

CGH 028/2022

November 14, 2022

Re: Management Discussion and Analysis (MD&A)
For the three-month and nine-month periods ended September 30, 2022

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>September 30, 2022</i>	<i>December 31, 2021</i>
<i>Total Assets</i>	9,755.36	9,155.12
<i>Total Liabilities</i>	3,892.07	3,141.63
<i>Total Shareholders' equity</i>	5,863.29	6,013.49

Unit: Million Baht

<i>STATEMENTS OF COMPREHENSIVE INCOME</i>	<i>For the three-month periods ended September 30,</i>				<i>For the nine-month periods ended September 30,</i>			
	<i>2022</i>	<i>2021</i>	<i>Changes</i>	<i>%</i>	<i>2022</i>	<i>2021</i>	<i>Changes</i>	<i>%</i>
<i>Total Revenues</i>	435.87	499.50	(63.63)	(12.74)	1,218.84	1,382.14	(163.30)	(11.82)
<i>Total Expenses</i>	393.41	428.64	(35.23)	(8.22)	1,140.88	1,171.79	(30.91)	(2.64)
<i>Share of Profit (Loss) from investment in associates</i>	(45.56)	382.61	(428.17)	(111.91)	(89.59)	448.65	(538.24)	(119.97)
<i>Profit (Loss) before Income Tax</i>	(3.10)	453.47	(456.57)	(100.68)	(11.64)	659.00	(670.64)	(101.77)
<i>Income Tax Income (Expenses)</i>	(6.01)	(7.12)	1.11	(15.59)	(21.87)	(38.68)	16.81	(43.46)
<i>NET INCOME (LOSS) FOR THE PERIODS</i>	(9.11)	446.35	(455.46)	(102.04)	(33.51)	620.32	(653.83)	(105.40)

The Company would like to announce the operating results of the Company for the three-month and nine-month periods ended 30 September 2022, which has been reviewed by the auditor to be as follows:

For the three-month period ended September 30, 2022

The Company's net loss was Baht 9.11 million, a decrease of Baht 455.46 million or 102.04% from the net income of Baht 446.35 million in the same period last year. The main reasons are as follows:

1. The Company's total revenue was Baht 435.87 million, a decrease of Baht 63.63 million or 12.74% from the total revenue of Baht 499.50 million in the same period last year. The details are as follows:
 - Brokerage fees were decreased by Baht 60.33 million due to a decrease in trading volume of securities and unit trusts which fluctuated directly to the overall market. However, the subsidiary still maintained its ranking of broker at the same level for both securities and derivatives
 - Fees and service income were decreased by Baht 10.67 million. The main reason was a decrease of advisory fee and underwriting fee during the 3rd quarter
 - Gain and return from financial instruments were decreased by Baht 27.52 million. The main reason was a decrease of realized gain from derivatives warrant compared to the same period last year
 - Other income was increased by Baht 34.83 million mainly due to gains from exchange rate which was in line with the appreciation of US dollars during the 3rd quarter

2. The Company's total expense was Baht 393.41 million, a decrease of Baht 35.23 million or 8.22% from the total expense of Baht 428.64 million in the same period last year. The details are as follows:
 - Employee benefits expenses were decreased by Baht 16.83 million due to the decreases of profits sharing in line with the decrease in brokerage fees
 - Fees and service expenses were decreased by Baht 9.94 million which was in line with the decrease in brokerage fees
 - Impairment loss of financial assets was decreased by Baht 8.51 million due to the reversal of expected credit loss. The subsidiary has received repayment during the period

3. The Company's share of loss from investments in associates was Baht 45.56 million, a decrease of Baht 428.17 million compared to the same period last year which was share of profit of Baht 382.61 million or 111.91%. This was mainly from gain from sales of investments in subsidiaries during the 3rd quarter of last year and due to a decrease in operation and the higher of costs during the three-month period in one of the Company's associates.

For the nine-month period ended September 30, 2022

The Company's net loss was Baht 33.51 million, a decrease of Baht 653.83 million or 105.40% from the net profit of Baht 620.32 million in the same period last year. The main reasons are as follows:

1. The Company's total revenue was Baht 1,218.84 million, a decrease of Baht 163.30 million or 11.82 % from the total revenue of Baht 1,382.14 million in the same period of last year. The details are as follows:
 - Brokerage fees were decreased by Baht 106.44 million due to a decrease in trading volume of securities and unit trusts during the 2nd quarter of this year which fluctuated directly to the overall market. However, the subsidiary still maintained its ranking of broker at the same level for both securities and derivatives.
 - Fees and service income were decrease by Baht 14.94 million. The main reason was a decrease of advisory fee
 - Gain and return from financial instruments were decreased by Baht 47.42 million. The main reasons were loss from the revaluation of debt instrument which was resulted from the higher of U.S. Bond Yield and a decrease of realized gain from derivatives warrant and dividend income of the Company caused the net gain was dropped.
2. The Company's total expense was Baht 1,140.88 million, a decrease of Baht 30.91 million or 2.64% from the total expense of Baht 1,171.79 million in the same period last year. The details are as follows:
 - Impairment loss of financial assets was decreased by Baht 33.68 million due to the reversal of expected credit loss. The subsidiary has received repayment during the period
 - Fees and service expenses were decreased by Baht 7.91 million, which was in line with the decrease in brokerage fees
3. The Company's share of loss from investments in associates was Baht 89.59 million, a decrease of Baht 538.24 compared to the same period last year, which was a share profit of Baht 448.65 million or 119.97%. This was mainly from gain from sales of investments in subsidiaries during the 3rd quarter of last year and due to a decrease in operation and the higher costs in one of the Company's associates

Please be informed accordingly.

Sincerely yours,



(Mr. Tommy Taechaubol)
Chief Executive Officer