

(Translation)

November 8, 2022

Ref FSS 207/2022

Subject: Management's discussion and analysis
Operating Results for the nine-month period ended September 30, 2022

To President
The Stock Exchange of Thailand

Dear Sirs,

Finasia Syrus Securities Public Company would like to report the reviewed, separated and consolidated financial statements for the nine-month period ended September 30, 2022. The consolidated statement represents a net gain of Baht 141.49 million, which decreased by Baht 86.27 million, or 37.88%. The separated statement represents a net gain of Baht 125.92 million, which decreased by Baht 93.91 million, or 42.72%.

According to the above, net profit has changed compared to the same period in 2021, which is clarified below.

Income :	(Unit: Million Baht)			
	<u>Consolidated</u>		<u>Separate</u>	
	<u>2022</u>	<u>+ Increased</u> <u>/- Decreased</u>	<u>2022</u>	<u>+ Increased</u> <u>/-Decreased</u>
Brokerage fees income	1,277.17	(200.28)	1,277.17	(200.28)
Fees and service income	147.61	73.82	67.61	(6.18)
Interest income	131.42	40.39	138.65	47.64
Gain (loss) and return on financial instruments	75.17	(58.75)	74.82	(59.10)
Shares of gain (loss) from investments in an associate	1.35	(2.04)	-	-
Other income	50.27	7.91	55.34	10.29
Total income	<u>1,682.99</u>	<u>(138.95)</u>	<u>1,613.59</u>	<u>(207.63)</u>

1. The consolidated and the separated statements recorded brokerage fees income earned from securities trading in the nine-month period 2022 was Baht 1,277.17 million, which decreased from the same period of 2021 by Baht 200.28 million, or 13.56%. This is because SET's average daily turnover decreased from Baht 87,423 million in 2021 to Baht 75,211 million in 2022, and the Company's market share was 5.51% and market rank no.3.
2. Fee and service income under the consolidated financial statements, it was Baht 147.61 million, an increase of Baht 73.82 million, or 100.04% , from a subsidiaries underwriting income increase of Baht 73.61 million. While, the financial statement of the company is Baht 67.61 million, which decreased by

Baht 6.18 million, or 8.38% from the sale of investment units' fee compared with the same period last year.

3. The consolidated and the separated statements recorded Baht 131.42 million, and Baht 138.65 million as interest income, which increased by Baht 40.39 million and Baht 47.64 million, or 44.37% and 52.35% respectively, compared with the same period in 2021. This includes the increase in interest income from Credit Balance by Baht 26.51 million, and the increase in cash deposits at financial institutions and Government Bonds by Baht 13.87 million.
4. The consolidated and the separated statements recorded Baht 75.17 million and Baht 74.82 million as gain and return on financial instruments, which decreased by Baht 58.75 million, and Baht 59.10 million, or 43.87% and 44.13% compared with the same period in 2021. In terms of investment income, it decreased by Baht 246.54 million, while the profit of derivative products increased by Baht 190.21 million.

Expenses :

(Unit: Million Baht)

	<u>Consolidated</u>		<u>Separate</u>	
	<u>2022</u>	<u>+Increased</u> <u>/-Decreased</u>	<u>2022</u>	<u>+ Increased</u> <u> / -Decreased</u>
Employee benefits expenses	855.13	(95.16)	779.20	(139.94)
Fees and service expenses	215.90	3.06	215.74	2.93
Finance costs	44.89	8.95	44.82	8.90
Expected credit losses (reversal)	0.71	(2.08)	0.71	(2.08)
Other expenses	388.74	53.48	412.93	38.68
Total expenses	<u>1,505.37</u>	<u>(31.75)</u>	<u>1,453.40</u>	<u>(91.51)</u>
Profit before income tax	177.62	(107.20)	160.19	(116.12)
Income tax	(36.13)	20.93	(34.27)	22.21
Profit for the period	<u>141.49</u>	<u>(86.27)</u>	<u>125.92</u>	<u>(93.91)</u>

1. The consolidated and the separated statements present the amount of employee benefits expenses of Baht 855.13 million and Baht 779.20 million, which decreased by Baht 95.16 million and 139.94 million, or 10.01% and 15.23% respectively. This is because of the decrease in payout to sales staff.
2. The consolidated and the separated statements recorded other expenses of Baht 388.74 million and Baht 412.93 million, which increased by Baht 53.48 million, and Baht 38.68 million, or 15.95% and 10.34% respectively. This is because of the financial advisory fee and legal fee for our restructuring plan.

Yours sincerely,

(Ms. Chorpetch Riamdee)

Chief Finance Officer