

MFC Asset Management Public Company Limited

Company's Management Discussion and Analysis

This part provides an explanation of the Company's operating results and financial status as follows:

1. Operating results (consolidated)

The table below is the summary of operating results for the third quarter and nine month periods of 2023 and 2022.

Unit: Thousand Baht

| | 3 rd Quarter | | | Nine-month Periods | | |
|--|-------------------------|----------------|--------------|--------------------|----------------|----------------|
| | 2023 | 2022 | % Change | 2023 | 2022 | % Change |
| Fees and service income | 267,262 | 251,133 | 6.42 | 831,886 | 819,834 | 1.47 |
| Interest income | 3,711 | 3,291 | 12.76 | 11,960 | 9,667 | 23.72 |
| Gain and return on financial instruments | 6,038 | 5,072 | 19.05 | 15,748 | 15,224 | 3.44 |
| Other income | 605 | 242 | 150.00 | 2,579 | 867 | 197.46 |
| Total revenues | 277,616 | 259,738 | 6.88 | 862,173 | 845,592 | 1.96 |
| Employee benefits expenses | 132,896 | 128,146 | 3.71 | 392,502 | 377,078 | 4.09 |
| Fees and service expenses | 46,437 | 39,388 | 17.90 | 163,759 | 141,685 | 15.58 |
| Interest expenses | 1,257 | 803 | 56.54 | 2,158 | 2,866 | (24.70) |
| Other expenses | 36,274 | 37,235 | (2.58) | 114,452 | 98,832 | 15.80 |
| Total expenses | 216,864 | 205,572 | 5.49 | 672,871 | 620,461 | 8.45 |
| Net profit | 49,231 | 43,547 | 13.05 | 153,046 | 181,593 | (15.72) |

The Company's net profit for the third quarter 2023 was Baht 49.23 million, increased by Baht 5.68 million or 13.05% when compared with the same quarter of the previous year. The Company's total revenues was Baht 277.62 million, increased by Baht 17.88 million or 6.88% from this quarter last year, while the company's expenses was Baht 216.86 million, increased by Baht 11.29 million or 5.49% from last year period

And The Company's net profit for the nine month of 2023 of Baht 153.05 million, decreased by Baht 28.55 million or 15.72% from the same period last year. The Company's total revenues was Baht 862.17 million, increased by Baht 16.58 million or 1.96% from this period last year. There were 24 new funds divided into 2 equity fund ,18 fixed income fund and 4 mixed fund with a total net asset value of Baht 10,580 million compared with last year there were 14 new funds divided into 7 equity fund and 7 fixed income fund with a total net asset value of Baht 5,219 million. However the company's expenses increased by Baht 52.41 million or 8.45% from last year period.

2. Financial Status (Consolidated)

The table summarizes the Company's financial status as follows:

| | Unit: Thousand Baht | | |
|--------------------------------------|--------------------------|--------------------------|-----------------|
| | <u>As at 30 Sep 2023</u> | <u>As at 31 Dec 2022</u> | <u>% Change</u> |
| Total assets | 1,644,294 | 1,563,209 | 5.19 |
| Liabilities and shareholders' equity | | | |
| Total liabilities | 473,328 | 337,159 | 40.39 |
| Shareholders' equity | 1,170,966 | 1,226,050 | (4.49) |

As of 30 September 2023, the total assets were Baht 1,644.29 million, increased by Baht 81.09 million or 5.19% from the amount as at the end of 2020. The main components of total assets were investments of Baht 951.93 million or 57.89% of total assets, cash and cash equivalents of Baht 180.17 million or 10.96% of total assets, accrued fees and service income from asset management business of Baht 139.84 million or 8.50% of total assets and right-of-use assets of Baht 188.31 million or 11.45% of total assets.

As of 30 September 2023, the total liabilities were Baht 473.33 million, increased by Baht 136.17 million or 40.39% from the end of last year due to lease liabilities from adoption of financial reporting standard no.16 (TFRS16 : Leases).

Lastly, the total shareholders' equity as of 30 September 2023 was Baht 1,170.97 million, decreased by Baht 55.08 million or 4.49% from the end of last year.

3. Key Financial Figures (Consolidated)

| | <u>As at 30 Sep 2023</u> | <u>As at 31 Dec 2022</u> |
|-----------------------------|--------------------------|--------------------------|
| Book value (Baht per share) | 9.32 | 9.76 |
| Return on total assets (%) | 12.41 | 14.14 |
| Return on equity (%) | 17.43 | 18.03 |
| Net profit margin (%) | 17.75 | 20.18 |



Signature _____

(Mr.Thanachote Rungsitivat)

President