



Ref. BYD 0828/2021

August 30, 2021

**Subject:** Clarification of the Company's Operating Results for the three-month period and six-month period ended June 30, 2021

**To:** President  
The Stock Exchange of Thailand

Beyond Securities Public Company Limited "The Company" would like to clarify the Company's operating results of financial statements in which the equity method is applied for the three-month period and the six-month period ended June 30, 2021, which has been audited by an auditor. For the three-month period ended June 30, 2021 the Company had a net loss of 76.83 million baht, decreased by 81.58 million baht or 51.50% when compared to the same period last year which had a net loss of 158.41 million baht.

For the six-month period ended June 30, 2021 the Company had a net loss of 83.88 million baht, decreased by 113.33 million baht or 57.47% when compared to the same period last year which had a net loss of 197.21 million baht. The significant accounting transactions changed as follows;

Operating results for the three-month period ended 30 June 2021

The Company's total revenues increased from (57.70) million baht to 60.83 million baht, increased by 111.83 million baht or 205.42% when compared to the same period last year. The significant revenue items are as follows:

- 1) Brokerage fees decreased from 12.71 million baht to 11.17 million baht, decreased by 1.54 million baht or 12.12% due to a decrease in the customer's equities trading volume but on the other hand, the number of the customer's derivatives trading volume was rising.
  - 2) Fees and service income decreased from 5.39 million baht to 1.84 million baht, decreased by 3.55 million baht or 65.86% mainly due to a decrease in income from financial advisory fees.
  - 3) Interest income decreased from 6.69 million baht to 4.00 million baht, decreased by 2.69 million baht or 40.21% mainly due to a decrease of interest income on investment in debt securities and loan.
  - 4) Gain (loss) and return on financial instruments increased from losses 80.97 million baht to gain 14.49 million baht, increased by 95.47 million baht or 117.90% as a result of an increase in profit from securities trading and a decrease in loss from investment in debt securities.
  - 5) Gain on sales of investment in associate and subsidiary 27.87 million baht.
  - 6) Other income increased from 0.67 million baht to 1.46 million baht, increased by 0.79 million baht or 117.91%, mainly due to gain from the sale of unused assets.
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The Company's total expenses increased from 100.77 million baht to 137.77 million baht, increased by 37.00 million baht or 36.72% when compared to the same period last year are as follows:

- 1) Employee benefit expenses decreased from 30.48 million baht to 17.12 million baht, decreased by 13.36 million baht or 43.83% due to a decrease in number of employees and marketing incentive expenses which varied by trading volume.
- 2) Fees and service expenses decreased from 11.01 million baht to 6.00 million baht, decreased by 5.01 million baht or 45.50% mainly due to a decrease in commission expenses.
- 3) Interest expense decreased from 4.72 million baht to 0.30 million baht, decreased by 4.42 million baht or 93.64% as a result of a decline of debt for loan.
- 4) Expected credit loss increased from 33.05 million baht to 88.07 million baht, increased by 55.02 million baht or 166.46% as a result of expected credit loss of the investments in debt securities and loan.

#### Operating results for the six-month period ended 30 June 2021

The Company's total revenues increased from (22.13) million baht to 82.20 million baht, increased by 104.33 million baht or 471.44% when compared to the same period last year. The significant revenue items are as follows:

- 1) Brokerage fees decreased from 28.01 million baht to 19.61 million baht, decreased by 8.40 million baht or 29.99% due to a decrease in the customer's equities trading volume but on the other hand, the number of the customer's derivatives trading volume was rising.
- 2) Fees and service income decreased from 15.64 million baht to 5.05 million baht, decreased by 10.59 million baht or 67.71% was mainly due to a decrease in income from underwriting fees and income from financial advisory fees.
- 3) Interest income decreased from 17.72 million baht to 8.48 million baht, decreased by 9.24 million baht or 52.14% mainly due to a decrease in interest income on investment in debt securities and loan.
- 4) Gain (loss) and return on financial instruments increased from losses 83.72 million baht to gain 19.30 million baht, increased by 103.02 million baht or 123.05% as a result of an increase in profit from securities trading and a decrease of loss from investment in debt securities.
- 5) Gain on sales of investment in associate and subsidiary 27.87 million baht.
- 6) Other income increased from 0.96 million baht to 1.89 million baht, increased by 0.93 million baht or 96.88%, mainly due to gain from the sale of unused assets.

The Company's total expenses decreased from 175.34 million baht to 166.27 million baht, decreased by 9.07 million baht or 5.17% when compared to the same period last year are as follows:

- 1) Employee benefit expenses decreased from 62.95 million baht to 33.56 million baht, decreased by 29.39 million baht or 46.69% due to a decrease in number of employees and marketing incentive expenses which varied to trading volume.
- 2) Fees and service expenses decreased from 17.73 million baht to 10.87 million baht, decreased by 6.86 million baht or 38.69% mainly due to a decrease in commission expenses.
- 3) Interest expense decreased from 7.61 million baht to 0.64 million baht, decreased by 6.97 million baht or 91.59% as a result of a decline of debt for loan.

- 4) Expected credit loss increased from 46.71 million baht to 71.49 million baht, increase by 24.78 million baht or 53.05% as a result of expected credit loss of the investments in debt securities and loan.

Please be inform accordingly

Sincerely Yours,



(Mrs. Sasivimol Thesaphu)  
Authorized to sign on behalf of the company