions on Issuing Additional Ordinary Shares in case of Right Adjustments	When there is an adjustment of exercise price and conversion ratio as stipulated within the terms and conditions of AEC-W4
Offering Period for AEC-W4	The allocation of AEC-W4 to the existing shareholders who subscribe to the Right Offering will be made within one year after the Approval of the Shareholders.
Secondary Market for AEC-W4	The Stock Exchange of Thailand
Secondary Market for the Ordinary Shares Issued for the Exercised Warrants	The Stock Exchange of Thailand
Benefits of the New Ordinary Shares Issued for the Conversion of Warrants	The New Ordinary Shares Issued from the Conversion of Warrants will have the same rights and benefits as the existing ordinary shares.
Conditions for Right Adjustment	<p>Exercise Price and Conversion Ratio can be adjusted over before the maturity of the warrants, AEC-W4, in order to maintain the rights and benefits of the warrant holders under the following circumstances,</p> <p>1) when there is a change in the par value of the shares of the Company as a</p>

	<p>result of the share merger or share splits,</p> <p>2) when the Company sell newly issued shares at the price below 90% of the market price,</p> <p>3) when the Company sell convertible securities with the exercise price below 90% of the market price,</p> <p>4) when the Company pays stock dividends, fully or partially, to the shareholders,</p> <p>5) when the Company pays cash dividends at the payout rate which is higher than the rate stipulated in the terms and conditions, and</p> <p>6) where there are other circumstances similar to the above which worsen the rights and benefits of the warrant holders.</p> <p>The Board of Directors or any assigned Person will make decisions on changes in terms and conditions related to the adjustment in exercise price and conversion ratio.</p>
Remaining Warrants after Expiry Date	To be cancelled.
Other Conditions	<p>Assign the Board of Directors or any Person assigned to have the authority to set conditions and details of the AEC-W4, including the offering and allocation methods, negotiation, entering into any contract or agreement, acquiring permission from any state agency (if needed), or any necessary transaction related to the issuance of AEC-W4, and to register the AEC-W4 with the Stock Exchange of Thailand.</p> <p>The Company will not extend the maturity of AEC-W4 or make any adjustment other than those stated herein.</p>
Registrar of the Warrants	Thailand Securities Depository Company Limited (“TSD”)

#### 4) Details of the Warrants to Purchase The Ordinary Shares of the Company Series #5 Issued to the Private Placement Subscribers (AEC-W5)

Type of Warrants	The five series of warrants to purchase the newly issued ordinary shares of the Company (“AEC-W5”)
Category of Warrants	Stated the name of the holder and transferable
Maturity	Amounts of Warrants Issued
Amounts of Warrants Issued	200,000,000 Units
Selling Price/Unit	-0-
Offering Method	The Company will allocate AEC-W5 to the shareholders who subscribe to the Private Placement
Allocation Method	AEC-W5 will be allocated to the Private Placement subscriber at the ratio of 1 unit of warrant for each 1 newly issued ordinary shares

Number of Ordinary Shares Reserved for the Exercise of AEC-W5	200,000,000 common shares with 1.00 Baht par value each, or 18.02 % of the current outstanding common shares as of February 3, 2015.
Conversion Ratio	1 unit of warrant can be converted to 1 ordinary share (except there is any adjustment to rights)
Exercise Price	1.00 Baht/share (except there is any adjustment to rights)
Exercise Periods	<p>The warrant holders can exercise their rights on the last business day of every June and December between 9.00 am to 3.30 pm over the tenor of the warrants.</p> <p>The first exercising date is 30 December 2015 and the last exercising date is 30 June 2018 the date when the warrants are mature. If the exercising date is a holiday, the exercise date will be the last business day before the exercise date.</p>
Declaration of Exercising Rights	Within 5 days before the exercising period
Last Declaration of Exercising Rights	Not fewer than 15 days before the last exercising period
Conditions on Warrant Exercising Rights	According to the terms and conditions of AEC-W5, as approved by the Shareholders
Conditions on Issuing Additional Ordinary Shares in case of Right Adjustments:	When there is an adjustment of exercise price and conversion ratio as stipulated within the terms and conditions of AEC-W5.
Offering Period for AEC-W5:	The allocation of AEC-W5 to the existing shareholders who subscribe to the Private Placement will be made within one year after the Approval of the Shareholders.
Secondary Market for AEC-W5	None
Secondary Market for the Ordinary Shares Issued for Exercised Warrants:	The Stock Exchange of Thailand
Benefits of the New Ordinary Shares Issued for the Conversion of Warrants	The New Ordinary Shares Issued from the Conversion of Warrants will have the same rights and benefits as the existing ordinary shares
Conditions for Right Adjustment	Exercise Price and Conversion Ratio can be adjusted over before the maturity of the warrants, AEC-W5, in order to maintain the rights and benefits of the warrant holders under the following circumstances,

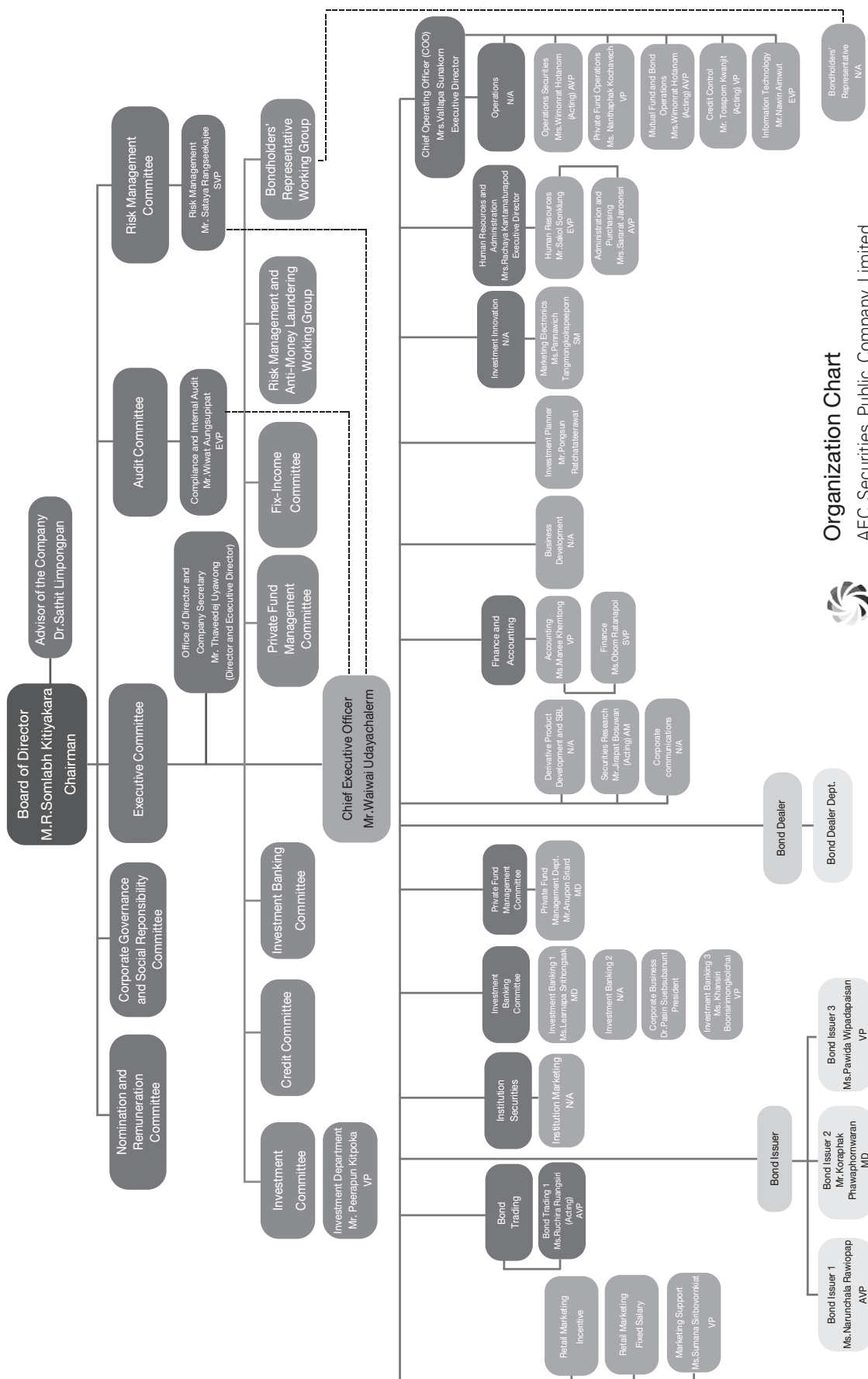
	<p>1) when there is a change in the par value of the shares of the Company as a result of the share merger or share splits,</p> <p>2) when the Company sell newly issued shares at the price below 90% of the market price,</p> <p>3) when the Company sell convertible securities with the exercise price below 90% of the market price,</p> <p>4) when the Company pays stock dividends, fully or partially, to the shareholders,</p> <p>5) when the Company pays cash dividends at the payout rate which is higher than the rate stipulated in the terms and conditions, and</p> <p>6) where there are other circumstances similar to the above which worsen the rights and benefits of the warrant holders.</p> <p>The Board of Directors or any assigned Person will make decisions on changes in terms and conditions related to the adjustment in exercise price and conversion ratio.</p>
Remaining Warrants after Expiry Date	To be cancelled
Other Conditions	<p>Assign the Board of Directors or any Person assigned to have the authority to set conditions and details of the AEC-W5, including the offering and allocation methods, negotiation, entering into any contract or agreement, acquiring permission from any state agency (if needed), or any necessary transaction related to the issuance of AEC-W5, and to register the AEC-W5 with the Stock Exchange of Thailand.</p> <p>The Company will not extend the maturity of AEC-W5 or make any adjustment other than those stated herein.</p>
Registrar of the Warrants	AEC Securities Public Company Limited

## 4. Payment of Dividends

The Company has a policy of paying dividends to shareholders at 75 percent of the net profit for each year. The Board of Directors has the authority to waive this policy or change the policy at their discretion. However, such actions must be for the maximum benefit of the shareholders, such as the necessary use of capital to service any remaining debt, the use of capital to expand the Company's business or to prepare for any changes in the economy and the market that can have an effect on the liquidity of the Company.



## Organization Structure



**Organization Chart**  
AEC Securities Public Company Limited  
November 8, 2019

## Management Structure

The management structure of the Company consist of the Board of Directors and Sub - Committee are 11 Sub - Committee as following:

- |   |  |
|---|--|
| 1. Audit Committee                        | 7. Investment Banking Sub-Committee  |
| 2. Nominations and Remuneration Committee | 8. Credit Sub-Committee  |
| 3. Risk Management Committee              | 9. Private Fund Management Sub-Committee                                     |
| 4. Executive Committee                    | 10. Risk Management and Anti-Money Laundering Working Group on Sub-Committee |
| 5. Investment Sub-Committee               | 11. Discipline Working Group Sub-Committee                                   |
| 6. Fixed Income Sub-Committee             |  |

### The Board of Directors

As of 31 December 2019, the Company has 7 directors on the Board of Directors consist of 2 Executive Directors (28.57%) and 5 Independent Directors (71.42%) as following:

No	Name	Board of Director	Date of Appointment
1	Mom Rajawongse Somlabh Kitiyakara	Chairman of the Board of Directors and Independent Director	30 April 2013
2	Mr. Paisit Kaenchan	Independent Director Chairman of Audit Committee Member of Risk Management Committee Member of Nominations and Remuneration Committee	30 April 2013 11 November 2019 5 November 2015 3 March 2014
3	Dr. Vichya Krea-ngam	Independent Director Member of Audit Committee Chairman of Nominations and Remuneration Committee	12 July 2019 12 July 2019 11 November 2019
4	Dr. Pattanant Petchchedchoo	Independent Director Member of Audit Committee	11 November 2019 11 November 2019
5	Dr. Siridech Kumsuprom	Independent Director Chairman of Risk Management Committee Member of Nominations and Remuneration Committee	11 November 2019 11 November 2019 11 November 2019
6	Mr. Waiwit Udayachalerm*	Director (Authorized Director) Executive Director	22 April 2019 12 November 2018
7	Mr. Thaveedej Uyawong*	Director (Authorized Director) Executive Director Company Secretary	11 October 2017 22 November 2017 1 September 2014

\* Executive Director

## Authorized Directors

The company's authorized signatory is Mr. Waiwit Udayachalerm and Mr. Thaveedeej Uyawong two directors' co-sign together with the company's seal affixed.

### Authorization and responsibilities of the Board of Directors

All directors are involved in the management of the Company and its business, and are all independent and neutral for the benefit of the shareholders and all stakeholders. The Board of Directors meets at least once a month to consider various agendas and manage the Company to reduce risks. The scope of authority of the Board of Directors is as follows:

1. To manage under the law, objectives and articles of the Company as prescribed at the General Meeting of Shareholders.
2. To manage under the authorities prescribed in the Memorandum of Association.
3. To appoint persons or a group of persons to carry out actions on behalf of the Board of Directors.
4. To formulate policies, goals and plans of the Company, including managing and supervising the management of the Company.
5. To fulfill the roles, responsibilities and duties as directors of the Company as prescribed under the relevant laws such as good faith, code of ethics and accountability to the shareholders.
6. To formulate the management and control of risks in the management of the Company

### Knowledge and Experience of Director

Name	Board of Director	Finance & Capital Market	Law & Regulations	Accounting & Finance	Management
Mom Rajawongse Somlabh Kitiyakara	Chairman of the Board of Directors and Independent Director				X
Mr. Paisit Kaenchan	Independent Director Chairman of Audit Committee Member of Risk Management Committee Member of Nominations and Remuneration Committee	X		X	X
Dr. Vichya Krea-ngam	Independent Director Member of Audit Committee Chairman of Nominations and Remuneration Committee	X	X		X
Dr. Pattanant Petchchedchoo	Independent Director Member of Audit Committee	X		X	X
Dr. Siridech Kumsuprom	Independent Director Chairman of Risk Management Committee Member of Nominations and Remuneration Committee	X		X	X

Name	Board of Director	Finance & Capital Market	Law & Regulations	Accounting & Finance	Management
Mr. Waiwit Udayachalerm*	Director (Authorized Director) Executive Director	X		X	X
Mr. Thaveedej Uyawong*	Director (Authorized Director) Executive Director Company Secretary	X	X		X

\* Executive Director

## 2.Sub-Committees

### 2.1 Audit Committee

As of 31 December 2019, there are 3 members of Audit committee as follow:

NO.	Name	Position
1*	Mr. Paisit Kaenchan	Chairman of Audit Committee
2	Dr. Vichya Krea-ngam	Audit Committee
3	Dr. Pattanant Petchchedchoo	Audit Committee
The Audit committee's Secretary : Mr. Wiwat Augsupipat		

#### Authorization and responsibilities of the Audit Committee

- 1.To review the Company's financial reporting process to ensure accuracy and adequacy.
- 2.To consider that the connected transaction or transaction that may lead to conflict of interest has been done in compliance to the relevant laws and regulations.
3. To ensure that the Company has a suitable and efficient internal control system and internal audit system.
4. To ensure the independency of the Compliance and Internal Audit Department and to approve the appointment, transfer or employment termination of the head of the Compliance and Internal Audit Department or other related department.
5. To consider, select, nominate, and recommend remunerations of the Company's external auditor to present to the meeting of shareholders to consider and approve.
6. To review the management of the executives to ensure compliance with the recommendations and policies on compliance and internal audit.
7. To review the Company and its compliance with the laws and regulations related to the SEC, SET and other relevant laws and regulations.
8. To review the risk control and management system, as well as the maintenance and safety of the Company's information technology systems.
9. To report important matters to the Board of Directors.
10. To prepare a report of the Audit Committee as required by the SET and disclose it in the annual report of the Company, and have such a report signed by the Chairman of the Audit Committee.

11. To review and adjust the Audit Committee Charter at appropriate times and in case of any changes to the charter, such changes must be approved by the Board of Directors.

12. In case the auditor finds suspicious behavior that the directors or executives of the Company has committed a breach and reported such breach to the Audit Committee, the Audit Committee will immediately review such breach and report the matter to the SEC and the auditor.

13. To perform any other duties assigned by the Board of Directors.

**Remark:** The Audit Committee No. 1\* Mr. Paisit Kaenchan has expert knowledge and experience in auditing financial statements of the Company. Graduate in Master of International Development Administration, Western Michigan University, USA and Master of Business Administration, (Executive M.B.A.), Sasin Graduate Institute of Business Administration of Chulalongkorn University, which as position of Audit Committee for many years and has experience with reviewing and auditing financial statements both of listed company and non-listed company in a variety of business types.

## 2.2 The Nomination and Remuneration Committee

As of 31 December 2019, there are 3 members of Nomination and Remuneration Committee as following:

No.	Name	Position
1	Dr. Vichya Krea-ngam	Chairman of Nomination and Remuneration Committee
2	Mr. Paisit Kaenchan	Nomination and Remuneration Committee
3	Dr. Siridech Kumsuprom	Nomination and Remuneration Committee
The Nomination and Remuneration Committee's Secretary : Mr. Thaveedej Uyawong		

### Authorization and responsibilities of the Nomination and Remuneration Committee

1. Reviewing the Board of Director's structure to be appropriate to the strategies of the company and proposes a guidelines for improving criteria for prospect candidates to be comply with the company's strategies.

2. Recommend and assess the nominees for directorship or the chief executive officer and set up criteria and selection method of qualified candidates propose to the Board of Director for approval.

3. Consideration proposes a guidelines for remuneration to directors and set up criteria remuneration to be reasonable propose to the Board of Director for approval.

4. Consideration to appointment sub - committee for supporting to nomination and remuneration of the committee with compensation or not as appropriate.

5. To perform any other duties assigned by the Board of Director.

### 2.3 The Risk Management Committee

As of 31 December 2019, there are 3 members of Risk Management Committee as following :

NO.	Name	Position
1	Dr. Siridech Kumsuprom	Chairman of Risk Management Committee
2	Mr. Paisit Kaenchan	Risk Management Committee
3	Mrs. Vallapa Sunakorn	Risk Management Committee
The of Risk Management Committee's Secretary : Mr. Sataya Rangseekajee		

#### Authorization and responsibilities of The Risk Management Committee

1. Reviewed the policy of risk management transactions, the company provides comprehensive credit risk (Credit Risk) Market Risk (Market Risk) risk operations (Operation Risk) Risk Strategy (Strategic Risk) risk conditions liquidity (liquidity risk) and other risks, including the risks in Law (Legal risk) and regulation (Regulatory risk).
2. To consider and review the guidelines and tools to manage risks effectively. And appropriate to the nature, size and risk of each transaction in which it operates.
3. To consider and review the limits of risk (Risk Limits / Risk Appetite) and measures in the event did not meet the required threshold of risk (Corrective Measures).
4. Monitoring, risk assessment, both in normal and crisis (Stress Testing).
5. Assessment of the risks that may arise from new products or risk potential for a transaction to be re-established. The guidelines for hedge transactions may occur.
6. To perform risk management duties assigned by the Board of Director and report risk management operation to the Board of Director at least one a year.

### 2.4 Executive Committee

As of 31 December 2019, there are 5 members of Executive Committee as following:

No.	Name	Position
1	Prof.Dr. Chaiya Yimwilai*	Chairman of Executive Committee
2	Mr. Waiwit Udayachalerm	Executive Director
3	Mr. Thaveedej Uyawong	Executive Director and Company Secretary
4	Mrs. Vallapa Sunakorn	Executive Director and Chief Operation Officer
5	Mrs.Rachaya Kantamaturapod	Executive Director and Head of Human Resource and Administration
The Executive Committee's Secretary : Ms. Sutthatip Boonrakcharoen		

\* Prof.Dr. Chaiya Yimwilai resigned from Chairman of Executive Committee effective on 15 September 2019.





### Authorization and responsibilities of the Executive Committee

Responsible for the daily business operations related to the implementation and provide decision management systems and risk controls are adequate in terms of risk and overall risk profile of transactions provided by an analysis of the problems, a major risk measurement, risk control and monitor risks that could result in such damage has been damaged, policy and strategy, credit risk, market risk, liquidity risk and operational risk, as required under the scope approved by the Board of Directors.

In addition to a streamlined operation and internal control system in accordance with the practices and policies of the Company set rules about the cost as follows:

(A) The cost of the purchasing asset, chief executive officer can approve expenses in an amount not exceeding THB 500,000 per times. The Executive committee can approve expenses in an amount not exceeding THB 50 million per time and if the expense is more than THB 50 million per time, the expense shall be submitted to the Board of Director for approval.

(B) The cost of supply (other than (A)) Chief Executive Officer may approve expenses in an amount not exceeding THB 100,000 per time. The Executive Committee can approve expenses in an amount not exceeding THB 50 million per time. If the costs exceed THB 50 million per time, the cost shall be submitted to the Board of Director for approval.

(C) Costs related to employees and directors. Chief Executive Officer may approve charges based on the amount actually paid. The Executive Committee can approve expenses in an amount not exceeding THB 50 million per time, and if the costs exceed THB 50 million per time, the cost shall be submit to the Board of Director for approval.

(D) Miscellaneous expenses, Chief Executive officer can approve expenses in an amount not exceeding THB 50,000 per time. The Executive Committee can approve expenses in an amount not exceeding THB 50 million per time, and if the costs exceed THB 50 million per time the cost shall be submit to the Board of Director for approval

### 2.5 The Credit Committee

As of 31 December 2019, there are 4 members of the Credit Committee as following :

No.	Name	Position
1	Mrs. Vallapa Sunakorn	Chairman of Credit Committee
2	Mr. Sataya Rangseekajee	Credit Committee
3	Mr. Tossporn Kwanjit	Credit Committee
4	Mrs. Wimonrat Hotanom	Credit Committee
The Credit Committee's Secretary : Mr. Pheeraseth Pannapalakul		

### Authorization and responsibilities of The Credit Committee

1.Determining the direction and review of credit limit of customers in accordance with the rules and regulations of the company, the Association of Thai Securities Companies, the Stock Exchange of Thailand

and the Securities Exchange Commission.

2. Authorizing credit limit of customers.
3. Approval the credit limit of customers for all types of trading account.
4. Approval of the list of securities, its quantity and margin rate that is available for short selling and buying under a credit margin trading account.
5. Review, amend and change interest rates for deposits and loans for all types of trading accounts related to the securities business and derivatives business.
6. Determine policy and direction in risk management related to the securities business and derivatives business.
7. Receive reports regarding losses resulting from trades by customers that are accidentally transferred into the company's account.
8. Reviewing and proposing the authorized persons to approve the credit limit of customers for all types of trading account.
9. Review the terms and conditions for new types of transactions.
10. Perform any other duties assigned.

## 2.6 The Investment Committee

As of 31 December 2019, there are 3 members of Investment Committee as following :

No.	Name	Position
1	Mr. Sataya Rangseekajee	Chairman of Investment Committee
2	Mr. Thaveedej Uyawong	Investment Committee
3	Ms. Ob-om Ratanapol	Investment Committee
The Investment Committee's Secretary : Ms. Arada Lawkawee		

### Authorization and responsibilities of The Investment Committee

1. Determine direction and follow-up procedures regarding investment activities of the company, including demanding employees of the company to provide information regarding operations and requesting documentation in order to be reviewed.
2. Follow and evaluate the investment of the company under the objectives and missions of the company, including reporting and providing opinions of such investments to the Executive Committee.
3. Recommending and proposing ideas and opinions to the Executive Committee regarding investments by the company.
4. Perform any other duties assigned.

## 2.7 The Investment Banking Committee

As of 31 December 2019, there are 4 members of Investment Committee as following :

NO.	Name	Position
1	Mr. Waiwit Udayachalerm	Chairman of Investment Banking Committee
2	Mrs. Vallapa Sunakorn	Investment Banking Committee
3	Mr. Sataya Rangseekajee	Investment Banking Committee
4	Head of Investment Banking	Investment Banking Committee
	The of Investment Banking Committee's Secretary : Ms. Arada Lawkawe	

### Authorization and responsibilities of The Investment Committee

1. Recommending direction towards policy determination and policy guidance related to the investment banking business of the company to be proposed to the Executive Committee as following:

- Financial Advisory
- Underwriting
- Capital Markets

2. Reviewing business operations and its impact related to investment banking.

3. Reviewing issues regarding risk and rewards.

4. Determining and amending rules related to the investment banking business.

5. Reviewing methods towards solving problems arising from the investment banking business.

6. Reviewing issues of professional conduct and ethics in business operations related to the investment banking business.

7. Determining directions, follow-up methods and evaluating the business operations and performance of the investment banking department, including demanding employees of the company to provide information regarding operations and requesting documentation in order to be reviewed.

8. Follow-up and evaluating the performance of the investment banking department under the objectives of the company.

9. Reporting and providing opinions regarding investment banking to the Executive Committee.

10. Recommending and proposing ideas and opinions to the Executive Committee regarding investment banking business by the company.

11. Perform any other duties assigned.

### 2.8 The Private Fund Committee

As of 31 December 2019, there are 4 members of the Private Fund Committee as following :

No.	Name	Position
1	Mr. Waiwit Udayachalerm	Chairman of Private Fund Committee
2	Mrs. Vallapa Sunakorn	Private Fund Committee
3	Mr. Aphisit Limsupanark	Private Fund Committee
4	Mr. Anupon Sriard	Private Fund Committee
	The Private Fund Committee's Secretary : Mr. Anupon Sriard	

### Authorization and responsibilities of The Private Fund Committee

1. Determining and approving policies, targets and strategies of investments of private funds.
2. Determining and approving list of securities that can be purchased, including determining strategies for short-term, medium-term and long-term investments.
3. Evaluating investment climate and adjust to the strategies of investments.
4. Review the purchase of securities under the private funds in accordance with the investment policies.
5. Review the performance of private funds using benchmark standards to correctly adjust investments according to each strategy as specified under the investment policies.
6. Review and approve policies towards choosing brokerage companies and securities depository and fees in the operations of the private fund department.
7. Review the investment framework and level of risks associated with the investment policies of each private fund, including following up with the fund manager.
8. Reviewing investments under each private fund in accordance with a safe level of risk.
9. Providing opinions to the compliance and internal audit department in order to correctly adjust the level of risk to the investment climate.

### 2.9 The Fixed Income Committee

As of 31 December 2019, there are 3 members of the Fixed Income Committee as following:

No.	Name	Position
1	Mr. Waiwit Udayachalerm	Chairman of Fixed Income Committee
2	Mr. Sataya Rangseekajee	Fixed Income Committee
3	Ms. Ob-om Ratanapol	Fixed Income Committee
The Fixed Income Committee's Secretary : Ms. Sumana Siribovornkiat		

### Authorization and responsibilities of The Fixed Income Committee

1. Determining policies, targets, strategies, measures towards risk management, interest rates policies, ability to pay back, impacts and risks associated with default, related to the fixed income business in accordance with the policies, rules and regulations determining by the Board of Directors of the Company, the Executive Committee, the rules and regulations of all related agencies and regulators.
2. Review assets, securities and collateral to be used as securities/collateral under the fixed income business.
3. Review and analyze the investment climate related to the fixed income business in order to correctly adjust policies, targets and strategies of the fixed income business.
4. Follow-up, review and evaluate all units under the fixed-income business as define on subject 1.
5. Review the fixed-income business.
6. Perform any other duties assigned by the Executive Committee.
7. Report operation to the Executive Committee.

## 2.10 The Anti-Money Laundering Committee

As of 31 December 2019, there are 5 members of the Anti-Money Laundering Committee as following:

No.	Name	Position
1	Mr. Waiwit Udayachalerm	Chairman of Anti-Money Laundering Committee
2	Mrs. Vallapa Sunakorn	Anti-Money Laundering Committee
3	Head of Risk Management	Anti-Money Laundering Committee
4	Head of the Office of Director and Company Secretary	Anti-Money Laundering Committee
5	Head of Compliance and Internal Audit	Anti-Money Laundering Committee
The Anti-Money Laundering Committee's Secretary : Mr. Wiwat Angsupipat		

### Authorization and responsibilities of The Anti-Money Laundering Committee

1. Determining risk management of the company to include all types of risk.
2. Assess and control risks associated with providing credit to customers, market risks, liquidity risks, operational risks and risks associated with the rules and regulation.
3. Assess, control and support risk management at a high level, including reassessing the risk management policies and systems, its effectiveness and adherence to policy.
4. Follow-up and evaluate risk management systems of the company at a high level.
5. Demanding executives and/or employees of the company to provide information and requesting documentation in order to be reviewed.
6. Requesting an independent/third-party opinion as necessary, and providing all employees with knowledge and training through workshops and seminars.
7. Determining direction, follow-up methods and evaluating the operations and performance towards anti-money laundering practices and anti-terrorism, including demanding executives and/or employees of the company to provide information and requesting documentation in order to be reviewed.
8. Follow and evaluate the anti-money laundering and anti-terrorism process of the company under the objectives and missions of the company.
9. Recommending and proposing ideas and opinions to the Executive Committee regarding anti-money laundering and anti-terrorism by the company.
10. Perform any other duties assigned.

## 2.11 The Discipline Working Group Committee

As of 31 December 2019, there are 4 members of Discipline Working Group Committee as following :

No.	Name	Position
1	Mr. Waiwit Udayachalerm	Chairman of The Discipline Working Group Committee
2	Mrs. Vallapa Sunakorn	The Discipline Working Group Committee
3	Mr. Thaveedej Uyawong	The Discipline Working Group Committee
4	Mr. Sakol Sonklung	The Discipline Working Group Committee
The Discipline Working Group Committee's Secretary : Mr. Sakol Sonklung		

### Authorization and responsibilities of The Discipline Working Group Sub-Committee

1. Investigate issues regarding complaints and conducts against rules and regulations and ethical practices, whereby methods to be used include investigation for evidence, interview and filing reports.
2. Reviewing each case of disciplinary action and all factors involved in order to find an effective and practical solution and recommendation towards disciplining.
3. Investigating disciplinary actions under the proper procedure in order for the process to be fair and legitimate to all parties involved. Such investigations shall cover examination of witnesses, investigation of all facts, cross-examination, as well as review of documents and behaviors, as whatever method is necessary for the situation.
4. Summarize complaints and provide solutions to customers and any parties involved.

## Management Team

As of 31 December 2019, Management Team as following:

No.	Name	Position
1	Mr.Waiwit Udayachalerm	Director (Authorized Director) and Executive Director
2	Mr.Thaveedej Uyawong	Director (Authorized Director) ,Executive Director, Company Secretary and Head of Officer of Director and Company Secretary
3	Mrs.Vallapa Sunakorn	Executive Director and Chief Operating Officer
4	Mrs.Rachaya Kantamaturapod	Executive Director and Head of Human Resource and Administration
5	Mr. Wiwat Angsupipat	Executive Vice President – Compliance and Internal Audit Department
6	Ms. Obom Ratanapol	Senior Vice President - Finance Department
7	Ms. Manee Khemthong	Vice President - Accounting Department

Note: The people No.2-5 who are rank first four management from Chief Executive Officer and position in line of Financial Manager according announcement of SEC's definition.





## Participation of the Board of Director in 2019 (as of 31 December 2019)

No.	Name of Director	Board of Director	Audit Committee	Nomination and Remuneration Committee	Risk Management Committee	Executive Committee
1	Mom Rajawongse Somlabh	6/6	-	-	-	-
2	Mr. Paisit Kaenchan	6/6	7/7	6/6	12/12	-
3	Dr. Vichya Krea-ngam <sup>1</sup>	2/6	2/7	1/6	-	-
4	Dr. Pattanant Petchchedchoo <sup>2</sup>	0/6	0/7	-	-	-
5	Dr. Siridech Kumsuprom <sup>3</sup>	0/6	-	0/6	1/12	-
6	Mr. Waiwit Udayachaleam	4/6	-	-	-	15/16
7	Mr. Thaveedej Uyawong	6/6	-	-	-	16/16
8	Mr. Noppadol Mingchinda <sup>4</sup>	0/6	-	-	-	-
9	Mr. Seree Suwanpanont <sup>5</sup>	1/6	1/7	1/6	-	-
10	Prof.Dr. Chaiya Yimwilai <sup>6</sup>	5/6	-	-	-	12/16
11	Mr. Chanachai Joonjiraporn <sup>7</sup>	3/6	-	-	-	-
12	Assoc. Prof. Suchart Laopreeda <sup>8</sup>	5/6	6/7	5/6	6/12	-

### Remark:

- \* 1 Dr. Vichya Krea-ngam was appointment as Independent Director and Audit Committee on 12 July 2019 and The Chairman of Nomination and Remuneration Committee on 11 November 2019.
- \* 2 Dr. Pattanant Petchchedchoo was appointment as Independent Director and Audit Committee on 11 November 2019.
- \* 3 Dr. Siridech Kumsuprom was appointment as Independent Director, The Chairman of Risk Management Committee and Nomination and Remuneration Committee on 11 November 2019.
- \* 4 Mr. Noppadol Mingchinda was resigned from Director (Authorized Director), Executive Director and Chief Financial Officer (Acting) on 1 March 2019.
- \* 5 Mr. Seree Suwanpanont was resigned from Independent Director, Audit Committee and The Chairman of Nomination and Remuneration Committee on 1 May 2019.
- \* 6 Prof.Dr. Chaiya Yimwilai was resigned from Vice of Chairman of the Board of Director and Chairman of Executive Officer on 15 June 2019.
- \* 7 Mr. Chanachai Joonjiraporn was resigned from Director (Authorized Director), Executive Director and Chief Executive Officer on 25 July 2019.
- \* 8 Assoc. Prof. Suchart Laopreeda was resigned from Independent Director, Chairman of Audit Committee, Nomination and Remuneration Committee and Risk Management Committee on 1 September 2019.

### 3. The Company Secretary

The Board of Directors has appointed Mr. Thaveedj Uyawong as the Company Secretary due to his high qualifications and experience. He is also the Secretary to the Board of Directors, with the following roles and responsibilities:

1. To organize the meeting of shareholders and the meeting of the Board of Directors under the law and articles of the Company, as well as related rules and regulations.
2. To establish and maintain the register of directors, notice of meetings and minutes of meetings for the meetings of shareholders and the meeting of the Board of Directors, as well as the Company's annual report.
3. To record all parties involved in related and/or conflicted matters as reported by the directors or the executives of the Company, and to report such records as prescribed under the law.
4. To recommend and report to directors about their roles and responsibilities under the law and relevant rules and regulation.
5. To maintain and arrange for the disclosure of information as stipulated under the rules and regulations of the relevant authorities.

### 4. The selection of directors and executives

The executive director and management team are selected from the Board of Director's meeting with the approval from the Nomination and Remuneration Committee. The criteria for selection are as following:

#### **Components and appointment of members of the Board of Directors**

- 1) The Board of Director comprises at least 5 members with half of the directors having residence in Thailand. The Board of Directors are chosen based on qualifications as stated in article 68 of Public Limited Company Act B.E. 2535 and related announcement of SEC. The Board of Directors also consider the candidates based on related experience to securities business, and will then propose the appointment of the names at the shareholders' meeting
- 2) In every annual shareholder's meeting, one third of the directors have to leave their positions. If the number of directors leaving cannot be exactly divided by one third, the number closest to one third will be used. The directors leaving in the first and second year after listing are drawn by chance. Then, a director who is in the position longest will have to leave the year after that. Directors then can be reelected.
- 3) The shareholders' meeting will appoint directors by majority votes' as follow:
  - 3.1) One shareholder's number of votes is equal to his/her holding shares.
  - 3.2) Each shareholder must use up all his/her number of votes in 3.1 to select 1 person or many persons to be directors but cannot separate the vote to individual candidates.
  - 3.3) Individuals who gain the highest vote respectively are the elected directors as the number required during election time. I the event there are too many candidates of equal votes, the CEO will be one who makes the ultimate decision.

4) In case the director position is vacant for other reasons other than out of its term, the Executive Committee should find a resolution to a qualified person who does not have legally prohibited qualification to replace with three-fourth majority votes. However, the replaced director can be in the position only as long as the term of previous director left except such director's term is left less than 2 months.

5) Shareholders' meeting can have a resolution to withdraw a director before his/her term with the votes of not less than three-fourth of a number of shareholders in the meeting who have a voting right and have total shares of not less than half of the shareholders in the meeting who have a voting right.

### **Selection criteria for independent directors and members of the Audit Committee**

The company selects independent directors and members of the Audit Committee by considering the minimum qualification set by SEC as following:

### **Qualifications of Independent Director**

1. Do not hold more than 1% of the total voting share of the company, the parent company, any subsidiary company, any associated company the Company's major shareholder or controlling entity including the shares held by related persons of such independent Director.

2. Is not nor used to be a director that takes part in the management, employees, advisors who receive regular salary from or controlling entity of the Company, the parent company, any subsidiary company, any associate company, major shareholder of the Company or its controlling entity, except in the case that he or she remains free from the abovementioned characteristics for a period not less than 2 years prior to the appointment. However, the aforementioned restriction shall not include the case where an Independent Director used to be a government official or an advisor to any government agency which is the Company's major shareholder or controlling entity.

3. Do not have nor used to have business relationship with the company, the parent company, any subsidiary company, any associated company, major shareholder or the Company's controlling entity in such a way which could potentially interfere with his or her discretion. Is not and have never been a significant shareholder or the controlling person of any entities who has a business relationship with the Company, the parent company, any subsidiary company, any associated company, major shareholder or the company's controlling entity, except in the case that he or she remains free from the abovementioned characteristics for a period not less than 2 years prior to the date of appointment.

4. Have not been used to provide professional service which includes legal or financial advisory service for compensation value over Baht 2 million a year to the Company, the parent company, any subsidiary company, any associated company, major shareholder or the Company's controlling entity and is not a significant shareholder, the controlling person or partner to such service provider, except in the case that he or she remains free from the abovementioned characteristics for a period not less than 2 years prior to the date of appointment.

5. Is not nor used to be an auditor of the Company, the parent company, any subsidiary company,

associated company, major shareholder or the company's controlling entity and is not a significant shareholder, the controlling person or partner to such audit firm to which the auditor of the Company, the parent company, any subsidiary company, associated company, major shareholder or the company's controlling entity belongs to except in the case that he or she remains free from the abovementioned characteristics for a period of not less than 2 years prior to the appointment.

6. Is not related by blood or by legal registration as a father, mother, spouse, sibling, and child, including as a spouse of a child, of any other director, management person, major shareholder, any controlling person or the person to be nominated for a director or management position or a controlling person of the Company or any of the Company's subsidiary.

7. Is not a director appointed as a representative of the Company, a major shareholder, or the shareholder who is a related person of a major shareholder of the Company.

8. Have not been conducting any business that is similar to and significantly competing with the business of the Company or its subsidiaries nor being a significant partner in a partnership or a director that takes part in the management, an employee, an officer or an advisor who received regular pay from or holding more than 1 percent of total voting share of another company whose business is similar to and significantly competing with the business of the Company or its subsidiaries.

9. Not having any other characteristics that prevent the exertion of independent opinion with regard to the Company's business.

10. A person who is able to perform duties, express opinions or report results of performances based on his duties entrusted by the Board of Directors independently

The company also considers experience, understanding of the business, the ability to give opinions that are useful to the company's operation in addition to the initial qualifications. At least one of the members of the Audit Committee must have expertise in financial accounting.

## 5. Remuneration of Directors and Executive

Name	Position	Remuneration/ Year (Baht)	Allowance / Meeting (Baht)	Total (Baht)
Mom Rajawongse Somlabh Kitiyakara	Chairman of the Board of Director and Independent Director	960,000	120,000	1,080,000
Mr. Paisit Kaenchan	Independent Director	480,000	60,000	772,500
	Audit Committee	-	70,000	
	Nominations and Remuneration Committee	-	45,000	
	Chairman of Risk Management Committee	-	117,500	
Dr. Vichya Krea-ngam <sup>1</sup>	Independent Director	200,000	20,000	250,000
	Audit Committee and	-	20,000	
	Chairman of Nominations and Remuneration Committee	-	10,000	
Dr. Pattanant Petchchedchoo <sup>2</sup>	Independent Director and	18,666.67	-	18,666.67
	Audit Committee	-	-	
Dr. Siridech Kumsuprom <sup>3</sup>	Independent Director	30,666.67	-	40,666.67
	Nominations and Remuneration Committee	-	-	
	Chairman of Risk Management Committee	-	10,000	
Mr. Waiwit Udayachalerm*	Director (Authorized Director) and	-	-	-
	Executive Director	-	-	
Mr. Thaveedeej Uyawong*	Director (Authorized Director)	-	-	-
	Executive Director and	-	-	
	Company Secretary	-	-	
Dr. Noppadol Mingchinda <sup>4</sup>	Director (Authorized Director)	-	-	-
	Executive Director and	-	-	
	Acting Chief Executive Officer	-	-	
Mr. Seree Suwanpanont <sup>5</sup>	Independent Director	120,000	20,000	170,000
	Audit Committee and	-	20,000	
	Chairman of Nominations and Remuneration Committee	-	10,000	
Prof.Dr. Chaiya Yimwilai <sup>6</sup>	Vice Chairman of the Board of Directors	480,000	50,000	820,000
	Acting Chairman of Executive Committee and	140,000	-	
	Chairman of Executive Committee	150,000	-	
Mr. Chanachai Joonjiraporn <sup>7</sup>	Director (Authorized Director)	-	-	-
	Executive Director and	-	-	
	Chief Executive Officer	-	-	
Assoc. Prof. Suchart Laopreeda <sup>8</sup>	Independent Director	320,000	50,000	647,500
	Chairman of Audit Committee	-	180,000	
	Nominations and Remuneration Committee	-	37,500	
	Risk Management Committee	-	60,000	
Total		2,899,333	900,000	3,799,333

Note : \*Directors who are also management executives do not receive remuneration as directors of the Company and allowance per meeting will be paid only to director who attend the meeting.

- <sup>1</sup> Dr. Vichya Krea-ngam as Independent Director and Audit Committee on 12 July 2019 and The Chairman of Nomination and Remuneration Committee on 11 November 2019.
- <sup>2</sup> Dr. Pattanant Petchchedchoo was appointment as Independent Director and Audit Committee on 11 November 2019.
- <sup>3</sup> Dr. Siridech Kumsuprom was appointment as Independent Director, The Chairman of Risk Management Committee and Nomination and Remuneration Committee on 11 November 2019.
- <sup>4</sup> Mr. Noppadol Mingchinda was resigned from Director (Authorized Director), Executive Director and Chief Financial Officer (Acting) on 1 March 2019.
- <sup>5</sup> Mr. Seree Suwanpanont was resigned from Independent Director, Audit Committee and The Chairman of Nomination and Remuneration Committee on 1 May 2019.
- <sup>6</sup> Prof.Dr. Chaiya Yimwilai was resigned from Vice of Chairman of the Board of Director and Chairman of Executive Officer on 15 June 2019.
- <sup>7</sup> Mr. Chanachai Joonjiraporn was resigned from Director (Authorized Director), Executive Director and Chief Executive Officer on 25 July 2019.
- <sup>8</sup> Assoc. Prof. Suchart Laopreeda was resigned from Independent Director, Chairman of Audit Committee, Nomination and Remuneration Committee and Risk Management Committee on 1 September 2019.

The Annual General Meeting of Shareholders year 2019 has set up the remunerations of the Board of Directors and The Sub - Committees as rate following;

Board / Committee	Position	Remunerations (Baht /Month)	Allowance (Baht) Meeting
Board of Directors	Chairman of the Board of Director	80,000	20,000
	Vice Chairman of the Board of Directors	60,000	10,000
	Member of the Board Directors	40,000	10,000
Audit Committee	Chairman of Audit Committee	-	30,000
	Member of Audit Committee	-	10,000
Executive Committee	Chairman of Executive Committee	300,000	-
	Member of Executive Committee	250,000	-
Nomination and Remuneration Committee	Chairman of Nomination and Remuneration	-	10,000
	Member of Nomination and Remuneration	-	7,500
Corporate Governance and Social Responsibility Committee	Chairman of Corporate Governance and Social Responsibility Committee	-	10,000
	Member of Corporate Governance and Social Responsibility Committee	-	7,500
Sub-Committee	Chairman of Committee	-	10,000
	Member of Committee	-	7,500
<b>Bonus :</b> Board for Operating results for the year 2019 at a rate not exceeding 5 percentages of net profit from operations. By assign to the Board of Director is to determine the appropriate amount.			
<b>Other Benefit : None</b>			

Note : Directors who are also management executives do not receive remuneration as directors of the Company.



### The Remuneration of Personnel

The remuneration of personnel for 2019 is as follows :

Salary	134.85	Million Baht
Provident Fund Contribution	4.22	Million Baht
Social Security Contribution	1.57	Million Baht
Marketing Officers' Benefit	<u>11.99</u>	Million Baht
Total	<u>152.63</u>	Million Baht

### Information from Financial Statement as of 31 December 2019

Expenses Related to Personnel	172.77	Million Baht
Remuneration to Directors and Executives	<u>12.61</u>	Million Baht
Total	<u>185.38</u>	Million Baht

## 6. Personnel

As of 31 December 2019, there were 118 executive and officers in the departments following;

Department	Amount (Person)
The Office of Director and Company Secretary	8
Department of Information Technology Department	5
Department of Investment 1	1
Department of Investment 3	5
Department of Compliance and Internal Audit	2
Department of Credit Control	2
Department of Human Resource	3
Department of Administration and Procurement	4
Department of Risk Management	2
Department of Accounting	5
Department of Finance	3
Department of Operation	5
Department of Private Fund Operation	2
Department of Private Fund	3
Department of Bond Trading 1	3
Department of Bond Trading 3	1
Department of Institution Marketing	1
Department of Electronic Marketing (E-Biz)	1
Department of Marketing (Fix Salary)	1

Department	Amount (Person)
Department of Bond Issuer 1	2
Department of Bond Issuer 2	2
Department of Bond Issuer 3	1
Department of Research Securities	5
Department of Bond Dealer	1
Department of Securities Borrowing and Lending (SBL)	3
Department of Investment Banking 1	5
Department of Investment Banking 3	2
Department of Marketing Support	1
Department of Retail Marketing	26
Division of Human Resources and Administration	1
<b>Total</b>	<b>118</b>

### Human Resource Development Policy

The Company has policy to promoting, developing and improving of the management system and human resource development system allowing employee and executive officer to improve skill and knowledge. Including ability to compete and acute response for reorganization. As well as, developing employee to be modern to be in line with the advanced technology and participation in social responsibility.

For the year 2019, The Company encourages employee to training courses both of inside and outside the organization for motivation to apply and create opportunities to define working path that meet the same goal of the Company.



## Corporate Governance

### 1. Policies on Corporate Governance

As the Company is listed on the Stock Exchange of Thailand, the Company acknowledges the significance of corporate governance in order to demonstrate that the Company has efficient management, is transparent and open to review, which will increase confidence in the Company for shareholders, investors and stakeholders. Therefore, corporate governance increases value and supports sustainable growth for the company. The Company has 5 categories of corporate governance according to the guidelines for corporate governance of listed companies as determined by SET, which are rights of the shareholders, equality of treatment to shareholders, role of stakeholders, disclosure and transparency, and responsibilities of the Board.

### 2. Supervision of Business Operation in Subsidiaries Company

The Company has its mechanisms to control the operations of its subsidiaries, to protect the Company's investment as follows:

- 1) Appoint a Company's representative to act as director in subsidiary company; the appointment shall be approved by the Board
- 2) The representative appointed as director in subsidiary companies has duties as follows:
  - 2.1 Get the Company's Board approval prior to a vote on significant matters of the subsidiary.
  - 2.2 Act for the best benefit of that subsidiary company.
  - 2.3 Participate in the significant policy of the subsidiary.
  - 2.4 Oversee the subsidiary company to ensure it discloses accurate and complete Information, such as financial statements, operating results, connected transactions and acquisition & disposition of assets.
  - 2.5 Oversee the subsidiary company to ensure it has appropriate internal control systems.

### 3. Controlling Inside Information

The Company has measures of protection on using inside information for personal gain or for other persons through abusive self-dealing, such as Directors, Executives and Officers involved in compiling financial information before disclosure to the public (i.e. accounting and finance, executive office and audit and compliance departments). The Company (AECS) will be included on the Watched List on every 15<sup>th</sup> of the month following the last month of each quarter, until the date that the Company discloses financial information to the public. Directors, executives and officers shall strictly follow this policy and the Company shall appoint a Committee on Discipline and Punishment in case of such breaches of the rules, regulations and articles of the Company. In addition, the Company has measures to protect acknowledgment of inside information between departments and personnel of the Company as follows:

- The Front Office and Back Office are physically separated from each other.
- The Research department and Investment Banking department are clearly separated from each other to protect marketing officers from knowing vital information before they are disclosed to the public for

personal gain and/or for the gain of customers and/or other persons.

- The Proprietary Investment department is clearly separated from Retail Marketing department.
- The Company actively controls a Watched List, Restricted List and Research List to control inside information.
- The Company allows directors, executives and officers to open securities trading and/or derivatives trading accounts with the Company. Related persons to officers such as spouse and offspring that have not reached the legal age must allow other Securities Companies to disclose trading information and activities to the Company so that the Company can control and prohibit the use of inside information for the gain of officers and/or related persons.

## Guidelines for keeping confidential information and the use of internal information

Employees must not disclose the clients' or potential clients' confidential information except allowed by them or required by laws. Also, they must not use the Company's and clients' internal information for their own or related persons' benefits. In addition, they must not use the information in securities trading recommendation.

## 4. Remuneration of the External Auditor

The Company acknowledges the significance of accurate information in providing confidence for investors and consumers in the financial statements of the Company. In 2019, the Company and its subsidiaries paid the audit fee to the External Auditor and the related parties to the auditor as follows:

Company and Subsidiaries	Auditor	Audit Fee (Baht)	(Non – Audit Fee) (Baht)
AEC Securities Public Company Limited	Mazars Company Limited	1,700,000	None
Subsidiaries : ACE Incorporation Company Limited	Mazars Company Limited	220,000	None
<b>Audit Fee Total</b>		<b>1,720,000</b>	None

**Note :** The Audit fee does not include any other expenses such as travel expenses, fax and photocopy fees, etc. The other expenses are charged based on actual expenses.

## 5. Principles of Corporate Governance

### Rights of shareholders

#### 1) Right to obtain profit sharing in the form of dividends

The Company's dividend policy requires the Board of Directors to consider the dividend payment based on performance. If the Company has profits, it will pay dividends of at least 75 percent of net profits to shareholders. Such payment of dividends requires the resolution of the shareholders.

## 2) Right to attend the Annual General Meeting of Shareholders (AGM)

### Before the meeting date

- The Company delivers the notice of the AGM together with related documents in hard copies and annual report CDs to all shareholders (annual reports in document format also provided upon request), prior to the meeting. The Company assigned the Thailand Securities Depository Co., Ltd., as the Company's Registrar in order to send the invitation to its shareholders by registered mail over 14 days prior to the meeting.
- The Company published notice of the AGM with related documents in both Thai and English language on its website, [www.aecs.com](http://www.aecs.com), under the topic 'Company News, 30 days before the meeting so that shareholders can access such information more conveniently and quickly. Such information are the same as the documents sent to the shareholders.
- In the notice of the AGM, the Company disclosed sufficient information in every agenda to support decision in voting of shareholders.

### On the meeting date

- The Company schedules the date, time and venue of the AGM by concerning the convenience of the shareholders, including the elderly and disabled using wheelchairs. The Company provided adequate staff and technology to facilitate the convenience of the shareholders such as staff with expertise in foreign language to assist foreign shareholders, the preparation of a secondary meeting room, communication systems in the meeting room, safety and security in the meeting room, the review of shareholders' documents as well as provided duty stamps to affix the shareholders' proxy forms and providing a reception for shareholders. The Company did not restrict the right to attend the meeting of the late show-up shareholders.
- The AGM was arranged in compliance to the best practice of the Principles of Good Corporate Governance for Listed Companies as follows:
  1. All the Company's directors and management attended the meeting to explain and answer questions to the shareholders. The Chairman of the Board of Directors as chairman of the meeting welcomed the shareholders and asked the Company Secretary to introduce the members of the Board of Directors, Audit Committee, Executive Directors, the Executives of the Company, the Head of Accounting and Finance and the representatives from the Company's independent auditor. The Company notified a list of directors who had no voting rights in any agendas for the meeting.
  2. Before starting the meeting, the Company announced the proportion of shareholders and grantees of proxy attending the meeting, the counting and voting method. All votes of 'disapprove' and 'abstain' were recorded by the shareholders in the voting sheets provided by the company. Regarding the election of Directors agenda, all shareholders have to submit their voting cards which will be kept as evidence.
  3. The Company conducted the meeting respectively as specified in the notice of the AGM. There was no further or switching agendas other than those specified in the notice.
  4. The Chairman allowed the shareholders full opportunity to express their opinions in the meeting to comment and ask related questions during the end of each agenda before voting or the last agenda which

availed for consideration of other business.

5. The Company provided to the shareholders the transparency of voting rights and separate voting for each agenda so that the shareholders can exercise their rights independently for each agenda. For the agenda on the election of Directors to replace those retired by rotation, the shareholders were able to vote for individual Director by using the voting sheet for every vote cast and all of those sheets were kept for records.

6. The Company conducted and disclosed the vote count on each agenda of the AGM with transparency by specifying number and percentage of all vote casts - approve, disapprove or abstain with representatives from the Company's independent auditor as witness in the votes counting.

#### **After the meeting date**

- The Company disclosed the AGM resolution via the Stock Exchange of Thailand's Electronic Company Information Disclosure system before 09.00 hrs. of the business day after the day of the meeting. For the AGM, the Company also disclosed the number of all vote casts - approve, disapprove and abstain.
- The Company provided AGM minutes containing entire important information; date, beginning and closing time, list of present and absent directors, significant explanation, questions and answers, comment summaries, resolutions of individual agenda with number of all vote casts - approve, disapprove and abstain.
- The Company submitted minutes of AGM in both Thai and English language to the Stock Exchange of Thailand and posted on the Company's website within 14 days after the meeting.

### **3.) Right to receive information**

The Company ensures that its shareholders receive important information such as the Board of Directors and profiles, major shareholder list, annual report, financial statements, as well as other significant events by posting on its website and always keeping such information updated.

#### **Equitable Treatment of Shareholders**

1. Shareholders who cannot attend the meeting themselves are able to grant proxy to others to come to the Meeting and vote on their behalf or the proxy may be granted to the Company's independent directors without any cost on mailing the proxy back or any other costs.

- The shareholders who cannot attend the meeting by themselves are able to grant proxy to others. The Company encourages its shareholders to use the Proxy Form A, B or C (both Thai and English) in which the shareholders can specify comments in the voting, which can be downloaded from the Company's website.
- In the Annual General Meeting of the Shareholders, the Company will provide the Minutes of Meeting to SET and on the Company's website in both Thai and English within 14 days commencing from such meeting.
- In case shareholders who wish to grant proxy to others, the Company will provide the names, profiles and details of the independent directors in the notice sent to the shareholders for the consideration of shareholders who wish to grant proxy.



## 2. Preventive measure against the use of inside information by directors and executive.

The Company set up rules to prevent and report the abusive self-dealing and related party transactions of directors and executives as well as the staff in the related departments. Directors, managing directors and the first four management level executives below the managing director, including the manager of the accounting and finance department with the equivalent position of head director, must disclose the connected transactions of him/herself, spouse and/or minor children and/or close relatives as follows:

- Shareholding in other firm in which the reporter, their spouse, children and/or close relative hold the shares collectively more than 10 percent of the paid-up capital shares with voting right of such firm, must be reported by using the Company's form on 31 January of every year. The report shall be updated to the Company Secretary annually within 15 February of every year.
- Position holding as director or management with controlling power in any other firm by the reporter, their spouse, children and close relative must be reported by using the Company's form on 31 January of every year. The report shall be updated to the Company Secretary annually within 15 February of every year.
- Report without delay if there are any changes of shareholding and/or position holding as director or management of the reporter, their spouse, children and close relative occurring during the year.

The Company has complied with Section 89/16 of the Securities and Exchange Act B.E. 2551, requiring the Company Secretary to submit a copy of the above reports (according to Section 89/14) to the Chairman of the Board of Directors and the Chairman of the Audit Committee within seven business days from the date on which the Company has received such reports, which are used when the Board considers transaction between the Company and its directors or executives. The directors or executives having interest or involvement cannot participate in the decision-making process of such transaction, but may be present at the meeting only to provide additional information only.

## Role of Stakeholders

### 1. Treatment of Stakeholders

The company emphasizes the importance and respects the rights of all stakeholders such as shareholders, customers, employees, suppliers, creditors, competitors, environment and society, etc. All stakeholders mentioned above are well taken care of and treated right according to the related laws or agreement made with the Company. The Company always strengthens the cooperation among all stakeholders in compliance to the related regulations for its optimal performance and sustainable growth detailed as follows:

- **Shareholders** : The Company aims to perform the best to create maximum satisfaction to its shareholders by concerning the growth of its value in the long term including the disclosure of accountable information with transparency.
- **Customers** :The Company aims to fully satisfy their customers with good care and responsibility. New forms of services and channel / choices were developed to serve the customers through accurate and complete information without any distortion and without any breaches of the rules, regulations and articles of external regulators.

Customers' confidential information were kept confidential except on permission or enforced by law to disclose. In addition, complaint receiving system from the customers has been set up which the audit and compliance department will oversee the procedure and guidelines of investigation aiming for immediate best and justified solutions in accordance with the specified period set by SEC.

- **Employees** : Employees are the most valuable and important factors to the Company's success. The Company aims to develop and promote a good working atmosphere and encourage teamwork as well as encourage employees to continuously improve knowledge. The Company is always responsible for maintaining a safe working environment to secure all employees' lives and properties and strictly adhering to comply with labor laws for employment, appointment and transfer of employees which it applies on a moral and merit basis in the consideration process and treats employees fairly and equally, as well as providing suitable compensation.

- **Suppliers** : Business with any suppliers must not bring about any infamous reputation of the Company or against any law, especially regarding breaches of intellectual property, copyright or patents. The Company treats its suppliers according to the framework of honest business competition and concerns the equality in operating business and mutual benefits with suppliers by complying with the fair trading terms and fair selection.

- **Creditors** : The Company has commitment in contract and complies with the terms and conditions set forth in the agreement with creditors in the repayment of principal, interest and collateral custody.

- **Competitors** : The Company promotes fair competition policy without monopoly and follows the related rules set by the regulators particularly regulations concerning the rate of brokerage fee in securities trading and remuneration of marketing staff.

- **Environment and Society** : The Company aims to comply with environmental laws and regulations, effectively provides a safety environment, promotes employees' awareness of environmental protection such as switching off unnecessary lights, shutting down unused electric office appliances during lunch time, using both sides of printing papers, separate recycle trashes as well as allocates some budget for public charity.

- **Human Rights** : The Company ensures that its business is not involved in human rights violations and the Company treats all stakeholders with utmost respect for human rights with an emphasis on non-discrimination on the grounds of race, religion, ethnicity, gender, age, health, social status, class affiliations and political opinions.

## 2. Notice of clues or complaints

The Company provides a channel for all stakeholders to send the notice of complaint to the Company's Compliance and Internal Audit Department at No. 63, Athenee Tower, Floor 17, Unit No. 1701, 1705-1707, Wireless Road, Lumpini, Pathumwan, Bangkok 10330, Tel. 02-836-0161 or to [wiwat.a@aeccs.com](mailto:wiwat.a@aeccs.com) and [patcharanant.t@aeccs.com](mailto:patcharanant.t@aeccs.com) The Compliance and Internal Audit Department will propose to the Audit Committee for consideration and report to the Board of Directors.

### • Disclosure and Transparency

The Company's disclosure policy is to disclose clear, accurate, sufficient and timely information, both financial and non-financial, to all concerns in relation to the rules set by the SET and SEC and with transparency

that is able to be inspected. The Company's information will be disclosed through the Company's annual report and the important information will be disclosed through the SET's electronic system (SCP Portal) and also posted on the Company's website under "Company News" topic. Such information will be updated regularly including the Company's quarterly financial information. Such financial statements are prepared by the Certified Public Accountant who has no relationship whatsoever with the Company and in accordance with the generally accepted accounting standard. Before each disclosure, the financial statement is reviewed and audited by the Company's Audit Committee who is the Company's Independent Director and the Board of Directors.

Besides financial information, other significant non-financial information was also disclosed such as related party transactions, list of top 20 shareholders of each quarter, Board of Directors' and Audit Committee's Charter and other Board's resolutions. In addition, 30 days in advance of the AGM, the AGM documents are disclosed in the Company website in both Thai and English language so that the shareholders are able to study the information before the meeting date. There was also an announcement to allow the minor shareholders to submit the proposal for special agenda and nominate qualified candidates for Directors position in advance to be considered in the AGM. All information disclosed was put in both Thai and English languages and posted on the Company's website and the news was also disclosed on the SET's electronic system to ensure the shareholders of its clear, accurate and sufficiency of the information and to provide sufficient time for them to study the information in each agenda before attending the Meeting by themselves or by granting a proxy to attend the Meeting or to vote on their behalf. Other information which was not able to be put on the Company's website such as remunerations policy as well as types of remunerations was included in the Form 56-1 and the annual report of the Company. The Company has not officially set up an Investor Relations Department as the Company is still considered as relatively small. Nevertheless, shareholders or other investors may reach the Company or contact the executives of the Company by visiting the office of the Company, or contracting through the telephone or by electronic mail.

### **Responsibilities of the Board**

The Company focuses significantly on the role, duties and responsibilities of the Board of Directors as being the one who determines policies and direction of the Company and reveals them to the management who uses them as a direction in operating the Company's businesses towards profit achievement for the benefit of the shareholders. Therefore, the Board's structure and qualifications including the efficiency in carrying out their duties are important factors that the Company are always concerned with. The Company has provided guidelines to Directors and has supported the Directors to attend seminar on the roles, responsibilities and duties of Directors in listed companies organized by the SET and/or other relevant authorities such as the Institute of Directors (IOD), of which all of the Company's directors have attended and completed their course.

#### **1) Structure of the Directors**

The Company concerns the appropriateness of structure of the Directors with respect to the Board's Responsibilities. As for the Board of Directors' structure of 2019, the Company's Board of Directors consisted of 7 members comprising 2 Executive Directors (28.57%), 5 Independent Directors (71.43%), whereby the Chairman of the Board of Directors is not the same person as the Managing Director or the highest management of the Company to assure that the Board can actively perform its duties as shareholders' representative and a balance of power is properly exercised. The Board believes that the Board of Directors' composition is appropriate in terms of number of members compared to the Company's size. The qualifications of the Board especially the Audit Committee members all of which are experts in areas of accounting, finance and law.

The Company has established the Audit Committee, the Executive Committee, the Nominations and Remuneration Committee, and the Risk Management Committee in order to help screen information to facilitate the Board of Directors' decision making or it is able to make its own decision concerning the normal business operations of the Company which is in line with the pre-determined approval authority and along the policies of Company determined by the Board of Directors.

## 2) The Meeting of the Board of Directors

The Company arranges its Board of Directors Meeting and Audit Committee Meeting regularly on a quarterly basis or at least once times in three months. Before the meeting date, the directors will receive the agenda and documents about 3 - 7 days in advance which is a sufficient time for the members to study and prepare for the meetings. The quarterly meeting for the Board of Directors and the Audit Committee is appropriate and sufficient to oversee that the Company's operations has been running successfully.

In addition to approving the minutes of the previous meeting of the Board of Directors, each meeting of the Board of Directors consists of regular agendas, such as:

- Summary of the minutes of the meeting of the Executive Committee which divided into matters for acknowledgement and matters required further approval from the Board of Directors including the report on each department's performance of the previous month which serves as a form of monitoring of the Company's management operations efficiency.
- Summary of the minutes of the meeting of the Audit Committee which consists of the auditing results in terms of compliance to the rules and regulations of the regulators and the Company's ules as well as internal control and various risk done by the Compliance and Internal Audit Department.
- The approval of disclosing and reporting quarterly financial statements, 56-1 Form, F45-3 Form, Annual Report and the notes and descriptions of any 20 percent change in the operation of the Company's business in comparison to the same quarter of the previous year.
- Update the Company's securities holding of Directors and Executives.

The Board of Directors has established the Executive Committee consisting of the Chairman of the Executive Committee, the Executive Director and the top management from the Company's core departments, in order to help screen information to facilitate the Board of Directors' decision-making or it is able to make its own decision concerning the normal business operations of the Company which is in line with the pre-determined approval authority and along the policies of Company determined by the Board of Directors.

## Corporate Social Responsibility (CSR)

The Company operates its business with responsibility for all groups of stakeholders. The Company strives towards this by strictly complying with all applicable laws and regulations. The principles and guidelines consisting of 7 aspects as follows:

### 1. Fair business operation

The Company is committed to doing business in compliance with the law, giving respect to social rules as well as not committing acts that infringe or degrade the rights of the interested individuals.

### 2. Anti-corruption

The Company has policies to fight against corruption of all forms directly and indirectly. The Company implements work reviews, financial reports, internal controls and internal audits to ensure proper control systems, which is enough for the risk of any possible corruption.

### 3. Giving respect to human rights

The Company realizes the importance of humanitarian rights and provides all employees the rights, freedoms and equality in working as well as advancement without discrimination against employee because of position, race, religion, sex, class or political opinions.

### 4. Fair labor treatment

The Company sets wages at a proper level for the Thai industry. It also provides welfare to its employees in different forms and creates a safe working environment.

### 5. Responsibilities to the customer

The Company focuses on good services to ensure the highest satisfaction of the customer, adhering to the fairness of price and quality of service and honesty in negotiation and conclusion of the contract, sincere management of customer complaints as well as any attempt to solve any possible deficiencies in activity or services in order to maintain a permanent relationship with the customer.

### 6. Environmental protection

The Company regularly encourages employees to be environmentally aware.

### 7. Joint development of the community or society

The Company supports social and community activities and encourages and supports employees to be trainers on investment to investors and students.

## Corporate Social Responsibility Operations

### Product design

The Company's products are based on the principle of conducting business fairly and responsibly with the consumers. The Company proposes products relevant to clients' needs and that do not impose unfair trade terms with customers or competitors. The Company will disclose complete, accurate, and fair information about the products without any distortion to clients.

When the Company launches a new product, it will educate clients and investors in order to enhance their knowledge and build confidence in the Company's product.

### **Sources of Funding**

If the Company requires new funds, the policy is to try to procure the cheapest source of funds available and not depend upon just a single source of funds. The Company has a policy to maintain a Net Capital Rule and a Net Capital Ratio (NCR) that are the requirements under the SEC regulations,

### **Operational laws and regulations**

The Company shall strictly abide by all laws and regulations concerning the securities business. The Compliance and Internal Audit Department and Legal Department are responsible for ensuring the Company has effective internal control systems and that the systems are used properly and comply with SEC/SET regulations.

### **Risk Management**

At the heart of the business operation is the question of how to maximize profits while keeping risk at a reasonable level. Under this concept, the Company, who has developed various new financial products, knows that the risk factors must be handled effectively. Therefore, the Company has established a Risk Management Committee as well as other components to see that risk is always balanced with return.

The Company's Risk Management Department is responsible for monitoring all trading positions by systematically calculating Value at Risk (VaR) and also monitoring all the clients' positions by computerized systems. The Company has been able to analytically identify risk and thereby fully realize the full potential of the capital in question. Other innovations by the Company include a variety of standard operational procedures that have been developed to reduce risk in routine operations.

### **Fair treatment to employees**

The Company takes action to ensure that qualified applicants are given equal opportunity to be employed with regards to the required qualification, educational background, experience and other requirements on a non-discriminatory basis regarding gender, age, nationality or religion. The Company ensures fair employment and offers fair career advancement opportunities.

### **Fair competition policy**

The Company practices under the international competition rules, commercial practices, and does not seek competitors' information using fraudulent methods. The Company does not seek any competitors' confidential information in a dishonest or improper manner and does not destroy the reputation of competitors by accusing them without honest and factual data.

### **Anti - Corruption Practices**

The Company's staff must not ask or receive any bribes which can lead to misbehavior or omit to do any duties or cause the Company to lose its benefits. The Company's staff must omit to propose, or give benefit

or assets to third parties to encourage such third parties to do illegal practices or behavior. Our ideology is to run business ethically based on the Best Practice Guidelines for Business Engagement. We hereby declare the intention to adhere to responsibility towards the society and all related parties, and have participated in the “Collective Action Coalition in Anti-corruption Policy enacted by Thai Private Sector” to show our intention and determination to fight against corruption in any form. To ensure that we have an appropriate policy determining responsibilities, practical guidelines and implementation provisions as a tool to prevent corruption from all business activities, our operations are principally based on the currently reigning monarch’s ten royal virtues comprised of ten ways of life : 1.) alms-giving 2.) Morality 3.) Liberality 4.) Honesty 5.) Mildness 6.) Self-restriction 7.) Non-anger 8.) Non-violence 9.) Patience 10.) Non-offensiveness

In order to prudently make a decision on any course of action that could possibly pose fraud and corruption risks. We formulated as principles of conduct a written guideline called “Anti-corruption Policy” to serve as an apparent guideline in performing business and effectively developing to organization of sustainability and require that the Directors, Management Team and all staff, including persons involved in the operations, comply strictly with the Anti-corruption Policy.

In addition, the Company has taken actions to prevent fraud and corruption as follows:

- The Company has communicated the policy to all levels of management and employees to ensure they strictly comply with the policy.
- The Company also provides a channel to inform of violations or corruption and has protective measures for the person who reports the violation or corruption to the Company, by report to Compliance and Internal Audit Department, at Telephone number: 02-836-0160 or Email : Wiwat.a@aecs.com And Patcharanant.t@aecs.com
- The Company will propose to Board of director to review the anti-corruption policy every year.

### **Anti-corruption Policy**

AEC Securities Public Company Limited hereby declares that we do not accept any corruption, covering all transactions conducted by enterprise-wide relevant units. The Directors, Management Team and all staff are required to accept these Anti-corruption measures and prohibited from demanding, committing or accepting every type of corruption both in a direct and indirect manner for organizational, their own or family’s gain, encompassing every business and every related department in every country. Compliance with the Anti-corruption Policy is needed to be reviewed regularly, including with a possible revision of the practical guidelines and implementation provisions in order to accord with business changes, rules and regulations, and statutory requirements.

### **Duties and Responsibilities Involving Combating Corruption**

1) The Board of Directors is responsible for formulating the policy, forming an effective system supporting Anti-corruption act in order to ensure operational compliance with the rules and regulations. The Management Team intensively concerns, emphasizes and cultivates Anti-corruption mindset as the organization’s culture.



2) The Audit Committee is responsible for revision of the financial and accounting system, internal controls and internal audit functions so that such operations are concise, appropriate, modern and effective.

3) The Chief Executive Officer is responsible for putting the Anti-corruption Policy into practice through a required job system, promoting and encouraging Anti-corruption manner conveyed to all staff and related parties. This also includes reconsideration of the job system and measures in order to best adjust with business changes, rules and regulations, and statutory requirements.

4) Directors, executives, and employees are responsible for strictly observing and encouraging the Anti-corruption Policy without either direct or indirect corruption involvement, including whistleblowing or giving information, in order for the policy to achieve successful results.

5) The Compliance and Internal Audit Department is responsible for auditing, assessment, and evaluations in business transactions whether they are accurate and complied with the policy, practical guidelines, approval authority, regulatory practices and laws in order to assure that the operations are proper and the controls are suitable and sufficient for probable risk in corruption. This shall be reported to the Audit Committee.

6) In this Announcement, notification of incidents or reporting in order of chain of command or superiors shall be according to the corporate organizational structure chain of command whereby a director makes notification to the Chairman of the Board, and the Chairman of the Board makes notification to the Board of Directors, in a sequential manner.

### **Practical Guidelines to Combating Corruption**

1) Directors, executives and employees must follow the Anti-corruption Policy and AEC Securities Code of Conduct by avoiding involving with any course of corruption in a direct or indirect manner.

2) Directors, executives and employees shall not neglect or disregard any discovery of an act that falls within AEC Securities related corruption and must notify such act to the supervisors or responsible person, including collaborate with investigation. Any questions or queries are needed to be consulted by the supervisor or a responsible person who monitors AEC Securities Code of Conduct compliance provided in particular channels.

3) AEC Securities shall provide fairness and safeguard staff who denies or informs corruption cases relating to AEC Securities by applying Protection Policy for appellant or persons who incorporate with Anti-corruption information as stated in the Whistleblower Policy.

4) AEC Securities concerns the importance of dissemination, knowledge sharing, and communications with other people who involve or affect the Company so that those parties shall conform effectively to the Anti-Corruption Policy.

5) AEC Securities shall communicate the Anti-corruption measures, whistleblowing channels or complaints to its people through different channels such as director and staff orientations, corporate seminars and training courses, etc., for serious adoption of the measures and to make sure that AEC Securities personnel understand and agree to implement the measures in a serious manner.

6) AEC Securities shall communicate the Anti-corruption measures, whistleblowing channels or complaints to the public, its associated companies, subsidiaries and other companies controlled by AEC Securities (if any), business representatives, and related business partners through different channels such as AEC Securities' website, annual reports, etc., in order to create an understanding and for serious adoption of the measures.

7) Staff shall sign as an acknowledgement of the Anti-corruption measures to affirm their entire acknowledgement, understanding and willing to use the policy in their enterprise-wide performance in a strict manner.

8) AEC Securities put in place a money payment regulation specifying approval authority or limits. Any reimbursement or payment other than in AEC Securities' normal course of business requires documentary proof to prevent inappropriate reimbursements or payments and inappropriate political contributions and to ensure that reimbursement for any charitable cause is not meant for corruption and business support reimbursement is not used as an assertion for corruption.

9) Directors, executives, and employees should not accept or give gifts, entertainment and hospitality activities, and any other expenses that are more than necessary and inappropriate for government officers or persons doing business with AEC Securities. If a gift with value more than customary for a traditional occasion is received, Directors, executives or employees should deny or refuse to accept such gift and must report it to hierarchical supervisors immediately.

10) AEC Securities shall provide internal audits and controls to prevent corruption, covering sales, marketing, purchasing, contracting, human resources management, finance and accounting, data record storage, performance of works, including other internal processes related to the Anti-corruption measures, and shall cause the audits to be conducted regularly in accordance with the audit process established by the Compliance and Internal Audit Department.

11) This Anti-Corruption Policy shall encompass personnel management process from recruitment or selection to remuneration, promotion, training and job performance evaluation.

12) AEC Securities shall provide a risk management to prevent corruption by identifying incidents with a good chance to be from probable corruption from the operations; assessment of risk levels both in terms of chance and possible impact; and regular monitoring of development in risk management to prevent corruption, including review of appropriate risk handling to keep risks at acceptable levels.

13) AEC Securities shall provide internal audits to ensure that the risk management so established would help AEC Securities to attain the set goals, including internal performance audits to ensure compliance with requirements, rules and regulations.

14) AEC Securities shall cause these practices to be documented in accordance with the internal control principles in order to be in alignment with its policy and regulations.

15) The Compliance and Internal Audit Department must provide as an annual meeting agenda for the CEO to report the annual audit results of Anti-corruption measures to the Audit Committee for further proposing to the Board of Directors.

#### **Political Contribution Guidelines**

"Political contributions" means provision of financial or non-financial support to politicians or political parties; non-financial support shall include lending and donation of equipment, free provision of technology services, and promoting and supporting advertisement for a political party and/or encouragement for employees

to participate in political activities on behalf of the company. The Company has primary political contribution guidelines as follows:

- 1) The Company shall not provide financial or supply support to any political party, politicians or political candidates as political contributions according to the definition above, with an objective to wrongfully facilitate business benefits.
- 2) Directors, executives and employees are free to participate in political activities under the provisions of the Constitution, but with no reference of being directors, executives and employees or with any properties, equipment and devices of the Company to be used for any political undertaking. If a political participation is decided, it must be careful not to suggest that any action is done by or on behalf of the Company.
- 3) The Company shall inform directors, executives and employees that it shall not participate or assist in any inappropriate political activities and wrongfully facilitate business benefits.

#### **Charity donation and financial aid guidelines**

Charity donation in the form of financial assistance or others such as knowledge provision or time devotion is allowed as part of a social contribution activity, however to be undertaken strictly in accordance with the charity donation and financial aid guidelines in order to create business publicity and good image to the Company. It can be done with a purpose for business, product brand or Company's reputation; nonetheless, it may have some risk as it is concerned with spending for services or benefits difficult to be evaluated and followed. Therefore, the charity donation and financial aid guidelines must be strictly observed; such donation and aid may cause the Company to risk corruption because such activity is related to spending without tangible benefits and can be used as excuse or way to corruption. To avoid hidden purposes of charity donation and financial aid, the action must be taken with prudence to ensure that such charity donation and financial aid are transparent and complying with the governing laws and the Company's regulations. In any case, the charity donation and financial aid guidelines are as follows:

- 1) The Company's directors, executives and employees who wish to join a charity donation or financial aid, shall submit a document requesting approval for charity donation and financial aid, by specifying the donor's name and/or the recipient's name, and the objective of such donation and aid, along with supporting documents, to the Company's authorized person.
- 2) Those who wish the Company to join charity donation or financial aid shall be responsible for verifying charity organizations, foundations, companies, or stores with which the Company will join the donation or aid prior to submitting it to the authorized person, with the following procedures :
  - 2.1 It is to be ensured that the charity donation or financial aid will not be used as a way to bypass bribery, and that the undertaking thereof is transparent and complying with the governing laws.
  - 2.2 It must be proven that any activities for such charity are really held with undertakings to reach the charity's objective and provide benefits to the society in a concrete way, or to comply with the objective based on the corporate social responsibility.

- 2.3 It must be proven that such activities are meant for charity and financial aid purposes, with no relation to interest to any person or organization, except for honor announcement based on common etiquette.
- 3) If the Company finds or is informed by the authority that corruption occurs in the organization, foundation, company or store to which the Company made donation or financial aid, the Company shall suppress the donation or activity support to such organization or company as soon as it is known.
- 4) Follow-up and verification to ensure that the charity donation or financial aid has not been made for corruption, is part of the compliance procedures.

### **Guidelines for gifts, hospitality and other expenses**

Receiving and giving inappropriate gifts, hospitality and other expenses may lead to corruption risk and open a way to malpractice such as payment of money to be expenses for the Company's directors, executives and employees as bribery; besides, the Company's inappropriate gifts, hospitality or other expenses given to customers may be a practice against the policy of certain customers or trading partners, and cause the Company to lose business opportunity.

The Company is aware of the importance in building good relationships with business alliance so as to bring continual success to the Company, meanwhile to maintain the Company's reputation of running the business with honesty and legality. In any case, the Company's guidelines for gifts, hospitality and other expenses are as follows:

1) The Company's directors, executives and employees are allowed to give or receive gifts, hospitality and other expenses such as a welcoming party or receiving of one from other persons in different occasions according to generally practiced custom, tradition or social manner, with transparency and no hidden purposes. Such giving or receiving shall not create any advantage or profitability through inappropriate acts, or shall not be an obvious or hidden exchange to gain assistance or benefits in return or to cause approval or flexibility in any inappropriate business agreement or decision; and it must be in line with related laws. At all events, any gifts given by the Company shall be in the name of the Company and not personal name, the gifts may be made with the Company's logo or attached with a name card with the Company's logo on it, and they must be proper for the occasion; for example, new year festival, Chinese new year or Songkran, etc. However, the gifts shall not be in the form of cash or cash equivalents such as checks, gift cards or vouchers; except for the form of sale promotion with clearly specified criteria to be practiced in the same way by everyone.

2) The Company's directors, executives and employees shall not demand or receive any gifts, hospitality or other expenses from customers or persons relating to the Company's business in any cases, which can effect on decision making or performing duties with partiality or discomfort or conflicts of interest.

3) The Company's directors, executives and employees shall not receive any unreasonable gifts or compensations owing to duty performance; for instance, in a bidding they shall not receive any gift or hospitality from a bidding or related company.

4) To receive gifts, hospitality or other benefits of over 3,000 Baht or gifts in cash or cash equivalents such as gift cards or vouchers, when in a situation in which one cannot refuse such gifts or benefits as in

a meeting with customers, the receiver may accept such gifts or benefits for the time being and report it to the superior immediately. In any case, the Company shall consider further donating the received articles or gifts to charity as appropriate.

5) To give and receive other benefits such as a reception party, it must be ensured that such reception party is not too often held or in a way of too much spending that an obligation is caused to its organizer whether directly or indirectly.

6) The Company shall publicize to its directors, executives and employees the guidelines for gifts, hospitality and other expenses through an annual meeting and other existing communication systems.

7) The Company shall publicize or inform customers, trading partners or those relating to the Company's business on the policy and guidelines for gifts, hospitality and other expenses through company brochures.

#### **Penalties for breach or non-observance of anti-corruption policy**

1) If a director breaches or does not observe this policy, the Company shall appoint a committee to investigate the truth about such action in no time. However, the investigating committee shall compose of all the independent directors of the Company. If in an investigation, there is a director who has breached or has not observed the policy in it, it is forbidden for that independent director to be a member of the investigating committee. In case where it is proven that a director has really breached or has really not observed the policy, the investigating committee shall consider a penalty as based on evidence, facts and circumstances as the case may be, and report the result and penalty to the Company's Board of Directors (excluding the breaching director) for further consideration. At all events, if such breach or non-observance of anti-corruption policy is an illegal act, a legal penalty as prescribed by the law shall also be applied.

2) If a director or employee of the Company commits a breach or non-observance of this policy, they shall be subject to a disciplinary penalty; the punishing method will depend on the facts and circumstances. At all events, if such breach or non-observance of anti-corruption policy is an illegal act, a legal penalty as prescribed by the law shall also be applied along with consideration of employment termination. However, the Company has no policy to decrease positions, punish or bring negative effects to employees who deny corruption even though such act causes the Company the lose business opportunity.

3) The Company uses all the internal communication systems to publicize the penalties if the anti-corruption policy is not observed and the awareness of the policy has no negative effects to employees denying corruption even though such act causes the Company the lose business opportunity.

4) The Company builds the awareness to general employees in terms of anti-corruption policy observance by an employee or several; for example, a eulogy or an award.

#### **Informant protection mechanism**

In order to assure informants or appellant, the Company prioritizes data collection, whistleblowing or complaint to be confidential, and has specified the process of receiving the matter and investigating in writing. Such complaint will be acknowledged only by a group of assigned and associated people. If such confidentiality is disclosed, the Company shall detect the disclosing person and execute a penalty to such person. Besides, it is considered as a duty of the superior or the head of the informant or appellant's unit

to use his discretion to execute suitable order for the protection of the informant or appellant, witnesses and those giving information for investigation in order for them not to be endangered or disturbed with any injustice due to whistleblowing, complaint, attestation or information, however to be in line with the policy to protect and give fair treatment to the employees informing or complaining about corruption or non-compliance with the laws, regulations, rules and the Company's code of conduct.

#### **Implementation of measures by the Company and related persons**

1) The Company shall inform and support subsidiaries, associated companies or other companies under its authorization (if any) on the implementation of anti-corruption measure.

2) It is forbidden for the Company's directors, executives and employees to hire any agent or business intermediary for the purpose of corruption.

3) The Company shall arrange for purchase of products and services with fairness and transparency, and conduct an evaluation to select sellers, service providers, as well as contractors in accordance with the procurement regulations in a strict manner. At all events, the Company shall inform sellers, service providers, and contractors on the present anti-corruption policy and measures.

4) The Company reserves the right to cancel any procurement if it appears that any sellers, service providers, and contractors commit corruption or bribery.

#### **Publicity of anti-corruption policy**

1) The Company shall post a notice about its anti-corruption policy in an observable space for everyone in the organization to acknowledge.

2) The Company shall disseminate the anti-corruption policy through its communication channels such as website or pamphlets, to the public.

3) The Company shall communicate the anti-corruption policy and its penalties in case of non-observance, including the whistleblowing or complaining channel in the Company through several methods such as new employees' orientation program, annual seminar and training, or BOD meeting, in order to seriously implement the policy and ensure that the Company has the human resources with sufficient skills for policy execution.

#### **Internal control and report**

1) The Company has an internal control system to undertake its tasks with suitability and efficiency, including compliance with the laws and related governmental regulations. In order to reduce the risk of corruption, an internal monitoring system is executed to reasonably ensure that the existing internal control system enables the Company to achieve its goal.

2) The Company specifies the Compliance and Internal Audit Department to prepare a monitoring plan at least once a year; such plan will be approved by the Audit Committee with consideration based on the risk of corruption.

3) The Company shall maintain the internal control system to be effective against corruption, which includes an inter-balance and audit in terms of accounting and finance, data collection and other related business procedures.

4) The Company specifies the process to report audit results and urgent issues as follows:

- 4.1 The Compliance and Internal Audit Department shall report audit results and issues on a yearly basis minimally to the Audit Committee and parallelly to the Chief Executive Officer.
- 4.2 After having reported the audit result, the Compliance and Internal Audit Department shall discuss the internal control result with the department administrator, the Chief Executive Officer, and the chairman of the Audit Committee, to find a suitable method of internal control.
- 4.3 If an urgent issue is found, the Compliance and Internal Audit Department shall directly inform the chairman of the Audit Committee immediately.
- 4.4 The Audit Committee shall report the audit result to the Company's Board of Directors.

### **Data collection**

- 1) The Company has a policy to comply with the standard, principle and governing laws in regard to accounting and financial reporting.
- 2) All types of expense must be supported with documents, approved according to the authorization; and the Company's data collection and storage must comply with the related laws and regulations.
- 3) The Company does not permit recording of false, illegitimate, incomplete and incorrect information or window dressing. Also, no extra-budgetary account shall be made to support or conceal inappropriate payments.

### **Human resource management**

This anti-corruption policy shall cover the process of human resource management, from personnel recruitment, promotion, training, performance evaluation and remuneration; the Company prescribes that the superior of all levels shall communicate and create understanding with the employees under their responsibility about the policy, and effectively supervise the observance to the policy as follows:

#### **1) Employment:**

The Company has specified the types and qualifications for recruitment; applicants with specified qualifications must never have a background of misconduct or omitting of duty performance or abuse of function for undue benefits by corruption of any forms; the procedure to recruit an employee is the following:

- Applicants shall submit the application form with supporting evidence as specified by the Company, to the Human Resource Department.
- The Human Resource Department considers the primary qualifications and joins the administrator of the unit requesting the employment in carrying out a knowledge and ability test as appropriate.
- Once the Company has made an employment agreement with any person to work in any position, it shall be deemed that such person is the Company's employee to receive the wage as specified in the agreement or the employee registration as the hiring rate is based on knowledge, skill, experience and the competitiveness in the labor market.

#### **2) Performance evaluation**

The Company conducts the employees' performance evaluation in the 2 phases as follows:

- Probationary performance evaluation: new employees must work for the probationary period



of 120 days counting from the beginning date of working.

- Annual performance evaluation : to create common understanding towards the working goal and the employees' efficiency improvement in the past year, including an assessment of working behavior, especially that indicating non-performance or omission of performance or abuse of power in seeking undue benefits by corruption in any forms.

## **Training and communication**

### **1) Board of Directors**

The Company shall present information on the anti-corruption policy to all the directors for acknowledgement, and conduct an orientation to new directors in regard to anti-corruption matter.

### **2) Employees**

All the new employees shall receive a copy of the anti-corruption policy and training on the policy and measure of anti-corruption, as well as the penalties in case of non-observance in the orientation program for new employees.

All the current employees shall read, study, and sign to acknowledge the anti-corruption policy, in order to ensure that they know and understand the Company's policy against corruption. Besides, they can learn of the updated policy and information in the Company's website as the Company will inform the employees on any significant change of information. All employees shall constantly receive training regarding anti-corruption, so that they are aware of such policy and in particular different forms of corruption, the risk of taking part in corruption and the reporting method in case of finding or suspecting corruption, as well as the penalties in case of non-observance of the present policy.

## **Measure for whistleblowing and complaining**

The Company provides a measure for whistleblowing and complaining on violation of laws and codes of conduct, behaviors of corruption risk or misconduct of any person in the organization, including employees and other interested persons, such action as well as false financial reporting or defective internal control system. The Company must have a protection mechanism for informants or appellants so that the interested persons can be part of the surveillance of the Company's benefits with better efficiency.

### **Matters of whistleblowing and complaining:**

- Violation of laws or the Company's regulations, depravity or misconduct of employees and directors;
- Abnormality of financial reporting;
- Defective internal control system;
- Matters with impacts on the Company's interest.

### **Channels for whistleblowing or complaining**

The Company offers an opportunity for interested persons to communicate with the directors and

to be protected of their right for whistleblowing or complaining on any issue, with communication channels through the Company's Audit Committee to undertake the process as specified by the Company and further report to the Company's Board of Directors. At all events, the communication channels are the following:

- Via postal mails, to be addressed to the Chairman of the Audit Committee,  
AEC Securities Public Company Limited, 63 Athenee Tower 17<sup>th</sup> Fl., Unit no.1701,1705-1707,  
Witthayu Rd., Lumpini, Pathumwan, Bangkok 10330;
- Via email, to be sent to [Wiwat.a@aeccs.com](mailto:Wiwat.a@aeccs.com) And [Pacharanant.t@aeccs.com](mailto:Pacharanant.t@aeccs.com)



## Internal Control and Risk Management

### 1. Internal Control

#### Summary of Internal Control

AEC Securities Public Company Limited understands the importance of internal control in order to protect against potential loss and risks that may arise against the Company and stakeholders. Executives and officers must follow these guidelines:

- Assist and support the internal control process to create a good working relationship and understanding of the roles between executives and officers
- Assist and support all departments to have self-control and internal control according to the Committee of Sponsoring Organizations of the Tread way Commission (COSO) of which there are 5 (five) categories:
  1. Internal Environment
  2. Risk Management
  3. Control of Operations of Management Executives
  4. Communication and Information Systems
  5. Tracking and Review System

#### Internal Environment

AEC Securities Public Company Limited has a policy of efficient self-control and regulation, internal control and risk management, which the Audit Committee, Risk Management Sub-Committee and Management Executives constantly review. Such policies include financial control and control of operations according to the law and regulations, and to constantly develop such policies and procedures.

The Company promotes directors, executives and officers to understand the necessity of internal control systems, where the Board of Directors supervises and sets clear guidelines for the Company to follow and to allow efficient management. Professional codes of conduct and ethics are instilled in the principles prescribed in the Compliance Manual to prohibit management executives and officers from engaging in conflicts of interests with the Company and to punish those who breach such duties.

Corporate structure also supports efficient and effective management to reach the goals of the Company, where the Board of Directors provides policies for the Company and the Executive Committee provides management direction and operations for the management executives. Furthermore, the Company has an audit and compliance department, and a risk management and control department, to efficiently and effectively regulate and control the internal environment and potential risks. Such guidelines are provided in writing to protect against corruption issues. Nomination of qualified personnel by considering knowledge, experience and qualifications to meet each job description, where each job requires different roles and responsibilities, is essential to the Company, its business and its corporate culture. Orientation of new personnel is important so that new personnel understand the vision and mission of the Company. The control of each department is controlled by the heads of each department, who creates a check and balance system for all types of business that the Company is engaged in.

## Risk Management

AEC Securities Public Company Limited has clear objectives that coincide with the visions, missions and Strategies of the Company. Such objectives are at a satisfactory level to allow for efficient and effective management, as well as at an acceptable rate of risk. Stress scenarios are used to prepare against possible negative scenarios and to evaluate potential damage and loss that may occur. The Company constantly develops and prepares against stress scenarios under careful risk management.

The Company has a policy of risk management and is constantly evaluating internal and external risks that may affect the Company, as well as establishing measures to review causes of risk factors and measures to decrease such risks under the management and control of the Executive Committee. Such measures are communicated to all the departments of the Company to prepare against any potential risks in protection against potential damage and/or loss. Audit and review of the internal environment to ensure that operations of each department are proceeding as planned by the risk management and control plan, especially regarding the Net Capital Rule (NCR) for Credit Balance accounts and proprietary trading accounts of the Company.

Risk Management Department work together with related department to determine how to respond for the risk in the acceptable level. By selecting the appropriate response to deal with the probability and effect, which comparing the cost and benefits including monitoring and review of the measures in response to the risk according the regulatory, Monitor operation of the company in accordance with related regulatory to reduce the risk of the business and maintaining in the event of a crash occurs. Establish a committee investigation that includes federal agency to find out the facts and solutions to prevent such errors.

## Control of Operations of Management Executives

The Company has established and separated the scope of roles and responsibilities, as well as the authorization limit, of management executives and committees at each level. Issues such as recording information, accounting information and communication information are separated from each other to allow for checks and balances. In case the Company engages in related party transactions or acquisition and disposition of assets, the Company has provided written regulations where related parties must disclose to the Company as soon as possible and such related parties shall not be involved or vote on that transaction. Such information shall also be disclosed to public with the interests of the Company and shareholders regarded as highest.

## Information and Communication

The Company has established clear, accurate and efficient information and communication systems throughout the Company to aid quick reactions and decision-making. Information are separated from each other to allow for clear and concise understanding, increasing efficiency and effectiveness in process, coupled with developing personnel to understand their roles further in providing information to customers, investors, business partners and related persons. The Company has established policies to secure and protect information and communication as follows:

- Segregation of duties to support checks and balances of personnel in the Company to reduce infrastructure risk.

- Creating physical security for computers and server rooms in case of emergencies from fire, electricity failure and temperature malfunction.
- Establishing information and network security to restrict unauthorized persons from knowing and modifying computer information.
- Creating change management in information systems management in the Company so information systems are constantly developing to facilitate users, which will reduce integrity risks.
- Establishing backup and information technology continuity plan so information systems can work continuously and effectively, reducing availability risks.
- Creating continuous computer operation for increased accuracy, continuity and efficiency.
- Establishing control and management of IT outsourcing for efficient and effective management of outsourcing, thus controlling risks in the process.

### Tracking and Review System

The Company has created steps, procedure and tools to assist and support management executives and various sub-committees to track and review operations to ensure efficiency in operations and internal control. The track and review system allows for the Company to adapt to changing situations and problems to be easily fixed. The Company has established a report system where business and operations are reported quarterly or monthly, depending on the situation, to assess the impacts and loss towards the Company. Through evaluating the reports, the Company is able to reassess the procedure, operations and efficiency of risk management methods. Such reports are carried out by the audit and compliance department and the risk management and control department, including reviews by an external auditor and the Board of Directors according to the Committee of Sponsoring Organizations of the Tread way Commission (COSO), to increase confidence that the Company has an internal control mechanism that can fulfill the objectives of the Company

## 2. Report of Audit Committee

The Board of Directors of AEC Securities Public Company Limited has appointed 3 Independent Directors as the Audit Committee including (1) Mr. Paisit Kaenchan; (2) Dr. Vichya Krea-ngam and 3) Dr. Pattanant Petchchedchoo, with Mr. Paisit Kaenchan Chairman of the Audit Committee and Head of Internal Audit and Compliance Department as the secretary to the Audit Committee. Each committee member has sufficient qualifications and experiences to carry out a review on the creditability of financial statements. The committee members are not advisor, executive director, worker or employee of the Company and have full qualifications as determined by the Securities and Exchange Commission.

The Audit Committee has independently performed its duties in the scope of authority prescribed in the Charter of the Audit Committee with cooperation from all related parties. The Committee is aware of the importance of internal control, risk management and good corporate governance to ensure that the Company has effective internal controls, manages risks in an appropriate and acceptable level, and reports accurate and reliable financial statements.

Throughout the year 2019, the Audit Committee held a total of 7 meetings, attended by all committee members as following;

1. Mr. Paisit Kaenchan <sup>1</sup>	Attendance Meeting	7/7	Time
2. Dr. Vichya Krea-ngam <sup>2</sup>	Attendance Meeting	2/7	Time
3. Dr. Pattanant Petchchedchoo <sup>3</sup>	Attendance Meeting	0/7	Time

Remark: <sup>1</sup> Appointment as a Chairman of Audit Committee on 11 November 2019

<sup>2</sup> Appointment as an Audit Committee on 12 July 2019

<sup>3</sup> Appointment as an Audit Committee on 11 November 2019

The Committee's main activities are summarized as follows:

(1) Review of quarterly and annual financial statements: The Committee reviewed the Company's quarterly and annual financial statements before proposing to the Board of Directors to ensure that the Company's financial statements were in conformity with accounting standards under the generally accepted accounting principles; the information in the financial statements was timely, accurately and sufficiently disclosed; and the preparation of the financial statements was improved based on observations of the auditor. The Audit Committee agreed with the external auditor that the Company's financial statements were in conformity with accounting standards under the generally accepted accounting principles and the information in the financial statements was timely, accurately and sufficiently disclosed.

(2) Selection and appointment of the auditor: The Committee considered choosing the external auditor by taking in consideration the independence of the auditor and also determined appropriate audit fees. It also proposed to the Board of Directors the appointment of a well-qualified certified public accountant as the Company's auditor. It endorsed the appointment of Mazars Company Limited as the Company's external auditor in 2019.

(3) Consideration on related matters and conflict of interest: The Committee reviewed compliance and accurate and complete information disclosure as stipulated by applicable laws.

(4) Consideration on the report on performance of the external legal office: The Committee reviewed compliance of the legal office's performance with the Company's policy.

(5) Regulating the regulatory and audit department: The Committee reviewed the annual audit plan which was mainly based on awareness of possible risks that may affect the Company's financial statements and operations and other issues possibly affecting the operations. The Committee acknowledged the report on the regulatory and audit department's quarterly performance to consider and propose guidelines for improvement and correction and monitoring the improvement based on the observations.

In summary, the Audit Committee performed its duties and responsibilities in the scope and authority stated in the Charter of the Audit Committee. The Committee's opinion is that preparation and disclosure of the Company's financial information are accurate, reliable and in accordance with the requirements of the regulatory agencies. In addition, the Company commands adequate and effective risk management, and suitable and sufficient internal audit. The Committee found no significant errors affecting the Company's financial status and then reported the full results to the Board of Directors.



### 3. Summary of the Opinions of the Board of Directors of AEC Securities Public Company Limited on Internal Control and Environment

The Board of Directors considers that the internal control of the Company is satisfactory and appropriate, which protects the assets of the Company against unauthorized use and abuse of power by management executives. The Company has not had any issues on internal control and the external auditor has not raised any issues on internal control of the Company. The Company has also established guidelines for internal control according to the Committee of Sponsoring Organizations of the Tread way Commission (COSO), which has been considered and approved by the Board of Directors.

The Audit Committee agrees with the Board of Directors.

### 4. Head of Compliance and Internal Audit of the Company

Details of the Head of Compliance and Internal Audit of the Company as follows:

Name	Mr. Wiwat Angsupipat
Position	Executive Vice President
Education	Master Degree – Business Administration, Kasetsart University Bachelor Degree – Business Administration, Assumption University
Experience	AEC Securities PCL. Executive Vice President Apr. 2016 - Present Merchant Partners Asset Vice President Sep. 2015 - Apr. 2016 Management Co.,Ld Apple wealth Securities Senior Vice President Aug. 2014 - Aug. 2015 PCL.
Related trainings	Course of Regulatory Practice (ASCO Compliance Training Program) Which Organized by Association of Thai Securities Companies, The Stock Exchange of Thailand and The Securities and Exchange Commission <ul style="list-style-type: none"> <li>• Expectations of SEC in supervising a securities business</li> <li>• Regulation regarding an issuance and offering of debt instruments</li> <li>• Regulation and new practice in E-KYC</li> <li>• Issue which obtained from investigating a securities company by SEC &amp; SET</li> <li>• Progress in amending of Anti-Money laundering law</li> <li>• Act of Electronic transaction in Thailand</li> <li>• Knowledge in Bankruptcy law and progress of data linkage with The Legal Execution Department</li> </ul>
Duty and Responsibility	<ul style="list-style-type: none"> <li>• Control and responsibility on auditing results accordance with the plan and objective are determinate, which is conformity with policy of the Company. Reporting on operation of the department to supervisor and management.</li> <li>• Consultant comments and recommend on the internal control and system development to be effective and adapt to changing business environments.</li> </ul>



	<p>Including to legal compliance regulations of the Company along with ethics of member companies</p> <ul style="list-style-type: none"> <li>• Consulting and training and evaluate the performance of employee in the department.</li> </ul>
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The Audit Committee has considered the head of compliance and Internal Audit of the Company as knowledgeable, experienced and qualified for the position.

Appointment, dismissal and transfer of the head of internal control and compliance of the Company require approval from the Audit Committee.



## Report of The Audit Committee.

Board of Directors of AEC Securities Public Co., Ltd., appointed 3 Independent Directors to be the Audit Committee consisting of (1) Mr. Paisit Kaenchan; (2) Dr. Vichya Krea-ngam and (3) Dr. Pattanant Petchchedchoo, with Mr. Paisit Kaenchan holding the position of the Chairman of the Audit Committee and Head of Compliance and Internal Audit Department performing duty as the Secretary. Each Director of the Audit Committee is a qualified and experienced person sufficiently enough to perform duty in verifying the reliability of the financial statements and is not the Advisor, of the Executive Director, employees or staff of the company and fully qualified as prescribed by Office of Securities Exchange and Stock Exchange of Thailand.

The Audit Committee has performed their duties independently in accordance with the scope of their duties defined under the Audit Committee Charter and received co-operations from all related parties. The Audit Committee has been aware of the importance of the internal controls, risk management and good corporate governance in order to make the company having good internal controls, risk management in the appropriate and acceptable level and the financial report being correct and reliable.

During the year 2019, the Audit Committee held 7 periodical meetings, attended by all committee members as following;

1. Mr. Paisit Kaenchan <sup>1</sup>	Attendance Meeting	7/7	Time
2. Dr. Vichya Krea-ngam <sup>2</sup>	Attendance Meeting	2/7	Time
3. Dr. Pattanant Petchchedchoo <sup>3</sup>	Attendance Meeting	0/7	Time

Remark : <sup>1</sup> Appointment as a Chairman of Audit Committee on 11 November 2019

<sup>2</sup> Appointment as an Audit Committee on 12 July 2019

<sup>3</sup> Appointment as an Audit Committee on 11 November 2019

The duty performances of the Audit Committee consisted of the important issues as follows:

1. Verifying quarterly and annual financial statements which, in this respect, the Audit Committee had verified the company's quarterly and annual financial statements first before submitting them onto the company Board of Directors in order to ensure that the company's financial statements had been executed in compliance with the generally acceptable accounting standard including the disclosure of the data in the financial statements accurately, sufficiently and in a timely manner including taking the observations of the auditor for use in the improvements on the preparations of the company's financial statements. In this respect, the Audit Committee was of the view in alignment with the auditor that the company's financial statements were executed in compliance with the generally acceptable accounting standard and that the disclosure of data in financial statements was accurately and sufficiently made in a timely manner as prescribed.

2. Selecting and nominating the auditor for appointment which, in this respect, the Audit Committee had taken into their considerations on the nomination of the auditor by making considerations on the independency of the auditor and fixing the suitable audit considerations including the nomination for the appointment of the public certified accountant having suitable qualifications to be the company's auditor, to the company Board of Directors for approval which, in this connection, Mazars Company Limited, was appointed the company's auditor for 2019 in continuation from last year.

3. Making considerations on related transactions and conflict of interest to ensure the execution compliance and disclosure of data, properly and fully, as prescribed by law.

4. Making considerations on the performance report of the external legal office in order to ensure the execution compliance with the policy prescribed by the company.

5. Monitoring controls over the works of the Compliance and Internal Audit Department which, in this connection, the Audit Committee conducted the verification on the annual audit plan which had been defined on the base of the awareness of the risk which could possibly occur and affect the financial statements and the company's operations as the key principle and thoroughly cover the other issues which could affect the operations. The Audit Committee had been aware of the report on the performance of the Compliance and Internal Audit Department which was made on a quarterly basis for considerations and proposal of guidelines on the improvements including causing to have the follow-ups for the improvements on matters as observed.

In conclusion, the Audit Committee had performed their duties in accordance with the scope of their power and accountabilities prescribed under the Audit Committee Charter. In addition, the Audit Committee was of the opinions that the preparation of and data disclosure on the company's financial statements was properly made and considered to be reliable and that the relevant executions were made in compliances with various requirements of the regulatory units. Risk management was suitably and efficiently handled; internal control was well systemized and sufficient without any significantly erroneous transactions being discovered that would adversely affect the company's financial condition and that all such matters were completely and fully reported to the company Board of Directors.



(Mr. Paisit Kaenchan)

*Chairman of Audit Committee*

## Connected Transactions

### 1. Connected Transactions between the Company and related persons in 2019 - 2017

Related Person	Relationship	Transaction	Value (Thousand Baht)			Necessity and reasons
			2019	2018	2017	
1. Thai Rent A Car Co., Ltd.	Mom Rajawongse Somlabbh Kitiyakara, Director of the Company as a Director in Thai Rent A Car Co., Ltd. (Mom Rajawongse Somlabbh Kitiyakara has resigned from Thai Rent A Car on 27 August 2017 )	- Car rental	-	-	39	Thai Rent A Car Co., Ltd. is service provider of car rental of the company. The service fee is under general trading terms. <u>Tendency of future transactions</u> Such transactions may occur in the future under general trading terms. If it appears that the service provider offers the best service fee and terms are most beneficial to the company.
2. ACE Incorporation Co.,Ltd. ("Subsidiary")	The Company is a major shareholder of the subsidiary of 99.60 % as of 31 December 2019	- The Company has a load s to the subsidiary for operating on business.	105,000	13,003	-	Loads transaction have arisen in the ordinary course of business and were conclude on commercial terms and bases agreed upon between the Company and those related parties. <u>Tendency of future transactions</u> Such transactions may occur in the future under interest rate condition that can be compared with the transactions with those related parties due to the ordinary course of business.
3. O Mobile Co.,Ltd. ("Subsidiary")	The Company is a shareholder of the subsidiary of 25 % as of 31 December 2019	- The Company has a load s to the subsidiary for operating on business.	40,000	-	-	Investments in associate have arisen in the ordinary course of business and were concluding on commercial terms. <u>Tendency of future transactions</u> Such transactions may occur in the future under interest rate condition that can be compared with the transactions with those related parties due to the ordinary course of business.

Noted: \* The value from separated financial statement and it is that auditor note on noted to the financial statements No.32.3

## 2. Measures or approval process for connected transactions

The Board of Directors had considered the above connected transactions and agreed that they were for the highest benefits of the company and were normal businesses. For similar transactions in the future, the Board of Directors stated that if they are the company's normal transactions which are transactions of brokerage, securities dealing, investment advisory, and securities underwriting such as the approval of securities trading credit line as in the company's regulations, the company can process by following the approval procedure and report to Audit Committee or the Board of Directors for acknowledgement.

For connected transactions that are not normal business transactions, there must be a presentation of details, transactions, relationship, appropriateness, and expert opinions from the third person such as auditor, property valuer, independent engineer, or legal office (if any) to the Audit Committee and the Board of Directors for consideration, then submit to the shareholders' meeting for approval before actually making the transactions.

Nonetheless, directors who will be affected by the transactions are not allowed to approve the transactions and have to reveal relationship with the counter party to the company.

## 3. Policies and tendency of connected transactions

The Board of Directors, with the opinion of the Audit Committee, will consider policies of connected transactions and reasons of such transaction by considering conditions of price setting and conditions of transactions as normal business. However, related persons will not participate in the approval consideration. The Board of Directors to be complies with the laws of securities and exchange, regulations, notifications, and SET's regulations. This includes the cooperation in information disclosure about connected transactions and the acquisition or sale of important asset of the company or subsidiary company and in accordance with accounting standard set by Institute of Certified Accountants and Auditors of Thailand in case there are connected transactions taking place with individuals who may have conflicts of interest, impacts, or future conflicts of interest. The company will assign the Audit Committee to give opinions about necessity and appropriateness of such transactions whether they are complied with normal business conduct and compare the price setting with the outsiders. In case the Audit Committee does not have expertise in consideration of possible connected transactions, the Company will find independent expertise or the company's auditors to give opinions about such transactions to increment the decision making of the Board of Directors or shareholders. However, the company will disclose connected transactions in note to financial statement audited by the auditor.

## Management Discussion and Analysis

### Operational analysis and financial condition

#### (1.) Analysis on the Company's Operating Performance:

Overview of the operation and factors on the significant changes in the accounting period of 2019

AEC Securities Public Company Limited, a no.38 member of the Stock Exchange of Thailand, has been granted to operate a complete securities business under the securities business license type A and the derivatives business license type S-1 with its core businesses as securities and derivatives brokerage. The Company, moreover, operates businesses in accordance with the license granted, such as securities trading, investment banking, underwriting, securities borrowing and lending, and private fund management. The Company's main sources of revenue are from service fees and returns from financial instruments. In the year 2019, the securities brokerage revenue decreased due to the partial disposition of the retail brokerage business, derivatives brokerage business and 9 office branches to UOB Kay Hian (Thailand) Public Company Limited and Country Group Securities Public Company Limited in December 2018.

After entering into the aforementioned disposal of assets transaction, the company not only continue its retail securities and derivatives brokerage business operations, but also expanding its business into new financial innovations, including Artificial Intelligence (AI) Digital Asset and investment with other business partners, to develop new revenue stream and promote sustainable growth.

For the year 2019, investment conditions and competition in the securities business industry remained intense, especially in terms of competing to be a market leader and competing with new comers of the industry. However, the Company has committed to enhance and maintain its ability to compete as well as diversified itself in order to increase revenue streams. To do so, the Company reduced the proportion of revenue from brokerage fees and increased the proportion of revenue from other businesses, such as service fees, returns on investment, debentures trading, and innovative investment business expansion. Moreover, the Company has increased its investment in subsidiaries and associates to promote sustainable growth of its operating performance and become a stronger organisation.

For the fiscal year 2019, the Company and its subsidiaries had a total revenue of 256.82 million baht, decreasing by 398.42 million baht or 60.81 percent from 655.24 million baht. During 2019, the Company and its subsidiaries generated lower revenue mainly due to the decrease in commissions and interest revenue from margin loans as some of the Company's assets in relation to securities and derivatives brokerage businesses were disposed in December 2018.

The revenue sources of the Company and its subsidiaries consist of commissions, service fees, interest revenue from margin loans, returns from financial instruments, and other revenue. The detail of revenue breakdown by sources is enclosed below:

(Unit : Million Baht)

Revenues	2019		2018	
	Amount	Percent	Amount	Percent
Brokerage fee	52.11	20.29	428.49	65.39
Fee and service income	84.94	33.07	104.17	15.90
Interest on margin loans	4.82	1.88	19.96	3.05
Gain and return on financial instruments	106.60	41.51	67.48	10.30
Other income	8.35	3.25	35.14	5.36
<b>Total Revenue</b>	<b>256.82</b>	<b>100.00</b>	<b>655.24</b>	<b>100.00</b>

The total expenses decreased by 217.32 million baht or 29.28 percent from 742.14 million baht in 2018 to 524.82 million baht in 2019 mainly due to the decrease in employee benefit expenses, fees and service expenses, financial costs, and other expenses, where other expenses decreased due to lower expenses in terms of buildings, premises and equipment from the disposition of the Company's assets.

During 2019, the Company and its subsidiaries made a total loss of 303.40 million baht, increased by 164.23 million baht or 118.01 percent, compared with the same period of 2018, which had a total loss of 139.17 million baht.

In conclusion, the Company and its subsidiaries's consolidated operating performance resulted in higher gross profit margin from 75.58 percent in the year 2018 to 78.30 percent in the year 2019, decreased net profit margin from (13.12) percent in the year 2018 to (104.37) percent in the year 2019, decreased return on equity from (8.54) percent in the year 2018 to (31.15) percent in the year 2019, increased return on investment from 5.51 percent in the year 2018 to 10.62 percent in the year 2019, decreased return on assets from (3.46) percent in the year 2018 to (15.82) percent in the year 2019, and the asset turnover of 0.26 in the year 2018 and 0.15 in the year 2019.

## **Total revenues for the fiscal year 2019 decreased when compared with the fiscal year 2018**

### **Brokerage Fee**

Brokerage Fee decreased from 428.49 million baht in the year 2018 to 52.11 million baht in the year 2019, or decreased by 376.38 million baht or 87.84 percent as a result of lower commissions from securities trading by 297.93 million baht or 87.77 percent, while the commissions from derivatives trading decreased by 78.46 million baht or 88.10 percent.

The proportion of commissions over the total revenue decreased from 65.39 percent in the year 2018 to 20.29 percent in the year 2019 due to the disposition of the Company's assets in December 2018.

### **Fee and service income**

In the year 2019, fee and service income decreased by 19.23 million baht or 18.46 percent from 104.17 million baht in the year 2018 to 84.94 million baht mainly due to lower securities underwriting reve-





nue by 14.33 million baht or 22.58 percent, lower bill of exchange underwriting and trading revenue by 5.71 million baht or 57.39 percent, lower commissions from mutual funds brokerage business by 1.75 million baht or 33.02 percent, and lower other service fees by 4.06 million baht or 50.69 percent, while the revenue from investment consultancy increased by 6.62 million baht or 37.92 percent.

The proportion of service fees over the total revenue increased from 15.90 percent in the year 2018 to 33.07 percent in the year 2019.

### **Interest on margin loans**

During 2019, interest on margin loans decreased by 15.14 million baht or 75.85 percent from 19.96 million baht in the year 2018 to 4.82 million baht due to less transactions on margin trading business.

### **Gain and return on financial instruments**

Gain and returns on financial instruments increased by 39.12 million baht or 57.97 percent from 67.48 million baht in the year 2018 to 106.60 million baht in the year 2019 due to the increase in realised gain on investment by 43.42 million baht, while the interest and dividend revenue decreased by 4.30 million baht.

The proportion of returns from financial instruments over the total revenue increased from 10.30 percent in the year 2018 to 41.51 percent in the year 2019.

### **Other Income**

Other income, comprising benefits allocated from the Clearing Fund, benefits allocated from the Derivatives' Clearing Fund, and penalties from default payment, has a total value, in the year 2019, of 8.35 million baht, decreased by 26.79 million baht or 76.24 percent from 35.14 million baht in the year 2018, mainly due to the disposition of the Company's assets in December 2018.

## **Total expenses in the fiscal year 2019 decreased when compared with the fiscal year 2018**

### **Employee Benefits Expenses**

Employees' benefit expenses, in the year 2019, decreased to 172.77 million baht from 387.37 million baht in the year 2018, or decreased by 214.60 million baht or 55.40 percent, which was directly related to the value of the securities and derivatives trading transactions.

### **Fee and Service Expenses**

Fees and Service Expenses decreased by 71.87 million baht or 67.01 percent from 107.25 million baht in the year 2018 to 35.38 million baht in the year 2019 due to the decrease in the transaction volume of derivatives brokerage business, Prop Trade account, and underwriting fees.

### **Impairment of Investment**

In the year 2019, the Company recorded loss on impairment of investments in private sector debentures for 139.90 million baht.

### Share of loss of investment in associate

In the year 2019, the Company recorded loss sharing on investment in associates for 4.48 million baht.

### Financial Costs

Financial costs of the Company decreased by 25.63 million baht or 58.04 percent from 44.16 million baht in the year 2018 to 18.53 million baht in the year 2019 due to the decrease in deposits from clients and less value of debentures.

### Other Expenses

Other expenses, including premises and equipment expenses, entertainment expenses, data services fees, lease line and internet services fees, bank charges, fuel expenses, messengers expenses, advertising and public relation expenses, other fees, audit fees, attorney fees, specific business taxes, etc. has a total value of 153.75 million baht in the year 2019, decreased by 49.57 million baht or 24.38 percent when compared with 203.32 million baht in the year 2018, mainly due to the decrease in premises and equipment expenses as the Company disposed its assets in December 2018.

### Income Taxes

There was no income taxes in the fiscal year 2019 as the Company and its subsidiaries made losses. However, there was a deferred income tax from the reversal of temporary differences at a total amount of 0.04 million baht, which was reported as income tax expenses.

The income taxes on other comprehensive income, such as deferred income taxes arising from unrealised losses on investments in available-for-sale securities, was equal to 8.84 million baht, and was recorded as deferred income taxes.

## (2) Analysis on the Company's Financial Position

### Overview of the Company's Financial Position as of 31 December 2019

As of 31 December 2019, the Company and its subsidiaries has total assets of 1,316.99 million baht, decreased by 755.20 million baht or 36.44 percent from the year-end 2018 total assets of 2,072.19 million baht. The key assets of the Company comprised accounts receivable on securities and derivatives business at the amount of 101.83 million baht, decreased from 320.79 million baht, building improvements & equipment and intangible assets at the amount of 65.20 million baht, decreased from 80.82 million baht. The aforementioned decrease in assets was mainly as a result of the disposition of the Company's assets in December 2018 and the decrease in investment from 1,346.18 million baht to 661.79 million baht.

As of 31 December 2019, the Company and its subsidiaries has total liabilities of 533.17 million baht, decreased by 601.73 million baht or 53.02 percent from the year-end 2018 total liabilities of 1,134.90 million baht. The key liabilities of the Company consisted of securities sold under repurchase agreement, which decreased from 639.90 million baht to 360.86 million baht, accounts payable on securities and derivatives business, which decreased from 209.48 million baht to 83.38 million baht, and issued debentures & other

loans, which decreased from 104.15 million baht to 29.71 million baht.

Debt to equity ratio decreased from 1.21 times in the year 2018 to 0.68 times in the year 2019 due to the decrease in the securities sold under repurchase agreement by 279.04 million baht, the decrease in accounts payable on securities and derivatives business by 126.10 million baht, and the decrease in issued debentures & other loans by 74.44 million baht.

As of 31 December 2019, the Company's financial liquidity remained strong with the net capital of 111.85 million baht or equal to Net Liquid Capital Rule (NCR) of 65.79 percent of the total general liabilities and collaterals, which was higher than the SEC's minimum requirement of 7 percent of the total general liabilities and collaterals.

In conclusion, the Company was deemed to be a strong securities company with firmed financial position and enough liquidity for business operation.

**Total assets as of 31 December 2019 decreased when compared with the amount as of 31 December 2018**

#### **Cash & Cash Equivalents**

Cash & cash equivalents increased by 11.53 million baht or 24.24 percent from 47.57 million baht in the year 2018 to 59.10 million baht in the year 2019.

#### **Receivable from Clearing House and brokers**

As of 31 December 2019, Receivable from Clearing House and brokers was 45.85 million baht, decreased by 34.17 million baht or 42.70 percent from 80.02 million baht at the year-end 2018. Accounts receivable on clearing house are the net balance of receivables on the clearing house caused by the settlement of securities and derivatives trading transactions and the money deposited as collateral with the clearing house for derivatives transactions, and will change according to the securities trading value at the end of period.

#### **Securities and Derivatives Business Receivables**

As of 31 December 2019, the net Securities and Derivatives Business Receivables was 101.83 million baht, decreased by 218.96 million baht or 68.26 percent from 320.79 million baht at the year-end 2018, mainly due to the decline in cash balance securities trade receivable by 174.43 million baht.

The Company takes into account the risk from doubtful accounts or bad debts by evaluating the financial position of each debtor. The assessment includes consideration procedures to acquire good quality clients, assigning appropriated trading credit line for each client, assessing risk and value of the collateral, tracking clients for timely payment, and creating an allowance for doubtful accounts when the collaterals are insufficient and/or there is a chance that the debtor is incapable of making principal and interest payment.

Regarding the allowance of doubtful accounts policy, the Company will create an allowance of doubtful accounts when the collaterals are insufficient and/or there is a chance that the debtor is incapable of making principal and interest payment by comparing the amount of debt to the collaterals. Whenever the collateral value is less than the debt value, the Company will create an allowance of doubtful accounts for the debt value that exceeds the value of the collaterals. The Company is in compliance with the requirements of the Securities and Exchange Commission, Notification No. KorThor. 33/2543 dated 25 August 2000 and Kor.

Thor.5/2544 dated 15 February 2001 regarding NPL accounting for securities companies.

Moreover, as of 31 December 2019, the Company has a total allowance of doubtful accounts of 86.56 million baht.

### Investments

The net investments as of 31 December 2019 was 661.79 million baht, decreased by 684.39 million baht or 50.84 percent from 1,346.18 million baht at the year-end 2018, mainly due to a decrease in trading securities by 340.28 million baht, which breakdown into a decrease in equities by 17.98 million baht as there was no outstanding share value at the end of 2019 and a decrease in private sector debentures by 322.30 million baht, which was in accordance with debentures trading condition.

Available-for-sale investments decreased by 31.32 million baht due to an allowance of the market demand listed securities investment's value adjustment.

Held-to-maturities investments decreased by 266.20 million baht, which breakdown into a decrease in private sector debentures by 236.40 million baht, comprising 96.49 million baht repayments and 139.90 million baht reserves, and a decrease in fixed deposit by 29.80 million baht.

General investment decreased by 46.59 million baht due to the reclassification from general investment into investments in subsidiaries

### Premises Improvement and Equipment

Premises Improvement and Equipment are cost less accumulated depreciation and allowance for impairment of assets (if any). Depreciation of building improvement and equipment is calculated based on cost of assets by the straight-line method.

As of 31 December 2019, building improvement and equipment, such as computers, office equipment and office fixtures, was 42.67 million baht, decreased by 24.45 million baht or 36.43 percent from 67.12 million baht at the year-end 2018 due to the write-off of building improvement and equipment from returning part of the office rental space.

### Other Assets

Other assets of the Company and its subsidiaries include deposits, contributions for clearing funds, securities deposit, prepaid expenses, accrued interest, accrued income, other accounts receivable, etc. As of 31 December 2019, the consolidated other assets was 111.05 million baht, decreased by 24.67 million baht or 18.18 percent from 135.72 million baht at the year-end 2018, mainly due to lower amount of deposits, which are the deposit for stocks purchasing and general investments, by 26.97 million baht.

### Total liabilities as of 31 December 2019 decreased when compared with the amount as of 31 December 2018 Securities sold under repurchase agreements

As of 31 December 2019, the Company and its subsidiaries have private sector debentures sold

under repurchase agreement with 3 months maturity at a total amount of 360.86 million baht, decreased by 279.04 million baht or 43.61 percent from 639.90 million baht at the year-end 2018.

### Payable to Clearing House and brokers

As of 31 December 2019, the Company's accounts payable to clearing house and brokers was 2.74 million baht, decreased by 99.00 million baht or 97.31 percent from 101.74 million baht at the year-end 2018. The amount will change in accordance with the securities trading value at the end of period.

### Securities and derivatives business payables

As of 31 December 2019, Securities and derivatives business payables was 83.38 million baht, decreased by 126.10 million baht or 60.20 percent from 209.48 million baht at the year-end 2018, mainly due to lower cash balance securities trade payable by 125.24 million baht.

### Liabilities under finance lease agreements

The Company has entered into financial lease agreements with several domestic leasing companies at a total amount of 5.98 million baht in order to rent vehicles for business operation. The lease terms are 4 years with monthly payments, and ending in April 2023.

### Debt issued and other borrowings

As of 31 December 2019, issued debentures and other loans was 29.71 million baht, decreased by 74.44 million baht or 71.47 percent from 104.15 million baht at the year-end 2018 due to the maturity of the bill of exchanges.

(Unit: Million Baht)

#### Consolidated and Separate Financial Statements

31 December 2019				
The maturity dates of debt				
Interest rate	Within 1 year	1 - 5 years	Over 5 years	Total
(percent)				
Bills of exchanges	3.50	29.71	-	29.71
Total		29.71	-	29.71

(Unit: Million Baht)

#### Consolidated and Separate Financial Statements

31 December 2018				
The maturity dates of debt				
Interest rate	Within 1 year	1 - 5 years	Over 5 years	Total
(percent)				
Bills of exchanges	3.50 – 5.50	104.15	-	104.15
Total		104.15	-	104.15

As of 31 December 2019, the Company and its subsidiaries have a total other liabilities of 43.69 million baht, decreased by 20.49 million baht or 31.93 percent from 64.18 million baht at the year-end 2018, mainly due to accrued employees expenses, such as marketing officer and investment advisor compensation, fees in accordance with the marketing compensation rule set out by the authorities for those licensed persons to pay on a variable basis and a fixed basis based on business volume, supplier payable, and other expenses, including accrued interest, accrued commissions, accrued entertainment expenses, accrued accounting audit fees, etc.

### **Shareholders' equity as of 31 December 2019 decreased when compared with the amount as of 31 December 2018**

As of 31 December 2019, the Company and its subsidiaries have a total shareholders' equity of 783.82 million baht, decreased by 153.47 million baht or 16.37 percent from 937.29 million baht at the year-end 2018.

### **Company's Liquidity and Investment Sufficiency**

#### **Liquidity**

In the year 2019, the Company and its subsidiaries have a net increasing in cash & cash equivalents at the amount of 0.36 million baht and cash from the merging of businesses under common control at the amount of 11.16 million baht. The detail of cash flow activities is as follows:

	(Unit: Million Baht)	
	<b>2019</b>	<b>2018</b>
Cash flows from operating activities	17.96	340.02
Cash flows from investing activities	59.85	(203.64)
Cash flows from financing activities	(77.45)	(186.70)
Net increase (decrease) in cash & cash equivalents	0.36	(50.32)

#### **Cash flows from operating activities**

In the year 2019, the Company and its subsidiaries have a net cash inflow from operating activities of 17.96 million baht, with the operating loss prior to changes in operating assets and operating liabilities at the amount of 129.89 million baht. Moreover, there was a decrease in the changes in operating assets by 641.07 million baht and a decrease in the changes in operating liabilities by 537.67 million baht. Interest expenses were 21.66 million baht, interest & dividend incomes were 66.56 million baht, income tax expenses were 2.70 million baht, and cash received from income tax was 2.25 million baht.

#### **Cash Flows from Investing Activities**

In the year 2019, the Company and its subsidiaries had a net cash outflow from investing activities of 59.86 million baht, comprising cash outflow for held-to-maturity investments at 80 million baht, loans to unrelated parties at 76.50 million baht, purchase of building improvement & equipment and intangible assets at 4.71 million baht, investment in associates at 14.70 million baht, cash inflow from sale of held-to-maturity

investments at 176.30 million baht, cash receipt from loans to unrelated parties at 58.83 million baht, and cash receipt from sale of building improvement & equipment at 0.64 million baht.

### Cash Flows from Financing Activities

In the year 2019, the Company and its subsidiaries had a net cash outflow from financing activities of 77.45 million baht, mainly due to the repayment of bill of exchanges at the amount of 85 million baht, repayment of financial lease at the amount of 2.45 million baht, and cash receipt from bill of exchanges at 10 million baht.

However, to ensure the liquidity of the Company, an additional criteria, which is the ability to maintain the Net Liquid Capital Rule (NCR), has to be met in accordance with the regulations of the Securities and Exchange Commission (SEC). The Company has a policy to maintain its NCR over 25 million baht and its NCR ratio over 7 percent of the total general liabilities and collaterals, whereas the aforementioned numbers are the minimum requirement of SEC. During the past 2 years (2018-2019), the Company was capable of securing its NCR to exceed 7 percent, which means that the Company had sufficient liquidity to conduct business. The Company's NCR during the year 2018 and 2019 were 36.74 percent and 65.79 respectively. The NCR ratio will change according to various factors, such as trading volume, investment amount, amount of bonds and debentures, and firm commitment underwriting, etc.

### Source of funding

As of 31 December 2019, the Company and its subsidiaries had a total liabilities of 533.17 million baht and a total shareholders' equity of 783.82 million baht. The Company and its subsidiaries had the debt-to-equity ratio of 1.21 times and 0.68 times in the year 2018 and 2019 respectively. The key liabilities of the Company and its subsidiaries were securities sold under repurchase agreements, accounts payable on securities and derivatives business, and issued debentures and other loans. In the case where accounts payable on securities and derivatives business has not been taken into account when calculating the debt-to-equity ratio, the Company and its subsidiaries' debt-to-equity ratio would be 0.99 times and 0.57 times in the year 2018 and 2019 respectively.

### Provisions

The Company will recognize provisions when the obligation from the past events has occurred, and there is a certain possibility that the Company will lose its economic resources in order to settle the obligation, and the Company can reliably estimate the value of the obligation.

The Company has contingent liabilities and lawsuits obligation as follows:

#### 1. Litigation relating to a client's share transfer:

On 7 July 2016, the Company was sued as a co-defendant (fourth defendant) in a case relating to a client's share transfer, with the plaintiff seeking the return of the securities or payment of compensation. The amount in dispute is approximately 38 million baht (it cannot be determined what portion of this amount in dispute belongs to the Company, since there are 4 co-defendants). The Company's lawyer has considered



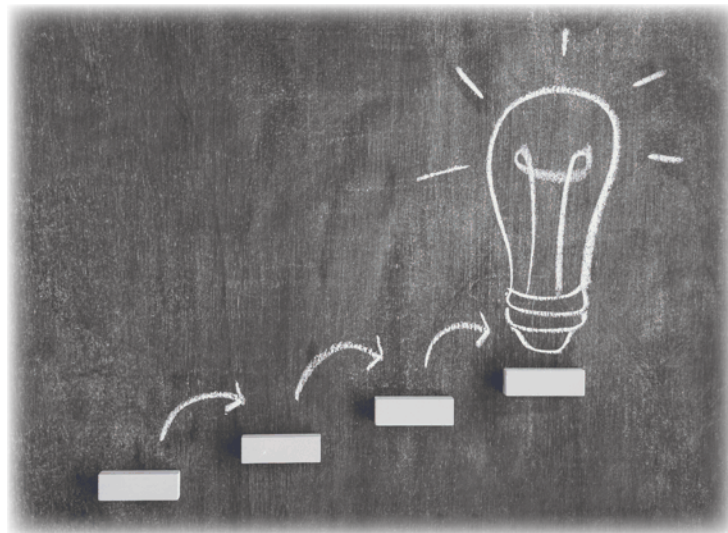
the case and believes that the Company has evidence to refute the allegations. The case is being considered by the Court of First Instance, which has yet to issue a final judgment, meaning that the outcome cannot yet be determined. The Company's management believes that they will not suffer losses. The Company therefore has not yet recorded any entries in the accounts for the contingent liabilities from this litigation.

## 2. Case against the Company

On 15 August 2017, the Company was sued as a co-defendant (second defendant) for offenses relating to the voiding of a purchase and sales transaction, alleging that the agreement to purchase and sell shares between the plaintiff and the first defendant is void and holding that the Company is jointly liable for the return of funds to the plaintiff.

The Court of First Instance judges the plaintiff to win the case. The contractual parties shall return to its original state, and the second defendant is jointly liable with the defendant number 3, 4, 6 to pay back principle plus interest to the plaintiff at a total amount of 110.49 million baht.

The Company appealed the verdict on the issue of the plaintiff's prescription expiration, the transfer of shares is not void, the Company does not have any involvement or legal relations with the plaintiff, and even if the act of transferring shares has lost, but it does not cause the share trading transaction to lose as well. It is likely that the Court of Appeal will dismiss the case by dismissing the plaintiff. The case is in the trial by the Court of Appeals.



## Factors Affecting Future Performance

The year 2019 was a year of volatile global stock market. The SET Index opened at 1,563.88 points at the beginning of the year, raised to its peak at the level of 1,748.15 points in July, then continuously plunged down and led to a closing price of 1,579.84 points at the end of the year. A total return of the Thai stock market was +1.02% YTD. For the year 2020, the Thai stock market would fluctuate in a broad range. We estimated the target of the SET Index to be in a range of 1,469.4 - 1,671.1 points, which the result was based on the assumptions of PER at 14.5-16.5 times, the growth of listed companies' operating performance at 8.5% YoY, and the growth of Thai economy (GDP) at 2.5-3.0% YoY. The direction of Thai economy is likely to be growing at a similar rate to that of 2019 due to the fact that the consideration of the Budget Act of 2020 will benefit both the government sector and the private sector. However, Thai economy would still be risky from 1) domestic consumption as household debt accelerated, and this year drought is likely to be severe; 2) the slowdown of the global economy has a negative impact on Thai export sector; 3) geopolitics risk from the US-China trade war, Brexit, and the conflict between the US and Iran.

The securities business in the year 2020 is expected be highly competitive in terms of the securities brokerage business. Given that there are currently 39 securities companies, the price competition is inevitable. In order to survive under the liberalization of commissions, each securities company should be prepared to secure their relationship with existing customers and tap in a new group of customers to expand its customer base by enhancing its service quality in terms of investment advices and research reports, offering new innovative products, such as 1) Automatic Stock Trading services using Artificial Intelligence (AI) technology, which acts like a human brain that is adaptive based on different events and circumstances; 2) Securities Borrowing and Lending (SBL) service; 3) Single-Stock Futures (Block Trade) service, in which a securities company will become a counterparty of its customers when trading a single-stock futures, as well as generate income through other businesses, such as investment banking, private fund management, etc. in order to reduce the risk of highly dependency on a single revenue stream from the securities brokerage business, which, as a result, will lead to an opportunity for the company to achieve a better operating performance without over-reliant on the securities brokerage business.

## Independent Auditor's Report

To the Shareholders of AEC Securities Public Company Limited and its subsidiaries

### Opinion

I have audited the accompanying consolidated financial statements of AEC Securities Public Company Limited and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at 31 December 2019, and the related consolidated statement of comprehensive income, changes in shareholder's equity and cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies, and have also audited the separate financial statements of AEC Securities Public Company Limited for the same period.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AEC Securities Public Company Limited and its subsidiaries and of AEC Securities Public Company Limited as at 31 December 2019, their financial performances and cash flows for the year then ended in accordance with Thai Financial Reporting Standards.

### Basis for Opinion

I conducted my audit in accordance with Thai Standards on Auditing. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the financial statements section of my report. I am independent of the Group and the Company in accordance with the Code of Ethics for Professional Accountants as issued by the Federation of Accounting Profession as relevant to my audit of the financial statements, and I have fulfilled my other ethical responsibilities in accordance with the Code. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

### Emphasis of Matters

I draw attention to Note 31.1.1 to the financial statements. The Company was sued as a co-defendant in a case relating to a client's share transfer. The case is being considered by the Court of First Instance, which has yet to issue a final judgement, meaning that the outcome cannot be determined at this time. The Company therefore has not yet recorded any entries in the accounts. My conclusion is not modified in respect of this matter.

### Key Audit Matters

Key audit matters are those matters that, in my professional judgement, were of most significance in my audit of the consolidated and separate financial statements of the current period. These matters were addressed in the context of my audit of the consolidated and separate financial statements as a whole, and in forming my opinion thereon, and I do not provide a separate opinion on these matters.

I have fulfilled the responsibilities described in the Auditor's Responsibilities for the Audit of the financial statements section of my report, including in relation to these matters. Accordingly, my audit included the performance of procedures designed to respond to my assessment of the risks of material misstatement of the financial statements. The results of my audit procedures, including the procedures performed to address the

matters below, provide the basis for my audit opinion on the accompanying financial statements as a whole. Key audit matters and how audit procedures respond for each matter are described below.

### **Recognition of revenue from fees and service income**

The Group's revenue mainly consisted of fees and service income amounting to Baht 84.94 million, representing 32.32 percent of the Group's total revenue. Such revenues are included securities underwriting and investment advisory because the fees charged to customers are calculated based on various rates which indicated in service contracts, and the accounting records have impacted on the occurrence, completeness and accuracy of this transaction.

I performed audit procedures on the occurrence, completeness and accuracy of fees and service income as follows:

- Understood of the processes in respect of the revenue recognition on fees and service income including the systems and controls implemented.
- Performed substantive testing as follows:
  - Recalculated, on a sample basis, the fees and service income and examined supporting evidence related to transactions during the period, prior and post period whether the fees and service income are occurrence and have been accurately and completely recognised.
  - Performed substantive analytical procedures relating to the fees and service income

### **Recognition of revenue from brokerage fees**

The Company's revenue mainly consisted of brokerage fees amounting to Baht 428 million, representing 65 percent of the Company's total revenue. The Company charges brokerage fees at percentages of trading volume or contract type, which are freely negotiated, and based on a sliding scale fee structure. Because of the size and volume of transactions, the large number of customers, the fees charged to customers being dependent on various factors, and the recognition of revenue from brokerage fees relying primarily on data processed by information systems, I considered the measurement and occurrence of brokerage fees as key audit matter.

The audit procedures I performed were to assess and test, on a sampling basis, the Company's internal controls relevant to the recognition of revenue from brokerage fees, including computer-based controls relevant to the calculation of brokerage fees. I also tested, on a sampling basis, the brokerage rates, the calculation and the account recording. In addition, I performed analytical procedures on brokerage fees and examined, on a sampling basis, material accounting adjustments made through journal vouchers.

### **Related party transactions**

Referring to note 32 of the financial statements, the Group has several significant related party transactions which were loans to related parties and investments in subsidiaries. As a result, there is a risk in recognition, appropriateness and recoverability of the related party transactions. In addition, necessary related party disclosures of information to understand the nature and effect of the various related party relationships and transactions may be inadequate. Therefore, this is a focus area in my audit.

I performed audit procedures on the appropriateness, recoverability and disclosure of the related party

transactions as follows:

- Understand and assess the Group's controls to identify, recognize and disclose related party transactions and to assess the appropriateness of the transactions' recognition and the adequacy of the disclosure of the related party transactions.
- Examine the appropriateness of evidence that the Group uses to consider debt repayment ability and guarantees. I also examined the approvals of the loans and investments.
- Understand, discuss and evaluate with management about the reasonableness of assumptions used to develop subsidiaries' business plans, including examination of minutes of meetings in relation to subsidiaries.

### **Responsibilities of Management and Those Charged with Governance for the Consolidated and Separate Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated and separate financial statements in accordance with Thai Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Group's and the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group and the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's and the Company's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Consolidated and Separate Financial Statements**

My objectives are to obtain reasonable assurance about whether the consolidated and separate financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Thai Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated and separate financial statements.

As part of an audit in accordance with Thai Standards on Auditing, I exercise professional judgement and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's and the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's and the Company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the consolidated and separate financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Group and the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. I am responsible for the direction, supervision and performance of the group audit. I remain solely responsible for my audit opinion.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, I determine those matters that were of most significance in the audit of the consolidated and separate financial statements of the current period and are therefore the key audit matters. I describe these matters in my auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, I determine that a matter should not be communicated in my report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

**Wannawat Hemachayart**

**Certified Public Accountant (Thailand) No. 7049**

**Mazars Limited**

**Bangkok**

**28 February 2020**

## Statement of financial position

## AEC Securities Public Company Limited and its subsidiaries

## Statement of financial position

As at 31 December 2019

	Note	Consolidated financial statements		Separate financial statements	
		Baht		Baht	
		31 December 2019	31 December 2018	31 December 2019	31 December 2018
<b>Assets</b>					
Cash and cash equivalents	6	59,098,540	47,573,986	50,884,805	45,410,576
Receivables from Clearing House and brokers	7	45,851,170	80,021,771	45,851,170	80,021,771
Securities and derivatives business receivables	8	101,829,158	320,789,566	101,829,158	320,789,566
Investments	9	661,793,564	1,346,176,435	638,974,549	1,346,176,435
Loans to related companies	32	-	-	145,000,000	13,003,178
Loan to third parties	10	236,044,218	43,975,827	-	40,172,808
Investment in associate	11, 32	10,472,539	254,717	15,000,000	300,000
Investment in a subsidiaries	11	-	-	50,996,000	996,000
Premises improvement and equipment	12	42,665,498	67,121,802	41,003,287	67,121,802
Intangible assets	13	22,530,351	13,698,015	7,996,627	13,698,015
Deferred tax assets	30	25,655,019	16,857,451	25,655,019	16,857,451
Other assets	14	111,048,201	135,723,035	79,485,413	127,723,035
<b>Total assets</b>		<b>1,316,988,258</b>	<b>2,072,192,605</b>	<b>1,202,676,028</b>	<b>2,072,270,637</b>



## Statement of financial position (Continued)

AEC Securities Public Company Limited and its subsidiaries

Statement of financial position (continued)

As at 31 December 2019

		Consolidated financial statements		Separate financial statements	
		Baht		Baht	
	Note	31 December 2019	31 December 2018	31 December 2019	31 December 2018
<b>Liabilities and shareholders' equity</b>					
<b>Liabilities</b>					
Securities sold under repurchase agreements	16	360,858,792	639,898,088	360,858,792	639,898,088
Payables to Clearing House and brokers		2,735,854	101,743,744	2,735,854	101,743,744
Securities and derivatives business payables	17	83,382,162	209,476,387	83,382,162	209,476,387
Liabilities under finance lease agreements	18	5,975,543	8,424,249	5,975,543	8,424,249
Debt issued and other borrowings	19	29,712,743	104,154,131	29,712,743	104,154,131
Provision for long-term employee benefits	20	6,816,764	7,029,685	6,816,764	7,029,685
Other liabilities	21	43,688,096	64,175,857	30,629,522	64,085,257
<b>Total liabilities</b>		<b>533,169,954</b>	<b>1,134,902,141</b>	<b>520,111,380</b>	<b>1,134,811,541</b>
<b>Shareholders' equity</b>					
Share capital					
Issued and paid-up share capital	22	1,224,249,008	1,224,249,008	1,224,249,008	1,224,249,008
Share premium		85,227,681	85,227,681	85,227,681	85,227,681
Retained earnings (deficit)					
Appropriated - statutory reserve	23	17,207,886	17,207,886	17,207,886	17,207,886
Unappropriated (deficit)		(565,464,094)	(327,591,544)	(546,953,259)	(327,419,421)
Other components of shareholders' equity		(97,166,668)	(61,806,058)	(97,166,668)	(61,806,058)
Equity attributable to owners of the company		664,053,813	937,286,973	682,564,648	937,459,096
Non-controlling interest from business combination under common control					
		149,925,630	-	-	-
Non-controlling interest		(30,161,139)	3,491	-	-
<b>Total shareholders' equity</b>		<b>783,818,304</b>	<b>937,290,464</b>	<b>682,564,648</b>	<b>937,459,096</b>
<b>Total liabilities and shareholders' equity</b>		<b>1,316,988,258</b>	<b>2,072,192,605</b>	<b>1,202,676,028</b>	<b>2,072,270,637</b>

## Statement of comprehensive income

AEC Securities Public Company Limited and its subsidiaries

## Statement of comprehensive income

For the year ended 31 December 2019

	Note	Consolidated financial statements		Separate financial statements	
		Baht		Baht	
		2019	2018	2019	2018
<b>Profit and loss:</b>					
<b>Revenues</b>					
Brokerage fees	26	52,105,428	428,489,280	52,105,428	428,489,280
Fees and service income	27	84,939,122	104,174,091	84,939,122	104,174,091
Interest on margin loans		4,822,027	19,955,151	4,822,027	19,955,151
Gain and return on financial instruments		106,602,100	67,481,392	103,715,118	67,497,441
Other incomes		8,352,677	35,139,022	5,874,959	35,139,022
<b>Total revenues</b>		<b>256,821,354</b>	<b>655,238,936</b>	<b>251,456,654</b>	<b>655,254,985</b>
<b>Expenses</b>					
Employee benefit expenses		172,771,310	387,365,568	152,139,022	387,365,568
Fee and service expenses		35,380,212	107,254,589	35,180,212	107,254,589
Impairment on investment		139,903,265	-	139,903,265	-
Share of loss of investment in associate		4,482,177	45,283	-	-
Finance costs		18,526,345	44,155,093	18,526,345	44,155,093
Other expenses		153,752,641	203,322,060	125,199,064	203,210,760
<b>Total expenses</b>		<b>524,815,950</b>	<b>742,142,593</b>	<b>470,947,908</b>	<b>741,986,010</b>
<b>Loss before income tax</b>		<b>(267,994,596)</b>	<b>(86,903,657)</b>	<b>(219,491,254)</b>	<b>(86,731,025)</b>
Income tax	29	(42,584)	955,421	(42,584)	955,421
<b>Loss for the year</b>		<b>(268,037,180)</b>	<b>(85,948,236)</b>	<b>(219,533,838)</b>	<b>(85,775,604)</b>
<b>Other comprehensive loss:</b>					
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods</i>					
Loss on change in value of investments					
in available-for-sale securities		(44,200,763)	(77,257,573)	(44,200,763)	(77,257,573)
Less income tax effects		8,840,153	15,451,515	8,840,153	15,451,515
Other comprehensive income to be reclassified to profit or loss in subsequent periods - Net of income tax		(35,360,610)	(61,806,058)	(35,360,610)	(61,806,058)
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods</i>					
Actuarial gains on defined benefit plans		-	10,726,472	-	10,726,472
Less income tax effects		-	(2,145,295)	-	(2,145,295)
Other comprehensive income not to be reclassified to profit or loss in subsequent periods - Net of income tax		-	8,581,177	-	8,581,177
<b>Other comprehensive loss for the year</b>		<b>(35,360,610)</b>	<b>(53,224,881)</b>	<b>(35,360,610)</b>	<b>(53,224,881)</b>
<b>Total comprehensive loss for the year</b>		<b>(303,397,790)</b>	<b>(139,173,117)</b>	<b>(254,894,448)</b>	<b>(139,000,485)</b>

## Statement of comprehensive income (Continued)

AEC Securities Public Company Limited and its subsidiaries

Statement of comprehensive income (continued)

For the year ended 31 December 2019

	Note	Consolidated financial statements		Separate financial statements	
		Baht		Baht	
		2019	2018	2019	2018
<b>Loss for the year attributable to:</b>					
Owners of the parent		(237,872,550)	(85,947,727)	(219,533,838)	(85,775,604)
Non-controlling interests		(30,164,630)	(509)	-	-
		<u>(268,037,180)</u>	<u>(85,948,236)</u>	<u>(219,533,838)</u>	<u>(85,775,604)</u>
<b>Total comprehensive loss for the year attributable to:</b>					
Owners of the parent		(273,233,160)	(139,172,608)	(254,894,448)	(139,000,485)
Non-controlling interests		(30,164,630)	(509)	-	-
Total comprehensive loss for the year		<u>(303,397,790)</u>	<u>(139,173,117)</u>	<u>(254,894,448)</u>	<u>(139,000,485)</u>
<b>Basic loss per share attributable to owners of the parent</b>					
Basic loss per share (Baht/share)					
Loss to owners of the parent	30	<u>(0.19)</u>	<u>(0.07)</u>	<u>(0.18)</u>	<u>(0.07)</u>

## Statement of changes in shareholders' equity

## AEC Securities Public Company Limited and its subsidiaries

## Statements of changes in shareholders' equity

For the year ended 31 December 2019

	Consolidated financial Statements									
	Baht									
	Equity attributable to owners of the Company									
	Other components									
	Retained earnings (deficit)			shareholders' equity		Total equity attributable to owners of the Company	Equity attributable to non-controlling interests of subsidiaries		Total shareholders' equity	
	Issued and paid-up share capital	Share premium	Appropriated	Unappropriated (deficit)	Loss from valuation of investments in available-for-sale securities					
<b>Balance as at 1 January 2018</b>	1,224,245,458	85,227,681	17,207,886	(250,224,994)	-	1,076,456,031	-	-	1,076,456,031	
Issuance of ordinary shares during the year										
from the exercise of warrants	3,550	-	-	-	-	3,550	-	-	3,550	
Addition investment in subsidiary by purchasing share from non-controlling interest	-	-	-	-	-	-	4,000	4,000	4,000	
Total comprehensive loss for the year	-	-	-	(77,366,550)	(61,806,058)	(139,172,608)	(509)	(509)	(139,173,117)	
<b>Balance as at 31 December 2018</b>	1,224,249,008	85,227,681	17,207,886	(327,591,544)	(61,806,058)	937,286,973	3,491	3,491	937,290,464	
<b>Balance as at 1 January 2019</b>	1,224,249,008	85,227,681	17,207,886	(327,591,544)	(61,806,058)	937,286,973	3,491	3,491	937,290,464	
Non-Controlling interest from business combination under common control	-	-	-	-	-	-	149,925,630	149,925,630	149,925,630	
Total comprehensive loss for the year	-	-	-	(237,872,550)	(35,360,610)	(273,233,160)	(30,164,630)	(30,164,630)	(303,397,790)	
<b>Balance as at 31 December 2019</b>	1,224,249,008	85,227,681	17,207,886	(565,464,094)	(97,166,668)	664,053,813	119,764,491	119,764,491	783,818,304	



## Statement of changes in shareholders' equity (Continued)

AEC Securities Public Company Limited and its subsidiaries

Statements of changes in shareholders' equity

For the year ended 31 December 2019

	Separate financial statements					
	Baht					
	Retained earnings (deficit)			Other components shareholders' equity		
	Issued and paid-up share capital	Share premium	Appropriated	Unappropriated (deficit)	Loss from valuation of investments in available-for-sale securities	Total shareholders' equity
<b>Balance as at 1 January 2018</b>	1,224,245,458	85,227,681	17,207,886	(250,224,994)	-	1,076,456,031
Issuance of ordinary shares during the year						
from the exercise of warrants	3,550	-	-	-	-	3,550
Total comprehensive loss for the year	-	-	-	(77,194,427)	(61,806,058)	(139,000,485)
<b>Balance as at 31 December 2018</b>	1,224,249,008	85,227,681	17,207,886	(327,419,421)	(61,806,058)	937,459,096
<b>Balance as at 1 January 2019</b>	1,224,249,008	85,227,681	17,207,886	(327,419,421)	(61,806,058)	937,459,096
Total comprehensive loss for the year	-	-	-	(219,533,838)	(35,360,610)	(254,894,448)
<b>Balance as at 31 December 2019</b>	1,224,249,008	85,227,681	17,207,886	(546,953,259)	(97,166,668)	682,564,648

## Statement of cash flows

AEC Securities Public Company Limited and its subsidiaries

## Statement of cash flows

For the year ended 31 December 2019

	Note	Consolidated financial statements		Separate financial statements	
		Baht		Baht	
		2019	2018	2019	2018
<b>Cash flows from operating activities</b>					
Loss before income tax		(267,994,596)	(86,903,657)	(219,491,254)	(86,731,025)
Adjustments to reconcile loss before income tax					
to net cash provided by (paid from) from operating activities					
Depreciation and amortisation		27,164,664	53,680,330	22,933,329	53,680,330
Impairment loss on investment		139,903,265	-	139,903,265	-
Allowance for doubtful account		(2,587,354)	3,111,995	828,332	3,111,995
Unrealised loss on revaluation of investments in trading securities		1,102,027	38,848,951	1,102,027	38,848,951
Loss on sale and disposal of premises improvement and equipment		11,322,133	5,154,811	11,164,658	5,154,811
Share of loss from investment in associate		4,482,178	45,283	-	-
Provision for long-term employee benefits		2,367,863	7,416,392	2,367,863	7,416,392
Finance costs		18,526,345	44,155,093	18,526,345	44,155,093
Interest and dividend income		(64,180,598)	(85,022,192)	(61,293,616)	(85,041,260)
Loss from operating activities before changes in operating assets and liabilities		(129,894,073)	(19,512,994)	(83,959,051)	(19,404,713)
Operating assets (increase) decrease					
Receivables from Clearing House and brokers		34,170,601	177,395,865	34,170,601	177,395,865
Securities and derivatives business receivables□		218,960,408	875,601,958	218,960,408	875,601,958
Investments in trading securities		352,627,237	(164,098,653)	355,627,237	(164,098,653)
Other assets		35,314,211	(56,711,144)	46,752,145	(48,708,124)
Operating liabilities increase (decrease)					
Securities sold under repurchase agreements		(279,039,296)	302,387,379	(279,039,296)	302,387,379
Payables to Clearing House and brokers		(99,007,890)	(22,726,641)	(99,007,890)	(22,726,641)
Securities and derivatives business payables		(126,094,225)	(759,313,204)	(126,094,225)	(759,313,204)
Provision for long-term employee benefits		(2,580,784)	(1,605,000)	(2,580,784)	(1,605,000)
Other liabilities		(30,951,836)	(22,698,847)	(33,345,227)	(22,792,626)
<b>Cash received from operating activities</b>		(26,495,647)	308,718,719	31,483,918	316,736,241
Cash paid for interest expenses		(21,659,513)	(40,727,304)	(17,967,733)	(40,727,304)
Cash received from interest		66,505,975	74,794,603	63,363,560	74,813,671
Cash received from dividend		50,400	1,463,150	50,400	1,463,150
Cash received from income tax		2,255,865	-	2,255,865	-
Cash paid for income tax		(2,700,785)	(4,228,022)	(2,514,467)	(4,228,022)
<b>Net cash provided by operating activities</b>		17,956,295	340,021,146	76,671,543	348,057,736



## Statement of cash flows (Continued)

AEC Securities Public Company Limited and its subsidiaries

Statement of cash flows (continued)

For the year ended 31 December 2019

		Consolidated financial statements		Separate financial statements	
		Baht		Baht	
Note		2019	2018	2019	2018
<b>Cash flows from investing activities</b>					
Cash paid from purchase of investment in subsidiaries		-	-	-	(996,000)
Cash paid from purchase of investment in associate		(14,700,000)	(300,000)	(14,700,000)	(300,000)
Cash paid for held-to-maturity securities		(80,000,000)	(533,000,000)	(60,000,000)	(533,000,000)
Cash received from held-to-maturity securities		176,300,000	418,000,000	176,300,000	418,000,000
Cash paid from purchase of general investment		-	(67,945,277)	-	(67,945,277)
Cash paid for loan to subsidiaries		-	-	(104,000,000)	(13,000,000)
Cash received from loan to related parties		-	-	12,000,000	-
Cash received from loan to third parties		58,828,963	-	-	-
Cash paid for loan to third parties		(76,500,000)	(43,800,000)	-	(40,000,000)
Cash paid for purchase of premises improvements and equipment		(4,309,403)	(3,485,785)	(3,118,101)	(3,485,785)
Proceeds from disposal of premises improvements and equipment		636,406	29,006,744	169,715	29,006,744
Cash paid for purchase of intangible assets		(400,222)	(2,119,628)	(400,222)	(2,119,628)
<b>Net cash provided by (used in) investing activities</b>		<b>59,855,744</b>	<b>(203,643,946)</b>	<b>6,251,392</b>	<b>(213,839,946)</b>
<b>Cash flows from financing activities</b>					
Repayment of bills of exchanges		(85,000,000)	(410,000,000)	(85,000,000)	(410,000,000)
Proceeds from issuing bills of exchanges		10,000,000	225,000,000	10,000,000	225,000,000
Cash received from paid-up share capital		-	4,000	-	-
Cash received from insurance of ordinary shares		-	3,550	-	3,550
Cash paid for liabilities under finance lease agreements		(2,448,706)	(1,708,499)	(2,448,706)	(1,708,499)
<b>Net cash used in financing activities</b>		<b>(77,448,706)</b>	<b>(186,700,949)</b>	<b>(77,448,706)</b>	<b>(186,704,949)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>		<b>363,333</b>	<b>(50,323,749)</b>	<b>5,474,229</b>	<b>(52,487,159)</b>
Cash and cash equivalents at the beginning of the period		47,573,986	97,897,735	45,410,576	97,897,735
Proceeds from business combination under common control		11,161,221	-	-	-
<b>Cash and cash equivalents at the end of the year</b>	<b>6</b>	<b>59,098,540</b>	<b>47,573,986</b>	<b>50,884,805</b>	<b>45,410,576</b>
<b>Supplemental cash flow information</b>					
Non-cash transactions					
Transfer trading securities to available for sale securities		14,700,000	37,113,538	14,700,000	37,113,538
Payable of acquisition of equipment		-	52,524	-	52,524
Payable of finance lease agreement		-	4,424,453	-	4,424,453



## Note to the Financial Statements

*These notes form an integral part of consolidated and separate financial statements.*

*The consolidated and separate financial statements were approved for issue by the authorised directors on 28 February 2020.*

### 1. General information

**1.1 AEC Securities Public Company Limited** (formerly known as United Securities Public Company Limited) is a company limited incorporated and domiciled in Thailand. The registered office of the Company is at 63, 17th Floor, Athenee Tower, Room 1701, 1705-1707, Wittayu Road, Lumpini, Pathumwan, Bangkok 10330. As at 31 December 2019, the Company has a branch in Bangkok (31 December 2018: 1 branch). The Company has licenses for securities businesses, which are securities brokerage, securities trading, securities underwriting, investment advisory service, derivatives brokerage, securities borrowing and lending and private fund management.

In 2011, the Company sold and transferred its securities and derivatives brokerage related businesses to UOB Kay Hian Securities (Thailand) Public Company Limited (“UOBKH”). After the sale and transfer of such businesses, the Company was permitted by the Office of the Securities and Exchange Commission (“SEC”) to temporarily cease its operation of securities and derivatives brokerage businesses, effective from 25 October 2011 to 31 December 2013. However, the Company continues to operate securities business in the form of securities trading and investment advisory services.

On 30 April 2013, the Company was informed by UOBKH which was the major shareholder of the Company, that UOBKH had entered into a Share Purchase Agreement (“SPA”) to sell 157,796,396 ordinary shares of the Company, representing 93.47 percent of its paid-up capital, to a group of investors; and on the same day the Board of Directors meeting No.3/2013 resolved to approve the Company’s transfer of the following assets:

A) Transfer Stock Exchange of Thailand membership to UOBKH or any party nominated by UOBKH, and

B) Transfer the fixed income business and mutual fund distribution business, including clients, staff and related assets, to UOBKH.

After the transfer of SET membership, fixed income business and mutual fund distribution business to UOBKH, the Company planned to resume operation of the securities and derivatives brokerage business.

On 15 May 2013, the Company entered into the Assets Purchase Agreement with UOBKH, whereby the Company was to transfer the assets relating to the fixed income and mutual fund distribution business, and also transfer the SET membership. The transfer of the fixed income and mutual fund business was effective on 1 June 2013 and the Company received full payment from UOBKH on 26 July 2013.

However, the Company has not transferred the SET Membership to UOBKH because the former major shareholder of the Company petitioned Bangkok South Civil Court to issue an injunction to the Company temporarily preventing the transfer of the SET Membership to UOBKH. In addition, the former major

shareholder sued the Company as a third defendant seeking to prevent the transfer of the SET Membership to UOBKH. Moreover, the Company received a postponement notice from UOBKH to hold the transfer of the SET Membership to UOBKH.

Subsequently, on 27 September 2013, the Company received approval from SEC to reactivate its securities and derivatives brokerage businesses. On the same date, SET and TFEX granted the Company approval to start submitting securities and derivatives purchase or sale orders using the abbreviation “AEC”, from 4 October 2013 onwards.

On 19 December 2013, the Bangkok South Civil Court lifted the temporary injunction preventing the transfer of the SET Membership. With respect to the lawsuit brought by the former major shareholder of the Company as mentioned above, on 23 September 2014, the Court of First Instance dismissed the case. However, the former major shareholder appealed this decision to the Appeal Court. The Appeal Court gave judgment dismissing the plaintiff.

On 4 December 2018, the Supreme Court affirmed the judgment of the Appeal Court and the Court of First Instance. The case is therefore finished and finalised. As at 31 December 2019, the Company has not yet transferred the SET membership to UOBKH.

## 1.2 Purchase of investments in subsidiaries

1.2.1 On 20 December 2018, the Company has purchased ordinary shares of ACE Incorporation Co., Ltd., a company limited incorporated and domiciled in Thailand, as a subsidiary to invest in another companies in Thailand.

The registered office of the subsidiary is 63, 17th Floor, Room 1705, Athenee Tower, Wireless Road., Lumpini, Pathumwan, Bangkok.

1.2.2 On 12 October 2018, the Company has purchased ordinary shares of O Mobile Co., Ltd., a company limited incorporated and domiciled in Thailand, as a subsidiary to conduct telecommunication business in data, image, sounds and other services.

The registered office of the subsidiary is 1687/1 Phahon 19 building, 1st floor, Phahonyothin Road, Lat Yao, Chatuchak, Bangkok.

1.2.3 On 20 December 2018, The Company has purchased ordinary shares of O Money Co., Ltd., a company limited incorporated and domiciled in Thailand, as a subsidiary to conduct business related to trading, exchanging, lending and transferring foreign currencies by operating a business when permitted by the relevant authority.

The registered office of the subsidiary is 1687/1 Phahon 19 building, 1st floor, Phahonyothin Road, Lat Yao, Chatuchak, Bangkok.

However, as at 31 December 2018, the Company does not have significant influence on investments in O Mobile Co., Ltd. and O Money Co., Ltd. which classified as other investments in the Company's financial statements as at 31 December 2018. As a result, the financial statements of both companies has not been included in the consolidated financial statements.

The subsidiary's financial statements are fully consolidated since 1 January 2019 which is the date which the Company obtains control over the subsidiaries.

**1.3 For reporting purposes,** the Company and its subsidiaries are referred to as the Group. (Note 11)

## 2. Basis for preparation of the financial statements

### 2.1 Basis of preparation

The financial statements have been prepared in accordance with Thai Financial Reporting Standards enunciated under the Accounting Professions Act B.E. 2547 and their presentation has been made in compliance with the requirement of the Notification of the Office of the Securities and Exchange Commission relating to the format of the financial statements of securities companies (version 2) No. SorThor 22/2559 dated 2 June 2016.

The consolidated and separate financial statements have been prepared under the historical cost convention except where otherwise disclosed in the accounting policies.

The preparation of the consolidated and separate financial statements in conformity with Thai generally accepted accounting principles requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated and separate financial statements are disclosed in Note 5.

The consolidated financial statements include the accounts of the Company and its subsidiary (collectively known as "the Group"). Significant related party transactions and balances have been eliminated. The subsidiary which is incorporated in Thailand is as follows;

Company's name	Nature of business	Ownership interest	
		2019	2018
		%	%
ACE Incorporation Co., Ltd.	Invest in another companies	99.60	99.60
	in Thailand		
O Mobile Co., Ltd.	Telecommunication for data, image, sounds and other services	25.00	25.00
O Money Co., Ltd.	Trading, exchange, lend and transfer of foreign currencies.	20.83	20.83

The accounting policies used in the preparation of the financial information are consistent with those used in the annual financial statements for the year ended 31 December 2019.

An English version of the consolidated and separate financial statements have been prepared from the statutory financial statements that are in the Thai language. In the event of a conflict or a difference in interpretation between the two languages, the Thai language statutory financial statements shall prevail.

### 3. New financial reporting standards

#### (a) Financial reporting standards that became effective in the current year

During the year, the Group have adopted the revised (revised 2018) and new financial reporting standards and interpretations which are effective for fiscal periods beginning on or after 1 January 2019. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes directed towards clarifying accounting treatment and providing accounting guidance for users of the standards. The adoption of these financial reporting standards does not have any significant impact on the Group's financial statements. However, the new standard involves changes to key principles, as summarised below.

##### **TFRS 15 Revenue from Contracts with Customers**

TFRS 15 supersedes the following accounting standards together with related Interpretations.

TAS 11 (revised 2017)	Construction contracts
TAS 18 (revised 2017)	Revenue
TSIC 31 (revised 2017)	Revenue - Barter Transactions Involving Advertising Services
TFRIC 13 (revised 2017)	Customer Loyalty Programmes
TFRIC 15 (revised 2017)	Agreements for the Construction of Real Estate
TFRIC 18 (revised 2017)	Transfers of Assets from Customers

Entities are to apply this standard to all contracts with customers unless those contracts fall within the scope of other standards. The standard establishes a five-step model to account for revenue arising from contracts with customers, with revenue being recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The standard requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model.

This standard does not have any significant impact on the Company and subsidiary's financial statements.

#### (b) Financial reporting standards related to the set of financial instruments that will become effective for fiscal years beginning on or after 1 January 2020

The Federation of Accounting Professions issued a number of new financial reporting standards and interpretations, which are effective for fiscal years beginning on or after 1 January 2020. These new standards involve changes to key principles, which are summarised below.

##### **Financial reporting standards related to financial instruments**

A set of TFRSs related to financial instruments consists of five accounting standards and interpretations, as follows:

Financial reporting standards:

TFRS 7	Financial Instruments: Disclosures
TFRS 9	Financial Instruments

Accounting standard:

TAS 32

Financial Instruments: Presentation

Financial Reporting Standard Interpretations:

TFRIC 16

Hedges of a Net Investment in a Foreign Operation

TFRIC 19

Extinguishing Financial Liabilities with Equity Instruments

These TFRSs related to financial instruments make stipulations relating to the classification of financial instruments and their measurement at fair value or amortised cost (taking into account the type of instrument, the characteristics of the contractual cash flows and the Company's business model), calculation of impairment using the expected credit loss method, and hedge accounting. These include stipulations regarding the presentation and disclosure of financial instruments. When the TFRSs related to financial instruments are effective, some accounting standards, interpretations and guidance which are currently effective will be cancelled.

The management of the Company and subsidiaries is currently evaluating the impact of these standards to the financial statements in the year when they are adopted.

#### **TFRS 16 Leases**

TFRS 16 supersedes TAS 17 Leases together with related Interpretations. The standard sets out the principles for the recognition, measurement, presentation and disclosure of leases, and requires a lessee to recognise assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is low value.

Accounting by lessors under TFRS 16 is substantially unchanged from TAS 17. Lessors will continue to classify leases as either operating or finance leases using similar principles to those used under TAS 17.

At present, the management of the Company is evaluating the impact of this standard to the financial statements in the year when it is adopted.

## **4. Significant accounting policies**

The significant accounting policies used in the preparation of the consolidated and separate financial statements are as follows :

### **4.1 Revenue and expense recognition**

#### **4.1.1 Brokerage fee income**

Brokerage fee income on securities and derivatives business are recognised as income on the transaction date.

#### **4.1.2 Fees and services income**

Fees and services income are recognised when services have been rendered, taken into account the stage of completion.

#### **4.1.3 Interest on margin loans**

Interest is recognised over the term of the loans based on the amount of outstanding



principal. No accrual has been made for certain loans which, under Notification No. KorThor. 5/2544 dated 15 February 2001 of the office of the Securities and Exchange Commission, are not qualified for recognition of interest on an accrual basis and consideration of the relevant factors.

#### 4.1.4 Gain and returns on financial instruments

##### *Gain (loss) on investments and derivatives*

Gain (loss) on investments and derivatives are recognised as income/expense on the transaction date.

##### *Interest and dividend*

Interest is recognised on an accrual basis based on an effective rate. Dividend is recognised when the right to receive the dividend is established.

#### 4.1.5 Expenses

Expenses are recognised on an accrual basis

### 4.2 Cash and cash equivalents

Cash and cash equivalents include cash on hand, call deposit, highly liquid short-term investments, and including certificate of deposit maturing within 3 months or less from the date of acquisition and not subject to withdrawal restrictions.

### 4.3 Recognition and amortisation of customers' assets

Assets which customers have placed with the Company for securities trading, in term of cash accounts and credit balance accounts, including amounts which customers have placed as security for derivative trading, are recorded as assets and liabilities of the Company for internal control purpose. At the financial position date, the Company writes off those amounts which there are no guarantee obligations from both assets and liabilities and presents only those assets which belong to the Company.

### 4.4 Receivables from/payables to Clearing House and brokers

Receivables from/payables to Clearing House and brokers comprise the net balance of receivables from/payables to Thailand Clearing House in respect of settlements for securities trades and derivative instruments. They include amounts pledged with Thailand Clearing House as security for derivatives trading, cash pledged with securities companies as collateral for securities trading, and the net balance of amounts receivable from/payable to securities companies in respect of securities trades settled overseas through securities companies.

### 4.5 Securities and derivatives business receivables and allowance for doubtful accounts

Securities business receivables and derivatives business receivables comprise of 3 categories as follows:

#### a) Receivable from securities business and derivatives business of cash accounts

Receivable from securities business and derivatives business of cash accounts are the receivable that were derived from cash settlements within 1 - 2 working days after the securities and derivatives purchasing date.

#### b) Credit balance receivables

Credit balance receivables are accounts that debtors are granted loan for securities purchasing with collaterals placed not lower than the rate required by the Stock Exchange of Thailand.

#### c) Other receivables

Other receivables include overdue receivables from securities business of cash accounts and restructured or installment receivable.

The allowance for doubtful accounts on securities business receivables is based on management's review and assessment of the status of individual debtor and overall debtors as well as the requirements as stated in the Office of the Securities and Exchange Commission's Notifications No. Kor Thor. 33/2543 and Kor Thor. 5/2544 dated 25 August 2000 and 15 February 2001, respectively. Such assessment takes into consideration various factors including the risks involved and the value of collateral. Allowance is made for the estimated losses that might be incurred where the debts are not fully secured and/or there exists a possibility that principal and interest cannot be recovered in full.

#### 4.6 Borrowing and lending of securities

The Company is engaged in securities borrowing and lending, whereby the Company acts as a principal or an agent of the borrowers and lenders of securities.

The Company records its obligations to return borrowed securities which it has lent as "securities borrowing payables" and securities lent to customers are recorded as "securities borrowing receivables" in the statement of financial position. At the end of the year, the balance of securities borrowing payables and securities borrowing receivables are adjusted based on the latest offer price quoted on the Stock Exchange of Thailand of the last working day of the year. Gains or losses arising from such adjustment are included in part of profit or loss in the statement of comprehensive income. The Company records cash paid as collateral for securities borrowing as "guaranteed deposit receivables" and cash received as collateral for securities lending as "guarantee deposit payable". Fees from borrowing and lending are recognised on an accrual basis over the term of the lending.

#### 4.7 Investments

Investments are classified into the following 4 categories :

- 1) trading investments ;
- 2) held-to-maturity investments ;
- 3) available-for-sale investments ; and
- 4) general investments.

The classification is dependent on the purpose for which the investments were acquired. Management determines the appropriate classification of its investments at the time of the purchase and re-evaluates such designation on a regular basis.

(a) Investments that are acquired principally for the purpose of generating a profit from short-term fluctuations in price for no more than 1 year are classified as trading.

(b) Investments with fixed maturity that the management has the intent and ability to hold to maturity are classified as held-to-maturity.

(c) Investments intended to be held for an indefinite period of time, which may be sold in response to liquidity needs are classified as available-for-sale.

(d) Investments in non-marketable equity securities are classified as general investments.

All categories of investment are initially recognised at cost, which is equal to the fair





value of consideration paid plus transaction cost.

The Group recognised investment trading transaction on trade date.

Trading investments and available-for-sale investments are subsequently measured at fair value. The fair value of investments is based on last bid price at the last business date of the reporting period by reference to the Stock Exchange of Thailand. The unrealised gains and losses resulting from changes in fair values of investment in trading securities are recognised in profit and loss. Unrealised gains and losses for available for sale investments are included in other comprehensive income.

Held-to-maturity investments are carried at amortised cost using the effective yield method less impairment loss (if any).

General investments are carried at cost less impairment loss (if any).

A test for impairment of available-for-sale investments, held-to-maturity investments and general investments are carried out when there is a factor indicating that an investment might be impaired. If the carrying value of the investment is higher than its recoverable amount, impairment loss is charged to profit or loss.

On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to the profit or loss. When disposing of part of the Group's holding of a particular investment in debt or equity securities, the carrying amount of the disposed part is determined by the weighted average carrying amount of the total holding of the investment.

#### **4.8 Group accounting - Investment in a subsidiaries**

##### **4.8.1 Subsidiaries**

Subsidiaries are entities over which the group has control. The Group controls the entities when the Group is exposed to, or has rights to, variable returns from its involvement with the entities and has the ability to affect those returns through its power over the entities. The subsidiaries are fully consolidated from the date on which control is transferred to the Group. It is deconsolidated from the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the transferred asset. Accounting policies of the subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

##### **4.8.2 Transactions with non-controlling interests**

The Group treats transactions with non-controlling interests as transactions with equity owners of the Group. For purchases from non-controlling interests, the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

##### **4.8.3 Disposal of subsidiaries**

When the Group ceases to have control, it shall ceased to consolidate its subsidiaries. Any retained interest in the entity is re-measured to its fair value, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for

the retained interest as an associate, or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities.

#### **4.8.4 Associates**

An Associate is an entity over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investment in associate is accounted for using the equity method of accounting.

A list of the Group's principal associates are set out in Note 11.1.

#### **4.8.5 Accounting under equity method**

Under the equity method, the investment is initially recognised at cost, and the carrying amount is increased or decreased to recognise the investor's share of the profit or loss of the investee after the date of acquisition. The Group's investment in associate include goodwill identifies on acquisition.

If the ownership interest in associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognised in other comprehensive income is reclassified to profit or loss where appropriate. Profit or loss from reduce of the ownership interest in an associate is recognise in profit or loss.

The Group's share of its associate post-acquisition profits or losses is recognised in the profit or loss, and its share of post-acquisition movements in other comprehensive income is recognised in other comprehensive income. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in associate equals or exceeds its interest in the associate, together with any long-term interests that, in substance, form part of the entity's net investment in the associate, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

The Group determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case, the Group calculates the amount of impairment as the difference between the recoverable amount of the investments and its carrying value and recognises the amount adjacent to share of profit (loss) of associate in profit or loss.

Unrealised gains on transactions between the Group and its associate are eliminated to the extent of the Group's interest in the associate. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of associate have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### **4.8.6 Separate financial statement**

In the separate financial statements, investments in subsidiaries are accounted for at cost less allowance for impairment. Cost is adjusted to reflect changes in consideration arising from contingent consideration amendments. Cost also includes direct attributable costs of investments.

### **4.9 Premises improvement and equipment and depreciation**

Premises improvement and equipment are stated at cost less accumulated depreciation and allowance for impairment loss (if any).

Depreciation of premises improvement and equipment is calculated by reference to their cost on a straight-line basis over the following estimated useful lives :

Building improvement	3, 5 and 10 years
Furniture, fixtures and office equipment	2, 3 and 5 years
Financial lease assets	5 years

No depreciation is provided on assets under installation.

Repairs and maintenance are charged as expenses to the statements of comprehensive income during the accounting period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is probable that future economic benefits in excess of the originally assessed standard of performance of the existing asset will flow to the Group. Major renovations are depreciated over the useful life of the related asset.

An item of premises and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on disposal of an asset is included in profit or loss when the asset is derecognised.

#### 4.10 Intangible assets and amortisation

Intangible assets acquired through business combination are initially recognised at their fair value on the date of business acquisition while intangible assets acquired in other cases are recognised at cost. Following the initial recognition, the intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses (if any).

Intangible assets with finite lives are amortised on a systematic basis over the economic useful life and tested for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method of such intangible assets are reviewed at least at each financial year end. The amortisation expense is charged to profit or loss.

A summary of the intangible assets with finite useful lives is as follows :

SET and derivatives memberships	5 years
Computer software licenses	Over the period of license term
Software	3, 5 years
Company's logo	5 years

Intangible assets with indefinite useful lives are not amortised, but are tested for impairment annually either individually or at the cash generating unit level. The assessment of indefinite useful lives of the intangible assets is reviewed annually.

#### 4.11 Securities sold under repurchase agreements

The Company enters into sales of securities under agreements to repurchase securities at certain dates in the future at a fixed price. Securities sold under repurchase agreements presented as liabilities in the statement of financial position are stated at amounts received from the sale of those securities and

the underlying securities are treated as collaterals.

The difference between the sale and purchase considerations is recognised on an accrual basis over the period of the transaction and is included in financial cost.

#### **4.12 Securities and derivatives business payables**

Securities and derivatives business payables are the obligations of the Company in respect of its securities and derivatives business with outside parties, such as the net payable balances of cash accounts, securities delivery obligations as a result of short sales or securities borrowing, and obligations to return assets held by the Company as collateral for securities lending.

#### **4.13 Long-term lease**

Leases of vehicle which transfer substantially all the risks and rewards of ownership to the lessee are classified as finance leases. Finance leases are capitalised at the lower of the fair value of the leased assets and the present value of the minimum lease payments. The outstanding rental obligations, net of finance charges, are recorded as liabilities, while the interest element is charged to profit or loss in the statement of comprehensive income over the lease period. The assets acquired under finance leases is depreciated over the useful life of the asset.

Operating lease payments are recognised as an expense in profit or loss in the statement of comprehensive income on a straight-line basis over the lease term.

#### **4.14 Borrowings and debt issued**

Borrowings and debt issued are recognised initially at the fair value of the proceeds received. Borrowings are subsequently stated at amortised cost, using the effective yield method; any difference between proceeds and the redemption value is recognised in the statements of comprehensive income over the period of the borrowings.

#### **4.15 Provisions**

Provisions are recognised when the Company has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

#### **4.16 Related party transactions**

Related parties comprise enterprises and individuals that control, or are controlled by, the Company, whether directly or indirectly, or which are under common control with the Company.

They also include associated companies and individuals which directly or indirectly own a voting interest in the Company that gives them significant influence over the Company, management personnel, directors and officers with authority in the planning and direction of the operations of the Group.

#### **4.17 Impairment of assets**

At the end of each reporting period, the Group performs impairment reviews in respect of the property, plant and equipment and other intangible assets whenever events or changes in circumstances indicate that an asset may be impaired. The Company also carries out annual impairment reviews in respect of intangible assets with indefinite useful lives. An impairment loss is recognised when the recoverable amount

of an asset, which is the higher of the asset's fair value less costs to sell and its value in use, is less than the carrying amount.

An impairment loss is recognised in profit or loss.

In the assessment of asset impairment if there is any indication that previously recognised impairment losses may no longer exist or may have decreased, the Company estimates the asset's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The increased carrying amount of the asset attributable to a reversal of an impairment loss shall not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in profit or loss unless the asset is carried at a revalued amount, in which case the reversal, which exceeds the carrying amount that would have been determined, is treated as a revaluation increase.

#### **4.18 Employee benefit**

##### *a) Short-term benefits*

Salaries, wages, bonuses, contribution to the social security fund and provident fund are recognised as expenses when the employees performed the service.

##### *b) Post-employment benefits (Defined contribution plans)*

The Group and the employees have jointly established a provident fund. The fund is monthly contributed by employees and by the Company. The fund's assets are held in a separate trust fund and the Company's contributions are recognised as expenses when incurred.

##### *c) Post-employment benefits (Defined benefit plans)*

The Group has obligations in respect of the severance payments they must make to employees upon retirement under labor law. The Group treats these severance payment obligations as a defined benefit plan.

The obligation under the defined benefit plan is determined by a professionally qualified independent actuary, based on actuarial techniques, using the projected unit credit method.

Actuarial gains and losses arising from post-employment benefits are recognised immediately in other comprehensive income.

#### **4.19 Foreign currencies**

The financial statements are presented in Baht, which is also the Group's functional currency. Items of each entity included in the financial statements are measured using the functional currency of that entity.

Transactions in foreign currencies are translated into Baht at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into Baht at the exchange rate. Ruling at the end of reporting period.

Gains and losses on foreign exchange are included in determining income.

#### **4.20 Income tax**

Income tax expense represents the sum of corporate income tax currently payable and deferred tax.

##### **Current tax**

Current income tax is provided in the accounts at the amount expected to be paid to the taxation authorities, based on taxable profits determined in accordance with tax legislation.

#### **Deferred tax**

Deferred income tax is provided on temporary differences between the tax bases of assets and liabilities and their carrying amounts at the end of each reporting period, using the tax rates enacted at the end of the reporting period.

The Group recognises deferred tax liabilities for all taxable temporary differences while it recognises deferred tax assets for all deductible temporary differences and tax losses carried forward to the extent that it is probable that future taxable profit will be available against which such deductible temporary differences and tax losses carried forward can be utilised.

At each reporting date, the Group reviews and reduces the carrying amount of deferred tax assets to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

The Group records deferred tax directly to shareholders' equity if the tax relates to items that are recorded directly to shareholders' equity.

#### **4.21 Fair value measurement**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between buyer and seller (market participants) at the measurement date. The Group apply a quoted market price in an active market to measure their assets and liabilities that are required to be measured at fair value by relevant financial reporting standards. Except in case of no active market of an identical asset or liability or when a quoted market price is not available, the Group measure fair value using valuation techniques that are appropriate in the circumstances and maximises the use of relevant observable inputs related to assets and liabilities that are required to be measured at fair value.

All assets and liabilities for which fair value is measured and disclosed in the financial statements are categorised within the fair value hierarchy into three levels based on categorise of input to be used in fair value measurement as follows :

Level 1 - Use of quoted market prices in an observable active market for such assets or liabilities

Level 2 - Use of other observable inputs for such assets or liabilities, whether directly or indirectly

Level 3 - Use of unobservable inputs such as estimates of future cash flows

At the end of each reporting period, the Group determine whether transfers have occurred between levels within the fair value hierarchy for assets and liabilities held at the end of the reporting period that are measured at fair value on a recurring basis.

## 5. Significant accounting judgements and estimates

The preparation of financial statements in conformity with financial reporting standards at time requires management to make subjective judgements and estimates regarding matters that are inherently uncertain. These judgements and estimates affect reported amounts and disclosure, and actual results could differ from these estimation. The significant accounting judgements and estimates are as follows :

### 5.1 Recognition and derecognition of assets and liabilities

In considering whether to recognise or to derecognise assets or liabilities, the management is required to make judgement on whether significant risk and rewards of those assets or liabilities have been transferred, based on their best knowledge of the current events and arrangements.

### 5.2 Leases

In determining whether a lease is to be classified as an operating lease or finance lease, the management is required to use judgement regarding whether significant risk and rewards of ownership of the leased asset has been transferred, taking into consideration terms and conditions of the arrangement.

### 5.3 Allowances for doubtful accounts for securities and derivatives business receivables

Allowances for doubtful accounts for securities and derivatives business receivables are intended to adjust the values of receivables for probable credit losses. The management uses the SEC's regulations regarding the provision of allowance for doubtful accounts and judgement to establish reserves for estimated losses for each outstanding receivable when there is any doubt about the receivable's capability to repay the debt. The allowance for doubtful accounts is determined through a combination of specific reviews, probability of default and the value of the securities used as collateral.

### 5.4 Fair value of financial instruments

In determining the fair value of financial instruments recognised in the statement of financial position that are not actively traded and for which quoted market prices are not readily available, the management exercises judgement, using a variety of valuation techniques and models. The input to these models is taken from observable markets, and includes consideration of credit risk (both bank and counterparty) liquidity, correlation and longer-term volatility of financial instruments. Change in assumptions about these factors could affect the fair value recognised in the financial statements and disclosures of fair value hierarchy.

### 5.5 Allowance for impairment of investments in securities

The Group treats general investments as impaired when there has been a significant or prolonged decline in the fair value below their cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires judgement of the management.

### 5.6 Deferred tax assets

Deferred tax assets are recognised for temporary difference arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes as at the end of reporting period when it is highly probable that the Company and subsidiaries will generate sufficient taxable profits from their future operations to utilise these deferred tax assets. If management need to estimate the amounts of the deferred tax assets that the Company and its subsidiaries should recognise, they take into account the amount of taxable profit expected in each future period.



### 5.7 Premises improvement and equipment and depreciation

In determining depreciation of premises improvement and equipment, the management is required to make estimates of the useful lives and salvage values of the Group's equipment and to review estimate useful lives and salvage values when there are any changes.

In addition, the management is required to review premises improvement and equipment for impairment on a periodical basis and record impairment losses in the period when it is determined that their recoverable amount is lower than the carrying amount. This requires judgements regarding forecast of future revenues and expenses relating to the assets subject to the review.

### 5.8 Post-employment benefits under defined benefit plans

The obligation under the defined benefit plan is determined based on actuarial techniques. Such determination is made based on various assumptions, including discount rate, future salary increase rate, staff turnover rate and mortality rate.

### 5.9 Litigation

The Company has contingent liabilities as a result of litigation. The Company's management has used judgement to assess of the results of the litigation and recorded provision for contingent liabilities as at the end of reporting period. In case where they believe that no loss will result, the contingent liabilities are not recorded.

## 6. Cash and cash equivalents

(Thousand Baht)

	Consolidated financial statements		Separate financial statements	
	31 December 2019	31 December 2018	31 December 2019	31 December 2018
Cash, short-term deposits and notes receivable with maturity less than three months	266,588	307,868	258,374	305,705
Less Deposits for customers' accounts	(207,489)	(260,294)	(207,489)	(260,294)
Total cash and cash equivalents	59,099	47,574	50,885	45,411

As at 31 December 2019, the Company's savings account has been pledged as collateral for a bank

guarantee accounting to Baht 3 million.

	(Thousand Baht)	
	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
Receivables from Clearing House	58,983	91,602
Less Receivables from Clearing House for the customers	(13,132)	(11,580)
Total Receivables from Clearing House and brokers	45,851	80,022

## 7. Receivables from Clearing House and brokers

	(Thousand Baht)	
	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
<u>Securities business receivables</u>		
Customer accounts - cash	55,875	230,305
Customer accounts - credit balance	36,909	42,691
Collateral receivables	-	38,220
Other receivables		
Receivables subject to legal proceedings	95,306	95,306
Total securities business receivables	188,090	406,522
Add Accrued interest receivables	37	37
Less Allowance for doubtful accounts	(86,558)	(86,558)
Securities business receivables	101,569	320,001
<u>Derivatives business receivables</u>		
Derivatives business receivables	260	789
Securities and derivatives business receivables	101,829	320,790

## 8. Securities and derivatives business receivables

As at 31 December 2019, the Company has credit balance accounts and other receivables for which it has stopped recognising interest income of approximately Baht 95 million (31 December 2018:

Baht 95 million).

## 8.1 Classification of securities and derivatives business receivables

(Thousand Baht)			
Consolidated and separate financial statements			
31 December 2019			
	Debt balance	Allowance for doubtful accounts	Debt balance - net of allowance for doubtful accounts
Normal debts	93,044	-	93,044
Sub-standard debts	8,785	-	8,785
Doubtful debts	86,558	(86,558)	-
Total	188,387	(86,558)	101,829

(Thousand Baht)			
Consolidated and separate financial statements			
31 December 2018			
	Debt balance	Allowance for doubtful accounts	Debt balance - net of allowance for doubtful accounts
Normal debts	312,005	-	312,005
Sub-standard debts	8,785	-	8,785
Doubtful debts	86,558	(86,558)	-
Total	407,348	(86,558)	320,790

The Company has classified securities and derivatives business receivables in accordance with

(Thousand Baht)		
Consolidated and separate financial statements		
	31 December 2019	31 December 2018
Beginning balance of the year	86,558	86,558
Bad debt and allowance for doubtful accounts (reversal)	-	-
Ending balance of the year	86,558	86,558



the Notification of the SEC as follows:

## 8.2 Allowance for doubtful accounts

## 9. Investments

### 9.1 Cost and fair value

	(Thousand Baht)			
	Consolidated financial statements			
	31 December 2019		31 December 2018	
	Cost/ Amortised cost	Fair value	Cost/ Amortised cost	Fair value
<b>Trading securities</b>				
Listed securities	-	-	20,774	17,979
Private debt securities	349,796	353,117	668,666	675,415
Total	349,796	353,117	689,440	693,394
Add Allowance for revaluation	3,321	-	3,954	-
Trading securities	353,117	353,117	693,394	693,394
<b>Available for sale securities</b>				
Listed securities	146,016	24,558	133,133	55,876
Less Allowance for revaluation	(121,458)	-	(77,257)	-
Available for sale securities	24,558	24,558	55,876	55,876
<b>Held-to-maturity debt securities</b>				
Government debt securities	-	-	99,322	-
Fixed deposits	41,800	-	71,600	-
Private debt securities	310,866	-	407,361	-
Total	352,666	-	578,283	-
Less Allowance for revaluation	(139,903)	-	-	-
Investments for customers' accounts	-	-	(99,322)	-
Held-to-maturity debt securities	212,763	-	478,961	-
<b>General investments</b>				
Non-marketable equity securities	71,356	-	117,945	-
General investments	71,356	-	117,945	-
<b>Investments</b>	661,794	-	1,346,176	-

As at 31 December 2019, fixed deposits amounting to Baht 42 million (31 December 2018: Baht 72 million), represent fixed deposits pledged with banks as collateral for bank overdrafts and loans, to secure letters of guarantee issued by these banks.

	(Thousand Baht)			
	Separate financial statements			
	31 December 2019		31 December 2018	
	Cost/ Amortised cost	Fair value	Cost/ Amortised cost	Fair value
<b>Trading securities</b>				
Listed securities	-	-	20,774	17,979
Private debt securities	349,796	353,117	668,666	675,415
Total	349,796	353,117	689,440	693,394
Add Allowance for revaluation	3,321	-	3,954	-
Trading securities	353,117	353,117	693,394	693,394
<b>Available for sale securities</b>				
Listed securities	146,016	24,558	133,133	55,876
Less Allowance for revaluation	(121,458)	-	(77,257)	-
Available for sale securities	24,558	24,558	55,876	55,876
<b>Held-to-maturity debt securities</b>				
Government debt securities	-		99,322	
Fixed deposits	41,800		71,600	
Private debt securities	291,047		407,361	
Total	332,847		578,283	
Less Investments for customers' accounts	(139,903)		-	
Allowance for revaluation	-		(99,322)	
Held-to-maturity debt securities	192,944		478,961	
<b>General investments</b>				
Non-marketable equity securities	68,356		117,945	
General investments	68,356		117,945	
<b>Investments</b>	638,975		1,346,176	

As at 31 December 2019, fixed deposits amounting to Baht 42 million (31 December 2018: Baht 72 million), represent fixed deposits pledged with banks as collateral for bank overdrafts and loans, to secure letters of guarantee issued by these banks.

## 9.2 Fair value of investments in debt securities and equity securities subject to restrictions

The Group had investments in debt securities subject to restrictions as follows:

	(Thousand Baht)	
	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
Securities sold under repurchase agreements		
trading securities	360,299	639,985

### 9.3 Deposits at financial institutions and investment in debt securities classified by remaining periods to maturity

	(Thousand Baht)			
	Consolidated financial statements			
	31 December 2019			
	Due within			
	Within 1 year	1 - 5 years	Over 5 years	Total
<b>Held-to-maturity debt securities</b>				
Fixed deposits	41,800	-	-	41,800
Private debt securities	310,866	-	-	310,866
Less Allowance for revaluation	(139,903)	-	-	(139,903)
<b>Total investments in held-to-maturity debt securities</b>	<b>212,763</b>	<b>-</b>	<b>-</b>	<b>212,763</b>

	(Thousand Baht)			
	Separate financial statements			
	31 December 2019			
	Due within			
	Within 1 year	1 - 5 years	Over 5 years	Total
<b>Held-to-maturity debt securities</b>				
Fixed deposits	41,800	-	-	41,800
Private debt securities	291,047	-	-	291,047
Less Allowance for revaluation	(139,903)	-	-	(139,903)
<b>Total investments in held-to-maturity debt securities</b>	<b>192,944</b>	<b>-</b>	<b>-</b>	<b>192,944</b>

	(Thousand Baht)			
	Consolidated and separate financial statements			
	31 December 2018			
	Due within			
	Within 1 year	1 - 5 years	Over 5 years	Total
<b>Held-to-maturity debt securities</b>				
Government bonds	99,322	-	-	99,322
Fixed deposits	71,600	-	-	71,600
Private debt securities	407,361	-	-	407,361
Less Investments for customers' accounts	(99,322)	-	-	(99,322)
<b>Total investments in held-to-maturity debt securities</b>	<b>478,961</b>	<b>-</b>	<b>-</b>	<b>478,961</b>

## 10. Loans to third parties

(Thousand Baht)					
	Interest rate (%)		Consolidate financial statements		Maturity date
	31 December	31 December	31 December	31 December	
	2019	2018	2019	2018	
Loan to third parties	2-15	7.25	246,044	43,976	As contract
Less Impairment on loans			(10,000)	-	
<b>Net</b>			<b>236,044</b>	<b>43,976</b>	

(Thousand Baht)					
	Interest rate %		Separate financial statements		Maturity date
	31 December	31 December	31 December	31 December	
	2019	2018	2019	2018	
Loan to third parties	-	7.25	-	40,173	As contract
Less Impairment on loans			-	-	
<b>Net</b>			<b>-</b>	<b>40,173</b>	

## 11. Investments in subsidiaries and associate

As at 31 December 2019 and 2018, the Company has investment in subsidiaries and associate detailed as follows:

### 11.1 Investment in associate

Associate	Country of Incorporation	Type of business	Proportion of ordinary shares			
			held by the Company		Proportion of ordinary shares held by the Group	
			(%)		(%)	
			31 December 2019	31 December 2018	31 December 2019	31 December 2018
Zipmex Co., Ltd	Thailand	Digital asset trading business Cryptocurrencies and digital tokens	30	30	30	30

The movements of investments in associate for the period ended 31 December 2019 are as follows:

	(Thousand Baht)			
	Consolidated		Separate	
	financial information		financial information	
	2019	2018	2019	2018
Opening balance	255	-	300	-
Additions	14,700	300	14,700	300
Share of net loss after tax	(4,482)	(45)	-	-
Closing balance	10,473	255	15,000	300





The financial information in associate is as follows:

	(Thousand Baht)	
	31 December 2019	31 December 2018
Total Assets	37,690	17,510
Total Liabilities	(2,781)	(16,661)
Net Assets	34,909	849

	(Thousand Baht)	
	For the period ended 31 December 2019	
	2019	2018
Revenue	966	4
Net profit for the year	(14,935)	(151)

## 11.2 Investments in subsidiaries

Subsidiaries	Country of incorporation	Type of business	Proportion of ordinary shares			
			held by the Company		Proportion of ordinary shares held by the Group	
			(%)		(%)	
			31 December 2019	31 December 2018	31 December 2019	31 December 2018
ACE Incorporation Co., Ltd.	Thailand	Invest in another companies in Thailand	99.6	99.6	99.6	99.6
O Mobile Co., Ltd.	Thailand	Telecommunication for data image, sounds and other services	25	25	25	25
O Money Co., Ltd.	Thailand	Trading, exchange, lend and transfer foreign currencies	20.83	20.83	20.83	20.83

The movement of investment in subsidiaries for the period ended 31 December 2019 are as follows:-

	(Thousand Baht)			
	Consolidated		Separate	
	financial information		financial information	
	2019	2018	2019	2018
Opening balance	-	-	996	-
Addition	-	-	-	996
Addition from the consolidation business	-	-	50,000	-
Closing balance	-	-	50,996	996

The financial information in subsidiaries as follows:

ACE Incorporation Co., Ltd.

	(Thousand Baht)	
	31 December 2019	31 December 2018
Total Assets	101,653	13,966
Total Liabilities	(105,141)	(13,094)
Net Assets	(3,488)	872

	(Thousand Baht)	
	For the year ended 31 December	
	2019	2018
Revenue	2,026	3
Loss for the year	(4,036)	(127)

O Mobile Co., Ltd.

	(Thousand Baht)	
	31 December 2019	31 December 2018
Total Assets	150,468	-
Total Liabilities	(96,889)	-
Net Assets	53,579	-

	(Thousand Baht)	
	For the year ended 31 December	
	2019	2018
Revenue	18,377	-
Loss for the year	(30,033)	-

O Money Co., Ltd.

	(Thousand Baht)	
	31 December 2019	31 December 2018
Total Assets	107,787	-
Total Liabilities	(1,101)	-
Net Assets	106,686	-

	(Thousand Baht)	
	For the year ended 31 December	
	2019	2018
Revenue	4,248	-
Loss for the year	(9,628)	-



## 12. Premises improvement and equipment

	(Thousand Baht)				
	Consolidated financial statements				
	Building improvement	Furniture, fixtures and office equipment	Finance lease assets	Assets under installation	Total
<b>Cost</b>					
As at 1 January 2018	175,716	100,977	10,786	1,612	289,091
Additions	635	1,698	7,319	-	9,652
Transfers in (out)	1,595	-	-	(1,595)	-
Disposals/written-off	(88,015)	(18,868)	-	(17)	(106,900)
As at 31 December 2018	89,931	83,807	18,105	-	191,843
Additions from business combination under common control	-	780	-	-	780
Additions	2,722	1,620	-	-	4,342
Disposals/written-off	(35,504)	(1,529)	-	-	(37,033)
As at 31 December 2019	57,149	84,678	18,105	-	159,932
<b>Accumulated Depreciation</b>					
As at 1 January 2018	78,050	69,267	2,718	-	150,035
Depreciation for year	19,818	17,757	3,053	-	40,628
Disposals/written-off	(49,934)	(16,007)	-	-	(65,941)
As at 31 December 2018	47,934	71,017	5,771	-	124,722
Additions from business combination under common control	-	22	-	-	22
Depreciation for year	7,940	6,365	3,001	-	17,306
Disposals/written-off	(23,347)	(1,435)	-	-	(24,782)
As at 31 December 2019	32,527	75,968	8,772	-	117,267
<b>Net book value</b>					
As at 31 December 2018	41,997	12,790	12,334	-	67,121
As at 31 December 2019	24,622	8,710	9,333	-	42,665
<b>Depreciation for the year ended 31 December</b>					
2018					40,628
2019					17,306

	(Thousand Baht)				
	Separate financial statements				
	Building improvement	Furniture, fixtures and office equipment	Finance lease assets	Assets under installation	Total
<b>Cost</b>					
As at 1 January 2018	175,716	100,977	10,786	1,612	289,091
Additions	635	1,698	7,319	-	9,652
Transfers in (out)	1,595	-	-	(1,595)	-
Disposals/written-off	(88,015)	(18,868)	-	(17)	(106,900)
As at 31 December 2018	89,931	83,807	18,105	-	191,843
Additions	2,722	396	-	-	3,118
Disposals/written-off	(35,504)	(1,529)	-	-	(37,033)
As at 31 December 2019	57,149	82,674	18,105	-	157,928
<b>Accumulated Depreciation</b>					
As at 1 January 2018	78,050	69,267	2,718	-	150,035
Depreciation for year	19,818	17,757	3,053	-	40,628
Disposals/written-off	(49,934)	(16,007)	-	-	(65,941)
As at 31 December 2018	47,934	71,017	5,771	-	124,722
Depreciation for year	7,940	6,044	3,001	-	16,985
Disposals/written-off	(23,347)	(1,435)	-	-	(24,782)
As at 31 December 2019	32,527	75,626	8,772	-	116,925
<b>Net book value</b>					
As at 31 December 2018	41,997	12,790	12,334	-	67,121
As at 31 December 2019	24,622	7,048	9,333	-	41,003
<b>Depreciation for the year ended 31 December</b>					
2018					40,628
2019					16,985

As at 31 December 2019, certain equipment items have been fully depreciated but are still in use. The gross carrying amount (before deducting accumulated depreciation) of those assets amounted to approximately Baht 68.94 million (31 December 2018: Baht 45.81 million).

### 13. Intangible assets

(Thousand Baht)											
Consolidated financial statements											
For the period ended 31 December 2019											
Cost											
Accumulated amortisation											

(Thousand Baht)									
Separate financial statements									
For the period ended 31 December 2019									
Cost				Accumulated amortisation					
Useful lives	1 January 2019	Additions	Transfer in (out)	Disposal/ written off	31 December 2019	1 January 2019	Additions	31 December 2019	Intangible assets - net
Computer software	76,457	114	19	-	76,590	63,876	5,786	69,663	6,927
Software under installation	-	234	(19)	(102)	1,064	-	-	-	1,064
SET and Derivatives memberships	227,770	-	-	-	227,770	227,770	-	227,770	-
Licenses	1,162	-	-	-	1,162	1,000	158	1,158	4
Company's logo	346	-	-	-	346	342	3	345	1
Total	306,686	348	-	(102)	306,932	292,988	5,947	298,936	7,996
<b>Depreciation for the year ended 31 December</b>									
2018	13,053								
2019	5,947								



(Thousand Baht)

		Consolidated and separate financial statements					
Useful lives		Cost		Accumulated amortisation			
		1 January 2018	Additions	Transfer in (out)	Disposal/ written off	31 December 2018	Intangible assets - net
3,5 years	Computer software	75,790	1,212	972	(1,517)	76,457	63,876
-	Software under installation	1,505	961	(972)	(543)	951	-
5 years	SET and Derivatives memberships	227,770	-	-	-	227,770	227,770
5 years	Licenses	1,162	-	-	-	1,162	1,000
5 years	Company's logo	346	-	-	-	346	342
	Total	306,573	2,173	-	(2,060)	306,686	292,988
						13,053	13,698

As at 31 December 2019, certain computer software has been fully amortised but is still in use. The gross carrying amount before deducting accumulated amortisation of those assets amounted to approximately Baht 53.82 million (31 December 2017: Baht 38.40 million).



## 14. Other assets

	(Thousand Baht)		(Thousand Baht)	
	Consolidated financial statements		Separate financial statements	
	31 December 2019	31 December 2018	31 December 2019	31 December 2018
Deposits	29,432	56,404	3,783	48,404
Payments for clearing funds	40,896	38,933	40,896	38,933
Asset for protecting the clearing system	5,000	5,000	5,000	5,000
Prepaid expenses	3,297	3,540	3,240	3,540
Accrued interest income	3,325	5,201	3,325	5,201
Accrued income	14,343	16,080	14,343	16,080
Others	22,603	17,412	16,632	17,412
Less allowance for impairment of other assets	(7,848)	(6,847)	(7,734)	(6,847)
Total other assets	111,048	135,723	79,485	127,723

## 15. Credit facility from financial institutions

As at 31 December 2019 and 2018, the Group has unused facilities for bank overdraft and Effect Not clear from local banks as follows:

	Interest rate	(Thousand Baht)	
		Consolidated and separate financial statements	
		31 December 2019	31 December 2018
Credit line of bank overdrafts	Fixed plus margin, MOR*	20,000	50,000
Credit line of Effect Not Clear**/			
Intraday Advance Payment***	0.75 percent per year	-	20,000
Intraday Advance Payment***	MOR*	300,000	300,000
		320,000	370,000

The Company's fixed deposits are pledged with banks as collateral for credit line of bank overdraft and credit line of loans (as discussed in Note 9.1).

\* MOR is interest rate of overdraft facilities for corporate customer in Good Standings.

\*\* Effect not clear means the service that the bank would pass the account owner's cheque before knowing the clearing result of the cheque which the account owner had deposited.

\*\*\* Intraday Advance payment means the service that the bank would paid in advance for the owner which the owner will repay such advance to the bank within the same day.



## 16. Securities sold under repurchase agreements

As at 31 December 2019, the Company had private debt securities sold under repurchase agreements amounting to Baht 361 million (31 December 2018: Baht 640 million) with maturity dates within 3 months.

## 17. Securities and derivatives business payables

	(Thousand Baht)	
	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
<u>Securities business payables</u>		
Cash accounts	82,831	208,066
Total securities business payables	82,831	208,066
<u>Derivatives business payables</u>		
Derivatives business payables	551	1,410
Total securities and derivatives business payables	83,382	209,476

## 18. Liabilities under finance lease agreements

	(Thousand Baht)	
	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
Liabilities under finance lease agreements	6,506	9,504
Less deferred interest expenses	(531)	(1,080)
Total	5,975	8,424
Less portion due within one year	(2,637)	(2,449)
Liabilities under finance lease agreements - net of current portion	3,338	5,975

The Company has entered into hire-purchase agreements with leasing companies for rental of vehicles for use in its operation, whereby it is committed to pay rental on a monthly basis. The term of agreements are 4 years, ended of April 2023.

As at 31 December 2019 and 2018, future minimum lease payments under the financial lease agreements were as follows:

	(Thousand Baht)		
	Consolidated and separate financial statements		
	31 December 2019		
	Within 1 year	1 - 5 years	Total
Future minimum lease payments	2,998	3,508	6,506
Deferred interest expenses	(361)	(170)	(531)
Present value of future minimum lease payments	2,637	3,338	5,975

	(Thousand Baht)		
	Consolidated and separate financial statements		
	31 December 2018		
	Within 1 year	1 - 5 years	Total
Future minimum lease payments	2,998	6,506	9,504
Deferred interest expenses	(549)	(531)	(1,080)
Present value of future minimum lease payments	2,449	5,975	8,424

## 19. Debt issued and borrowings

		(Thousand Baht)			
		Consolidated and separate financial statements			
		31 December 2019			
		The maturity dates of debt			
	Interest rate	Within 1 year	1 - 5 years	Over 5 years	Total
	(percent)				
Bills of exchanges	3.50	29,713	-	-	29,713
Total		29,713	-	-	29,713

		(Thousand Baht)			
		Consolidated and separate financial statements			
		31 December 2018			
		The maturity dates of debt			
	Interest rate	Within 1 year	1 - 5 years	Over 5 years	Total
	(percent)				
Bills of exchanges	3.50 - 5.50	104,154	-	-	104,154
Total		104,154	-	-	104,154



## 20. Provision for long-term employee benefits

Provision for long-term employee benefits, which is compensation in employee retirement, were as follows:

	(Thousand Baht)	
	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
<b>Provision for long-term employee benefits</b>		
<b>at beginning of the year</b>	7,030	11,945
Included in profit or loss:		
Current service costs	2,232	7,186
Interest costs	136	230
Included in other comprehensive income:		
Actuarial (gain) loss arising from		
Demographic assumptions changes	-	-
Financial assumptions changes	-	(39)
Experience adjustments	-	(10,687)
Benefits paid during the year	(2,581)	(1,605)
<b>Provision for long-term employee benefits at ending of the year</b>	<b>6,817</b>	<b>7,030</b>

Expenditures recognised in the statements of comprehensive income for the year ended 31 December 2019 and 2018 in respect of the defined benefit plans are as follows:

	(Thousand Baht)	
	Consolidated and separate financial	
	statements	
	For the year ended 31 December	
	2019	2018
Current service costs	2,232	7,186
Interest costs	136	230
Total	2,368	7,416

As at 31 December 2019 the Company expects to pay long-term employee benefits during the next year amounting of Baht 0.6 million (31 December 2018: Baht 0.75 million).

As at 31 December 2019, the weighted average duration of the liabilities for long-term employee benefits is 21.76 years (31 December 2018: 21.76 years).

The principal actuarial assumptions used to calculate the obligations under the defined post-employment benefit plans as at 31 December 2019 and 2018 are as follows:

	Consolidated and separate financial statements	
	31 December 2019	31 December 2018
Discount rate	2.10%	2.10%
Future salary increase rate	3 %	3 %
Turnover rate	0 - 25 %	0 - 25 %
	Subject to range of age of employee	Subject to range of age of employee

The result of sensitivity analysis for significant assumptions that affect the present value of long-term employee benefit obligation as at 31 December 2019 and 2018 are summarised below:

	(Thousand Baht)		
	Consolidated and separate financial statements		
	31 December 2019		
	Changes in assumption	Increased	Decreased
Discount rate	1%	(509)	569
Salary increase rate	1%	696	(631)

	(Thousand Baht)		
	Consolidated and separate financial statements		
	31 December 2018		
	Changes in assumption	Increased	Decreased
Discount rate	1%	(333)	373
Salary increase rate	1%	398	(362)

## 21. Other Liabilities

	(Thousand Baht)			
	Consolidated financial statements		Separate financial statements	
	31 December 2019	31 December 2018	31 December 2019	31 December 2018
Fixed asset payables	18	52	18	52
Provisions for demolition				
of office equipment	4,722	5,021	4,722	5,021
Value added tax payables	380	4,874	380	4,874
Accrued expenses	27,168	52,970	23,462	52,880
Accrued withholding tax	485	591	306	590
Others	10,915	668	1,742	668
Total other liabilities	43,688	64,176	30,630	64,085



## 22. Share capital

	Consolidated and separate financial statements			
	31 December 2019		31 December 2018	
	Number of share	Amount	Number of share	Amount
	(Thousand shares)	(Thousand Baht)	(Thousand shares)	(Thousand Baht)
Registered (Baht 1 each)	2,414,615	2,414,615	2,414,615	2,414,615
Issued and paid-up (Baht 1 each)	1,224,249	1,224,249	1,224,249	1,224,249

## 23. Statutory reserve

Pursuant to Section 116 of the Public Limited Companies Act B.E. 2535, the Company is required to set aside a statutory reserve at least 5 percent of its net profit after deducting accumulated deficit brought forward (if any), until the reserve reaches 10 percent of the registered capital. The statutory reserve is not available for dividend distribution.

## 24. Capital management

The primary objectives of the Company's capital management are to maintain the Company's ability to continue as a going concern and to maintain net liquid capital in accordance with the rules laid down by the Office of the Securities and Exchange Commission.

## 25. Provident fund

The Company and their employees have jointly established a provident fund in accordance with the Provident Fund Act B.E. 2530. Both employees and the Company contribute to the fund monthly at the rate of 3 - 6 percent of basic salary. The fund, which is managed by Ayutthaya Asset Management Company Limited, will be paid to employees upon termination in accordance with the fund rules. During the year ended 31 December 2019, the Company contributed Baht 4.19 million (2018: Baht 8.54 million).

## 26. Brokerage fees

	(Thousand Baht)	
	Consolidated and separate financial statements	
	For the year ended 31 December	
	2019	2018
Brokerage fees from securities business	41,500	339,428
Brokerage fees from derivatives business	10,605	89,061
Total brokerage fees	52,105	428,489

## 27. Fees and service income

	(Thousand Baht)	
	Consolidated and separate financial statements	
	For the year ended 31 December	
	2019	2018
Underwriting fees	49,128	63,458
Investment advisory fees	24,076	17,464
Commission from sale of bills of exchange	4,237	9,947
Off-exchange trading	3,548	5,298
Others	3,951	8,007
Total fees and service income	84,940	104,174

## 28. Directors' remuneration

Directors' remuneration represents the benefit paid to the directors of the Company in accordance with Section 90 of the Public Limited Companies Act, excluding salaries and related benefits payable to directors who hold executive position.

## 29. Income tax

For the year ended 31 December 2019 and 2018, income tax consisted of the following:

	(Thousand Baht)			
	Consolidated financial statements		Separated financial statements	
	For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018
<b>Current income tax:</b>				
Current income tax charge for the year	-	-	-	-
<b>Deferred tax:</b>				
Relating to origination and reversal of temporary differences	(43)	955	(43)	955
<b>Income tax expenses reported in the statement of comprehensive income</b>	<b>(43)</b>	<b>955</b>	<b>(43)</b>	<b>955</b>

The amounts of income tax relating to each component of other comprehensive income for the years ended 31 December 2019 and 2018 are as follows:



	(Thousand Baht)			
	Consolidated financial statements		Separate financial statements	
	For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018
Deferred tax on loss on change in value of investments in available - for - sale securities	(8,840)	(15,451)	(8,840)	(15,451)
Deferred tax on actuarial gain	-	2,145	-	2,145
	(8,840)	(13,306)	(8,840)	(13,306)

The reconciliation between accounting profit and income tax expenses for the year ended 31 December 2019 and 2018 are shown below.

	(Thousand Baht)			
	Consolidated financial statements		Separate financial statements	
	For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018
Accounting loss before tax	(313,228)	(86,904)	(264,724)	(86,731)
Applicable corporate income tax rate	20%	20%	20%	20%
Accounting loss before tax multiplied by income tax rate	62,645	17,380	52,945	17,346
Loss from subsidiaries	(8,804)	(25)	-	-
Share of loss from investment in associate	(896)	(9)	-	-
Tax effects from tax-exempted revenues and non-tax deductible expenses	(52,988)	(16,391)	(52,988)	(16,391)
Income tax expenses reported in statement of comprehensive income	(43)	955	(43)	955

The components of deferred tax assets are as follows:

	(Thousand Baht)			
	Consolidated financial statements		Separate financial statements	
	For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018
<b>Deferred tax assets</b>				
Loss on change in value of investments in available - for - sale securities	24,292	15,451	24,292	15,451
Provision for long-term employee benefits	1,363	1,406	1,363	1,406
	25,655	16,857	25,655	16,857

### 30. Basis loss per share

Basic loss per share is calculated by dividing loss for the year attributable to equity holders of the Company (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the year.

Diluted earnings per share is calculated by dividing profit for the year attributable to equity holders of the Company (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the year plus the weighted average number of ordinary shares which would need to be issued to convert all dilutive potential ordinary shares into ordinary shares. The calculation assumes that the conversion took place either at the beginning of the year or on the date the potential ordinary shares were issued.

However, no calculation of diluted earnings per share for the year ended 31 December 2019 and 2018 since they were no issued dilutive potential ordinary shares from the exercise of warrants (since the exercise price is in excess of the fair value of the ordinary shares).

Basic loss per share were calculated as follows:

	(Thousand Baht)			
	Consolidated financial statements		Separate financial statements	
	For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018
Loss attributable to equity holders of				
the Company (Baht)	(237,873)	(85,948)	(219,534)	(85,776)
Weighted average number of shares (share)	1,224,249	1,224,248	1,224,249	1,224,248
Basic loss per share (Baht/share)	(0.19)	(0.07)	(0.18)	(0.07)

### 31. Commitment and contingent liabilities

#### 31.1 Litigations

##### 31.1.1 Litigation relating to a client's share transfer

On 7 July 2016, the Company was sued as a co-defendant (Defendant no. 4) in a case relating to a client's share transfer, with the plaintiff seeking the return of the securities or payment of compensation. The amount in dispute is approximately Baht 38 million (it cannot be determined what portion of this amount in dispute belongs to the Company, since there are 4 co-defendants). The Company's lawyer has considered the case and believes that the Company has evidence to refute the allegations. The case is being considered by the Court of First Instance, which has yet to issue a final judgement, meaning that the outcome cannot yet be determined. The Company's management believes that they will not suffer losses. The Company therefore has not yet recorded any entries in the accounts for the contingent liabilities from this litigation.

##### 31.1.2 Cases against the Company

On 15 August 2017, the Company was sued as a co-defendant (second defendant) for offences relating to the voiding of a purchase and sales transaction, alleging that the agreement to purchase and sell

shares between the plaintiff and the first defendant is void and holding that the Company is jointly liable for the return of funds to the plaintiff.

The Court of First Instance sentenced the plaintiff to win the case. Return the contract party to its original state and the second defendant jointly liable with the defendant 3,4,6 to pay with interest to the plaintiff totaling Baht 110.49 million.

The company appealed this decision to the Appeal Court. The Company is not involved and has no legal relationship with the plaintiff and even if the share transfer act is lost but did not make the stock trading act waste as a result, it is likely that the Court will decide to dismiss the parts of the case relating to the plaintiff. The case is currently under the consideration of the Court of Appeal Instance.

The management of the Company has investigated the facts and relevant documentation and believes that the agreement to purchase and sell the shares is not void and that the Company is not involved and has no legal relationship with the plaintiff and, as a result, it is likely that the Court will decide to dismiss the parts of the case relating to the Company.

**31.2** The Group has non-cancellable lease agreements for office premises and facilities for periods of 1 - 3 years, renewable every 1 - 3 years. In addition, the Company has non-cancellable lease agreements for vehicles for periods of 4-5 years with rental fee rates as specified in the agreements. The Company does not have an option to purchase the leased assets at the expiry of lease period.

As at 31 December 2019 and 2018, the Company is required to pay rental and related service fees under the lease agreements for office premises and facilities and vehicles as follows:

Type	(Thousand Baht)			
	Consolidated financial statements		Consolidated financial statements	
	31 December 2019		31 December 2018	
	Within 1 year	Within 2 - 5 years	Within 1 year	Within 2 - 5 years
Office buildings	14,138	17,601	12,767	1,940
Office equipment	626	461	815	1,198
Vehicles	1,983	2,827	2,003	2,928
	16,747	20,889	15,585	6,066

Type	(Thousand Baht)			
	Separate financial statements		Separate financial statements	
	31 December 2019		31 December 2018	
	Within 1 year	Within 2 - 5 years	Within 1 year	Within 2 - 5 years
Office buildings	12,723	15,656	12,767	1,940
Office equipment	602	402	815	1,198
Vehicles	1,983	2,827	2,003	2,928
	15,308	18,885	15,585	6,066

**31.3** As at 31 December 2019 and 2018, the Company has commitments to purchase computer software amounting to Baht 0.38 million and Baht 0.95 million, respectively.

**31.4** As at 31 December 2019 and 2018, the Company is required to pay to the Stock Exchange of Thailand monthly securities trading fees of Baht 50,000 and 0.005 percent of the trading value.

**31.5** As at 31 December 2019 and 2018, the Company is required to pay service fees to the Thailand Securities Depository Company Limited for rendering securities depository system services at rates according to each type of service.

**31.6** As at 31 December 2019 and 2018, the Company is required to pay fees to the Office of the Securities and Exchange Commission for its business operations under the license whereby the Company is charged a fee at a rate of 1 percent of total fee income which is calculated from net capital gain arisen from the trading of debt securities and unit trusts and fee income from securities underwriting. Such fee shall not be less than Baht 500,000 per annum.

**31.7** As at 31 December 2019 and 2018, the Company is required to pay contributions to the Compensation Fund for Securities Clearing and Settlement, which is overseen by the Thailand Securities Depository Company Limited, and the Compensation Fund for Derivatives Clearing and Settlement, which is overseen by the Thailand Clearing House Company Limited at certain rates of its net settlements each month.

**31.8** As at 31 December 2019 and 2018, the Company is required to pay annual membership fees of Baht 500,000 per annum to the Thailand Future Exchange Public Company Limited and an annual fee of Baht 300,000 and a monthly fee of Baht 15,000 to Thailand Clearing House Company Limited.

## 32. Related party transactions

For the purposes of these financial statements, parties are considered to be related to the Group if the Group has the ability, directly or indirectly, to control or joint control the party or exercise significant influence over the party in making financial and operating decisions, or vice versa, or where the Group and the party are subject to common control or common significant influence. Related parties may be individuals or other entities.

Relationships with associate and subsidiaries are described in notes 1 and 11. Relationships with key management and other significant related parties were as follows:

### 32.1 The relationships

Name of related parties	Relationship
Thai Rent A Car Corporation Co., Ltd.	Having common director
Sirivej Medical Co., Ltd.	Having common director
ACE Incorporation Co., Ltd.	Subsidiary
O Mobile Co., Ltd.	Subsidiary
O Money Co., Ltd.	Subsidiary
Zipmex Co., Ltd.	Associate

### 32.2 The significant business transaction during the year

During the period, the Company had significant business transactions with related parties. Such transactions, which are summarised below, arose in the ordinary course of business and were concluded on commercial terms and bases agreed upon between the Company and those related parties.

	(Thousand Baht)				
	Consolidated financial statements		Separated financial statements		
	For the year ended 31 December		For the year ended 31 December		
	2019	2018	2019	2018	Transfer Pricing Policies
<u>Transactions with related companies</u>					
<u>Fee and services income</u>					
Sirivej Medical Co., Ltd.	800	-	800	-	Contract price
<u>Interest received</u>					
ACE Incorporation Co., Ltd.	-	-	3,689	19	Contract price
O Mobile Co., Ltd.	-	-	2,900	-	Contract price

### 32.3 The balances of the accounts

The balances of the accounts as at 31 December 2019 and 2018 between the Company and those related parties are as follows:

(Thousand Baht)						
	Interest rate (%)		Consolidated financial statements		Separated financial statements	
	For the year ended		For the year ended 31 December		For the year ended 31 December	
	31 December		For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018	2019	2018
<u>Related companies</u>						
<u>Loans to related companies</u>						
ACE Incorporate Co., Ltd.	6	6	-	-	105,000	13,003
O Mobile Co., Ltd.	7.25	-	-	-	40,000	-
<u>Investment in subsidiaries</u>						
ACE Incorporate Co., Ltd.	-	-	-	-	966	966
O Mobile Co., Ltd.	-	-	-	-	25,000	-
O Money Co., Ltd.	-	-	-	-	25,000	-
<u>Investment in associate</u>						
Zipmex Co., Ltd.	-	-	10,473	255	15,000	300

The movement of loan to related companies for the year ended 31 December 2019 and 2018 are as follow;

**Loans to related companies**

	(Thousand Baht)	
	Consolidated financial statements	Separate financial statements
Loans to subsidiaries		
As at 1 January 2018	-	-
Addition		
- Principle	-	13,000
- Interest	-	192
Less		
- Principle	-	-
- Interest	-	(189)
As at 31 December 2018 and 1 January 2019		13,003
Addition		
- Principle	-	144,000
- Interest	-	6,589
Less		
- Principle	-	(12,000)
- Interest	-	(6,592)
As at 31 December 2019	-	145,000

**Managements' remunerations**

For the year ended 31 December 2019 and 2018, managements' remunerations are as follows:

	(Thousand Baht)			
	Consolidated financial statements		Separated financial statements	
	For the year ended 31 December		For the year ended 31 December	
	2019	2018	2019	2018
Short-term employee benefits	47,821	36,816	39,394	36,816
Post-employment benefits	1,532	1,429	1,520	1,429
Total	49,353	38,245	40,914	38,245

### 33. Financial information by segment

Operating segment information is reported in a manner consistent with the internal reports that are regularly reviewed in order to make decisions about the allocation of resources to the segment and assess its performance.

For management purposes, the Company is organised into business units based on its products and services and have 2 reportable segments as follows:

- Securities business segment, which provide service according to brokering, derivative brokering and securities borrowing and lending.

- Investment segment, which investment in securities and private fund.

The chief operating decision maker monitors the operating results of the business units separately for the purpose of making decisions about resource allocation and assessing performance. Segment performance is measured based on operating profit of loss and on a basis consistent with that used to measure operating profit or loss in the financial statements. However, income tax is not allocated to the segment.

The transfer price between operating segments is based on fair value (arm's length basis).

Financial information by segment of the Company for the year ended 31 December 2019 and 2018 are as follows:

	(Thousand Baht)			
	Consolidated financial statements			
	For the year ended 31 December 2019			
	Securities and derivatives business	Investment business	Elimination entries	Total
<b>Revenues</b>				
Brokerage fees	52,105	-	-	52,105
Fees and service income	46,374	38,565	-	84,939
Interest on margin loans	4,822	-	-	4,822
Gain and return on financial instruments	672	112,536	(6,606)	106,586
Total income	103,973	151,101	(6,606)	248,452
<b>Unallocated revenue and expenses:</b>				
Other income				8,353
Employee benefit expenses				(172,771)
Fees and service expenses				(35,380)
Impairment loss on investments				(139,903)
Share of loss from investment in associate				(4,482)
Finance costs				(18,526)
Other expenses				(153,753)
Loss before tax				(267,994)
Income tax				(43)
Loss for the year				(268,037)

(Thousand Baht)				
Consolidated financial statement				
For the year ended 31 December 2018				
	Securities and derivatives business	Investment business	Elimination entries	Total
<b>Revenues</b>				
Brokerage fees	428,489	-	-	428,489
Fees and service income	59,940	44,234	-	104,174
Interest on margin loans	19,955	-	-	19,955
Gain and return on financial instruments	2,260	65,224	(3)	67,481
Total income	510,644	109,458	(3)	620,099
<b>Unallocated revenue and expenses:</b>				
Other income				35,139
Employee benefit expenses				(387,365)
Fees and service expenses				(107,254)
Share of loss from investment in associate				(45)
Finance costs				(44,155)
Other expenses				(203,322)
Loss before tax				(86,903)
Income tax				955
Loss for the year				(85,948)



	(Thousand Baht)		
	Separated financial statements		
	For the year ended 31 December 2019		
	Securities and derivatives business	Investment business	Total
<b>Revenues</b>			
Brokerage fees	52,105	-	52,105
Fees and service income	46,374	38,565	84,939
Interest on margin loans	4,822	-	4,822
Gain and return on financial instruments	672	103,043	103,715
Total income	103,973	141,608	245,581
<b>Unallocated revenue and expenses:</b>			
Other income			5,875
Employee benefit expenses			(152,139)
Fees and service expenses			(35,180)
Impairment loss on investments			(139,903)
Finance costs			(18,526)
Other expenses			(125,199)
Loss before tax			(219,491)
Income tax			(43)
Loss for the year			(219,534)

(Thousand Baht)			
Separated financial statements			
For the year ended 31 December 2018			
	Securities and derivatives business	Investment business	Total
<b>Revenues</b>			
Brokerage fees	428,489	-	428,489
Fees and service income	59,940	44,234	104,174
Interest on margin loans	19,955	-	19,955
Gain and return on financial instruments	2,260	65,237	67,497
Total income	510,644	109,471	620,115
<b>Unallocated revenue and expenses:</b>			
Other income			35,139
Employee benefit expenses			(387,365)
Fees and service expenses			(107,254)
Finance costs			(44,155)
Other expenses			(203,211)
Loss before tax			(86,731)
Income tax			955
Loss for the year			(85,776)

### 34. Fair value hierarchy

As at 31 December 2019 and 2018, the Company had assets and liabilities that were measured at fair value using different levels of inputs as follows:

(Thousand Baht)				
Consolidated financial statements				
31 December 2019				
	Level 1	Level 2	Level 3	Total
<b>Assets measured at fair value</b>				
Trading securities				
Debt instruments	-	353,117	-	353,117
Available for sale securities				
Equity instruments	24,558	-	-	24,558
<b>Assets for which fair value are disclosed</b>				
Cash and cash equivalents	59,099	-	-	59,099
Receivables from Clearing House and brokers	-	45,851	-	45,851
Securities and derivatives business receivables	-	101,829	-	101,829
Held-to-maturity investments	-	212,763	-	212,763
Non-marketable equity securities	-	-	71,356	71,356
<b>Liabilities for which fair value are disclosed</b>				
Securities sold under repurchase agreements	-	360,859	-	360,859
Payables to Clearing House and brokers	-	2,736	-	2,736
Securities and derivatives business payables	-	83,382	-	83,382
Liabilities under finance lease agreements	-	5,975	-	5,975
Debt issued and borrowings	-	29,713	-	29,713

	(Thousand Baht)			
	Consolidated financial statements			
	31 December 2018			
	Level 1	Level 2	Level 3	Total
<b>Assets measured at fair value</b>				
Trading securities				
Equity instruments	17,979	-	-	17,979
Debt instruments	-	675,415	-	675,415
Available for sale securities				
Equity instruments	55,876	-	-	55,876
<b>Assets for which fair value are disclosed</b>				
Cash and cash equivalents	47,574	-	-	47,574
Receivables from Clearing House and brokers	-	80,022	-	80,022
Securities and derivatives business receivables	-	320,790	-	320,790
Held-to-maturity investments	-	478,961	-	478,961
Non-marketable equity securities	-	-	117,945	117,945
<b>Liabilities for which fair value are disclosed</b>				
Securities sold under repurchase agreements	-	639,898	-	639,898
Payables to Clearing House and brokers	-	101,744	-	101,744
Securities and derivatives business payables	-	209,476	-	209,476
Liabilities under finance lease agreements	-	8,424	-	8,424
Debt issued and borrowings	-	104,154	-	104,154



	(Thousand Baht)			
	Separate financial statements			
	31 December 2019			
	Level 1	Level 2	Level 3	Total
<b>Assets measured at fair value</b>				
Trading securities				
Debt instruments	-	353,117	-	353,117
Available for sale securities				
Equity instruments	24,558	-	-	24,558
<b>Assets for which fair value are disclosed</b>				
Cash and cash equivalents	50,885	-	-	50,885
Receivables from Clearing House and brokers	-	45,851	-	45,851
Securities and derivatives business receivables	-	101,829	-	101,829
Held-to-maturity investments	-	192,944	-	192,944
Non-marketable equity securities	-	-	68,356	68,356
<b>Liabilities for which fair value are disclosed</b>				
Securities sold under repurchase agreements	-	360,859	-	360,859
Payables to Clearing House and brokers	-	2,736	-	2,736
Securities and derivatives business payables	-	83,382	-	83,382
Liabilities under finance lease agreements	-	5,975	-	5,975
Debt issued and borrowings	-	29,713	-	29,713

	(Thousand Baht)			
	Separate financial statements			
	31 December 2018			
	Level 1	Level 2	Level 3	Total
<b>Assets measured at fair value</b>				
Trading securities				
Equity instruments	17,979	-	-	17,979
Debt instruments	-	675,415	-	675,415
Available for sale securities				
Equity instruments	55,876	-	-	55,876
<b>Assets for which fair value are disclosed</b>				
Cash and cash equivalents	45,411	-	-	45,411
Receivables from Clearing House and brokers	-	80,022	-	80,022
Securities and derivatives business receivables	-	320,790	-	320,790
Held-to-maturity investments	-	478,961	-	478,961
Non-marketable equity securities	-	-	117,945	117,945
<b>Liabilities for which fair value are disclosed</b>				
Securities sold under repurchase agreements	-	639,898	-	639,898
Payables to Clearing House and brokers	-	101,744	-	101,744
Securities and derivatives business payables	-	209,476	-	209,476
Liabilities under finance lease agreements	-	8,424	-	8,424
Debt issued and borrowings	-	104,154	-	104,154

During the current year, there were no transfers within the fair value hierarchy.

## 35. Financial instruments

Financial instruments are any contracts which give rise to both a financial asset of one entity and a financial liability or equity instrument of another entity in the meantime.

### 35.1 Risk management

As at 31 December 2019, the Company has no policy for speculation in or engaging in the trading of any derivative financial instruments.

As at 31 December 2019, financial instruments of the Company principally comprise cash and cash equivalents, investments, receivables from and payables to Clearing House, securities sold under repurchase agreements securities and derivatives business receivables and payables, financial lease liabilities and debt issued and borrowings. The financial risks associated with these financial instruments and how they are managed is described below:

#### 35.1.1 Liquidity risk

Under the notification of the SEC No.Kor Tor. 18/2549 regarding “Principle for Maintaining Capital Adequacy”, the Company shall have adequate capital at the end of the day at least Baht 15 million and at least 7% of general liability.

The Company has been granted a securities business license in the form of derivatives agent in accordance with the law of derivatives agent. The Company has to maintain capital adequacy at the end of the day at least Baht 25 million and at least 7% of general liability and assets which will be placed as collateral except in case the Company discontinues operation of derivatives agent and informs the SEC, after which the Company has to maintain capital following the requirement in the first paragraph above.

Additionally, in accordance with the regulation of Thailand Clearing House Company Limited (TCH) Chapter 300 “Ordinary Members” regarding the “Qualification of Membership”, the Ordinary Membership is required to have share capital at least Baht 100 million for membership operating only derivatives business.

As at 31 December 2019 and 2018, the company has maintained capital adequacy higher than notification of the SEC, and had share capital higher than TCH’s regulation.

The maturity dates of financial instruments held as of 31 December 2019 and 2018, are as follows:

(Million Baht)							
Consolidated financial statements							
31 December 2019							
	At call	Within 1 year	1 - 5 years	Over 5 years	No maturity	Non-performing debts	Total
<b>Financial assets</b>							
Cash and cash equivalents	59	-	-	-	-	-	59
Receivables from Clearing House and brokers	-	46	-	-	-	-	46
Securities and derivatives business receivables	-	93	-	-	-	9	102
Investments	-	566	-	-	96	-	662
<b>Financial liabilities</b>							
Securities sold under repurchase agreements	-	361	-	-	-	-	361
Payables to Clearing House and brokers	-	3	-	-	-	-	3
Securities and derivatives business payables	-	83	-	-	-	-	83
Liabilities under finance lease agreements	-	3	3	-	-	-	6
Debt issued and borrowings	-	30	-	-	-	-	30

(Million Baht)							
Consolidated financial statements							
31 December 2018							
	At call	Within 1 year	1 - 5 years	Over 5 years	No maturity	Non-performing debts	Total
<b>Financial assets</b>							
Cash and cash equivalents	48	-	-	-	-	-	48
Receivables from Clearing House and brokers	-	80	-	-	-	-	80
Securities and derivatives business receivables	-	312	-	-	-	9	321
Investments	-	1,172	-	-	174	-	1,346
<b>Financial liabilities</b>							
Securities sold under repurchase agreements	-	640	-	-	-	-	640
Payables to Clearing House and brokers	-	102	-	-	-	-	102
Securities and derivatives business payables	-	209	-	-	-	-	209
Liabilities under finance lease agreements	-	2	6	-	-	-	8
Debt issued and borrowings	-	104	-	-	-	-	104





(Million Baht)							
Separate financial statements							
31 December 2019							
	At call	Within 1 year	1 - 5 years	Over 5 years	No maturity	Non-performing debts	Total
<b>Financial assets</b>							
Cash and cash equivalents	51	-	-	-	-	-	51
Receivables from Clearing House and brokers	-	46	-	-	-	-	46
Securities and derivatives business receivables	-	93	-	-	-	9	102
Investments	-	546	-	-	96	-	639
<b>Financial liabilities</b>							
Securities sold under repurchase agreements	-	361	-	-	-	-	361
Payables to Clearing House and brokers	-	3	-	-	-	-	3
Securities and derivatives business payables	-	83	-	-	-	-	83
Liabilities under finance lease agreements	-	3	3	-	-	-	6
Debt issued and borrowings	-	30	-	-	-	-	30

(Million Baht)							
Separate financial statements							
31 December 2018							
	At call	Within 1 year	1 - 5 years	Over 5 years	No maturity	Non-performing debts	Total
<b>Financial assets</b>							
Cash and cash equivalents	45	-	-	-	-	-	45
Receivables from Clearing House and brokers	-	80	-	-	-	-	80
Securities and derivatives business receivables	-	312	-	-	-	9	321
Investments	-	1,172	-	-	174	-	1,346
<b>Financial liabilities</b>							
Securities sold under repurchase agreements	-	640	-	-	-	-	640
Payables to Clearing House and brokers	-	102	-	-	-	-	102
Securities and derivatives business payables	-	209	-	-	-	-	209
Liabilities under finance lease agreements	-	2	6	-	-	-	8
Debt issued and borrowings	-	104	-	-	-	-	104

### 35.1.2 Interest rate risk

Interest rate risk is the risk that the value of financial instruments will fluctuate due to changes in market interest rates.

As at 31 December 2019 and 31 December 2018, significant financial assets and liabilities classified by type of interest rate are as follows:

(Million Baht)									
Consolidated financial statements									
31 December 2019									
Outstanding balance of financial Instrument									
Remaining period to the contractual reprising									
	date or maturity date						Interest Rate (% p.a.)		
	Floating Interest rate	Within 1 year	1 - 5 years	Over 5 years	Non-performing debts	Without interest	Total	Floating Interest rate	Fixed Interest rate
<b>Financial assets</b>									
Cash and cash equivalents	59	-	-	-	-	-	59	0.125 - 1.10	-
Receivables from Clearing House and brokers	-	-	-	-	-	46	46	-	-
Securities and derivatives business receivables	-	37	-	-	9	56	102	5.90 - 18.00	18.00
Investments	-	566	-	-	-	96	662	-	0.85 - 9.00
<b>Financial liabilities</b>									
Securities sold under repurchase agreements	-	361	-	-	-	-	361	-	2.20 - 3.15
Payables to Clearing House and brokers	-	-	-	-	-	3	3	-	-
Securities and derivatives business payables	-	-	-	-	-	83	83	-	-
Liabilities under finance lease agreements	-	3	3	-	-	-	6	-	5.39 - 8.60
Debt issued and borrowings	-	30	-	-	-	-	30	-	3.50

(Million Baht)									
Consolidated financial statements									
31 December 2018									
Outstanding balance of financial Instrument									
Remaining period to the contractual reprising									
	date or maturity date						Interest Rate (% p.a.)		
	Floating Interest rate	Within 1 year	1 - 5 years	Over 5 years	Non-performing debts	Without interest	Total	Floating Interest rate	Fixed Interest rate
<b>Financial assets</b>									
Cash and cash equivalents	48	-	-	-	-	-	48	0.125 - 1.10	-
Receivables from Clearing House and brokers	-	-	-	-	-	80	80	-	-
Securities and derivatives business receivables	-	43	-	-	9	269	321	5.90 - 18.00	18.00
Investments	-	1,154	-	-	-	192	1,346	-	0.85 – 10.00
<b>Financial liabilities</b>									
Securities sold under repurchase agreements	-	640	-	-	-	-	640	-	2.50 – 3.00
Payables to Clearing House and brokers	-	-	-	-	-	102	102	-	-
Securities and derivatives business payables	-	-	-	-	-	209	209	-	-
Liabilities under finance lease agreements	-	2	6	-	-	-	8	-	5.39 – 8.60
Debt issued and borrowings	-	104	-	-	-	-	104	-	3.50 – 5.50

(Million Baht)									
Separate financial statements									
31 December 2019									
Outstanding balance of financial Instrument									
Remaining period to the contractual reprising									
	date or maturity date						Interest Rate (% p.a.)		
	Floating Interest rate	Within 1 year	1 - 5 years	Over 5 years	Non- performing debts	Without interest	Total	Floating Interest rate	Fixed Interest rate
<b>Financial assets</b>									
Cash and cash equivalents	51	-	-	-	-	-	51	0.125 - 1.10	-
Receivables from Clearing House and brokers	-	-	-	-	-	46	46	-	-
Securities and derivatives business receivables	-	37	-	-	9	-	102	5.90 - 18.00	18.00
Investments	-	546	-	-	-	93	639	-	0.85 - 9.00
<b>Financial liabilities</b>									
Securities sold under repurchase agreements	-	361	-	-	-	-	361	-	2.20 - 3.15
Payables to Clearing House and brokers	-	-	-	-	-	3	3	-	-
Securities and derivatives business payables	-	-	-	-	-	83	83	-	-
Liabilities under finance lease agreements	-	3	3	-	-	-	6	-	5.39 - 8.60
Debt issued and borrowings	-	30	-	-	-	-	30	-	3.50

(Million Baht)									
Separate financial statements									
31 December 2018									
Outstanding balance of financial Instrument									
Remaining period to the contractual reprising									
date or maturity date							Interest Rate (% p.a.)		
Floating Interest rate	Within 1 year	1 - 5 years	Over 5 years	Non-performing debts	Without interest	Total	Floating Interest rate	Fixed Interest rate	
<b>Financial assets</b>									
Cash and cash equivalents									
Receivables from Clearing House and brokers	45	-	-	-	-	45	0.125 – 1.10	-	
Securities and derivatives business receivables	-	-	-	-	80	80	-	-	
Investments	-	43	-	-	9	269	5.90 - 18.00	18.00	
	-	1,154	-	-	-	192	-	0.85 – 10.00	
<b>Financial liabilities</b>									
Securities sold under repurchase agreements									
Payables to Clearing House and brokers	-	640	-	-	-	640	-	2.50 – 3.00	
Securities and derivatives business payables	-	-	-	-	102	102	-	-	
Liabilities under finance lease agreements	-	-	-	-	209	209	-	-	
Debt issued and borrowings	-	2	6	-	-	8	-	5.39 – 8.60	

### 35.1.3 Credit Risk

Credit risk related to investment in debt securities, account receivable and securities and derivatives business receivables is the risk that the party to a financial instrument will fail to discharge an obligation and consequently causes the Company to incur a financial loss. The maximum credit risk exposure is the carrying amount of such assets as stated in the statement of financial position.

### 35.1.4 Foreign exchange risk

Foreign exchange risk is the risk that changes in foreign exchange rates may result in change in the value of financial instruments.

There is no foreign exchange risk due to the Company has no foreign transactions and there are no foreign financial instruments as at financial statement date.

### 35.1.5 Fair value of financial instruments

Fair value represents the amount for which an asset could be exchange or a liability settled between knowledgeable, willing parties in an arm's length transaction.

Summarised comparison between fair value and book value are as follows:

	(Million Baht)				(Million Baht)			
	Consolidated financial statements				Separate financial statements			
	31 December 2019		31 December 2018		31 December 2019		31 December 2018	
	Book value	Fair value	Book value	Fair value	Book value	Fair value	Book value	Fair value
<b>Financial assets</b>								
Cash and cash equivalents	59	59	48	48	51	51	45	45
Receivables from Clearing House and brokers	46	46	80	80	46	46	80	80
Securities and derivatives business receivables	102	102	321	321	102	102	321	321
Investments in marketable and debt securities	353	353	693	693	353	353	693	693
Available-for-sale investments	25	25	56	56	25	25	56	56
Held-to-maturity investments	213	213	479	479	193	193	479	479
Investment in non-marketable equity securities	71	71	118	118	68	68	118	118
<b>Financial liabilities</b>								
Securities sold under repurchase agreements	361	361	640	640	361	361	640	640
Payables from Clearing House and brokers	3	3	102	102	3	3	102	102
Securities and derivatives business payables	83	83	209	209	83	83	209	209
Liabilities under finance lease agreements	6	6	8	8	6	6	8	8
Debt issued and borrowings	30	30	104	104	30	30	104	104

The methods and assumptions used by the Company in estimating the fair value of financial instruments are as follows:

- For financial assets and liabilities which have short-term maturity, including Cash and cash equivalents, Receivable from Clearing House, Securities and derivatives business receivables, Short-term investments, Payables to Clearing House, Securities and derivatives business payables and Short-term loans, their carrying amounts in the statement of financial position approximate their fair value.
- For debts securities, their fair value is generally derived from quoted market prices.
- For equity securities, their fair value is generally derived from quoted market prices, or based on generally accepted pricing models when no market price is available.
- For debentures and long-term loans carrying interest approximate to the market rate, their carrying amounts in the statement of financial position approximates their fair value.

During the current period, there were no transfers within the fair value hierarchy.



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