

ASP 014/ 2019

13 August 2019

Subject: Financial performance analysis
To: President
The Stock Exchange of Thailand

Dear Sirs,

Asia Plus Group Holdings Public Company Limited would like to disclose the reviewed consolidated financial statements for the second quarter 2019. The result shows net profit of 66.74 million baht, comparing with 111.59 million baht, at the same period in 2018, representing 40 percent decrease. This is mainly due to:

Revenue	(Unit : Million Baht)	
	Quarter 2/2019	Quarter 2/2018
Brokerage fees from securities business	141.40	197.96
Brokerage fees from derivatives business	11.35	10.47
Fees and services income	190.43	198.22
Interest on margin loans	20.42	29.17
Gain (Loss) on securities and derivatives	51.48	(17.12)
Interest and dividend	46.28	72.98
Other income	<u>1.35</u>	<u>6.91</u>
Total Revenue	<u>462.71</u>	<u>498.59</u>

1. Securities brokerage income in the second quarter 2019 was 141.40 million baht, decreasing by 29 % from the same period last year, due to the company's average daily trade volume per day rundown from 2,248 million baht to 1,634 million baht.
2. Fees and services income in the second quarter 2019 was 190.43 million baht, close to the same period last year, mainly consisting of mutual funds management fees and underwriting fee.
3. The company had gain from securities and derivatives in the second quarter 2019 of 51.48 million baht, increasing from the same period last year, due to the bullish of stock market.
4. Interest and dividend income decreased by 37% from the same period last year, due to the decrease in dividend income from securities.

Expenses	(Unit : Million Baht)	
	Quarter 2/2019	Quarter 2/2018
Personal expenses	250.30	235.50
Depreciation and amortization	9.42	13.51
Fees and services expenses	30.59	42.93
Financial Costs	13.47	26.07
Allowance of doubtful accounts(reversal)	(0.12)	(0.24)
Other expenses	<u>76.02</u>	<u>43.86</u>
Total expenses	<u>379.68</u>	<u>361.63</u>

The expenses in the second quarter 2019 were 379.68 million baht, increasing by 5% from the same period last year, mainly due to recording of Long-term employee benefit expenses 32.7 million baht, according to the new Labor Protection Act which stipulates additional legal severance pay rates for employees who have worked for an uninterrupted period of twenty years or more, and the increasing in loss on exchange rate which was included in other expenses.

Consolidated financial statements of the six-month ended in 2019 shown net profit of 185.73 million baht comparing with 339.76 million baht at the same period last year, decreasing by 45%. This was mainly due to the decreasing of revenue from Brokerage fees and Fees and services income and the increasing in Long-term employee benefit expenses. The total revenue and expenses are as following:

	(Unit : Million Baht)	
Revenue	Year 2019	Year 2018
Brokerage fees from securities business	285.19	471.11
Brokerage fees from derivatives business	24.46	26.41
Fees and services income	344.12	490.71
Interest on margin loans	42.68	65.27
Gain on securities and derivatives	174.39	97.32
Interest and dividend	90.02	133.38
Other income	<u>4.38</u>	<u>9.66</u>
Total Revenue	<u><u>965.24</u></u>	<u><u>1,293.86</u></u>
Expenses		
Personal expenses	476.17	528.52
Depreciation and amortization	22.18	27.11
Fees and services expenses	62.32	101.01
Financial Costs	27.82	55.20
Allowance of doubtful accounts(reversal)	(0.32)	(0.53)
Other expenses	<u>145.24</u>	<u>158.91</u>
Total expenses	<u><u>733.41</u></u>	<u><u>870.22</u></u>

Please be acknowledged.

Yours sincerely,

(Mr. Kongkiat Opaswongkarn)
Chief Executive Officer