



(Translation)

GBX/P 012/2023

November 10, 2023

Subject : Management Discussion and Analysis Quarter 3 Ending 30 September 2023

To : President
The Stock Exchange of Thailand

The Board of Directors Meeting of Globlex Holding Management Plc. No. 5/2023, held on November 10, 2023, has approved the financial statements reviewed by the auditor of the Company and a subsidiaries for Q3 and 9M ended September 30, 2023. In Q3/2023 Globlex Holding Management Plc. and subsidiaries net profit was Baht 3.83 million, an decrease of Baht 2.97 million or -43.68% comparing with net profit Baht 6.80 million for the same period of last year. As for 9M/2023, the net profit was Baht 23.10 million, an decrease of Baht 21.22 million or -47.88% comparing with Baht 44.32 million net profit for the same period of last year.

The Company would like to clarify the reason that the operating results for Q3/2023 and 9M/2023 have changed comparing with the same period of last year as the following;

1. Securities brokerage commissions from a subsidiary for Q3/2023 amount Baht 39.14 million, an decrease of Baht 27.54 million or -41.30%. The derivative commissions from a subsidiary amount Baht 8.90 million, a increase of Baht 2.65 million or +42.40%. As for 9M/2023, securities brokerage commissions amount Baht 133.55 million, an decrease of Baht 105.17 million or -44.06%. The derivative commissions from a subsidiary amount Baht 26.04 million, a increase of Baht 5.64 million or +27.65% from the decrease of trading securities volume.
2. Fee and services income from securities from subsidiaries for Q3/2023 amount Baht 49.46 million, an increase of Baht 13.76 million or +38.54%. As for 9M/2023, fee and services income amount Baht 129.85 million, an decrease of Baht 53.92 million or -29.34%, from decreased income of Underwriting fee and Selling agent fee.
3. Gain and loss from securities and derivative trading from the Company and a subsidiary for Q3/2023 loss amount Baht 1.50 million, an loss increase of Baht 5.79 million or -134.97%. As for 9M/2023, profit from securities and derivative trading amount Baht 18.81 million, an increase of Baht 24.49 million or +431.16%.
4. Interest income the Company and a subsidiary for Q3/2023 amount Baht 27.89 million, an increase of Baht 11.41 million or +69.24%. As for 9M/2023 amount Baht 70.71 million, an increase of Baht 21.76 million or +44.45%.
5. The total operating and administrative expenses for Q3/2023 amount Baht 122.62 million, an decrease of Baht 0.06 million or -0.05%. As for 9M/2023 amount Baht 362.23 million, an decrease of Baht 78.09 million or -17.73% from decreased of employee expenses.
6. Tax expenses from a subsidiary for Q3/2023 amount Baht 1.13 million, an decrease of Baht 1.40 million or -55.34%. As for 9M/2023 Baht 7.23 million, an decrease Baht 6.01 million or -45.39% from the decrease of net profit.

Please be informed accordingly.

Sincerely yours,

(Mr. Tharaphut Kuhapremkit)
Director and Managing Director