



KTBST Holding Public Company Limited

Subsidiaries



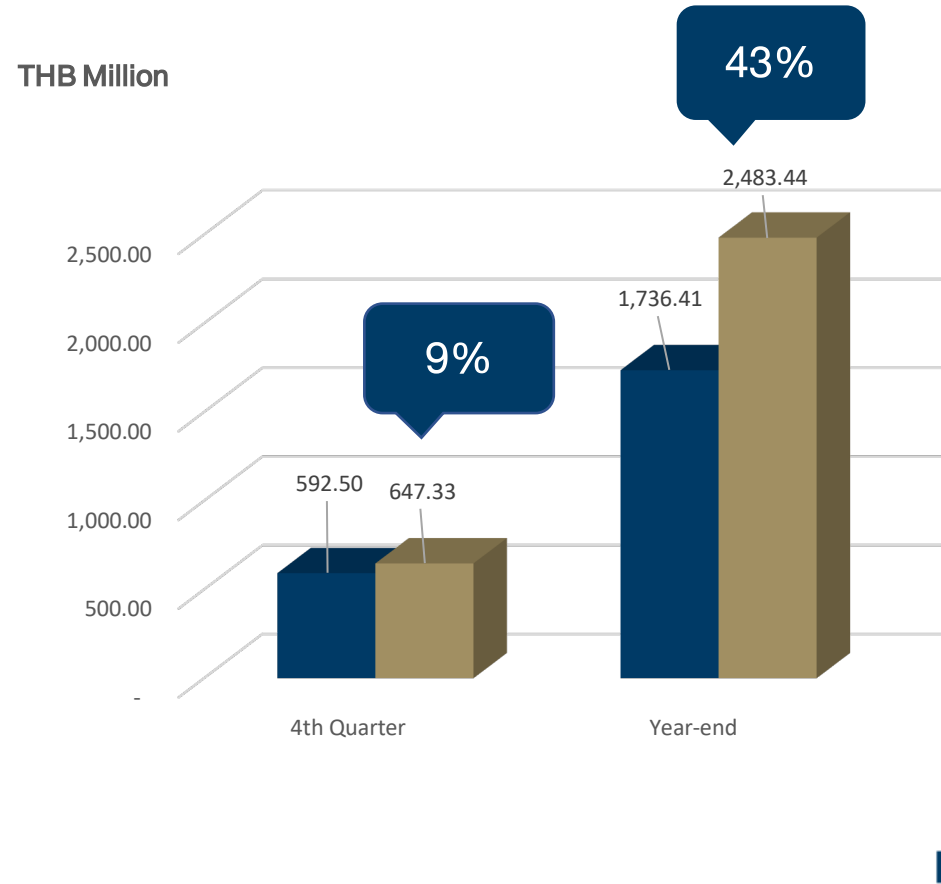
Investment Portfolio



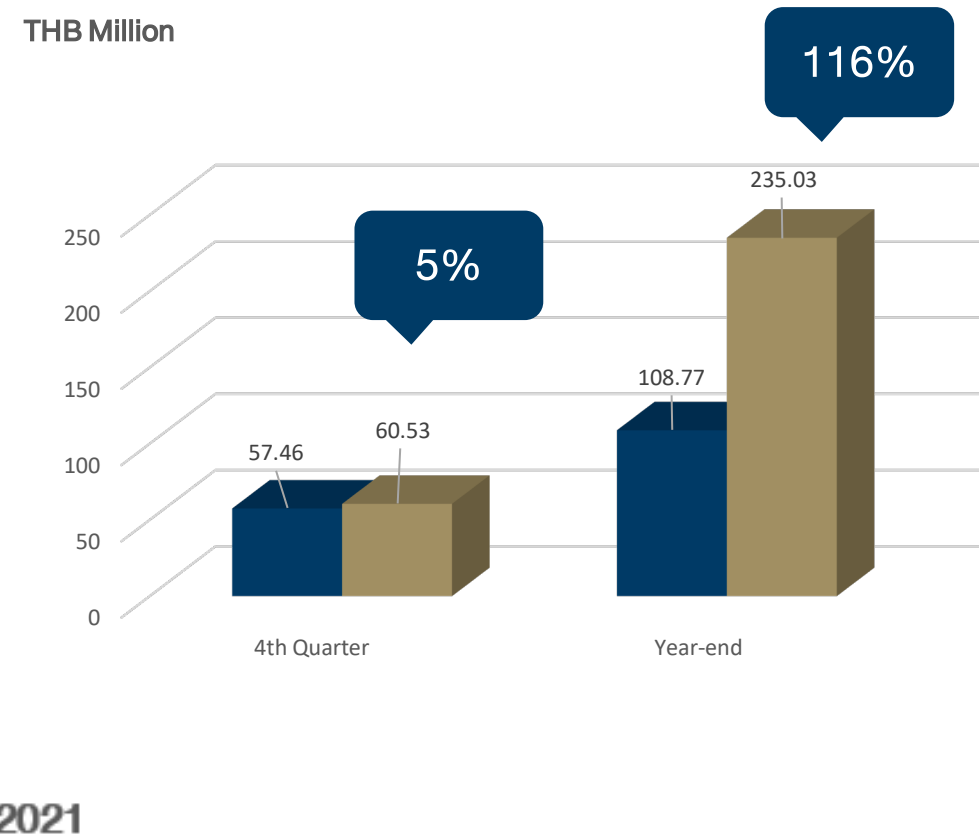
KTBST Group Quarterly Performance Update

December 2021

Revenues Growth



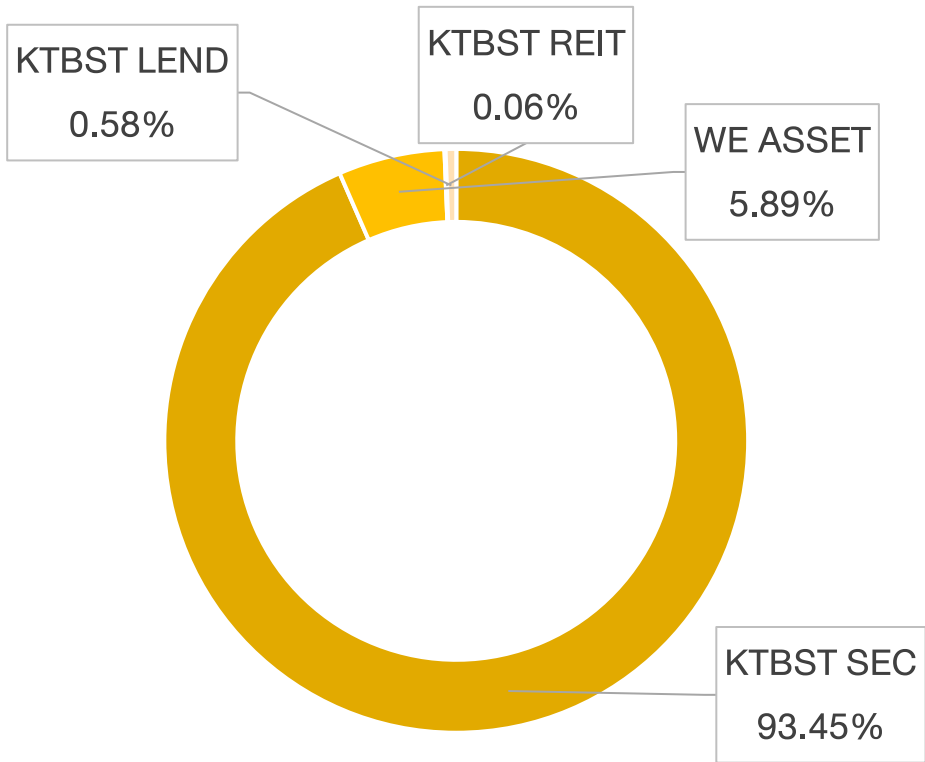
Net Profit Growth



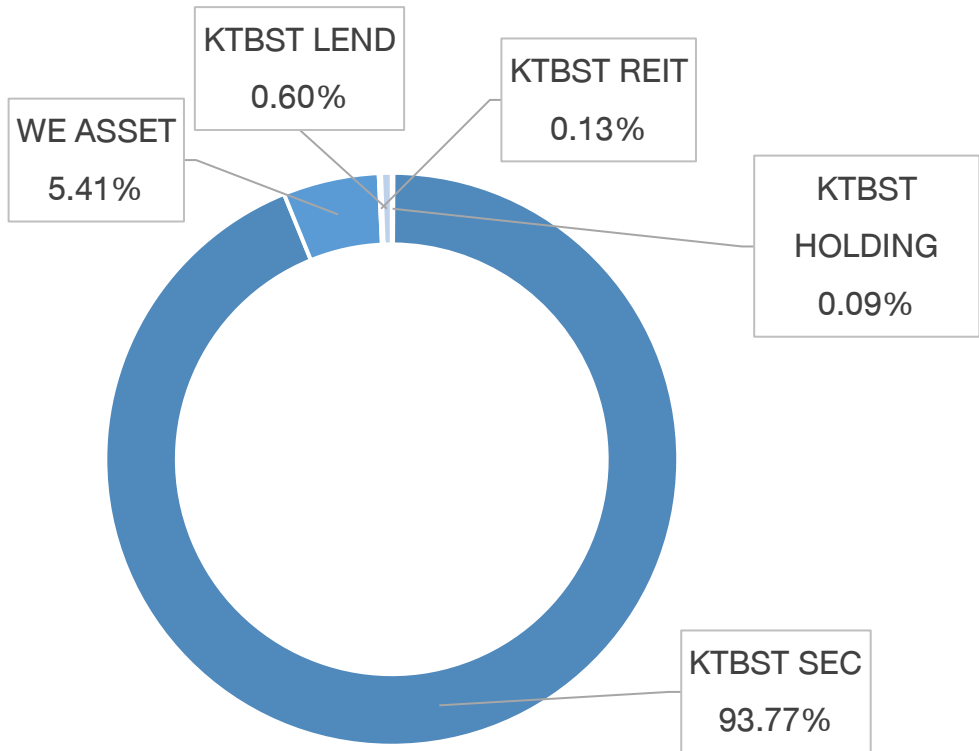
As of December, 2021

KTBST Group Revenues by Entities Proportion

YE2021



YE2020



KTBST Group Key Financial Ratio



	YE 2020	YE2021		YE 2020	YE2021		YE 2020	YE2021
ROE	13.32%	22.45%	ROCE	19.26%	30.54%	ROA	3.30%	7.56%
Net Profit margin	6.27%	9.46%	Cost to Income Ratio	92.05%	88.05%	Interest Bearing Debt to equity	0.61	0.65

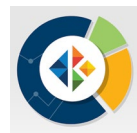
Subsidiaries



Investment Portfolio



KTBST Group Key Activities 2021



- Launched the first foreign trading platform “**KTBST Smart Foreign**” in August
- Upgraded **Open Account Online** system to able to open all product including, equity, derivatives, mutual fund, and fixed income in August
- Launched **KTBST Wealth Advice platform** for clients to achieve their selected investment goal
- Launched **KTBST e-service** and **KTBST Life** app to better service clients to do online transaction in December
- Launched **7 new FIF mutual funds**, which mainly invest in technology, transition energy, semiconductor, cannabis, developed market, Europe, and aqua thematic stocks with a total fund raised around THB 2.49 billion
- Launched **Open Account Online (OA)** with NDID verification for clients to easier onboard via website from all devices
- Launched the first mixed diversified REIT in Thailand “**KTBST Mixed Leasehold Real Estate Investment Trust (KTBSTMR)**” in October, which firstly invested in three assets; factory and warehouse, office building, and community mall with THB 3,015 billion fund size and has been listed in SET in November

Subsidiaries



Investment Portfolio



KTBST Group Key Activities 2021



- Launched **Lend U** application for KTBST Group staff to apply welfare loan with three core functions; apply a welfare loan, provide e-learning module with articles and videos, and keep a personal record of borrower income and expenses
- Granted the personal loan license from BOT and expanded welfare loan services for employee of corporate partners
- Marked THB 10 million revenue mainly contributed from digital marketing activities and its consulting business
- Offered life and non-life insurance products for KTBST Group staff, including COVID-19 insurance, car insurance, health insurance, and group insurance

KTBST Group Sustainability Implementation in 2021



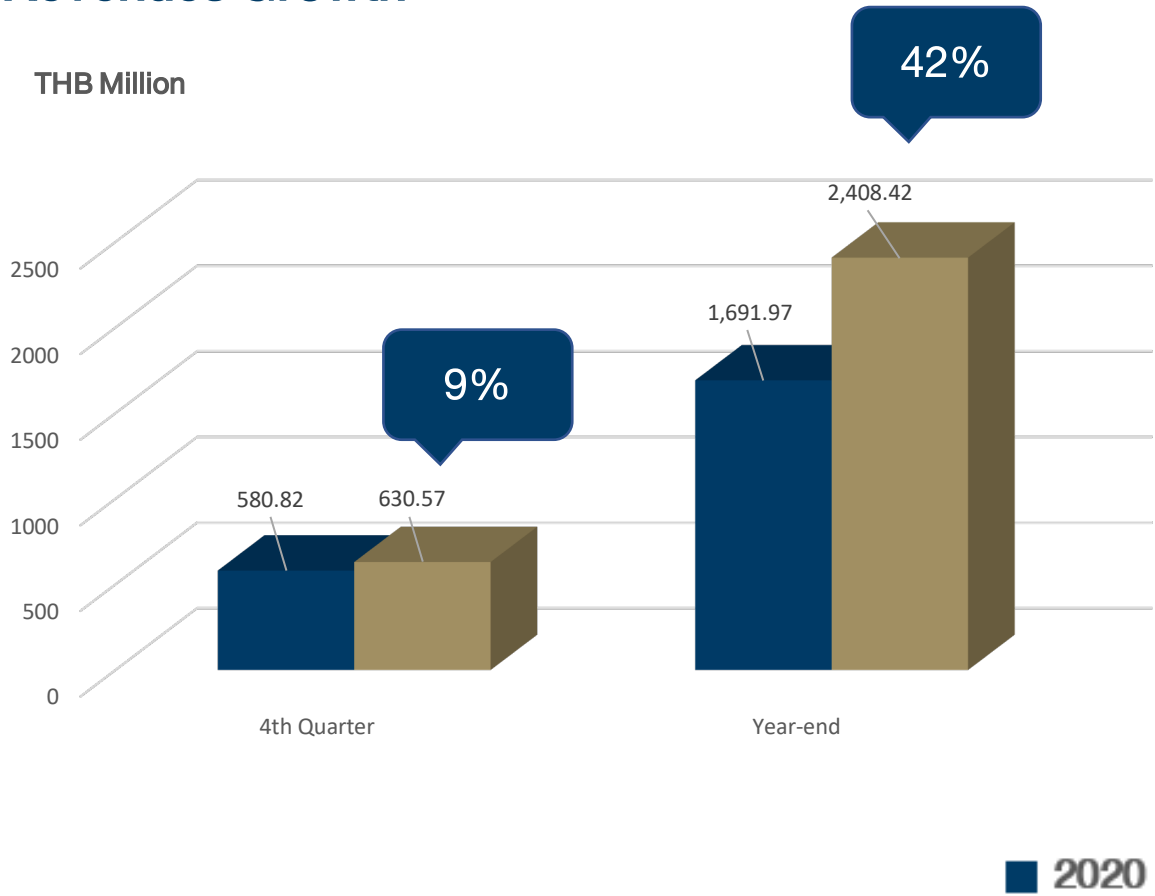
- **KTBST SEC** has changed the method of delivering documents to customers via postal mail to e-mail to reduce paper using.
- **KTBST SEC and WE ASSET** has developed Online Account Opening service, which can reduce paper using and pollution from transportation.
- **KTBST LEND** developed LEND U platform for white collar to apply loan online without document submission that can reduce paper using and pollution from transportation.

KTBST GROUP

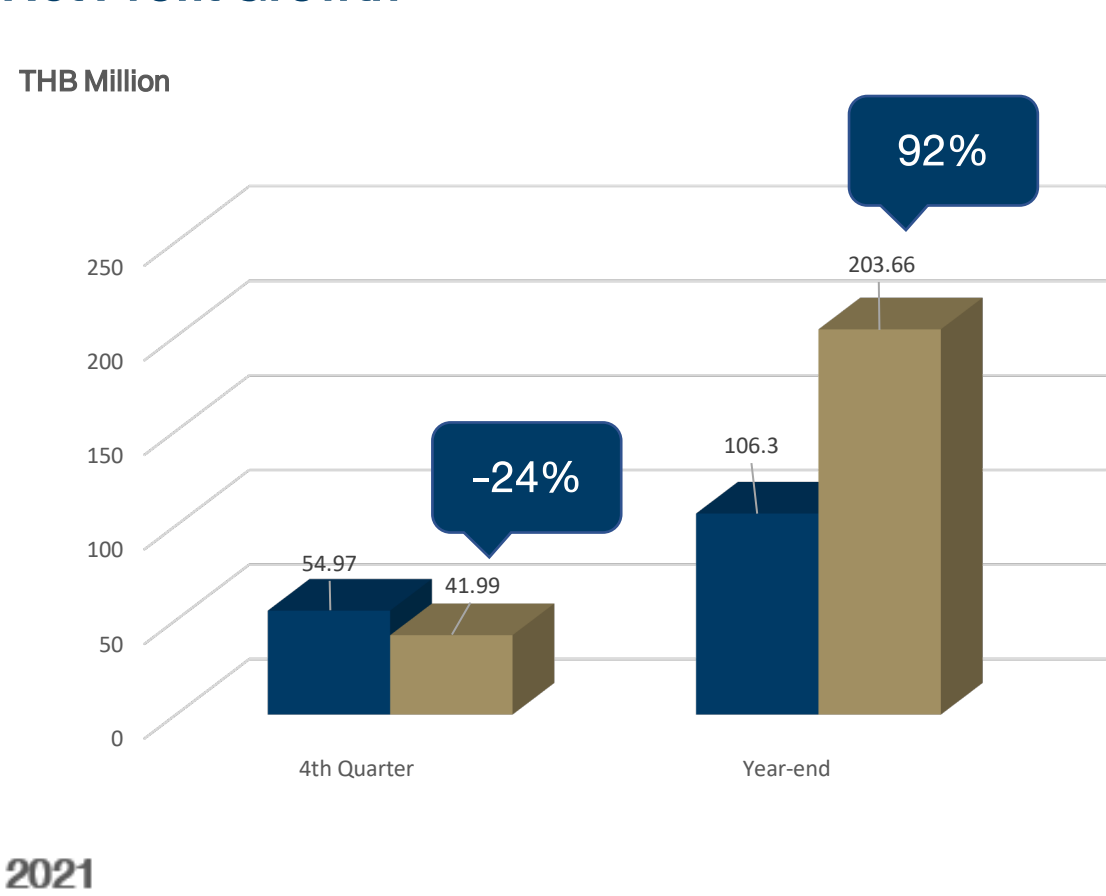
- Has applied Work from Home policy during COVID-19 pandemic to comply with government policy
- Sponsored Sinopharm vaccines for first and second shot for KTBST Staff and family
- Provided the booster shot of Moderna Vaccine for KTBST Staff
- Provide welfare loans for all KTBST GROUP's staff which is powered by KTBST LEND to enhance staff cashflow for a better living
- **KTBST SEC** has helped for more than 100 companies to raise fund via capital markets.
- **KTBST LEND** provide welfare loan service for employee of corporate partners to help reducing loan shark in Thai society.

- **KTBST SEC and WE ASSET** has applied E-KYC system of The National Digital ID Company (NDID) to identify and verify client when onboarding client (open new account) in order to comply with new SEC regulation and enhance Identity Assurance Level (IAL) from 1.3+ to 2.3, which is the highest level.

Revenues Growth



Net Profit Growth



KTBST SEC Performance

THB Million

THB Million

	Q4/2021	Q4/2020	% Growth 20 Vs 21	YE2021	YE2020	% Growth 20 Vs 21
Brokerage Income – Retail	164.01	122.46	34%	617.82	455.95	36%
Brokerage Income – Institution	41.05	41.32	-1%	174.30	139.14	25%
Corporate Financial Solution / REIT	98.14	70.91	38%	332.80	237.05	40%
Selling Agent – Mutual fund	113.80	94.43	21%	503.61	227.57	121%
Management fee – Private fund	43.06	39.81	8%	84.54	61.02	39%
Investment Banking – ECM	48.16	19.57	146%	101.12	54.82	84%
Foreign Business	90.61	175.96	-49%	480.39	439.33	9%
Block trade	5.22	0.79	561%	13.39	3.54	278%
Interest on Margin Loan	14.10	8.03	76%	48.29	32.33	49%
Interest and dividend	4.05	3.49	16%	18.28	17.06	7%
Other income	8.37	4.05	107%	33.88	24.16	40%
Total Revenues	630.57	580.82	9%	2,408.42	1,691.97	42%
Operating cost	-577.05	-511.46	13%	2,150.95	-1557.05	38%
Profits before tax	53.52	69.36	-23%	257.47	134.92	91%
Net profits	41.99	54.97	-24%	203.66	106.30	92%

Subsidiaries

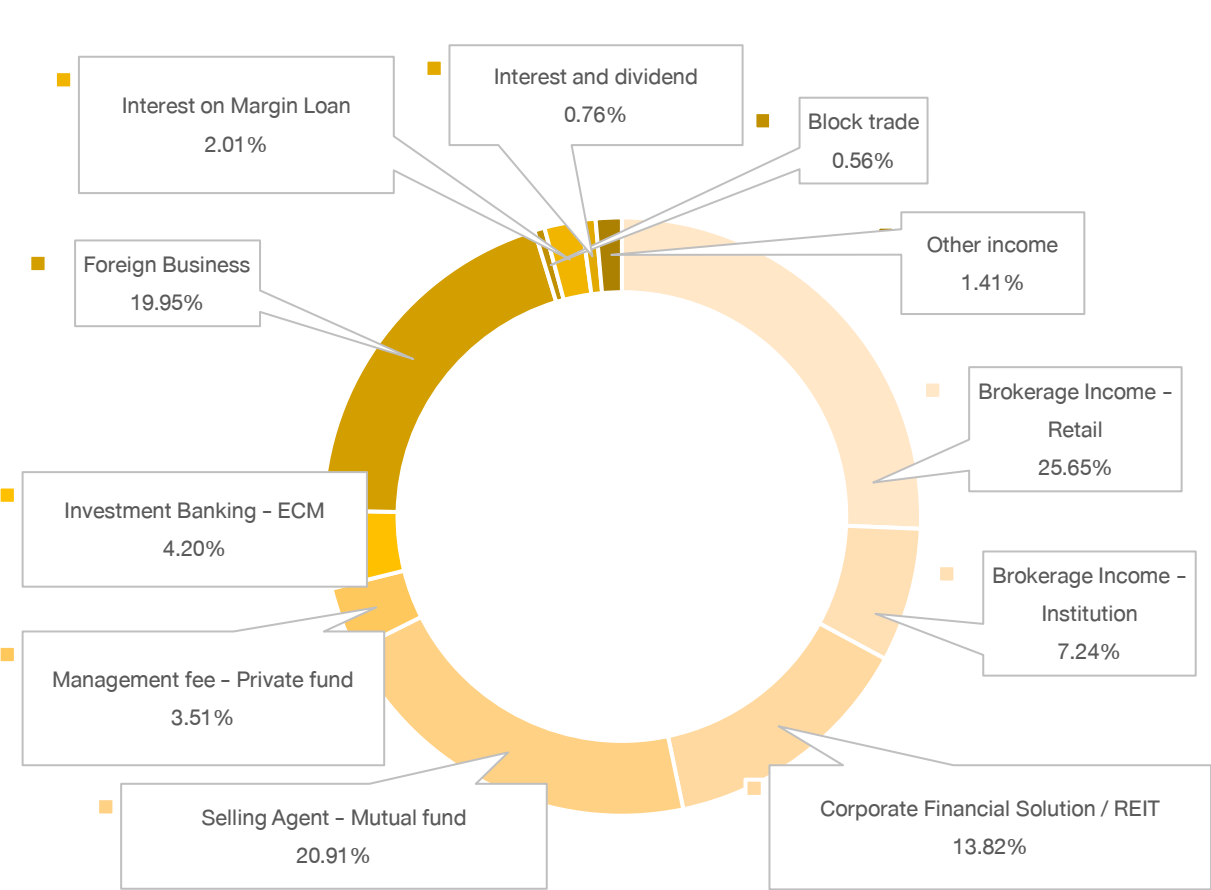


Investment Portfolio

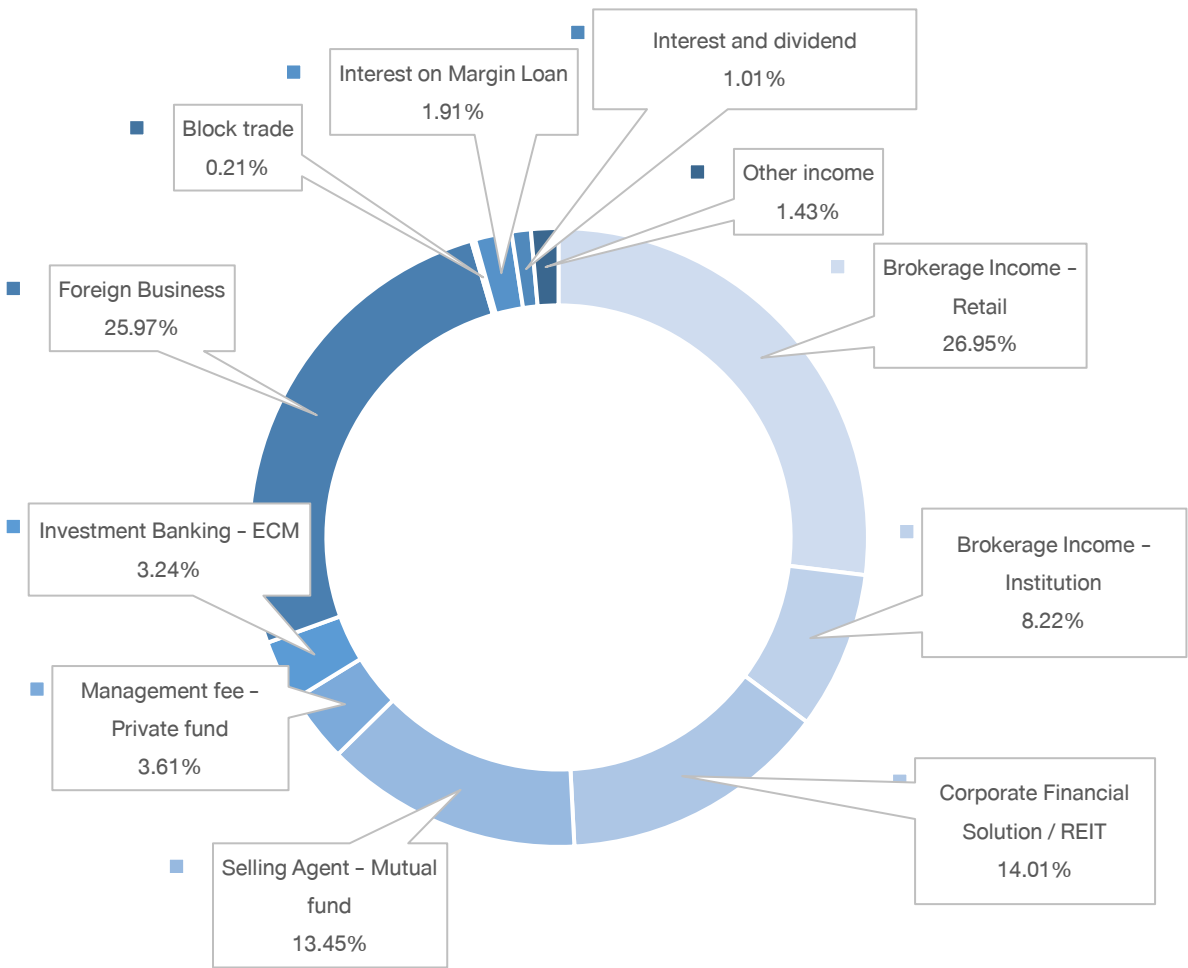


KTBST SEC Type of Revenues Proportion

YE2021



YE2020



KTBST SEC Market Share / AUA / AUM

Equity Market Ranking and Market Share

Equity	YE2021	YE2020
Total Value (Million baht)	545,401.04	384,634.90
Market Share (%)	2.33	1.29
Member Rank	23	26
Total Brokers	38	38

Source : SET Smart

TFEX Ranking and Market Share

TFEX	YE2021	YE2020
Total Volume (contract)	10,095,188	8,382,525
Market Share (%)	3.74	3.49
Member Rank	9	11
Total Brokers	40	40

Asset Under Advisement (AUA) and Asset Under Management (AUM)

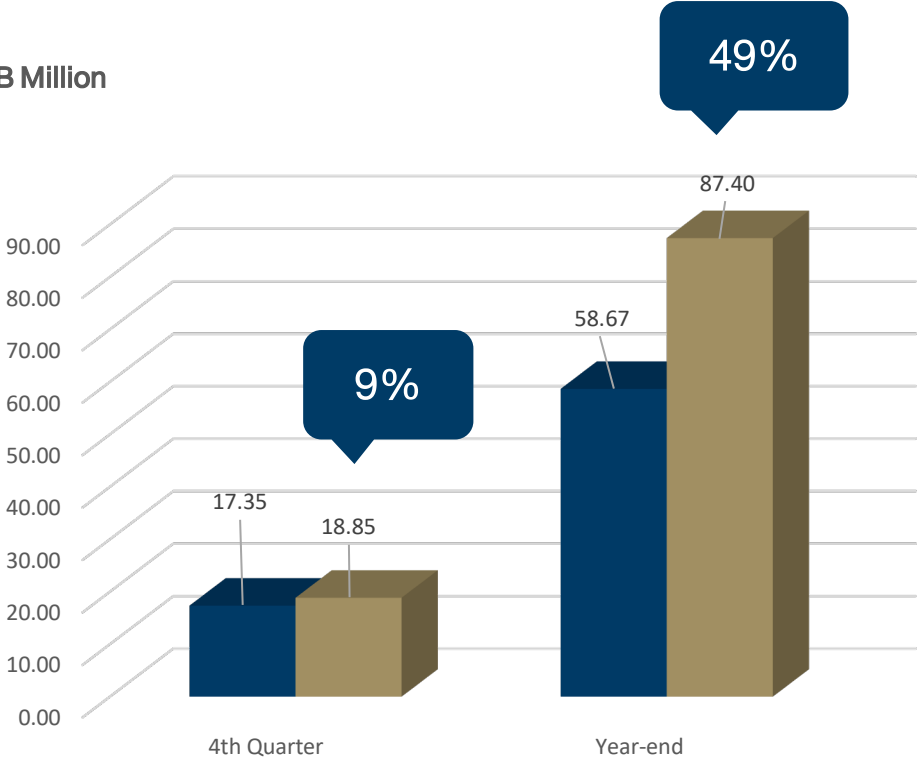
	YE2021	YE2020	% Growth 20 VS 21
KTBST SEC - Selling Agent - AUA (MB)	29,963.71	18,926.00	58%
KTBST SEC - Private Fund - AUM (MB)	7,532.27	5,870.85	28%

KTBST SEC Key Financial Ratio

	YE 2020	YE 2021		YE 2020	YE 2021		YE 2020	YE 2021
ROE	14.74%	24.90%	ROCE	21.38%	34.28%	ROA	4.98%	7.03%
Net Profit margin	6.28%	8.46%	Cost to Income Ratio	92.03%	89.31%	Interest Bearing Debt to equity	0.69	0.83

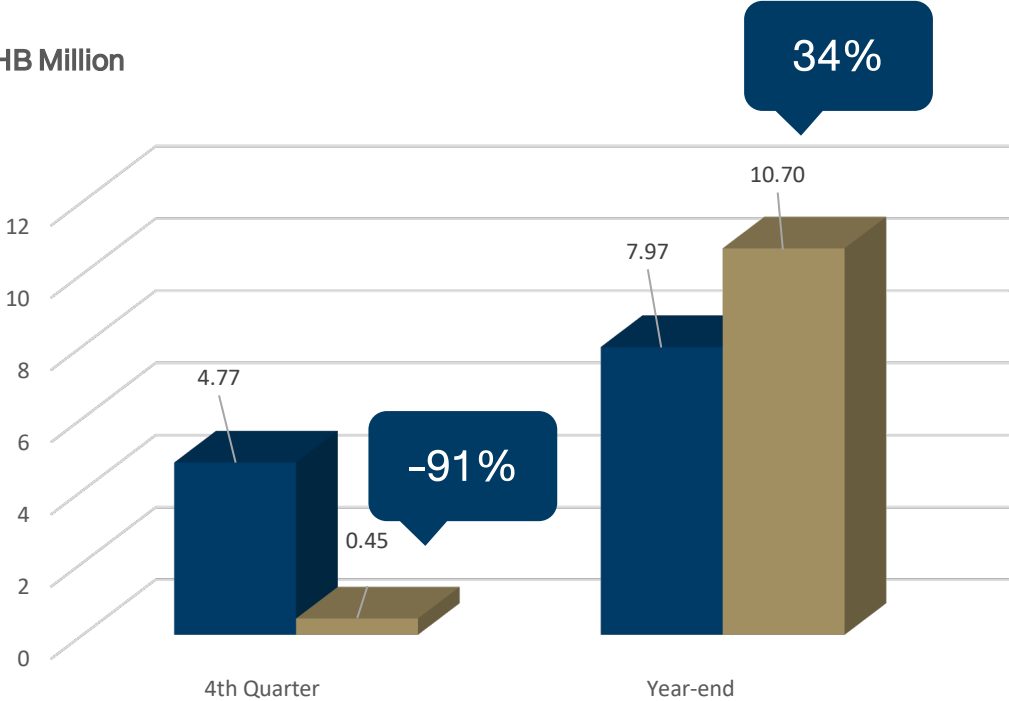
Revenues Growth

THB Million



Net Profit Growth

THB Million



■ 2020 ■ 2021

WE ASSET Performance



	THB Million			THB Million		
	Q4/2021	Q4/2020	% Growth 20 VS 21	YE2021	YE2020	% Growth 20 VS 21
Management fee income - Mutual Fund	12.54	8.64	45%	50.41	27.84	81%
Registrar fee income - Mutual Fund	4.60	3.31	39%	18.23	10.64	71%
Front-end fee	1.55	4.12	-62%	18.53	16.34	13%
Gain (Loss) on securities	0.16	1.28	-88%	0.23	3.85	-94%
Total Revenues	18.85	17.35	9%	87.40	58.67	49%
Operating cost	-18.30	-11.39	61%	-74.03	-48.71	52%
Profits before tax	0.55	5.96	-91%	13.37	9.96	34%
Net Profit	0.45	4.77	-91%	10.70	7.97	34%

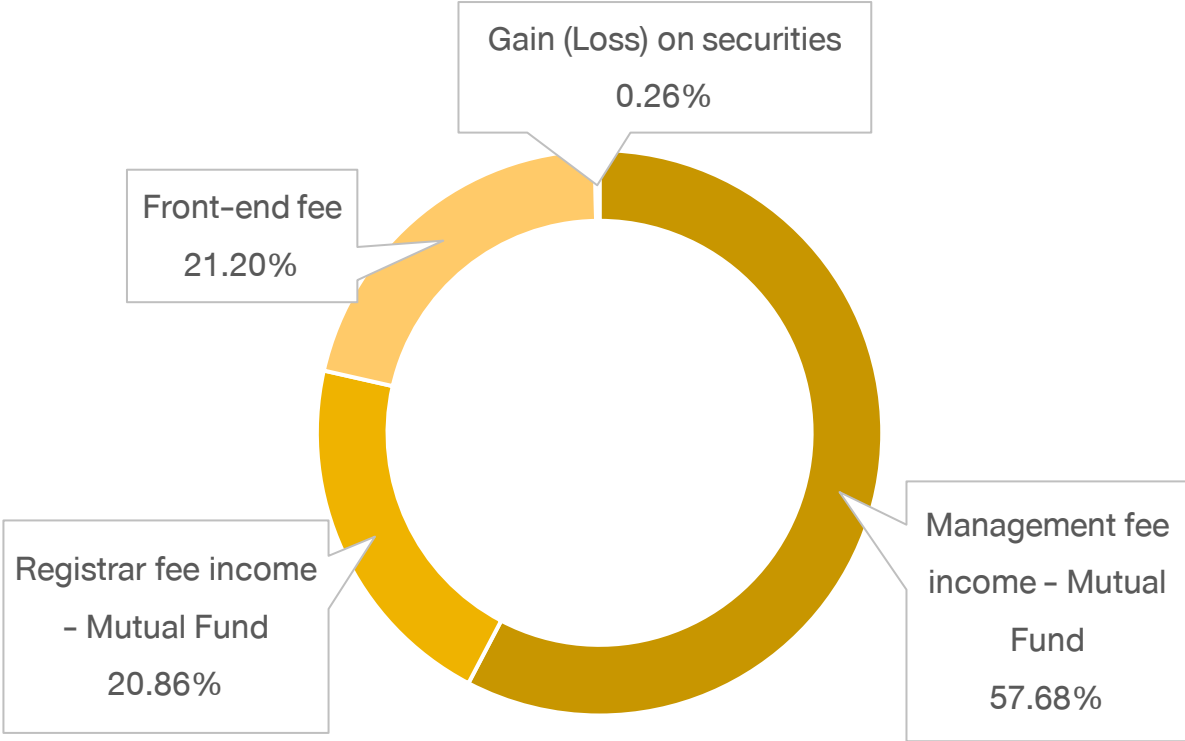
WEASSET Asset Under Management and Number of Funds

	YE2021	YE2020
AUM	7,063.77	6,488.73
Number of Funds	27	20

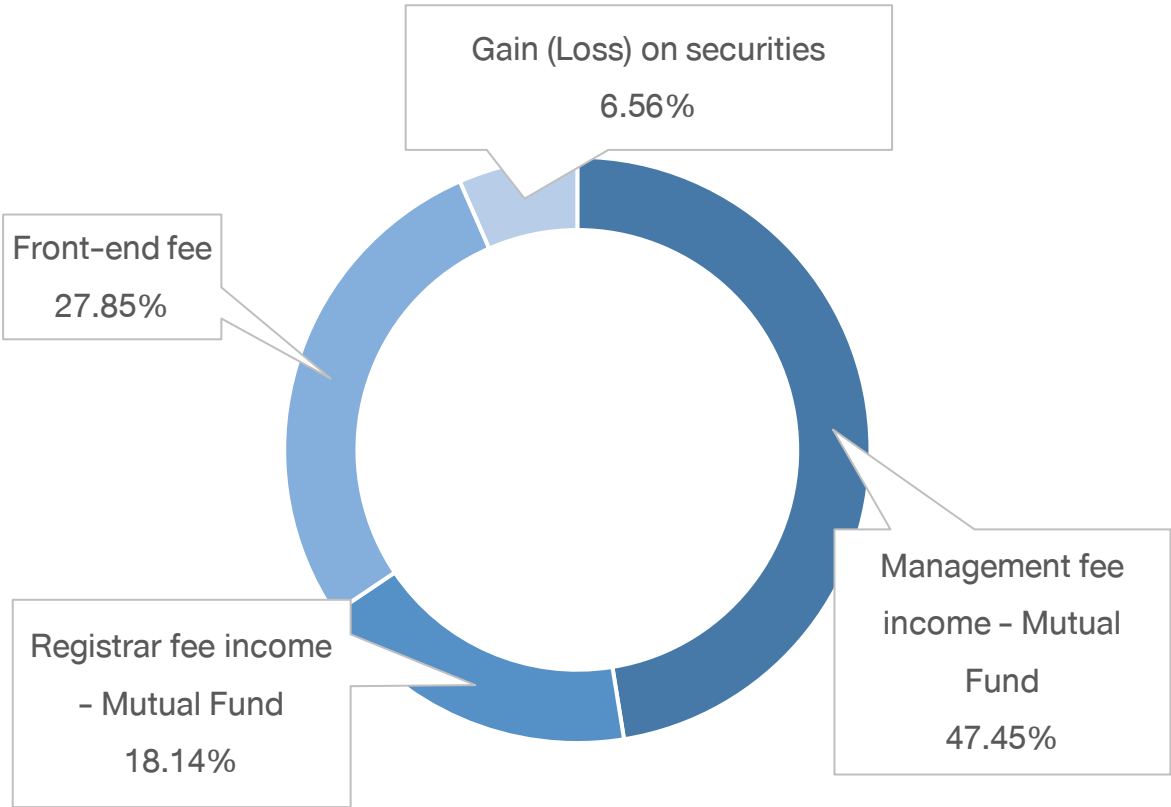
WE ASSET Type of Revenues Proportion



YE 2021



YE 2020



KTBST REIT Performance

THB Million

THB Million

	Q4/2021	Q4/2020	% Growth 20 VS 21	YE2021	YE2020	% Growth 20 VS 21
Revenues	23.51	1.80	1206%	23.51	3.48	576%
Operating cost	-4.78	-3.21	49%	-13.58	-12.57	8%
Profits before tax	18.73	-1.41	-1428%	9.93	-9.09	-209%
Net profits	14.94	-1.19	1355%	7.90	-7.33	208%

Subsidiaries



Investment Portfolio



KTBST LEND Performance

	THB Million			THB Million		
	Q4/2021	Q4/2020	% Growth 20 VS 21	YE2021	YE2020	% Growth 20 VS 21
Interest Income – Collateral Loan	4.21	3.05	38%	14.19	9.96	42%
Interest Income – Welfare Loan	0.09	0.02	350%	0.26	0.05	420%
Other income	0.02	0.38	-95%	0.02	0.78	-97%
Revenues	4.32	3.45	25%	14.47	10.79	34%
Operating cost	-2.66	-2.47	8%	-9.34	-8.08	16%
Profits before tax	1.66	0.98	69%	5.13	2.71	89%
Net profits	1.33	0.78	71%	4.10	2.16	90%

KTBST LEND Loan size

	YE2021	YE2020	% Growth
KTBST LEND – Collateral Loan	140.00	100.00	40%
KTBST LEND – Welfare Loan	3.81	0.94	305%

WE DIGITAL Performance



THB Million

	Q4/2021	Q4/2020	% Growth 20 VS 21	YE2021	YE2020	% Growth 20 VS 21
Fees and service income	3.56	1.21	194%	10.39	2.11	392%
Other income	0.03	0.00	N/A	0.03	0.00	N/A
Revenues	3.59	1.21	197%	10.42	2.11	394%
Operating cost	-3.85	-0.27	1326%	-11.17	-3.42	227%
Profits before tax	-0.26	0.94	128%	-0.75	-1.31	43%
Net profits	-0.26	0.94	128%	-0.75	-1.31	43%

WE INSURANCE Performance



	Q4/2021	Q4/2020	% Growth 20 VS 21	YE2021	YE2020	% Growth 20 VS 21
Commission fee income	0.22	0.00	N/A	1.86	0.00	N/A
Other income	0.34	0.00	N/A	0.49	0.00	N/A
Revenues	0.56	0.00	N/A	2.35	0.00	N/A
Operating cost	-1.52	-0.89	71%	-6.04	-1.96	208%
Profits before tax	-0.96	-0.89	-8%	-3.69	-1.96	-88%
Net profits	-0.96	-0.89	-8%	-3.69	-1.96	-88%



KTBST Holding Public Company Limited

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