

ASP 019/2021

30 July 2021

Subject: Financial performance analysis

To: President
The Stock Exchange of Thailand

Dear Sir,

Asia Plus Group Holdings Public Company Limited would like to disclose the unreviewed consolidated financial statements for the second quarter 2021. The result shows net profit of 231.34 million baht, comparing with 153.96 million baht, at the same period in 2020, representing 50 percent increase. This is mainly due to:

| Revenue | (Unit: Million Baht) | |
|--|----------------------|----------------|
| | Quarter 2/2021 | Quarter 2/2020 |
| Brokerage fees from securities business | 326.93 | 258.87 |
| Brokerage fees from derivatives business | 12.35 | 10.42 |
| Fees and services income | 374.78 | 119.23 |
| Interest on margin loans | 42.89 | 13.98 |
| Gain(Loss) and return on financial instruments | 47.68 | 147.11 |
| Other Interest | 14.31 | 33.10 |
| Other income | <u>7.31</u> | <u>-</u> |
| Total Revenue | <u>826.25</u> | <u>582.71</u> |

1. Securities brokerage income in the second quarter 2021 was 326.93 million baht, increasing by 26 % from the same period last year, due to the company's average daily trade volume per day increase from 3,661 million baht to 4,162 million baht.
2. Fees and services income in the second quarter 2021 increased by 255.55 million baht, representing 214%, mainly from increasing of bonds/equity underwriting fees, front-end fees, registrar fees and management fees of Mutual funds.
3. The company had Gain and return on financial instruments in the second quarter 2021 47.68 million baht, mainly came from gain on derivatives and dividend income.
4. Other income in the second quarter 2021 mainly came from gain on exchange rate.

| Expenses | (Unit : Million Baht) | |
|-------------------------------|-----------------------|----------------|
| | Quarter 2/2021 | Quarter 2/2020 |
| Personal expenses | 360.11 | 236.55 |
| Depreciation and amortization | 22.96 | 24.00 |
| Fees and services expenses | 69.13 | 41.78 |
| Financial Costs | 14.19 | 13.38 |
| Other expenses | <u>70.59</u> | <u>74.72</u> |
| Total expenses | <u>536.98</u> | <u>390.43</u> |

The expenses in the second quarter 2021 were 536.98 million baht, increasing by 38% from the same period last year, mainly due to increasing of personal expenses and selling agent fees of mutual fund which increased in the same way of the Company's total revenue.

Consolidated financial statements of the six-month ended in 2021 shown net profit of 580.92 million baht comparing with 178.03 million baht at the same period last year, increasing by 226%. The Company had 527.27 million baht or 184% increasing in Fees/services income and 244.63 million baht or 54% increasing in Brokerage fees from securities business. Gain/return on financial instruments also increased from the same period last year. Increasing in expenses mainly came from Personal expenses and Fees which increased in the same way of the Company's total revenue. The total revenue and expenses are as following:

(Unit : Million Baht)

| Revenue | Year 2021 | Year 2020 |
|--|-----------------|---------------|
| Brokerage fees from securities business | 701.10 | 456.47 |
| Brokerage fees from derivatives business | 26.25 | 27.68 |
| Fees and services income | 805.48 | 283.21 |
| Interest on margin loans | 74.29 | 38.73 |
| Gain(Loss) and return on financial instruments | 264.40 | 77.81 |
| Other Interest | 31.00 | 65.93 |
| Other income | 26.13 | 26.42 |
| Total Revenue | <u>1,928.65</u> | <u>976.25</u> |
| | | |
| Expenses | Year 2021 | Year 2020 |
| Personal expenses | 788.90 | 493.58 |
| Depreciation and amortization | 50.17 | 49.89 |
| Fees and services expenses | 185.79 | 77.88 |
| Financial Costs | 26.64 | 32.55 |
| Allowance of doubtful accounts(reversal) | | - |
| Other expenses | 149.80 | 100.73 |
| Total expenses | <u>1,201.30</u> | <u>754.63</u> |

Please be acknowledged.

Yours sincerely,

(Mr. Pithayain Assavanig)
Executive Director and CFO