

CGH 004/2022

February 28, 2022

Re: Management Discussion and Analysis (MD&A)  
For the year ended December 31, 2021

To: The President  
The Stock Exchange of Thailand

### Management Discussion and Analysis

The financial information for Country Group Holdings Public Company Limited and its subsidiaries (“The Company”) are as follows:

Unit: Million Baht

<i>STATEMENTS OF FINANCIAL POSITION</i>	<i>2021</i>	<i>2020</i>
<i>Total Assets</i>	9,155.12	9,348.68
<i>Total Liabilities</i>	3,141.63	4,048.72
<i>Total Shareholders' equity</i>	6,013.49	5,299.96

Unit: Million Baht

<i>STATEMENTS OF COMPREHENSIVE INCOME</i>	<i>For the year ended December 31,</i>			
	<i>2021</i>	<i>2020</i>	<i>Changes</i>	<i>%</i>
<i>Total Revenues</i>	1,797.52	1,358.36	439.16	32.33
<i>Total Expenses</i>	1,579.18	1,275.34	303.84	23.82
<i>Share of Profit from investments in associates</i>	616.50	59.94	556.56	928.53
<i>Profit before Income Tax</i>	834.84	142.96	691.88	483.97
<i>Income Tax Income (Expenses)</i>	(69.02)	0.01	(69.03)	(690,300.00)
<b><i>NET PROFIT FOR THE YEARS</i></b>	<b>765.82</b>	<b>142.97</b>	<b>622.85</b>	<b>435.65</b>

The Company would like to announce the operating results of the Company for the year ended December 31, 2021, which has been audited by an auditor as follows:

The Company's net profit was Baht 765.82 million, an increase of Baht 622.85 million or 435.65% increase from last year's net profit of Baht 142.97 million. The main reasons are as follows:

1. The Company's total revenue was Baht 1,797.52 million, an increase of Baht 439.16 million or 32.33% from last year's total revenue of Baht 1,358.36 million. Details are as follows:
  - Brokerage fees were increased by Baht 336.31 million due to an increase in average daily trading volume in both securities and derivative in line with an increasing of SET volume.
  - Fees and services income were increased by Baht 45.03 million, mainly due to an increase in the Company's underwriting fee and Company's financial advisory fee.
  - Gain on financial instrument were increased by Baht 60.86 million due to an increase in gain on investment.
  - Other incomes were increased by 35.72 million, mainly due to gain on exchange rate.
2. The Company's total expense was Baht 1,579.18 million, an increase of Baht 303.84 million or 23.82% from last year's total expense of Baht 1,275.34 million. Details are as follows:
  - Employee benefits expenses were increased by Baht 215.11 million due to the increasing of expenses related to an increasing of brokerage fees.
  - Fee and service expenses were increased by Baht 59.70 million which is a direct variable with the increasing of brokerage fees.
  - Other expense was increased by Baht 84.56 million due to the increasing in premises and equipment expense as the Company set up new systems to support new products launching.
3. The Company's share of profit from investments in associates was Baht 616.50 million, an increase of Baht 556.56 million or 928.53% from the share of profit of previous year of Baht 59.94 million. The details are as follows:
  - Share of profit from investment in associates increased by Baht 357.24 million due to increasing in the net profits of its associates.
  - The Company recognised additional share of profit in connection with a successful right offering in investment in an associate. As the acquisition cost is lower than the attributable net fair value of the associate's net assets value as at the acquisition date, the Company recognised gain on bargain purchase which contributed to Baht 199.32 million.

Please be informed accordingly.

Sincerely yours,



(Mr. Tommy Taechaubol)  
Chief Executive Officer