



Ref. BYD 0817/2022

August 31, 2022

Subject: Clarification of the Company's Operating Results for the three-month period and six-month period ended June 30, 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 period and six-month period ended June 30, 2022, which has been reviewed/audited by an auditor. For the three-month period ended June 30, 2022 the Company had a net loss of 48.80 million baht, decreased by 28.03 million baht or 36.48% when compared to the same period last year which had a net loss of 76.83 million baht.

For the six-month period ended June 30, 2022 the Company had a net loss of 82.43 million baht, decreased by 1.45 million baht or 1.73% when compared to the same period last year which had a net loss of 83.88 million baht. The significant accounting transactions changed as follows;

Operating results for the three-month period ended June 30, 2022

The Company's total revenues decreased from 51.17 million baht to 0.84 million baht, decreased by 50.33 million baht or 98.36% when compared to the same period last year. The significant revenue items are as follows:

- 1) Brokerage fees increased from 11.17 million baht to 13.31 million baht, increased by 2.14 million baht or 19.16% 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 1.84 million baht to 4.41 million baht, increased by 2.57 million baht or 139.67% mainly due to an increase in income from investment banking fees.
- 3) Gains (losses) and returns on financial instruments decreased from profit 14.49 million baht to losses 4.94 million baht, the gain decreased by 19.43 million baht or 134.09% mainly as a result of a decrease in profit from securities trading.
- 4) Gains on sales of investment in associate decreased 18.21 million baht, mainly due to in the same period last year the Company sold investment in associate and had gain on investment sold.
- 5) Share of losses from investment in associate of 18.03 million baht caused from the operating losses results of Thai Smile Bus Co.,Ltd. and its group, which has been starting after relax lock down from the government policy.

The Company's total expenses decreased from 128.11 million baht to 49.68 million baht, decreased by 78.43 million baht or 61.22% when compared to the same period last year are as follows:

- 1) Employee benefit expenses increased from 17.12 million baht to 18.92 million baht, increased by 1.80 million baht or 10.51% due to the increase in the expenses related to increasing in brokerage fees and number of employees for the increased business.
- 2) Fees and service expenses increased from 6.00 million baht to 9.74 million baht, increased by 3.74 million baht or 62.33% which related to the increasing of trading volume from securities business.
- 3) Reversal of expected credit losses of 5.40 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.

Operating results for the six-month period ended June 30, 2022

The Company's total revenues decreased from 72.55 million baht to 2.47 million baht, decreased by 70.08 million baht or 96.60% when compared to the same period last year. The significant revenue items are as follows:

- 1) Brokerage fees increased from 19.61 million baht to 27.83 million baht, increased by 8.22 million baht or 41.92% 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 5.05 million baht to 8.66 million baht, increased by 3.61 million baht or 71.49% mainly due to an increase in income from investment banking fees.
- 3) Gains (losses) and returns on financial instruments decreased from gains 19.30 million baht to losses 4.39 million baht, the gain decreased by 23.69 million baht or 122.75% mainly as a result of a decrease in profit from securities trading.
- 4) Gain on sales of investment in associate decreased 18.21 million baht, mainly due to in the same period last year the Company sold investment in associate and had gain on investment sold.
- 5) Share of losses from investment in associate of 41.90 million baht caused from the operating losses results of Thai Smile Bus Co.,Ltd. and its group, which has been starting after relax lock down from the government policy.

The Company's total expenses decreased from 156.62 million baht to 84.99 million baht, decreased by 71.63 million baht or 45.73% when compared to the same period last year are as follows:

- 1) Employee benefit expenses increased from 33.56 million baht to 38.01 million baht, increased by 4.45 million baht or 13.26% due to the increase in the expenses related to increasing in brokerage fees and number of employees for the increased business.
- 2) Fees and service expenses increased from 10.87 million baht to 17.31 million baht, increased by 6.44 million baht or 59.25% which related to the increasing of trading volume from securities business.
- 3) Reversal of expected credit losses of 12.53 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 49.71 million baht to 41.01 million baht, decreased by 8.70 million baht or 17.50% mainly as a result of the Company had fined from external regulator 6.46 million baht in the prior year. 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,

A handwritten signature in blue ink, appearing to be 'Sumrit Aumjittham', written in a cursive style.

(Mr. Sumrit Aumjittham)

Authorized to sign on behalf of the company