

Ref: FIN. 025/2021

August 24, 2021

Subject: Report of the Company's operating result for the six-month period ended June 30, 2021 (Audited)

To: Managing Director
The Stock Exchange of Thailand

With respect to the operating results of Kiatnakin Phatra Securities Public Company Limited ("the Company") for the six-month period ended June 30, 2021. Details were as below:

1. The Company's revenues for the six-month period of 2021 were Baht 2,674.38 million, increased by Baht 505.96 million or 23.33% from Baht 2,168.42 million in the same period of 2020.
2. The Company's net earnings for the six-month period of 2021 were Baht 883.89 million, increased by Baht 127.66 million, or 16.88%, from Baht 756.23 million in the same period of 2020. Together with other comprehensive income which was gain on disposal of equity investments at fair value of Baht 0.18 million and income taxes through other comprehensive income of Baht 0.04 million. Total comprehensive income in the six-month period of 2021 was reported at Baht 884.03 million.

Operating result

Revenues

(million baht)	<u>1H / 2021</u>	<u>1H / 2020</u>
Revenues from Agency Business		
Brokerage fees from securities business	857.12	753.11
Brokerage fees from derivatives business	85.65	108.94
Other brokerage fees	36.62	-
Fees and services income	1,082.28	464.94
Total revenues from Agency Business	2,061.67	1,326.99
Revenues from Investment Business		
Gain (Loss) from investments	276.95	(2,499.21)
Gain (Loss) on derivatives	(34.89)	2,200.45
Gain(Loss) from financial liabilities designated at fair value	(30.93)	768.50
Interest and dividend income	182.17	267.04
Total revenues from Investment Business	393.30	736.78
Other income	219.41	104.65
Total revenues	2,674.38	2,168.42

Revenues from Agency Business

1. Brokerage fees from securities business

In the six-month period of 2021, average daily trading value on the SET & MAI were Baht 98,328 million, increased from Baht 68,617 million in the same period of 2020.

Our average daily trading value (excluded securities trading of proprietary account) increased by 60.66% from Baht 12,696 million in the six-month period of 2020 to Baht 20,398 million in the six-month period of 2021. Brokerage fees from securities business in the six-month period of 2021 were Baht 857.12 million. Market share of the Company (excluded securities trading of proprietary account) in the six-month period of 2021 was 11.46%, ranked 1st from total 38 brokers.

2. Brokerage fees from derivatives business

Brokerage fees from derivatives business were Baht 85.65 million in the six-month period of 2021, decreased from Baht 108.94 million in the six-month period of last year. Market share of the Company, measured by number of contract in derivatives market, in the six-month period of 2021 was 8.87%.

In the six-month period of 2021, proportion of the brokerage fees from derivatives business from foreign institutional investors, local institutional investors and high net worth individuals were 71.29%, 0.82% and 27.89% respectively.

3. Other brokerage fees

Other brokerage fees in the six-month period of 2021 were Baht 36.62 million, consist of Baht 15.15 million from tender offer agent fees and Baht 21.47 million from other.

4. Fees and services income

Fees and services income in the six-month period of 2021 was Baht 1,082.28 million, increased from Baht 464.94 million in the same period of previous year. Total fees and services income in the six-month period of 2021 consist of Baht 566.18 million from selling agent fees, Baht 73.82 million from financial advisory fees, Baht 392.46 million from underwriting fees, Baht 12.83 million from investment advisory fees, Baht 36.80 million from stock borrowing and lending fees and Baht 0.19 million from others.

Revenues from Investment Business

Revenues comparison by department between the six-month period of 2021 and 2020 were as follows:

(million baht)	<u>1H / 2021</u>	<u>1H / 2020</u>
Investment & Trading Group	366.14	690.51
Others	27.16	46.27
Total Revenues from Investment Business	393.30	736.78

1. Investment & Trading Group

Details of investment return from Investment & Trading Group were as follows:

(million baht)	<u>1H / 2021</u>	<u>1H / 2020</u>
Interest and Dividend Income	162.50	223.29
Gain (Loss) from investments	269.45	(2,503.88)
Gain (Loss) on derivatives	(34.88)	2,202.60
Gain (Loss) from financial liabilities designated at fair value	(30.93)	768.50
Total Revenues from Investment & Trading Group	366.14	690.51

2. Others

In addition to return from Investment & Trading Group, the Company also had return from Others amounted Baht 27.16 million in the six-month period of 2021.

Expenses

(million baht)	<u>1H / 2021</u>	<u>1H / 2020</u>
Personnel expenses	1,049.12	674.30
Fee and service expenses	303.15	274.45
Financial costs	15.04	36.32
Other expenses	200.41	237.58
Total expenses	1,567.72	1,222.65

The Company's total expenses in the six-month period of 2021 were Baht 1,567.72 million, increased by Baht 345.07 million or 28.22% from Baht 1,222.65 million in the same period of 2020 due to an increase in personnel expenses.

Net Earnings

Due to the reasons discussed above, The Company's net earnings for the six-month period of 2021 were Baht 883.89 million, increased by Baht 127.66 million, or 16.88%, from Baht 756.23 million in the same period of 2020. Together with other comprehensive income which was gain on disposal of equity investments at fair value of Baht 0.18 million and income taxes through other comprehensive income of Baht 0.04 million. Total comprehensive income in the six-month period of 2021 was reported at Baht 884.03 million

Yours Faithfully,

Mr. Supachoke Supabundit
President