



Ref. BYD 0506/2022

May 17, 2022

Subject: Clarification of the Company's Operating Results for the three-month period ended March 31, 2022

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 periods ended March 31, 2022, which has been reviewed by an auditor. For the three-month period ended March 31, 2022 the Company had a net loss of 33.63 million baht, increased by 26.58 million baht or 377.02% when compared to the same period last year which had a net loss of 7.05 million baht. The significant accounting transactions changed as follows;

Operating results for the three-month period ended March 31, 2022

The Company's total revenues decreased from 21.37 million baht to 1.62 million baht, decreased by 19.75 million baht or 92.42% when compared to the same period last year. The significant revenue items are as follows:

- 1) Brokerage fees increased from 8.44 million baht to 14.52 million baht, increased by 6.08 million baht or 72.04% due to an increase in the customer's securities trading volume as the number of customers increased following to the company's marketing plan.
- 2) Fees and service income increased from 3.21 million baht to 4.25 million baht, increased by 1.04 million baht or 32.40% mainly due to an increase in income from financial advisory fees and income from underwriting fees.
- 3) Gains and returns on financial instruments decreased from 4.80 million baht to 0.55 million baht, the gain decreased by 4.25 million baht or 88.54% mainly as a result of a decrease in profit from securities trading.
- 4) Share of losses from investment in associate of 23.87 million baht caused from the operating results of Thai Smile Bus Co.,Ltd. and its group.

The Company's total expenses increased from 28.50 million baht to 35.31 million baht, increased by 6.81 million baht or 23.89% when compared to the same period last year are as follows:

- 1) Employee benefit expenses increased from 16.43 million baht to 19.09 million baht, increased by 2.66 million baht or 16.19% due to the increase in the expenses related to increasing in brokerage fees and number of employees for the increased business.
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- 2) Fees and service expenses increased from 4.87 million baht to 7.57 million baht, increased by 2.70 million baht or 55.44% which related to the increasing of trading volume from securities and derivatives business.
- 3) Reversal of expected credit losses of 7.13 million baht caused by the Company got repaid from loan and bill of exchange which had provided allowance for expected credit losses in the previous year.
- 4) Other expenses decreased from 23.43 million baht to 15.14 million baht, decreased by 8.29 million baht or 35.38% mainly as a result of a decrease in provision for litigation 3.90 million baht. In addition, others decreased due to the Company's costs are controlled by reducing or cutting down on unnecessary expenditures for better performance.

Please be inform accordingly

Sincerely Yours,



(Mr. Sumrit Aumjittham)
Authorized to sign on behalf of the company