

28 February 2024

Re: Management Discussion and Analysis (MD&A)
For the year ended December 31, 2023

To: The President
The Stock Exchange of Thailand

Management Discussion and Analysis

The significant financial information and operating result for Country Group Holdings Public Company Limited and its subsidiaries ("The Company") is as follows:

Unit: Million Baht

<i>STATEMENTS OF FINANCIAL POSITION</i>	<i>2023</i>	<i>2022</i>
<i>Total Assets</i>	9,244.38	9,007.22
<i>Total Liabilities</i>	3,315.46	3,238.00
<i>Total Shareholders' equity</i>	5,928.92	5,769.22

Unit: Million Baht

<i>STATEMENTS OF COMPREHENSIVE INCOME</i>	<i>For the year ended December 31,</i>			
	<i>2023</i>	<i>2022</i>	<i>Changes</i>	<i>%</i>
<i>Total Revenue</i>	1,415.97	1,526.25	(110.28)	(7.23)
<i>Total Expenses</i>	1,725.17	1,552.54	172.63	11.12
<i>Share of Profit (Loss) from investments in associates</i>	70.81	(40.93)	111.74	(273.03)
<i>Profit (Loss) before Income Tax</i>	(238.39)	(67.22)	(171.17)	254.64
<i>Income Tax Expenses</i>	44.12	(53.56)	97.68	(182.37)
<i>NET PROFIT (LOSS) FOR THE YEAR</i>	(194.27)	(120.78)	(73.49)	60.85

The Company would like to announce the operating results of the Company for the year ended December 31, 2023, which had been audited by an auditor as following:

In 2023, the Company's net loss was Baht 194.27 million, increased Baht 73.49 million or 60.85% yoy, primarily driven by the following factors:

The Company's total revenue was Baht 1,415.97 million, a decrease of Baht 110.28 million or 7.23% yoy, detail as table below:

Revenue Structure	Units: Million baht					
	2023		2022		Change	
	Amount	%	Amount	%	Amount	%
Brokerage fees	1,010.45	69.97	1,176.97	79.24	(166.52)	(14.15)
Fee and service income	93.25	6.27	98.47	6.63	(5.22)	(5.30)
Interest on margin loans	200.91	13.52	139.30	9.38	61.61	44.23
Gain on investment and derivatives	60.58	4.07	59.51	4.01	1.07	1.80
Interest and dividends	10.92	0.73	9.43	0.63	1.49	15.80
in associated companies	39.86	2.68	42.57	2.87	(2.71)	(6.37)
Total	1,415.97	100.00	1,526.25	100.00	(110.28)	(7.23)

1. Brokerage fees decreased by Baht 166.52 million or 14.15% yoy, primarily driven by a decrease in Brokerage fees from securities business as SET's average daily trading volume declined 28% yoy. The ranking of securities and market share slightly decreased compared to the previous year. While Brokerage fees from derivatives business increased, which is in line with the increase in derivatives volume, as a result the company's derivatives market share grew yoy. The company maintained the same ranking with previous year.
2. Fee and service income decreased by Baht 5.22 million or 5.30% yoy, due to a decrease in financial advisory fees. While underwriting fee increased 20% yoy.
3. Interest income increased by Baht 61.61 million or 44.23% yoy, primarily driven by an increase in interest rate, announced by MPC.
4. Gain on investment and derivatives increased by Baht 1.07 million or 1.8% yoy, in accordance with market conditions.
5. Other income decreased by Baht 2.71 million or 6.37% yoy primarily driven by a decrease in an unrealized gain on the exchange rate - offshore investments of the Company.

The Company's total expenses were Baht 1,725.17 million, an increase of Baht 172.63 million or 11.12% yoy, detail as table below:


Expense Structure	Units: Million baht					
	2023		2022		Change	
	Amount	%	Amount	%	Amount	%
Employee benefits expenses	985.23	61.58	875.23	61.25	110.00	12.57
Fee and services expenses	266.63	16.67	269.58	18.87	(2.95)	(1.09)
Impairment loss on financial assets	6.41	0.40	(3.20)	(0.22)	9.61	(300.31)
Other expenses	341.58	21.35	287.30	20.11	54.28	18.89
Finance cost	125.32	7.26	(123.63)	(8.65)	248.95	(201.37)
Total	1,725.17	100.00	1,305.28	100.00	419.89	32.17

1. Employee benefits expenses increased by Baht 110.00 million or 12.57% yoy primarily driven by an investment in application development and digital transformation by one of the subsidiaries, as well as an increase in the number of brokerage staffs.
2. The fee and service expenses decreased by Baht 2.95 million or 1.09% yoy, in line with the decrease in Brokerage fees.
3. The impairment loss on financial assets increased by Baht 9.61 million or 300.31% yoy driven by a reversal transaction in the previous year.
4. Other expenses increased by Baht 54.28 million or 18.89% yoy driven by an increase in driven by an investment in application development and digital transformation by one of the subsidiaries.

The Company recorded share of profit from investments in associates Baht 70.81 million, increase Baht 111.74 million or 273.03% from share of loss Baht 40.93 million yoy. B&B posted net profit of Bath 158.17 million, increased 146.26% yoy. While MFC posted net profit of Bath 189.02 million, decreased 14.52% yoy.

Please be informed accordingly.

Sincerely yours,



(Mr. Tommy Taechaubol)
Chief Executive Officer